

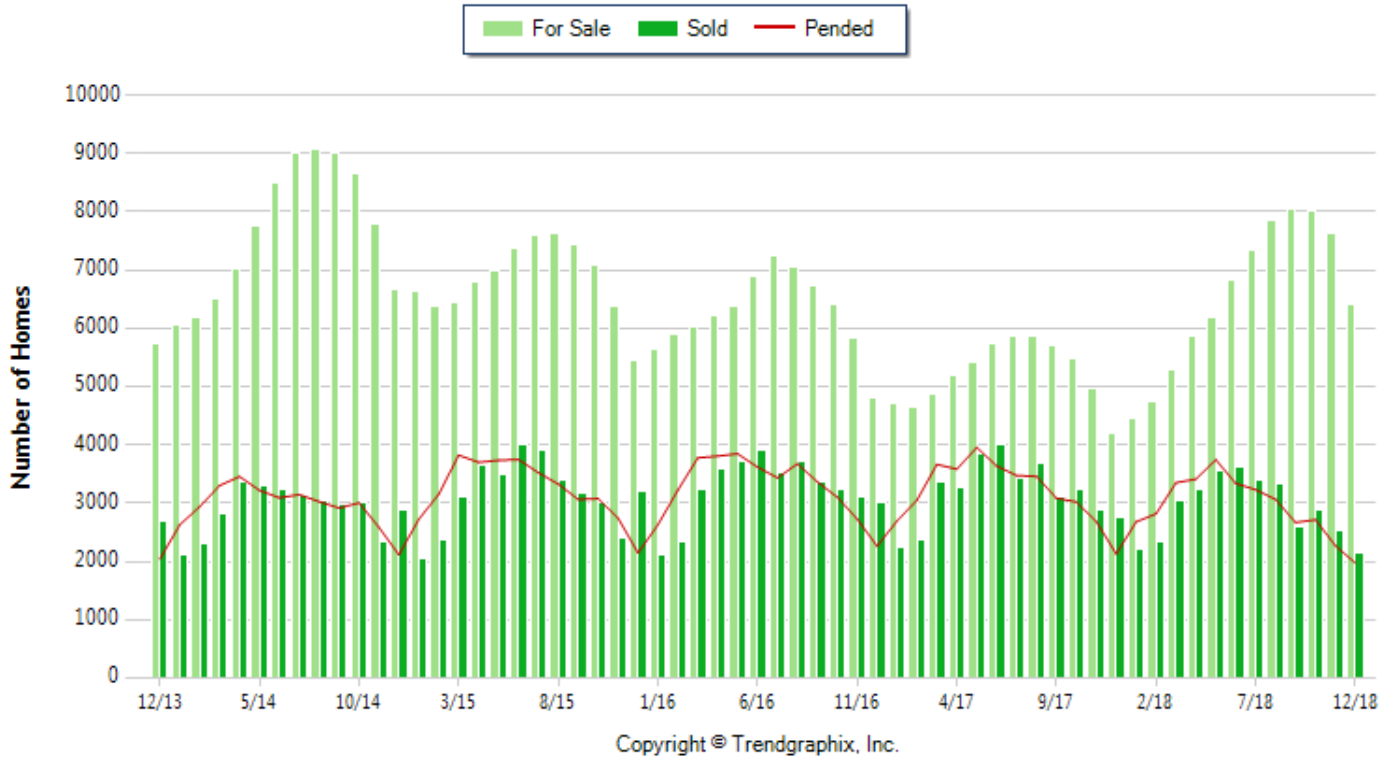
Facts and TrendsTM - Published January 2019*

Location: All San Diego MLS Areas Combined (01-11)
Property Types: All Res Prop - All Properties
Price Range: \$0 - No Limit
Baths: 0 - No Limit

SQFT Range: 0 - No Limit
Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit
Year Built: 0 - No Limit

Number of Homes For Sale vs. Sold vs. Pended (Last 5 years)



