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Q

Houses

Condos

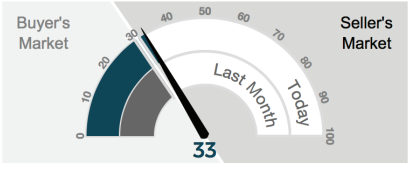
DEL MAR, CA

Wed Aug 05 2020

This week the median list price for Del Mar, CA is \$3,198,000 with the market action index hovering around 33. This is an increase over last month's market action index of 31. Inventory has held steady at or around 53. [Click here to stay informed with the Del Mar market!](#)

MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.



Slight Seller's Advantage

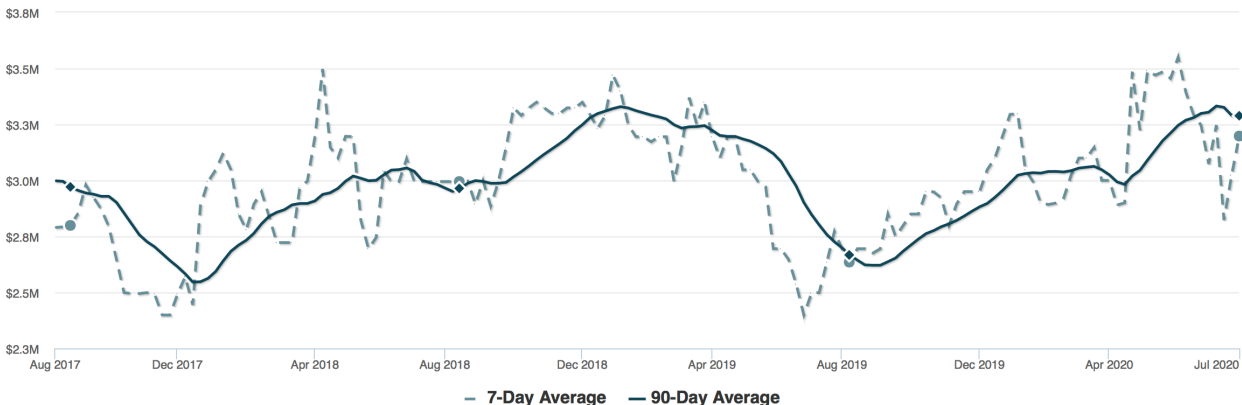
Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.

Click for more charts

MEDIAN LIST PRICE

Market Segments

Click and drag in the plot area to zoom in.



The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.

MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

| Median Price | Sq. Ft. | Lot Size            | Beds | Bath | Age | New | Absorbed | DOM |
|--------------|---------|---------------------|------|------|-----|-----|----------|-----|
| \$7,995,000  | 3,922   | 0.25 - 0.5 acre     | 5    | 5    | 23  | 2   | 2        | 154 |
| \$3,455,000  | 3,176   | 0.25 - 0.5 acre     | 4    | 3    | 36  | 2   | 1        | 177 |
| \$2,500,000  | 2,230   | 8,000 - 10,000 sqft | 4    | 3    | 35  | 2   | 4        | 99  |
| \$1,647,450  | 2,674   | 8,000 - 10,000 sqft | 4    | 2    | 35  | 2   | 2        | 89  |

REAL-TIME MARKET PROFILE

Never miss important changes in the Del Mar market.

|                   |  |              |
|-------------------|--|--------------|
| Median List Price |  | \$3,198,000  |
| Per Square Foot   |  | \$1,061      |
| Days on Market    |  | 129          |
| Price Decreased   |  | 32%          |
| Price Increased   |  | 0%           |
| Relisted          |  | 17%          |
| Inventory         |  | 53           |
| Median Rent       |  | \$6,294      |
| Most Expensive    |  | \$18,750,000 |
| Least Expensive   |  | \$1,285,000  |
| Market Action     |  | 33           |

Slight Seller's Advantage

## Goal of this Market Report

To provide a clear, easy-to-understand answer to “How’s the market?” These reports answer this question by focusing on the 100% active market excluding pending and contingent.

