

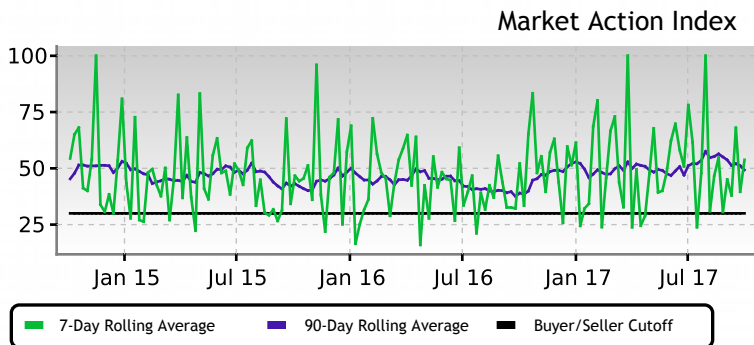
This Week

The median list price in ENCINITAS, CA 92024 this week is \$755,000.

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

- The market has been cooling over time and prices plateaued for a while. Despite the consistent decrease in MAI, we're in the Seller's zone. Watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.



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	\$ 2,225,000	1878	2.5	2.5	36	6	0	0	126	Most expensive 25% of properties
Upper/Second	\$ 912,000	1422	2.5	2.5	18	6	3	0	57	Upper-middle 25% of properties
Lower/Third	\$ 665,000	1492	2.0	2.5	34	7	2	3	38	Lower-middle 25% of properties
Bottom/Fourth	\$ 480,000	1056	2.0	1.5	43	7	1	2	28	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 755,000		↔↔
Asking Price Per Square Foot	\$ 562		↑↑
Average Days on Market (DOM)	60		↑↑
Percent of Properties with Price Decrease	42 %		
Percent Relisted (reset DOM)	4 %		
Percent Flip (price increased)	4 %		
Median House Size (sq ft)	1418		
Median Number of Bedrooms	2.0		
Median Number of Bathrooms	2.5		
Market Action Index	Strong Seller's	49.3	↓↓

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

Price

- Again this week we see prices in this zip code remain roughly at the level they've been for several weeks. Since we're significantly below the top of the market, look for a persistent up-shift in the Market Action Index before we see prices move from these levels.

