

## SAN DIEGO COUNTY

SINGLE FAMILY HOMES  
CONDO & TOWNHOMES

# SNAPSHOT

## PRICES

AVERAGE SALES PRICE



▲ 4.41%

\$600,000

YEAR OVER YEAR

Q3 AVERAGE

## PACE

ABSORPTION RATE - CLOSED SALES



▲ 8.34%

51.27%

YEAR OVER YEAR

Q3 AVERAGE

## SALES

CLOSED SALES



▲ 0.46%

10,384 units

YEAR OVER YEAR

Q3 TOTAL

## INVENTORY

BASED ON CLOSED SALES



▼ 7.81%

2.0 months

YEAR OVER YEAR

Q3 AVERAGE

## MARKETING TIME

DAYS ON MARKET (AVERAGE)



▼ 11.65%

30.3 days

YEAR OVER YEAR

Q3 AVERAGE

## NEGOTIABILITY

LISTING DISCOUNT (ORIGINAL LP)



▲ 0.35%

96.0%

YEAR OVER YEAR

Q3 AVERAGE

\*\*All reports are published October 2016, based on data available at the end of September 2016. All reports presented are based on data supplied by the Desert AOR, CARETS, and Sandicor MLS. Neither the Association nor its MLS guarantees or is in anyway responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity. Featured properties may not be listed by the office/agent presenting this brochure.

# Q3 2016 MARKET REPORT SAN DIEGO COUNTY

**Overall San Diego is a Seller's market!** The number of for sale listings was **down 7.8%** from one year earlier and **down 1.8%** from the previous quarter. The number of sold listings **increased 0.5%** year-over-year and **decreased 9.4%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 2, **down 7.8%** from the previous year.

The Average Sold Price per Square Footage was **up 2.1%** compared to the previous quarter and **up 6.1%** compared to last year. The Average Sold Price **increased by 0.7%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."** The ratio of Sold Price vs. Original List Price is 96%, **up 0.4%** compared to the previous year.

For more information on a specific market and why **now is the time to act**, please contact one of our experienced real estate professionals for a **free market analysis**.

bennion  deville  
HOMES



# ALPINE

91901, 91903

## SINGLE FAMILY HOME

**Alpine Single Family Detached is a Neutral market!** The number of for sale listings was **up 2.9%** from one year earlier and **down 1.4%** from the previous quarter. The number of sold listings **increased 3.6%** year-over-year and **increased 23.9%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 3.8, **up 11.8%** from the previous year. The Average Sold Price **increased by 5.9%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **“Appreciating.”**



[See Active Listings](#)

### SINGLE FAMILY SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	57	46	55	▲ 23.9	▲ 3.6
AVERAGE SALE PRICE	595,200	562,000	568,700	▲ 5.9	▲ 4.7
AVERAGE DAYS ON MARKET	52	57	58	▼ 8.8	▼ 10.3
AVERAGE SP/AVERAGE LP	97.8%	97.4%	96.5%	▲ 0.4	▲ 1.3
AVERAGE PRICE PER SF	236.5	242.1	216.5	▼ 2.3	▲ 9.2
MONTHS TO SELL INVENTORY	3.8	4.4	3.4	▼ 13.6	▲ 11.8
LISTING INVENTORY	70	71	68	▼ 1.4	▲ 2.9

MLS#: 160058956

Courtesy: Keller Williams Realty

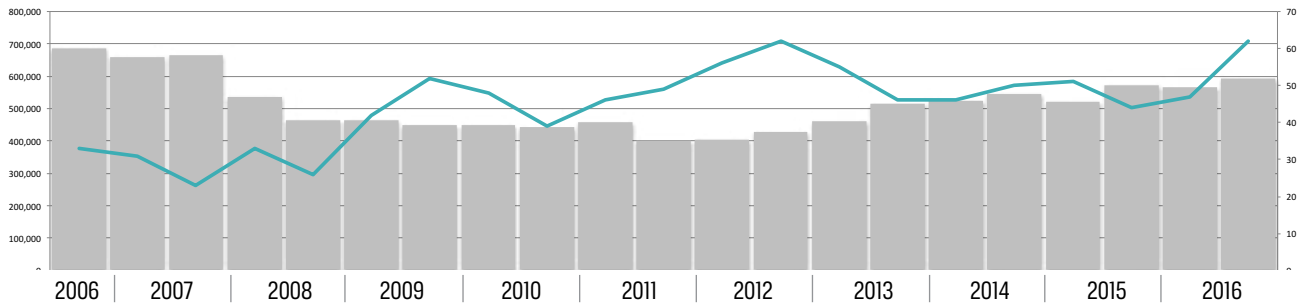


AVERAGE SALES PRICE



AVERAGE NUMBER OF SALES

### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**Alpine Condominium/Townhome is a Neutral market!** The number of for sale listings was **up 150%** from one year earlier and **up 25%** from the previous quarter. The number of sold listings **increased 83.3%** year-over-year and **increased 57.1%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.5, **up 25%** from the previous year. The Average Sold Price **increased by 5.5%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **“Appreciating.”**



[See Active Listings](#)

### CONDO/TOWNHOME SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	11	7	6	▲ 57.1	▲ 83.3
AVERAGE SALE PRICE	257,500	244,000	239,500	▲ 5.5	▲ 7.5
AVERAGE DAYS ON MARKET	19	13	29	▲ 46.2	▼ 34.5
AVERAGE SP/AVERAGE LP	97.5%	99.5%	100.0%	▼ 2.0	▼ 2.5
AVERAGE PRICE PER SF	237.9	227.0	221.3	▲ 4.8	▲ 7.5
MONTHS TO SELL INVENTORY	1.5	1.1	1.2	▲ 36.4	▲ 25.0
LISTING INVENTORY	5	4	2	▲ 25.0	▲ 150.0

MLS#: 160062065

Courtesy: Keller Williams Realty

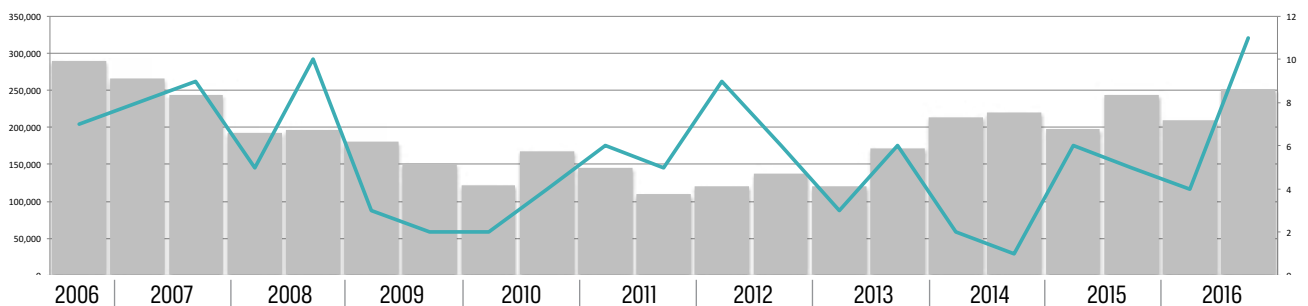


AVERAGE SALES PRICE



AVERAGE NUMBER OF SALES

### 10 YEAR HISTORY



# CARLSBAD

92008, 92009, 92013, 92018

## SINGLE FAMILY HOME

**Carlsbad Single Family Detached is a Neutral market!** The number of for sale listings was **down 10.9%** from one year earlier and **down 12.4%** from the previous quarter. The number of sold listings **decreased 18.4%** year-over-year and **decreased 8.5%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 2.2, **up 10%** from the previous year. The Average Sold Price **decreased by 2.3%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **“Appreciating.”**



[See Active Listings](#) 

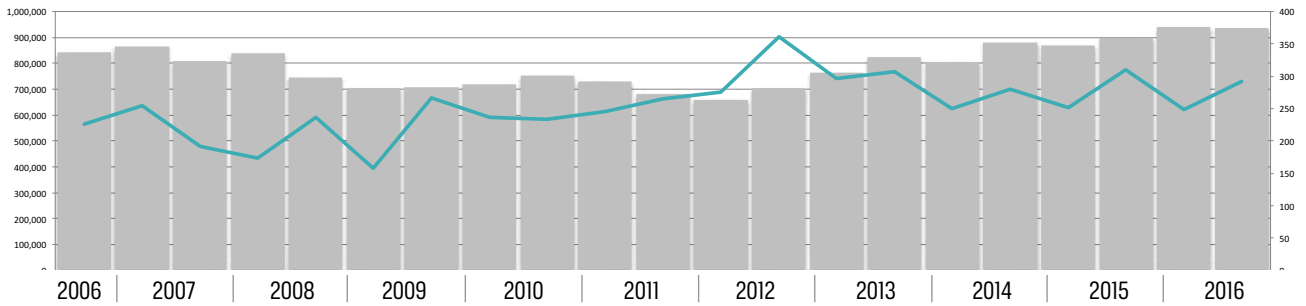
### SINGLE FAMILY SALES



UNITS SOLD	292	319	358	▼ 8.5	▼ 18.4
AVERAGE SALE PRICE	956,300	979,300	889,700	▼ 2.3	▲ 7.5
AVERAGE DAYS ON MARKET	27	27	30	0	▼ 10.0
AVERAGE SP/AVERAGE LP	97.9%	98.0%	97.7%	▼ 0.1	▲ 0.2
AVERAGE PRICE PER SF	349.8	354.4	340.6	▼ 1.3	▲ 2.7
MONTHS TO SELL INVENTORY	2.2	1.9	2	▲ 15.8	▲ 10.0
LISTING INVENTORY	204	233	229	▼ 12.4	▼ 10.9

