

IT'S THE FINAL COUNTDOWN!

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THE WINDOW OF OPPORTUNITY TO TAKE ADVANTAGE OF THE SUMMER MARKET, THE SECOND BEST TIME OF THE YEAR FOR SELLING, WILL SOON BE COMING TO A CLOSE.



RUNNING OUT OF TIME

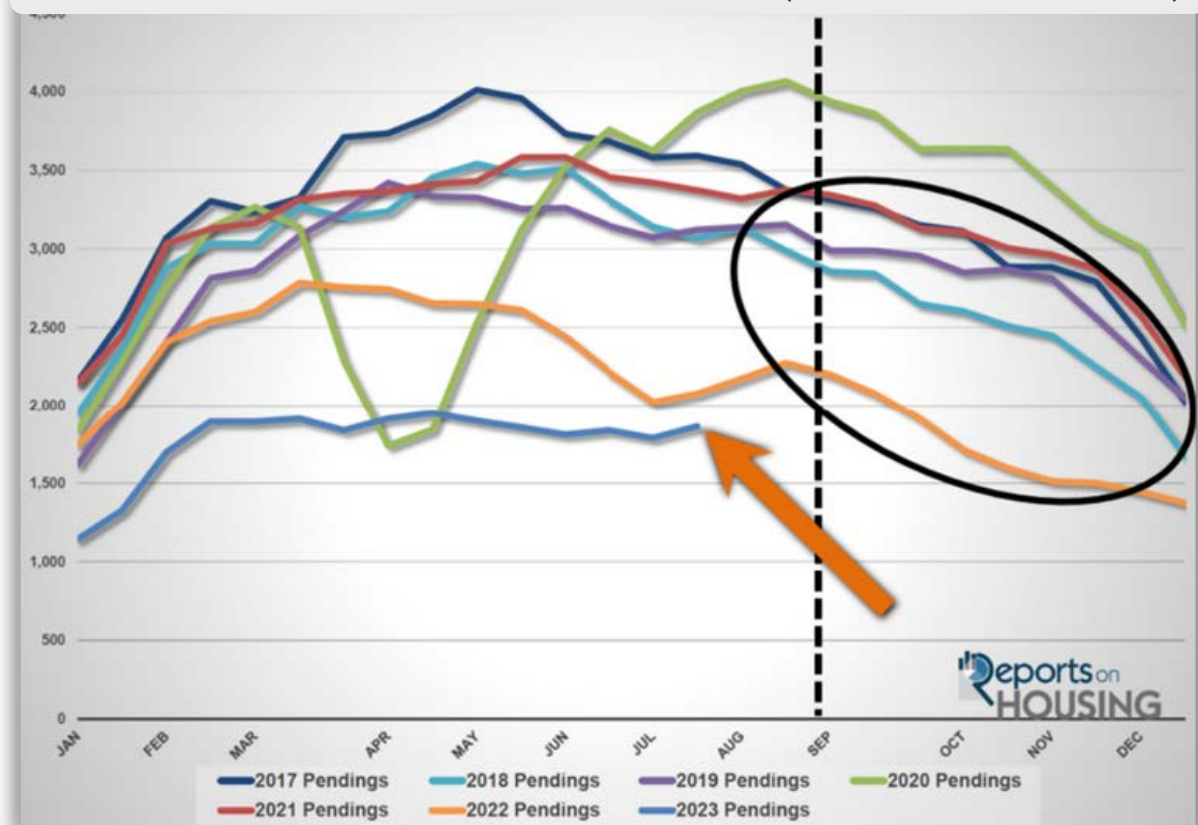
DEMAND WILL REMAIN ELEVATED FOR THE NEXT MONTH, BUT FROM THERE, IT WILL DECELERATE FOR THE REMAINDER OF THE YEAR.

The Women's World Cup has started, and millions of soccer enthusiasts will be tuned in worldwide for the next month. There will undoubtedly be blowouts. But there will also be close games where fans will be on the edge of their seats anxiously watching the last seconds of the game tic down to zero. Similarly, the San Diego County Summer Market is rapidly coming to a close. By the end of August, just a month from now, housing will transition to the Autumn Market.

Spring is the best time to sell a home, from mid-March through the end of May when the kids get out of school. Demand peaks, and typically, inventory rises. The second best time of the year to sell is the Summer Market, from June through the end of August, when the kids go back to school. Buyers and sellers transact year-round, but families prefer to find a home during the spring or summer and close before the school year starts. Back to school means fewer buyers are yearning to make an immediate move. Buyers with children factor in the inconvenience and strain on their family in moving while the kids are in school. As a result, many buyers wait until the following spring to start the process all over again in isolating a home for their family.

That means sellers coming on the market right now, or over the coming weeks, have very little time to take advantage of the summer season and successfully place their home under contract before housing decelerates and transitions to the Autumn Market.

