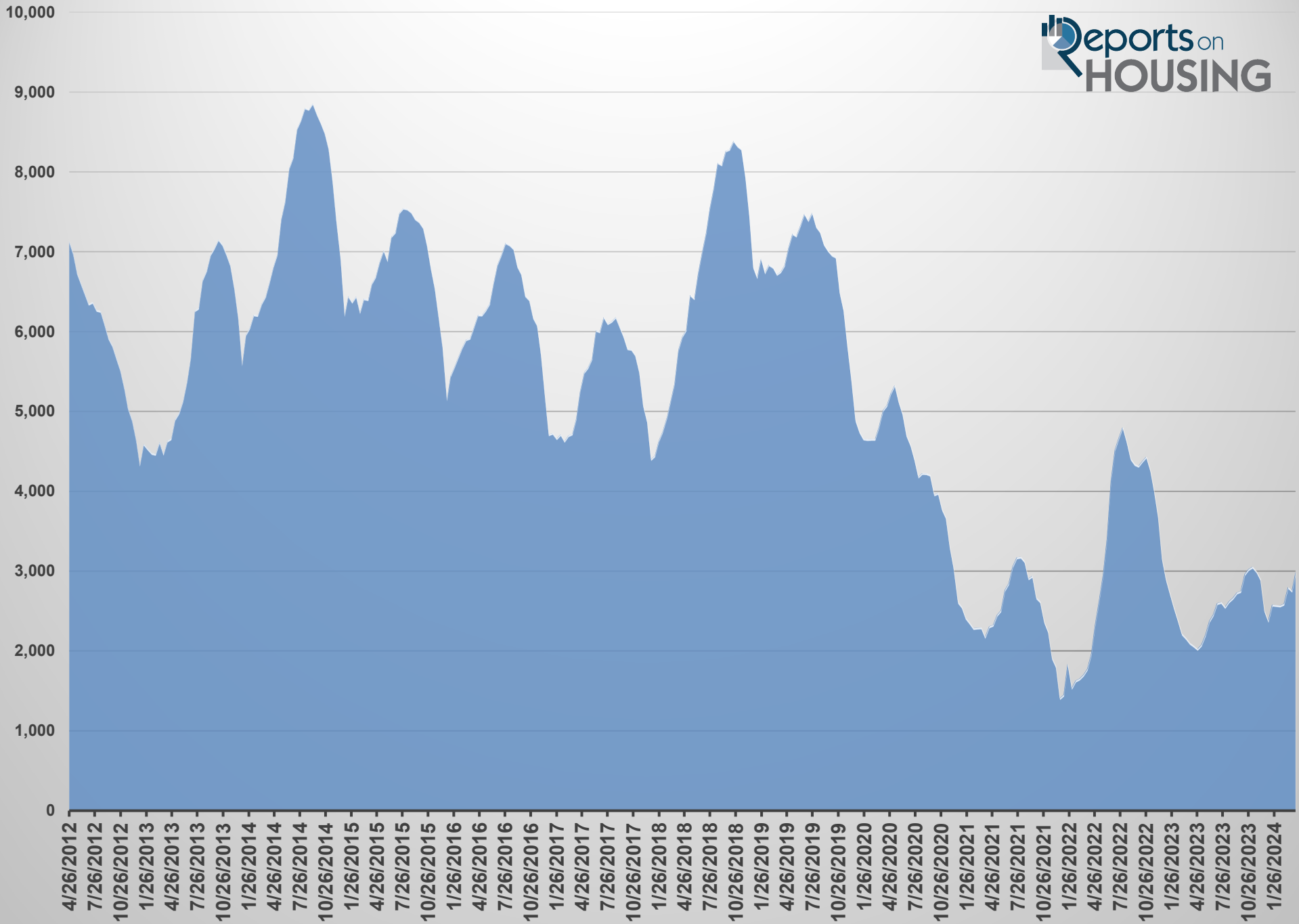
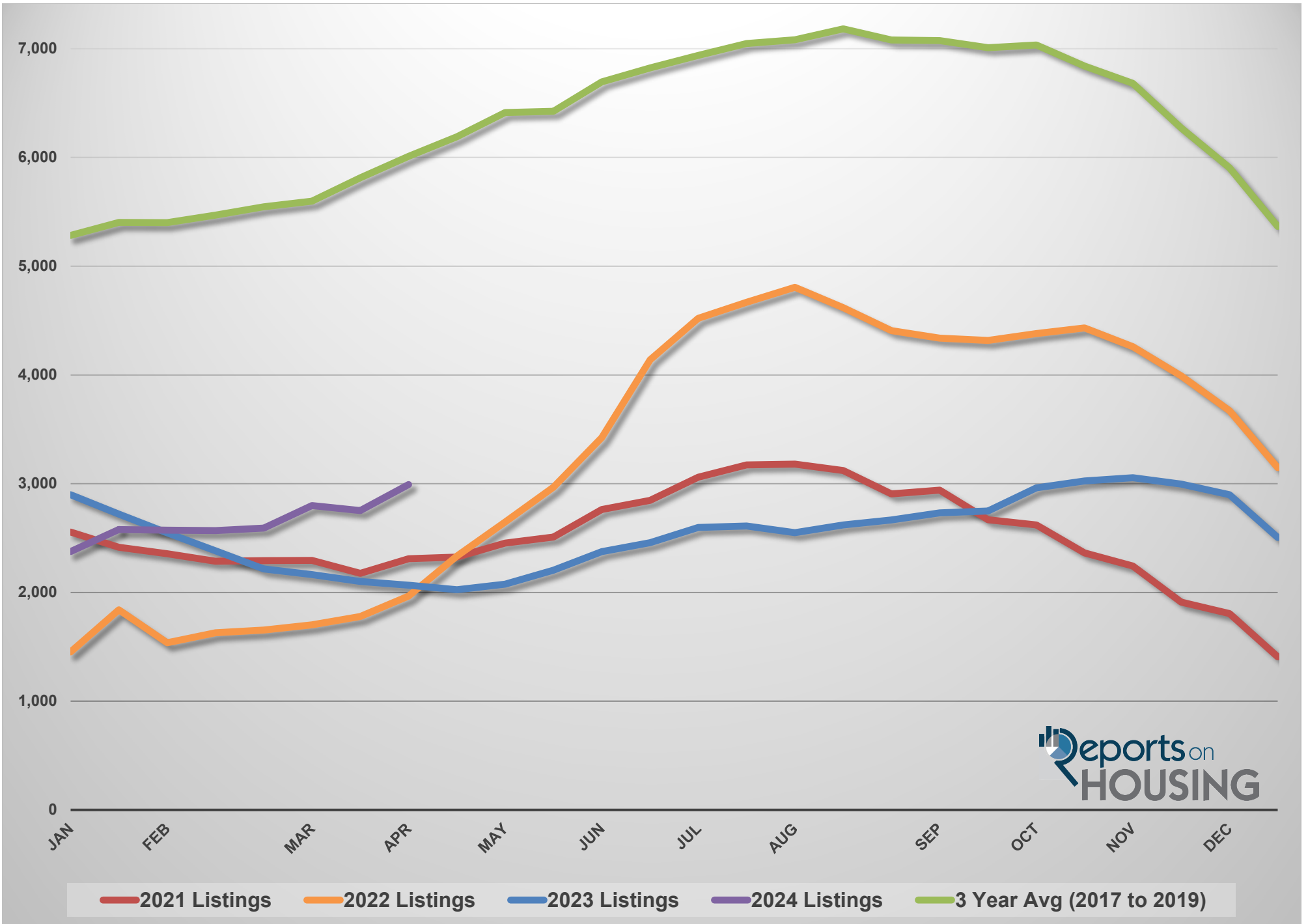


