



Local Market Update for January 2020

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

92064 - Poway

North San Diego County

Detached Single-Family

Key Metrics	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	71	52	- 26.8%	783	647	- 17.4%
Pending Sales	48	33	- 31.3%	505	491	- 2.8%
Closed Sales	27	26	- 3.7%	498	493	- 1.0%
Days on Market Until Sale	46	41	- 10.9%	30	35	+ 16.7%
Median Sales Price*	\$785,000	\$823,500	+ 4.9%	\$791,750	\$782,500	- 1.2%
Average Sales Price*	\$870,870	\$1,172,712	+ 34.7%	\$930,129	\$918,108	- 1.3%
Percent of Original List Price Received*	96.5%	94.9%	- 1.7%	97.0%	97.1%	+ 0.1%
Percent of List Price Received*	98.0%	97.2%	- 0.8%	98.4%	98.3%	- 0.1%
Inventory of Homes for Sale	102	46	- 54.9%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--

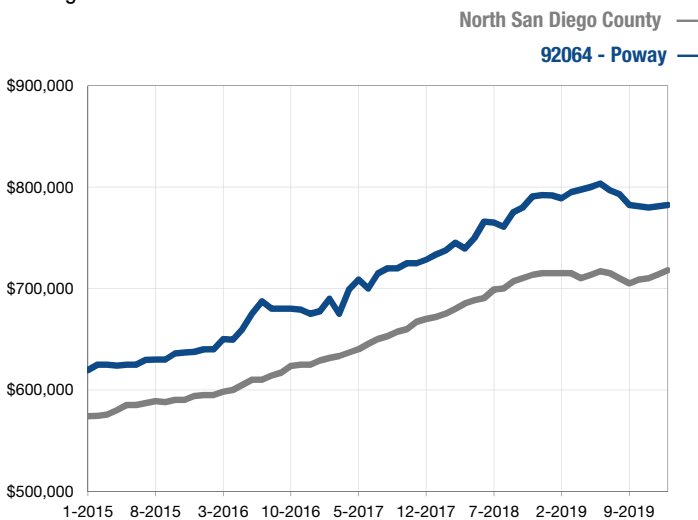
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached Single-Family

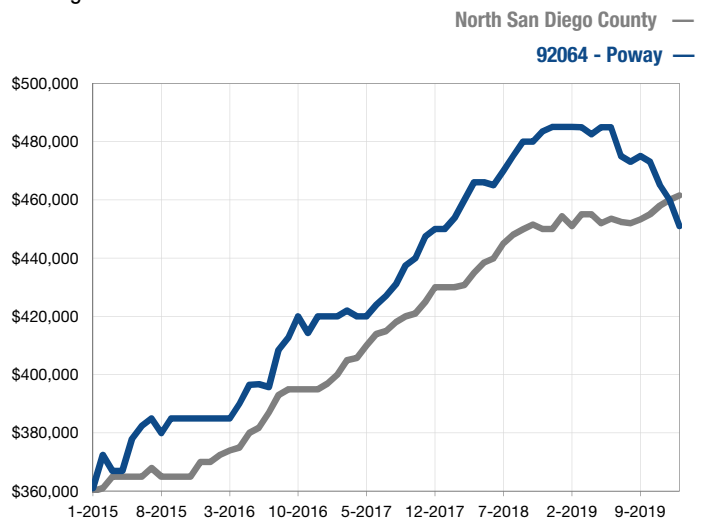
Key Metrics	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	4	5	+ 25.0%	90	89	- 1.1%
Pending Sales	6	3	- 50.0%	66	72	+ 9.1%
Closed Sales	6	2	- 66.7%	67	73	+ 9.0%
Days on Market Until Sale	51	39	- 23.5%	23	31	+ 34.8%
Median Sales Price*	\$478,950	\$446,500	- 6.8%	\$485,000	\$451,000	- 7.0%
Average Sales Price*	\$446,650	\$446,500	- 0.0%	\$470,616	\$454,448	- 3.4%
Percent of Original List Price Received*	96.1%	96.9%	+ 0.8%	98.8%	97.7%	- 1.1%
Percent of List Price Received*	99.5%	100.6%	+ 1.1%	99.6%	98.7%	- 0.9%
Inventory of Homes for Sale	5	4	- 20.0%	--	--	--
Months Supply of Inventory	0.9	0.7	- 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 January 2020

