



# Local Market Update for December 2019

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

## 92064 - Poway

North San Diego County

### Detached Single-Family

Key Metrics	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	34	18	- 47.1%	762	664	- 12.9%
Pending Sales	20	33	+ 65.0%	490	507	+ 3.5%
Closed Sales	38	42	+ 10.5%	502	489	- 2.6%
Days on Market Until Sale	39	35	- 10.3%	30	35	+ 16.7%
Median Sales Price*	\$772,500	\$772,500	0.0%	\$792,250	\$782,500	- 1.2%
Average Sales Price*	\$880,741	\$905,129	+ 2.8%	\$933,645	\$902,358	- 3.4%
Percent of Original List Price Received*	92.9%	96.2%	+ 3.6%	97.1%	97.2%	+ 0.1%
Percent of List Price Received*	97.3%	98.1%	+ 0.8%	98.4%	98.4%	0.0%
Inventory of Homes for Sale	107	44	- 58.9%	--	--	--
Months Supply of Inventory	2.6	1.0	- 61.5%	--	--	--

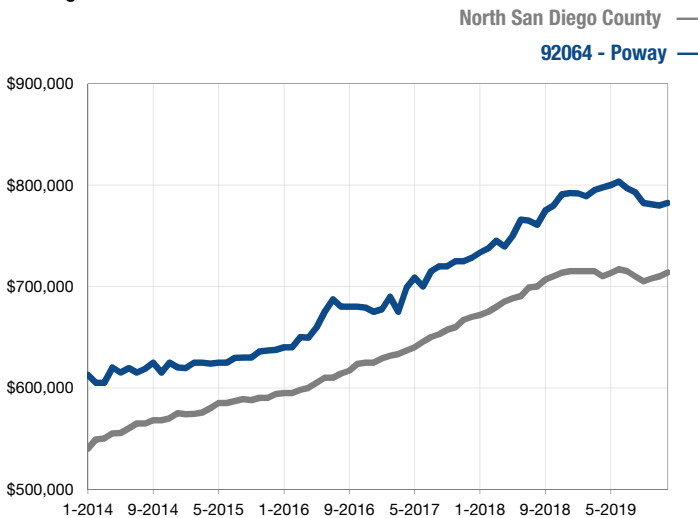
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Attached Single-Family

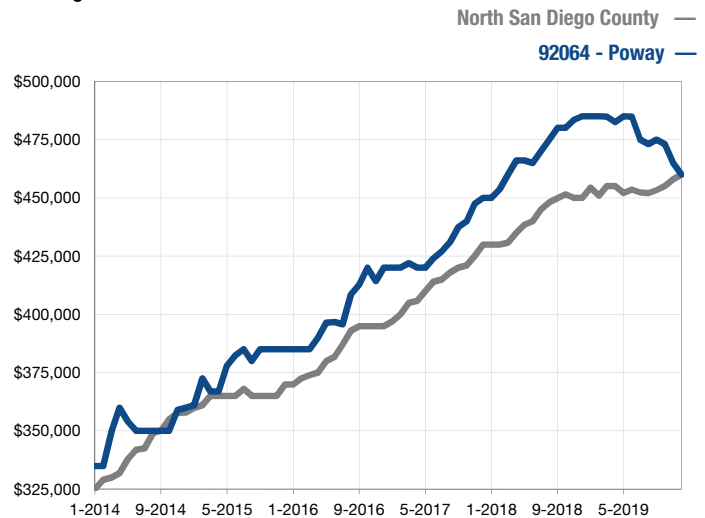
Key Metrics	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	2	3	+ 50.0%	93	87	- 6.5%
Pending Sales	4	4	0.0%	65	75	+ 15.4%
Closed Sales	3	7	+ 133.3%	63	77	+ 22.2%
Days on Market Until Sale	35	29	- 17.1%	21	33	+ 57.1%
Median Sales Price*	\$465,000	\$439,500	- 5.5%	\$485,000	\$460,000	- 5.2%
Average Sales Price*	\$440,633	\$468,857	+ 6.4%	\$472,244	\$454,047	- 3.9%
Percent of Original List Price Received*	96.4%	96.2%	- 0.2%	98.9%	97.6%	- 1.3%
Percent of List Price Received*	98.5%	98.5%	0.0%	99.6%	98.7%	- 0.9%
Inventory of Homes for Sale	10	1	- 90.0%	--	--	--
Months Supply of Inventory	1.8	0.2	- 88.9%	--	--	--