SAN DIEGO COUNTY DEMAND YEAR OVER YEAR (LAST 30 DAYS PENDING)



Demand, a snapshot of the number of new escrows over the prior month, seasonally drops slowly for the next six weeks until the Summer Market comes to a close at the end of August. From 2017 through 2022, the average drop was 2%. San Diego County then transitions to the Autumn Market, and demand drops faster. The average decline for September was 6.4%, and 5.4% for October. In November, demand plunged, on average, by 8.3%. From September through November, demand dropped by 19%. Last year, it sank by an unprecedented 32% from September through November.

Today's sellers have little time to adjust to the market and find success before the market downshifts in only six weeks. Pricing a home according to its FAIR MARKET VALUE is crucial in selling. This can be achieved by carefully considering all pending and recently closed sales. Homes priced below \$1.5 million are still fetching plenty of showings and multiple offers and are selling at or above their asking prices, similar to the COVID years of 2020 through the first half of 2022. However, due to the higher mortgage rate environment, buyers are not as eager to preview or write offers to purchase any home where sellers are stretching the asking price. During the COVID years, many sellers got away with overpricing, but not in the current environment. For the sellers that do overprice, even slightly, expect to sit on the market with less activity and no offers.

The San Diego County housing market in 2023 is characterized by a minimal supply of available homes to purchase, 63% less than the 3-year average before the pandemic (2017 to 2019). This low inventory is matched against muted demand due to unaffordability, with mortgage rates hovering between 6.5% and 7%. Demand is 43% less than the 3-year average and is at its lowest end of July reading since tracking began in 2012. The current market dynamics illustrate further that aggressive pricing in this market is a recipe for disaster.

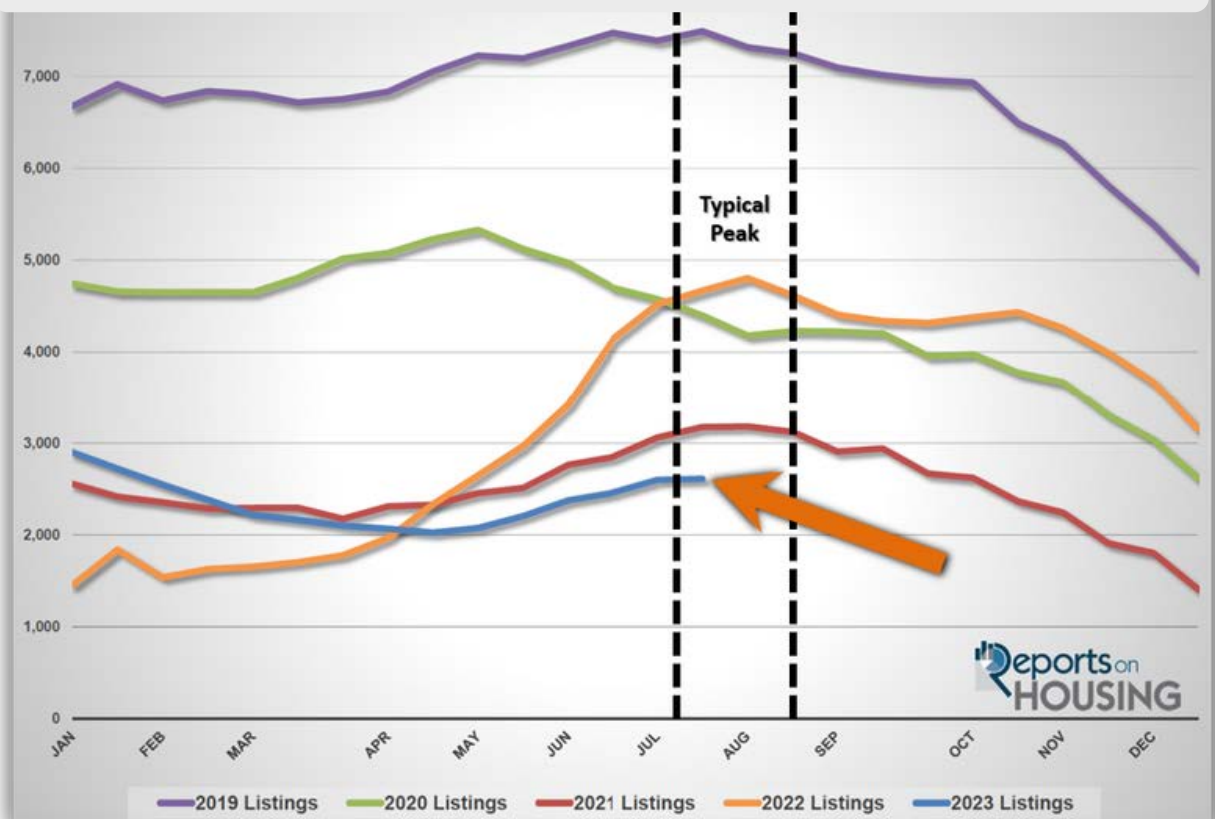
Many sellers who enter the housing fray in late July or August believe they have plenty of time to cash in on the Summer Market. They do not understand that they must be on the money in terms of price or risk losing valuable market time during a season when they are running out of time. They still need to isolate a buyer and negotiate the sale. They are down to weeks, not months. For sellers who arrive late to the 2023 housing party, they must come out of the gates priced right on the money. Starting at an unrealistic price means they must adjust their asking price to sell. That reduction may come too late when there is very little time on the clock before the Summer Market comes to an end.

