



Local Market Update for May 2020

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

92064 - Poway

North San Diego County

Detached Single-Family

Key Metrics	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	73	53	- 27.4%	747	588	- 21.3%
Pending Sales	48	46	- 4.2%	490	459	- 6.3%
Closed Sales	50	29	- 42.0%	492	459	- 6.7%
Days on Market Until Sale	30	22	- 26.7%	34	30	- 11.8%
Median Sales Price*	\$837,500	\$769,900	- 8.1%	\$799,950	\$790,000	- 1.2%
Average Sales Price*	\$916,306	\$930,652	+ 1.6%	\$932,207	\$941,570	+ 1.0%
Percent of Original List Price Received*	97.3%	98.2%	+ 0.9%	96.6%	97.4%	+ 0.8%
Percent of List Price Received*	98.1%	99.2%	+ 1.1%	98.2%	98.6%	+ 0.4%
Inventory of Homes for Sale	104	56	- 46.2%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

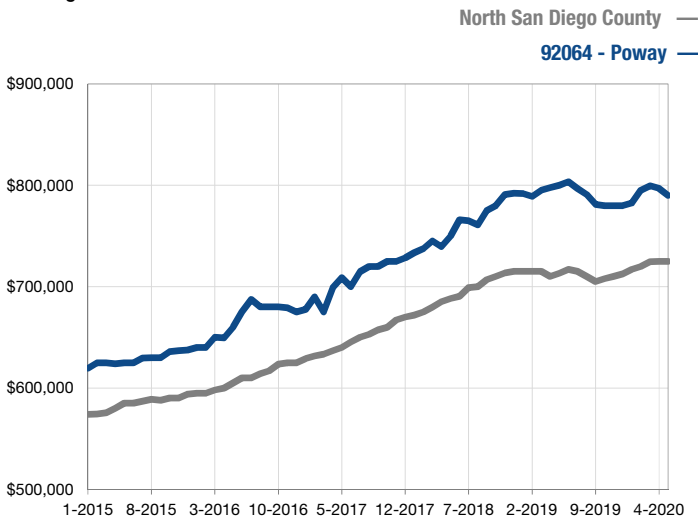
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached Single-Family

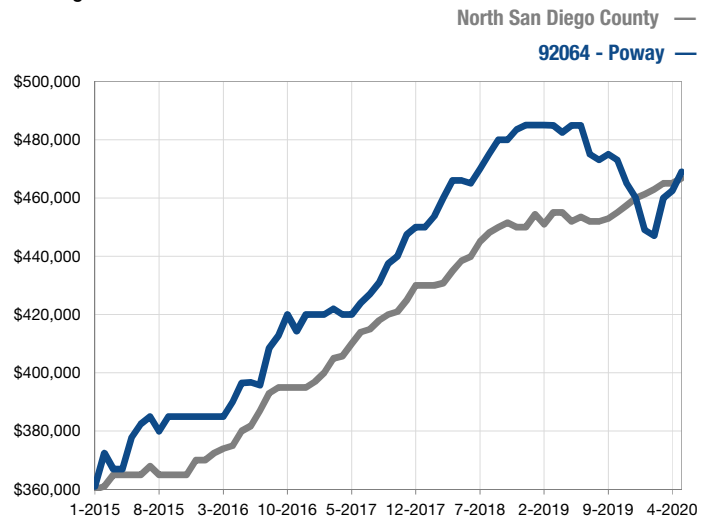
Key Metrics	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	11	3	- 72.7%	94	70	- 25.5%
Pending Sales	7	3	- 57.1%	65	68	+ 4.6%
Closed Sales	6	4	- 33.3%	70	70	0.0%
Days on Market Until Sale	30	20	- 33.3%	26	28	+ 7.7%
Median Sales Price*	\$505,000	\$541,500	+ 7.2%	\$484,950	\$469,000	- 3.3%
Average Sales Price*	\$500,417	\$542,000	+ 8.3%	\$466,321	\$458,523	- 1.7%
Percent of Original List Price Received*	97.1%	97.5%	+ 0.4%	97.7%	98.2%	+ 0.5%
Percent of List Price Received*	98.4%	97.5%	- 0.9%	98.6%	99.1%	+ 0.5%
Inventory of Homes for Sale	17	4	- 76.5%	--	--	--
Months Supply of Inventory	3.1	0.7	- 77.4%	--	--	--

