

MARKET CONDITIONS IN CARLSBAD, 92008 AS OF 05/01/2012

Key Statistics

Annual Home Value Change	-10%/Declining Property Values
Current Home Inventory (30 Days)	2 Mo./Balanced Demand / Supply
Median Marketing Time (30 Days)	24 days / .8 Mo.
Sales Price to List Price Ratio (6 Months)	94.4%

Period Comparisons

	0-6 Mo. Ago	6-12 Mo. Ago	Bi-Annual Change %
Median \$/Sqft	\$253.97	\$275.23	-7.7%
Median Sale Price	\$519,750	\$555,000	-6.4%
Median List \$/Sqft	\$269.01	\$289.70	-7.1%
Median List Price	\$536,900	\$575,000	-6.6%
Median Marketing Times (# of days)	47	56	-16.1%
Total Number of Sales	89	95	-6.3%
Total # Of Active Properties	250	278	-10.1%
Months of Inventory	2.8	2.9	-4.0%
Bank/Short Sales (likely)	29	27	7.4%
Bank/Short Sale Ratio (likely)	33%	28%	14.6%
	0-6 Mo. Ago	12-18 Mo. Ago	Annual Change %
Median \$/Sqft	\$253.97	\$282.21	-10.0%
Median Sale Price	\$519,750	\$616,000	-15.6%
Median List \$/Sqft	\$269.01	\$295.57	-9.0%
Median List Price	\$536,900	\$664,950	-19.3%
Median Marketing Times (# of days)	47	59	-19.7%
Total Number of Sales	89	72	23.6%
Total # Of Active Properties	250	275	-9.1%
Months of Inventory	2.8	3.8	-26.5%
Bank/Short Sales (likely)	29	18	61.1%
Bank/Short Sale Ratio (likely)	33%	25%	30.3%

Other Trends

Recent 30 Day Period		Property Ratios in Market Area	
Total # Props Listed During Past 30 Days	93	1 Bedroom	0.7%
Total # of Sales Past 30 Days	29	2 Bedroom	7.9%
Total # of Active Props. On Eff Date	65	3 Bedroom	35.5%
New Listings Past 30 Days	25	4 Bedroom	37.5%
Mo. Inventory Based on Past 1 Month	2.2	5+ Bedroom	18.3%
Recent 6 Month Period (0-6 Months)		1 Bath	5.3%
New Listings Past 6 Months	145	1.5 Bath	1.0%
# Props. Listed Past 6 Months That Sold	47	2 Bath	32.2%
% of Props. Listed That Have Sold	32%	2.5 Bedroom	17.4%
		3+ Bedroom	43.7%
Sale Price Range Last 12 Months			
Low Sale Price	\$270,000		
High Sale Price	\$1,407,500		
Predominant Sale Price	\$507,000		
Median Sale Price	\$536,000		
Property Ages Present (All Properties in Records)			
Low Property Age	1 Years		
High Property Age	92 Years		
Predominant Property Age	10 Years		
Median Age Present	28 Years		
Property Living Area Sizes Present (All Properties in Records)			
Low Property Living Area Size	560 Sqft		
High Property Living Area Size	10,800 Sqft		
Predominant Living Area Size	1,700 Sqft		
One Standard Deviation Low	1,300 Sqft		
One Standard Deviation High	3,500 Sqft		
Median Living Area Size	800 Sqft		
Bank/Short Sales Vs. Traditional Sales (12 Month Period)			
Median \$/Sqft of Bank/Short Sales	\$231.97		
Median \$/Sqft of Traditional Sales	\$275.00		
% Bank/Short Sales Sell For Less	16%		
% Traditional Sales Sell For More	19%		

