



Local Market Update for March 2019

Provided by the North San Diego County Association of REALTORS®.

92064 - Poway

North San Diego County

Detached Single-Family

Key Metrics	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	64	59	- 7.8%	734	764	+ 4.1%
Pending Sales	52	40	- 23.1%	561	494	- 11.9%
Closed Sales	47	35	- 25.5%	568	491	- 13.6%
Days on Market Until Sale	25	36	+ 44.0%	29	33	+ 13.8%
Median Sales Price*	\$745,000	\$845,000	+ 13.4%	\$745,000	\$800,000	+ 7.4%
Average Sales Price*	\$905,063	\$951,306	+ 5.1%	\$887,783	\$927,778	+ 4.5%
Percent of Original List Price Received*	99.3%	97.4%	- 1.9%	97.3%	96.8%	- 0.5%
Percent of List Price Received*	99.5%	98.2%	- 1.3%	98.4%	98.3%	- 0.1%
Inventory of Homes for Sale	76	92	+ 21.1%	--	--	--
Months Supply of Inventory	1.6	2.2	+ 37.5%	--	--	--

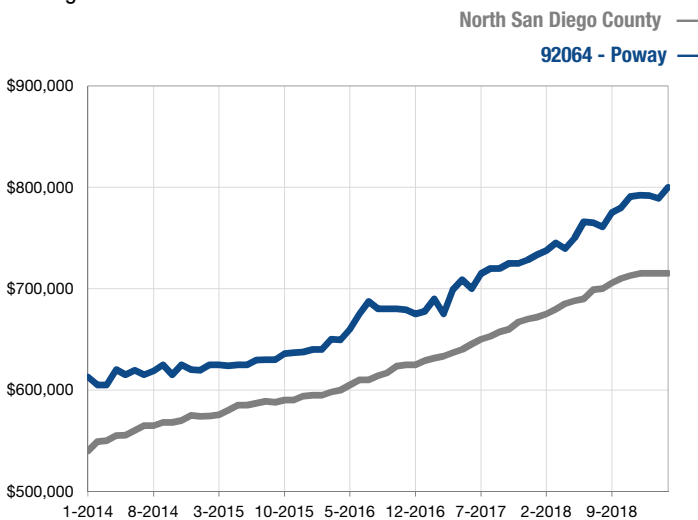
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached Single-Family

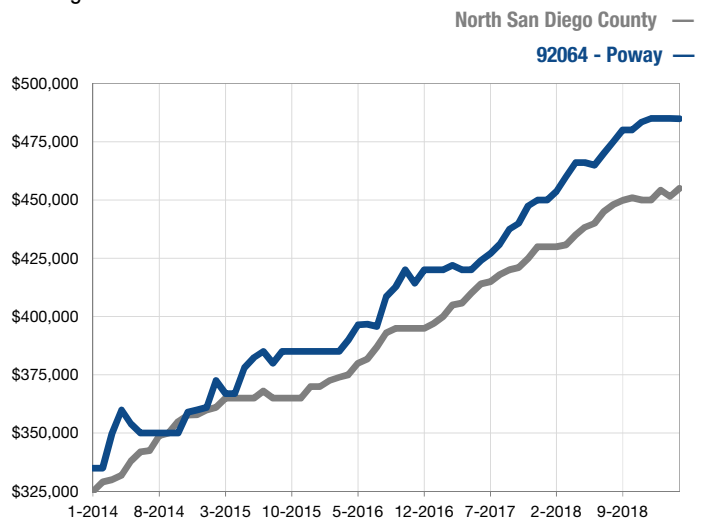
Key Metrics	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	8	7	- 12.5%	71	92	+ 29.6%
Pending Sales	5	10	+ 100.0%	54	70	+ 29.6%
Closed Sales	5	3	- 40.0%	52	65	+ 25.0%
Days on Market Until Sale	4	16	+ 300.0%	17	28	+ 64.7%
Median Sales Price*	\$485,000	\$378,000	- 22.1%	\$460,000	\$484,900	+ 5.4%
Average Sales Price*	\$475,500	\$399,500	- 16.0%	\$465,663	\$467,737	+ 0.4%
Percent of Original List Price Received*	101.3%	97.9%	- 3.4%	99.4%	98.1%	- 1.3%
Percent of List Price Received*	100.7%	97.9%	- 2.8%	99.9%	99.2%	- 0.7%
Inventory of Homes for Sale	9	8	- 11.1%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--

* 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.