MLS#: 160036240

### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**Carlsbad Condominium/Townhome is a Seller's market!** The number of for sale listings was **down 6.9%** from one year earlier and **up 9.1%** from the previous quarter. The number of sold listings **increased 1.0%** year-over-year and **decreased 6.2%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.7, **down 10.5%** from the previous year. The Average Sold Price **increased by 8.1%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **“Appreciating.”**



[See Active Listings](#) 

### CONDO/TOWNHOME SALES



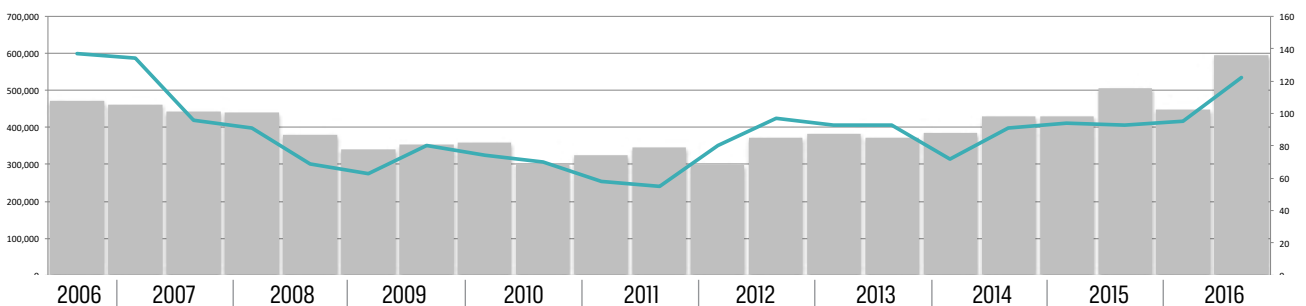
UNITS SOLD	196	209	194	▼ 6.2	▲ 1.0
AVERAGE SALE PRICE	567,100	524,400	514,800	▲ 8.1	▲ 10.2
AVERAGE DAYS ON MARKET	30	29	31	▲ 3.4	▼ 3.2
AVERAGE SP/AVERAGE LP	98.1%	98.2%	98.1%	▼ 0.1	0
AVERAGE PRICE PER SF	382.1	350.4	344.0	▲ 9.0	▲ 11.1
MONTHS TO SELL INVENTORY	1.7	1.4	1.9	▲ 21.4	▼ 10.5
LISTING INVENTORY	108	99	116	▲ 9.1	▼ 6.9

MLS#: 1600571722

Courtesy: McLain Properties



### 10 YEAR HISTORY



# DEL MAR

92014

## SINGLE FAMILY HOMES

**Del Mar Single Family Detached is a Seller's market!** The number of for sale listings was **up 22.2%** from one year earlier and **down 4.3%** from the previous quarter. The number of sold listings **decreased 2.7%** year-over-year and **decreased 34.5%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 5.7, **up 16.3%** from the previous year. The Average Sold Price **decreased by 19.7%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



[See Active Listings](#) 

### SINGLE FAMILY SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	36	55	37	▼ 34.5	▼ 2.7
AVERAGE SALE PRICE	1,827,500	2,276,800	1,919,800	▼ 19.7	▼ 4.8
AVERAGE DAYS ON MARKET	38	38	48	0	▼ 20.8
AVERAGE SP/AVERAGE LP	93.9%	95.6%	95.0%	▼ 1.8	▼ 1.2
AVERAGE PRICE PER SF	698.3	805.2	828.2	▼ 13.3	▼ 15.7
MONTHS TO SELL INVENTORY	5.7	3.8	4.9	▲ 50.0	▲ 16.3
LISTING INVENTORY	66	69	54	▼ 4.3	▲ 22.2

MLS#: 160053352

Courtesy: Pacific Sotheby's Int'l Realty

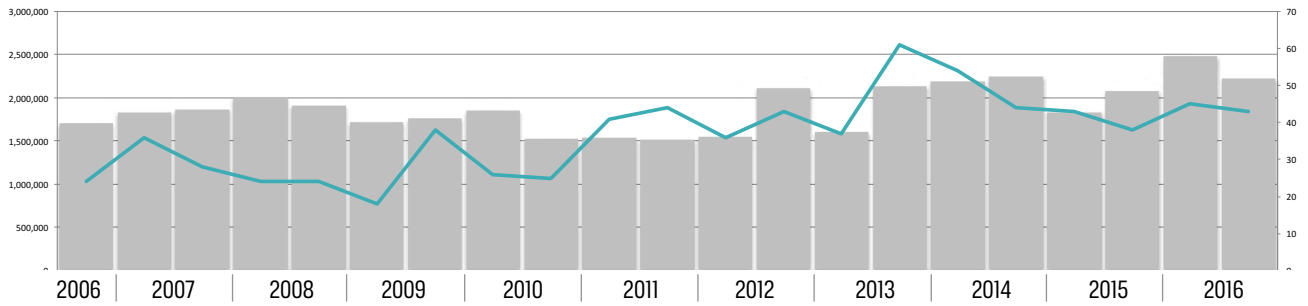


AVERAGE SALES PRICE



AVERAGE NUMBER OF SALES

### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**Del Mar Condominium/Townhome is a Seller's market!** The number of for sale listings was **up 45.5%** from one year earlier and **up 45.5%** from the previous quarter. The number of sold listings **decreased 30%** year-over-year and **decreased 33.3%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 3.6, **up 111.8%** from the previous year. The Average Sold Price **decreased by 18.4%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



[See Active Listings](#) 

### CONDO/TOWNHOME SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	14	21	20	▼ 33.3	▼ 30.0
AVERAGE SALE PRICE	670,400	821,100	948,900	▼ 18.4	▼ 29.3
AVERAGE DAYS ON MARKET	10	31	32	▼ 67.7	▼ 68.8
AVERAGE SP/AVERAGE LP	99.7%	95.8%	96.1%	▲ 4.1	▲ 3.7
AVERAGE PRICE PER SF	517.1	594.8	632.4	▼ 13.1	▼ 18.2
MONTHS TO SELL INVENTORY	3.6	1.6	1.7	▲ 125.0	▲ 111.8
LISTING INVENTORY	16	11	11	▲ 45.5	▲ 45.5

MLS#: 160063790

Courtesy: Antinone Real Estate

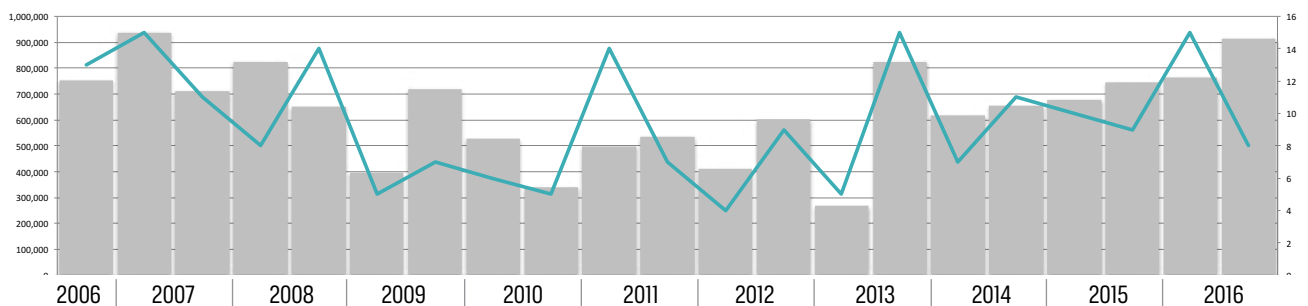


AVERAGE SALES PRICE



AVERAGE NUMBER OF SALES

### 10 YEAR HISTORY





# EL CAJON

92019-92022, 92090

## SINGLE FAMILY HOMES

**El Cajon Single Family Detached is a Seller's market!** The number of for sale listings was **up 1.0%** from one year earlier and **up 5.7%** from the previous quarter. The number of sold listings **decreased 2.2%** year-over-year and **decreased 4.7%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 2, **the same** as from the previous year. The Average Sold Price **decreased by 1.7%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Neutral."**



[See Active Listings](#) 

