

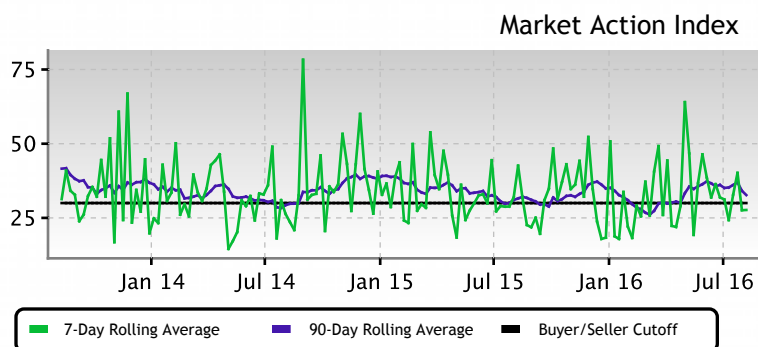
This Week

The median list price in CARLSBAD, CA 92008 this week is \$1,195,000.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

Supply and Demand

- The market has been cooling over time and prices plateaued for a while. Despite the consistent decrease in MAI, 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	\$ 3,300,000	4867	0.25 - 0.50 acre	5.0	4.0	15	15	1	1	127	Most expensive 25% of properties
Upper/Second	\$ 1,350,777	3523	0.25 - 0.50 acre	5.0	4.0	36	15	1	0	122	Upper-middle 25% of properties
Lower/Third	\$ 1,087,000	2950	8,001 - 10,000 sqft	4.0	3.8	18	16	2	1	118	Lower-middle 25% of properties
Bottom/Fourth	\$ 769,900	1920	8,001 - 10,000 sqft	3.0	2.0	39	16	4	2	44	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	\$ 1,195,000	↔↔
Asking Price Per Square Foot	\$ 418	↔↔
Average Days on Market (DOM)	102	↑↑
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	16 %	
Percent Flip (price increased)	15 %	
Median House Size (sq ft)	2944	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index Seller's Advantage	32.7	↓↓

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

Price

- Prices in this zip code seem to have settled around a plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

