

# A FROSTY AUTUMN

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HOUSING HAS BEEN SLOWING THROUGH BOTH THE SPRING AND SUMMER MARKETS, YET THE SLOWDOWN HAS PICKED UP ITS PACE SINCE TRANSITIONING TO THE AUTUMN MARKET.



# HOUSING IS SLOWING

THE SAN DIEGO COUNTY HOUSING MARKET HAS DOWNSHIFTED CONSIDERABLY SINCE MARCH.

Returning to their classrooms, kids are adjusting to their busy school calendars. Fall youth sports have also resumed with their demanding practice and game schedules. Upon entering the local grocery store, boxes of bright orange pumpkins adorn the entrance. Coffee shops are busy making their most popular seasonal latte, Pumpkin Spice. The sun is setting earlier and earlier by the day. That's right, Autumn has arrived. It may not officially start until Sunday, September 22nd, but all the signs are here.

These changes also indicate that the start of the housing Autumn Market has arrived. The Autumn Market begins the moment kids go back to school at the end of August, a bit earlier than the fall equinox, and ends a week before Thanksgiving, the start of the Holiday Market. The best time of the year for housing is during the Spring Market. That is when buyer demand reaches a peak. Many people, especially families with children in school, prefer to isolate their home during the spring and close during the summer while the kids are on break. The inventory rises during the spring as well.

The second best time of the year for the housing market is the Summer Market. The market slows a bit due to all the distractions, including family vacations, summer camps, the beach, the community pool, and amusement parks. There is still plenty of demand, yet it is slowly declining. The inventory normally rises until it finds its peak between July and August and then gradually falls.

During the Autumn Market, the "prime time" season for real estate is now in the rearview mirror. Housing transitions to a slower time of the year. Typically, the inventory and demand decrease slightly at a very similar rate, and the Expected Market Time (the time between hammering in the FOR-SALE sign to becoming a pending sale) does not change much.

## Typical Autumn Market

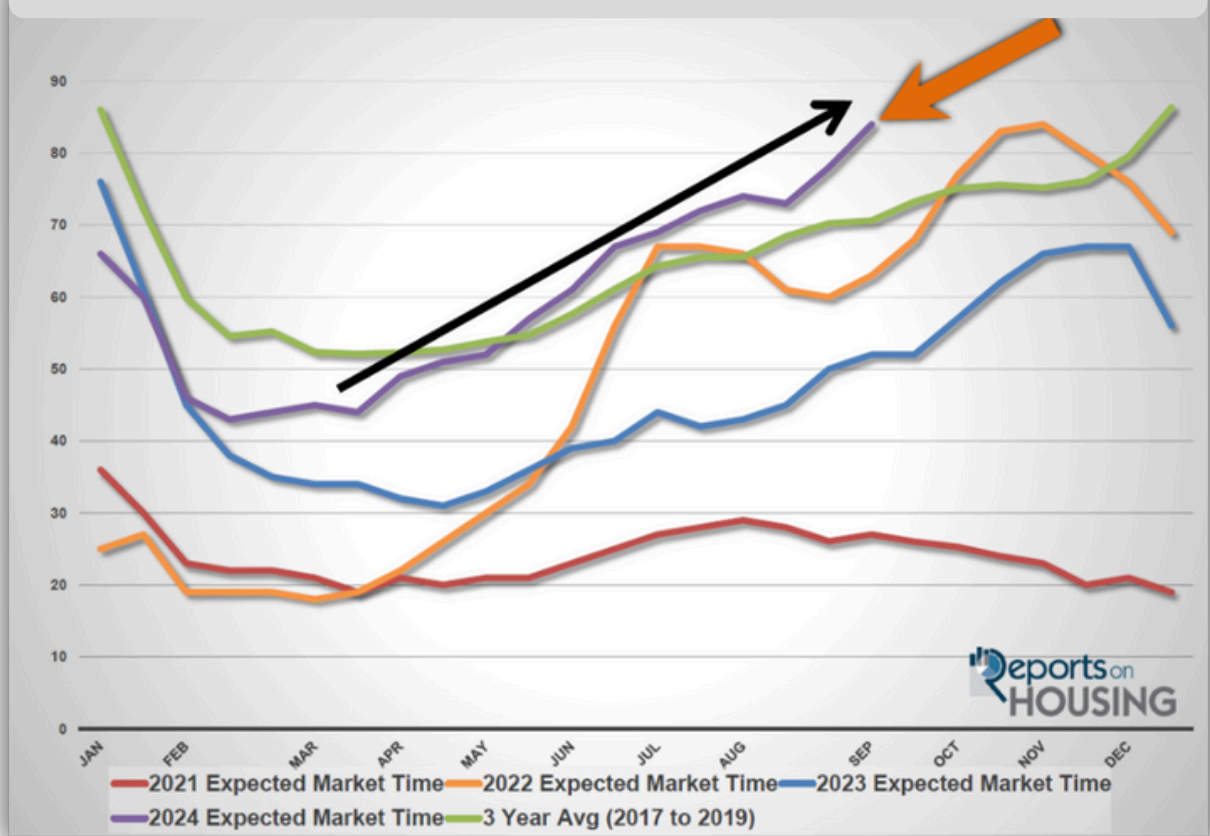
Supply	Demand	Market Time
Decreases Slightly 	Decreases Slightly 	Does Not Change Much 

## 2024 Autumn Market

Supply	Demand	Market Time
Increasing Slightly 	Decreasing Slightly 	Increasing Steadily 

This year has not been typical at all. Since peaking in May with 1,956 pending sales, demand (a snapshot of the number of new pending sales over the prior month) has dropped to 1,691, shedding 265 pending sales or 14%. On the other hand, the active inventory has been on the rise all year. Since May's 3,388 home level, the inventory has grown to 4,752, up a stunning 40% or 1,364 additional homes. With the supply of homes rising and demand falling, the Expected Market Time has grown from 52 days in May to 84 days today.

