

# 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 29, 2017**

## This Week

- The median list price in SOLANA BEACH, CA this week is \$1,150,000. The 23 properties have been on the market for an average of 59 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.

## Supply and Demand

- The market continues to get hotter. More sales demand and fewer homes listed have contributed to a relatively long run of increasing prices. Current supply and demand levels show no sign of prices changing from their current trend.

Real-Time Market Profile		Trend
Median List Price	\$ 1,150,000	↑
Average List Price	\$ 1,366,330	↔
Asking Price Per Square Foot	\$ 753	↔
Average Days on Market (DOM)	59	↓
Inventory of Properties Listed	23	↑↑
Most Expensive Listing	\$ 3,988,000	
Least Expensive Listing	\$ 410,000	
Average Age of Listing	37	
Percent of Properties with Price Decrease	17 %	
Percent Relisted (reset DOM)	4 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	1422	
Median Number of Bedrooms	2.0	
Median Number of Bathrooms	2.5	

### Altos Research Value Statistics

Market Action Index      Strong Seller's      45.8      ↑↑

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.

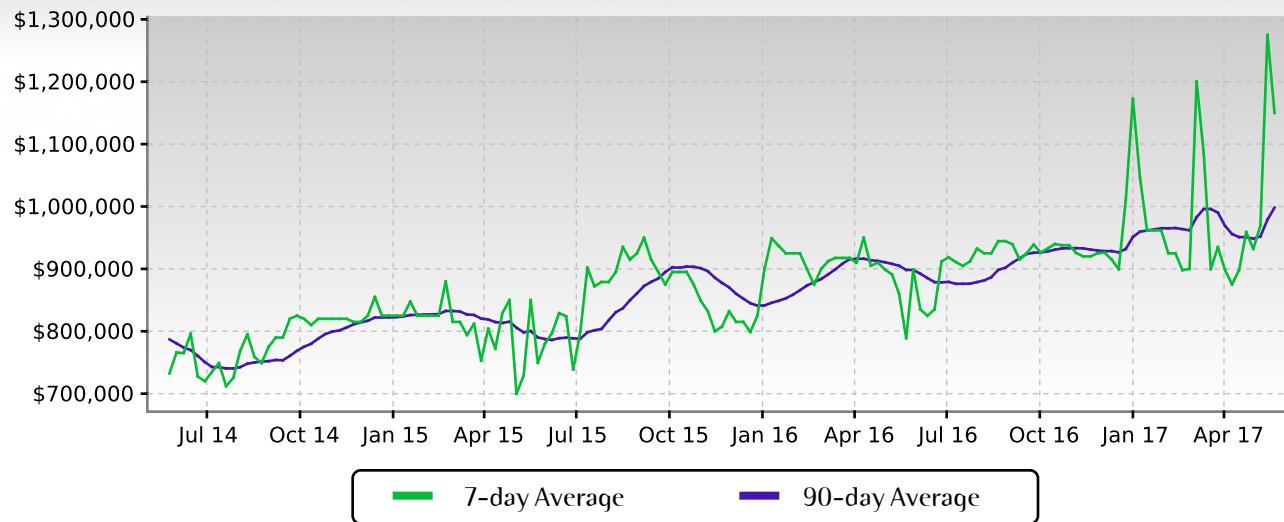
Trend Key:              No change       Slight upward trend       Slight downward trend

## Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 1,999,000	2213	3.0	3.0	31	5	0	0	105	Most expensive 25% of properties
Upper/Second	\$ 1,623,950	1686	2.5	2.8	42	6	0	0	69	Upper-middle 25% of properties
Lower/Third	\$ 969,450	1306	2.0	2.5	42	6	3	2	7	Lower-middle 25% of properties
Bottom/Fourth	\$ 719,450	1232	2.0	2.0	34	6	2	1	62	Least expensive 25% of properties

