

# YOUR LOCAL MARKET'S MARKET UPDATE

DEL MAR, CA

- **Current Real Estate Market Conditions for Single Family Homes**
- **Trends in Pricing**
- **Current Levels of Supply and Demand**
- **Value Metrics**

- **Report for the week of  
October 30, 2017**

## This Week

- The median list price in DEL MAR, CA this week is \$2,495,000. The 106 properties have been on the market for an average of 130 days.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

## Supply and Demand

- The market has settled in at a relative stasis in inventory and sales conditions. It's a Buyer's market that has seen prices trend lower. Expect that consistent up trends in demand will be required before price trends change significantly.

### Real-Time Market Profile

		Trend
Median List Price	\$ 2,495,000	↓↓
Average List Price	\$ 5,087,588	
Asking Price Per Square Foot	\$ 956	↓
Average Days on Market (DoM)	130	↓
Inventory of Properties Listed	106	↑
Most Expensive Listing	\$ 35,000,000	
Least Expensive Listing	\$ 1,149,000	
Average Age of Listing	34	
Percent of Properties with Price Decrease	44 %	
Percent Relisted (reset DOM)	25 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	2785	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

### Altos Research Value Statistics

Market Action Index      Buyer's Advantage      26.4      ↔

The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies a seller's advantage. Below 30, conditions give the advantage to the buyer.

Trend Key:      ↑↑ Strong upward trend      ↓↓ Strong downward trend  
 ↔ No change      ↑ Slight upward trend      ↓ Slight downward trend

## Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 9,899,000	2994	0.25 - 0.50 acre	4.0	4.5	26	26	1	0	142
Upper/Second	\$ 3,775,000	3156	0.25 - 0.50 acre	4.0	3.5	33	26	2	2	188
Lower/Third	\$ 2,275,000	3089	8,001 - 10,000 sqft	4.0	3.0	36	27	1	0	128
Bottom/Fourth	\$ 1,585,000	2598	4,501 - 6,500 sqft	4.0	2.5	37	27	2	2	65

Most expensive 25% of properties

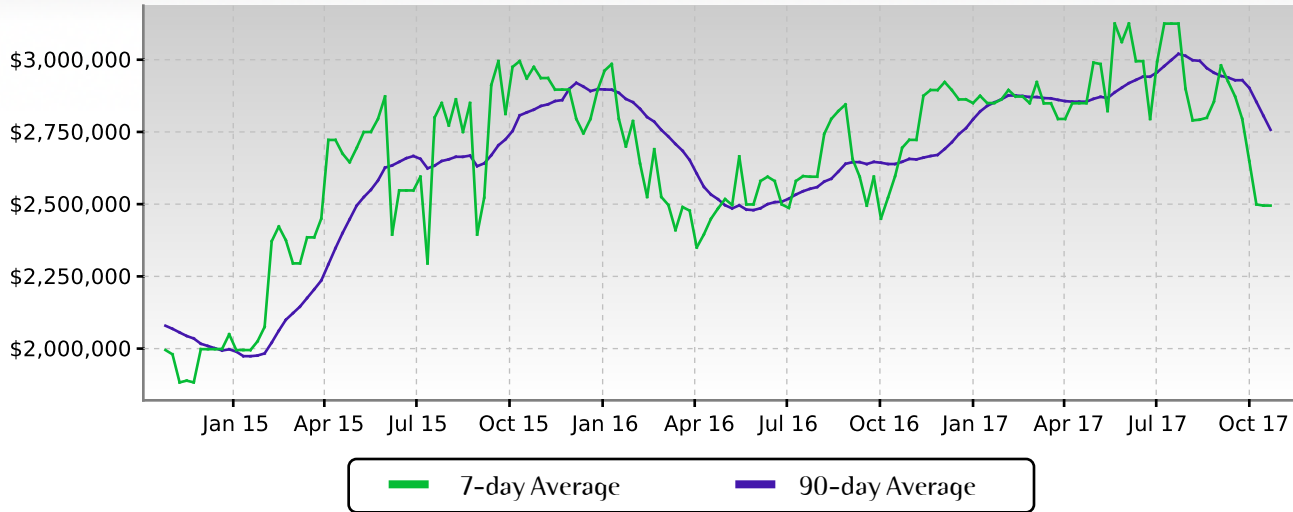
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

