

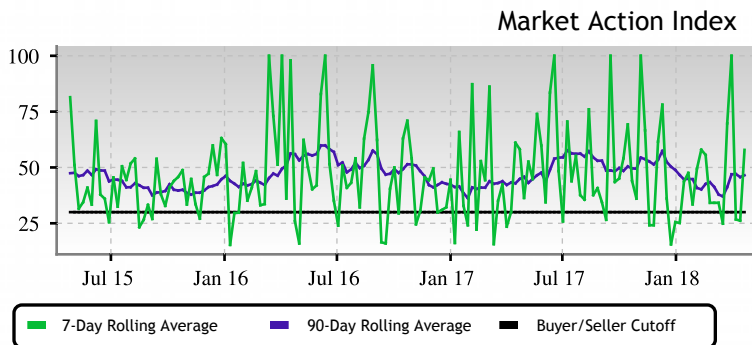
This Week

The median list price in CARLSBAD, CA 92010 this week is \$1,239,444.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. However prices have not yet stopped falling. Since the market is already in the Seller's zone, expect prices to level off very soon. Should the sales trend continue expect that prices could climb from there.



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	\$ 1,699,995	3458	not available	4.5	5.0	2	4	0	0	117	Most expensive 25% of properties
Upper/Second	\$ 1,364,448	3683	4,501 - 6,500 sqft	4.5	5.0	1	4	0	0	144	Upper-middle 25% of properties
Lower/Third	\$ 1,199,995	2950	Less than 4,500 sqft	4.0	4.5	2	5	0	2	70	Lower-middle 25% of properties
Bottom/Fourth	\$ 775,000	2016	Less than 4,500 sqft	4.0	2.5	17	5	1	2	26	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,239,444	↓
Asking Price Per Square Foot	\$ 410	↓
Average Days on Market (DOM)	85	↑↑
Percent of Properties with Price Decrease	67 %	
Percent Relisted (reset DOM)	17 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	2954	
Median Lot Size	Less than 4,500	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.5	
Market Action Index	Strong Seller's 46.5	↑↑

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

Price

- Again this week we see a downward notch for prices in this zip code. We continue to pull back from the market's highs. At this point, we will be looking for a persistent upward shift in the Market Action Index as a leading indicator for a trough in prices.

