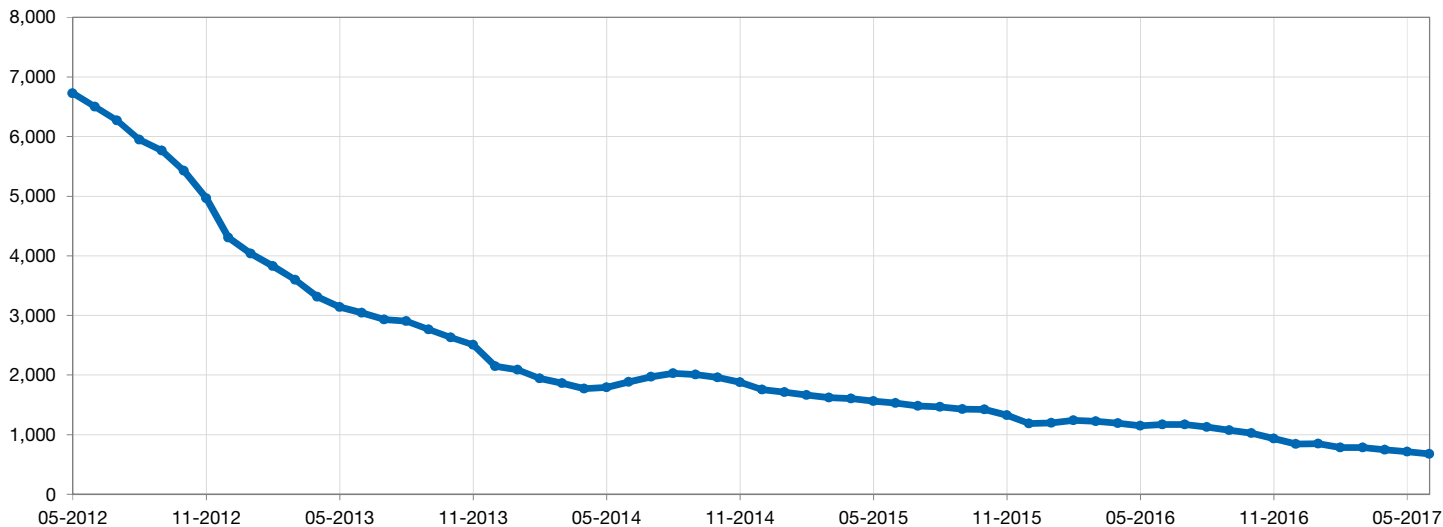


# Lender-Mediated Properties Report

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

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



## June 2017

New Listings in San Diego County decreased 9.7 percent to 4,608

- Traditional New Listings decreased 7.8 percent to 4,211
- Lender-mediated New Listings decreased 25.4 percent to 397
- Share of New Listings that were lender-mediated fell to 8.6 percent

Closed Sales were down 7.2 percent to 3,478

- Traditional Closed Sales were down 4.5 percent to 3,186
- Lender-mediated Closed Sales were down 28.8 percent to 292
- Share of Closed Sales that were lender-mediated fell to 8.4 percent

The overall Median Sales Price rose 11.0 percent to \$555,000

- The traditional Median Sales Price rose 10.9 percent to \$560,000
- The lender-mediated Median Sales Price rose 12.1 percent to \$487,000

|                                     |          |
|-------------------------------------|----------|
| Inventory of Homes for Sale         | <b>2</b> |
| New Listings & Closed Sales         | <b>3</b> |
| Median Sales Price & Days on Market | <b>4</b> |
| Inventory & Closed Sales by Area    | <b>5</b> |
| Median Sales Price by Area          | <b>8</b> |

### 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.

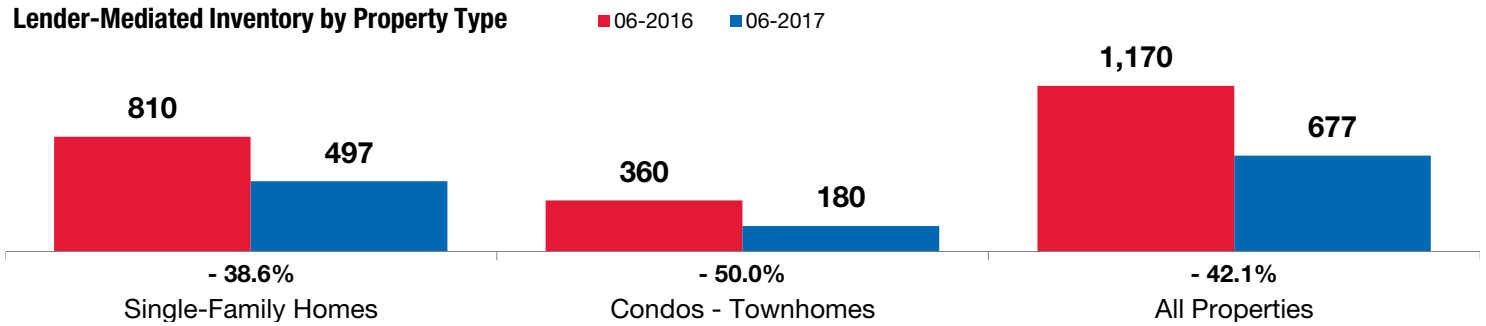
# Lender-Mediated Properties Report

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 |              |
|-----------------------|-----------------|------------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|-----------------------------------|--------------|
|                       | 06-2016         | 06-2017    | + / -          | 06-2016      | 06-2017      | + / -          | 06-2016      | 06-2017      | + / -          | 06-2016                           | 06-2017      |
| Single-Family Homes   | 810             | 497        | - 38.6%        | 4,972        | 3,789        | - 23.8%        | 5,782        | 4,286        | - 25.9%        | 14.0%                             | 11.6%        |
| Condos - Townhomes    | 360             | 180        | - 50.0%        | 1,629        | 1,272        | - 21.9%        | 1,989        | 1,452        | - 27.0%        | 18.1%                             | 12.4%        |
| <b>All Properties</b> | <b>1,170</b>    | <b>677</b> | <b>- 42.1%</b> | <b>6,601</b> | <b>5,061</b> | <b>- 23.3%</b> | <b>7,771</b> | <b>5,738</b> | <b>- 26.2%</b> | <b>15.1%</b>                      | <b>11.8%</b> |

