

# 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  
February 27, 2017**

## This Week

- The median list price in DEL MAR, CA this week is \$1,349,000. The 16 properties have been on the market for an average of 147 days.

Inventory is up and Market Action is trending down recently. While days-on-market appears to be trending lower, the overall conditions are weakening a bit.

## 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	\$ 1,349,000	↔↔
Average List Price	\$ 1,491,750	
Asking Price Per Square Foot	\$ 866	↑↑
Average Days on Market (DOM)	147	↓
Inventory of Properties Listed	16	↑
Most Expensive Listing	\$ 3,950,000	
Least Expensive Listing	\$ 390,000	
Average Age of Listing	34	
Percent of Properties with Price Decrease	25 %	
Percent Relisted (reset DOM)	25 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	1572	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	

### Altos Research Value Statistics

Market Action Index      Seller's Advantage      30.3      ↓↓

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.

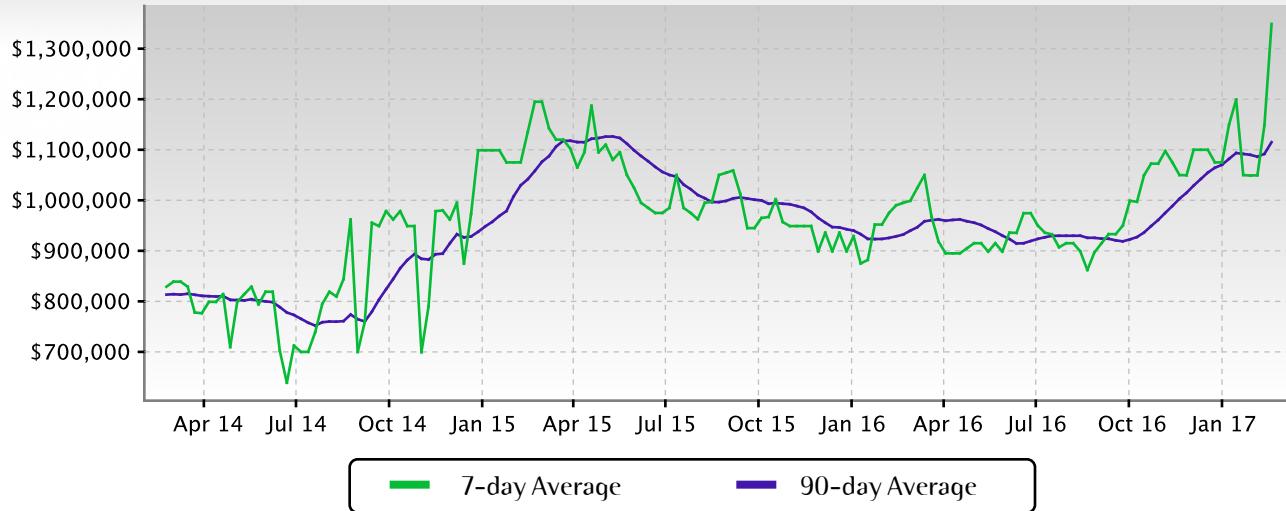
Trend Key:              No change       Slight upward trend       Slight downward trend

## Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 2,037,500	1451	2.5	2.5	27	4	0	0	191	Most expensive 25% of properties
Upper/Second	\$ 1,662,000	1572	3.0	2.0	42	4	1	0	72	Upper-middle 25% of properties
Lower/Third	\$ 1,099,499	2118	2.5	2.0	29	4	0	0	231	Lower-middle 25% of properties
Bottom/Fourth	\$ 722,000	1344	2.5	2.0	42	4	1	3	94	Least expensive 25% of properties