ACTIVE LISTINGS

THE ACTIVE INVENTORY INCREASED BY 14 HOMES IN THE PAST COUPLE OF WEEKS.

The active listing inventory increased by 14 homes in the past two weeks, up 1%, and now sits at 2,611 homes. It is still the lowest level for an end to July since tracking began in 2012. It is the highest reading since the end of January, yet it has not surpassed its initial January reading like it usually does. The inventory is about to peak. It cyclically occurs anywhere from mid-July through the end of August. This year's inventory has been severely limited and has had difficulty rising, making it possible for the first reading of the year to possibly be the peak. It is not because of incredible, insatiable, out-of-control demand; it is due to a limited number of homeowners willing to sell. The vast majority of homeowners are currently enjoying record-low fixed-rate mortgage rates and are unwilling to exchange their low monthly payments for considerably higher payments given the current high-rate environment. The inventory crisis will continue until mortgage rates finally dip down the road.

SAN DIEGO COUNTY ACTIVE LISTINGS YEAR OVER YEAR (2019-2023)



Last year, the inventory was 4,668, 79% higher, or 2,057 more. The 3-year average before COVID (2017 through 2019) is 7,049, an additional 4,438 homes, or 170% extra, nearly triple where it stands today.

Homeowners continue to “hunker down” in their homes, unwilling to move due to their current underlying, locked-in, low fixed-rate mortgage. For June, 2,871 new sellers entered the market in San Diego County, 2,292 fewer than the 3-year average before COVID (2017 to 2019), 44% less. These missing signs counter any potential rise in the inventory.

DEMAND

DEMAND INCREASED BY 75 PENDING SALES WITHIN THE PAST COUPLE OF WEEKS.



Demand, a snapshot of the number of new escrows over the prior month, increased from 1,788 to 1,863 in the past couple of weeks, up 75 pending sales, or 4%, its largest rise since February. Demand has remained relatively flat since the start of May when it was at 1,899 pending sales, only 36 more than today, or 2%. Though, these demand readings are the lowest since tracking began in 2012 and are very close to Great Recession levels. Homes in today's market are fetching plenty of activity and multiple offers and selling at or above their asking prices. The only similarity to the Great Recession is the level of demand and dramatically fewer closed sales. Expect demand to slowly fall through August when the market transitions to the Autumn Market and demand begins to drop. The drop will accelerate during the holidays.

Last year, demand was at 2,078, 12% more than today, or an extra 215. The 3-year average before COVID (2017 to 2019) was 3,261 pending sales, 75% more than today, or an additional 1,398.

With demand rising faster than supply, the Expected Market Time (the number of days to sell all San Diego County listings at the current buying pace) decreased slightly from 44 to 42 days in the past couple of weeks. Last year the Expected Market Time was 67 days, much slower than today. The 3-year average before COVID was 66 days, also slower than today.

LUXURY END

THE LUXURY MARKET HEATED UP IN THE PAST COUPLE OF WEEKS.



In the past couple of weeks, the luxury inventory of homes priced above \$1.5 million increased from 966 to 984 homes, up 18 homes, or 2%, its highest level since September 2022. Luxury demand increased by 32 pending sales, up 11%, and now sits at 319, its highest level since June of last year. With demand increasing much faster than the inventory, the overall Expected Market Time for luxury homes priced above \$1.5 million decreased from 101 to 93 days. The San Diego luxury market remains the hottest in Southern California. Luxury is still much slower than the lower ranges, which necessitates a careful approach to pricing to secure success.

Year over year, luxury demand is up by 46 pending sales or 17%, and the active luxury listing inventory is down by 54 homes or 5%. Last year's Expected Market Time was 105 days, slightly slower than today.

