

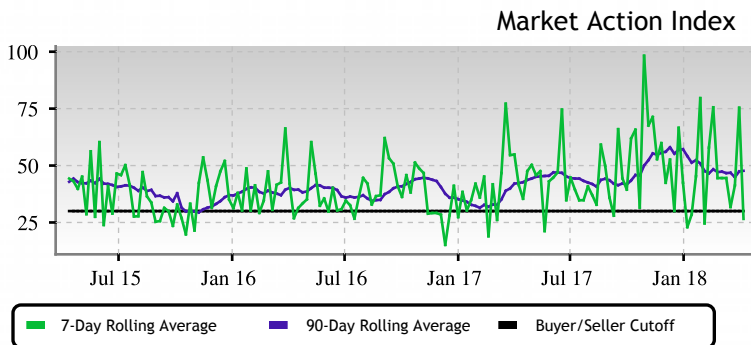
This Week

The median list price in CARLSBAD, CA 92011 this week is \$1,350,000.

The Market Action Index has been trending down lately, while inventory and days-on-market are climbing. The trends imply a weakening market.

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	\$ 1,900,000	3874	0.25 - 0.50 acre	4.0	3.5	14	8	0	0	76	Most expensive 25% of properties
Upper/Second	\$ 1,499,000	3507	0.25 - 0.50 acre	5.0	4.5	16	9	1	1	54	Upper-middle 25% of properties
Lower/Third	\$ 1,225,000	3278	8,001 - 10,000 sqft	4.0	3.5	17	9	1	0	63	Lower-middle 25% of properties
Bottom/Fourth	\$ 789,000	1404	Less than 4,500 sqft	3.0	2.0	31	9	2	1	55	Least expensive 25% of properties

Real-Time Market Profile		Trend
Median List Price	\$ 1,350,000	↑↑
Asking Price Per Square Foot	\$ 471	↑↑
Average Days on Market (DOM)	61	↑↑
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	9 %	
Median House Size (sq ft)	3037	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index	Strong Seller's 47.7	↑

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

Price

- While this week the median price in this zip code didn't fluctuate much, we are relatively close to the market's high-water mark. Watch for persistent downward shift in the Market Action Index into the Buyer's zone as a leading indicator of the price strength subsiding.