## SAN DIEGO COUNTY EXPECTED MARKET TIME YEAR OVERYEAR



What is occurring is that more homeowners are opting to sell this year, and they are accumulating over time. The extra sellers are competing against a dwindling buyer pool; thus, the market has been decelerating. Ask anyone within the real estate trenches, and they will attest to the downshift in the market and the fact that it is taking longer to secure a sale.

Since the start of the Autumn Market about four weeks ago, the San Diego County housing market has been rapidly cooling. The inventory has climbed from 4,570 in mid-August to 4,752 today, increasing by 182 homes or 4%. Demand has decreased from 1,871 to 1,691 pending sales, down 180 or 10%. The Expected Market Time has risen from 73 to 84 days in the past month alone. That is quite a jump when it typically is flat during this time of year. It is the highest mid-September reading since 2018, six years ago.

This market slowdown comes when rates have been declining, improving affordability and allowing more buyers to enter the market. Rates eclipsed 7.5% in April and bounced around 7% from May through July. It was not until August, when the job market showed signs of cooling, signaling future Federal Reserve rate cuts starting this month, that mortgage rates began to fall materially. According to Mortgage News Daily, they have plunged from 6.9% at the end of July to 6.11% today, knocking on the door of rates dropping below 6% for the first time since August 2022, over two years ago.

This is the most buyer-friendly San Diego County housing market in years. With lower rates and pressure for them to continue to decline, a rising inventory, and falling demand, meaning less buyer competition, right now is a great time to be a buyer.

**ATTENTION BUYERS: Do not wait for prices to plunge before purchasing.** Buyers who attempt to time the market end up regretting the delay and often get burned. Since rates are forecasted to continue to fall with a cooling economy, more buyer demand is on the horizon. Rates have only plunged recently, starting at the tail end of the Summer Market.

Improved affordability did not align with real estate's busiest time of the year. Yet, it will line up much better with the 2025 market, and housing will be hotter with tremendous competition and rising values.

**ATTENTION SELLERS: Today's market requires a meticulous, cautious approach to pricing.** Overprice and it will result in wasted market time and an unsuccessful outcome. Homes that are in excellent condition, attractively upgraded, recently updated, and ready for an immediate move-in will attract the most attention and will sell the fastest as long as they are appropriately priced. Competition among sellers has been on the rise, demanding careful pricing and for many to sharpen their pencils.

It will be a frosty Autumn Market, much cooler than usual. Buyers and sellers should plan accordingly.

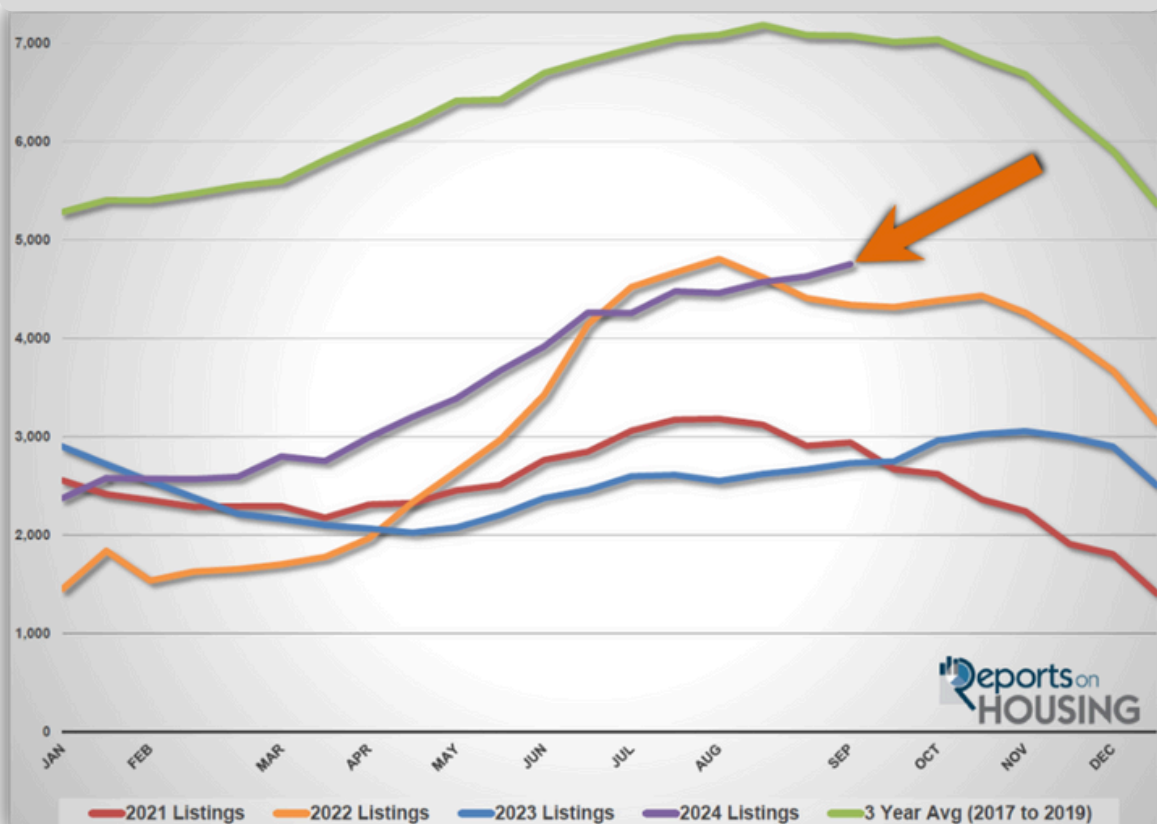
## ACTIVE LISTINGS

THE ACTIVE INVENTORY INCREASED BY 3% IN THE PAST COUPLE OF WEEKS.



