

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
November 27, 2017**

This Week

- The median list price in SOLANA BEACH, CA this week is \$1,050,000. The 27 properties have been on the market for an average of 70 days.

Inventory is tightening and days-on-market is falling. The Market Action Index shows demand heating up. These are relatively bullish signs for prices.

Supply and Demand

- The market has begun to heat up in recent weeks. We're already in a Seller's market and not surprisingly prices are showing evidence of moving up along with the lower levels of inventory.

Real-Time Market Profile

		Trend
Median List Price	\$ 1,050,000	↑↑
Average List Price	\$ 1,185,885	
Asking Price Per Square Foot	\$ 858	↑
Average Days on Market (DoM)	70	↓
Inventory of Properties Listed	27	↓
Most Expensive Listing	\$ 1,999,000	
Least Expensive Listing	\$ 465,000	
Average Age of Listing	39	
Percent of Properties with Price Decrease	33 %	
Percent Relisted (reset DOM)	4 %	
Percent Flip (price increased)	11 %	
Median House Size (sq ft)	1263	
Median Number of Bedrooms	2.0	
Median Number of Bathrooms	2.5	

Altos Research Value Statistics

Market Action Index Seller's Advantage 39.4 ↑

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	\$ 1,899,000	1508	2.0	2.5	42	6	1	2	128
Upper/Second	\$ 1,250,000	1470	2.0	2.5	42	7	0	0	37
Lower/Third	\$ 950,000	1167	2.0	2.0	41	7	1	2	49
Bottom/Fourth	\$ 679,000	1208	2.0	2.0	31	7	2	0	74

Most expensive 25% of properties

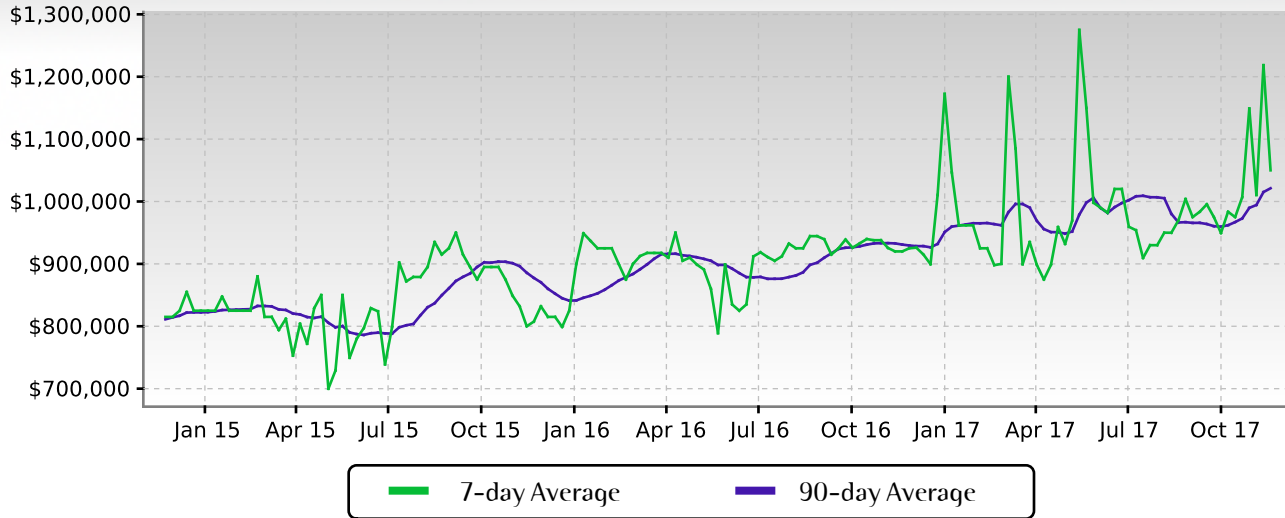
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