* 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 May 2020

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North San Diego County
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HOMEDEX

92127 - Rancho Bernardo

North San Diego County

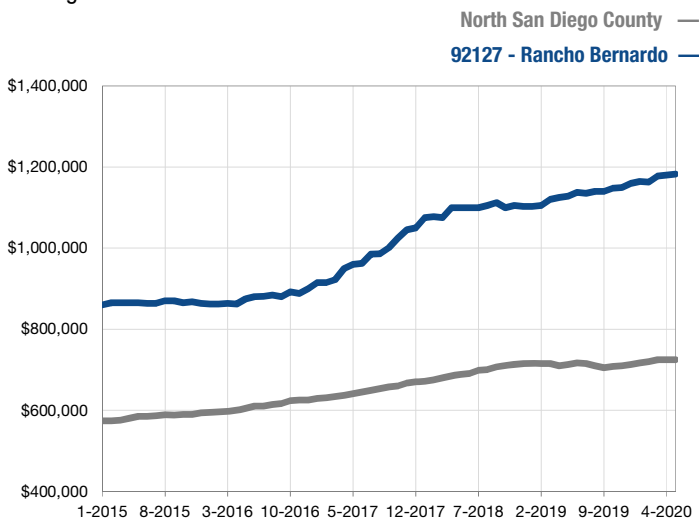
Detached Single-Family	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
Key Metrics						
New Listings	106	71	- 33.0%	858	702	- 18.2%
Pending Sales	70	54	- 22.9%	529	509	- 3.8%
Closed Sales	60	28	- 53.3%	534	506	- 5.2%
Days on Market Until Sale	24	26	+ 8.3%	36	32	- 11.1%
Median Sales Price*	\$1,137,500	\$1,224,500	+ 7.6%	\$1,128,000	\$1,182,500	+ 4.8%
Average Sales Price*	\$1,257,490	\$1,440,643	+ 14.6%	\$1,311,925	\$1,347,190	+ 2.7%
Percent of Original List Price Received*	98.0%	97.1%	- 0.9%	97.2%	97.5%	+ 0.3%
Percent of List Price Received*	98.8%	97.0%	- 1.8%	98.4%	98.5%	+ 0.1%
Inventory of Homes for Sale	131	88	- 32.8%	--	--	--
Months Supply of Inventory	3.0	2.1	- 30.0%	--	--	--

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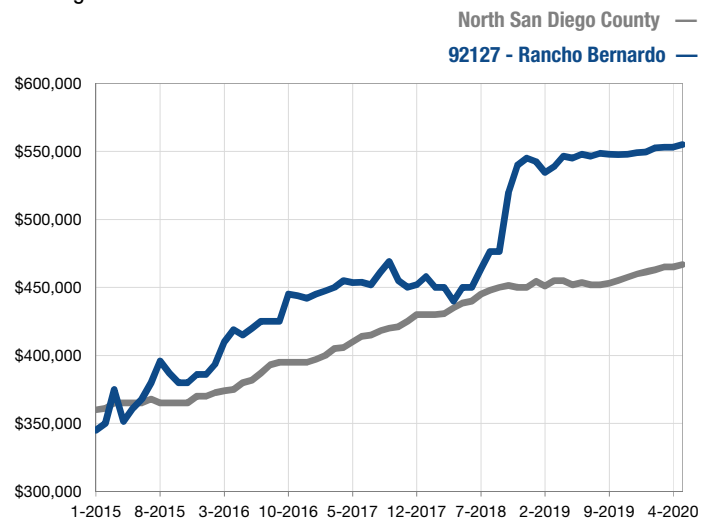
Attached Single-Family	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
Key Metrics						
New Listings	42	25	- 40.5%	355	319	- 10.1%
Pending Sales	24	26	+ 8.3%	216	256	+ 18.5%
Closed Sales	22	12	- 45.5%	210	246	+ 17.1%
Days on Market Until Sale	24	24	0.0%	24	31	+ 29.2%
Median Sales Price*	\$487,750	\$586,000	+ 20.1%	\$545,000	\$555,000	+ 1.8%
Average Sales Price*	\$531,255	\$652,400	+ 22.8%	\$535,004	\$563,977	+ 5.4%
Percent of Original List Price Received*	99.7%	99.3%	- 0.4%	98.5%	98.4%	- 0.1%
Percent of List Price Received*	99.9%	99.8%	- 0.1%	99.5%	99.3%	- 0.2%
Inventory of Homes for Sale	45	18	- 60.0%	--	--	--
Months Supply of Inventory	2.5	0.8	- 68.0%	--	--	--

