

Monthly Indicators

January 2018

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt to take advantage of rising prices, expect buyers to be more selective.

Closed Sales decreased 10.2 percent for Detached homes and 1.6 percent for Attached homes. Pending Sales increased 4.4 percent for Detached homes and 8.2 percent for Attached homes. Inventory decreased 23.2 percent for Detached homes and 8.1 percent for Attached homes.

The Median Sales Price was up 6.8 percent to \$595,000 for Detached homes and 9.1 percent to \$409,000 for Attached homes. Days on Market decreased 14.0 percent for Detached homes and 15.6 percent for Attached homes. Supply decreased 21.1 percent for Detached homes and 7.7 percent for Attached homes.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

Monthly Snapshot

- 7.3%

+ 5.0%

- 19.4%

One Year Change in
Closed Sales
All Properties

One Year Change in
Median Sales Price
All Properties

One Year Change in
Homes for Sale
All Properties

Residential real estate activity in San Diego County, comprised of single family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Detached Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Detached homes only.**

| Key Metrics | Historical Sparkbars | | | 1-2017 | 1-2018 | Percent Change | YTD 2017 | YTD 2018 | Percent Change |
|--|----------------------|---------|---------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 01-2016 | 01-2017 | 01-2018 | | | | | | |
| New Listings | | | | 2,620 | 2,504 | - 4.4% | 2,620 | 2,504 | - 4.4% |
| Pending Sales | | | | 1,706 | 1,781 | + 4.4% | 1,706 | 1,781 | + 4.4% |
| Closed Sales | | | | 1,425 | 1,280 | - 10.2% | 1,425 | 1,280 | - 10.2% |
| Median Sales Price | | | | \$557,000 | \$595,000 | + 6.8% | \$557,000 | \$595,000 | + 6.8% |
| Average Sales Price | | | | \$696,398 | \$768,950 | + 10.4% | \$696,398 | \$768,950 | + 10.4% |
| \$ Volume of Closed Sales (in millions) | | | | \$992 | \$984 | - 0.8% | \$992 | \$984 | - 0.8% |
| Pct. of Orig. Price Received | | | | 96.4% | 96.8% | + 0.4% | 96.4% | 96.8% | + 0.4% |
| Days on Market Until Sale | | | | 43 | 37 | - 14.0% | 43 | 37 | - 14.0% |
| Housing Affordability Index | | | | 60 | 57 | - 5.0% | 60 | 57 | - 5.0% |
| Inventory of Homes for Sale | | | | 3,902 | 2,996 | - 23.2% | -- | -- | -- |
| Months Supply of Inventory | | | | 1.9 | 1.5 | - 21.1% | -- | -- | -- |

Attached Market Overview

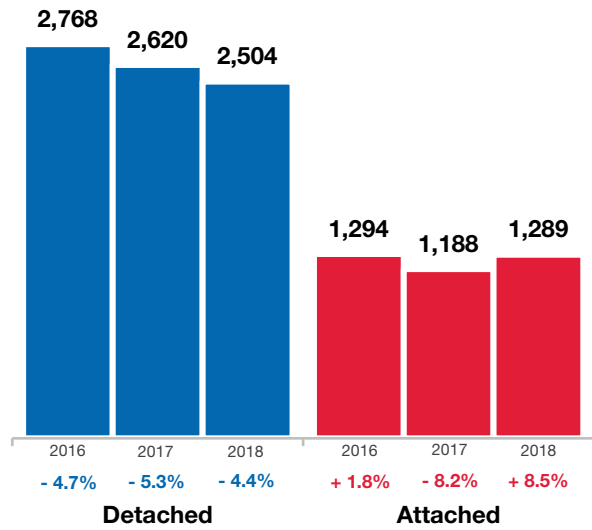
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

| Key Metrics | Historical Sparkbars | | | 1-2017 | 1-2018 | Percent Change | YTD 2017 | YTD 2018 | Percent Change |
|--|----------------------|---------|---------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 01-2016 | 01-2017 | 01-2018 | | | | | | |
| New Listings | | | | 1,188 | 1,289 | + 8.5% | 1,188 | 1,289 | + 8.5% |
| Pending Sales | | | | 828 | 896 | + 8.2% | 828 | 896 | + 8.2% |
| Closed Sales | | | | 707 | 696 | - 1.6% | 707 | 696 | - 1.6% |
| Median Sales Price | | | | \$375,000 | \$409,000 | + 9.1% | \$375,000 | \$409,000 | + 9.1% |
| Average Sales Price | | | | \$443,196 | \$489,226 | + 10.4% | \$443,196 | \$489,226 | + 10.4% |
| \$ Volume of Closed Sales (in millions) | | | | \$313 | \$341 | + 8.9% | \$313 | \$341 | + 8.9% |
| Pct. of Orig. Price Received | | | | 97.3% | 98.2% | + 0.9% | 97.3% | 98.2% | + 0.9% |
| Days on Market Until Sale | | | | 32 | 27 | - 15.6% | 32 | 27 | - 15.6% |
| Housing Affordability Index | | | | 89 | 83 | - 6.7% | 89 | 83 | - 6.7% |
| Inventory of Homes for Sale | | | | 1,341 | 1,232 | - 8.1% | -- | -- | -- |
| Months Supply of Inventory | | | | 1.3 | 1.2 | - 7.7% | -- | -- | -- |

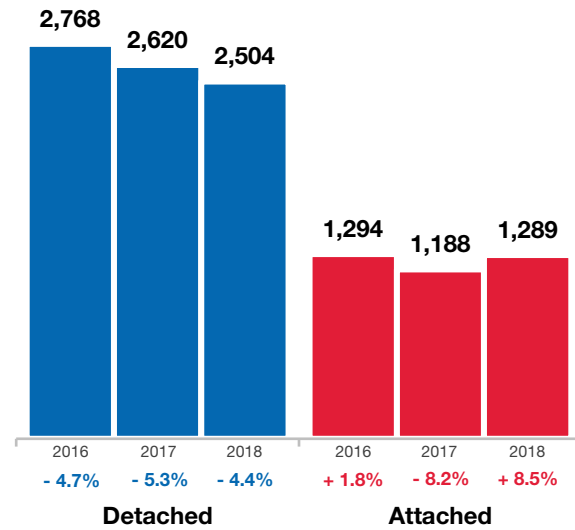
New Listings

A count of the properties that have been newly listed on the market in a given month.

