

# 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  
September 25, 2017**

### This Week

- The median list price in SOLANA BEACH, CA this week is \$2,099,000. The 21 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 not shown strong directional trends in terms of supply and demand. However, inventory is sufficiently low to keep us in the Seller's Market zone and prices have been moving upward as evidence.

#### Real-Time Market Profile

Median List Price	\$ 2,099,000	↑↑
Average List Price	\$ 2,638,943	↓
Asking Price Per Square Foot	\$ 958	↓
Average Days on Market (DoM)	70	↓↓
Inventory of Properties Listed	21	↓↓
Most Expensive Listing	\$ 7,450,000	
Least Expensive Listing	\$ 1,200,000	
Average Age of Listing	34	
Percent of Properties with Price Decrease	38 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	2540	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	

#### Trend

#### Altos Research Value Statistics

Market Action Index      Seller's Advantage      43.8      ↔

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	\$ 3,999,000	3818	0.25 - 0.50 acre	4.0	4.0	26	5	0	0	59
Upper/Second	\$ 2,648,000	2984	0.25 - 0.50 acre	4.0	4.0	38	5	0	1	94
Lower/Third	\$ 1,699,895	2576	0.25 - 0.50 acre	4.0	3.0	30	5	2	4	84
Bottom/Fourth	\$ 1,314,000	2000	0.25 - 0.50 acre	3.5	2.8	25	6	0	2	48

Most expensive 25% of properties

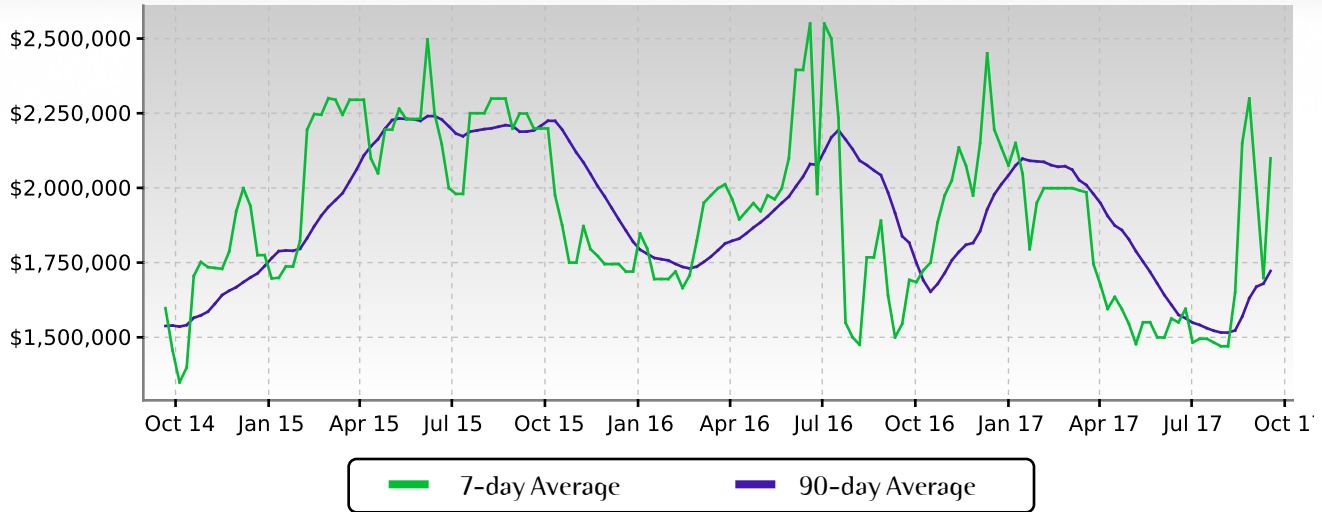
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

