



# Local Market Update for June 2019

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

## 92064 - Poway

North San Diego County

### Detached Single-Family

Key Metrics	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	86	65	- 24.4%	745	725	- 2.7%
Pending Sales	48	46	- 4.2%	533	487	- 8.6%
Closed Sales	47	37	- 21.3%	537	481	- 10.4%
Days on Market Until Sale	18	25	+ 38.9%	27	35	+ 29.6%
Median Sales Price*	\$730,000	<b>\$760,000</b>	+ 4.1%	\$766,000	<b>\$804,000</b>	+ 5.0%
Average Sales Price*	\$879,317	<b>\$898,321</b>	+ 2.2%	\$887,734	<b>\$935,445</b>	+ 5.4%
Percent of Original List Price Received*	99.2%	97.9%	- 1.3%	97.5%	96.5%	- 1.0%
Percent of List Price Received*	99.7%	98.4%	- 1.3%	98.6%	98.1%	- 0.5%
Inventory of Homes for Sale	120	104	- 13.3%	--	--	--
Months Supply of Inventory	2.7	2.6	- 3.7%	--	--	--

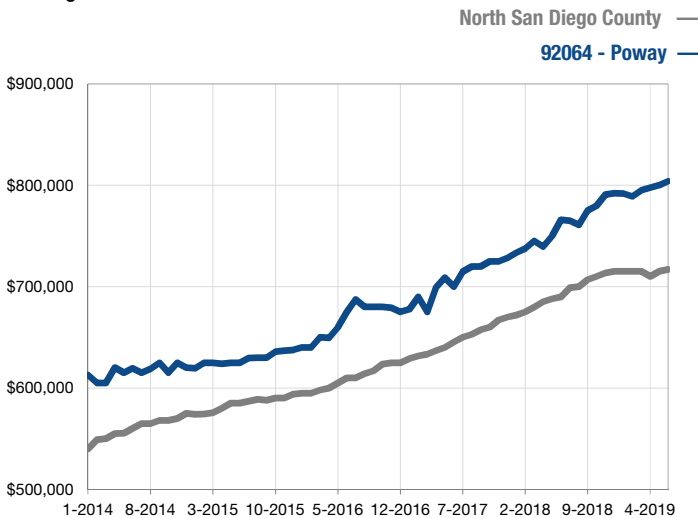
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Attached Single-Family

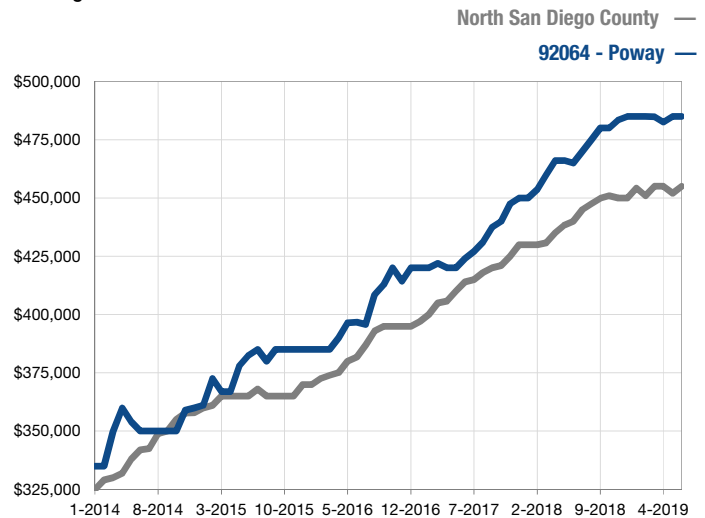
Key Metrics	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	5	11	+ 120.0%	71	100	+ 40.8%
Pending Sales	9	13	+ 44.4%	62	69	+ 11.3%
Closed Sales	12	4	- 66.7%	62	62	0.0%
Days on Market Until Sale	32	22	- 31.3%	22	25	+ 13.6%
Median Sales Price*	\$467,500	<b>\$416,750</b>	- 10.9%	\$465,000	<b>\$484,950</b>	+ 4.3%
Average Sales Price*	\$446,333	<b>\$406,625</b>	- 8.9%	\$466,153	<b>\$466,338</b>	+ 0.0%
Percent of Original List Price Received*	98.2%	97.7%	- 0.5%	99.4%	97.6%	- 1.8%
Percent of List Price Received*	99.0%	98.1%	- 0.9%	100.1%	98.5%	- 1.6%
Inventory of Homes for Sale	4	9	+ 125.0%	--	--	--
Months Supply of Inventory	0.8	1.6	+ 100.0%	--	--	--

