



Local Market Update for August 2017

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

92127 - Rancho Bernardo

North San Diego County

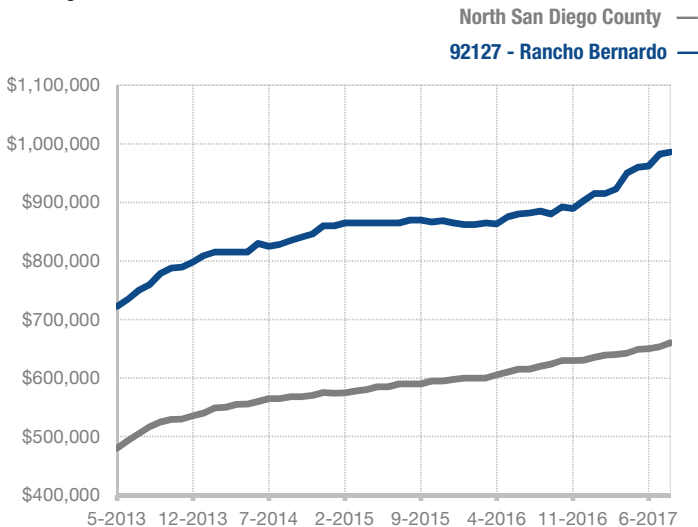
Detached Single-Family Key Metrics	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	70	66	- 5.7%	919	844	- 8.2%
Pending Sales	58	56	- 3.4%	555	620	+ 11.7%
Closed Sales	56	54	- 3.6%	544	617	+ 13.4%
Days on Market Until Sale	36	32	- 11.1%	38	35	- 7.9%
Median Sales Price*	\$932,500	\$976,500	+ 4.7%	\$885,000	\$986,000	+ 11.4%
Average Sales Price*	\$1,057,782	\$1,122,172	+ 6.1%	\$1,075,399	\$1,183,486	+ 10.1%
Percent of Original List Price Received*	95.7%	98.0%	+ 2.4%	96.9%	97.4%	+ 0.5%
Percent of List Price Received*	97.4%	98.9%	+ 1.5%	97.8%	98.3%	+ 0.5%
Inventory of Homes for Sale	171	108	- 36.8%	--	--	--
Months Supply of Inventory	3.7	2.1	- 43.2%	--	--	--

* 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.

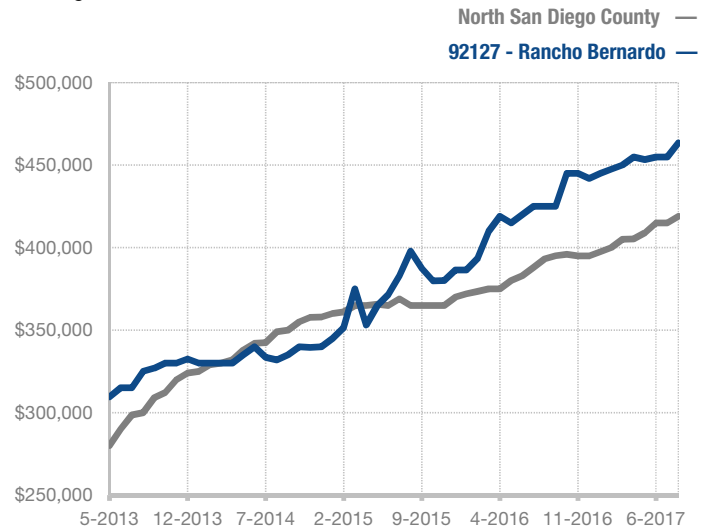
Attached Single-Family Key Metrics	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	34	27	- 20.6%	319	294	- 7.8%
Pending Sales	30	28	- 6.7%	260	276	+ 6.2%
Closed Sales	22	25	+ 13.6%	251	284	+ 13.1%
Days on Market Until Sale	35	10	- 71.4%	26	16	- 38.5%
Median Sales Price*	\$360,000	\$485,000	+ 34.7%	\$425,000	\$463,500	+ 9.1%
Average Sales Price*	\$418,631	\$482,617	+ 15.3%	\$419,199	\$475,813	+ 13.5%
Percent of Original List Price Received*	98.5%	100.3%	+ 1.8%	98.4%	99.3%	+ 0.9%
Percent of List Price Received*	99.2%	100.2%	+ 1.0%	98.8%	99.6%	+ 0.8%
Inventory of Homes for Sale	32	15	- 53.1%	--	--	--
Months Supply of Inventory	1.5	0.7	- 53.3%	--	--	--

