

# 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  
March 27, 2017**

## This Week

- The median list price in SOLANA BEACH, CA 92075 this week is \$1,985,000. The 25 properties have been on the market for an average of 125 days.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

## Supply and Demand

- The market has been cooling over time and prices plateaued for a while. Despite the consistent decrease in MAI, we're in the Seller's zone. Watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

### Real-Time Market Profile

		Trend
Median List Price	\$ 1,985,000	↔
Average List Price	\$ 4,365,560	
Asking Price Per Square Foot	\$ 789	↓
Average Days on Market (DoM)	125	↑
Inventory of Properties Listed	25	↓
Most Expensive Listing	\$ 49,000,000	
Least Expensive Listing	\$ 725,000	
Average Age of Listing	42	
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	16 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	2600	
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      30.9      ↓↓

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	\$ 5,747,500	4265	0.25 - 0.50 acre	3.5	4.2	42	6	0	0	166
Upper/Second	\$ 2,082,500	2873	0.50 - 1.0 acre	4.0	4.0	32	6	0	0	167
Lower/Third	\$ 1,635,000	3185	8,001 - 10,000 sqft	4.0	3.0	34	6	0	0	99
Bottom/Fourth	\$ 800,000	1827	8,001 - 10,000 sqft	3.0	2.0	56	7	1	0	75

Most expensive 25% of properties

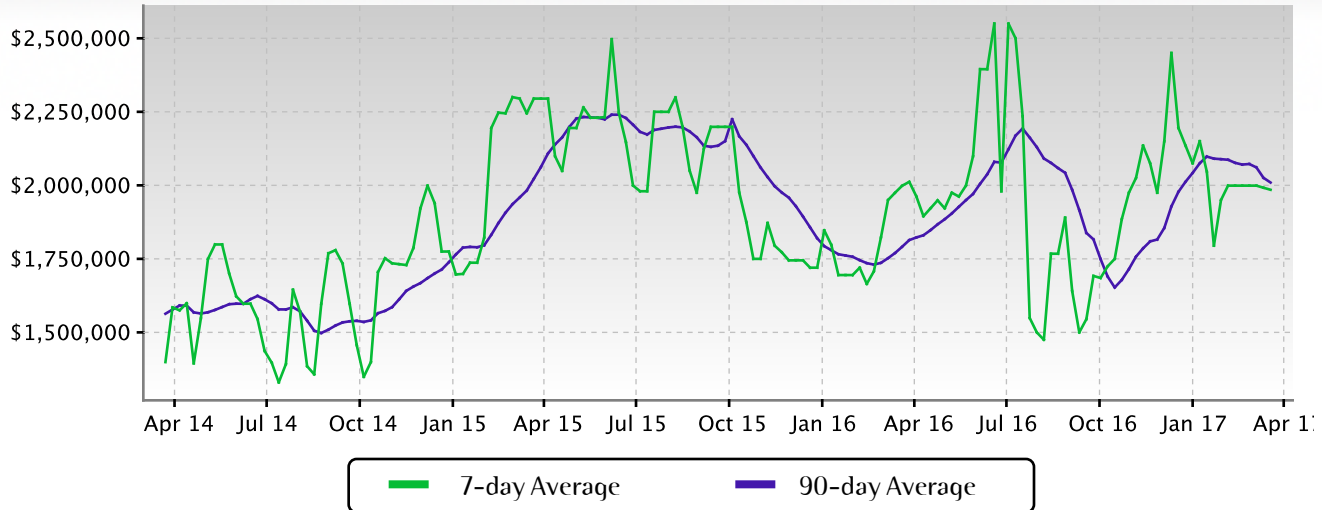
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