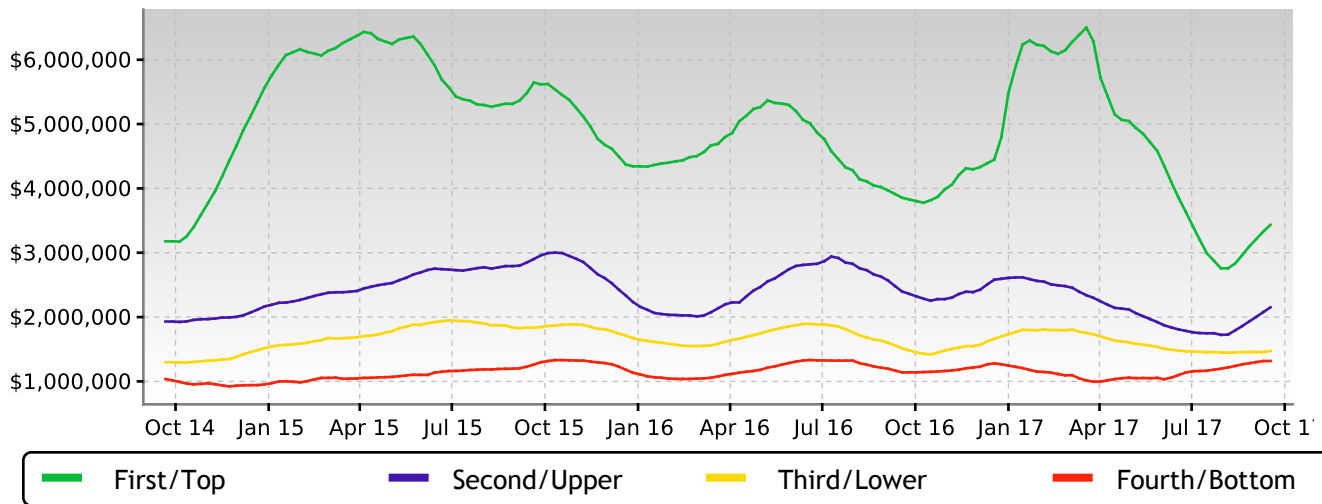
## Median Price

Despite this week's up tic, the market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this shift.



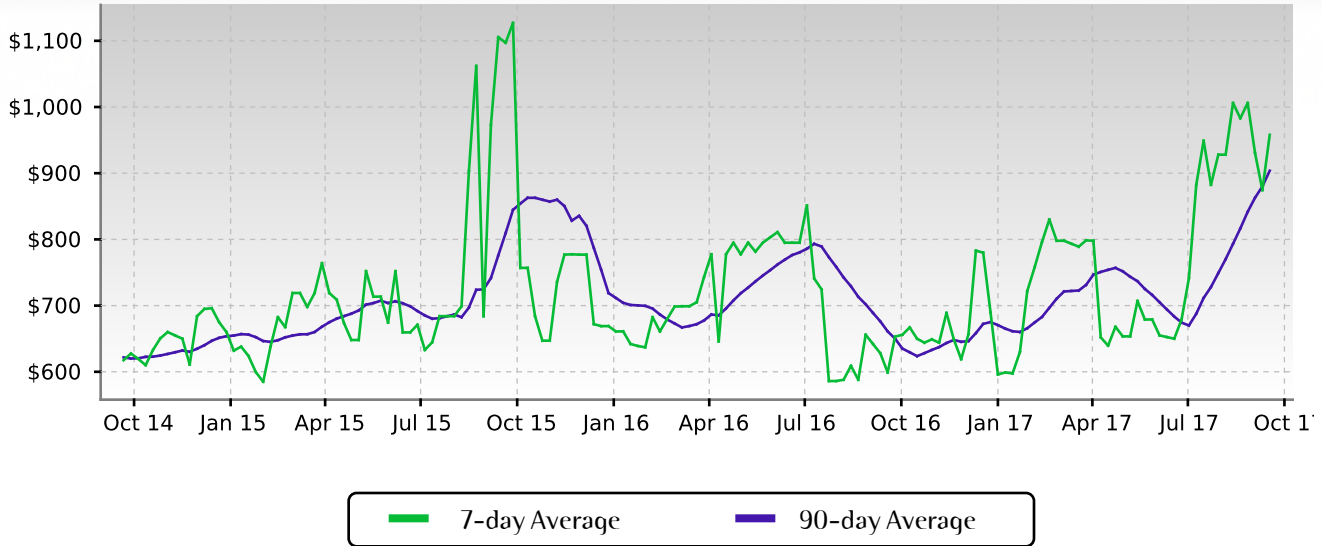
## Quartile Prices

Pricing across most of the market has been relatively strong recently. While Quartile 3 is basically flat, all other segments are in an up trend period. Unless the Market Action Index has a persistent downward shift, expect that Quartile 3 will assume a similar trend with the other groups.



