

YOUR LOCAL MARKET'S MARKET UPDATE

SOLANA BEACH, CA
92075

- **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
February 26, 2018**

NEIGHBORHOOD DETAIL

SINGLE FAMILY HOMES IN

SOLANA BEACH,
CA 92075

This Week

- The median list price in SOLANA BEACH, CA 92075 this week is \$1,997,500. The 14 properties have been on the market for an average of 106 days.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

Supply and Demand

- Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.

Real-Time Market Profile

		Trend
Median List Price	\$ 1,997,500	↔
Average List Price	\$ 2,137,429	
Asking Price Per Square Foot	\$ 813	↔
Average Days on Market (DOM)	106	↑↑
Inventory of Properties Listed	14	↓↓
Most Expensive Listing	\$ 3,900,000	
Least Expensive Listing	\$ 765,000	
Average Age of Listing	32	
Percent of Properties with Price Decrease	43 %	
Percent Relisted (reset DOM)	21 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	2653	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

Altos Research Value Statistics

Market Action Index Seller's Advantage 35.0 ↑↑

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:

↔ No change ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↑ 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	\$ 3,699,000	4209	0.25 - 0.50 acre	4.0	6.0	12	3	0	1	121
Upper/Second	\$ 2,200,000	2758	0.25 - 0.50 acre	4.0	3.0	33	3	0	0	63
Lower/Third	\$ 1,872,500	2270	0.25 - 0.50 acre	3.5	3.2	39	4	0	1	159
Bottom/Fourth	\$ 1,187,000	1598	0.25 - 0.50 acre	7.5	2.0	44	4	0	1	72

Most expensive 25% of properties

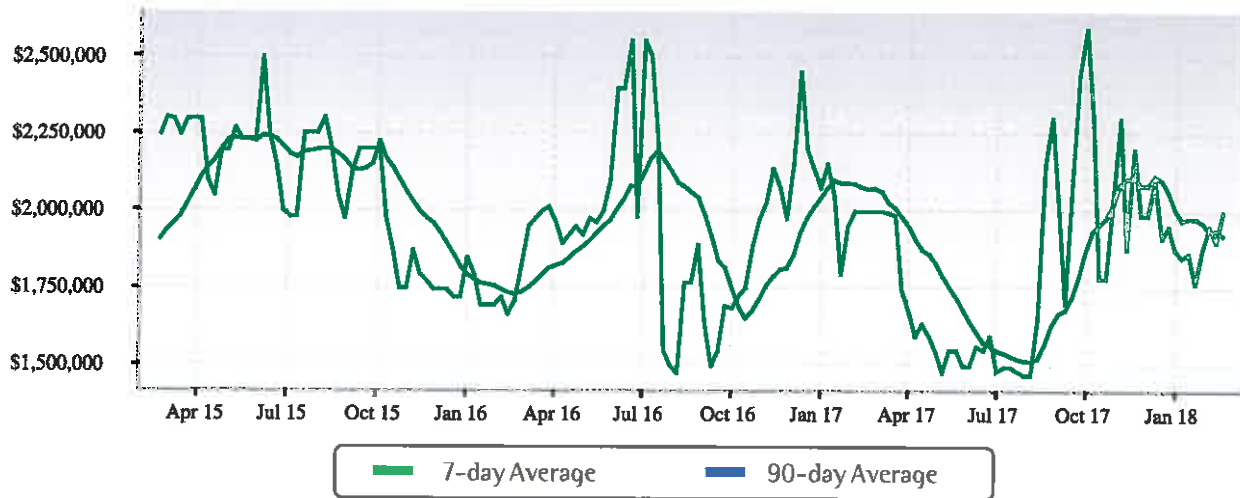
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

