

This Week

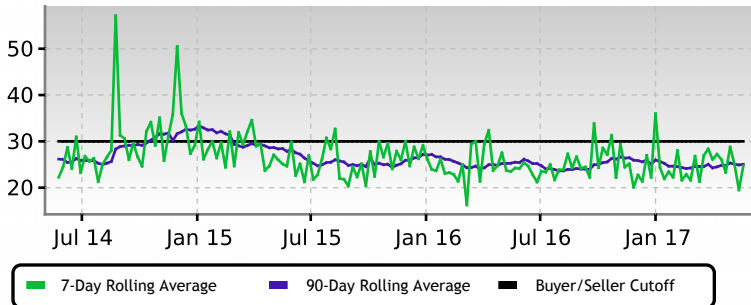
The median list price in LA JOLLA, CA 92037 this week is \$2,995,000.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

Supply and Demand

- The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

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.

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	\$ 6,395,000	6246	0.25 - 0.50 acre	5.0	6.0	18	53	1	0	209	Most expensive 25% of properties
Upper/Second	\$ 3,600,000	4288	0.25 - 0.50 acre	5.0	4.5	27	53	1	3	204	Upper-middle 25% of properties
Lower/Third	\$ 2,595,000	3108	0.25 - 0.50 acre	4.0	3.5	36	53	6	3	132	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,695,000	2672	0.25 - 0.50 acre	4.0	3.0	39	54	4	5	103	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 2,995,000	↔↔
Asking Price Per Square Foot	\$ 862	↔↔
Average Days on Market (DOM)	162	↘↘
Percent of Properties with Price Decrease	34 %	
Percent Relisted (reset DOM)	20 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	3606	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.0	
Market Action Index	Buyer's Advantage 25.1	↔↔

↔↔ 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.

Price Trends