January

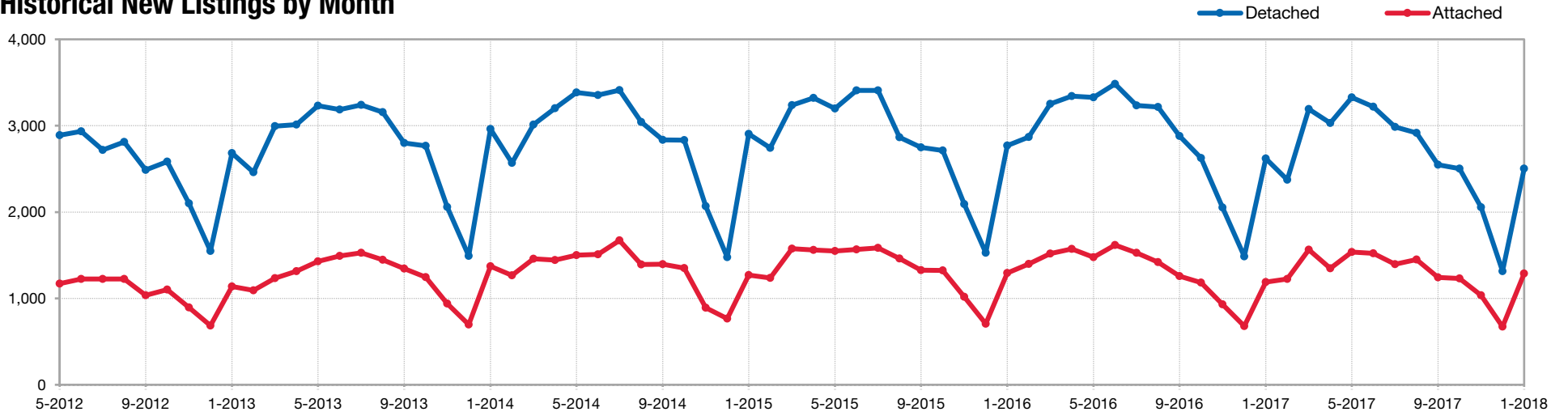


Year to Date



| New Listings | Detached | Year-Over-Year Change | Attached | Year-Over-Year Change |
|-----------------|--------------|-----------------------|--------------|-----------------------|
| Feb-2017 | 2,374 | -17.2% | 1,225 | -12.5% |
| Mar-2017 | 3,193 | -1.8% | 1,563 | +3.0% |
| Apr-2017 | 3,031 | -9.3% | 1,349 | -14.2% |
| May-2017 | 3,326 | -0.1% | 1,537 | +4.1% |
| Jun-2017 | 3,219 | -7.6% | 1,521 | -6.0% |
| Jul-2017 | 2,985 | -7.7% | 1,397 | -8.6% |
| Aug-2017 | 2,916 | -9.3% | 1,449 | +2.1% |
| Sep-2017 | 2,547 | -11.5% | 1,243 | -1.2% |
| Oct-2017 | 2,503 | -4.6% | 1,230 | +4.1% |
| Nov-2017 | 2,056 | +0.1% | 1,036 | +11.2% |
| Dec-2017 | 1,315 | -11.6% | 672 | -1.0% |
| Jan-2018 | 2,504 | -4.4% | 1,289 | +8.5% |
| 12-Month Avg | 2,664 | -7.0% | 1,293 | -1.7% |

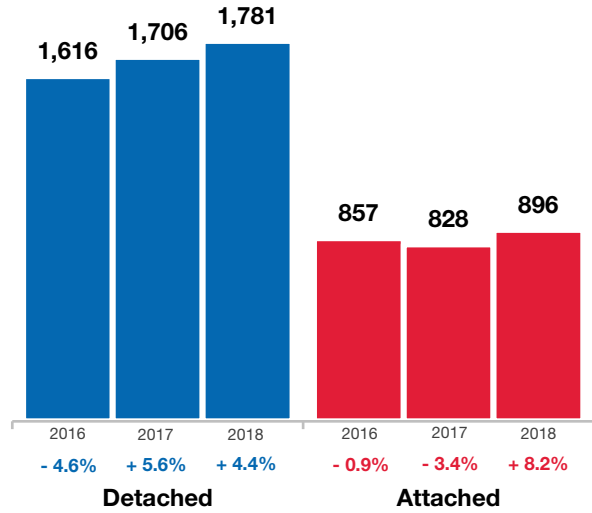
Historical New Listings by Month



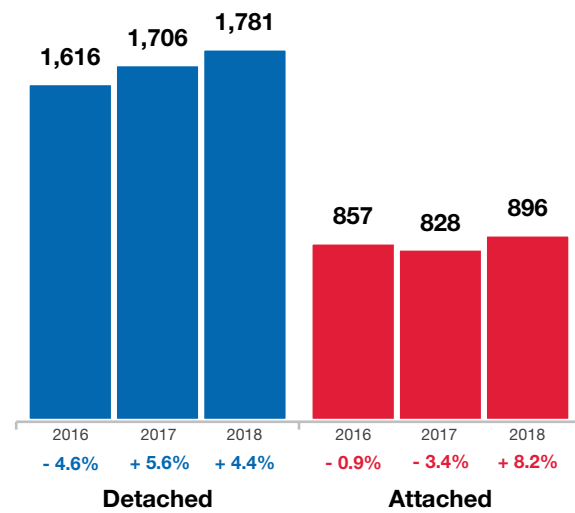
Pending Sales

A count of the properties on which offers have been accepted in a given month.

January

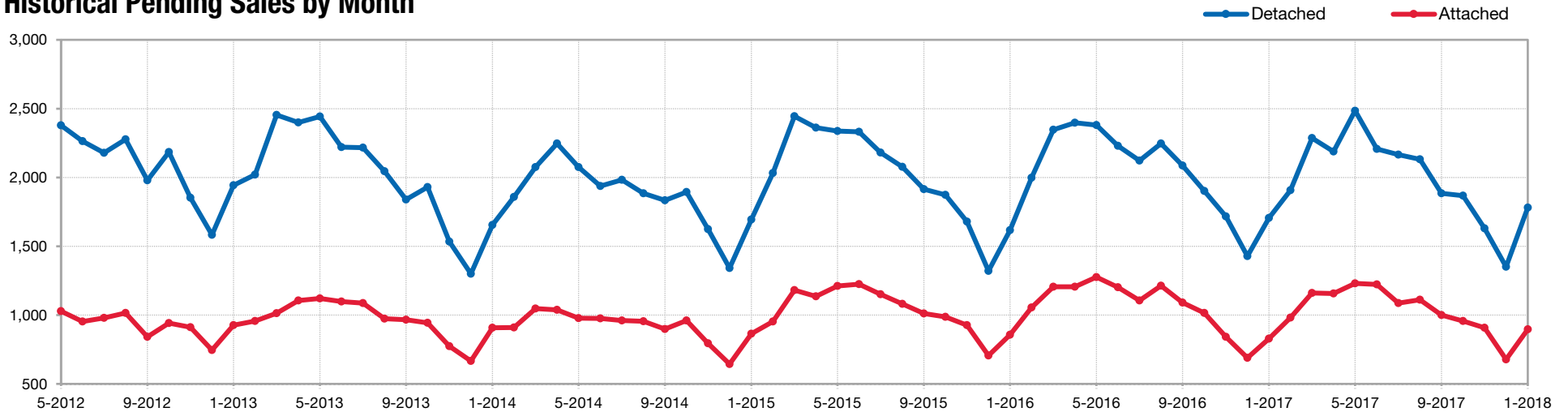


Year to Date



| Pending Sales | Detached | Year-Over-Year Change | Attached | Year-Over-Year Change |
|-----------------|--------------|-----------------------|------------|-----------------------|
| Feb-2017 | 1,908 | -4.5% | 982 | -6.8% |
| Mar-2017 | 2,287 | -2.5% | 1,160 | -3.7% |
| Apr-2017 | 2,189 | -8.7% | 1,157 | -4.1% |
| May-2017 | 2,485 | +4.4% | 1,231 | -3.5% |
| Jun-2017 | 2,206 | -1.0% | 1,222 | +1.7% |
| Jul-2017 | 2,166 | +2.1% | 1,086 | -1.8% |
| Aug-2017 | 2,132 | -5.1% | 1,111 | -8.5% |
| Sep-2017 | 1,885 | -9.7% | 1,000 | -8.3% |
| Oct-2017 | 1,868 | -1.8% | 957 | -5.8% |
| Nov-2017 | 1,630 | -5.0% | 907 | +7.8% |
| Dec-2017 | 1,350 | -5.5% | 678 | -1.5% |
| Jan-2018 | 1,781 | +4.4% | 896 | +8.2% |
| 12-Month Avg | 2,047 | -2.7% | 1,060 | -2.7% |

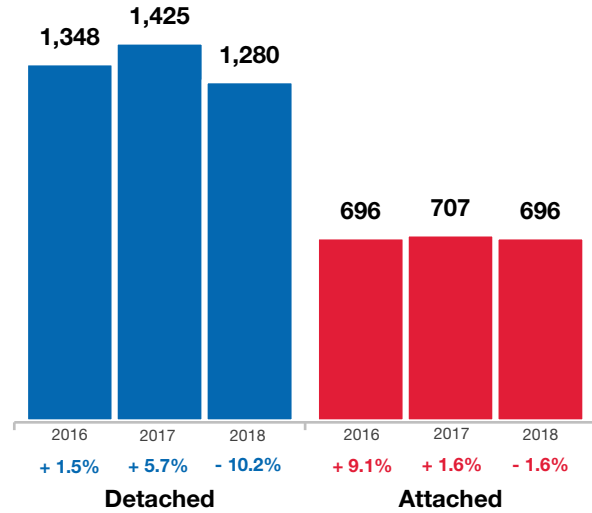
Historical Pending Sales by Month



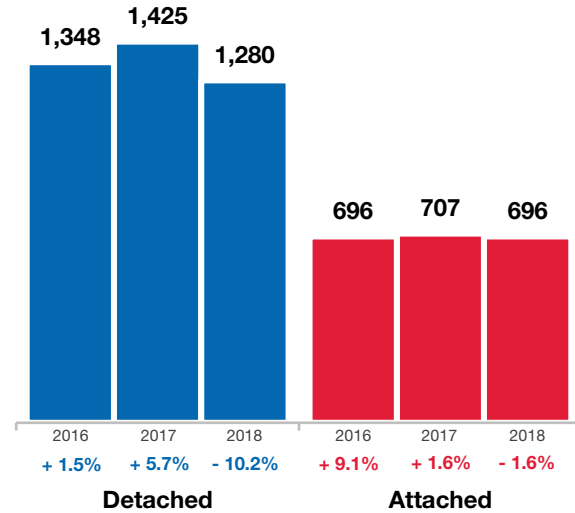
Closed Sales

A count of the actual sales that closed in a given month.

