

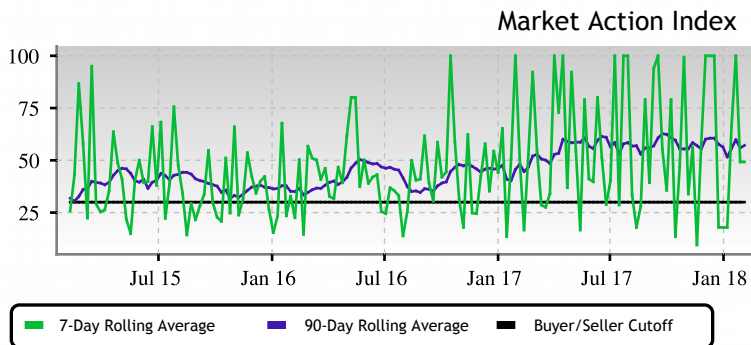
This Week

The median list price in CARLSBAD, CA 92011 this week is \$666,500.

Inventory and days-on-market are both trending higher recently. However, the improving Market Action Index implies some increased demand will temper the negative trends.

Supply and Demand

- While the Market Action Index shows some strengthening in the last few weeks, prices have not seemed to move from their plateau. Should the upward trend in sales relative to inventory continue, expect prices to resume an upward climb in tandem with the MAI.



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	\$ 759,000	1728	3.0	2.5	22	1	0	0	7	Most expensive 25% of properties
Upper/Second	\$ 685,000	1323	2.0	2.5	40	1	0	0	14	Upper-middle 25% of properties
Lower/Third	\$ 666,500	1469	3.0	2.5	18	2	0	0	10	Lower-middle 25% of properties
Bottom/Fourth	\$ 635,944	1150	1.5	1.8	44	2	1	1	60	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 666,500		↔↔
Asking Price Per Square Foot	\$ 468		↔↔
Average Days on Market (DOM)	27		↑
Percent of Properties with Price Decrease	0 %		
Percent Relisted (reset DOM)	0 %		
Percent Flip (price increased)	0 %		
Median House Size (sq ft)	1390		
Median Number of Bedrooms	2.5		
Median Number of Bathrooms	2.5		
Market Action Index	Strong Seller's	57.1	↑

- ↔↔ 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 these current levels. Look for a persistent down-shift in the Market Action Index before we see prices dip. A persistent increase in Market Action could indicate prices will test their previous high points.