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92127 - Rancho Bernardo

North San Diego County

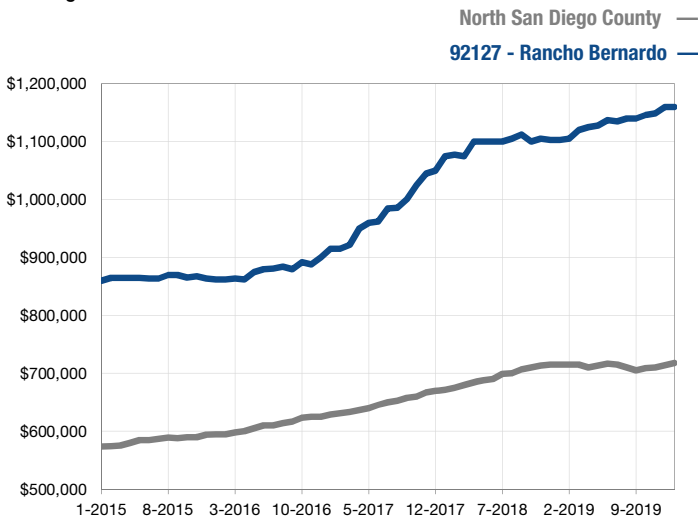
Detached Single-Family Key Metrics	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	77	50	- 35.1%	858	780	- 9.1%
Pending Sales	37	37	0.0%	517	555	+ 7.4%
Closed Sales	23	23	0.0%	512	543	+ 6.1%
Days on Market Until Sale	55	30	- 45.5%	36	32	- 11.1%
Median Sales Price*	\$1,140,000	\$1,230,000	+ 7.9%	\$1,102,900	\$1,160,000	+ 5.2%
Average Sales Price*	\$1,351,174	\$1,336,778	- 1.1%	\$1,321,688	\$1,303,027	- 1.4%
Percent of Original List Price Received*	95.5%	97.2%	+ 1.8%	97.6%	97.3%	- 0.3%
Percent of List Price Received*	97.4%	97.9%	+ 0.5%	98.7%	98.4%	- 0.3%
Inventory of Homes for Sale	109	62	- 43.1%	--	--	--
Months Supply of Inventory	2.5	1.3	- 48.0%	--	--	--

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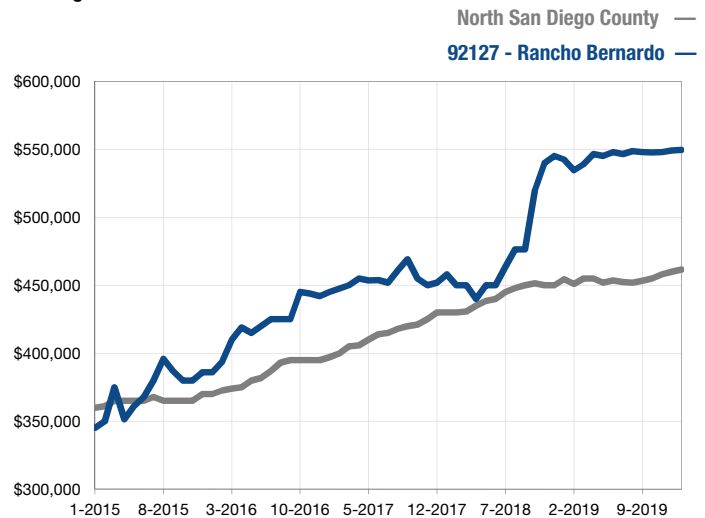
Attached Single-Family Key Metrics	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	20	24	+ 20.0%	326	345	+ 5.8%
Pending Sales	14	27	+ 92.9%	213	246	+ 15.5%
Closed Sales	11	24	+ 118.2%	210	234	+ 11.4%
Days on Market Until Sale	47	53	+ 12.8%	19	32	+ 68.4%
Median Sales Price*	\$580,000	\$568,300	- 2.0%	\$542,500	\$549,500	+ 1.3%
Average Sales Price*	\$532,182	\$552,389	+ 3.8%	\$529,140	\$547,788	+ 3.5%
Percent of Original List Price Received*	97.0%	96.6%	- 0.4%	98.9%	98.0%	- 0.9%
Percent of List Price Received*	98.7%	97.6%	- 1.1%	99.8%	99.1%	- 0.7%
Inventory of Homes for Sale	26	16	- 38.5%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--