\* 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 June 2019

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## 92127 - Rancho Bernardo

North San Diego County

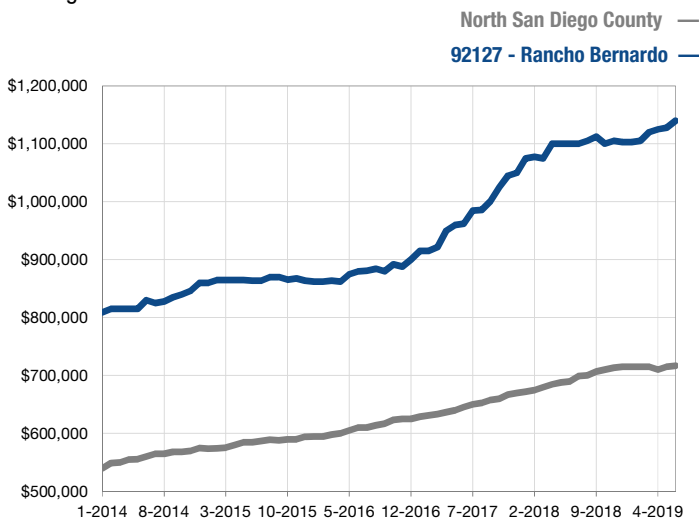
Detached Single-Family Key Metrics	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	78	74	- 5.1%	767	852	+ 11.1%
Pending Sales	54	37	- 31.5%	537	514	- 4.3%
Closed Sales	56	61	+ 8.9%	538	539	+ 0.2%
Days on Market Until Sale	35	22	- 37.1%	34	35	+ 2.9%
Median Sales Price*	\$1,094,000	\$1,161,000	+ 6.1%	\$1,100,000	\$1,140,000	+ 3.6%
Average Sales Price*	\$1,203,057	\$1,328,406	+ 10.4%	\$1,236,629	\$1,325,101	+ 7.2%
Percent of Original List Price Received*	96.7%	98.3%	+ 1.7%	98.0%	97.4%	- 0.6%
Percent of List Price Received*	97.9%	99.0%	+ 1.1%	98.7%	98.5%	- 0.2%
Inventory of Homes for Sale	151	138	- 8.6%	--	--	--
Months Supply of Inventory	3.4	3.2	- 5.9%	--	--	--

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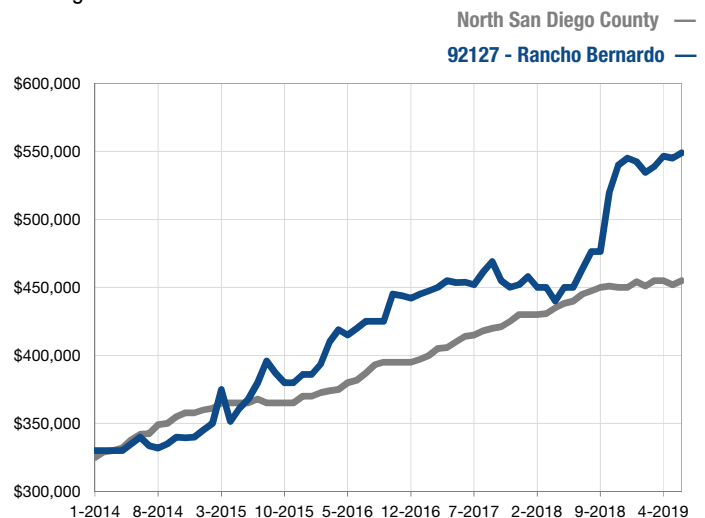
Attached Single-Family Key Metrics	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	44	43	- 2.3%	286	353	+ 23.4%
Pending Sales	29	27	- 6.9%	236	214	- 9.3%
Closed Sales	22	22	0.0%	246	210	- 14.6%
Days on Market Until Sale	14	31	+ 121.4%	12	26	+ 116.7%
Median Sales Price*	\$427,000	\$580,000	+ 35.8%	\$450,000	\$549,000	+ 22.0%
Average Sales Price*	\$507,809	\$606,145	+ 19.4%	\$488,723	\$545,306	+ 11.6%
Percent of Original List Price Received*	99.9%	98.0%	- 1.9%	100.0%	98.3%	- 1.7%
Percent of List Price Received*	100.1%	99.1%	- 1.0%	100.2%	99.4%	- 0.8%
Inventory of Homes for Sale	35	48	+ 37.1%	--	--	--
Months Supply of Inventory	1.8	2.7	+ 50.0%	--	--	--