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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 May 2020

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92128 - Rancho Bernardo

North San Diego County

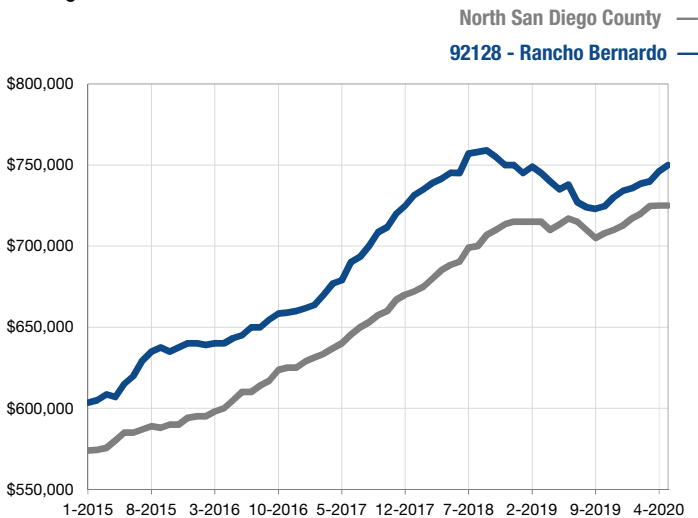
Detached Single-Family	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
Key Metrics						
New Listings	84	62	- 26.2%	803	593	- 26.2%
Pending Sales	50	43	- 14.0%	469	479	+ 2.1%
Closed Sales	51	20	- 60.8%	468	481	+ 2.8%
Days on Market Until Sale	23	21	- 8.7%	29	30	+ 3.4%
Median Sales Price*	\$740,000	\$807,500	+ 9.1%	\$735,000	\$750,000	+ 2.0%
Average Sales Price*	\$781,573	\$812,545	+ 4.0%	\$762,492	\$786,119	+ 3.1%
Percent of Original List Price Received*	97.3%	96.2%	- 1.1%	96.8%	97.7%	+ 0.9%
Percent of List Price Received*	98.4%	97.8%	- 0.6%	98.4%	98.7%	+ 0.3%
Inventory of Homes for Sale	115	47	- 59.1%	--	--	--
Months Supply of Inventory	2.9	1.2	- 58.6%	--	--	--

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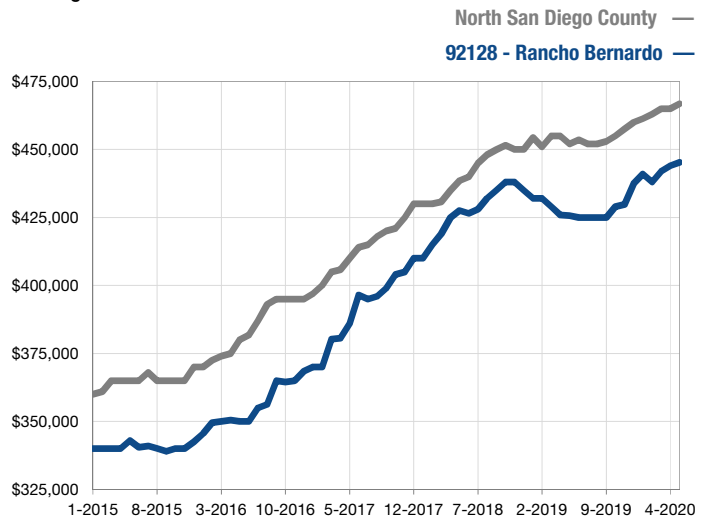
Attached Single-Family	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
Key Metrics						
New Listings	52	34	- 34.6%	561	458	- 18.4%
Pending Sales	56	39	- 30.4%	406	389	- 4.2%
Closed Sales	42	20	- 52.4%	401	394	- 1.7%
Days on Market Until Sale	17	13	- 23.5%	27	28	+ 3.7%
Median Sales Price*	\$441,000	\$484,000	+ 9.8%	\$425,700	\$445,250	+ 4.6%
Average Sales Price*	\$442,824	\$477,943	+ 7.9%	\$443,145	\$457,392	+ 3.2%
Percent of Original List Price Received*	98.4%	98.7%	+ 0.3%	97.3%	97.9%	+ 0.6%
Percent of List Price Received*	99.2%	99.1%	- 0.1%	98.9%	98.9%	0.0%
Inventory of Homes for Sale	59	26	- 55.9%	--	--	--
Months Supply of Inventory	1.7	0.8	- 52.9%	--	--	--