The active listing inventory increased by 124 homes in the past two weeks, up 3%, and now sits at 4,752, its highest level since August 2022. Typically occurring between July and August, the San Diego County peak is past due. Even though homeowners have been "hunkering down," unwilling to move due to their current underlying, locked-in, low fixed-rate mortgages (31% fewer sellers in August compared to the 3-year average before COVID from 2017 to 2019), there were 739 **more** homes that came on the market this August compared to August 2023. This has been true for every month in 2024. So far this year, it has amounted to 4,656 extra FOR-SALE signs, up 23% in a year. These extra sellers have faced nearly identical year-over-year demand, resulting in a considerable rise in the inventory. The peak will continue to be delayed, and the market slowdown will persist until demand picks up due to falling rates.

SAN DIEGO COUNTY ACTIVE LISTINGS YEAR OVER YEAR (2021 - 2024)



Last year, the inventory was 2,731 homes, **43% lower, or 2,021 fewer**. The 3-year average before COVID (2017 through 2019) was 7,074, an additional 2,322 homes, or 49% more. This difference has been diminishing as the year progressed.

# DEMAND

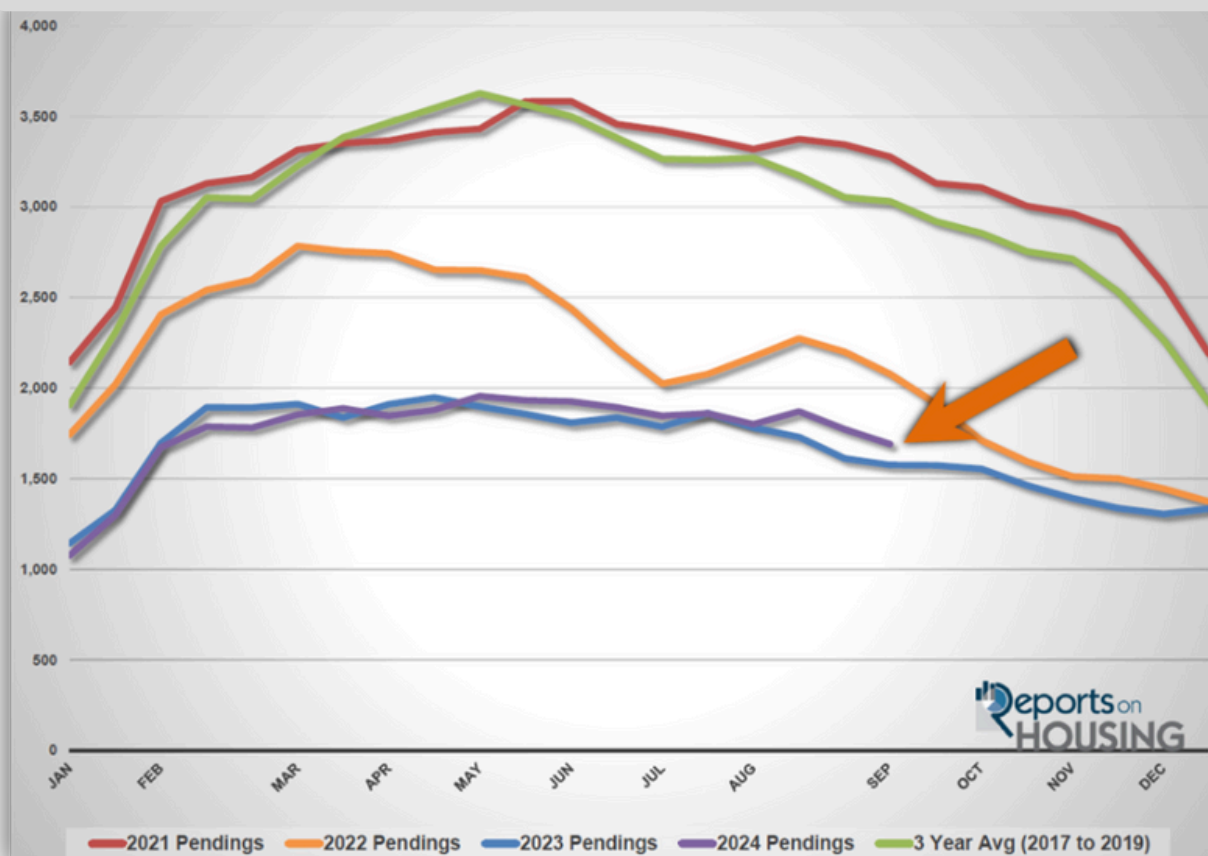
DEMAND FELL BY 5% IN THE PAST COUPLE OF WEEKS.



Demand, a snapshot of the number of new pending sales over the prior month, declined from 1,774 to 1,691 in the past couple of weeks, down 83 pending sales, or 5%, its lowest level since February. Affordability continues to improve, as does a buyer's purchasing power, but it has not yet translated to an increase in demand. The current more affordable mortgage rate levels are coming too late in the year to impact the housing market adequately. Nonetheless, as more buyers take notice and rates drop, more buyers will eventually start searching for a home. Rates are down and projected to fall further, and there are more homes to choose from than any other time in the past couple of years. Carefully watch the coming demand readings as they may rise as soon as the Federal Reserve starts its cutting cycle later this week with more cuts to come.

As the Federal Reserve has indicated, watching all economic releases for signs of slowing is essential. These releases can potentially move mortgage rates higher or lower, depending on how they stack up compared to market expectations. It is a busy week with the Census Bureau releasing retail sales tomorrow and the Federal Reserve's press conference on Wednesday to announce the beginning of rate cuts, the size of the cut, and a forecast for future cuts this year and into 2025. These releases have a strong potential to move mortgage rates.

