



Local Market Update for June 2019

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

92003 - Bonsall

North San Diego County

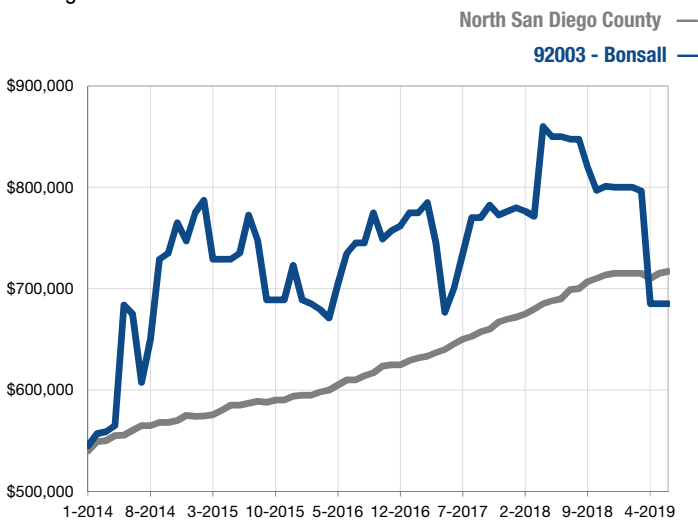
| Detached Single-Family Key Metrics | June | | | Rolling 12 Months | | |
|--|-------------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 18 | 8 | - 55.6% | 125 | 114 | - 8.8% |
| Pending Sales | 6 | 2 | - 66.7% | 55 | 57 | + 3.6% |
| Closed Sales | 8 | 3 | - 62.5% | 57 | 58 | + 1.8% |
| Days on Market Until Sale | 35 | 117 | + 234.3% | 63 | 75 | + 19.0% |
| Median Sales Price* | \$951,250 | \$836,000 | - 12.1% | \$850,000 | \$685,000 | - 19.4% |
| Average Sales Price* | \$1,034,688 | \$910,300 | - 12.0% | \$880,075 | \$797,568 | - 9.4% |
| Percent of Original List Price Received* | 103.6% | 98.9% | - 4.5% | 96.7% | 95.2% | - 1.6% |
| Percent of List Price Received* | 97.6% | 98.6% | + 1.0% | 97.8% | 97.9% | + 0.1% |
| Inventory of Homes for Sale | 39 | 47 | + 20.5% | -- | -- | -- |
| Months Supply of Inventory | 8.5 | 9.9 | + 16.5% | -- | -- | -- |

* 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.

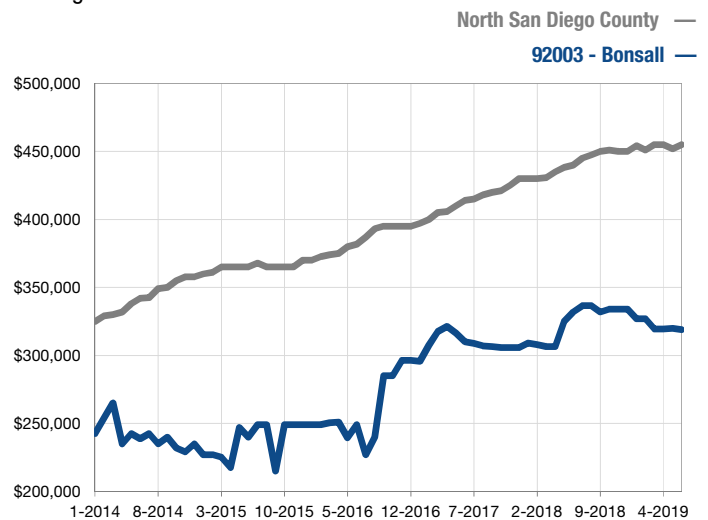
| Attached Single-Family Key Metrics | June | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 8 | 3 | - 62.5% | 45 | 33 | - 26.7% |
| Pending Sales | 1 | 1 | 0.0% | 29 | 23 | - 20.7% |
| Closed Sales | 2 | 3 | + 50.0% | 32 | 23 | - 28.1% |
| Days on Market Until Sale | 38 | 36 | - 5.3% | 39 | 48 | + 23.1% |
| Median Sales Price* | \$466,874 | \$303,000 | - 35.1% | \$332,000 | \$319,000 | - 3.9% |
| Average Sales Price* | \$466,874 | \$357,667 | - 23.4% | \$338,041 | \$333,687 | - 1.3% |
| Percent of Original List Price Received* | 98.4% | 92.4% | - 6.1% | 96.2% | 96.2% | 0.0% |
| Percent of List Price Received* | 99.5% | 96.1% | - 3.4% | 98.9% | 99.1% | + 0.2% |
| Inventory of Homes for Sale | 10 | 6 | - 40.0% | -- | -- | -- |
| Months Supply of Inventory | 4.1 | 3.1 | - 24.4% | -- | -- | -- |

* 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

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

92025 - Escondido

North San Diego County

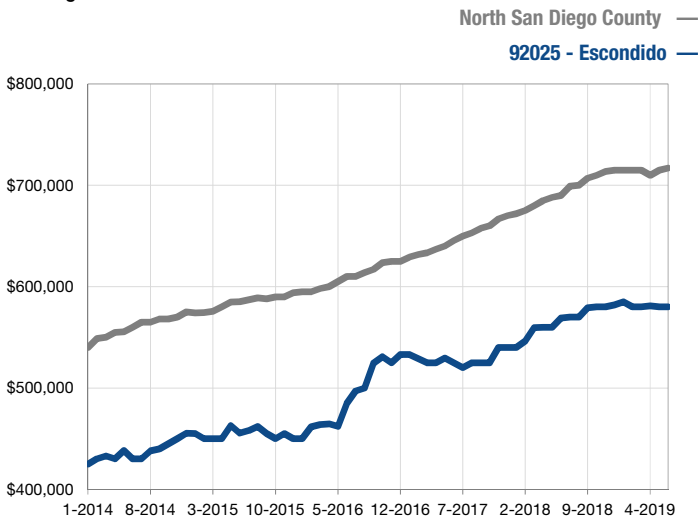
| Detached Single-Family | June | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 48 | 56 | + 16.7% | 484 | 450 | - 7.0% |
| Pending Sales | 27 | 33 | + 22.2% | 319 | 295 | - 7.5% |
| Closed Sales | 32 | 24 | - 25.0% | 325 | 281 | - 13.5% |
| Days on Market Until Sale | 21 | 25 | + 19.0% | 29 | 36 | + 24.1% |
| Median Sales Price* | \$642,500 | \$657,500 | + 2.3% | \$569,000 | \$580,000 | + 1.9% |
| Average Sales Price* | \$644,888 | \$725,460 | + 12.5% | \$604,589 | \$626,137 | + 3.6% |
| Percent of Original List Price Received* | 98.7% | 98.8% | + 0.1% | 97.2% | 96.5% | - 0.7% |
| Percent of List Price Received* | 98.8% | 99.4% | + 0.6% | 98.2% | 98.4% | + 0.2% |
| Inventory of Homes for Sale | 74 | 68 | - 8.1% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 2.8 | 0.0% | -- | -- | -- |

* 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.