\* 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





# Local Market Update for December 2019

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## 92127 - Rancho Bernardo

North San Diego County

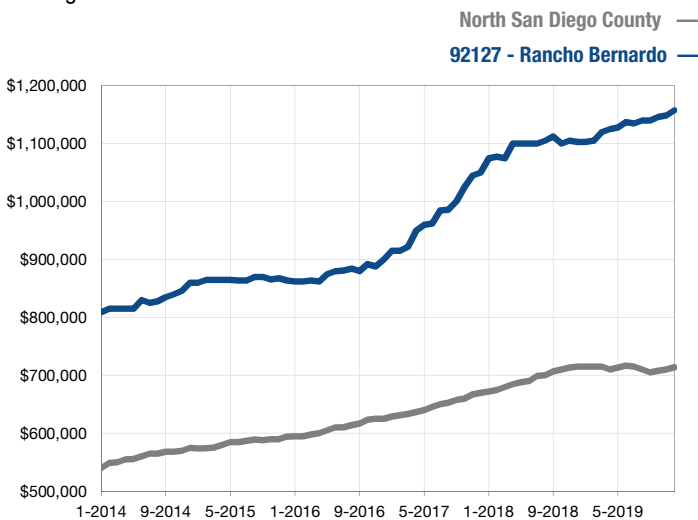
Detached Single-Family	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
<b>Key Metrics</b>						
New Listings	18	20	+ 11.1%	846	803	- 5.1%
Pending Sales	19	24	+ 26.3%	510	555	+ 8.8%
Closed Sales	35	34	- 2.9%	519	538	+ 3.7%
Days on Market Until Sale	49	51	+ 4.1%	35	33	- 5.7%
Median Sales Price*	\$1,060,000	<b>\$1,240,826</b>	+ 17.1%	\$1,103,000	<b>\$1,157,500</b>	+ 4.9%
Average Sales Price*	\$1,188,099	<b>\$1,291,394</b>	+ 8.7%	\$1,315,852	<b>\$1,296,273</b>	- 1.5%
Percent of Original List Price Received*	96.8%	95.7%	- 1.1%	97.7%	97.3%	- 0.4%
Percent of List Price Received*	99.4%	98.1%	- 1.3%	98.7%	98.3%	- 0.4%
Inventory of Homes for Sale	100	57	- 43.0%	--	--	--
Months Supply of Inventory	2.4	1.2	- 50.0%	--	--	--

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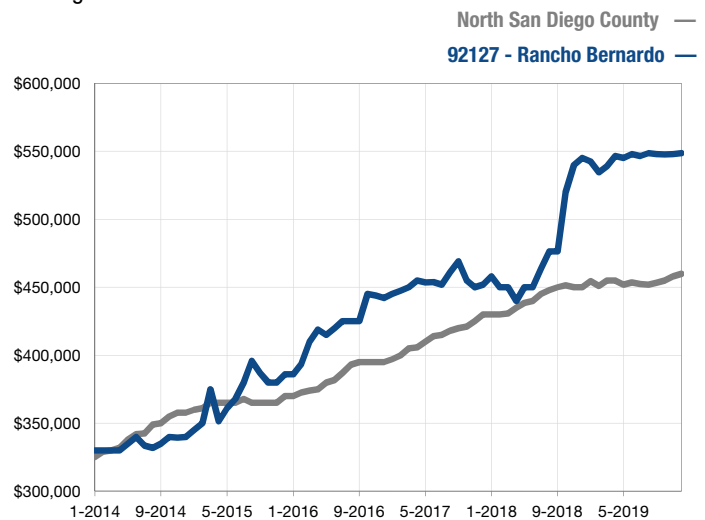
Attached Single-Family	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
<b>Key Metrics</b>						
New Listings	10	12	+ 20.0%	323	341	+ 5.6%
Pending Sales	12	15	+ 25.0%	213	234	+ 9.9%
Closed Sales	13	20	+ 53.8%	210	218	+ 3.8%
Days on Market Until Sale	29	41	+ 41.4%	17	30	+ 76.5%
Median Sales Price*	\$390,000	<b>\$518,000</b>	+ 32.8%	\$545,000	<b>\$548,500</b>	+ 0.6%
Average Sales Price*	\$473,500	<b>\$524,685</b>	+ 10.8%	\$530,412	<b>\$546,075</b>	+ 3.0%
Percent of Original List Price Received*	97.6%	98.0%	+ 0.4%	99.1%	98.1%	- 1.0%
Percent of List Price Received*	98.9%	99.2%	+ 0.3%	99.9%	99.3%	- 0.6%
Inventory of Homes for Sale	30	26	- 13.3%	--	--	--
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--