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



Last year, demand was 1,577, **down 114 pending sales or 7%**. The 3-year average before COVID (2017 to 2019) was 3,031 pending sales, **79% more than today, or an additional 1,340**.

With supply rising and demand falling, the Expected Market Time (the number of days it takes to sell all San Diego County listings at the current buying pace) increased from 78 to 84 days in the past couple of weeks, its highest level since January 2023. Last year, it was 52 days, considerably faster than today. The 3-year average before COVID was 71 days, faster than today.

## LUXURY END

THE LUXURY MARKET HAS SLOWED IN THE PAST COUPLE OF WEEKS.



In the past couple of weeks, the luxury inventory of homes priced above \$2 million (the top 10% of the San Diego County housing market) increased from 871 to 878 homes, up seven, or 1%. Luxury demand decreased by 25 pending sales, down 14%, and now sits at 156. With supply rising and demand falling, the Expected Market Time for luxury homes priced above \$2 million increased from 144 to 169 days. At 169 days, the luxury market is far from instant, especially in the even higher luxury price ranges.

Year over year, the active luxury inventory is up by 244 homes, or 38%, and luxury demand is up by 14 homes, or 10%. Last year's Expected Market Time was 134 days, faster than today.

In the past two weeks, the Expected Market Time for homes priced between \$2 million and \$4 million increased from 112 to 141 days. The Expected Market Time for homes priced between \$4 million and \$6 million decreased from 233 to 210 days. The Expected Market Time for homes priced above \$6 million increased from 372 to 375 days. At 375 days, a seller would be looking at placing their home into escrow around **September 2025**.

SAN DIEGO COUNTY MARKET BREAKDOWN				
PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0 - \$750k	75 Days	29%	33%	34 Days
\$750k - \$1m	67 Days	22%	28%	45 Days
\$1m - \$1.25m	87 Days	12%	11%	42 Days
\$1.25m - \$1.5m	83 Days	9%	9%	65 Days
\$1.5m - \$2m	87 Days	10%	9%	73 Days
\$2m - \$4m	141 Days	12%	7%	93 Days
\$4m - \$6m	210 Days	3%	1%	316 Days
\$6m +	375 Days	3%	1%	553 Days

# SAN DIEGO COUNTY HOUSING SUMMARY

- The active listing inventory increased by 124 homes, up 3%, in the past couple of weeks and now stands at 4,752. In August, 33% fewer homes came on the market compared to the 3-year average before COVID (2017 to 2019), 1,671 fewer. Yet, 739 more sellers came on the market this August compared to August 2023. Last year, there were 2,731 homes on the market, 2,021 fewer homes, or 43% less. The 3-year average before COVID (2017 to 2019) was 7,074, or 49% extra, much higher.
- Demand, the number of pending sales over the prior month, decreased by 83 pending sales in the past two weeks, down 5%, and now totals 1,691, matching its largest decrease this year. Last year, there were 1,577 pending sales, 114 fewer or 7% less. The 3-year average before COVID (2017 to 2019) was 3,031, or 79% more.
- With supply increasing and demand falling, the Expected Market Time (the number of days it takes to sell all San Diego County listings at the current buying pace) increased from 78 to 84 days in the past couple of weeks. Last year, it was 52 days, much faster than today. The 3-year average before COVID was 71 days, faster than today.
- In the past two weeks, the Expected Market Time for homes priced below \$750,000 increased from 70 to 75 days. This range represents 29% of the active inventory and 33% of demand.
- The Expected Market Time for homes priced between \$750,000 and \$1 million increased from 63 to 67 days. This range represents 22% of the active inventory and 28% of demand.
- The Expected Market Time for homes priced between \$1 million and \$1.25 million increased from 80 to 87 days. This range represents 12% of the active inventory and 11% of demand.
- The Expected Market Time for homes priced between \$1.25 million and \$1.5 million increased from 75 to 83 days. This range represents 9% of the active inventory and 9% of demand.
- The Expected Market Time for homes priced between \$1.5 million and \$2 million increased from 84 to 87 days. This range represents 10% of the active inventory and 9% of demand.
- In the past two weeks, the Expected Market Time for homes priced between \$2 million and \$4 million increased from 112 to 141 days. The Expected Market Time for homes priced between \$4 million and \$6 million decreased from 233 to 210 days. The Expected Market Time for homes priced above \$6 million increased from 372 to 375 days.
- The luxury end, all homes above \$2 million, account for 18% of the inventory and 9% of demand.
- Distressed homes, both short sales and foreclosures combined, comprised only 0.4% of all listings and 0.2% of demand. Only nine foreclosures and nine short sales are available today in San Diego County, with 18 total distressed homes on the active market, up four from two weeks ago. Last year, 14 distressed homes were on the market, similar to today.
- There were 2,167 closed residential resales in August, up 1% from August 2023's 2,149 closed sales. August marked a 2% decrease compared to July 2024. The sales-to-list price ratio was 99.1% for all of San Diego County. Foreclosures accounted for only 0.1% of all closed sales, and short sales accounted for 0.1% of all closed sales. That means that 99.8% of all sales were good ol' fashioned sellers with equity.

