



Local Market Update for April 2019

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

92064 - Poway

North San Diego County

Detached Single-Family

Key Metrics	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	77	65	- 15.6%	732	754	+ 3.0%
Pending Sales	41	51	+ 24.4%	541	504	- 6.8%
Closed Sales	42	40	- 4.8%	562	491	- 12.6%
Days on Market Until Sale	21	28	+ 33.3%	28	34	+ 21.4%
Median Sales Price*	\$842,850	\$845,000	+ 0.3%	\$739,450	\$800,000	+ 8.2%
Average Sales Price*	\$947,962	\$987,914	+ 4.2%	\$888,600	\$929,568	+ 4.6%
Percent of Original List Price Received*	98.7%	98.0%	- 0.7%	97.4%	96.7%	- 0.7%
Percent of List Price Received*	98.8%	99.1%	+ 0.3%	98.5%	98.3%	- 0.2%
Inventory of Homes for Sale	98	93	- 5.1%	--	--	--
Months Supply of Inventory	2.2	2.2	0.0%	--	--	--

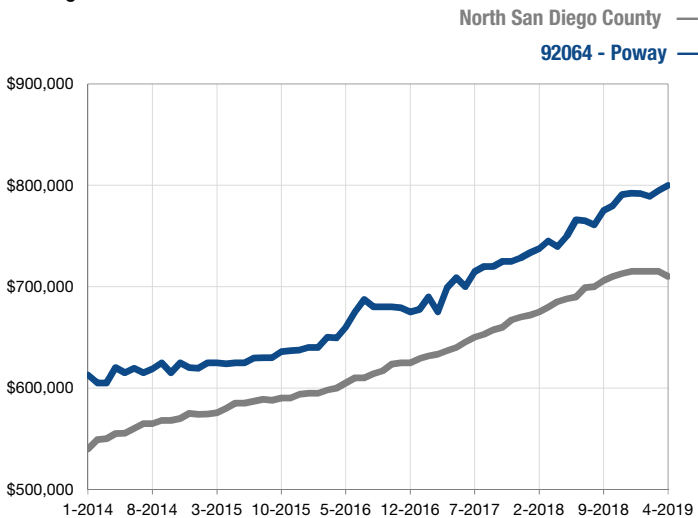
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached Single-Family

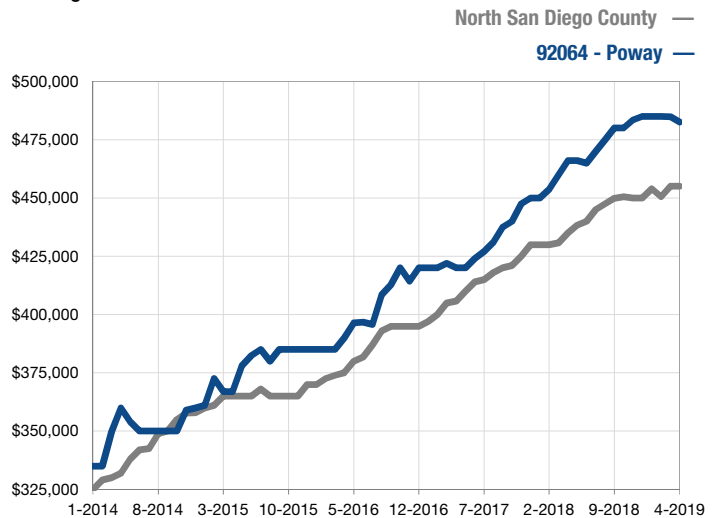
Key Metrics	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	3	9	+ 200.0%	65	98	+ 50.8%
Pending Sales	5	3	- 40.0%	55	67	+ 21.8%
Closed Sales	6	9	+ 50.0%	58	68	+ 17.2%
Days on Market Until Sale	38	19	- 50.0%	19	25	+ 31.6%
Median Sales Price*	\$509,500	\$500,175	- 1.8%	\$466,000	\$482,450	+ 3.5%
Average Sales Price*	\$513,500	\$457,118	- 11.0%	\$470,612	\$462,294	- 1.8%
Percent of Original List Price Received*	98.4%	97.4%	- 1.0%	99.3%	98.0%	- 1.3%
Percent of List Price Received*	100.1%	97.4%	- 2.7%	99.9%	98.9%	- 1.0%
Inventory of Homes for Sale	7	14	+ 100.0%	--	--	--
Months Supply of Inventory	1.5	2.5	+ 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





