

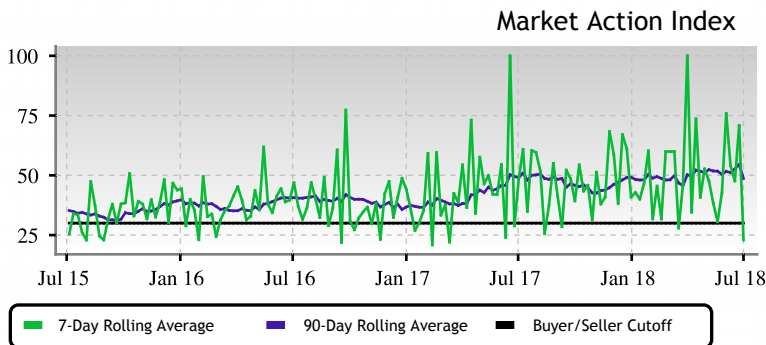
This Week

The median list price in CARLSBAD, CA 92009 this week is \$519,894.

Inventory is up and Market Action is trending down recently. While days-on-market appears to be trending lower, the overall conditions are weakening a bit.

Supply and Demand

- The market has started cooling and prices have recently plateaued. Since we're in the Seller's zone, watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.



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 | \$ 745,000 | 1936 | 3.0 | 2.5 | 18 | 13 | 0 | 0 | 33 | Most expensive 25% of properties |
| Upper/Second | \$ 549,000 | 1456 | 2.0 | 2.5 | 36 | 13 | 1 | 1 | 43 | Upper-middle 25% of properties |
| Lower/Third | \$ 469,900 | 1224 | 2.0 | 2.0 | 42 | 13 | 0 | 0 | 38 | Lower-middle 25% of properties |
| Bottom/Fourth | \$ 395,000 | 690 | 1.0 | 1.0 | 11 | 13 | 3 | 1 | 76 | Least expensive 25% of properties |

| Real-Time Market Profile | | | Trend |
|---|-----------------|------|-------|
| Median List Price | \$ 519,894 | | ↔↔ |
| Asking Price Per Square Foot | \$ 409 | | ↑↑ |
| Average Days on Market (DOM) | 47 | | ↓↓ |
| Percent of Properties with Price Decrease | 23 % | | |
| Percent Relisted (reset DOM) | 15 % | | |
| Percent Flip (price increased) | 4 % | | |
| Median House Size (sq ft) | 1314 | | |
| Median Number of Bedrooms | 2.0 | | |
| Median Number of Bathrooms | 2.0 | | |
| Market Action Index | Strong Seller's | 48.6 | ↓ |

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

Price

- While the median price in this zip code hasn't moved much in the last few weeks, we are relatively close to the market's high-water mark. Watch for persistent downward shift in the Market Action Index into the Buyer's zone as a leading indicator of the price strength subsiding.