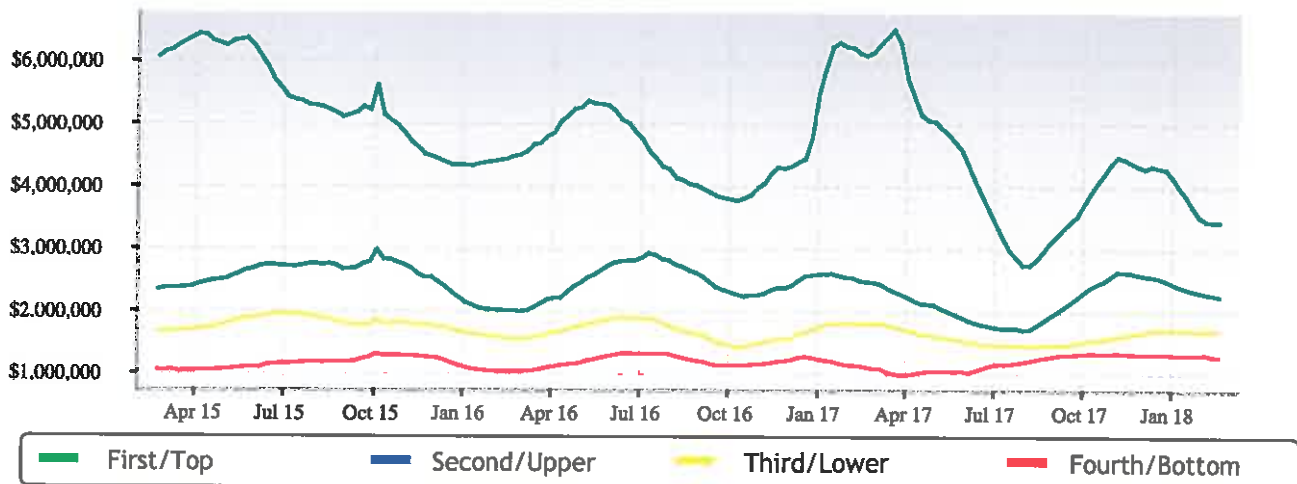
Median Price

The market for this zip code continues its bounce again this week. We're a long way from the market's high point so watch the Market Action Index to predict how long this trend will last.



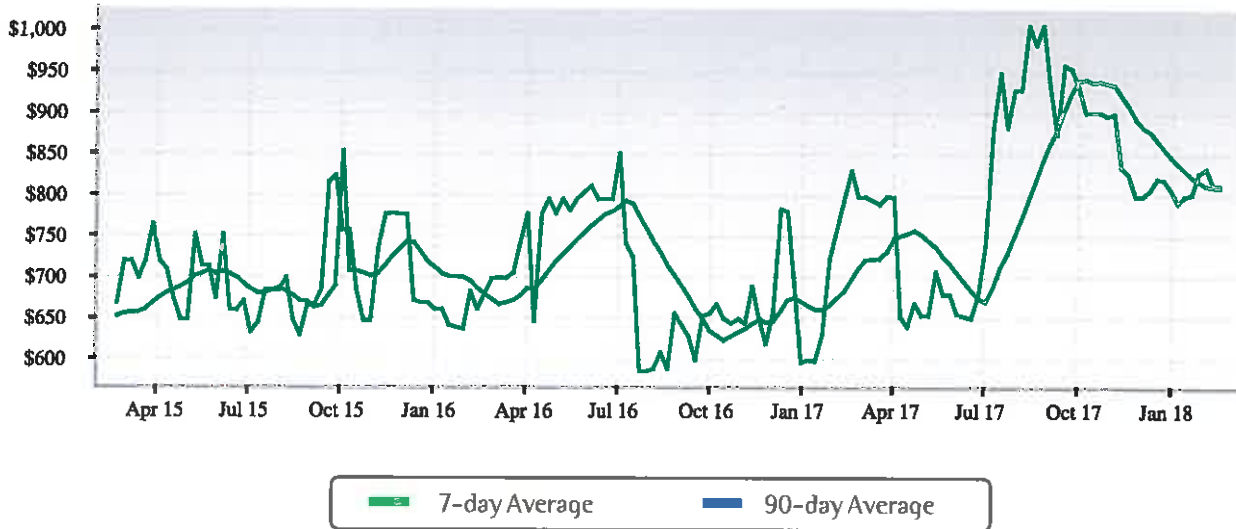
Quartile Prices

In the quartile market segments, we see the upper end of the market in this zip code showing weakness. While there is enough demand in the low end (Quartiles 3 and 4) to keep prices flat, unless there is a persistent up-shift in the Market Action Index, the entire market may resume a down trend soon.



