

YOUR LOCAL MARKET'S MARKET UPDATE

SOLANA BEACH, CA

- **Current Real Estate Market Conditions for Condos & Townhomes**
- **Trends in Pricing**
- **Current Levels of Supply and Demand**
- **Value Metrics**

- **Report for the week of
May 28, 2018**

This Week

• The median list price in SOLANA BEACH, CA this week is \$1,495,000. The 21 properties have been on the market for an average of 69 days.

Inventory is up and Market Action is trending down recently. While days-on-market appears to be trending lower, the overall conditions are weakening a bit.

Real-Time Market Profile

Median List Price	\$ 1,495,000	↑↑
Average List Price	\$ 1,529,410	↔
Asking Price Per Square Foot	\$ 935	↓
Average Days on Market (DoM)	69	↑
Inventory of Properties Listed	21	
Most Expensive Listing	\$ 3,300,000	
Least Expensive Listing	\$ 729,000	
Average Age of Listing	39	
Percent of Properties with Price Decrease	33 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	1547	
Median Number of Bedrooms	2.0	
Median Number of Bathrooms	2.5	

Trend

Supply and Demand

• The market remains in a relative stasis in terms of sales to inventory and prices have been relatively stable for a few weeks. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

Altos Research Value Statistics

Market Action Index	Seller's Advantage	39.4	↔
<p>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.</p>			

Trend Key:

↕↕	Strong upward trend	↕↕	Strong downward trend
↔↔	No change	↕	Slight downward trend
↕	Slight upward trend		

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 1,950,000	1608	3.0	2.5	43	5	2	0	36
Upper/Second	\$ 1,595,000	1763	2.0	2.5	41	5	2	0	62
Lower/Third	\$ 1,449,900	1608	2.0	2.5	43	5	0	1	126
Bottom/Fourth	\$ 979,450	1209	2.0	2.0	43	6	0	1	54

Most expensive 25% of properties

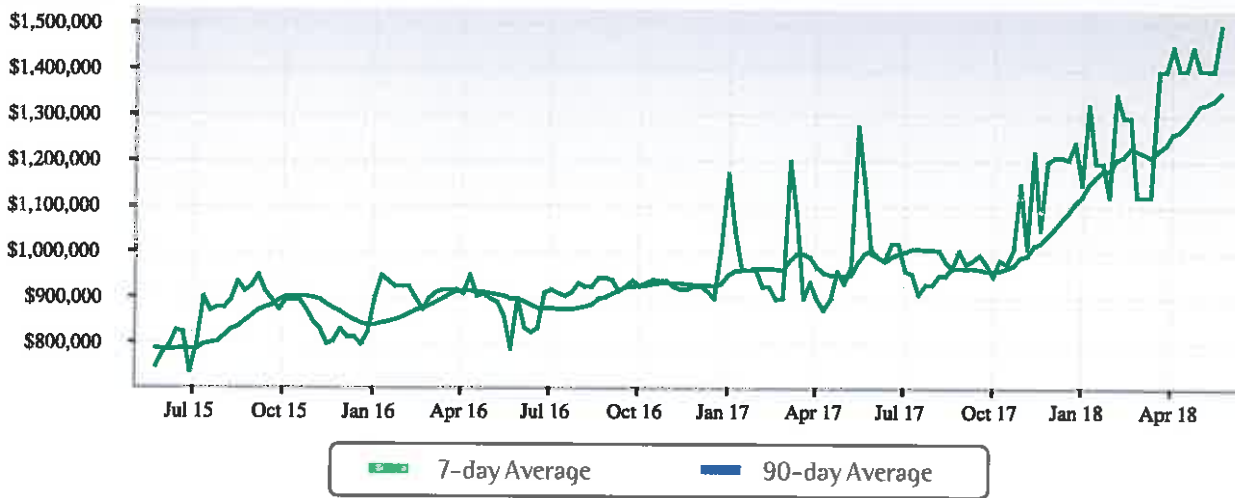
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

