

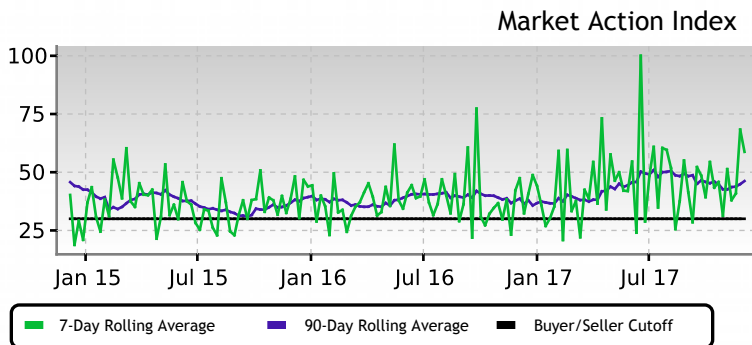
This Week

The median list price in CARLSBAD, CA 92009 this week is \$534,000.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the 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 | \$ 684,500 | 2216 | 3.0 | 2.5 | 14 | 9 | 0 | 2 | 128 | Most expensive 25% of properties |
| Upper/Second | \$ 575,000 | 1791 | 3.0 | 2.5 | 31 | 9 | 0 | 1 | 81 | Upper-middle 25% of properties |
| Lower/Third | \$ 489,900 | 1292 | 2.0 | 2.5 | 43 | 9 | 1 | 1 | 77 | Lower-middle 25% of properties |
| Bottom/Fourth | \$ 395,000 | 690 | 1.0 | 1.0 | 10 | 9 | 2 | 4 | 140 | Least expensive 25% of properties |

| Real-Time Market Profile | | | Trend |
|---|-----------------|------|-------|
| Median List Price | \$ 534,000 | | ↔↔ |
| Asking Price Per Square Foot | \$ 387 | | ↑↑ |
| Average Days on Market (DOM) | 106 | | ↑↑ |
| Percent of Properties with Price Decrease | 36 % | | |
| Percent Relisted (reset DOM) | 11 % | | |
| Percent Flip (price increased) | 3 % | | |
| Median House Size (sq ft) | 1390 | | |
| Median Number of Bedrooms | 3.0 | | |
| Median Number of Bathrooms | 2.5 | | |
| Market Action Index | Strong Seller's | 46.2 | ↑ |

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

Price

- We continue to see prices in this zip code bounce around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

