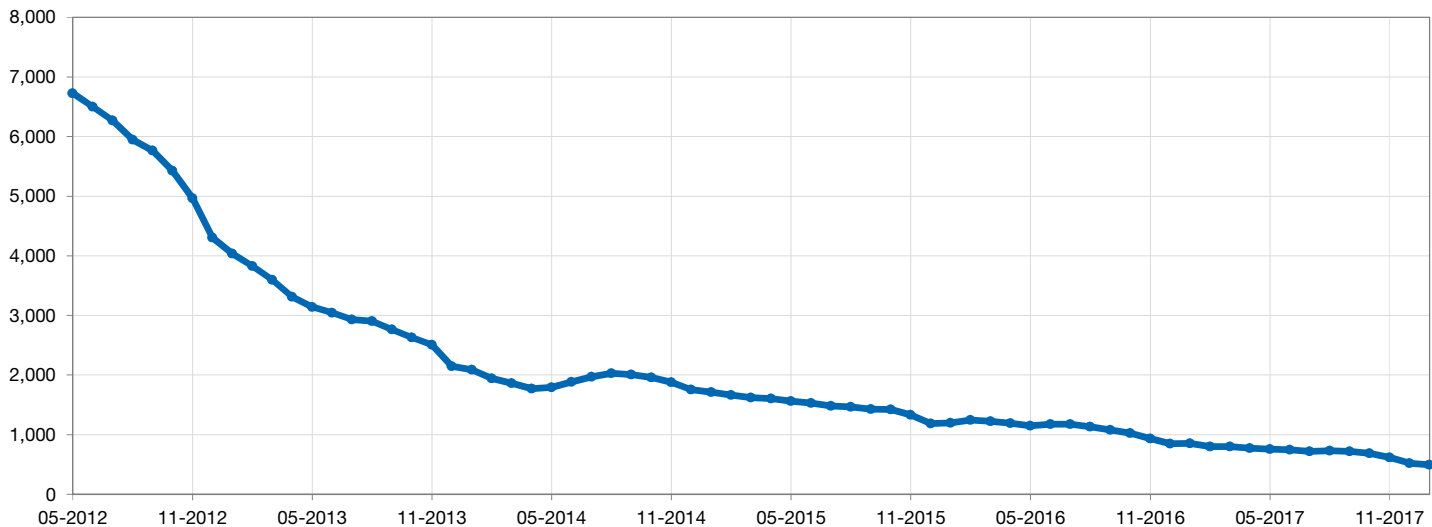


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Inventory of Lender-Mediated Properties in San Diego County



January 2018

New Listings in San Diego County decreased 0.4 percent to 3,793

- Traditional New Listings increased 2.5 percent to 3,458
- Lender-mediated New Listings decreased 22.6 percent to 335
- Share of New Listings that were lender-mediated fell to 8.8 percent

Closed Sales were down 7.3 percent to 1,976

- Traditional Closed Sales were down 5.3 percent to 1,782
- Lender-mediated Closed Sales were down 22.4 percent to 194
- Share of Closed Sales that were lender-mediated fell to 9.8 percent

The overall Median Sales Price rose 5.0 percent to \$530,000

- The traditional Median Sales Price rose 3.9 percent to \$535,000
- The lender-mediated Median Sales Price rose 5.0 percent to \$465,000

Inventory of Homes for Sale **2**

New Listings & Closed Sales **3**

Median Sales Price & Days on Market **4**

Inventory & Closed Sales by Area **5**

Median Sales Price by Area **8**

Explanation of Methodology

A property is considered to be "lender-mediated" when properties are those marked in the Sandicor, Inc. MLS with the following: Call Agent; Court Approval Required; Deed Restricted Program; Estate; HAP (Home Assistance Program); HUD (Housing and Urban Development); NOD Filed/Foreclosure Pending; Need Short Sale – No Lender Knowledge; Other/Remarks; Pre SS Pkg submitted to lenders(s), ready to consider offers; Probate Subject to Overbid; REO; Short Sale Approved. This list may be adjusted at any time. Residential activity only. Total Market is not necessarily a sum of traditional and lender-mediated activity, as some lender-mediated homes can be listed both as foreclosure and short sale.

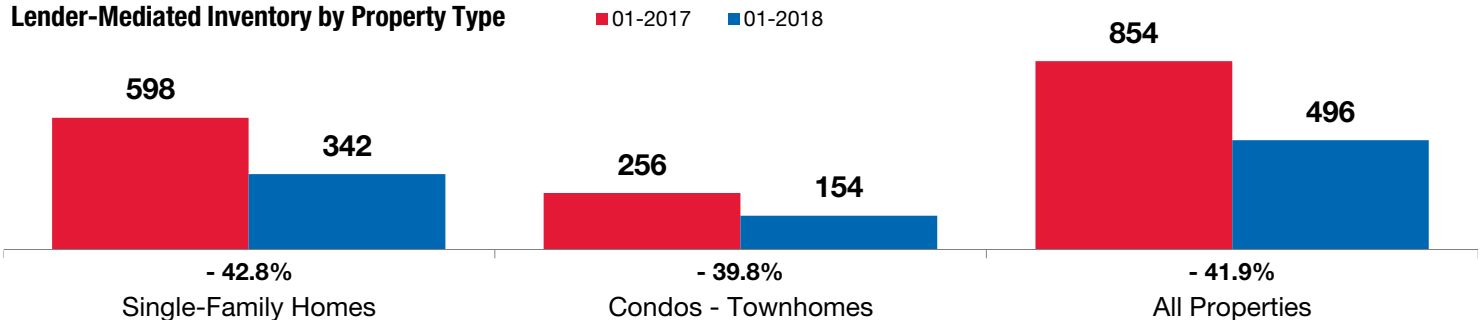
Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Inventory of Homes for Sale

| | Lender-Mediated | | | Traditional | | | Total Market | | | Share of Lender-Mediated Activity | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|-----------------------------------|--------------|
| | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 |
| Single-Family Homes | 598 | 342 | - 42.8% | 3,304 | 2,654 | - 19.7% | 3,902 | 2,996 | - 23.2% | 15.3% | 11.4% |
| Condos - Townhomes | 256 | 154 | - 39.8% | 1,085 | 1,078 | - 0.6% | 1,341 | 1,232 | - 8.1% | 19.1% | 12.5% |
| All Properties | 854 | 496 | - 41.9% | 4,389 | 3,732 | - 15.0% | 5,243 | 4,228 | - 19.4% | 16.3% | 11.7% |