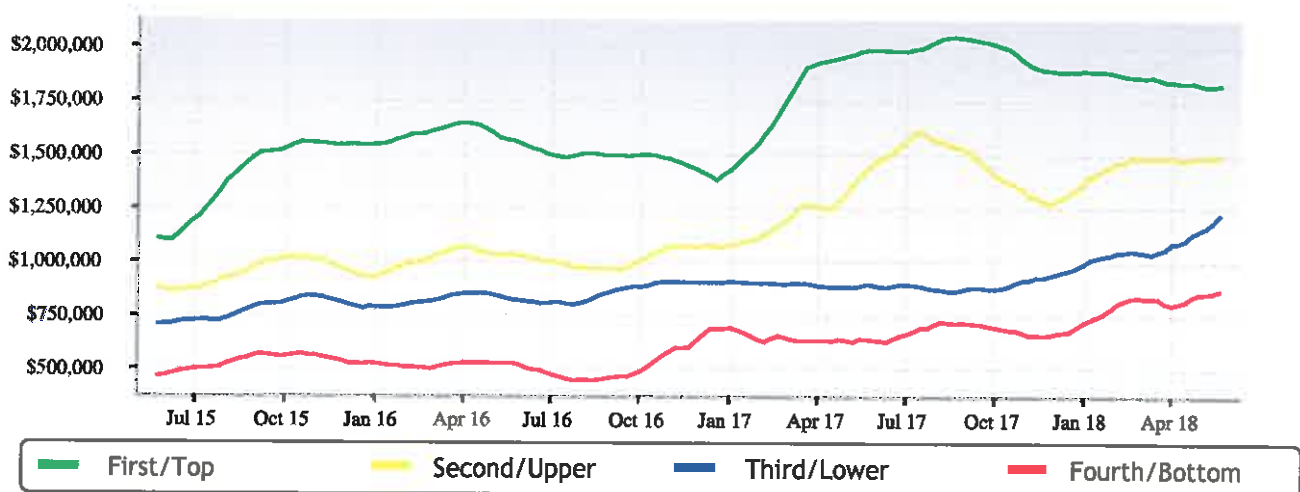
Median Price

The market seems to have paused around its high point. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.



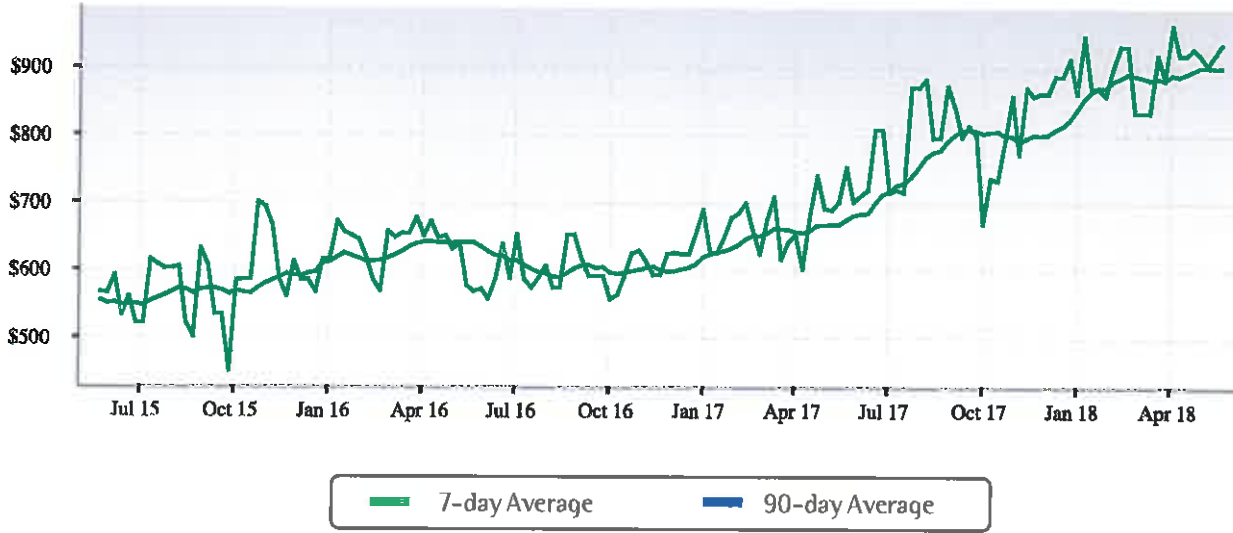
Quartile Prices

Prices have generally settled at a plateau, although Quartile 3 is on a bit of an up trend in recent weeks. We'll need to see a persistent shift in the Market Action Index before we see prices across the board move from these levels.