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 5 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 4 Yrs Ago			Curnt vs. Same 12 Months 4 Yrs Ago			TODAY STATS		
	Dec. 18	Nov. 18	% Change	Dec. 18	Dec. 17	% Change	Oct. 18 to Dec. 18	Oct. 17 to Dec. 17	% Change	Dec. 18	Dec. 13	% Change	Jan. 18 to Dec. 18	Jan. 17 to Dec. 17	% Change	Oct. 18 to Dec. 18	Oct. 14 to Dec. 14	% Change	Jan. 18 to Dec. 18	Jan. 14 to Dec. 14	% Change	12/1/2018	1/10/2019	12/10/2018
For Sale	6403	7628	-16.1% ▼	6403	4211	52.1% ▲	6403	4211	52.1% ▲	6403	5727	11.8% ▲	6403	4211	52.1% ▲	6403	6680	-4.1% ▼	6403	6680	-4.1% ▼	6437	7261	-11.3% ▼
Sold	2132	2539	-16% ▼	2132	2753	-22.6% ▼	7545	8877	-15% ▼	2132	2686	-20.6% ▼	3484	3822	-8.8% ▼	7545	8247	-8.5% ▼	3484	3453	0.9% ▲	475	695	-31.7% ▼
Pended	1975	2272	-13.1% ▼	1975	2132	-7.4% ▼	6963	7840	-11.2% ▼	1975	2043	-3.3% ▼	3528	3846	-8.3% ▼	6963	7709	-9.7% ▼	3528	3544	0.5% ▼	655	749	-12.6% ▼

December 2018 is a Neutral market**

Home For Sale in December 2018 is 6403 units. It is down **16.1%** compared to last month and up **52.1%** compared to last year.

Home Closed in December 2018 is 2132 units. It is down **16%** compared to last month and down **22.6%** compared to last year.

Home Placed under Contract in December 2018 is 1975 units. It is down **13.1%** compared to last month and down **7.4%** compared to last year.

**Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

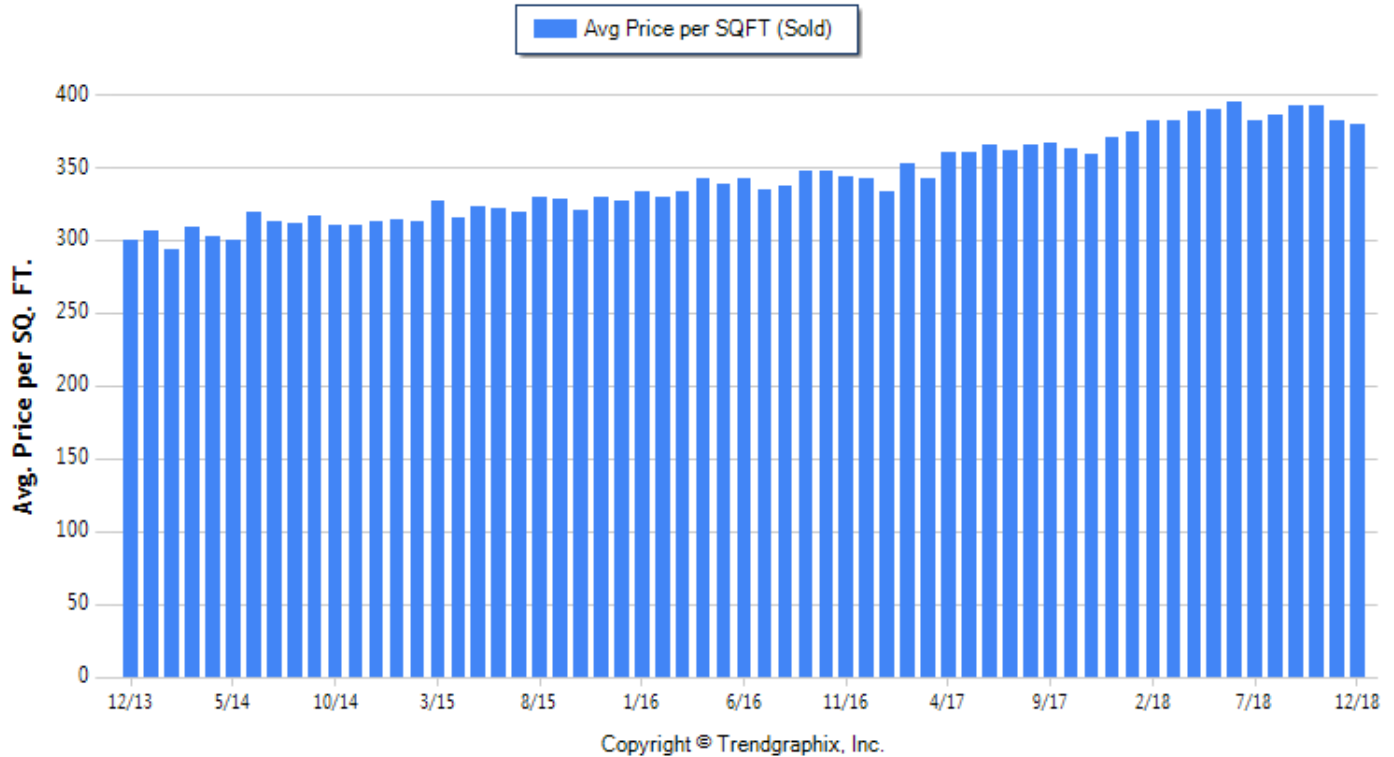
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Average Price per SQFT (Sold) (Last 5 years)



