



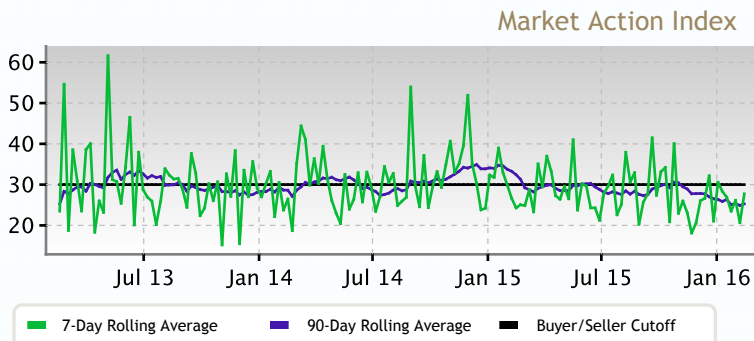
## This Week

The median list price in DEL MAR, CA this week is \$2,524,950.

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 Action Index has been trending lower for several weeks while prices have remained relatively stable. If inventory continues to grow relative to demand however, it is likely that we will see downward pressure on pricing.



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	\$ 8,499,000	4000	4,501 - 6,500 sqft	4.0	4.5	19	19	1	0	230	Most expensive 25% of properties
Upper/Second	\$ 2,999,000	4480	0.50 - 1.0 acre	4.0	4.5	13	19	1	2	151	Upper-middle 25% of properties
Lower/Third	\$ 2,175,000	3365	1.0 - 2.5 acres	4.0	3.0	28	19	1	1	136	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,400,000	2578	0.25 - 0.50 acre	4.0	2.5	33	19	3	2	128	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 2,524,950	↔↔
Asking Price Per Square Foot	\$ 679	↓↓↓
Average Days on Market (DOM)	161	↓
Percent of Properties with Price Decrease	46 %	
Percent Relisted (reset DOM)	17 %	
Percent Flip (price increased)	7 %	
Median House Size (sq ft)	3510	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index	Buyer's Advantage 25.3	↓↓↓

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

## Price

- The market appears to be hovering around this plateau. This week prices eased down a bit. The Market Action Index is a good leading indicator for the durability of this shift.

