

AVIARA *Report*

2016 MID-YEAR AVIARA REAL ESTATE REPORT BY NEAL HRIBAR

96 Aviara Homes Sold Since 1998 ♦ \$74.1 Million in Total Aviara Sales Volume

AVIARA QUICK FACTS

POPULATION - 5,050

MEDIAN AGE - 47.9 Years

MEDIAN INCOME - \$122,197

AREA - 3.28 square miles

NEIGHBORHOODS - 21
16 Detached, 5 Attached

HOUSING UNITS - 2,050

ACTIVE LISTINGS - 20

PENDING SALES - 11

CLOSED SALES - 51 (6 mos.)

CANCELLED, EXPIRED &
WITHDRAWN LISTINGS
25 (6 mos.)

AVERAGE MARKET TIME
34 DAYS

DETACHED LISTED
PRICE RANGE
\$625,000 - \$3,799,999

DETACHED SOLD
PRICE RANGE
\$670,000 - \$2,200,000

DETACHED AVERAGE
LIST PRICE
\$1,166,479

DETACHED AVERAGE
SALES PRICE
\$1,048,804

ATTACHED LISTED
PRICE RANGE
\$525,000 - \$899,900

ATTACHED SOLD
PRICE RANGE
\$510,000 - \$800,475

ATTACHED AVERAGE
LIST PRICE
\$680,660

ATTACHED AVERAGE
SALES PRICE
\$655,696



2016 MID-YEAR AVIARA MARKET TRENDS

- 20 homes are for sale in Aviara - just one more than the 19 active listings at the first of the year.
- 11 Aviara homes are currently in escrow - more than three times the 3 pending sales on January 1.
- 51 homes closed escrow in the first half of the year - 65% more than the 31 sales in the last half of 2015.
- 25 Aviara listings were expired, withdrawn or cancelled in the first 6 months of 2016 - down 22% from 32 in the previous 6-month period.
- The inventory of Aviara homes for sale is 2.5 months compared with 4.3 months at the start of the year.
- The average sales price of detached homes in Aviara was \$1,048,804 in the first half of 2016 - an increase of \$129,940 (14%) from \$918,864 in the previous 6 months.
- The mid-range sales price (median) of detached Aviara homes was \$1,030,000 in the first half of 2016 - up \$107,500 (12%) from \$922,500 in the prior 6-month period.
- The average sales price of attached Aviara homes in the first 6 months of this year was \$655,696 - about the same as \$655,842 in the previous 6 months.
- The mid-range sales price (median) of attached homes in Aviara was \$665,000 in the first half of 2016 - up \$45,000 (7%) from \$620,000 in the prior 6-month time frame.

The Aviara Story

Aviara is an award-winning, master-planned community in southwest Carlsbad, California overlooking the Pacific Ocean and the Batiquitos Lagoon. Residents enjoy friendly neighborhoods with well-maintained homes in many different architectural styles. The schools are highly-rated including Aviara Oaks Elementary and Middle School.

The first Aviara neighborhood, Pavona, opened in 1989. The final neighborhood, Tesoro de Aviara, was finished in 2004. Aviara offers single-family homes, condominiums, custom homes and luxury apartments. At the heart of

the 1,000-acre community is the 329-room Park Hyatt Aviara Resort, with an 18-hole signature Arnold Palmer golf course.

Opened as a Four Seasons Resort, Hyatt assumed management in June 2010. Around the Park Hyatt Aviara Resort are 132 Residence Club villas (still managed by Four Seasons) offering timeshare ownership with a private clubhouse, pools, fitness center and library.

Aviara offers miles of landscaped walkways for strolling and the Batiquitos Nature Trail is popular with runners and hikers. The 22-acre City of Carlsbad Aviara Community Park rounded out the area when it was completed in 2005.

