

Local Market Update for August 2019

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

North San Diego County
Association of REALTORS®



HOMEDEX

92064 - Poway

North San Diego County

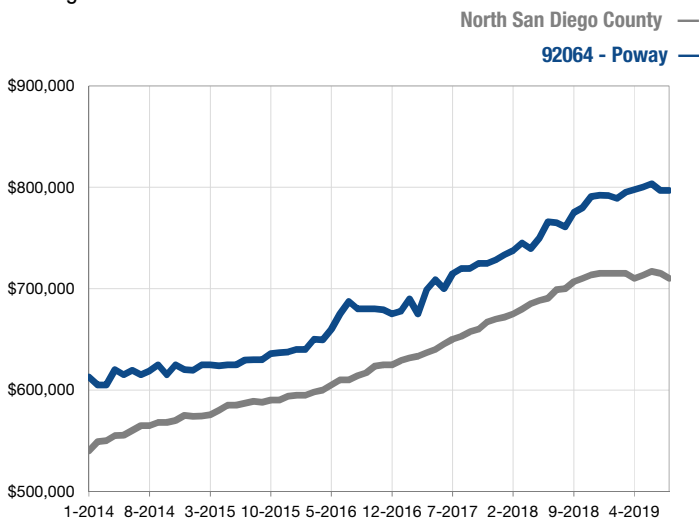
Detached Single-Family Key Metrics	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	74	57	- 23.0%	737	715	- 3.0%
Pending Sales	44	50	+ 13.6%	533	494	- 7.3%
Closed Sales	54	50	- 7.4%	535	480	- 10.3%
Days on Market Until Sale	35	30	- 14.3%	29	35	+ 20.7%
Median Sales Price*	\$760,000	\$772,500	+ 1.6%	\$761,000	\$797,000	+ 4.7%
Average Sales Price*	\$949,751	\$903,216	- 4.9%	\$902,683	\$919,746	+ 1.9%
Percent of Original List Price Received*	96.0%	97.7%	+ 1.8%	97.3%	96.6%	- 0.7%
Percent of List Price Received*	98.1%	98.6%	+ 0.5%	98.5%	98.2%	- 0.3%
Inventory of Homes for Sale	132	98	- 25.8%	--	--	--
Months Supply of Inventory	3.0	2.4	- 20.0%	--	--	--

* 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.

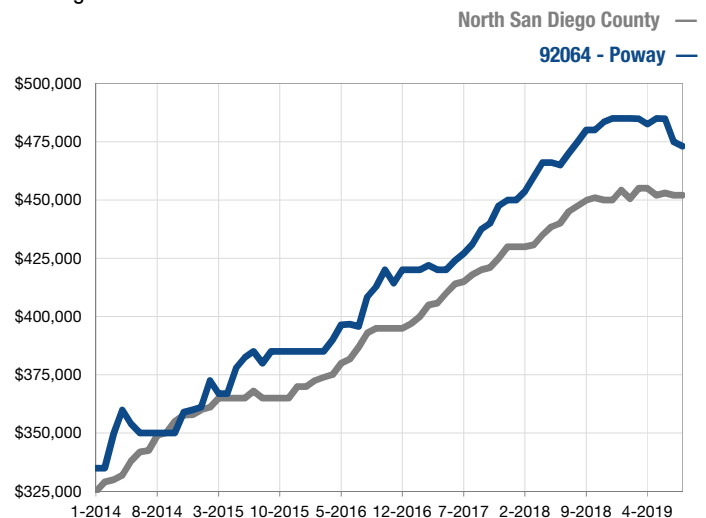
Attached Single-Family Key Metrics	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	9	7	- 22.2%	79	100	+ 26.6%
Pending Sales	3	5	+ 66.7%	65	74	+ 13.8%
Closed Sales	8	9	+ 12.5%	66	69	+ 4.5%
Days on Market Until Sale	11	40	+ 263.6%	20	31	+ 55.0%
Median Sales Price*	\$495,001	\$493,500	- 0.3%	\$475,000	\$473,000	- 0.4%
Average Sales Price*	\$494,250	\$468,056	- 5.3%	\$472,276	\$455,592	- 3.5%
Percent of Original List Price Received*	97.8%	99.1%	+ 1.3%	99.3%	97.7%	- 1.6%
Percent of List Price Received*	98.1%	99.2%	+ 1.1%	99.8%	98.7%	- 1.1%
Inventory of Homes for Sale	9	8	- 11.1%	--	--	--
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--

* 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.