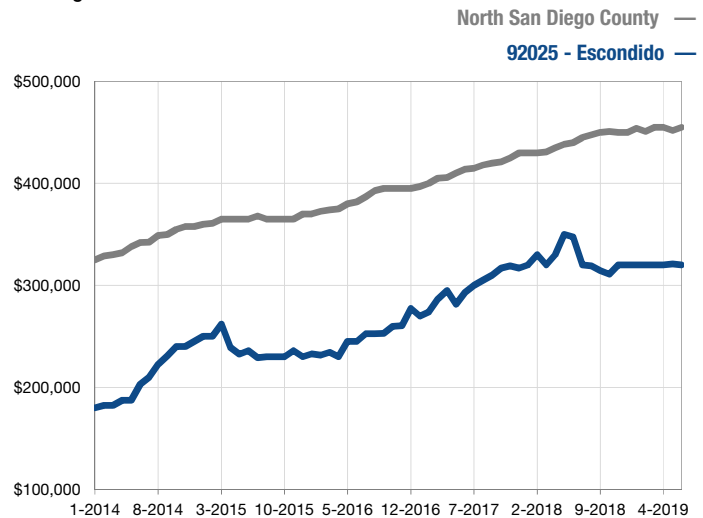
| Attached Single-Family | June | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 7 | 12 | + 71.4% | 89 | 136 | + 52.8% |
| Pending Sales | 5 | 11 | + 120.0% | 83 | 96 | + 15.7% |
| Closed Sales | 10 | 8 | - 20.0% | 86 | 89 | + 3.5% |
| Days on Market Until Sale | 19 | 19 | 0.0% | 24 | 29 | + 20.8% |
| Median Sales Price* | \$353,000 | \$357,500 | + 1.3% | \$347,500 | \$320,000 | - 7.9% |
| Average Sales Price* | \$337,750 | \$382,749 | + 13.3% | \$344,456 | \$344,263 | - 0.1% |
| Percent of Original List Price Received* | 98.0% | 97.7% | - 0.3% | 98.7% | 98.0% | - 0.7% |
| Percent of List Price Received* | 98.9% | 98.0% | - 0.9% | 99.3% | 99.0% | - 0.3% |
| Inventory of Homes for Sale | 9 | 12 | + 33.3% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 1.5 | + 15.4% | -- | -- | -- |

* 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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92026 - Escondido

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 | 85 | 67 | - 21.2% | 765 | 803 | + 5.0% |
| Pending Sales | 46 | 56 | + 21.7% | 541 | 521 | - 3.7% |
| Closed Sales | 38 | 48 | + 26.3% | 552 | 499 | - 9.6% |
| Days on Market Until Sale | 31 | 32 | + 3.2% | 33 | 40 | + 21.2% |
| Median Sales Price* | \$552,500 | \$572,500 | + 3.6% | \$535,000 | \$547,000 | + 2.2% |
| Average Sales Price* | \$583,084 | \$618,703 | + 6.1% | \$567,436 | \$594,577 | + 4.8% |
| Percent of Original List Price Received* | 98.3% | 98.4% | + 0.1% | 97.5% | 97.0% | - 0.5% |
| Percent of List Price Received* | 99.8% | 99.1% | - 0.7% | 98.6% | 98.5% | - 0.1% |
| Inventory of Homes for Sale | 151 | 124 | - 17.9% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 2.9 | - 12.1% | -- | -- | -- |

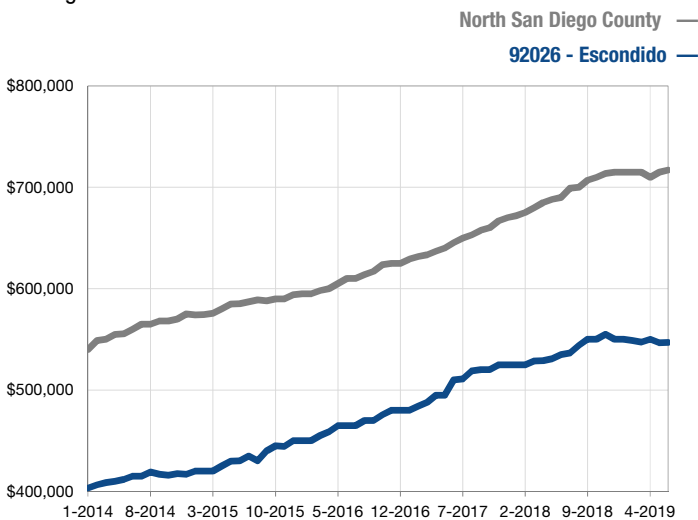
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Attached Single-Family

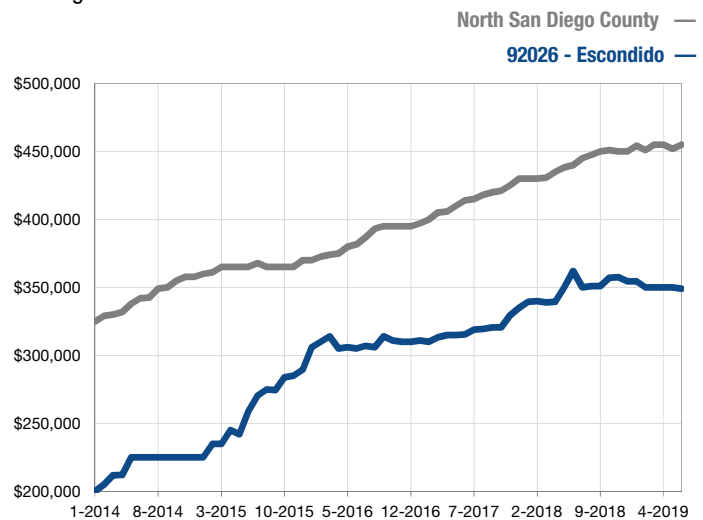
| Key Metrics | June | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 29 | 19 | - 34.5% | 167 | 185 | + 10.8% |
| Pending Sales | 16 | 17 | + 6.3% | 123 | 149 | + 21.1% |
| Closed Sales | 8 | 11 | + 37.5% | 119 | 147 | + 23.5% |
| Days on Market Until Sale | 23 | 32 | + 39.1% | 27 | 30 | + 11.1% |
| Median Sales Price* | \$370,000 | \$310,000 | - 16.2% | \$362,000 | \$349,000 | - 3.6% |
| Average Sales Price* | \$337,000 | \$305,636 | - 9.3% | \$345,315 | \$337,216 | - 2.3% |
| Percent of Original List Price Received* | 97.4% | 97.0% | - 0.4% | 98.0% | 97.5% | - 0.5% |
| Percent of List Price Received* | 99.5% | 98.6% | - 0.9% | 99.0% | 99.1% | + 0.1% |
| Inventory of Homes for Sale | 28 | 21 | - 25.0% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.7 | - 37.0% | -- | -- | -- |

