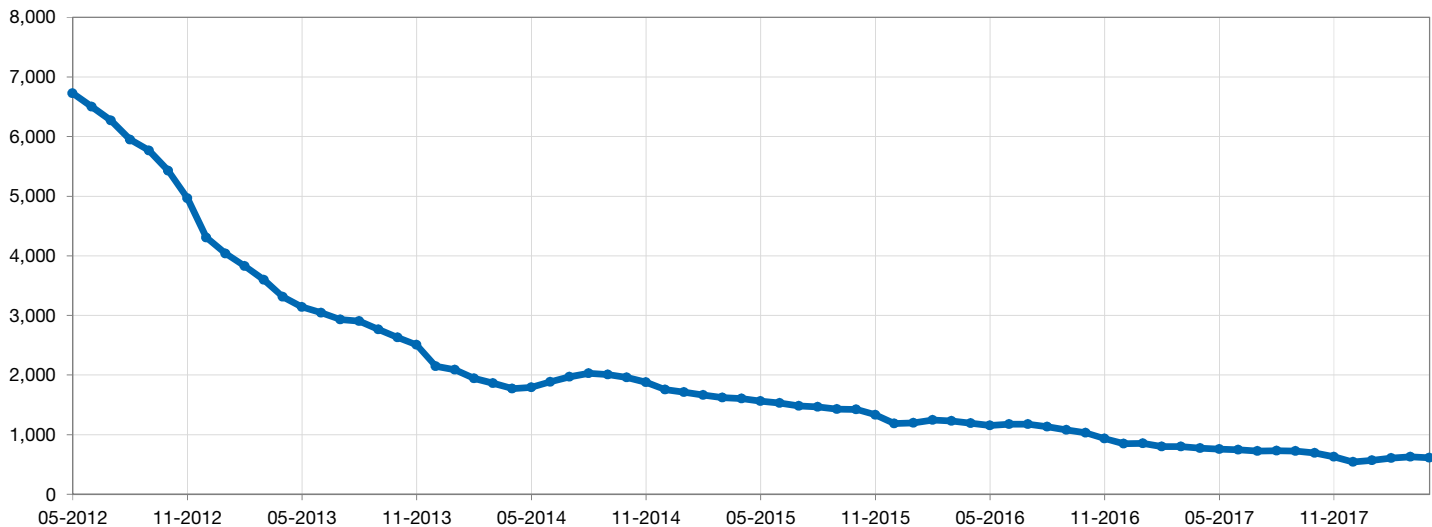


# Lender-Mediated Properties Report

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

## Inventory of Lender-Mediated Properties in San Diego County



## April 2018

New Listings in San Diego County increased 4.2 percent to 4,564

- Traditional New Listings increased 6.2 percent to 4,216
- Lender-mediated New Listings decreased 14.9 percent to 348
- Share of New Listings that were lender-mediated fell to 7.6 percent

Closed Sales were down 7.5 percent to 2,906

- Traditional Closed Sales were down 4.2 percent to 2,682
- Lender-mediated Closed Sales were down 34.7 percent to 224
- Share of Closed Sales that were lender-mediated fell to 7.7 percent

The overall Median Sales Price rose 8.7 percent to \$575,000

- The traditional Median Sales Price rose 8.9 percent to \$580,000
- The lender-mediated Median Sales Price rose 9.3 percent to \$530,000

|                                     |   |
|-------------------------------------|---|
| 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.

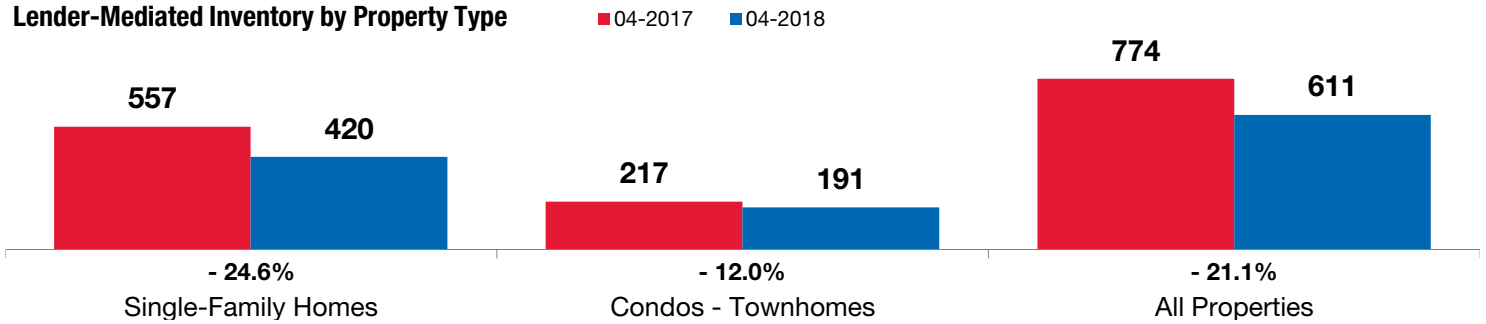
# Lender-Mediated Properties Report

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 |              |
|-----------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|-----------------------------------|--------------|
|                       | 04-2017         | 04-2018    | + / -          | 04-2017      | 04-2018      | + / -         | 04-2017      | 04-2018      | + / -         | 04-2017                           | 04-2018      |
| Single-Family Homes   | 557             | 420        | - 24.6%        | 3,744        | 3,650        | - 2.5%        | 4,301        | 4,070        | - 5.4%        | 13.0%                             | 10.3%        |
| Condos - Townhomes    | 217             | 191        | - 12.0%        | 1,274        | 1,419        | + 11.4%       | 1,491        | 1,610        | + 8.0%        | 14.6%                             | 11.9%        |
| <b>All Properties</b> | <b>774</b>      | <b>611</b> | <b>- 21.1%</b> | <b>5,018</b> | <b>5,069</b> | <b>+ 1.0%</b> | <b>5,792</b> | <b>5,680</b> | <b>- 1.9%</b> | <b>13.4%</b>                      | <b>10.8%</b> |