2016 Mid-Year Aviara Market Report

ALDEA

56 condominiums built by D.R. Horton in 1993-95 (Gated)

- PLAN 1* 1,665 sq ft • 2 bd, 2.5 ba
- PLAN 2 1,925 sq ft • 3 bd, or 2 bd & den, 2.5 ba
- PLAN 3 2,197 sq ft • 3 bd & loft/study, 2.5 ba

<u>CURRENTLY ON THE MARKET</u>				MT
Plan 2	listed @ \$690,000			23
<u>SALES PENDING</u>				MT
Plan 3	listed @ \$749,000			48
<u>CLOSED SALES</u>				MT
6912 Thrush Place	Plan 3	\$745,000	1/16	64



AVIARA POINT

69 custom homes and home sites (Gated)

<u>CURRENTLY ON THE MARKET</u>				MT
9,728 sq ft	6+ /10	listed @ \$4,500,000v		193
<u>SALES PENDING</u>				MT
3,259 sq ft	4/3	listed @ 1,595,000		70
<u>CLOSED SALES</u>				MT
7149 Aviara Dr.	5,075 sq ft	6/6.5	\$2,200,000 8/15	9

AVOCET

95 homes built by Republic Development in 1989-97

- PLAN 1* 2,260 sq ft • 4 bd or 3 bd & bonus rm, 3 ba
- PLAN 2 2,497 sq ft • 4 bd or 3 bd & den, 3 ba
- PLAN 3 2,818 sq ft • 5 bd or 4 bd & den, opt bonus rm, 3 ba

<u>CURRENTLY ON THE MARKET</u>					MT
None					
<u>SALES PENDING</u>					MT
None					
<u>CLOSED SALES</u>					MT
1748 Blackbird Circle	Plan 1	\$860,000	2/16	27	
1779 Blackbird Circle	Plan 1	\$920,000	2/16	21	
1764 Blackbird Circle	Plan 1	\$950,000	3/16	3	
709 Blackbird Circle	Plan 3	\$999,000	5/16	20	



AZURE COVE

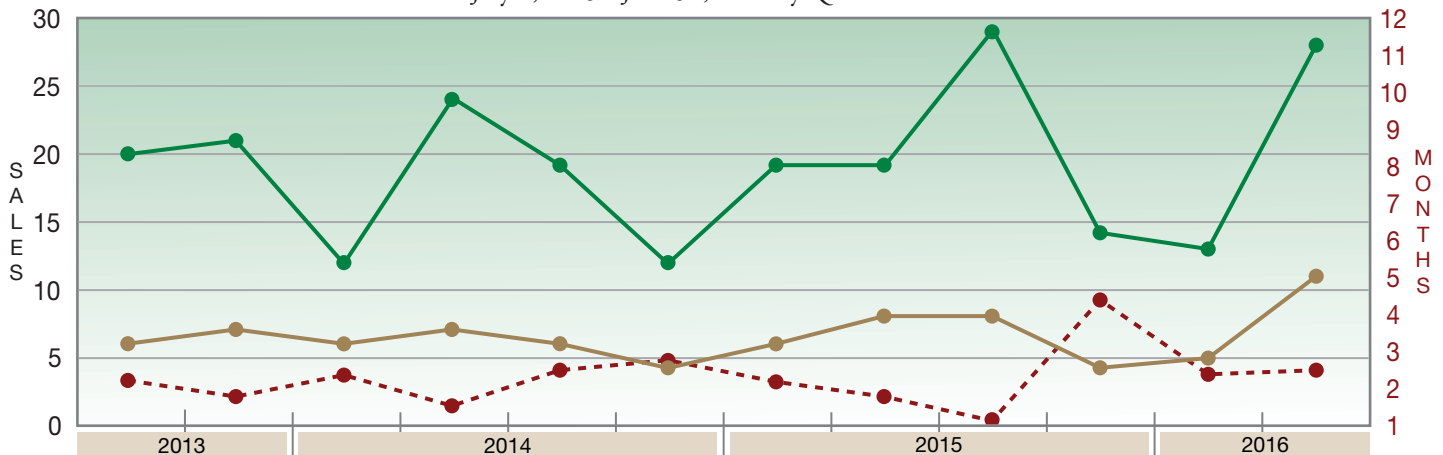
72 homes built by Brookfield Homes in 1997-98

- PLAN 1* 2,485 sq ft • 3 bd & loft, opt den or retreat, 2.5 ba
- PLAN 2 2,658 to 2,946 sq ft • 4 bd or 3 bd & loft or den, opt 5th bd over fr, 3 ba
- PLAN 3 3,300 to 3,492 sq ft • 5 bd or 4 bd & den, opt retreat, opt retreat #2 over dr, 4 ba