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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 May 2020

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North San Diego County
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HOMEDEX

92129 - Rancho Penasquitos

North San Diego County

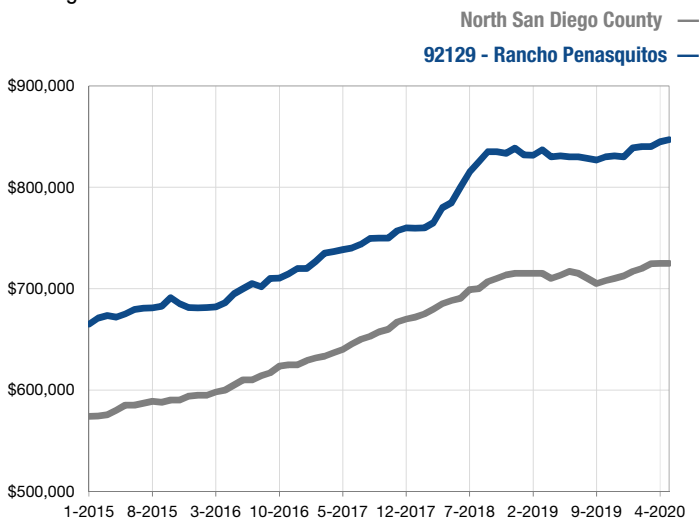
Detached Single-Family	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
Key Metrics						
New Listings	61	28	- 54.1%	476	341	- 28.4%
Pending Sales	49	27	- 44.9%	335	303	- 9.6%
Closed Sales	43	14	- 67.4%	345	316	- 8.4%
Days on Market Until Sale	15	22	+ 46.7%	23	20	- 13.0%
Median Sales Price*	\$850,000	\$879,750	+ 3.5%	\$831,000	\$847,000	+ 1.9%
Average Sales Price*	\$874,963	\$897,099	+ 2.5%	\$856,484	\$862,261	+ 0.7%
Percent of Original List Price Received*	99.1%	97.3%	- 1.8%	97.8%	98.9%	+ 1.1%
Percent of List Price Received*	99.4%	98.8%	- 0.6%	99.0%	99.5%	+ 0.5%
Inventory of Homes for Sale	45	21	- 53.3%	--	--	--
Months Supply of Inventory	1.6	0.8	- 50.0%	--	--	--

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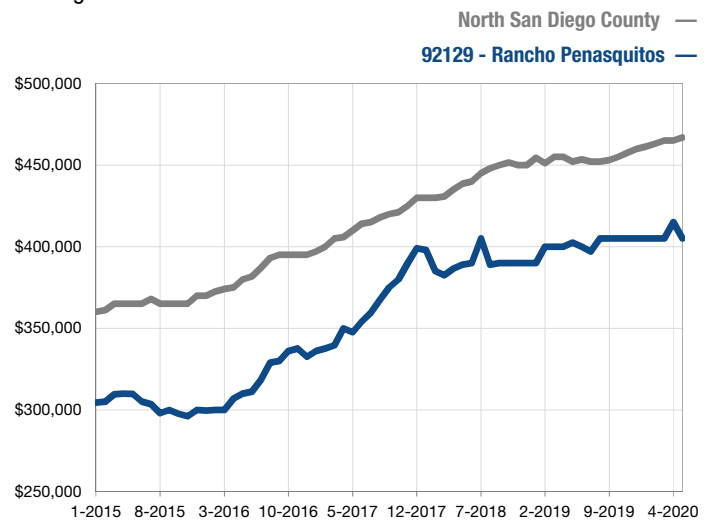
Attached Single-Family	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
Key Metrics						
New Listings	28	9	- 67.9%	209	157	- 24.9%
Pending Sales	13	9	- 30.8%	162	135	- 16.7%
Closed Sales	16	8	- 50.0%	165	139	- 15.8%
Days on Market Until Sale	35	16	- 54.3%	21	23	+ 9.5%
Median Sales Price*	\$433,250	\$387,500	- 10.6%	\$402,500	\$405,000	+ 0.6%
Average Sales Price*	\$508,094	\$391,000	- 23.0%	\$450,941	\$467,774	+ 3.7%
Percent of Original List Price Received*	98.1%	99.1%	+ 1.0%	98.4%	98.5%	+ 0.1%
Percent of List Price Received*	98.3%	99.5%	+ 1.2%	99.0%	99.3%	+ 0.3%
Inventory of Homes for Sale	23	10	- 56.5%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--