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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 June 2019

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## 92128 - Rancho Bernardo

North San Diego County

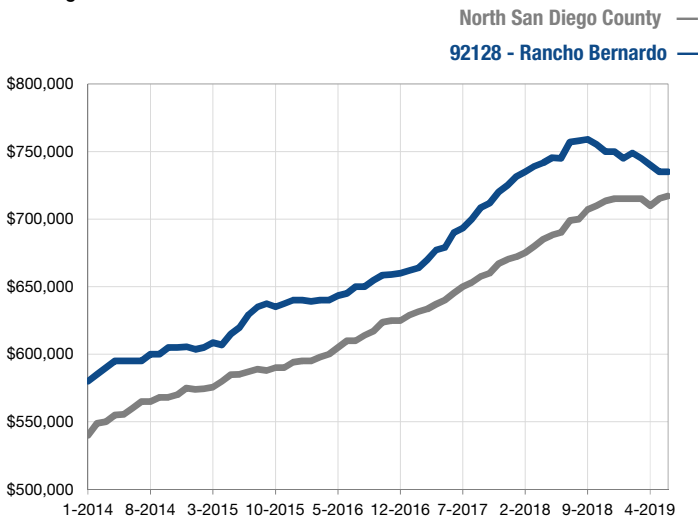
Detached Single-Family	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
<b>Key Metrics</b>						
New Listings	83	79	- 4.8%	629	798	+ 26.9%
Pending Sales	39	58	+ 48.7%	474	489	+ 3.2%
Closed Sales	51	39	- 23.5%	493	456	- 7.5%
Days on Market Until Sale	16	28	+ 75.0%	19	30	+ 57.9%
Median Sales Price*	\$770,000	\$760,000	- 1.3%	\$745,000	\$735,000	- 1.3%
Average Sales Price*	\$792,447	\$771,088	- 2.7%	\$769,872	\$759,877	- 1.3%
Percent of Original List Price Received*	97.8%	96.7%	- 1.1%	98.4%	96.7%	- 1.7%
Percent of List Price Received*	99.0%	97.7%	- 1.3%	99.1%	98.2%	- 0.9%
Inventory of Homes for Sale	96	108	+ 12.5%	--	--	--
Months Supply of Inventory	2.4	2.7	+ 12.5%	--	--	--

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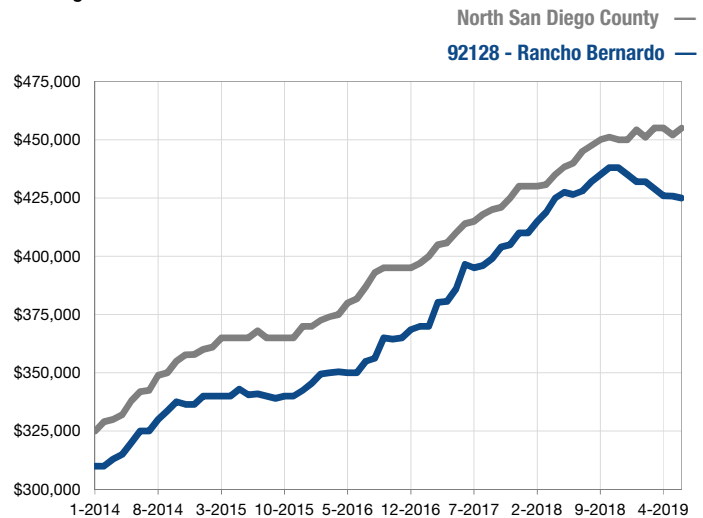
Attached Single-Family	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
<b>Key Metrics</b>						
New Listings	61	50	- 18.0%	528	550	+ 4.2%
Pending Sales	33	29	- 12.1%	435	402	- 7.6%
Closed Sales	49	45	- 8.2%	452	396	- 12.4%
Days on Market Until Sale	16	27	+ 68.8%	16	28	+ 75.0%
Median Sales Price*	\$428,000	\$425,000	- 0.7%	\$426,500	\$425,000	- 0.4%
Average Sales Price*	\$446,088	\$441,742	- 1.0%	\$438,491	\$442,738	+ 1.0%
Percent of Original List Price Received*	98.8%	97.1%	- 1.7%	99.1%	97.1%	- 2.0%
Percent of List Price Received*	99.4%	98.5%	- 0.9%	99.6%	98.8%	- 0.8%
Inventory of Homes for Sale	59	68	+ 15.3%	--	--	--
Months Supply of Inventory	1.6	2.0	+ 25.0%	--	--	--

