

## This Week

The median list price in DEL MAR, CA 92014 this week is \$2,649,000.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

## Supply and Demand

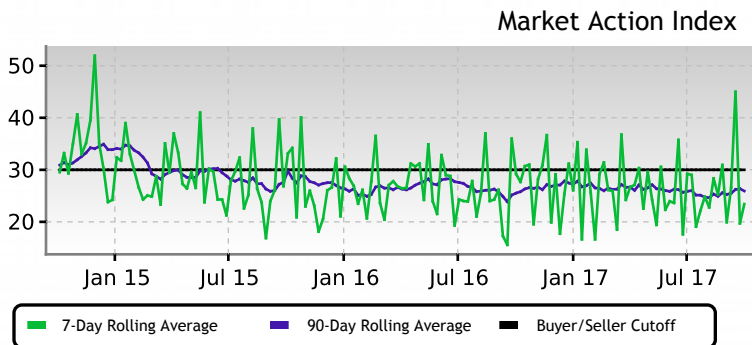
- Home sales have begun exceeding new inventory. This is a Buyer's market so prices are not yet moving higher as excess inventory is consumed. If the tightening continues and the market moves into the Seller's zone, we may see upward pressure on pricing.

Real-Time Market Profile		Trend
Median List Price	\$ 2,649,000	↔
Asking Price Per Square Foot	\$ 999	↔
Average Days on Market (DOM)	137	↑↑
Percent of Properties with Price Decrease	47 %	
Percent Relisted (reset DOM)	25 %	
Percent Flip (price increased)	3 %	
Median House Size (sq ft)	2840	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index	Buyer's Advantage 25.9	↑

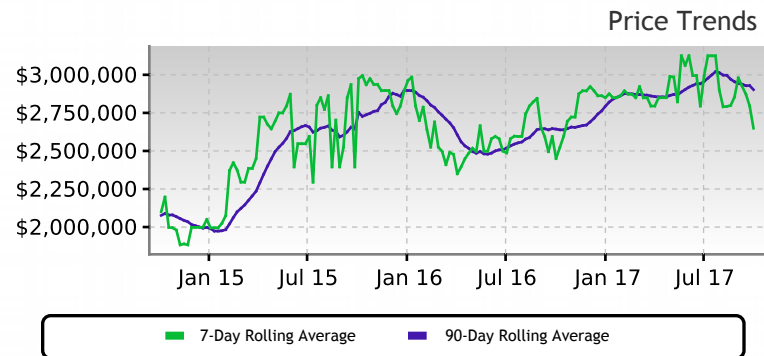
↔ No change    ↑↑ Strong upward trend    ↓↓ Strong downward trend  
 ↑ Slight upward trend    ↓ Slight downward trend

## Price

- Prices in this zip code seem to have settled around a plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.



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 Seller's Market conditions. Below 30, conditions favor the buyer.



## Quartiles

### Characteristics per Quartile

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	Description
Top/First	\$ 9,998,000	2750	0.25 - 0.50 acre	4.0	4.5	27	25	0	1	141	Most expensive 25% of properties
Upper/Second	\$ 3,599,450	3118	0.25 - 0.50 acre	3.5	3.5	34	26	2	1	166	Upper-middle 25% of properties
Lower/Third	\$ 2,287,000	3176	8,001 - 10,000 sqft	3.5	3.0	35	26	1	2	146	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,592,000	2653	6,501 - 8,000 sqft	4.0	2.8	38	26	7	1	96	Least expensive 25% of properties