

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
September 04, 2017**

This Week

- The median list price in SOLANA BEACH, CA this week is \$1,004,000. The 22 properties have been on the market for an average of 49 days.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends 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	\$ 1,004,000	↓
Average List Price	\$ 1,325,405	
Asking Price Per Square Foot	\$ 873	↔
Average Days on Market (DoM)	49	↓↓
Inventory of Properties Listed	22	↑
Most Expensive Listing	\$ 3,988,000	
Least Expensive Listing	\$ 525,000	
Average Age of Listing	39	
Percent of Properties with Price Decrease	27 %	
Percent Relisted (reset DOM)	5 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	1234	
Median Number of Bedrooms	2.0	
Median Number of Bathrooms	2.0	

Altos Research Value Statistics

Market Action Index	Strong Seller's	46.3	↓
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	\$ 1,950,000	2213	3.0	2.5	31	5	1	0	94
Upper/Second	\$ 1,695,000	1547	2.0	2.5	40	5	2	0	64
Lower/Third	\$ 959,950	1113	1.5	1.8	41	6	2	1	23
Bottom/Fourth	\$ 717,000	1098	2.0	1.5	40	6	3	2	23

Most expensive 25% of properties

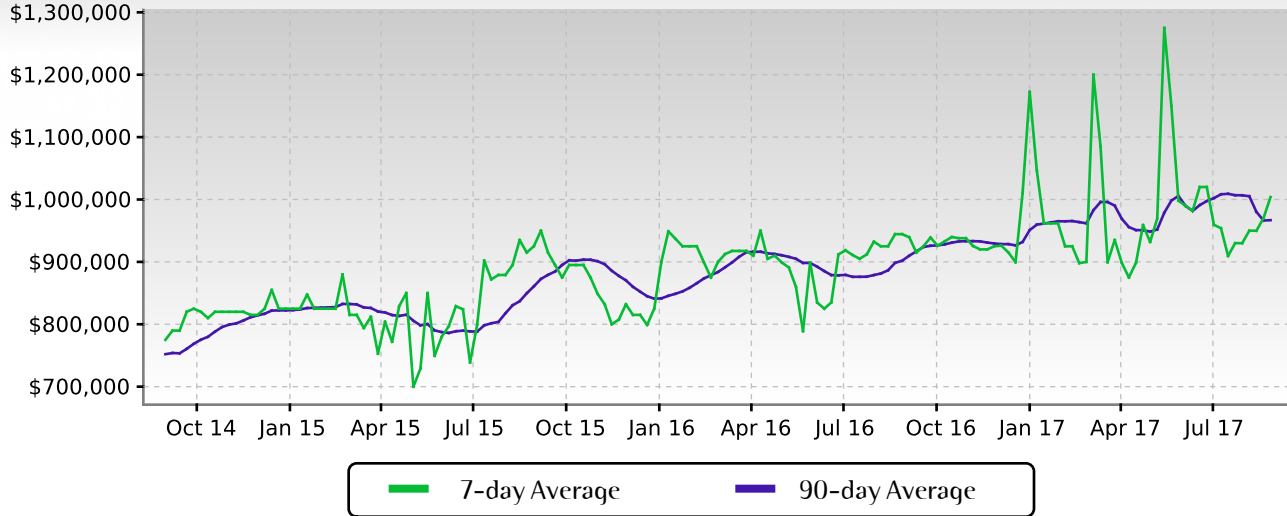
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