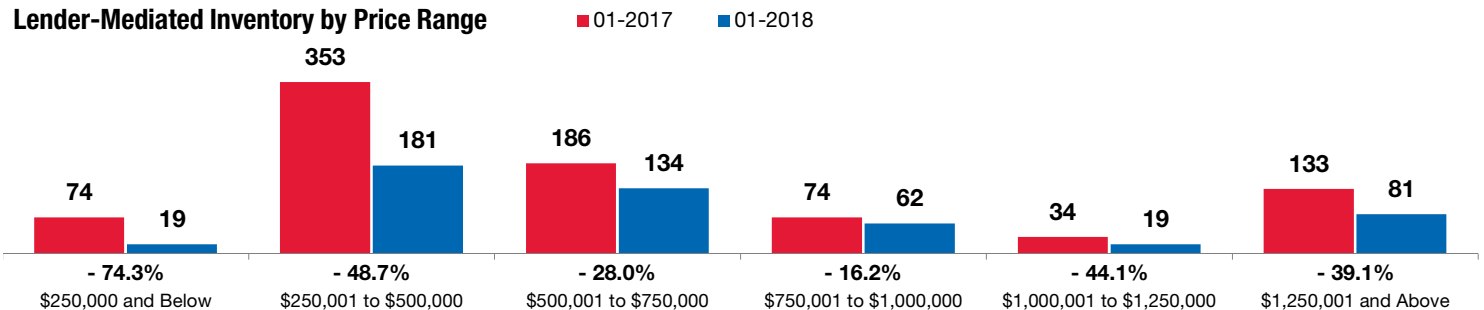
Lender-Mediated Inventory by Property Type



Inventory by Price Range

| | Lender-Mediated | | | Traditional | | | Total Market | | | Share of Lender-Mediated Activity | |
|----------------------------|-----------------|------------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|-----------------------------------|--------------|
| | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 |
| \$250,000 and Below | 74 | 19 | - 74.3% | 156 | 109 | - 30.1% | 230 | 128 | - 44.3% | 32.2% | 14.8% |
| \$250,001 to \$500,000 | 353 | 181 | - 48.7% | 1,124 | 825 | - 26.6% | 1,477 | 1,006 | - 31.9% | 23.9% | 18.0% |
| \$500,001 to \$750,000 | 186 | 134 | - 28.0% | 1,083 | 943 | - 12.9% | 1,269 | 1,077 | - 15.1% | 14.7% | 12.4% |
| \$750,001 to \$1,000,000 | 74 | 62 | - 16.2% | 572 | 524 | - 8.4% | 646 | 586 | - 9.3% | 11.5% | 10.6% |
| \$1,000,001 to \$1,250,000 | 34 | 19 | - 44.1% | 264 | 244 | - 7.6% | 298 | 263 | - 11.7% | 11.4% | 7.2% |
| \$1,250,001 and Above | 133 | 81 | - 39.1% | 1,190 | 1,087 | - 8.7% | 1,323 | 1,168 | - 11.7% | 10.1% | 6.9% |
| All Prices | 854 | 496 | - 41.9% | 4,389 | 3,732 | - 15.0% | 5,243 | 4,228 | - 19.4% | 16.3% | 11.7% |

Lender-Mediated Inventory by Price Range



Lender-Mediated Properties Report

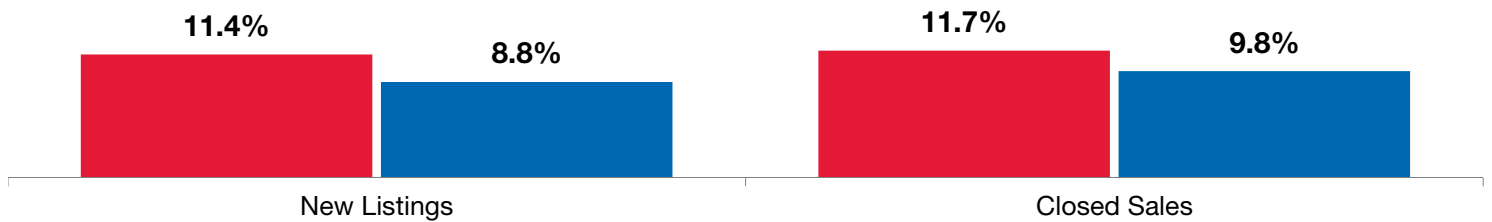
A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

New Listings and Closed Sales

| | Lender-Mediated | | | Traditional | | | Total Market | | | Share of Lender-Mediated Activity | |
|--------------|-----------------|---------|---------|-------------|---------|--------|--------------|---------|--------|-----------------------------------|---------|
| | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 |
| New Listings | 433 | 335 | - 22.6% | 3,375 | 3,458 | + 2.5% | 3,808 | 3,793 | - 0.4% | 11.4% | 8.8% |
| Closed Sales | 250 | 194 | - 22.4% | 1,882 | 1,782 | - 5.3% | 2,132 | 1,976 | - 7.3% | 11.7% | 9.8% |