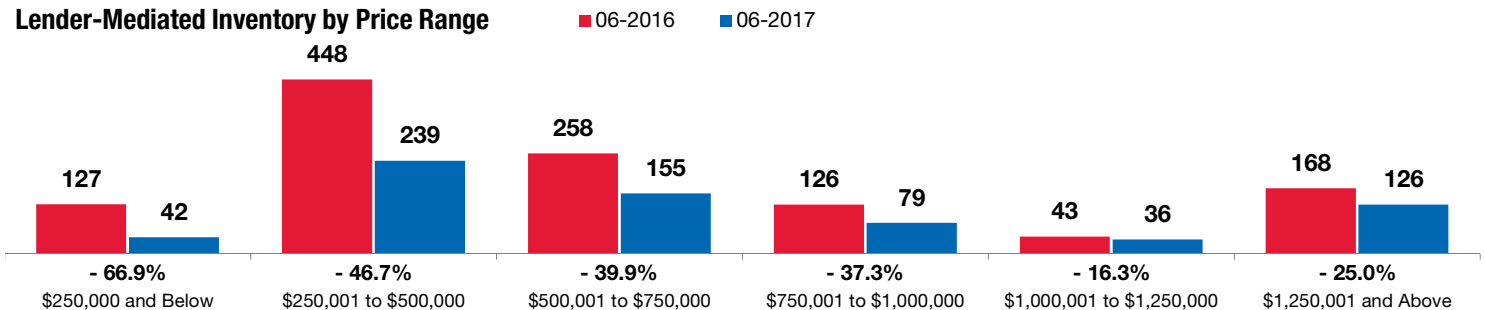
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

|                            | Lender-Mediated |            |                | Traditional  |              |                | Total Market |              |                | Share of Lender-Mediated Activity |              |
|----------------------------|-----------------|------------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|-----------------------------------|--------------|
|                            | 06-2016         | 06-2017    | + / -          | 06-2016      | 06-2017      | + / -          | 06-2016      | 06-2017      | + / -          | 06-2016                           | 06-2017      |
| \$250,000 and Below        | 127             | 42         | - 66.9%        | 224          | 120          | - 46.4%        | 351          | 162          | - 53.8%        | 36.2%                             | 25.9%        |
| \$250,001 to \$500,000     | 448             | 239        | - 46.7%        | 1,594        | 1,019        | - 36.1%        | 2,042        | 1,258        | - 38.4%        | 21.9%                             | 19.0%        |
| \$500,001 to \$750,000     | 258             | 155        | - 39.9%        | 1,801        | 1,369        | - 24.0%        | 2,059        | 1,524        | - 26.0%        | 12.5%                             | 10.2%        |
| \$750,001 to \$1,000,000   | 126             | 79         | - 37.3%        | 902          | 742          | - 17.7%        | 1,028        | 821          | - 20.1%        | 12.3%                             | 9.6%         |
| \$1,000,001 to \$1,250,000 | 43              | 36         | - 16.3%        | 413          | 351          | - 15.0%        | 456          | 387          | - 15.1%        | 9.4%                              | 9.3%         |
| \$1,250,001 and Above      | 168             | 126        | - 25.0%        | 1,667        | 1,460        | - 12.4%        | 1,835        | 1,586        | - 13.6%        | 9.2%                              | 7.9%         |
| <b>All Prices</b>          | <b>1,170</b>    | <b>677</b> | <b>- 42.1%</b> | <b>6,601</b> | <b>5,061</b> | <b>- 23.3%</b> | <b>7,771</b> | <b>5,738</b> | <b>- 26.2%</b> | <b>15.1%</b>                      | <b>11.8%</b> |

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Properties Report

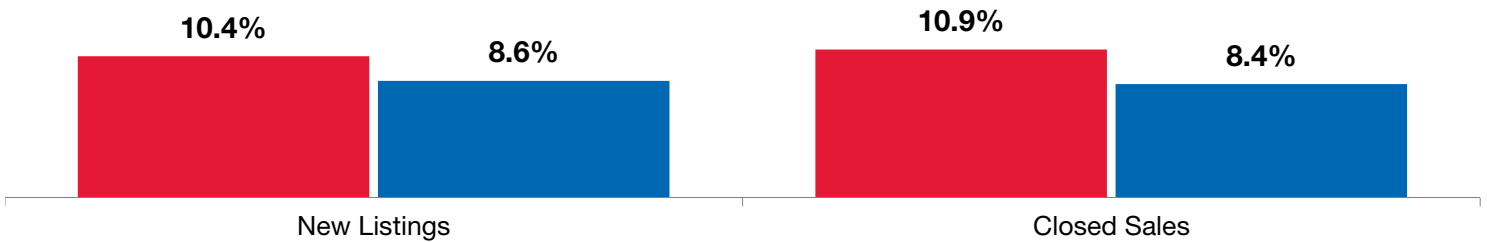
A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

## New Listings and Closed Sales

|              | Lender-Mediated |         |         | Traditional |         |        | Total Market |         |        | Share of Lender-Mediated Activity |         |
|--------------|-----------------|---------|---------|-------------|---------|--------|--------------|---------|--------|-----------------------------------|---------|
|              | 06-2016         | 06-2017 | + / -   | 06-2016     | 06-2017 | + / -  | 06-2016      | 06-2017 | + / -  | 06-2016                           | 06-2017 |
| New Listings | 532             | 397     | - 25.4% | 4,569       | 4,211   | - 7.8% | 5,101        | 4,608   | - 9.7% | 10.4%                             | 8.6%    |
| Closed Sales | 410             | 292     | - 28.8% | 3,336       | 3,186   | - 4.5% | 3,746        | 3,478   | - 7.2% | 10.9%                             | 8.4%    |