Local Market Update for April 2019

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

92127 - Rancho Bernardo

North San Diego County

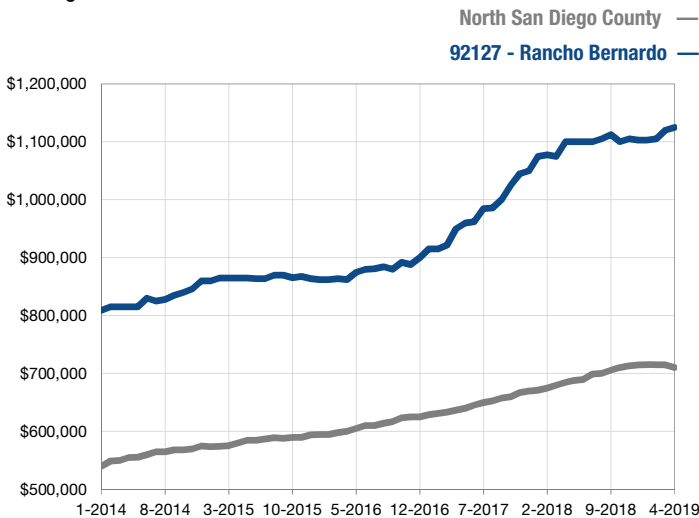
Detached Single-Family Key Metrics	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	96	91	- 5.2%	757	856	+ 13.1%
Pending Sales	50	60	+ 20.0%	545	535	- 1.8%
Closed Sales	43	45	+ 4.7%	567	521	- 8.1%
Days on Market Until Sale	30	30	0.0%	32	37	+ 15.6%
Median Sales Price*	\$1,128,000	\$1,146,000	+ 1.6%	\$1,100,000	\$1,125,000	+ 2.3%
Average Sales Price*	\$1,216,446	\$1,217,467	+ 0.1%	\$1,224,229	\$1,323,715	+ 8.1%
Percent of Original List Price Received*	98.8%	98.3%	- 0.5%	98.3%	97.2%	- 1.1%
Percent of List Price Received*	98.9%	99.2%	+ 0.3%	98.8%	98.5%	- 0.3%
Inventory of Homes for Sale	131	121	- 7.6%	--	--	--
Months Supply of Inventory	2.9	2.7	- 6.9%	--	--	--

* 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.

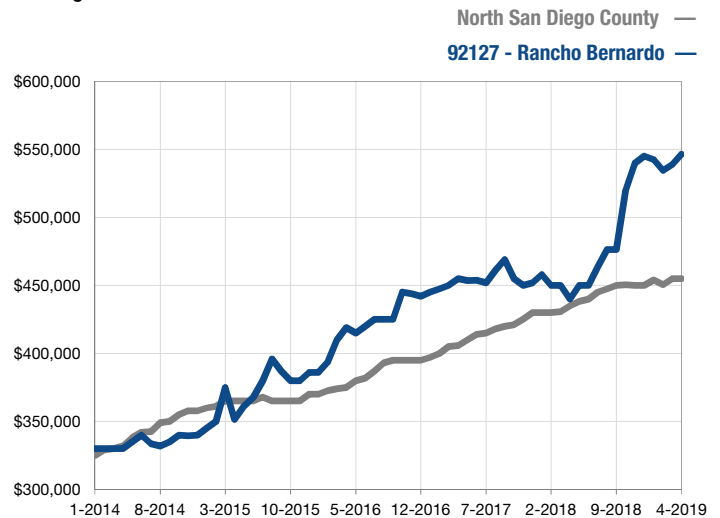
Attached Single-Family Key Metrics	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	33	33	0.0%	284	342	+ 20.4%
Pending Sales	22	21	- 4.5%	244	216	- 11.5%
Closed Sales	18	22	+ 22.2%	252	215	- 14.7%
Days on Market Until Sale	12	21	+ 75.0%	12	22	+ 83.3%
Median Sales Price*	\$415,000	\$562,500	+ 35.5%	\$440,000	\$546,500	+ 24.2%
Average Sales Price*	\$471,500	\$579,332	+ 22.9%	\$474,069	\$536,589	+ 13.2%
Percent of Original List Price Received*	99.8%	98.7%	- 1.1%	100.1%	98.5%	- 1.6%
Percent of List Price Received*	100.3%	99.3%	- 1.0%	100.2%	99.6%	- 0.6%
Inventory of Homes for Sale	19	37	+ 94.7%	--	--	--
Months Supply of Inventory	0.9	2.1	+ 133.3%	--	--	--

