

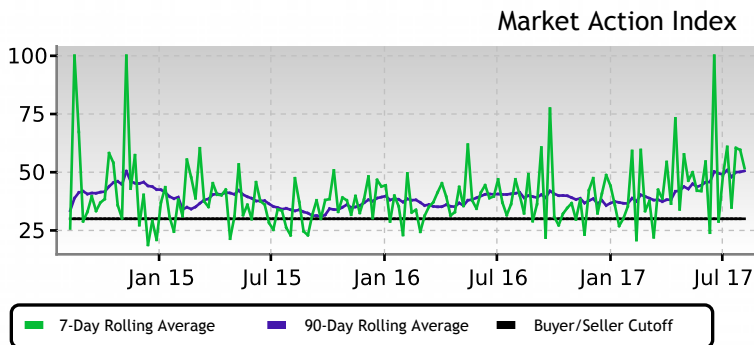
This Week

The median list price in CARLSBAD, CA 92009 this week is \$489,000.

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

- In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. 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

Quartile	Median Price	Square Feet	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 849,000	2216	3.0	3.5	10	11	2	1	92	Most expensive 25% of properties
Upper/Second	\$ 595,000	1538	3.0	2.5	26	11	1	4	43	Upper-middle 25% of properties
Lower/Third	\$ 479,900	1332	2.0	2.0	43	11	0	1	45	Lower-middle 25% of properties
Bottom/Fourth	\$ 382,000	1009	2.0	1.8	30	12	4	3	111	Least expensive 25% of properties

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

Real-Time Market Profile

		Trend
Median List Price	\$ 489,000	↔
Asking Price Per Square Foot	\$ 376	↔
Average Days on Market (DOM)	74	↑↑
Percent of Properties with Price Decrease	24 %	
Percent Relisted (reset DOM)	27 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	1350	
Median Number of Bedrooms	2.0	
Median Number of Bathrooms	2.5	
Market Action Index	Strong Seller's 50.6	↔

- ↔ 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.