### SINGLE FAMILY SALES

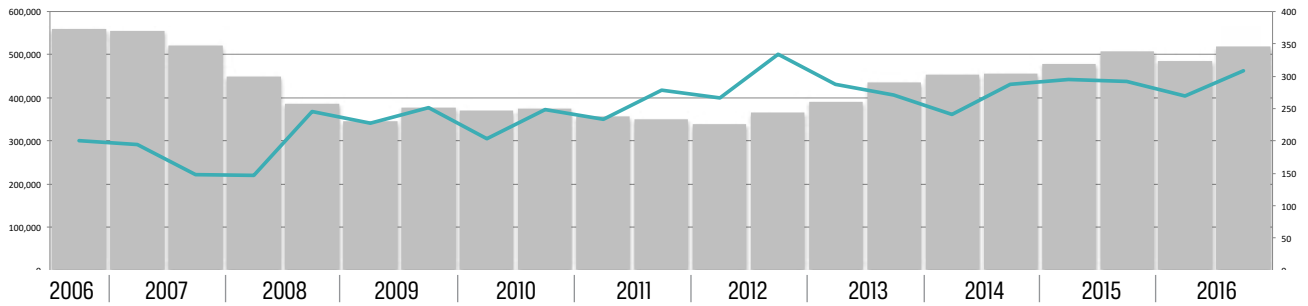
	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	306	321	313	▼ 4.7	▼ 2.2
AVERAGE SALE PRICE	517,300	526,200	503,000	▼ 1.7	▲ 2.8
AVERAGE DAYS ON MARKET	31	32	29	▼ 3.1	▲ 6.9
AVERAGE SP/AVERAGE LP	98.2%	98.4%	98.4%	▼ 0.2	▼ 0.2
AVERAGE PRICE PER SF	269.6	262.0	261.4	▲ 2.9	▲ 3.1
MONTHS TO SELL INVENTORY	2	1.7	2	▲ 17.6	0
LISTING INVENTORY	205	194	203	▲ 5.7	▲ 1.0

MLS#: 160057909

Courtesy: Berkshire Hathaway HomeService



### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**El Cajon Condominium/Townhome is a Seller's market!** The number of for sale listings was **down 26.1%** from one year earlier and **down 20.9%** from the previous quarter. The number of sold listings **increased 4.1%** year-over-year and **decreased 5.6%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.1, **down 15.4%** from the previous year. The Average Sold Price **decreased by 0.2%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



[See Active Listings](#) 

### CONDO/TOWNHOME SALES

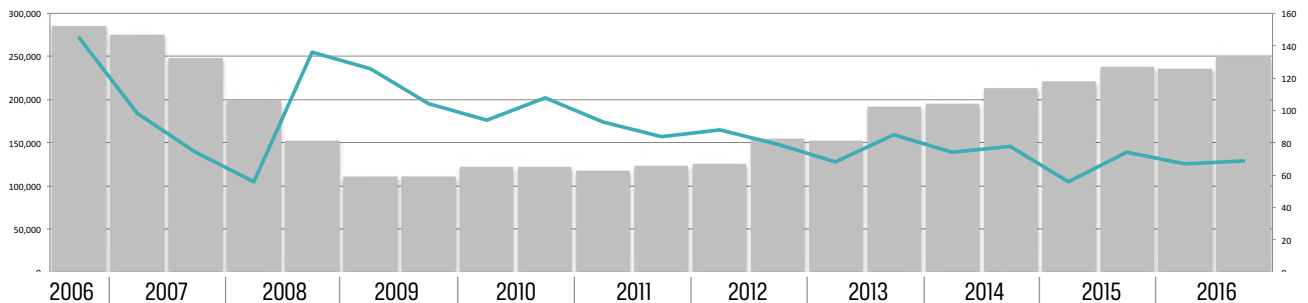
	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	101	107	97	▼ 5.6	▲ 4.1
AVERAGE SALE PRICE	268,400	268,900	249,600	▼ 0.2	▲ 7.5
AVERAGE DAYS ON MARKET	23	18	32	▲ 27.8	▼ 28.1
AVERAGE SP/AVERAGE LP	98.4%	98.4%	98.7%	0	▼ 0.3
AVERAGE PRICE PER SF	248.1	244.6	232.5	▲ 1.4	▲ 6.7
MONTHS TO SELL INVENTORY	1.1	1.1	1.3	0	▼ 15.4
LISTING INVENTORY	34	43	46	▼ 20.9	▼ 26.1

MLS#: 160062613

Courtesy: Keller Williams Realty



### 10 YEAR HISTORY



# ENCINITAS

92023, 92024

## SINGLE FAMILY HOMES

**Encinitas Single Family Detached is a Seller's market!** The number of for sale listings was **up 17.6%** from one year earlier and **up 13.2%** from the previous quarter. The number of sold listings **decreased 3.8%** year-over-year and **decreased 8.8%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 2.8, **up 16.7%** from the previous year. The Average Sold Price **decreased by 2.4%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Neutral."**



[See Active Listings](#) 

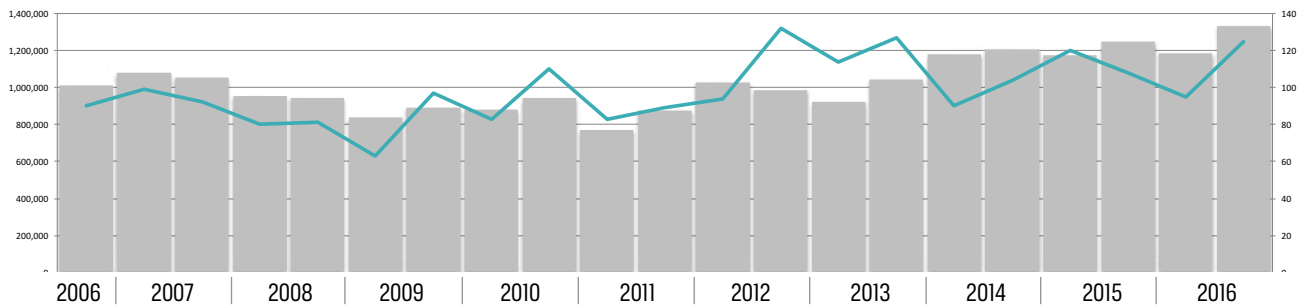
### SINGLE FAMILY SALES



	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	125	137	130	▼ 8.8	▼ 3.8
AVERAGE SALE PRICE	1,270,800	1,301,800	1,245,100	▼ 2.4	▲ 2.1
AVERAGE DAYS ON MARKET	32	29	40	▲ 10.3	▼ 20.0
AVERAGE SP/AVERAGE LP	96.9%	97.4%	96.4%	▼ 0.5	▲ 0.5
AVERAGE PRICE PER SF	505.1	493.3	445.9	▲ 2.4	▲ 13.3
MONTHS TO SELL INVENTORY	2.8	2.3	2.4	▲ 21.7	▲ 16.7
LISTING INVENTORY	120	106	102	▲ 13.2	▲ 17.6

MLS#: 160045508  
Courtesy: Pacific Sotheby's Int'l Realty

### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**Encinitas Condominium/Townhome is a Seller's market!** The number of for sale listings was **up 23.5%** from one year earlier and **the same** as from the previous quarter. The number of sold listings was **down 21.7%** year-over-year and **decreased 4.1%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.5, **up 25%** from the previous year. The Average Sold Price **decreased by 0.8%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Neutral."**



[See Active Listings](#) 

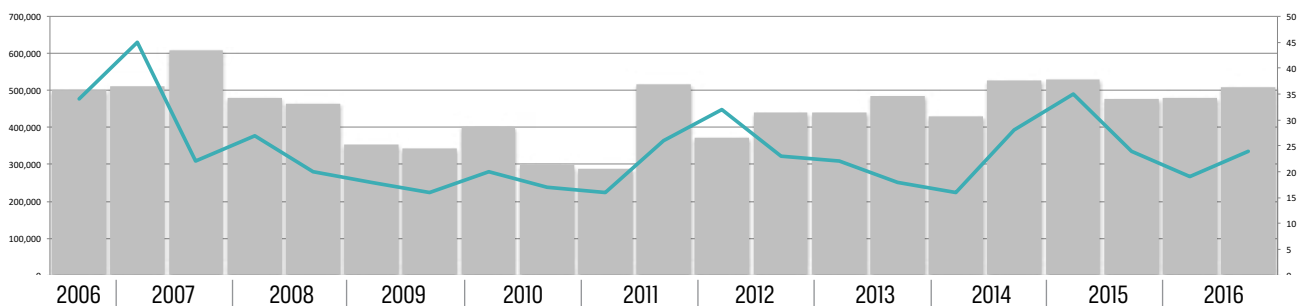
### CONDO/TOWNHOME SALES



	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	47	49	60	▼ 4.1	▼ 21.7
AVERAGE SALE PRICE	642,700	648,000	602,800	▼ 0.8	▲ 6.6
AVERAGE DAYS ON MARKET	18	18	22	0	▼ 18.2
AVERAGE SP/AVERAGE LP	98.3%	98.6%	97.6%	▼ 0.3	▲ 0.7
AVERAGE PRICE PER SF	546.3	526.4	495.8	▲ 3.8	▲ 10.2
MONTHS TO SELL INVENTORY	1.5	1.3	1.2	▲ 15.4	▲ 25.0
LISTING INVENTORY	21	21	17	0	▲ 23.5

