

Local Market Update for January 2022

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92064 - Poway

North San Diego County

Detached Single-Family

Key Metrics	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	52	47	- 9.6%	609	612	+ 0.5%
Pending Sales	43	42	- 2.3%	525	552	+ 5.1%
Closed Sales	29	28	- 3.4%	512	557	+ 8.8%
Days on Market Until Sale	13	10	- 23.1%	20	14	- 30.0%
Median Sales Price*	\$785,000	\$1,187,500	+ 51.3%	\$850,000	\$1,060,000	+ 24.7%
Average Sales Price*	\$933,431	\$1,306,351	+ 40.0%	\$1,018,897	\$1,244,649	+ 22.2%
Percent of Original List Price Received*	100.7%	105.5%	+ 4.8%	99.3%	103.9%	+ 4.6%
Percent of List Price Received*	100.8%	103.7%	+ 2.9%	99.8%	103.2%	+ 3.4%
Inventory of Homes for Sale	46	27	- 41.3%	--	--	--
Months Supply of Inventory	1.1	0.6	- 45.5%	--	--	--

* 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.

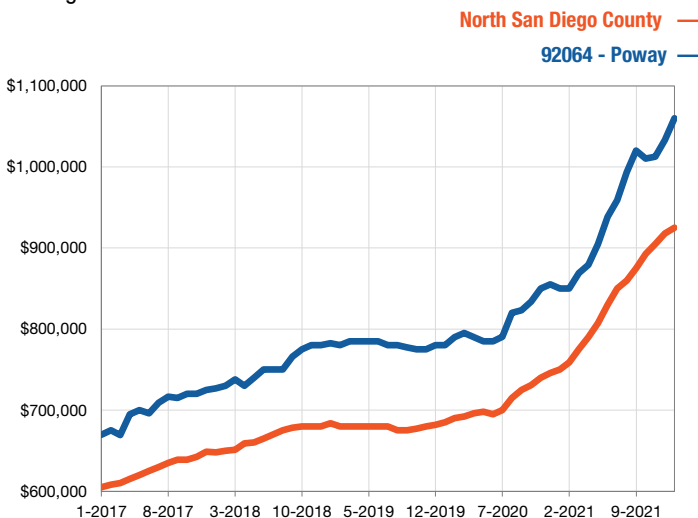
Attached Single-Family

Key Metrics	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
New Listings	4	8	+ 100.0%	60	95	+ 58.3%
Pending Sales	4	6	+ 50.0%	55	81	+ 47.3%
Closed Sales	3	4	+ 33.3%	54	73	+ 35.2%
Days on Market Until Sale	24	9	- 62.5%	18	11	- 38.9%
Median Sales Price*	\$540,000	\$717,500	+ 32.9%	\$527,500	\$618,000	+ 17.2%
Average Sales Price*	\$479,667	\$701,250	+ 46.2%	\$505,624	\$596,945	+ 18.1%
Percent of Original List Price Received*	97.4%	105.2%	+ 8.0%	99.2%	102.8%	+ 3.6%
Percent of List Price Received*	99.2%	103.1%	+ 3.9%	99.8%	103.0%	+ 3.2%
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	0.4	0.7	+ 75.0%	--	--	--

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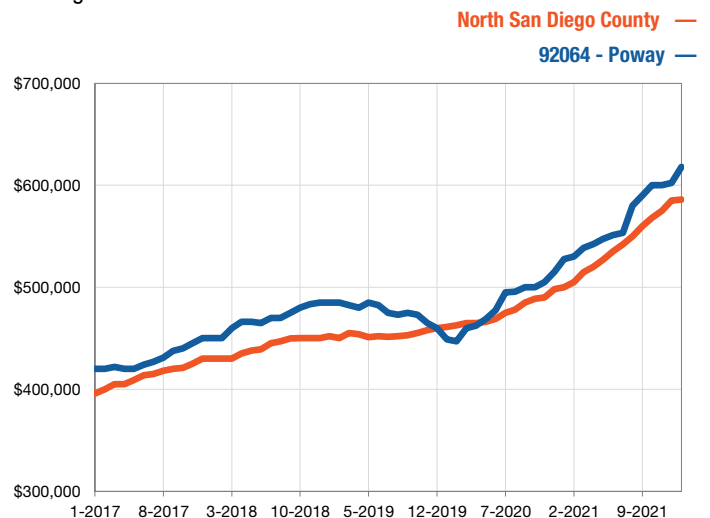
Median Sales Price – Detached Single-Family

Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family

Rolling 12-Month Calculation



Local Market Update for January 2022

Provided by the North San Diego County REALTORS®.

