

YOUR LOCAL MARKET'S MARKET UPDATE

DEL MAR, 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 28, 2018**

This Week

- The median list price in DEL MAR, CA this week is \$1,487,450. The 16 properties have been on the market for an average of 191 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

- Market appears to have begun to cool. As we're still notably in a Seller's market, 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	\$ 1,487,450	↔
Average List Price	\$ 2,505,181	
Asking Price Per Square Foot	\$ 1,004	↑↑
Average Days on Market (DoM)	191	↑
Inventory of Properties Listed	16	↓↓
Most Expensive Listing	\$ 14,500,000	
Least Expensive Listing	\$ 775,000	
Average Age of Listing	35	
Percent of Properties with Price Decrease	50 %	
Percent Relisted (reset DOM)	38 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	1558	
Median Number of Bedrooms	2.5	
Median Number of Bathrooms	2.2	

Altos Research Value Statistics

Market Action Index Seller's Advantage 34.5 ↓

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.

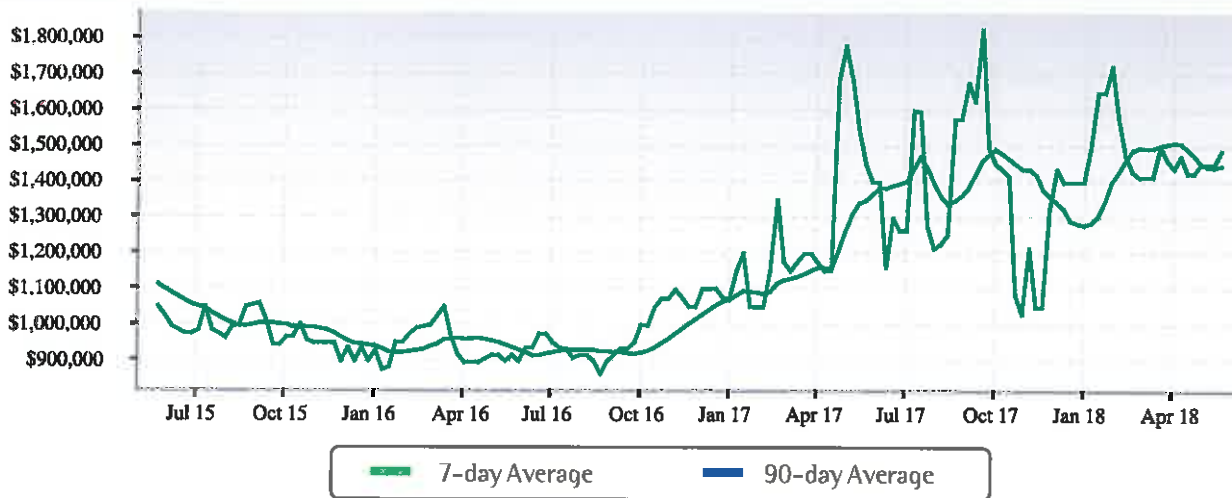
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 2,872,000	1796	3.0	3.2	27	4	0	0	228	Most expensive 25% of properties
Upper/Second	\$ 2,046,500	1638	3.0	2.0	42	4	0	0	218	Upper-middle 25% of properties
Lower/Third	\$ 1,293,500	1777	2.0	2.2	44	4	0	1	86	Lower-middle 25% of properties
Bottom/Fourth	\$ 944,500	1034	2.0	1.5	49	4	0	0	232	Least expensive 25% of properties

