

YOUR LOCAL MARKET'S MARKET UPDATE

SOLANA BEACH, CA
92075

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

- **Report for the week of
February 26, 2018**

This Week

The median list price in SOLANA BEACH, CA 92075 this week is \$1,295,000. The 23 properties have been on the market for an average of 62 days.

The Market Action Index has been climbing lately while days-on-market are trending down, these point to a positive near-term outlook for the market.

Supply and Demand

Market appears to have begun to cool. As we're still notably in the Seller's zone, prices have not yet adjusted. If the market continues to cool, then expect prices to follow lower. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect this condition if the index falls to the Buyer's zone.

Real-Time Market Profile

		Trend
Median List Price	\$ 1,295,000	↑↑
Average List Price	\$ 1,286,530	
Asking Price Per Square Foot	\$ 932	↑↑
Average Days on Market (DoM)	62	↓
Inventory of Properties Listed	23	↔
Most Expensive Listing	\$ 1,899,000	
Least Expensive Listing	\$ 525,000	
Average Age of Listing	43	
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	22 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	1425	
Median Number of Bedrooms	2.0	
Median Number of Bathrooms	2.0	

Altos Research Value Statistics

Market Action Index Seller's Advantage 38.2 ↓

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.	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 1,849,000	1425	2.0	2.0	43	5	1	0	64
Upper/Second	\$ 1,499,000	1608	2.5	2.5	44	6	1	1	70
Lower/Third	\$ 1,024,500	1214	2.0	2.0	44	6	0	1	56
Bottom/Fourth	\$ 847,000	1256	2.0	2.0	44	6	2	1	58

Most expensive 25% of properties

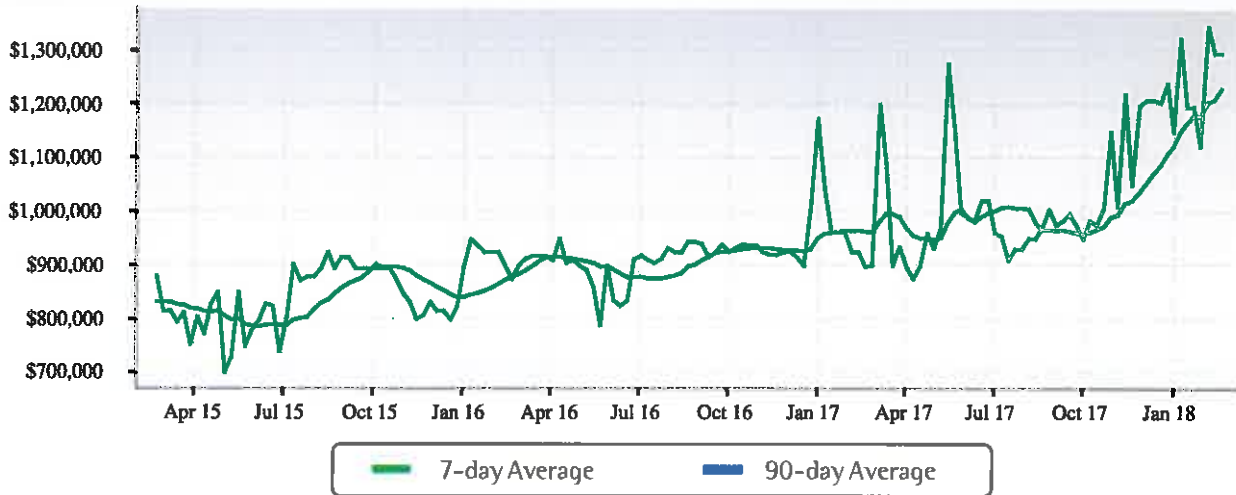
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

