

Local Market Update for March 2022

Provided by the North San Diego County REALTORS®.

92127 - Rancho Bernardo

North San Diego County

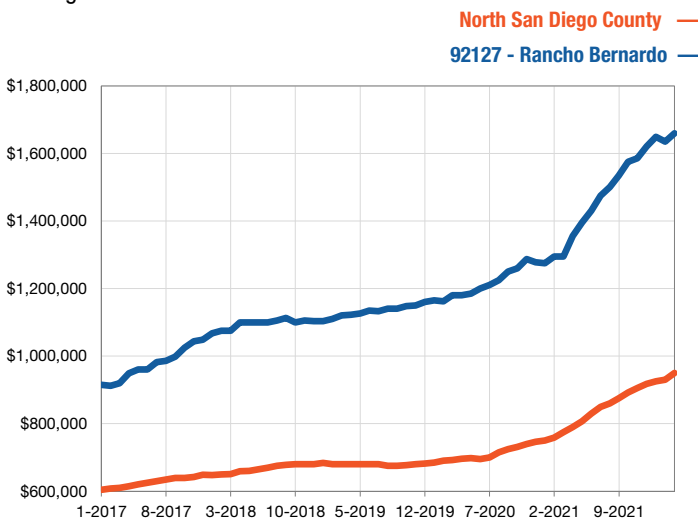
Detached Single-Family	March			Rolling 12 Months		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
Key Metrics						
New Listings	77	47	- 39.0%	714	565	- 20.9%
Pending Sales	66	40	- 39.4%	630	515	- 18.3%
Closed Sales	47	33	- 29.8%	607	547	- 9.9%
Days on Market Until Sale	12	7	- 41.7%	21	10	- 52.4%
Median Sales Price*	\$1,515,000	\$2,225,000	+ 46.9%	\$1,295,000	\$1,660,000	+ 28.2%
Average Sales Price*	\$1,788,756	\$2,413,302	+ 34.9%	\$1,498,346	\$1,858,689	+ 24.0%
Percent of Original List Price Received*	105.6%	108.4%	+ 2.7%	100.0%	106.4%	+ 6.4%
Percent of List Price Received*	104.7%	105.8%	+ 1.1%	100.2%	105.0%	+ 4.8%
Inventory of Homes for Sale	45	20	- 55.6%	--	--	--
Months Supply of Inventory	0.9	0.5	- 44.4%	--	--	--

* 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.

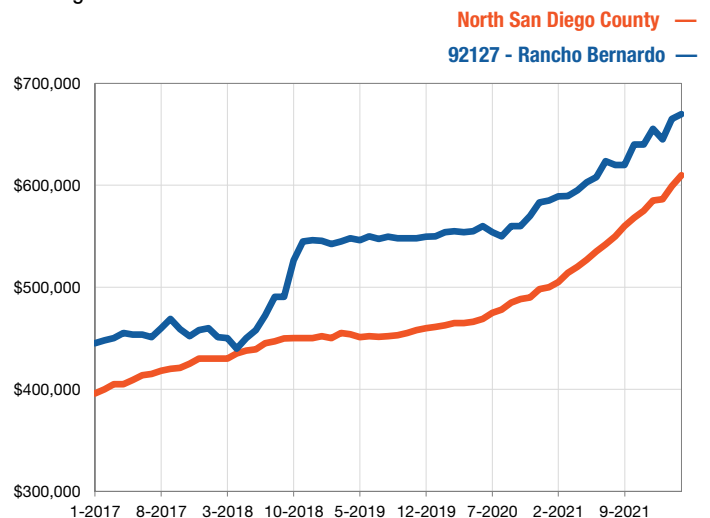
Attached Single-Family	March			Rolling 12 Months		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
Key Metrics						
New Listings	31	20	- 35.5%	301	263	- 12.6%
Pending Sales	26	17	- 34.6%	268	249	- 7.1%
Closed Sales	20	21	+ 5.0%	264	263	- 0.4%
Days on Market Until Sale	14	11	- 21.4%	16	10	- 37.5%
Median Sales Price*	\$690,000	\$755,000	+ 9.4%	\$589,500	\$670,000	+ 13.7%
Average Sales Price*	\$637,935	\$829,934	+ 30.1%	\$594,013	\$705,802	+ 18.8%
Percent of Original List Price Received*	104.6%	110.9%	+ 6.0%	100.6%	105.7%	+ 5.1%
Percent of List Price Received*	102.8%	108.7%	+ 5.7%	100.7%	104.7%	+ 4.0%
Inventory of Homes for Sale	16	10	- 37.5%	--	--	--
Months Supply of Inventory	0.7	0.5	- 28.6%	--	--	--