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



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





Local Market Update for August 2019

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92127 - Rancho Bernardo

North San Diego County

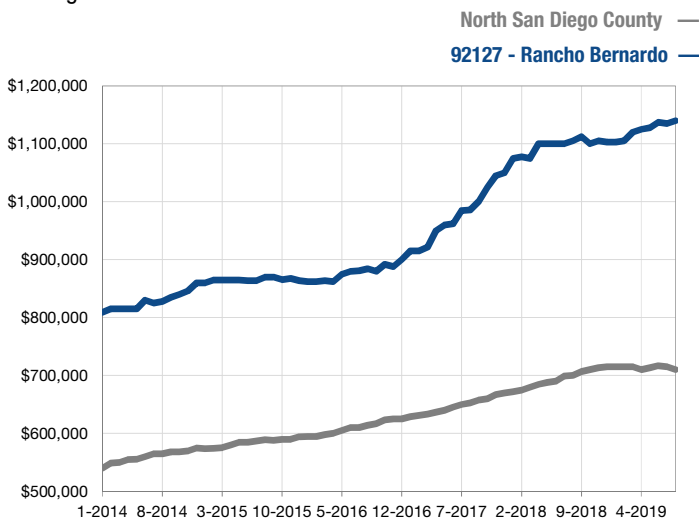
Detached Single-Family	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
Key Metrics						
New Listings	72	58	- 19.4%	801	820	+ 2.4%
Pending Sales	36	54	+ 50.0%	523	532	+ 1.7%
Closed Sales	57	41	- 28.1%	529	507	- 4.2%
Days on Market Until Sale	30	35	+ 16.7%	34	34	0.0%
Median Sales Price*	\$1,104,604	\$1,160,000	+ 5.0%	\$1,105,000	\$1,140,000	+ 3.2%
Average Sales Price*	\$1,290,709	\$1,284,036	- 0.5%	\$1,257,975	\$1,318,940	+ 4.8%
Percent of Original List Price Received*	97.5%	96.9%	- 0.6%	97.9%	97.4%	- 0.5%
Percent of List Price Received*	98.9%	98.5%	- 0.4%	98.7%	98.5%	- 0.2%
Inventory of Homes for Sale	156	110	- 29.5%	--	--	--
Months Supply of Inventory	3.6	2.5	- 30.6%	--	--	--

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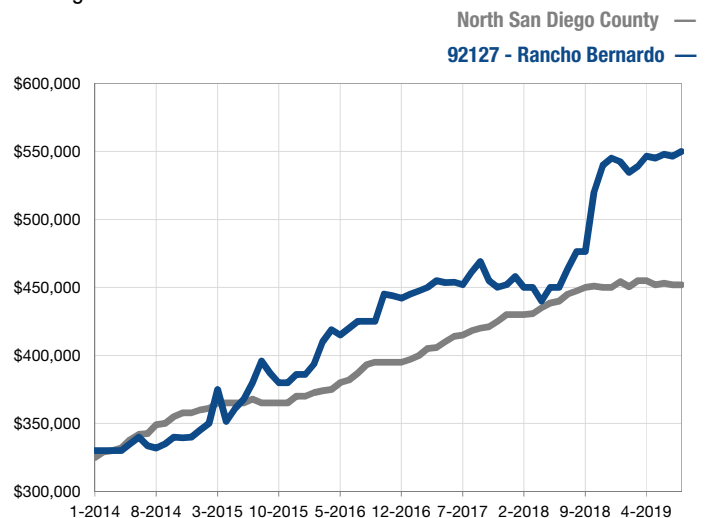
Attached Single-Family	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
Key Metrics						
New Listings	41	24	- 41.5%	298	344	+ 15.4%
Pending Sales	11	23	+ 109.1%	216	227	+ 5.1%
Closed Sales	23	21	- 8.7%	234	213	- 9.0%
Days on Market Until Sale	10	16	+ 60.0%	13	28	+ 115.4%
Median Sales Price*	\$564,500	\$628,000	+ 11.2%	\$476,250	\$550,000	+ 15.5%
Average Sales Price*	\$560,273	\$607,738	+ 8.5%	\$509,721	\$547,769	+ 7.5%
Percent of Original List Price Received*	99.8%	98.4%	- 1.4%	99.9%	97.9%	- 2.0%
Percent of List Price Received*	100.1%	99.8%	- 0.3%	100.2%	99.2%	- 1.0%
Inventory of Homes for Sale	48	39	- 18.8%	--	--	--
Months Supply of Inventory	2.7	2.1	- 22.2%	--	--	--