92127 - Rancho Bernardo

North San Diego County

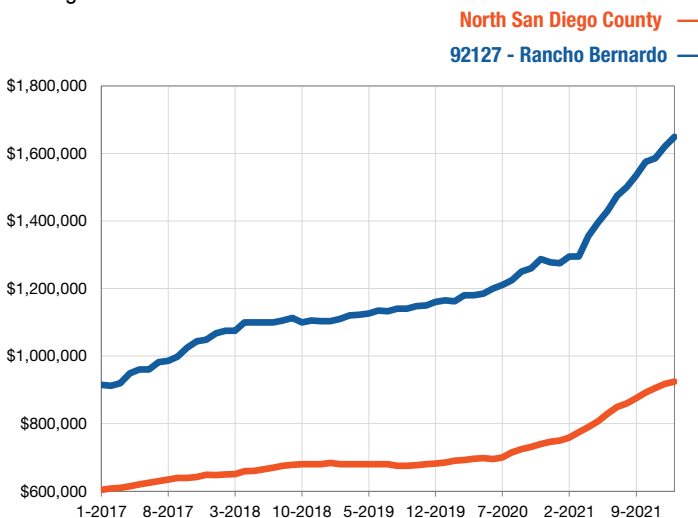
Detached Single-Family	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
Key Metrics						
New Listings	42	30	- 28.6%	718	606	- 15.6%
Pending Sales	32	18	- 43.8%	605	551	- 8.9%
Closed Sales	31	19	- 38.7%	608	571	- 6.1%
Days on Market Until Sale	25	17	- 32.0%	24	11	- 54.2%
Median Sales Price*	\$1,240,000	\$1,850,000	+ 49.2%	\$1,275,000	\$1,648,888	+ 29.3%
Average Sales Price*	\$1,526,745	\$2,082,513	+ 36.4%	\$1,454,764	\$1,811,459	+ 24.5%
Percent of Original List Price Received*	101.4%	107.8%	+ 6.3%	99.2%	105.9%	+ 6.8%
Percent of List Price Received*	101.4%	106.1%	+ 4.6%	99.6%	104.7%	+ 5.1%
Inventory of Homes for Sale	41	19	- 53.7%	--	--	--
Months Supply of Inventory	0.8	0.4	- 50.0%	--	--	--

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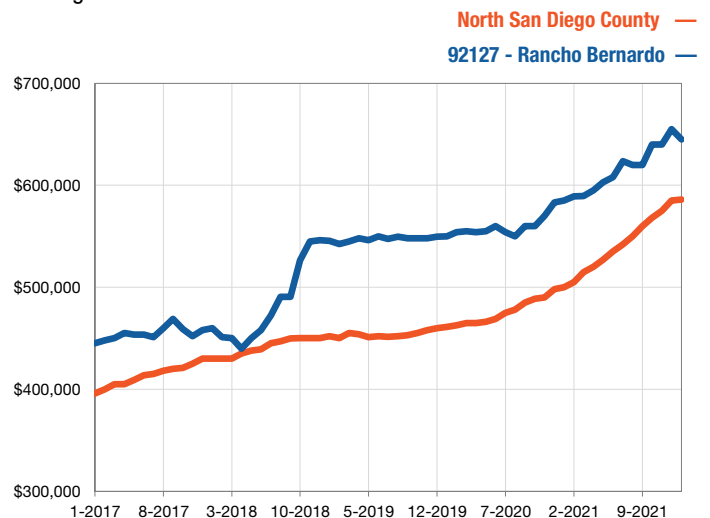
Attached Single-Family	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
Key Metrics						
New Listings	25	19	- 24.0%	305	270	- 11.5%
Pending Sales	25	15	- 40.0%	270	258	- 4.4%
Closed Sales	13	6	- 53.8%	264	267	+ 1.1%
Days on Market Until Sale	17	8	- 52.9%	18	11	- 38.9%
Median Sales Price*	\$735,000	\$717,500	- 2.4%	\$585,000	\$645,000	+ 10.3%
Average Sales Price*	\$627,014	\$760,333	+ 21.3%	\$582,080	\$675,315	+ 16.0%
Percent of Original List Price Received*	100.7%	107.4%	+ 6.7%	100.0%	104.6%	+ 4.6%
Percent of List Price Received*	100.8%	102.1%	+ 1.3%	100.2%	103.6%	+ 3.4%
Inventory of Homes for Sale	12	5	- 58.3%	--	--	--
Months Supply of Inventory	0.5	0.2	- 60.0%	--	--	--

* 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.

