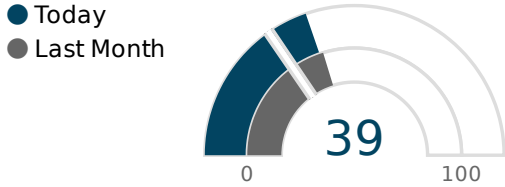


ENCINITAS, CA 92024
Single-Family Homes

This week the median list price for Encinitas, CA 92024 is \$1,924,000 with the market action index hovering around 39. This is less than last month's market action index of 40. Inventory has held steady at or around 72.

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

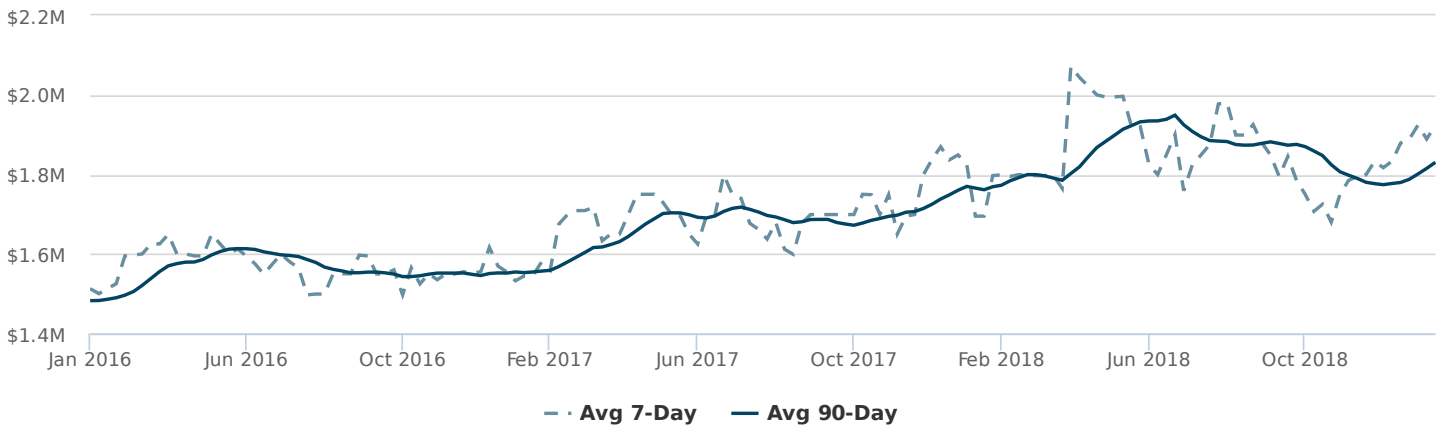
The market remains in a relative stasis in terms of sales to inventory. Prices have not been moving higher for several weeks. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up persistently, prices are likely to resume an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

REAL-TIME MARKET PROFILE

Median List Price		\$1,924,000
Per Square Foot		\$527
Days on Market		112
Price Decreased		44%
Price Increased		1%
Relisted		35%
Inventory		72
Median House Rent		\$2,750
Most Expensive		\$11,995,000
Least Expensive		\$775,000
Market Action Index		39

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
\$2,997,000	3,841	1 - 2.5 acres	4	4	24	2	1	156
\$2,292,500	4,259	0.5 - 1 acre	4	4	16	4	1	118
\$1,669,000	3,678	0.25 - 0.5 acre	4	4	19	2	2	101
\$1,094,000	2,062	6,500 - 8,000 sqft	4	2	43	4	1	73