MLS#: 160065839  
Courtesy: Keller Williams Realty

### 10 YEAR HISTORY



# ESCONDIDO

92025-92027, 92029, 92030, 92033, 92046

## SINGLE FAMILY HOMES

**Escondido Single Family Detached is a Seller's market!** The number of for sale listings was **up 21.2%** from one year earlier and **up 5.7%** from the previous quarter. The number of sold listings **decreased 13.4%** year-over-year and **decreased 13.0%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 2.6, **up 30%** from the previous year. The Average Sold Price **increased by 2.3%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Neutral."**



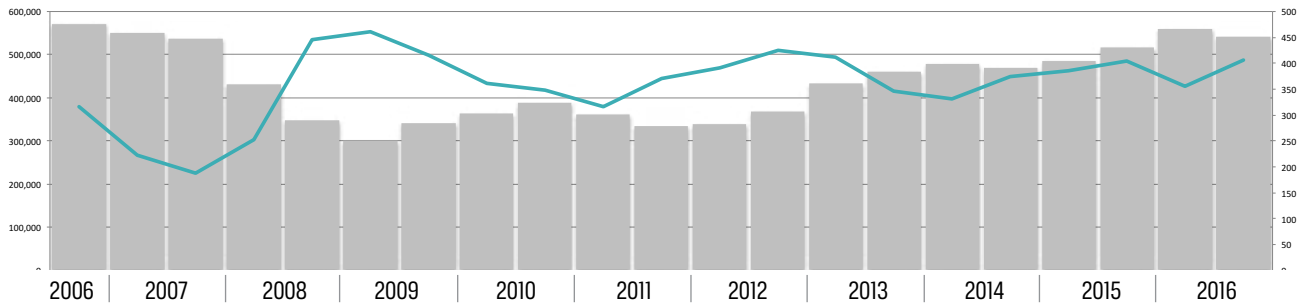
[See Active Listings](#) 

### SINGLE FAMILY SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	400	460	462	▼ 13.0	▼ 13.4
AVERAGE SALE PRICE	551,200	538,600	509,400	▲ 2.3	▲ 8.2
AVERAGE DAYS ON MARKET	37	30	39	▲ 23.3	▼ 5.1
AVERAGE SP/AVERAGE LP	97.9%	98.1%	97.6%	▼ 0.2	▲ 0.3
AVERAGE PRICE PER SF	266.4	263.0	247.8	▲ 1.3	▲ 7.5
MONTHS TO SELL INVENTORY	2.6	1.9	2	▲ 36.8	▲ 30.0
LISTING INVENTORY	354	335	292	▲ 5.7	▲ 21.2

MLS#: 160028486

### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**Escondido Condominium/Townhome is a Seller's market!** The number of for sale listings was **up 69.2%** from one year earlier and **up 4.8%** from the previous quarter. The number of sold listings **increased 10.1%** year-over-year and **increased 19.5%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.1, **the same** as from the previous year. The Average Sold Price **decreased by 43.1%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Neutral."**



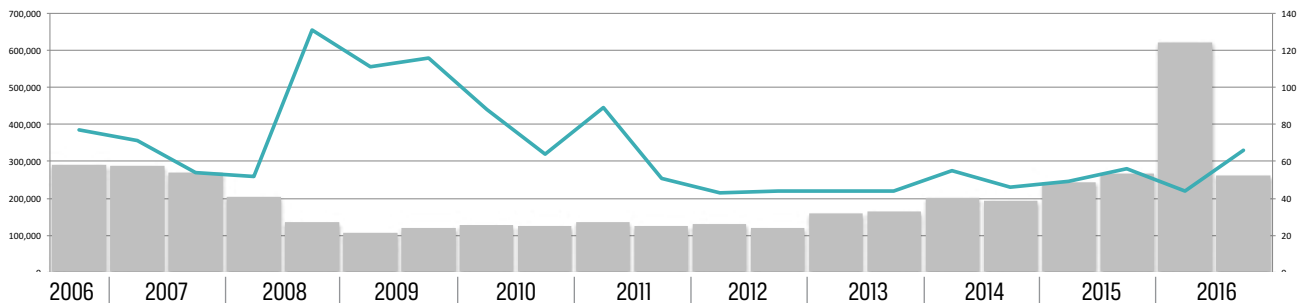
[See Active Listings](#) 

### CONDO/TOWNHOME SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	98	82	89	▲ 19.5	▲ 10.1
AVERAGE SALE PRICE	283,100	497,600	260,500	▼ 43.1	▲ 8.7
AVERAGE DAYS ON MARKET	26	23	28	▲ 13.0	▼ 7.1
AVERAGE SP/AVERAGE LP	98.8%	99.9%	98.0%	▼ 1.1	▲ 0.8
AVERAGE PRICE PER SF	240.3	407.9	219.8	▼ 41.1	▲ 9.3
MONTHS TO SELL INVENTORY	1.1	1.4	1.1	▼ 21.4	0
LISTING INVENTORY	44	42	26	▲ 4.8	▲ 69.2

MLS#: 160065180  
Courtesy: Realty One Group Inc.

### 10 YEAR HISTORY



# LA JOLLA

92037-92039, 92092, 92093

## SINGLE FAMILY HOMES

**La Jolla Single Family Detached is a Buyer's market!** The number of for sale listings was **up 4.2%** from one year earlier and **down 7.9%** from the previous quarter. The number of sold listings **increased 20.3%** year-over-year and **decreased 12.8%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 6.7, **down 8.2%** from the previous year. The Average Sold Price **decreased by 5.1%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Neutral."**



[See Active Listings](#)

### SINGLE FAMILY SALES

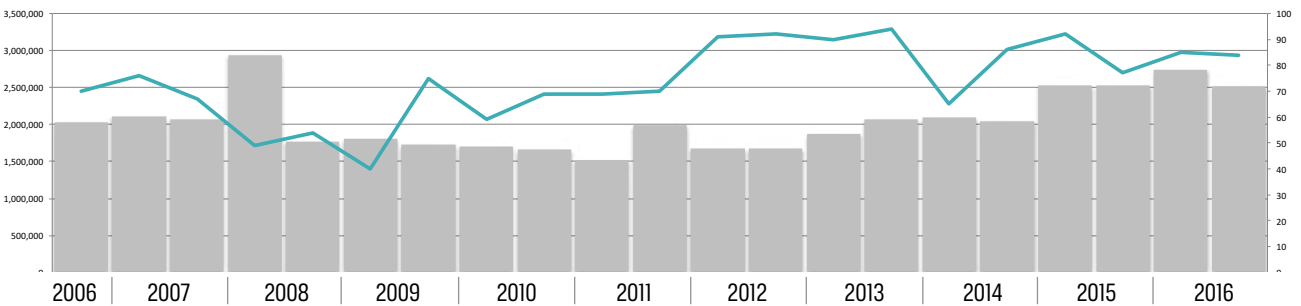


	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	95	109	79	▼ 12.8	▲ 20.3
AVERAGE SALE PRICE	2,501,800	2,637,200	2,529,400	▼ 5.1	▼ 1.1
AVERAGE DAYS ON MARKET	60	46	74	▲ 30.4	▼ 18.9
AVERAGE SP/AVERAGE LP	95.0%	94.0%	94.3%	▲ 1.1	▲ 0.7
AVERAGE PRICE PER SF	786.4	828.1	789.9	▼ 5.0	▼ 0.4
MONTHS TO SELL INVENTORY	6.7	5.4	7.3	▲ 24.1	▼ 8.2
LISTING INVENTORY	199	216	191	▼ 7.9	▲ 4.2

MLS#: 160058854

Courtesy: Berkshire Hathaway HomeService

### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**La Jolla Condominium/Townhome is a Seller's market!** The number of for sale listings was **down 41.2%** from one year earlier and **down 10.1%** from the previous quarter. The number of sold listings **increased 17.4%** year-over-year and **increased 10.1%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 2, **down 41.2%** from the previous year. The Average Sold Price **increased by 0.2%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Neutral."**



[See Active Listings](#)

