

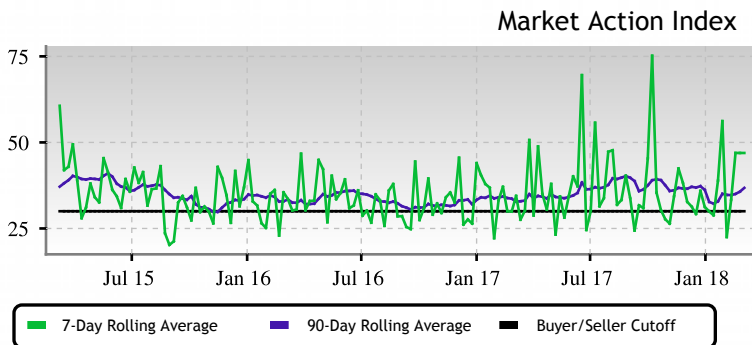
This Week

The median list price in ENCINITAS, CA 92024 this week is \$1,797,000.

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

- While the Market Action Index shows some strengthening in the last few weeks, prices have not seemed to move from their plateau. Should the upward trend in sales relative to inventory continue, expect prices to resume an upward climb in tandem with the MAI.



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	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 3,447,500	5516	0.50 - 1.0 acre	5.0	5.2	16	16	0	0	222	Most expensive 25% of properties
Upper/Second	\$ 2,250,000	3968	0.25 - 0.50 acre	5.0	4.5	24	16	1	3	132	Upper-middle 25% of properties
Lower/Third	\$ 1,675,000	3197	0.25 - 0.50 acre	4.0	3.5	25	17	1	4	130	Lower-middle 25% of properties
Bottom/Fourth	\$ 945,000	1679	8,001 - 10,000 sqft	3.0	2.0	33	17	4	5	33	Least expensive 25% of properties

ALTOS SD

Real-Time Market Profile

		Trend
Median List Price	\$ 1,797,000	↔↔
Asking Price Per Square Foot	\$ 544	↑
Average Days on Market (DOM)	127	↑
Percent of Properties with Price Decrease	42 %	
Percent Relisted (reset DOM)	35 %	
Percent Flip (price increased)	9 %	
Median House Size (sq ft)	3462	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index Seller's Advantage	36.8	↑

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

Price

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