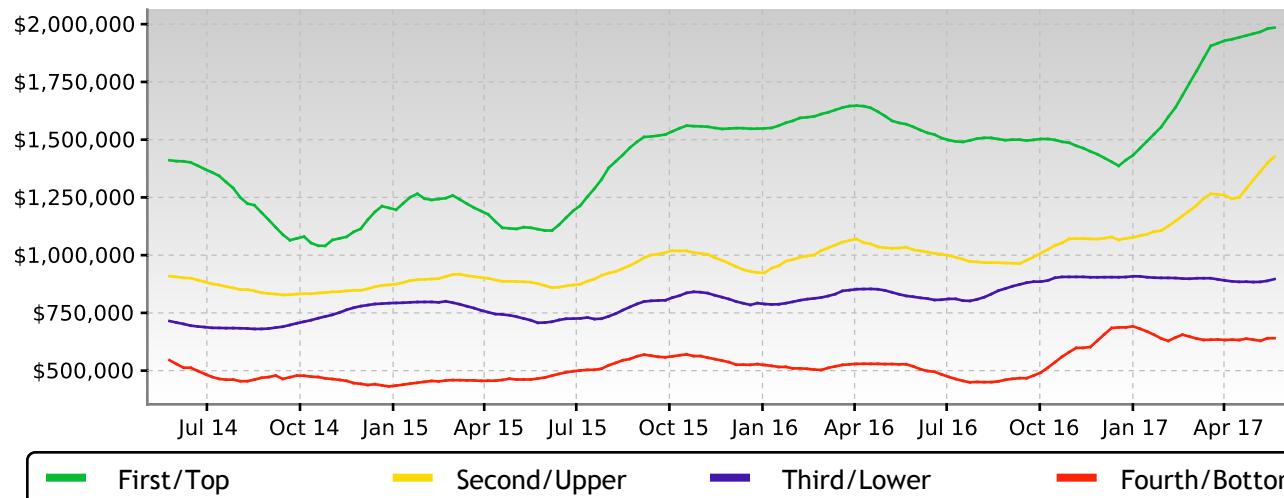
## Median Price

- Despite this week's down tic, price trends have generally been moving up lately.



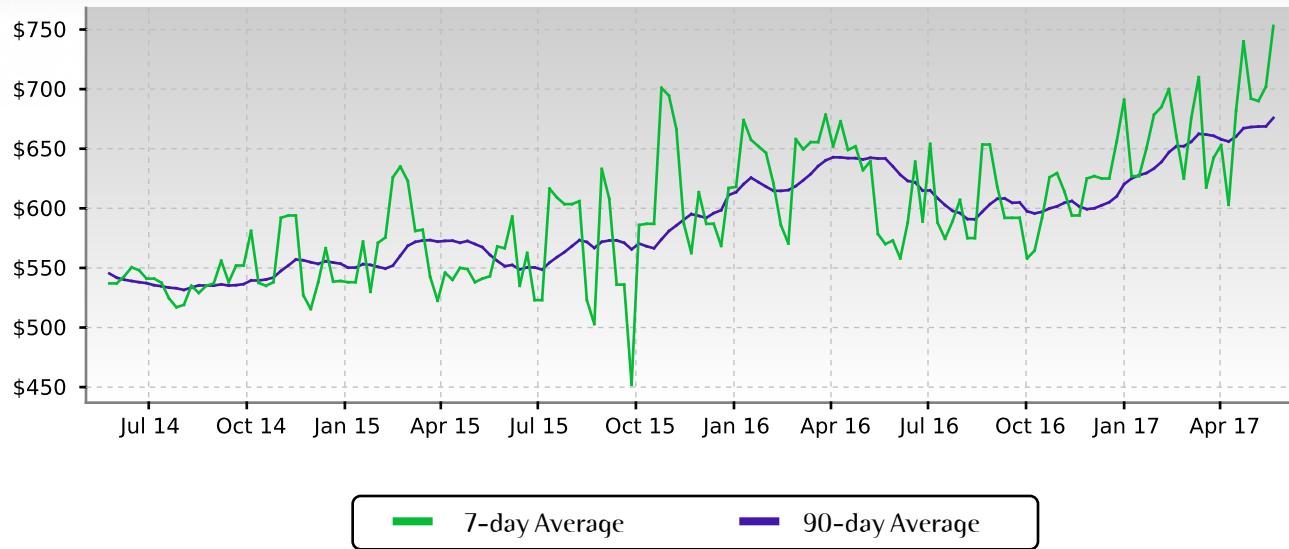
## Quartile Prices

- Prices have generally settled at a plateau, although Quartile 2 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.