# SAN DIEGO COUNTY MARKET TIME REPORT

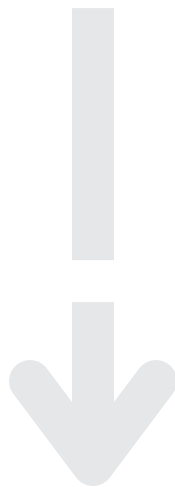
SAN DIEGO COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
9/12/2024								
Alpine	46	9	153	77	97	76	81	\$1.0m
Bonita	22	8	83	39	63	70	68	\$1.3m
Bonsall	16	7	69	39	55	60	94	\$1.7m
Borrego Springs	39	2	585	510	480	170	168	\$390k
Campo	11	5	66	68	105	100	90	\$475k
Cardiff by the Sea	15	5	90	30	69	143	64	\$3.0m
Carlsbad	209	79	79	93	79	56	80	\$1.5m
Carmel Valley	64	27	71	98	94	51	93	\$1.3m
Chula Vista	200	91	66	50	47	33	57	\$819k
City Heights	43	13	99	62	58	18	49	\$650k
Clairemont	60	32	56	68	52	54	45	\$1.2m
Coronado	108	14	231	254	132	140	101	\$3.1m
Del Cerro	43	21	61	66	55	18	51	\$979k
Del Mar	41	10	123	66	75	165	135	\$4.0m
Downtown	252	41	184	167	158	114	80	\$792k
El Cajon	165	75	66	57	51	39	53	\$799k
Encanto	35	26	40	30	39	37	59	\$779k
Encinitas	83	25	100	86	93	66	58	\$3.0m
Escondido	282	101	84	95	84	50	63	\$940k
Fallbrook	140	37	114	101	96	80	74	\$1.1m
Imperial Beach	72	11	196	231	167	230	90	\$907k
Jamul	29	4	218	86	90	60	103	\$1.3m
Julian	37	15	74	104	185	115	108	\$950k
La Jolla	165	26	190	138	116	79	129	\$3.2m
La Mesa	102	42	73	85	75	52	86	\$972k
Lakeside	44	35	38	54	60	39	53	\$780k
Lemon Grove	31	16	58	78	60	20	76	\$800k
Linda Vista	48	22	65	47	59	29	46	\$825k
Mira Mesa	58	20	87	55	61	37	52	\$960k
Mission Hills/Hillcrest	105	17	185	127	100	87	48	\$1.1m
Mission Valley	60	20	90	66	101	60	86	\$725k
National City	26	11	71	109	63	69	58	\$734k
Normal Heights	40	17	71	46	43	44	45	\$832k
North Park	55	20	83	88	122	38	38	\$827k
Ocean Beach	35	18	58	53	90	90	130	\$1.8m
Oceanside	312	122	77	70	65	36	46	\$899k
Old Town SD	28	12	70	42	53	43	42	\$799k
Otay Mesa	53	32	50	55	46	36	47	\$798k
Pacific/Mission Beach	94	19	148	84	76	63	36	\$1.5m
Paradise Hills	31	13	72	44	56	28	45	\$699k
Pauma Valley	7	2	105	90	150	INF	45	\$1.2m
Pine Valley	11	5	66	75	54	105	100	\$765k
Point Loma	44	17	78	73	94	85	62	\$1.9m
Poway	76	17	134	103	60	46	56	\$1.6m
Ramona	100	26	115	108	85	60	71	\$945k
Rancho Bernardo	83	43	58	66	52	29	58	\$870k
Rancho Peñasquitos	44	26	51	54	42	27	39	\$1.4m
Rancho Santa Fe	108	10	324	236	208	142	219	\$7.4m
San Carlos	45	16	84	47	47	28	45	\$1.1m
San Diego	1,655	612	81	72	71	46	56	\$929k



# SAN DIEGO COUNTY MARKET TIME REPORT

SAN DIEGO COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
<b>9/12/2024</b>								
San Marcos	121	67	54	69	60	47	53	\$940k
San Ysidro	8	2	120	40	35	60	53	\$603k
Santaluz	67	33	61	75	58	49	62	\$2.4m
Santee	65	50	39	46	58	13	56	\$680k
Scripps Ranch	51	23	67	60	59	40	37	\$1.4m
Solana Beach	29	12	73	113	84	117	137	\$2.9m
Spring Valley	91	36	76	68	46	45	38	\$779k
Tierrasanta	15	9	50	53	36	51	50	\$999k
University City	52	23	68	56	74	42	83	\$812k
Valley Center	69	16	129	125	87	67	150	\$1.1m
Vista	132	64	62	60	61	44	58	\$927k
<b>All of S.D.</b>	<b>4,752</b>	<b>1,691</b>	<b>84</b>	<b>78</b>	<b>73</b>	<b>52</b>	<b>63</b>	<b>\$998k</b>

## SAN DIEGO COUNTY PRICE RANGES REPORT



# SAN DIEGO COUNTY PRICE RANGES REPORT

ATTACHED HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEAR AGO	MEDIAN ACTIVE LIST PRICE
9/12/2024								
All of S.D.	1,769	543	98	87	79	44	57	\$700k
S.D. \$0-\$500k	365	119	92	82	81	37	43	\$440k
S.D. \$500k-\$750k	614	235	78	73	71	32	52	\$620k
S.D. \$750k-\$1m	352	101	105	85	65	56	68	\$850k
S.D. \$1m-\$2m	303	76	120	112	104	-	-	\$1.3m
S.D. \$2m+	135	12	338	208	158	-	-	\$2.9m

DETACHED HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEAR AGO	MEDIAN ACTIVE LIST PRICE
9/12/2024								
All of S.D.	2,983	1,148	78	74	70	57	65	\$1.2m
S.D. \$0-\$500k	141	33	128	132	117	62	75	\$370k
S.D. \$500k-\$750k	267	171	47	46	41	28	45	\$690k
S.D. \$750k-\$1m	699	373	56	55	51	42	59	\$880k
S.D. \$1m-\$1.25m	422	159	80	73	64	40	58	\$1.1m
S.D. \$1.25m-\$1.5m	338	128	79	69	67	62	65	\$1.4m
S.D. \$1.5m-\$2m	373	140	80	79	91	80	94	\$1.7m
S.D. \$2m-\$4m	460	110	125	103	97	96	96	\$2.8m
S.D. \$4m-\$6m	135	22	184	206	224	-	-	\$5.0m
S.D. \$6m+	148	12	370	365	409	-	-	\$9.8m