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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 January 2020

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92128 - Rancho Bernardo

North San Diego County

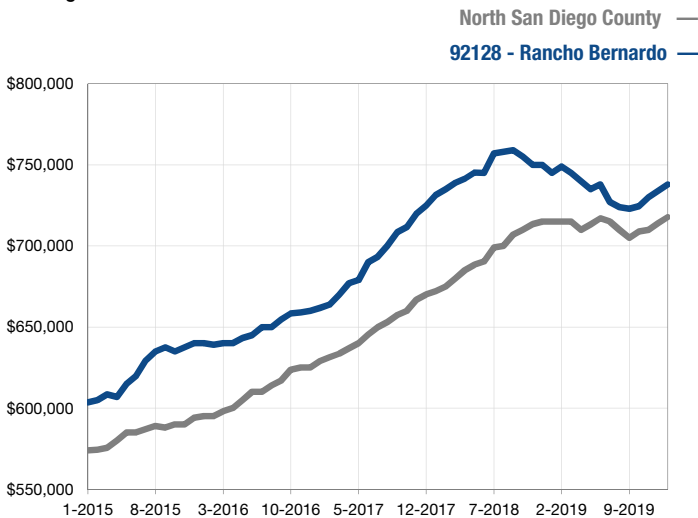
Detached Single-Family	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
Key Metrics						
New Listings	72	38	- 47.2%	749	700	- 6.5%
Pending Sales	32	29	- 9.4%	469	537	+ 14.5%
Closed Sales	23	21	- 8.7%	473	531	+ 12.3%
Days on Market Until Sale	35	20	- 42.9%	24	31	+ 29.2%
Median Sales Price*	\$630,000	\$729,000	+ 15.7%	\$745,000	\$738,000	- 0.9%
Average Sales Price*	\$662,343	\$758,769	+ 14.6%	\$766,866	\$777,925	+ 1.4%
Percent of Original List Price Received*	94.2%	98.8%	+ 4.9%	97.4%	97.3%	- 0.1%
Percent of List Price Received*	96.4%	99.2%	+ 2.9%	98.8%	98.5%	- 0.3%
Inventory of Homes for Sale	90	31	- 65.6%	--	--	--
Months Supply of Inventory	2.3	0.7	- 69.6%	--	--	--

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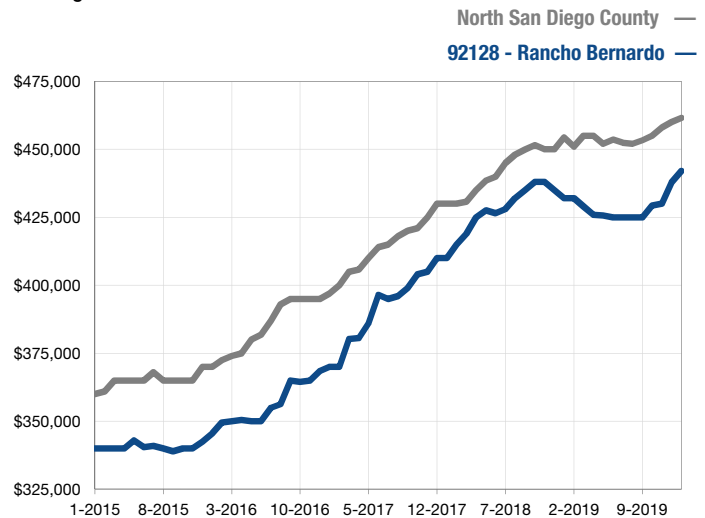
Attached Single-Family	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
Key Metrics						
New Listings	32	35	+ 9.4%	552	529	- 4.2%
Pending Sales	32	41	+ 28.1%	414	422	+ 1.9%
Closed Sales	16	27	+ 68.8%	405	411	+ 1.5%
Days on Market Until Sale	50	26	- 48.0%	22	29	+ 31.8%
Median Sales Price*	\$400,000	\$478,000	+ 19.5%	\$432,000	\$442,000	+ 2.3%
Average Sales Price*	\$416,375	\$467,904	+ 12.4%	\$447,800	\$453,972	+ 1.4%
Percent of Original List Price Received*	94.7%	98.4%	+ 3.9%	98.0%	97.6%	- 0.4%
Percent of List Price Received*	97.9%	98.8%	+ 0.9%	99.2%	98.8%	- 0.4%
Inventory of Homes for Sale	32	23	- 28.1%	--	--	--
Months Supply of Inventory	0.9	0.7	- 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 January 2020