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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 June 2019

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

## 92129 - Rancho Penasquitos

North San Diego County

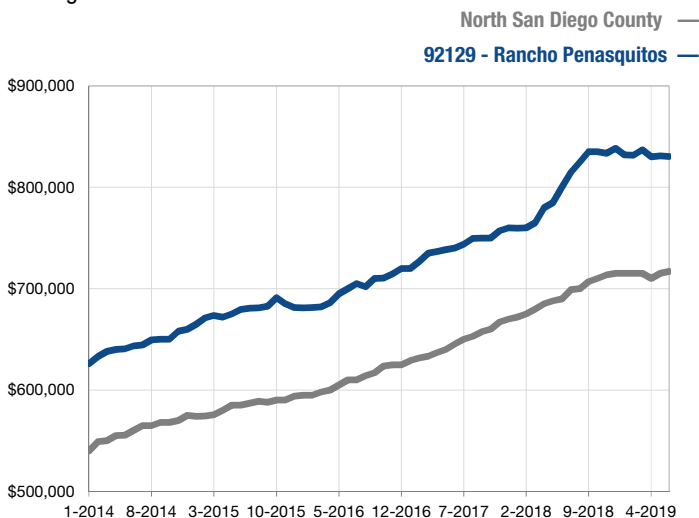
Detached Single-Family Key Metrics	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	59	43	- 27.1%	459	460	+ 0.2%
Pending Sales	32	43	+ 34.4%	381	347	- 8.9%
Closed Sales	51	36	- 29.4%	383	330	- 13.8%
Days on Market Until Sale	16	13	- 18.8%	16	23	+ 43.8%
Median Sales Price*	\$880,000	<b>\$879,500</b>	- 0.1%	\$800,000	<b>\$830,500</b>	+ 3.8%
Average Sales Price*	\$888,908	<b>\$914,629</b>	+ 2.9%	\$816,418	<b>\$857,817</b>	+ 5.1%
Percent of Original List Price Received*	98.7%	<b>99.5%</b>	+ 0.8%	99.2%	<b>97.8%</b>	- 1.4%
Percent of List Price Received*	99.9%	<b>99.6%</b>	- 0.3%	99.7%	<b>99.0%</b>	- 0.7%
Inventory of Homes for Sale	44	35	- 20.5%	--	--	--
Months Supply of Inventory	1.4	1.2	- 14.3%	--	--	--

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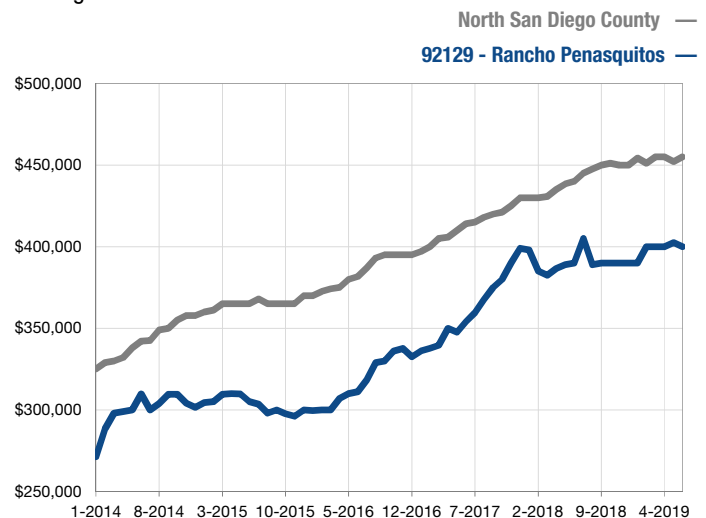
Attached Single-Family Key Metrics	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	20	18	- 10.0%	205	207	+ 1.0%
Pending Sales	19	15	- 21.1%	172	158	- 8.1%
Closed Sales	18	12	- 33.3%	178	159	- 10.7%
Days on Market Until Sale	11	17	+ 54.5%	13	22	+ 69.2%
Median Sales Price*	\$555,000	<b>\$472,000</b>	- 15.0%	\$390,000	<b>\$400,000</b>	+ 2.6%
Average Sales Price*	\$524,605	<b>\$489,208</b>	- 6.7%	\$436,734	<b>\$445,490</b>	+ 2.0%
Percent of Original List Price Received*	100.5%	<b>98.6%</b>	- 1.9%	100.2%	<b>98.1%</b>	- 2.1%
Percent of List Price Received*	100.2%	<b>99.3%</b>	- 0.9%	100.2%	<b>98.9%</b>	- 1.3%
Inventory of Homes for Sale	21	22	+ 4.8%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--