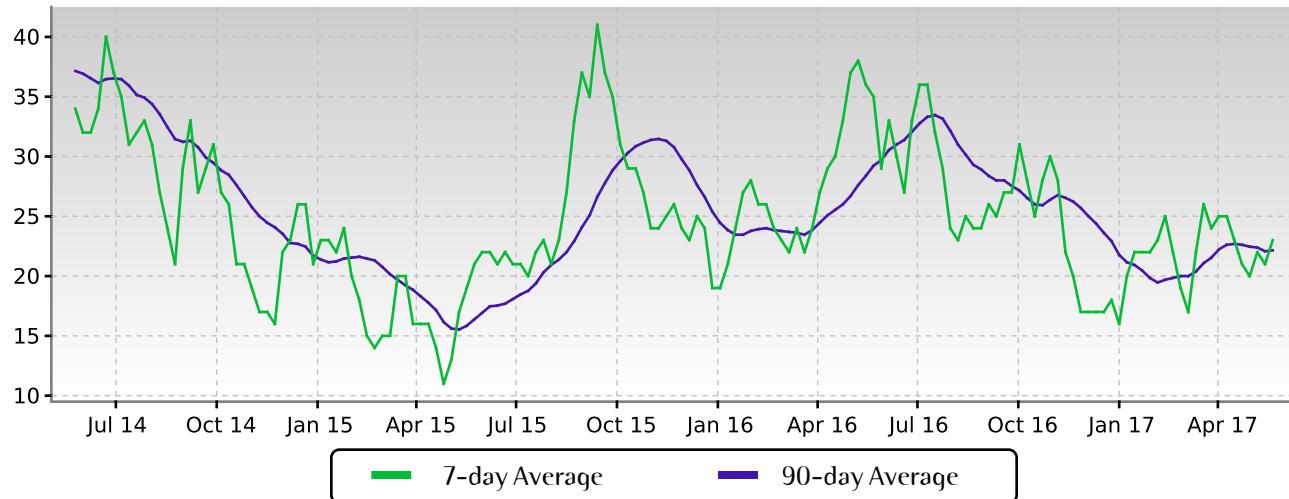
## Price per Square Foot

- In a market where prices are rising fairly consistently, 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 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.



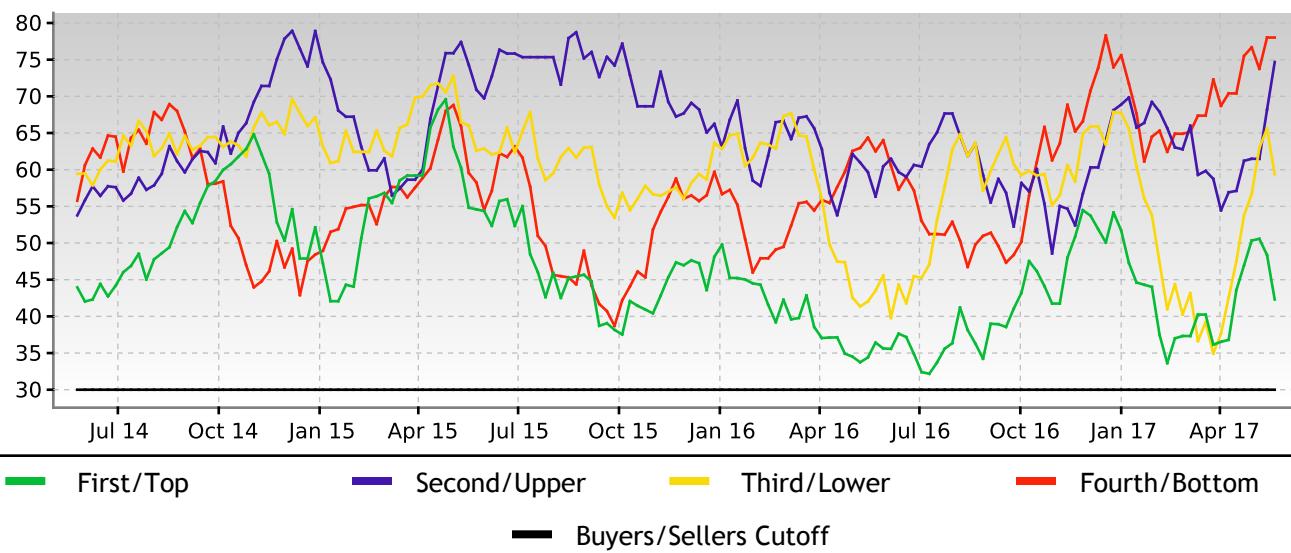
## Market Action Index

The SOLANA BEACH market is currently quite strongly in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 45.77; indicating very little supply relative to the demand.