January

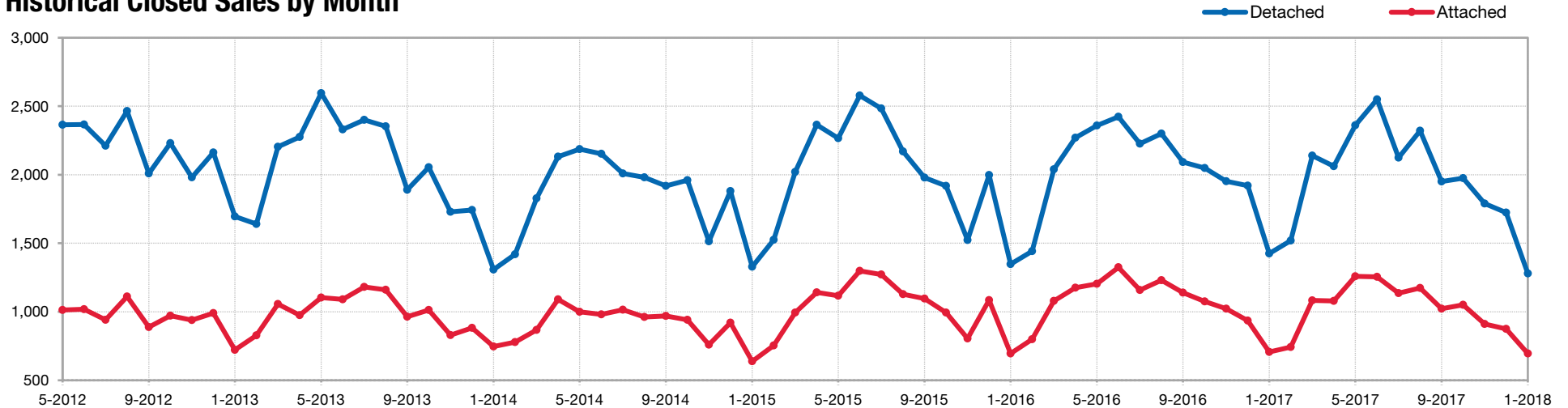


Year to Date



| | Closed Sales | Detached | Year-Over-Year Change | Attached | Year-Over-Year Change |
|-----------------|--------------|--------------|-----------------------|------------|-----------------------|
| Feb-2017 | | 1,519 | +5.3% | 742 | -7.3% |
| Mar-2017 | | 2,139 | +4.9% | 1,083 | +0.4% |
| Apr-2017 | | 2,063 | -9.1% | 1,080 | -8.1% |
| May-2017 | | 2,361 | +0.1% | 1,258 | +4.6% |
| Jun-2017 | | 2,549 | +5.2% | 1,255 | -5.2% |
| Jul-2017 | | 2,124 | -4.6% | 1,136 | -1.9% |
| Aug-2017 | | 2,321 | +0.9% | 1,174 | -4.6% |
| Sep-2017 | | 1,951 | -6.8% | 1,023 | -10.3% |
| Oct-2017 | | 1,976 | -3.5% | 1,050 | -2.3% |
| Nov-2017 | | 1,790 | -8.3% | 910 | -11.0% |
| Dec-2017 | | 1,723 | -10.3% | 875 | -6.4% |
| Jan-2018 | 1,280 | 1,280 | -10.2% | 696 | -1.6% |
| 12-Month Avg | | 2,042 | -2.9% | 1,071 | -4.4% |

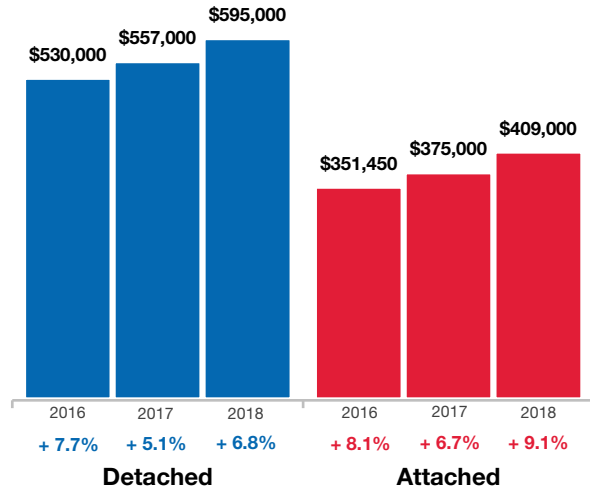
Historical Closed Sales by Month



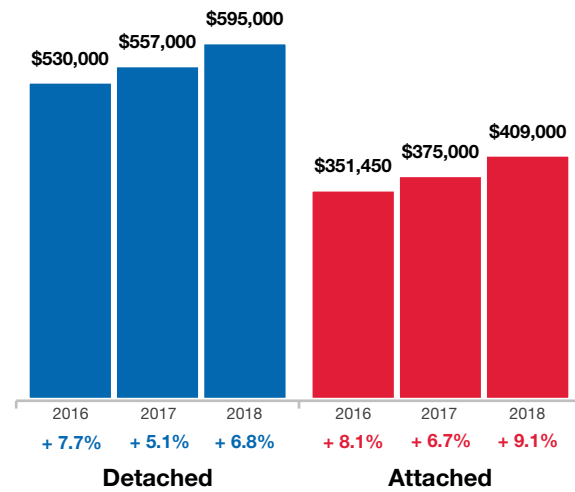
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