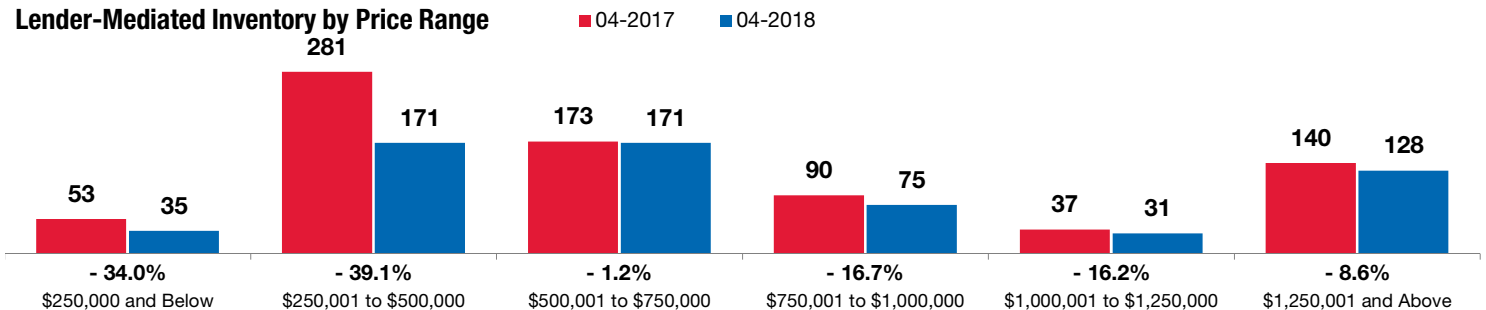
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

|                            | Lender-Mediated |            |                | Traditional  |              |               | Total Market |              |               | Share of Lender-Mediated Activity |              |
|----------------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|-----------------------------------|--------------|
|                            | 04-2017         | 04-2018    | + / -          | 04-2017      | 04-2018      | + / -         | 04-2017      | 04-2018      | + / -         | 04-2017                           | 04-2018      |
| \$250,000 and Below        | 53              | 35         | - 34.0%        | 148          | 107          | - 27.7%       | 201          | 142          | - 29.4%       | 26.4%                             | 24.6%        |
| \$250,001 to \$500,000     | 281             | 171        | - 39.1%        | 1,157        | 1,020        | - 11.8%       | 1,438        | 1,191        | - 17.2%       | 19.5%                             | 14.4%        |
| \$500,001 to \$750,000     | 173             | 171        | - 1.2%         | 1,254        | 1,431        | + 14.1%       | 1,427        | 1,602        | + 12.3%       | 12.1%                             | 10.7%        |
| \$750,001 to \$1,000,000   | 90              | 75         | - 16.7%        | 683          | 795          | + 16.4%       | 773          | 870          | + 12.5%       | 11.6%                             | 8.6%         |
| \$1,000,001 to \$1,250,000 | 37              | 31         | - 16.2%        | 333          | 336          | + 0.9%        | 370          | 367          | - 0.8%        | 10.0%                             | 8.4%         |
| \$1,250,001 and Above      | 140             | 128        | - 8.6%         | 1,443        | 1,380        | - 4.4%        | 1,583        | 1,508        | - 4.7%        | 8.8%                              | 8.5%         |
| <b>All Prices</b>          | <b>774</b>      | <b>611</b> | <b>- 21.1%</b> | <b>5,018</b> | <b>5,069</b> | <b>+ 1.0%</b> | <b>5,792</b> | <b>5,680</b> | <b>- 1.9%</b> | <b>13.4%</b>                      | <b>10.8%</b> |

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Properties Report

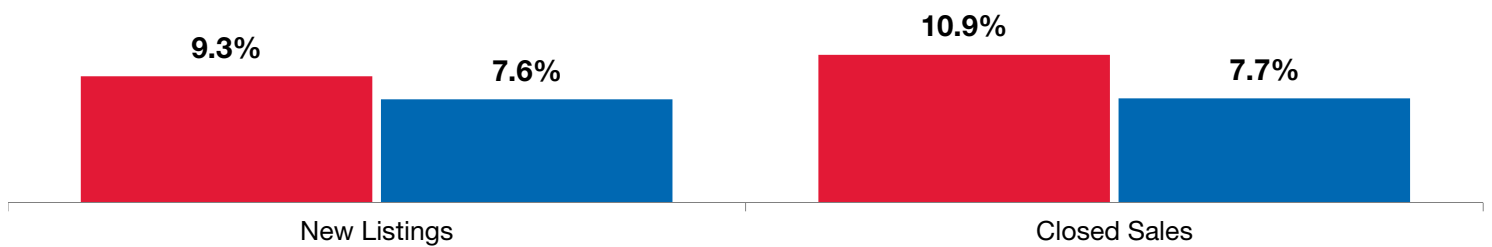
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## New Listings and Closed Sales

|              | Lender-Mediated |         |         | Traditional |         |        | Total Market |         |        | Share of Lender-Mediated Activity |         |
|--------------|-----------------|---------|---------|-------------|---------|--------|--------------|---------|--------|-----------------------------------|---------|
|              | 04-2017         | 04-2018 | + / -   | 04-2017     | 04-2018 | + / -  | 04-2017      | 04-2018 | + / -  | 04-2017                           | 04-2018 |
| New Listings | 409             | 348     | - 14.9% | 3,971       | 4,216   | + 6.2% | 4,380        | 4,564   | + 4.2% | 9.3%                              | 7.6%    |
| Closed Sales | 343             | 224     | - 34.7% | 2,800       | 2,682   | - 4.2% | 3,143        | 2,906   | - 7.5% | 10.9%                             | 7.7%    |

