



## This Week

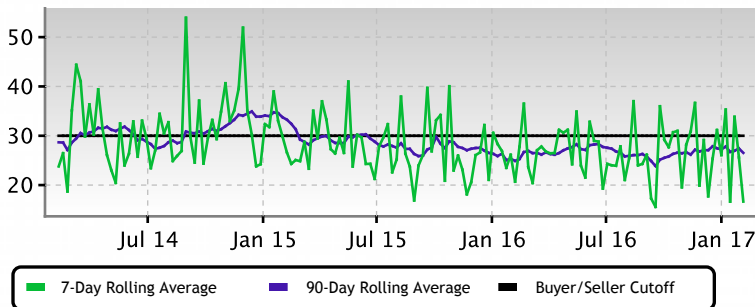
The median list price in DEL MAR, CA 92014 this week is \$2,895,000.

The Market Action Index has been trending down lately, while inventory and days-on-market are climbing. The trends imply a weakening market.

## Supply and Demand

- While prices have recently plateaued, this is a buyer's market and the supply of homes listed has started growing relative to demand. This indicates that prices could easily resume a downward trend in conjunction with the MAI. Prices are unlikely to move significantly higher until there is a persistent upward shift in the MAI.

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	
Top/First	\$ 5,985,000	5459	0.25 - 0.50 acre	5.0	5.0	21	17	2	0	147	Most expensive 25% of properties
Upper/Second	\$ 3,499,000	3893	0.25 - 0.50 acre	4.0	4.0	30	17	2	0	229	Upper-middle 25% of properties
Lower/Third	\$ 2,660,000	2720	0.25 - 0.50 acre	4.0	3.0	36	18	3	0	124	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,547,250	2925	6,501 - 8,000 sqft	4.0	3.0	28	18	0	1	189	Least expensive 25% of properties

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### Real-Time Market Profile

		Trend
Median List Price	\$ 2,895,000	↔
Asking Price Per Square Foot	\$ 850	↑↑
Average Days on Market (DOM)	172	↑↑
Percent of Properties with Price Decrease	41 %	
Percent Relisted (reset DOM)	27 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	3276	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index Buyer's Advantage	26.5	↓

- ↔ 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.

Price Trends