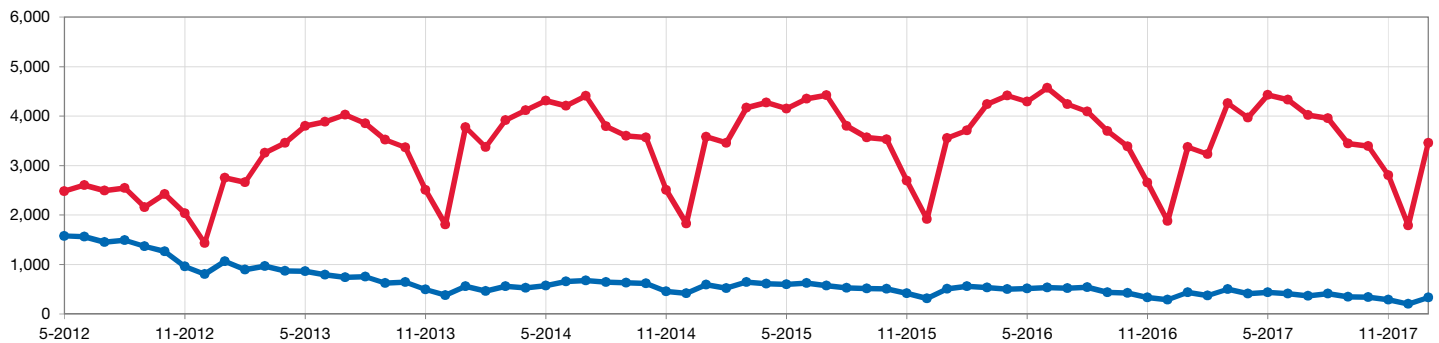
Share of Activity that was Lender-Mediated

■ 01-2017 ■ 01-2018



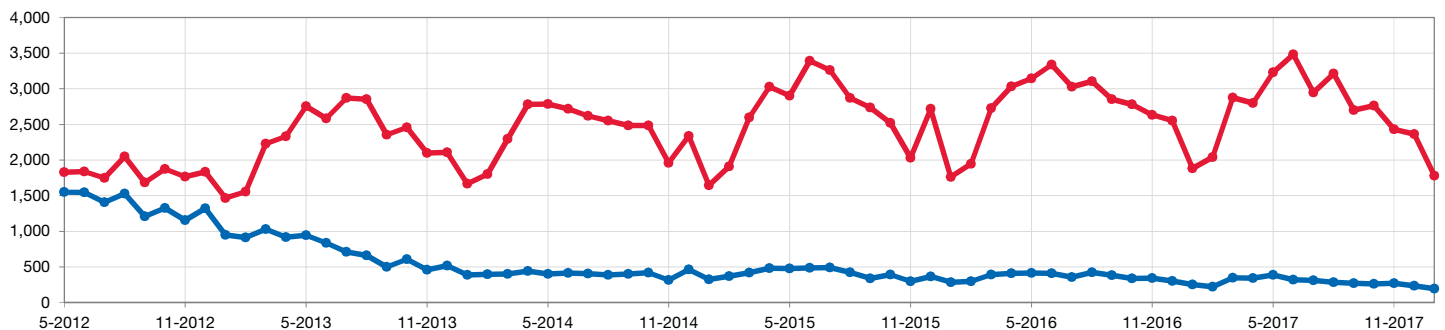
Historical New Listing Activity

— Traditional — Lender-Mediated



Historical Closed Sales Activity

— Traditional — Lender-Mediated



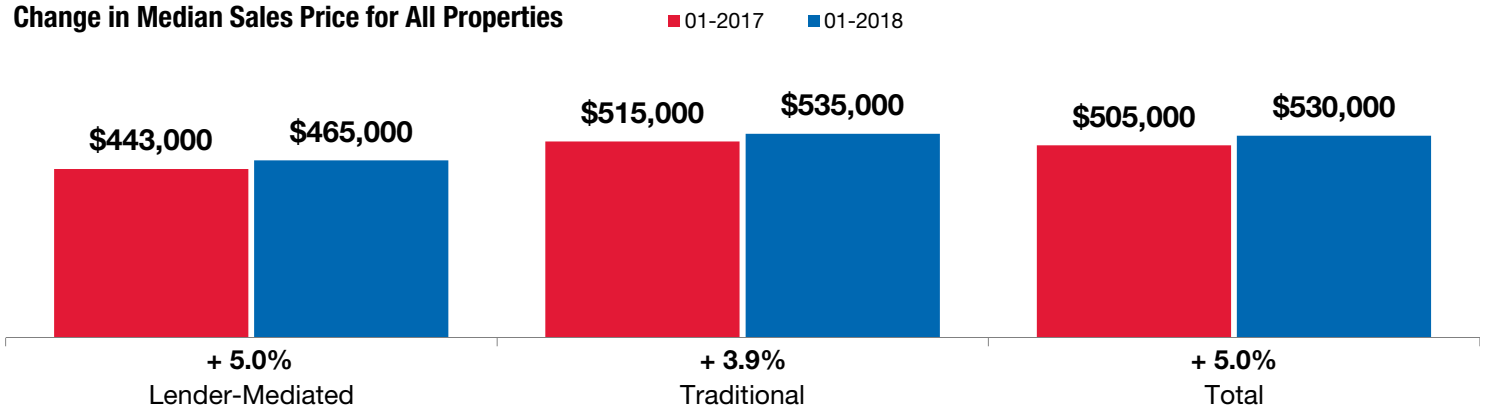
Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Median Sales Price

| | Lender-Mediated | | | Traditional | | | Total Market | | |
|-----------------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|
| | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 | + / - |
| Single-Family Homes | \$475,000 | \$525,500 | + 10.6% | \$568,500 | \$602,000 | + 5.9% | \$557,000 | \$595,000 | + 6.8% |
| Condos - Townhomes | \$350,000 | \$399,900 | + 14.3% | \$380,000 | \$410,000 | + 7.9% | \$375,000 | \$409,000 | + 9.1% |
| All Properties | \$443,000 | \$465,000 | + 5.0% | \$515,000 | \$535,000 | + 3.9% | \$505,000 | \$530,000 | + 5.0% |

