

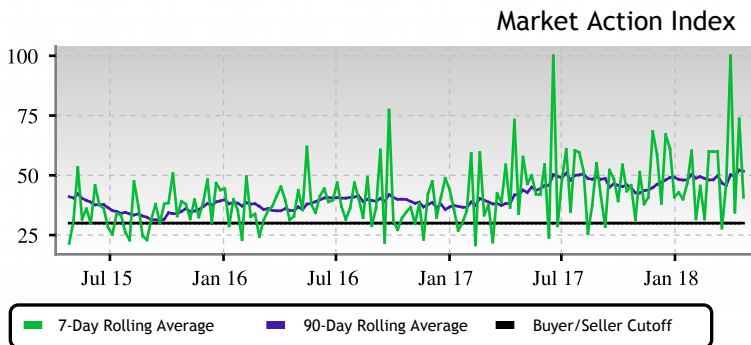
This Week

The median list price in CARLSBAD, CA 92009 this week is \$510,000.

The Market Action Index has been trending down lately, while inventory and days-on-market are climbing. The trends imply a weakening market.

Supply and Demand

- While the Market Action Index shows some strengthening in the last few weeks, prices have not seemed to move from their plateau. Should the upward trend in sales relative to inventory continue, expect prices to resume an upward climb in tandem with the MAI.



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	\$ 649,000	1810	3.0	2.5	18	11	3	3	28	Most expensive 25% of properties
Upper/Second	\$ 545,000	1342	2.0	2.5	35	11	6	0	30	Upper-middle 25% of properties
Lower/Third	\$ 479,900	1224	2.0	2.0	42	11	2	3	36	Lower-middle 25% of properties
Bottom/Fourth	\$ 382,500	821	1.0	1.2	26	12	2	0	119	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 510,000		↔↔
Asking Price Per Square Foot	\$ 397		↔↔
Average Days on Market (DOM)	55		↑
Percent of Properties with Price Decrease	22 %		
Percent Relisted (reset DOM)	13 %		
Percent Flip (price increased)	0 %		
Median House Size (sq ft)	1308		
Median Number of Bedrooms	2.0		
Median Number of Bathrooms	2.0		
Market Action Index	Strong Seller's	51.7	↑

- ↔↔ 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.