January



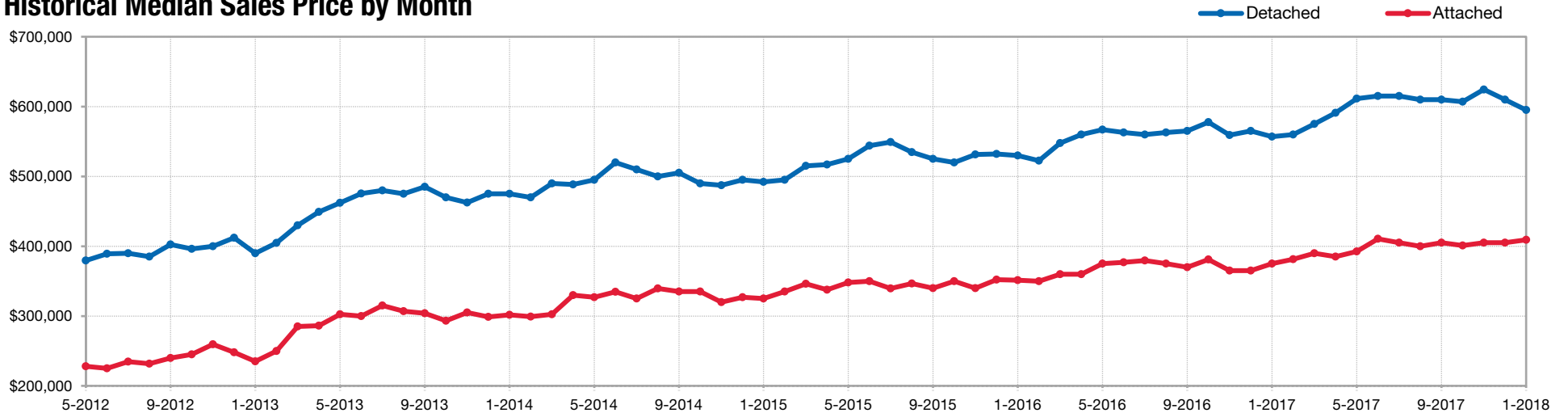
Year to Date



| Median Sales Price | Detached | Year-Over-Year Change | Attached | Year-Over-Year Change |
|--------------------|------------------|-----------------------|------------------|-----------------------|
| Feb-2017 | \$560,000 | +7.2% | \$381,444 | +9.0% |
| Mar-2017 | \$575,060 | +5.0% | \$390,000 | +8.3% |
| Apr-2017 | \$591,000 | +5.5% | \$385,000 | +6.9% |
| May-2017 | \$611,500 | +7.8% | \$392,500 | +4.7% |
| Jun-2017 | \$615,000 | +9.2% | \$410,500 | +8.9% |
| Jul-2017 | \$615,000 | +9.8% | \$405,000 | +6.7% |
| Aug-2017 | \$610,000 | +8.3% | \$400,000 | +6.7% |
| Sep-2017 | \$610,000 | +8.0% | \$405,000 | +9.5% |
| Oct-2017 | \$607,000 | +5.1% | \$400,864 | +5.2% |
| Nov-2017 | \$624,500 | +11.7% | \$405,000 | +11.0% |
| Dec-2017 | \$610,000 | +8.0% | \$405,000 | +11.0% |
| Jan-2018 | \$595,000 | +6.8% | \$409,000 | +9.1% |
| 12-Month Avg* | \$560,000 | +8.0% | \$370,000 | +8.1% |

* Median Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Median Sales Price by Month

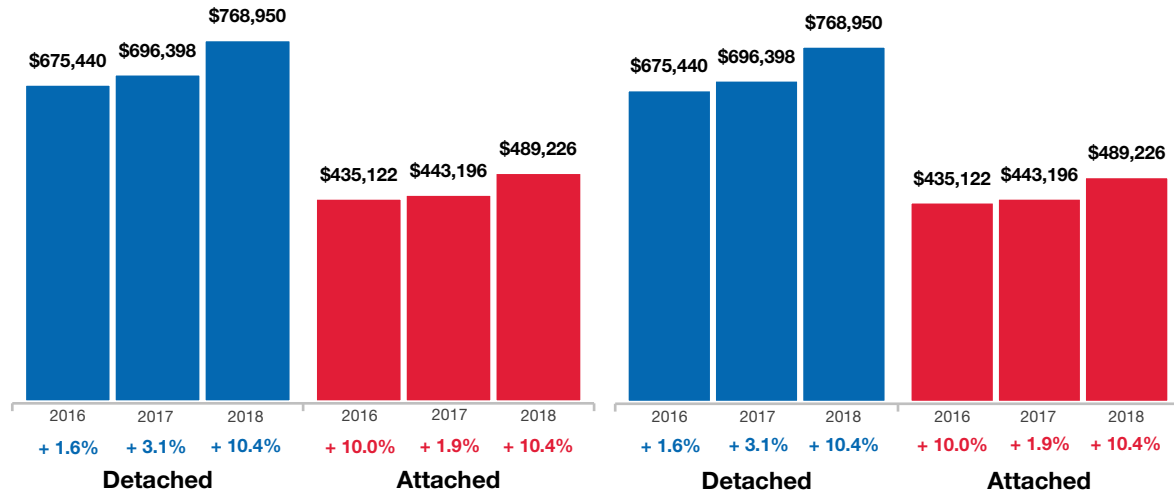


Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

January

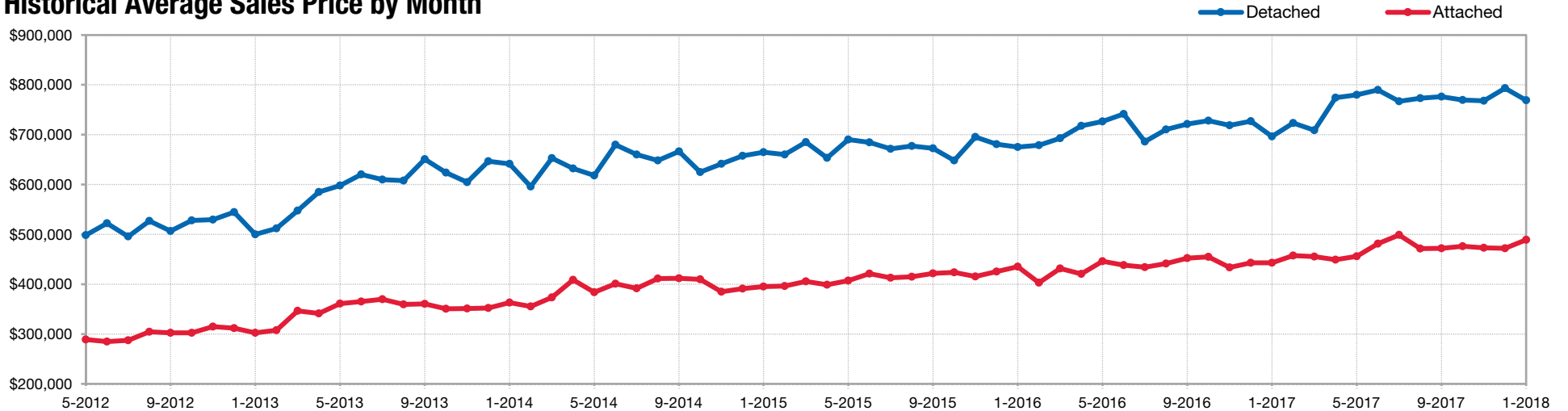
Year to Date



| | Avg. Sales Price | Detached | Year-Over-Year Change | Attached | Year-Over-Year Change |
|-----------------|------------------|------------------|-----------------------|------------------|-----------------------|
| Feb-2017 | | \$723,706 | +6.6% | \$457,492 | +13.5% |
| Mar-2017 | | \$709,080 | +2.4% | \$455,374 | +5.6% |
| Apr-2017 | | \$774,254 | +7.9% | \$448,963 | +6.7% |
| May-2017 | | \$779,986 | +7.4% | \$456,077 | +2.2% |
| Jun-2017 | | \$789,948 | +6.5% | \$481,226 | +9.7% |
| Jul-2017 | | \$767,269 | +11.8% | \$498,781 | +14.9% |
| Aug-2017 | | \$773,491 | +8.9% | \$471,357 | +6.8% |
| Sep-2017 | | \$776,104 | +7.6% | \$472,017 | +4.4% |
| Oct-2017 | | \$769,512 | +5.6% | \$476,262 | +4.7% |
| Nov-2017 | | \$768,096 | +6.9% | \$472,849 | +9.1% |
| Dec-2017 | | \$793,322 | +9.1% | \$472,146 | +6.6% |
| Jan-2018 | | \$768,950 | +10.4% | \$489,226 | +10.4% |
| 12-Month Avg* | | \$713,733 | +7.5% | \$437,450 | +7.6% |

* Avg. Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

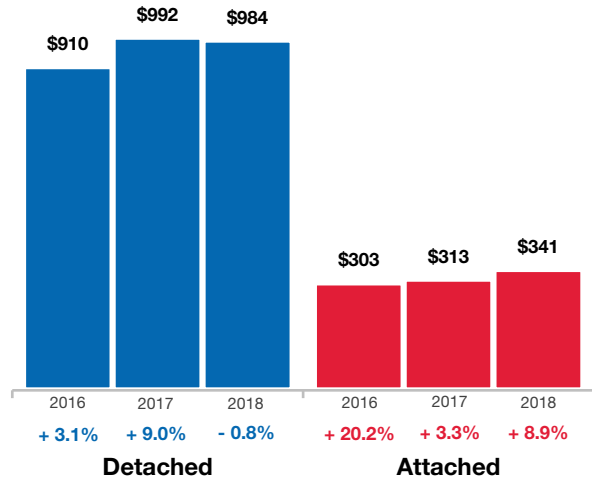
Historical Average Sales Price by Month



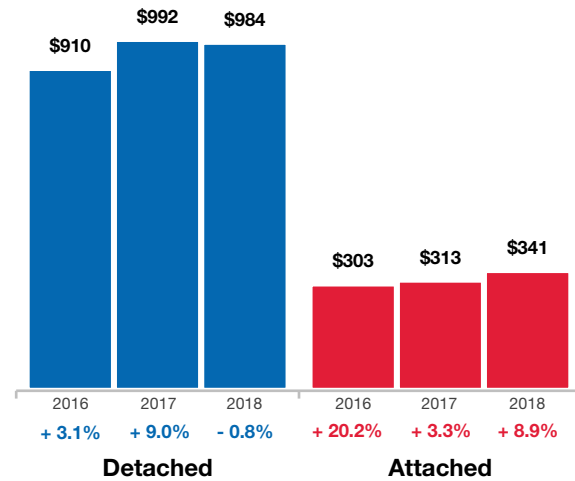
Dollar Volume of Closed Sales (in millions)

The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.