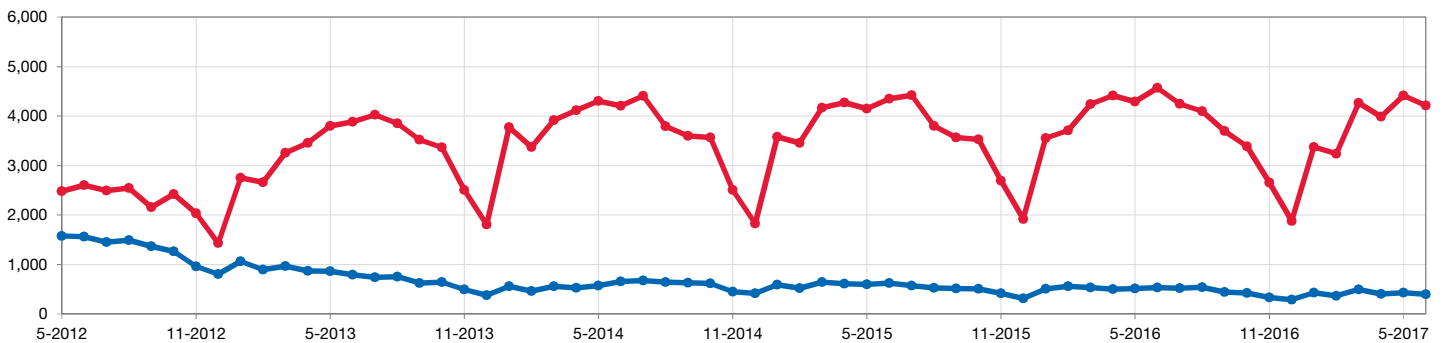
### Share of Activity that was Lender-Mediated

■ 06-2016 ■ 06-2017



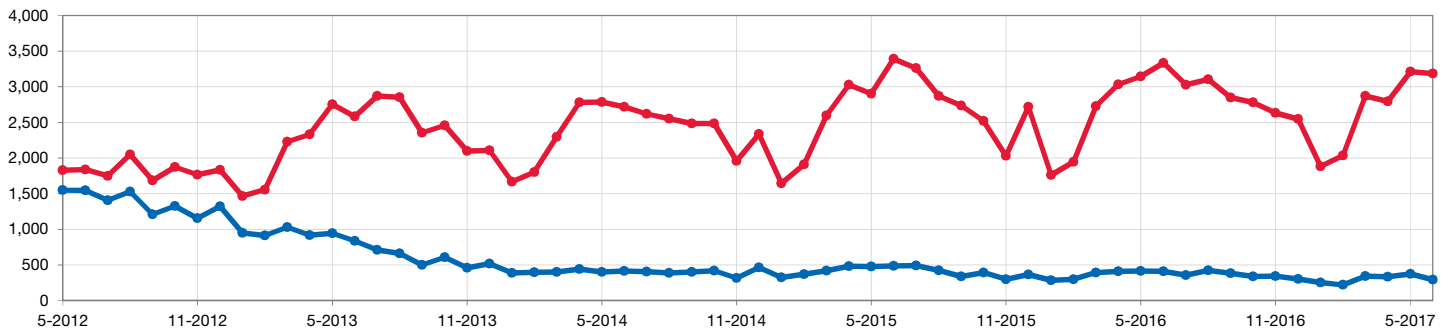
### Historical New Listing Activity

— Traditional — Lender-Mediated



### Historical Closed Sales Activity

— Traditional — Lender-Mediated



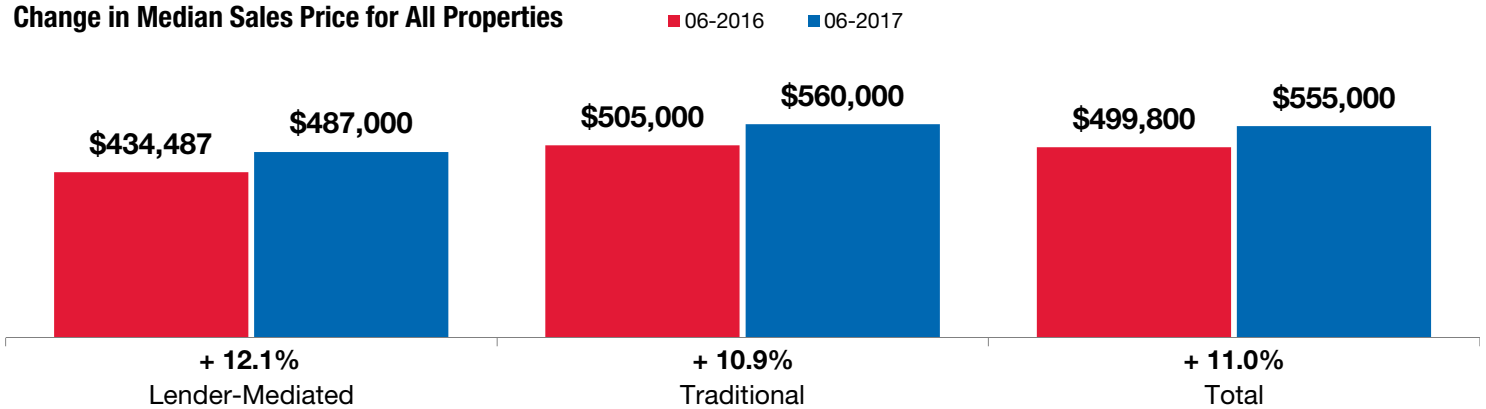
# Lender-Mediated Properties Report

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

## Median Sales Price

|                       | Lender-Mediated  |                  |                | Traditional      |                  |                | Total Market     |                  |                |
|-----------------------|------------------|------------------|----------------|------------------|------------------|----------------|------------------|------------------|----------------|
|                       | 06-2016          | 06-2017          | + / -          | 06-2016          | 06-2017          | + / -          | 06-2016          | 06-2017          | + / -          |
| Single-Family Homes   | \$503,650        | \$565,210        | + 12.2%        | \$570,000        | \$625,000        | + 9.6%         | \$563,000        | \$619,900        | + 10.1%        |
| Condos - Townhomes    | \$320,147        | \$338,500        | + 5.7%         | \$383,349        | \$420,000        | + 9.6%         | \$377,000        | \$415,000        | + 10.1%        |
| <b>All Properties</b> | <b>\$434,487</b> | <b>\$487,000</b> | <b>+ 12.1%</b> | <b>\$505,000</b> | <b>\$560,000</b> | <b>+ 10.9%</b> | <b>\$499,800</b> | <b>\$555,000</b> | <b>+ 11.0%</b> |