* 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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92027 - Escondido

North San Diego County

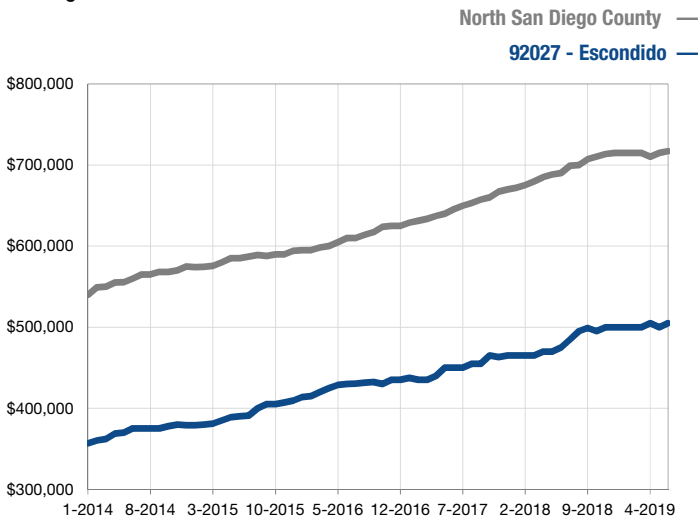
| Detached Single-Family Key Metrics | June | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 71 | 66 | - 7.0% | 699 | 646 | - 7.6% |
| Pending Sales | 50 | 39 | - 22.0% | 541 | 460 | - 15.0% |
| Closed Sales | 49 | 38 | - 22.4% | 538 | 451 | - 16.2% |
| Days on Market Until Sale | 29 | 31 | + 6.9% | 30 | 31 | + 3.3% |
| Median Sales Price* | \$505,000 | \$554,500 | + 9.8% | \$475,000 | \$505,000 | + 6.3% |
| Average Sales Price* | \$549,117 | \$590,159 | + 7.5% | \$525,223 | \$548,272 | + 4.4% |
| Percent of Original List Price Received* | 97.9% | 99.0% | + 1.1% | 97.7% | 98.0% | + 0.3% |
| Percent of List Price Received* | 99.1% | 99.3% | + 0.2% | 98.9% | 99.0% | + 0.1% |
| Inventory of Homes for Sale | 87 | 81 | - 6.9% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 2.1 | + 10.5% | -- | -- | -- |

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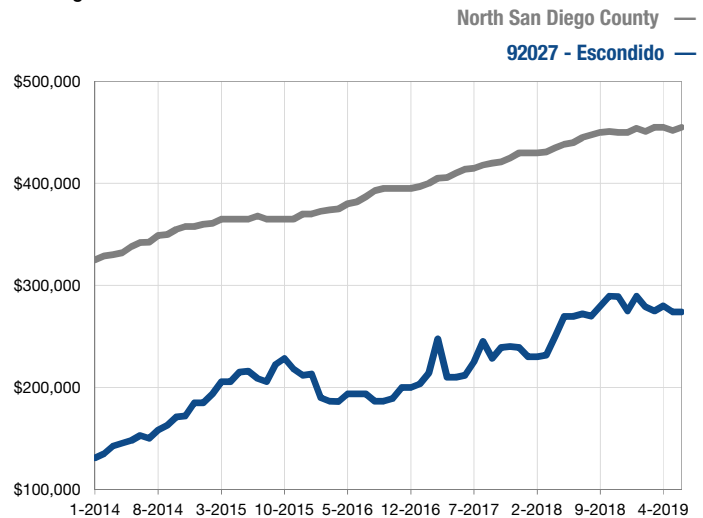
| Attached Single-Family Key Metrics | June | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 15 | 11 | - 26.7% | 119 | 109 | - 8.4% |
| Pending Sales | 9 | 7 | - 22.2% | 89 | 88 | - 1.1% |
| Closed Sales | 6 | 5 | - 16.7% | 88 | 90 | + 2.3% |
| Days on Market Until Sale | 42 | 19 | - 54.8% | 20 | 27 | + 35.0% |
| Median Sales Price* | \$321,500 | \$300,000 | - 6.7% | \$269,500 | \$274,000 | + 1.7% |
| Average Sales Price* | \$295,083 | \$302,700 | + 2.6% | \$272,463 | \$288,776 | + 6.0% |
| Percent of Original List Price Received* | 99.3% | 98.4% | - 0.9% | 98.8% | 98.0% | - 0.8% |
| Percent of List Price Received* | 99.3% | 98.4% | - 0.9% | 99.1% | 98.9% | - 0.2% |
| Inventory of Homes for Sale | 19 | 13 | - 31.6% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 1.8 | - 30.8% | -- | -- | -- |

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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®.

92028 - Fallbrook

North San Diego County

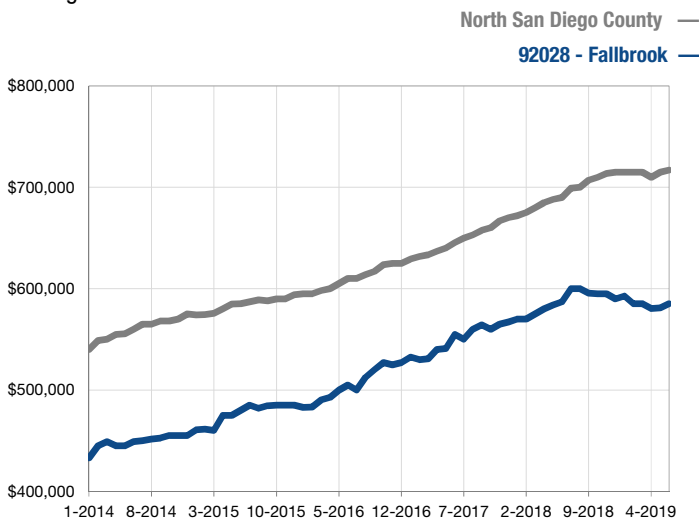
| Detached Single-Family Key Metrics | June | | | Rolling 12 Months | | |
|--|-----------|-----------|----------------|-------------------|-------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 131 | 119 | - 9.2% | 1,275 | 1,282 | + 0.5% |
| Pending Sales | 66 | 85 | + 28.8% | 831 | 753 | - 9.4% |
| Closed Sales | 73 | 79 | + 8.2% | 839 | 712 | - 15.1% |
| Days on Market Until Sale | 40 | 62 | + 55.0% | 46 | 56 | + 21.7% |
| Median Sales Price* | \$655,000 | \$610,000 | - 6.9% | \$587,000 | \$585,000 | - 0.3% |
| Average Sales Price* | \$656,517 | \$641,129 | - 2.3% | \$642,035 | \$640,170 | - 0.3% |
| Percent of Original List Price Received* | 98.2% | 97.5% | - 0.7% | 96.4% | 96.3% | - 0.1% |
| Percent of List Price Received* | 99.1% | 98.9% | - 0.2% | 97.9% | 98.1% | + 0.2% |
| Inventory of Homes for Sale | 335 | 300 | - 10.4% | -- | -- | -- |
| Months Supply of Inventory | 4.8 | 4.8 | 0.0% | -- | -- | -- |

