



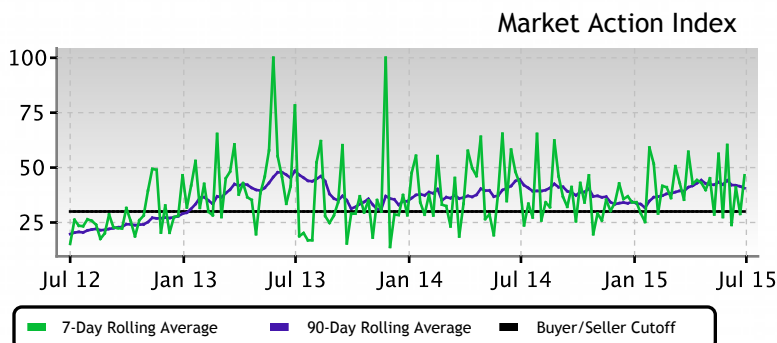
This Week

The median list price in CARLSBAD, CA 92011 this week is \$899,000.

Inventory is up and Market Action is trending down recently. While days-on-market appears to be trending lower, the overall conditions are weakening a bit.

Supply and Demand

- The market has started cooling and prices have been flat for several weeks. Since we're in the Seller's zone, watch for changes in MAI. If the MAI resumes it's climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.



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

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 1,447,500	3881	0.25 - 0.50 acre	5.0	3.8	14	16	0	4	136	Most expensive 25% of properties
Upper/Second	\$ 990,000	3018	8,001 - 10,000 sqft	5.0	3.0	17	16	1	3	90	Upper-middle 25% of properties
Lower/Third	\$ 850,000	2409	8,001 - 10,000 sqft	4.0	2.5	18	17	3	2	27	Lower-middle 25% of properties
Bottom/Fourth	\$ 325,000	1578	1.0 - 2.5 acres	2.0	2.0	30	17	6	2	45	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Real-Time Market Profile		Trend
Median List Price	\$ 899,000	↔
Asking Price Per Square Foot	\$ 349	↔
Average Days on Market (DOM)	74	↕
Percent of Properties with Price Decrease	39 %	
Percent Relisted (reset DOM)	18 %	
Percent Flip (price increased)	14 %	
Median House Size (sq ft)	2583	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index	Seller's Advantage 40.6	↓

- ↔ 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 this plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