January



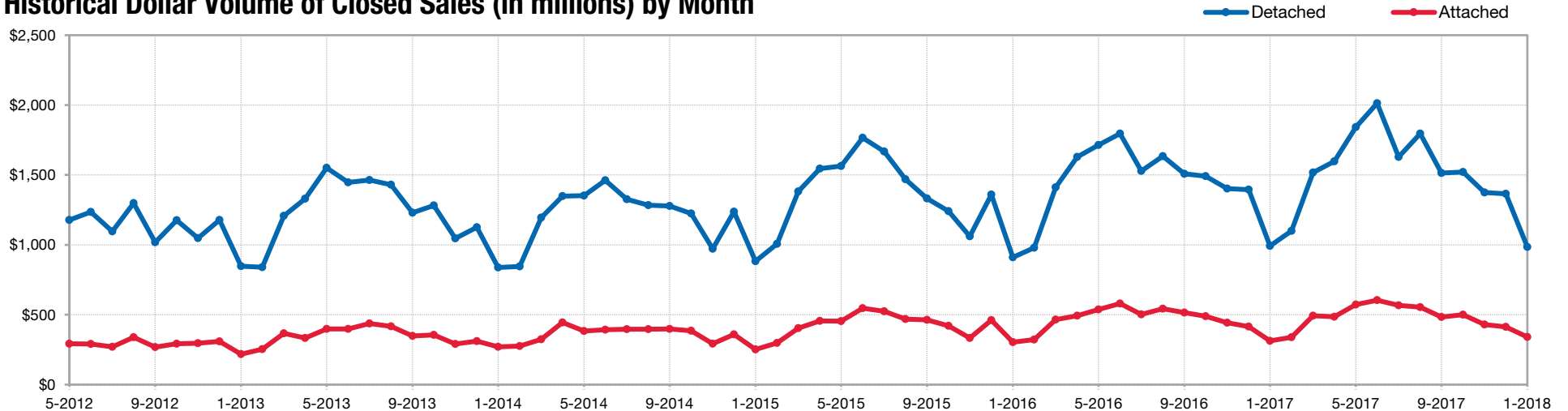
Year to Date



| \$ Volume of Closed Sales (in millions) | Detached | Year-Over-Year Change | Attached | Year-Over-Year Change |
|---|--------------|-----------------------|--------------|-----------------------|
| Feb-2017 | \$1,099 | +12.3% | \$339 | +5.3% |
| Mar-2017 | \$1,517 | +7.4% | \$493 | +6.0% |
| Apr-2017 | \$1,597 | -2.0% | \$485 | -1.8% |
| May-2017 | \$1,842 | +7.5% | \$574 | +6.9% |
| Jun-2017 | \$2,013 | +12.1% | \$604 | +4.0% |
| Jul-2017 | \$1,630 | +6.7% | \$567 | +12.7% |
| Aug-2017 | \$1,795 | +9.8% | \$553 | +1.8% |
| Sep-2017 | \$1,514 | +0.3% | \$483 | -6.2% |
| Oct-2017 | \$1,521 | +1.9% | \$500 | +2.2% |
| Nov-2017 | \$1,375 | -2.0% | \$430 | -2.9% |
| Dec-2017 | \$1,365 | -2.2% | \$413 | -0.2% |
| Jan-2018 | \$984 | -0.8% | \$341 | +8.9% |
| 12-Month Avg* | \$1,521 | +4.3% | \$482 | +2.9% |

* \$ Volume of Closed Sales (in millions) for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Dollar Volume of Closed Sales (in millions) by Month