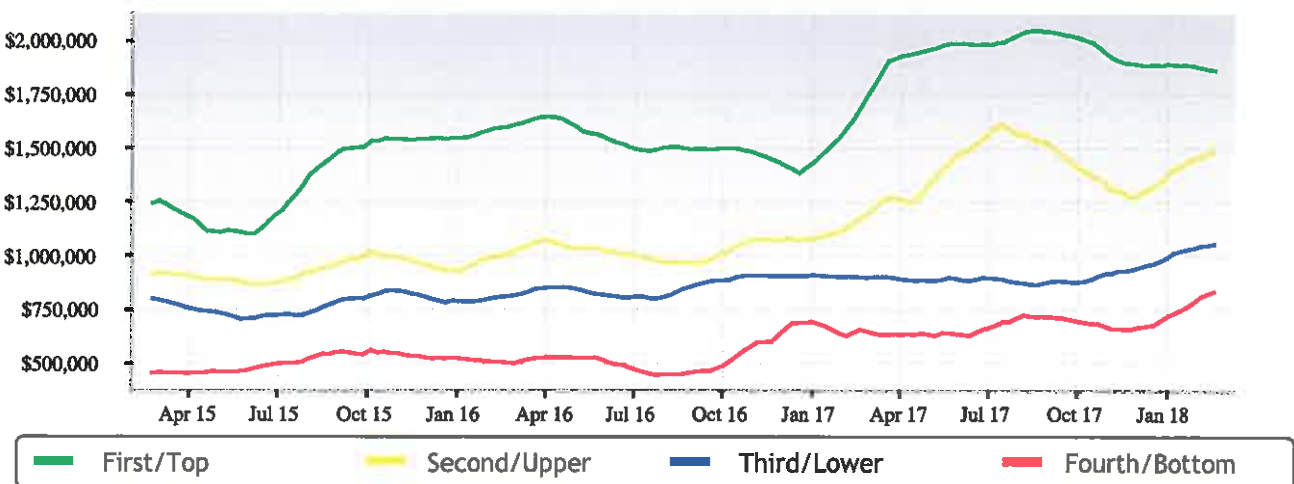
Median Price

While this week the median price in this zip code didn't fluctuate much, we are relatively close to the market's high-water mark. Watch for persistent downward shift in the Market Action Index into the Buyer's zone as a leading indicator of the price strength subsiding.



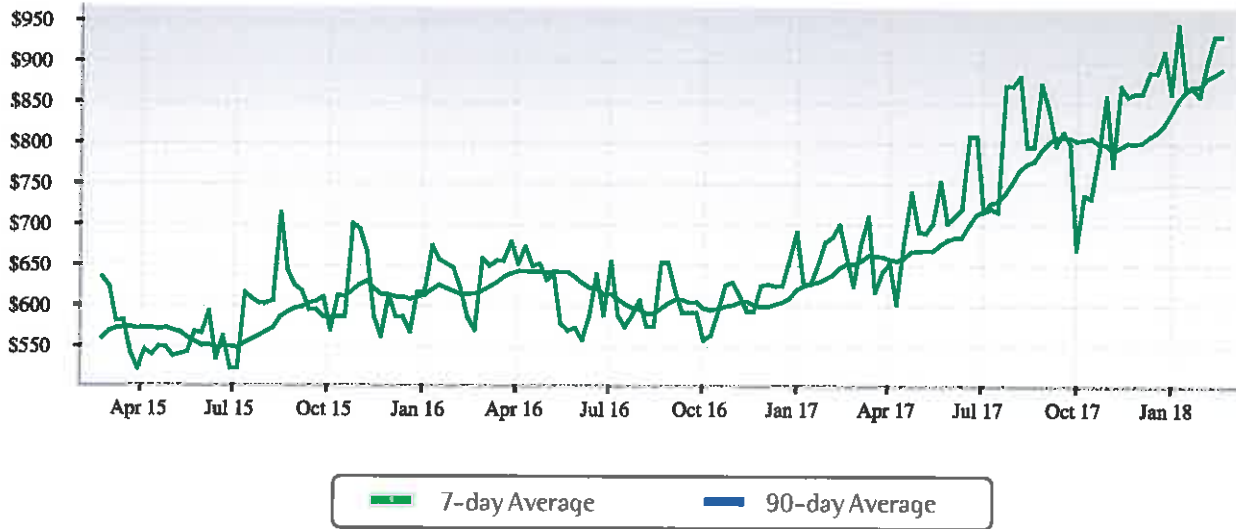
Quartile Prices

In the quartile market segments, we see pricing in this zip code is lacking strong directional indication lately. Quartiles 1 and 3 are up while Quartiles 2 and 4 are basically flat in recent weeks. Watch for persistent shifts in the Market Action Index for a leading indicator of stronger price moves in the market as a whole.



