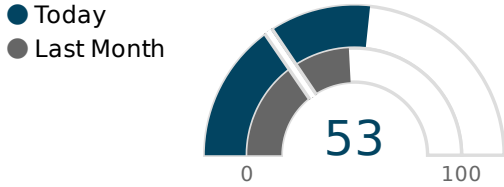


CARLSBAD, CA 92010  
Single-Family Homes

This week the median list price for Carlsbad, CA 92010 is \$969,995 with the market action index hovering around 53. This is an increase over last month's market action index of 48. Inventory has held steady at or around 15.

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.



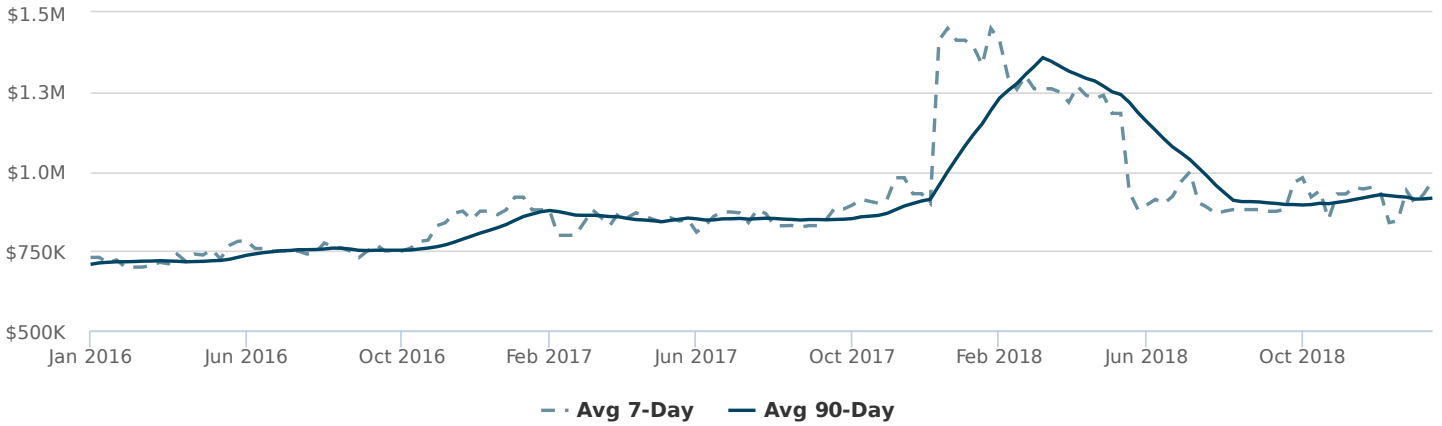
Strong Seller's Market

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.

REAL-TIME MARKET PROFILE

|                               |  |             |
|-------------------------------|--|-------------|
| Median List Price             |  | \$969,995   |
| Per Square Foot               |  | \$417       |
| Days on Market                |  | 79          |
| Price Decreased               |  | 27%         |
| Price Increased               |  | 0%          |
| Relisted                      |  | 13%         |
| Inventory                     |  | 15          |
| Median House Rent             |  | \$2,548     |
| Most Expensive                |  | \$2,049,995 |
| Least Expensive               |  | \$799,000   |
| Market Action Index           |  | <b>53</b>   |
| <b>Strong Seller's Market</b> |  |             |

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 |
|--------------|---------|---------------------|------|------|-----|-----|----------|-----|
| \$1,820,000  | 4,686   | 0.25 - 0.5 acre     | 5    | 5    | 2   | 1   | 0        | 170 |
| \$1,218,460  | 2,963   | 8,000 - 10,000 sqft | 3    | 4    | 1   | 0   | 1        | 43  |
| \$909,000    | 2,652   | 8,000 - 10,000 sqft | 4    | 3    | 16  | 1   | 1        | 59  |
| \$814,450    | 1,826   | 0.25 - 0.5 acre     | 4    | 2    | 31  | 1   | 3        | 66  |