

Marketwatch Report

December 2017

North San Diego County
Association of REALTORS®



A FREE RESEARCH TOOL FROM THE

North San Diego County Association of REALTORS®

Reporting on Detached Single-Family and Attached Single-Family Residential Activity Only

Counties

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San Diego County Overview

| | Median Sales Price | | Pct. of Orig. Price Rec'd. | | Days on Market | | Closed Sales | |
|-------------------------|--------------------|------------------|----------------------------|-----------------|----------------|------------------|--------------|------------------|
| | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg |
| East San Diego County | \$475,000 | ↑ + 6.0% | 96.8% | ↑ + 0.2% | 29 | ↓ - 13.3% | 384 | ↓ - 10.1% |
| Metro San Diego County | \$565,000 | ↑ + 11.3% | 97.9% | ↑ + 1.3% | 28 | ↓ - 16.6% | 744 | ↓ - 17.5% |
| North San Diego County | \$600,000 | ↑ + 7.1% | 97.4% | ↑ + 1.3% | 33 | ↓ - 25.3% | 1,037 | ↓ - 13.9% |
| South San Diego County | \$495,959 | ↑ + 7.8% | 97.3% | ↓ - 0.4% | 31 | ↑ + 3.0% | 209 | ↓ - 25.6% |
| San Diego County | \$549,900 | ↑ + 10.0% | 97.5% | ↑ + 0.9% | 31 | ↓ - 19.2% | 2,403 | ↓ - 15.8% |

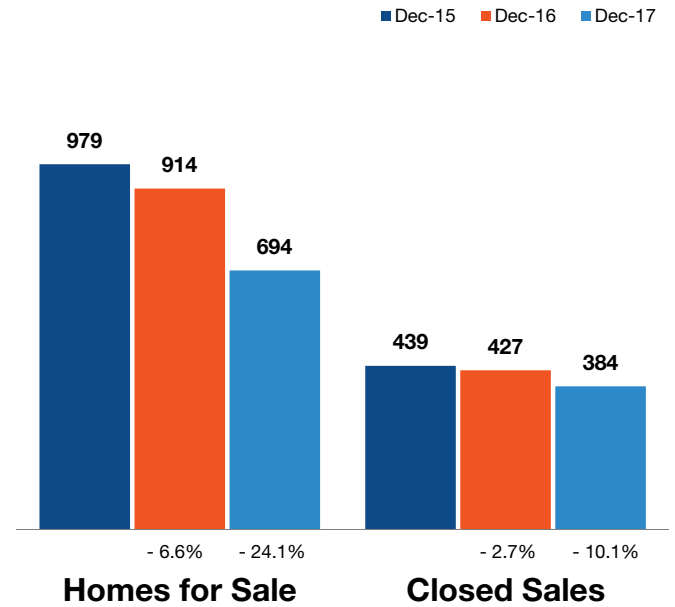
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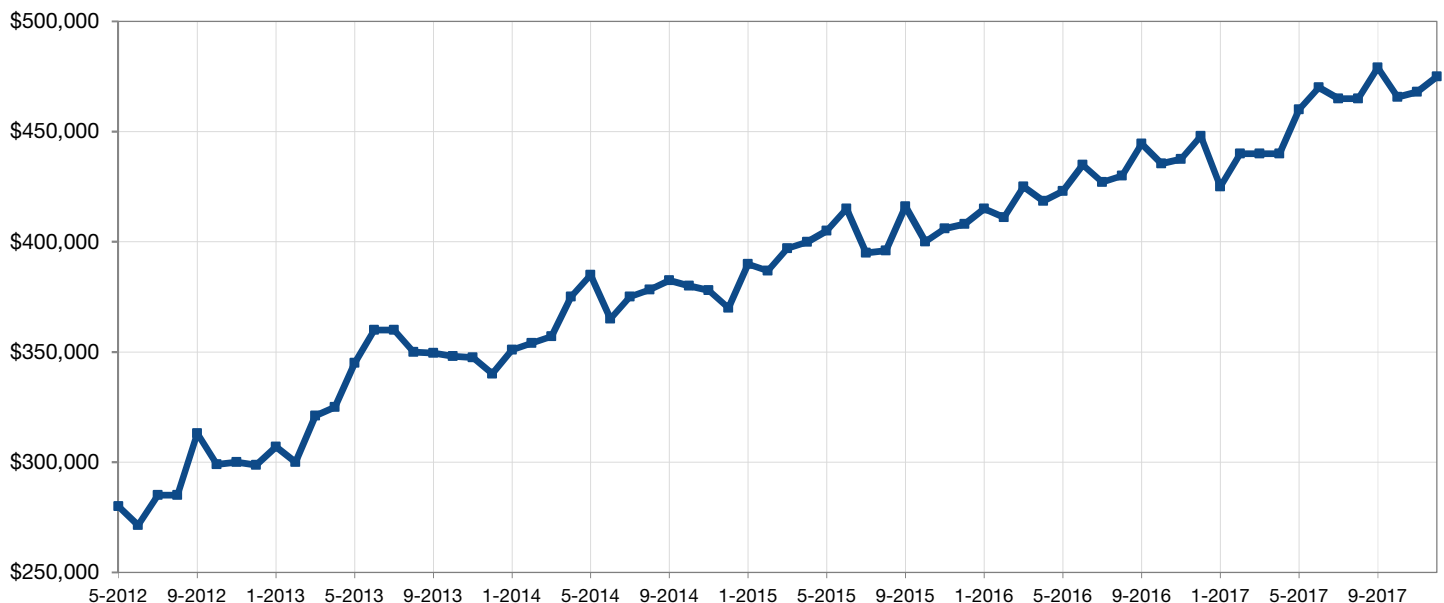
East San Diego County

