

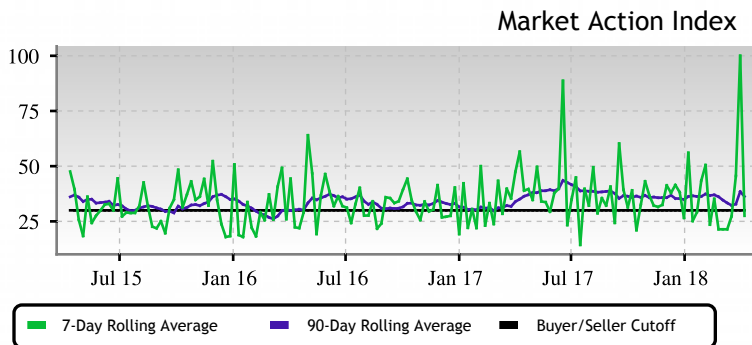
This Week

The median list price in CARLSBAD, CA 92008 this week is \$1,310,000.

Inventory is tightening and days-on-market is falling. The Market Action Index shows demand heating up. These are relatively bullish signs for prices.

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

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 2,910,000	3388	0.25 - 0.50 acre	4.0	3.5	30	10	0	0	136	Most expensive 25% of properties
Upper/Second	\$ 1,473,500	3398	0.25 - 0.50 acre	4.5	3.8	15	10	2	0	157	Upper-middle 25% of properties
Lower/Third	\$ 1,249,000	3504	0.25 - 0.50 acre	4.0	3.5	15	11	0	1	110	Lower-middle 25% of properties
Bottom/Fourth	\$ 925,000	1957	6,501 - 8,000 sqft	4.0	2.5	43	11	2	2	60	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	\$ 1,310,000	↔
Asking Price Per Square Foot	\$ 443	↓
Average Days on Market (DOM)	114	↓↓
Percent of Properties with Price Decrease	50 %	
Percent Relisted (reset DOM)	26 %	
Percent Flip (price increased)	7 %	
Median House Size (sq ft)	2806	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index Seller's Advantage	36.3	↑

- ↔ 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.

