



Local Market Update for May 2019

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

92064 - Poway

North San Diego County

Detached Single-Family

Key Metrics	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	80	71	- 11.3%	731	747	+ 2.2%
Pending Sales	57	55	- 3.5%	546	499	- 8.6%
Closed Sales	50	47	- 6.0%	551	489	- 11.3%
Days on Market Until Sale	23	28	+ 21.7%	28	34	+ 21.4%
Median Sales Price*	\$813,250	\$845,000	+ 3.9%	\$750,000	\$800,000	+ 6.7%
Average Sales Price*	\$886,288	\$923,198	+ 4.2%	\$881,350	\$932,983	+ 5.9%
Percent of Original List Price Received*	98.4%	97.4%	- 1.0%	97.4%	96.6%	- 0.8%
Percent of List Price Received*	99.0%	98.1%	- 0.9%	98.5%	98.2%	- 0.3%
Inventory of Homes for Sale	100	98	- 2.0%	--	--	--
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--

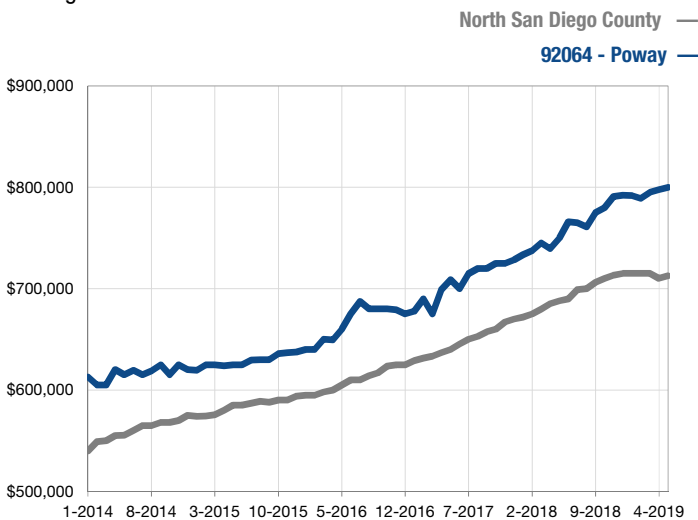
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached Single-Family

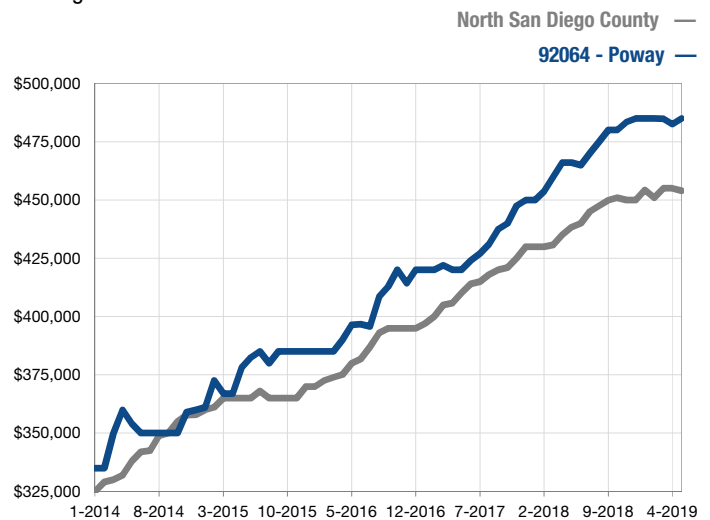
Key Metrics	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	15	11	- 26.7%	75	94	+ 25.3%
Pending Sales	9	7	- 22.2%	59	65	+ 10.2%
Closed Sales	4	6	+ 50.0%	54	70	+ 29.6%
Days on Market Until Sale	15	30	+ 100.0%	19	26	+ 36.8%
Median Sales Price*	\$488,500	\$505,000	+ 3.4%	\$466,000	\$484,950	+ 4.1%
Average Sales Price*	\$449,000	\$500,417	+ 11.5%	\$470,861	\$466,321	- 1.0%
Percent of Original List Price Received*	102.6%	97.1%	- 5.4%	99.7%	97.7%	- 2.0%
Percent of List Price Received*	102.6%	98.4%	- 4.1%	100.3%	98.6%	- 1.7%
Inventory of Homes for Sale	11	17	+ 54.5%	--	--	--
Months Supply of Inventory	2.2	3.1	+ 40.9%	--	--	--