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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 December 2019

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## 92128 - Rancho Bernardo

North San Diego County

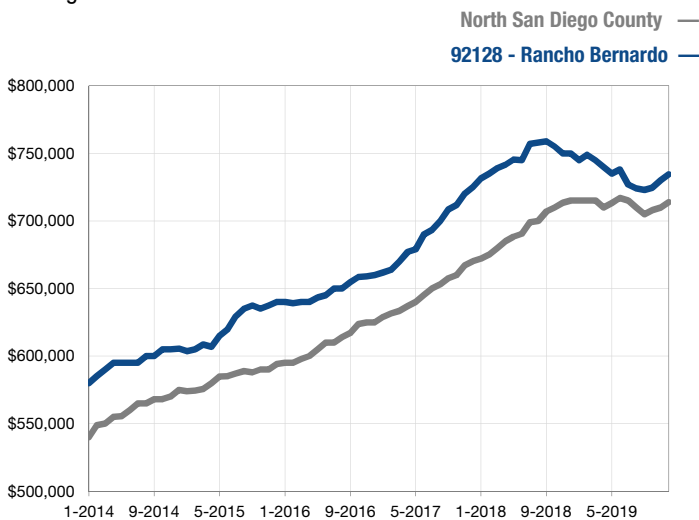
Detached Single-Family	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
<b>Key Metrics</b>						
New Listings	29	14	- 51.7%	727	735	+ 1.1%
Pending Sales	17	20	+ 17.6%	472	542	+ 14.8%
Closed Sales	26	43	+ 65.4%	480	528	+ 10.0%
Days on Market Until Sale	41	26	- 36.6%	24	31	+ 29.2%
Median Sales Price*	\$685,000	<b>\$751,500</b>	+ 9.7%	\$749,950	<b>\$734,500</b>	- 2.1%
Average Sales Price*	\$720,615	<b>\$791,473</b>	+ 9.8%	\$772,824	<b>\$773,734</b>	+ 0.1%
Percent of Original List Price Received*	95.8%	97.7%	+ 2.0%	97.7%	97.1%	- 0.6%
Percent of List Price Received*	98.6%	98.8%	+ 0.2%	98.9%	98.4%	- 0.5%
Inventory of Homes for Sale	76	32	- 57.9%	--	--	--
Months Supply of Inventory	1.9	0.7	- 63.2%	--	--	--

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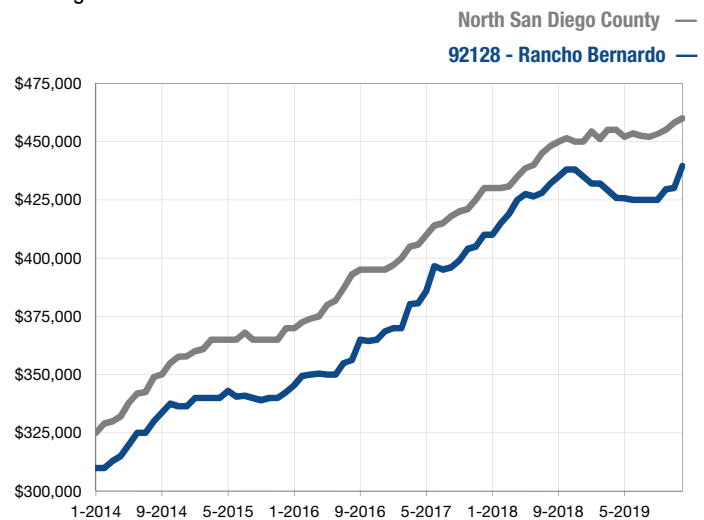
Attached Single-Family	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
<b>Key Metrics</b>						
New Listings	16	22	+ 37.5%	549	525	- 4.4%
Pending Sales	14	23	+ 64.3%	406	413	+ 1.7%
Closed Sales	25	29	+ 16.0%	418	396	- 5.3%
Days on Market Until Sale	55	47	- 14.5%	20	30	+ 50.0%
Median Sales Price*	\$405,000	<b>\$487,000</b>	+ 20.2%	\$435,000	<b>\$439,500</b>	+ 1.0%
Average Sales Price*	\$421,956	<b>\$477,250</b>	+ 13.1%	\$449,657	<b>\$452,306</b>	+ 0.6%
Percent of Original List Price Received*	95.0%	96.6%	+ 1.7%	98.1%	97.5%	- 0.6%
Percent of List Price Received*	98.4%	98.4%	0.0%	99.2%	98.8%	- 0.4%
Inventory of Homes for Sale	42	38	- 9.5%	--	--	--
Months Supply of Inventory	1.2	1.1	- 8.3%	--	--	--

