

Local Market Update for October 2021

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92064 - Poway

North San Diego County

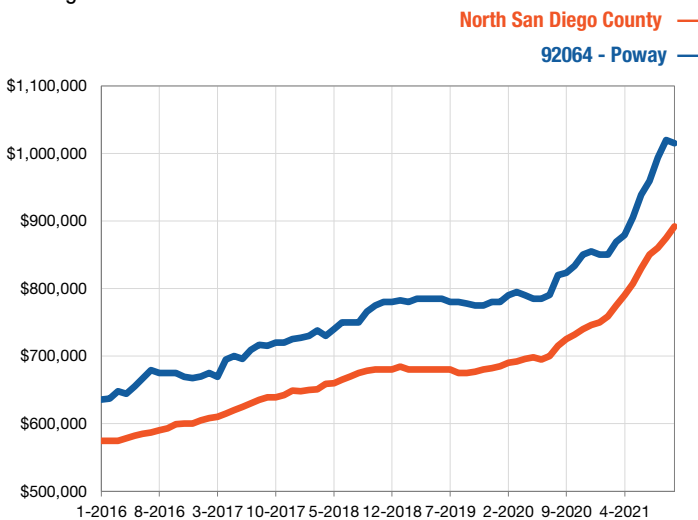
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	63	50	- 20.6%	594	635	+ 6.9%
Pending Sales	54	44	- 18.5%	505	578	+ 14.5%
Closed Sales	51	44	- 13.7%	486	587	+ 20.8%
Days on Market Until Sale	22	17	- 22.7%	24	14	- 41.7%
Median Sales Price*	\$980,000	\$940,000	- 4.1%	\$833,750	\$1,015,000	+ 21.7%
Average Sales Price*	\$1,078,078	\$1,069,411	- 0.8%	\$993,583	\$1,196,397	+ 20.4%
Percent of Original List Price Received*	99.1%	98.8%	- 0.3%	98.6%	102.9%	+ 4.4%
Percent of List Price Received*	99.5%	100.6%	+ 1.1%	99.4%	102.6%	+ 3.2%
Inventory of Homes for Sale	71	32	- 54.9%	--	--	--
Months Supply of Inventory	1.7	0.7	- 58.8%	--	--	--

* 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.

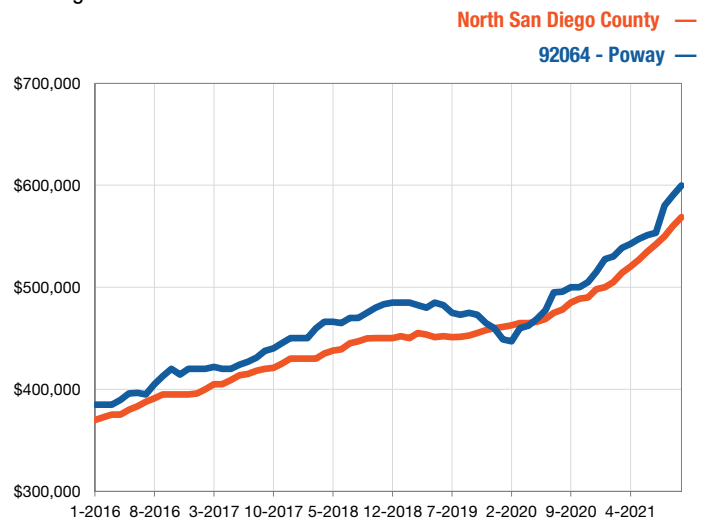
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	4	3	- 25.0%	61	84	+ 37.7%
Pending Sales	4	6	+ 50.0%	56	75	+ 33.9%
Closed Sales	6	7	+ 16.7%	59	69	+ 16.9%
Days on Market Until Sale	17	15	- 11.8%	21	11	- 47.6%
Median Sales Price*	\$515,609	\$620,000	+ 20.2%	\$500,000	\$600,000	+ 20.0%
Average Sales Price*	\$517,703	\$582,714	+ 12.6%	\$486,878	\$580,948	+ 19.3%
Percent of Original List Price Received*	100.4%	99.2%	- 1.2%	99.7%	102.3%	+ 2.6%
Percent of List Price Received*	100.6%	101.0%	+ 0.4%	99.6%	102.6%	+ 3.0%
Inventory of Homes for Sale	4	2	- 50.0%	--	--	--
Months Supply of Inventory	0.9	0.3	- 66.7%	--	--	--

