



Carlsbad CA Real Estate Report Shows Shift To A Seller's Market

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A recent report released on the housing market in and around San Diego, including Carlsbad and other areas, shows that supply is down. Dennis Smith with San Diego Homes 4U says that this means a definite shift towards a seller's market. Interested homeowners can learn more at <http://www.sandiegohomes4u.com/>.

"When you have a lack of supply to meet demand, it becomes a seller's dream," says Dennis Smith. "Statistics has shown that while buyers are adamantly pursuing homes to purchase, there just aren't enough on the market to meet that growing need. This, in turn, means that sellers have a prime opportunity to list their homes for a good price and likely sell for above market value."

For the past year, from August 2016 to July 2017, pending sales in the region were up nearly two percent. The largest gain was seen in sales with price ranges between \$1 million and \$2.5 million, where the increase was more than 20 percent. Those interested may want to conduct a search for Carlsbad homes for sale and learn more about the properties that are available.

Overall, median selling prices were up more than eight percent with the property type seeing the greatest

increase being condos and townhouses. Prices in this segment increased nearly eight percent to just over \$350,000. Smith says that in addition to these increases in selling price, the time that these homes were on the market has decreased significantly.

"Homes selling for more than \$1 million were on the market just over 60 days," Smith states. "Those going for \$250,000 to \$500,000 were only listed for an average of 26 days. It is a great time to sell. I have reasonable solutions available for people who want to buy, but need to sell in order to be able to purchase a home." Smith says that those interested in learning more about the emergence of the seller's market can follow him on Facebook at <https://www.facebook.com/Dennis.Smith.Realtor/>.

With the current lack of homes being listed and the demand growing more every day, Smith states that homeowners who are considering selling should act quickly. He states that the real estate market has a tendency to fluctuate and that there is no guarantee as to how long this seller's market trend will continue.

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