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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 May 2019

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92127 - Rancho Bernardo

North San Diego County

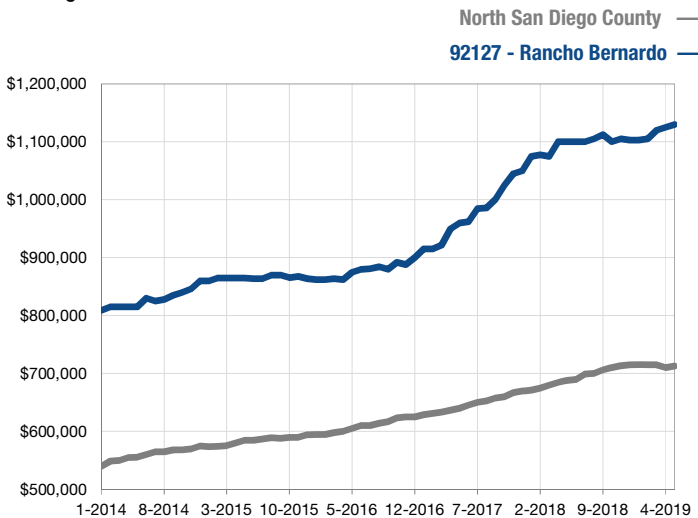
Detached Single-Family	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
Key Metrics						
New Listings	104	102	- 1.9%	770	856	+ 11.2%
Pending Sales	67	72	+ 7.5%	536	534	- 0.4%
Closed Sales	47	53	+ 12.8%	546	527	- 3.5%
Days on Market Until Sale	32	24	- 25.0%	33	36	+ 9.1%
Median Sales Price*	\$1,105,000	\$1,140,000	+ 3.2%	\$1,100,000	\$1,130,000	+ 2.7%
Average Sales Price*	\$1,373,123	\$1,259,172	- 8.3%	\$1,232,770	\$1,312,817	+ 6.5%
Percent of Original List Price Received*	98.9%	98.0%	- 0.9%	98.3%	97.2%	- 1.1%
Percent of List Price Received*	99.5%	98.9%	- 0.6%	98.8%	98.4%	- 0.4%
Inventory of Homes for Sale	151	126	- 16.6%	--	--	--
Months Supply of Inventory	3.4	2.8	- 17.6%	--	--	--

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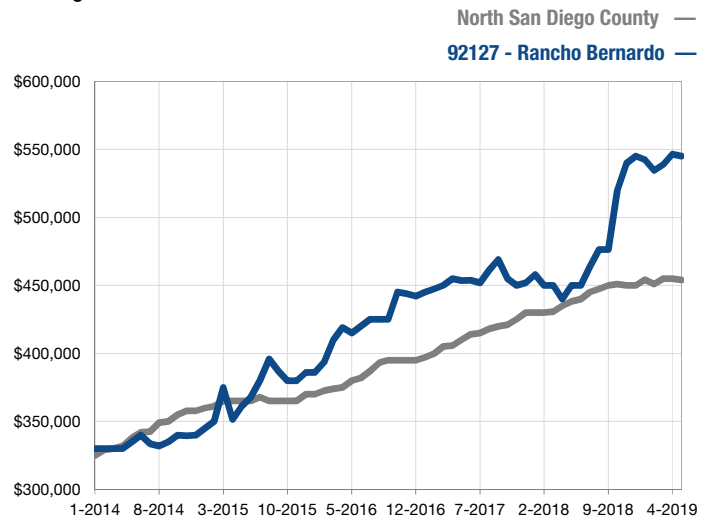
Attached Single-Family	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
Key Metrics						
New Listings	30	41	+ 36.7%	281	354	+ 26.0%
Pending Sales	22	26	+ 18.2%	243	218	- 10.3%
Closed Sales	27	19	- 29.6%	250	207	- 17.2%
Days on Market Until Sale	12	26	+ 116.7%	12	24	+ 100.0%
Median Sales Price*	\$562,000	\$545,500	- 2.9%	\$450,000	\$545,000	+ 21.1%
Average Sales Price*	\$544,570	\$545,874	+ 0.2%	\$483,962	\$536,400	+ 10.8%
Percent of Original List Price Received*	99.6%	100.0%	+ 0.4%	99.9%	98.5%	- 1.4%
Percent of List Price Received*	100.3%	100.2%	- 0.1%	100.1%	99.5%	- 0.6%
Inventory of Homes for Sale	24	44	+ 83.3%	--	--	--
Months Supply of Inventory	1.2	2.4	+ 100.0%	--	--	--

