

# YOUR LOCAL MARKET'S MARKET UPDATE

SOLANA BEACH, CA

- **Current Real Estate Market Conditions for Single Family Homes**
- **Trends in Pricing**
- **Current Levels of Supply and Demand**
- **Value Metrics**

- **Report for the week of  
April 23, 2018**

## This Week

The median list price in SOLANA BEACH, CA this week is \$2,399,990. The 17 properties have been on the market for an average of 66 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 been strong for several consecutive weeks. Reflecting these inventory conditions, with the MAI in the Seller's zone, it is not surprising that prices have recently resumed their climb.

### Real-Time Market Profile

		Trend
Median List Price	\$ 2,399,990	↑
Average List Price	\$ 2,680,999	
Asking Price Per Square Foot	\$ 869	↑↑
Average Days on Market (DoM)	66	↓↓
Inventory of Properties Listed	17	↓↓
Most Expensive Listing	\$ 4,595,000	
Least Expensive Listing	\$ 1,449,000	
Average Age of Listing	25	
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	6 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	2984	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	

### Altos Research Value Statistics

Market Action Index Seller's Advantage 42.8 ↑↑

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:

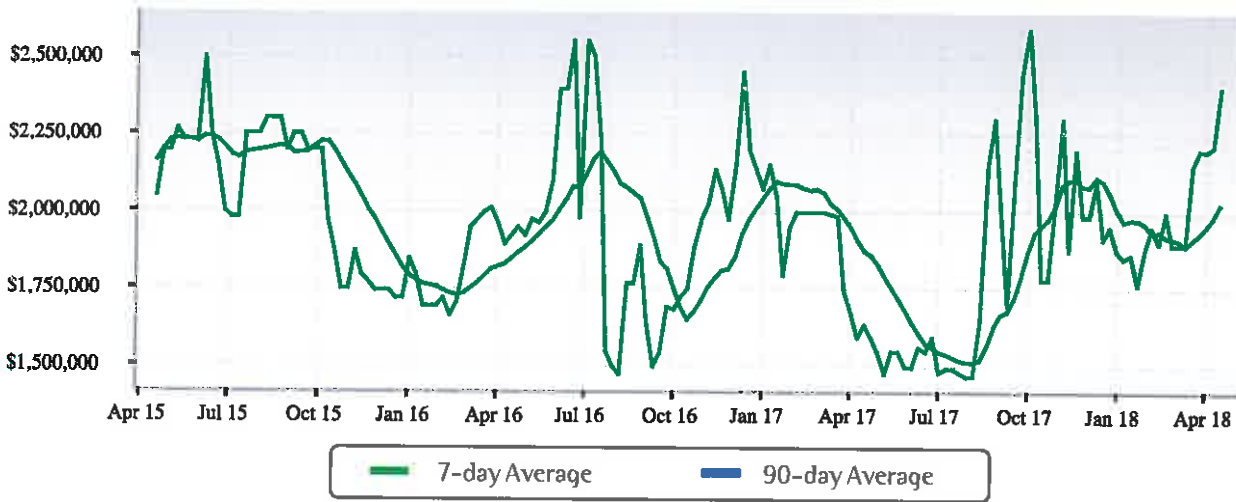
↑↑ Strong upward trend    ↓↓ Strong downward trend  
 ↔ No change    ↑ Slight upward trend    ↓ Slight downward trend

## Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 3,799,500	4155	0.25 - 0.50 acre	4.5	5.2	5	4	0	0	88	Most expensive 25% of properties
Upper/Second	\$ 2,887,500	3596	0.25 - 0.50 acre	4.5	4.2	22	4	0	0	80	Upper-middle 25% of properties
Lower/Third	\$ 2,199,500	2542	0.25 - 0.50 acre	3.5	3.0	46	4	0	1	27	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,895,000	2438	0.25 - 0.50 acre	3.0	3.5	38	5	0	2	68	Least expensive 25% of properties