SAN DIEGO COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0-\$750k 	29 Days	26%	37%	43 Days
\$750k-\$1m 	34 Days	20%	25%	53 Days
\$1m-\$1.25m 	29 Days	8%	11%	58 Days
\$1.25m-\$1.5m 	39 Days	9%	9%	64 Days
\$1.5m-\$2m 	59 Days	11%	8%	75 Days
\$2m-\$4m 	101 Days	16%	7%	89 Days
\$4m+ 	182 Days	10%	2%	220 Days



For homes priced between \$1.5 million and \$2 million, the Expected Market Time in the past two weeks decreased from 71 to 59 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 103 to 101 days. For homes priced above \$4 million, the Expected Market Time decreased from 187 to 182 days. At 182 days, a seller would be looking at placing their home into escrow around **January 2024**.

SAN DIEGO COUNTY HOUSING SUMMARY

- The active listing inventory in the past couple of weeks increased by 14 homes, up 1%, and now sits at 2,611. In June, 44% fewer homes came on the market compared to the 3-year average before COVID (2017 to 2019), 2,292 less. Last year, there were 4,668 homes on the market, 2,057 more homes, or 79% more. The 3-year average before COVID (2017 to 2019) was 7,049, or 170% more.
- Demand, the number of pending sales over the prior month, increased by 75 pending sales in the past two weeks, up 4%, and now totals 1,863, its highest reading since the start of May. Last year, there were 2,078 pending sales, 12% more than today. The 3-year average before COVID (2017 to 2019) was 3,261, or 75% more.
- With demand rising faster than the supply, the Expected Market Time (the number of days to sell all San Diego County listings at the current buying pace) decreased from 44 to 42 days in the past couple of weeks. Last year the Expected Market Time was 67 days, slower than today. The 3-year average before COVID was 66 days, also slower than today.
- For homes priced below \$750,000, the Expected Market Time decreased from 30 to 29 days. This range represents 26% of the active inventory and 37% of demand.
- For homes priced between \$750,000 and \$1 million, the Expected Market Time increased from 31 to 34 days. This range represents 20% of the active inventory and 25% of demand.
- For homes priced between \$1 million to \$1.25 million, the Expected Market Time decreased from 40 to 29 days. This range represents 8% of the active inventory and 11% of demand.
- For homes priced between \$1.25 million to \$1.5 million, the Expected Market Time remained unchanged at 39 days. This range represents 9% of the active inventory and 9% of demand.
- For homes priced between \$1.5 million and \$2 million, the Expected Market Time in the past two weeks decreased from 71 to 59 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 103 to 101 days. For homes priced above \$4 million, the Expected Market Time decreased from 187 to 182 days.
- The luxury end, all homes above \$1.5 million, account for 37% of the inventory and 17% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.3% of all listings and 0.3% of demand. Only five foreclosures and four short sales are available today in San Diego County, with nine total distressed homes on the active market, down two from two weeks ago. Last year there were 19 total distressed homes on the market, similar to today.
- There were 2,078 closed residential resales in June, 23% less than June 2022's 2,692 closed sales. June marked an 8% decrease compared to May 2023. The sales-to-list price ratio was 100.4% for all of San Diego County. Foreclosures accounted for just 0.4% of all closed sales, and short sales accounted for 0.3%. That means that 99.3% of all sales were good of fashioned sellers with equity.