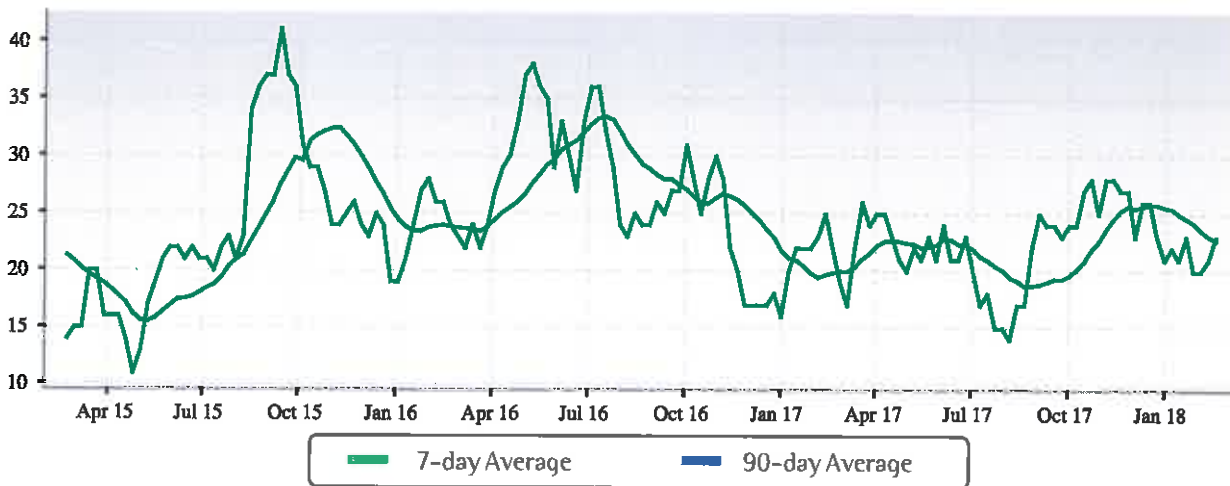
Price per Square Foot

The market appears to be placing an increasing premium on homes. When list prices and price per square foot consistently increase in tandem, as they're doing now, you can often find short-term investment opportunities. Watch the Market Action Index for persistent changes as a leading indicator for these trends to flatten or drop.



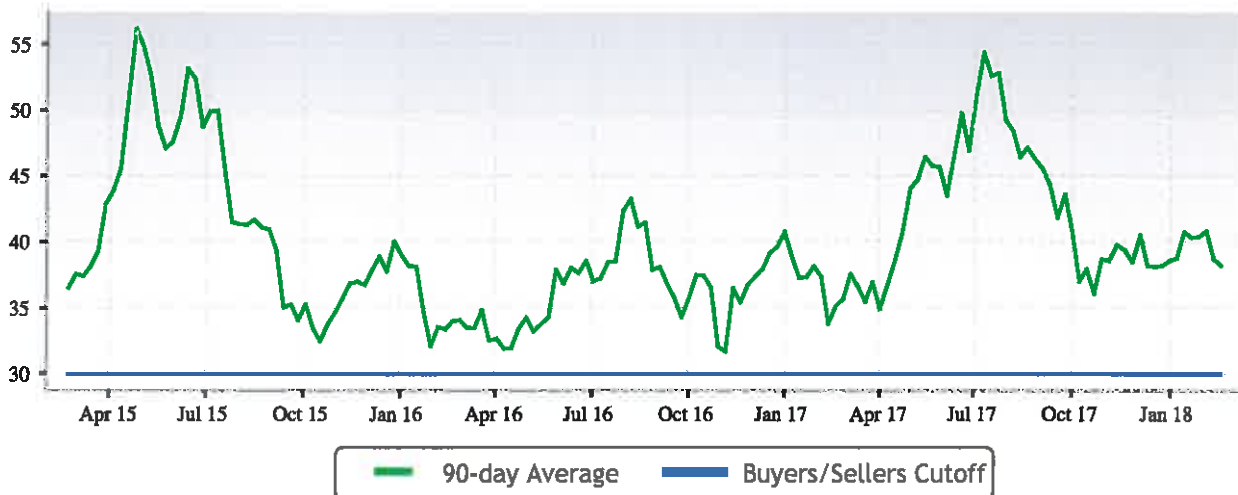
Inventory of Properties Listed for Sale

Inventory has been relatively steady around these levels in recent weeks.