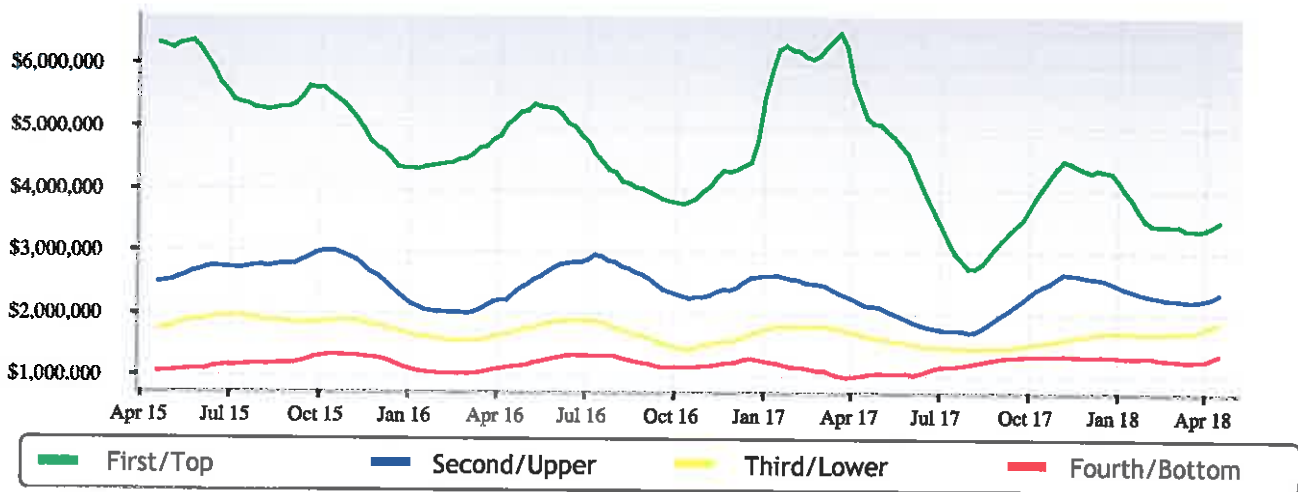
### Median Price

Price trends continued their recent uptrend this week. While still below the market's price high-point, we've seen a nice run recently.