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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 August 2019

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92128 - Rancho Bernardo

North San Diego County

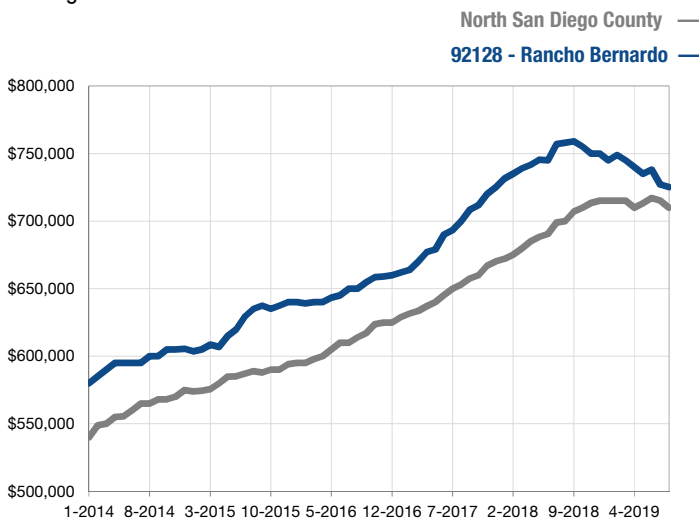
Detached Single-Family	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
Key Metrics						
New Listings	81	58	- 28.4%	669	782	+ 16.9%
Pending Sales	41	60	+ 46.3%	481	506	+ 5.2%
Closed Sales	48	55	+ 14.6%	483	487	+ 0.8%
Days on Market Until Sale	23	37	+ 60.9%	20	32	+ 60.0%
Median Sales Price*	\$757,500	\$745,000	- 1.7%	\$758,000	\$725,000	- 4.4%
Average Sales Price*	\$770,581	\$792,446	+ 2.8%	\$775,675	\$761,807	- 1.8%
Percent of Original List Price Received*	97.6%	96.3%	- 1.3%	98.4%	96.5%	- 1.9%
Percent of List Price Received*	98.7%	97.8%	- 0.9%	99.1%	98.2%	- 0.9%
Inventory of Homes for Sale	106	75	- 29.2%	--	--	--
Months Supply of Inventory	2.6	1.8	- 30.8%	--	--	--

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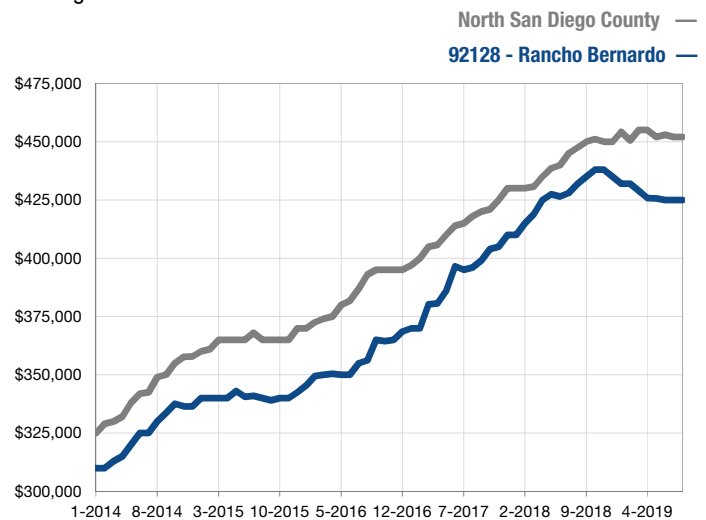
Attached Single-Family	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
Key Metrics						
New Listings	64	43	- 32.8%	546	522	- 4.4%
Pending Sales	37	43	+ 16.2%	422	404	- 4.3%
Closed Sales	45	39	- 13.3%	441	396	- 10.2%
Days on Market Until Sale	18	31	+ 72.2%	16	30	+ 87.5%
Median Sales Price*	\$439,000	\$430,000	- 2.1%	\$432,000	\$425,000	- 1.6%
Average Sales Price*	\$452,429	\$454,685	+ 0.5%	\$443,315	\$443,631	+ 0.1%
Percent of Original List Price Received*	96.7%	96.8%	+ 0.1%	98.8%	97.0%	- 1.8%
Percent of List Price Received*	99.1%	98.5%	- 0.6%	99.5%	98.6%	- 0.9%
Inventory of Homes for Sale	81	61	- 24.7%	--	--	--
Months Supply of Inventory	2.3	1.8	- 21.7%	--	--	--

