

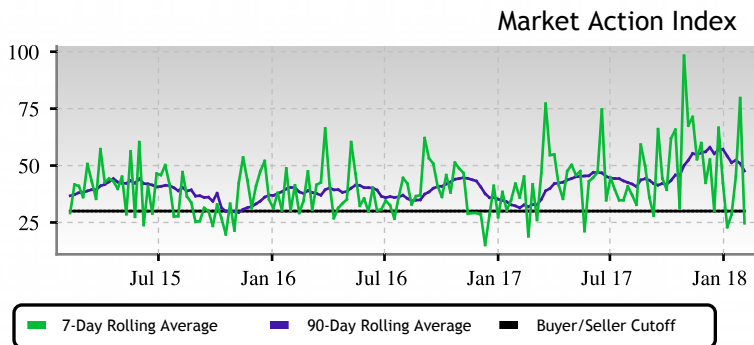
This Week

The median list price in CARLSBAD, CA 92011 this week is \$1,200,000.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

Supply and Demand

- The market has been cooling over time and prices plateaued for a while. Despite the consistent decrease in MAI, we're in the Seller's zone. Watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on 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	\$ 1,990,000	3708	0.25 - 0.50 acre	4.0	3.5	16	9	2	0	66	Most expensive 25% of properties
Upper/Second	\$ 1,489,300	3090	0.25 - 0.50 acre	4.0	4.0	16	10	3	0	29	Upper-middle 25% of properties
Lower/Third	\$ 1,029,000	2753	8,001 - 10,000 sqft	3.0	2.8	19	10	3	1	110	Lower-middle 25% of properties
Bottom/Fourth	\$ 494,250	1488	4,501 - 6,500 sqft	2.5	2.5	20	10	3	1	34	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,200,000	↔↔
Asking Price Per Square Foot	\$ 417	↓↓↓
Average Days on Market (DOM)	60	↓↓↓
Percent of Properties with Price Decrease	23 %	
Percent Relisted (reset DOM)	21 %	
Percent Flip (price increased)	8 %	
Median House Size (sq ft)	2521	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index	Strong Seller's 47.6	↓↓↓

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

Price

- We continue to see prices in this zip code bounce around this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