* 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



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NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92127 - Rancho Bernardo

North San Diego County

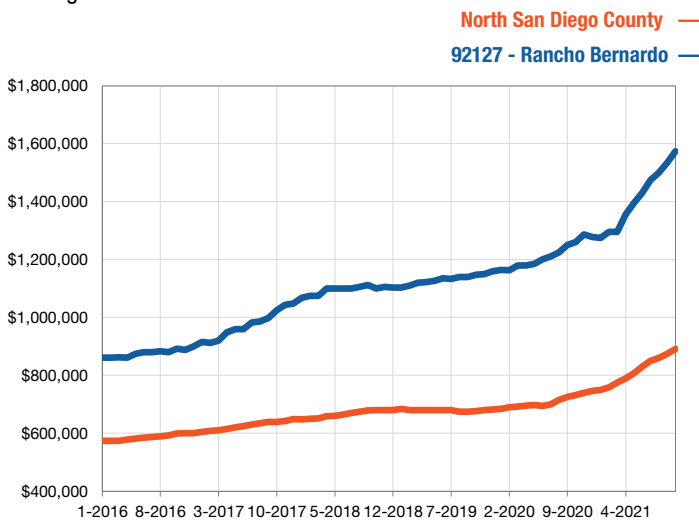
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	63	39	- 38.1%	724	633	- 12.6%
Pending Sales	63	42	- 33.3%	599	591	- 1.3%
Closed Sales	59	41	- 30.5%	588	620	+ 5.4%
Days on Market Until Sale	18	9	- 50.0%	28	13	- 53.6%
Median Sales Price*	\$1,320,000	\$1,760,000	+ 33.3%	\$1,260,000	\$1,575,000	+ 25.0%
Average Sales Price*	\$1,489,112	\$1,818,704	+ 22.1%	\$1,433,801	\$1,703,876	+ 18.8%
Percent of Original List Price Received*	100.4%	103.2%	+ 2.8%	98.3%	104.9%	+ 6.7%
Percent of List Price Received*	100.6%	103.5%	+ 2.9%	99.0%	103.9%	+ 4.9%
Inventory of Homes for Sale	74	19	- 74.3%	--	--	--
Months Supply of Inventory	1.5	0.4	- 73.3%	--	--	--

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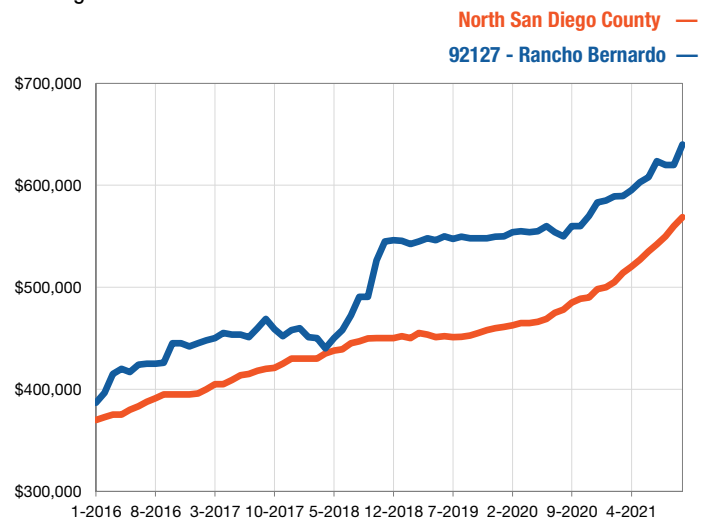
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	23	17	- 26.1%	303	282	- 6.9%
Pending Sales	17	15	- 11.8%	281	268	- 4.6%
Closed Sales	27	20	- 25.9%	266	278	+ 4.5%
Days on Market Until Sale	11	11	0.0%	25	11	- 56.0%
Median Sales Price*	\$555,000	\$703,000	+ 26.7%	\$560,000	\$640,000	+ 14.3%
Average Sales Price*	\$525,919	\$690,891	+ 31.4%	\$563,818	\$658,891	+ 16.9%
Percent of Original List Price Received*	101.0%	103.8%	+ 2.8%	99.2%	103.9%	+ 4.7%
Percent of List Price Received*	101.0%	103.6%	+ 2.6%	99.7%	103.2%	+ 3.5%
Inventory of Homes for Sale	21	13	- 38.1%	--	--	--
Months Supply of Inventory	0.9	0.6	- 33.3%	--	--	--