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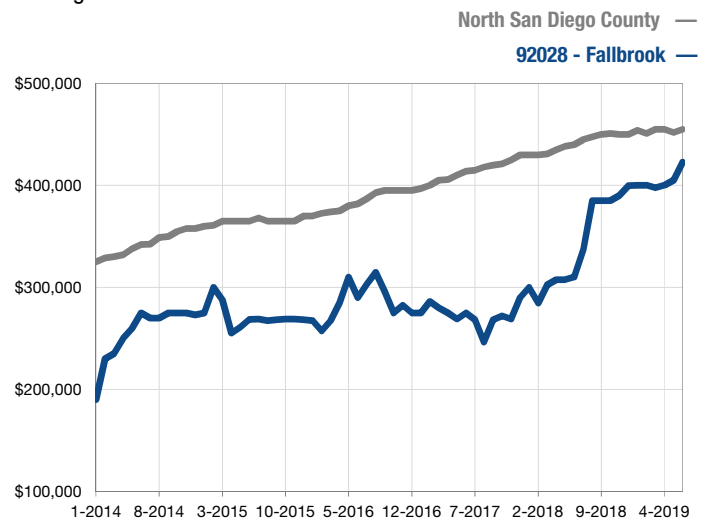
| Attached Single-Family Key Metrics | June | | | Rolling 12 Months | | |
|--|-----------|-----------|----------------|-------------------|-------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 4 | 3 | - 25.0% | 59 | 69 | + 16.9% |
| Pending Sales | 3 | 6 | + 100.0% | 44 | 49 | + 11.4% |
| Closed Sales | 8 | 6 | - 25.0% | 48 | 42 | - 12.5% |
| Days on Market Until Sale | 41 | 84 | + 104.9% | 39 | 51 | + 30.8% |
| Median Sales Price* | \$414,995 | \$457,425 | + 10.2% | \$310,000 | \$422,750 | + 36.4% |
| Average Sales Price* | \$379,236 | \$457,137 | + 20.5% | \$324,856 | \$393,354 | + 21.1% |
| Percent of Original List Price Received* | 98.0% | 97.0% | - 1.0% | 97.3% | 96.6% | - 0.7% |
| Percent of List Price Received* | 99.1% | 98.0% | - 1.1% | 97.9% | 98.2% | + 0.3% |
| Inventory of Homes for Sale | 13 | 7 | - 46.2% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 1.7 | - 48.5% | -- | -- | -- |

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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 June 2019

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

92029 - Escondido

North San Diego County

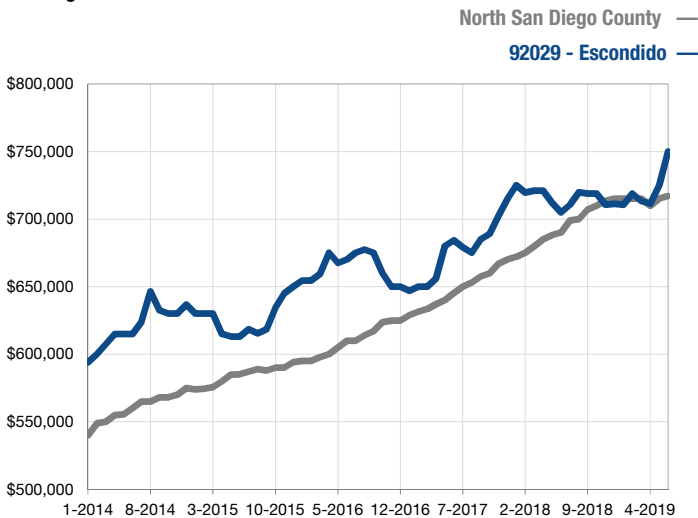
| Detached Single-Family Key Metrics | June | | | Rolling 12 Months | | |
|--|-----------|-----------|----------------|-------------------|-------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 35 | 44 | + 25.7% | 396 | 477 | + 20.5% |
| Pending Sales | 25 | 25 | 0.0% | 246 | 269 | + 9.3% |
| Closed Sales | 27 | 23 | - 14.8% | 249 | 261 | + 4.8% |
| Days on Market Until Sale | 20 | 40 | + 100.0% | 30 | 42 | + 40.0% |
| Median Sales Price* | \$640,000 | \$874,000 | + 36.6% | \$705,000 | \$750,000 | + 6.4% |
| Average Sales Price* | \$698,960 | \$952,684 | + 36.3% | \$742,834 | \$772,544 | + 4.0% |
| Percent of Original List Price Received* | 97.1% | 96.8% | - 0.3% | 97.5% | 96.4% | - 1.1% |
| Percent of List Price Received* | 97.8% | 98.1% | + 0.3% | 98.5% | 98.2% | - 0.3% |
| Inventory of Homes for Sale | 63 | 79 | + 25.4% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 3.5 | + 12.9% | -- | -- | -- |

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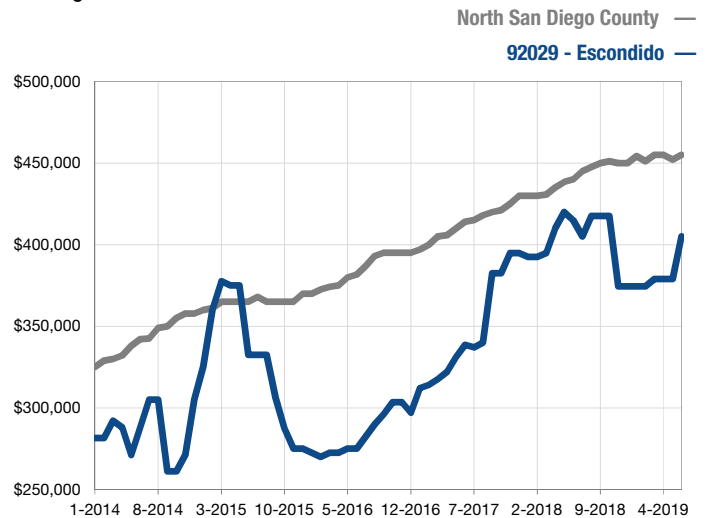
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|--|-----------|-----------|----------------|-------------------|-------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 3 | 1 | - 66.7% | 20 | 13 | - 35.0% |
| Pending Sales | 1 | 1 | 0.0% | 14 | 12 | - 14.3% |
| Closed Sales | 3 | 2 | - 33.3% | 11 | 14 | + 27.3% |
| Days on Market Until Sale | 9 | 4 | - 55.6% | 18 | 17 | - 5.6% |
| Median Sales Price* | \$350,000 | \$405,000 | + 15.7% | \$415,000 | \$405,000 | - 2.4% |
| Average Sales Price* | \$363,333 | \$405,000 | + 11.5% | \$393,264 | \$405,600 | + 3.1% |
| Percent of Original List Price Received* | 100.4% | 97.5% | - 2.9% | 99.7% | 98.2% | - 1.5% |
| Percent of List Price Received* | 103.2% | 97.5% | - 5.5% | 100.7% | 99.1% | - 1.6% |
| Inventory of Homes for Sale | 3 | 0 | - 100.0% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 0.0 | - 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 June 2019