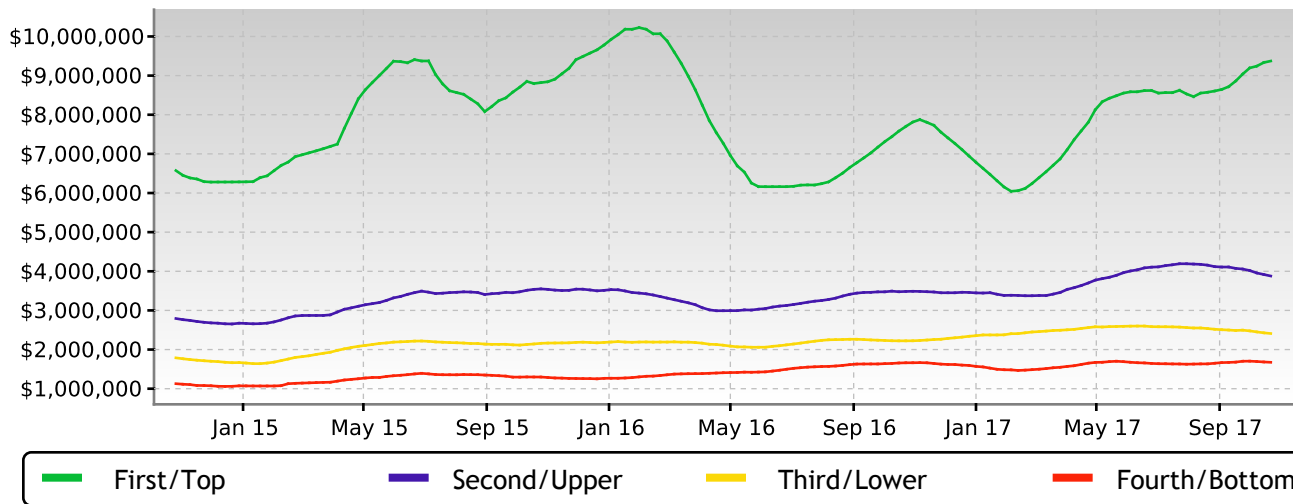
## Median Price

The market has been on a downward trend recently and this week, while essentially flat, doesn't break us out of that cycle.



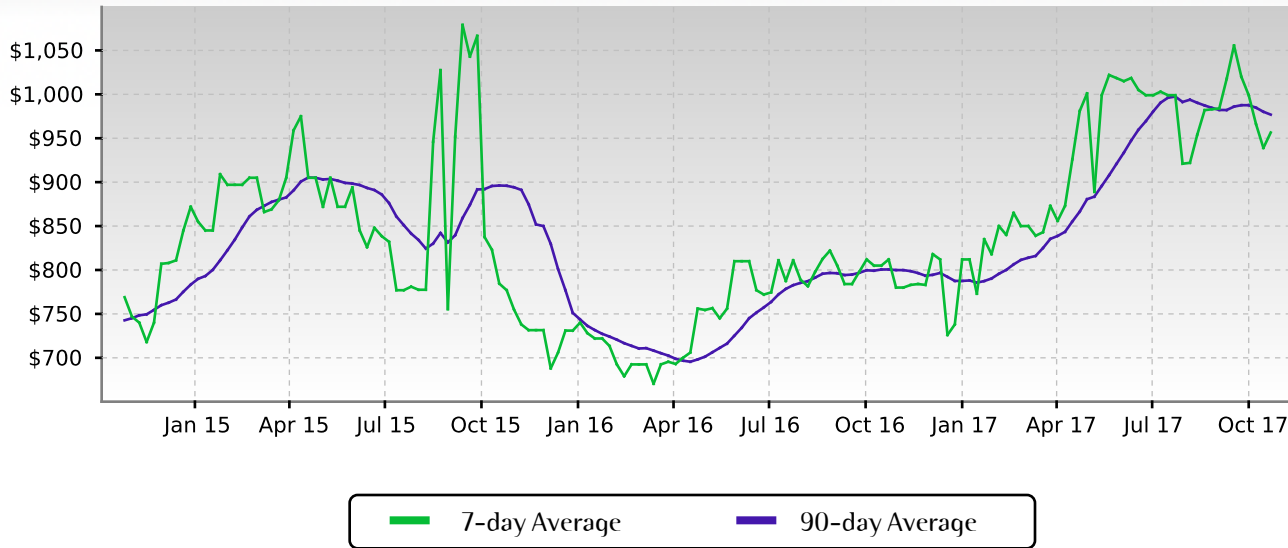
## Quartile Prices

Pricing trends have been lacking strong directional indication lately. Prices in Quartiles 2 and 3 have been down in recent weeks, while Quartile 4 has been mixed and Quartile 1 is up. Look to the Market Action Index to determine when we may see a shift in prices from these current levels.