Median Sales Price – Detached Single-Family Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family Rolling 12-Month Calculation





Local Market Update for March 2019

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92127 - Rancho Bernardo

North San Diego County

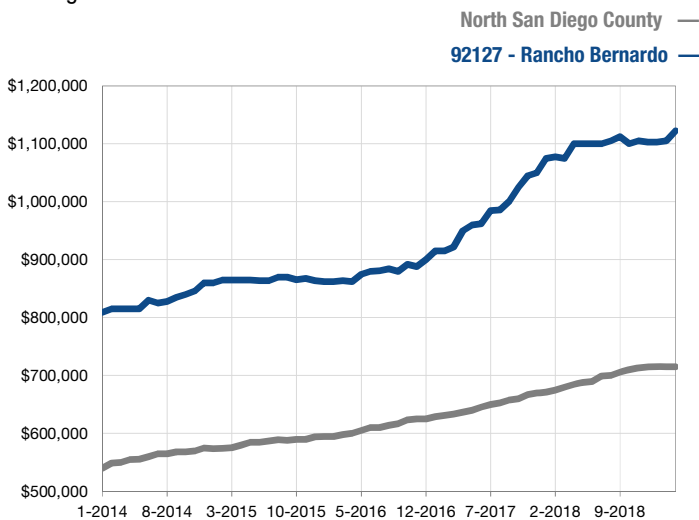
Detached Single-Family	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
Key Metrics						
New Listings	72	72	0.0%	771	859	+ 11.4%
Pending Sales	52	48	- 7.7%	553	524	- 5.2%
Closed Sales	39	38	- 2.6%	583	516	- 11.5%
Days on Market Until Sale	30	36	+ 20.0%	32	37	+ 15.6%
Median Sales Price*	\$998,000	\$1,190,000	+ 19.2%	\$1,075,000	\$1,122,500	+ 4.4%
Average Sales Price*	\$1,318,192	\$1,441,906	+ 9.4%	\$1,217,904	\$1,325,478	+ 8.8%
Percent of Original List Price Received*	98.9%	97.2%	- 1.7%	98.3%	97.3%	- 1.0%
Percent of List Price Received*	99.3%	97.7%	- 1.6%	98.8%	98.4%	- 0.4%
Inventory of Homes for Sale	112	112	0.0%	--	--	--
Months Supply of Inventory	2.4	2.6	+ 8.3%	--	--	--

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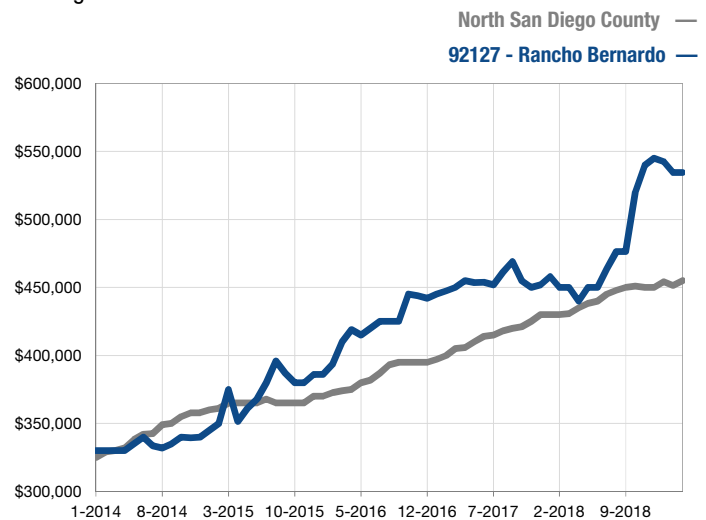
Attached Single-Family	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
Key Metrics						
New Listings	24	28	+ 16.7%	275	342	+ 24.4%
Pending Sales	18	26	+ 44.4%	248	218	- 12.1%
Closed Sales	11	11	0.0%	255	210	- 17.6%
Days on Market Until Sale	7	43	+ 514.3%	12	22	+ 83.3%
Median Sales Price*	\$605,000	\$559,000	- 7.6%	\$450,000	\$534,500	+ 18.8%
Average Sales Price*	\$547,745	\$524,455	- 4.3%	\$479,192	\$525,421	+ 9.6%
Percent of Original List Price Received*	100.7%	95.9%	- 4.8%	100.1%	98.6%	- 1.5%
Percent of List Price Received*	100.7%	99.5%	- 1.2%	100.2%	99.7%	- 0.5%
Inventory of Homes for Sale	10	34	+ 240.0%	--	--	--
Months Supply of Inventory	0.5	1.9	+ 280.0%	--	--	--