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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 August 2019

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

92129 - Rancho Penasquitos

North San Diego County

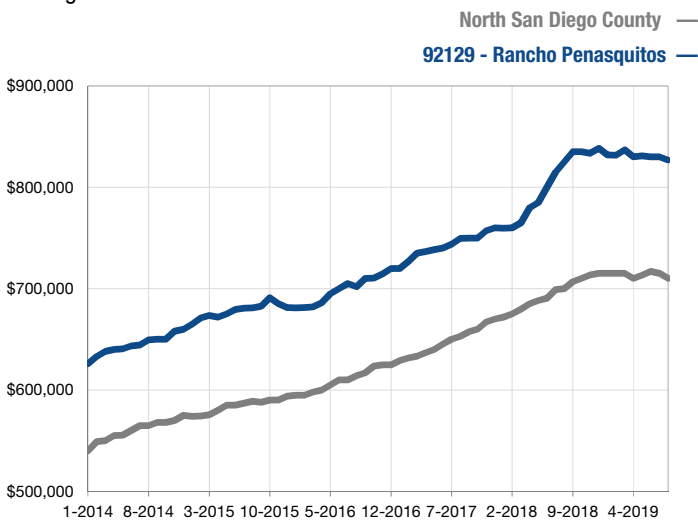
Detached Single-Family	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
Key Metrics						
New Listings	48	50	+ 4.2%	460	453	- 1.5%
Pending Sales	24	31	+ 29.2%	361	350	- 3.0%
Closed Sales	41	35	- 14.6%	376	342	- 9.0%
Days on Market Until Sale	19	23	+ 21.1%	17	24	+ 41.2%
Median Sales Price*	\$845,000	\$826,000	- 2.2%	\$825,000	\$827,000	+ 0.2%
Average Sales Price*	\$878,912	\$841,850	- 4.2%	\$831,619	\$853,001	+ 2.6%
Percent of Original List Price Received*	98.2%	98.5%	+ 0.3%	98.9%	98.0%	- 0.9%
Percent of List Price Received*	99.4%	99.4%	0.0%	99.6%	99.0%	- 0.6%
Inventory of Homes for Sale	60	42	- 30.0%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--

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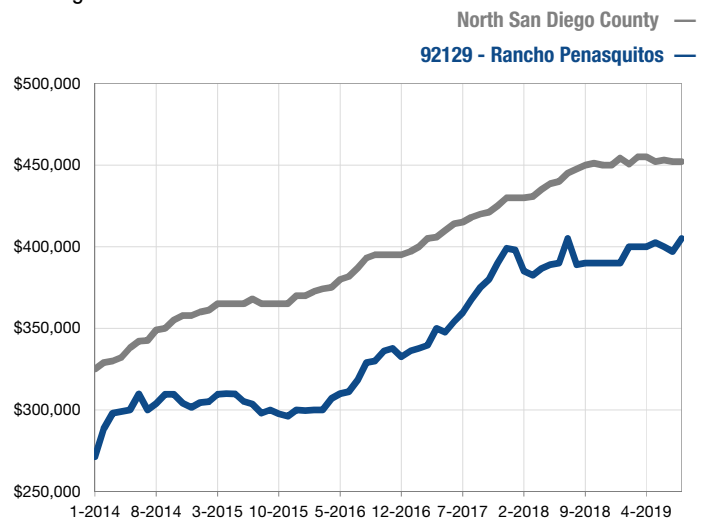
Attached Single-Family	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
Key Metrics						
New Listings	23	18	- 21.7%	218	191	- 12.4%
Pending Sales	24	11	- 54.2%	181	146	- 19.3%
Closed Sales	22	23	+ 4.5%	177	153	- 13.6%
Days on Market Until Sale	18	29	+ 61.1%	15	23	+ 53.3%
Median Sales Price*	\$355,250	\$405,000	+ 14.0%	\$389,000	\$405,000	+ 4.1%
Average Sales Price*	\$380,955	\$467,602	+ 22.7%	\$427,758	\$461,596	+ 7.9%
Percent of Original List Price Received*	98.3%	97.1%	- 1.2%	99.7%	97.8%	- 1.9%
Percent of List Price Received*	99.1%	98.9%	- 0.2%	100.0%	98.7%	- 1.3%
Inventory of Homes for Sale	16	18	+ 12.5%	--	--	--
Months Supply of Inventory	1.1	1.5	+ 36.4%	--	--	--