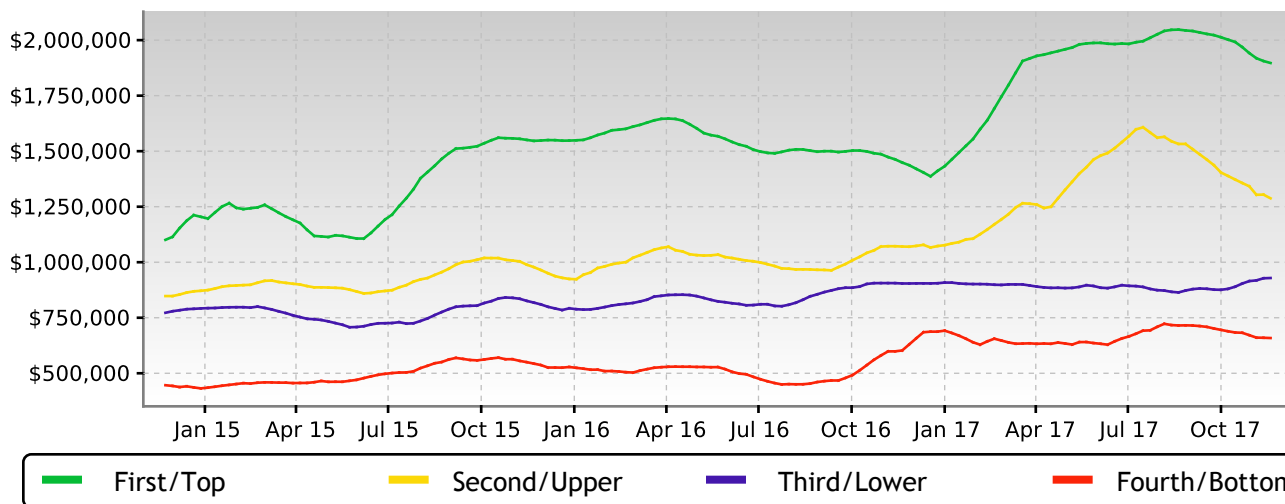
Median Price

Despite this week's down tic, price trends have been moving up in the last few weeks. We are below the market's high point. The Market Action Index is a good leading indicator for the durability of this trend.



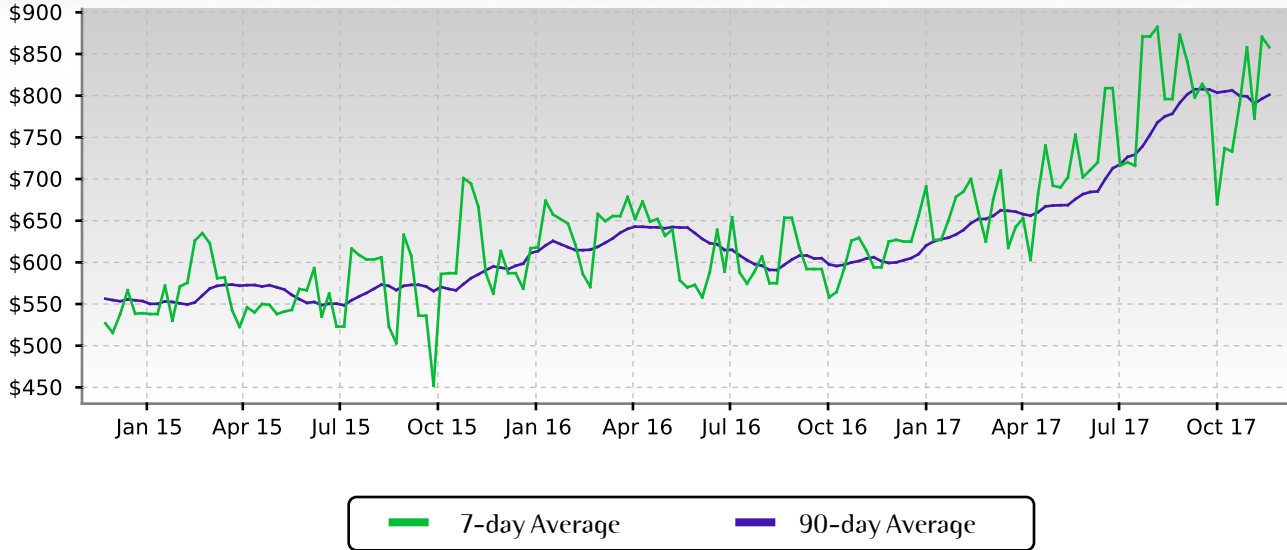
Quartile Prices

Price weakness is evident across the board. Quartiles 1, 2, and 4 have been in price decline in recent weeks, with Quartile 3 remaining basically flat. Look to the Market Action Index as a leading indicator of the bottom of the market.