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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 October 2021

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92128 - Rancho Bernardo

North San Diego County

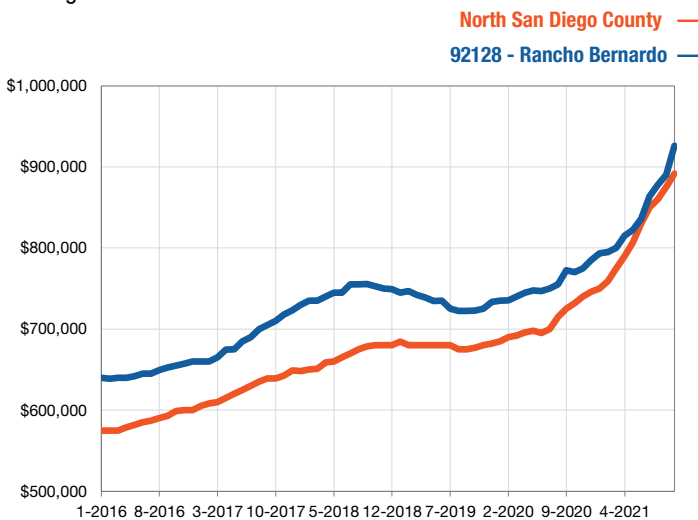
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	48	36	- 25.0%	602	572	- 5.0%
Pending Sales	57	39	- 31.6%	521	542	+ 4.0%
Closed Sales	63	44	- 30.2%	515	553	+ 7.4%
Days on Market Until Sale	13	12	- 7.7%	21	10	- 52.4%
Median Sales Price*	\$709,852	\$1,056,250	+ 48.8%	\$770,000	\$926,000	+ 20.3%
Average Sales Price*	\$738,741	\$1,105,477	+ 49.6%	\$800,754	\$978,448	+ 22.2%
Percent of Original List Price Received*	99.5%	102.8%	+ 3.3%	99.2%	104.0%	+ 4.8%
Percent of List Price Received*	100.0%	102.9%	+ 2.9%	99.7%	103.4%	+ 3.7%
Inventory of Homes for Sale	49	24	- 51.0%	--	--	--
Months Supply of Inventory	1.1	0.5	- 54.5%	--	--	--

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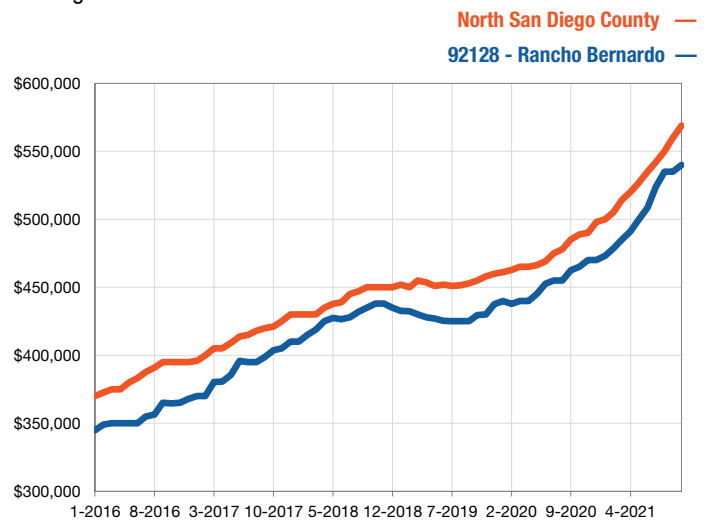
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	38	29	- 23.7%	422	525	+ 24.4%
Pending Sales	40	39	- 2.5%	385	477	+ 23.9%
Closed Sales	24	27	+ 12.5%	377	475	+ 26.0%
Days on Market Until Sale	12	12	0.0%	24	9	- 62.5%
Median Sales Price*	\$520,500	\$592,000	+ 13.7%	\$465,000	\$540,000	+ 16.1%
Average Sales Price*	\$533,146	\$611,467	+ 14.7%	\$473,894	\$555,140	+ 17.1%
Percent of Original List Price Received*	99.7%	102.4%	+ 2.7%	99.1%	103.0%	+ 3.9%
Percent of List Price Received*	100.2%	102.6%	+ 2.4%	99.7%	102.8%	+ 3.1%
Inventory of Homes for Sale	27	20	- 25.9%	--	--	--
Months Supply of Inventory	0.8	0.5	- 37.5%	--	--	--