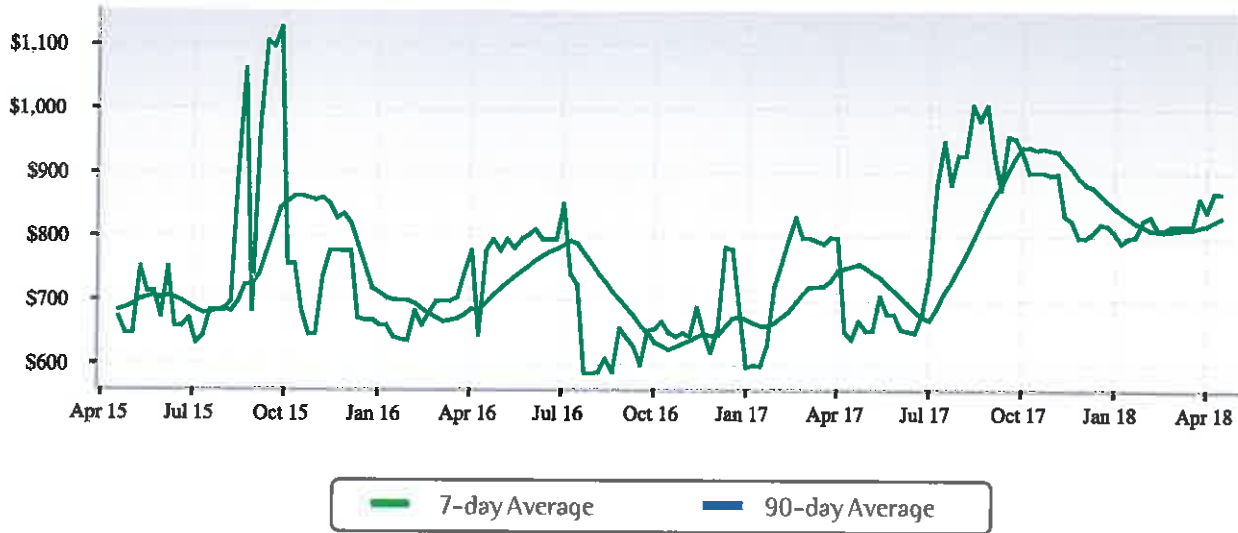
### Quartile Prices

Not surprisingly, given the condition of the overall market, all quartiles have shown price strength in recent weeks. All have been increasing in price lately.



## Price per Square Foot

The market appears to be placing an increasing premium on homes. When list prices and price per square foot consistently increase in tandem, as they're doing now, you can often find short-term investment opportunities. Watch the Market Action Index for persistent changes as a leading indicator for these trends to flatten or drop.



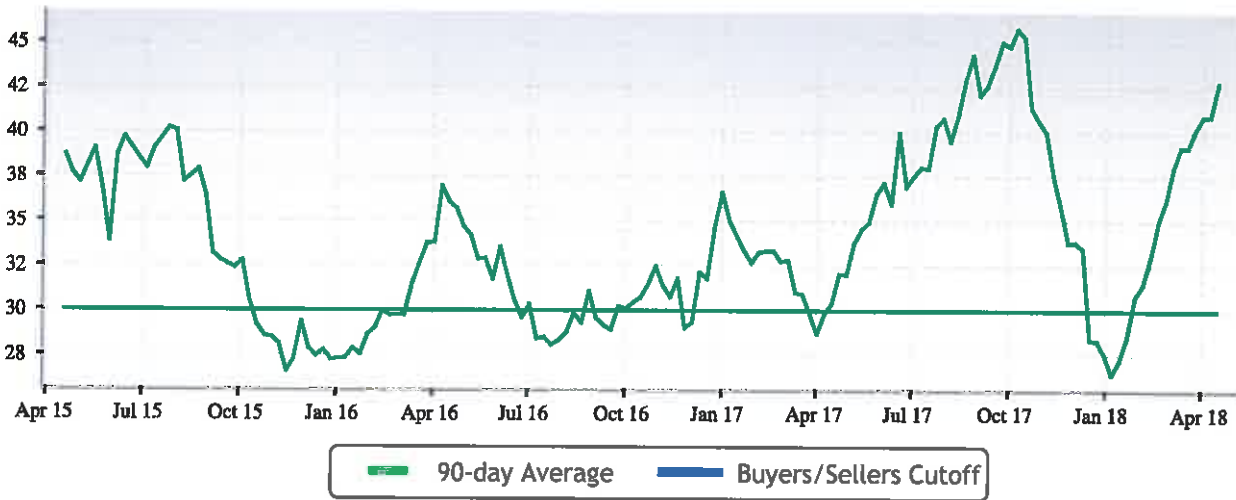
## Inventory of Properties Listed for Sale

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.