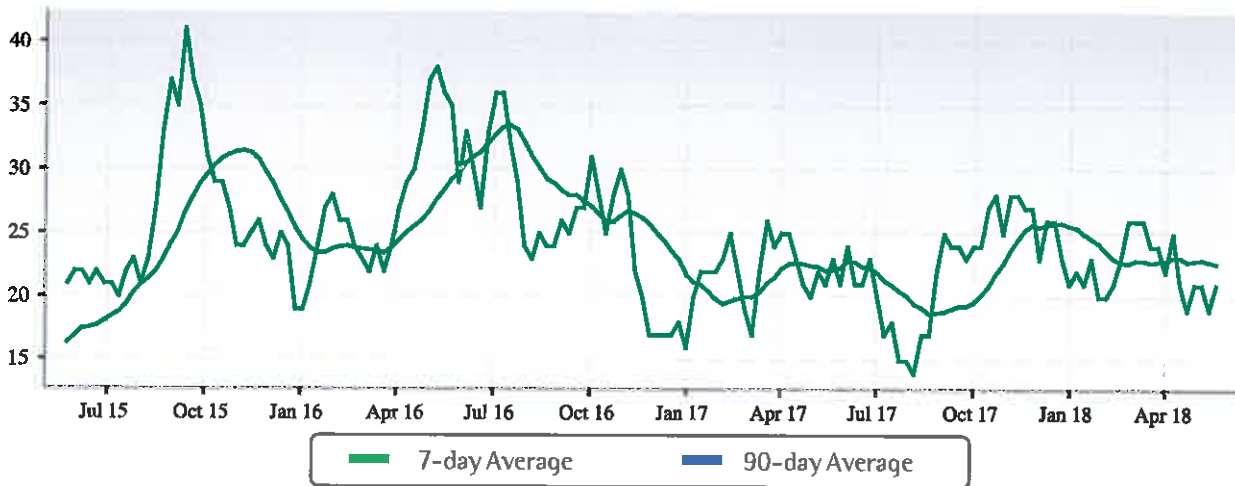
Price per Square Foot

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



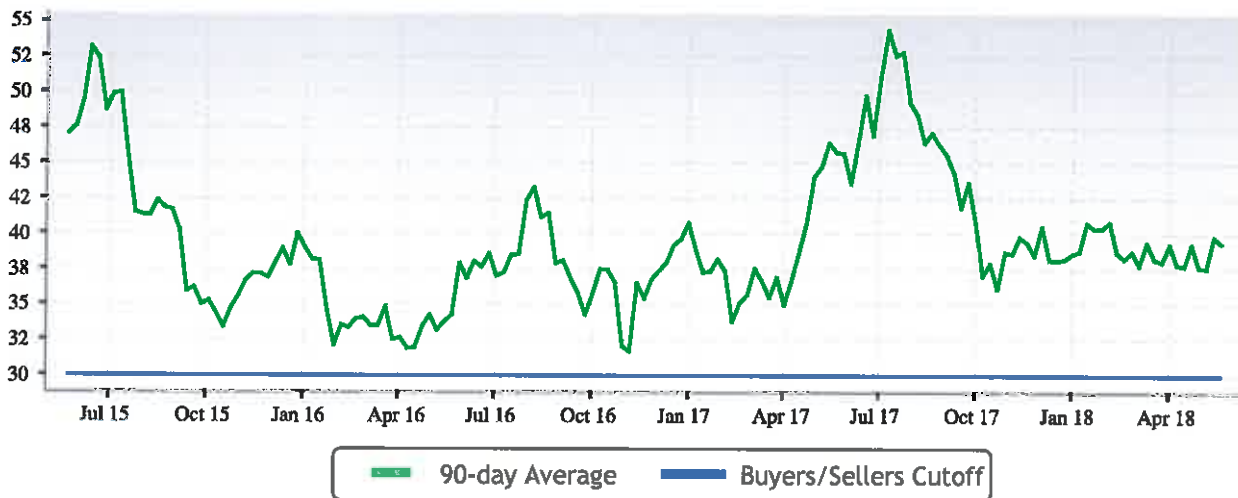
Inventory of Properties Listed for Sale

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.