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

92069 - San Marcos

North San Diego County

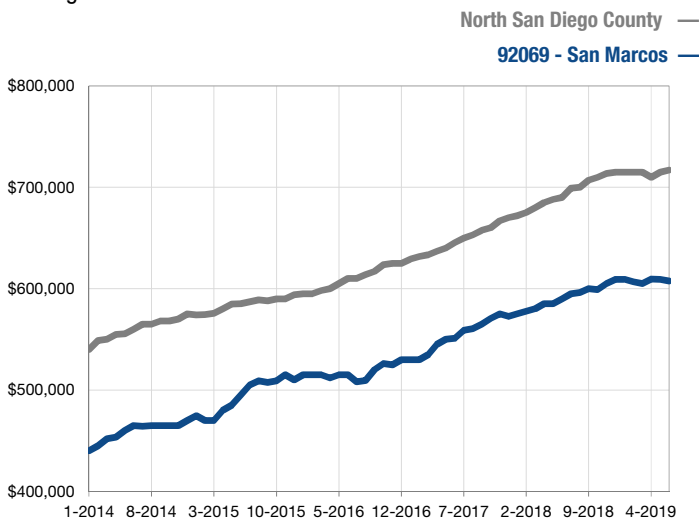
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|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 44 | 41 | - 6.8% | 419 | 496 | + 18.4% |
| Pending Sales | 37 | 41 | + 10.8% | 348 | 343 | - 1.4% |
| Closed Sales | 37 | 36 | - 2.7% | 342 | 332 | - 2.9% |
| Days on Market Until Sale | 29 | 19 | - 34.5% | 22 | 27 | + 22.7% |
| Median Sales Price* | \$620,000 | \$605,500 | - 2.3% | \$590,000 | \$607,500 | + 3.0% |
| Average Sales Price* | \$623,373 | \$629,254 | + 0.9% | \$623,090 | \$645,686 | + 3.6% |
| Percent of Original List Price Received* | 99.6% | 99.0% | - 0.6% | 98.7% | 98.0% | - 0.7% |
| Percent of List Price Received* | 99.8% | 99.4% | - 0.4% | 99.3% | 98.7% | - 0.6% |
| Inventory of Homes for Sale | 52 | 56 | + 7.7% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.0 | + 11.1% | -- | -- | -- |

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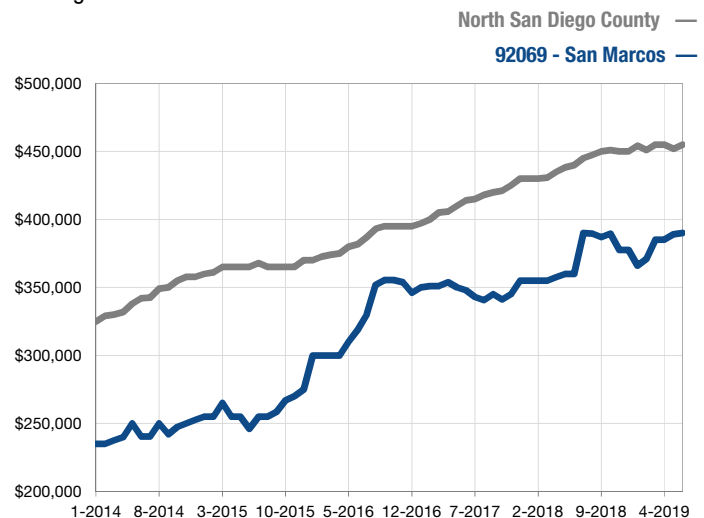
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|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 12 | 13 | + 8.3% | 142 | 142 | 0.0% |
| Pending Sales | 8 | 9 | + 12.5% | 110 | 83 | - 24.5% |
| Closed Sales | 5 | 4 | - 20.0% | 111 | 78 | - 29.7% |
| Days on Market Until Sale | 28 | 7 | - 75.0% | 24 | 29 | + 20.8% |
| Median Sales Price* | \$307,000 | \$426,000 | + 38.8% | \$360,000 | \$390,000 | + 8.3% |
| Average Sales Price* | \$320,200 | \$420,500 | + 31.3% | \$386,321 | \$401,424 | + 3.9% |
| Percent of Original List Price Received* | 96.9% | 99.9% | + 3.1% | 97.9% | 97.2% | - 0.7% |
| Percent of List Price Received* | 98.0% | 99.9% | + 1.9% | 98.4% | 98.7% | + 0.3% |
| Inventory of Homes for Sale | 13 | 17 | + 30.8% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 2.5 | + 78.6% | -- | -- | -- |

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



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



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North San Diego County
Association of REALTORS®



HOMEDEX

92078 - San Marcos

North San Diego County

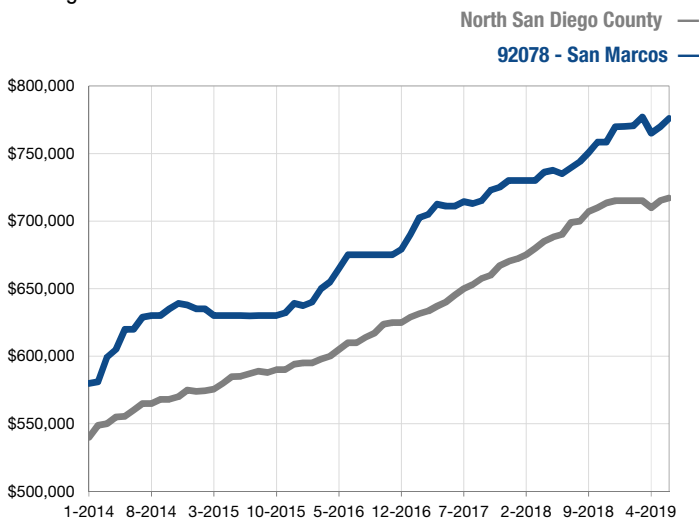
| Detached Single-Family | June | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 67 | 68 | + 1.5% | 708 | 746 | + 5.4% |
| Pending Sales | 46 | 44 | - 4.3% | 510 | 522 | + 2.4% |
| Closed Sales | 53 | 52 | - 1.9% | 505 | 512 | + 1.4% |
| Days on Market Until Sale | 25 | 19 | - 24.0% | 25 | 34 | + 36.0% |
| Median Sales Price* | \$753,900 | \$828,750 | + 9.9% | \$735,000 | \$776,000 | + 5.6% |
| Average Sales Price* | \$830,580 | \$849,632 | + 2.3% | \$782,442 | \$816,822 | + 4.4% |
| Percent of Original List Price Received* | 97.9% | 98.1% | + 0.2% | 98.1% | 97.8% | - 0.3% |
| Percent of List Price Received* | 99.0% | 99.5% | + 0.5% | 98.9% | 98.8% | - 0.1% |
| Inventory of Homes for Sale | 108 | 108 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.5 | 0.0% | -- | -- | -- |

* 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.

