

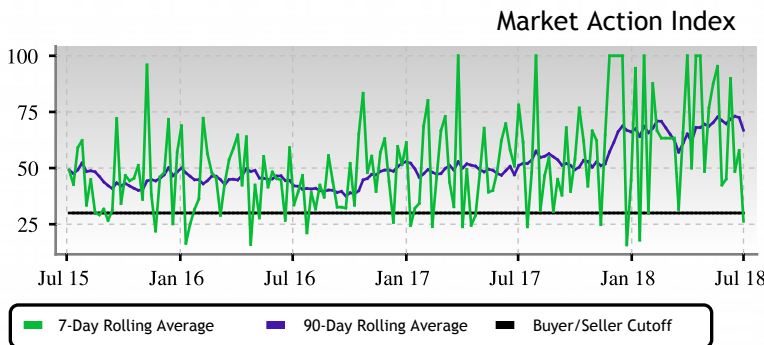
## This Week

The median list price in ENCINITAS, CA 92024 this week is \$879,000.

The Market Action index has been trending down lately, while days-on-market is climbing, providing mostly bearish signs for the market.

## Supply and Demand

- The market has started cooling and prices have been flat for several weeks. Since 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

Quartile	Median Price	Square Feet	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 1,974,999	1870	3.0	3.0	38	4	2	1	117	Most expensive 25% of properties
Upper/Second	\$ 1,249,000	1741	3.0	2.5	29	5	0	0	95	Upper-middle 25% of properties
Lower/Third	\$ 829,000	1658	3.0	2.5	30	5	0	0	36	Lower-middle 25% of properties
Bottom/Fourth	\$ 639,900	1097	3.0	2.0	44	5	0	0	17	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	\$ 879,000		↔↔
Asking Price Per Square Foot	\$ 641		↔↔
Average Days on Market (DOM)	64		↑
Percent of Properties with Price Decrease	32 %		
Percent Relisted (reset DOM)	11 %		
Percent Flip (price increased)	5 %		
Median House Size (sq ft)	1650		
Median Number of Bedrooms	3.0		
Median Number of Bathrooms	2.5		
Market Action Index	Strong Seller's	66.8	↓

- ↔↔ 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.