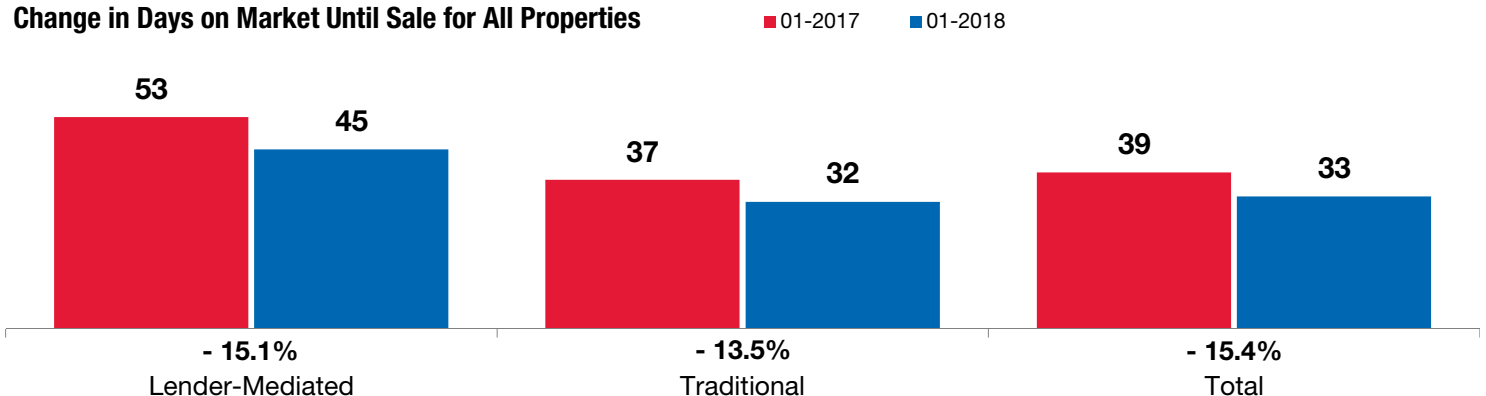
Change in Median Sales Price for All Properties



Days on Market Until Sale

| | Lender-Mediated | | | Traditional | | | Total Market | | |
|-----------------------|-----------------|-----------|----------------|-------------|-----------|----------------|--------------|-----------|----------------|
| | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 | + / - | 01-2017 | 01-2018 | + / - |
| Single-Family Homes | 52 | 51 | - 1.9% | 42 | 35 | - 16.7% | 43 | 37 | - 14.0% |
| Condos - Townhomes | 55 | 34 | - 38.2% | 29 | 26 | - 10.3% | 32 | 27 | - 15.6% |
| All Properties | 53 | 45 | - 15.1% | 37 | 32 | - 13.5% | 39 | 33 | - 15.4% |

Change in Days on Market Until Sale for All Properties



Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Inventory and Closed Sales by Area

Total represents all traditional and lender-mediated activity. Share represents the market share of lender-mediated sales.

| | Inventory for January 2018 | | | Closed Sales for February 2017 through January 2018 | | |
|--------------------------------|----------------------------|-----------------|-------|--|-----------------|-------|
| | Total Market | Lender-Mediated | Share | Total Market | Lender-Mediated | Share |
| 91901 – Alpine | 40 | 4 | 10.0% | 245 | 24 | 9.8% |
| 91902 – Bonita | 28 | 4 | 14.3% | 205 | 21 | 10.2% |
| 91905 – Boulevard | 5 | 1 | 20.0% | 25 | 5 | 20.0% |
| 91906 – Campo | 13 | 1 | 7.7% | 52 | 5 | 9.6% |
| 91910 – Chula Vista North | 51 | 8 | 15.7% | 562 | 71 | 12.6% |
| 91911 – Chula Vista South | 44 | 5 | 11.4% | 500 | 70 | 14.0% |
| 91913 – Chula Vista – Eastlake | 74 | 12 | 16.2% | 704 | 91 | 12.9% |
| 91914 – Chula Vista NE | 38 | 8 | 21.1% | 246 | 23 | 9.3% |
| 91915 – Chula Vista SE | 34 | 7 | 20.6% | 525 | 66 | 12.6% |
| 91916 – Descanso | 10 | 1 | 10.0% | 29 | 3 | 10.3% |
| 91917 – Dulzura | 2 | 0 | 0.0% | 3 | 0 | 0.0% |
| 91931 – Guatay | 1 | 0 | 0.0% | 0 | 0 | -- |
| 91932 – Imperial Beach | 42 | 4 | 9.5% | 236 | 24 | 10.2% |
| 91934 – Jacumba | 4 | 1 | 25.0% | 8 | 0 | 0.0% |
| 91935 – Jamul | 36 | 5 | 13.9% | 105 | 16 | 15.2% |
| 91941 – La Mesa, Mount Helix | 54 | 9 | 16.7% | 394 | 45 | 11.4% |
| 91942 – La Mesa, Grossmont | 45 | 4 | 8.9% | 524 | 52 | 9.9% |
| 91945 – Lemon Grove | 18 | 5 | 27.8% | 253 | 31 | 12.3% |
| 91948 – Mount Laguna | 2 | 0 | 0.0% | 15 | 9 | 60.0% |
| 91950 – National City | 25 | 6 | 24.0% | 231 | 42 | 18.2% |
| 91962 – Pine Valley | 7 | 1 | 14.3% | 38 | 7 | 18.4% |
| 91963 – Potrero | 3 | 0 | 0.0% | 8 | 0 | 0.0% |
| 91977 – Spring Valley | 57 | 11 | 19.3% | 635 | 72 | 11.3% |
| 91978 – Rancho San Diego | 10 | 2 | 20.0% | 111 | 12 | 10.8% |
| 92003 – Bonsall | 25 | 2 | 8.0% | 85 | 9 | 10.6% |
| 92004 – Borrego Springs | 105 | 2 | 1.9% | 127 | 8 | 6.3% |
| 92007 – Cardiff | 14 | 1 | 7.1% | 124 | 8 | 6.5% |
| 92008 – Carlsbad NW | 52 | 4 | 7.7% | 345 | 28 | 8.1% |
| 92009 – Carlsbad SE | 64 | 6 | 9.4% | 816 | 59 | 7.2% |
| 92010 – Carlsbad NE | 22 | 6 | 27.3% | 265 | 30 | 11.3% |
| 92011 – Carlsbad SW | 27 | 2 | 7.4% | 380 | 40 | 10.5% |
| 92014 – Del Mar | 73 | 5 | 6.8% | 235 | 18 | 7.7% |
| 92019 – El Cajon | 57 | 11 | 19.3% | 532 | 61 | 11.5% |

