



This Week

The median list price in CARLSBAD, CA 92008 this week is \$709,700.

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

- Home sales have been exceeding new inventory for several weeks. Since this is a Buyer's market prices are not yet moving higher as excess inventory is consumed. However, as the supply and demand trends continue, the market moves into the Seller's zone, and we are likely to see upward pressure on pricing.

Real-Time Market Profile

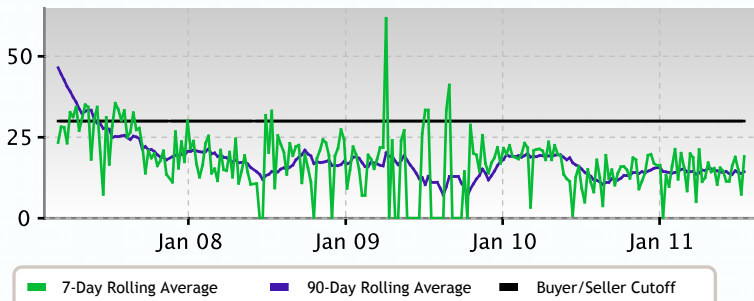
Real-Time Market Profile		Trend
Median List Price	\$ 709,700	↔↔
Asking Price Per Square Foot	\$ 317	↓↓↓
Average Days on Market (DOM)	146	↓↓↓
Percent of Properties with Price Decrease	48 %	
Percent Relisted (reset DOM)	13 %	
Percent Flip (price increased)	5 %	
Median House Size (sq ft)	2541	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	
Market Action Index	Strong Buyer's 14.4	↑↑

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

Price

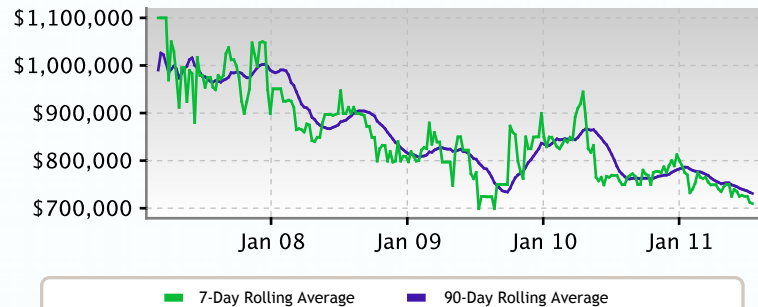
- We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.

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	\$ 1,920,000	3361	0.50 - 1.0 acre	4.0	4.0	18	30	2	2	240	Most expensive 25% of properties
Upper/Second	\$ 771,950	2736	8,001 - 10,000 sqft	4.0	3.0	22	30	3	2	124	Upper-middle 25% of properties
Lower/Third	\$ 639,900	2649	8,001 - 10,000 sqft	4.0	3.0	23	31	0	1	104	Lower-middle 25% of properties
Bottom/Fourth	\$ 475,000	1454	6,501 - 8,000 sqft	3.0	2.0	37	31	2	6	118	Least expensive 25% of properties