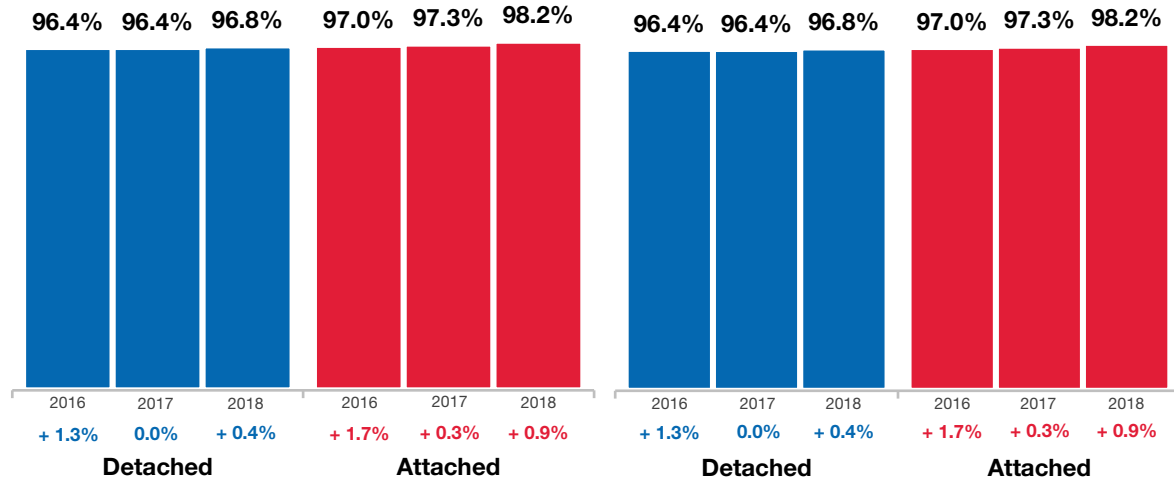


Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

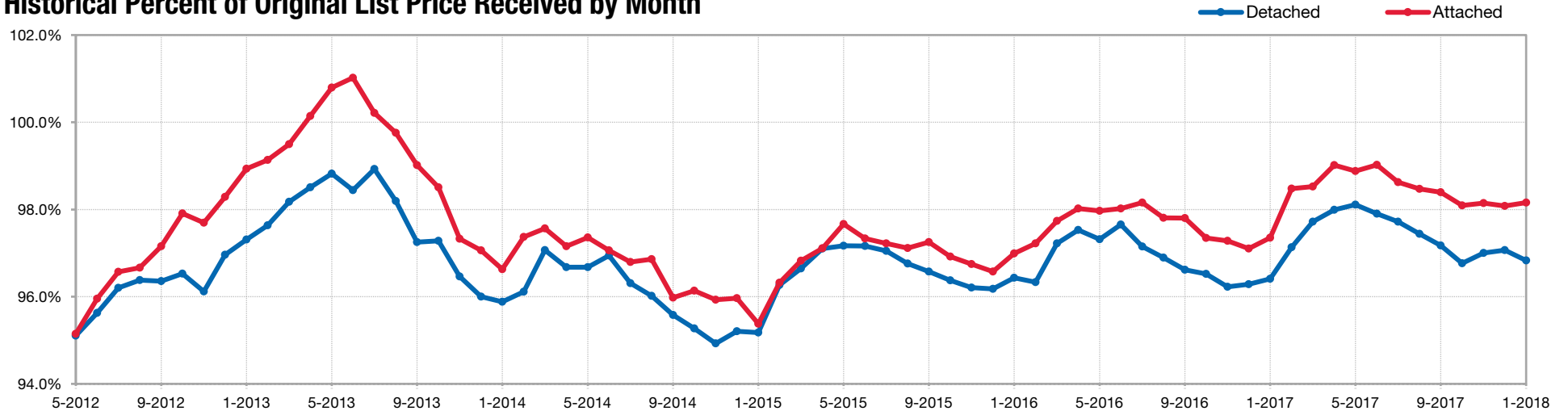
Year to Date



| Pct. of Orig. Price Received | Detached | Year-Over-Year Change | Attached | Year-Over-Year Change |
|------------------------------|--------------|-----------------------|--------------|-----------------------|
| Feb-2017 | 97.1% | +0.8% | 98.5% | +1.3% |
| Mar-2017 | 97.7% | +0.5% | 98.5% | +0.8% |
| Apr-2017 | 98.0% | +0.5% | 99.0% | +1.0% |
| May-2017 | 98.1% | +0.8% | 98.9% | +0.9% |
| Jun-2017 | 97.9% | +0.2% | 99.0% | +1.0% |
| Jul-2017 | 97.7% | +0.6% | 98.6% | +0.4% |
| Aug-2017 | 97.4% | +0.5% | 98.5% | +0.7% |
| Sep-2017 | 97.2% | +0.6% | 98.4% | +0.6% |
| Oct-2017 | 96.8% | +0.3% | 98.1% | +0.8% |
| Nov-2017 | 97.0% | +0.8% | 98.1% | +0.8% |
| Dec-2017 | 97.1% | +0.8% | 98.1% | +1.0% |
| Jan-2018 | 96.8% | +0.4% | 98.2% | +0.9% |
| 12-Month Avg* | 97.4% | +0.6% | 98.5% | +0.9% |

* Pct. of Orig. Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

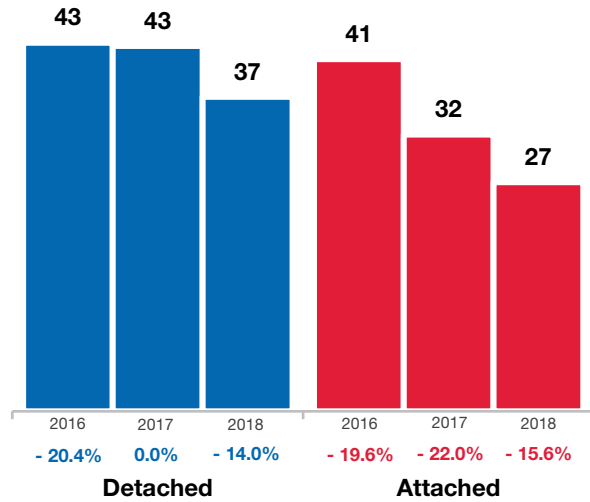
Historical Percent of Original List Price Received by Month



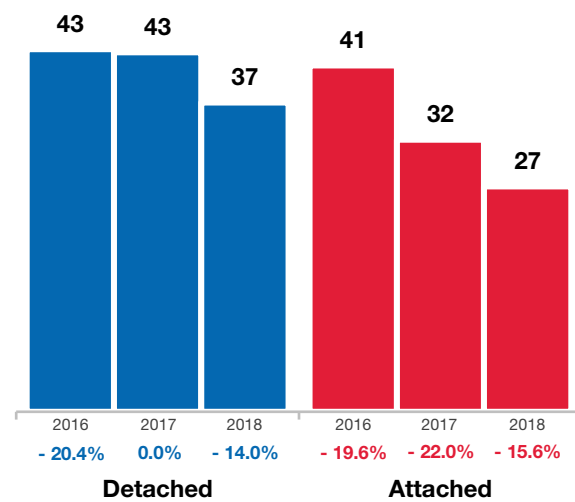
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

January



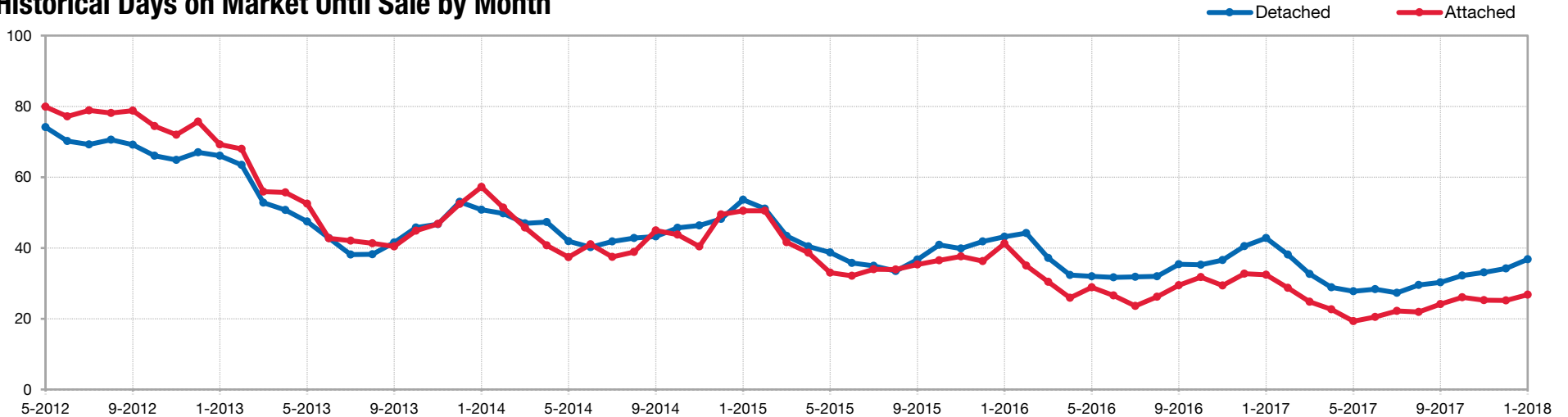
Year to Date



| Days on Market | Detached | Year-Over-Year Change | Attached | Year-Over-Year Change |
|-----------------|-----------|-----------------------|-----------|-----------------------|
| Feb-2017 | 38 | -13.6% | 29 | -17.1% |
| Mar-2017 | 33 | -10.8% | 25 | -16.7% |
| Apr-2017 | 29 | -9.4% | 23 | -11.5% |
| May-2017 | 28 | -12.5% | 19 | -34.5% |
| Jun-2017 | 28 | -12.5% | 20 | -25.9% |
| Jul-2017 | 27 | -15.6% | 22 | -8.3% |
| Aug-2017 | 30 | -6.3% | 22 | -15.4% |
| Sep-2017 | 30 | -14.3% | 24 | -17.2% |
| Oct-2017 | 32 | -8.6% | 26 | -18.8% |
| Nov-2017 | 33 | -10.8% | 25 | -13.8% |
| Dec-2017 | 34 | -15.0% | 25 | -24.2% |
| Jan-2018 | 37 | -14.0% | 27 | -15.6% |
| 12-Month Avg* | 32 | -12.1% | 24 | -18.7% |

