

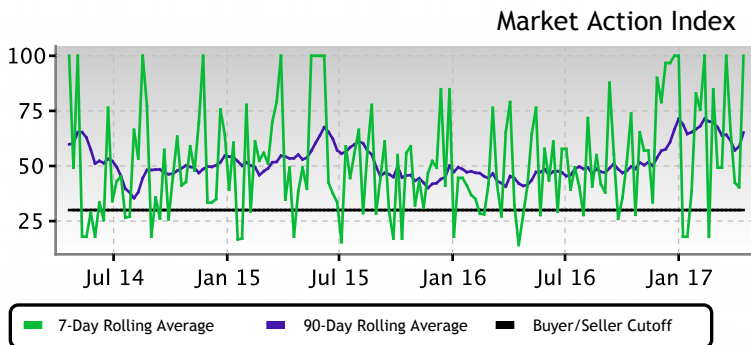
## This Week

The median list price in CARLSBAD, CA 92010 this week is \$511,194.

With inventory trending up but days-on-market trending down and the Market Action Index essentially flat recently, conditions do not seem to have strong up or down pull.

## Supply and Demand

- The market remains in a relative stasis in terms of sales to inventory. Prices have not been moving higher for several weeks. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up persistently, prices are likely to resume an upward climb.



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	Square Feet	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 579,000	1390	3.0	2.5	11	1	1	0	0	Most expensive 25% of properties
Upper/Second	\$ 569,000	1468	3.0	2.5	30	1	1	1	0	Upper-middle 25% of properties
Lower/Third	\$ 511,194	1485	2.5	2.5	20	2	0	1	10	Lower-middle 25% of properties
Bottom/Fourth	\$ 482,450	1230	2.0	2.0	22	2	1	2	46	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 511,194		↔
Asking Price Per Square Foot	\$ 380		↑↑
Average Days on Market (DOM)	19		↓↓
Percent of Properties with Price Decrease	0 %		
Percent Relisted (reset DOM)	17 %		
Percent Flip (price increased)	0 %		
Median House Size (sq ft)	1366		
Median Number of Bedrooms	2.5		
Median Number of Bathrooms	2.5		
Market Action Index	Strong Seller's	65.2	↔

- ↔ 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.