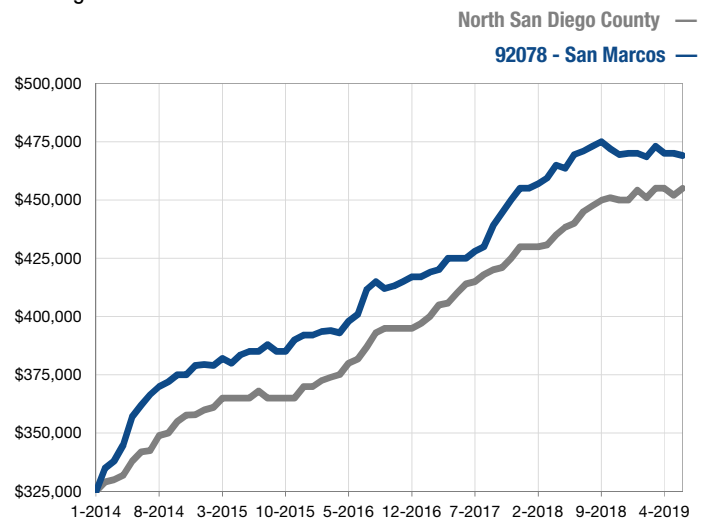
| Attached Single-Family | June | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 42 | 36 | - 14.3% | 387 | 364 | - 5.9% |
| Pending Sales | 31 | 25 | - 19.4% | 300 | 240 | - 20.0% |
| Closed Sales | 35 | 14 | - 60.0% | 298 | 237 | - 20.5% |
| Days on Market Until Sale | 26 | 32 | + 23.1% | 19 | 32 | + 68.4% |
| Median Sales Price* | \$499,995 | \$488,750 | - 2.2% | \$469,500 | \$469,000 | - 0.1% |
| Average Sales Price* | \$480,066 | \$441,875 | - 8.0% | \$450,073 | \$445,769 | - 1.0% |
| Percent of Original List Price Received* | 98.5% | 96.9% | - 1.6% | 98.9% | 97.3% | - 1.6% |
| Percent of List Price Received* | 98.9% | 95.7% | - 3.2% | 99.3% | 98.5% | - 0.8% |
| Inventory of Homes for Sale | 49 | 50 | + 2.0% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 2.5 | + 25.0% | -- | -- | -- |

* 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

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

92081 - Vista

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 | 43 | 24 | - 44.2% | 363 | 370 | + 1.9% |
| Pending Sales | 32 | 23 | - 28.1% | 291 | 270 | - 7.2% |
| Closed Sales | 32 | 26 | - 18.8% | 297 | 270 | - 9.1% |
| Days on Market Until Sale | 22 | 17 | - 22.7% | 20 | 27 | + 35.0% |
| Median Sales Price* | \$611,250 | \$561,250 | - 8.2% | \$574,000 | \$580,000 | + 1.0% |
| Average Sales Price* | \$661,548 | \$594,569 | - 10.1% | \$604,079 | \$613,405 | + 1.5% |
| Percent of Original List Price Received* | 98.1% | 98.9% | + 0.8% | 98.7% | 97.7% | - 1.0% |
| Percent of List Price Received* | 99.3% | 99.3% | 0.0% | 99.1% | 98.8% | - 0.3% |
| Inventory of Homes for Sale | 50 | 41 | - 18.0% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.8 | - 14.3% | -- | -- | -- |

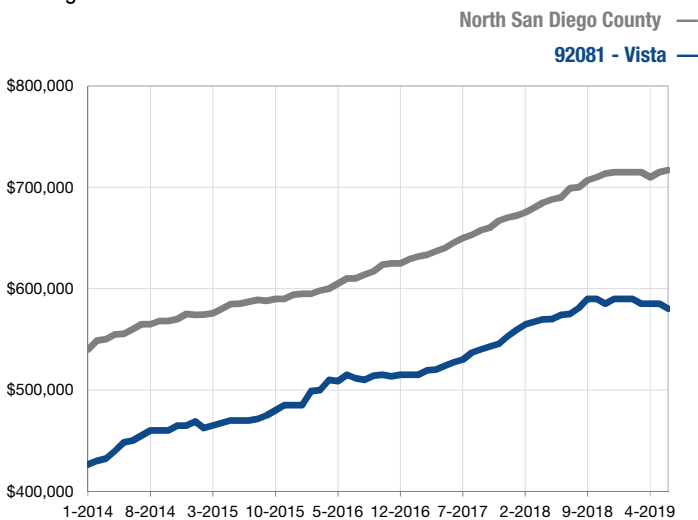
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached Single-Family

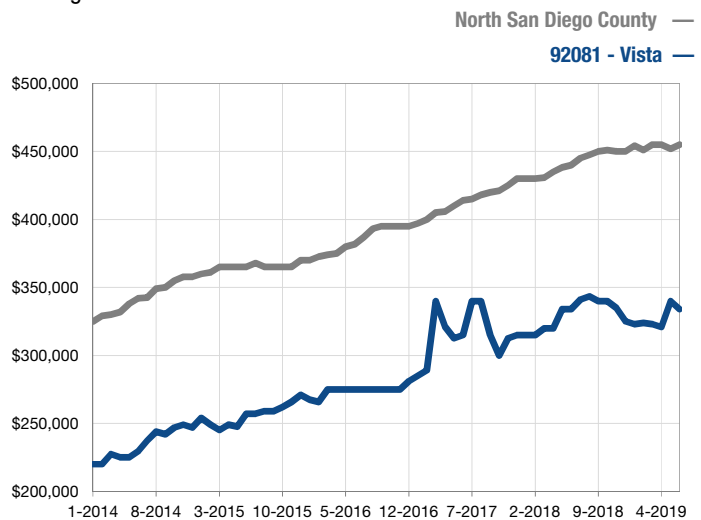
| Key Metrics | June | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 7 | 9 | + 28.6% | 66 | 109 | + 65.2% |
| Pending Sales | 2 | 5 | + 150.0% | 47 | 78 | + 66.0% |
| Closed Sales | 3 | 8 | + 166.7% | 46 | 72 | + 56.5% |
| Days on Market Until Sale | 6 | 18 | + 200.0% | 15 | 25 | + 66.7% |
| Median Sales Price* | \$327,000 | \$317,500 | - 2.9% | \$334,000 | \$334,000 | 0.0% |
| Average Sales Price* | \$317,667 | \$346,500 | + 9.1% | \$361,815 | \$375,026 | + 3.7% |
| Percent of Original List Price Received* | 102.0% | 98.5% | - 3.4% | 98.7% | 98.7% | 0.0% |
| Percent of List Price Received* | 102.0% | 98.8% | - 3.1% | 99.3% | 99.6% | + 0.3% |
| Inventory of Homes for Sale | 11 | 18 | + 63.6% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 2.8 | 0.0% | -- | -- | -- |