<u>CURRENTLY ON THE MARKET</u>			MT
Plan 3	listed @ \$1,179,000		103

AVIARA SALES NUMBERS & MONTHLY INVENTORY

July 1, 2013 - June 30, 2016 by Quarter



Detached (#'s)	20	21	12	24	19	12	19	19	29	14	13	28
Attached (#'s)	6	7	6	7	6	4	6	8	8	4	5	11
Inventory (mos.)	2.2	1.8	2.3	1.5	2.6	2.9	2.2	1.8	1.2	4.3	2.4	2.5

AZURE COVE (continued)

SALES PENDING

MT

None

CLOSED SALES

MT

948 Anatra Court	Plan 1	\$1,030,000	3/16	50
911 Grivetta Court	Plan 2	\$ 875,000	6/16	40
7345 Gabbiano Lane	Plan 3	\$ 969,000	5/16	4



BELLA LAGO

61 homes built by Brookfield Homes in 1998-2000 (Gated)

- PLAN 1*** 3,011 to 3,150 sq ft • 4 bd or 3 bd & den, opt retreat, opt music rm off lr, 3.5 ba
- PLAN 2*** 3,769 sq ft • 4 bd or 3 bd & den, loft, retreat, opt large utility rm at garage, 3.5 ba
- PLAN 3** 4,091 to 4,824 sq ft • 5 bd or 4 bd & den, opt retreat or bd 6 over dr, opt bonus rm, 4.5 to 6.5 ba

CURRENTLY ON THE MARKET

MT

Plan 1**	listed @ \$2,200,000	88
----------	----------------------	----

SALES PENDING

MT

Plan 2	listed @ \$1,495,000	4
--------	----------------------	---

CLOSED SALES

MT

1332 Shorebird Lane	Plan 1	\$1,193,000	6/16	78
1353 Shorebird Lane	Plan 3	\$1,659,000	5/16	17



BRINDISI

90 condominiums built by Brehm in 2000-01 (Gated)

- PLAN 1*** 1,316 sq ft • 2 bd, 2 ba
- PLAN 2** 1,604 sq ft • 3 bd, or 2 bd & den, 3 ba
- PLAN 3** 2,166 sq ft • 3 bd & den, opt retreat, 3 ba

CURRENTLY ON THE MARKET

MT

Plan 2	listed @ \$649,900	39
--------	--------------------	----

SALES PENDING

MT

None

CLOSED SALES

MT

6319 Alexandri Circle	Plan 1	\$559,000	4/16	4
6450 Alexandri Circle	Plan 1	\$510,000	5/16	32
6327 Alexandri Circle	Plan 1	\$530,000	5/16	1
6305 Alexandri Circle	Plan 3	\$675,000	5/16	10



CANTATA

82 homes built by Coscan Davidson Homes in 1995-96

- PLAN 1*** 2,425 to 2,593 sq ft • 3 bd, opt retreat or loft, 2.5 ba

CANTATA (continued)

- PLAN 2** 2,853 sq ft • 5 bd or 4 bd & retreat, 3 ba
- PLAN 3** 3,216 sq ft • 5 bd or 4 bd & retreat, opt bonus rm, 4 ba

CURRENTLY ON THE MARKET

MT

Plan 3	listed @ 1,195,000	39
--------	--------------------	----

SALES PENDING

MT

None

CLOSED SALES

MT

1414 Branta Avenue	Plan 2	\$1,020,000	6/16	19
1416 Cressa Court	Plan 2	\$1,050,000	6/16	46
7307 Black Swan Place	Plan 3	\$1,240,000	3/16	27
1412 Branta Avenue	Plan 3	\$1,030,000	3/16	13
7306 Golden Star Lane	Plan 3	\$1,188,000	3/16	56
1311 Savannah Lane	Plan 3	\$1,037,500	4/16	7
1351 Savannah Lane	Plan 3	\$1,250,000	5/16	3



CARINA

106 homes built by Greystone Homes in 1995-96

- PLAN 1*** 2,087 to 2,257 sq ft • 4 bd or 3 bd & den, opt media rm or 2nd master suite at garage & bed 4, 2.5 or 3 ba
- PLAN 2** 2,470 sq ft • 4 bd or 3 bd & den, 3.5 ba
- PLAN 3** 2,848 sq ft • 5 bd or 4 bd & den, opt retreat, 4 ba

CURRENTLY ON THE MARKET

MT

None

SALES PENDING

MT

None

CLOSED SALES

MT

1374 Nightshade Road	Plan 3	\$1,030,000	6/16	31
----------------------	--------	-------------	------	----



CRISTALLA

61 homes built by Brehm in 2001-02 (Gated)