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

92129 - Rancho Penasquitos

North San Diego County

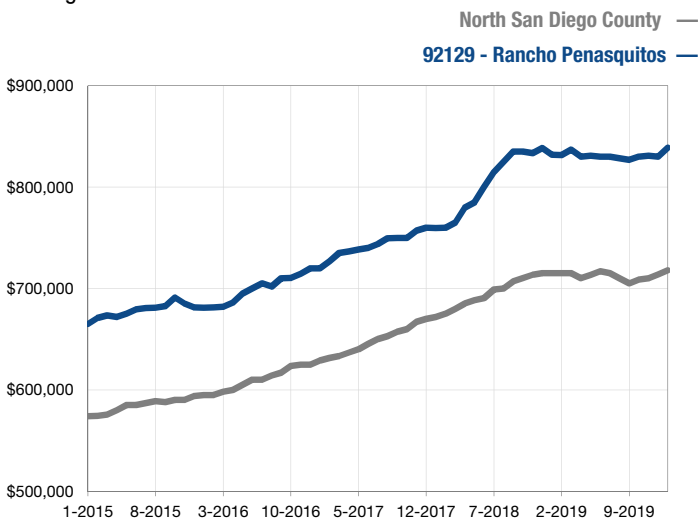
Detached Single-Family	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
Key Metrics						
New Listings	42	24	- 42.9%	500	398	- 20.4%
Pending Sales	20	24	+ 20.0%	354	358	+ 1.1%
Closed Sales	19	10	- 47.4%	355	351	- 1.1%
Days on Market Until Sale	55	13	- 76.4%	20	21	+ 5.0%
Median Sales Price*	\$792,500	\$845,500	+ 6.7%	\$832,000	\$838,888	+ 0.8%
Average Sales Price*	\$799,679	\$824,151	+ 3.1%	\$849,964	\$854,011	+ 0.5%
Percent of Original List Price Received*	95.5%	101.1%	+ 5.9%	98.4%	98.4%	0.0%
Percent of List Price Received*	97.8%	101.5%	+ 3.8%	99.4%	99.2%	- 0.2%
Inventory of Homes for Sale	49	13	- 73.5%	--	--	--
Months Supply of Inventory	1.7	0.4	- 76.5%	--	--	--

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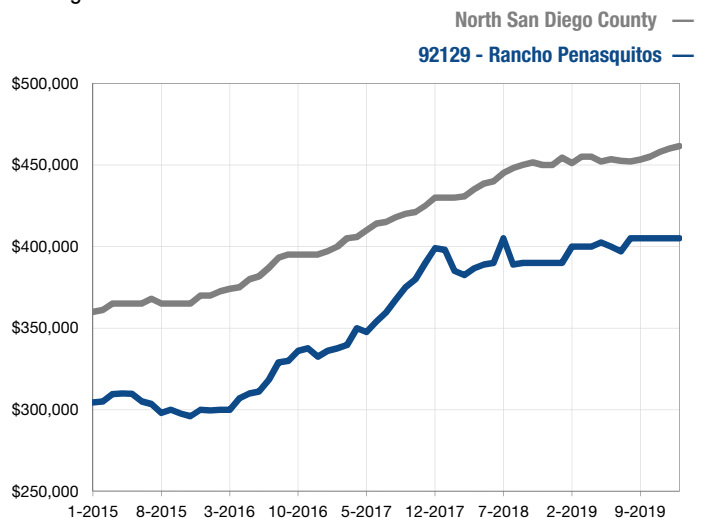
Attached Single-Family	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
Key Metrics						
New Listings	14	7	- 50.0%	234	181	- 22.6%
Pending Sales	10	6	- 40.0%	183	153	- 16.4%
Closed Sales	9	6	- 33.3%	183	149	- 18.6%
Days on Market Until Sale	37	17	- 54.1%	17	24	+ 41.2%
Median Sales Price*	\$375,000	\$401,250	+ 7.0%	\$390,000	\$405,000	+ 3.8%
Average Sales Price*	\$368,611	\$434,125	+ 17.8%	\$433,699	\$467,966	+ 7.9%
Percent of Original List Price Received*	97.1%	99.3%	+ 2.3%	99.1%	98.1%	- 1.0%
Percent of List Price Received*	98.5%	99.5%	+ 1.0%	99.5%	98.9%	- 0.6%
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 January 2020