* Days on Market for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

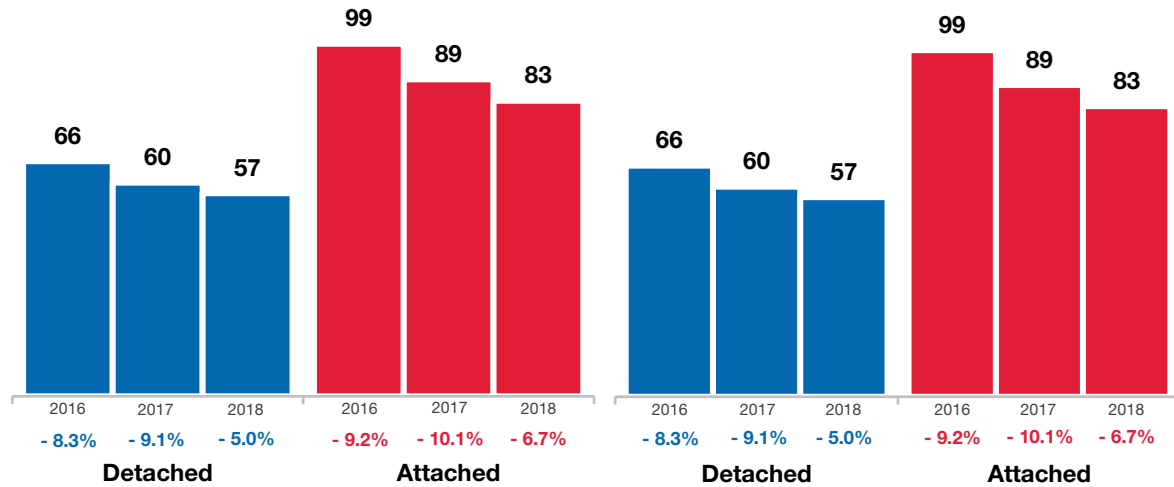


Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

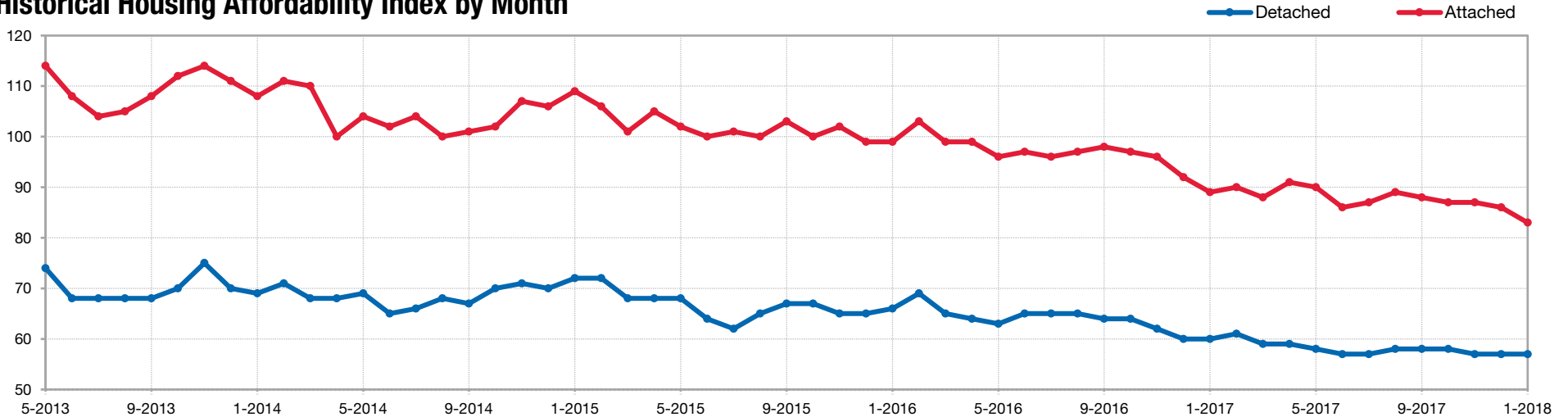
January

Year to Date



| Affordability Index | Detached | Year-Over-Year Change | Attached | Year-Over-Year Change |
|---------------------|-----------|-----------------------|-----------|-----------------------|
| Feb-2017 | 61 | -11.6% | 90 | -12.6% |
| Mar-2017 | 59 | -9.2% | 88 | -11.1% |
| Apr-2017 | 59 | -7.8% | 91 | -8.1% |
| May-2017 | 58 | -7.9% | 90 | -6.3% |
| Jun-2017 | 57 | -12.3% | 86 | -11.3% |
| Jul-2017 | 57 | -12.3% | 87 | -9.4% |
| Aug-2017 | 58 | -10.8% | 89 | -8.2% |
| Sep-2017 | 58 | -9.4% | 88 | -10.2% |
| Oct-2017 | 58 | -9.4% | 87 | -10.3% |
| Nov-2017 | 57 | -8.1% | 87 | -9.4% |
| Dec-2017 | 57 | -5.0% | 86 | -6.5% |
| Jan-2018 | 57 | -5.0% | 83 | -6.7% |
| 12-Month Avg | 58 | -9.1% | 88 | -9.2% |

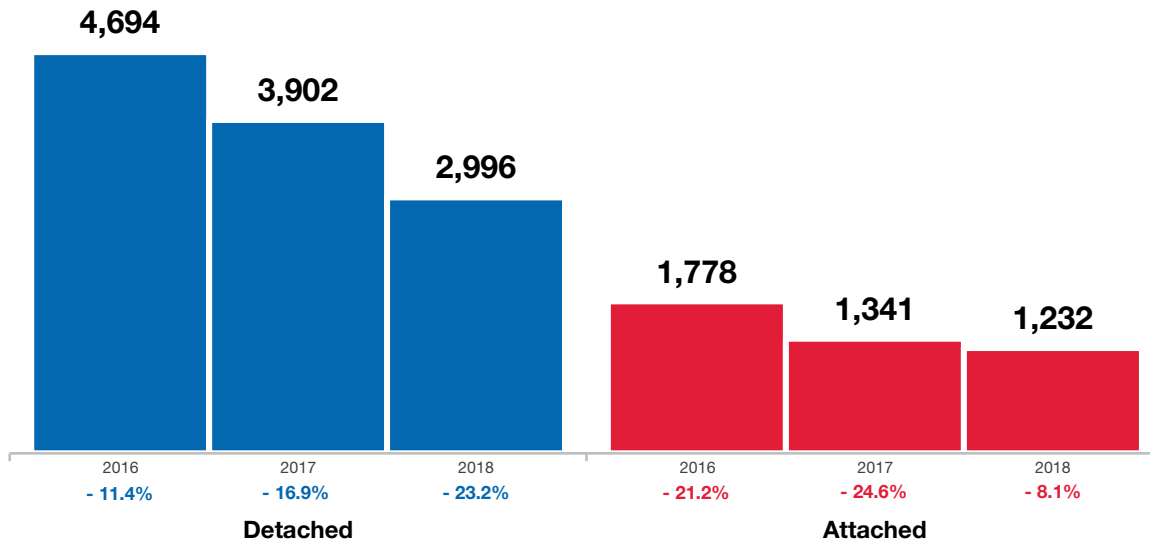
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

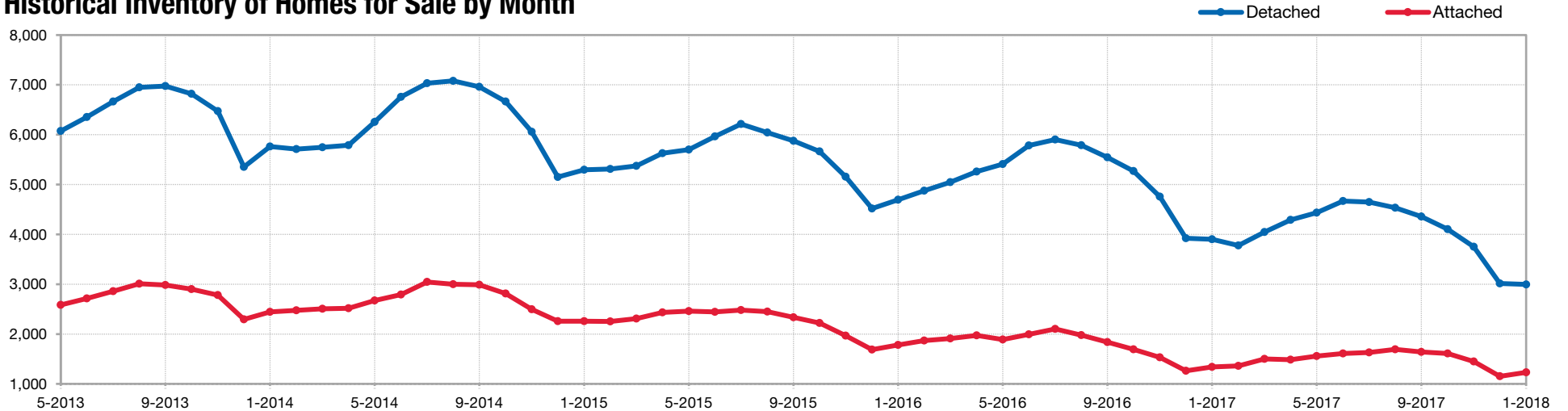
The number of properties available for sale in active status at the end of a given month.

