

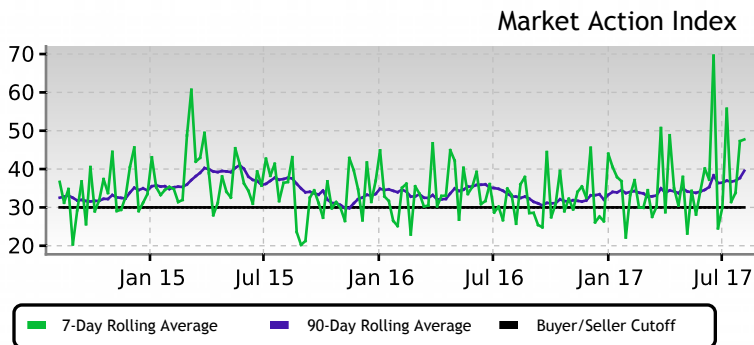
## This Week

The median list price in ENCINITAS, CA 92024 this week is \$1,612,000.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications 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

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	\$ 2,994,000	4251	1.0 - 2.5 acres	4.0	4.5	17	26	2	3	155	Most expensive 25% of properties
Upper/Second	\$ 1,807,000	3774	0.25 - 0.50 acre	4.0	4.0	23	26	2	3	88	Upper-middle 25% of properties
Lower/Third	\$ 1,498,500	3012	0.25 - 0.50 acre	4.0	3.2	23	26	3	4	80	Lower-middle 25% of properties
Bottom/Fourth	\$ 975,000	1904	8,001 - 10,000 sqft	3.0	2.0	42	26	9	8	31	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,612,000	↔↔
Asking Price Per Square Foot	\$ 532	↓
Average Days on Market (DOM)	88	↑↑
Percent of Properties with Price Decrease	50 %	
Percent Relisted (reset DOM)	18 %	
Percent Flip (price increased)	8 %	
Median House Size (sq ft)	3006	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index	Seller's Advantage 39.6	↑↑

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

## Price

- Prices in this zip code seem to have settled around a plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