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Median Sales Price – Detached Single-Family
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family
Rolling 12-Month Calculation





Local Market Update for March 2019

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92128 - Rancho Bernardo

North San Diego County

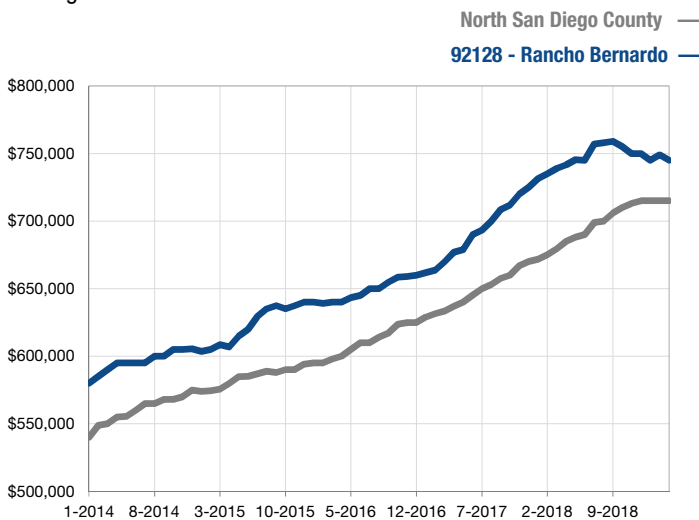
Detached Single-Family	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
Key Metrics						
New Listings	63	69	+ 9.5%	605	758	+ 25.3%
Pending Sales	48	45	- 6.3%	493	467	- 5.3%
Closed Sales	42	46	+ 9.5%	490	475	- 3.1%
Days on Market Until Sale	14	40	+ 185.7%	18	28	+ 55.6%
Median Sales Price*	\$782,000	\$722,500	- 7.6%	\$739,000	\$745,000	+ 0.8%
Average Sales Price*	\$806,193	\$756,224	- 6.2%	\$755,156	\$768,129	+ 1.7%
Percent of Original List Price Received*	99.3%	96.5%	- 2.8%	98.6%	97.0%	- 1.6%
Percent of List Price Received*	99.9%	98.0%	- 1.9%	99.2%	98.5%	- 0.7%
Inventory of Homes for Sale	54	87	+ 61.1%	--	--	--
Months Supply of Inventory	1.3	2.2	+ 69.2%	--	--	--

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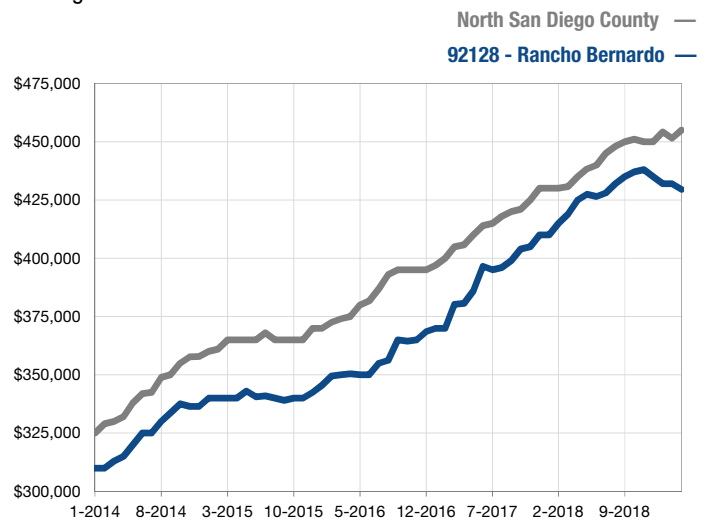
Attached Single-Family	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
Key Metrics						
New Listings	45	52	+ 15.6%	519	562	+ 8.3%
Pending Sales	32	34	+ 6.3%	457	414	- 9.4%
Closed Sales	34	31	- 8.8%	464	408	- 12.1%
Days on Market Until Sale	9	31	+ 244.4%	16	25	+ 56.3%
Median Sales Price*	\$445,500	\$420,000	- 5.7%	\$419,000	\$429,500	+ 2.5%
Average Sales Price*	\$467,355	\$439,874	- 5.9%	\$429,706	\$445,046	+ 3.6%
Percent of Original List Price Received*	101.1%	98.1%	- 3.0%	99.3%	97.6%	- 1.7%
Percent of List Price Received*	100.8%	99.1%	- 1.7%	99.8%	99.0%	- 0.8%
Inventory of Homes for Sale	35	57	+ 62.9%	--	--	--
Months Supply of Inventory	0.9	1.7	+ 88.9%	--	--	--

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Median Sales Price – Detached Single-Family
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family
Rolling 12-Month Calculation





Local Market Update for March 2019

Provided by the North San Diego County Association of REALTORS®.