SAN DIEGO COUNTY MARKET TIME REPORT

SAN DIEGO COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
7/20/2023								
Alpine	20	18	33	38	27	62	48	\$996k
Bonita	13	12	33	53	100	63	26	\$1.4m
Bonsall	19	3	190	60	108	114	27	\$1.9m
Borrego Springs	13	5	78	180	73	280	84	\$340k
Campo	7	4	53	60	70	42	21	\$550k
Cardiff by the Sea	22	10	66	90	86	135	48	\$3.0m
Carlsbad	151	93	49	42	41	61	27	\$1.7m
Carmel Valley	50	28	54	78	80	71	27	\$2.7m
Chula Vista	112	122	28	28	24	61	21	\$875k
City Heights	19	11	52	30	11	47	38	\$650k
Clairemont	27	25	32	27	14	56	40	\$1.2m
Coronado	51	18	85	145	81	218	67	\$3.0m
Del Cerro	18	17	32	15	22	59	23	\$1000k
Del Mar	42	13	97	93	107	68	92	\$4.7m
Downtown	112	55	61	78	84	72	61	\$935k
El Cajon	75	74	30	26	22	56	24	\$848k
Encanto	24	28	26	29	20	72	21	\$760k
Encinitas	64	33	58	78	54	67	41	\$3.1m
Escondido	113	111	31	35	36	66	20	\$999k
Fallbrook	102	57	54	58	66	62	22	\$1.2m
Imperial Beach	35	9	117	120	79	54	62	\$1.1m
Jamul	14	7	60	55	180	168	30	\$1.2m
Julian	25	14	54	90	156	165	116	\$850k
La Jolla	134	44	91	97	91	145	54	\$3.3m
La Mesa	40	48	25	36	30	69	27	\$899k
Lakeside	25	22	34	25	26	66	25	\$799k
Lemon Grove	9	8	34	30	30	50	19	\$700k
Linda Vista	11	16	21	11	16	48	35	\$825k
Mira Mesa	15	28	16	12	19	58	18	\$997k
Mission Hills/Hillcrest	46	22	63	47	53	55	45	\$1.7m
Mission Valley	18	17	32	25	18	43	20	\$640k
National City	14	13	32	34	45	66	36	\$650k
Normal Heights	14	18	23	40	30	49	21	\$1.2m
North Park	11	26	13	24	24	33	29	\$850k
Ocean Beach	23	17	41	65	63	33	30	\$1.6m
Oceanside	148	109	41	37	30	58	20	\$877k
Old Town SD	15	10	45	25	28	38	18	\$1.1m
Otay Mesa	34	20	51	25	23	93	22	\$712k
Pacific/Mission Beach	56	32	53	53	90	43	33	\$1.9m
Paradise Hills	10	15	20	19	37	43	18	\$710k
Pauma Valley	7	4	53	INF	60	Infinite	40	\$1.6m
Pine Valley	9	1	270	80	60	300	80	\$725k
Point Loma	25	16	47	54	120	64	38	\$1.9m
Poway	44	29	46	61	35	81	27	\$2.4m
Ramona	47	27	52	50	41	60	33	\$830k
Rancho Bernardo	57	35	49	40	32	101	16	\$869k
Penasquitos	17	22	23	28	24	61	12	\$1.4m
Rancho Santa Fe	89	19	141	165	175	218	64	\$5.8m
San Carlos	11	22	15	23	13	40	29	\$1.0m
San Diego	795	652	37	36	36	61	28	\$1000k

SAN DIEGO COUNTY MARKET TIME REPORT

SAN DIEGO COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
7/20/2023								
San Marcos	69	52	40	38	31	73	21	\$935k
San Ysidro	4	2	60	15	15	68	30	\$450k
Santaluz	47	43	33	37	47	76	15	\$1.5m
Santee	30	50	18	39	28	70	18	\$782k
Scripps Ranch	26	22	35	24	30	80	12	\$1.6m
Solana Beach	34	11	93	105	96	124	34	\$2.7m
Spring Valley	38	33	35	41	23	83	25	\$730k
Tierrasanta	10	12	25	21	39	41	23	\$778k
University City	27	30	27	32	32	55	26	\$775k
Valley Center	47	21	67	69	48	136	34	\$949k
Vista	84	83	30	40	40	50	29	\$912k
All of S.D.	2,611	1,863	42	44	40	67	28	\$1.2m

SAN DIEGO COUNTY PRICE RANGES REPORT

ATTACHED HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
7/20/2023								
All of S.D.	756	621	37	37	33	59	26	\$750k
S.D. \$0-\$500k	116	131	27	26	20	40	21	\$443k
S.D. \$500k-\$750k	264	265	30	28	27	56	20	\$639k
S.D. \$750k-\$1m	139	112	37	41	37	78	31	\$850k
S.D. \$1m+	237	113	63	75	65	91	64	\$1.7m

DETACHED HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
7/20/2023								
All of S.D.	1,855	1,242	45	47	44	71	30	\$1.4m
S.D. \$0-\$500k	97	54	54	69	66	65	36	\$325k
S.D. \$500k-\$750k	189	236	24	26	22	53	21	\$675k
S.D. \$750k-\$1m	391	360	33	29	26	66	27	\$863k
S.D. \$1m-\$1.25m	163	169	29	39	38	64	21	\$1.2m
S.D. \$1.25m-\$1.5m	182	145	38	39	34	69	27	\$1.4m
S.D. \$1.5m-\$2m	230	129	53	63	63	92	32	\$1.7m
S.D. \$2m-\$4m	352	107	99	96	97	93	59	\$2.8m
S.D. \$4m+	251	42	179	181	257	323	209	\$6.0m

ALL HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
7/20/2023								
All of S.D.	2,611	1,863	42	44	40	67	28	\$1.2m
S.D. \$0-\$500k	213	185	35	38	31	47	25	\$415k
S.D. \$500k-\$750k	453	501	27	27	25	55	21	\$650k
S.D. \$750k-\$1m	530	472	34	31	28	69	28	\$859k
S.D. \$1m-\$1.25m	208	214	29	40	40	69	22	\$1.1m
S.D. \$1.25m-\$1.5m	223	172	39	39	33	65	30	\$1.4m
S.D. \$1.5m-\$2m	295	150	59	71	69	89	36	\$1.7m
S.D. \$2m-\$4m	422	125	101	103	99	102	70	\$2.8m
S.D. \$4m+	267	44	182	187	261	344	218	\$6.0m

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the S.D. totals.