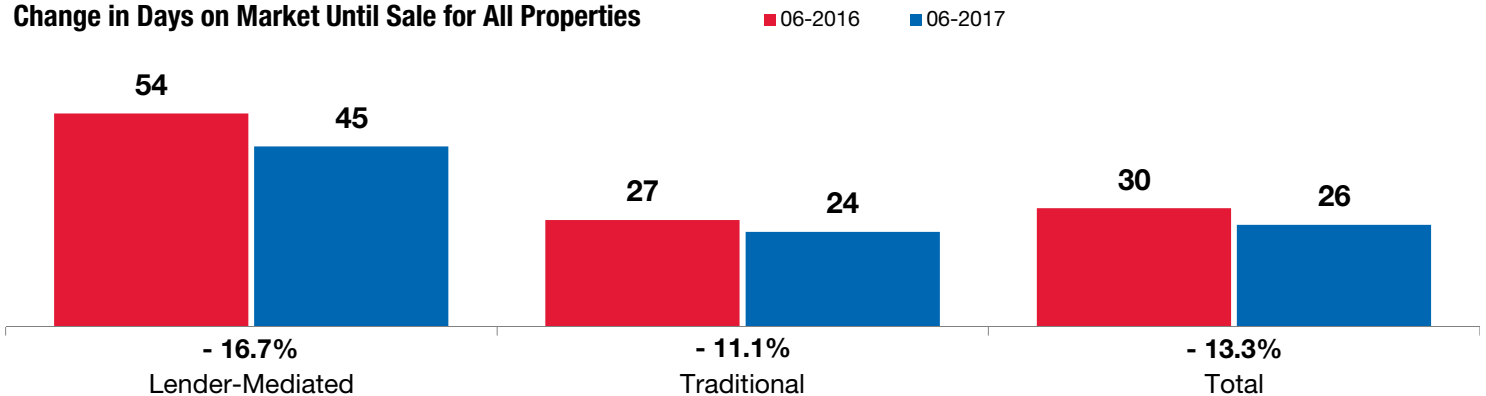
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

|                       | Lender-Mediated |           |                | Traditional |           |                | Total Market |           |                |
|-----------------------|-----------------|-----------|----------------|-------------|-----------|----------------|--------------|-----------|----------------|
|                       | 06-2016         | 06-2017   | + / -          | 06-2016     | 06-2017   | + / -          | 06-2016      | 06-2017   | + / -          |
| Single-Family Homes   | 57              | 51        | - 10.5%        | 29          | 26        | - 10.3%        | 32           | 28        | - 12.5%        |
| Condos - Townhomes    | 49              | 34        | - 30.6%        | 24          | 19        | - 20.8%        | 26           | 20        | - 23.1%        |
| <b>All Properties</b> | <b>54</b>       | <b>45</b> | <b>- 16.7%</b> | <b>27</b>   | <b>24</b> | <b>- 11.1%</b> | <b>30</b>    | <b>26</b> | <b>- 13.3%</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 June 2017 |                 |       | Closed Sales for July 2016<br>through June 2017 |                 |        |
|--------------------------------|-------------------------|-----------------|-------|-------------------------------------------------|-----------------|--------|
|                                | Total Market            | Lender-Mediated | Share | Total Market                                    | Lender-Mediated | Share  |
| 91901 – Alpine                 | 53                      | 9               | 17.0% | 259                                             | 19              | 7.3%   |
| 91902 – Bonita                 | 45                      | 9               | 20.0% | 212                                             | 37              | 17.5%  |
| 91905 – Boulevard              | 8                       | 0               | 0.0%  | 17                                              | 8               | 47.1%  |
| 91906 – Campo                  | 9                       | 1               | 11.1% | 57                                              | 9               | 15.8%  |
| 91910 – Chula Vista North      | 70                      | 12              | 17.1% | 594                                             | 98              | 16.5%  |
| 91911 – Chula Vista South      | 58                      | 15              | 25.9% | 564                                             | 95              | 16.8%  |
| 91913 – Chula Vista – Eastlake | 65                      | 13              | 20.0% | 750                                             | 112             | 14.9%  |
| 91914 – Chula Vista NE         | 58                      | 11              | 19.0% | 259                                             | 35              | 13.5%  |
| 91915 – Chula Vista SE         | 64                      | 18              | 28.1% | 518                                             | 77              | 14.9%  |
| 91916 – Descanso               | 10                      | 0               | 0.0%  | 22                                              | 3               | 13.6%  |
| 91917 – Dulzura                | 3                       | 0               | 0.0%  | 3                                               | 0               | 0.0%   |
| 91931 – Guatay                 | 0                       | 0               | --    | 1                                               | 1               | 100.0% |
| 91932 – Imperial Beach         | 42                      | 7               | 16.7% | 191                                             | 25              | 13.1%  |
| 91934 – Jacumba                | 4                       | 2               | 50.0% | 6                                               | 1               | 16.7%  |
| 91935 – Jamul                  | 35                      | 3               | 8.6%  | 86                                              | 12              | 14.0%  |
| 91941 – La Mesa, Mount Helix   | 66                      | 6               | 9.1%  | 388                                             | 38              | 9.8%   |
| 91942 – La Mesa, Grossmont     | 45                      | 9               | 20.0% | 501                                             | 53              | 10.6%  |
| 91945 – Lemon Grove            | 25                      | 4               | 16.0% | 251                                             | 34              | 13.5%  |
| 91948 – Mount Laguna           | 7                       | 3               | 42.9% | 8                                               | 5               | 62.5%  |
| 91950 – National City          | 35                      | 9               | 25.7% | 210                                             | 47              | 22.4%  |
| 91962 – Pine Valley            | 7                       | 2               | 28.6% | 41                                              | 11              | 26.8%  |
| 91963 – Potrero                | 3                       | 0               | 0.0%  | 5                                               | 0               | 0.0%   |
| 91977 – Spring Valley          | 63                      | 13              | 20.6% | 673                                             | 84              | 12.5%  |
| 91978 – Rancho San Diego       | 14                      | 1               | 7.1%  | 98                                              | 11              | 11.2%  |
| 92003 – Bonsall                | 44                      | 5               | 11.4% | 81                                              | 11              | 13.6%  |
| 92004 – Borrego Springs        | 55                      | 2               | 3.6%  | 109                                             | 9               | 8.3%   |
| 92007 – Cardiff                | 25                      | 2               | 8.0%  | 131                                             | 10              | 7.6%   |
| 92008 – Carlsbad NW            | 72                      | 5               | 6.9%  | 335                                             | 33              | 9.9%   |
| 92009 – Carlsbad SE            | 128                     | 16              | 12.5% | 876                                             | 73              | 8.3%   |
| 92010 – Carlsbad NE            | 34                      | 5               | 14.7% | 256                                             | 31              | 12.1%  |
| 92011 – Carlsbad SW            | 58                      | 5               | 8.6%  | 399                                             | 35              | 8.8%   |
| 92014 – Del Mar                | 101                     | 8               | 7.9%  | 204                                             | 17              | 8.3%   |
| 92019 – El Cajon               | 65                      | 6               | 9.2%  | 577                                             | 68              | 11.8%  |