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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 May 2019

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92128 - Rancho Bernardo

North San Diego County

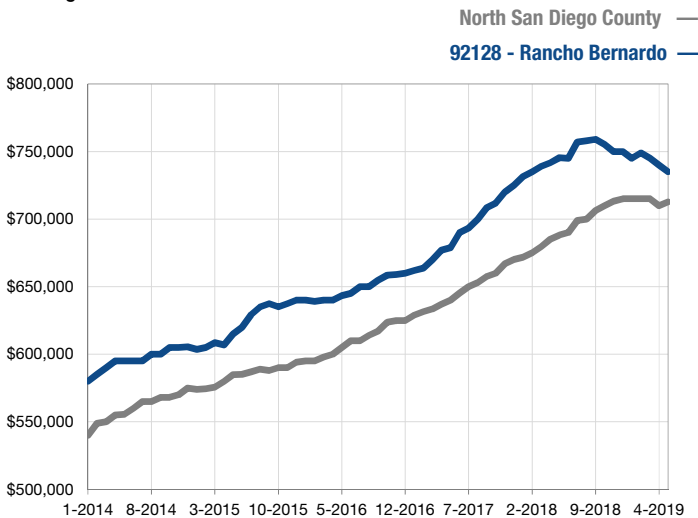
Detached Single-Family Key Metrics	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	65	79	+ 21.5%	607	796	+ 31.1%
Pending Sales	43	53	+ 23.3%	486	472	- 2.9%
Closed Sales	49	46	- 6.1%	497	462	- 7.0%
Days on Market Until Sale	19	22	+ 15.8%	19	29	+ 52.6%
Median Sales Price*	\$792,500	\$744,500	- 6.1%	\$745,300	\$735,000	- 1.4%
Average Sales Price*	\$824,833	\$793,276	- 3.8%	\$768,865	\$763,423	- 0.7%
Percent of Original List Price Received*	97.7%	97.3%	- 0.4%	98.5%	96.8%	- 1.7%
Percent of List Price Received*	99.2%	98.4%	- 0.8%	99.2%	98.4%	- 0.8%
Inventory of Homes for Sale	67	107	+ 59.7%	--	--	--
Months Supply of Inventory	1.7	2.7	+ 58.8%	--	--	--

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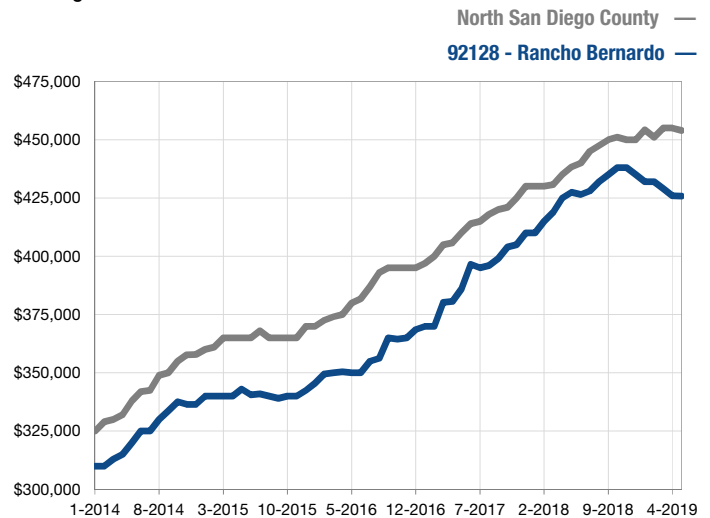
Attached Single-Family Key Metrics	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	57	51	- 10.5%	516	560	+ 8.5%
Pending Sales	55	54	- 1.8%	451	404	- 10.4%
Closed Sales	49	38	- 22.4%	458	396	- 13.5%
Days on Market Until Sale	14	16	+ 14.3%	15	27	+ 80.0%
Median Sales Price*	\$432,000	\$441,000	+ 2.1%	\$427,500	\$425,850	- 0.4%
Average Sales Price*	\$446,043	\$445,937	- 0.0%	\$437,267	\$443,563	+ 1.4%
Percent of Original List Price Received*	99.2%	98.5%	- 0.7%	99.2%	97.3%	- 1.9%
Percent of List Price Received*	99.6%	99.3%	- 0.3%	99.7%	98.9%	- 0.8%
Inventory of Homes for Sale	41	60	+ 46.3%	--	--	--
Months Supply of Inventory	1.1	1.8	+ 63.6%	--	--	--