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 2022

Provided by the North San Diego County REALTORS®.

92128 - Rancho Bernardo

North San Diego County

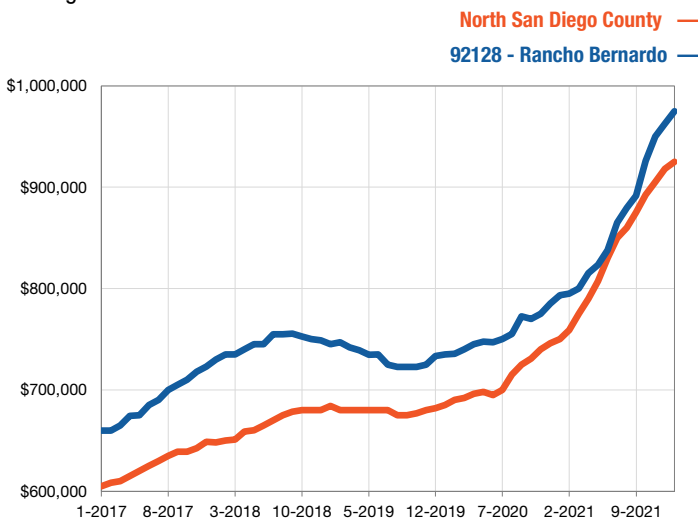
Detached Single-Family	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
Key Metrics						
New Listings	30	46	+ 53.3%	625	555	- 11.2%
Pending Sales	27	36	+ 33.3%	551	514	- 6.7%
Closed Sales	41	21	- 48.8%	553	509	- 8.0%
Days on Market Until Sale	12	17	+ 41.7%	17	11	- 35.3%
Median Sales Price*	\$875,000	\$962,275	+ 10.0%	\$793,500	\$975,000	+ 22.9%
Average Sales Price*	\$902,925	\$1,137,885	+ 26.0%	\$821,141	\$1,035,169	+ 26.1%
Percent of Original List Price Received*	101.6%	102.8%	+ 1.2%	99.9%	104.5%	+ 4.6%
Percent of List Price Received*	100.9%	102.4%	+ 1.5%	100.1%	104.0%	+ 3.9%
Inventory of Homes for Sale	26	17	- 34.6%	--	--	--
Months Supply of Inventory	0.6	0.4	- 33.3%	--	--	--

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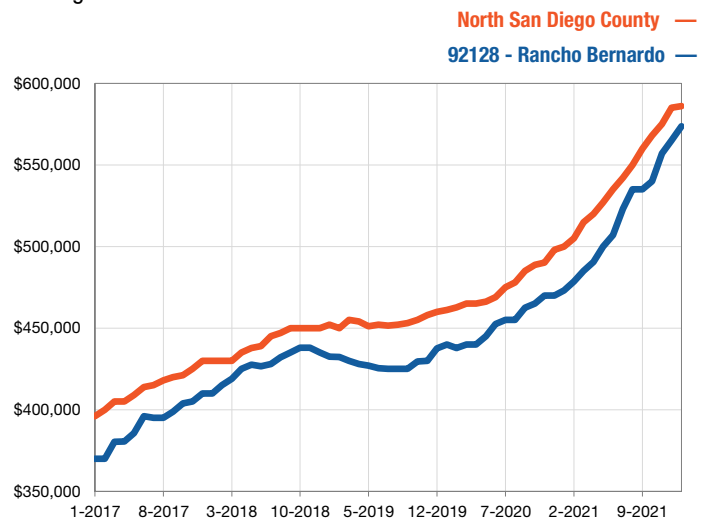
Attached Single-Family	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
Key Metrics						
New Listings	35	39	+ 11.4%	429	517	+ 20.5%
Pending Sales	31	38	+ 22.6%	383	485	+ 26.6%
Closed Sales	28	23	- 17.9%	388	474	+ 22.2%
Days on Market Until Sale	11	15	+ 36.4%	17	11	- 35.3%
Median Sales Price*	\$488,500	\$627,000	+ 28.4%	\$473,000	\$573,750	+ 21.3%
Average Sales Price*	\$503,039	\$627,065	+ 24.7%	\$484,327	\$581,710	+ 20.1%
Percent of Original List Price Received*	99.7%	104.3%	+ 4.6%	99.7%	103.4%	+ 3.7%
Percent of List Price Received*	100.4%	103.1%	+ 2.7%	100.1%	103.2%	+ 3.1%
Inventory of Homes for Sale	23	10	- 56.5%	--	--	--
Months Supply of Inventory	0.7	0.2	- 71.4%	--	--	--

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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 2022

Provided by the North San Diego County REALTORS®.