* 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 April 2019

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

92128 - Rancho Bernardo

North San Diego County

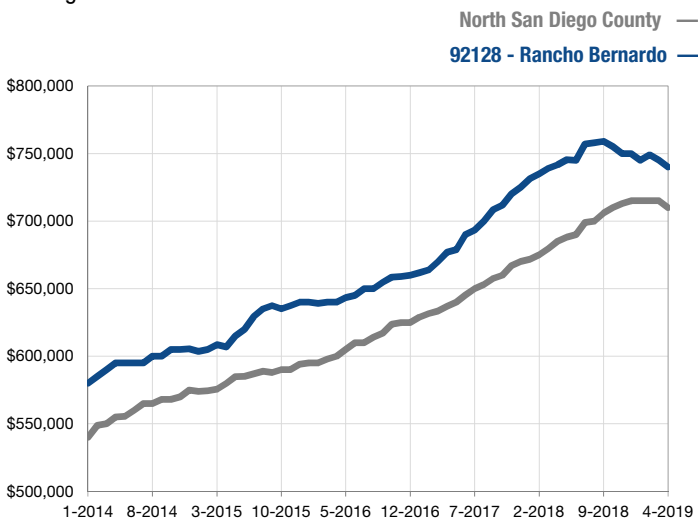
Detached Single-Family Key Metrics	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	67	89	+ 32.8%	607	782	+ 28.8%
Pending Sales	56	53	- 5.4%	496	462	- 6.9%
Closed Sales	55	43	- 21.8%	500	463	- 7.4%
Days on Market Until Sale	20	22	+ 10.0%	18	28	+ 55.6%
Median Sales Price*	\$750,000	\$710,000	- 5.3%	\$741,500	\$740,000	- 0.2%
Average Sales Price*	\$745,973	\$735,119	- 1.5%	\$759,072	\$767,695	+ 1.1%
Percent of Original List Price Received*	99.4%	98.1%	- 1.3%	98.6%	96.8%	- 1.8%
Percent of List Price Received*	99.5%	99.1%	- 0.4%	99.2%	98.4%	- 0.8%
Inventory of Homes for Sale	55	107	+ 94.5%	--	--	--
Months Supply of Inventory	1.3	2.8	+ 115.4%	--	--	--

* 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.

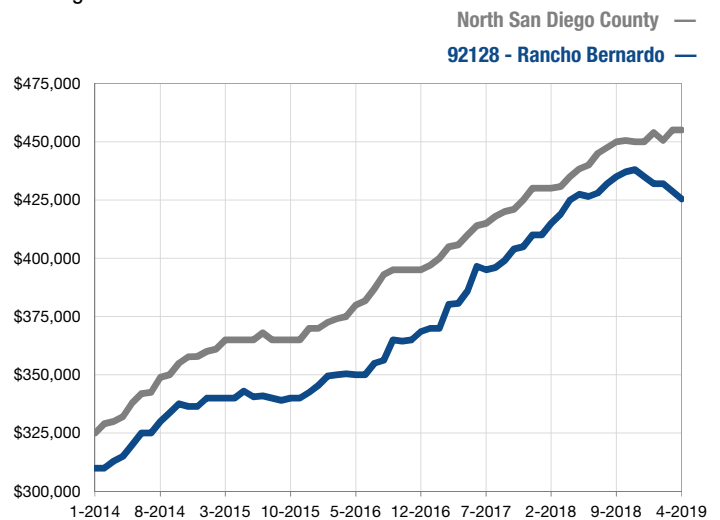
Attached Single-Family Key Metrics	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	57	57	0.0%	523	566	+ 8.2%
Pending Sales	41	36	- 12.2%	449	407	- 9.4%
Closed Sales	36	30	- 16.7%	458	404	- 11.8%
Days on Market Until Sale	12	25	+ 108.3%	15	26	+ 73.3%
Median Sales Price*	\$463,000	\$405,450	- 12.4%	\$425,000	\$425,350	+ 0.1%
Average Sales Price*	\$464,597	\$445,180	- 4.2%	\$435,302	\$443,066	+ 1.8%
Percent of Original List Price Received*	99.3%	96.8%	- 2.5%	99.2%	97.5%	- 1.7%
Percent of List Price Received*	99.8%	98.2%	- 1.6%	99.7%	98.9%	- 0.8%
Inventory of Homes for Sale	46	71	+ 54.3%	--	--	--
Months Supply of Inventory	1.2	2.1	+ 75.0%	--	--	--