* 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

92128 - Rancho Bernardo

North San Diego County

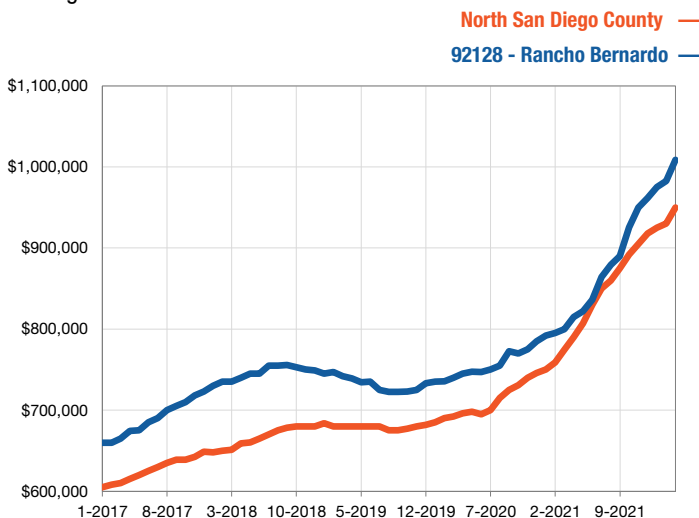
Detached Single-Family Key Metrics	March			Rolling 12 Months		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	54	47	- 13.0%	609	550	- 9.7%
Pending Sales	46	56	+ 21.7%	564	517	- 8.3%
Closed Sales	46	49	+ 6.5%	560	517	- 7.7%
Days on Market Until Sale	7	6	- 14.3%	14	10	- 28.6%
Median Sales Price*	\$907,500	\$1,235,000	+ 36.1%	\$800,000	\$1,008,880	+ 26.1%
Average Sales Price*	\$930,942	\$1,275,236	+ 37.0%	\$837,265	\$1,086,989	+ 29.8%
Percent of Original List Price Received*	105.0%	112.8%	+ 7.4%	100.6%	105.6%	+ 5.0%
Percent of List Price Received*	104.2%	110.7%	+ 6.2%	100.8%	104.9%	+ 4.1%
Inventory of Homes for Sale	33	15	- 54.5%	--	--	--
Months Supply of Inventory	0.7	0.3	- 57.1%	--	--	--

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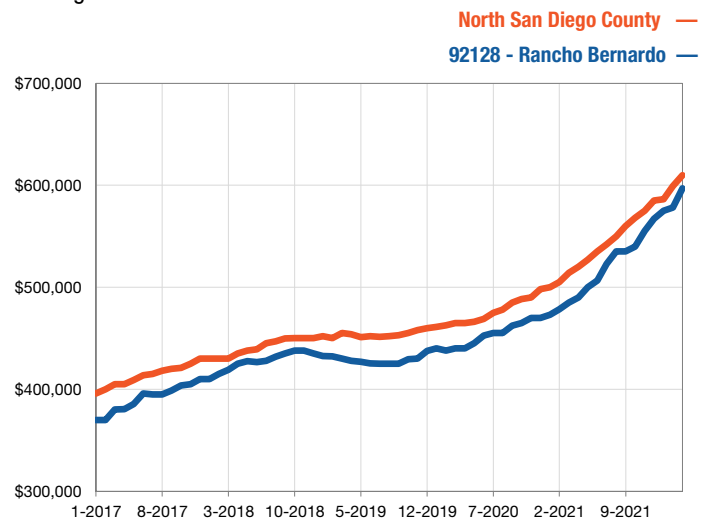
Attached Single-Family Key Metrics	March			Rolling 12 Months		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	59	46	- 22.0%	455	492	+ 8.1%
Pending Sales	50	44	- 12.0%	409	465	+ 13.7%
Closed Sales	50	24	- 52.0%	392	462	+ 17.9%
Days on Market Until Sale	9	8	- 11.1%	14	11	- 21.4%
Median Sales Price*	\$494,000	\$703,500	+ 42.4%	\$485,000	\$597,250	+ 23.1%
Average Sales Price*	\$518,880	\$683,771	+ 31.8%	\$498,197	\$601,319	+ 20.7%
Percent of Original List Price Received*	103.8%	107.4%	+ 3.5%	100.4%	103.9%	+ 3.5%
Percent of List Price Received*	103.7%	103.5%	- 0.2%	100.7%	103.3%	+ 2.6%
Inventory of Homes for Sale	30	13	- 56.7%	--	--	--
Months Supply of Inventory	0.9	0.3	- 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 March 2022