## Market Action Index per Quartile

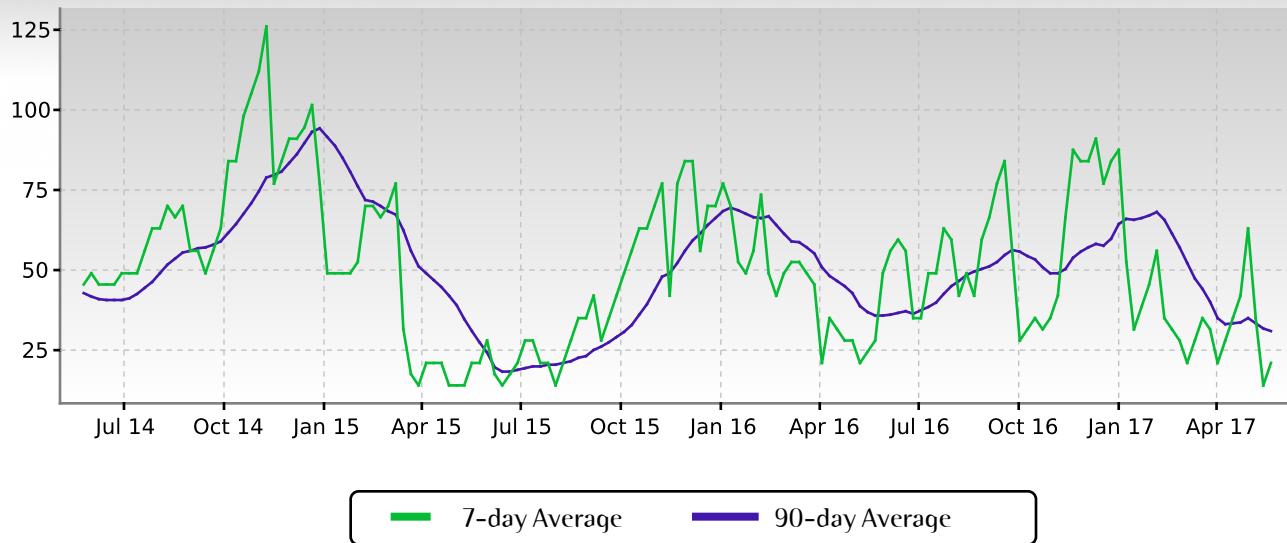
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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

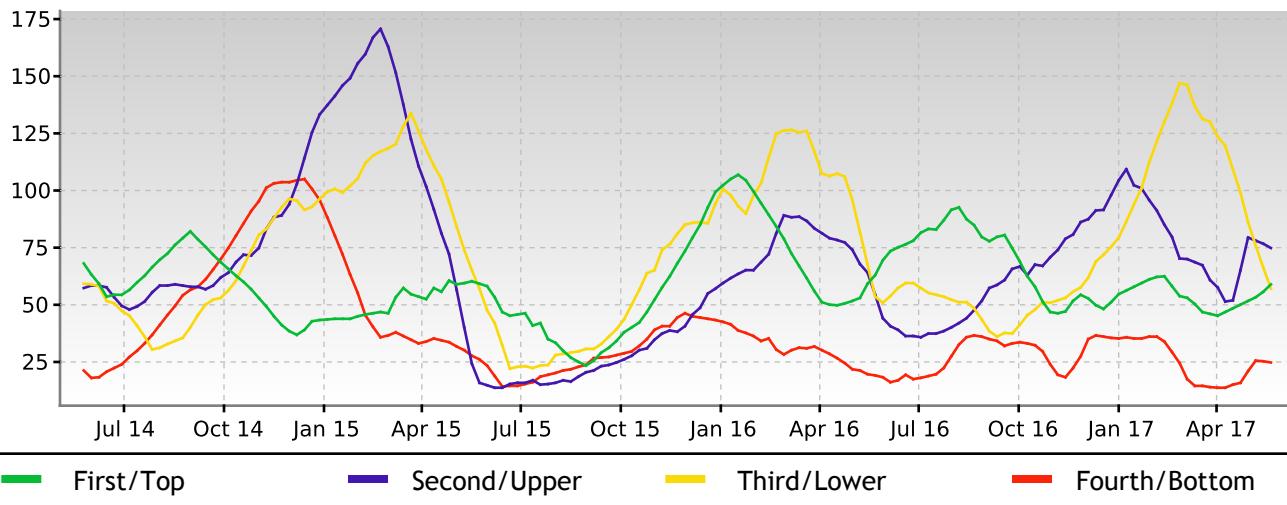
- The properties have been on the market for an average of 59 days. Half of the listings have come newly on the market in the past 21 or so days.



— 7-day Average — 90-day Average

## 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.



— First/Top — Second/Upper — Third/Lower — Fourth/Bottom