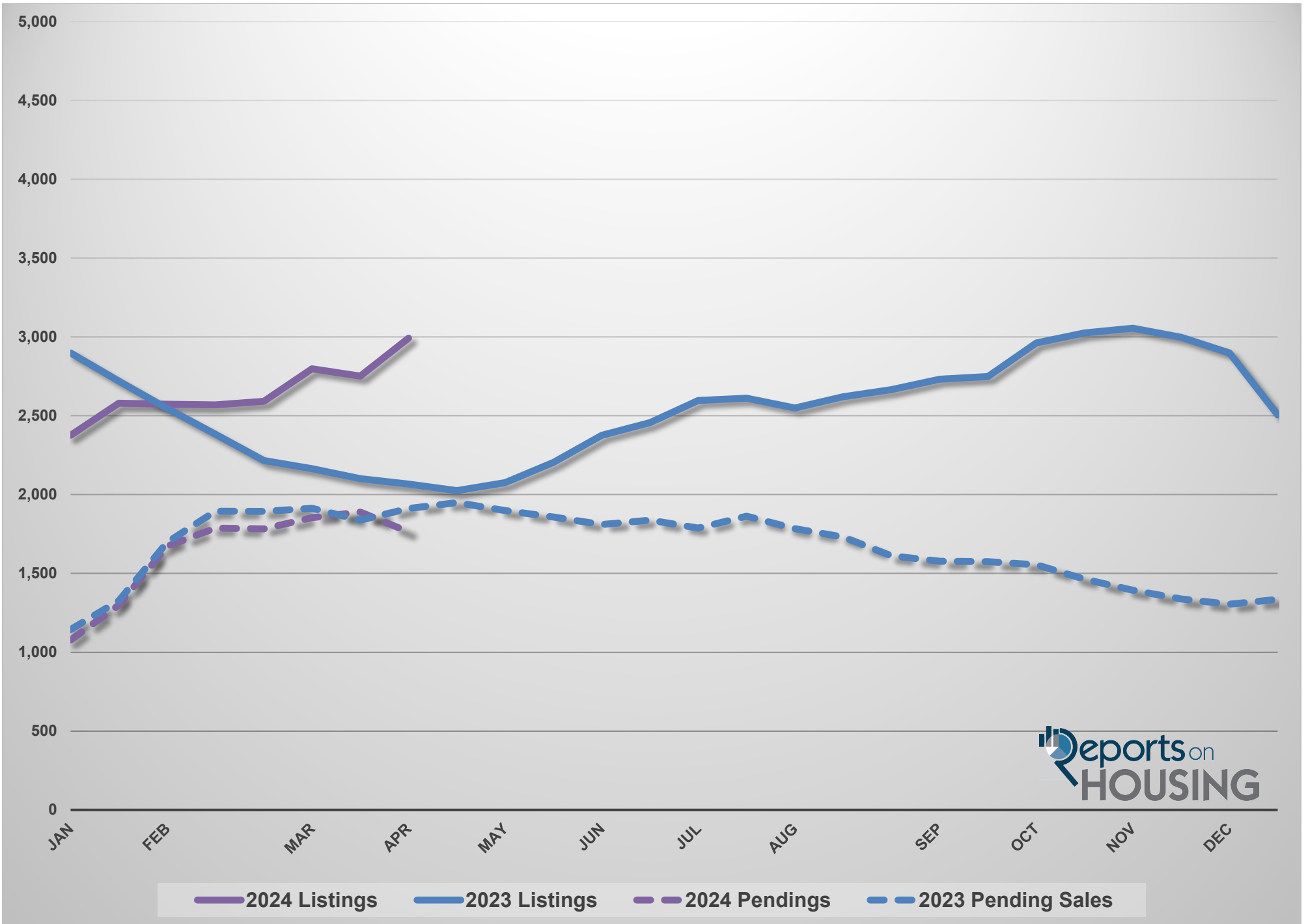
San Diego County Active Listing Inventory