Avg. Sq. Ft. Price (Sold)	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 5 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 4 Yrs Ago			Curnt vs. Same 12 Months 4 Yrs Ago			TODAY STATS		
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379	382	0.8% ▼	379	370	2.4% ▲	384.96	363.87	5.8% ▲	379	300	26.3% ▲	386.21	359.24	7.5% ▲	384.96	311.05	23.8% ▲	386.21	309.02	25% ▲	391	387	1%	▲

December 2018 Average Sold Price per Square Footage is Depreciating**

Average Sold Price per Square Footage in December 2018 is \$379. It is down 0.8% compared to last month and up 2.4% compared to last year.

**Based on 6 month trend - Appreciating/Depreciating/Neutral.

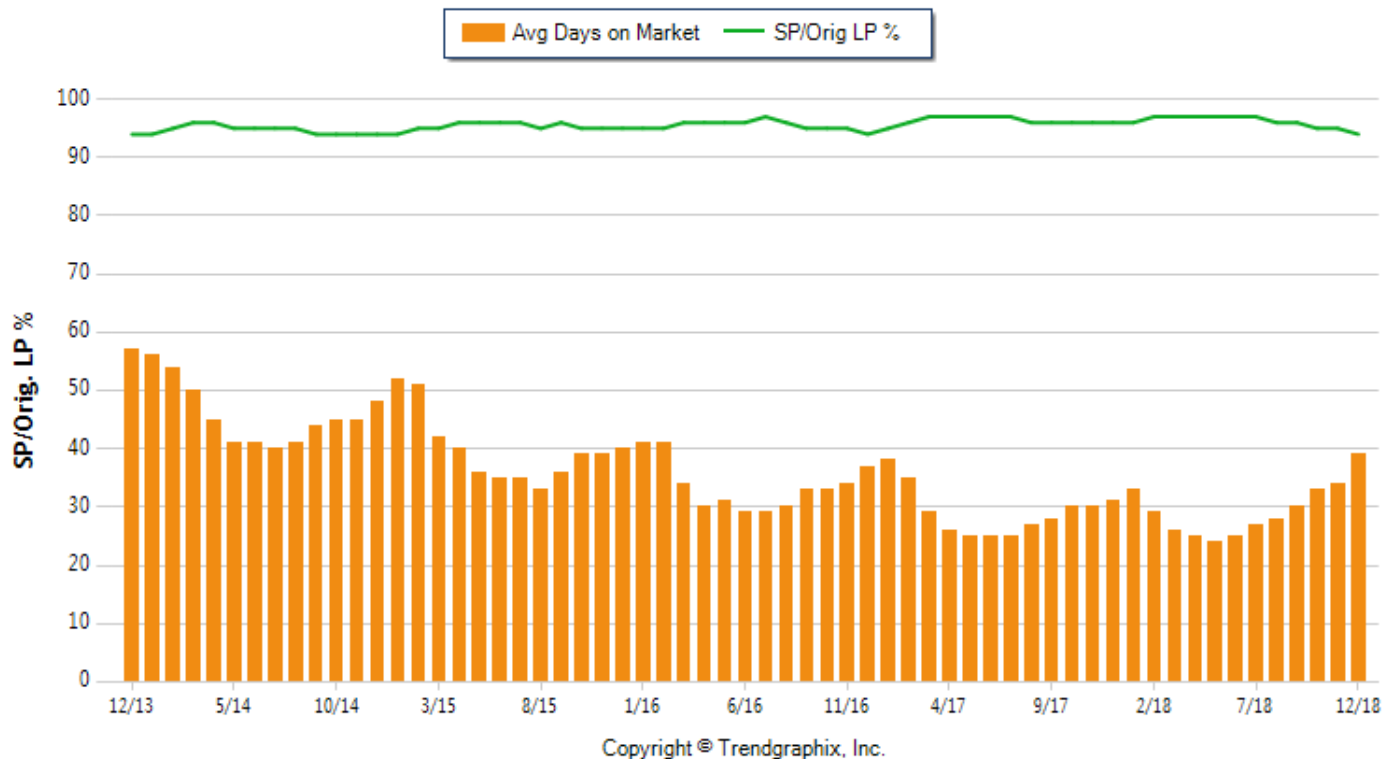
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Bedrooms: 0 - No Limit
Year Built: 0 - No Limit

Avg Days On Market & SP/Orig LP % (Last 5 years)



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 5 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 4 Yrs Ago			Curnt vs. Same 12 Months 4 Yrs Ago			TODAY STATS		
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Avg Days on Market	39	34	14.7% ▲	39	31	25.8% ▲	35	30	16.7% ▲	39	57	-31.6% ▼	29	28	3.6% ▲	35	46	-23.9% ▼	29	45	-35.6% ▼	42	35	20% ▲
Sold/Orig LP Diff. %	94	95	-1.1% ▼	94	96	-2.1% ▼	95	96	-1% ▼	94	94	0%	96	96	0%	95	94	1.1% ▲	96	95	1.1% ▲	95	94	1.1% ▲

December 2018 Average Days on Market trend is Rising**

Average Days on Market in December 2018 is 39. It is up **14.7%** compared to last month and up **25.8%** compared to last year.

December 2018 Sold/Original List Price Ratio is Falling**

Sold/Original List Price % in December 2018 is 94%. It is down **1.1%** compared to last month and down **2.1%** compared to last year.