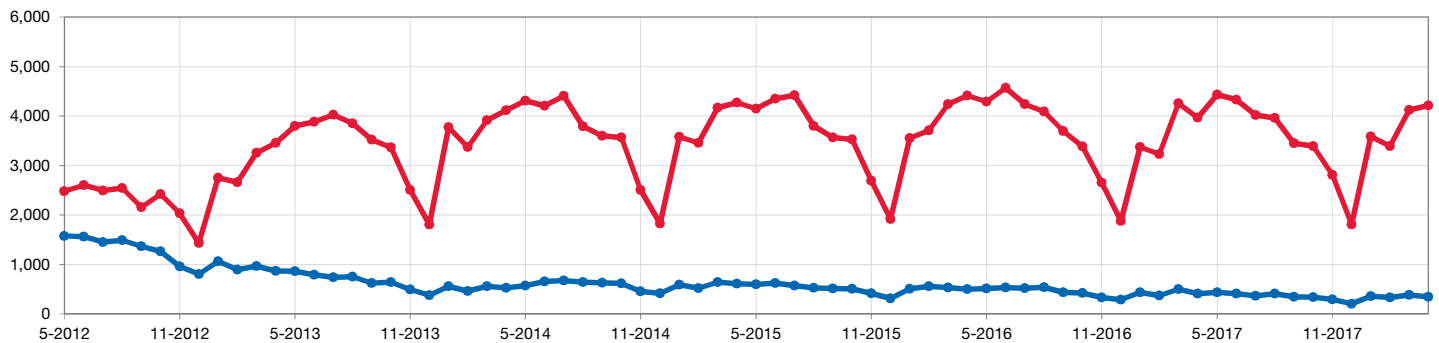
### Share of Activity that was Lender-Mediated

■ 04-2017 ■ 04-2018



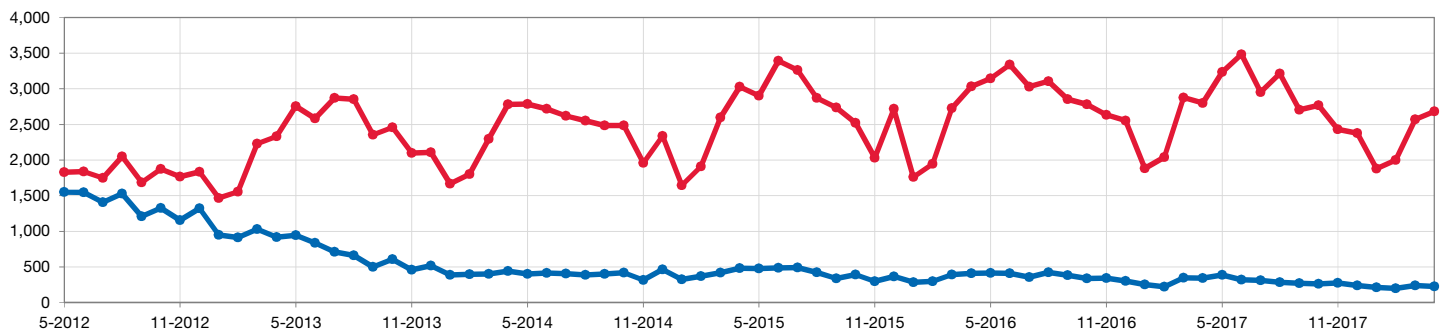
### Historical New Listing Activity

— Traditional — Lender-Mediated



### Historical Closed Sales Activity

— Traditional — Lender-Mediated



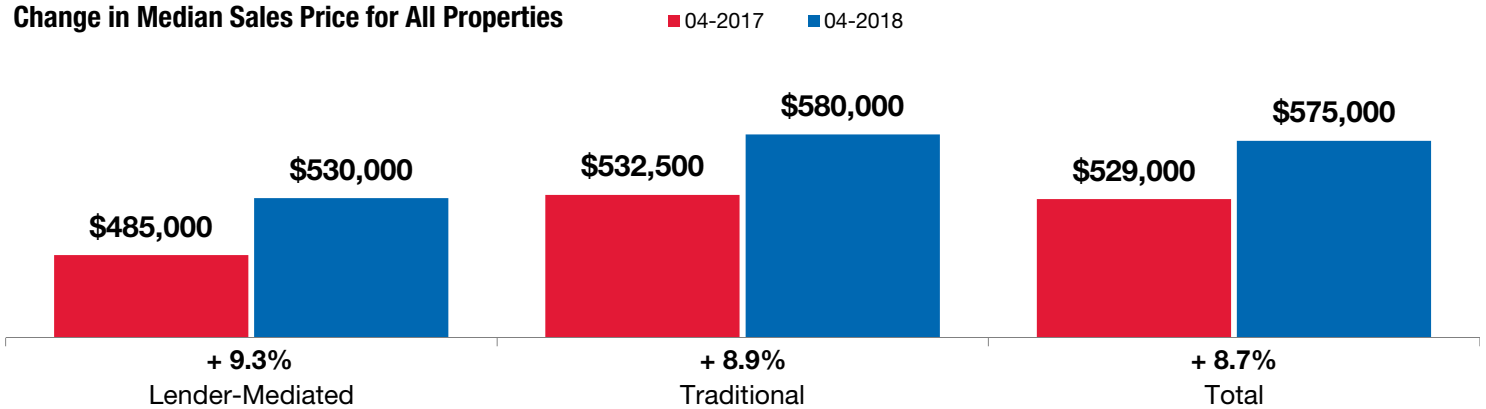
# Lender-Mediated Properties Report

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

## Median Sales Price

|                       | Lender-Mediated  |                  |               | Traditional      |                  |               | Total Market     |                  |               |
|-----------------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|
|                       | 04-2017          | 04-2018          | + / -         | 04-2017          | 04-2018          | + / -         | 04-2017          | 04-2018          | + / -         |
| Single-Family Homes   | \$531,500        | \$564,000        | + 6.1%        | \$605,000        | \$649,900        | + 7.4%        | \$591,000        | \$640,000        | + 8.3%        |
| Condos - Townhomes    | \$367,500        | \$430,000        | + 17.0%       | \$386,750        | \$425,000        | + 9.9%        | \$385,000        | \$425,000        | + 10.4%       |
| <b>All Properties</b> | <b>\$485,000</b> | <b>\$530,000</b> | <b>+ 9.3%</b> | <b>\$532,500</b> | <b>\$580,000</b> | <b>+ 8.9%</b> | <b>\$529,000</b> | <b>\$575,000</b> | <b>+ 8.7%</b> |

