

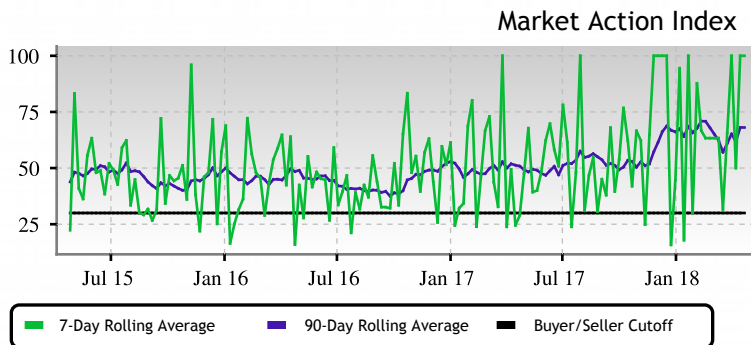
This Week

The median list price in ENCINITAS, CA 92024 this week is \$1,090,000.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

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

Quartile	Median Price	Square Feet	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 1,799,000	2100	3.0	2.5	32	3	0	0	140	Most expensive 25% of properties
Upper/Second	\$ 1,299,000	1874	3.0	2.5	29	3	0	2	47	Upper-middle 25% of properties
Lower/Third	\$ 912,000	1352	3.0	2.5	26	4	2	4	29	Lower-middle 25% of properties
Bottom/Fourth	\$ 584,500	970	2.0	2.0	38	4	0	1	21	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Real-Time Market Profile

		Trend
Median List Price	\$ 1,090,000	↔
Asking Price Per Square Foot	\$ 688	↑
Average Days on Market (DOM)	54	↑↑
Percent of Properties with Price Decrease	29 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	7 %	
Median House Size (sq ft)	1424	
Median Number of Bedrooms	2.5	
Median Number of Bathrooms	2.5	
Market Action Index	Strong Seller's 68.1	↑↑

- ↔ 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.