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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 May 2019

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North San Diego County
Association of REALTORS®



HOMEDEX

92129 - Rancho Penasquitos

North San Diego County

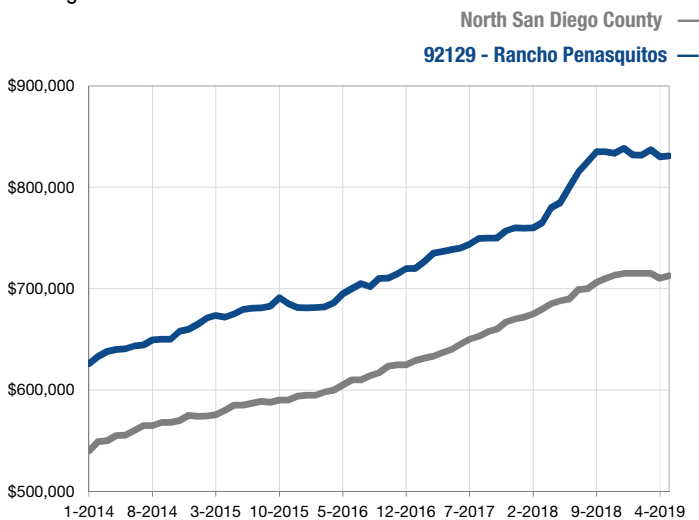
Detached Single-Family	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
Key Metrics						
New Listings	49	59	+ 20.4%	450	474	+ 5.3%
Pending Sales	55	51	- 7.3%	389	337	- 13.4%
Closed Sales	40	41	+ 2.5%	371	343	- 7.5%
Days on Market Until Sale	15	15	0.0%	16	23	+ 43.8%
Median Sales Price*	\$827,500	\$850,000	+ 2.7%	\$785,000	\$831,000	+ 5.9%
Average Sales Price*	\$836,375	\$878,083	+ 5.0%	\$805,455	\$856,750	+ 6.4%
Percent of Original List Price Received*	99.9%	99.0%	- 0.9%	99.5%	97.8%	- 1.7%
Percent of List Price Received*	99.9%	99.4%	- 0.5%	99.9%	99.0%	- 0.9%
Inventory of Homes for Sale	24	41	+ 70.8%	--	--	--
Months Supply of Inventory	0.7	1.5	+ 114.3%	--	--	--

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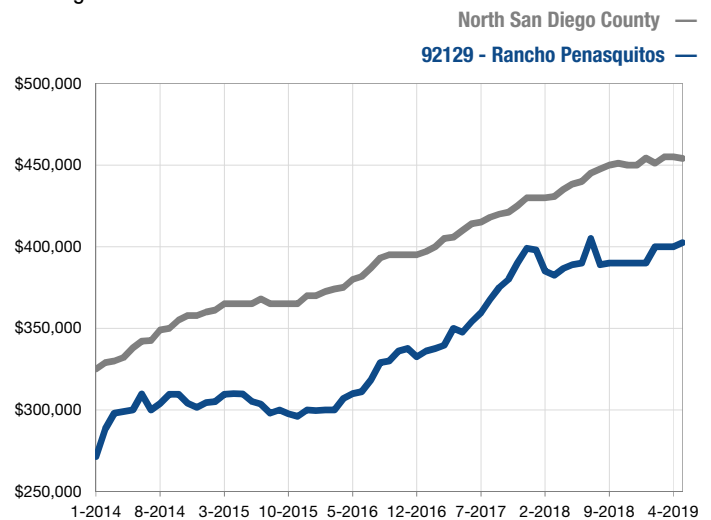
Attached Single-Family	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
Key Metrics						
New Listings	30	28	- 6.7%	210	209	- 0.5%
Pending Sales	19	14	- 26.3%	176	163	- 7.4%
Closed Sales	20	16	- 20.0%	176	165	- 6.3%
Days on Market Until Sale	16	35	+ 118.8%	12	21	+ 75.0%
Median Sales Price*	\$438,992	\$433,250	- 1.3%	\$389,000	\$402,500	+ 3.5%
Average Sales Price*	\$460,635	\$508,094	+ 10.3%	\$432,340	\$450,941	+ 4.3%
Percent of Original List Price Received*	100.9%	98.1%	- 2.8%	100.2%	98.4%	- 1.8%
Percent of List Price Received*	100.4%	98.3%	- 2.1%	100.2%	99.0%	- 1.2%
Inventory of Homes for Sale	21	21	0.0%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--

