

This Week

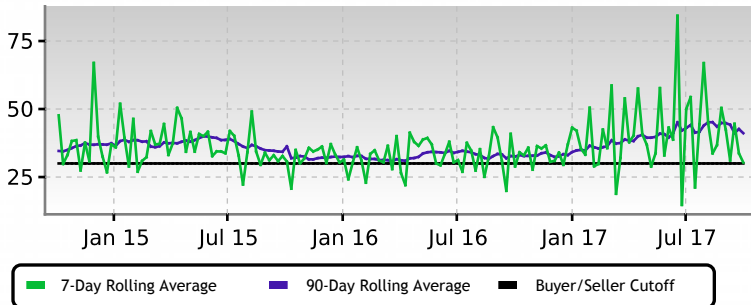
The median list price in CARLSBAD, CA 92009 this week is \$1,149,000.

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

- The market has been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we're in a Seller's Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

Market Action Index



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	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 2,200,000	5000	0.50 - 1.0 acre	5.0	5.5	18	21	1	0	122	Most expensive 25% of properties
Upper/Second	\$ 1,298,000	3758	0.25 - 0.50 acre	5.0	4.5	15	21	1	1	69	Upper-middle 25% of properties
Lower/Third	\$ 984,900	2708	8,001 - 10,000 sqft	4.0	3.0	21	21	2	3	68	Lower-middle 25% of properties
Bottom/Fourth	\$ 837,000	2122	8,001 - 10,000 sqft	4.0	2.5	37	21	6	3	54	Least expensive 25% of properties

ALTOS SD

Real-Time Market Profile

		Trend
Median List Price	\$ 1,149,000	↔
Asking Price Per Square Foot	\$ 376	↑↑
Average Days on Market (DOM)	78	↑↑
Percent of Properties with Price Decrease	45 %	
Percent Relisted (reset DOM)	21 %	
Percent Flip (price increased)	7 %	
Median House Size (sq ft)	3414	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.2	
Market Action Index Seller's Advantage	41.1	↓↓

- ↔ 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.

Price Trends

