

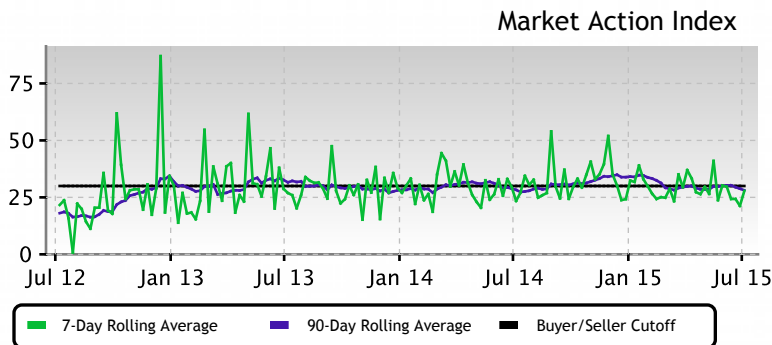
## This Week

The median list price in DEL MAR, CA 92014 this week is \$2,595,000.

The Market Action Index has been trending down lately, while inventory is climbing. These trends imply a weakening 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	\$ 7,495,000	4000	0.25 - 0.50 acre	4.0	4.0	26	19	2	1	192	Most expensive 25% of properties
Upper/Second	\$ 3,250,000	2888	0.25 - 0.50 acre	4.0	3.5	30	19	3	0	94	Upper-middle 25% of properties
Lower/Third	\$ 2,150,000	3164	8,001 - 10,000 sqft	4.0	3.0	32	19	1	1	147	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,254,950	2488	6,501 - 8,000 sqft	3.0	2.5	40	20	6	3	50	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 2,595,000	↔↔
Asking Price Per Square Foot	\$ 832	↔↔
Average Days on Market (DOM)	120	↔↔
Percent of Properties with Price Decrease	44 %	
Percent Relisted (reset DOM)	16 %	
Percent Flip (price increased)	9 %	
Median House Size (sq ft)	2752	
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 28.1	↓↓

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

## Price

- While the median price in this zip code hasn't moved much in the last few weeks, we are relatively close to the market's high-water mark. Watch for persistent downward shift in the Market Action Index into the Buyer's zone as a leading indicator of the price strength subsiding.