San Diego County Active Listing Inventory Year Over Year

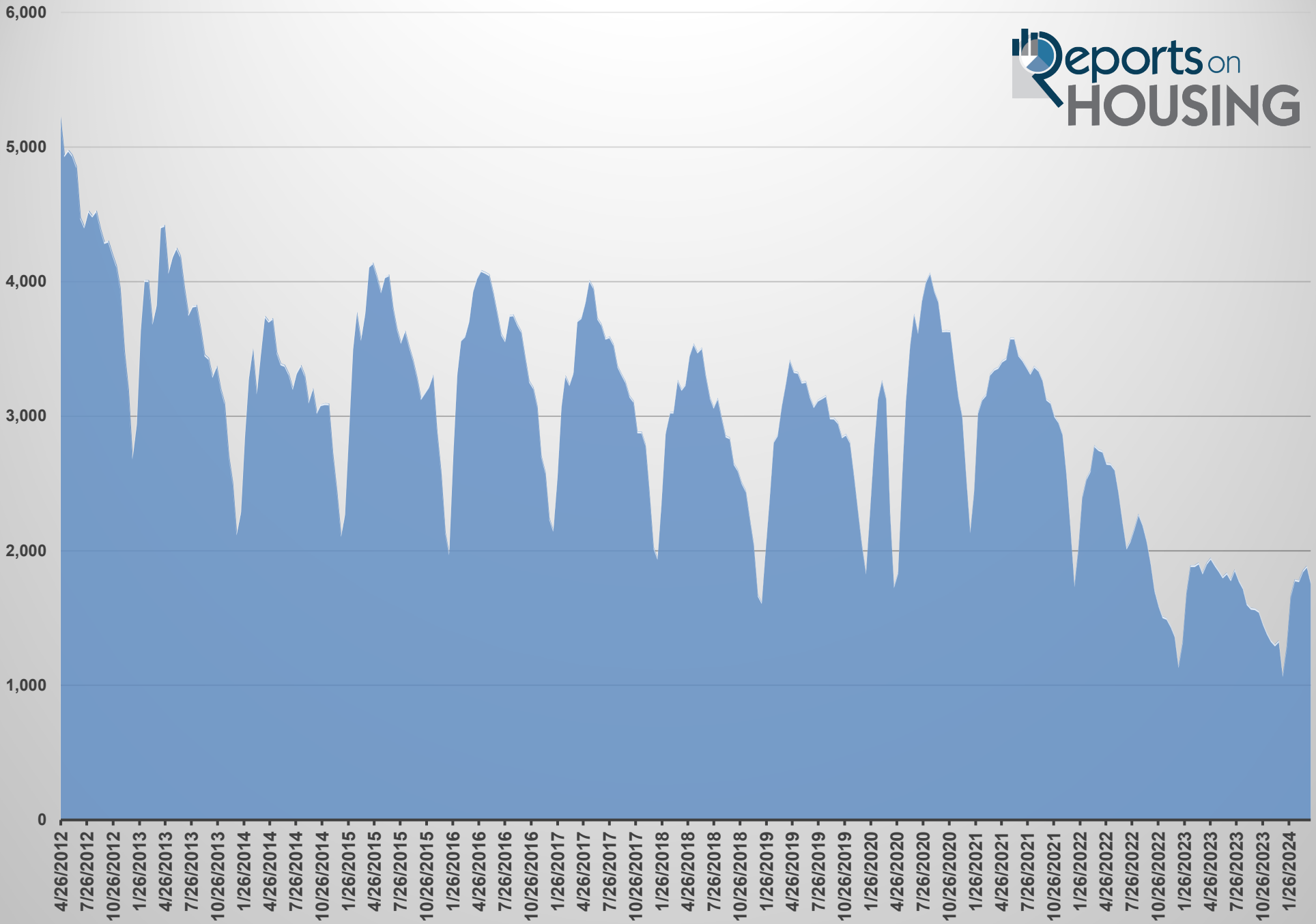