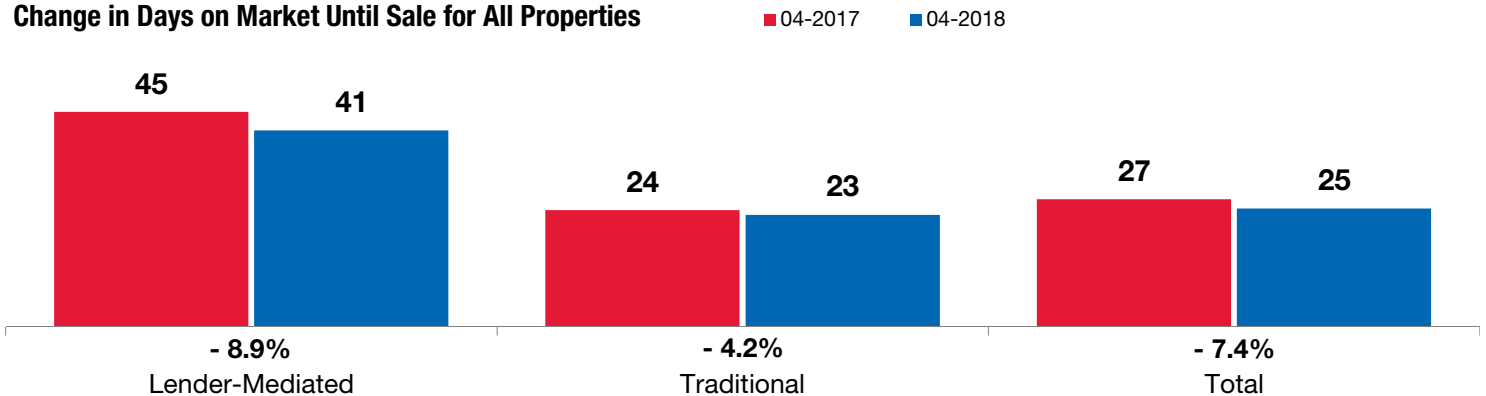
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

|                       | Lender-Mediated |           |               | Traditional |           |               | Total Market |           |               |
|-----------------------|-----------------|-----------|---------------|-------------|-----------|---------------|--------------|-----------|---------------|
|                       | 04-2017         | 04-2018   | + / -         | 04-2017     | 04-2018   | + / -         | 04-2017      | 04-2018   | + / -         |
| Single-Family Homes   | 46              | 39        | - 15.2%       | 27          | 25        | - 7.4%        | 29           | 26        | - 10.3%       |
| Condos - Townhomes    | 43              | 46        | + 7.0%        | 20          | 21        | + 5.0%        | 23           | 22        | - 4.3%        |
| <b>All Properties</b> | <b>45</b>       | <b>41</b> | <b>- 8.9%</b> | <b>24</b>   | <b>23</b> | <b>- 4.2%</b> | <b>27</b>    | <b>25</b> | <b>- 7.4%</b> |

### 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 April 2018 |                 |       | Closed Sales for May 2017<br>through April 2018 |                 |       |
|--------------------------------|--------------------------|-----------------|-------|---|-----------------|-------|
|                                | Total Market             | Lender-Mediated | Share | Total Market                                    | Lender-Mediated | Share |
| 91901 – Alpine                 | 0                        | 0               | --    | 0   | 0               | --    |
| 91902 – Bonita                 | 45                       | 3               | 6.7%  | 236   | 23              | 9.7%  |
| 91905 – Boulevard              | 39                       | 2               | 5.1%  | 210   | 22              | 10.5% |
| 91906 – Campo                  | 6                        | 1               | 16.7% | 21  | 2               | 9.5%  |
| 91910 – Chula Vista North      | 14                       | 4               | 28.6% | 50  | 4               | 8.0%  |
| 91911 – Chula Vista South      | 64                       | 9               | 14.1% | 541   | 71              | 13.1% |
| 91913 – Chula Vista – Eastlake | 60                       | 8               | 13.3% | 490   | 62              | 12.7% |
| 91914 – Chula Vista NE         | 101                      | 17              | 16.8% | 683   | 75              | 11.0% |
| 91915 – Chula Vista SE         | 49                       | 6               | 12.2% | 239   | 24              | 10.0% |
| 91916 – Descanso               | 55                       | 19              | 34.5% | 511   | 61              | 11.9% |
| 91917 – Dulzura                | 11                       | 1               | 9.1%  | 34  | 3               | 8.8%  |
| 91931 – Guatay                 | 0                        | 0               | --    | 0   | 0               | --    |
| 91932 – Imperial Beach         | 1                        | 0               | 0.0%  | 0   | 0               | --    |
| 91934 – Jacumba                | 62                       | 5               | 8.1%  | 243   | 24              | 9.9%  |
| 91935 – Jamul                  | 4                        | 0               | 0.0%  | 9   | 0               | 0.0%  |
| 91941 – La Mesa, Mount Helix   | 37                       | 4               | 10.8% | 119   | 18              | 15.1% |
| 91942 – La Mesa, Grossmont     | 65                       | 10              | 15.4% | 414   | 44              | 10.6% |
| 91945 – Lemon Grove            | 55                       | 4               | 7.3%  | 514   | 58              | 11.3% |
| 91948 – Mount Laguna           | 28                       | 7               | 25.0% | 249   | 28              | 11.2% |
| 91950 – National City          | 2                        | 0               | 0.0%  | 11  | 6               | 54.5% |
| 91962 – Pine Valley            | 22                       | 3               | 13.6% | 229   | 36              | 15.7% |
| 91963 – Potrero                | 10                       | 1               | 10.0% | 37  | 5               | 13.5% |
| 91977 – Spring Valley          | 3                        | 0               | 0.0%  | 6   | 0               | 0.0%  |
| 91978 – Rancho San Diego       | 82                       | 11              | 13.4% | 622   | 68              | 10.9% |
| 92003 – Bonsall                | 0                        | 0               | --    | 0   | 0               | --    |
| 92004 – Borrego Springs        | 22                       | 2               | 9.1%  | 81  | 6               | 7.4%  |
| 92007 – Cardiff                | 90                       | 3               | 3.3%  | 120   | 5               | 4.2%  |
| 92008 – Carlsbad NW            | 23                       | 3               | 13.0% | 121   | 7               | 5.8%  |
| 92009 – Carlsbad SE            | 70                       | 2               | 2.9%  | 336   | 23              | 6.8%  |
| 92010 – Carlsbad NE            | 122                      | 12              | 9.8%  | 766   | 48              | 6.3%  |
| 92011 – Carlsbad SW            | 38                       | 11              | 28.9% | 287   | 29              | 10.1% |
| 92014 – Del Mar                | 42                       | 3               | 7.1%  | 345   | 36              | 10.4% |
| 92019 – El Cajon               | 86                       | 6               | 7.0%  | 249   | 17              | 6.8%  |