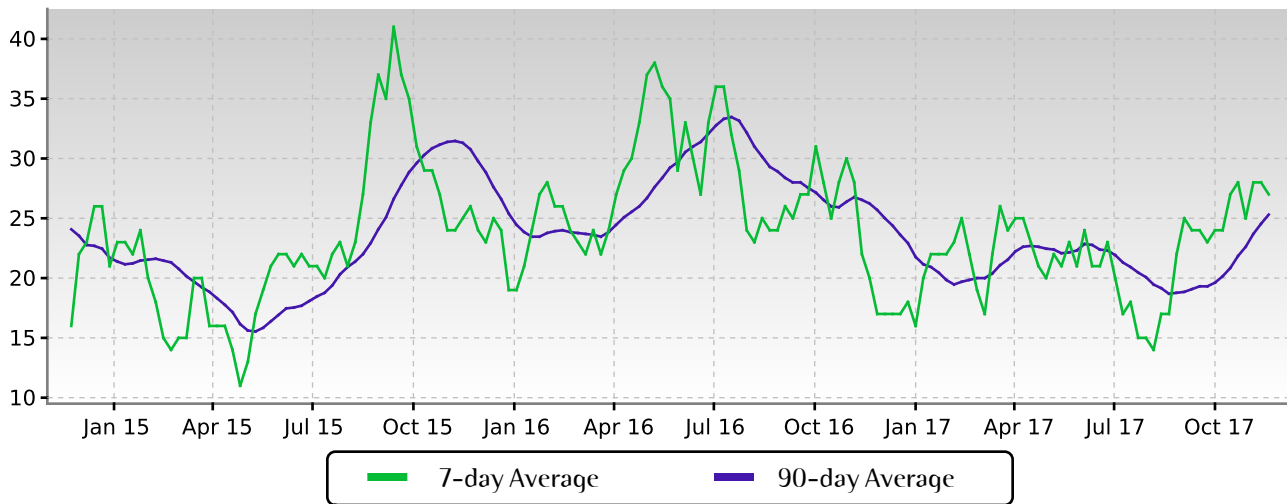
Price per Square Foot

The price per square foot is increasing a bit recently and overall price trends haven't shown a consistent upwardly push. This can imply that investment conditions are opportunistic. Watch the Remodel Index for a more detailed analysis of the investment opportunity in the area.



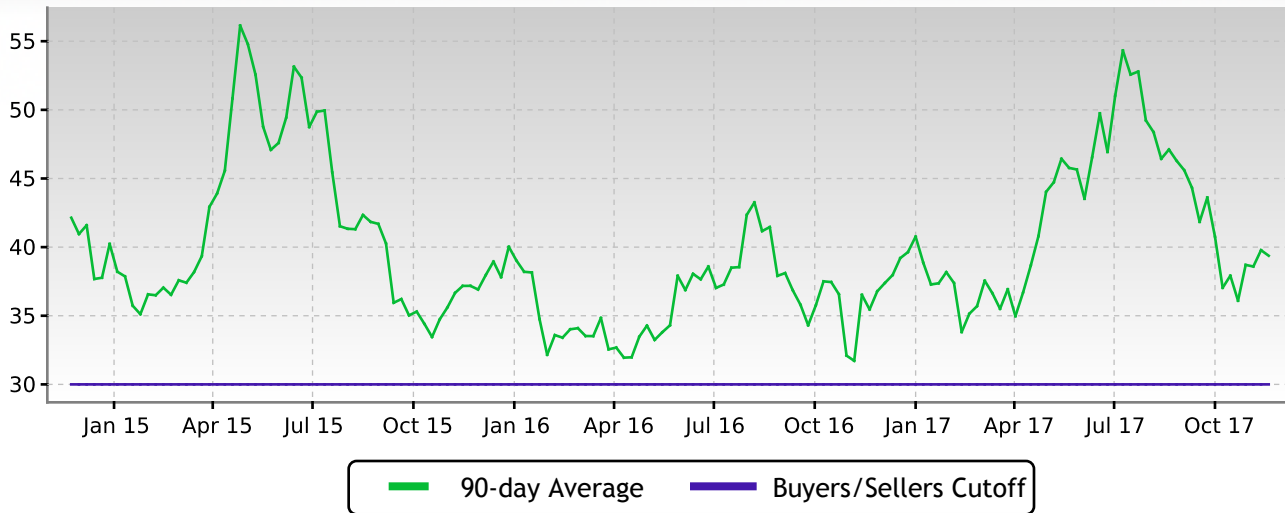
Inventory of Properties Listed for Sale

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.



