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The Right Strategy

The Solana Beach market was off to a slower start this year than we saw in the first quarter of 2018. Only 32 homes were sold in Q1 this year, down from 45 (or 30%) last year.

While inventory may be lower, the average sales price increased 18% year-over-year, up from \$1.3M this time last year.

As for the average days on the market, there was a 51% year-over-year increase, from 35 days to 53, for attached properties.

The good news is, the market seems to be picking up in April for those with the right pricing strategy. If you're thinking about selling, give me a call, and we can determine the right strategy for you!



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First Quarter 2019 Review

32
NUMBER OF
PROPERTIES
SOLD

\$1,648,155
AVERAGE
SALES PRICE

52 AVERAGE
DAYS
MARKET

JANUARY	Detached	Attached
Number of Properties Sold	4	5
Average Sales Price	\$1,531,250	\$789,080
Average Days on Market	65	27
Average \$ per Sq Ft	\$729	\$563
FEBRUARY		
Number of Properties Sold	5	7
Average Sales Price	\$2,907,800	\$920,142
Average Days on Market	103	41
Average \$ per Sq Ft	\$803	\$782
MARCH		
Number of Properties Sold	6	5
Average Sales Price	\$2,880,930	\$881,000
Average Days on Market	3	91
Average \$ per Sq Ft	\$1,197	\$720

Based on information from the Association of REALTORS®/Multiple Listing as of 1/1/2019 – 3/31/2019. Display of MLS data is deemed reliable but is not guaranteed accurate by the MLS. *e Broker/Agent providing the information contained herein may or may not have been the Listing and/or Selling Agent.

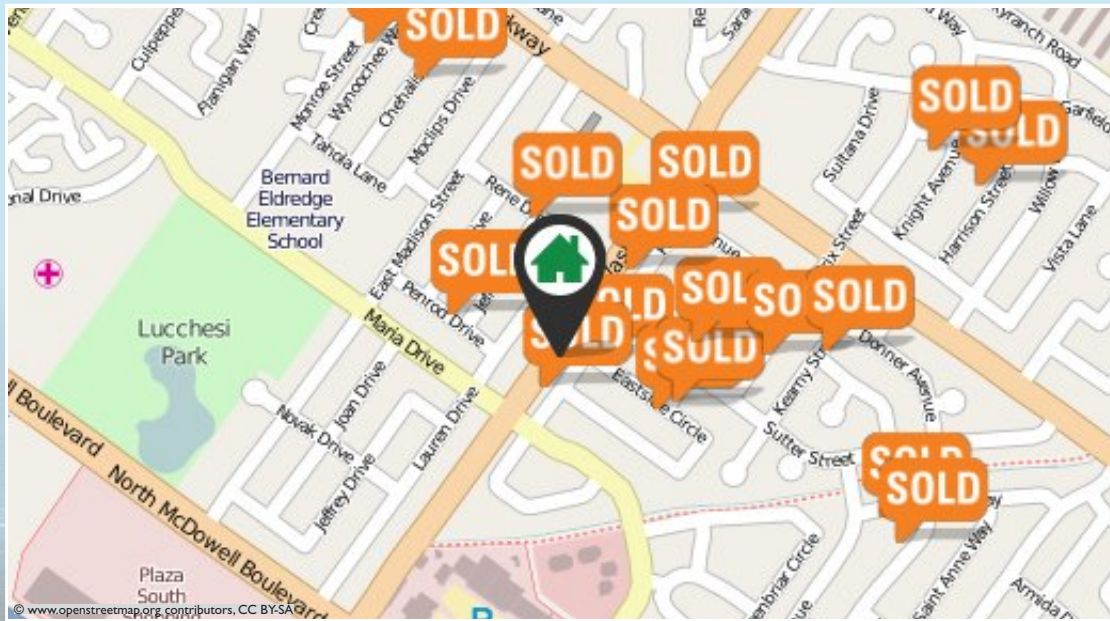


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FREE HOME ESTIMATE [[Homeowner]]



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