San Diego County Active Listing Inventory and Demand - 2022 vs 2023



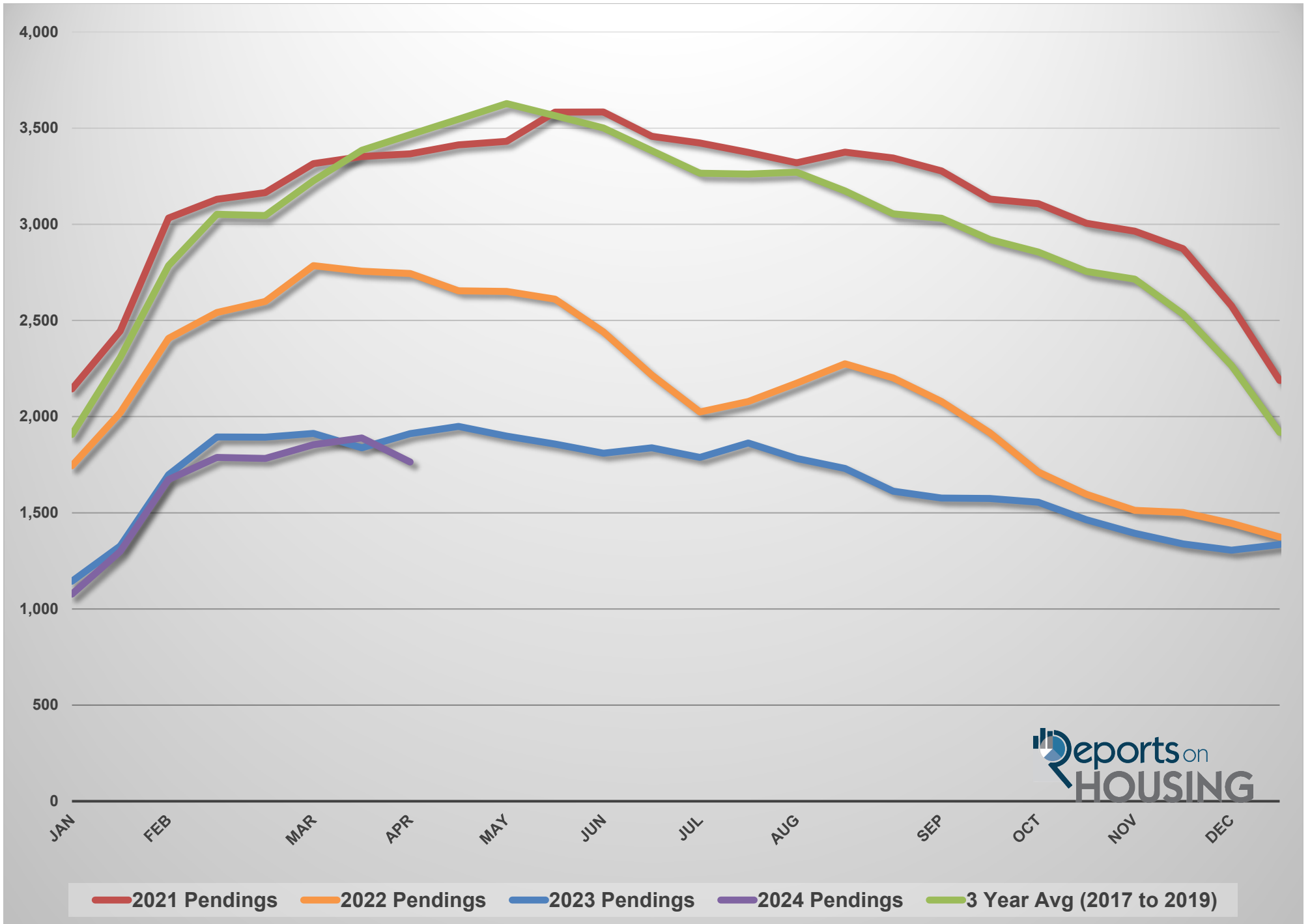