| Key Metrics | Dec-17 | 1-Yr Chg |
|----------------------------|-----------|----------|
| Median Sales Price | \$475,000 | + 6.0% |
| Average Sales Price | \$492,207 | + 7.2% |
| Pct. of Orig. Price Rec'd. | 96.8% | + 0.2% |
| Homes for Sale | 694 | - 24.1% |
| Closed Sales | 384 | - 10.1% |
| Months Supply | 1.5 | - 25.6% |
| Days on Market | 29 | - 13.3% |

Market Activity



Historical Median Sales Price for East San Diego County



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East San Diego County ZIP Codes

| | Median Sales Price | | Pct. of Orig. Price Rec'd. | | Days on Market | | Closed Sales | |
|-------------------------|--------------------|------------|----------------------------|------------|----------------|------------|--------------|------------|
| | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg |
| 91901 - Alpine | \$600,000 | ↓ - 0.6% | 96.3% | ↑ + 1.3% | 41 | ↓ - 12.3% | 13 | ↓ - 27.8% |
| 91905 - Boulevard | \$225,000 | ↑ + 189.8% | 100.0% | ↑ + 1.9% | 8 | ↓ - 50.0% | 1 | → 0.0% |
| 91906 - Campo | \$294,000 | ↓ - 16.0% | 89.6% | ↓ - 6.6% | 45 | ↑ + 397.2% | 4 | ↑ + 33.3% |
| 91916 - Descanso | \$419,950 | -- | 88.8% | -- | 104 | -- | 4 | -- |
| 91917 - Dulzura | \$549,000 | ↓ - 19.9% | 100.0% | ↑ + 5.8% | 37 | → 0.0% | 1 | → 0.0% |
| 91931 - Guatay | \$0 | -- | 0.0% | -- | 0 | -- | 0 | -- |
| 91934 - Jacumba | \$0 | -- | 0.0% | -- | 0 | -- | 0 | -- |
| 91935 - Jamul | \$555,000 | ↓ - 6.7% | 98.7% | ↑ + 6.1% | 11 | ↓ - 67.9% | 6 | ↓ - 25.0% |
| 91941 - La Mesa | \$637,500 | ↑ + 16.0% | 97.2% | ↑ + 0.6% | 25 | ↓ - 29.8% | 37 | ↑ + 15.6% |
| 91942 - La Mesa | \$447,500 | ↑ + 0.6% | 96.7% | ↑ + 0.6% | 29 | ↓ - 13.1% | 40 | ↑ + 17.6% |
| 91945 - Lemon Grove | \$435,000 | ↑ + 1.4% | 99.7% | ↑ + 3.0% | 26 | ↑ + 5.2% | 12 | ↓ - 52.0% |
| 91948 - Mount Laguna | \$0 | -- | 0.0% | -- | 13 | -- | 1 | -- |
| 91962 - Pine Valley | \$115,000 | ↓ - 74.7% | 95.9% | ↑ + 2.7% | 130 | ↑ + 340.7% | 1 | ↓ - 50.0% |
| 91963 - Potrero | \$0 | -- | 0.0% | -- | 0 | -- | 0 | -- |
| 91977 - Spring Valley | \$437,500 | ↑ + 4.7% | 97.8% | ↑ + 0.6% | 24 | ↓ - 15.5% | 36 | ↓ - 42.9% |
| 91978 - Spring Valley | \$534,500 | ↑ + 32.6% | 98.1% | ↑ + 1.8% | 30 | ↓ - 7.8% | 6 | ↓ - 25.0% |
| 91980 - Tecate | \$0 | -- | 0.0% | -- | 0 | -- | 0 | -- |
| 92004 - Borrego Springs | \$249,000 | ↑ + 8.3% | 90.7% | ↑ + 0.8% | 56 | ↑ + 244.2% | 9 | ↑ + 50.0% |
| 92019 - El Cajon | \$500,000 | ↑ + 10.2% | 95.6% | ↓ - 0.9% | 27 | ↓ - 29.9% | 37 | ↓ - 7.5% |
| 92020 - El Cajon | \$490,000 | ↑ + 16.4% | 95.6% | ↓ - 2.0% | 25 | ↓ - 21.8% | 33 | ↓ - 13.2% |
| 92021 - El Cajon | \$442,450 | ↑ + 3.7% | 98.5% | ↑ + 2.3% | 26 | ↓ - 13.9% | 36 | ↓ - 21.7% |
| 92036 - Julian | \$349,500 | ↓ - 4.2% | 93.2% | ↑ + 2.7% | 60 | ↓ - 58.2% | 6 | ↑ + 50.0% |
| 92040 - Lakeside | \$505,000 | ↑ + 6.3% | 96.0% | ↓ - 1.3% | 43 | ↑ + 2.3% | 37 | ↑ + 8.8% |
| 92066 - Ranchita | \$0 | ↓ - 100.0% | 0.0% | ↓ - 100.0% | 0 | ↓ - 100.0% | 0 | ↓ - 100.0% |
| 92070 - Santa Ysabel | \$0 | ↓ - 100.0% | 0.0% | ↓ - 100.0% | 0 | ↓ - 100.0% | 0 | ↓ - 100.0% |
| 92071 - Santee | \$477,000 | ↑ + 5.7% | 98.4% | ↑ + 0.7% | 20 | ↓ - 29.3% | 64 | ↑ + 3.2% |
| 92086 - Warner Springs | \$0 | -- | 0.0% | -- | 0 | -- | 0 | -- |