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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 August 2019

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

92130 - Carmel Valley

North San Diego County

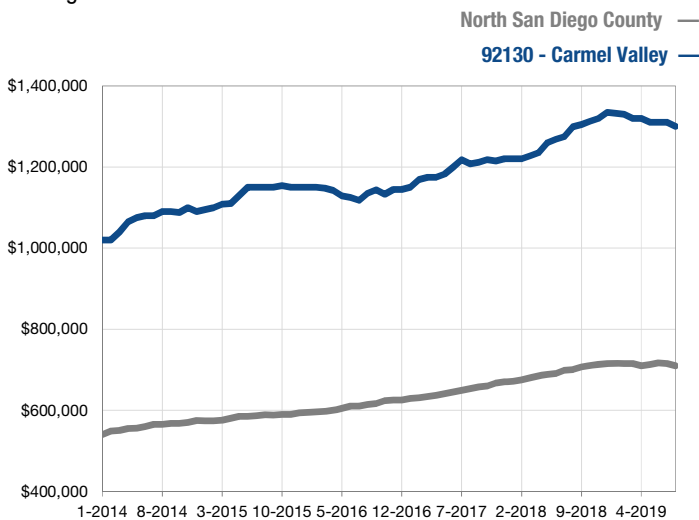
Detached Single-Family	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
Key Metrics						
New Listings	55	43	- 21.8%	682	688	+ 0.9%
Pending Sales	44	33	- 25.0%	478	465	- 2.7%
Closed Sales	50	43	- 14.0%	487	471	- 3.3%
Days on Market Until Sale	32	35	+ 9.4%	30	35	+ 16.7%
Median Sales Price*	\$1,350,000	\$1,310,000	- 3.0%	\$1,299,000	\$1,300,000	+ 0.1%
Average Sales Price*	\$1,453,995	\$1,432,087	- 1.5%	\$1,431,534	\$1,516,486	+ 5.9%
Percent of Original List Price Received*	97.2%	97.2%	0.0%	97.6%	96.5%	- 1.1%
Percent of List Price Received*	98.8%	98.4%	- 0.4%	98.6%	98.1%	- 0.5%
Inventory of Homes for Sale	103	96	- 6.8%	--	--	--
Months Supply of Inventory	2.6	2.5	- 3.8%	--	--	--

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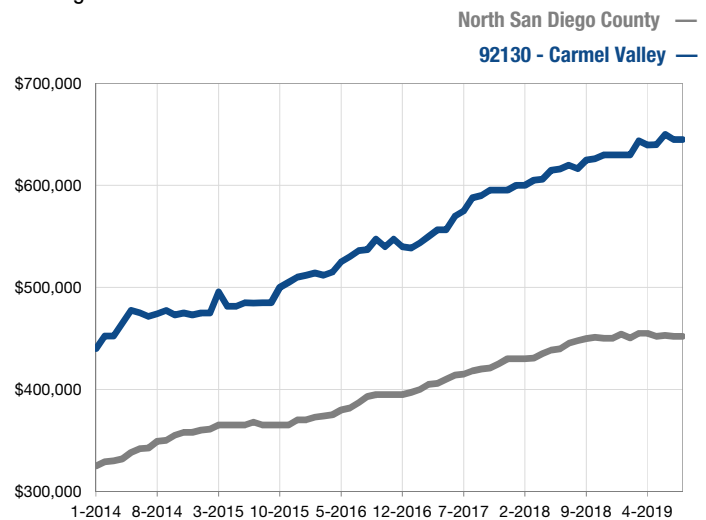
Attached Single-Family	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
Key Metrics						
New Listings	42	36	- 14.3%	326	294	- 9.8%
Pending Sales	27	23	- 14.8%	268	205	- 23.5%
Closed Sales	22	14	- 36.4%	264	201	- 23.9%
Days on Market Until Sale	10	34	+ 240.0%	14	28	+ 100.0%
Median Sales Price*	\$645,250	\$654,500	+ 1.4%	\$616,500	\$645,000	+ 4.6%
Average Sales Price*	\$665,205	\$682,107	+ 2.5%	\$627,735	\$657,062	+ 4.7%
Percent of Original List Price Received*	100.2%	95.7%	- 4.5%	99.8%	97.6%	- 2.2%
Percent of List Price Received*	100.9%	98.6%	- 2.3%	100.0%	98.7%	- 1.3%
Inventory of Homes for Sale	35	39	+ 11.4%	--	--	--
Months Supply of Inventory	1.6	2.3	+ 43.8%	--	--	--