San Diego County Demand

(Prior 30 Day Pending Snapshot)

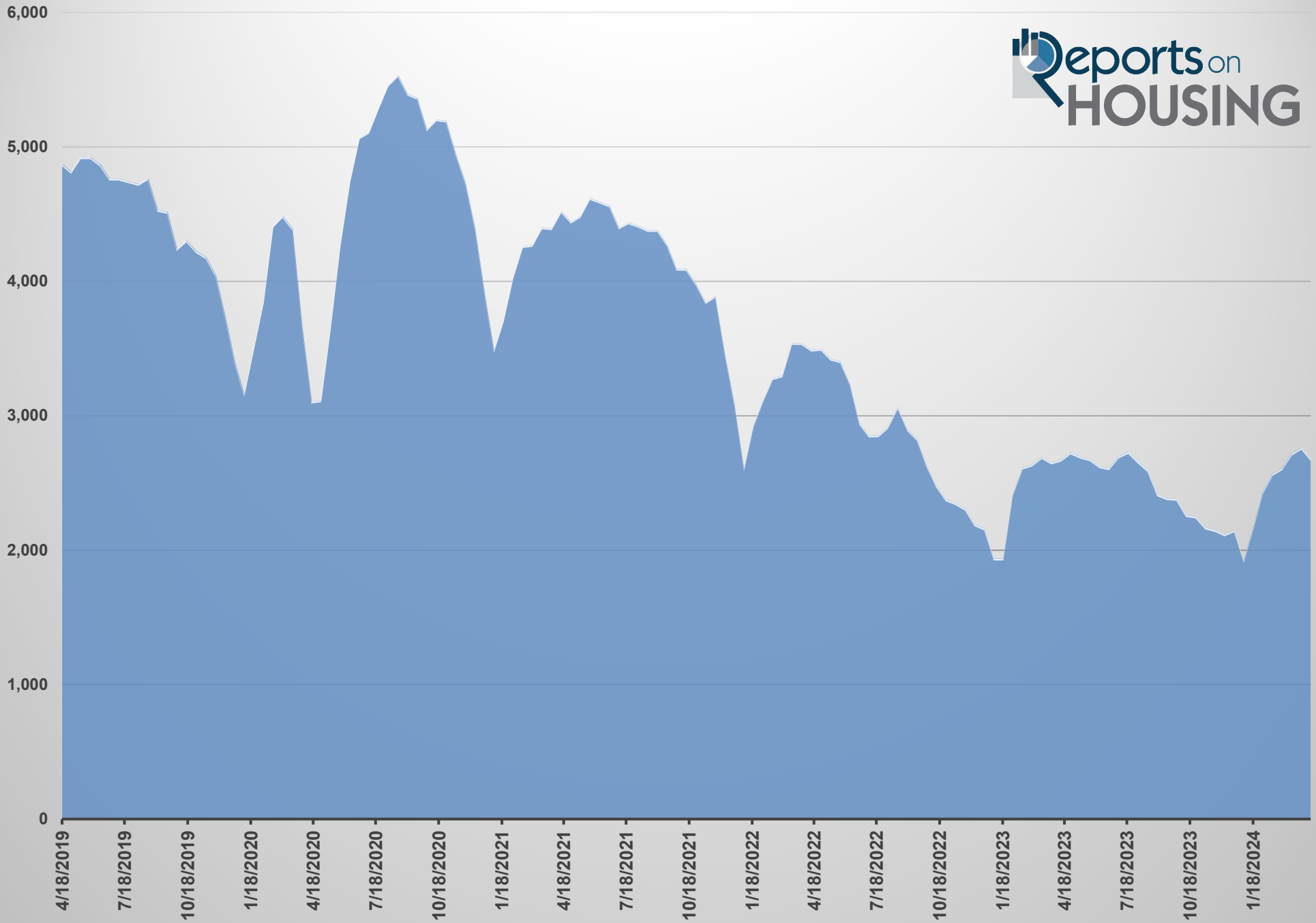


San Diego County Demand Year Over Year

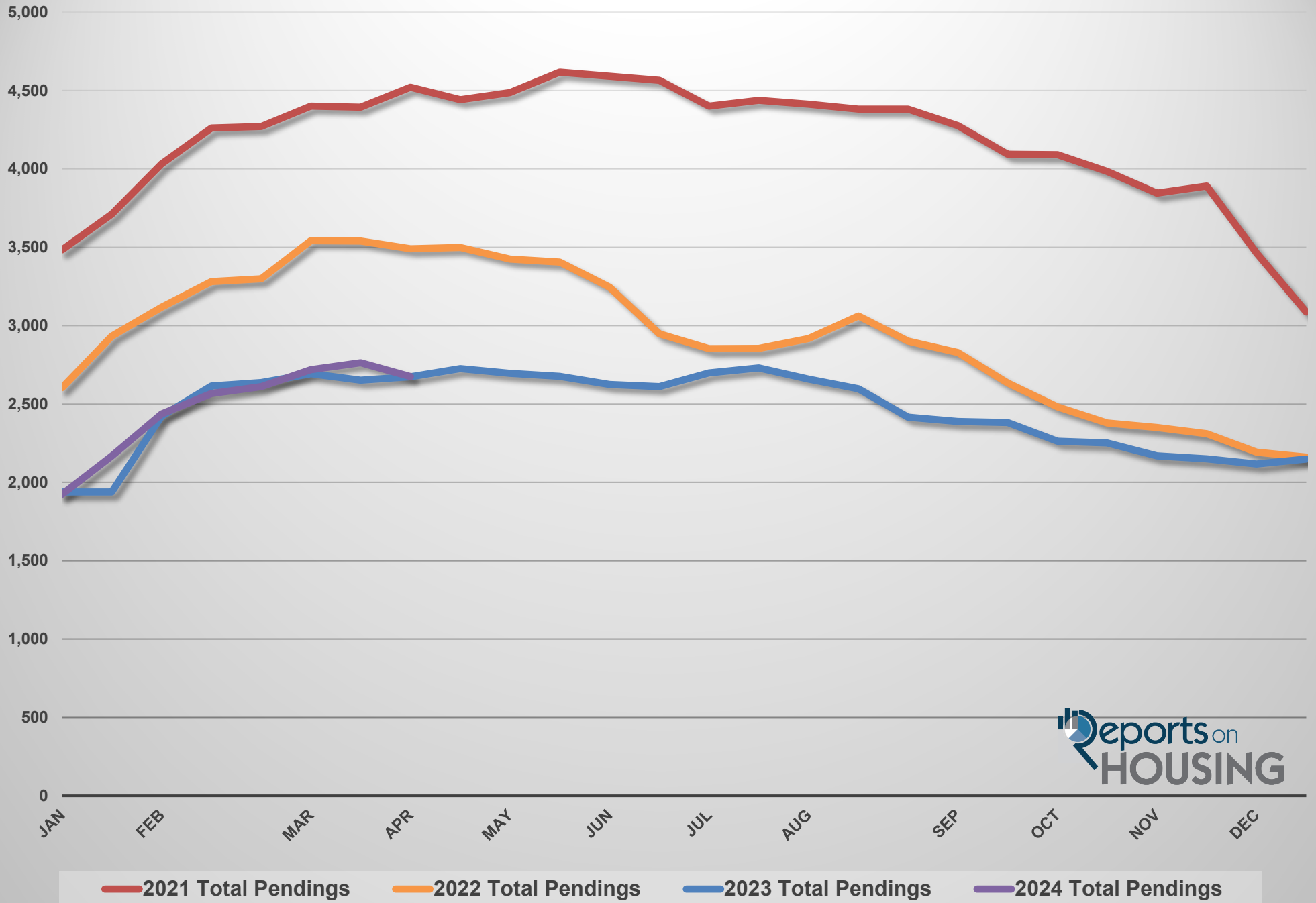