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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 October 2021

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NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92129 - Rancho Penasquitos

North San Diego County

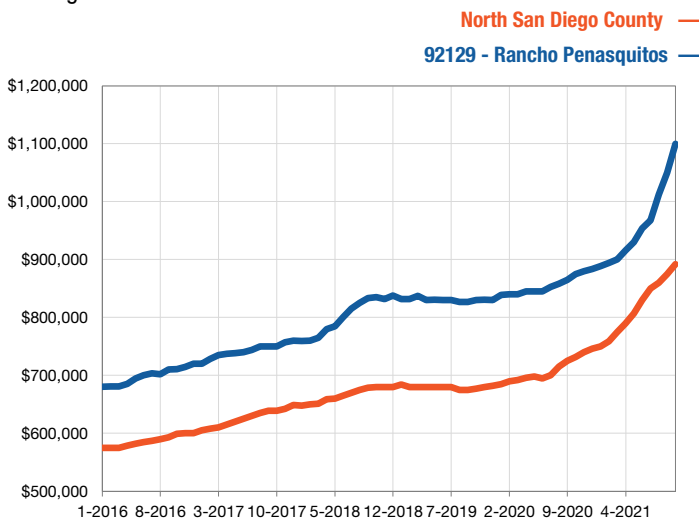
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	39	25	- 35.9%	338	341	+ 0.9%
Pending Sales	30	26	- 13.3%	301	326	+ 8.3%
Closed Sales	45	27	- 40.0%	290	333	+ 14.8%
Days on Market Until Sale	8	8	0.0%	15	12	- 20.0%
Median Sales Price*	\$935,000	\$1,400,000	+ 49.7%	\$875,000	\$1,100,000	+ 25.7%
Average Sales Price*	\$945,758	\$1,345,240	+ 42.2%	\$896,168	\$1,132,666	+ 26.4%
Percent of Original List Price Received*	101.2%	107.5%	+ 6.2%	100.2%	107.1%	+ 6.9%
Percent of List Price Received*	101.0%	105.7%	+ 4.7%	100.3%	105.7%	+ 5.4%
Inventory of Homes for Sale	22	9	- 59.1%	--	--	--
Months Supply of Inventory	0.9	0.3	- 66.7%	--	--	--

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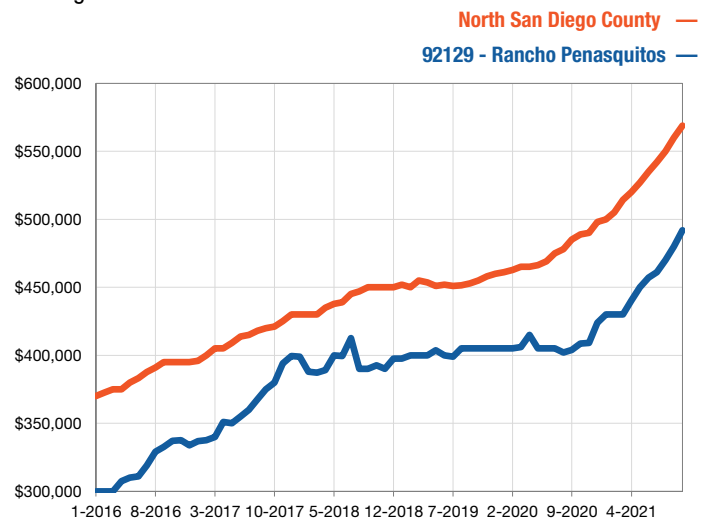
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	15	14	- 6.7%	154	179	+ 16.2%
Pending Sales	21	14	- 33.3%	139	171	+ 23.0%
Closed Sales	13	17	+ 30.8%	132	179	+ 35.6%
Days on Market Until Sale	21	9	- 57.1%	20	11	- 45.0%
Median Sales Price*	\$453,000	\$609,900	+ 34.6%	\$408,500	\$492,000	+ 20.4%
Average Sales Price*	\$483,454	\$630,288	+ 30.4%	\$459,601	\$534,953	+ 16.4%
Percent of Original List Price Received*	100.1%	102.7%	+ 2.6%	99.8%	103.1%	+ 3.3%
Percent of List Price Received*	99.6%	102.3%	+ 2.7%	100.0%	102.6%	+ 2.6%
Inventory of Homes for Sale	11	7	- 36.4%	--	--	--
Months Supply of Inventory	0.9	0.5	- 44.4%	--	--	--