- PLAN 1** 2,653 sq ft • 3 bd or 2 bd & den, retreat, 2.5 or 3 ba
- PLAN 2** 2,646 sq ft • 3 bd or 2 master suites, opt office, 2.5 ba
- PLAN 3** 3,043 sq ft • 4 bd or 3 bd & den or 2 master suites & den, retreat, opt bonus rm, 2.5 or 3 ba

CURRENTLY ON THE MARKET

MT

Plan 3	listed @ \$998,000v	17
--------	---------------------	----

SALES PENDING

MT

Plan 3	listed @ \$1,049,000v	5
Plan 3**	listed @ \$1,145,000	64

CLOSED SALES

MT

6771 Caurina Court	Plan 2	\$790,000	3/16	36
--------------------	--------	-----------	------	----

ISLA MAR

101 homes built by Richmond American in 1996-98 (Gated)

- PLAN 1*** 2,642 sq ft • 4 bd or 3 bd & den, opt retreat, 2.5 ba
- PLAN 2** 3,456 sq ft • 5 bd or 4 bd & den, loft, 4 ba
- PLAN 3** 3,507 to 3,649 sq ft • 5 bd or 4 bd & library, opt bonus rm, opt media rm or 6th bd over dr, 4 ba
- PLAN 4** 4,112 to 4,275 sq ft • 4 & library, retreat, opt 5th bd at garage, 3.5 or 4.5 ba

CURRENTLY ON THE MARKET MT

Plan 4	listed @ \$1,530,000v	29
Plan 4	listed @ \$1,769,000v	110

SALES PENDING MT

None

CLOSED SALES MT

7336 Melodia Terrace	Plan 2	\$1,312,500	5/16	21
7309 Melodia Terrace	Plan 4	\$1,802,500	4/16	44



MAREA

101 homes built by Continental Homes in 1997-98 (Gated)

- PLAN 1** 1,705 sq ft • 3 bd or 2 master suites, 2.5 ba
- PLAN 2** 1,845 sq ft • 3 bd or 2 master suites, retreat, 2.5 ba
- PLAN 3** 2,104 to 2,238 sq ft • 4 bd or 3 bd & loft, retreat, opt 2 master suites, opt 5th bd over lr, 2.5 ba

CURRENTLY ON THE MARKET MT

None

SALES PENDING MT

None

CLOSED SALES MT

7049 Surfbird Circle	Plan 1	\$729,000	4/16	5
7280 Surfbird Circle	Plan 1	\$705,000	5/16	21
7139 Surfbird Circle	Plan 2	\$709,500	1/16	2
7131 Surfbird Circle	Plan 2	\$685,000	4/16	59
7106 Surfbird Circle	Plan 3	\$859,000	3/16	15



MAR FIORE

137 homes built by Taylor Woodrow Homes in 1995-98

- PLAN 1*** 2,850 sq ft • 3 bd or 2 bd & library, retreat, 2.5 ba
- PLAN 1X*** 3,082 sq ft • 4 bd or 3 bd & library, retreat, 3.5 ba
- PLAN 2** 3,112 sq ft • 4 bd or 3 bd & bonus rm, 2.5 or 3.5 ba
- PLAN 2X** 3,354 sq ft • 5 bd or 4 bd & bonus rm, 3.5 or 4.5 ba
- PLAN 3** 3,253 sq ft • 5 bd or 4 bd & bonus rm, retreat, library, 3.5 or 4.5 ba
- PLAN 3X** 3,445 sq ft • 5 bd or 4 bd & bonus rm, library, 3.5 to 4.5 ba
- PLAN 4** 3,780 to 3,942 sq ft • 5 bd or 4 bd & den, opt bonus rm, opt den, opt loft over dr, 3.5 or 4.5 ba
- PLAN 5*** 2,988 sq ft • 3 bd or 2 bd & library, 3.5 ba
- PLAN 6** 3,210 sq ft • 4 bd or 3 bd & office, 3.5 ba

MAR FIORE (continued)

CURRENTLY ON THE MARKET MT

Plan 2	listed @ \$1,399,00	99
Plan 4	listed @ \$1,125,000v	76

SALES PENDING MT

Plan 6	listed @ \$ 995,000	39
--------	---------------------	----

CLOSED SALES MT

1320 Cassins Street	Plan 2	\$1,100,000	5/16	22
1377 Cassins Street	Plan 2	\$1,426,000	5/16	52
1328 Corvidae Street	Plan 3X	\$1,110,000	6/16	9