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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 June 2019

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

## 92130 - Carmel Valley

North San Diego County

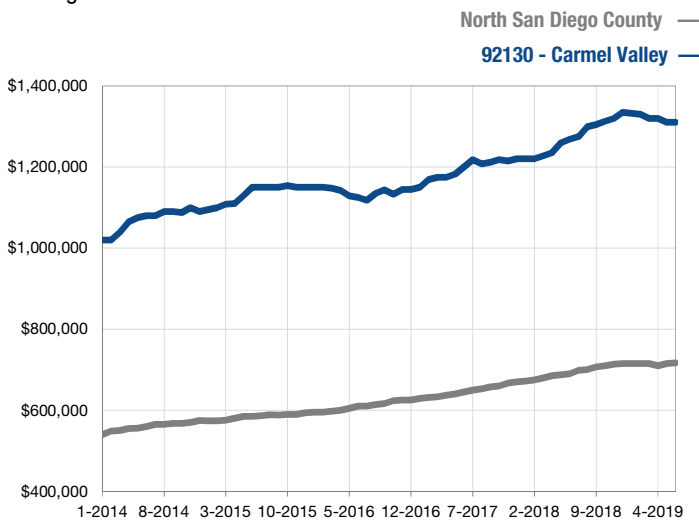
Detached Single-Family	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
<b>Key Metrics</b>						
New Listings	83	67	- 19.3%	670	710	+ 6.0%
Pending Sales	47	47	0.0%	464	484	+ 4.3%
Closed Sales	54	53	- 1.9%	471	461	- 2.1%
Days on Market Until Sale	19	23	+ 21.1%	31	34	+ 9.7%
Median Sales Price*	\$1,337,500	<b>\$1,275,000</b>	- 4.7%	\$1,268,880	<b>\$1,310,000</b>	+ 3.2%
Average Sales Price*	\$1,440,050	<b>\$1,471,373</b>	+ 2.2%	\$1,428,685	<b>\$1,512,408</b>	+ 5.9%
Percent of Original List Price Received*	97.6%	<b>97.2%</b>	- 0.4%	97.7%	<b>96.7%</b>	- 1.0%
Percent of List Price Received*	98.3%	<b>98.2%</b>	- 0.1%	98.6%	<b>98.1%</b>	- 0.5%
Inventory of Homes for Sale	109	121	+ 11.0%	--	--	--
Months Supply of Inventory	2.8	3.0	+ 7.1%	--	--	--

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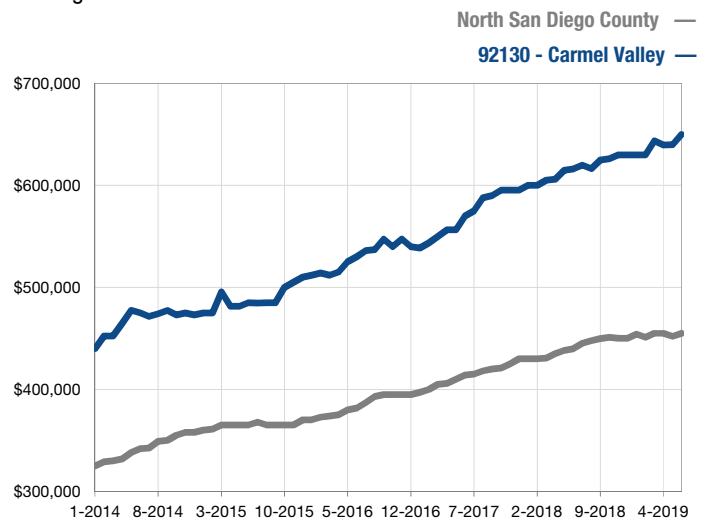
Attached Single-Family	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
<b>Key Metrics</b>						
New Listings	28	32	+ 14.3%	310	302	- 2.6%
Pending Sales	22	19	- 13.6%	279	210	- 24.7%
Closed Sales	29	15	- 48.3%	281	209	- 25.6%
Days on Market Until Sale	9	18	+ 100.0%	15	24	+ 60.0%
Median Sales Price*	\$625,000	<b>\$702,000</b>	+ 12.3%	\$616,000	<b>\$650,000</b>	+ 5.5%
Average Sales Price*	\$633,724	<b>\$665,533</b>	+ 5.0%	\$621,228	<b>\$650,960</b>	+ 4.8%
Percent of Original List Price Received*	100.2%	<b>98.0%</b>	- 2.2%	99.7%	<b>98.1%</b>	- 1.6%
Percent of List Price Received*	100.3%	<b>99.0%</b>	- 1.3%	99.9%	<b>99.0%</b>	- 0.9%
Inventory of Homes for Sale	21	43	+ 104.8%	--	--	--
Months Supply of Inventory	0.9	2.5	+ 177.8%	--	--	--