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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 October 2021

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NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92130 - Carmel Valley

North San Diego County

Detached Single-Family

Key Metrics	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	52	26	- 50.0%	637	537	- 15.7%
Pending Sales	51	35	- 31.4%	513	501	- 2.3%
Closed Sales	66	36	- 45.5%	487	533	+ 9.4%
Days on Market Until Sale	26	18	- 30.8%	29	16	- 44.8%
Median Sales Price*	\$1,560,000	\$1,873,000	+ 20.1%	\$1,423,350	\$1,810,000	+ 27.2%
Average Sales Price*	\$1,638,669	\$2,099,330	+ 28.1%	\$1,627,195	\$2,010,241	+ 23.5%
Percent of Original List Price Received*	98.1%	103.7%	+ 5.7%	97.4%	104.0%	+ 6.8%
Percent of List Price Received*	99.1%	103.4%	+ 4.3%	98.6%	103.3%	+ 4.8%
Inventory of Homes for Sale	76	15	- 80.3%	--	--	--
Months Supply of Inventory	1.8	0.4	- 77.8%	--	--	--

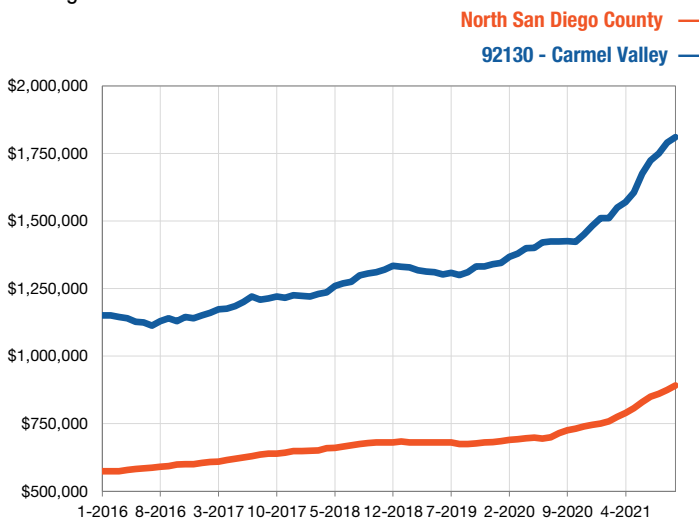
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Attached Single-Family

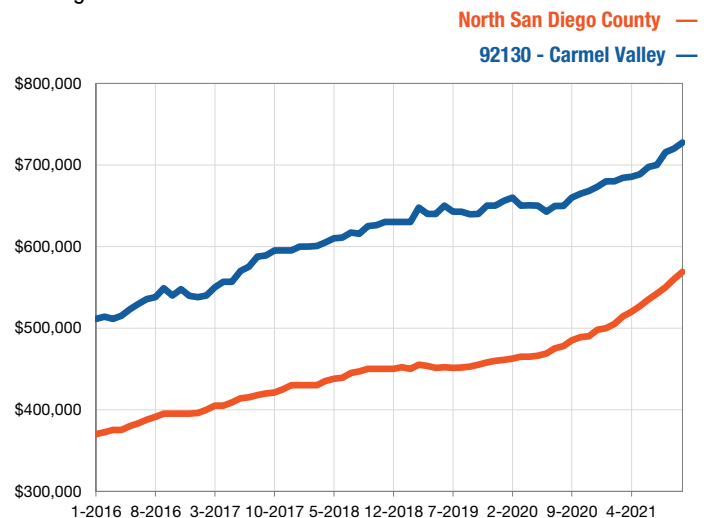
Key Metrics	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	22	15	- 31.8%	285	268	- 6.0%
Pending Sales	18	19	+ 5.6%	218	248	+ 13.8%
Closed Sales	17	19	+ 11.8%	209	252	+ 20.6%
Days on Market Until Sale	10	13	+ 30.0%	21	15	- 28.6%
Median Sales Price*	\$670,000	\$820,000	+ 22.4%	\$664,500	\$727,450	+ 9.5%
Average Sales Price*	\$754,235	\$835,095	+ 10.7%	\$680,805	\$773,056	+ 13.6%
Percent of Original List Price Received*	100.9%	104.6%	+ 3.7%	98.9%	102.9%	+ 4.0%
Percent of List Price Received*	100.4%	104.3%	+ 3.9%	99.2%	102.8%	+ 3.6%
Inventory of Homes for Sale	32	12	- 62.5%	--	--	--
Months Supply of Inventory	1.8	0.6	- 66.7%	--	--	--