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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 August 2019

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92131 - Scripps Miramar

Metro San Diego County

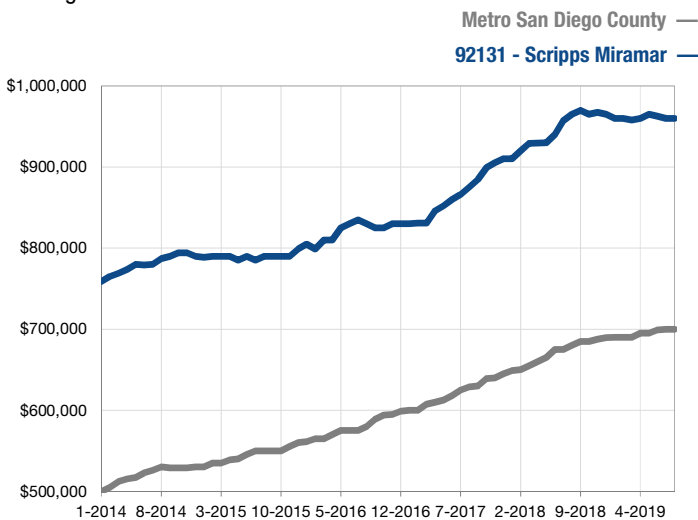
Detached Single-Family Key Metrics	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	43	26	- 39.5%	389	407	+ 4.6%
Pending Sales	18	21	+ 16.7%	285	282	- 1.1%
Closed Sales	35	33	- 5.7%	299	271	- 9.4%
Days on Market Until Sale	24	30	+ 25.0%	23	30	+ 30.4%
Median Sales Price*	\$956,500	\$955,000	- 0.2%	\$965,000	\$960,000	- 0.5%
Average Sales Price*	\$986,420	\$1,035,497	+ 5.0%	\$1,021,811	\$1,019,016	- 0.3%
Percent of Original List Price Received*	96.5%	97.1%	+ 0.6%	98.0%	97.5%	- 0.5%
Percent of List Price Received*	98.9%	98.7%	- 0.2%	99.2%	98.5%	- 0.7%
Inventory of Homes for Sale	70	51	- 27.1%	--	--	--
Months Supply of Inventory	2.9	2.2	- 24.1%	--	--	--

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Attached Single-Family Key Metrics	August			Rolling 12 Months		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	31	17	- 45.2%	218	255	+ 17.0%
Pending Sales	13	6	- 53.8%	171	181	+ 5.8%
Closed Sales	16	18	+ 12.5%	177	188	+ 6.2%
Days on Market Until Sale	20	24	+ 20.0%	16	21	+ 31.3%
Median Sales Price*	\$540,000	\$482,250	- 10.7%	\$529,900	\$512,500	- 3.3%
Average Sales Price*	\$569,094	\$473,604	- 16.8%	\$534,001	\$527,474	- 1.2%
Percent of Original List Price Received*	97.2%	97.1%	- 0.1%	99.3%	97.9%	- 1.4%
Percent of List Price Received*	99.0%	98.1%	- 0.9%	99.7%	99.0%	- 0.7%
Inventory of Homes for Sale	31	25	- 19.4%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--

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



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