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

92130 - Carmel Valley

North San Diego County

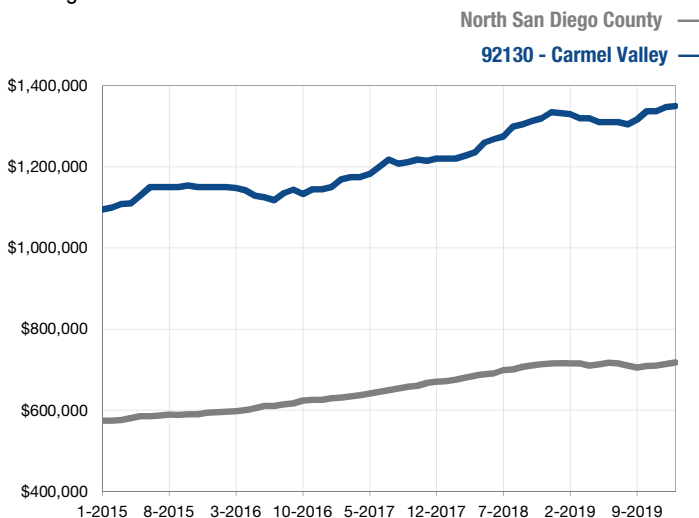
Detached Single-Family	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
Key Metrics						
New Listings	61	44	- 27.9%	725	661	- 8.8%
Pending Sales	26	34	+ 30.8%	492	475	- 3.5%
Closed Sales	23	28	+ 21.7%	484	481	- 0.6%
Days on Market Until Sale	52	33	- 36.5%	32	33	+ 3.1%
Median Sales Price*	\$1,300,000	\$1,305,000	+ 0.4%	\$1,332,200	\$1,350,000	+ 1.3%
Average Sales Price*	\$1,602,008	\$1,412,002	- 11.9%	\$1,472,482	\$1,564,469	+ 6.2%
Percent of Original List Price Received*	95.9%	98.1%	+ 2.3%	97.1%	96.8%	- 0.3%
Percent of List Price Received*	96.7%	99.7%	+ 3.1%	98.3%	98.2%	- 0.1%
Inventory of Homes for Sale	78	59	- 24.4%	--	--	--
Months Supply of Inventory	1.9	1.5	- 21.1%	--	--	--

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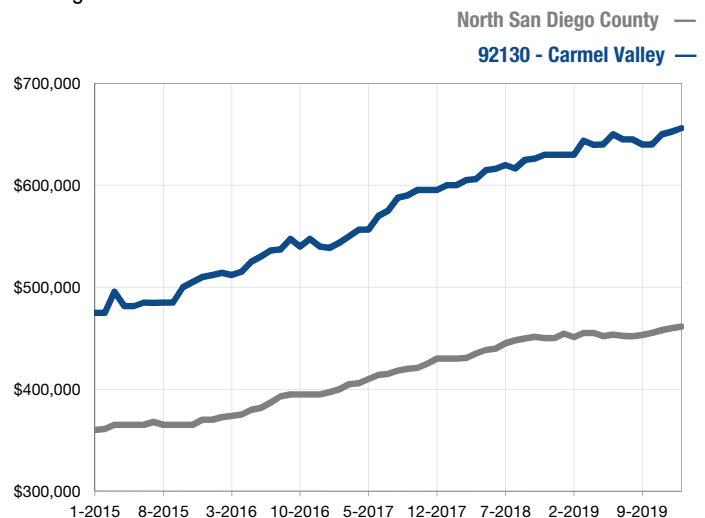
Attached Single-Family	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
Key Metrics						
New Listings	26	18	- 30.8%	318	288	- 9.4%
Pending Sales	19	15	- 21.1%	254	218	- 14.2%
Closed Sales	15	9	- 40.0%	252	220	- 12.7%
Days on Market Until Sale	35	24	- 31.4%	17	27	+ 58.8%
Median Sales Price*	\$610,000	\$669,000	+ 9.7%	\$630,000	\$656,000	+ 4.1%
Average Sales Price*	\$610,067	\$643,878	+ 5.5%	\$639,238	\$657,546	+ 2.9%
Percent of Original List Price Received*	96.5%	97.7%	+ 1.2%	99.1%	97.8%	- 1.3%
Percent of List Price Received*	97.9%	98.3%	+ 0.4%	99.7%	98.8%	- 0.9%
Inventory of Homes for Sale	24	13	- 45.8%	--	--	--
Months Supply of Inventory	1.1	0.7	- 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 January 2020

