

# 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  
September 04, 2017**

## This Week

- The median list price in DEL MAR, CA this week is \$1,575,000. The 23 properties have been on the market for an average of 114 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 conditions have been consistently cooling in the past several weeks. Because we're still in the Seller's zone, prices have not yet begun to drop. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect prices to fall if the index persistently falls to the Buyer's zone.

### Real-Time Market Profile

		Trend
Median List Price	\$ 1,575,000	↔
Average List Price	\$ 1,893,848	↔
Asking Price Per Square Foot	\$ 957	↔
Average Days on Market (DoM)	114	↑↑
Inventory of Properties Listed	23	↓
Most Expensive Listing	\$ 3,950,000	
Least Expensive Listing	\$ 364,500	
Average Age of Listing	38	
Percent of Properties with Price Decrease	30 %	
Percent Relisted (reset DOM)	26 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	1446	
Median Number of Bedrooms	2.0	
Median Number of Bathrooms	2.5	

### Altos Research Value Statistics

Market Action Index	Seller's Advantage	31.2	↓↓
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	\$ 3,395,000	1500	3.0	3.5	27	5	0	0	125
Upper/Second	\$ 2,049,500	1388	2.5	2.0	32	6	0	0	180
Lower/Third	\$ 1,460,000	1646	3.0	2.5	42	6	0	0	48
Bottom/Fourth	\$ 872,500	1255	2.0	2.0	43	6	0	0	104

Most expensive 25% of properties

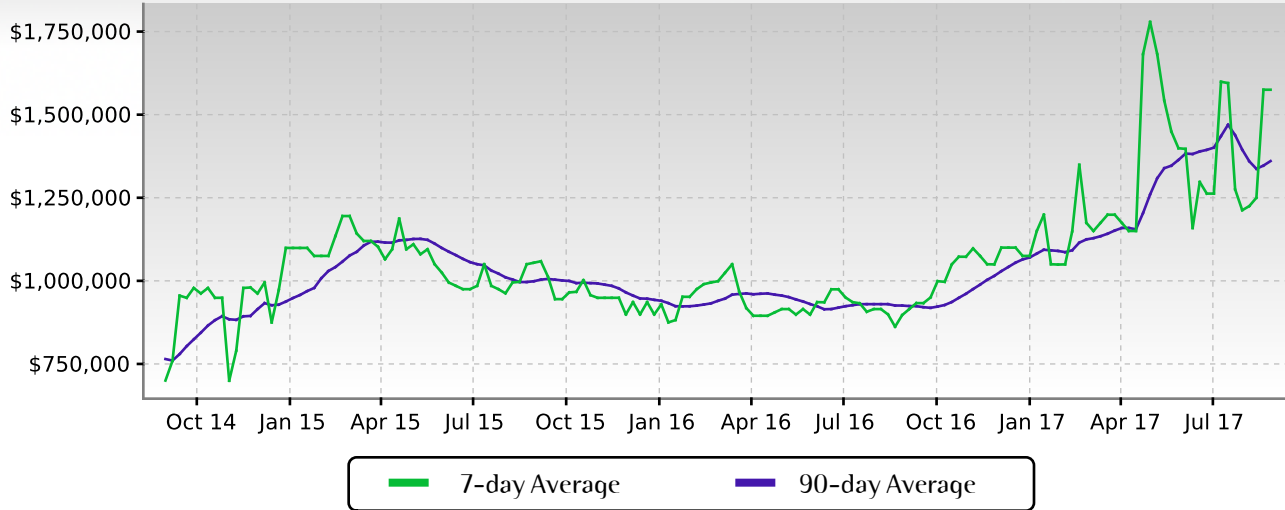
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