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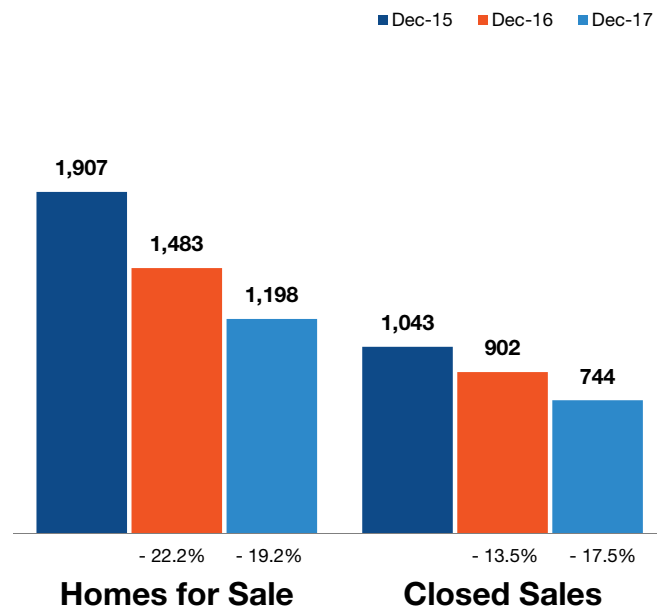
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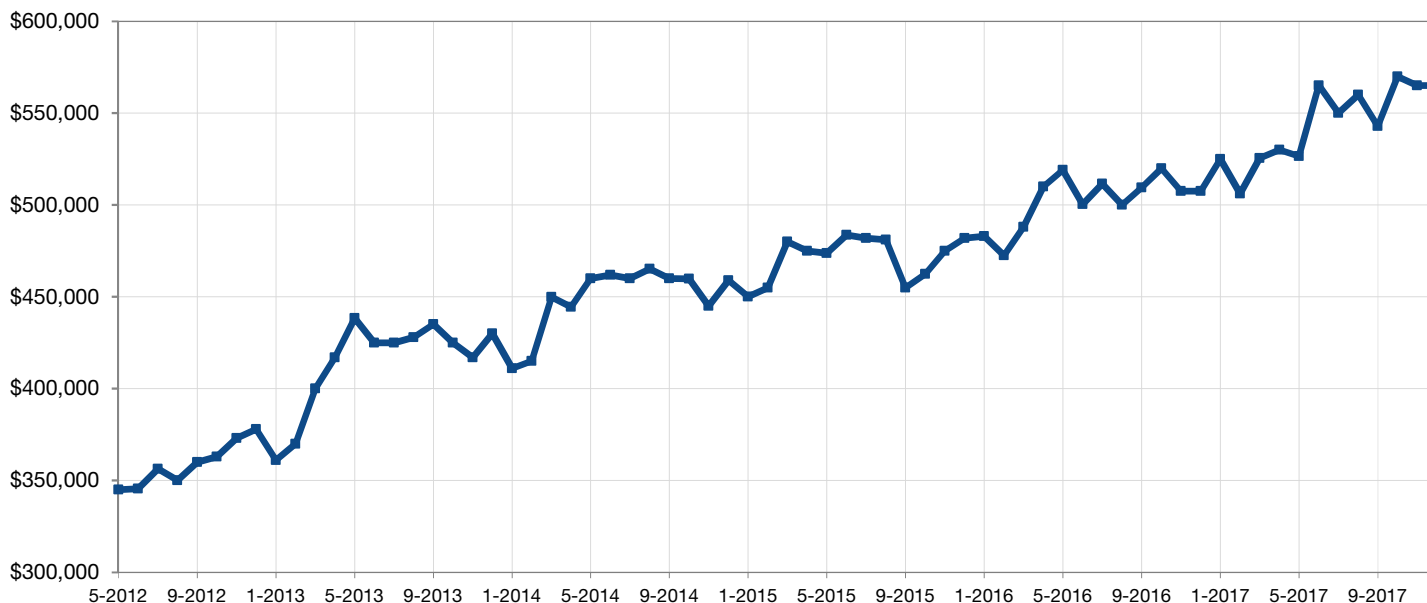
Metro San Diego County

| Key Metrics | Dec-17 | 1-Yr Chg |
|----------------------------|-----------|----------|
| Median Sales Price | \$565,000 | + 11.3% |
| Average Sales Price | \$731,391 | + 11.1% |
| Pct. of Orig. Price Rec'd. | 97.9% | + 1.3% |
| Homes for Sale | 1,198 | - 19.2% |
| Closed Sales | 744 | - 17.5% |
| Months Supply | 1.3 | - 15.7% |
| Days on Market | 28 | - 16.6% |