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92129 - Rancho Penasquitos

North San Diego County

Detached Single-Family

Key Metrics	March			Rolling 12 Months		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	29	37	+ 27.6%	343	352	+ 2.6%
Pending Sales	23	33	+ 43.5%	320	329	+ 2.8%
Closed Sales	20	27	+ 35.0%	316	324	+ 2.5%
Days on Market Until Sale	7	7	0.0%	15	8	- 46.7%
Median Sales Price*	\$955,000	\$1,450,000	+ 51.8%	\$900,000	\$1,275,000	+ 41.7%
Average Sales Price*	\$973,875	\$1,518,574	+ 55.9%	\$934,971	\$1,296,076	+ 38.6%
Percent of Original List Price Received*	107.0%	113.1%	+ 5.7%	101.6%	109.8%	+ 8.1%
Percent of List Price Received*	104.6%	112.2%	+ 7.3%	101.3%	107.7%	+ 6.3%
Inventory of Homes for Sale	15	14	- 6.7%	--	--	--
Months Supply of Inventory	0.6	0.5	- 16.7%	--	--	--

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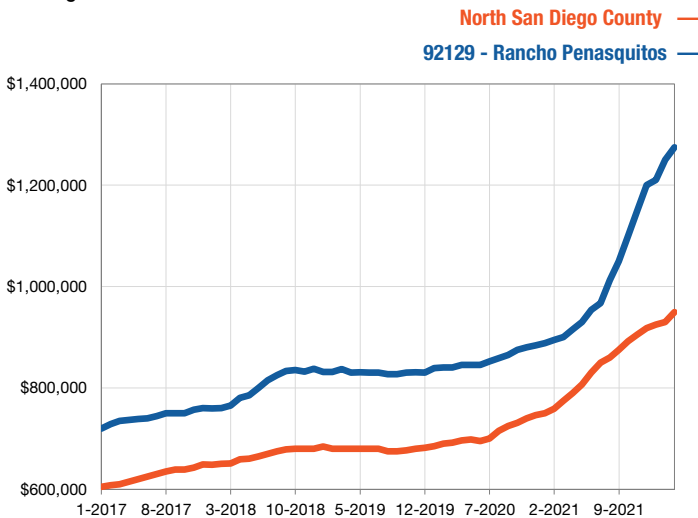
Attached Single-Family

Key Metrics	March			Rolling 12 Months		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	24	11	- 54.2%	176	164	- 6.8%
Pending Sales	18	16	- 11.1%	164	160	- 2.4%
Closed Sales	11	16	+ 45.5%	151	169	+ 11.9%
Days on Market Until Sale	5	7	+ 40.0%	15	9	- 40.0%
Median Sales Price*	\$435,000	\$645,000	+ 48.3%	\$430,000	\$526,500	+ 22.4%
Average Sales Price*	\$508,682	\$778,813	+ 53.1%	\$477,596	\$598,408	+ 25.3%
Percent of Original List Price Received*	104.7%	109.6%	+ 4.7%	100.9%	104.7%	+ 3.8%
Percent of List Price Received*	103.8%	105.3%	+ 1.4%	100.9%	103.5%	+ 2.6%
Inventory of Homes for Sale	9	4	- 55.6%	--	--	--
Months Supply of Inventory	0.7	0.3	- 57.1%	--	--	--

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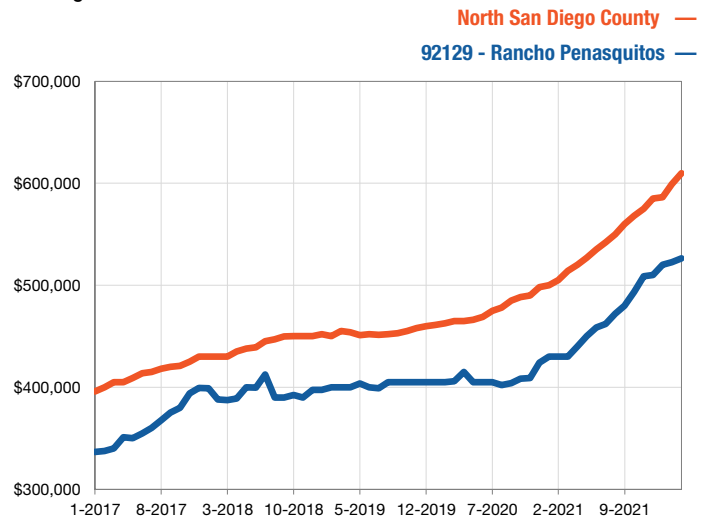
Median Sales Price – Detached Single-Family

Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family

Rolling 12-Month Calculation



Local Market Update for March 2022

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NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92130 - Carmel Valley

North San Diego County

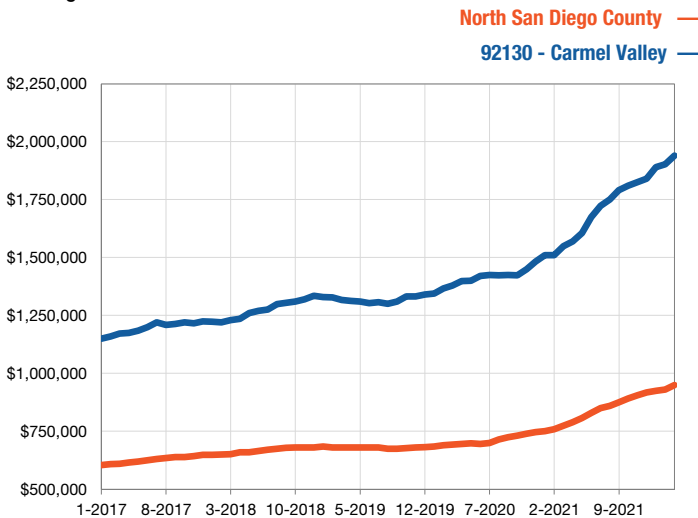
Detached Single-Family Key Metrics	March			Rolling 12 Months		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	55	37	- 32.7%	629	489	- 22.3%
Pending Sales	46	30	- 34.8%	527	451	- 14.4%
Closed Sales	32	34	+ 6.3%	509	478	- 6.1%
Days on Market Until Sale	19	7	- 63.2%	25	12	- 52.0%
Median Sales Price*	\$1,827,000	\$2,625,000	+ 43.7%	\$1,549,000	\$1,940,000	+ 25.2%
Average Sales Price*	\$2,096,647	\$2,853,454	+ 36.1%	\$1,710,208	\$2,199,786	+ 28.6%
Percent of Original List Price Received*	104.5%	110.1%	+ 5.4%	98.8%	106.3%	+ 7.6%
Percent of List Price Received*	104.3%	108.0%	+ 3.5%	99.4%	105.1%	+ 5.7%
Inventory of Homes for Sale	50	20	- 60.0%	--	--	--
Months Supply of Inventory	1.1	0.5	- 54.5%	--	--	--

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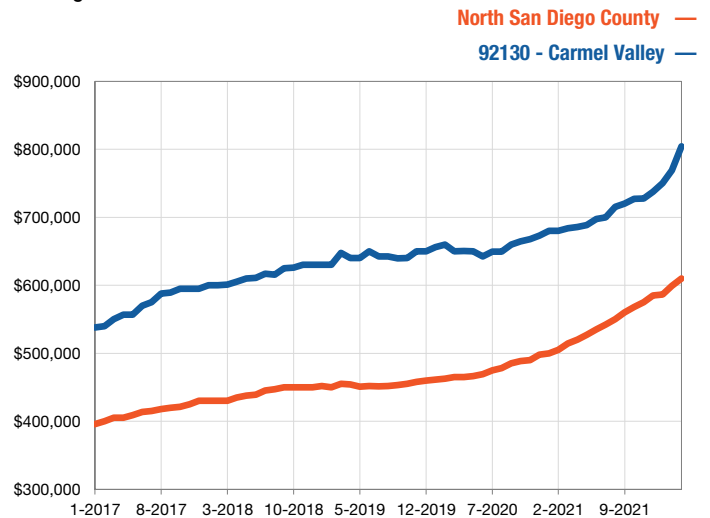
Attached Single-Family Key Metrics	March			Rolling 12 Months		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
New Listings	30	23	- 23.3%	314	247	- 21.3%
Pending Sales	21	22	+ 4.8%	243	236	- 2.9%
Closed Sales	26	19	- 26.9%	229	239	+ 4.4%
Days on Market Until Sale	24	8	- 66.7%	19	13	- 31.6%
Median Sales Price*	\$659,000	\$873,000	+ 32.5%	\$684,000	\$804,580	+ 17.6%
Average Sales Price*	\$688,905	\$1,221,105	+ 77.3%	\$698,878	\$860,588	+ 23.1%
Percent of Original List Price Received*	103.2%	111.5%	+ 8.0%	99.6%	105.9%	+ 6.3%
Percent of List Price Received*	103.0%	108.8%	+ 5.6%	100.1%	105.3%	+ 5.2%
Inventory of Homes for Sale	29	12	- 58.6%	--	--	--
Months Supply of Inventory	1.4	0.6	- 57.1%	--	--	--

