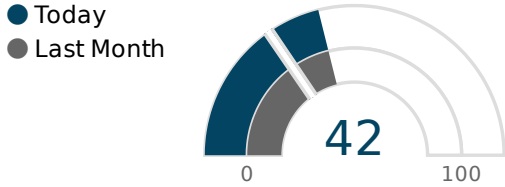


ENCINITAS, CA 92024
Condos/Townhomes

This week the median list price for Encinitas, CA 92024 is \$728,000 with the market action index hovering around 42. This is about the same as last month's market action index of 42. Inventory has held steady at or around 20.

MARKET ACTION INDEX

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.



Slight Seller's Advantage

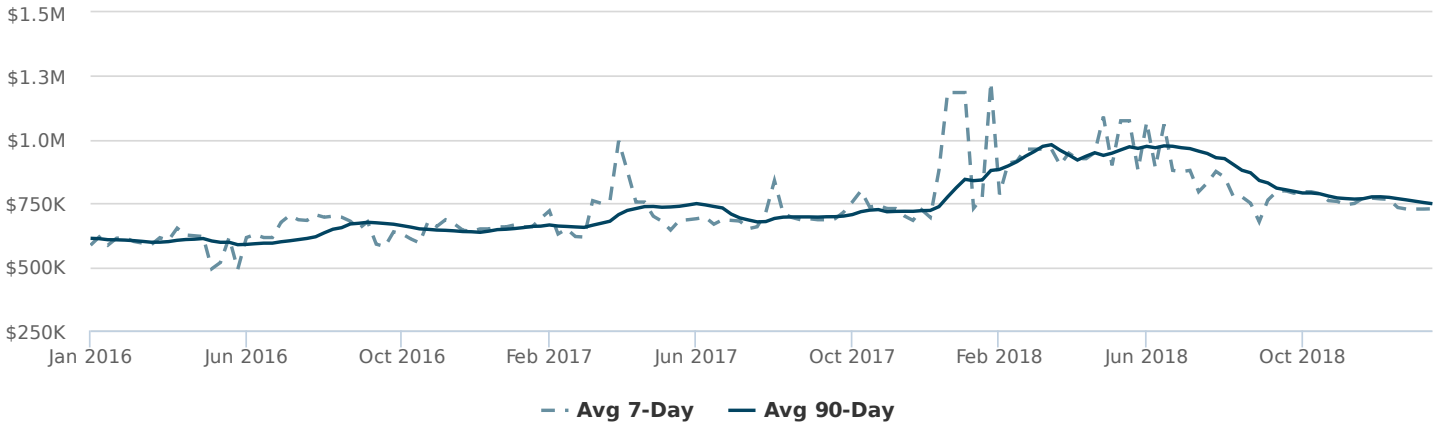
In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

REAL-TIME MARKET PROFILE

Median List Price		\$728,000
Per Square Foot		\$659
Days on Market		72
Price Decreased		15%
Price Increased		5%
Relisted		20%
Inventory		20
Median Apartment Rent		\$2,395
Most Expensive		\$2,160,000
Least Expensive		\$349,900
Market Action Index		42

Slight Seller's Advantage

MEDIAN LIST PRICE



MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$1,695,000	1,901	1 - 2.5 acres	3	2	30	1	0	127
\$959,000	1,193	0 - 4,500 sqft	2	2	33	0	1	64
\$669,000	1,026	1 - 2.5 acres	2	2	36	0	1	44
\$525,000	925	10 - 20 acres	2	1	39	0	1	53