92129 - Rancho Penasquitos

North San Diego County

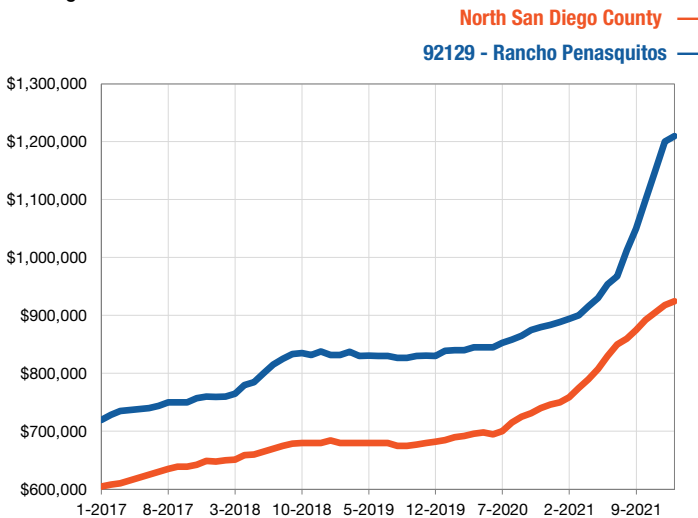
Detached Single-Family	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
Key Metrics						
New Listings	26	21	- 19.2%	347	337	- 2.9%
Pending Sales	21	18	- 14.3%	317	315	- 0.6%
Closed Sales	17	18	+ 5.9%	316	316	0.0%
Days on Market Until Sale	27	11	- 59.3%	16	8	- 50.0%
Median Sales Price*	\$950,000	\$1,232,000	+ 29.7%	\$888,444	\$1,210,000	+ 36.2%
Average Sales Price*	\$961,223	\$1,333,237	+ 38.7%	\$919,560	\$1,231,293	+ 33.9%
Percent of Original List Price Received*	102.4%	107.3%	+ 4.8%	100.9%	108.8%	+ 7.8%
Percent of List Price Received*	102.2%	104.7%	+ 2.4%	100.7%	106.8%	+ 6.1%
Inventory of Homes for Sale	10	9	- 10.0%	--	--	--
Months Supply of Inventory	0.4	0.3	- 25.0%	--	--	--

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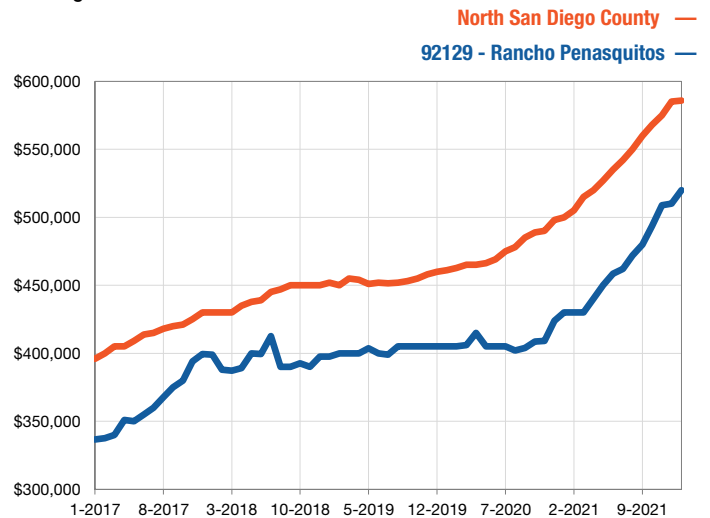
Attached Single-Family	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
Key Metrics						
New Listings	5	14	+ 180.0%	162	175	+ 8.0%
Pending Sales	6	10	+ 66.7%	149	164	+ 10.1%
Closed Sales	16	11	- 31.3%	151	160	+ 6.0%
Days on Market Until Sale	16	11	- 31.3%	18	10	- 44.4%
Median Sales Price*	\$446,000	\$525,000	+ 17.7%	\$430,000	\$520,000	+ 20.9%
Average Sales Price*	\$468,156	\$574,626	+ 22.7%	\$476,191	\$565,331	+ 18.7%
Percent of Original List Price Received*	100.9%	105.4%	+ 4.5%	100.4%	104.1%	+ 3.7%
Percent of List Price Received*	101.0%	103.4%	+ 2.4%	100.5%	103.2%	+ 2.7%
Inventory of Homes for Sale	5	5	0.0%	--	--	--
Months Supply of Inventory	0.4	0.4	0.0%	--	--	--