# 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 June 2017 |                 |       | Closed Sales for July 2016<br>through June 2017 |                 |       |
|-----------------------------|-------------------------|-----------------|-------|-------------------------------------------------|-----------------|-------|
|                             | Total Market            | Lender-Mediated | Share | Total Market                                    | Lender-Mediated | Share |
| 92020 – El Cajon            | 55                      | 5               | 9.1%  | 493                                             | 48              | 9.7%  |
| 92021 – El Cajon            | 65                      | 11              | 16.9% | 555                                             | 52              | 9.4%  |
| 92024 – Encinitas           | 115                     | 5               | 4.3%  | 667                                             | 51              | 7.6%  |
| 92025 – Escondido South     | 73                      | 10              | 13.7% | 452                                             | 38              | 8.4%  |
| 92026 – Escondido North     | 124                     | 24              | 19.4% | 719                                             | 86              | 12.0% |
| 92027 – Escondido East      | 86                      | 10              | 11.6% | 573                                             | 56              | 9.8%  |
| 92028 – Fallbrook           | 209                     | 21              | 10.0% | 739                                             | 59              | 8.0%  |
| 92029 – Escondido West      | 53                      | 6               | 11.3% | 266                                             | 17              | 6.4%  |
| 92036 – Julian              | 38                      | 2               | 5.3%  | 92                                              | 7               | 7.6%  |
| 92037 – La Jolla            | 289                     | 19              | 6.6%  | 801                                             | 78              | 9.7%  |
| 92040 – Lakeside            | 62                      | 11              | 17.7% | 456                                             | 64              | 14.0% |
| 92054 – Oceanside South     | 106                     | 8               | 7.5%  | 482                                             | 42              | 8.7%  |
| 92056 – Oceanside East      | 87                      | 8               | 9.2%  | 803                                             | 98              | 12.2% |
| 92057 – Oceanside North     | 127                     | 15              | 11.8% | 967                                             | 126             | 13.0% |
| 92058 – Oceanside (Central) | 35                      | 4               | 11.4% | 248                                             | 34              | 13.7% |
| 92059 – Pala                | 3                       | 1               | 33.3% | 6                                               | 1               | 16.7% |
| 92060 – Palomar Mountain    | 6                       | 1               | 16.7% | 14                                              | 3               | 21.4% |
| 92061 – Pauma Valley        | 24                      | 3               | 12.5% | 38                                              | 3               | 7.9%  |
| 92064 – Poway               | 101                     | 10              | 9.9%  | 610                                             | 45              | 7.4%  |
| 92065 – Ramona              | 122                     | 10              | 8.2%  | 592                                             | 59              | 10.0% |
| 92066 – Ranchita            | 2                       | 1               | 50.0% | 6                                               | 0               | 0.0%  |
| 92067 – Rancho Santa Fe     | 214                     | 12              | 5.6%  | 237                                             | 27              | 11.4% |
| 92069 – San Marcos South    | 62                      | 11              | 17.7% | 437                                             | 40              | 9.2%  |
| 92070 – Santa Ysabel        | 6                       | 1               | 16.7% | 13                                              | 7               | 53.8% |
| 92071 – Santee              | 48                      | 6               | 12.5% | 783                                             | 68              | 8.7%  |
| 92075 – Solana Beach        | 38                      | 2               | 5.3%  | 201                                             | 10              | 5.0%  |
| 92078 – San Marcos South    | 76                      | 7               | 9.2%  | 816                                             | 83              | 10.2% |
| 92081 – Vista South         | 29                      | 3               | 10.3% | 348                                             | 34              | 9.8%  |
| 92082 – Valley Center       | 74                      | 5               | 6.8%  | 242                                             | 29              | 12.0% |
| 92083 – Vista West          | 43                      | 2               | 4.7%  | 310                                             | 28              | 9.0%  |
| 92084 – Vista East          | 87                      | 14              | 16.1% | 475                                             | 62              | 13.1% |
| 92086 – Warner Springs      | 7                       | 0               | 0.0%  | 14                                              | 1               | 7.1%  |
| 92091 – Rancho Santa Fe     | 33                      | 9               | 27.3% | 51                                              | 5               | 9.8%  |