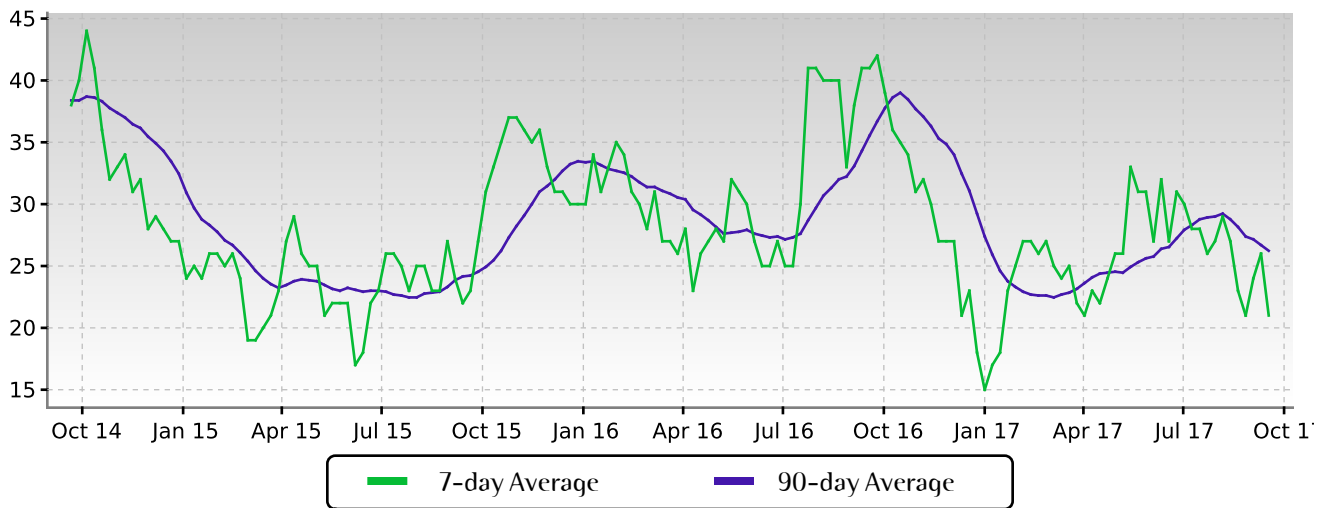
## Price per Square Foot

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers can see more home for their money.



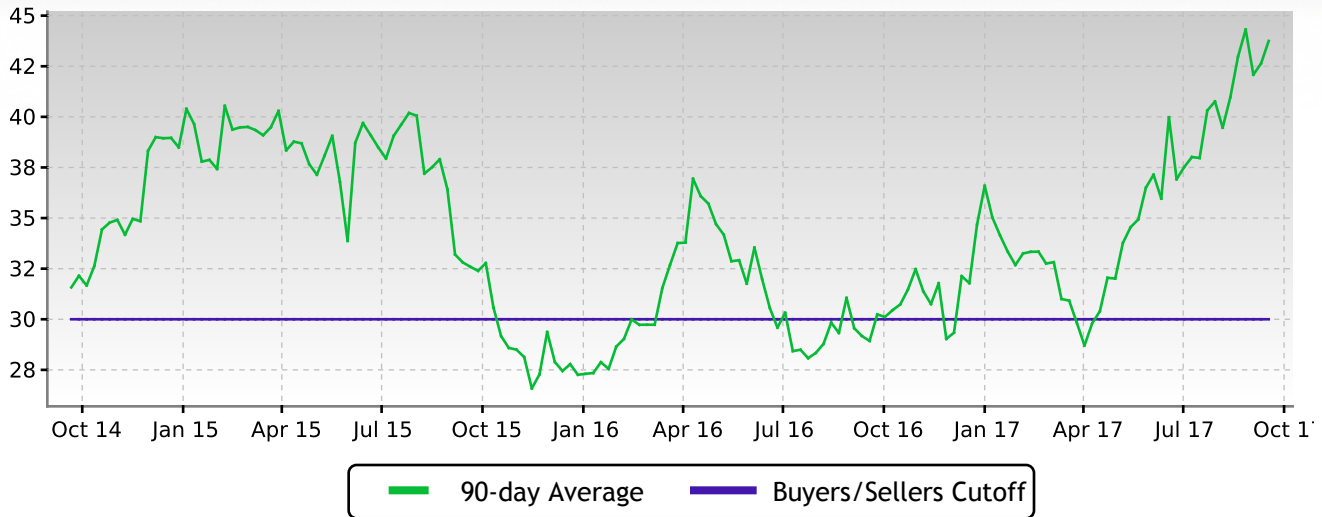
## Inventory of Properties Listed for Sale

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.