### CONDO/TOWNHOME SALES

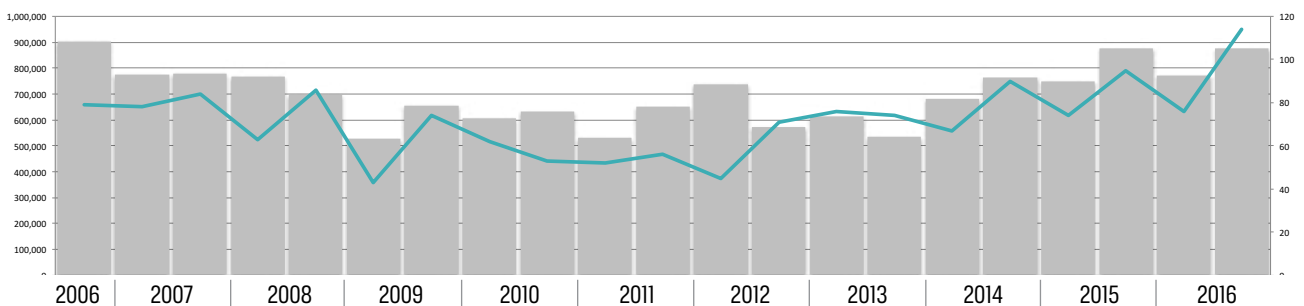


	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	142	129	121	▲ 10.1	▲ 17.4
AVERAGE SALE PRICE	808,800	807,000	912,500	▲ 0.2	▼ 11.4
AVERAGE DAYS ON MARKET	39	43	45	▼ 9.3	▼ 13.3
AVERAGE SP/AVERAGE LP	96.6%	97.2%	95.6%	▼ 0.6	▲ 1.0
AVERAGE PRICE PER SF	598.5	575.1	638.1	▲ 4.1	▼ 6.2
MONTHS TO SELL INVENTORY	2	2.2	3.4	▼ 9.1	▼ 41.2
LISTING INVENTORY	80	89	136	▼ 10.1	▼ 41.2

MLS#: 160052778

Courtesy: Canter Brokerage

### 10 YEAR HISTORY





# LA MESA

91941-91944

## SINGLE FAMILY HOMES

**La Mesa Single Family Detached is a Seller's market!** The number of for sale listings was **up 5.3%** from one year earlier and **down 2.9%** from the previous quarter. The number of sold listings **increased 8.2%** year-over-year and **decreased 16%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.8, **down 5.3%** from the previous year. The Average Sold Price **decreased by 2.5%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



[See Active Listings](#) 



### SINGLE FAMILY SALES

UNITS SOLD	184	219	170	▼ 16.0	▲ 8.2
AVERAGE SALE PRICE	553,000	567,200	517,400	▼ 2.5	▲ 6.9
AVERAGE DAYS ON MARKET	30	24	32	▲ 25.0	▼ 6.3
AVERAGE SP/AVERAGE LP	97.6%	98.2%	97.6%	▼ 0.6	0
AVERAGE PRICE PER SF	310.0	310.1	294.0	0	▲ 5.4
MONTHS TO SELL INVENTORY	1.8	1.4	1.9	▲ 28.6	▼ 5.3
LISTING INVENTORY	100	103	95	▼ 2.9	▲ 5.3

MLS#: 160058510

Courtesy: Keller Williams Realty

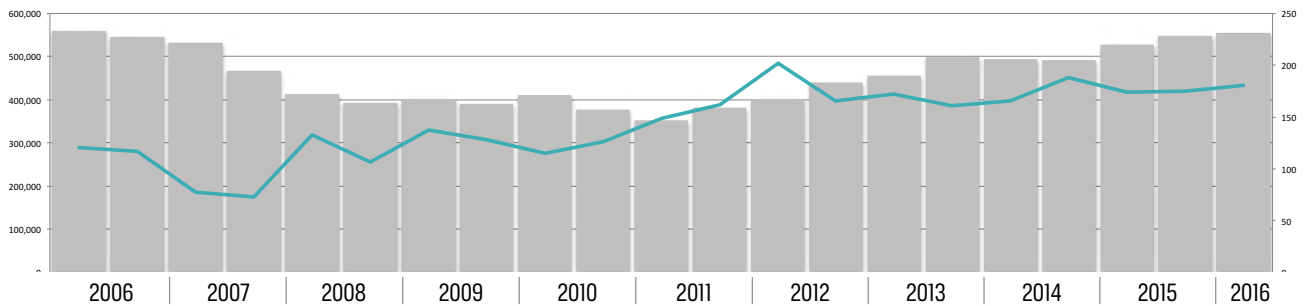


AVERAGE SALES PRICE



AVERAGE NUMBER OF SALES

### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**La Mesa Condominium/Townhome is a Seller's market!** The number of for sale listings was **down 5.6%** from one year earlier and **up 70%** from the previous quarter. The number of sold listings **increased 8.6%** year-over-year and was **the same** quarter-over-quarter. The Months of Inventory based on Closed Sales is 0.7, **down 22.2%** from the previous year. The Average Sold Price **increased by 2.9%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



[See Active Listings](#) 



### CONDO/TOWNHOME SALES

UNITS SOLD	63	63	58	0	▲ 8.6
AVERAGE SALE PRICE	289,700	281,400	265,100	▲ 2.9	▲ 9.3
AVERAGE DAYS ON MARKET	15	23	31	▼ 34.8	▼ 51.6
AVERAGE SP/AVERAGE LP	98.8%	98.6%	98.3%	▲ 0.2	▲ 0.5
AVERAGE PRICE PER SF	271.8	271.4	238.4	▲ 0.1	▲ 14.0
MONTHS TO SELL INVENTORY	0.7	0.6	0.9	▲ 16.7	▼ 22.2
LISTING INVENTORY	17	10	18	▲ 70.0	▼ 5.6

MLS#: 160065057

Courtesy: Keller Williams Realty La Jolla

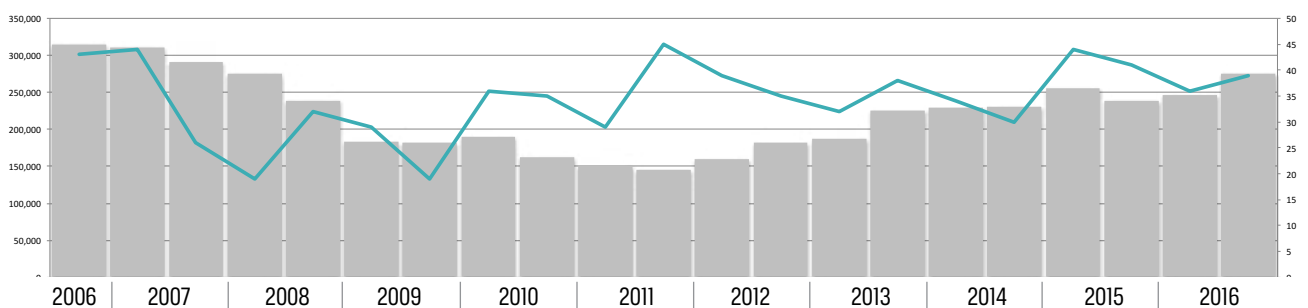


AVERAGE SALES PRICE



AVERAGE NUMBER OF SALES

### 10 YEAR HISTORY



# OCEANSIDE

92049, 92051, 92052, 92054-92058

## SINGLE FAMILY HOMES

**Oceanside Single Family Detached is a Seller's market!** The number of for sale listings was **down 16.7%** from one year earlier and **down 4.9%** from the previous quarter. The number of sold listings **decreased 1.8%** year-over-year and **decreased 0.4%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.3, **down 7.1%** from the previous year. The Average Sold Price **increased by 2.1%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



[See Active Listings](#)

### SINGLE FAMILY SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	443	445	451	▼ 0.4	▼ 1.8
AVERAGE SALE PRICE	538,500	527,600	504,000	▲ 2.1	▲ 6.8
AVERAGE DAYS ON MARKET	23	23	31	0	▼ 25.8
AVERAGE SP/AVERAGE LP	98.5%	98.9%	98.4%	▼ 0.4	▲ 0.1
AVERAGE PRICE PER SF	281.9	272.1	269.3	▲ 3.6	▲ 4.7
MONTHS TO SELL INVENTORY	1.3	1.1	1.4	▲ 18.2	▼ 7.1
LISTING INVENTORY	174	183	209	▼ 4.9	▼ 16.7

MLS#: 160017154

Courtesy: Coldwell Banker Millennium

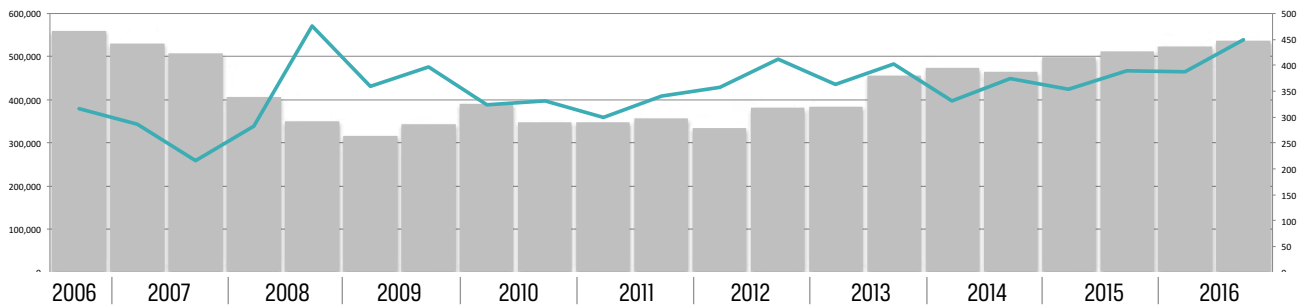


AVERAGE SALES PRICE



AVERAGE NUMBER OF SALES

### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**Oceanside Condominium/Townhome is a Seller's market!** The number of for sale listings was **down 11.1%** from one year earlier and **up 8.7%** from the previous quarter. The number of sold listings **decreased 15.3%** year-over-year and **decreased 23.3%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.5, **down 6.3%** from the previous year. The Average Sold Price **increased by 5.0%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