# 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 June 2017 |                 |       | Closed Sales for July 2016<br>through June 2017 |                 |       |
|--------------------------------------|-------------------------|-----------------|-------|-------------------------------------------------|-----------------|-------|
|                                      | Total Market            | Lender-Mediated | Share | Total Market                                    | Lender-Mediated | Share |
| 92101 – Downtown                     | 234                     | 23              | 9.8%  | 888                                             | 90              | 10.1% |
| 92102 – Golden Hills                 | 36                      | 3               | 8.3%  | 232                                             | 34              | 14.7% |
| 92103 – Hillcrest, Mission Hills     | 103                     | 8               | 7.8%  | 509                                             | 45              | 8.8%  |
| 92104 – North Park                   | 56                      | 2               | 3.6%  | 516                                             | 63              | 12.2% |
| 92105 – City Heights                 | 42                      | 10              | 23.8% | 340                                             | 46              | 13.5% |
| 92106 – Point Loma                   | 73                      | 3               | 4.1%  | 253                                             | 19              | 7.5%  |
| 92107 – Ocean Beach                  | 52                      | 6               | 11.5% | 244                                             | 30              | 12.3% |
| 92108 – Mission Valley               | 29                      | 1               | 3.4%  | 441                                             | 37              | 8.4%  |
| 92109 – Pacific Beach, Mission Beach | 102                     | 2               | 2.0%  | 585                                             | 41              | 7.0%  |
| 92110 – Morena                       | 34                      | 5               | 14.7% | 328                                             | 33              | 10.1% |
| 92111 – Linda Vista                  | 21                      | 5               | 23.8% | 448                                             | 48              | 10.7% |
| 92113 – Logan Heights                | 19                      | 4               | 21.1% | 197                                             | 32              | 16.2% |
| 92114 – Encanto                      | 54                      | 17              | 31.5% | 499                                             | 77              | 15.4% |
| 92115 – College                      | 59                      | 11              | 18.6% | 599                                             | 73              | 12.2% |
| 92116 – Kensington, Normal Heights   | 41                      | 4               | 9.8%  | 407                                             | 35              | 8.6%  |
| 92117 – Clairemont                   | 65                      | 6               | 9.2%  | 579                                             | 61              | 10.5% |
| 92118 – Coronado                     | 136                     | 12              | 8.8%  | 277                                             | 25              | 9.0%  |
| 92119 – San Carlos                   | 28                      | 3               | 10.7% | 426                                             | 31              | 7.3%  |
| 92120 – Allied Gardens, Del Cerro    | 54                      | 5               | 9.3%  | 461                                             | 36              | 7.8%  |
| 92121 – Sorrento Valley              | 3                       | 0               | 0.0%  | 64                                              | 6               | 9.4%  |
| 92122 – University City              | 38                      | 4               | 10.5% | 475                                             | 39              | 8.2%  |
| 92123 – Serra Mesa                   | 21                      | 3               | 14.3% | 285                                             | 26              | 9.1%  |
| 92124 – Tierrasanta                  | 15                      | 1               | 6.7%  | 235                                             | 11              | 4.7%  |
| 92126 – Mira Mesa                    | 46                      | 4               | 8.7%  | 694                                             | 71              | 10.2% |
| 92127 – Rancho Bernardo West         | 132                     | 20              | 15.2% | 870                                             | 59              | 6.8%  |
| 92128 – Rancho Bernardo East         | 79                      | 10              | 12.7% | 1,050                                           | 100             | 9.5%  |
| 92129 – Penasquitos                  | 40                      | 4               | 10.0% | 559                                             | 47              | 8.4%  |
| 92130 – Carmel Valley                | 114                     | 15              | 13.2% | 806                                             | 75              | 9.3%  |
| 92131 – Scripps Ranch                | 47                      | 3               | 6.4%  | 517                                             | 36              | 7.0%  |
| 92139 – Paradise Hills               | 31                      | 8               | 25.8% | 322                                             | 68              | 21.1% |
| 92154 – Nestor                       | 49                      | 14              | 28.6% | 516                                             | 89              | 17.2% |
| 92173 – San Ysidro                   | 15                      | 3               | 20.0% | 79                                              | 13              | 16.5% |

# Lender-Mediated Properties Report

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

## Median Sales Price by Area

|                                | Lender-Mediated            |                            |          | Traditional                |                            |         |
|--------------------------------|----------------------------|----------------------------|----------|----------------------------|----------------------------|---------|
|                                | 07-2015<br>through 06-2016 | 07-2016<br>through 06-2017 | + / -    | 07-2015<br>through 06-2016 | 07-2016<br>through 06-2017 | + / -   |
| 91901 – Alpine                 | \$457,662                  | \$520,000                  | + 13.6%  | \$540,500                  | \$565,000                  | + 4.5%  |
| 91902 – Bonita                 | \$522,000                  | \$535,000                  | + 2.5%   | \$610,000                  | \$641,000                  | + 5.1%  |
| 91905 – Boulevard              | \$217,000                  | \$124,950                  | - 42.4%  | \$244,500                  | \$255,000                  | + 4.3%  |
| 91906 – Campo                  | \$250,000                  | \$251,000                  | + 0.4%   | \$250,000                  | \$298,000                  | + 19.2% |
| 91910 – Chula Vista North      | \$413,500                  | \$393,500                  | - 4.8%   | \$435,000                  | \$452,750                  | + 4.1%  |
| 91911 – Chula Vista South      | \$360,000                  | \$395,000                  | + 9.7%   | \$405,500                  | \$430,000                  | + 6.0%  |
| 91913 – Chula Vista – Eastlake | \$444,158                  | \$459,500                  | + 3.5%   | \$470,000                  | \$473,750                  | + 0.8%  |
| 91914 – Chula Vista NE         | \$590,000                  | \$615,000                  | + 4.2%   | \$606,000                  | \$625,000                  | + 3.1%  |
| 91915 – Chula Vista SE         | \$450,000                  | \$450,000                  | 0.0%     | \$447,000                  | \$470,000                  | + 5.1%  |
| 91916 – Descanso               | \$360,000                  | \$506,000                  | + 40.6%  | \$414,950                  | \$410,000                  | - 1.2%  |
| 91917 – Dulzura                | \$417,000                  | \$0                        | - 100.0% | \$437,500                  | \$430,000                  | - 1.7%  |
| 91931 – Guatay                 | \$0                        | \$75,000                   | --       | \$0                        | \$0                        | --      |
| 91932 – Imperial Beach         | \$415,000                  | \$500,000                  | + 20.5%  | \$440,000                  | \$523,000                  | + 18.9% |
| 91934 – Jacumba                | \$70,000                   | \$60,000                   | - 14.3%  | \$209,000                  | \$145,000                  | - 30.6% |
| 91935 – Jamul                  | \$442,500                  | \$542,670                  | + 22.6%  | \$595,500                  | \$600,000                  | + 0.8%  |
| 91941 – La Mesa, Mount Helix   | \$430,000                  | \$537,500                  | + 25.0%  | \$530,000                  | \$580,000                  | + 9.4%  |
| 91942 – La Mesa, Grossmont     | \$359,000                  | \$399,000                  | + 11.1%  | \$417,500                  | \$457,000                  | + 9.5%  |
| 91945 – Lemon Grove            | \$325,000                  | \$367,500                  | + 13.1%  | \$390,000                  | \$423,000                  | + 8.5%  |
| 91948 – Mount Laguna           | \$162,500                  | \$106,000                  | - 34.8%  | \$204,000                  | \$295,000                  | + 44.6% |
| 91950 – National City          | \$320,000                  | \$330,000                  | + 3.1%   | \$349,000                  | \$388,000                  | + 11.2% |
| 91962 – Pine Valley            | \$247,000                  | \$337,050                  | + 36.5%  | \$397,500                  | \$446,000                  | + 12.2% |
| 91963 – Potrero                | \$244,900                  | \$0                        | - 100.0% | \$290,000                  | \$300,000                  | + 3.4%  |
| 91977 – Spring Valley          | \$321,650                  | \$361,338                  | + 12.3%  | \$394,900                  | \$424,900                  | + 7.6%  |
| 91978 – Rancho San Diego       | \$405,000                  | \$405,000                  | 0.0%     | \$420,000                  | \$455,900                  | + 8.5%  |
| 92003 – Bonsall                | \$177,500                  | \$581,500                  | + 227.6% | \$465,000                  | \$568,250                  | + 22.2% |
| 92004 – Borrego Springs        | \$160,750                  | \$180,000                  | + 12.0%  | \$175,000                  | \$187,000                  | + 6.9%  |
| 92007 – Cardiff                | \$1,090,000                | \$997,500                  | - 8.5%   | \$1,052,250                | \$1,200,000                | + 14.0% |
| 92008 – Carlsbad NW            | \$700,250                  | \$729,000                  | + 4.1%   | \$734,750                  | \$825,000                  | + 12.3% |
| 92009 – Carlsbad SE            | \$599,000                  | \$725,000                  | + 21.0%  | \$759,000                  | \$790,000                  | + 4.1%  |
| 92010 – Carlsbad NE            | \$645,000                  | \$695,000                  | + 7.8%   | \$640,000                  | \$675,000                  | + 5.5%  |
| 92011 – Carlsbad SW            | \$697,250                  | \$851,250                  | + 22.1%  | \$769,000                  | \$799,500                  | + 4.0%  |
| 92014 – Del Mar                | \$1,525,000                | \$1,350,000                | - 11.5%  | \$1,400,000                | \$1,595,000                | + 13.9% |
| 92019 – El Cajon               | \$401,500                  | \$402,500                  | + 0.2%   | \$444,000                  | \$475,000                  | + 7.0%  |



