

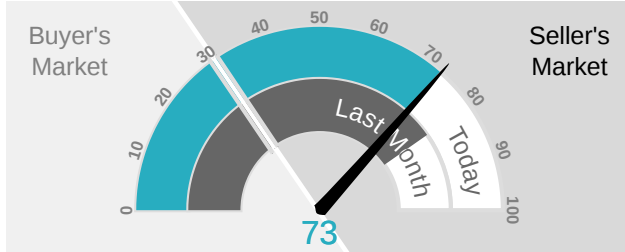
CARLSBAD, CA 92009

Single-Family Homes

This week the median list price for Carlsbad, CA 92009 is \$1,890,000 with the market action index hovering around 73. This is less than last month's market action index of 81. Inventory has increased to 52.

MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.



Strong Seller's Market

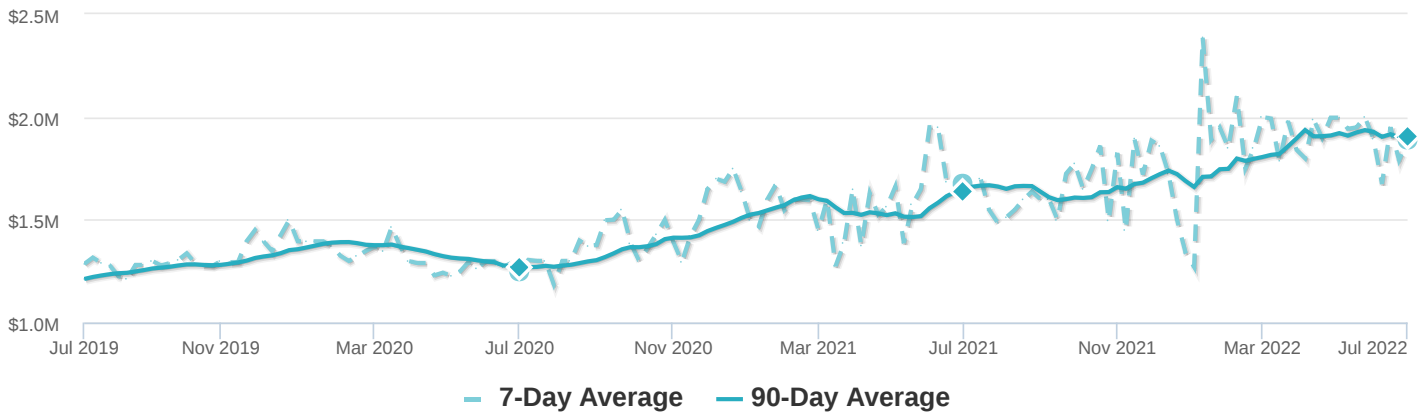
The market has been cooling over time and prices plateaued for a while. Despite the consistent decrease in MAI, we're in the Seller's zone. Watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

REAL-TIME MARKET PROFILE

Median List Price		\$1,890,000
Median Price of New Listings		\$2,075,000
Per Square Foot		\$657
Average Days on Market		29
Median Days on Market		18
Price Decreased		35%
Price Increased		0%
Relisted		8%
Inventory		52
Median Rent		\$4,850
Market Action		73

Strong Seller's Market

MEDIAN LIST PRICE



MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

Median Price	Sq. Ft.	Lot Size	Beds	Bath	Age	New	Absorbed	DOM
\$2,575,000	3,911	0.25 - 0.5 acre	5	4.5	18	5	3	14
\$2,000,000	3,092	0.25 - 0.5 acre	4	3	26	4	2	14
\$1,675,000	2,321	6,500 - 8,000 sqft	4	3	26	2	5	21
\$1,249,000	1,989	6,500 - 8,000 sqft	3	2.5	22	3	1	21