

Local Market Update for March 2014

A Research Tool Provided by San Diego Association of REALTORS®

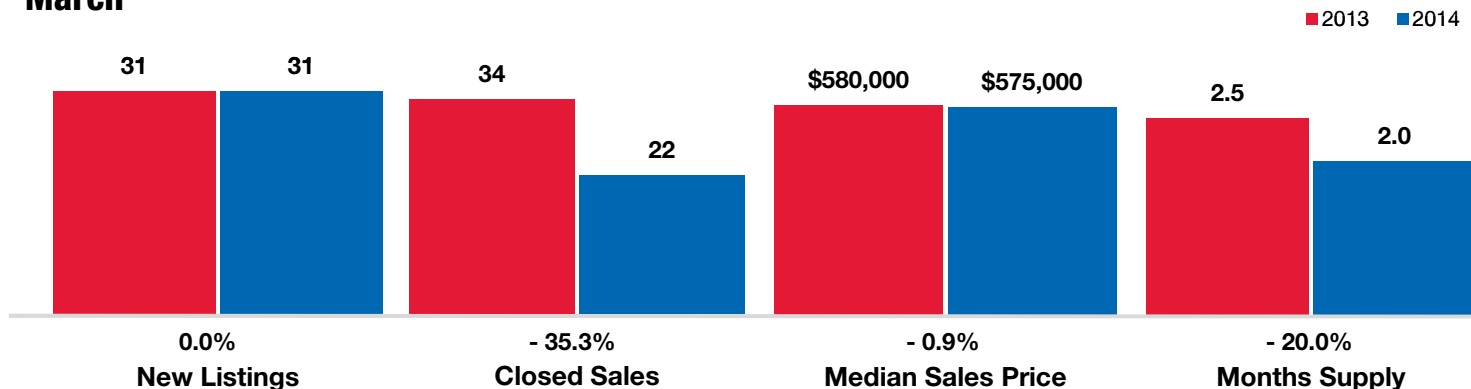
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Carlsbad NW

| Key Metrics | March | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2013 | 2014 | Percent Change | Thru 03-2013 | Thru 03-2014 | Percent Change |
| New Listings | 31 | 31 | 0.0% | 113 | 104 | - 8.0% |
| Pending Sales | 26 | 28 | + 7.7% | 89 | 81 | - 9.0% |
| Closed Sales | 34 | 22 | - 35.3% | 71 | 70 | - 1.4% |
| Median Sales Price* | \$580,000 | \$575,000 | - 0.9% | \$550,000 | \$633,750 | + 15.2% |
| Percent of Original List Price Received* | 98.4% | 98.4% | 0.0% | 96.3% | 95.3% | - 1.0% |
| Days on Market Until Sale | 45 | 29 | - 35.6% | 54 | 43 | - 20.4% |
| Inventory of Homes for Sale | 71 | 54 | - 23.9% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.0 | - 20.0% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Historical Median Sales Price Rolling 12-Month Calculation