Market Activity



Historical Median Sales Price for Metro San Diego County



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Metro San Diego County ZIP Codes

| | Median Sales Price | | Pct. of Orig. Price Rec'd. | | Days on Market | | Closed Sales | |
|---|--------------------|-----------|----------------------------|----------|----------------|------------|--------------|------------|
| | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg |
| 92037 - La Jolla | \$1,585,000 | ↑ + 55.5% | 95.4% | ↑ + 0.8% | 52 | ↓ - 20.3% | 39 | ↓ - 39.1% |
| 92101 - San Diego Downtown | \$596,000 | ↑ + 10.4% | 96.4% | ↑ + 0.2% | 33 | ↓ - 10.4% | 72 | ↑ + 9.1% |
| 92102 - San Diego Golden Hill | \$470,000 | ↑ + 17.5% | 98.5% | ↓ - 1.1% | 21 | ↓ - 44.5% | 21 | ↓ - 8.7% |
| 92103 - Mission Hills-Hillcrest-Midtown | \$631,500 | ↓ - 5.9% | 97.4% | ↑ + 0.2% | 44 | ↑ + 31.5% | 29 | ↓ - 6.5% |
| 92104 - North Park | \$624,750 | ↑ + 48.8% | 96.6% | ↑ + 0.6% | 35 | ↑ + 9.1% | 34 | ↑ + 13.3% |
| 92105 - East San Diego | \$406,000 | ↑ + 6.5% | 98.3% | ↑ + 0.4% | 33 | ↑ + 47.9% | 28 | ↓ - 6.7% |
| 92106 - Point Loma | \$938,500 | ↓ - 20.1% | 95.0% | ↑ + 5.1% | 40 | ↓ - 25.7% | 22 | ↑ + 100.0% |
| 92107 - Ocean Beach | \$765,000 | ↑ + 25.0% | 100.3% | ↑ + 3.6% | 13 | ↓ - 61.2% | 19 | ↑ + 18.8% |
| 92108 - Mission Valley | \$379,000 | ↑ + 5.5% | 98.1% | ↑ + 0.1% | 17 | ↓ - 30.1% | 28 | ↓ - 30.0% |
| 92109 - Pacific Beach | \$752,500 | ↓ - 13.3% | 96.6% | ↑ + 0.9% | 39 | ↑ + 0.9% | 36 | ↓ - 10.0% |
| 92110 - Old Town | \$448,000 | ↑ + 18.7% | 99.4% | ↑ + 1.7% | 18 | ↓ - 21.7% | 25 | ↑ + 38.9% |
| 92111 - Linda Vista | \$590,000 | ↑ + 11.3% | 101.2% | ↑ + 4.7% | 13 | ↓ - 45.1% | 31 | ↑ + 3.3% |
| 92113 - Logan Heights | \$338,000 | ↑ + 0.9% | 98.1% | ↓ - 0.3% | 16 | ↓ - 27.9% | 9 | ↓ - 43.8% |
| 92114 - Encanto | \$439,000 | ↑ + 9.8% | 97.5% | ↑ + 0.2% | 27 | ↓ - 19.0% | 29 | ↓ - 32.6% |
| 92115 - San Diego | \$466,500 | ↑ + 3.8% | 97.5% | ↑ + 2.9% | 29 | ↓ - 27.3% | 40 | ↓ - 24.5% |
| 92116 - Normal Heights | \$592,500 | ↑ + 16.2% | 96.6% | ↓ - 0.6% | 27 | ↑ + 20.5% | 21 | ↓ - 40.0% |
| 92117 - Clairemont Mesa | \$649,000 | ↑ + 9.1% | 98.3% | ↑ + 0.4% | 17 | ↑ + 10.0% | 37 | ↓ - 17.8% |
| 92118 - Coronado | \$1,597,500 | ↑ + 9.2% | 94.9% | ↑ + 3.1% | 105 | ↑ + 32.3% | 12 | ↓ - 53.8% |
| 92119 - San Carlos | \$555,600 | ↑ + 2.4% | 97.1% | ↓ - 0.1% | 29 | ↑ + 18.1% | 34 | ↓ - 2.9% |
| 92120 - Del Cerro | \$550,000 | ↑ + 9.3% | 98.1% | ↑ + 1.3% | 20 | ↓ - 28.4% | 35 | ↓ - 20.5% |
| 92121 - Sorrento Valley | \$950,000 | ↑ + 57.8% | 98.0% | ↑ + 1.8% | 47 | ↑ + 422.2% | 1 | → 0.0% |
| 92122 - University City | \$732,000 | ↑ + 50.9% | 97.9% | ↑ + 0.4% | 28 | ↓ - 6.3% | 21 | ↓ - 46.2% |
| 92123 - Mission Valley | \$531,000 | ↑ + 1.3% | 98.5% | ↑ + 0.3% | 16 | ↑ + 11.2% | 27 | ↑ + 12.5% |
| 92124 - Tierrasanta | \$512,500 | ↓ - 13.0% | 99.8% | ↑ + 3.4% | 24 | ↓ - 14.6% | 6 | ↓ - 75.0% |
| 92126 - Mira Mesa | \$560,000 | ↑ + 8.5% | 100.6% | ↑ + 4.0% | 20 | ↓ - 2.0% | 44 | ↓ - 4.3% |
| 92131 - Scripps Miramar | \$782,500 | ↑ + 7.9% | 100.2% | ↑ + 3.8% | 12 | ↓ - 74.2% | 24 | ↓ - 40.0% |
| 92139 - Paradise Hills | \$429,950 | ↑ + 16.8% | 99.4% | ↑ + 0.9% | 23 | ↓ - 45.7% | 20 | ↓ - 37.5% |