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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 June 2019

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

## 92131 - Scripps Miramar

Metro San Diego County

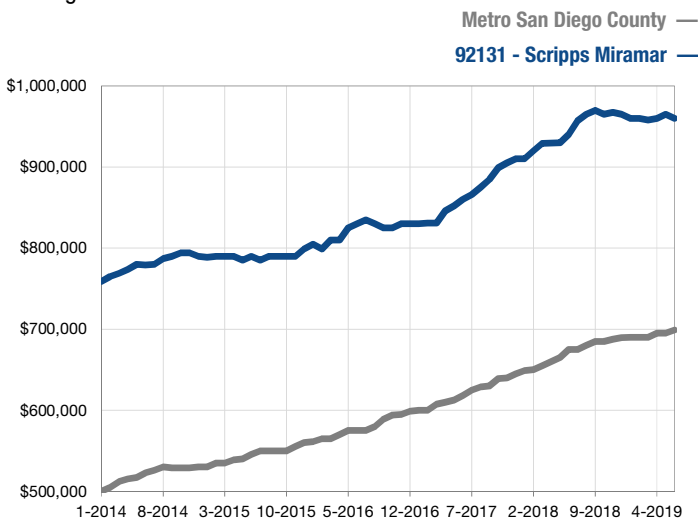
Detached Single-Family	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
<b>Key Metrics</b>						
New Listings	38	51	+ 34.2%	375	433	+ 15.5%
Pending Sales	23	36	+ 56.5%	289	285	- 1.4%
Closed Sales	27	43	+ 59.3%	288	277	- 3.8%
Days on Market Until Sale	23	21	- 8.7%	22	28	+ 27.3%
Median Sales Price*	\$990,000	\$960,000	- 3.0%	\$940,000	\$960,000	+ 2.1%
Average Sales Price*	\$1,090,266	\$1,031,385	- 5.4%	\$1,009,509	\$1,012,952	+ 0.3%
Percent of Original List Price Received*	97.2%	98.5%	+ 1.3%	98.1%	97.6%	- 0.5%
Percent of List Price Received*	98.9%	99.1%	+ 0.2%	99.1%	98.7%	- 0.4%
Inventory of Homes for Sale	56	60	+ 7.1%	--	--	--
Months Supply of Inventory	2.3	2.5	+ 8.7%	--	--	--

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Attached Single-Family	June			Rolling 12 Months		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
<b>Key Metrics</b>						
New Listings	29	17	- 41.4%	203	274	+ 35.0%
Pending Sales	22	21	- 4.5%	180	187	+ 3.9%
Closed Sales	19	11	- 42.1%	186	185	- 0.5%
Days on Market Until Sale	9	14	+ 55.6%	14	20	+ 42.9%
Median Sales Price*	\$529,900	\$550,000	+ 3.8%	\$511,500	\$534,000	+ 4.4%
Average Sales Price*	\$539,555	\$580,523	+ 7.6%	\$515,919	\$541,098	+ 4.9%
Percent of Original List Price Received*	100.3%	99.5%	- 0.8%	99.6%	98.0%	- 1.6%
Percent of List Price Received*	100.3%	99.8%	- 0.5%	100.0%	99.2%	- 0.8%
Inventory of Homes for Sale	19	21	+ 10.5%	--	--	--
Months Supply of Inventory	1.3	1.3	0.0%	--	--	--

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



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

