

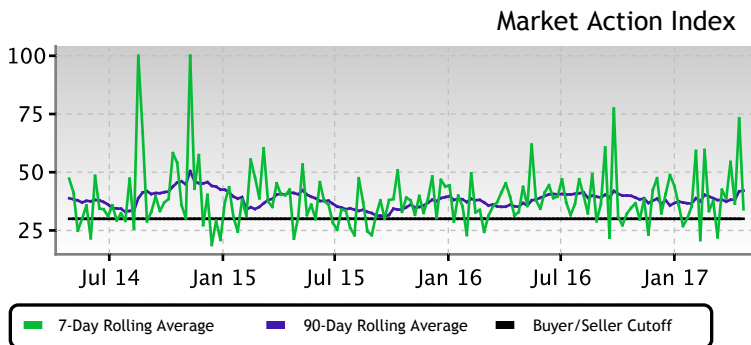
This Week

The median list price in CARLSBAD, CA 92009 this week is \$472,000.

Inventory is tightening and days-on-market is falling. But demand as measured by the Market Action Index is also trending down. The market is not giving strong up or down signals from these data.

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

Quartile	Median Price	Square Feet	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 795,000	2056	3.0	3.0	6	13	1	1	47	Most expensive 25% of properties
Upper/Second	\$ 548,900	1550	3.0	2.5	32	13	0	1	47	Upper-middle 25% of properties
Lower/Third	\$ 449,000	1285	2.0	2.0	33	13	3	1	75	Lower-middle 25% of properties
Bottom/Fourth	\$ 375,000	1040	2.0	1.5	42	13	1	2	66	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Real-Time Market Profile

Metric	Value	Trend
Median List Price	\$ 472,000	↔↔
Asking Price Per Square Foot	\$ 358	↔↔
Average Days on Market (DOM)	59	↘↘
Percent of Properties with Price Decrease	25 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	1446	
Median Number of Bedrooms	2.0	
Median Number of Bathrooms	2.5	
Market Action Index	Seller's Advantage 42.1	↗↗

- ↔↔ 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.