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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 January 2022

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NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92130 - Carmel Valley

North San Diego County

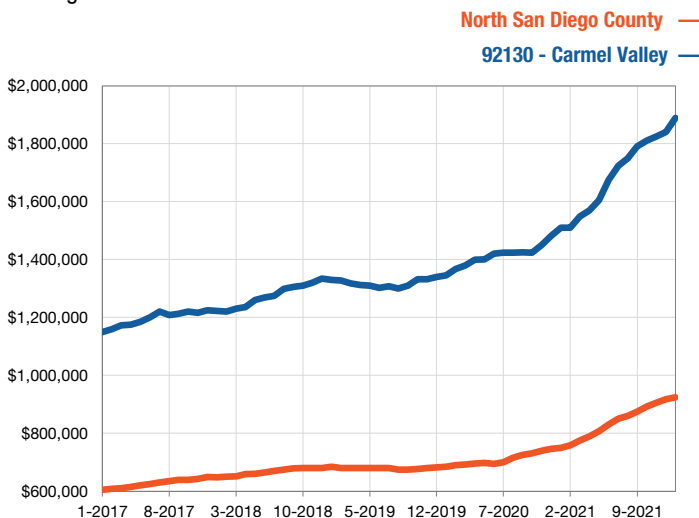
Detached Single-Family	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
Key Metrics						
New Listings	42	31	- 26.2%	633	511	- 19.3%
Pending Sales	35	20	- 42.9%	514	465	- 9.5%
Closed Sales	44	18	- 59.1%	503	489	- 2.8%
Days on Market Until Sale	27	8	- 70.4%	26	13	- 50.0%
Median Sales Price*	\$1,651,000	\$2,332,500	+ 41.3%	\$1,510,000	\$1,889,900	+ 25.2%
Average Sales Price*	\$1,773,542	\$2,280,222	+ 28.6%	\$1,654,603	\$2,118,812	+ 28.1%
Percent of Original List Price Received*	99.5%	107.3%	+ 7.8%	98.1%	105.4%	+ 7.4%
Percent of List Price Received*	99.8%	105.5%	+ 5.7%	98.9%	104.5%	+ 5.7%
Inventory of Homes for Sale	44	14	- 68.2%	--	--	--
Months Supply of Inventory	1.0	0.4	- 60.0%	--	--	--

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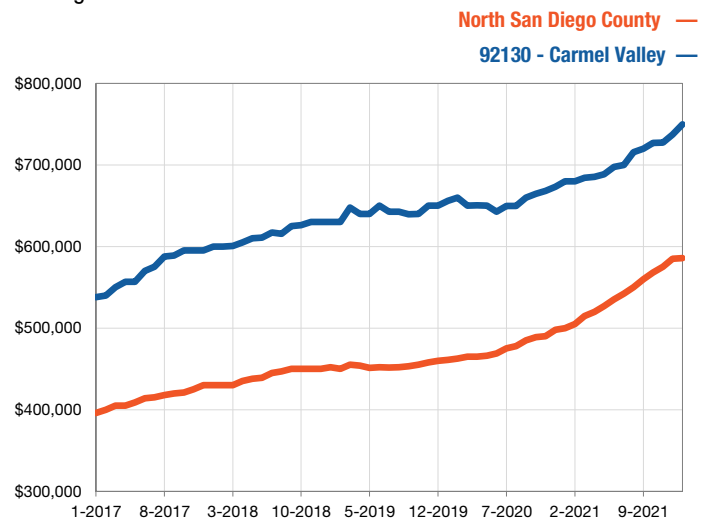
Attached Single-Family	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
Key Metrics						
New Listings	23	20	- 13.0%	311	258	- 17.0%
Pending Sales	19	24	+ 26.3%	234	246	+ 5.1%
Closed Sales	12	12	0.0%	225	247	+ 9.8%
Days on Market Until Sale	13	5	- 61.5%	19	13	- 31.6%
Median Sales Price*	\$710,000	\$1,075,000	+ 51.4%	\$680,000	\$750,000	+ 10.3%
Average Sales Price*	\$723,583	\$1,009,000	+ 39.4%	\$695,438	\$798,006	+ 14.7%
Percent of Original List Price Received*	100.1%	111.4%	+ 11.3%	99.0%	104.6%	+ 5.7%
Percent of List Price Received*	100.2%	109.8%	+ 9.6%	99.5%	104.3%	+ 4.8%
Inventory of Homes for Sale	22	11	- 50.0%	--	--	--
Months Supply of Inventory	1.1	0.5	- 54.5%	--	--	--

