

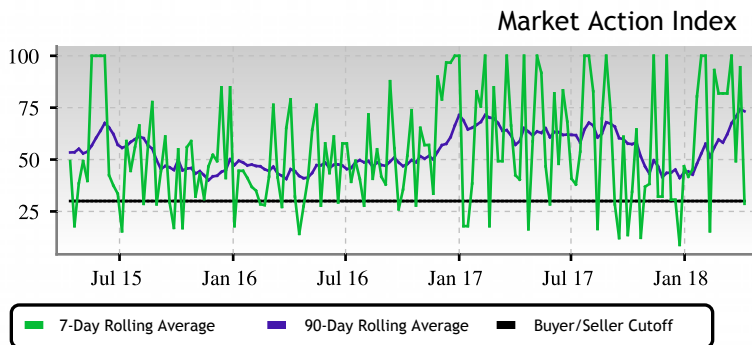
## This Week

The median list price in CARLSBAD, CA 92010 this week is \$565,495.

Inventory is up and Market Action is trending down recently. While days-on-market appears to be trending lower, the overall conditions are weakening a bit.

## Supply and Demand

- Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.



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	\$ 692,490	1888	3.0	2.5	0	4	4	1	0	Most expensive 25% of properties
Upper/Second	\$ 610,990	1572	3.0	2.5	0	4	1	0	28	Upper-middle 25% of properties
Lower/Third	\$ 531,495	1436	3.0	2.2	16	4	3	0	33	Lower-middle 25% of properties
Bottom/Fourth	\$ 459,450	1056	2.0	2.0	33	4	1	0	30	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 565,495		↔↔
Asking Price Per Square Foot	\$ 382		↔↔
Average Days on Market (DOM)	23		↓↓↓
Percent of Properties with Price Decrease	0 %		
Percent Relisted (reset DOM)	6 %		
Percent Flip (price increased)	0 %		
Median House Size (sq ft)	1482		
Median Number of Bedrooms	3.0		
Median Number of Bathrooms	2.5		
Market Action Index	Strong Seller's	73.3	↑↑

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

## Price

- While the median price in this zip code hasn't moved much in the last few weeks, 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.

