

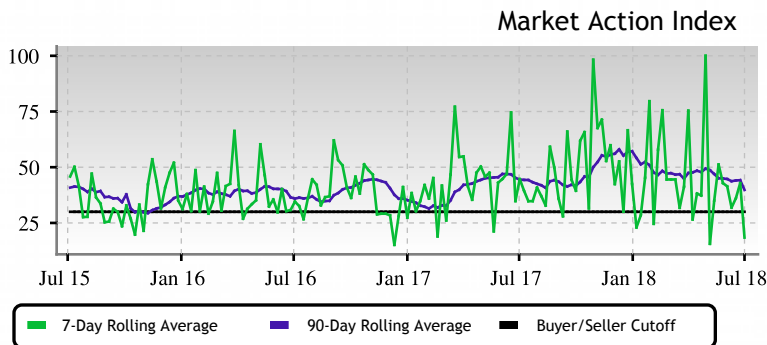
This Week

The median list price in CARLSBAD, CA 92011 this week is \$1,287,000.

The Market Action Index has been trending down lately, while inventory and days-on-market are climbing. The trends imply a weakening market.

Supply and Demand

The market has been cooling off a bit in recent weeks, as more homes are available and demand is less. We're already seeing prices move lower as a result. Expect this trend to continue especially if the index falls to the Buyer's zone. Watch for a persistent up-turn in Market Action to signal prices rising again.



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 | Sq. Ft. | Lot Size | Beds | Baths | Age | Inventory | New | Absorbed | DOM | |
|---------------|--------------|---------|---------------------|------|-------|-----|-----------|-----|----------|-----|-----------------------------------|
| Top/First | \$ 1,689,495 | 3489 | 8,001 - 10,000 sqft | 4.5 | 4.5 | 15 | 14 | 2 | 0 | 52 | Most expensive 25% of properties |
| Upper/Second | \$ 1,352,975 | 3472 | 8,001 - 10,000 sqft | 4.5 | 4.0 | 18 | 14 | 1 | 1 | 60 | Upper-middle 25% of properties |
| Lower/Third | \$ 1,099,990 | 2431 | 8,001 - 10,000 sqft | 4.0 | 2.5 | 18 | 15 | 2 | 0 | 62 | Lower-middle 25% of properties |
| Bottom/Fourth | \$ 899,000 | 1771 | 6,501 - 8,000 sqft | 3.0 | 2.5 | 21 | 15 | 0 | 0 | 57 | Least expensive 25% of properties |

| Real-Time Market Profile | | Trend |
|-------------------------------------------|-------------------------|-------|
| Median List Price | \$ 1,287,000 | ↓↓ |
| Asking Price Per Square Foot | \$ 448 | ↔ |
| Average Days on Market (DOM) | 58 | ↑ |
| Percent of Properties with Price Decrease | 38 % | |
| Percent Relisted (reset DOM) | 19 % | |
| Percent Flip (price increased) | 3 % | |
| Median House Size (sq ft) | 2696 | |
| Median Lot Size | 6,501 - 8,000 sqft | |
| Median Number of Bedrooms | 4.0 | |
| Median Number of Bathrooms | 3.0 | |
| Market Action Index | Seller's Advantage 39.8 | ↓↓ |

↔ No change ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↑ Slight upward trend ↓ Slight downward trend

Price

Prices in this zip code have been on a downward trend recently and this week, while essentially flat, doesn't break us out of that cycle.