* 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

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

92082 - Valley Center

North San Diego County

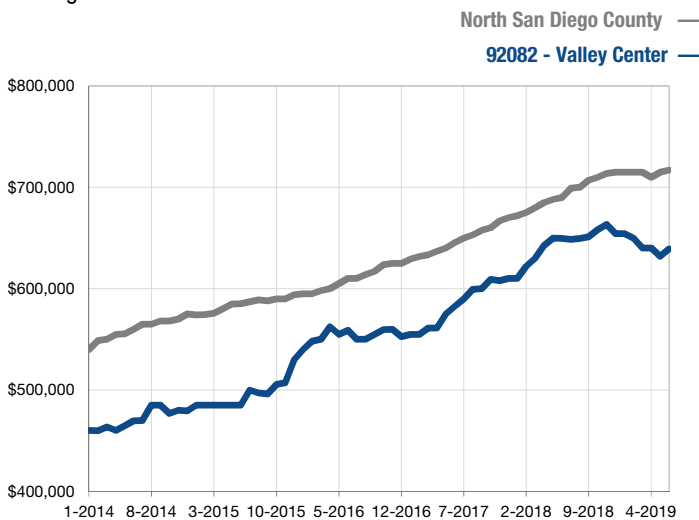
| Detached Single-Family | June | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 42 | 30 | - 28.6% | 416 | 435 | + 4.6% |
| Pending Sales | 22 | 21 | - 4.5% | 234 | 233 | - 0.4% |
| Closed Sales | 27 | 18 | - 33.3% | 232 | 227 | - 2.2% |
| Days on Market Until Sale | 49 | 43 | - 12.2% | 49 | 53 | + 8.2% |
| Median Sales Price* | \$607,500 | \$698,500 | + 15.0% | \$649,450 | \$639,000 | - 1.6% |
| Average Sales Price* | \$597,104 | \$696,861 | + 16.7% | \$665,578 | \$663,860 | - 0.3% |
| Percent of Original List Price Received* | 96.3% | 97.9% | + 1.7% | 96.0% | 95.6% | - 0.4% |
| Percent of List Price Received* | 97.5% | 98.9% | + 1.4% | 97.3% | 97.7% | + 0.4% |
| Inventory of Homes for Sale | 103 | 105 | + 1.9% | -- | -- | -- |
| Months Supply of Inventory | 5.3 | 5.4 | + 1.9% | -- | -- | -- |

* 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.

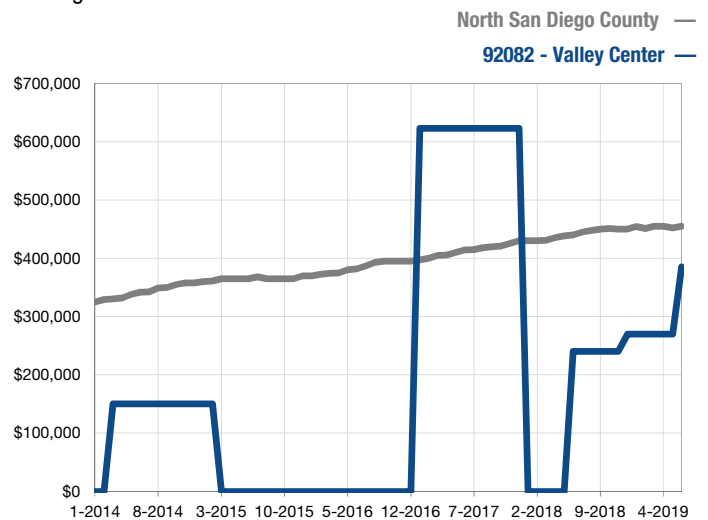
| Attached Single-Family | June | | | Rolling 12 Months | | |
|--|-----------|------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | -- | 3 | 1 | - 66.7% |
| Pending Sales | 0 | 0 | -- | 2 | 1 | - 50.0% |
| Closed Sales | 2 | 0 | - 100.0% | 2 | 1 | - 50.0% |
| Days on Market Until Sale | 4 | 0 | - 100.0% | 4 | 55 | + 1275.0% |
| Median Sales Price* | \$240,000 | \$0 | - 100.0% | \$240,000 | \$385,000 | + 60.4% |
| Average Sales Price* | \$240,000 | \$0 | - 100.0% | \$240,000 | \$385,000 | + 60.4% |
| Percent of Original List Price Received* | 101.2% | 0.0% | - 100.0% | 101.2% | 77.1% | - 23.8% |
| Percent of List Price Received* | 101.2% | 0.0% | - 100.0% | 101.2% | 90.6% | - 10.5% |
| Inventory of Homes for Sale | 1 | 0 | - 100.0% | -- | -- | -- |
| Months Supply of Inventory | 0.5 | 0.0 | - 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

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

North San Diego County
Association of REALTORS®



HOMEDEX

92083 - Vista

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 | 21 | 23 | + 9.5% | 283 | 284 | + 0.4% |
| Pending Sales | 23 | 16 | - 30.4% | 215 | 202 | - 6.0% |
| Closed Sales | 22 | 12 | - 45.5% | 214 | 203 | - 5.1% |
| Days on Market Until Sale | 12 | 49 | + 308.3% | 28 | 32 | + 14.3% |
| Median Sales Price* | \$503,000 | \$520,000 | + 3.4% | \$492,750 | \$491,000 | - 0.4% |
| Average Sales Price* | \$553,705 | \$546,250 | - 1.3% | \$513,096 | \$503,820 | - 1.8% |
| Percent of Original List Price Received* | 97.0% | 96.8% | - 0.2% | 97.2% | 96.9% | - 0.3% |
| Percent of List Price Received* | 97.4% | 98.8% | + 1.4% | 98.5% | 98.3% | - 0.2% |
| Inventory of Homes for Sale | 32 | 33 | + 3.1% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.0 | + 11.1% | -- | -- | -- |