SAN DIEGO COUNTY SOLD REPORT

SAN DIEGO COUNTY CITIES	UNITS SOLD JUN 2023	MEDIAN SALES PRICE	MEDIAN LIST PRICE	SALES TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM	UNITS SOLD JUN 2022
Alpine	22	\$950,000	\$920,000	102%	\$440k	\$2.0m	1938	490	12	23
Bonita	10	\$1,012,500	\$1,029,950	99%	\$432k	\$1.5m	1696	597	8	15
Bonsall	10	\$625,000	\$630,000	100%	\$385k	\$1.4m	2042	306	9	5
Borrego Springs	7	\$360,000	\$359,000	97%	\$118k	\$780k	1980	182	56	21
Campo	4	\$412,500	\$395,000	105%	\$360k	\$675k	1617	255	9	6
Cardiff by the Sea	5	\$3,650,000	\$3,690,000	98%	\$875k	\$4.4m	2486	1,468	7	9
Carlsbad	91	\$1,400,000	\$1,449,000	101%	\$502k	\$4.0m	1883	743	8	130
Carmel Valley	32	\$1,655,000	\$1,633,000	100%	\$550k	\$5.2m	2165	764	10	39
Chula Vista	115	\$760,000	\$750,000	102%	\$83k	\$2.0m	1741	437	7	150
City Heights	17	\$676,000	\$650,000	103%	\$250k	\$845k	926	730	7	20
Clairemont	34	\$990,000	\$927,000	103%	\$405k	\$1.7m	1381	717	7	50
Coronado	16	\$2,700,000	\$2,922,500	98%	\$1.1m	\$6.4m	1960	1,378	11	23
Del Cerro	25	\$950,000	\$950,000	102%	\$150k	\$1.8m	1531	621	10	30
Del Mar	15	\$2,340,000	\$2,395,000	95%	\$950k	\$13.5m	1704	1,373	13	17
Downtown	53	\$834,850	\$849,000	98%	\$390k	\$4.7m	1103	757	10	83
El Cajon	83	\$720,000	\$710,000	101%	\$320k	\$1.9m	1531	470	8	140
Encanto	30	\$731,250	\$712,450	99%	\$68k	\$889k	1244	588	6	38
Encinitas	44	\$1,605,000	\$1,613,500	100%	\$485k	\$11.9m	1761	911	6	44
Escondido	132	\$747,000	\$744,500	101%	\$198k	\$2.8m	1635	457	7	165
Fallbrook	51	\$935,000	\$925,000	99%	\$257k	\$2.7m	2470	379	10	57
Imperial Beach	16	\$799,950	\$859,450	94%	\$322k	\$2.6m	1170	684	19	12
Jamul	7	\$1,200,000	\$1,199,000	100%	\$657k	\$2.3m	3048	394	9	13
Julian	12	\$542,500	\$537,500	101%	\$270k	\$2.4m	1486	365	12	15
La Jolla	42	\$1,622,500	\$1,687,500	98%	\$589k	\$5.6m	1700	954	17	42
La Mesa	54	\$761,500	\$730,000	104%	\$360k	\$1.7m	1365	558	7	63
Lakeside	33	\$770,000	\$749,999	104%	\$349k	\$1.5m	1748	441	7	48
Lemon Grove	14	\$694,500	\$662,450	105%	\$495k	\$800k	1272	546	6	14
Linda Vista	21	\$850,000	\$850,000	103%	\$495k	\$1.3m	1252	679	6	32
Mira Mesa	19	\$950,000	\$925,000	104%	\$388k	\$1.4m	1405	676	7	44
Mission Hills/Hillcrest	28	\$1,177,500	\$1,249,500	101%	\$450k	\$2.8m	1535	767	9	27
Mission Valley	25	\$570,000	\$570,000	104%	\$350k	\$1.2m	1103	517	6	35
National City	15	\$585,000	\$559,000	102%	\$315k	\$735k	1162	503	6	18
Normal Heights	20	\$975,000	\$912,500	104%	\$428k	\$2.4m	921	1,059	6	22
North Park	23	\$805,000	\$795,000	104%	\$318k	\$2.3m	940	856	8	33
Ocean Beach	13	\$1,750,000	\$1,650,000	101%	\$622k	\$4.0m	1694	1,033	7	21
Oceanside	157	\$783,000	\$799,000	100%	\$180k	\$2.3m	1424	550	7	183
Old Town SD	19	\$975,000	\$995,000	98%	\$412k	\$2.8m	1430	682	6	19
Otay Mesa	30	\$667,500	\$639,450	103%	\$265k	\$1.2m	1434	465	7	46
Pacific/Mission Beach	19	\$1,200,000	\$1,125,000	99%	\$505k	\$4.1m	1191	1,008	9	46
Paradise Hills	8	\$612,500	\$625,000	99%	\$410k	\$720k	1200	510	9	17
Pauma Valley	2	\$690,000	\$674,374	102%	\$470k	\$910k	1823	378	34	5
Pine Valley	2	\$751,000	\$761,500	99%	\$728k	\$774k	2340	321	8	4
Point Loma	14	\$1,587,500	\$1,672,500	99%	\$1.1m	\$4.2m	1802	881	14	20
Poway	36	\$1,247,500	\$1,159,450	100%	\$550k	\$4.8m	2060	606	7	50
Ramona	38	\$777,500	\$768,000	101%	\$465k	\$1.6m	2010	387	8	45