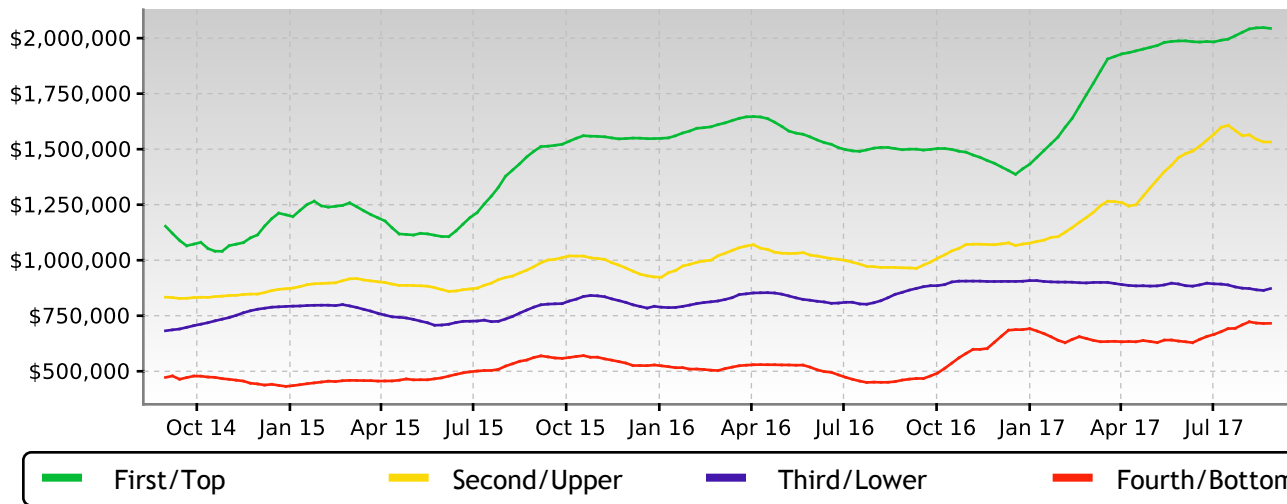
Median Price

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.