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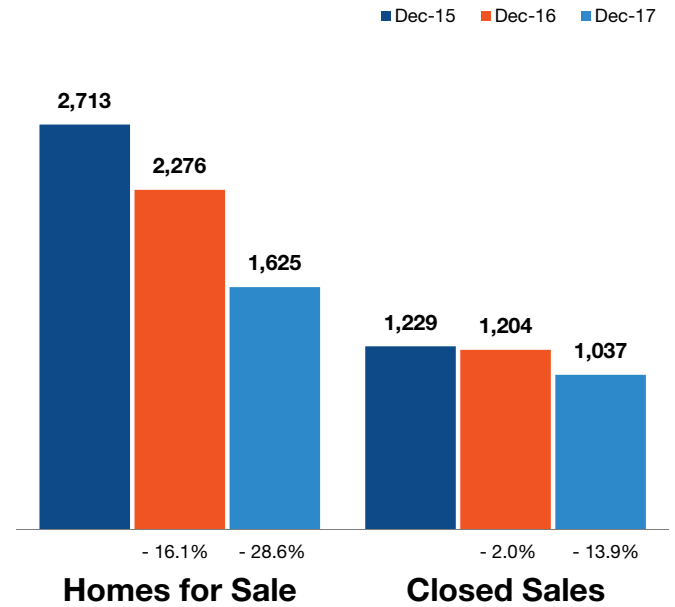
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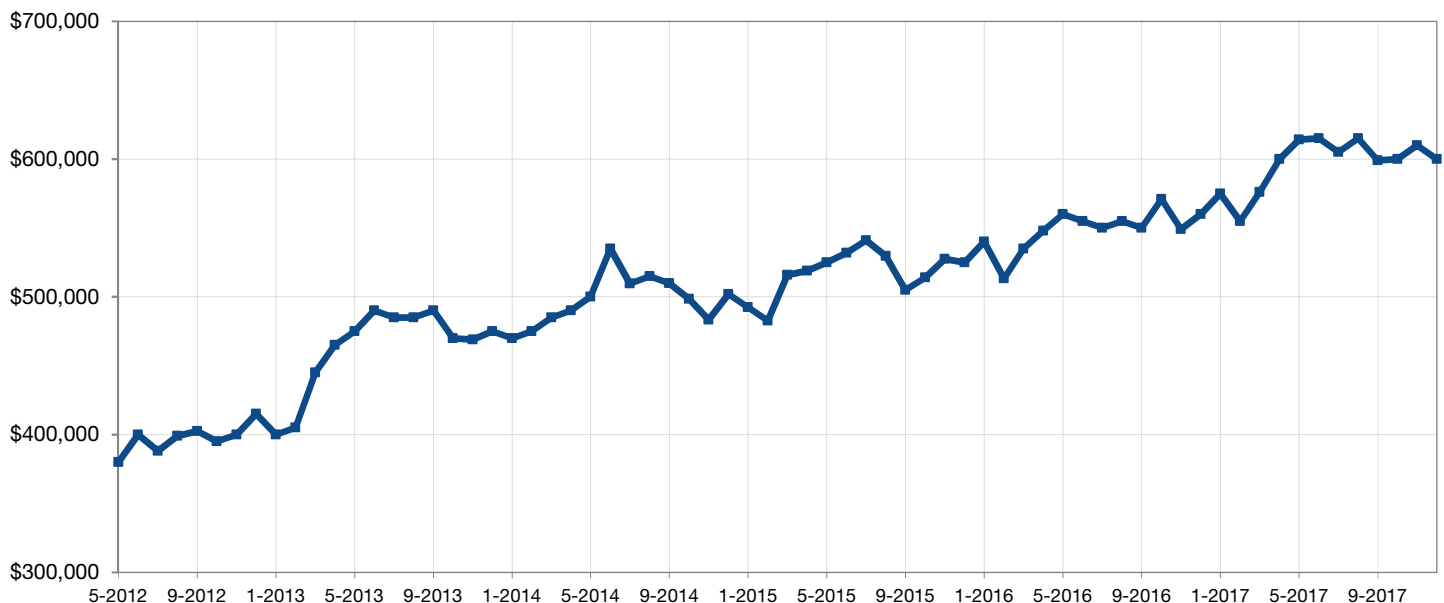
North San Diego County