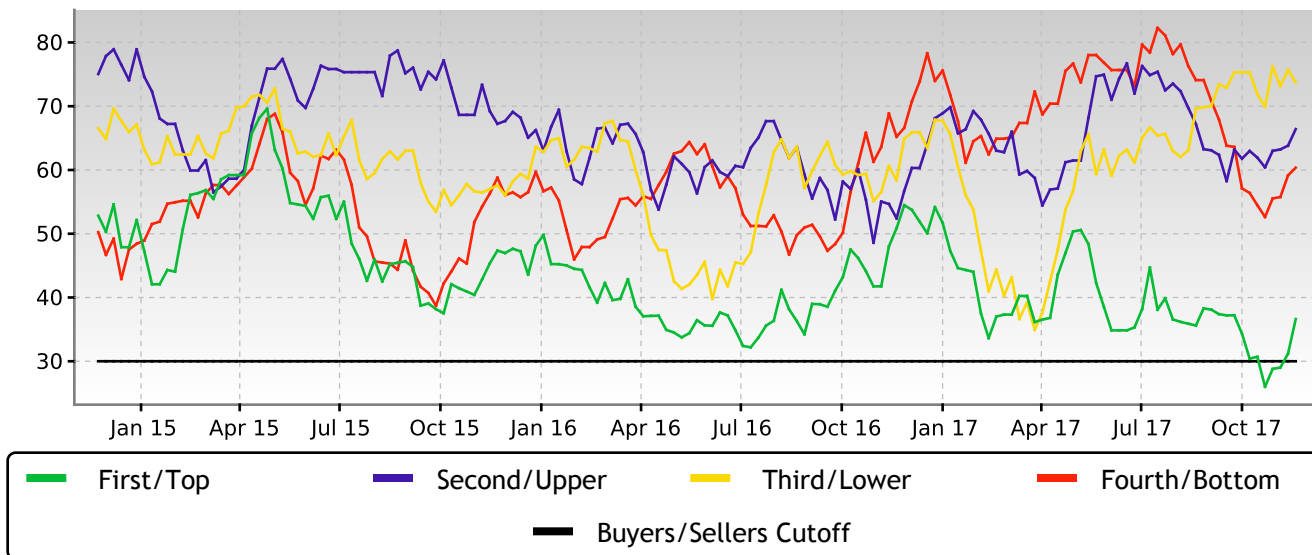
Market Action Index

The SOLANA BEACH market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 39.37 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

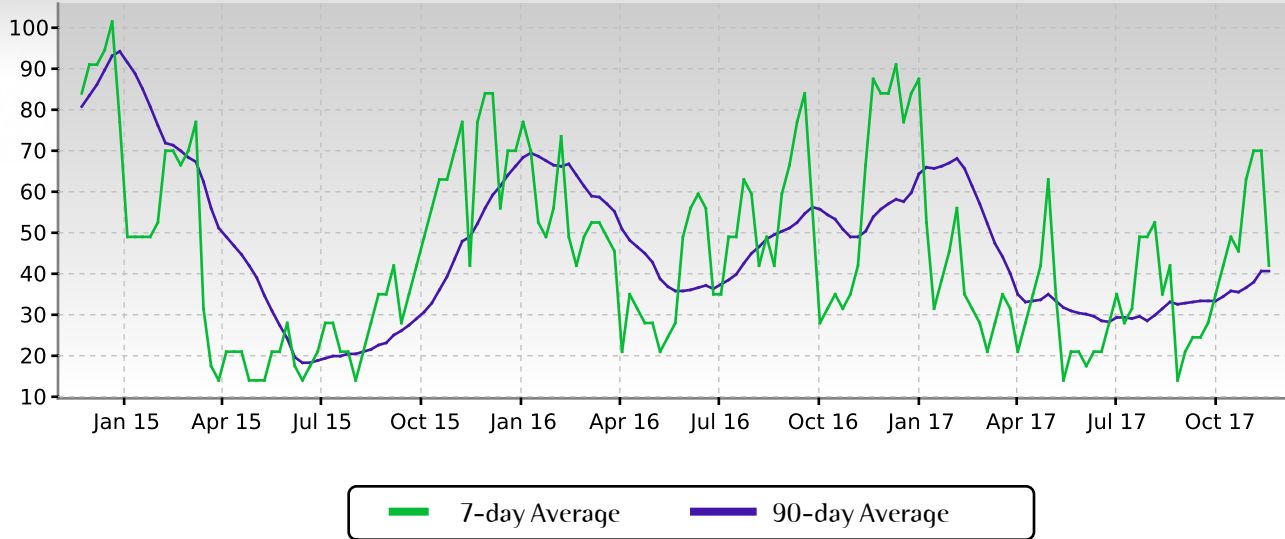
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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 70 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.