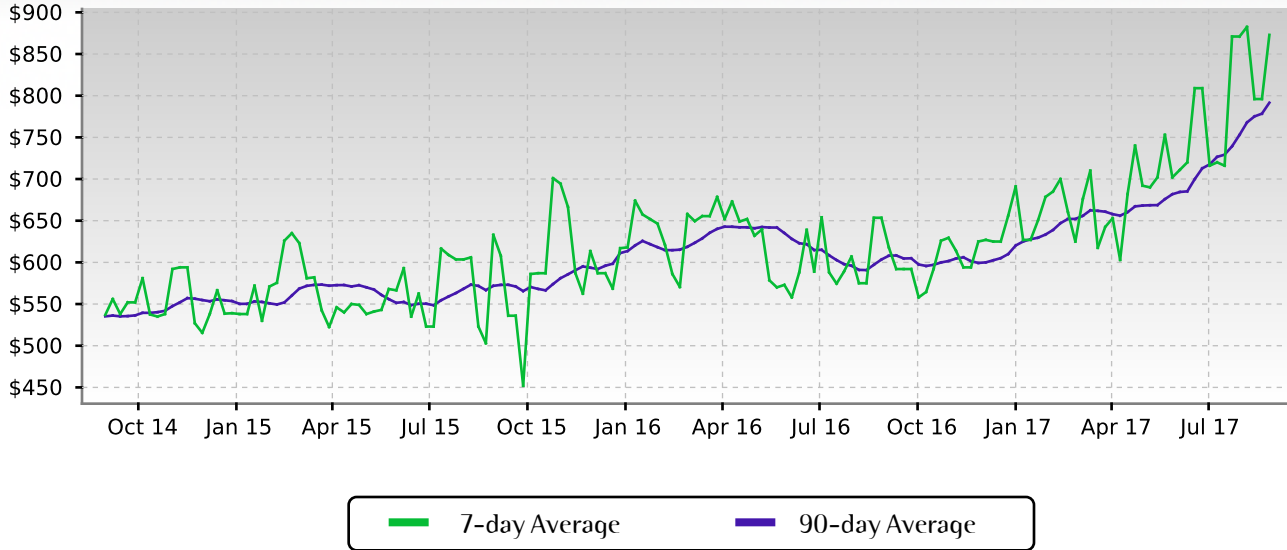
Quartile Prices

Prices have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



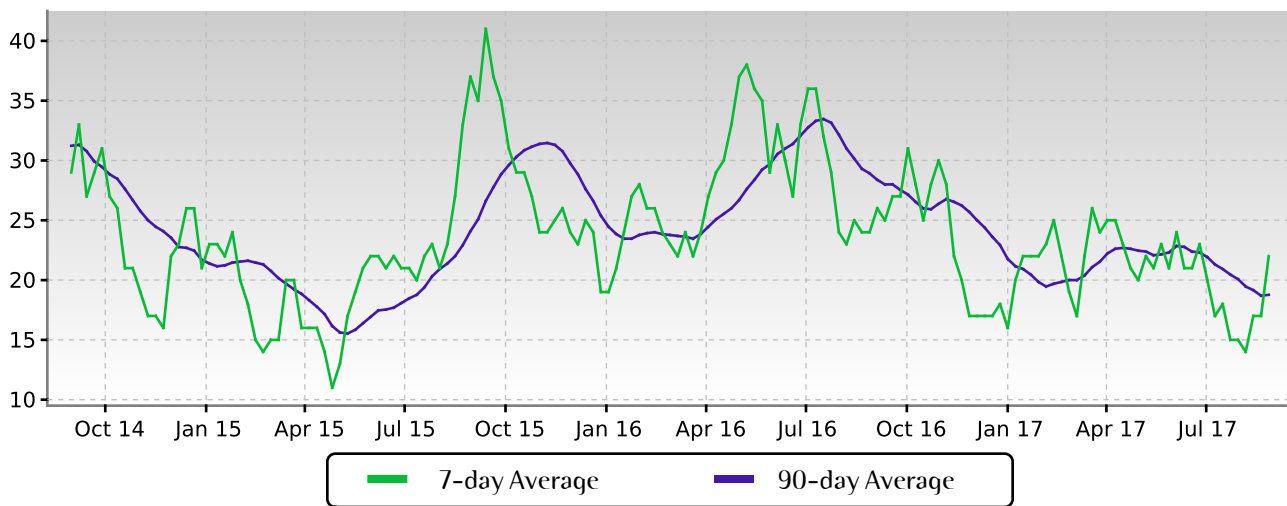
Price per Square Foot

In a market where prices are rising mildly, 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.



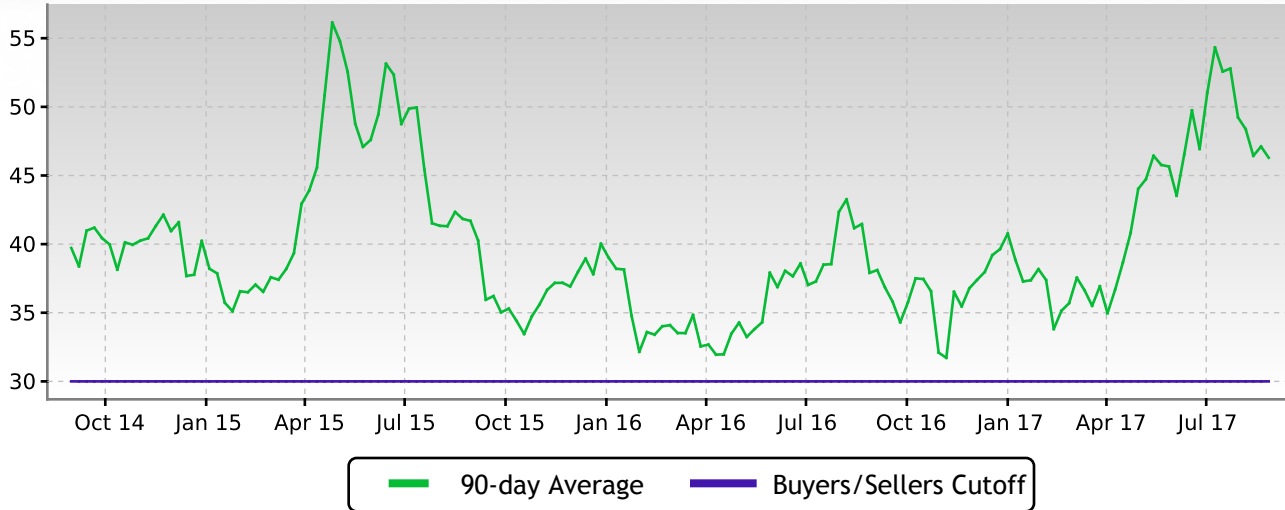
Inventory of Properties Listed for Sale

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.