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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 May 2020

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

92130 - Carmel Valley

North San Diego County

Detached Single-Family

Key Metrics	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	83	64	- 22.9%	730	583	- 20.1%
Pending Sales	58	48	- 17.2%	480	431	- 10.2%
Closed Sales	48	29	- 39.6%	462	445	- 3.7%
Days on Market Until Sale	28	23	- 17.9%	33	33	0.0%
Median Sales Price*	\$1,310,000	\$1,454,500	+ 11.0%	\$1,310,000	\$1,400,000	+ 6.9%
Average Sales Price*	\$1,484,451	\$1,588,350	+ 7.0%	\$1,508,658	\$1,575,099	+ 4.4%
Percent of Original List Price Received*	96.9%	96.6%	- 0.3%	96.7%	96.9%	+ 0.2%
Percent of List Price Received*	98.3%	97.6%	- 0.7%	98.1%	98.3%	+ 0.2%
Inventory of Homes for Sale	123	71	- 42.3%	--	--	--
Months Supply of Inventory	3.1	2.0	- 35.5%	--	--	--

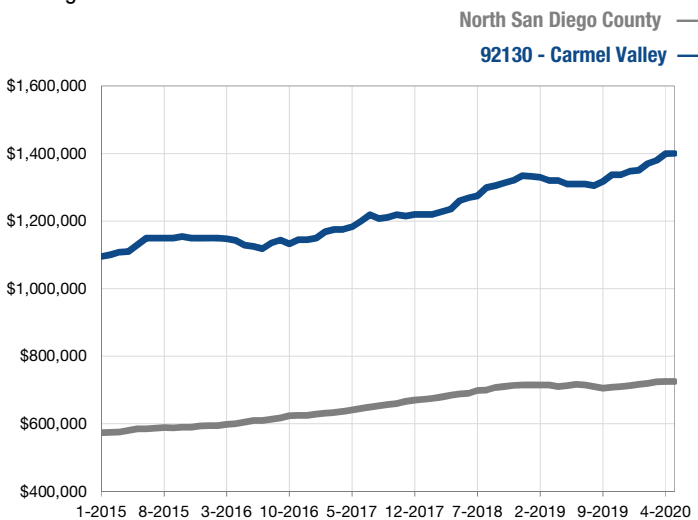
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Attached Single-Family

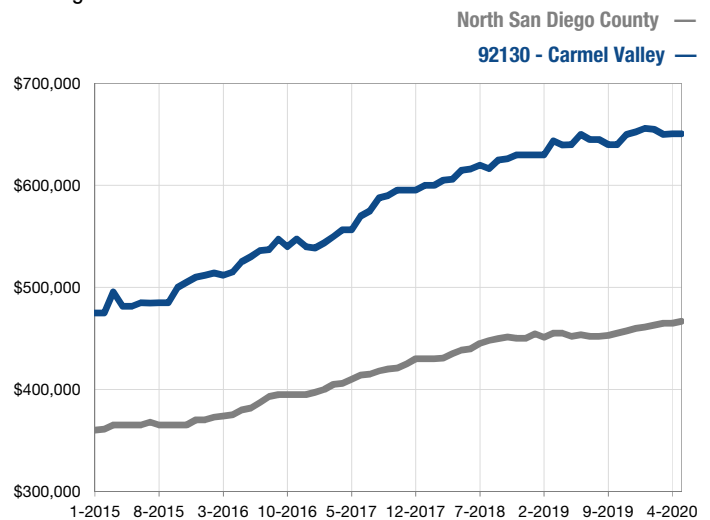
Key Metrics	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	34	35	+ 2.9%	300	283	- 5.7%
Pending Sales	20	15	- 25.0%	213	206	- 3.3%
Closed Sales	20	6	- 70.0%	223	208	- 6.7%
Days on Market Until Sale	30	18	- 40.0%	22	23	+ 4.5%
Median Sales Price*	\$651,000	\$672,500	+ 3.3%	\$640,000	\$650,500	+ 1.6%
Average Sales Price*	\$664,460	\$685,000	+ 3.1%	\$647,739	\$660,780	+ 2.0%
Percent of Original List Price Received*	98.0%	95.9%	- 2.1%	98.3%	98.1%	- 0.2%
Percent of List Price Received*	98.7%	95.9%	- 2.8%	99.2%	99.0%	- 0.2%
Inventory of Homes for Sale	40	43	+ 7.5%	--	--	--
Months Supply of Inventory	2.3	2.5	+ 8.7%	--	--	--