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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 March 2022

Provided by the North San Diego County REALTORS®.

92131 - Scripps Miramar

Metro San Diego County

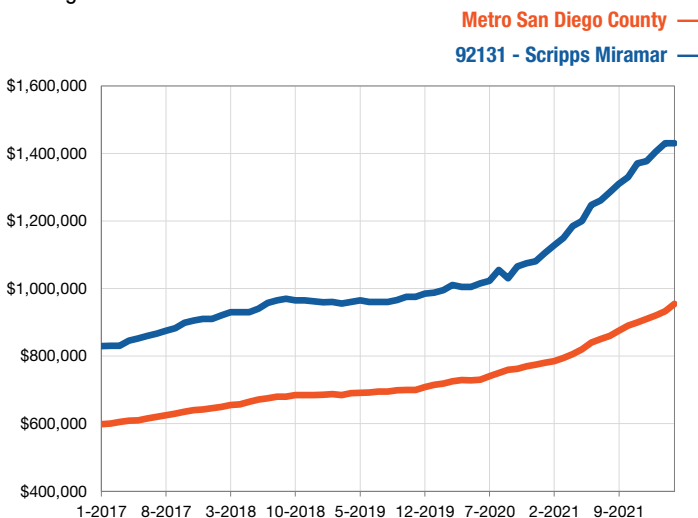
Detached Single-Family	March			Rolling 12 Months		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
Key Metrics						
New Listings	21	31	+ 47.6%	330	297	- 10.0%
Pending Sales	18	17	- 5.6%	296	267	- 9.8%
Closed Sales	19	20	+ 5.3%	299	271	- 9.4%
Days on Market Until Sale	5	7	+ 40.0%	15	10	- 33.3%
Median Sales Price*	\$1,600,000	\$1,542,500	- 3.6%	\$1,150,000	\$1,430,500	+ 24.4%
Average Sales Price*	\$1,571,947	\$1,789,550	+ 13.8%	\$1,194,361	\$1,532,902	+ 28.3%
Percent of Original List Price Received*	108.4%	109.3%	+ 0.8%	100.7%	106.7%	+ 6.0%
Percent of List Price Received*	106.9%	106.1%	- 0.7%	100.8%	104.1%	+ 3.3%
Inventory of Homes for Sale	16	18	+ 12.5%	--	--	--
Months Supply of Inventory	0.6	0.8	+ 33.3%	--	--	--

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Attached Single-Family	March			Rolling 12 Months		
	2021	2022	Percent Change	Thru 3-2021	Thru 3-2022	Percent Change
Key Metrics						
New Listings	16	16	0.0%	201	217	+ 8.0%
Pending Sales	11	21	+ 90.9%	185	205	+ 10.8%
Closed Sales	14	16	+ 14.3%	182	196	+ 7.7%
Days on Market Until Sale	19	6	- 68.4%	14	10	- 28.6%
Median Sales Price*	\$615,000	\$857,500	+ 39.4%	\$560,000	\$686,000	+ 22.5%
Average Sales Price*	\$618,537	\$862,500	+ 39.4%	\$556,492	\$715,487	+ 28.6%
Percent of Original List Price Received*	101.9%	109.7%	+ 7.7%	100.8%	105.2%	+ 4.4%
Percent of List Price Received*	101.9%	108.3%	+ 6.3%	100.9%	103.7%	+ 2.8%
Inventory of Homes for Sale	10	4	- 60.0%	--	--	--
Months Supply of Inventory	0.6	0.2	- 66.7%	--	--	--

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



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