# 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 April 2018 |                 |       | Closed Sales for May 2017<br>through April 2018 |                 |       |
|-----------------------------|--------------------------|-----------------|-------|---|-----------------|-------|
|                             | Total Market             | Lender-Mediated | Share | Total Market                                    | Lender-Mediated | Share |
| 92020 – El Cajon            | 94                       | 8               | 8.5%  | 535   | 57              | 10.7% |
| 92021 – El Cajon            | 72                       | 12              | 16.7% | 501   | 45              | 9.0%  |
| 92024 – Encinitas           | 74                       | 7               | 9.5%  | 564   | 47              | 8.3%  |
| 92025 – Escondido South     | 102                      | 9               | 8.8%  | 610   | 38              | 6.2%  |
| 92026 – Escondido North     | 63                       | 6               | 9.5%  | 396   | 30              | 7.6%  |
| 92027 – Escondido East      | 130                      | 14              | 10.8% | 674   | 48              | 7.1%  |
| 92028 – Fallbrook           | 73                       | 9               | 12.3% | 580   | 40              | 6.9%  |
| 92029 – Escondido West      | 174                      | 12              | 6.9%  | 699   | 57              | 8.2%  |
| 92036 – Julian              | 51                       | 3               | 5.9%  | 254   | 19              | 7.5%  |
| 92037 – La Jolla            | 35                       | 1               | 2.9%  | 100   | 7               | 7.0%  |
| 92040 – Lakeside            | 257                      | 16              | 6.2%  | 735   | 61              | 8.3%  |
| 92054 – Oceanside South     | 59                       | 7               | 11.9% | 469   | 47              | 10.0% |
| 92056 – Oceanside East      | 87                       | 5               | 5.7%  | 439   | 37              | 8.4%  |
| 92057 – Oceanside North     | 108                      | 20              | 18.5% | 856   | 93              | 10.9% |
| 92058 – Oceanside (Central) | 133                      | 16              | 12.0% | 941   | 91              | 9.7%  |
| 92059 – Pala                | 23                       | 3               | 13.0% | 260   | 27              | 10.4% |
| 92060 – Palomar Mountain    | 1                        | 0               | 0.0%  | 2   | 1               | 50.0% |
| 92061 – Pauma Valley        | 4                        | 0               | 0.0%  | 12  | 3               | 25.0% |
| 92064 – Poway               | 23                       | 3               | 13.0% | 32  | 3               | 9.4%  |
| 92065 – Ramona              | 91                       | 13              | 14.3% | 603   | 39              | 6.5%  |
| 92066 – Ranchita            | 103                      | 10              | 9.7%  | 553   | 38              | 6.9%  |
| 92067 – Rancho Santa Fe     | 2                        | 0               | 0.0%  | 4   | 1               | 25.0% |
| 92069 – San Marcos South    | 0                        | 0               | --    | 0   | 0               | --    |
| 92070 – Santa Ysabel        | 42                       | 2               | 4.8%  | 443   | 49              | 11.1% |
| 92071 – Santee              | 10                       | 5               | 50.0% | 10  | 5               | 50.0% |
| 92075 – Solana Beach        | 84                       | 14              | 16.7% | 774   | 57              | 7.4%  |
| 92078 – San Marcos South    | 42                       | 2               | 4.8%  | 221   | 15              | 6.8%  |
| 92081 – Vista South         | 114                      | 8               | 7.0%  | 781   | 62              | 7.9%  |
| 92082 – Valley Center       | 36                       | 1               | 2.8%  | 320   | 26              | 8.1%  |
| 92083 – Vista West          | 66                       | 4               | 6.1%  | 215   | 21              | 9.8%  |
| 92084 – Vista East          | 40                       | 2               | 5.0%  | 275   | 19              | 6.9%  |
| 92086 – Warner Springs      | 81                       | 8               | 9.9%  | 438   | 44              | 10.0% |
| 92091 – Rancho Santa Fe     | 9                        | 1               | 11.1% | 14  | 2               | 14.3% |

