

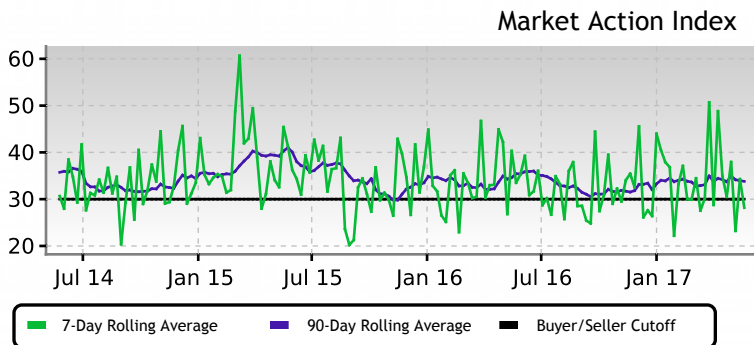
This Week

The median list price in ENCINITAS, CA 92024 this week is \$1,650,000.

The Market Action Index has been trending down lately, while inventory is climbing. These trends imply a weakening market.

Supply and Demand

- The market remains in a relative stasis in terms of sales to inventory and prices have been relatively stable for a few weeks. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.



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	\$ 3,047,500	4181	0.25 - 0.50 acre	5.0	4.5	18	32	1	5	130	Most expensive 25% of properties
Upper/Second	\$ 1,795,000	3951	0.50 - 1.0 acre	4.5	4.0	16	32	3	1	126	Upper-middle 25% of properties
Lower/Third	\$ 1,424,950	3022	0.25 - 0.50 acre	4.0	3.0	26	32	4	0	53	Lower-middle 25% of properties
Bottom/Fourth	\$ 985,000	2097	8,001 - 10,000 sqft	4.0	2.5	30	33	4	3	27	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,650,000	↔
Asking Price Per Square Foot	\$ 514	↔
Average Days on Market (DOM)	84	↔
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	19 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	3125	
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 33.8	↔

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

Price

- While the median price in this zip code hasn't moved much in the last few weeks, 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.