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Inventory and Closed Sales by Area

Total represents all traditional and lender-mediated activity. Share represents the market share of lender-mediated sales.

| | Inventory for January 2018 | | | Closed Sales for February 2017 through January 2018 | | |
|-----------------------------|----------------------------|-----------------|-------|--|-----------------|--------|
| | Total Market | Lender-Mediated | Share | Total Market | Lender-Mediated | Share |
| 92020 – El Cajon | 58 | 8 | 13.8% | 500 | 55 | 11.0% |
| 92021 – El Cajon | 54 | 1 | 1.9% | 574 | 48 | 8.4% |
| 92024 – Encinitas | 58 | 4 | 6.9% | 614 | 46 | 7.5% |
| 92025 – Escondido South | 52 | 5 | 9.6% | 414 | 29 | 7.0% |
| 92026 – Escondido North | 85 | 13 | 15.3% | 719 | 67 | 9.3% |
| 92027 – Escondido East | 50 | 11 | 22.0% | 585 | 38 | 6.5% |
| 92028 – Fallbrook | 131 | 10 | 7.6% | 729 | 58 | 8.0% |
| 92029 – Escondido West | 43 | 3 | 7.0% | 260 | 20 | 7.7% |
| 92036 – Julian | 28 | 2 | 7.1% | 107 | 9 | 8.4% |
| 92037 – La Jolla | 217 | 11 | 5.1% | 705 | 61 | 8.7% |
| 92040 – Lakeside | 42 | 4 | 9.5% | 443 | 50 | 11.3% |
| 92054 – Oceanside South | 68 | 6 | 8.8% | 461 | 44 | 9.5% |
| 92056 – Oceanside East | 78 | 19 | 24.4% | 853 | 95 | 11.1% |
| 92057 – Oceanside North | 93 | 9 | 9.7% | 952 | 99 | 10.4% |
| 92058 – Oceanside (Central) | 17 | 3 | 17.6% | 258 | 28 | 10.9% |
| 92059 – Pala | 1 | 0 | 0.0% | 2 | 2 | 100.0% |
| 92060 – Palomar Mountain | 6 | 1 | 16.7% | 14 | 3 | 21.4% |
| 92061 – Pauma Valley | 19 | 4 | 21.1% | 38 | 3 | 7.9% |
| 92064 – Poway | 55 | 2 | 3.6% | 607 | 36 | 5.9% |
| 92065 – Ramona | 97 | 12 | 12.4% | 572 | 39 | 6.8% |
| 92066 – Ranchita | 3 | 0 | 0.0% | 6 | 1 | 16.7% |
| 92067 – Rancho Santa Fe | 156 | 10 | 6.4% | 241 | 15 | 6.2% |
| 92069 – San Marcos South | 25 | 3 | 12.0% | 423 | 44 | 10.4% |
| 92070 – Santa Ysabel | 6 | 0 | 0.0% | 10 | 6 | 60.0% |
| 92071 – Santee | 57 | 3 | 5.3% | 775 | 68 | 8.8% |
| 92075 – Solana Beach | 35 | 1 | 2.9% | 218 | 14 | 6.4% |
| 92078 – San Marcos South | 49 | 4 | 8.2% | 804 | 64 | 8.0% |
| 92081 – Vista South | 13 | 2 | 15.4% | 337 | 32 | 9.5% |
| 92082 – Valley Center | 52 | 5 | 9.6% | 207 | 23 | 11.1% |
| 92083 – Vista West | 22 | 3 | 13.6% | 278 | 17 | 6.1% |
| 92084 – Vista East | 73 | 7 | 9.6% | 460 | 58 | 12.6% |
| 92086 – Warner Springs | 3 | 1 | 33.3% | 15 | 2 | 13.3% |
| 92091 – Rancho Santa Fe | 26 | 3 | 11.5% | 62 | 10 | 16.1% |

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Inventory and Closed Sales by Area

Total represents all traditional and lender-mediated activity. Share represents the market share of lender-mediated sales.