Now one of the great things about this report is that it’s all inclusive. You’ll see that it has data for single-family homes as well as condo townhouses. By just a click of the tab you will be able to access the unique information for either.

These reports are updated weekly. The update happens over the weekend, so whenever you are looking at the report you always have the latest and greatest information.

The report is laid out in a specific way because everyone absorbs this information differently. There are 4 components that make up this report:

## Our Data

Altos has a proprietary database and market analytics system that we use to prepare our market reports. While we don’t disclose the specifics on how our analytics technology works, the thing to understand is we obtain our data from multiple sources including off market. There are a few key things to be aware of that makes our data a bit different than direct from your MLS. We focus on the 100% active market. Absorbed is commonly referred to as “Sold.” Our “absorbed” refers to anything that differs from that 100% active state (i.e. pending, expired, removed). Things like DOM, we do active to “absorbed” (absorbed on our terms). We also provide both a 90-day average (trend) and 7-day average that may differ from what a single source provides.

REAL-TIME MARKET PROFILE

Del Mar, CA

7/17/2020

|                   |  |              |
|-------------------|--|--------------|
| Median List Price |  | \$3,246,500  |
| Per Square Foot   |  | \$1,111      |
| Days on Market    |  | 144          |
| Price Decreased   |  | 22%          |
| Price Increased   |  | 2%           |
| Relisted          |  | 17%          |
| Inventory         |  | 58           |
| Median Rent       |  | \$2,995      |
| Most Expensive    |  | \$18,750,000 |
| Least Expensive   |  | \$1,349,000  |
| Market Action     |  | 31           |

Slight Seller's Advantage

## Real-Time Market Profile

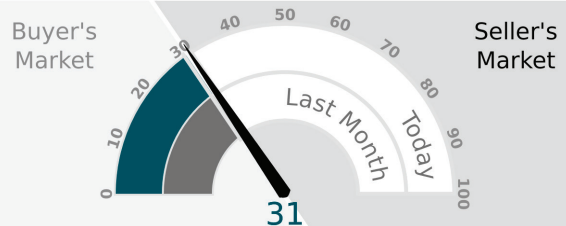
This provides the latest information for the most important statistics from previous week. In addition to the data presented, you’ll find spark lines (tiny charts) that provide a trend over the last 3 months so you can see how things may have changed. If you find the Real-Time Market Profile intimidating, the copy on the left side of the report is specifically based on what is provided in the Real-Time Market Profile.

## Market Action Index

For all you visual learners out there, the Market Action Index is made especially for you. The MAI is our proprietary algorithm. The MAI is the thermometer of the market, the higher the number the hotter the market. It answers the question, “How’s the market?” by measuring the current rate of sale versus the amount of inventory. With 30 being the base, neither buyers market nor sellers market, when the index goes above 30 it implies a sellers market. Below 30, conditions favor the buyer.

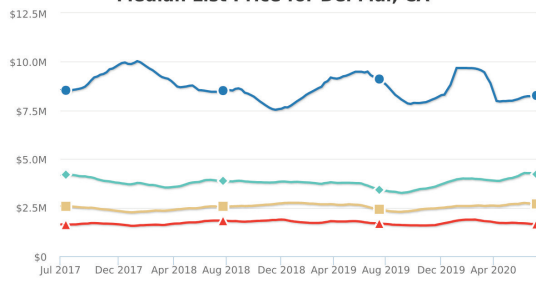
Market Action Index

7/17/2020 Del Mar, CA



MAI measures rate of sale vs inventory

Median List Price for Del Mar, CA



— First/Top 90-Day — Second/Upper 90-Day  
— Third/Lower 90-Day — Fourth/Bottom 90-Day

## Market Segments

With the segments we take all the active listings and list them from most expensive to least expensive. We then divide that by 4 so that each segment has the same amount of inventory (combine the inventory for each quartile and it will equal total inventory for said area). The “New” is any new listings over the last week. The “Absorbed” is anything that is no longer 100% active (i.e. pending, sold, expired, removed and etc.).

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