

This Week

The median list price in DEL MAR, CA 92014 this week is \$2,492,500.

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

- The market has been cooling in recent weeks. Since this is a Buyer's market where there is excess inventory to satisfy the demand levels, prices have also been moving lower.

Real-Time Market Profile

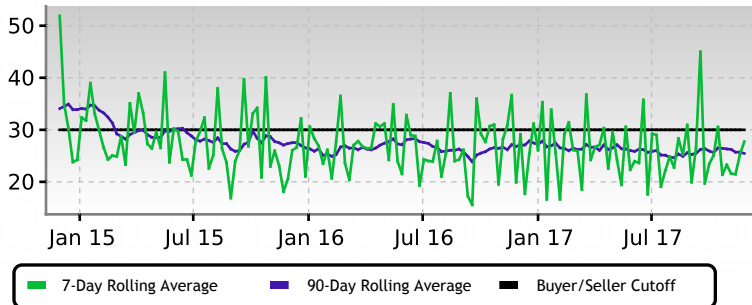
Real-Time Market Profile		Trend
Median List Price	\$ 2,492,500	↓↓↓
Asking Price Per Square Foot	\$ 931	↓↓↓
Average Days on Market (DOM)	151	↑↑↑
Percent of Properties with Price Decrease	47 %	
Percent Relisted (reset DOM)	24 %	
Percent Flip (price increased)	3 %	
Median House Size (sq ft)	2750	
Median 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 25.5	↓

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

Price

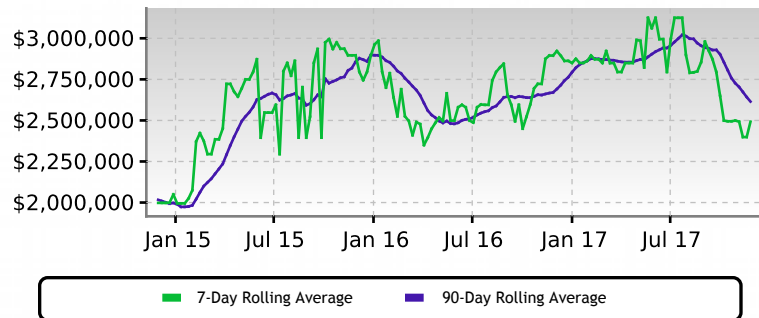
- Again this week in this zip code we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high level. At this point, we will be looking for a persistent upward shift in the Market Action Index as a leading indicator for a trough in prices.

Market Action Index



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.

Price Trends



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	
Top/First	\$ 10,249,000	3765	0.25 - 0.50 acre	4.0	4.5	22	24	0	1	187	Most expensive 25% of properties
Upper/Second	\$ 3,847,500	3082	0.25 - 0.50 acre	4.0	3.5	29	24	1	0	158	Upper-middle 25% of properties
Lower/Third	\$ 2,259,000	3089	8,001 - 10,000 sqft	3.0	3.0	40	25	0	2	141	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,595,000	2444	6,501 - 8,000 sqft	3.0	2.5	46	25	1	4	120	Least expensive 25% of properties