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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 May 2019

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

92130 - Carmel Valley

North San Diego County

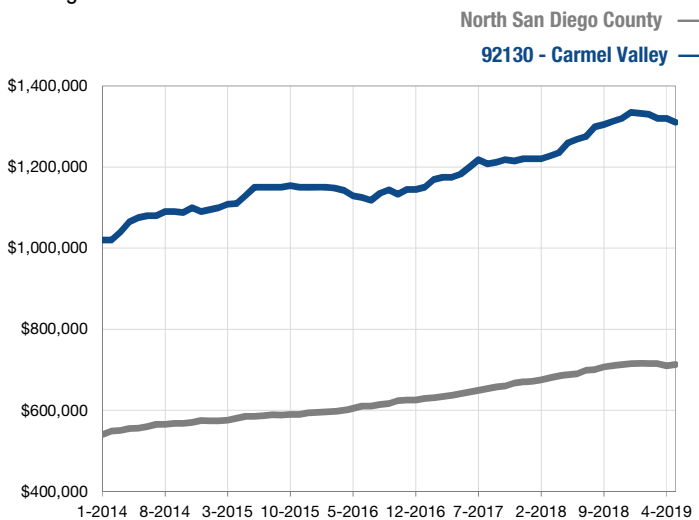
Detached Single-Family	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
Key Metrics						
New Listings	72	79	+ 9.7%	636	723	+ 13.7%
Pending Sales	56	64	+ 14.3%	458	488	+ 6.6%
Closed Sales	64	44	- 31.3%	477	458	- 4.0%
Days on Market Until Sale	20	30	+ 50.0%	30	33	+ 10.0%
Median Sales Price*	\$1,352,500	\$1,300,000	- 3.9%	\$1,260,000	\$1,310,000	+ 4.0%
Average Sales Price*	\$1,480,718	\$1,460,356	- 1.4%	\$1,409,487	\$1,506,555	+ 6.9%
Percent of Original List Price Received*	98.0%	96.7%	- 1.3%	98.0%	96.7%	- 1.3%
Percent of List Price Received*	99.0%	98.2%	- 0.8%	98.9%	98.1%	- 0.8%
Inventory of Homes for Sale	89	114	+ 28.1%	--	--	--
Months Supply of Inventory	2.3	2.8	+ 21.7%	--	--	--

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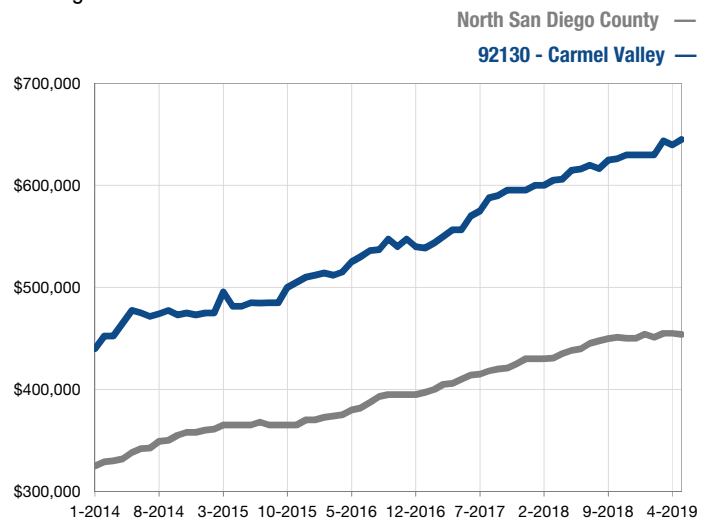
Attached Single-Family	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
Key Metrics						
New Listings	39	32	- 17.9%	327	298	- 8.9%
Pending Sales	33	23	- 30.3%	286	217	- 24.1%
Closed Sales	29	17	- 41.4%	287	220	- 23.3%
Days on Market Until Sale	11	28	+ 154.5%	15	22	+ 46.7%
Median Sales Price*	\$630,000	\$685,000	+ 8.7%	\$615,000	\$645,000	+ 4.9%
Average Sales Price*	\$658,311	\$694,247	+ 5.5%	\$622,964	\$649,812	+ 4.3%
Percent of Original List Price Received*	99.9%	98.1%	- 1.8%	99.7%	98.4%	- 1.3%
Percent of List Price Received*	99.9%	98.9%	- 1.0%	99.9%	99.2%	- 0.7%
Inventory of Homes for Sale	20	35	+ 75.0%	--	--	--
Months Supply of Inventory	0.8	1.9	+ 137.5%	--	--	--