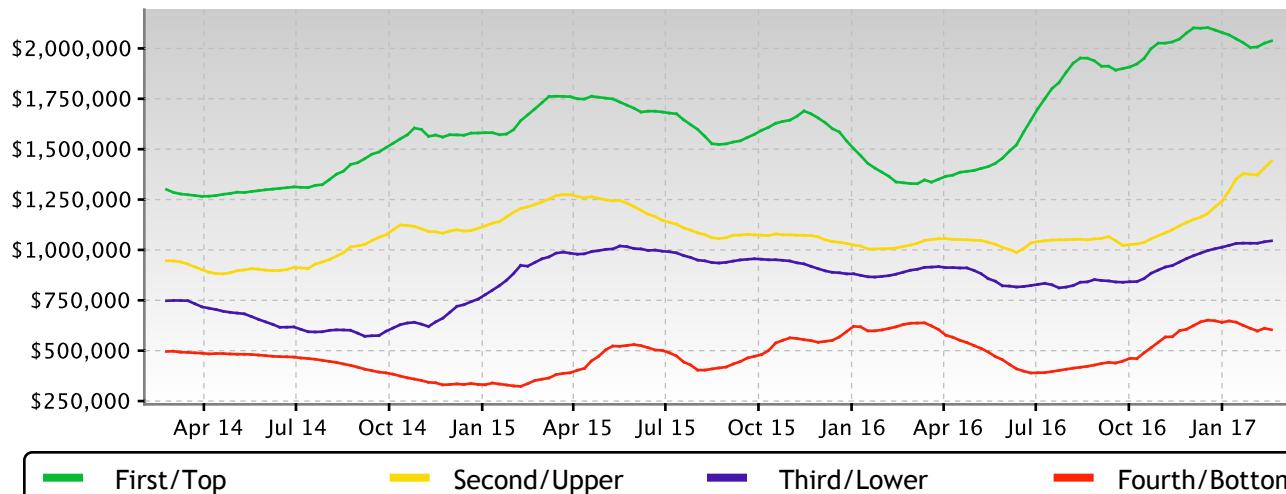
## Median Price

- Prices hit another all time high this week. Given current conditions, prices continue to march higher. A persistent drop of the Market Action Index into the Buyer's zone will be a leading indicator of the price strength subsiding.



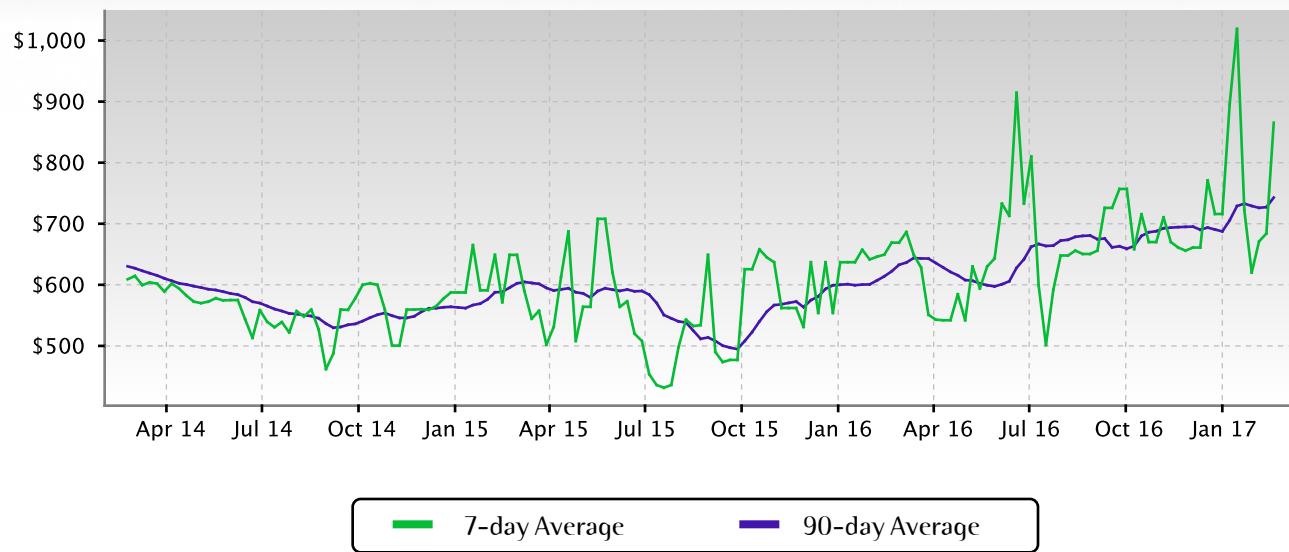
## Quartile Prices

- Pricing trends have been lacking strong directional indication lately. Only Quartile 2 is trending higher while Quartiles 3 and 1 are flat. Look to the Market Action Index for persistent changes (up or down) as a leading indicator for the significant price changes.



