

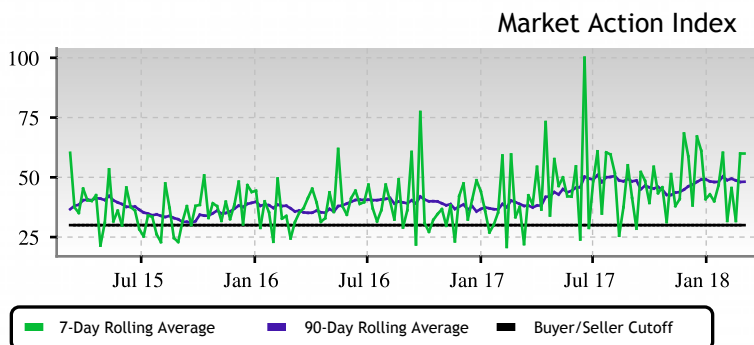
This Week

The median list price in CARLSBAD, CA 92009 this week is \$472,450.

Inventory has been lightening lately and the Market Action Index has been trending up. These are mildly positive indications for the 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	Square Feet	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 672,190	1756	3.0	2.5	34	8	3	2	29	Most expensive 25% of properties
Upper/Second	\$ 510,000	1421	2.5	2.2	43	8	1	2	44	Upper-middle 25% of properties
Lower/Third	\$ 450,000	1073	2.0	2.0	42	9	2	3	20	Lower-middle 25% of properties
Bottom/Fourth	\$ 370,000	675	1.5	1.0	11	9	1	1	137	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 472,450		↔↔
Asking Price Per Square Foot	\$ 398		↑↑
Average Days on Market (DOM)	59		↔↔
Percent of Properties with Price Decrease	26 %		
Percent Relisted (reset DOM)	21 %		
Percent Flip (price increased)	3 %		
Median House Size (sq ft)	1217		
Median Number of Bedrooms	2.0		
Median Number of Bathrooms	2.0		
Market Action Index	Strong Seller's	48.1	↔↔

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

Price

- In the last few weeks we've seen prices in this zip code bouncing around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