| | Inventory for January 2018 | | | Closed Sales for February 2017 through January 2018 | | |
|--------------------------------------|----------------------------|-----------------|-------|--|-----------------|-------|
| | Total Market | Lender-Mediated | Share | Total Market | Lender-Mediated | Share |
| 92101 – Downtown | 231 | 38 | 16.5% | 898 | 93 | 10.4% |
| 92102 – Golden Hills | 28 | 7 | 25.0% | 236 | 18 | 7.6% |
| 92103 – Hillcrest, Mission Hills | 78 | 7 | 9.0% | 498 | 40 | 8.0% |
| 92104 – North Park | 38 | 8 | 21.1% | 484 | 39 | 8.1% |
| 92105 – City Heights | 27 | 7 | 25.9% | 351 | 55 | 15.7% |
| 92106 – Point Loma | 46 | 1 | 2.2% | 268 | 26 | 9.7% |
| 92107 – Ocean Beach | 35 | 4 | 11.4% | 245 | 23 | 9.4% |
| 92108 – Mission Valley | 19 | 1 | 5.3% | 436 | 34 | 7.8% |
| 92109 – Pacific Beach, Mission Beach | 80 | 8 | 10.0% | 559 | 35 | 6.3% |
| 92110 – Morena | 31 | 4 | 12.9% | 316 | 25 | 7.9% |
| 92111 – Linda Vista | 30 | 3 | 10.0% | 445 | 51 | 11.5% |
| 92113 – Logan Heights | 20 | 5 | 25.0% | 171 | 26 | 15.2% |
| 92114 – Encanto | 43 | 12 | 27.9% | 494 | 75 | 15.2% |
| 92115 – College | 50 | 12 | 24.0% | 601 | 53 | 8.8% |
| 92116 – Kensington, Normal Heights | 29 | 2 | 6.9% | 373 | 25 | 6.7% |
| 92117 – Clairemont | 29 | 4 | 13.8% | 569 | 46 | 8.1% |
| 92118 – Coronado | 107 | 11 | 10.3% | 301 | 24 | 8.0% |
| 92119 – San Carlos | 23 | 3 | 13.0% | 419 | 33 | 7.9% |
| 92120 – Allied Gardens, Del Cerro | 21 | 2 | 9.5% | 459 | 31 | 6.8% |
| 92121 – Sorrento Valley | 3 | 0 | 0.0% | 48 | 3 | 6.3% |
| 92122 – University City | 27 | 1 | 3.7% | 430 | 24 | 5.6% |
| 92123 – Serra Mesa | 19 | 3 | 15.8% | 301 | 21 | 7.0% |
| 92124 – Tierrasanta | 10 | 1 | 10.0% | 213 | 11 | 5.2% |
| 92126 – Mira Mesa | 15 | 2 | 13.3% | 689 | 62 | 9.0% |
| 92127 – Rancho Bernardo West | 92 | 8 | 8.7% | 863 | 69 | 8.0% |
| 92128 – Rancho Bernardo East | 48 | 3 | 6.3% | 967 | 81 | 8.4% |
| 92129 – Penasquitos | 18 | 3 | 16.7% | 509 | 40 | 7.9% |
| 92130 – Carmel Valley | 73 | 5 | 6.8% | 738 | 75 | 10.2% |
| 92131 – Scripps Ranch | 23 | 2 | 8.7% | 486 | 30 | 6.2% |
| 92139 – Paradise Hills | 20 | 8 | 40.0% | 297 | 45 | 15.2% |
| 92154 – Nestor | 44 | 7 | 15.9% | 508 | 85 | 16.7% |
| 92173 – San Ysidro | 17 | 6 | 35.3% | 98 | 14 | 14.3% |

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Median Sales Price by Area

| | Lender-Mediated | | | Traditional | | |
|--------------------------------|----------------------------|----------------------------|----------|----------------------------|----------------------------|---------|
| | 02-2016 through 01-2017 | 02-2017 through 01-2018 | + / - | 02-2016 through 01-2017 | 02-2017 through 01-2018 | + / - |
| 91901 – Alpine | \$502,500 | \$537,500 | + 7.0% | \$545,000 | \$594,000 | + 9.0% |
| 91902 – Bonita | \$530,000 | \$560,000 | + 5.7% | \$635,000 | \$650,000 | + 2.4% |
| 91905 – Boulevard | \$90,825 | \$199,000 | + 119.1% | \$269,500 | \$277,500 | + 3.0% |
| 91906 – Campo | \$253,000 | \$279,327 | + 10.4% | \$267,750 | \$299,900 | + 12.0% |
| 91910 – Chula Vista North | \$395,000 | \$425,000 | + 7.6% | \$444,200 | \$490,000 | + 10.3% |
| 91911 – Chula Vista South | \$370,000 | \$417,500 | + 12.8% | \$420,000 | \$450,000 | + 7.1% |
| 91913 – Chula Vista – Eastlake | \$444,579 | \$485,000 | + 9.1% | \$473,500 | \$505,000 | + 6.7% |
| 91914 – Chula Vista NE | \$571,600 | \$615,000 | + 7.6% | \$625,000 | \$660,000 | + 5.6% |
| 91915 – Chula Vista SE | \$455,000 | \$478,250 | + 5.1% | \$459,450 | \$485,000 | + 5.6% |
| 91916 – Descanso | \$472,500 | \$506,000 | + 7.1% | \$440,000 | \$404,950 | - 8.0% |
| 91917 – Dulzura | \$417,000 | \$0 | - 100.0% | \$405,000 | \$465,000 | + 14.8% |
| 91931 – Guatay | \$75,000 | \$0 | - 100.0% | \$0 | \$0 | -- |
| 91932 – Imperial Beach | \$457,500 | \$500,000 | + 9.3% | \$477,500 | \$547,000 | + 14.6% |
| 91934 – Jacumba | \$60,000 | \$0 | - 100.0% | \$191,000 | \$137,500 | - 28.0% |
| 91935 – Jamul | \$510,500 | \$531,500 | + 4.1% | \$600,000 | \$680,000 | + 13.3% |
| 91941 – La Mesa, Mount Helix | \$450,000 | \$565,000 | + 25.6% | \$556,000 | \$631,000 | + 13.5% |
| 91942 – La Mesa, Grossmont | \$399,000 | \$417,000 | + 4.5% | \$430,000 | \$472,500 | + 9.9% |
| 91945 – Lemon Grove | \$365,000 | \$345,000 | - 5.5% | \$410,000 | \$440,000 | + 7.3% |
| 91948 – Mount Laguna | \$255,000 | \$103,000 | - 59.6% | \$295,000 | \$117,500 | - 60.2% |
| 91950 – National City | \$323,950 | \$365,250 | + 12.7% | \$369,500 | \$410,000 | + 11.0% |
| 91962 – Pine Valley | \$286,650 | \$348,000 | + 21.4% | \$430,000 | \$441,000 | + 2.6% |
| 91963 – Potrero | \$292,450 | \$0 | - 100.0% | \$296,500 | \$407,500 | + 37.4% |
| 91977 – Spring Valley | \$321,750 | \$410,000 | + 27.4% | \$415,000 | \$435,000 | + 4.8% |
| 91978 – Rancho San Diego | \$405,000 | \$462,000 | + 14.1% | \$430,000 | \$470,000 | + 9.3% |
| 92003 – Bonsall | \$385,000 | \$581,500 | + 51.0% | \$550,000 | \$595,000 | + 8.2% |
| 92004 – Borrego Springs | \$180,000 | \$183,000 | + 1.7% | \$185,000 | \$200,750 | + 8.5% |
| 92007 – Cardiff | \$1,225,000 | \$1,102,500 | - 10.0% | \$1,250,000 | \$1,163,625 | - 6.9% |
| 92008 – Carlsbad NW | \$750,000 | \$728,750 | - 2.8% | \$795,000 | \$840,000 | + 5.7% |
| 92009 – Carlsbad SE | \$690,000 | \$815,000 | + 18.1% | \$750,000 | \$825,000 | + 10.0% |
| 92010 – Carlsbad NE | \$727,500 | \$899,092 | + 23.6% | \$670,000 | \$693,000 | + 3.4% |
| 92011 – Carlsbad SW | \$728,000 | \$811,675 | + 11.5% | \$773,500 | \$861,300 | + 11.4% |
| 92014 – Del Mar | \$1,229,000 | \$1,470,000 | + 19.6% | \$1,507,000 | \$1,580,000 | + 4.8% |
| 92019 – El Cajon | \$441,000 | \$450,000 | + 2.0% | \$465,000 | \$485,000 | + 4.3% |