| Key Metrics | Dec-17 | 1-Yr Chg |
|----------------------------|-----------|----------|
| Median Sales Price | \$600,000 | + 7.1% |
| Average Sales Price | \$778,101 | + 8.3% |
| Pct. of Orig. Price Rec'd. | 97.4% | + 1.3% |
| Homes for Sale | 1,625 | - 28.6% |
| Closed Sales | 1,037 | - 13.9% |
| Months Supply | 1.3 | - 26.5% |
| Days on Market | 33 | - 25.3% |

Market Activity



Historical Median Sales Price for North San Diego County



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North San Diego County ZIP Codes

| | Median Sales Price | | Pct. of Orig. Price Rec'd. | | Days on Market | | Closed Sales | |
|----------------------------|--------------------|-----------|----------------------------|----------|----------------|-----------|--------------|-----------|
| | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg |
| 92003 - Bonsall | \$447,400 | ↓ - 47.5% | 98.8% | ↑ + 5.7% | 34 | ↓ - 61.2% | 5 | ↓ - 37.5% |
| 92007 - Cardiff | \$1,250,000 | ↓ - 7.9% | 94.8% | ↓ - 3.7% | 22 | ↓ - 36.2% | 7 | → 0.0% |
| 92008 - Carlsbad | \$895,000 | ↑ + 6.2% | 97.3% | ↑ + 2.5% | 34 | ↓ - 29.4% | 22 | ↓ - 29.0% |
| 92009 - Carlsbad | \$822,500 | ↑ + 3.1% | 97.0% | ↑ + 1.2% | 39 | ↓ - 3.0% | 46 | ↓ - 36.1% |
| 92010 - Carlsbad | \$611,863 | ↑ + 11.8% | 98.6% | ↑ + 0.7% | 27 | ↑ + 77.6% | 18 | ↓ - 5.3% |
| 92011 - Carlsbad | \$917,500 | ↑ + 33.9% | 98.0% | ↓ - 0.2% | 36 | ↑ + 49.2% | 26 | ↓ - 3.7% |
| 92014 - Del Mar | \$1,920,000 | ↑ + 7.9% | 93.4% | ↑ + 1.7% | 48 | ↓ - 31.0% | 22 | ↑ + 69.2% |
| 92024 - Encinitas | \$957,500 | ↓ - 10.9% | 96.3% | ↑ + 1.1% | 31 | ↓ - 28.9% | 48 | ↓ - 15.8% |
| 92025 - Escondido | \$439,000 | ↓ - 10.4% | 96.7% | ↑ + 1.5% | 32 | ↓ - 7.9% | 21 | ↓ - 27.6% |
| 92026 - Escondido | \$472,500 | ↑ + 5.9% | 97.8% | ↑ + 1.4% | 31 | ↓ - 35.3% | 44 | ↓ - 18.5% |
| 92027 - Escondido | \$460,000 | ↑ + 8.6% | 97.8% | ↑ + 1.6% | 31 | ↓ - 38.2% | 47 | ↓ - 2.1% |
| 92028 - Fallbrook | \$600,000 | ↑ + 12.7% | 97.6% | ↑ + 1.1% | 40 | ↓ - 19.4% | 49 | ↓ - 5.8% |
| 92029 - Escondido | \$679,900 | ↑ + 6.6% | 97.3% | ↑ + 2.8% | 42 | ↓ - 19.5% | 27 | ↑ + 35.0% |
| 92054 - Oceanside | \$596,000 | ↑ + 2.5% | 95.4% | ↑ + 1.0% | 40 | ↓ - 7.3% | 32 | ↓ - 15.8% |
| 92056 - Oceanside | \$520,000 | ↑ + 9.5% | 99.4% | ↑ + 2.8% | 21 | ↓ - 39.9% | 61 | ↑ + 1.7% |
| 92057 - Oceanside | \$453,500 | ↑ + 10.6% | 98.7% | ↑ + 1.2% | 31 | ↑ + 0.7% | 58 | ↓ - 7.9% |
| 92058 - Oceanside | \$359,500 | ↑ + 4.2% | 97.2% | ↑ + 0.2% | 35 | ↑ + 9.1% | 18 | ↓ - 30.8% |
| 92059 - Pala | \$454,874 | -- | 90.3% | -- | 108 | -- | 1 | -- |
| 92061 - Pauma Valley | \$587,000 | ↑ + 29.0% | 93.9% | ↑ + 2.6% | 169 | ↓ - 1.1% | 2 | ↓ - 33.3% |
| 92064 - Poway | \$717,500 | ↑ + 15.7% | 94.6% | ↓ - 1.6% | 32 | ↓ - 28.0% | 42 | ↓ - 26.3% |
| 92065 - Ramona | \$487,500 | ↑ + 7.0% | 97.6% | ↑ + 2.5% | 42 | ↓ - 35.4% | 37 | ↓ - 11.9% |
| 92067 - Rancho Santa Fe | \$2,425,000 | ↑ + 1.0% | 91.5% | ↑ + 0.7% | 93 | ↓ - 18.9% | 20 | ↑ + 33.3% |
| 92069 - San Marcos | \$511,066 | ↓ - 2.7% | 98.5% | ↑ + 1.4% | 19 | ↓ - 47.2% | 28 | ↓ - 39.1% |
| 92075 - Solana Beach | \$825,000 | ↓ - 35.0% | 93.6% | ↓ - 1.1% | 36 | ↓ - 3.9% | 14 | ↑ + 7.7% |
| 92078 - San Marcos | \$614,125 | ↑ + 11.3% | 99.2% | ↑ + 2.6% | 22 | ↓ - 43.3% | 60 | ↑ + 15.4% |
| 92081 - Vista | \$555,000 | ↑ + 11.0% | 97.6% | ↑ + 0.6% | 25 | ↓ - 27.0% | 27 | ↓ - 27.0% |
| 92082 - Valley Center | \$650,000 | ↑ + 13.3% | 97.3% | ↑ + 0.9% | 43 | ↓ - 23.2% | 19 | ↓ - 34.5% |
| 92083 - Vista | \$474,000 | ↑ + 11.0% | 97.1% | ↓ - 0.9% | 31 | ↑ + 10.5% | 20 | ↓ - 45.9% |
| 92084 - Vista | \$490,000 | ↑ + 2.6% | 96.4% | ↑ + 0.1% | 39 | ↓ - 31.0% | 30 | ↓ - 25.0% |
| 92091 - Rancho Santa Fe | \$1,067,500 | ↓ - 57.2% | 94.2% | ↑ + 5.8% | 37 | ↓ - 77.1% | 2 | ↓ - 50.0% |
| 92127 - Rancho Bernardo | \$878,950 | ↑ + 2.2% | 97.9% | ↑ + 2.6% | 30 | ↓ - 49.5% | 54 | ↑ + 10.2% |
| 92128 - Rancho Bernardo | \$552,500 | ↑ + 4.2% | 98.4% | ↑ + 1.8% | 26 | ↓ - 18.7% | 52 | ↓ - 20.0% |
| 92129 - Rancho Penasquitos | \$720,000 | ↑ + 18.8% | 99.9% | ↑ + 2.6% | 17 | ↓ - 41.0% | 32 | ↓ - 17.9% |
| 92130 - Carmel Valley | \$1,094,500 | ↑ + 15.8% | 97.8% | ↑ + 1.7% | 26 | ↓ - 45.8% | 46 | ↓ - 11.5% |

