

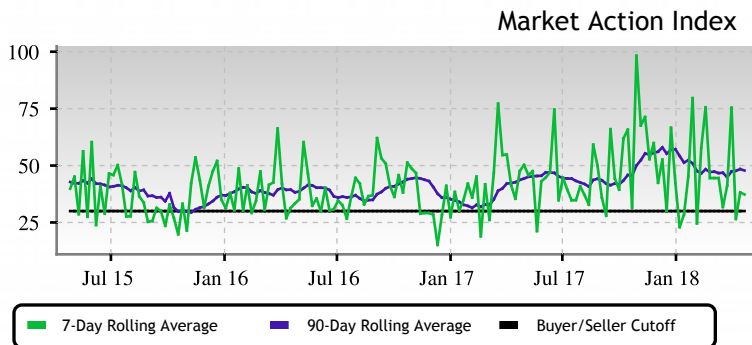
This Week

The median list price in CARLSBAD, CA 92011 this week is \$1,272,450.

Inventory is tightening and days-on-market is falling. But demand as measured by the Market Action Index is also trending down. The market is not giving strong up or down signals from these data.

Supply and Demand

- The market continues to get hotter. More sales demand and fewer homes listed have contributed to a relatively long run of increasing prices



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	\$ 1,995,000	4039	0.25 - 0.50 acre	4.0	3.5	15	9	0	1	77	Most expensive 25% of properties
Upper/Second	\$ 1,449,999	3364	0.25 - 0.50 acre	5.0	4.0	17	9	1	0	62	Upper-middle 25% of properties
Lower/Third	\$ 1,195,000	2923	8,001 - 10,000 sqft	4.0	3.0	20	9	4	2	52	Lower-middle 25% of properties
Bottom/Fourth	\$ 789,000	1465	Less than 4,500 sqft	3.0	2.5	30	9	2	1	56	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,272,450	↑↑
Asking Price Per Square Foot	\$ 448	↑↑
Average Days on Market (DOM)	62	↓
Percent of Properties with Price Decrease	31 %	
Percent Relisted (reset DOM)	8 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	2980	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.2	
Market Action Index	Strong Seller's 47.8	↑

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

Price

- You can see that prices in this zip code are marching upward and that we're getting close to the market's all time high. Watch for persistent downward shift in the Market Action Index into the Buyer's zone as a leading indicator of the price strength subsiding.