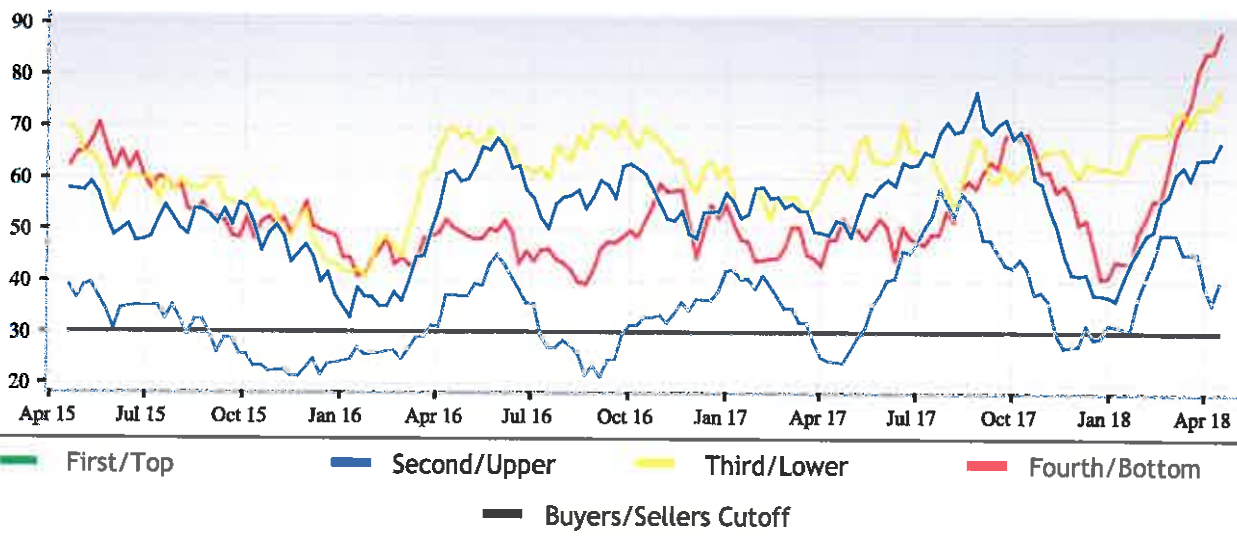
## Market Action Index

The SOLANA BEACH market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 42.80 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



## Market Action Index per Quartile

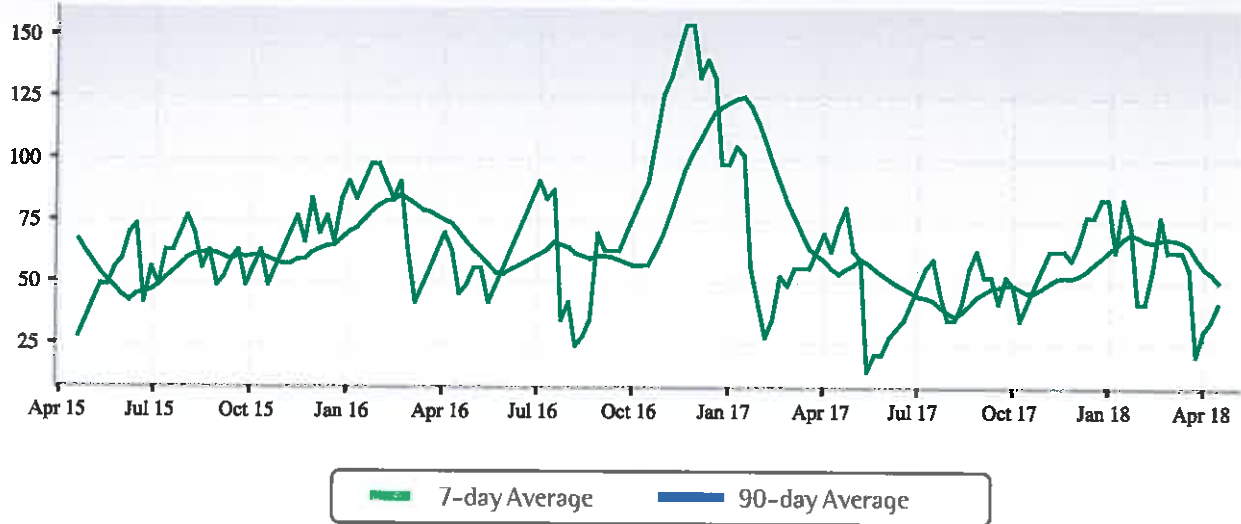
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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 66 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.