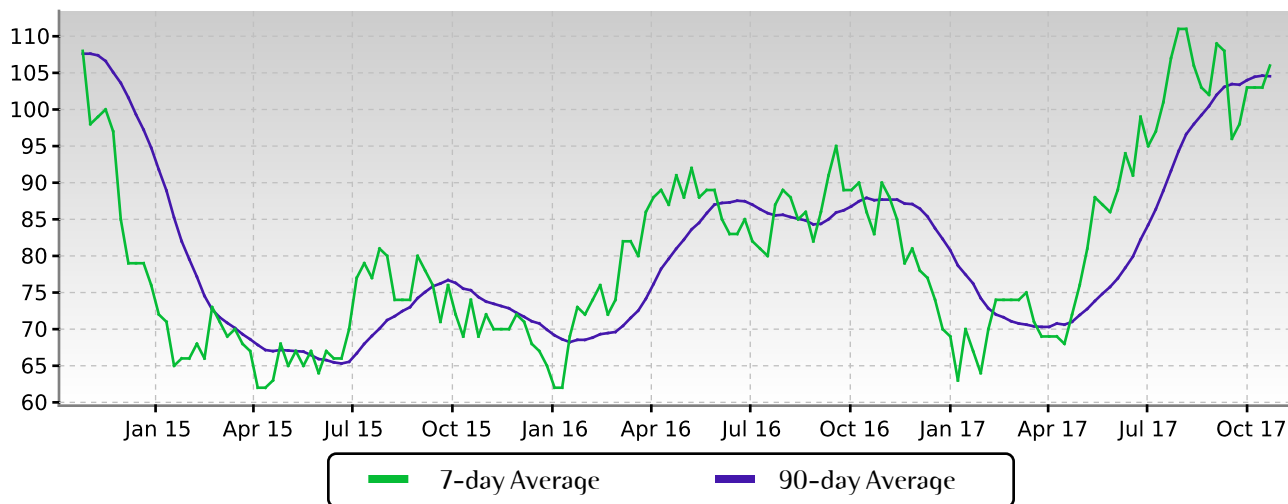
## Price per Square Foot

The market's downward trends are shared across both price and value. People are recently placing less value on homes (you can see the recent declines in price per square foot as evidence.) Look for significant changes in the Market Action Index as a precursor to price and value changes, possibly as inflection points for good investment opportunities.



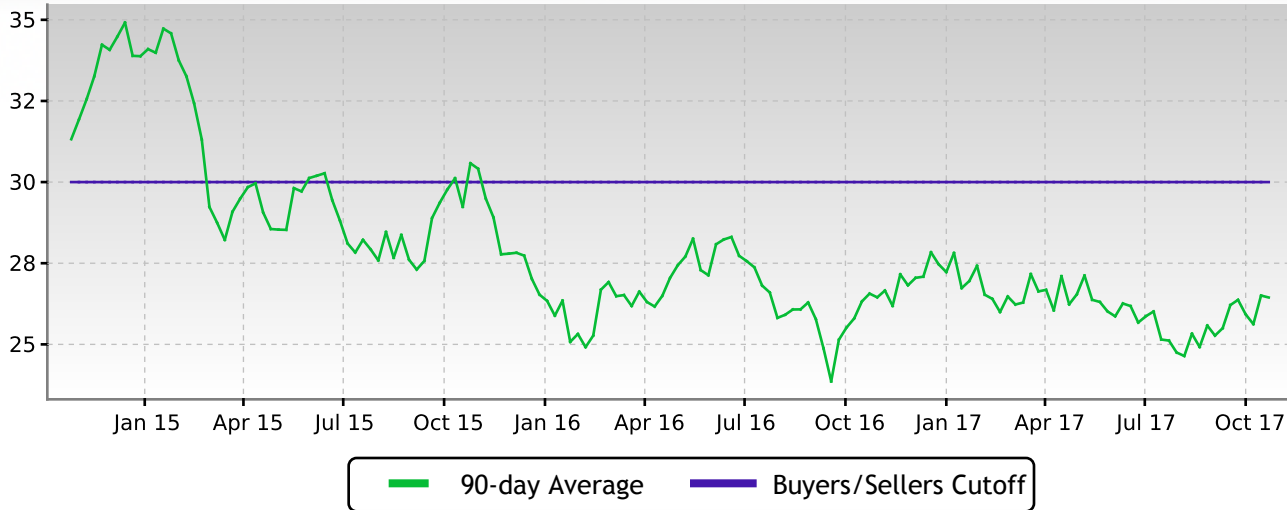
## Inventory of Properties Listed for Sale