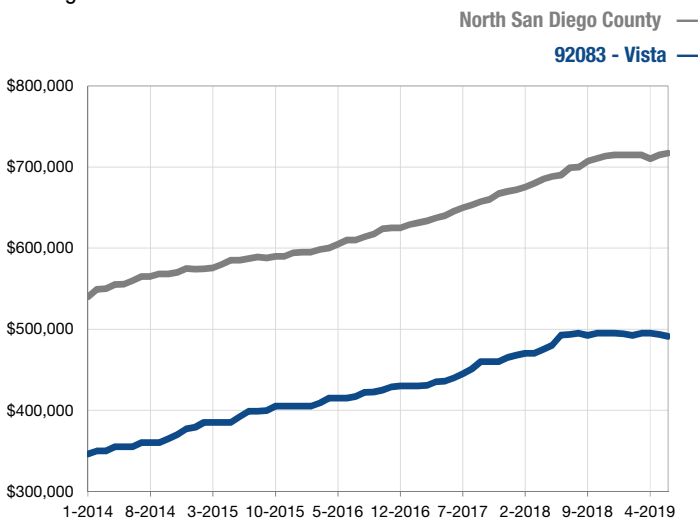
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Attached Single-Family

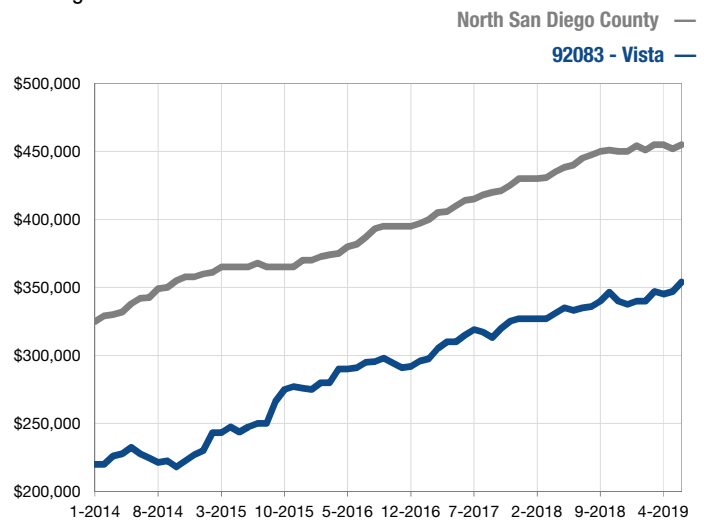
| Key Metrics | June | | | Rolling 12 Months | | |
|--|-----------|-----------|----------------|-------------------|-------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 8 | 9 | + 12.5% | 97 | 118 | + 21.6% |
| Pending Sales | 3 | 2 | - 33.3% | 78 | 71 | - 9.0% |
| Closed Sales | 10 | 9 | - 10.0% | 87 | 69 | - 20.7% |
| Days on Market Until Sale | 14 | 25 | + 78.6% | 23 | 31 | + 34.8% |
| Median Sales Price* | \$347,750 | \$380,000 | + 9.3% | \$333,000 | \$354,000 | + 6.3% |
| Average Sales Price* | \$359,950 | \$396,944 | + 10.3% | \$334,806 | \$353,397 | + 5.6% |
| Percent of Original List Price Received* | 98.3% | 98.6% | + 0.3% | 98.5% | 97.8% | - 0.7% |
| Percent of List Price Received* | 99.2% | 99.4% | + 0.2% | 99.1% | 99.1% | 0.0% |
| Inventory of Homes for Sale | 12 | 13 | + 8.3% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.2 | + 22.2% | -- | -- | -- |

* 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

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

92084 - Vista

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 | 65 | 51 | - 21.5% | 615 | 578 | - 6.0% |
| Pending Sales | 36 | 40 | + 11.1% | 406 | 361 | - 11.1% |
| Closed Sales | 44 | 29 | - 34.1% | 417 | 333 | - 20.1% |
| Days on Market Until Sale | 31 | 24 | - 22.6% | 38 | 38 | 0.0% |
| Median Sales Price* | \$560,500 | \$577,800 | + 3.1% | \$570,000 | \$566,500 | - 0.6% |
| Average Sales Price* | \$618,227 | \$599,190 | - 3.1% | \$610,940 | \$606,598 | - 0.7% |
| Percent of Original List Price Received* | 97.4% | 98.8% | + 1.4% | 96.9% | 96.3% | - 0.6% |
| Percent of List Price Received* | 99.1% | 99.2% | + 0.1% | 98.5% | 98.1% | - 0.4% |
| Inventory of Homes for Sale | 121 | 107 | - 11.6% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 3.6 | 0.0% | -- | -- | -- |

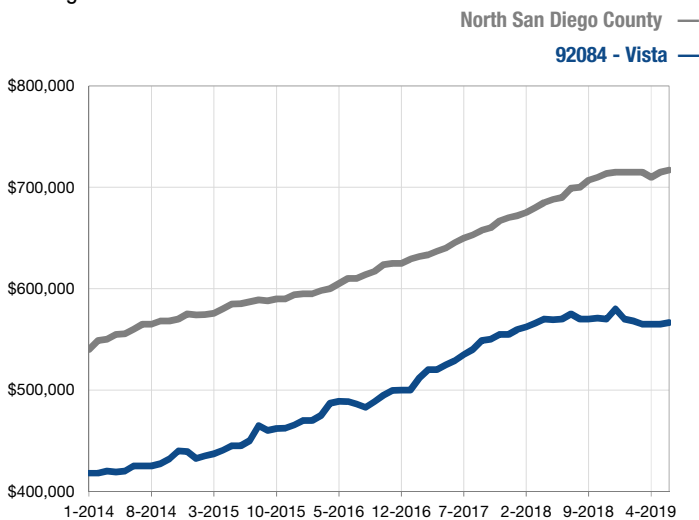
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Attached Single-Family

| Key Metrics | June | | | Rolling 12 Months | | |
|--|-----------|------------|----------------|-------------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 6-2018 | Thru 6-2019 | Percent Change |
| New Listings | 2 | 9 | + 350.0% | 63 | 70 | + 11.1% |
| Pending Sales | 3 | 4 | + 33.3% | 50 | 39 | - 22.0% |
| Closed Sales | 6 | 0 | - 100.0% | 52 | 37 | - 28.8% |
| Days on Market Until Sale | 18 | 0 | - 100.0% | 23 | 30 | + 30.4% |
| Median Sales Price* | \$324,750 | \$0 | - 100.0% | \$341,750 | \$370,000 | + 8.3% |
| Average Sales Price* | \$327,750 | \$0 | - 100.0% | \$343,908 | \$376,227 | + 9.4% |
| Percent of Original List Price Received* | 101.1% | 0.0% | - 100.0% | 98.8% | 97.1% | - 1.7% |
| Percent of List Price Received* | 101.5% | 0.0% | - 100.0% | 99.3% | 98.4% | - 0.9% |
| Inventory of Homes for Sale | 4 | 10 | + 150.0% | -- | -- | -- |
| Months Supply of Inventory | 0.9 | 2.6 | + 188.9% | -- | -- | -- |

* 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