**Based on 6 month trend - Rising/Falling/Remains Steady.

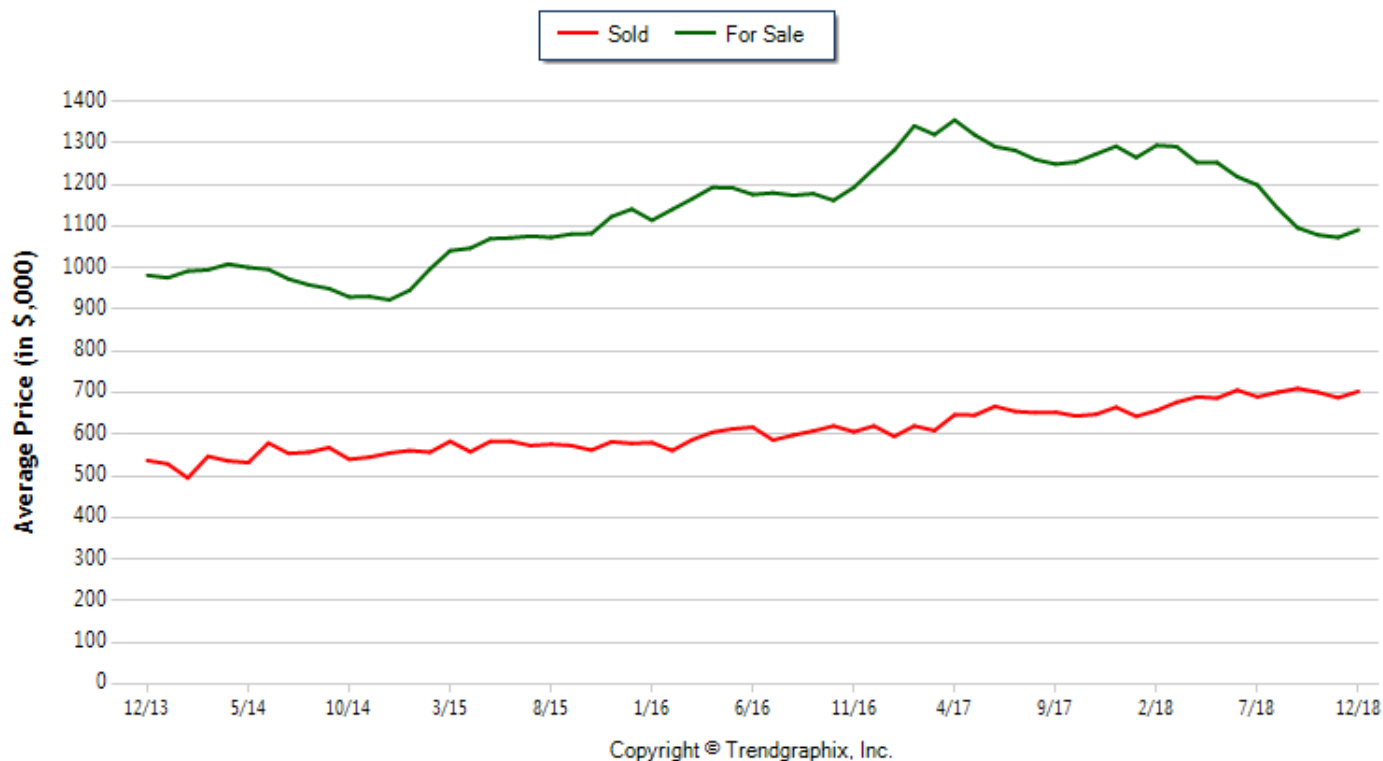
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Average Price of For Sale and Sold (Last 5 years)



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 5 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 4 Yrs Ago			Curnt vs. Same 12 Months 4 Yrs Ago			TODAY STATS		
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Avg. Active Price	1091	1073	1.7% ▲	1091	1292	-15.6% ▼	1080	1271	-15% ▼	1091	982	11.1% ▲	1175	1292	-9.1% ▼	1080	928	16.4% ▲	1175	968	21.4% ▲	1108	1081	2.5% ▲
Avg. Sold Price	703	688	2.2% ▲	703	665	5.7% ▲	697	652	6.9% ▲	703	537	30.9% ▲	689	644	7% ▲	697	547	27.4% ▲	689	546	26.2% ▲	715	724	-1.2% ▼

December 2018 Average For Sale Price is Neutral**

Average For Sale Price (in thousand) in December 2018 is \$1091. It is up 1.7% compared to last month and down 15.6% compared to last year.

December 2018 Average Sold Price is Neutral**

Average Sold Price (in thousand) in December 2018 is \$703. It is up 2.2% compared to last month and up 5.7% compared to last year.

