

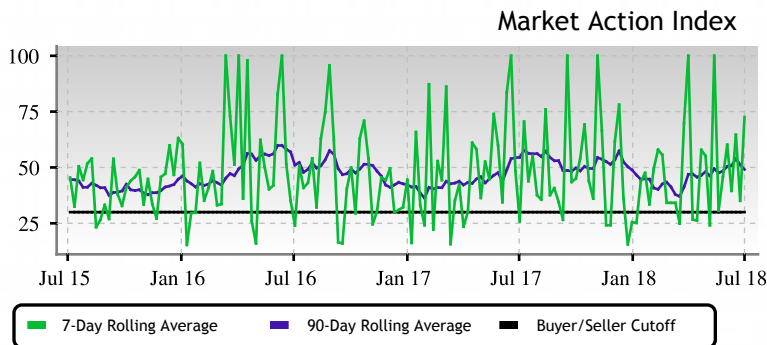
This Week

The median list price in CARLSBAD, CA 92010 this week is \$998,500.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

Supply and Demand

- The market has been cooling off a bit in recent weeks, as more homes are available and demand is less. We're already seeing prices move lower as a result, though the market is still in the Seller's zone. Expect this trend to continue especially if the index falls to the Buyer's zone. Watch for a persistent up-turn in Market Action to signal prices rising again.



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	\$ 1,649,995	3464	4,501 - 6,500 sqft	4.0	4.5	2	6	0	1	125	Most expensive 25% of properties
Upper/Second	\$ 1,156,255	2880	6,501 - 8,000 sqft	4.0	3.2	4	6	0	0	50	Upper-middle 25% of properties
Lower/Third	\$ 904,495	2254	4,501 - 6,500 sqft	3.0	3.0	15	6	1	5	26	Lower-middle 25% of properties
Bottom/Fourth	\$ 794,500	1821	6,501 - 8,000 sqft	4.0	2.5	28	6	1	1	28	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 998,500	↓↓
Asking Price Per Square Foot	\$ 424	↑
Average Days on Market (DOM)	57	↑
Percent of Properties with Price Decrease	54 %	
Percent Relisted (reset DOM)	17 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	2608	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index	Strong Seller's 49.1	↓

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

Price

- Again this week in this zip code we see a downward notch for prices. Pricing has been weak in recent weeks and versus their absolute-high level. 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.