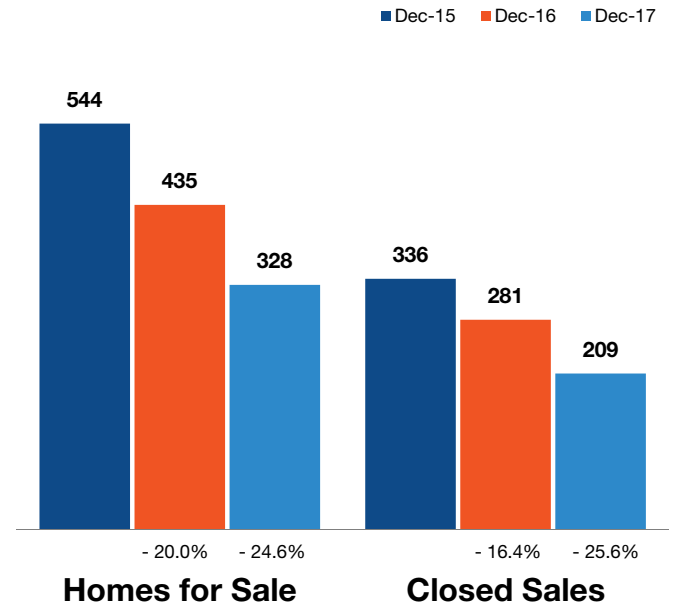
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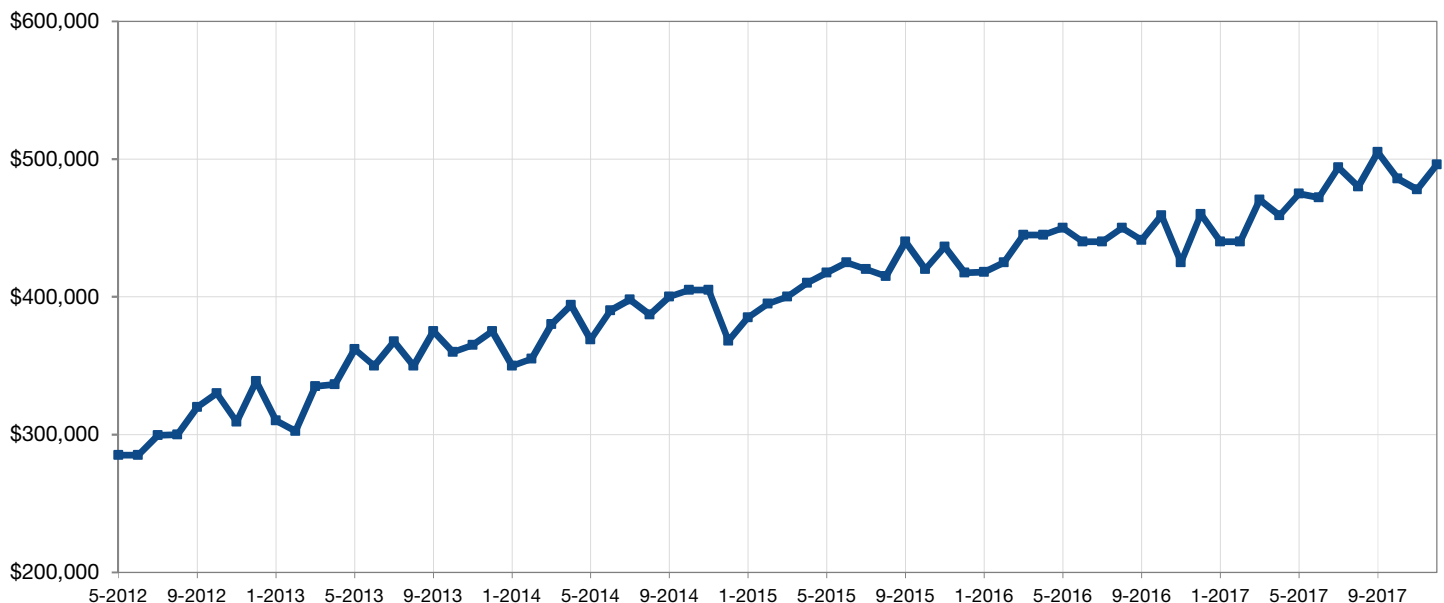
South San Diego County

