

Solana Beach Market Action Report - 92075 - Thru August 2018

Single Family Detached Homes

Market Profile & Trends Overview

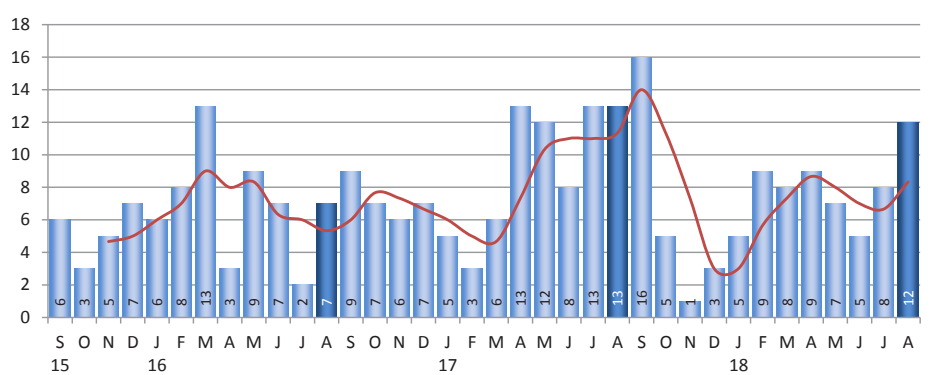
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,235,000	-3%		-17%				
Average List Price of all Current Listings	\$2,497,150	-7%		-21%				
August Median Sales Price	\$1,387,500	-21%	-18%	-3%	-8%	\$1,520,000	1%	1%
August Average Sales Price	\$1,714,468	-3%	-4%	-15%	-7%	\$1,747,447	-2%	-5%
Total Properties Currently for Sale (Inventory)	20	5%		33%				
August Number of Properties Sold	12	50%		-8%		63	-14%	
August Average Days on Market (Solds)	25	-52%	-40%	-56%	-48%	42	-19%	-13%
Asking Price per Square Foot (based on New Listings)	\$889	-17%	1%	-24%	4%	\$849	-4%	-1%
August Sold Price per Square Foot	\$932	35%	9%	0%	19%	\$808	6%	3%
August Month's Supply of Inventory	1.7	-30%	-31%	44%	-63%	2.7	-14%	-41%
August Sale Price vs List Price Ratio	96.9%	-3%	.7%	6.6%	3.2%	95.9%	2%	2%

* 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 12, down 7.7% from 13 in August of 2017 and 50.0% higher than the 8 sales last month. August 2018 sales were at a mid level compared to August of 2017 and 2016. August YTD sales of 63 are running 13.7% behind last year's year-to-date sales of 73.

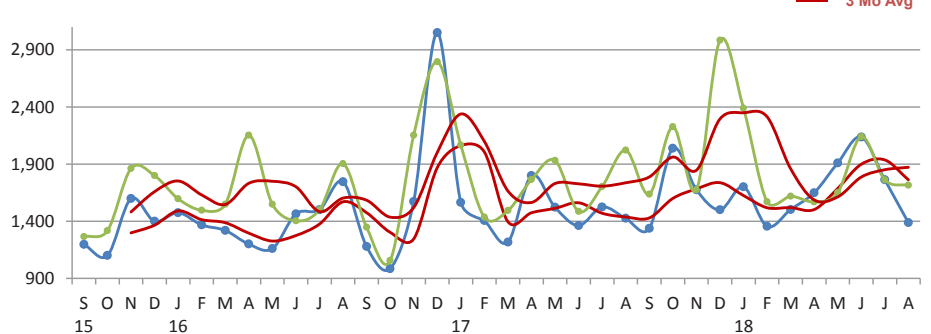
Number of Properties Sold



Prices

The Median Sales Price in August was \$1,387,500, down 2.6% from \$1,425,000 in August of 2017 and down 21.3% from \$1,762,500 last month. The Average Sales Price in August was \$1,714,468, down 15.2% from \$2,021,530 in August of 2017 and down 2.7% from \$1,761,875 last month. August 2018 ASP was at the lowest level compared to August of 2017 and 2016.

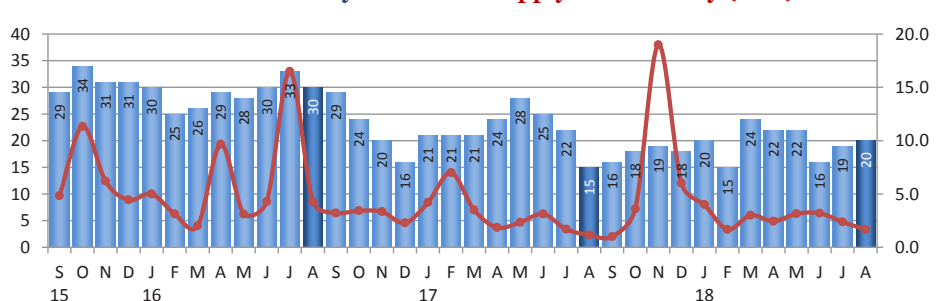
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 20, up 5.3% from 19 last month and up 33.3% from 15 in August of last year. August 2018 Inventory was at a mid 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 1.7 months was at a mid level compared with August of 2017 and 2016.

