

This Week

The median list price in DEL MAR, CA 92014 this week is \$3,100,000.

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

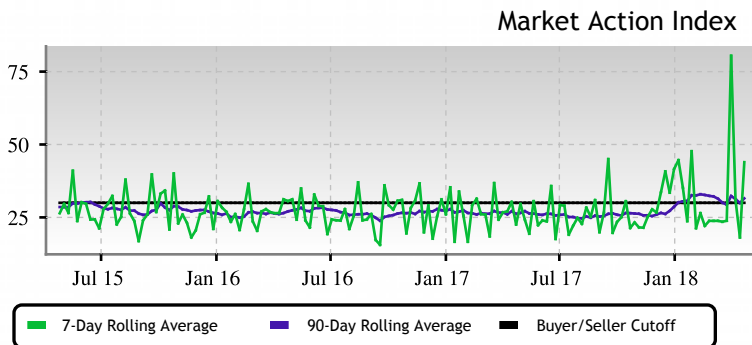
While the Market Action Index shows some strengthening in the last few weeks, prices have settled in a bit of a plateau. We are currently in a Seller's market so prices will likely resume their climb should this trend persist.

Real-Time Market Profile		Trend
Median List Price	\$ 3,100,000	↔↔
Asking Price Per Square Foot	\$ 1,197	↑↑
Average Days on Market (DOM)	100	↓↓
Percent of Properties with Price Decrease	32 %	
Percent Relisted (reset DOM)	18 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	2852	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index Seller's Advantage	31.5	↑

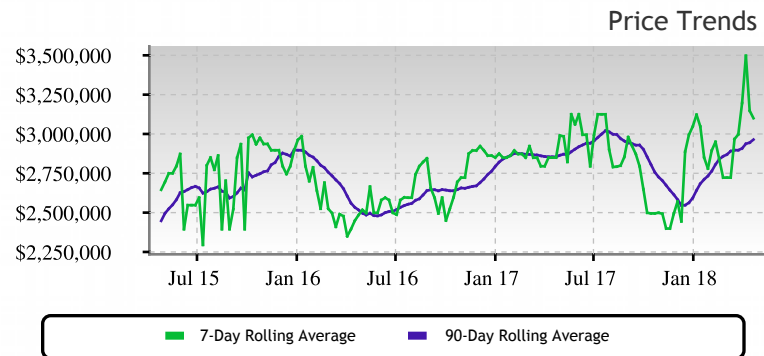
↔↔ No change ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↑ Slight upward trend ↓ Slight downward trend

Price

In the last few weeks we've seen prices in this zip code bouncing around this 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	
Top/First	\$ 8,722,500	3118	0.25 - 0.50 acre	4.0	3.5	30	16	0	1	148	Most expensive 25% of properties
Upper/Second	\$ 3,995,000	2920	8,001 - 10,000 sqft	3.5	3.2	31	16	1	2	124	Upper-middle 25% of properties
Lower/Third	\$ 2,595,000	3258	8,001 - 10,000 sqft	4.0	3.5	28	16	2	1	61	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,887,500	2248	8,001 - 10,000 sqft	3.0	2.5	46	17	4	6	67	Least expensive 25% of properties