| Key Metrics | Dec-17 | 1-Yr Chg |
|----------------------------|-----------|----------|
| Median Sales Price | \$495,959 | + 7.8% |
| Average Sales Price | \$526,154 | + 6.8% |
| Pct. of Orig. Price Rec'd. | 97.3% | - 0.4% |
| Homes for Sale | 328 | - 24.6% |
| Closed Sales | 209 | - 25.6% |
| Months Supply | 1.2 | - 21.7% |
| Days on Market | 31 | + 3.0% |

Market Activity



Historical Median Sales Price for South San Diego County



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| | Median Sales Price | | Pct. of Orig. Price Rec'd. | | Days on Market | | Closed Sales | |
|------------------------|--------------------|-----------|----------------------------|----------|----------------|------------|--------------|-----------|
| | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg | Dec-17 | 1-Yr Chg |
| 91902 - Bonita | \$632,500 | ↑ + 2.8% | 93.8% | ↓ - 0.4% | 44 | ↓ - 6.1% | 18 | ↓ - 25.0% |
| 91910 - Chula Vista | \$520,291 | ↑ + 21.0% | 97.0% | ↑ + 0.9% | 46 | ↑ + 101.1% | 36 | ↓ - 7.7% |
| 91911 - Chula Vista | \$440,000 | ↑ + 3.3% | 98.3% | ↓ - 1.4% | 25 | ↓ - 24.9% | 21 | ↓ - 58.0% |
| 91913 - Chula Vista | \$529,000 | ↑ + 6.0% | 98.4% | ↑ + 0.3% | 22 | ↓ - 22.7% | 41 | ↓ - 33.9% |
| 91914 - Chula Vista | \$645,000 | ↑ + 3.6% | 96.1% | ↓ - 0.9% | 40 | ↑ + 48.7% | 13 | ↓ - 35.0% |
| 91915 - Chula Vista | \$508,000 | ↑ + 11.2% | 98.9% | ↑ + 1.0% | 25 | ↓ - 3.9% | 39 | → 0.0% |
| 91932 - Imperial Beach | \$624,000 | ↑ + 34.7% | 93.8% | ↓ - 5.9% | 33 | ↑ + 42.7% | 16 | ↓ - 11.1% |
| 91950 - National City | \$424,000 | ↑ + 21.1% | 99.2% | ↑ + 1.7% | 20 | ↓ - 46.1% | 17 | ↓ - 19.0% |
| 92154 - Otay Mesa | \$471,250 | ↑ + 9.8% | 97.5% | ↑ + 0.0% | 26 | ↓ - 26.4% | 28 | ↓ - 28.2% |
| 92173 - San Ysidro | \$464,500 | ↑ + 11.9% | 96.9% | ↓ - 2.9% | 24 | ↑ + 5.6% | 8 | → 0.0% |