

Pari Ziatabari



## City: Carlsbad

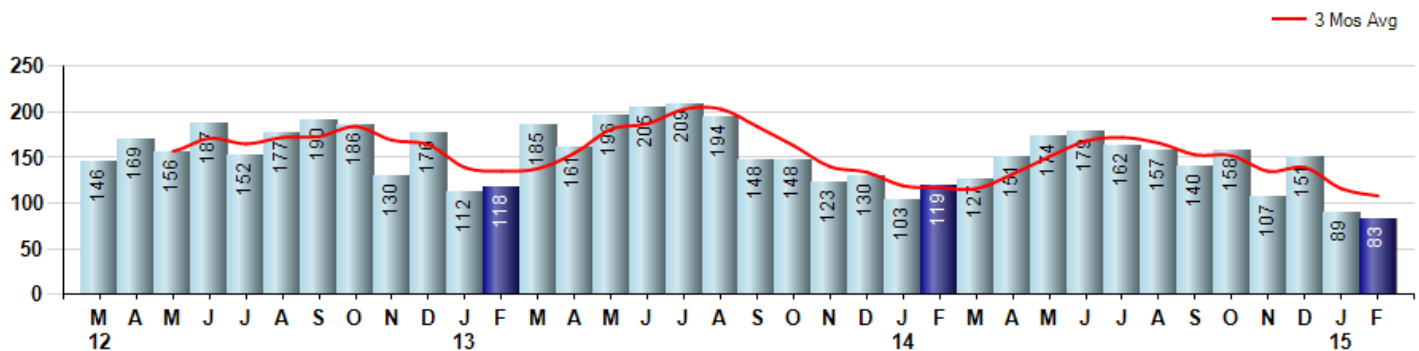
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$759,450	9%		4%				
Average List Price of all Current Listings	\$904,257	8%		-8%				
February Median Sales Price	\$639,500	-7%	-2%	2%	-3%	\$660,000	4%	0%
February Average Sales Price	\$670,074	-15%	-4%	4%	-4%	\$732,962	10%	5%
Total Properties Currently for Sale (Inventory)	276	-11%		-10%				
February Number of Properties Sold	83	-7%		-30%			-23%	
February Average Days on Market (Solds)	62	17%	13%	17%	44%	58	14%	35%
Asking Price per Square Foot (based on New Listings)	\$357	-2%	1%	5%	3%	\$360	5%	4%
February Sold Price per Square Foot	\$322	-11%	-3%	2%	-2%	\$343	6%	4%
February Month's Supply of Inventory	3.3	-4%	12%	29%	22%	3.4	26%	25%
February Sale Price vs List Price Ratio	97.9%	0.7%	1%	0%	0.4%	97.4%	0.1%	-0.1%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

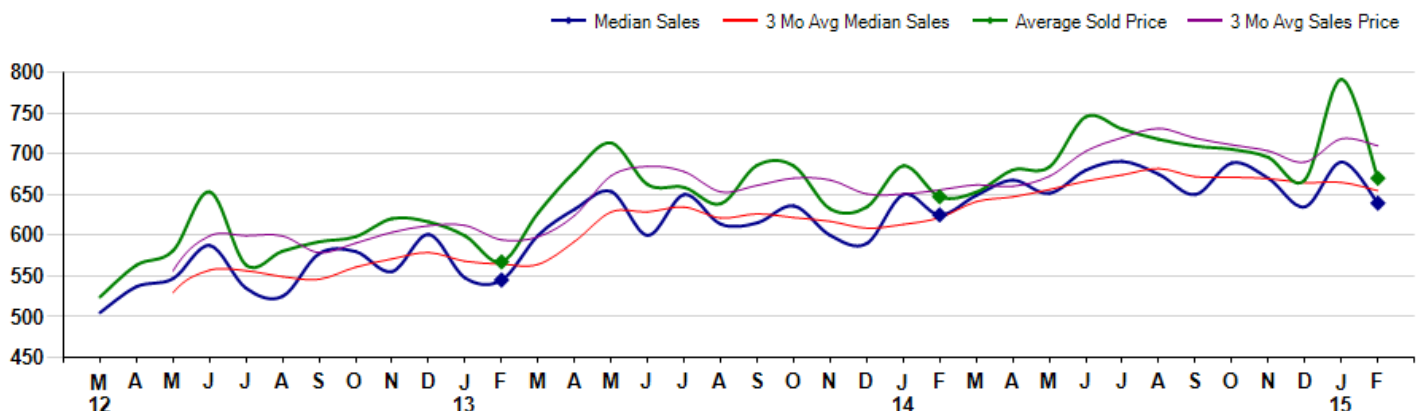
February Property sales were 83, down -30.3% from 119 in February of 2014 and -6.7% lower than the 89 sales last month. February 2015 sales were at their lowest level compared to February of 2014 and 2013. February YTD sales of 172 are running -22.5% behind last year's year-to-date sales of 222.