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



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





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92128 - Rancho Bernardo

North San Diego County

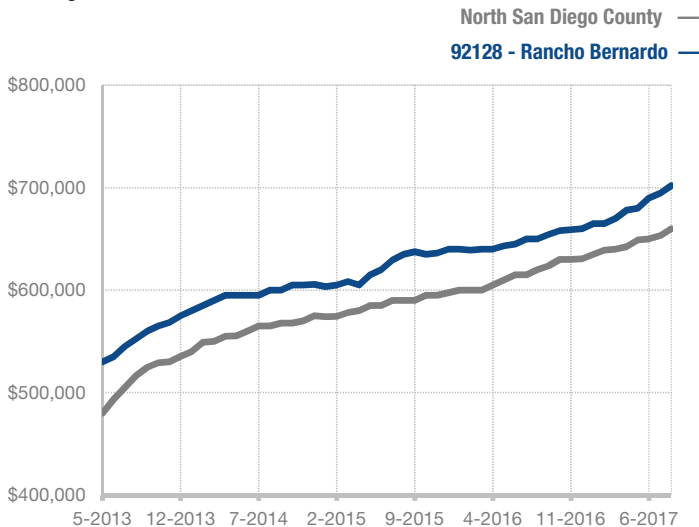
Detached Single-Family	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	63	50	- 20.6%	696	613	- 11.9%
Pending Sales	52	41	- 21.2%	536	524	- 2.2%
Closed Sales	55	42	- 23.6%	533	531	- 0.4%
Days on Market Until Sale	21	20	- 4.8%	32	25	- 21.9%
Median Sales Price*	\$670,000	\$758,950	+ 13.3%	\$650,000	\$702,000	+ 8.0%
Average Sales Price*	\$693,924	\$783,458	+ 12.9%	\$667,999	\$714,152	+ 6.9%
Percent of Original List Price Received*	97.4%	98.1%	+ 0.7%	96.7%	97.9%	+ 1.2%
Percent of List Price Received*	98.3%	98.7%	+ 0.4%	98.0%	98.8%	+ 0.8%
Inventory of Homes for Sale	92	43	- 53.3%	--	--	--
Months Supply of Inventory	2.1	1.0	- 52.4%	--	--	--

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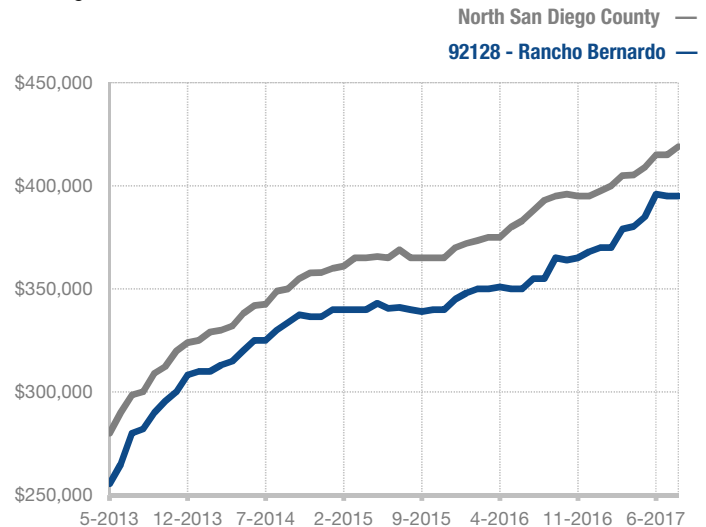
Attached Single-Family	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	55	52	- 5.5%	591	542	- 8.3%
Pending Sales	51	55	+ 7.8%	503	496	- 1.4%
Closed Sales	56	32	- 42.9%	505	488	- 3.4%
Days on Market Until Sale	26	17	- 34.6%	29	21	- 27.6%
Median Sales Price*	\$383,500	\$405,000	+ 5.6%	\$355,000	\$395,000	+ 11.3%
Average Sales Price*	\$390,454	\$432,422	+ 10.7%	\$365,946	\$407,276	+ 11.3%
Percent of Original List Price Received*	97.7%	99.1%	+ 1.4%	97.3%	98.4%	+ 1.1%
Percent of List Price Received*	98.8%	99.7%	+ 0.9%	98.3%	99.1%	+ 0.8%
Inventory of Homes for Sale	55	23	- 58.2%	--	--	--
Months Supply of Inventory	1.3	0.6	- 53.8%	--	--	--