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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 December 2019

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

## 92129 - Rancho Penasquitos

North San Diego County

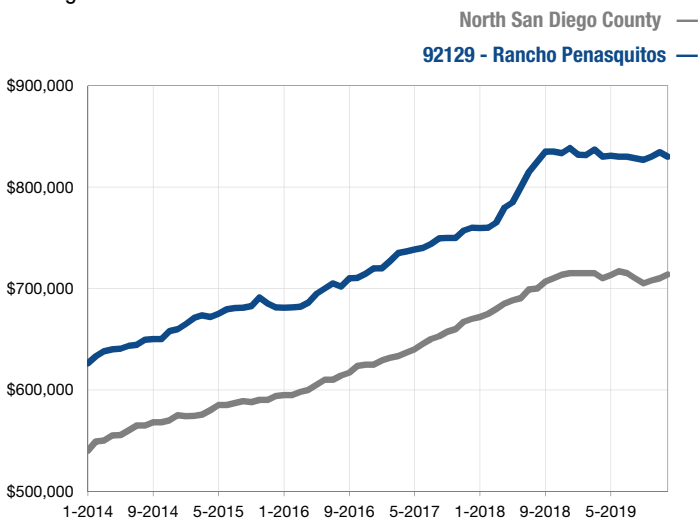
Detached Single-Family	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
<b>Key Metrics</b>						
New Listings	19	14	- 26.3%	483	416	- 13.9%
Pending Sales	17	11	- 35.3%	356	355	- 0.3%
Closed Sales	14	17	+ 21.4%	348	359	+ 3.2%
Days on Market Until Sale	14	19	+ 35.7%	19	23	+ 21.1%
Median Sales Price*	\$857,500	<b>\$765,000</b>	- 10.8%	\$838,500	<b>\$830,000</b>	- 1.0%
Average Sales Price*	\$911,500	<b>\$794,912</b>	- 12.8%	\$851,056	<b>\$852,145</b>	+ 0.1%
Percent of Original List Price Received*	97.8%	97.5%	- 0.3%	98.5%	98.2%	- 0.3%
Percent of List Price Received*	98.6%	98.6%	0.0%	99.5%	99.1%	- 0.4%
Inventory of Homes for Sale	42	13	- 69.0%	--	--	--
Months Supply of Inventory	1.4	0.4	- 71.4%	--	--	--

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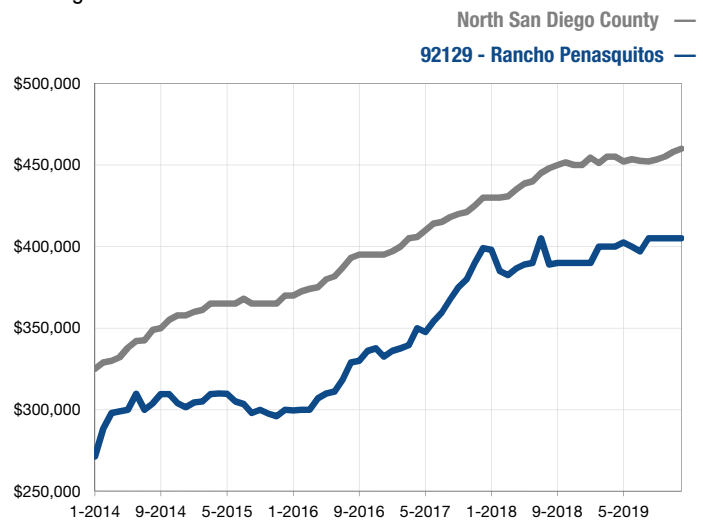
Attached Single-Family	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
<b>Key Metrics</b>						
New Listings	11	8	- 27.3%	229	188	- 17.9%
Pending Sales	8	10	+ 25.0%	181	158	- 12.7%
Closed Sales	9	15	+ 66.7%	182	150	- 17.6%
Days on Market Until Sale	26	27	+ 3.8%	16	25	+ 56.3%
Median Sales Price*	\$496,000	<b>\$405,000</b>	- 18.3%	\$390,000	<b>\$405,000</b>	+ 3.8%
Average Sales Price*	\$472,133	<b>\$438,433</b>	- 7.1%	\$433,165	<b>\$464,498</b>	+ 7.2%
Percent of Original List Price Received*	97.4%	96.9%	- 0.5%	99.2%	98.0%	- 1.2%
Percent of List Price Received*	98.1%	97.8%	- 0.3%	99.5%	98.8%	- 0.7%
Inventory of Homes for Sale	18	7	- 61.1%	--	--	--
Months Supply of Inventory	1.2	0.5	- 58.3%	--	--	--