We want to sell your home!

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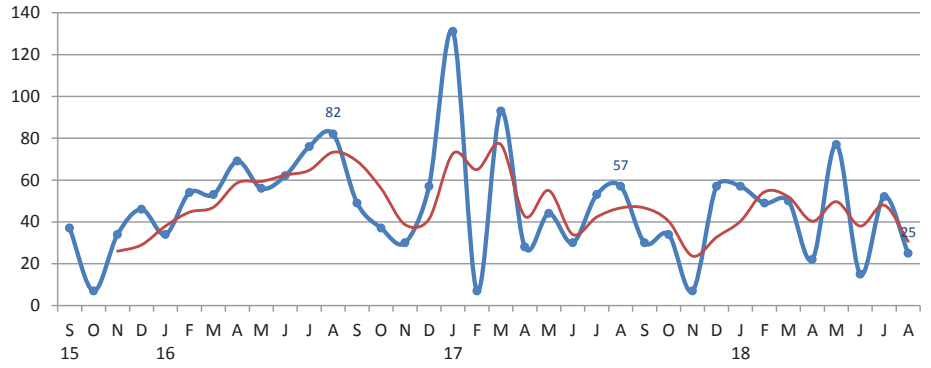
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Market Time

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 25, down 51.9% from 52 days last month and down 56.1% from 57 days in August of last year. The August 2018 DOM was at its lowest level compared with August of 2017 and 2016.

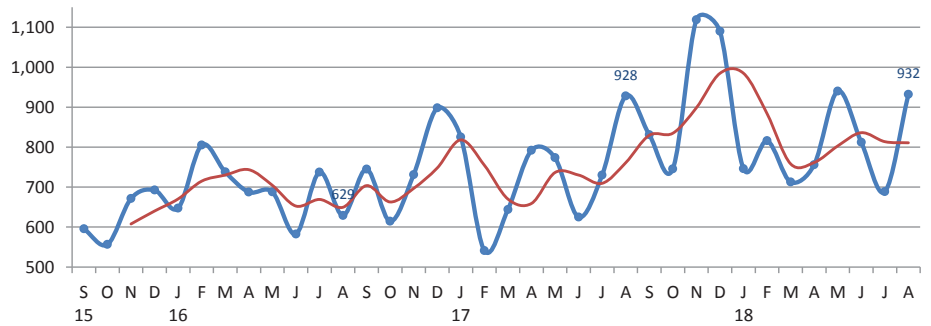
Days On Market for Sold Properties



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 \$932 was up 35.3% from \$689 last month and up 0.4% from 928 in August of last year.

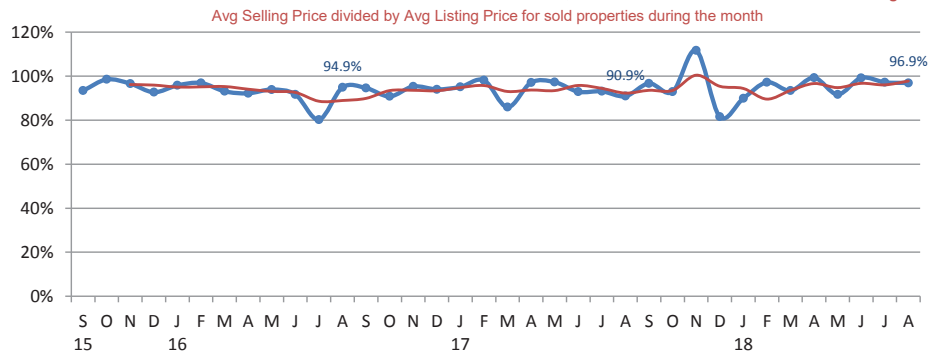
Selling Price per Square Foot



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 96.9% was down from 97.2% last month and up from 90.9% in August of last year.

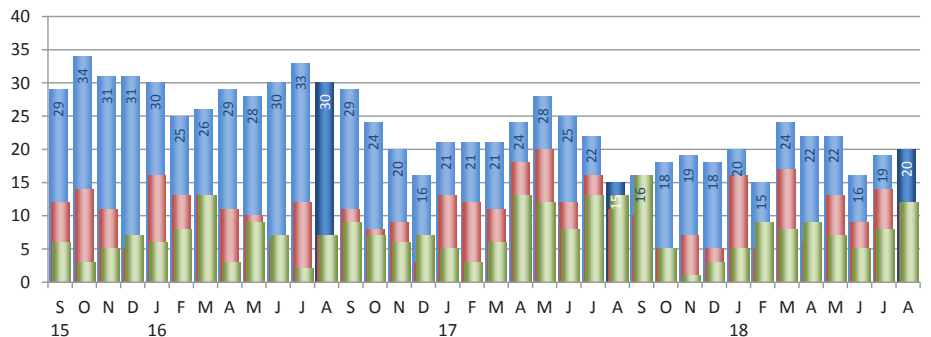
Selling Price versus Listing Price Ratio



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 12, down 14.3% from 14 last month and up 9.1% from 11 in August of last year.

Inventory / New Listings / Sales



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