* 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 April 2019

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

92129 - Rancho Penasquitos

North San Diego County

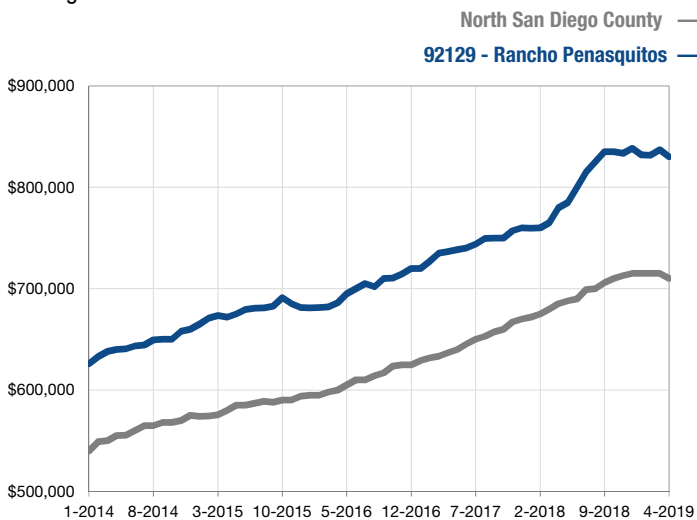
Detached Single-Family	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
Key Metrics						
New Listings	57	38	- 33.3%	457	463	+ 1.3%
Pending Sales	38	34	- 10.5%	368	340	- 7.6%
Closed Sales	33	24	- 27.3%	373	340	- 8.8%
Days on Market Until Sale	11	23	+ 109.1%	15	23	+ 53.3%
Median Sales Price*	\$845,000	\$815,500	- 3.5%	\$780,000	\$830,000	+ 6.4%
Average Sales Price*	\$850,645	\$823,521	- 3.2%	\$797,424	\$851,423	+ 6.8%
Percent of Original List Price Received*	100.6%	97.8%	- 2.8%	99.5%	97.9%	- 1.6%
Percent of List Price Received*	100.5%	98.9%	- 1.6%	100.0%	99.1%	- 0.9%
Inventory of Homes for Sale	43	37	- 14.0%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--

* 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.

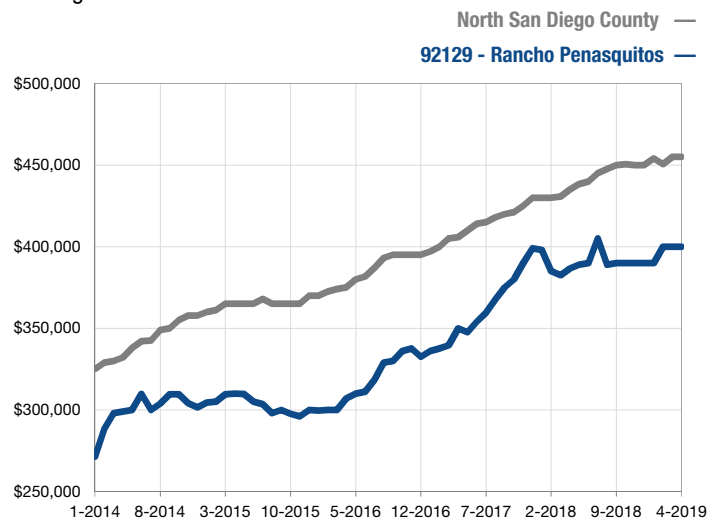
Attached Single-Family	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
Key Metrics						
New Listings	19	14	- 26.3%	199	211	+ 6.0%
Pending Sales	21	13	- 38.1%	171	169	- 1.2%
Closed Sales	17	14	- 17.6%	173	169	- 2.3%
Days on Market Until Sale	13	17	+ 30.8%	12	19	+ 58.3%
Median Sales Price*	\$400,000	\$392,000	- 2.0%	\$386,500	\$400,000	+ 3.5%
Average Sales Price*	\$412,935	\$423,350	+ 2.5%	\$425,579	\$446,678	+ 5.0%
Percent of Original List Price Received*	100.9%	99.0%	- 1.9%	100.2%	98.7%	- 1.5%
Percent of List Price Received*	100.2%	99.3%	- 0.9%	100.3%	99.2%	- 1.1%
Inventory of Homes for Sale	12	12	0.0%	--	--	--
Months Supply of Inventory	0.8	0.9	+ 12.5%	--	--	--