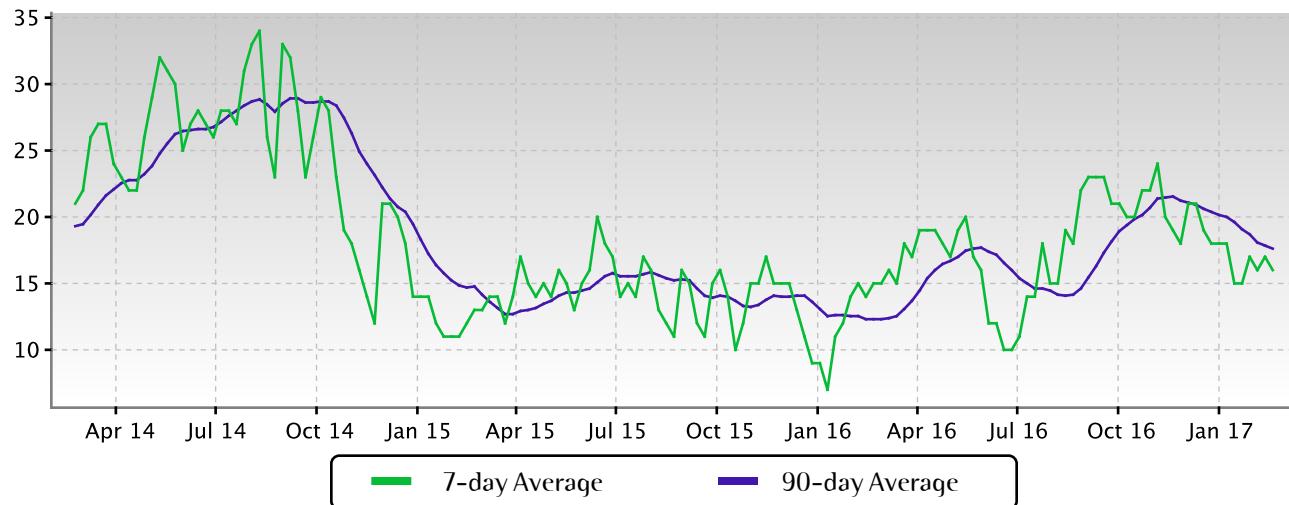
## Price per Square Foot

- 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.



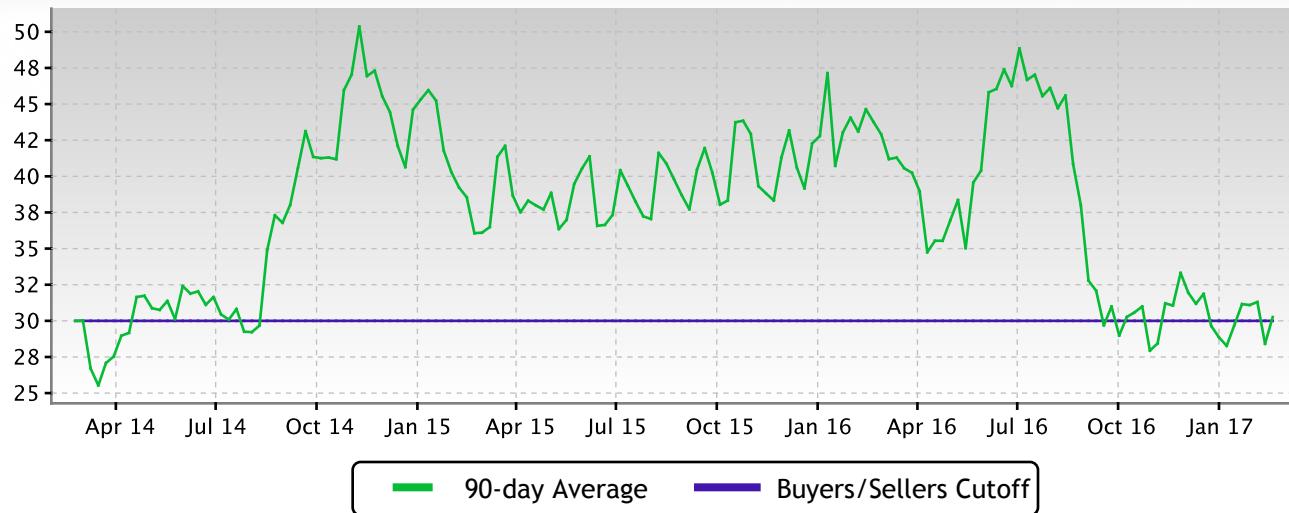
## Inventory of Properties Listed for Sale

- Inventory has been 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.