### Prices

The Median Sales Price in February was \$639,500, up 2.3% from \$625,000 in February of 2014 and down -7.3% from \$690,000 last month. The Average Sales Price in February was \$670,074, up 3.5% from \$647,342 in February of 2014 and down -15.4% from \$791,611 last month. February 2015 ASP was at highest level compared to February of 2014 and 2013.

Median means Middle (the same # of properties sold above and below Median) (000's)





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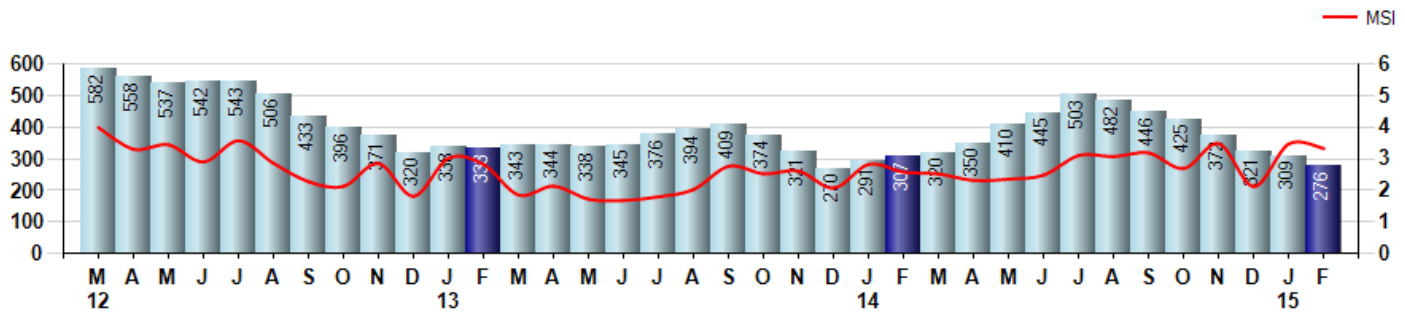
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### Inventory & MSI

The Total Inventory of Properties available for sale as of February was 276, down -10.7% from 309 last month and down -10.1% from 307 in February of last year. February 2015 Inventory was at the lowest level compared to February of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2015 MSI of 3.3 months was at its highest level compared with February of 2014 and 2013.

