

Solana Beach Market Action Report - 92075 - Thru August 2018 Attached Homes

Market Profile & Trends Overview

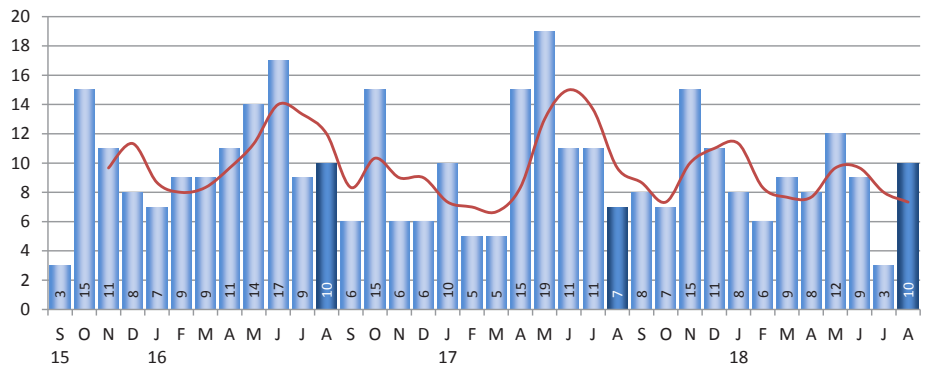
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,049,000	-9%		9%				
Average List Price of all Current Listings	\$1,103,066	-4%		-9%				
August Median Sales Price	\$1,442,500	44%	37%	42%	70%	\$982,500	16%	16%
August Average Sales Price	\$1,372,741	36%	17%	11%	43%	\$1,122,549	18%	17%
Total Properties Currently for Sale (Inventory)	29	-17%		21%				
August Number of Properties Sold	10	233%		43%		65	-22%	
August Average Days on Market (Solds)	18	-5%	-28%	-59%	-44%	33	14%	3%
Asking Price per Square Foot (based on New Listings)	\$757	-4%	-9%	-2%	1%	\$838	19%	12%
August Sold Price per Square Foot	\$922	23%	11%	33%	36%	\$788	19%	16%
August Month's Supply of Inventory	2.9	-75%	-51%	-15%	18%	4.0	60%	60%
August Sale Price vs List Price Ratio	93.1%	-5.0%	-3.0%	-2.4%	-4.0%	96.0%	-2%	-1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2017) / YTD = Year-to-date

Property Sales

August Property sales were 10, up 42.9% from 7 in August of 2017 and 233.3% higher than the 3 sales last month. August 2018 sales were at their highest level compared to August of 2017 and 2016. August YTD sales of 65 are running 21.7% behind last year's year-to-date sales of 83.

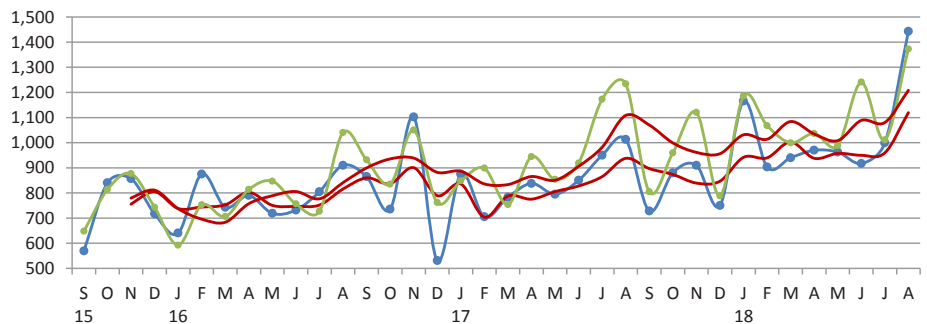
Number of Properties Sold



Prices

The Median Sales Price in August was \$1,442,500, up 42.4% from \$1,013,000 in August of 2017 and up 44.4% from \$999,000 last month. The Average Sales Price in August was \$1,372,741, up 11.3% from \$1,233,643 in August of 2017 and up 35.7% from \$1,011,333 last month. August 2018 ASP was at the highest level compared to August of 2017 and 2016.