**Based on 6 month trend - Appreciating/Depreciating/Neutral.

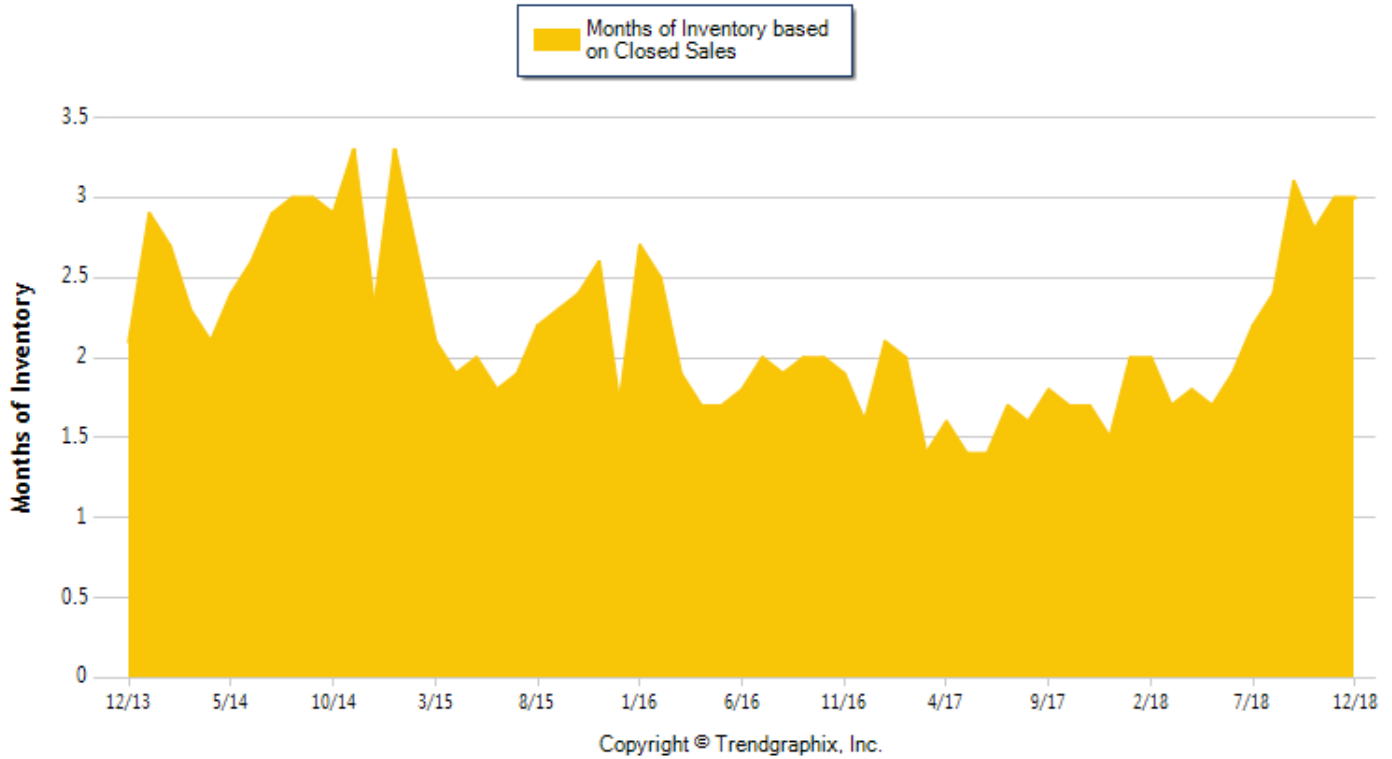
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Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit
Year Built: 0 - No Limit

Months of Inventory Based on Closed Sales (Last 5 years)