SAN DIEGO COUNTY SOLD REPORT

SAN DIEGO COUNTY CITIES	UNITS SOLD JUN 2023	MEDIAN SALES PRICE	MEDIAN LIST PRICE	SALES TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM	UNITS SOLD JUN 2022
Rancho Bernardo	50	\$862,500	\$799,450	102%	\$435k	\$2.0m	1455	593	7	71
Rancho Penasquitos	27	\$1,200,000	\$1,175,000	103%	\$438k	\$1.7m	1900	632	6	29
Rancho Santa Fe	15	\$3,900,000	\$4,300,000	95%	\$1.5m	\$8.7m	4300	907	38	28
San Carlos	15	\$975,000	\$975,000	102%	\$420k	\$1.3m	1650	591	6	20
San Diego	757	\$890,000	\$875,000	101%	\$68k	\$9.9m	1438	619	7	958
San Marcos	77	\$910,000	\$898,300	101%	\$180k	\$2.2m	1775	513	8	94
San Ysidro	4	\$555,000	\$554,500	100%	\$460k	\$720k	1166	476	6	7
Santaluz	40	\$1,776,189	\$1,674,000	99%	\$475k	\$9.9m	2605	682	8	49
Santee	16	\$721,000	\$700,000	102%	\$473k	\$1.2m	1396	516	6	69
Scripps Ranch	22	\$1,408,500	\$1,362,500	104%	\$635k	\$3.2m	2062	683	6	29
Solana Beach	16	\$1,595,000	\$1,620,000	98%	\$750k	\$7.4m	1583	1,008	11	13
Spring Valley	49	\$670,000	\$650,000	103%	\$350k	\$1.7m	1296	517	7	66
Tierrasanta	17	\$935,000	\$899,000	103%	\$517k	\$1.4m	1558	600	6	12
University City	24	\$783,500	\$782,000	102%	\$344k	\$2.0m	1177	666	8	33
Valley Center	20	\$1,034,000	\$948,500	104%	\$590k	\$3.7m	3017	343	9	18
Vista	63	\$810,000	\$829,000	102%	\$220k	\$2.4m	1807	448	6	88
All of S.D.	2,078	\$854,250	\$849,000	100%	\$68k	\$13.5m	1568	545	7	2692
\$0-\$500k	236	\$420,000	\$415,000	100%	\$68k	\$500k	873	481	8	315
\$500k-\$750k	547	\$660,000	\$640,000	102%	\$501k	\$750k	1224	539	7	721
\$750k-\$1m	535	\$859,000	\$849,900	101%	\$752k	\$1.0m	1640	524	7	690
\$1m-\$1.25m	265	\$1,125,000	\$1,099,900	102%	\$1.0m	\$1.3m	1925	584	7	314
\$1.25m-\$1.5m	175	\$1,365,000	\$1,349,900	101%	\$1.3m	\$1.5m	2147	636	8	221
\$1.5m-\$2m	145	\$1,676,000	\$1,666,000	101%	\$1.5m	\$2.0m	2500	670	7	206
\$2m-\$4m	134	\$2,495,000	\$2,495,000	99%	\$2.0m	\$4.0m	3057	816	9	186
\$4m+	41	\$4,850,000	\$4,995,000	96%	\$4.0m	\$13.5m	3762	1,289	18	39

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the S.D. totals.