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Median Sales Price by Area

| | Lender-Mediated | | | Traditional | | |
|-----------------------------|----------------------------|----------------------------|---------|----------------------------|----------------------------|----------|
| | 02-2016 through 01-2017 | 02-2017 through 01-2018 | + / - | 02-2016 through 01-2017 | 02-2017 through 01-2018 | + / - |
| 92020 – El Cajon | \$350,000 | \$409,000 | + 16.9% | \$450,000 | \$475,000 | + 5.6% |
| 92021 – El Cajon | \$378,000 | \$425,500 | + 12.6% | \$420,000 | \$450,000 | + 7.1% |
| 92024 – Encinitas | \$760,000 | \$927,500 | + 22.0% | \$940,000 | \$991,500 | + 5.5% |
| 92025 – Escondido South | \$449,000 | \$450,000 | + 0.2% | \$483,500 | \$481,000 | - 0.5% |
| 92026 – Escondido North | \$440,746 | \$457,990 | + 3.9% | \$454,260 | \$495,000 | + 9.0% |
| 92027 – Escondido East | \$363,000 | \$400,450 | + 10.3% | \$430,000 | \$450,000 | + 4.7% |
| 92028 – Fallbrook | \$457,500 | \$497,000 | + 8.6% | \$521,000 | \$555,000 | + 6.5% |
| 92029 – Escondido West | \$635,000 | \$735,000 | + 15.7% | \$640,275 | \$708,561 | + 10.7% |
| 92036 – Julian | \$249,950 | \$312,000 | + 24.8% | \$340,000 | \$358,500 | + 5.4% |
| 92037 – La Jolla | \$965,495 | \$1,025,000 | + 6.2% | \$1,075,000 | \$1,310,000 | + 21.9% |
| 92040 – Lakeside | \$396,250 | \$462,500 | + 16.7% | \$442,000 | \$485,000 | + 9.7% |
| 92054 – Oceanside South | \$500,000 | \$562,500 | + 12.5% | \$550,000 | \$599,000 | + 8.9% |
| 92056 – Oceanside East | \$431,000 | \$420,000 | - 2.6% | \$475,000 | \$520,000 | + 9.5% |
| 92057 – Oceanside North | \$340,000 | \$420,000 | + 23.5% | \$425,000 | \$459,500 | + 8.1% |
| 92058 – Oceanside (Central) | \$366,000 | \$331,000 | - 9.6% | \$396,500 | \$371,000 | - 6.4% |
| 92059 – Pala | \$0 | \$711,687 | -- | \$725,000 | \$0 | - 100.0% |
| 92060 – Palomar Mountain | \$195,000 | \$196,000 | + 0.5% | \$245,000 | \$235,000 | - 4.1% |
| 92061 – Pauma Valley | \$297,450 | \$475,000 | + 59.7% | \$410,000 | \$515,000 | + 25.6% |
| 92064 – Poway | \$550,000 | \$735,000 | + 33.6% | \$637,000 | \$710,000 | + 11.5% |
| 92065 – Ramona | \$407,000 | \$449,000 | + 10.3% | \$475,000 | \$515,000 | + 8.4% |
| 92066 – Ranchita | \$289,500 | \$127,500 | - 56.0% | \$415,000 | \$375,000 | - 9.6% |
| 92067 – Rancho Santa Fe | \$1,795,000 | \$1,670,000 | - 7.0% | \$2,384,500 | \$2,399,500 | + 0.6% |
| 92069 – San Marcos South | \$465,000 | \$510,995 | + 9.9% | \$495,000 | \$540,000 | + 9.1% |
| 92070 – Santa Ysabel | \$440,000 | \$750,000 | + 70.5% | \$430,000 | \$969,500 | + 125.5% |
| 92071 – Santee | \$405,000 | \$446,500 | + 10.2% | \$431,500 | \$460,000 | + 6.6% |
| 92075 – Solana Beach | \$1,094,250 | \$886,444 | - 19.0% | \$935,000 | \$1,182,500 | + 26.5% |
| 92078 – San Marcos South | \$497,200 | \$565,000 | + 13.6% | \$560,000 | \$588,500 | + 5.1% |
| 92081 – Vista South | \$452,000 | \$555,000 | + 22.8% | \$495,000 | \$541,000 | + 9.3% |
| 92082 – Valley Center | \$470,000 | \$585,000 | + 24.5% | \$565,000 | \$627,500 | + 11.1% |
| 92083 – Vista West | \$337,000 | \$381,500 | + 13.2% | \$415,000 | \$435,000 | + 4.8% |
| 92084 – Vista East | \$442,000 | \$525,250 | + 18.8% | \$490,000 | \$536,000 | + 9.4% |
| 92086 – Warner Springs | \$332,500 | \$502,500 | + 51.1% | \$342,500 | \$339,000 | - 1.0% |
| 92091 – Rancho Santa Fe | \$859,500 | \$1,468,000 | + 70.8% | \$1,250,000 | \$1,332,900 | + 6.6% |