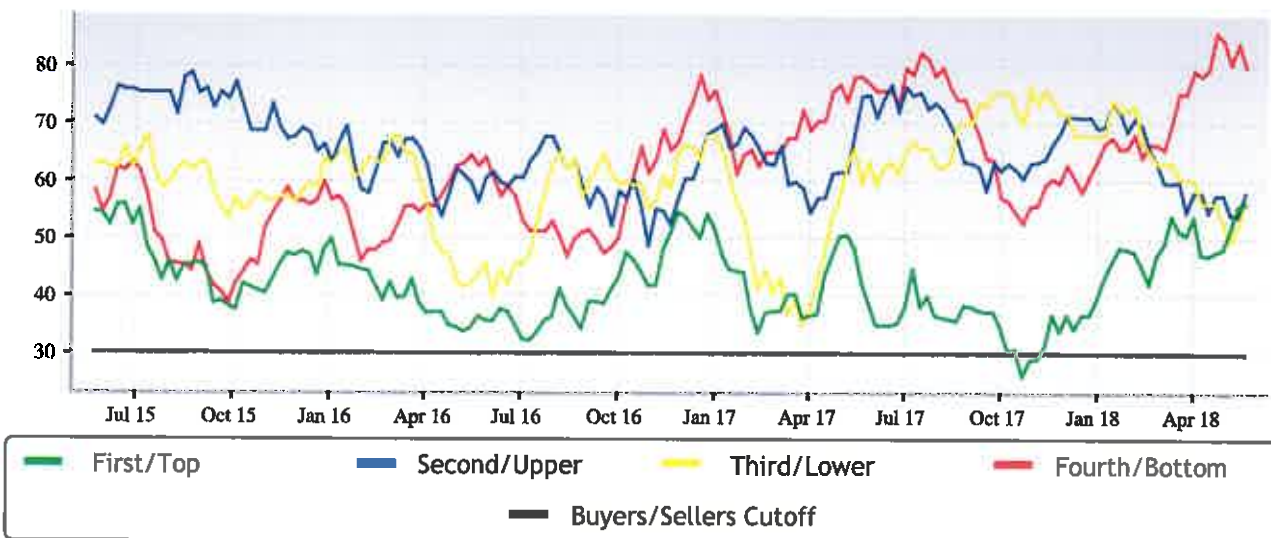
Market Action Index

The SOLANA BEACH market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 39.36 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

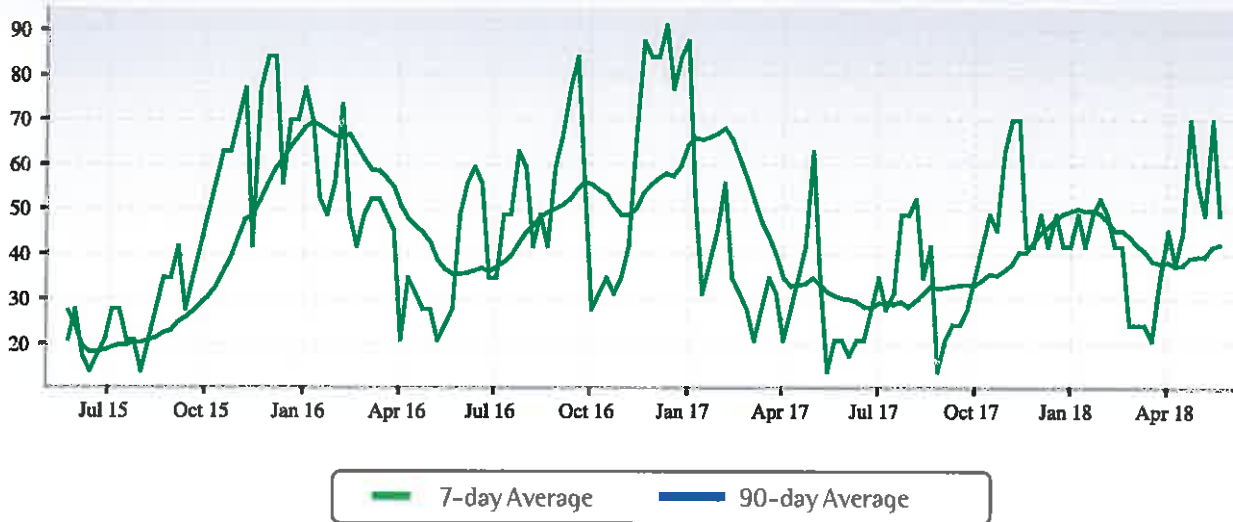
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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 69 days. Half of the listings have come newly on the market in the past 49 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.

