

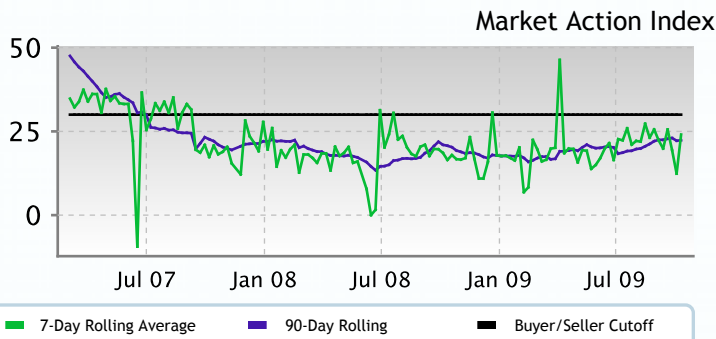
# This Week

The median list price in CARLSBAD, CA this week is \$825,000.

Demand measured by the Market Action Index is increasing and days-on-market is trending downward. Even as more properties come available, these are positive trends for the market.

# Supply and Demand

- Home sales have been exceeding new inventory for several weeks. While still a Buyer's market, prices seem to have responded by moving upward. If the demand trends continue, expect prices to keep marching upward, especially once we see a Seller's Market.



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	\$ 1,495,000	4225	0.25 - 0.50 acre	5.0	4.5	8	81	4	2	169	Most expensive 25% of properties
Upper/Second	\$ 920,000	3256	0.25 - 0.50 acre	5.0	3.5	8	82	4	6	118	Upper-middle 25% of properties
Lower/Third	\$ 719,450	2696	8,001 - 10,000 sqft	4.0	3.0	14	82	7	10	109	Lower-middle 25% of properties
Bottom/Fourt	\$ 549,900	1896	8,001 - 10,000 sqft	3.0	2.5	22	82	7	8	95	Least expensive 25% of properties

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## Real-Time Market Profile

		Trend
Median List Price	\$ 825,000	↑↑
Asking Price Per Square Foot	\$ 294	↔
Average Days on Market (DOM)	123	↓↓
Percent of Properties with Price Decrease	18 %	
Percent Relisted (reset DOM)	9 %	
Percent Flip (price increased)	2 %	
Median House Size (sq ft)	2877	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action	Strong Buyer's	22.4 ↑↑

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

# Price

- The market for this zip code continues its bounce again this week. We're a long way from the market's high point so watch the Market Action Index to predict how long this trend will last.