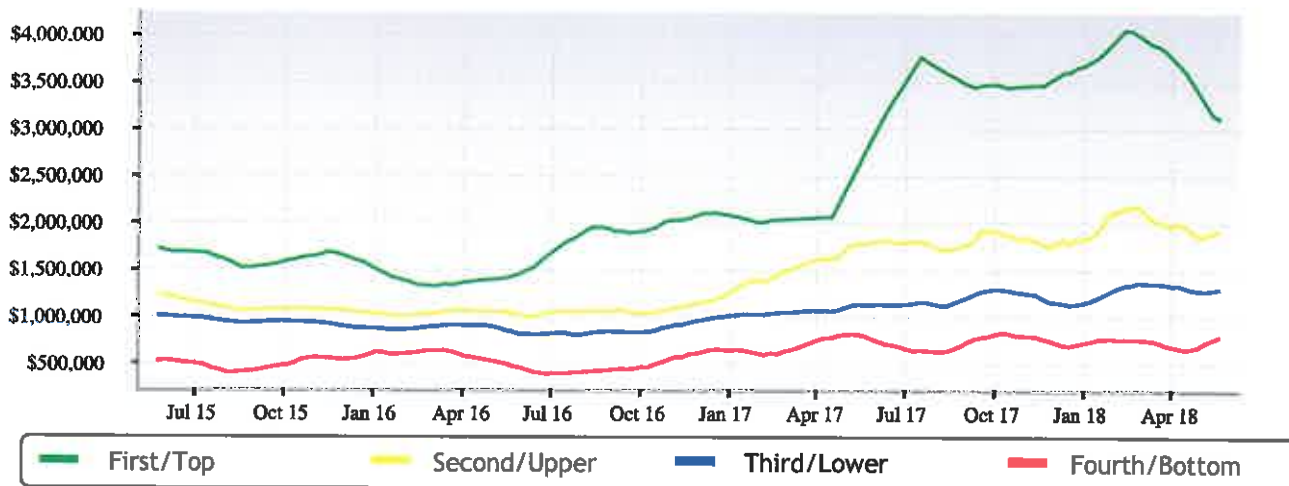
Median Price

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



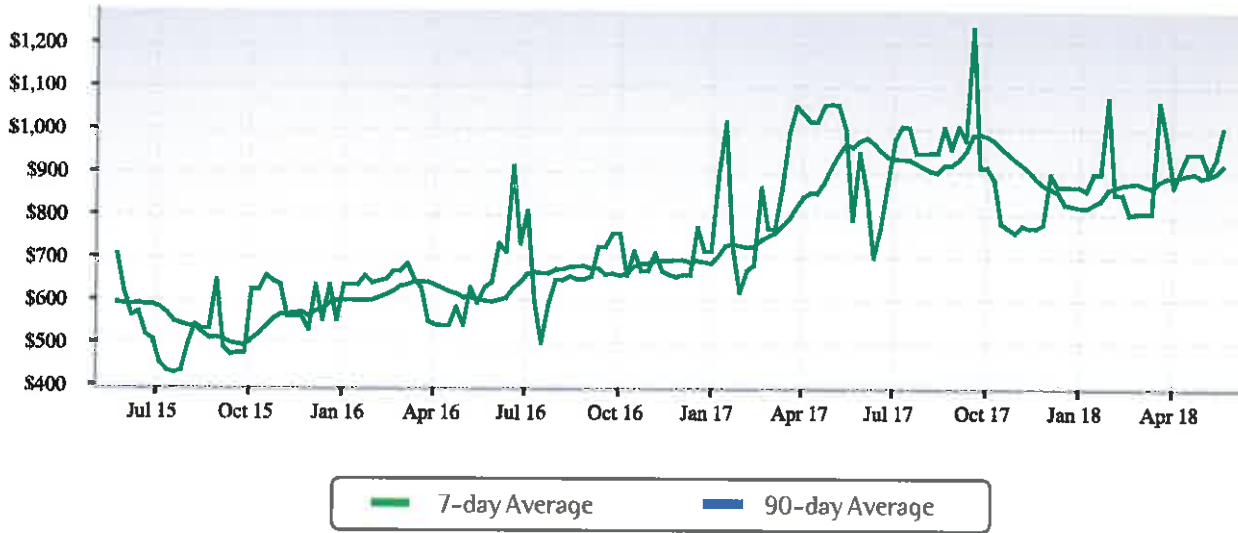
Quartile Prices

Segmented into quartiles, We see the market showing mild price weakness. Quartiles 2 and 3 are basically flat while Quartile 1 is down in recent weeks. Notice however, that Quartile 4 at the low-end of the market is still on an up-trend. Buyers are focusing on the lowest price homes in the area.



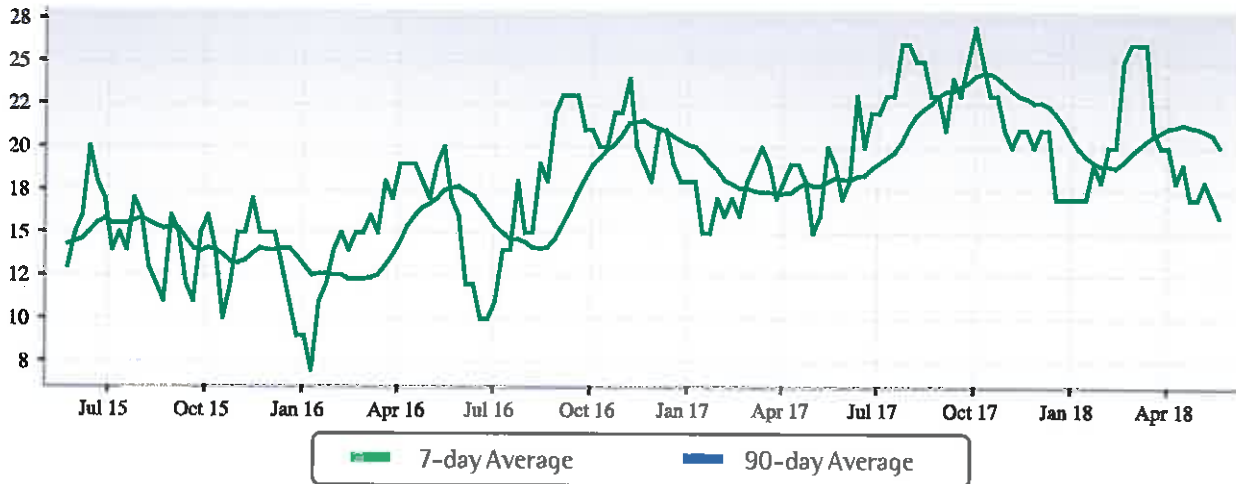
Price per Square Foot

The price per square foot is increasing fairly consistently recently despite the fact that 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.