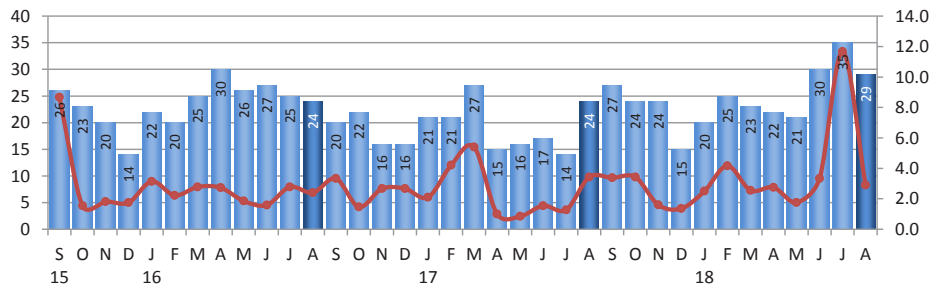
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 29, down 17.1% from 35 last month and up 20.8% from 24 in August of last year. August 2018 Inventory was at its highest level compared with August of 2017 and 2016.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2018 MSI of 2.9 months was at a mid level compared with August of 2017 and 2016.

We want to sell your home!

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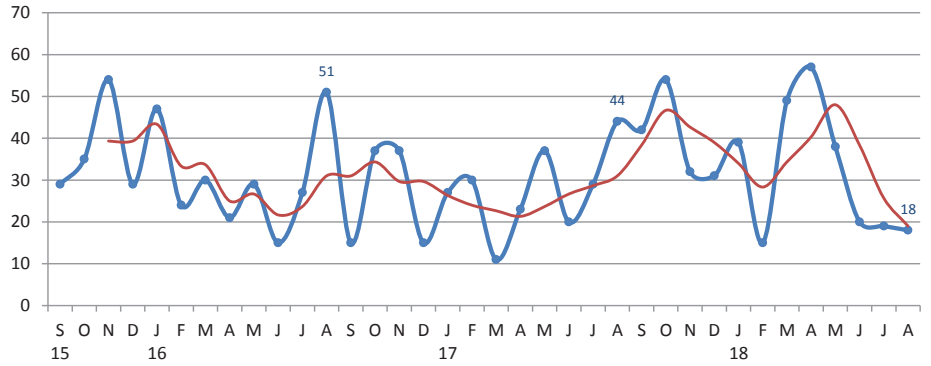
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Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for August was 18, down 5.3% from 19 days last month and down 59.1% from 44 days in August of last year. The August 2018 DOM was at its lowest level compared with August of 2017 and 2016.

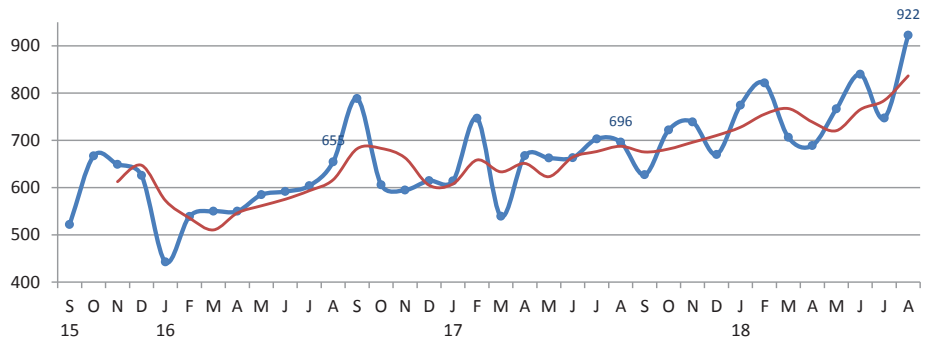
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The August 2018 Selling Price per Square Foot of \$922 was up 23.5% from \$747 last month and up 32.5% from 696 in August of last year.

Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The August 2018 Selling Price vs Original List Price of 93.1% was down from 98.0% last month and down from 95.4% in August of last year.

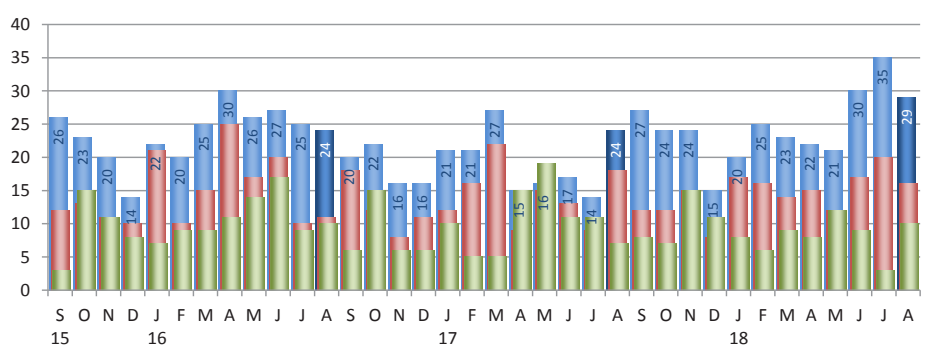
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in August 2018 was 16, down 20.0% from 20 last month and down 11.1% from 18 in August of last year.

Inventory / New Listings / Sales



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