# 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 April 2018 |                 |       | Closed Sales for May 2017<br>through April 2018 |                 |       |
|--------------------------------------|--------------------------|-----------------|-------|---|-----------------|-------|
|                                      | Total Market             | Lender-Mediated | Share | Total Market                                    | Lender-Mediated | Share |
| 92101 – Downtown                     | 24                       | 3               | 12.5% | 61  | 11              | 18.0% |
| 92102 – Golden Hills                 | 300                      | 36              | 12.0% | 933   | 101             | 10.8% |
| 92103 – Hillcrest, Mission Hills     | 28                       | 2               | 7.1%  | 244   | 22              | 9.0%  |
| 92104 – North Park                   | 106                      | 13              | 12.3% | 473   | 36              | 7.6%  |
| 92105 – City Heights                 | 49                       | 7               | 14.3% | 457   | 31              | 6.8%  |
| 92106 – Point Loma                   | 31                       | 6               | 19.4% | 326   | 48              | 14.7% |
| 92107 – Ocean Beach                  | 70                       | 5               | 7.1%  | 255   | 26              | 10.2% |
| 92108 – Mission Valley               | 42                       | 3               | 7.1%  | 247   | 25              | 10.1% |
| 92109 – Pacific Beach, Mission Beach | 36                       | 3               | 8.3%  | 428   | 35              | 8.2%  |
| 92110 – Morena                       | 89                       | 7               | 7.9%  | 529   | 32              | 6.0%  |
| 92111 – Linda Vista                  | 21                       | 2               | 9.5%  | 345   | 24              | 7.0%  |
| 92113 – Logan Heights                | 38                       | 4               | 10.5% | 432   | 54              | 12.5% |
| 92114 – Encanto                      | 22                       | 4               | 18.2% | 161   | 26              | 16.1% |
| 92115 – College                      | 48                       | 12              | 25.0% | 489   | 87              | 17.8% |
| 92116 – Kensington, Normal Heights   | 70                       | 11              | 15.7% | 597   | 45              | 7.5%  |
| 92117 – Clairemont                   | 51                       | 6               | 11.8% | 370   | 23              | 6.2%  |
| 92118 – Coronado                     | 30                       | 2               | 6.7%  | 563   | 43              | 7.6%  |
| 92119 – San Carlos                   | 129                      | 14              | 10.9% | 294   | 26              | 8.8%  |
| 92120 – Allied Gardens, Del Cerro    | 29                       | 3               | 10.3% | 405   | 32              | 7.9%  |
| 92121 – Sorrento Valley              | 32                       | 2               | 6.3%  | 441   | 33              | 7.5%  |
| 92122 – University City              | 4                        | 1               | 25.0% | 52  | 2               | 3.8%  |
| 92123 – Serra Mesa                   | 29                       | 2               | 6.9%  | 419   | 22              | 5.3%  |
| 92124 – Tierrasanta                  | 19                       | 2               | 10.5% | 327   | 17              | 5.2%  |
| 92126 – Mira Mesa                    | 16                       | 1               | 6.3%  | 229   | 12              | 5.2%  |
| 92127 – Rancho Bernardo West         | 31                       | 5               | 16.1% | 653   | 51              | 7.8%  |
| 92128 – Rancho Bernardo East         | 141                      | 17              | 12.1% | 795   | 68              | 8.6%  |
| 92129 – Penasquitos                  | 96                       | 8               | 8.3%  | 925   | 66              | 7.1%  |
| 92130 – Carmel Valley                | 49                       | 4               | 8.2%  | 526   | 38              | 7.2%  |
| 92131 – Scripps Ranch                | 103                      | 7               | 6.8%  | 743   | 64              | 8.6%  |
| 92139 – Paradise Hills               | 55                       | 2               | 3.6%  | 486   | 26              | 5.3%  |
| 92154 – Nestor                       | 27                       | 7               | 25.9% | 276   | 39              | 14.1% |
| 92173 – San Ysidro                   | 0                        | 0               | --    | 0   | 0               | --    |

# Lender-Mediated Properties Report

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

## Median Sales Price by Area

|                                | Lender-Mediated            |                            |          | Traditional                |                            |         |
|--------------------------------|----------------------------|----------------------------|----------|----------------------------|----------------------------|---------|
|                                | 05-2016<br>through 04-2017 | 05-2017<br>through 04-2018 | + / -    | 05-2016<br>through 04-2017 | 05-2017<br>through 04-2018 | + / -   |
| 91901 – Alpine                 | \$0                        | \$0                        | --       | \$0                        | \$0                        | --      |
| 91902 – Bonita                 | \$510,000                  | \$542,000                  | + 6.3%   | \$550,000                  | \$620,500                  | + 12.8% |
| 91905 – Boulevard              | \$549,000                  | \$605,500                  | + 10.3%  | \$640,000                  | \$653,386                  | + 2.1%  |
| 91906 – Campo                  | \$124,950                  | \$152,750                  | + 22.2%  | \$269,500                  | \$240,000                  | - 10.9% |
| 91910 – Chula Vista North      | \$251,000                  | \$312,114                  | + 24.3%  | \$277,500                  | \$300,000                  | + 8.1%  |
| 91911 – Chula Vista South      | \$393,500                  | \$435,000                  | + 10.5%  | \$450,000                  | \$500,500                  | + 11.2% |
| 91913 – Chula Vista – Eastlake | \$390,000                  | \$417,500                  | + 7.1%   | \$425,000                  | \$458,775                  | + 7.9%  |
| 91914 – Chula Vista NE         | \$438,500                  | \$469,900                  | + 7.2%   | \$465,000                  | \$515,000                  | + 10.8% |
| 91915 – Chula Vista SE         | \$612,500                  | \$595,000                  | - 2.9%   | \$625,000                  | \$675,000                  | + 8.0%  |
| 91916 – Descanso               | \$441,250                  | \$495,000                  | + 12.2%  | \$460,000                  | \$490,000                  | + 6.5%  |
| 91917 – Dulzura                | \$506,000                  | \$310,000                  | - 38.7%  | \$403,500                  | \$445,000                  | + 10.3% |
| 91931 – Guatay                 | \$0                        | \$0                        | --       | \$0                        | \$0                        | --      |
| 91932 – Imperial Beach         | \$75,000                   | \$0                        | - 100.0% | \$0                        | \$0                        | --      |
| 91934 – Jacumba                | \$467,775                  | \$548,750                  | + 17.3%  | \$505,000                  | \$565,000                  | + 11.9% |
| 91935 – Jamul                  | \$153,750                  | \$0                        | - 100.0% | \$162,000                  | \$145,000                  | - 10.5% |
| 91941 – La Mesa, Mount Helix   | \$535,339                  | \$518,650                  | - 3.1%   | \$609,848                  | \$680,000                  | + 11.5% |
| 91942 – La Mesa, Grossmont     | \$472,500                  | \$591,500                  | + 25.2%  | \$570,000                  | \$635,000                  | + 11.4% |
| 91945 – Lemon Grove            | \$400,000                  | \$407,500                  | + 1.9%   | \$450,000                  | \$475,000                  | + 5.6%  |
| 91948 – Mount Laguna           | \$365,000                  | \$410,000                  | + 12.3%  | \$416,000                  | \$445,000                  | + 7.0%  |
| 91950 – National City          | \$115,000                  | \$103,000                  | - 10.4%  | \$307,500                  | \$110,000                  | - 64.2% |
| 91962 – Pine Valley            | \$330,000                  | \$360,750                  | + 9.3%   | \$380,250                  | \$410,000                  | + 7.8%  |
| 91963 – Potrero                | \$317,275                  | \$351,750                  | + 10.9%  | \$440,000                  | \$446,500                  | + 1.5%  |
| 91977 – Spring Valley          | \$244,900                  | \$0                        | - 100.0% | \$300,000                  | \$487,500                  | + 62.5% |
| 91978 – Rancho San Diego       | \$357,500                  | \$437,500                  | + 22.4%  | \$417,750                  | \$443,500                  | + 6.2%  |
| 92003 – Bonsall                | \$0                        | \$0                        | --       | \$0                        | \$0                        | --      |
| 92004 – Borrego Springs        | \$610,250                  | \$400,000                  | - 34.5%  | \$565,000                  | \$630,000                  | + 11.5% |
| 92007 – Cardiff                | \$180,000                  | \$196,000                  | + 8.9%   | \$175,000                  | \$220,000                  | + 25.7% |
| 92008 – Carlsbad NW            | \$997,500                  | \$738,000                  | - 26.0%  | \$1,250,000                | \$1,167,125                | - 6.6%  |
| 92009 – Carlsbad SE            | \$729,000                  | \$795,000                  | + 9.1%   | \$815,000                  | \$867,500                  | + 6.4%  |
| 92010 – Carlsbad NE            | \$720,000                  | \$780,000                  | + 8.3%   | \$775,000                  | \$830,000                  | + 7.1%  |
| 92011 – Carlsbad SW            | \$692,000                  | \$946,821                  | + 36.8%  | \$668,000                  | \$696,500                  | + 4.3%  |
| 92014 – Del Mar                | \$742,000                  | \$772,500                  | + 4.1%   | \$775,000                  | \$900,000                  | + 16.1% |
| 92019 – El Cajon               | \$1,229,000                | \$1,625,000                | + 32.2%  | \$1,550,000                | \$1,614,000                | + 4.1%  |