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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 October 2021

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NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92131 - Scripps Miramar

Metro San Diego County

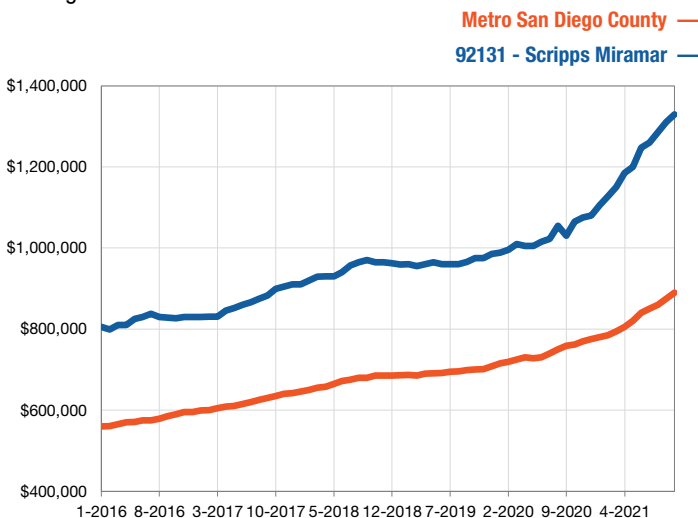
Detached Single-Family Key Metrics	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	26	17	- 34.6%	338	285	- 15.7%
Pending Sales	27	27	0.0%	293	272	- 7.2%
Closed Sales	27	18	- 33.3%	289	280	- 3.1%
Days on Market Until Sale	26	12	- 53.8%	21	11	- 47.6%
Median Sales Price*	\$1,195,000	\$1,505,000	+ 25.9%	\$1,065,000	\$1,330,000	+ 24.9%
Average Sales Price*	\$1,227,090	\$1,520,754	+ 23.9%	\$1,109,645	\$1,407,929	+ 26.9%
Percent of Original List Price Received*	100.8%	106.2%	+ 5.4%	99.1%	105.4%	+ 6.4%
Percent of List Price Received*	101.3%	104.2%	+ 2.9%	99.7%	103.2%	+ 3.5%
Inventory of Homes for Sale	27	5	- 81.5%	--	--	--
Months Supply of Inventory	1.1	0.2	- 81.8%	--	--	--

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Attached Single-Family Key Metrics	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	19	10	- 47.4%	204	210	+ 2.9%
Pending Sales	22	11	- 50.0%	183	197	+ 7.7%
Closed Sales	22	9	- 59.1%	181	199	+ 9.9%
Days on Market Until Sale	9	5	- 44.4%	22	11	- 50.0%
Median Sales Price*	\$562,250	\$710,000	+ 26.3%	\$525,000	\$650,000	+ 23.8%
Average Sales Price*	\$549,011	\$737,789	+ 34.4%	\$532,625	\$643,549	+ 20.8%
Percent of Original List Price Received*	101.4%	101.8%	+ 0.4%	99.8%	103.4%	+ 3.6%
Percent of List Price Received*	101.7%	101.4%	- 0.3%	100.0%	102.4%	+ 2.4%
Inventory of Homes for Sale	13	7	- 46.2%	--	--	--
Months Supply of Inventory	0.9	0.4	- 55.6%	--	--	--

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



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