PAVONA

65 homes built by Davidson Communities in 1991-95

- PLAN 1*** 2,340 sq ft • 3 bd or 2 bd & den, 2.5 ba
- PLAN 2** 3,285 sq ft • 5 bd or 4 bd & den, opt retreat, opt bonus rm, 3.5 ba
- PLAN 3** 3,389 sq ft • 4 bd & retreat, opt loft, 3.5 ba
- PLAN 4** 3,522 sq ft • 4 bd or 3 bd & den, retreat, 3.5 ba

CURRENTLY ON THE MARKET MT

Plan 2	listed @ \$1,149,000	30
--------	----------------------	----

SALES PENDING MT

Plan 3	listed @ \$1,175,000	64
--------	----------------------	----

CLOSED SALES MT

7186 Tern Place	Plan 2	\$1,107,000	4/16	137
7247 Spoonbill Lane	Plan 4	\$1,300,000	5/16	1
7133 Tern Place	Plan 4	\$ 970,000	5/16	29



SANDERLING

131 condominiums built by Barratt in 1995-97 (Gated)

- PLAN 1*** 1,213 sq ft • 2 bd, 2 ba
- PLAN 2** 1,481 sq ft • 2 bd & loft, 2.5 ba
- PLAN 3** 1,728 sq ft • 4 bd or 3 bd & loft or retreat, 2.5 ba
- PLAN 4** 1,707 sq ft • 3 bd, 2.5 ba

CURRENTLY ON THE MARKET MT

Plan 3	listed @ \$585,000	273
Plan 3**	listed @ \$749,000	99

SALES PENDING MT

Plan 2	listed @ \$599,000	10
Plan 3	listed @ \$649,000	47

CLOSED SALES MT

6808 Sand Aster Drive	Plan 2	\$660,000	2/16	44
1667 Ceanothus Court	Plan 2	\$580,000	3/16	117
1622 Filaree Court	Plan 2	\$550,000	5/16	8
6833 Adolphia Drive	Plan 4	\$724,500	4/16	12
6818 Adolphia Drive	Plan 4	\$601,470	4/16	14

SANDERLING (continued)

1661 Plover Court	Plan 4	\$665,000	6/16	9
6859 Adolphia Drive	Plan 4	\$720,000	6/16	56



SANDPIPER

116 homes built by Warmington Homes in 1995-97

PLAN 1*	2,320 sq ft • 3 bd or 2 bd & den, 2.5 ba
PLAN 2	2,412 sq ft • 4 bd or 3 bd & den, 3 ba
PLAN 3*	2,670 sq ft • 4 bd or 3 bd & den, opt loft or retreat, 3 ba
PLAN 4	2,806 sq ft • 5 bd or 4 bd & den, opt bonus rm, 3 ba
PLAN 5	2,888 sq ft • 5 bd or 4 bd & den, opt bonus rm, 3 ba

CURRENTLY ON THE MARKET MT

Plan 2	listed @ \$869,000	28
Plan 4	listed @ \$939,900v	80
Plan 5	listed @ \$969,000	69

SALES PENDING MT

None

CLOSED SALES MT

969 Whimbrel Court	Plan 2	\$ 825,000	1/16	124
6916 Wildrose Terrace	Plan 5	\$ 930,000	5/16	42
6935 Wildrose Terrace	Plan 5	\$1,050,000	6/16	3



SERENATA

120 homes built by Brehm in 1999-2002

PLAN 1*	2,690 sq ft • 3 bd & den, 2.5 ba
PLAN 2	3,343 to 3,546 sq ft • 5 bd or 4 bd & den, opt bonus rm, opt office at garage, 2.5 to 4 ba
PLAN 3	3,697 sq ft • 5 bd or 4 bd & den, retreat, opt media rm, 2.5 to 4.5 ba
PLAN 4	4,192 to 4,400 sq ft • 5 bd or 4 bd & loft, den, retreat, opt media/exercise rm, opt office at garage, 3.5 to 4.5 ba