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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 May 2020

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

92131 - Scripps Miramar

Metro San Diego County

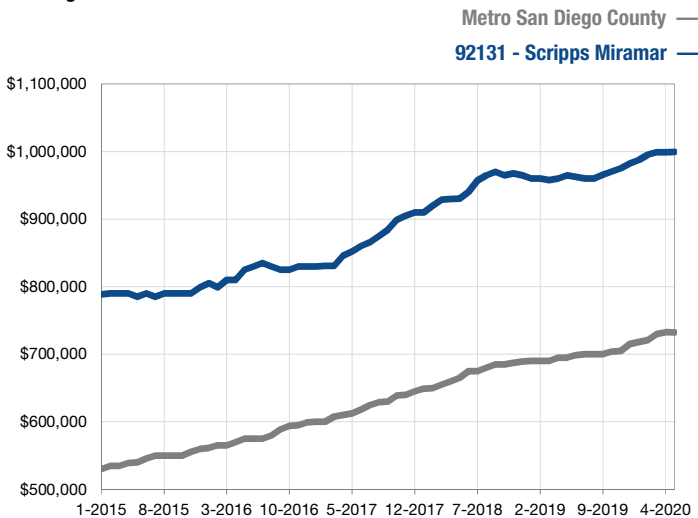
Detached Single-Family	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
Key Metrics						
New Listings	51	38	- 25.5%	421	339	- 19.5%
Pending Sales	35	27	- 22.9%	273	277	+ 1.5%
Closed Sales	25	17	- 32.0%	261	287	+ 10.0%
Days on Market Until Sale	23	15	- 34.8%	28	29	+ 3.6%
Median Sales Price*	\$986,000	\$975,000	- 1.1%	\$965,000	\$999,500	+ 3.6%
Average Sales Price*	\$1,017,684	\$1,084,406	+ 6.6%	\$1,017,913	\$1,057,650	+ 3.9%
Percent of Original List Price Received*	98.4%	98.6%	+ 0.2%	97.4%	98.1%	+ 0.7%
Percent of List Price Received*	98.9%	98.9%	0.0%	98.6%	98.9%	+ 0.3%
Inventory of Homes for Sale	60	20	- 66.7%	--	--	--
Months Supply of Inventory	2.6	0.9	- 65.4%	--	--	--

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Attached Single-Family	May			Rolling 12 Months		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
Key Metrics						
New Listings	37	19	- 48.6%	286	190	- 33.6%
Pending Sales	17	15	- 11.8%	188	162	- 13.8%
Closed Sales	28	7	- 75.0%	194	159	- 18.0%
Days on Market Until Sale	14	13	- 7.1%	19	24	+ 26.3%
Median Sales Price*	\$520,000	\$478,000	- 8.1%	\$530,000	\$510,000	- 3.8%
Average Sales Price*	\$546,261	\$461,143	- 15.6%	\$538,500	\$517,388	- 3.9%
Percent of Original List Price Received*	99.4%	96.8%	- 2.6%	98.2%	98.3%	+ 0.1%
Percent of List Price Received*	99.7%	98.8%	- 0.9%	99.3%	98.9%	- 0.4%
Inventory of Homes for Sale	30	11	- 63.3%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--

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



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