

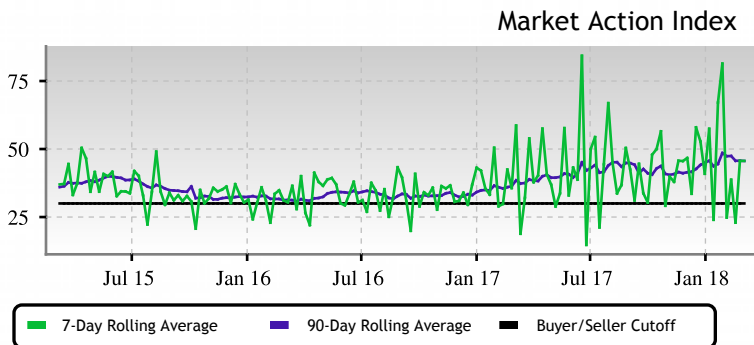
## This Week

The median list price in CARLSBAD, CA 92009 this week is \$1,329,000.

Demand measured by the Market Action Index is increasing and days-on-market is holding steady. With more properties coming available, conditions are mildly positive.

## Supply and Demand

- The market has started cooling and prices have been flat for several weeks. 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

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 1,949,000	4940	0.50 - 1.0 acre	5.0	5.5	16	14	1	0	130	Most expensive 25% of properties
Upper/Second	\$ 1,450,000	4092	0.25 - 0.50 acre	5.0	4.5	14	14	2	2	70	Upper-middle 25% of properties
Lower/Third	\$ 1,099,000	2946	8,001 - 10,000 sqft	4.0	3.5	16	14	4	5	32	Lower-middle 25% of properties
Bottom/Fourth	\$ 820,000	1980	6,501 - 8,000 sqft	3.0	2.5	30	15	4	2	28	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	\$ 1,329,000	↔↔
Asking Price Per Square Foot	\$ 380	↔↔
Average Days on Market (DOM)	64	↔↔
Percent of Properties with Price Decrease	21 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	3871	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.0	
Market Action Index	Strong Seller's 45.6	↓

- ↔↔ 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.