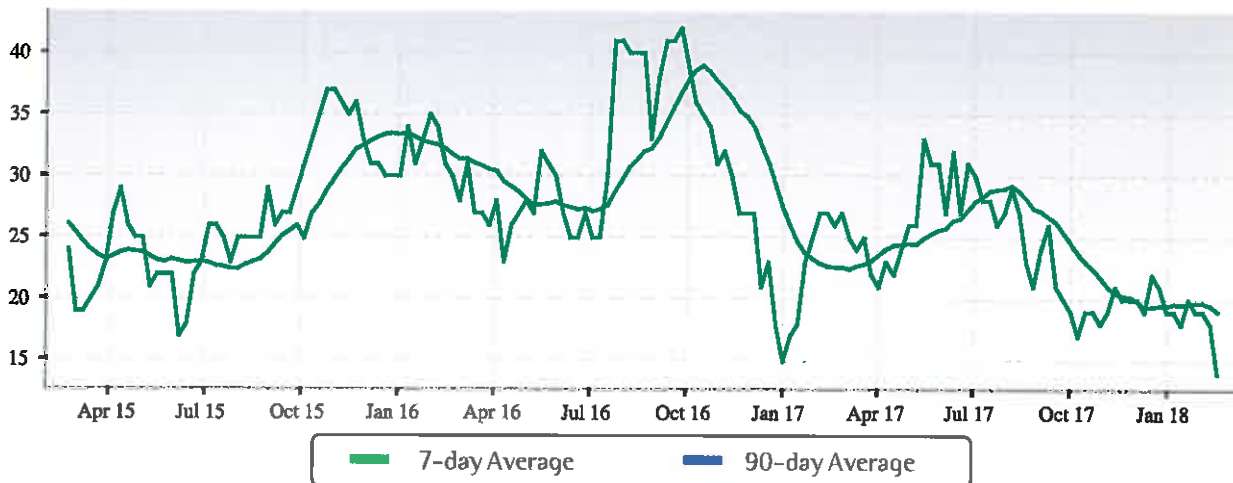
Price per Square Foot

In a market where prices are rising some, price per square foot is essentially flat. This often implies that new homes coming on the market are pricier, and also larger than older homes. As a result the value one can buy stays the same.