CURRENTLY ON THE MARKET MT

Plan 3	listed @ \$1,129,000v	44
Plan 3	listed @ \$1,150,000v	102

SALES PENDING MT

None

CLOSED SALES MT

1669 Amante Court	Plan 1	\$1,125,000	1/16	131
6755 Follette Street	Plan 4	\$1,170,000	4/16	132



TESORO DE AVIARA

25 homes built by Lucas & Mercier Development in 2004

PLAN 1*	2726 to 2893 sq ft • 4 bd or 3 bd & den, flex space at garage, 3 ba
PLAN 2	3320 to 3516 sq ft • 4 bd or 3 bd & den, retreat, comp rm, loft, flex space at garage, 3 ba
PLAN 3	3983 to 4146 sq ft • 5 bd or 4 bd & den, bonus rm, flex space at garage, 4.5 ba

CURRENTLY ON THE MARKET MT

Plan 1	listed @ \$1,149,900	14
Plan 2	listed @ \$1,160,000	55
Plan 2	listed @ \$1,217,000	1

SALES PENDING MT

Plan 1	listed @ 1,149,999	4
--------	--------------------	---

CLOSED SALES MT

None



TRAMONTO

131 homes built by Western Pacific Homes in 1996-98

PLAN 1	1,740 sq ft • 3 bd, 2.5 ba
PLAN 2	1,947 sq ft • 3 bd or 2 bd & loft, 2.5 ba
PLAN 3	2,323 sq ft • 4 bd or 3 bd & loft, 2.5 ba

CURRENTLY ON THE MARKET MT

Plan 3	listed @ \$749,500	50
--------	--------------------	----

SALES PENDING MT

None

CLOSED SALES MT

1688 Robin Place	Plan 1	\$670,000	3/15	54
7199 Willet Circle	Plan 2	\$680,000	4/16	6
7162 Pintail Drive	Plan 2	\$677,000	5/16	53
7150 Tanager Drive	Plan 3	\$768,000	4/16	8



TREVIRA

8 homes built by Mitchell Development in 1998

PLAN 1*	2,309 sq ft • 4 bd or 3 bd & den, 2.5 ba
PLAN 2	2,621 sq ft • 4 bd, retreat, loft, opt super family rm at bd 4, 3 ba
PLAN 3	2,906 sq ft • 4 bd or 3 bd & den, retreat, bonus rm, 3 ba

CURRENTLY ON THE MARKET MT

None

SALES PENDING MT

None

CLOSED SALES MT

None



NEAL HRIBAR

Selling the Aviara Lifestyle

96 AVIARA HOMES SOLD SINCE 1998

Berkshire Hathaway HomeServices
7030 Avenida Encinas, Suite 100
Carlsbad, CA 92011

2016 MID-YEAR AVIARA MARKET REPORT

Open Now!

PRSR STD
U.S. POSTAGE
PAID
San Diego, CA
PERMIT NO. 90



760-822-8690

e-mail: home@hribar.com

web site: www.hribar.com

CA Real Estate License 00871930

VIAGGIO

51 condominiums built by Sea Country in 1998-99 (Gated)

- PLAN 1*** 1,781 sq ft • 3 bd or 2 bd & den, 2 ba
- PLAN 2** 2,144 sq ft • 3 bd or 2 master suites & loft, 2.5 ba
- PLAN 3** 2,272 sq ft • 3 bd or 2 master suites & loft, retreat, 2.5 or 3 ba

CURRENTLY ON THE MARKET **MT**

None

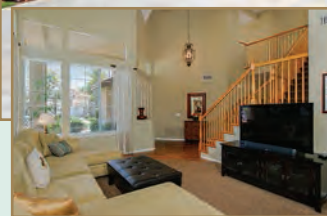
SALES PENDING **MT**

Plan 3 listed @899,900v 11

CLOSED SALES **MT**

7025 Crane Court	Plan 2	\$775,000	4/16	77
7084 Tatler Road	Plan 2	\$740,000	6/16	46
1390 Scoter Place	Plan 3	\$800,475	6/16	22

KEY: MT = Market Time (days on the market)
 v = Variable range marketing price
 * = Single-story or single-story with loft
 ** = Modified from original floor plan



7034 Rockrose Terrace Sandpiper - Aviara

4 Bedrooms, 3 Bathrooms, 2,412 Square Feet
Open Plan With High Ceilings, Hardwood Floors
Granite Kitchen With Newer Appliances

Offered @ \$869,000

Call or e-mail me if you'd like extra copies of this 2016 Mid-Year Aviara Report.

Data from SANDICOR, Inc. represents properties listed or sold by various brokers. If your property is currently listed this is not meant as a solicitation.