ALL HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEAR AGO	MEDIAN ACTIVE LIST PRICE
9/12/2024								
All of S.D.	4,752	1,691	84	78	73	52	63	\$998k
S.D. \$0-\$500k	506	152	100	91	88	44	52	\$429k
S.D. \$500k-\$750k	881	406	65	62	58	30	48	\$639k
S.D. \$750k-\$1m	1,051	474	67	63	55	45	61	\$874k
S.D. \$1m-\$1.25m	551	191	87	80	70	42	61	\$1.1m
S.D. \$1.25m-\$1.5m	433	157	83	75	72	65	64	\$1.4m
S.D. \$1.5m-\$2m	452	155	87	84	99	73	90	\$1.7m
S.D. \$2m-\$4m	574	122	141	112	102	93	99	\$2.7m
S.D. \$4m-\$6m	154	22	210	233	246	316	426	\$5.0m
S.D. \$6m+	150	12	375	372	420	553	632	\$9.8m

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

# SAN DIEGO COUNTY SOLD REPORT

SAN DIEGO COUNTY CITIES	UNITS SOLD AUG 2024	MEDIAN SALES PRICE	MEDIAN LIST PRICE	SALES TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM	UNITS SOLD AUG 2023
Alpine	11	\$950,000	\$950,000	99%	\$450k	\$1.5m	1899	500	21	19
Bonita	11	\$1,275,000	\$1,200,000	99%	\$760k	\$2.4m	2344	544	25	9
Bonsall	10	\$1,020,000	\$1,024,374	100%	\$475k	\$2.9m	2160	472	24	4
Borrego Springs	2	\$357,500	\$382,000	94%	\$265k	\$450k	1462	245	32	2
Campo	4	\$500,000	\$485,000	102%	\$350k	\$580k	1189	421	5	4
Cardiff by the Sea	5	\$1,812,500	\$1,925,000	98%	\$862k	\$3.2m	1500	1,208	19	11
Carlsbad	104	\$1,502,500	\$1,562,500	99%	\$499k	\$3.8m	1998	752	20	97
Carmel Valley	33	\$1,550,000	\$1,590,000	100%	\$726k	\$4.3m	1944	797	14	37
Chula Vista	131	\$819,000	\$800,000	100%	\$300k	\$2.0m	1710	479	16	135
City Heights	20	\$665,000	\$632,500	102%	\$360k	\$1.2m	1000	665	10	12
Clairemont	42	\$1,075,000	\$1,097,500	101%	\$434k	\$2.7m	1486	723	10	34
Coronado	31	\$2,400,000	\$2,695,000	95%	\$1.0m	\$7.9m	1575	1,524	34	27
Del Cerro	28	\$1,074,500	\$1,018,000	102%	\$461k	\$2.3m	1458	737	9	15
Del Mar	17	\$2,490,000	\$2,500,000	97%	\$660k	\$10.5m	2238	1,113	15	12
Downtown	55	\$699,000	\$699,000	97%	\$358k	\$2.8m	1113	628	30	61
El Cajon	91	\$780,000	\$775,000	100%	\$302k	\$2.2m	1390	561	14	89
Encanto	29	\$705,000	\$699,900	101%	\$435k	\$910k	1331	530	10	34
Encinitas	45	\$1,925,000	\$1,899,000	97%	\$445k	\$8.0m	1883	1,022	19	52
Escondido	101	\$775,000	\$765,000	100%	\$170k	\$2.2m	1569	494	18	106
Fallbrook	54	\$835,000	\$839,000	100%	\$332k	\$2.0m	1991	419	21	59
Imperial Beach	15	\$810,000	\$820,000	94%	\$345k	\$2.5m	1274	636	29	9
Jamul	8	\$1,182,500	\$1,175,000	99%	\$530k	\$2.5m	2896	408	13	5
Julian	9	\$715,000	\$729,000	98%	\$96k	\$1.8m	2176	329	48	9
La Jolla	51	\$2,266,500	\$2,420,000	98%	\$525k	\$35.0m	2056	1,102	13	49
La Mesa	66	\$826,000	\$849,950	100%	\$365k	\$1.5m	1443	572	16	60
Lakeside	27	\$810,000	\$819,000	98%	\$300k	\$1.3m	1566	517	18	31
Lemon Grove	15	\$745,000	\$749,000	101%	\$385k	\$1.1m	1235	603	18	10
Linda Vista	23	\$885,000	\$893,000	100%	\$410k	\$1.3m	1271	696	8	19
Mira Mesa	35	\$950,000	\$947,000	102%	\$407k	\$1.7m	1366	695	11	32
Mission Hills/Hillcrest	34	\$948,750	\$952,000	98%	\$450k	\$3.4m	1280	741	27	27
Mission Valley	22	\$662,500	\$649,950	99%	\$375k	\$1.2m	977	678	13	32
National City	13	\$681,000	\$681,000	100%	\$320k	\$990k	1173	581	13	16
Normal Heights	27	\$915,000	\$899,000	98%	\$420k	\$3.4m	1128	811	11	22
North Park	25	\$696,000	\$696,000	100%	\$275k	\$1.5m	880	791	22	24
Ocean Beach	14	\$1,512,500	\$1,537,500	98%	\$745k	\$3.7m	1445	1,047	44	25
Oceanside	164	\$826,500	\$822,500	100%	\$180k	\$6.0m	1456	568	15	149
Old Town SD	22	\$720,750	\$759,000	99%	\$420k	\$2.2m	1117	645	20	19
Otay Mesa	28	\$731,500	\$697,500	101%	\$217k	\$1.2m	1556	470	16	25
Pacific/Mission Beach	27	\$1,375,000	\$1,375,000	98%	\$463k	\$4.7m	1312	1,048	19	36
Paradise Hills	12	\$715,000	\$699,000	101%	\$480k	\$1.1m	1424	502	8	12
Pauma Valley	1	\$645,000	\$679,000	95%	\$645k	\$645k	1636	394	141	3
Pine Valley	3	\$355,000	\$399,000	97%	\$244k	\$555k	816	435	3	1
Point Loma	17	\$1,850,000	\$1,850,000	98%	\$373k	\$4.6m	2152	860	16	16
Poway	47	\$1,300,000	\$1,349,000	100%	\$450k	\$2.9m	1941	670	12	32
Ramona	25	\$805,000	\$805,000	99%	\$400k	\$1.7m	2067	389	21	34