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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 August 2017

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

92129 - Rancho Penasquitos

North San Diego County

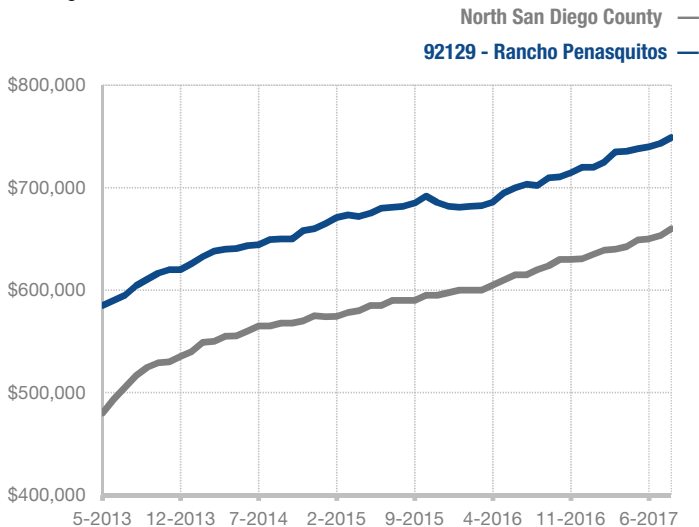
Detached Single-Family	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	61	41	- 32.8%	547	432	- 21.0%
Pending Sales	47	43	- 8.5%	421	395	- 6.2%
Closed Sales	43	38	- 11.6%	397	404	+ 1.8%
Days on Market Until Sale	16	13	- 18.8%	29	21	- 27.6%
Median Sales Price*	\$700,000	\$796,000	+ 13.7%	\$702,000	\$749,000	+ 6.7%
Average Sales Price*	\$743,998	\$829,787	+ 11.5%	\$717,661	\$764,113	+ 6.5%
Percent of Original List Price Received*	98.1%	99.0%	+ 0.9%	97.8%	98.9%	+ 1.1%
Percent of List Price Received*	98.6%	99.6%	+ 1.0%	98.5%	99.6%	+ 1.1%
Inventory of Homes for Sale	70	29	- 58.6%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--

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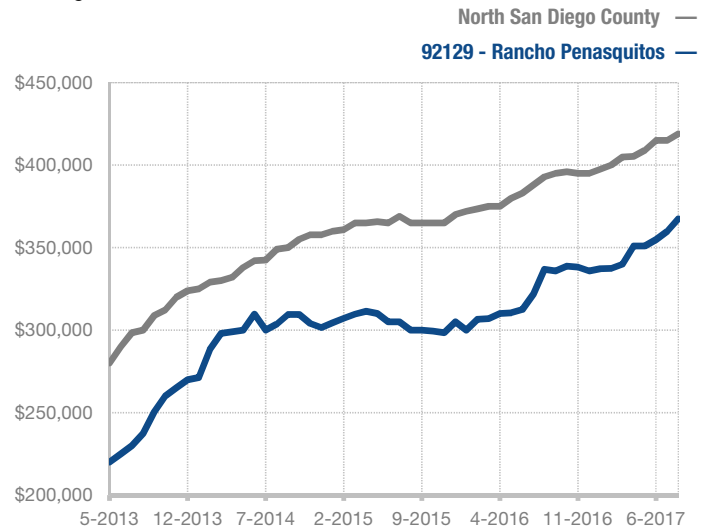
Attached Single-Family	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	19	15	- 21.1%	216	172	- 20.4%
Pending Sales	23	14	- 39.1%	193	167	- 13.5%
Closed Sales	12	21	+ 75.0%	191	175	- 8.4%
Days on Market Until Sale	22	8	- 63.6%	24	16	- 33.3%
Median Sales Price*	\$370,000	\$539,000	+ 45.7%	\$336,786	\$367,500	+ 9.1%
Average Sales Price*	\$391,333	\$490,469	+ 25.3%	\$368,560	\$410,329	+ 11.3%
Percent of Original List Price Received*	99.2%	100.2%	+ 1.0%	98.1%	99.9%	+ 1.8%
Percent of List Price Received*	99.2%	100.1%	+ 0.9%	98.6%	100.0%	+ 1.4%
Inventory of Homes for Sale	16	7	- 56.3%	--	--	--
Months Supply of Inventory	1.0	0.5	- 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