92129 - Rancho Penasquitos

North San Diego County

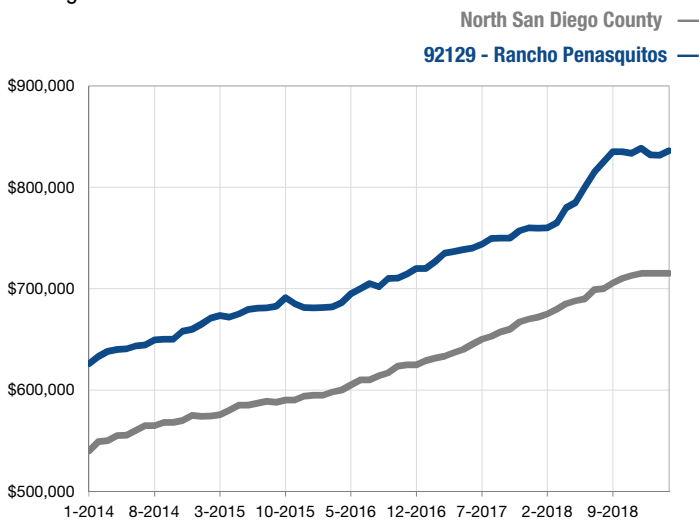
Detached Single-Family	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
Key Metrics						
New Listings	48	40	- 16.7%	439	482	+ 9.8%
Pending Sales	37	30	- 18.9%	371	346	- 6.7%
Closed Sales	27	23	- 14.8%	368	348	- 5.4%
Days on Market Until Sale	21	33	+ 57.1%	15	22	+ 46.7%
Median Sales Price*	\$820,000	\$838,000	+ 2.2%	\$765,000	\$836,000	+ 9.3%
Average Sales Price*	\$852,644	\$860,124	+ 0.9%	\$791,502	\$853,277	+ 7.8%
Percent of Original List Price Received*	98.6%	96.9%	- 1.7%	99.5%	98.1%	- 1.4%
Percent of List Price Received*	99.1%	98.3%	- 0.8%	99.9%	99.2%	- 0.7%
Inventory of Homes for Sale	32	38	+ 18.8%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--

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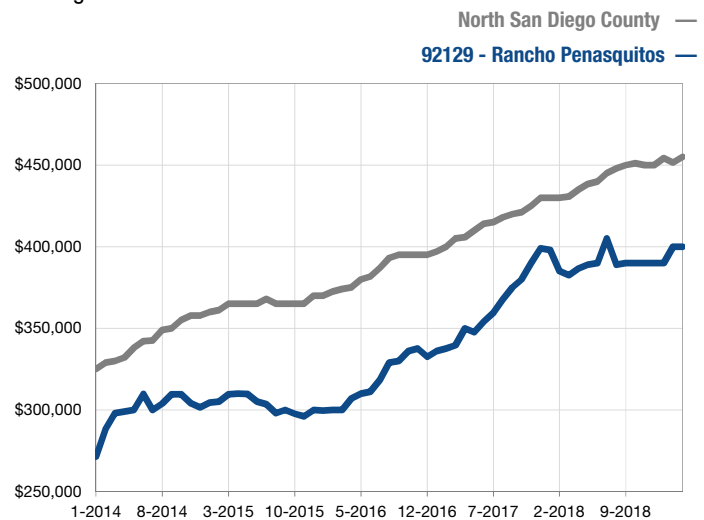
Attached Single-Family	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
Key Metrics						
New Listings	25	14	- 44.0%	195	216	+ 10.8%
Pending Sales	15	14	- 6.7%	168	176	+ 4.8%
Closed Sales	17	8	- 52.9%	166	172	+ 3.6%
Days on Market Until Sale	6	16	+ 166.7%	12	19	+ 58.3%
Median Sales Price*	\$370,000	\$514,500	+ 39.1%	\$382,500	\$400,001	+ 4.6%
Average Sales Price*	\$384,647	\$496,875	+ 29.2%	\$425,717	\$445,242	+ 4.6%
Percent of Original List Price Received*	100.4%	99.2%	- 1.2%	100.1%	98.9%	- 1.2%
Percent of List Price Received*	100.5%	99.2%	- 1.3%	100.3%	99.3%	- 1.0%
Inventory of Homes for Sale	14	13	- 7.1%	--	--	--
Months Supply of Inventory	1.0	0.9	- 10.0%	--	--	--

