



## This Week

The median list price in CARLSBAD, CA 92008 this week is \$1,260,000.

Inventory is tightening and days-on-market is falling. The Market Action Index shows demand heating up. These are relatively bullish signs for prices.

## Supply and Demand

- In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. 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, prices are likely to resume an upward climb.

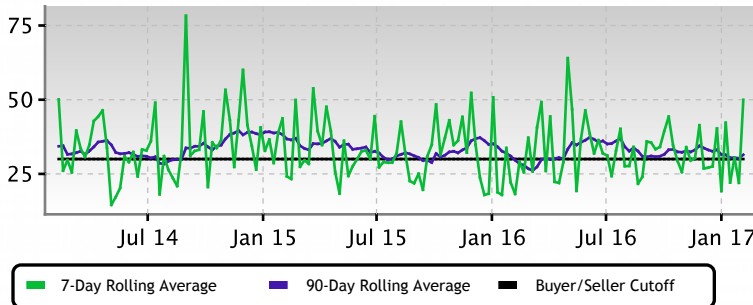
Real-Time Market Profile		Trend
Median List Price	\$ 1,260,000	↔↔
Asking Price Per Square Foot	\$ 413	↓↓↓
Average Days on Market (DOM)	148	↓
Percent of Properties with Price Decrease	38 %	
Percent Relisted (reset DOM)	24 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	3260	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index Seller's Advantage	31.5	↔↔

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

## Price

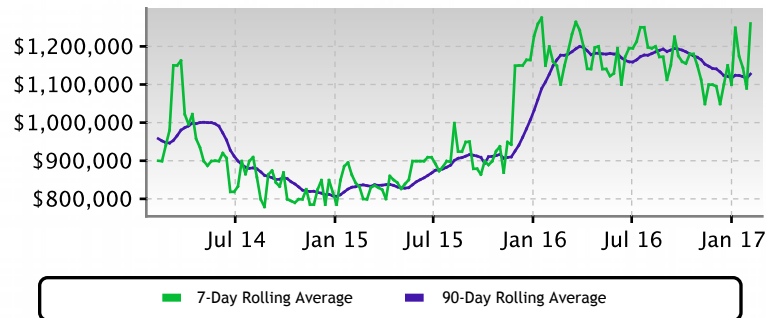
- We continue to see prices in this zip bounce around these current levels. Look for a persistent change in the Market Action Index before we see prices deviate significantly from here.

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.

Price Trends



## 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	\$ 4,690,000	6358	0.50 - 1.0 acre	5.0	5.5	15	9	0	0	200	Most expensive 25% of properties
Upper/Second	\$ 1,749,000	4369	0.25 - 0.50 acre	5.0	5.0	16	9	0	1	225	Upper-middle 25% of properties
Lower/Third	\$ 999,000	2616	0.25 - 0.50 acre	3.0	3.0	28	9	1	3	103	Lower-middle 25% of properties
Bottom/Fourth	\$ 749,450	1855	8,001 - 10,000 sqft	4.0	2.2	44	10	1	3	73	Least expensive 25% of properties