SAN DIEGO COUNTY FORECLOSURE REPORT

SAN DIEGO COUNTY CITIES				SAN DIEGO COUNTY CITIES			
	CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY		CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY
7/20/2023							
Alpine	20	1	5.3%	Solana Beach	34	0	0.0%
Bonita	13	0	0.0%	Spring Valley	38	1	2.6%
Bonsall	19	0	0.0%	Tierrasanta	10	0	0.0%
Borrego Springs	13	0	0.0%	University City	27	0	0.0%
Campo	7	0	0.0%	Valley Center	47	0	0.0%
Cardiff by the Sea	22	0	0.0%	Vista	84	0	0.0%
Carlsbad	151	2	1.5%	All of S.D.	2,611	9	0.3%
Carmel Valley	50	0	0.0%	ATTACHED			
Chula Vista	112	1	0.9%	All of S.D.	756	2	0.3%
City Heights	19	0	0.0%	\$0-\$500k	116	1	0.9%
Clairemont	27	0	0.0%	\$500k-\$750k	264	0	0.0%
Coronado	51	0	0.0%	\$750k-\$1m	139	1	0.7%
Del Cerro	18	0	0.0%	\$1m+	237	0	0.0%
Del Mar	42	0	0.0%	DETACHED			
Downtown	112	0	0.0%	All of S.D.	1,855	7	0.4%
El Cajon	75	3	3.8%	\$0-\$500k	97	1	1.0%
Encanto	24	0	0.0%	\$500k-\$750k	189	2	1.1%
Encinitas	64	0	0.0%	\$750k-\$1m	391	2	0.5%
Escondido	113	0	0.0%	\$1m-\$1.25m	163	0	0.0%
Fallbrook	102	1	0.9%	\$1.25m-\$1.5m	182	1	0.5%
Imperial Beach	35	0	0.0%	\$1.5m-\$2m	230	0	0.0%
Jamul	14	0	0.0%	\$2m-\$4m	352	0	0.0%
Julian	25	0	0.0%	\$4m+	251	1	0.4%
La Jolla	134	0	0.0%	ALL HOMES			
La Mesa	40	0	0.0%	All of S.D.	2,611	9	0.3%
Lakeside	25	0	0.0%	\$0-\$500k	213	2	0.9%
Lemon Grove	9	0	0.0%	\$500k-\$750k	453	2	0.4%
Linda Vista	11	0	0.0%	\$750k-\$1m	530	3	0.6%
Mira Mesa	15	0	0.0%	\$1m-\$1.25m	208	0	0.0%
Mission Hills/Hillcrest	46	0	0.0%	\$1.25m-\$1.5m	223	1	0.4%
Mission Valley	18	0	0.0%	\$1.5m-\$2m	295	0	0.0%
National City	14	0	0.0%	\$2m-\$4m	422	0	0.0%
Normal Heights	14	0	0.0%	\$4m+	267	1	0.4%
North Park	11	1	6.3%	COUNTY HIGH SHARES - ACCOUNT FOR 21%			
Ocean Beach	23	0	0.0%	Del Cerro	18	1	5.6%
Oceanside	148	1	0.6%	City Heights	19	1	5.3%
Old Town SD	15	0	0.0%	El Cajon	75	2	2.7%
Otay Mesa	34	0	0.0%	Spring Valley	38	1	2.6%
Pacific/Mission Beach	56	0	0.0%	Rancho Bernardo	57	1	1.8%
Paradise Hills	10	0	0.0%	Rancho Santa Fe	89	1	1.1%
Pauma Valley	7	0	0.0%	Oceanside	148	1	0.7%
Pine Valley	9	0	0.0%	Carlsbad	151	1	0.7%
Point Loma	25	0	0.0%	San Diego	795	3	0.4%
Poway	44	0	0.0%	Alpine	20	0	0.0%
Ramona	47	0	0.0%	SAN DIEGO COUNTY DISTRESSED BREAKDOWN			
Rancho Bernardo	57	0	0.0%		CURRENT ACTIVES	PENDINGS (LAST 30 DAYS)	MARKET TIME (IN DAYS)
Rancho Penasquitos	17	0	0.0%	Total Foreclosures	5	4	38
Rancho Santa Fe	89	1	1.1%	Total Short Sale	4	2	60
San Carlos	11	0	0.0%				
San Diego	795	0	0.0%				
San Marcos	69	1	1.5%				
San Ysidro	4	0	0.0%				
Santaluz	47	0	0.0%				
Santee	30	0	0.0%				
Scripps Ranch	26	0	0.0%				

SOUTHERN CALIFORNIA HOUSING REPORT



ALL PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEAR AGO
7/20/2023							
Los Angeles County	7,708	3,718	62	59	59	79	41
Orange County	2,389	1,598	45	44	43	72	27
Riverside County	4,142	2,183	57	56	54	76	22
San Bernardino County	3,475	1,495	70	61	57	89	31
San Diego County	2,611	1,863	42	44	40	67	28
Ventura County	693	468	44	42	34	62	23
SOCAL TOTALS	21,018	11,325	56	51	48	74	29

DISTRESSED PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEAR AGO
7/20/2023							
Los Angeles County	50	17	88	57	41	98	93
Orange County	9	8	34	60	105	60	30
Riverside County	31	22	42	50	38	71	28
San Bernardino County	28	21	40	34	39	52	57
San Diego County	9	6	45	66	180	105	56
Ventura County	4	3	20	60	Infinite	50	210
SOCAL TOTALS	131	77	51	54	80	73	79