* 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.

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



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





Local Market Update for April 2019

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

92130 - Carmel Valley

North San Diego County

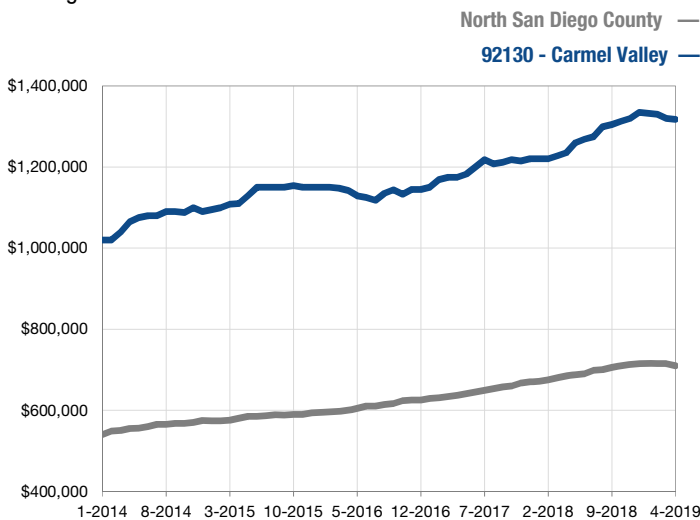
Detached Single-Family	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
Key Metrics						
New Listings	78	78	0.0%	635	715	+ 12.6%
Pending Sales	56	44	- 21.4%	459	475	+ 3.5%
Closed Sales	48	38	- 20.8%	476	476	0.0%
Days on Market Until Sale	33	27	- 18.2%	32	32	0.0%
Median Sales Price*	\$1,367,000	\$1,377,500	+ 0.8%	\$1,235,183	\$1,317,500	+ 6.7%
Average Sales Price*	\$1,473,905	\$1,636,410	+ 11.0%	\$1,413,175	\$1,507,232	+ 6.7%
Percent of Original List Price Received*	97.7%	97.3%	- 0.4%	98.0%	96.9%	- 1.1%
Percent of List Price Received*	99.2%	98.5%	- 0.7%	98.8%	98.2%	- 0.6%
Inventory of Homes for Sale	94	116	+ 23.4%	--	--	--
Months Supply of Inventory	2.5	2.9	+ 16.0%	--	--	--

* 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.

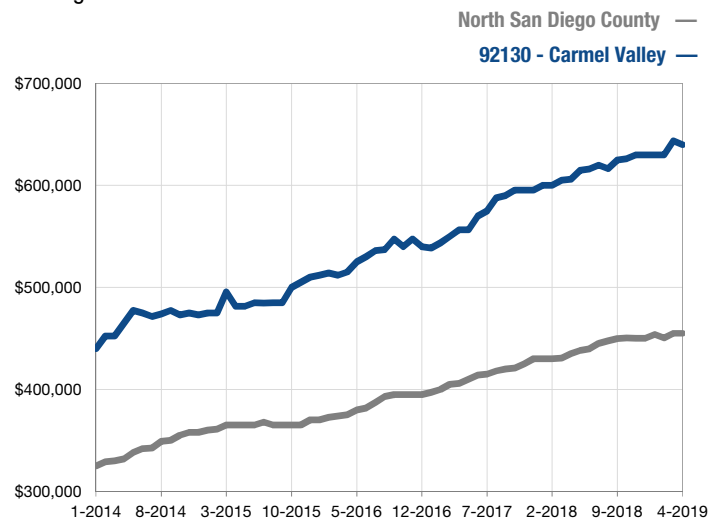
Attached Single-Family	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
Key Metrics						
New Listings	32	32	0.0%	324	304	- 6.2%
Pending Sales	28	18	- 35.7%	283	227	- 19.8%
Closed Sales	23	14	- 39.1%	287	231	- 19.5%
Days on Market Until Sale	13	22	+ 69.2%	15	20	+ 33.3%
Median Sales Price*	\$655,000	\$625,500	- 4.5%	\$606,000	\$640,000	+ 5.6%
Average Sales Price*	\$639,408	\$621,429	- 2.8%	\$617,880	\$647,673	+ 4.8%
Percent of Original List Price Received*	100.4%	98.3%	- 2.1%	99.7%	98.6%	- 1.1%
Percent of List Price Received*	100.6%	99.1%	- 1.5%	100.0%	99.3%	- 0.7%
Inventory of Homes for Sale	17	35	+ 105.9%	--	--	--
Months Supply of Inventory	0.7	1.9	+ 171.4%	--	--	--