Local Market Update for August 2017

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

92130 - Carmel Valley

North San Diego County

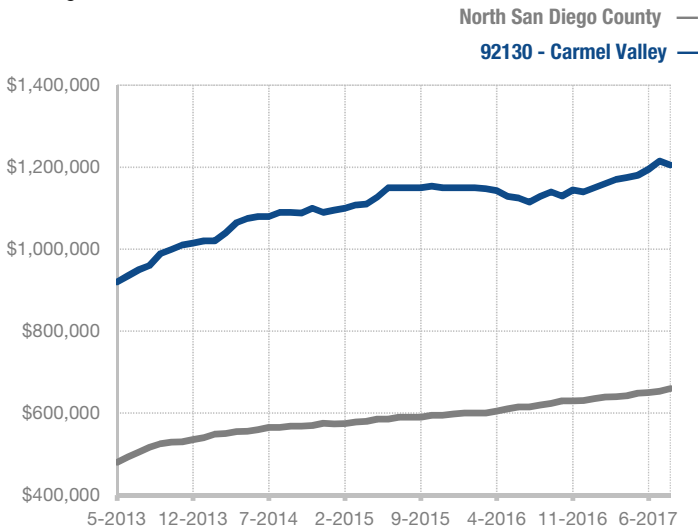
Detached Single-Family	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	51	62	+ 21.6%	784	651	- 17.0%
Pending Sales	43	46	+ 7.0%	521	502	- 3.6%
Closed Sales	51	27	- 47.1%	509	493	- 3.1%
Days on Market Until Sale	32	29	- 9.4%	40	35	- 12.5%
Median Sales Price*	\$1,250,000	\$1,220,000	- 2.4%	\$1,129,197	\$1,205,425	+ 6.8%
Average Sales Price*	\$1,414,192	\$1,287,454	- 9.0%	\$1,326,351	\$1,372,897	+ 3.5%
Percent of Original List Price Received*	95.5%	98.4%	+ 3.0%	96.3%	97.6%	+ 1.3%
Percent of List Price Received*	96.5%	99.4%	+ 3.0%	97.7%	98.7%	+ 1.0%
Inventory of Homes for Sale	124	84	- 32.3%	--	--	--
Months Supply of Inventory	2.9	2.0	- 31.0%	--	--	--

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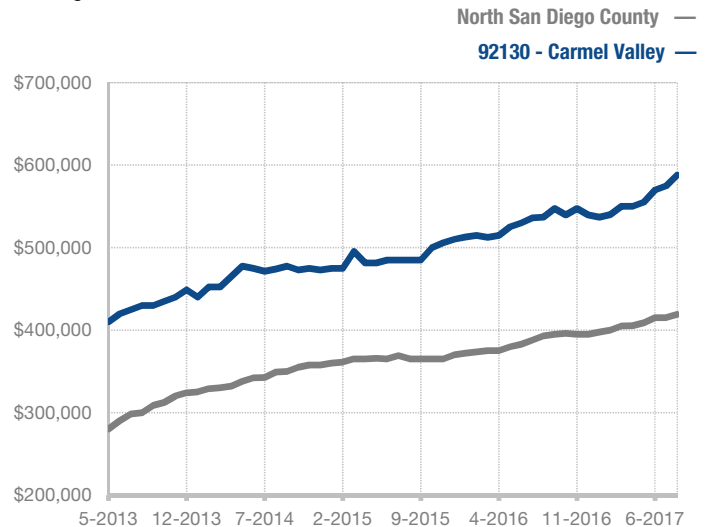
Attached Single-Family	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	35	28	- 20.0%	388	321	- 17.3%
Pending Sales	29	24	- 17.2%	337	293	- 13.1%
Closed Sales	33	37	+ 12.1%	338	300	- 11.2%
Days on Market Until Sale	14	14	0.0%	23	16	- 30.4%
Median Sales Price*	\$535,000	\$630,000	+ 17.8%	\$537,000	\$588,000	+ 9.5%
Average Sales Price*	\$548,921	\$624,934	+ 13.8%	\$555,996	\$593,046	+ 6.7%
Percent of Original List Price Received*	99.6%	99.0%	- 0.6%	98.0%	99.2%	+ 1.2%
Percent of List Price Received*	99.9%	99.6%	- 0.3%	98.8%	99.6%	+ 0.8%
Inventory of Homes for Sale	36	17	- 52.8%	--	--	--
Months Supply of Inventory	1.3	0.7	- 46.2%	--	--	--