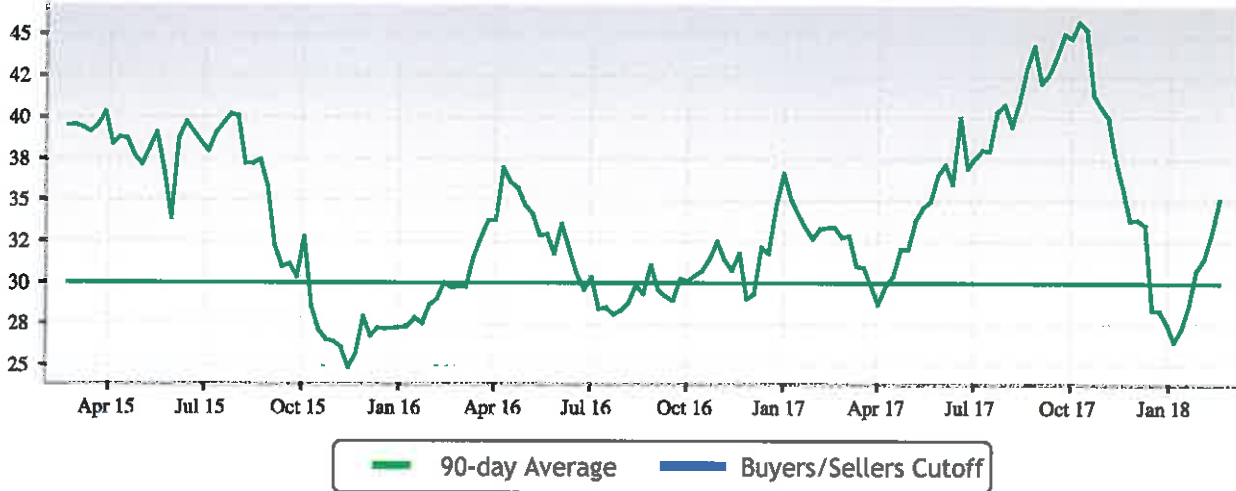
Inventory of Properties Listed for Sale

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



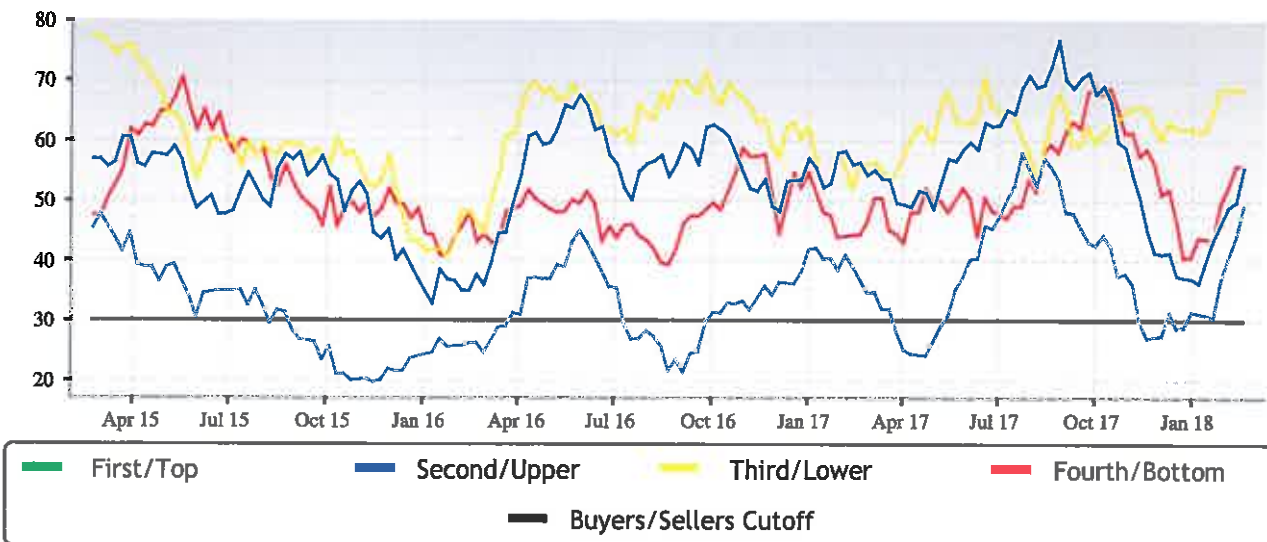
Market Action Index

The SOLANA BEACH, 92075 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 35.05 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

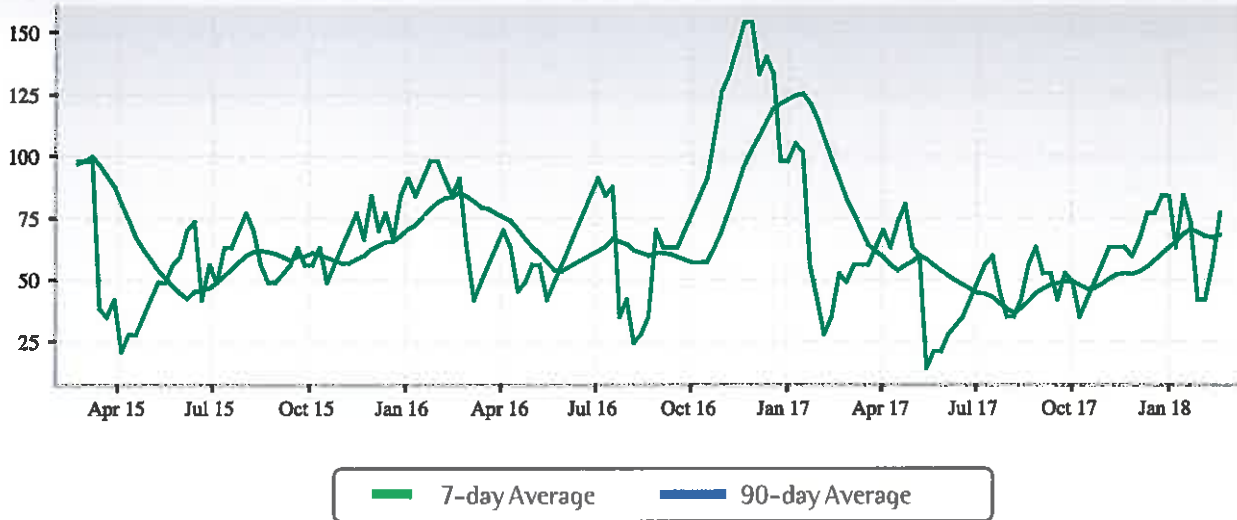
Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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 106 days. Half of the listings have come newly on the market in the past 77 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.

