

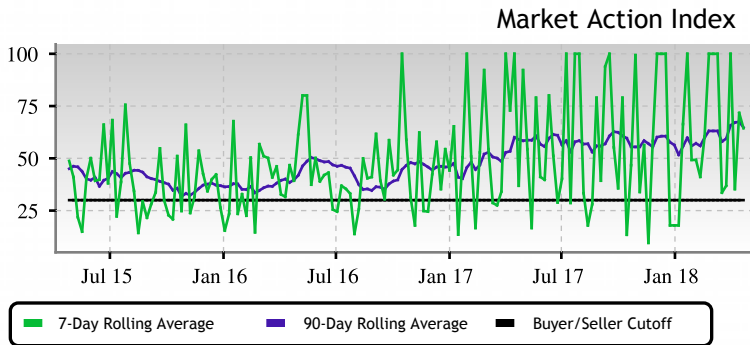
This Week

The median list price in CARLSBAD, CA 92011 this week is \$633,950.

Inventory is tightening and days-on-market is falling. The Market Action Index shows demand heating up. These are relatively bullish signs for prices.

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	\$ 684,250	1614	3.0	2.5	14	2	0	0	68	Most expensive 25% of properties
Upper/Second	\$ 648,950	1252	2.0	2.2	30	2	2	1	0	Upper-middle 25% of properties
Lower/Third	\$ 624,450	1292	2.0	2.5	31	2	0	1	28	Lower-middle 25% of properties
Bottom/Fourth	\$ 548,390	962	2.0	1.5	42	2	1	0	7	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 633,950		↔↔
Asking Price Per Square Foot	\$ 483		↑↑
Average Days on Market (DOM)	26		↓
Percent of Properties with Price Decrease	25 %		
Percent Relisted (reset DOM)	12 %		
Percent Flip (price increased)	0 %		
Median House Size (sq ft)	1292		
Median Number of Bedrooms	2.0		
Median Number of Bathrooms	2.5		
Market Action Index	Strong Seller's	64.8	↑↑

- ↔↔ 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.

