

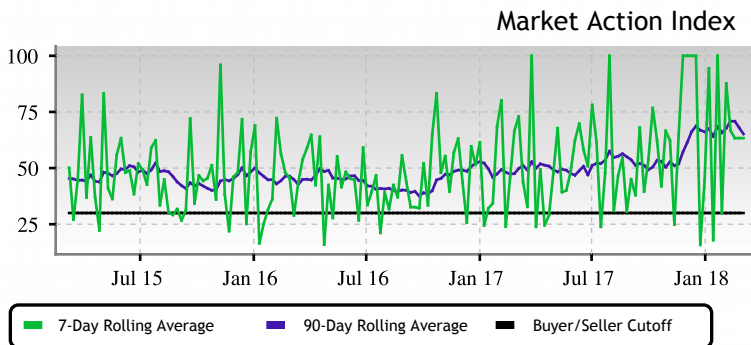
This Week

The median list price in ENCINITAS, CA 92024 this week is \$962,450.

The Market Action Index has been trending down lately, while inventory and days-on-market are climbing. The trends imply a weakening market.

Supply and Demand

- Market appears to have begun to cool. As we're still notably in the Seller's zone, prices have not yet adjusted. If the market continues to cool, then expect prices to follow lower. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect this condition if the index falls to the Buyer's zone.



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	\$ 1,749,000	1900	3.5	3.0	30	4	1	0	84	Most expensive 25% of properties
Upper/Second	\$ 1,092,500	1447	2.0	2.5	35	4	0	0	23	Upper-middle 25% of properties
Lower/Third	\$ 890,000	1313	3.0	2.5	18	4	1	1	145	Lower-middle 25% of properties
Bottom/Fourth	\$ 642,500	1110	2.5	1.5	42	4	3	3	10	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 962,450		↑↑
Asking Price Per Square Foot	\$ 690		↔↔
Average Days on Market (DOM)	66		↑
Percent of Properties with Price Decrease	6 %		
Percent Relisted (reset DOM)	19 %		
Percent Flip (price increased)	0 %		
Median House Size (sq ft)	1426		
Median Number of Bedrooms	3.0		
Median Number of Bathrooms	2.5		
Market Action Index	Strong Seller's	65.2	↓

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

Price

- The market for this zip code continues its bounce again this week. We're a long way from the market's high point so watch the Market Action Index to predict how long this trend will last.