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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 May 2019

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

92131 - Scripps Miramar

Metro San Diego County

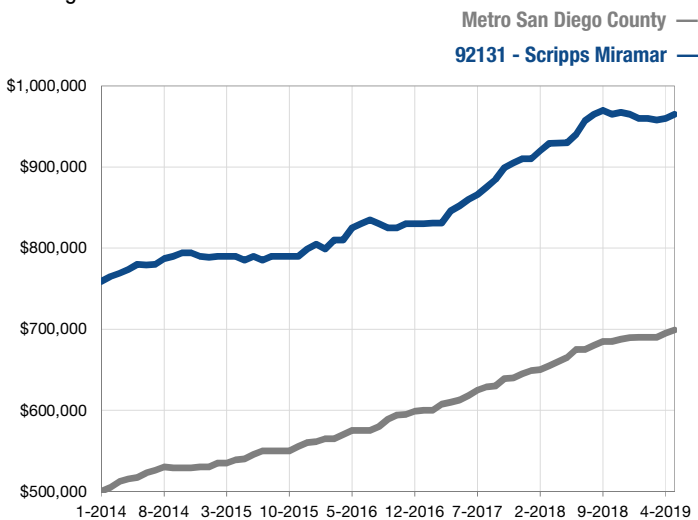
Detached Single-Family	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
Key Metrics						
New Listings	43	50	+ 16.3%	388	419	+ 8.0%
Pending Sales	33	34	+ 3.0%	295	272	- 7.8%
Closed Sales	27	25	- 7.4%	308	261	- 15.3%
Days on Market Until Sale	27	23	- 14.8%	23	28	+ 21.7%
Median Sales Price*	\$883,000	\$986,000	+ 11.7%	\$930,000	\$965,000	+ 3.8%
Average Sales Price*	\$972,511	\$1,017,684	+ 4.6%	\$1,000,106	\$1,017,913	+ 1.8%
Percent of Original List Price Received*	96.8%	98.4%	+ 1.7%	98.3%	97.4%	- 0.9%
Percent of List Price Received*	98.5%	98.9%	+ 0.4%	99.3%	98.6%	- 0.7%
Inventory of Homes for Sale	52	58	+ 11.5%	--	--	--
Months Supply of Inventory	2.1	2.6	+ 23.8%	--	--	--

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Attached Single-Family	May			Rolling 12 Months		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
Key Metrics						
New Listings	27	37	+ 37.0%	208	285	+ 37.0%
Pending Sales	18	18	0.0%	187	189	+ 1.1%
Closed Sales	12	25	+ 108.3%	185	191	+ 3.2%
Days on Market Until Sale	7	15	+ 114.3%	14	19	+ 35.7%
Median Sales Price*	\$619,000	\$510,000	- 17.6%	\$507,000	\$530,000	+ 4.5%
Average Sales Price*	\$563,292	\$538,052	- 4.5%	\$512,162	\$537,304	+ 4.9%
Percent of Original List Price Received*	100.7%	99.2%	- 1.5%	100.0%	98.1%	- 1.9%
Percent of List Price Received*	100.5%	99.5%	- 1.0%	100.0%	99.2%	- 0.8%
Inventory of Homes for Sale	17	28	+ 64.7%	--	--	--
Months Supply of Inventory	1.1	1.8	+ 63.6%	--	--	--

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



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