# Lender-Mediated Properties Report

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

## Median Sales Price by Area

|                             | Lender-Mediated            |                            |          | Traditional                |                            |         |
|-----------------------------|----------------------------|----------------------------|----------|----------------------------|----------------------------|---------|
|                             | 05-2016<br>through 04-2017 | 05-2017<br>through 04-2018 | + / -    | 05-2016<br>through 04-2017 | 05-2017<br>through 04-2018 | + / -   |
| 92020 – El Cajon            | \$424,000                  | \$461,000                  | + 8.7%   | \$475,000                  | \$500,000                  | + 5.3%  |
| 92021 – El Cajon            | \$340,000                  | \$451,000                  | + 32.6%  | \$455,000                  | \$481,250                  | + 5.8%  |
| 92024 – Encinitas           | \$380,000                  | \$475,000                  | + 25.0%  | \$427,750                  | \$450,000                  | + 5.2%  |
| 92025 – Escondido South     | \$772,500                  | \$955,000                  | + 23.6%  | \$969,000                  | \$1,000,000                | + 3.2%  |
| 92026 – Escondido North     | \$429,437                  | \$477,500                  | + 11.2%  | \$477,250                  | \$496,500                  | + 4.0%  |
| 92027 – Escondido East      | \$454,990                  | \$450,000                  | - 1.1%   | \$461,200                  | \$505,050                  | + 9.5%  |
| 92028 – Fallbrook           | \$361,000                  | \$433,500                  | + 20.1%  | \$430,000                  | \$455,000                  | + 5.8%  |
| 92029 – Escondido West      | \$461,750                  | \$510,000                  | + 10.4%  | \$525,000                  | \$559,500                  | + 6.6%  |
| 92036 – Julian              | \$689,000                  | \$750,000                  | + 8.9%   | \$646,950                  | \$685,000                  | + 5.9%  |
| 92037 – La Jolla            | \$185,700                  | \$325,000                  | + 75.0%  | \$340,000                  | \$360,000                  | + 5.9%  |
| 92040 – Lakeside            | \$944,500                  | \$1,300,000                | + 37.6%  | \$1,092,500                | \$1,277,500                | + 16.9% |
| 92054 – Oceanside South     | \$397,500                  | \$479,500                  | + 20.6%  | \$450,500                  | \$493,500                  | + 9.5%  |
| 92056 – Oceanside East      | \$525,000                  | \$575,000                  | + 9.5%   | \$559,000                  | \$620,000                  | + 10.9% |
| 92057 – Oceanside North     | \$409,939                  | \$475,000                  | + 15.9%  | \$485,000                  | \$530,000                  | + 9.3%  |
| 92058 – Oceanside (Central) | \$372,000                  | \$391,500                  | + 5.2%   | \$425,500                  | \$465,000                  | + 9.3%  |
| 92059 – Pala                | \$346,650                  | \$351,200                  | + 1.3%   | \$385,000                  | \$393,500                  | + 2.2%  |
| 92060 – Palomar Mountain    | \$968,500                  | \$454,874                  | - 53.0%  | \$725,000                  | \$750,000                  | + 3.4%  |
| 92061 – Pauma Valley        | \$147,500                  | \$635,000                  | + 330.5% | \$242,500                  | \$250,000                  | + 3.1%  |
| 92064 – Poway               | \$297,450                  | \$475,000                  | + 59.7%  | \$443,450                  | \$505,000                  | + 13.9% |
| 92065 – Ramona              | \$615,000                  | \$700,000                  | + 13.8%  | \$650,000                  | \$713,500                  | + 9.8%  |
| 92066 – Ranchita            | \$402,544                  | \$455,000                  | + 13.0%  | \$481,500                  | \$522,500                  | + 8.5%  |
| 92067 – Rancho Santa Fe     | \$409,000                  | \$127,500                  | - 68.8%  | \$409,125                  | \$347,500                  | - 15.1% |
| 92069 – San Marcos South    | \$0                        | \$0                        | --       | \$0                        | \$0                        | --      |
| 92070 – Santa Ysabel        | \$478,000                  | \$507,000                  | + 6.1%   | \$511,000                  | \$545,050                  | + 6.7%  |
| 92071 – Santee              | \$460,000                  | \$975,000                  | + 112.0% | \$427,500                  | \$565,500                  | + 32.3% |
| 92075 – Solana Beach        | \$405,000                  | \$480,000                  | + 18.5%  | \$440,000                  | \$469,000                  | + 6.6%  |
| 92078 – San Marcos South    | \$1,301,000                | \$942,000                  | - 27.6%  | \$955,000                  | \$1,250,000                | + 30.9% |
| 92081 – Vista South         | \$525,000                  | \$585,125                  | + 11.5%  | \$569,000                  | \$600,000                  | + 5.4%  |
| 92082 – Valley Center       | \$475,000                  | \$552,500                  | + 16.3%  | \$500,000                  | \$550,000                  | + 10.0% |
| 92083 – Vista West          | \$525,000                  | \$570,000                  | + 8.6%   | \$570,000                  | \$662,500                  | + 16.2% |
| 92084 – Vista East          | \$345,000                  | \$405,000                  | + 17.4%  | \$416,000                  | \$436,500                  | + 4.9%  |
| 92086 – Warner Springs      | \$455,000                  | \$562,500                  | + 23.6%  | \$499,727                  | \$540,000                  | + 8.1%  |
| 92091 – Rancho Santa Fe     | \$350,000                  | \$502,500                  | + 43.6%  | \$329,000                  | \$364,000                  | + 10.6% |