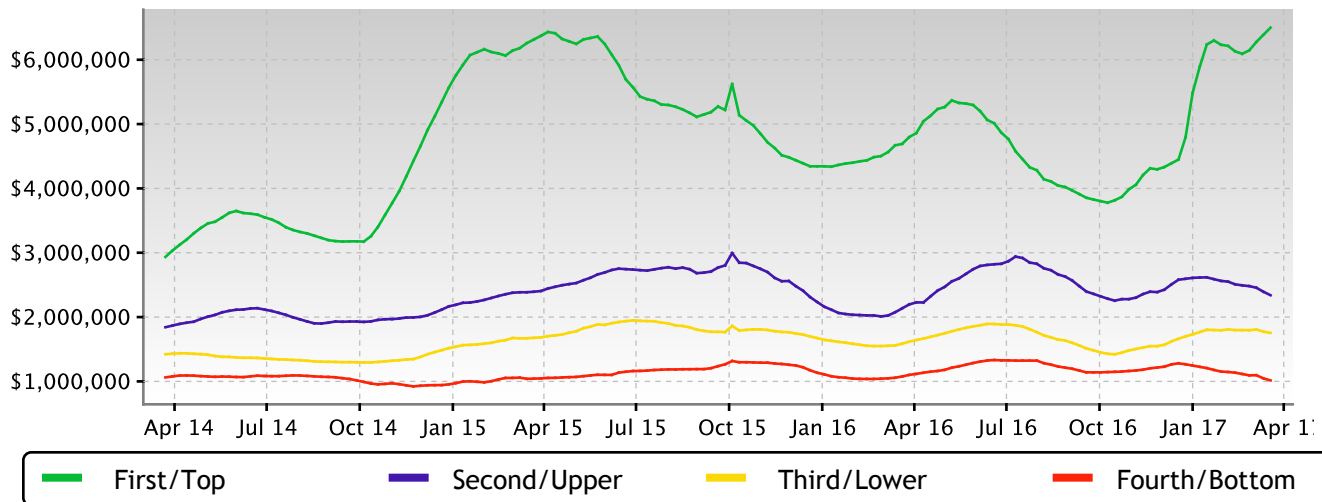
## Median Price

We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.



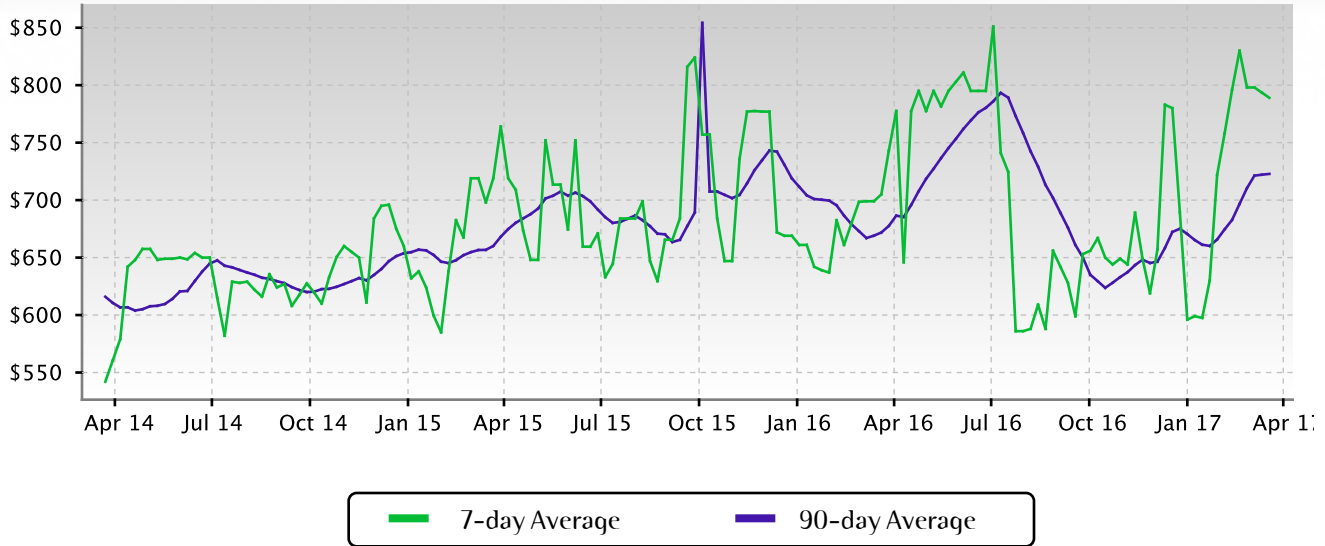
## Quartile Prices

In the quartile market segments, we see prices in the individual quartiles not demonstrating strong directional correlation lately. Quartile 1 has been trending up recently and Quartile 3 is flat, but unless we see a persistent up-shift in the Market Action Index, they may resume the trend of the rest of the market.