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Median Sales Price – Detached Single-Family
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family
Rolling 12-Month Calculation





Local Market Update for March 2019

Provided by the North San Diego County Association of REALTORS®.

92130 - Carmel Valley

North San Diego County

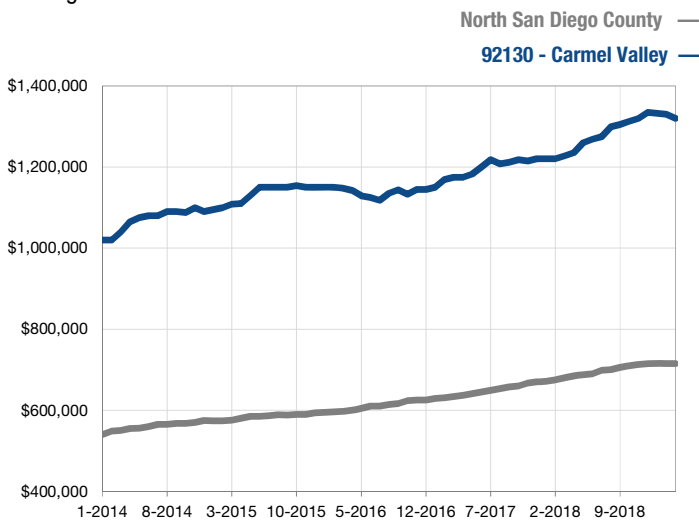
Detached Single-Family	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
Key Metrics						
New Listings	68	69	+ 1.5%	626	711	+ 13.6%
Pending Sales	42	44	+ 4.8%	458	485	+ 5.9%
Closed Sales	47	33	- 29.8%	458	485	+ 5.9%
Days on Market Until Sale	32	23	- 28.1%	31	33	+ 6.5%
Median Sales Price*	\$1,360,000	\$1,189,000	- 12.6%	\$1,227,602	\$1,320,000	+ 7.5%
Average Sales Price*	\$1,500,268	\$1,497,923	- 0.2%	\$1,411,187	\$1,487,951	+ 5.4%
Percent of Original List Price Received*	97.7%	97.9%	+ 0.2%	97.9%	96.9%	- 1.0%
Percent of List Price Received*	97.9%	98.2%	+ 0.3%	98.8%	98.2%	- 0.6%
Inventory of Homes for Sale	89	98	+ 10.1%	--	--	--
Months Supply of Inventory	2.3	2.4	+ 4.3%	--	--	--

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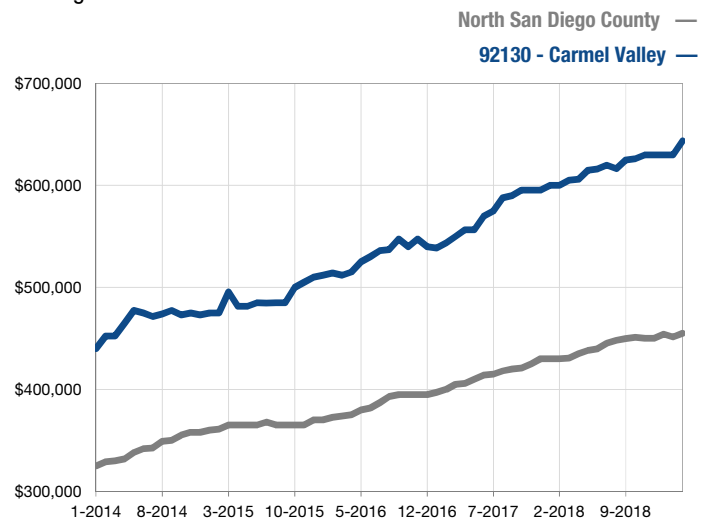
Attached Single-Family	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
Key Metrics						
New Listings	30	16	- 46.7%	319	303	- 5.0%
Pending Sales	22	15	- 31.8%	280	238	- 15.0%
Closed Sales	25	13	- 48.0%	289	238	- 17.6%
Days on Market Until Sale	16	35	+ 118.8%	15	19	+ 26.7%
Median Sales Price*	\$595,000	\$712,500	+ 19.7%	\$605,000	\$643,750	+ 6.4%
Average Sales Price*	\$600,210	\$706,885	+ 17.8%	\$612,742	\$647,895	+ 5.7%
Percent of Original List Price Received*	100.6%	97.8%	- 2.8%	99.7%	98.8%	- 0.9%
Percent of List Price Received*	100.8%	98.9%	- 1.9%	99.9%	99.4%	- 0.5%
Inventory of Homes for Sale	16	21	+ 31.3%	--	--	--
Months Supply of Inventory	0.7	1.1	+ 57.1%	--	--	--