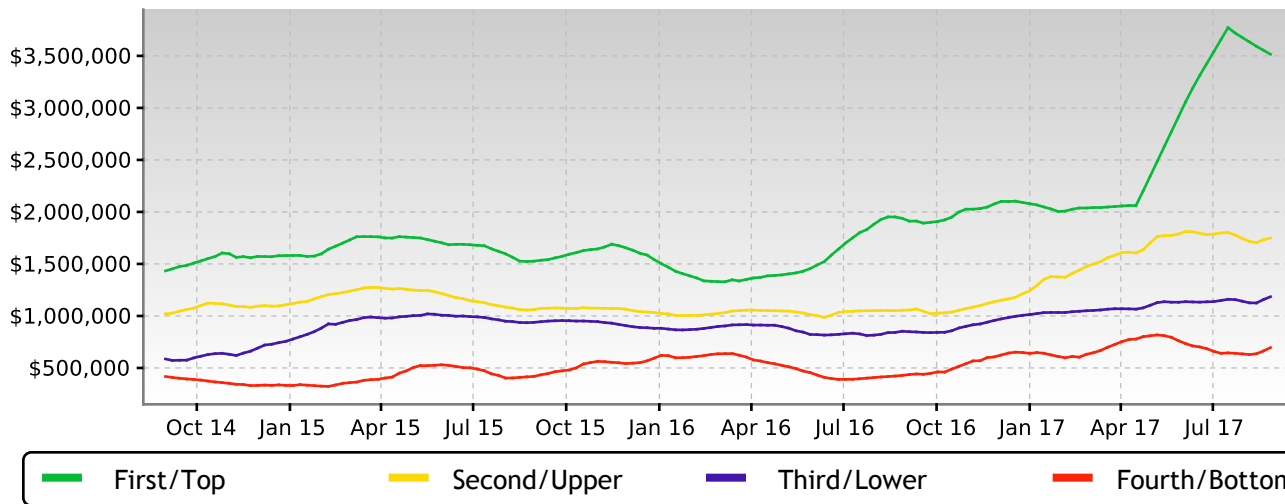
## Median Price

This week saw relatively little price change from last week. However, prices continue to demonstrate a nice up trend over the last several weeks.



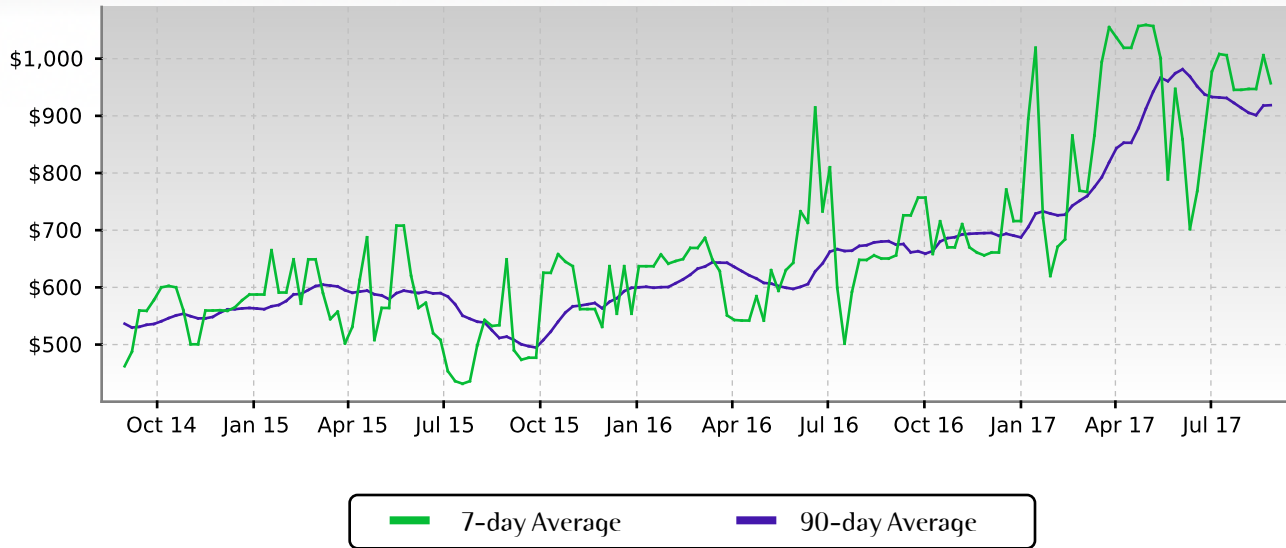
## Quartile Prices

Pricing in the upper-half of the market (Quartiles 1 and 2) has been showing weakness recently while prices in the lower-half have remained strong. Quartiles 3 and 4 have been increasing in the last few weeks. These convergent trends cannot continue indefinitely, so look to the Market Action Index Quartile breakdown to see which group will change direction.