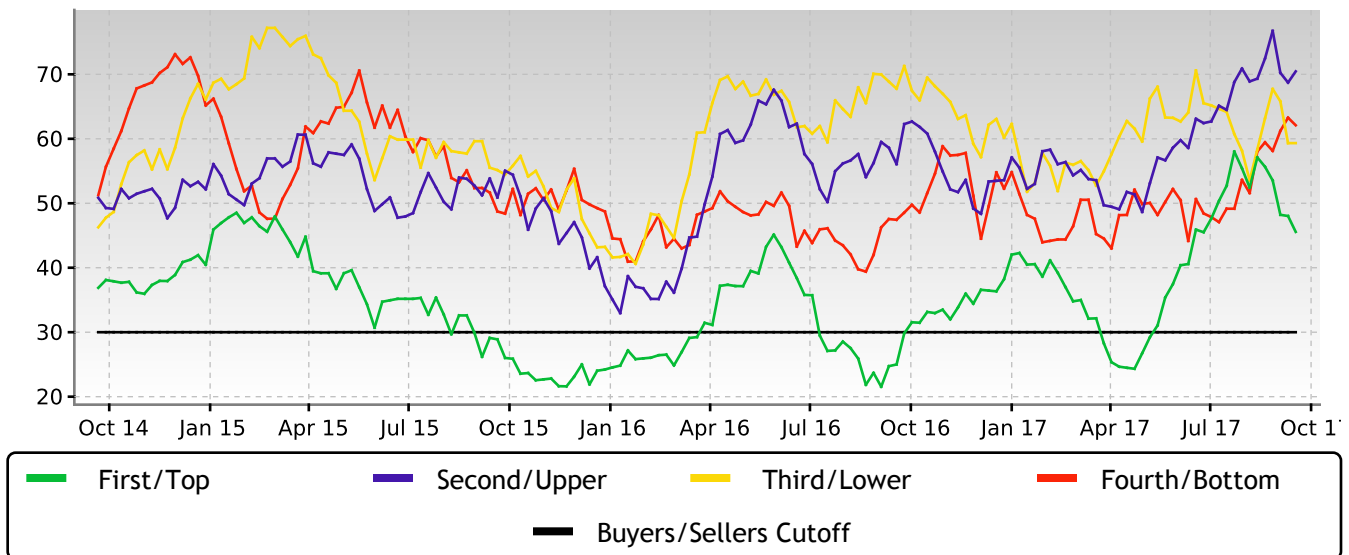
## Market Action Index

The SOLANA BEACH market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 43.75 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



## Market Action Index per Quartile

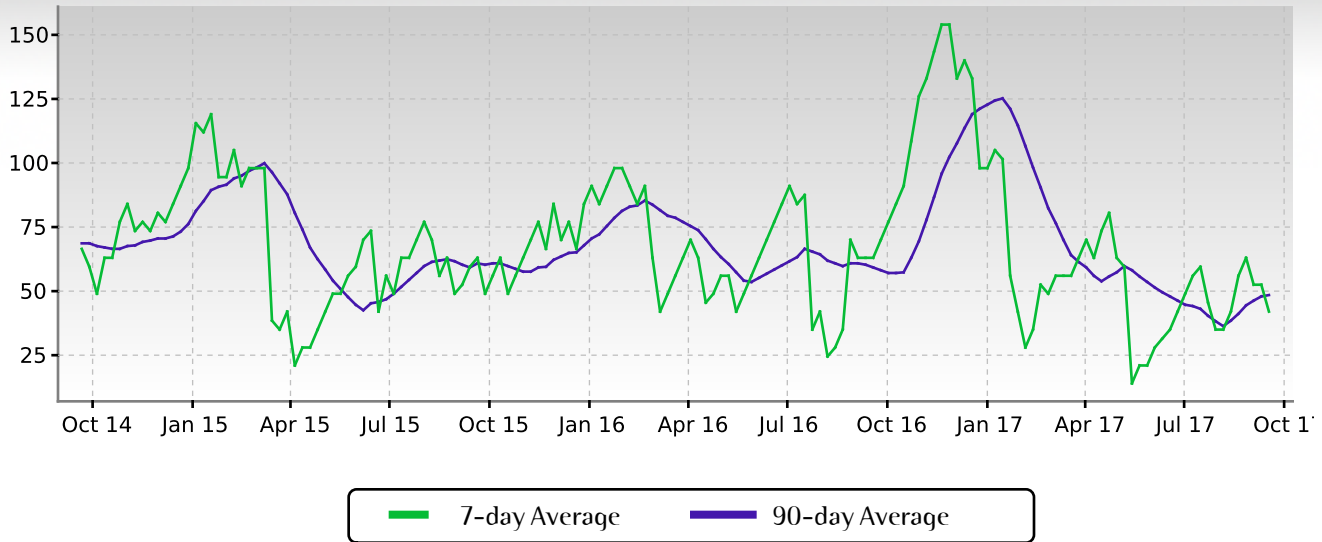
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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.