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



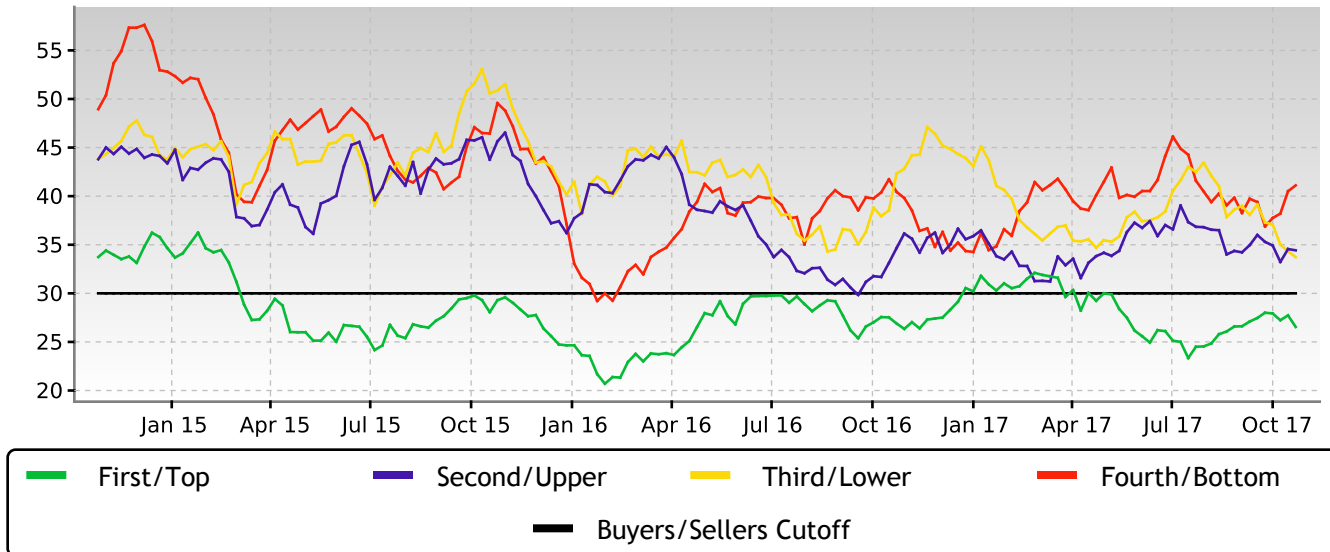
## Market Action Index

The DEL MAR market is currently in the Buyer's Advantage zone (below 30), though not strongly so. The 90-day Market Action Index stands this week at 26.44 so buyers should expect to find reasonable levels of selection.



## Market Action Index per Quartile

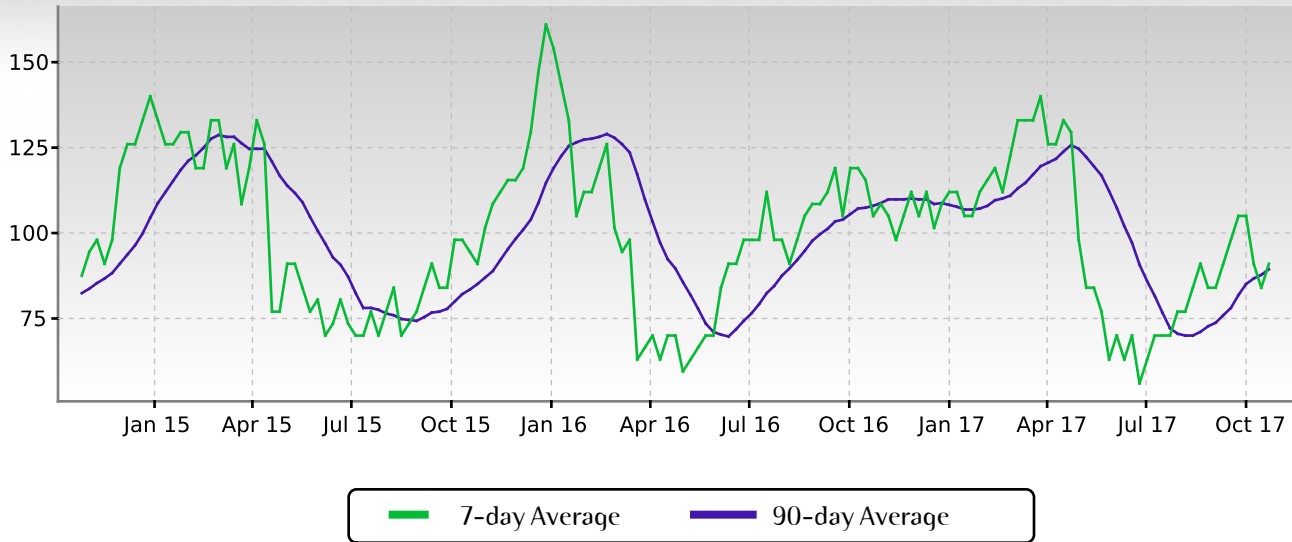
Three of the four quartiles of the market are in the Seller's Market zone with relatively low amounts of inventory given the current rate of demand for homes in the quartile. Notice that Quartile 1 (the highest-end price group) is showing weaker demand than the others. It's not uncommon that the premium segment of the market takes longer to sell than the rest of the group.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

## Days on Market

The properties have been on the market for an average of 130 days. Half of the listings have come newly on the market in the past 91 or so days.



## Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