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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 January 2022

Provided by the North San Diego County REALTORS®.

92131 - Scripps Miramar

Metro San Diego County

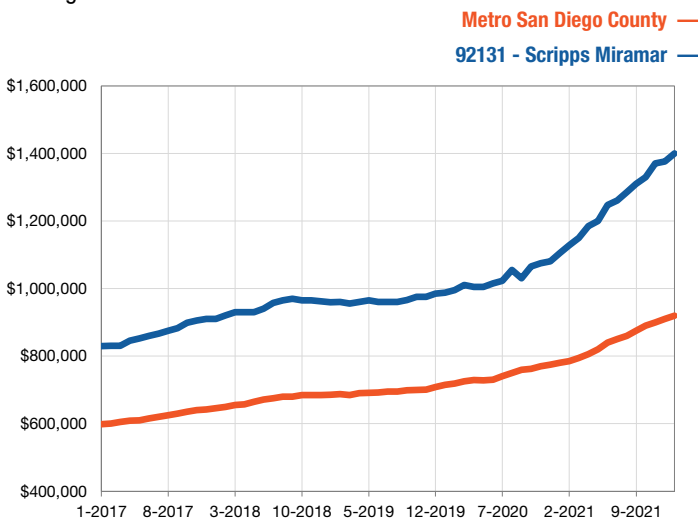
Detached Single-Family	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
Key Metrics						
New Listings	19	18	- 5.3%	342	282	- 17.5%
Pending Sales	17	18	+ 5.9%	298	264	- 11.4%
Closed Sales	21	18	- 14.3%	303	267	- 11.9%
Days on Market Until Sale	16	10	- 37.5%	18	10	- 44.4%
Median Sales Price*	\$1,250,000	\$1,405,500	+ 12.4%	\$1,105,000	\$1,400,000	+ 26.7%
Average Sales Price*	\$1,298,448	\$1,535,192	+ 18.2%	\$1,140,400	\$1,484,625	+ 30.2%
Percent of Original List Price Received*	101.8%	105.1%	+ 3.2%	99.9%	106.2%	+ 6.3%
Percent of List Price Received*	102.0%	104.0%	+ 2.0%	100.2%	104.0%	+ 3.8%
Inventory of Homes for Sale	12	4	- 66.7%	--	--	--
Months Supply of Inventory	0.5	0.2	- 60.0%	--	--	--

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Attached Single-Family	January			Rolling 12 Months		
	2021	2022	Percent Change	Thru 1-2021	Thru 1-2022	Percent Change
Key Metrics						
New Listings	12	19	+ 58.3%	203	209	+ 3.0%
Pending Sales	12	16	+ 33.3%	180	196	+ 8.9%
Closed Sales	13	10	- 23.1%	186	198	+ 6.5%
Days on Market Until Sale	16	13	- 18.8%	16	11	- 31.3%
Median Sales Price*	\$572,000	\$666,000	+ 16.4%	\$552,500	\$667,550	+ 20.8%
Average Sales Price*	\$580,783	\$663,900	+ 14.3%	\$546,205	\$683,709	+ 25.2%
Percent of Original List Price Received*	99.2%	104.8%	+ 5.6%	100.4%	104.4%	+ 4.0%
Percent of List Price Received*	99.6%	104.4%	+ 4.8%	100.5%	103.1%	+ 2.6%
Inventory of Homes for Sale	9	5	- 44.4%	--	--	--
Months Supply of Inventory	0.6	0.3	- 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

