

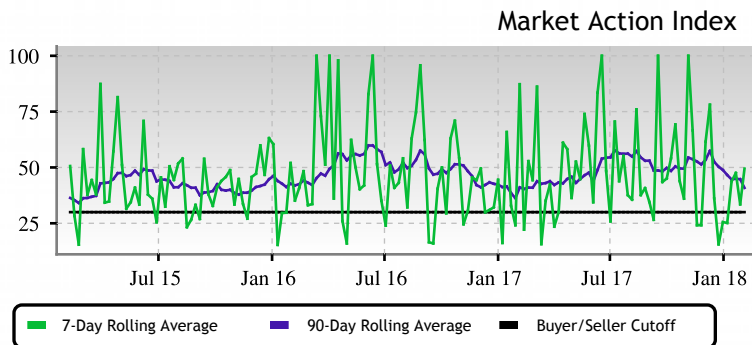
This Week

The median list price in CARLSBAD, CA 92010 this week is \$1,294,498.

Demand measured by the Market Action Index is increasing and days-on-market is holding steady. With more properties coming available, conditions are mildly positive.

Supply and Demand

- Market conditions have been consistently cooling in the past several weeks. Because we're still in the Seller's zone, prices have not yet begun to drop. It may take a few more weeks of slack demand for prices to reflect and begin to fall. Expect prices to fall if the index persistently falls to the Buyer's zone.



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	\$ 1,749,995	3897	8,001 - 10,000 sqft	5.0	5.5	2	5	0	0	73	Most expensive 25% of properties
Upper/Second	\$ 1,490,000	3282	6,501 - 8,000 sqft	4.0	4.5	2	5	0	1	85	Upper-middle 25% of properties
Lower/Third	\$ 1,237,748	2958	Less than 4,500 sqft	4.0	4.5	2	6	3	1	34	Lower-middle 25% of properties
Bottom/Fourth	\$ 772,500	1880	Less than 4,500 sqft	4.0	2.5	32	6	2	2	48	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,294,498	↑↑
Asking Price Per Square Foot	\$ 428	↑↑
Average Days on Market (DOM)	58	↔
Percent of Properties with Price Decrease	55 %	
Percent Relisted (reset DOM)	18 %	
Percent Flip (price increased)	14 %	
Median House Size (sq ft)	2962	
Median Lot Size	4,501 - 6,500 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.5	
Market Action Index	Seller's Advantage 40.9	↓↓

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

Price

- Prices in this zip code hit another all time high this week. You can see that prices continue to march higher. Look for a persistent downtrend in the Market Action Index into the Buyer's zone as a leading indicator of the price strength finally abating.