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

92131 - Scripps Miramar

Metro San Diego County

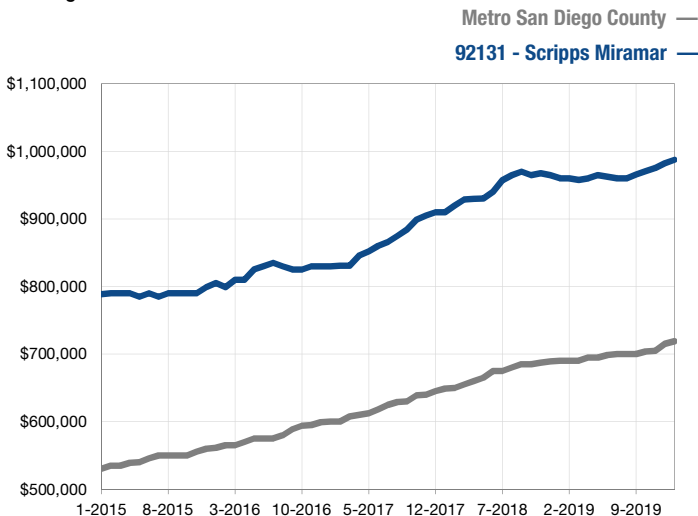
Detached Single-Family	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
Key Metrics						
New Listings	37	23	- 37.8%	410	387	- 5.6%
Pending Sales	21	23	+ 9.5%	265	301	+ 13.6%
Closed Sales	15	19	+ 26.7%	264	298	+ 12.9%
Days on Market Until Sale	38	34	- 10.5%	26	30	+ 15.4%
Median Sales Price*	\$905,000	\$1,014,000	+ 12.0%	\$959,950	\$987,500	+ 2.9%
Average Sales Price*	\$888,500	\$1,081,195	+ 21.7%	\$1,025,523	\$1,041,247	+ 1.5%
Percent of Original List Price Received*	96.0%	98.3%	+ 2.4%	97.5%	97.8%	+ 0.3%
Percent of List Price Received*	97.9%	99.0%	+ 1.1%	98.8%	98.7%	- 0.1%
Inventory of Homes for Sale	39	14	- 64.1%	--	--	--
Months Supply of Inventory	1.8	0.6	- 66.7%	--	--	--

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Attached Single-Family	January			Rolling 12 Months		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
Key Metrics						
New Listings	27	20	- 25.9%	261	231	- 11.5%
Pending Sales	13	21	+ 61.5%	170	196	+ 15.3%
Closed Sales	11	8	- 27.3%	171	185	+ 8.2%
Days on Market Until Sale	35	33	- 5.7%	18	24	+ 33.3%
Median Sales Price*	\$432,500	\$505,000	+ 16.8%	\$530,000	\$519,000	- 2.1%
Average Sales Price*	\$474,500	\$520,944	+ 9.8%	\$538,131	\$530,947	- 1.3%
Percent of Original List Price Received*	96.9%	98.2%	+ 1.3%	98.6%	97.9%	- 0.7%
Percent of List Price Received*	99.5%	99.2%	- 0.3%	99.6%	98.8%	- 0.8%
Inventory of Homes for Sale	23	7	- 69.6%	--	--	--
Months Supply of Inventory	1.6	0.4	- 75.0%	--	--	--

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



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