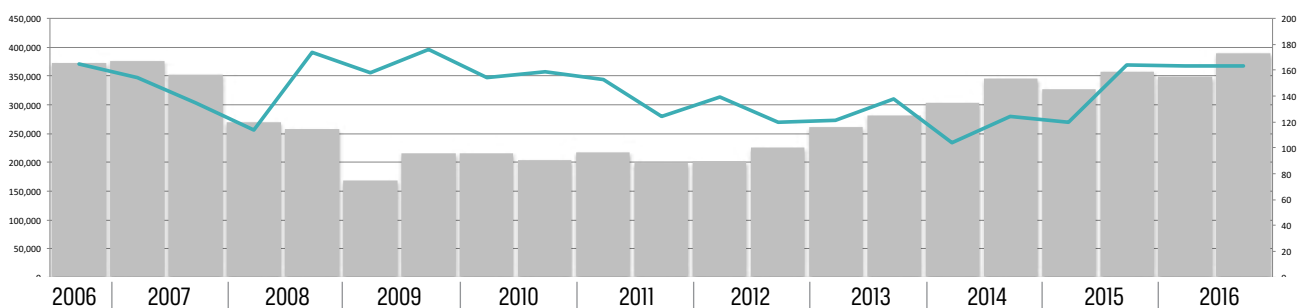
[See Active Listings](#)

### CONDO/TOWNHOME SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	227	296	268	▼ 23.3	▼ 15.3
AVERAGE SALE PRICE	377,500	359,500	336,900	▲ 5.0	▲ 12.1
AVERAGE DAYS ON MARKET	26	26	38	0	▼ 31.6
AVERAGE SP/AVERAGE LP	98.4%	98.1%	98.1%	▲ 0.3	▲ 0.3
AVERAGE PRICE PER SF	319.3	313.4	293.3	▲ 1.9	▲ 8.9
MONTHS TO SELL INVENTORY	1.5	1	1.6	▲ 50.0	▼ 6.3
LISTING INVENTORY	112	103	126	▲ 8.7	▼ 11.1

MLS#: 160056783

### 10 YEAR HISTORY



AVERAGE SALES PRICE



AVERAGE NUMBER OF SALES

# SAN DIEGO

92101-92124, 92126-92140, 92142-92145, 92147, 92149, 92150, 92152-92155, 92158-92179, 92182, 92184, 92186, 92187, 92190-92199

## SINGLE FAMILY HOMES

**San Diego Single Family Detached is a Seller's market!** The number of for sale listings was **down 12.8%** from one year earlier and **down 8.2%** from the previous quarter. The number of sold listings **decreased 2.4%** year-over-year and **decreased 7.3%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.8, **down 5.3%** from the previous year. The Average Sold Price **decreased by 2.1%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



[See Active Listings](#) 



### SINGLE FAMILY SALES

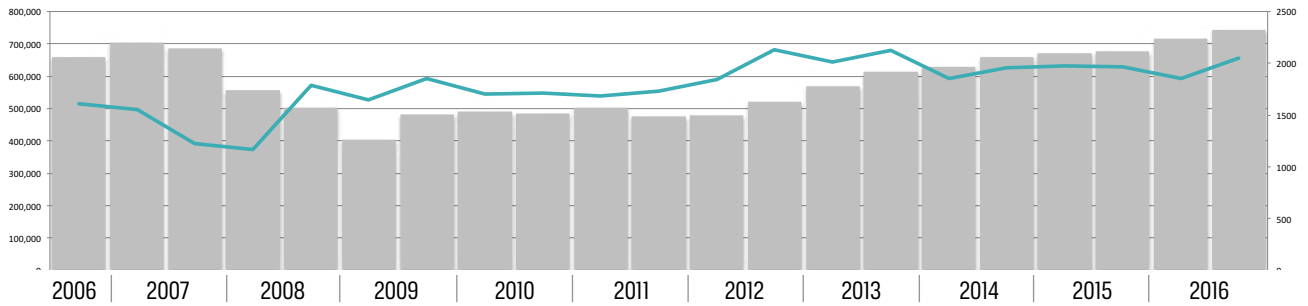
UNITS SOLD	2,090	2,254	2,142	▼ 7.3	▼ 2.4
AVERAGE SALE PRICE	726,900	742,700	692,700	▼ 2.1	▲ 4.9
AVERAGE DAYS ON MARKET	26	24	27	▲ 8.3	▼ 3.7
AVERAGE SP/AVERAGE LP	97.8%	98.2%	97.7%	▼ 0.4	▲ 0.1
AVERAGE PRICE PER SF	379.2	379.0	364.6	▲ 0.1	▲ 4.0
MONTHS TO SELL INVENTORY	1.8	1.5	1.9	▲ 20.0	▼ 5.3
LISTING INVENTORY	1,182	1,288	1,356	▼ 8.2	▼ 12.8

MLS#: 160050770

Courtesy: Ocean Pacific Properties



### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**San Diego Condominium/Townhome is a Seller's market!** The number of for sale listings was **down 26.8%** from one year earlier and **down 4.9%** from the previous quarter. The number of sold listings **decreased 1.4%** year-over-year and **decreased 7.0%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.4, **down 17.6%** from the previous year. The Average Sold Price **increased by 1.7%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



[See Active Listings](#) 



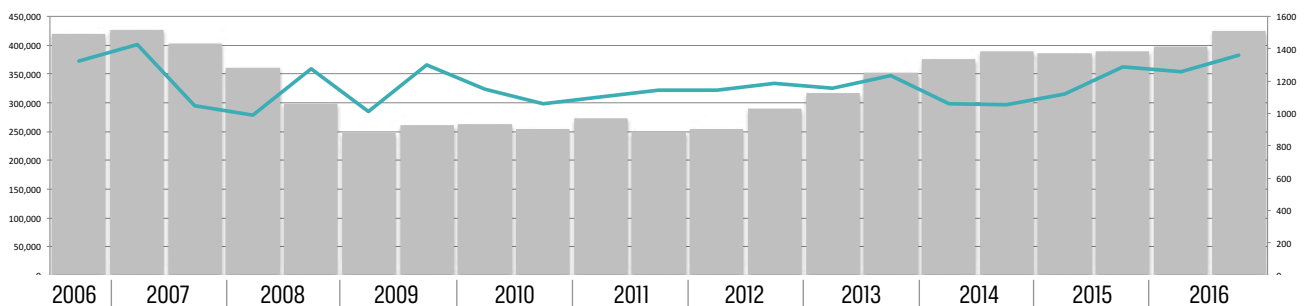
### CONDO/TOWNHOME SALES

UNITS SOLD	1,751	1,883	1,775	▼ 7.0	▼ 1.4
AVERAGE SALE PRICE	442,100	434,900	408,000	▲ 1.7	▲ 8.4
AVERAGE DAYS ON MARKET	23	25	32	▼ 8.0	▼ 28.1
AVERAGE SP/AVERAGE LP	98.3%	98.3%	97.8%	0	▲ 0.5
AVERAGE PRICE PER SF	396	388.3	370.2	▲ 2.0	▲ 7.0
MONTHS TO SELL INVENTORY	1.4	1.2	1.7	▲ 16.7	▼ 17.6
LISTING INVENTORY	735	773	1,004	▼ 4.9	▼ 26.8

MLS#: 160052131



### 10 YEAR HISTORY



# SAN MARCOS

92069, 92078, 92079, 92096

## SINGLE FAMILY HOMES

**San Marcos Single Family Detached is a Seller's market!** The number of for sale listings was **down 12.4%** from one year earlier and **up 14.3%** from the previous quarter. The number of sold listings **decreased 12.3%** year-over-year and **decreased 6.2%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.6, **the same** as from the previous year. The Average Sold Price **decreased by 0.9%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Neutral."**



[See Active Listings](#) 