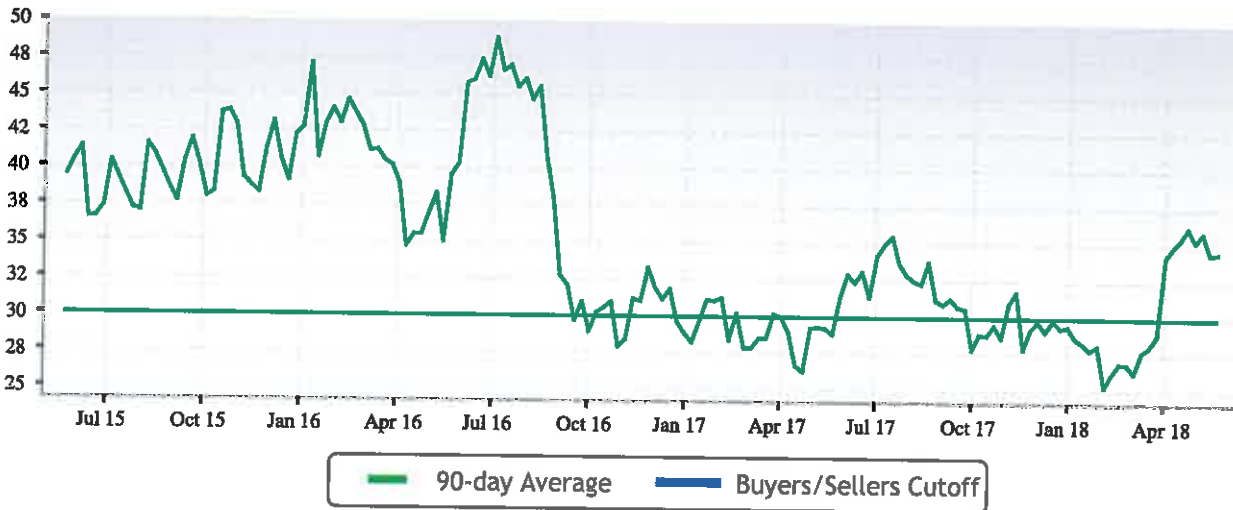
Inventory of Properties Listed for Sale

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 DEL MAR market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 34.54 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

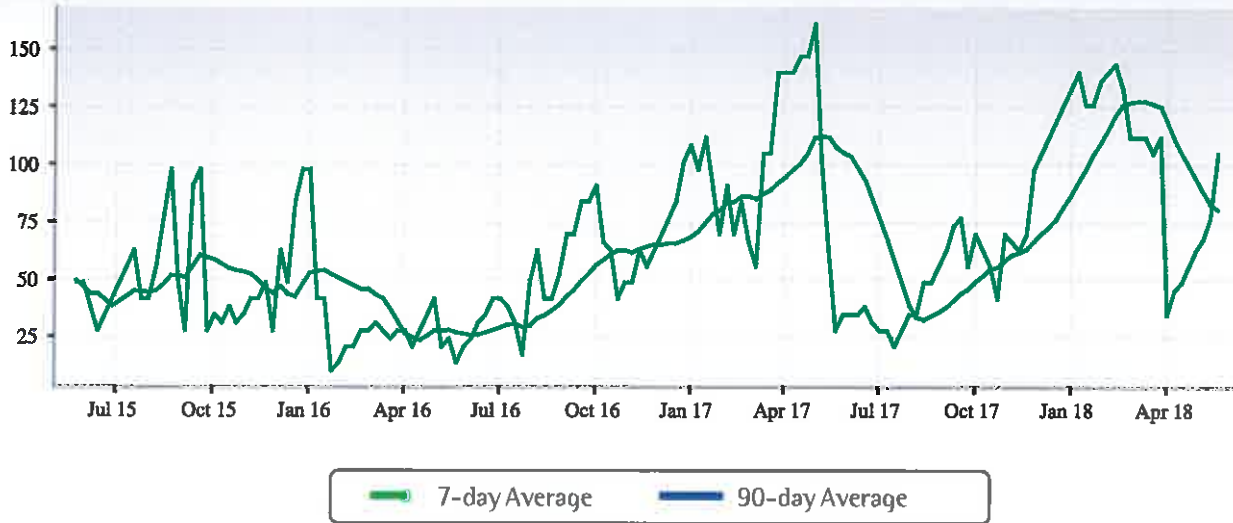
Three of the four quartiles of the market are in the Seller's Market zone with relatively low amounts of inventory given the current rate of demand for homes in the quartile. Notice that Quartile 1 (the highest-end price group) is showing weaker demand than the others. It's not uncommon that the premium segment of the market takes longer to sell than the rest of the 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 191 days. Half of the listings have come newly on the market in the past 105 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.

