

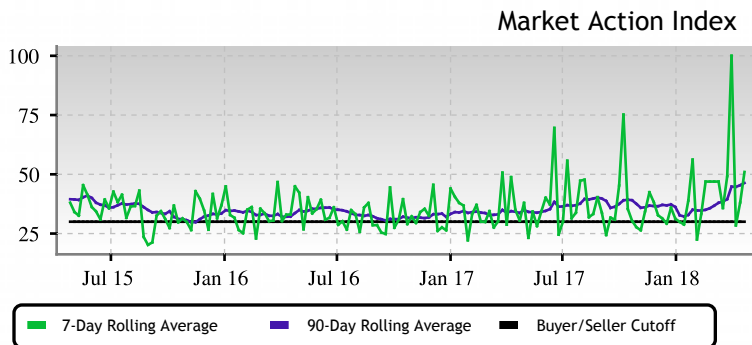
This Week

The median list price in ENCINITAS, CA 92024 this week is \$1,995,000.

With inventory and days-on-market basically unchanged and the Market Action Index increasing, the market is not sending strong directional signal for the near-term outlook.

Supply and Demand

The market continues to get hotter. More sales demand and fewer homes listed have contributed to a relatively long run of increasing prices. Current supply and demand levels show no sign of prices changing from their current trend.



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	\$ 3,300,000	5290	1.0 - 2.5 acres	4.0	4.5	16	17	1	3	181	Most expensive 25% of properties
Upper/Second	\$ 2,170,000	3898	0.25 - 0.50 acre	4.0	3.5	18	18	4	3	51	Upper-middle 25% of properties
Lower/Third	\$ 1,695,000	3324	0.25 - 0.50 acre	4.0	3.0	28	18	5	2	90	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,087,500	2096	6,501 - 8,000 sqft	4.0	2.5	34	18	5	5	31	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,995,000	↑↑
Asking Price Per Square Foot	\$ 536	↔↔
Average Days on Market (DOM)	87	↔↔
Percent of Properties with Price Decrease	35 %	
Percent Relisted (reset DOM)	10 %	
Percent Flip (price increased)	3 %	
Median House Size (sq ft)	3011	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index	Strong Seller's 46.3	↑↑

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

Price

While this week the median price in this zip code didn't fluctuate much, we are relatively close to the market's high-water mark. Watch for persistent downward shift in the Market Action Index into the Buyer's zone as a leading indicator of the price strength subsiding.