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Median Sales Price – Detached Single-Family
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family
Rolling 12-Month Calculation





Local Market Update for March 2019

Provided by the North San Diego County Association of REALTORS®.

92131 - Scripps Miramar

Metro San Diego County

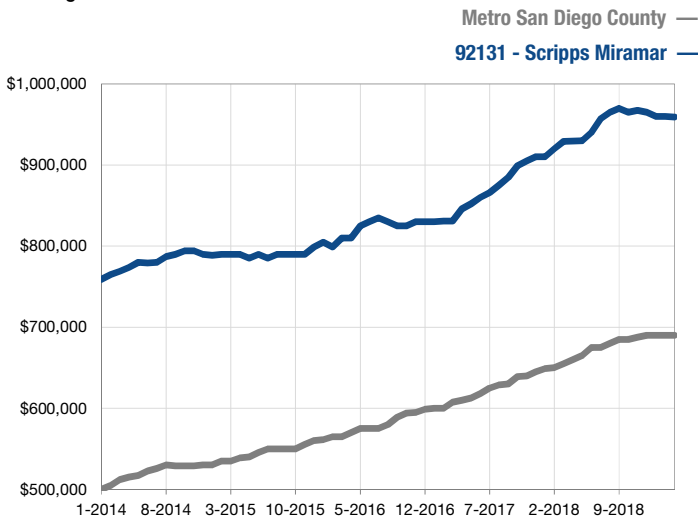
Detached Single-Family Key Metrics	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	27	48	+ 77.8%	383	419	+ 9.4%
Pending Sales	19	33	+ 73.7%	313	266	- 15.0%
Closed Sales	29	13	- 55.2%	325	247	- 24.0%
Days on Market Until Sale	15	32	+ 113.3%	22	28	+ 27.3%
Median Sales Price*	\$1,070,000	\$905,000	- 15.4%	\$929,000	\$959,000	+ 3.2%
Average Sales Price*	\$1,068,103	\$943,538	- 11.7%	\$989,714	\$1,015,089	+ 2.6%
Percent of Original List Price Received*	98.9%	98.2%	- 0.7%	98.5%	97.2%	- 1.3%
Percent of List Price Received*	99.0%	98.8%	- 0.2%	99.3%	98.7%	- 0.6%
Inventory of Homes for Sale	33	46	+ 39.4%	--	--	--
Months Supply of Inventory	1.3	2.1	+ 61.5%	--	--	--

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Attached Single-Family Key Metrics	March			Rolling 12 Months		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	22	24	+ 9.1%	202	266	+ 31.7%
Pending Sales	17	25	+ 47.1%	179	179	0.0%
Closed Sales	14	14	0.0%	177	172	- 2.8%
Days on Market Until Sale	9	23	+ 155.6%	14	19	+ 35.7%
Median Sales Price*	\$530,000	\$534,500	+ 0.8%	\$495,000	\$525,000	+ 6.1%
Average Sales Price*	\$518,914	\$550,393	+ 6.1%	\$498,613	\$539,164	+ 8.1%
Percent of Original List Price Received*	99.2%	97.6%	- 1.6%	99.9%	98.4%	- 1.5%
Percent of List Price Received*	99.9%	98.7%	- 1.2%	100.0%	99.5%	- 0.5%
Inventory of Homes for Sale	8	14	+ 75.0%	--	--	--
Months Supply of Inventory	0.5	0.9	+ 80.0%	--	--	--

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Median Sales Price – Detached Single-Family
Rolling 12-Month Calculation



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