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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 August 2017

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

92131 - Scripps Miramar

Metro San Diego County

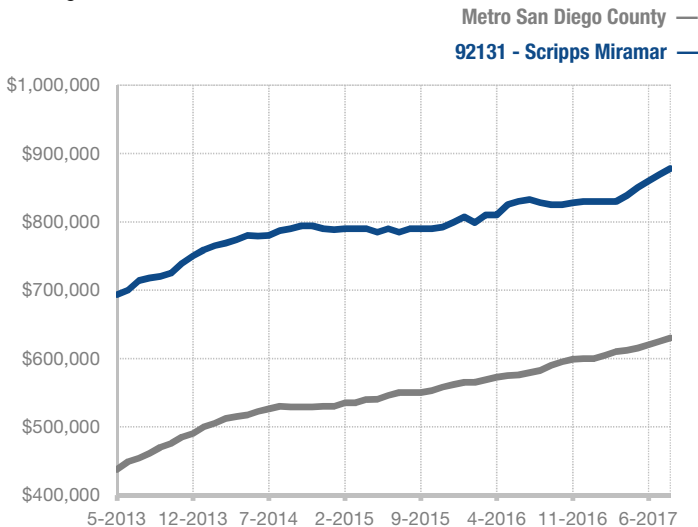
Detached Single-Family	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	42	35	- 16.7%	445	380	- 14.6%
Pending Sales	28	30	+ 7.1%	309	314	+ 1.6%
Closed Sales	32	26	- 18.8%	295	317	+ 7.5%
Days on Market Until Sale	22	20	- 9.1%	32	29	- 9.4%
Median Sales Price*	\$796,000	\$915,000	+ 14.9%	\$828,000	\$878,000	+ 6.0%
Average Sales Price*	\$831,168	\$1,002,508	+ 20.6%	\$875,116	\$936,477	+ 7.0%
Percent of Original List Price Received*	97.1%	97.8%	+ 0.7%	97.3%	97.6%	+ 0.3%
Percent of List Price Received*	98.3%	98.7%	+ 0.4%	98.1%	98.6%	+ 0.5%
Inventory of Homes for Sale	67	38	- 43.3%	--	--	--
Months Supply of Inventory	2.6	1.5	- 42.3%	--	--	--

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Attached Single-Family	August			Rolling 12 Months		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
Key Metrics						
New Listings	15	21	+ 40.0%	261	194	- 25.7%
Pending Sales	23	20	- 13.0%	220	180	- 18.2%
Closed Sales	25	14	- 44.0%	215	180	- 16.3%
Days on Market Until Sale	28	10	- 64.3%	21	18	- 14.3%
Median Sales Price*	\$409,000	\$463,000	+ 13.2%	\$430,000	\$457,000	+ 6.3%
Average Sales Price*	\$447,804	\$494,321	+ 10.4%	\$434,010	\$464,483	+ 7.0%
Percent of Original List Price Received*	97.5%	98.7%	+ 1.2%	98.0%	99.6%	+ 1.6%
Percent of List Price Received*	98.4%	99.3%	+ 0.9%	98.8%	99.6%	+ 0.8%
Inventory of Homes for Sale	17	14	- 17.6%	--	--	--
Months Supply of Inventory	0.9	0.9	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