January



| Homes for Sale | Detached | Year-Over-Year Change | Attached | Year-Over-Year Change |
|-----------------|--------------|-----------------------|--------------|-----------------------|
| Feb-2017 | 3,779 | -22.5% | 1,362 | -27.2% |
| Mar-2017 | 4,048 | -19.8% | 1,501 | -21.3% |
| Apr-2017 | 4,291 | -18.4% | 1,486 | -24.6% |
| May-2017 | 4,434 | -18.0% | 1,556 | -17.5% |
| Jun-2017 | 4,669 | -19.3% | 1,609 | -19.3% |
| Jul-2017 | 4,647 | -21.3% | 1,632 | -22.4% |
| Aug-2017 | 4,534 | -21.7% | 1,691 | -14.5% |
| Sep-2017 | 4,355 | -21.5% | 1,642 | -10.7% |
| Oct-2017 | 4,103 | -22.1% | 1,607 | -4.9% |
| Nov-2017 | 3,752 | -21.1% | 1,447 | -5.4% |
| Dec-2017 | 3,017 | -23.1% | 1,151 | -8.9% |
| Jan-2018 | 2,996 | -23.2% | 1,232 | -8.1% |
| 12-Month Avg | 5,123 | -20.9% | 1,781 | -16.2% |

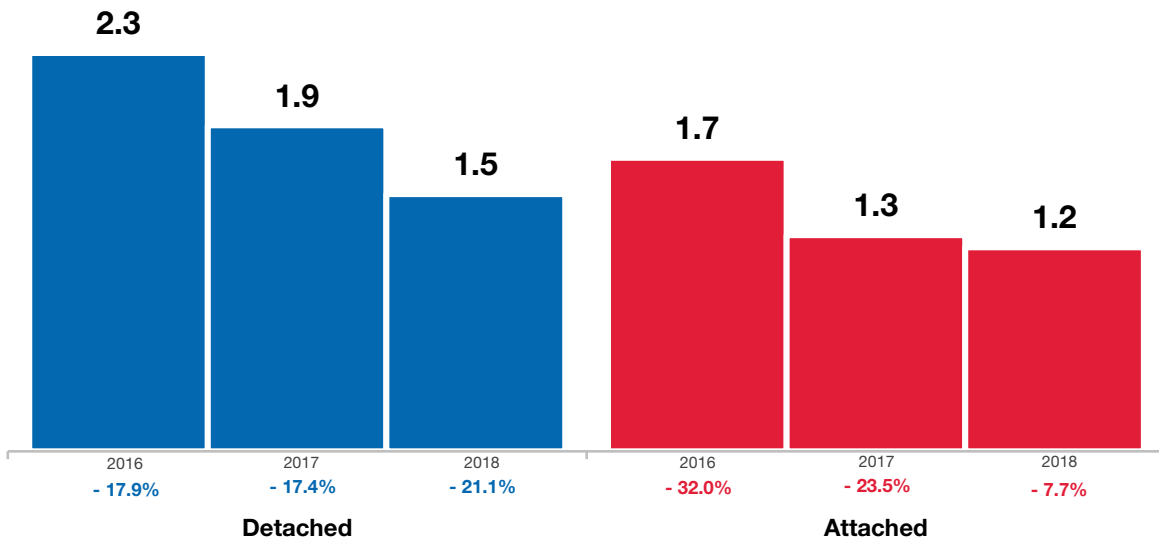
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

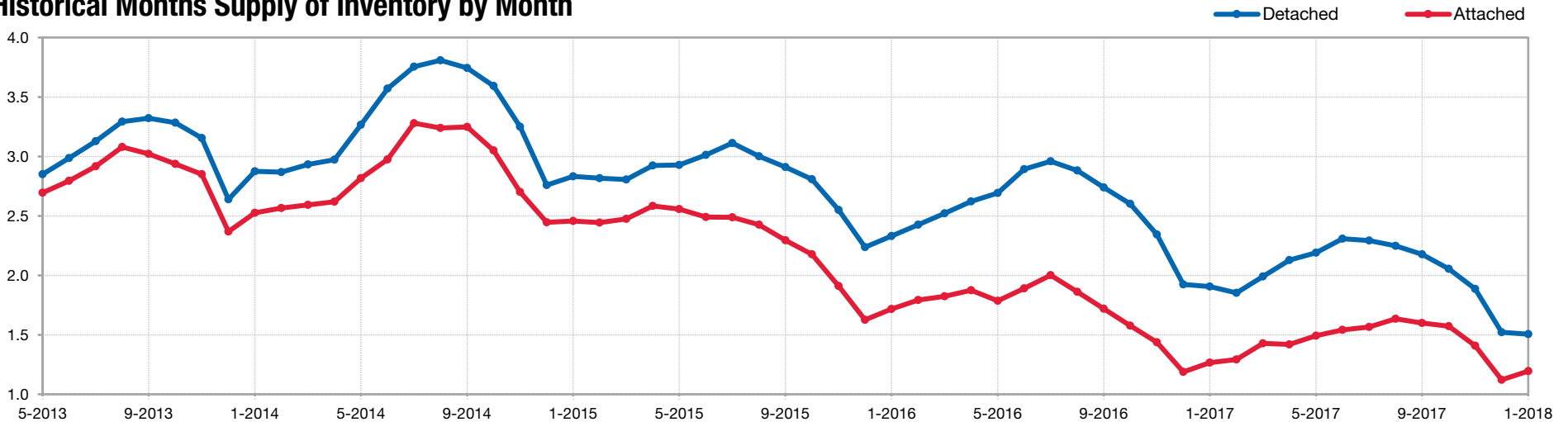
January



| Months Supply | Detached | Year-Over-Year Change | Attached | Year-Over-Year Change |
|-----------------|------------|-----------------------|------------|-----------------------|
| Feb-2017 | 1.9 | -20.8% | 1.3 | -27.8% |
| Mar-2017 | 2.0 | -20.0% | 1.4 | -22.2% |
| Apr-2017 | 2.1 | -19.2% | 1.4 | -26.3% |
| May-2017 | 2.2 | -18.5% | 1.5 | -16.7% |
| Jun-2017 | 2.3 | -20.7% | 1.5 | -21.1% |
| Jul-2017 | 2.3 | -23.3% | 1.6 | -20.0% |
| Aug-2017 | 2.2 | -24.1% | 1.6 | -15.8% |
| Sep-2017 | 2.2 | -18.5% | 1.6 | -5.9% |
| Oct-2017 | 2.1 | -19.2% | 1.6 | 0.0% |
| Nov-2017 | 1.9 | -17.4% | 1.4 | 0.0% |
| Dec-2017 | 1.5 | -21.1% | 1.1 | -8.3% |
| Jan-2018 | 1.5 | -21.1% | 1.2 | -7.7% |
| 12-Month Avg* | 2.0 | -20.8% | 1.4 | -14.6% |

* Months Supply for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

| Key Metrics | Historical Sparkbars | | | 1-2017 | 1-2018 | Percent Change | YTD 2017 | YTD 2018 | Percent Change |
|--|----------------------|-----------|------------------|---------|-----------|------------------|----------|----------|----------------|
| | 01-2016 | 01-2017 | 01-2018 | | | | | | |
| New Listings | | 3,808 | 3,793 | - 0.4% | 3,808 | 3,793 | - 0.4% | | |
| Pending Sales | | 2,534 | 2,677 | + 5.6% | 2,534 | 2,677 | + 5.6% | | |
| Closed Sales | | 2,132 | 1,976 | - 7.3% | 2,132 | 1,976 | - 7.3% | | |
| Median Sales Price | | \$505,000 | \$530,000 | + 5.0% | \$505,000 | \$530,000 | + 5.0% | | |
| Average Sales Price | | \$612,432 | \$670,423 | + 9.5% | \$612,432 | \$670,423 | + 9.5% | | |
| \$ Volume of Closed Sales (in millions) | | \$1,306 | \$1,325 | + 1.5% | \$1,306 | \$1,325 | + 1.5% | | |
| Pct. of Orig. Price Received | | 96.7% | 97.3% | + 0.6% | 96.7% | 97.3% | + 0.6% | | |
| Days on Market | | 39 | 33 | - 15.4% | 39 | 33 | - 15.4% | | |
| Affordability Index | | 66 | 64 | - 3.0% | 66 | 64 | - 3.0% | | |
| Homes for Sale | | 5,243 | 4,228 | - 19.4% | -- | -- | -- | | |
| Months Supply | | 1.7 | 1.4 | - 17.6% | -- | -- | -- | | |