# Lender-Mediated Properties Report

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

## Median Sales Price by Area

|                             | Lender-Mediated            |                            |          | Traditional                |                            |         |
|-----------------------------|----------------------------|----------------------------|----------|----------------------------|----------------------------|---------|
|                             | 07-2015<br>through 06-2016 | 07-2016<br>through 06-2017 | + / -    | 07-2015<br>through 06-2016 | 07-2016<br>through 06-2017 | + / -   |
| 92020 – El Cajon            | \$361,750                  | \$372,500                  | + 3.0%   | \$440,000                  | \$465,000                  | + 5.7%  |
| 92021 – El Cajon            | \$360,000                  | \$382,500                  | + 6.3%   | \$405,000                  | \$430,000                  | + 6.2%  |
| 92024 – Encinitas           | \$760,000                  | \$750,000                  | - 1.3%   | \$875,000                  | \$985,000                  | + 12.6% |
| 92025 – Escondido South     | \$460,000                  | \$394,500                  | - 14.2%  | \$437,450                  | \$479,750                  | + 9.7%  |
| 92026 – Escondido North     | \$416,995                  | \$448,500                  | + 7.6%   | \$444,750                  | \$468,000                  | + 5.2%  |
| 92027 – Escondido East      | \$356,000                  | \$375,000                  | + 5.3%   | \$420,000                  | \$435,000                  | + 3.6%  |
| 92028 – Fallbrook           | \$425,000                  | \$465,000                  | + 9.4%   | \$500,000                  | \$540,000                  | + 8.0%  |
| 92029 – Escondido West      | \$537,500                  | \$670,000                  | + 24.7%  | \$654,500                  | \$679,000                  | + 3.7%  |
| 92036 – Julian              | \$202,950                  | \$310,000                  | + 52.7%  | \$319,000                  | \$345,000                  | + 8.2%  |
| 92037 – La Jolla            | \$1,150,000                | \$944,500                  | - 17.9%  | \$1,175,000                | \$1,110,000                | - 5.5%  |
| 92040 – Lakeside            | \$335,750                  | \$401,500                  | + 19.6%  | \$435,000                  | \$460,000                  | + 5.7%  |
| 92054 – Oceanside South     | \$445,000                  | \$559,000                  | + 25.6%  | \$520,000                  | \$572,450                  | + 10.1% |
| 92056 – Oceanside East      | \$397,500                  | \$421,785                  | + 6.1%   | \$450,000                  | \$495,000                  | + 10.0% |
| 92057 – Oceanside North     | \$323,500                  | \$390,000                  | + 20.6%  | \$400,000                  | \$435,000                  | + 8.7%  |
| 92058 – Oceanside (Central) | \$364,650                  | \$322,500                  | - 11.6%  | \$394,750                  | \$385,000                  | - 2.5%  |
| 92059 – Pala                | \$780,000                  | \$968,500                  | + 24.2%  | \$1,015,000                | \$725,000                  | - 28.6% |
| 92060 – Palomar Mountain    | \$195,000                  | \$100,000                  | - 48.7%  | \$275,000                  | \$230,000                  | - 16.4% |
| 92061 – Pauma Valley        | \$325,375                  | \$329,900                  | + 1.4%   | \$410,500                  | \$455,000                  | + 10.8% |
| 92064 – Poway               | \$545,000                  | \$675,000                  | + 23.9%  | \$629,500                  | \$650,000                  | + 3.3%  |
| 92065 – Ramona              | \$382,282                  | \$410,000                  | + 7.3%   | \$454,400                  | \$499,000                  | + 9.8%  |
| 92066 – Ranchita            | \$178,250                  | \$0                        | - 100.0% | \$400,000                  | \$396,625                  | - 0.8%  |
| 92067 – Rancho Santa Fe     | \$2,100,000                | \$1,620,000                | - 22.9%  | \$2,200,000                | \$2,301,963                | + 4.6%  |
| 92069 – San Marcos South    | \$469,500                  | \$503,500                  | + 7.2%   | \$479,900                  | \$513,325                  | + 7.0%  |
| 92070 – Santa Ysabel        | \$302,304                  | \$525,000                  | + 73.7%  | \$435,000                  | \$431,500                  | - 0.8%  |
| 92071 – Santee              | \$375,500                  | \$406,200                  | + 8.2%   | \$415,000                  | \$449,000                  | + 8.2%  |
| 92075 – Solana Beach        | \$940,000                  | \$1,275,500                | + 35.7%  | \$920,000                  | \$970,000                  | + 5.4%  |
| 92078 – San Marcos South    | \$415,000                  | \$510,000                  | + 22.9%  | \$541,000                  | \$581,275                  | + 7.4%  |
| 92081 – Vista South         | \$465,000                  | \$475,000                  | + 2.2%   | \$482,500                  | \$515,000                  | + 6.7%  |
| 92082 – Valley Center       | \$445,000                  | \$555,000                  | + 24.7%  | \$570,000                  | \$588,500                  | + 3.2%  |
| 92083 – Vista West          | \$331,500                  | \$382,475                  | + 15.4%  | \$405,000                  | \$415,000                  | + 2.5%  |
| 92084 – Vista East          | \$453,500                  | \$465,162                  | + 2.6%   | \$465,500                  | \$505,000                  | + 8.5%  |
| 92086 – Warner Springs      | \$314,500                  | \$350,000                  | + 11.3%  | \$320,000                  | \$329,000                  | + 2.8%  |
| 92091 – Rancho Santa Fe     | \$1,940,000                | \$792,000                  | - 59.2%  | \$1,055,000                | \$1,118,000                | + 6.0%  |