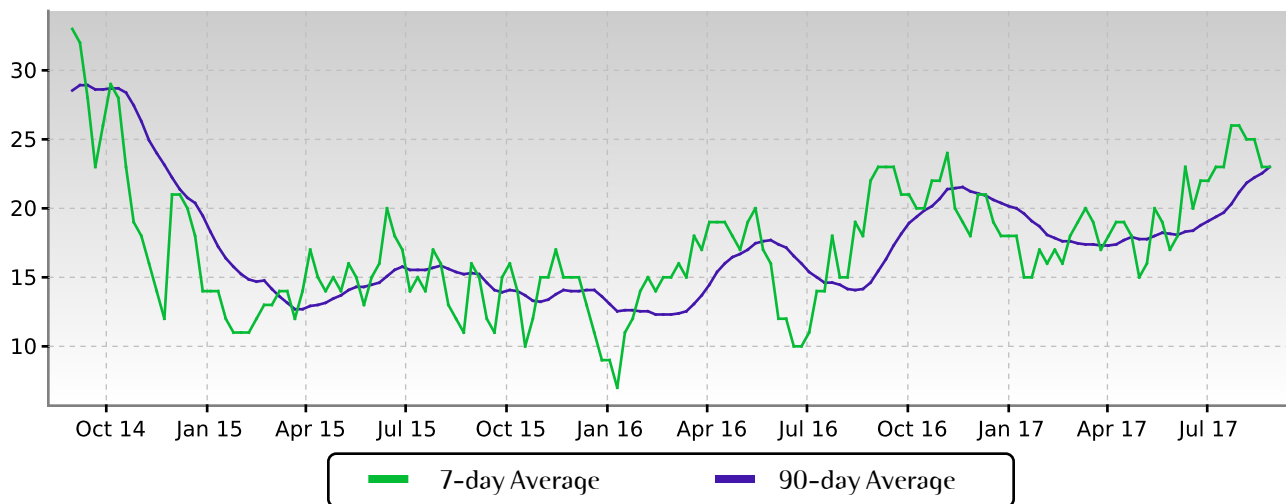
## Price per Square Foot

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.



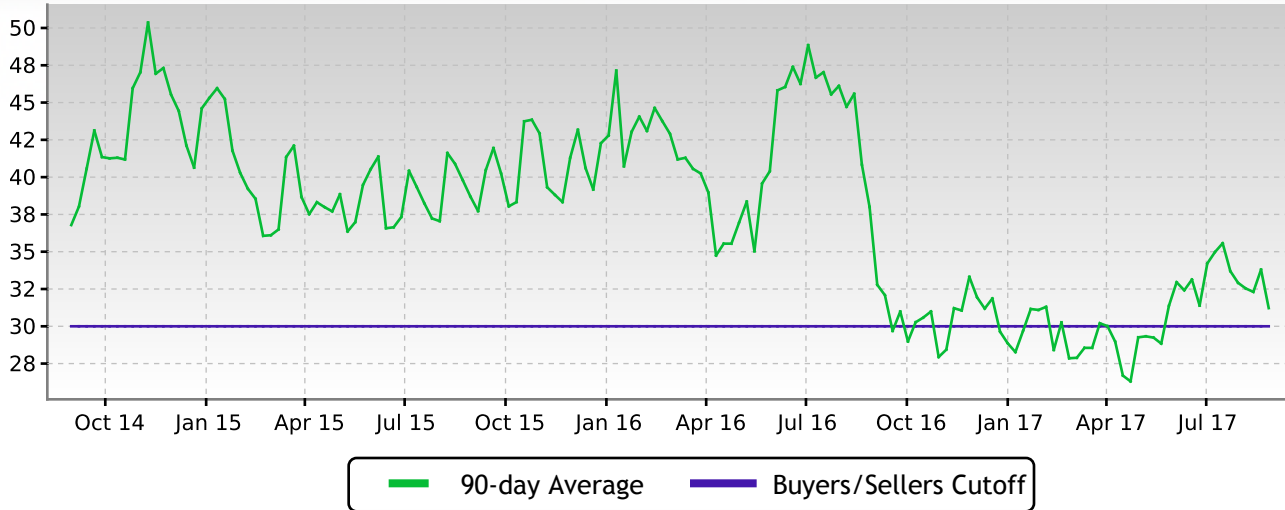
## Inventory of Properties Listed for Sale

Inventory has been 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.