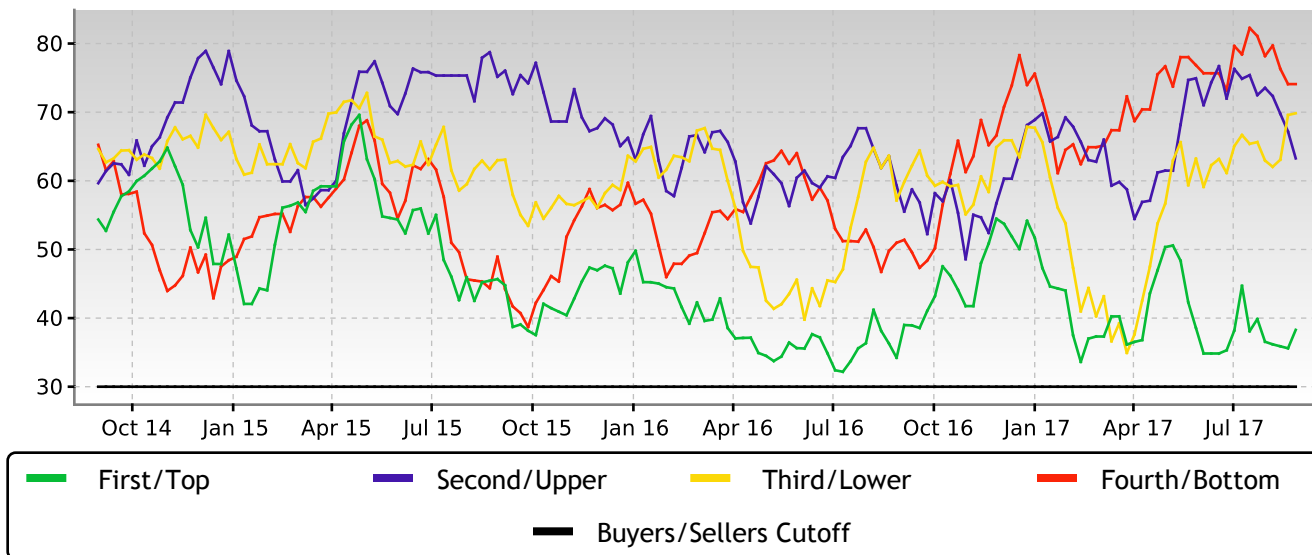
Market Action Index

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 46.29; indicating very little supply relative to the demand.



Market Action Index per Quartile

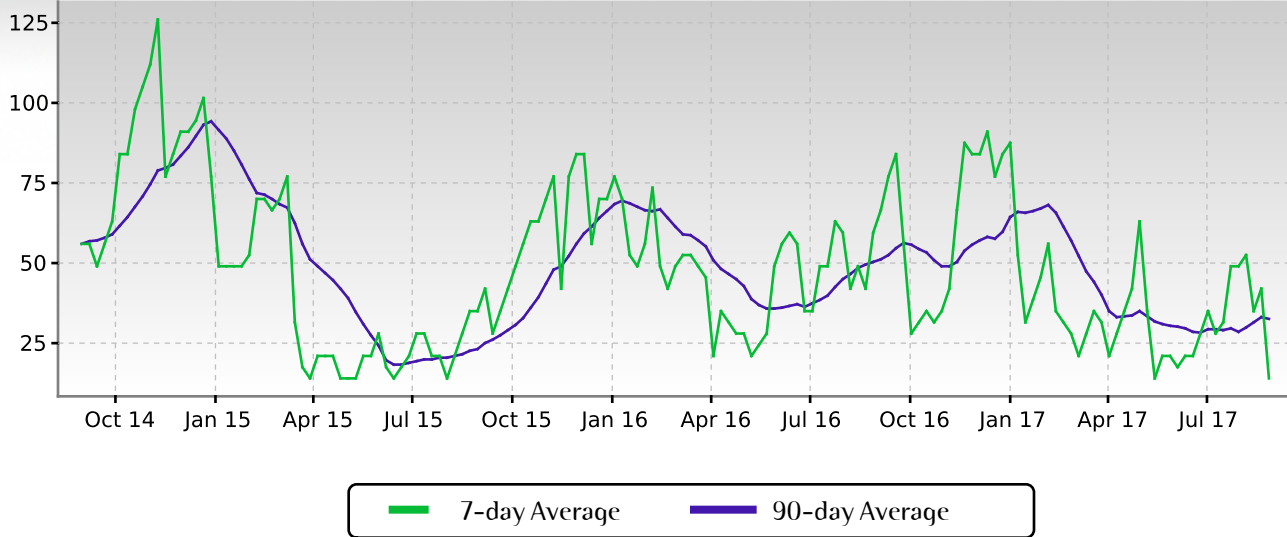
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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 49 days. Half of the listings have come newly on the market in the past 14 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.