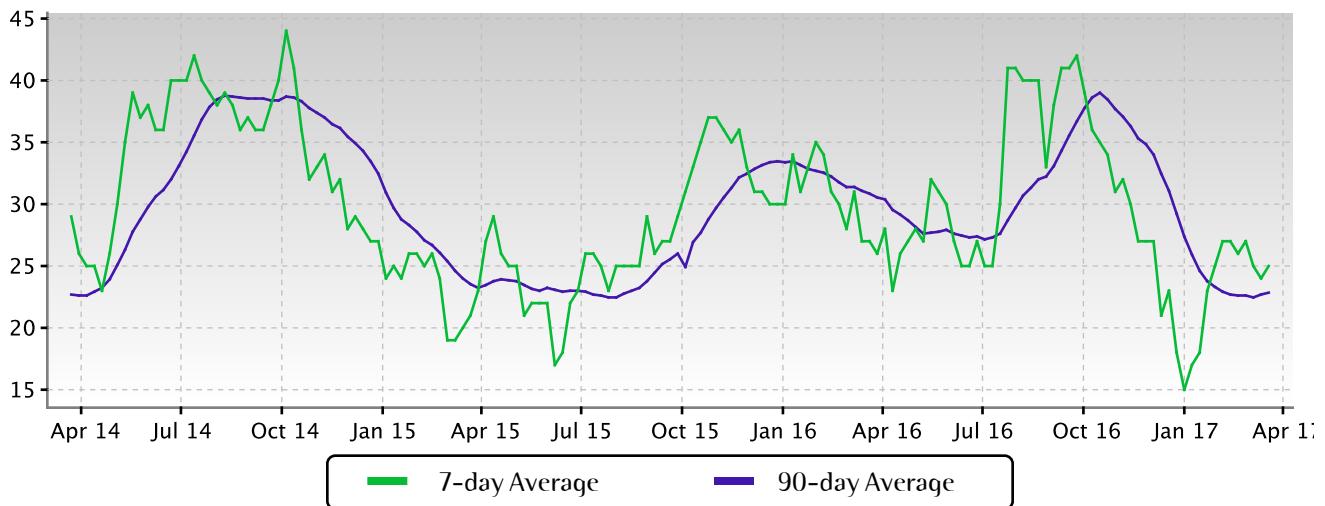
## Price per Square Foot

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers can see more home for their money.



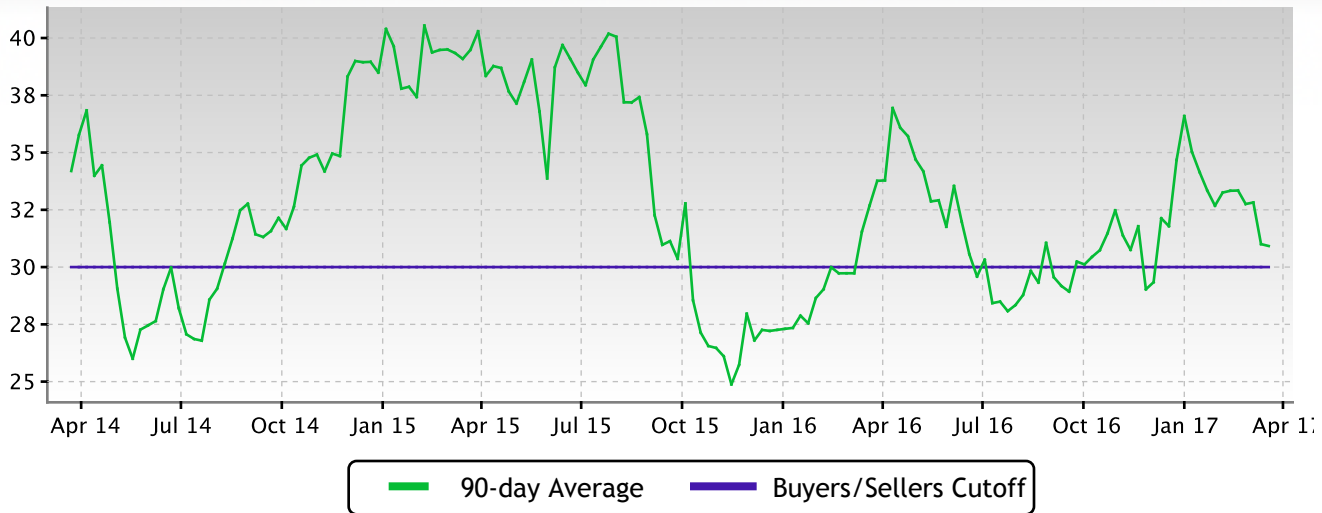
## Inventory of Properties Listed for Sale

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.