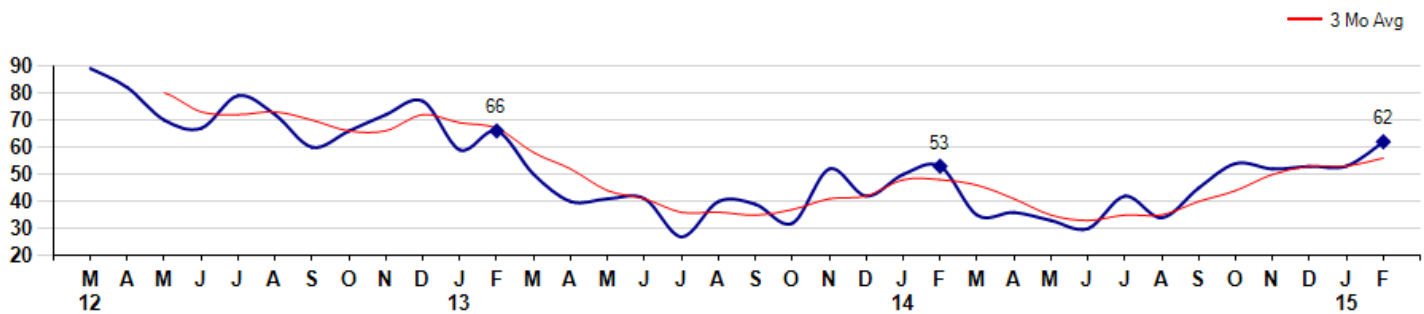
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for February was 62, up 17.0% from 53 days last month and up 17.0% from 53 days in February of last year. The February 2015 DOM was at a mid range compared with February of 2014 and 2013.

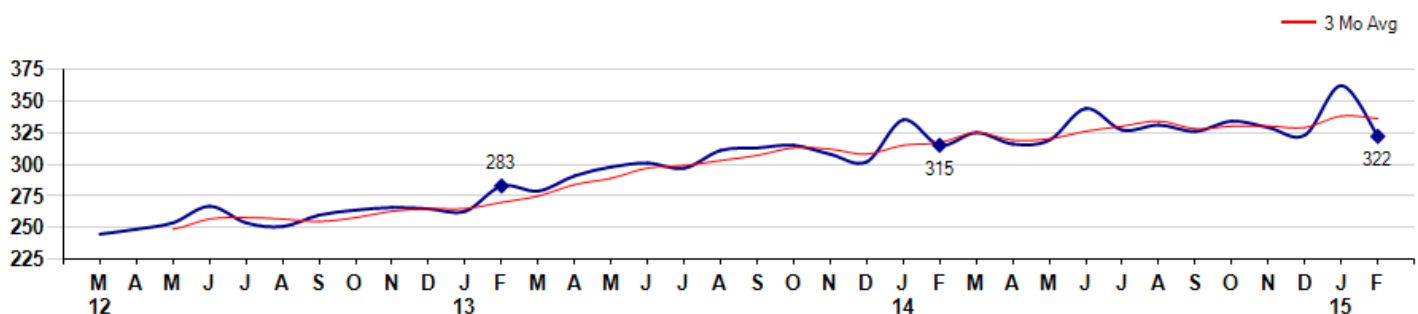
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The February 2015 Selling Price per Square Foot of \$322 was down -11.0% from \$362 last month and up 2.2% from \$315 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month





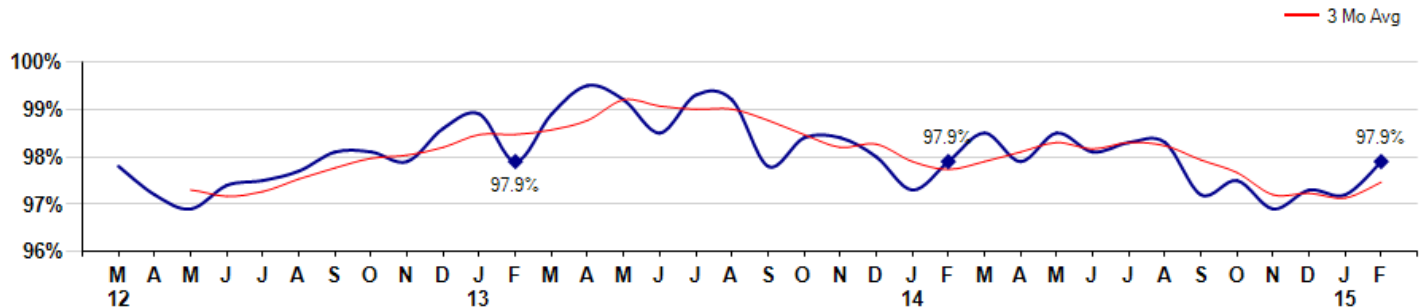
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### Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2015 Selling Price vs List Price of 97.9% was up from 97.2% last month and equal to 97.9% in February of last year.

