

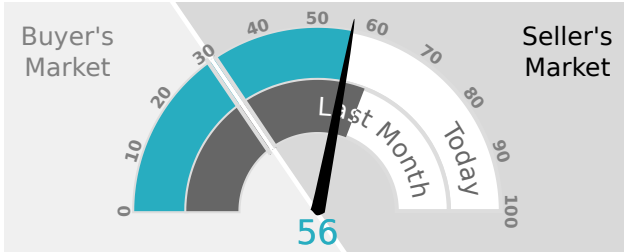
CARLSBAD, CA 92009

Single-Family Homes

This week the median list price for Carlsbad, CA 92009 is \$2,322,500 with the market action index hovering around 56. This is less than last month's market action index of 62. 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

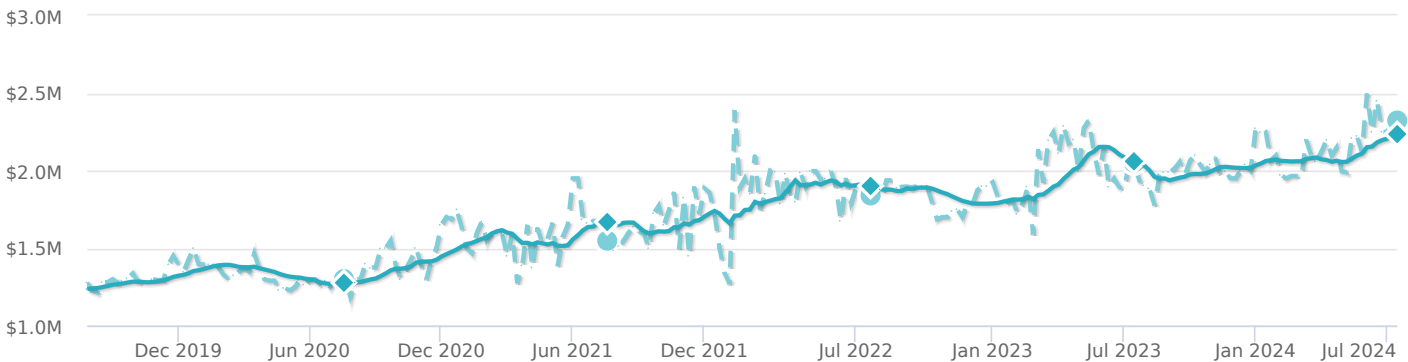
The market has been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we're in a Seller's Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

REAL-TIME MARKET PROFILE

Median List Price	\$2,322,500
Median Price of New Listings	\$1,799,499
Per Square Foot	\$743
Average Days on Market	52
Median Days on Market	28
Price Decreased	38%
Price Increased	4%
Relisted	12%
Inventory	52
Median Rent	\$5,500
Market Action	56

Strong Seller's Market

MEDIAN LIST PRICE



— 7-Day Average — 90-Day Average

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
\$3,199,000	4,601	0.25 - 0.5 acre	5	5	19	1	0	56
\$2,500,000	3,280	0.25 - 0.5 acre	5	3.5	45	1	2	28
\$1,949,000	2,685	8,000 - 10,000 sqft	4	3.5	23	3	3	14
\$1,589,000	1,990	0.25 - 0.5 acre	3	2.5	36	3	2	28