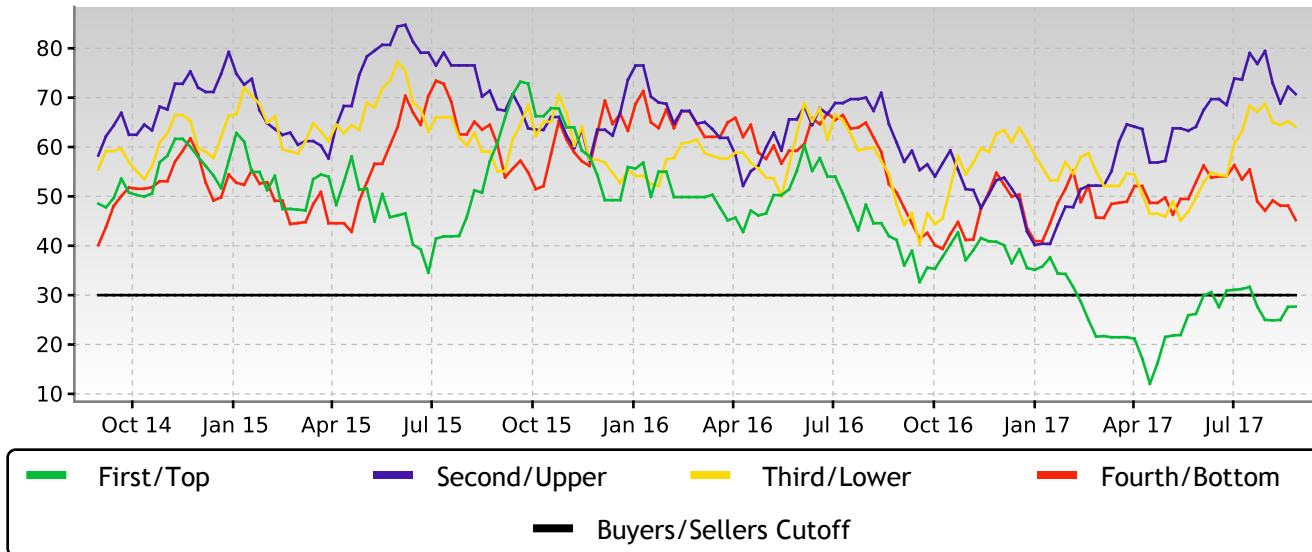
## Market Action Index

The DEL MAR market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 31.22 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



## Market Action Index per Quartile

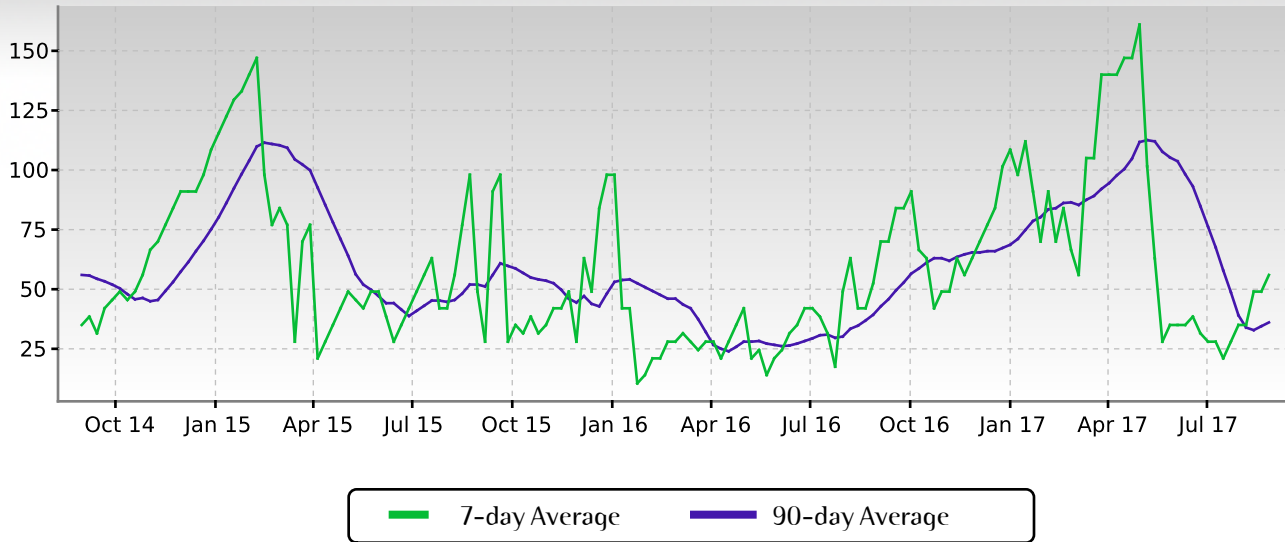
Three of the four quartiles of the market are in the Seller's Market zone with relatively low amounts of inventory given the current rate of demand for homes in the quartile. Notice that Quartile 1 (the highest-end price group) is showing weaker demand than the others. It's not uncommon that the premium 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 114 days. Half of the listings have come newly on the market in the past 56 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.