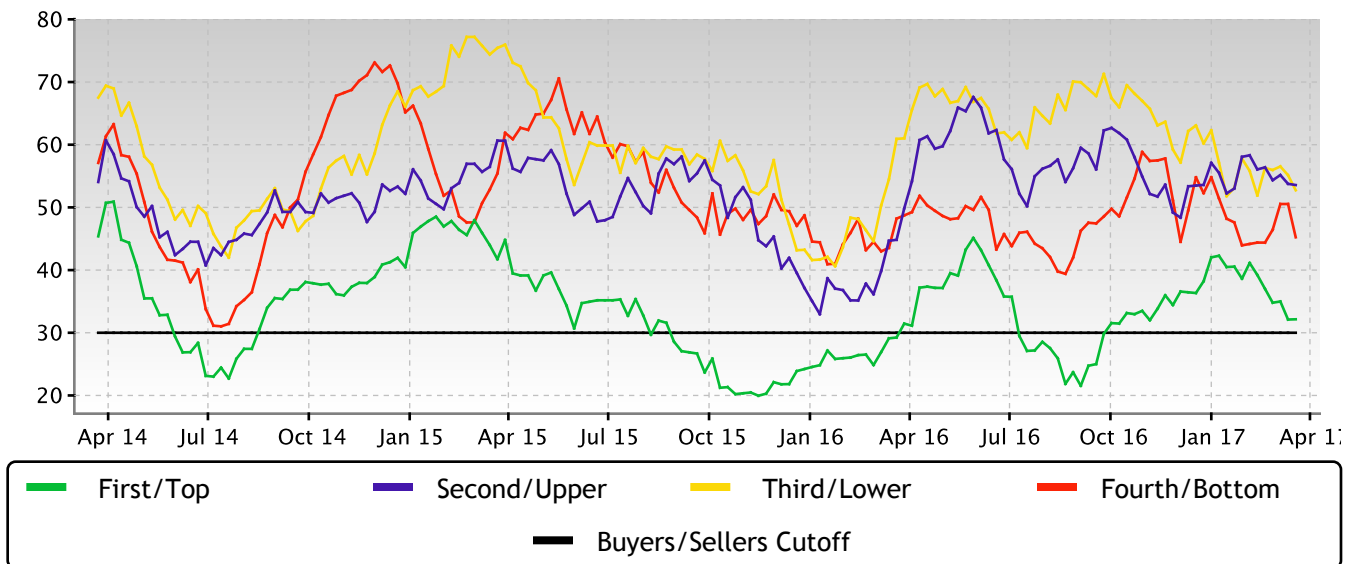
### Market Action Index

The SOLANA BEACH, 92075 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 30.92 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



### Market Action Index per Quartile

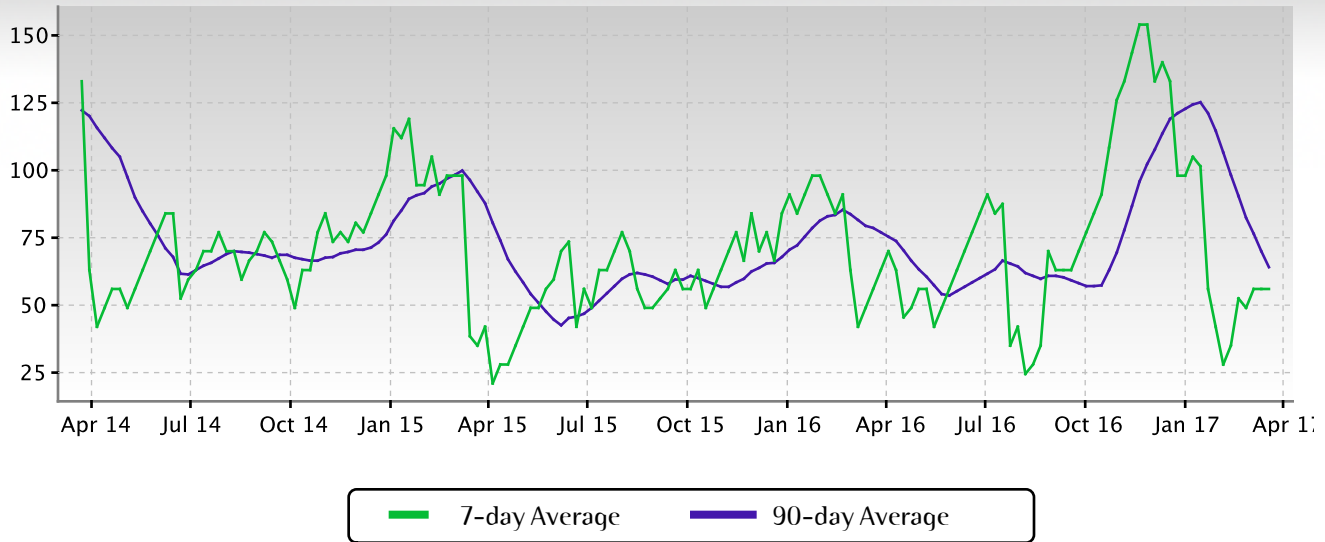
Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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 125 days. Half of the listings have come newly on the market in the past 56 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.