* 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 April 2019

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

92131 - Scripps Miramar

Metro San Diego County

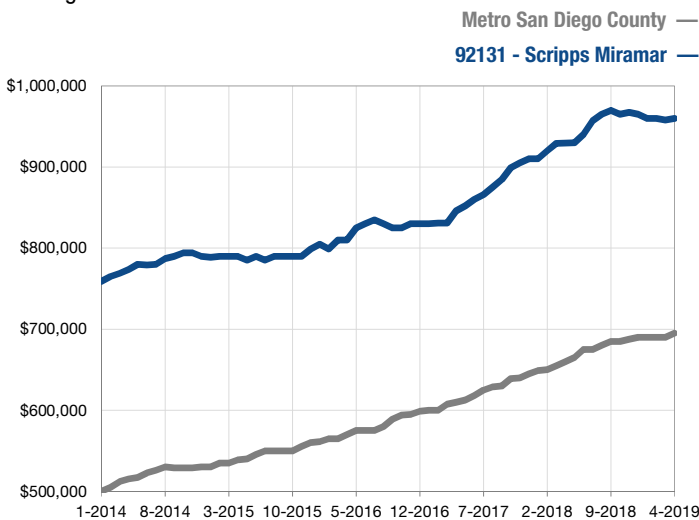
Detached Single-Family	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
Key Metrics						
New Listings	47	40	- 14.9%	392	412	+ 5.1%
Pending Sales	25	33	+ 32.0%	308	274	- 11.0%
Closed Sales	16	31	+ 93.8%	318	263	- 17.3%
Days on Market Until Sale	13	28	+ 115.4%	21	29	+ 38.1%
Median Sales Price*	\$950,000	\$1,060,000	+ 11.6%	\$929,500	\$960,000	+ 3.3%
Average Sales Price*	\$1,104,750	\$1,059,997	- 4.1%	\$997,479	\$1,013,273	+ 1.6%
Percent of Original List Price Received*	99.0%	98.2%	- 0.8%	98.5%	97.2%	- 1.3%
Percent of List Price Received*	99.4%	98.3%	- 1.1%	99.3%	98.6%	- 0.7%
Inventory of Homes for Sale	52	48	- 7.7%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--

* 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	April			Rolling 12 Months		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
Key Metrics						
New Listings	15	21	+ 40.0%	205	273	+ 33.2%
Pending Sales	13	21	+ 61.5%	185	187	+ 1.1%
Closed Sales	16	20	+ 25.0%	179	176	- 1.7%
Days on Market Until Sale	23	22	- 4.3%	15	19	+ 26.7%
Median Sales Price*	\$529,000	\$556,250	+ 5.2%	\$499,000	\$532,000	+ 6.6%
Average Sales Price*	\$559,781	\$555,025	- 0.8%	\$507,181	\$539,092	+ 6.3%
Percent of Original List Price Received*	100.5%	98.2%	- 2.3%	99.9%	98.2%	- 1.7%
Percent of List Price Received*	100.7%	98.7%	- 2.0%	100.0%	99.3%	- 0.7%
Inventory of Homes for Sale	10	14	+ 40.0%	--	--	--
Months Supply of Inventory	0.6	0.9	+ 50.0%	--	--	--

* 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