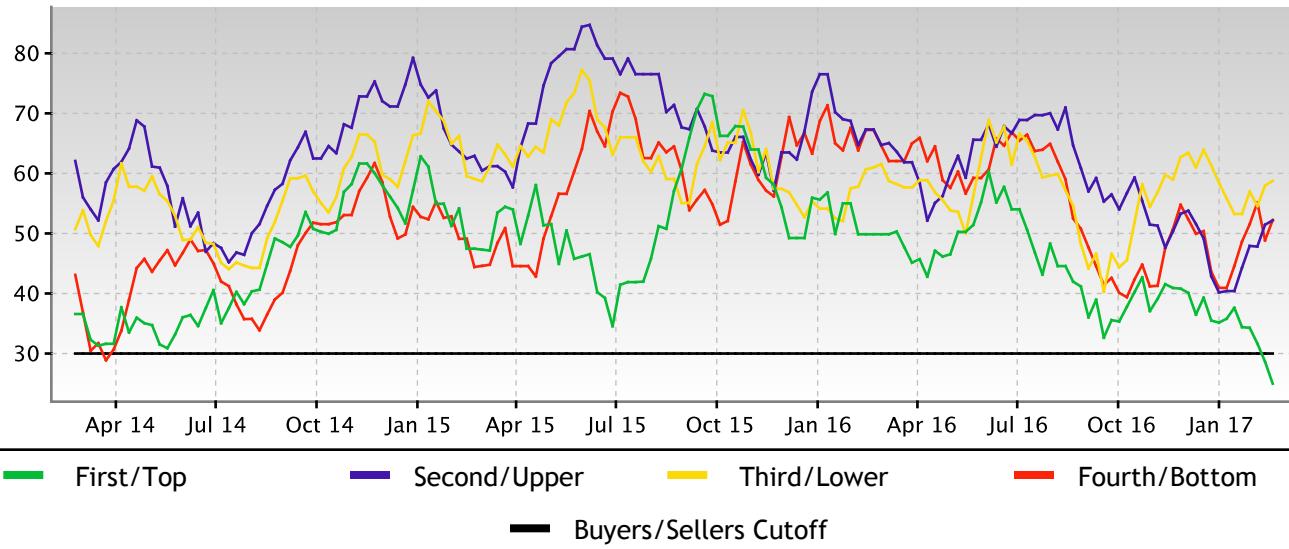
## Market Action Index

The DEL MAR market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 30.26 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



## Market Action Index per Quartile

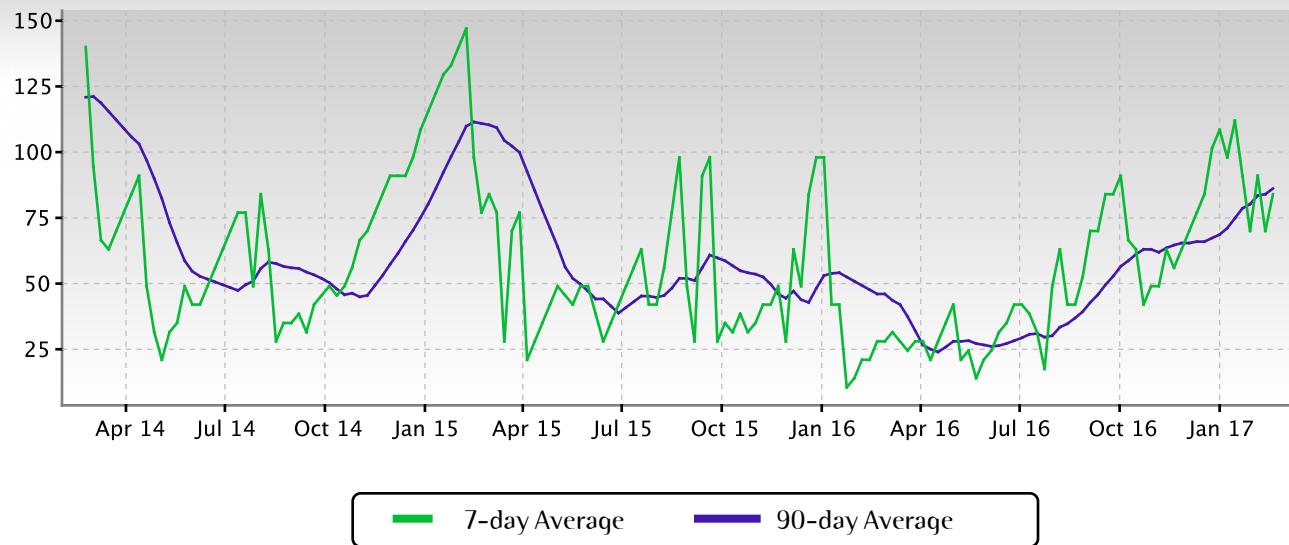
Three of the four quartiles of the market are in the Seller's Market zone with relatively low amounts of inventory given the current rate of demand for homes in the quartile. Notice that Quartile 1 (the highest-end price group) is showing weaker demand than the others. It's not uncommon that the premium 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 147 days. Half of the listings have come newly on the market in the past 84 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.