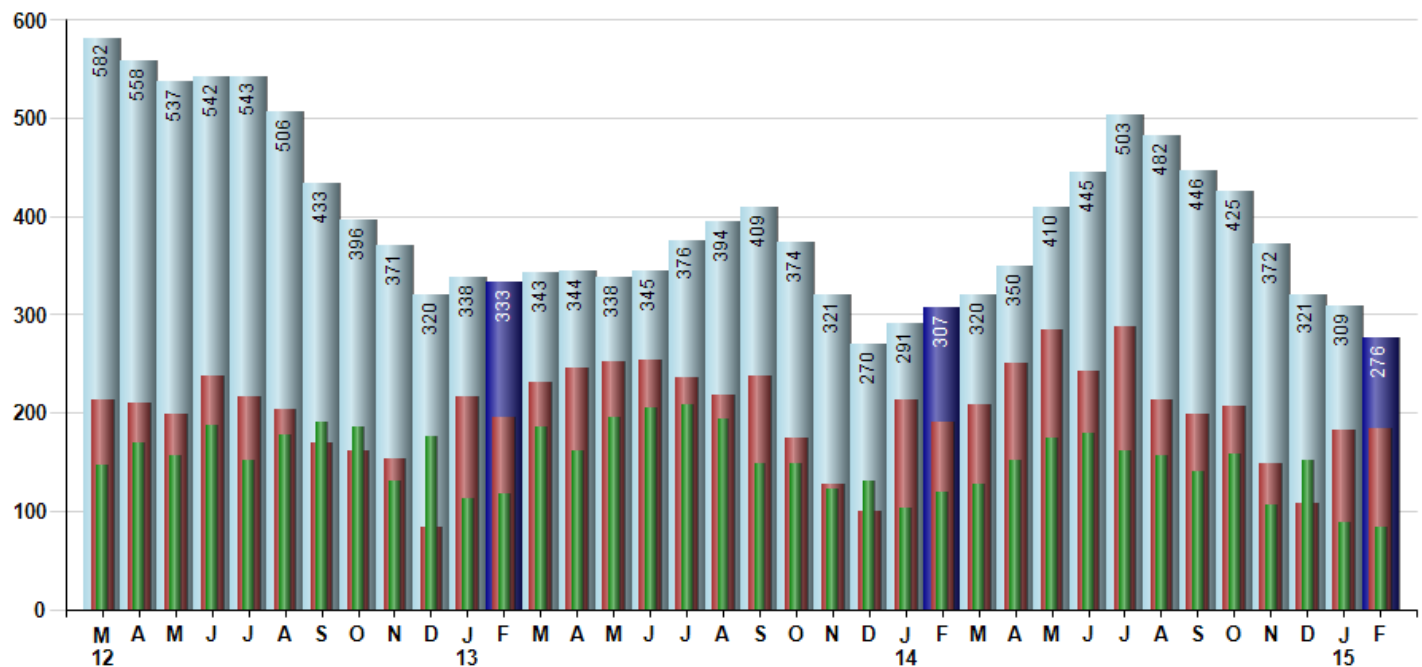
Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in February 2015 was 184, up 1.1% from 182 last month and down -3.2% from 190 in February of last year.