	Currt vs. Prev Month			Currt vs. Same Month 1 Yr Ago			Currt vs. Same Qtr 1 Yr Ago			Currt vs. Same Month 5 Yrs Ago			Currt vs. Same 12 Months 1 Yr Ago			Currt vs. Same Qtr 4 Yrs Ago			Currt vs. Same 12 Months 4 Yrs Ago			TODAY STATS		
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Months of Inventory (Closed Sales)	3	3	0%	3	1.5	98.1% ▲	2.9	1.6	79% ▲	3	2.1	42.2% ▲	2.3	1.7	36% ▲	2.9	2.8	3.5% ▲	2.3	2.7	-14.9% ▼	13.6	10.4	30.6% ▲

December 2018 is a Neutral market**

Months of Inventory based on Closed Sales in December 2018 is 3. It is the same as compared to last month and up **98.1%** compared to last year.

**Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

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Baths: 0 - No Limit

SQFT Range: 0 - No Limit

Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit

Year Built: 0 - No Limit

Date	12/13	3/14	6/14	9/14	12/14	3/15	6/15	9/15	12/15	3/16	6/16	9/16	12/16	3/17	6/17	9/17	12/17	3/18	6/18	9/18	12/18
For Sale	5727	6503	8480	9022	6680	6439	7382	7438	5461	6027	6887	6741	4809	4887	5744	5706	4211	5302	6826	8043	6403
New Listing	2266	4657	5037	4443	2355	4929	5145	4232	2330	4937	5260	4262	2271	5002	4964	3993	2147	4809	5292	4582	2150
Sold	2686	2827	3231	2986	2898	3124	4011	3180	3197	3240	3908	3374	3003	3376	4013	3119	2753	3030	3614	2598	2132
Pended	2043	3303	3094	2917	2116	3825	3751	3066	2148	3778	3621	3368	2263	3666	3640	3087	2132	3352	3339	2670	1975
Months of Inventory (Closed Sales)	2.1	2.3	2.6	3	2.3	2.1	1.8	2.3	1.7	1.9	1.8	2	1.6	1.4	1.4	1.8	1.5	1.7	1.9	3.1	3
Months of Inventory (Pended Sales)	2.8	2	2.7	3.1	3.2	1.7	2	2.4	2.5	1.6	1.9	2	2.1	1.3	1.6	1.8	2	1.6	2	3	3.2
Absorption Rate (Closed Sales) %	46.9	43.5	38.1	33.1	43.4	48.5	54.3	42.8	58.5	53.8	56.7	50.1	62.4	69.1	69.9	54.7	65.4	57.1	52.9	32.3	33.3
Absorption Rate (Pended Sales) %	35.7	50.8	36.5	32.3	31.7	59.4	50.8	41.2	39.3	62.7	52.6	50	47.1	75	63.4	54.1	50.6	63.2	48.9	33.2	30.8
Avg. Active Price	982	995	996	950	923	1041	1072	1081	1141	1166	1176	1178	1238	1320	1291	1249	1292	1291	1219	1096	1091
Avg. Sold Price	537	547	579	568	555	583	583	573	578	587	617	608	620	609	667	653	665	677	706	710	703
Avg. Sq. Ft. Price (Sold)	300	309	319	317	313	327	322	328	327	334	342	347	343	343	366	367	370	382	395	393	379
Sold/List Diff. %	97	97	97	97	96	96	97	97	97	98	98	97	96	98	98	98	97	98	98	98	97
Sold/Orig LP Diff. %	94	96	95	94	94	95	96	96	95	96	96	95	94	97	97	96	96	97	97	96	94
Avg Days on Market	57	50	41	44	48	42	35	36	40	34	29	33	37	29	25	28	31	26	25	30	39
Median Sold Price	415	421	448	440	430	450	471	459	460	472	490	490	493	505	540	535	535	540	565	567	550

All reports are published January 2019, based on data available at the end of December 2018, except for the today stats. All reports presented are based on data supplied by the Sandicor MLS. Sandicor MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the Sandicor MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.