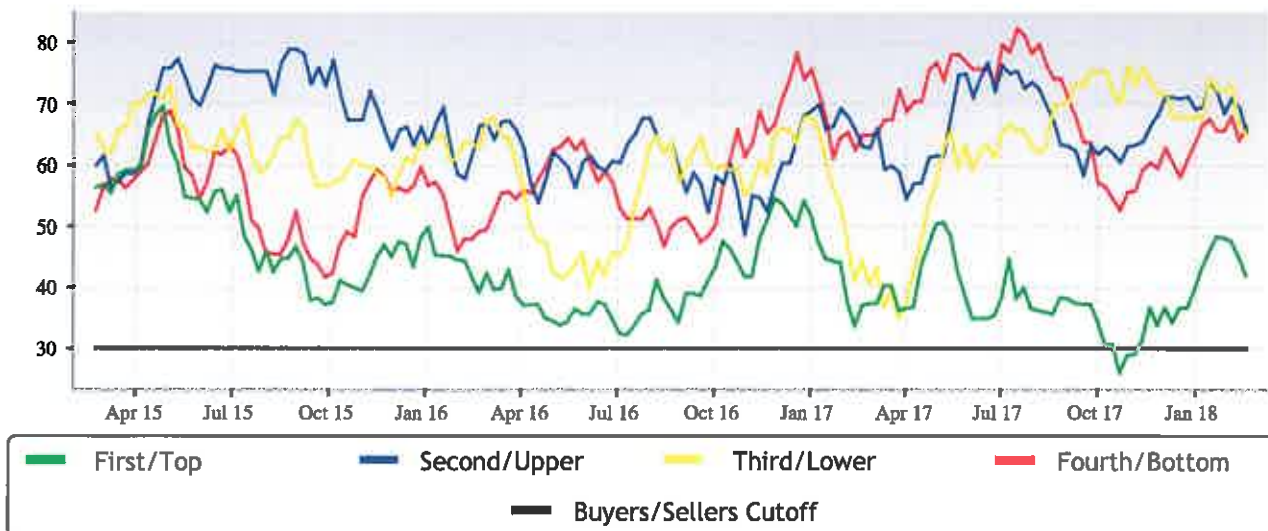
Market Action Index

The SOLANA BEACH, 92075 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 38.24 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

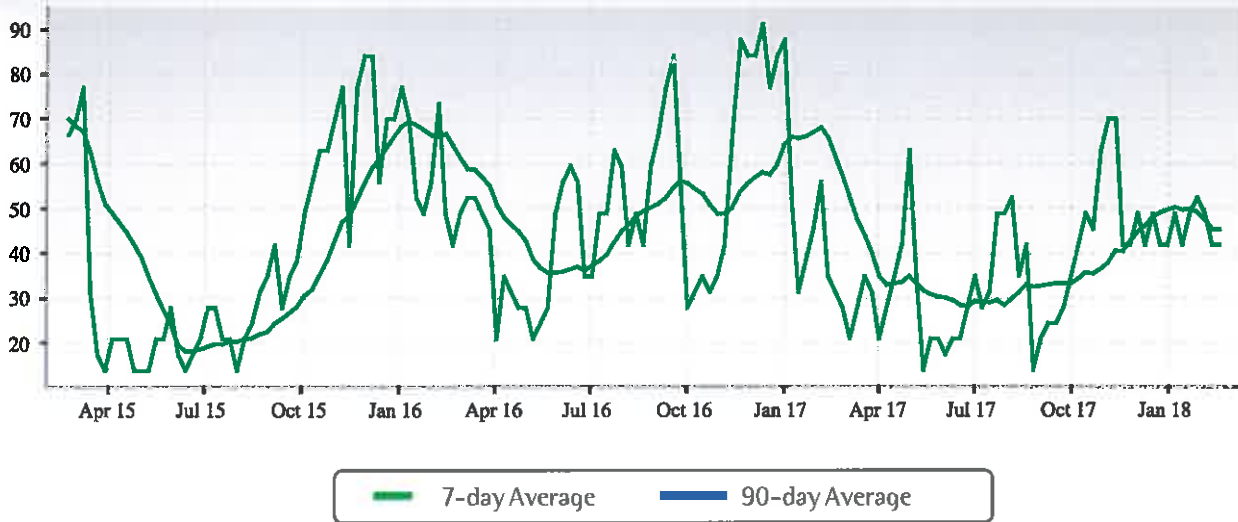
Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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 62 days. Half of the listings have come newly on the market in the past 42 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.

