

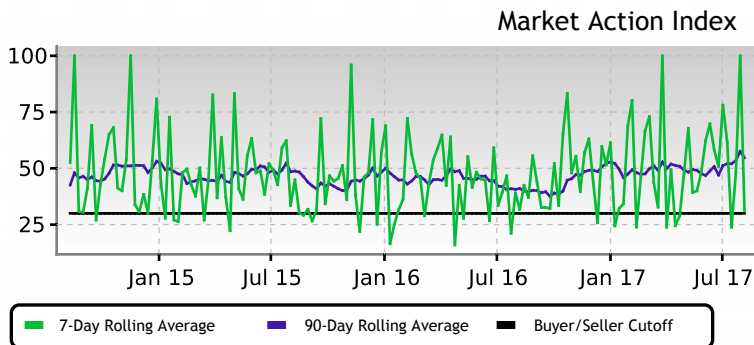
This Week

The median list price in ENCINITAS, CA 92024 this week is \$711,000.

Inventory is up and Market Action is trending down recently. While days-on-market appears to be trending lower, the overall conditions are weakening a bit.

Supply and Demand

- 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.



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	Square Feet	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 2,024,500	1878	2.5	2.5	30	6	0	0	77	Most expensive 25% of properties
Upper/Second	\$ 825,000	1296	2.5	2.2	18	6	2	1	62	Upper-middle 25% of properties
Lower/Third	\$ 682,000	1491	2.5	2.5	30	6	0	1	50	Lower-middle 25% of properties
Bottom/Fourth	\$ 534,450	949	2.0	1.5	39	6	3	0	28	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 711,000		↔↔
Asking Price Per Square Foot	\$ 570		↑↑
Average Days on Market (DOM)	54		↓
Percent of Properties with Price Decrease	25 %		
Percent Relisted (reset DOM)	17 %		
Percent Flip (price increased)	0 %		
Median House Size (sq ft)	1390		
Median Number of Bedrooms	2.0		
Median Number of Bathrooms	2.5		
Market Action Index	Strong Seller's	54.7	↑↑

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

Price

- We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.