# Lender-Mediated Properties Report

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

## Median Sales Price by Area

|                                      | Lender-Mediated            |                            |          | Traditional                |                            |         |
|--------------------------------------|----------------------------|----------------------------|----------|----------------------------|----------------------------|---------|
|                                      | 05-2016<br>through 04-2017 | 05-2017<br>through 04-2018 | + / -    | 05-2016<br>through 04-2017 | 05-2017<br>through 04-2018 | + / -   |
| 92101 – Downtown                     | \$859,500                  | \$1,900,000                | + 121.1% | \$1,082,500                | \$1,369,000                | + 26.5% |
| 92102 – Golden Hills                 | \$545,000                  | \$495,000                  | - 9.2%   | \$515,000                  | \$553,250                  | + 7.4%  |
| 92103 – Hillcrest, Mission Hills     | \$392,000                  | \$397,500                  | + 1.4%   | \$385,000                  | \$408,750                  | + 6.2%  |
| 92104 – North Park                   | \$550,000                  | \$832,000                  | + 51.3%  | \$595,000                  | \$665,000                  | + 11.8% |
| 92105 – City Heights                 | \$399,000                  | \$386,000                  | - 3.3%   | \$455,000                  | \$567,450                  | + 24.7% |
| 92106 – Point Loma                   | \$330,000                  | \$393,500                  | + 19.2%  | \$379,000                  | \$405,000                  | + 6.9%  |
| 92107 – Ocean Beach                  | \$1,100,000                | \$927,500                  | - 15.7%  | \$945,000                  | \$1,005,000                | + 6.3%  |
| 92108 – Mission Valley               | \$915,000                  | \$980,000                  | + 7.1%   | \$710,000                  | \$810,000                  | + 14.1% |
| 92109 – Pacific Beach, Mission Beach | \$283,500                  | \$375,000                  | + 32.3%  | \$360,000                  | \$387,000                  | + 7.5%  |
| 92110 – Morena                       | \$776,000                  | \$754,000                  | - 2.8%   | \$724,000                  | \$825,000                  | + 14.0% |
| 92111 – Linda Vista                  | \$344,500                  | \$468,500                  | + 36.0%  | \$435,000                  | \$520,000                  | + 19.5% |
| 92113 – Logan Heights                | \$429,000                  | \$480,000                  | + 11.9%  | \$500,000                  | \$539,500                  | + 7.9%  |
| 92114 – Encanto                      | \$291,000                  | \$349,000                  | + 19.9%  | \$348,450                  | \$385,000                  | + 10.5% |
| 92115 – College                      | \$342,000                  | \$380,000                  | + 11.1%  | \$405,000                  | \$435,000                  | + 7.4%  |
| 92116 – Kensington, Normal Heights   | \$345,000                  | \$443,000                  | + 28.4%  | \$456,750                  | \$483,500                  | + 5.9%  |
| 92117 – Clairemont                   | \$522,500                  | \$495,000                  | - 5.3%   | \$525,000                  | \$579,000                  | + 10.3% |
| 92118 – Coronado                     | \$538,500                  | \$600,000                  | + 11.4%  | \$560,000                  | \$630,000                  | + 12.5% |
| 92119 – San Carlos                   | \$1,220,000                | \$1,877,000                | + 53.9%  | \$1,460,250                | \$1,655,387                | + 13.4% |
| 92120 – Allied Gardens, Del Cerro    | \$485,000                  | \$532,750                  | + 9.8%   | \$532,500                  | \$560,000                  | + 5.2%  |
| 92121 – Sorrento Valley              | \$489,000                  | \$600,000                  | + 22.7%  | \$552,000                  | \$590,000                  | + 6.9%  |
| 92122 – University City              | \$602,000                  | \$666,000                  | + 10.6%  | \$572,500                  | \$627,500                  | + 9.6%  |
| 92123 – Serra Mesa                   | \$498,000                  | \$512,250                  | + 2.9%   | \$505,000                  | \$517,000                  | + 2.4%  |
| 92124 – Tierrasanta                  | \$468,750                  | \$500,000                  | + 6.7%   | \$515,000                  | \$572,625                  | + 11.2% |
| 92126 – Mira Mesa                    | \$530,000                  | \$488,600                  | - 7.8%   | \$515,500                  | \$595,500                  | + 15.5% |
| 92127 – Rancho Bernardo West         | \$459,000                  | \$497,500                  | + 8.4%   | \$520,000                  | \$542,500                  | + 4.3%  |
| 92128 – Rancho Bernardo East         | \$666,250                  | \$823,850                  | + 23.7%  | \$790,000                  | \$872,000                  | + 10.4% |
| 92129 – Penasquitos                  | \$465,750                  | \$535,000                  | + 14.9%  | \$523,750                  | \$570,500                  | + 8.9%  |
| 92130 – Carmel Valley                | \$597,500                  | \$727,500                  | + 21.8%  | \$689,000                  | \$713,750                  | + 3.6%  |
| 92131 – Scripps Ranch                | \$976,470                  | \$1,138,584                | + 16.6%  | \$926,990                  | \$1,005,000                | + 8.4%  |
| 92139 – Paradise Hills               | \$683,250                  | \$867,000                  | + 26.9%  | \$705,000                  | \$792,500                  | + 12.4% |
| 92154 – Nestor                       | \$355,000                  | \$375,000                  | + 5.6%   | \$390,000                  | \$423,900                  | + 8.7%  |
| 92173 – San Ysidro                   | \$0                        | \$0                        | --       | \$0                        | \$0                        | --      |