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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 December 2019

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

## 92130 - Carmel Valley

North San Diego County

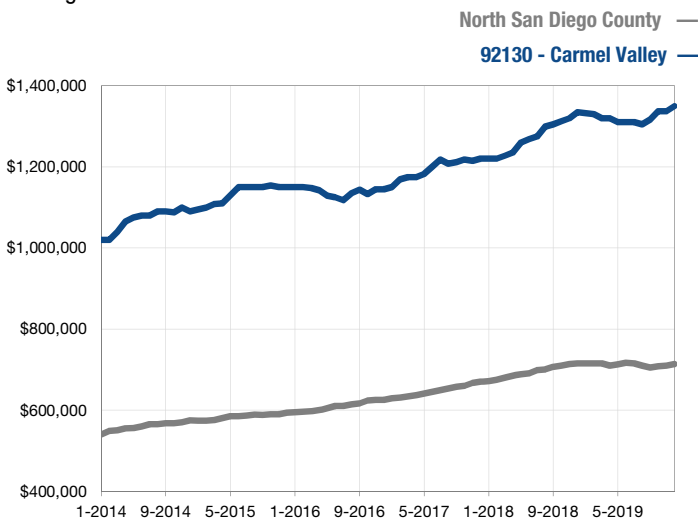
Detached Single-Family	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
<b>Key Metrics</b>						
New Listings	26	26	0.0%	714	676	- 5.3%
Pending Sales	33	21	- 36.4%	492	466	- 5.3%
Closed Sales	43	50	+ 16.3%	476	475	- 0.2%
Days on Market Until Sale	38	37	- 2.6%	31	34	+ 9.7%
Median Sales Price*	\$1,485,000	<b>\$1,561,000</b>	+ 5.1%	\$1,334,700	<b>\$1,350,000</b>	+ 1.1%
Average Sales Price*	\$1,617,456	<b>\$1,763,899</b>	+ 9.1%	\$1,464,746	<b>\$1,576,010</b>	+ 7.6%
Percent of Original List Price Received*	96.2%	<b>95.8%</b>	- 0.4%	97.2%	<b>96.7%</b>	- 0.5%
Percent of List Price Received*	98.1%	<b>97.6%</b>	- 0.5%	98.4%	<b>98.0%</b>	- 0.4%
Inventory of Homes for Sale	65	59	- 9.2%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--

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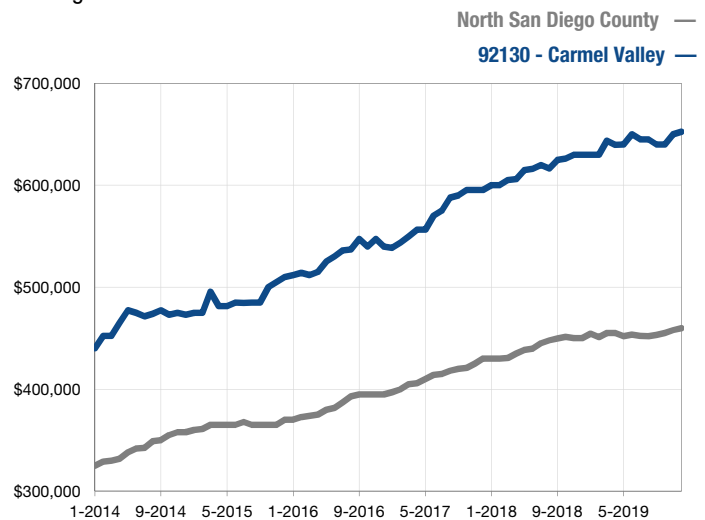
Attached Single-Family	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
<b>Key Metrics</b>						
New Listings	9	9	0.0%	318	296	- 6.9%
Pending Sales	14	10	- 28.6%	250	223	- 10.8%
Closed Sales	7	17	+ 142.9%	252	226	- 10.3%
Days on Market Until Sale	38	33	- 13.2%	16	28	+ 75.0%
Median Sales Price*	\$753,000	<b>\$675,000</b>	- 10.4%	\$630,000	<b>\$652,500</b>	+ 3.6%
Average Sales Price*	\$730,990	<b>\$692,282</b>	- 5.3%	\$638,250	<b>\$654,939</b>	+ 2.6%
Percent of Original List Price Received*	95.4%	<b>98.0%</b>	+ 2.7%	99.3%	<b>97.7%</b>	- 1.6%
Percent of List Price Received*	98.7%	<b>98.7%</b>	0.0%	99.8%	<b>98.7%</b>	- 1.1%
Inventory of Homes for Sale	25	12	- 52.0%	--	--	--
Months Supply of Inventory	1.2	0.6	- 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 December 2019