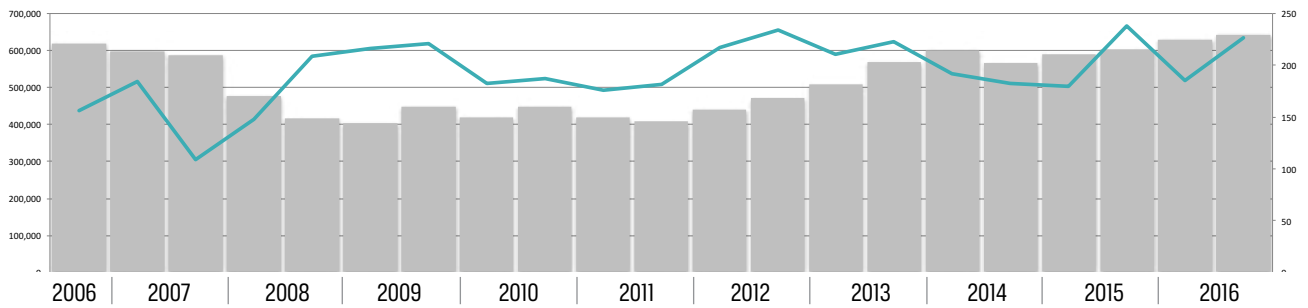
### SINGLE FAMILY SALES

UNITS SOLD	243	259	277	▼ 6.2	▼ 12.3
AVERAGE SALE PRICE	641,700	647,600	609,400	▼ 0.9	▲ 5.3
AVERAGE DAYS ON MARKET	23	28	27	▼ 17.9	▼ 14.8
AVERAGE SP/AVERAGE LP	98.4%	98.8%	98.5%	▼ 0.4	▼ 0.1
AVERAGE PRICE PER SF	281.9	275.2	262.6	▲ 2.4	▲ 7.3
MONTHS TO SELL INVENTORY	1.6	1.1	1.6	▲ 45.5	0
LISTING INVENTORY	120	105	137	▲ 14.3	▼ 12.4

MLS#: 160065520  
Courtesy: Equestrian Real Estate Inc.



### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**San Marcos Condominium/Townhome is a Seller's market!** The number of for sale listings was **down 48.1%** from one year earlier and **down 20%** from the previous quarter. The number of sold listings **decreased 10.1%** year-over-year and **decreased 17.7%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 0.9, **down 35.7%** from the previous year. The Average Sold Price **increased by 1.7%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Neutral."**



[See Active Listings](#) 



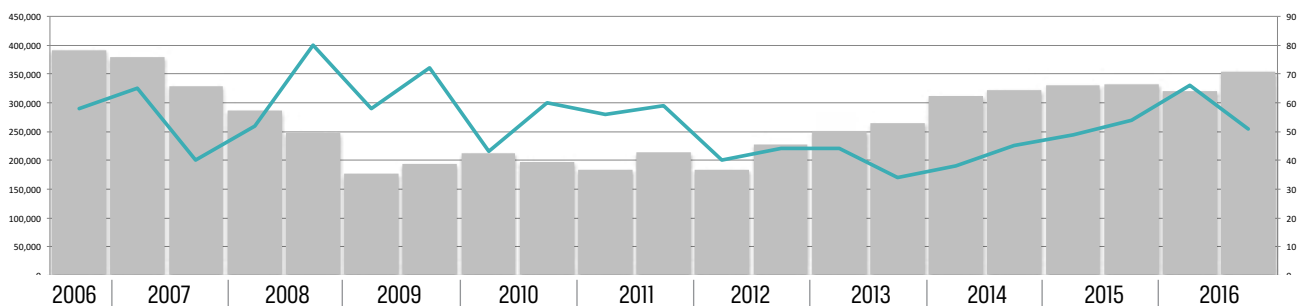
### CONDO/TOWNHOME SALES

UNITS SOLD	107	130	119	▼ 17.7	▼ 10.1
AVERAGE SALE PRICE	402,000	395,200	361,100	▲ 1.7	▲ 11.3
AVERAGE DAYS ON MARKET	22	19	31	▲ 15.8	▼ 29.0
AVERAGE SP/AVERAGE LP	99.1%	98.7%	97.7%	▲ 0.4	▲ 1.4
AVERAGE PRICE PER SF	302.3	296.0	271.8	▲ 2.1	▲ 11.2
MONTHS TO SELL INVENTORY	0.9	1	1.4	▼ 10.0	▼ 35.7
LISTING INVENTORY	28	35	54	▼ 20.0	▼ 48.1

MLS#: 160064013  
Courtesy: HomeSales - So Cal, Inc.



### 10 YEAR HISTORY





# SANTEE

92071, 92072

## SINGLE FAMILY HOMES

**Santee Single Family Detached is a Seller's market!** The number of for sale listings was **down 4.3%** from one year earlier and **up 21.6%** from the previous quarter. The number of sold listings **increased 15%** year-over-year and **increased 4.3%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 0.9, **down 10%** from the previous year. The Average Sold Price **increased by 1.9%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



[See Active Listings](#)

### SINGLE FAMILY SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	146	140	127	▲ 4.3	▲ 15.0
AVERAGE SALE PRICE	491,600	482,400	465,300	▲ 1.9	▲ 5.7
AVERAGE DAYS ON MARKET	25	23	22	▲ 8.7	▲ 13.6
AVERAGE SP/AVERAGE LP	98.4%	98.6%	98.9%	▼ 0.2	▼ 0.5
AVERAGE PRICE PER SF	302.5	301.6	290.7	▲ 0.3	▲ 4.1
MONTHS TO SELL INVENTORY	0.9	0.9	1	0	▼ 10.0
LISTING INVENTORY	45	37	47	▲ 21.6	▼ 4.3

MLS#: 160054130

Courtesy: Coldwell Banker West

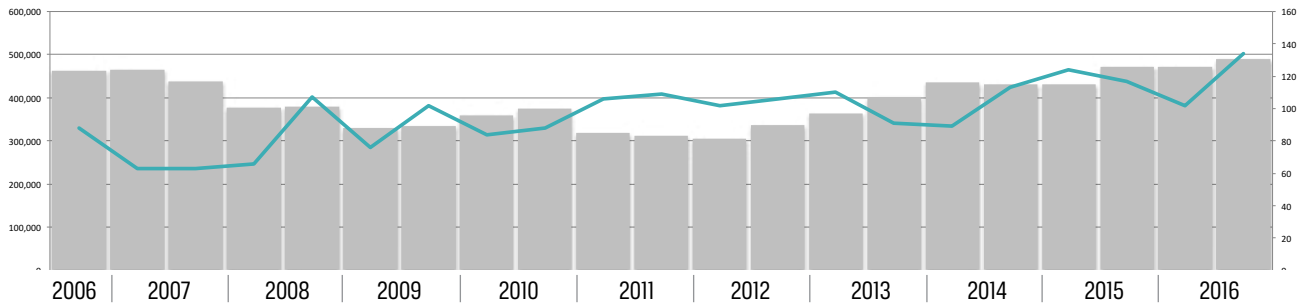


AVERAGE SALES PRICE



AVERAGE NUMBER OF SALES

### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**Santee Condominium/Townhome is a Seller's market!** The number of for sale listings was **down 37.9%** from one year earlier and **down 35.7%** from the previous quarter. The number of sold listings **decreased 5.9%** year-over-year and **decreased 14%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 0.8, **the same** as from the previous year. The Average Sold Price **increased by 2%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Neutral."**



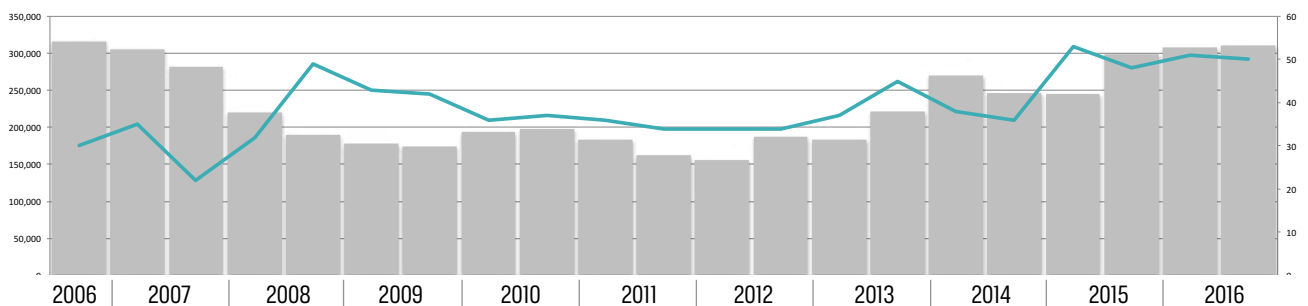
[See Active Listings](#)

### CONDO/TOWNHOME SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	80	93	85	▼ 14.0	▼ 5.9
AVERAGE SALE PRICE	342,600	335,900	294,400	▲ 2.0	▲ 16.4
AVERAGE DAYS ON MARKET	19	16	25	▲ 18.8	▼ 24.0
AVERAGE SP/AVERAGE LP	98.4%	99.0%	99.6%	▼ 0.6	▼ 1.2
AVERAGE PRICE PER SF	269.3	266.3	253.5	▲ 1.1	▲ 6.2
MONTHS TO SELL INVENTORY	0.8	0.8	0.8	0	0
LISTING INVENTORY	18	28	29	▼ 35.7	▼ 37.9