# SAN DIEGO COUNTY SOLD REPORT

SAN DIEGO COUNTY CITIES	UNITS SOLD AUG 2024	MEDIAN SALES PRICE	MEDIAN LIST PRICE	SALES TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ FT.	MEDIAN \$ PER SQ FT.	MEDIAN DOM	UNITS SOLD AUG 2023
Rancho Bernardo	59	\$828,500	\$819,000	101%	\$400k	\$1.7m	1402	591	14	62
Rancho Penasquitos	35	\$1,342,000	\$1,325,000	100%	\$525k	\$2.1m	1843	728	11	20
Rancho Santa Fe	13	\$3,325,000	\$3,450,000	96%	\$1.5m	\$10.0m	2710	1,227	30	24
San Carlos	23	\$1,005,000	\$999,900	99%	\$428k	\$1.6m	1584	634	18	25
San Diego	815	\$915,000	\$899,900	100%	\$217k	\$8.4m	1366	670	13	805
San Marcos	86	\$860,000	\$844,450	100%	\$352k	\$2.9m	1441	597	10	78
San Ysidro	3	\$704,000	\$699,000	98%	\$338k	\$875k	1238	569	27	1
Santaluz	38	\$1,642,500	\$1,649,944	99%	\$337k	\$8.4m	2491	659	11	42
Santee	26	\$717,500	\$717,000	100%	\$495k	\$1.7m	1344	534	15	22
Scripps Ranch	26	\$1,232,000	\$1,245,000	100%	\$650k	\$3.0m	1664	740	11	25
Solana Beach	15	\$2,180,000	\$2,000,000	99%	\$700k	\$3.5m	1375	1,585	13	16
Spring Valley	48	\$740,000	\$736,250	101%	\$435k	\$1.0m	1363	543	13	36
Tierrasanta	19	\$1,125,000	\$1,165,000	100%	\$430k	\$1.8m	1908	590	9	18
University City	29	\$1,330,000	\$1,330,000	100%	\$380k	\$1.8m	1323	1,005	14	31
Valley Center	11	\$805,000	\$799,000	99%	\$640k	\$1.2m	2088	386	14	18
Vista	65	\$865,000	\$850,000	100%	\$165k	\$1.3m	1538	562	13	79
<b>All of S.D.</b>	<b>2,167</b>	<b>\$885,000</b>	<b>\$889,900</b>	<b>99%</b>	<b>\$96k</b>	<b>\$35.0m</b>	<b>1522</b>	<b>581</b>	<b>15</b>	<b>2149</b>
\$0-\$500k	187	\$433,000	\$434,000	99%	\$96k	\$500k	840	515	23	190
\$500k-\$750k	532	\$649,750	\$649,900	100%	\$503k	\$750k	1122	579	16	568
\$750k-\$1m	589	\$860,000	\$850,000	100%	\$751k	\$1.0m	1501	573	14	565
\$1m-\$1.25m	282	\$1,125,000	\$1,149,000	99%	\$1.0m	\$1.3m	1767	637	14	276
\$1.25m-\$1.5m	185	\$1,360,000	\$1,360,000	100%	\$1.3m	\$1.5m	1997	681	11	175
\$1.5m-\$2m	182	\$1,725,000	\$1,750,000	99%	\$1.5m	\$2.0m	2280	757	13	178
\$2m-\$4m	176	\$2,637,500	\$2,700,000	98%	\$2.0m	\$4.0m	2824	934	14	148
\$4m-\$6m	22	\$4,712,500	\$4,910,000	97%	\$4.0m	\$6.0m	3749	1,257	54	42
\$6m+	12	\$7,960,000	\$8,197,500	98%	\$6.2m	\$35.0m	4952	1,607	9	7