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

## 92131 - Scripps Miramar

Metro San Diego County

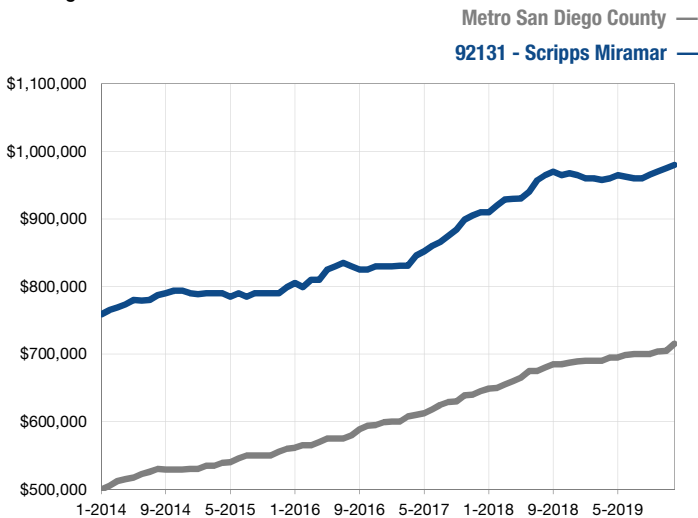
Detached Single-Family	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
<b>Key Metrics</b>						
New Listings	13	13	0.0%	398	399	+ 0.3%
Pending Sales	16	17	+ 6.3%	262	301	+ 14.9%
Closed Sales	16	13	- 18.8%	256	293	+ 14.5%
Days on Market Until Sale	47	38	- 19.1%	25	30	+ 20.0%
Median Sales Price*	\$936,400	<b>\$1,100,000</b>	+ 17.5%	\$965,000	<b>\$980,000</b>	+ 1.6%
Average Sales Price*	\$1,077,394	<b>\$1,155,261</b>	+ 7.2%	\$1,031,092	<b>\$1,030,262</b>	- 0.1%
Percent of Original List Price Received*	96.5%	<b>98.1%</b>	+ 1.7%	97.7%	<b>97.7%</b>	0.0%
Percent of List Price Received*	97.8%	<b>99.3%</b>	+ 1.5%	98.9%	<b>98.6%</b>	- 0.3%
Inventory of Homes for Sale	31	16	- 48.4%	--	--	--
Months Supply of Inventory	1.4	0.6	- 57.1%	--	--	--

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Attached Single-Family	December			Rolling 12 Months		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
<b>Key Metrics</b>						
New Listings	10	8	- 20.0%	249	238	- 4.4%
Pending Sales	10	12	+ 20.0%	172	189	+ 9.9%
Closed Sales	8	15	+ 87.5%	173	188	+ 8.7%
Days on Market Until Sale	28	32	+ 14.3%	16	24	+ 50.0%
Median Sales Price*	\$506,250	<b>\$500,000</b>	- 1.2%	\$530,000	<b>\$517,450</b>	- 2.4%
Average Sales Price*	\$528,250	<b>\$543,467</b>	+ 2.9%	\$541,175	<b>\$528,070</b>	- 2.4%
Percent of Original List Price Received*	93.6%	<b>97.7%</b>	+ 4.4%	98.9%	<b>97.9%</b>	- 1.0%
Percent of List Price Received*	96.9%	<b>98.5%</b>	+ 1.7%	99.6%	<b>98.8%</b>	- 0.8%
Inventory of Homes for Sale	17	11	- 35.3%	--	--	--
Months Supply of Inventory	1.2	0.7	- 41.7%	--	--	--

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



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

