

This Week

The median list price in SAN DIEGO, CA 92106 this week is \$849,000.

Inventory and days-on-market are both trending higher recently. However, the improving Market Action Index implies some increased demand will temper the negative trends.

Supply and Demand

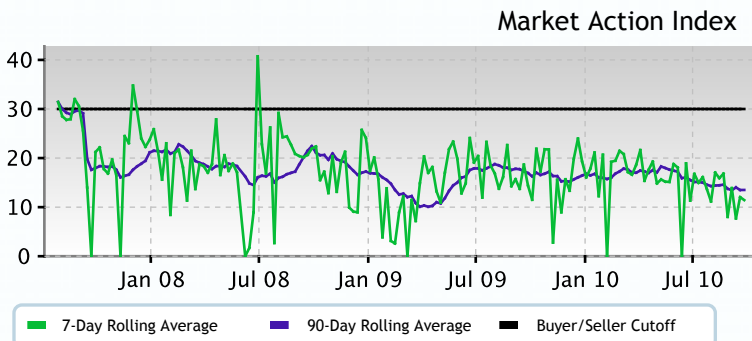
- Home sales have been exceeding new inventory for several weeks. Since this is a Buyer's market prices are not yet moving higher as excess inventory is consumed. However, as the supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward pressure on pricing.

| Real-Time Market Profile | | | Trend |
|---|--------------------|------|-------|
| Median List Price | \$ 849,000 | | ↔↔ |
| Asking Price Per Square Foot | \$ 426 | | ↔↔ |
| Average Days on Market (DOM) | 140 | | ↑↑ |
| Percent of Properties with Price Decrease | 65 % | | |
| Percent Relisted (reset DOM) | 17 % | | |
| Percent Flip (price increased) | 4 % | | |
| Median House Size (sq ft) | 2246 | | |
| Median Lot Size | 4,501 - 6,500 sqft | | |
| Median Number of Bedrooms | 3.0 | | |
| Median Number of Bathrooms | 2.5 | | |
| Market Action Index | Strong Buyer's | 13.5 | ↑↑ |

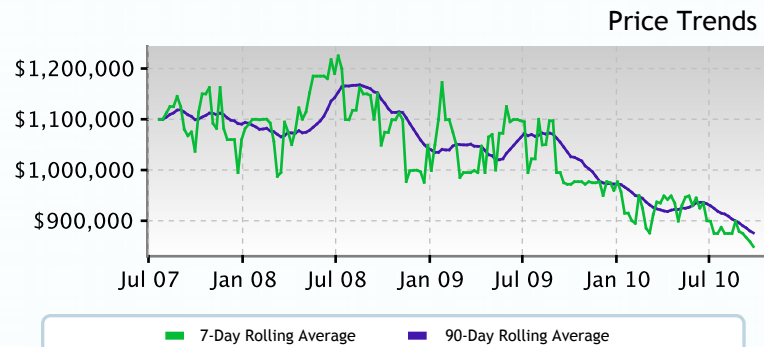
↔↔ No change ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↑ Slight upward trend ↓ Slight downward trend

Price

- Recently prices in this zip have settled at a plateau even though they dipped this week. Look for a persistent up-shift in the Market Action Index before we see prices significantly move from these levels.



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 | \$ 1,562,500 | 3360 | 0.25 - 0.50 acre | 4.0 | 3.5 | 1 | 30 | 1 | 1 | 184 | Most expensive 25% of properties |
| Upper/Second | \$ 939,500 | 2631 | 4,501 - 6,500 sqft | 3.0 | 2.5 | 1 | 30 | 0 | 1 | 130 | Upper-middle 25% of properties |
| Lower/Third | \$ 780,000 | 2038 | 4,501 - 6,500 sqft | 3.0 | 2.5 | 1 | 31 | 1 | 0 | 108 | Lower-middle 25% of properties |
| Bottom/Fourth | \$ 599,000 | 1616 | 4,501 - 6,500 sqft | 3.0 | 2.0 | 1 | 31 | 3 | 3 | 139 | Least expensive 25% of properties |