# SAN DIEGO COUNTY FORECLOSURE REPORT

SAN DIEGO COUNTY CITIES				SAN DIEGO COUNTY CITIES			
	CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY		CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY
<b>9/12/2024</b>							
Alpine	46	1	2.2%	Solana Beach	29	0	0.0%
Bonita	22	0	0.0%	Spring Valley	91	2	2.2%
Bonsall	16	0	0.0%	Tierrasanta	15	0	0.0%
Borrego Springs	39	0	0.0%	University City	52	0	0.0%
Campo	11	0	0.0%	Valley Center	69	0	0.0%
Cardiff by the Sea	15	0	0.0%	Vista	132	0	0.0%
Carlsbad	209	0	0.0%	All of S.D.	4,752	20	0.4%
Carmel Valley	64	0	0.0%	<b>ATTACHED</b>			
Chula Vista	200	2	1.0%	All of S.D.	1,769	9	0.5%
City Heights	43	0	0.0%	\$0-\$500k	365	7	1.9%
Clairemont	60	0	0.0%	\$500k-\$750k	614	2	0.3%
Coronado	108	0	0.0%	\$750k-\$1m	352	0	0.0%
Del Cerro	43	0	0.0%	\$1m - \$2m	303	0	0.0%
Del Mar	41	0	0.0%	\$2m+	135	0	0.0%
Downtown	252	1	0.4%	<b>DETACHED</b>			
El Cajon	165	2	1.2%	All of S.D.	2,983	11	0.4%
Encanto	35	3	8.6%	\$0-\$500k	141	0	0.0%
Encinitas	83	0	0.0%	\$500k-\$750k	267	7	2.6%
Escondido	282	1	0.4%	\$750k-\$1m	699	2	0.3%
Fallbrook	140	0	0.0%	\$1m-\$1.25m	422	2	0.5%
Imperial Beach	72	0	0.0%	\$1.25m-\$1.5m	338	0	0.0%
Jamul	29	0	0.0%	\$1.5m-\$2m	373	0	0.0%
Julian	37	0	0.0%	\$2m-\$4m	460	0	0.0%
La Jolla	165	0	0.0%	\$4m-6m	135	0	0.0%
La Mesa	102	1	1.0%	\$6m+	148	0	0.0%
Lakeside	44	1	2.3%	<b>ALL HOMES</b>			
Lemon Grove	31	0	0.0%	All of S.D.	4,752	20	0.4%
Linda Vista	48	0	0.0%	\$0-\$500k	506	7	1.4%
Mira Mesa	58	1	1.7%	\$500k-\$750k	881	9	1.0%
Mission Hills/Hillcrest	105	1	1.0%	\$750k-\$1m	1,051	2	0.2%
Mission Valley	60	1	1.7%	\$1m-\$1.25m	551	2	0.4%
National City	26	0	0.0%	\$1.25m-\$1.5m	433	0	0.0%
Normal Heights	40	0	0.0%	\$1.5m-\$2m	452	0	0.0%
North Park	55	0	0.0%	\$2m-\$4m	574	0	0.0%
Ocean Beach	35	0	0.0%	\$4m+	154	0	0.0%
Oceanside	312	0	0.0%	\$6m+	150	0	0.0%
Old Town SD	28	0	0.0%	<b>COUNTY HIGH SHARES - ACCOUNT FOR 65%</b>			
Otay Mesa	53	0	0.0%	Encanto	35	3	8.6%
Pacific/Mission Beach	94	0	0.0%	Lakeside	44	1	2.3%
Paradise Hills	31	0	0.0%	Spring Valley	91	2	2.2%
Pauma Valley	7	0	0.0%	Alpine	46	1	2.2%
Pine Valley	11	0	0.0%	Mira Mesa	58	1	1.7%
Point Loma	44	0	0.0%	Mission Valley	60	1	1.7%
Poway	76	0	0.0%	El Cajon	165	2	1.2%
Ramona	100	0	0.0%	Chula Vista	200	2	1.0%
Rancho Bernardo	83	0	0.0%	<b>SAN DIEGO COUNTY DISTRESSED BREAKDOWN</b>			
Rancho Penasquitos	44	0	0.0%		CURRENT ACTIVES	PENDINGS (LAST 30 DAYS)	MARKET TIME (IN DAYS)
Rancho Santa Fe	108	0	0.0%	REO	9	2	135
San Carlos	45	0	0.0%	Total Short Sale	9	2	135
San Diego	1,655	7	0.4%				
San Marcos	121	1	0.8%				
San Ysidro	8	0	0.0%				
Santaluz	67	0	0.0%				
Santee	65	0	0.0%				
Scripps Ranch	51	0	0.0%				

# SOUTHERN CALIFORNIA HOUSING REPORT

ALL PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
9/12/2024							
Los Angeles County	11,897	3,585	100	91	88	72	79
Orange County	3,695	1,413	78	73	66	48	62
Riverside County	6,351	1,897	100	91	83	70	80
San Bernardino County	5,255	1,530	103	98	98	82	87
San Diego County	4,752	1,691	84	78	73	52	63
Ventura County	1,055	493	64	65	63	50	60
<b>SOCAL TOTALS</b>	<b>33,005</b>	<b>10,609</b>	<b>93</b>	<b>83</b>	<b>79</b>	<b>62</b>	<b>72</b>

DISTRESSED PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
9/12/2024							
Los Angeles County	83	28	89	148	71	41	63
Orange County	7	3	70	68	60	20	240
Riverside County	43	16	81	113	75	55	93
San Bernardino County	52	7	223	74	71	60	107
San Diego County	18	4	135	53	60	70	49
Ventura County	4	3	40	150	150	15	150
<b>SOCAL TOTALS</b>	<b>207</b>	<b>61</b>	<b>102</b>	<b>101</b>	<b>81</b>	<b>44</b>	<b>117</b>

# ALL MARKETS HOUSING REPORT

ALL PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
9/12/2024							
Bay Area	9,604	3,598	80	71	69	71	34
Clark County - Las Vegas	7,281	2,257	97	97	89	71	126
Maricopa County - Phoenix	14,214	4,478	95	94	91	63	91
Southern California	33,005	10,609	93	83	79	62	72
<b>ALL MARKETS TOTAL</b>	<b>64,104</b>	<b>20,942</b>	<b>92</b>	<b>86</b>	<b>82</b>	<b>67</b>	<b>81</b>

DISTRESSED PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
9/12/2024							
Bay Area	87	31	84	78	94	77	60
Clark County - Las Vegas	69	29	71	71	51	53	143
Maricopa County - Phoenix	45	26	52	44	52	43	110
Southern California	207	61	102	101	81	44	117
<b>ALL MARKETS TOTAL</b>	<b>408</b>	<b>147</b>	<b>83</b>	<b>73</b>	<b>70</b>	<b>54</b>	<b>107</b>