Inventory (light blue), New Listings (red), Sold (green)



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# MARKET ACTION REPORT

February 2015

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Pari Ziatabari



Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

	M 12	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F
Homes Sold	146	169	156	187	152	177	190	186	130	176	112	118	185	161	196	205	209	194	148	148	123	130	103	119	127	151	174	179	162	157	140	158	107	151	89	83
3 Mo. Roll Avg			157	171	165	172	173	184	169	164	139	135	138	155	181	187	203	203	184	163	140	134	119	117	116	132	151	168	172	166	153	152	135	139	116	108

	(000's) M 12	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F
Median Sale Price	505	537	547	588	535	525	578	580	556	601	548	545	600	632	654	600	650	614	615	636	600	590	650	625	649	668	652	680	691	675	650	689	670	635	690	640
3 Mo. Roll Avg			530	557	556	549	546	561	571	579	568	565	564	592	629	629	635	621	626	622	617	609	613	622	641	647	656	666	674	682	672	671	670	665	665	655

	M 12	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F
Inventory	582	558	537	542	543	506	433	396	371	320	338	333	343	344	338	345	376	394	409	374	321	270	291	307	320	350	410	445	503	482	446	425	372	321	309	276
MSI	4	3	3	3	4	3	2	2	3	2	3	3	2	2	2	2	2	2	3	3	3	2	3	3	3	2	2	2	3	3	3	3	3	2	3	3

	M 12	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F
Days On Market	89	82	70	67	79	72	60	66	72	77	59	66	50	40	41	41	27	40	39	32	52	42	50	53	35	36	33	30	42	34	45	54	52	53	53	62
3 Mo. Roll Avg			80	73	72	73	70	66	66	72	69	67	58	52	44	41	36	36	35	37	41	42	48	48	46	41	35	33	35	35	40	44	50	53	53	56

	M 12	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F
Price per Sq Ft	245	249	254	267	254	251	260	264	266	265	263	283	279	291	298	301	297	311	313	315	308	302	335	315	325	316	319	344	327	331	326	334	329	323	362	322
3 Mo. Roll Avg			249	257	258	257	255	258	263	265	265	270	275	284	289	297	299	303	307	313	312	308	315	317	325	319	320	326	330	334	328	330	330	329	338	336

	M 12	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F
Sale to List Price	0.978	0.972	0.969	0.974	0.975	0.977	0.981	0.981	0.979	0.986	0.989	0.979	0.989	0.995	0.992	0.985	0.993	0.992	0.978	0.984	0.984	0.980	0.973	0.979	0.985	0.979	0.985	0.981	0.983	0.983	0.972	0.975	0.969	0.973	0.972	0.979
3 Mo. Roll Avg			0.973	0.972	0.973	0.975	0.978	0.980	0.980	0.982	0.985	0.985	0.986	0.988	0.992	0.991	0.990	0.990	0.988	0.985	0.982	0.983	0.979	0.977	0.979	0.981	0.983	0.982	0.983	0.982	0.979	0.977	0.972	0.972	0.971	0.975

	M 12	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F
New Listings	214	210	199	238	217	204	170	162	154	83	216	196	231	246	252	253	236	218	237	175	127	100	214	190	209	250	284	243	287	214	198	206	148	108	182	184
Inventory	582	558	537	542	543	506	433	396	371	320	338	333	343	344	338	345	376	394	409	374	321	270	291	307	320	350	410	445	503	482	446	425	372	321	309	276
Sales	146	169	156	187	152	177	190	186	130	176	112	118	185	161	196	205	209	194	148	148	123	130	103	119	127	151	174	179	162	157	140	158	107	151	89	83

	(000's) M 12	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F
Avg Sale Price	524	563	581	653	563	581	592	598	621	616	599	567	628	678	713	662	659	639	686	685	632	635	685	647	653	680	684	746	730	718	710	706	696	668	792	670
3 Mo. Roll Avg			556	599	599	599	579	590	604	612	612	594	598	624	673	685	678	653	661	670	668	651	651	656	662	660	672	703	720	731	719	711	704	690	718	710

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