MLS#: 160050528

### 10 YEAR HISTORY



AVERAGE SALES PRICE



AVERAGE NUMBER OF SALES

# SOLANA BEACH

92075

## SINGLE FAMILY HOMES

**Solana Beach Single Family Detached is a Neutral market!** The number of for sale listings was **up 12.5%** from one year earlier and **up 8.0%** from the previous quarter. The number of sold listings **decreased 28%** year-over-year and **decreased 5.3%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 4.6, **up 76.9%** from the previous year. The Average Sold Price **decreased by 0.6%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **“Depreciating.”**



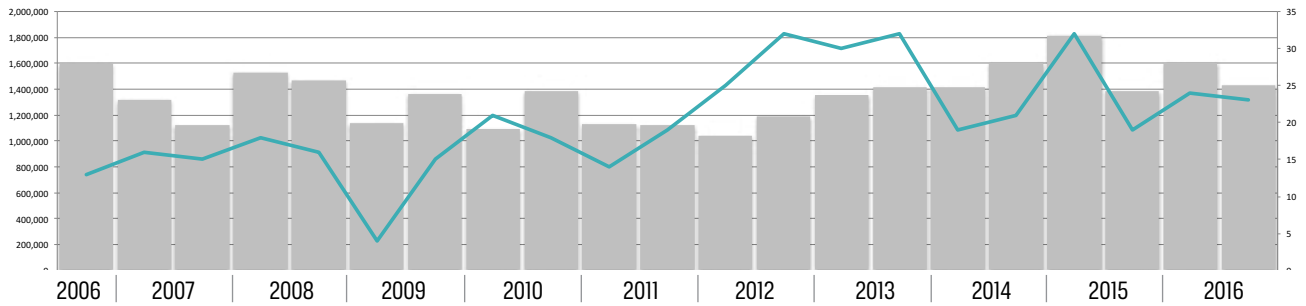
[See Active Listings](#)

### SINGLE FAMILY SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	18	19	25	▼ 5.3	▼ 28.0
AVERAGE SALE PRICE	1,580,800	1,590,600	1,507,400	▼ 0.6	▲ 4.9
AVERAGE DAYS ON MARKET	60	57	38	▲ 5.3	▲ 57.9
AVERAGE SP/AVERAGE LP	95.2%	96.5%	97.7%	▼ 1.3	▼ 2.6
AVERAGE PRICE PER SF	657.3	656.3	616.3	▲ 0.2	▲ 6.7
MONTHS TO SELL INVENTORY	4.6	3.9	2.6	▲ 17.9	▲ 76.9
LISTING INVENTORY	27	25	24	▲ 8.0	▲ 12.5

MLS#: 160051589

### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**Solana Beach Condominium/Townhome is a Seller's market!** The number of for sale listings was **down 32%** from one year earlier and **down 22.7%** from the previous quarter. The number of sold listings was **the same** year-over-year and **decreased 40.5%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 2.2, **down 31.3%** from the previous year. The Average Sold Price **increased by 12.5%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **“Appreciating.”**



[See Active Listings](#)

### CONDO/TOWNHOME SALES

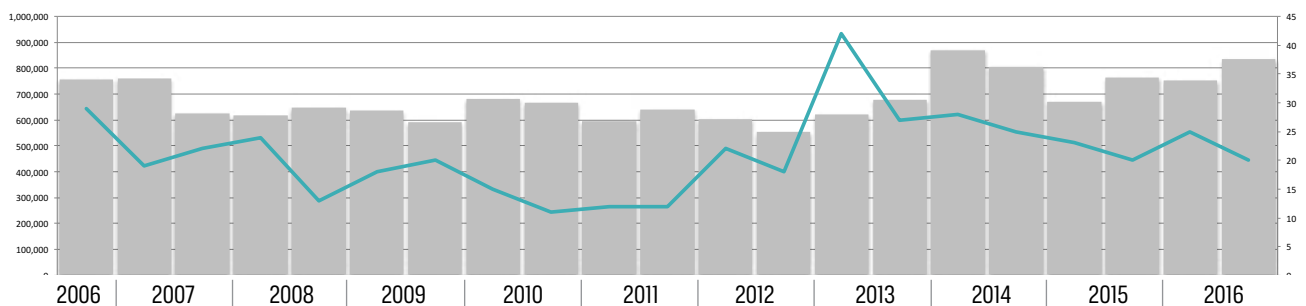
	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	25	42	25	▼ 40.5	0
AVERAGE SALE PRICE	901,300	801,500	761,500	▲ 12.5	▲ 18.4
AVERAGE DAYS ON MARKET	28	16	26	▲ 75.0	▲ 7.7
AVERAGE SP/AVERAGE LP	98.4%	97.3%	96.9%	▲ 1.1	▲ 1.5
AVERAGE PRICE PER SF	645.6	583.0	574.9	▲ 10.7	▲ 12.3
MONTHS TO SELL INVENTORY	2.2	1.6	3.2	▲ 37.5	▼ 31.3
LISTING INVENTORY	17	22	25	▼ 22.7	▼ 32.0

MLS#: 160065879

Courtesy: Windermere Home & Estates



### 10 YEAR HISTORY



# VISTA

92083, 92084, 92085

## SINGLE FAMILY HOMES

**Vista Single Family Detached is a Seller's market!** The number of for sale listings was **up 20.9%** from one year earlier and **down 6.4%** from the previous quarter. The number of sold listings **increased 10.7%** year-over-year and **increased 7.0%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 2.0, up 11.1% from the previous year. The Average Sold Price was **down 1.7%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



[See Active Listings](#) 

### SINGLE FAMILY SALES

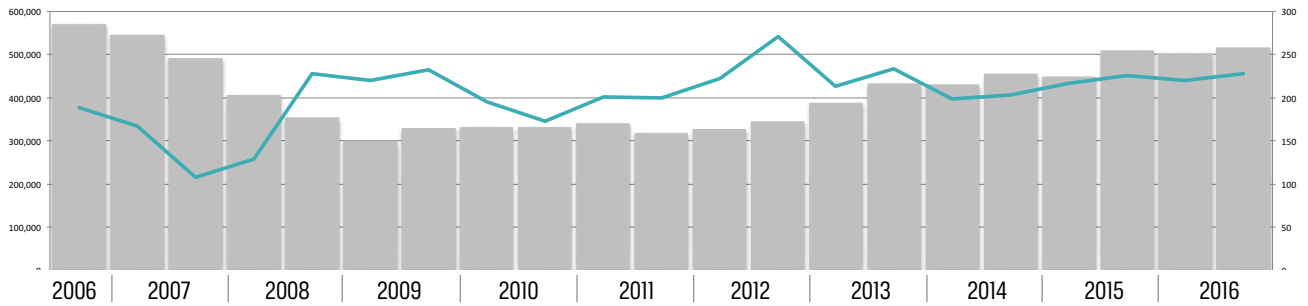


UNITS SOLD	259	242	234	▲ 7.0	▲ 10.7
AVERAGE SALE PRICE	506,800	515,500	515,700	▼ 1.7	▼ 1.7
AVERAGE DAYS ON MARKET	39	26	40	▲ 50.0	▼ 2.5
AVERAGE SP/AVERAGE LP	97.7%	98.6%	97.5%	▼ 0.9	▲ 0.2
AVERAGE PRICE PER SF	265.3	261.4	255.0	▲ 1.5	▲ 4.0
MONTHS TO SELL INVENTORY	2	2	1.8	0	▲ 11.1
LISTING INVENTORY	162	173	134	▼ 6.4	▲ 20.9

MLS#: 160015621  
Courtesy: Keller Williams Realty



### 10 YEAR HISTORY



## CONDOMINIUM / TOWNHOME

**Vista Condominium/Townhome is a Seller's market!** The number of for sale listings was **down 39.3%** from one year earlier and **down 37%** from the previous quarter. The number of sold listings **decreased 20.7%** year-over-year and **decreased 16.4%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 1.5, **up 7.1%** from the previous year. The Average Sold Price **increased by 4.6%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **"Appreciating."**



[See Active Listings](#) 

### CONDO/TOWNHOME SALES



UNITS SOLD	46	55	58	▼ 16.4	▼ 20.7
AVERAGE SALE PRICE	315,900	302,100	299,900	▲ 4.6	▲ 5.3
AVERAGE DAYS ON MARKET	23	22	42	▲ 4.5	▼ 45.2
AVERAGE SP/AVERAGE LP	99.1%	98.6%	98.5%	▲ 0.5	▲ 0.6
AVERAGE PRICE PER SF	265.7	256.0	249.6	▲ 3.8	▲ 6.5
MONTHS TO SELL INVENTORY	1.5	1.1	1.4	▲ 36.4	▲ 7.1
LISTING INVENTORY	17	27	28	▼ 37.0	▼ 39.3

MLS#: 160063894  
Courtesy: Urban Dwellings



### 10 YEAR HISTORY