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Median Sales Price by Area

| | Lender-Mediated | | | Traditional | | |
|--------------------------------------|----------------------------|----------------------------|---------|----------------------------|----------------------------|---------|
| | 02-2016 through 01-2017 | 02-2017 through 01-2018 | + / - | 02-2016 through 01-2017 | 02-2017 through 01-2018 | + / - |
| 92101 – Downtown | \$496,750 | \$525,000 | + 5.7% | \$510,000 | \$539,900 | + 5.9% |
| 92102 – Golden Hills | \$339,000 | \$395,000 | + 16.5% | \$385,000 | \$406,250 | + 5.5% |
| 92103 – Hillcrest, Mission Hills | \$485,000 | \$910,000 | + 87.6% | \$595,000 | \$628,938 | + 5.7% |
| 92104 – North Park | \$399,000 | \$389,000 | - 2.5% | \$455,000 | \$550,000 | + 20.9% |
| 92105 – City Heights | \$325,000 | \$375,000 | + 15.4% | \$360,000 | \$400,000 | + 11.1% |
| 92106 – Point Loma | \$1,032,500 | \$945,000 | - 8.5% | \$910,000 | \$1,000,000 | + 9.9% |
| 92107 – Ocean Beach | \$637,000 | \$980,000 | + 53.8% | \$745,000 | \$760,000 | + 2.0% |
| 92108 – Mission Valley | \$331,000 | \$349,000 | + 5.4% | \$355,500 | \$375,050 | + 5.5% |
| 92109 – Pacific Beach, Mission Beach | \$760,000 | \$803,000 | + 5.7% | \$712,250 | \$787,000 | + 10.5% |
| 92110 – Morena | \$377,500 | \$419,900 | + 11.2% | \$431,000 | \$485,000 | + 12.5% |
| 92111 – Linda Vista | \$426,400 | \$485,000 | + 13.7% | \$499,000 | \$522,500 | + 4.7% |
| 92113 – Logan Heights | \$290,000 | \$341,500 | + 17.8% | \$336,250 | \$375,000 | + 11.5% |
| 92114 – Encanto | \$335,000 | \$380,000 | + 13.4% | \$400,000 | \$429,000 | + 7.3% |
| 92115 – College | \$340,000 | \$410,000 | + 20.6% | \$450,000 | \$475,000 | + 5.6% |
| 92116 – Kensington, Normal Heights | \$585,000 | \$465,000 | - 20.5% | \$488,750 | \$567,000 | + 16.0% |
| 92117 – Clairemont | \$535,000 | \$572,500 | + 7.0% | \$549,000 | \$616,000 | + 12.2% |
| 92118 – Coronado | \$1,300,000 | \$1,745,000 | + 34.2% | \$1,466,119 | \$1,615,000 | + 10.2% |
| 92119 – San Carlos | \$460,000 | \$535,500 | + 16.4% | \$525,250 | \$560,000 | + 6.6% |
| 92120 – Allied Gardens, Del Cerro | \$505,000 | \$575,000 | + 13.9% | \$549,000 | \$576,250 | + 5.0% |
| 92121 – Sorrento Valley | \$566,000 | \$632,000 | + 11.7% | \$560,000 | \$630,000 | + 12.5% |
| 92122 – University City | \$500,000 | \$511,500 | + 2.3% | \$489,250 | \$536,500 | + 9.7% |
| 92123 – Serra Mesa | \$470,000 | \$487,500 | + 3.7% | \$513,000 | \$565,000 | + 10.1% |
| 92124 – Tierrasanta | \$524,758 | \$535,000 | + 2.0% | \$520,000 | \$575,000 | + 10.6% |
| 92126 – Mira Mesa | \$470,000 | \$475,000 | + 1.1% | \$515,000 | \$531,000 | + 3.1% |
| 92127 – Rancho Bernardo West | \$639,000 | \$749,000 | + 17.2% | \$760,000 | \$870,000 | + 14.5% |
| 92128 – Rancho Bernardo East | \$468,000 | \$495,000 | + 5.8% | \$500,000 | \$551,500 | + 10.3% |
| 92129 – Penasquitos | \$598,727 | \$685,000 | + 14.4% | \$675,000 | \$713,500 | + 5.7% |
| 92130 – Carmel Valley | \$906,500 | \$1,115,000 | + 23.0% | \$920,000 | \$975,294 | + 6.0% |
| 92131 – Scripps Ranch | \$652,500 | \$722,500 | + 10.7% | \$689,000 | \$772,500 | + 12.1% |
| 92139 – Paradise Hills | \$345,795 | \$375,000 | + 8.4% | \$383,000 | \$410,000 | + 7.0% |
| 92154 – Nestor | \$360,000 | \$392,000 | + 8.9% | \$415,000 | \$442,990 | + 6.7% |
| 92173 – San Ysidro | \$346,000 | \$332,750 | - 3.8% | \$360,000 | \$410,000 | + 13.9% |