# Lender-Mediated Properties Report

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

## Median Sales Price by Area

|                                      | Lender-Mediated            |                            |         | Traditional                |                            |         |
|--------------------------------------|----------------------------|----------------------------|---------|----------------------------|----------------------------|---------|
|                                      | 07-2015<br>through 06-2016 | 07-2016<br>through 06-2017 | + / -   | 07-2015<br>through 06-2016 | 07-2016<br>through 06-2017 | + / -   |
| 92101 – Downtown                     | \$428,500                  | \$572,500                  | + 33.6% | \$493,000                  | \$517,500                  | + 5.0%  |
| 92102 – Golden Hills                 | \$299,250                  | \$392,000                  | + 31.0% | \$363,250                  | \$391,000                  | + 7.6%  |
| 92103 – Hillcrest, Mission Hills     | \$500,000                  | \$760,000                  | + 52.0% | \$584,500                  | \$590,000                  | + 0.9%  |
| 92104 – North Park                   | \$495,000                  | \$389,000                  | - 21.4% | \$464,500                  | \$475,000                  | + 2.3%  |
| 92105 – City Heights                 | \$300,500                  | \$342,500                  | + 14.0% | \$349,000                  | \$371,100                  | + 6.3%  |
| 92106 – Point Loma                   | \$800,000                  | \$950,000                  | + 18.8% | \$874,000                  | \$984,500                  | + 12.6% |
| 92107 – Ocean Beach                  | \$678,500                  | \$920,000                  | + 35.6% | \$735,000                  | \$762,500                  | + 3.7%  |
| 92108 – Mission Valley               | \$280,000                  | \$305,000                  | + 8.9%  | \$345,000                  | \$362,500                  | + 5.1%  |
| 92109 – Pacific Beach, Mission Beach | \$760,000                  | \$740,000                  | - 2.6%  | \$675,000                  | \$750,000                  | + 11.1% |
| 92110 – Morena                       | \$430,000                  | \$375,000                  | - 12.8% | \$385,000                  | \$440,000                  | + 14.3% |
| 92111 – Linda Vista                  | \$423,000                  | \$417,500                  | - 1.3%  | \$452,750                  | \$509,500                  | + 12.5% |
| 92113 – Logan Heights                | \$278,000                  | \$295,500                  | + 6.3%  | \$315,000                  | \$355,000                  | + 12.7% |
| 92114 – Encanto                      | \$325,000                  | \$335,000                  | + 3.1%  | \$370,000                  | \$410,000                  | + 10.8% |
| 92115 – College                      | \$343,500                  | \$379,900                  | + 10.6% | \$425,000                  | \$465,000                  | + 9.4%  |
| 92116 – Kensington, Normal Heights   | \$470,000                  | \$610,000                  | + 29.8% | \$449,000                  | \$550,000                  | + 22.5% |
| 92117 – Clairemont                   | \$484,900                  | \$546,000                  | + 12.6% | \$540,000                  | \$575,000                  | + 6.5%  |
| 92118 – Coronado                     | \$1,550,000                | \$1,220,000                | - 21.3% | \$1,455,000                | \$1,468,750                | + 0.9%  |
| 92119 – San Carlos                   | \$500,000                  | \$485,000                  | - 3.0%  | \$506,250                  | \$529,000                  | + 4.5%  |
| 92120 – Allied Gardens, Del Cerro    | \$423,000                  | \$512,500                  | + 21.2% | \$530,000                  | \$565,000                  | + 6.6%  |
| 92121 – Sorrento Valley              | \$445,000                  | \$628,500                  | + 41.2% | \$530,000                  | \$580,500                  | + 9.5%  |
| 92122 – University City              | \$428,299                  | \$471,900                  | + 10.2% | \$478,000                  | \$505,000                  | + 5.6%  |
| 92123 – Serra Mesa                   | \$450,000                  | \$468,750                  | + 4.2%  | \$500,000                  | \$520,000                  | + 4.0%  |
| 92124 – Tierrasanta                  | \$468,000                  | \$555,000                  | + 18.6% | \$506,500                  | \$542,000                  | + 7.0%  |
| 92126 – Mira Mesa                    | \$445,000                  | \$470,000                  | + 5.6%  | \$481,000                  | \$525,000                  | + 9.1%  |
| 92127 – Rancho Bernardo West         | \$615,000                  | \$740,000                  | + 20.3% | \$736,000                  | \$815,000                  | + 10.7% |
| 92128 – Rancho Bernardo East         | \$468,500                  | \$482,500                  | + 3.0%  | \$495,000                  | \$540,500                  | + 9.2%  |
| 92129 – Penasquitos                  | \$590,000                  | \$600,000                  | + 1.7%  | \$630,000                  | \$691,000                  | + 9.7%  |
| 92130 – Carmel Valley                | \$750,000                  | \$961,000                  | + 28.1% | \$878,000                  | \$950,000                  | + 8.2%  |
| 92131 – Scripps Ranch                | \$589,500                  | \$670,000                  | + 13.7% | \$667,500                  | \$747,000                  | + 11.9% |
| 92139 – Paradise Hills               | \$320,000                  | \$354,500                  | + 10.8% | \$350,000                  | \$390,000                  | + 11.4% |
| 92154 – Nestor                       | \$370,000                  | \$390,000                  | + 5.4%  | \$399,900                  | \$430,500                  | + 7.7%  |
| 92173 – San Ysidro                   | \$355,000                  | \$342,000                  | - 3.7%  | \$365,000                  | \$350,000                  | - 4.1%  |