

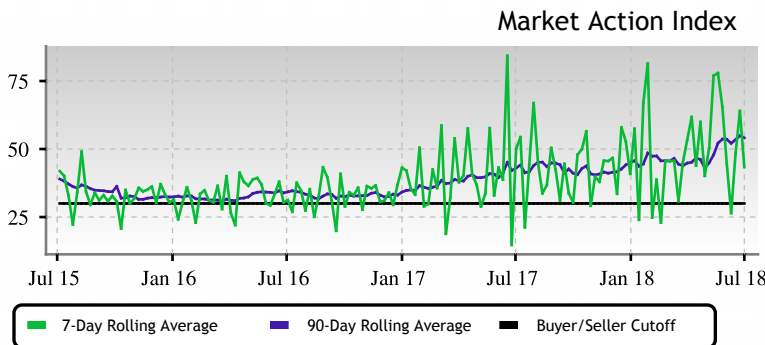
## This Week

The median list price in CARLSBAD, CA 92009 this week is \$1,266,950.

The Market Action Index has been trending down lately, while inventory is climbing. These trends imply a weakening market.

## Supply and Demand

In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.



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	\$ 1,872,500	4897	0.25 - 0.50 acre	5.0	4.8	14	18	2	1	72	Most expensive 25% of properties
Upper/Second	\$ 1,349,950	3694	8,001 - 10,000 sqft	4.0	4.2	15	18	1	3	47	Upper-middle 25% of properties
Lower/Third	\$ 1,149,000	2922	0.25 - 0.50 acre	4.0	3.2	18	18	1	4	31	Lower-middle 25% of properties
Bottom/Fourth	\$ 925,000	2363	6,501 - 8,000 sqft	4.0	2.5	28	18	1	3	39	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,266,950	↔
Asking Price Per Square Foot	\$ 380	↔
Average Days on Market (DOM)	47	↔
Percent of Properties with Price Decrease	49 %	
Percent Relisted (reset DOM)	21 %	
Percent Flip (price increased)	3 %	
Median House Size (sq ft)	3376	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index	Strong Seller's 54.1	↔

↔ 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.