Prior 30 Day Pending Snapshot



San Diego County Total Pending Sales

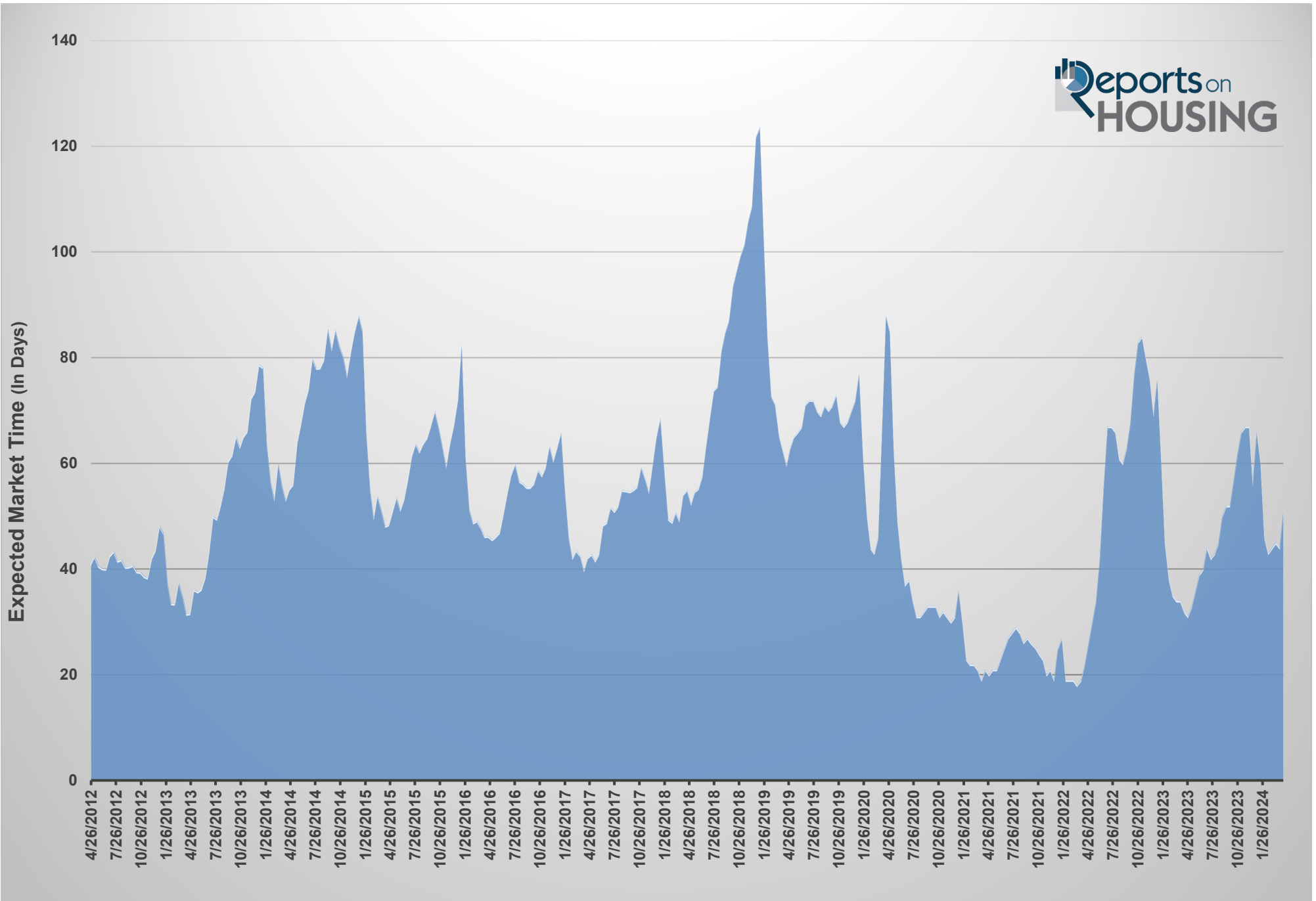


San Diego County Total Pending Sales Year Over Year



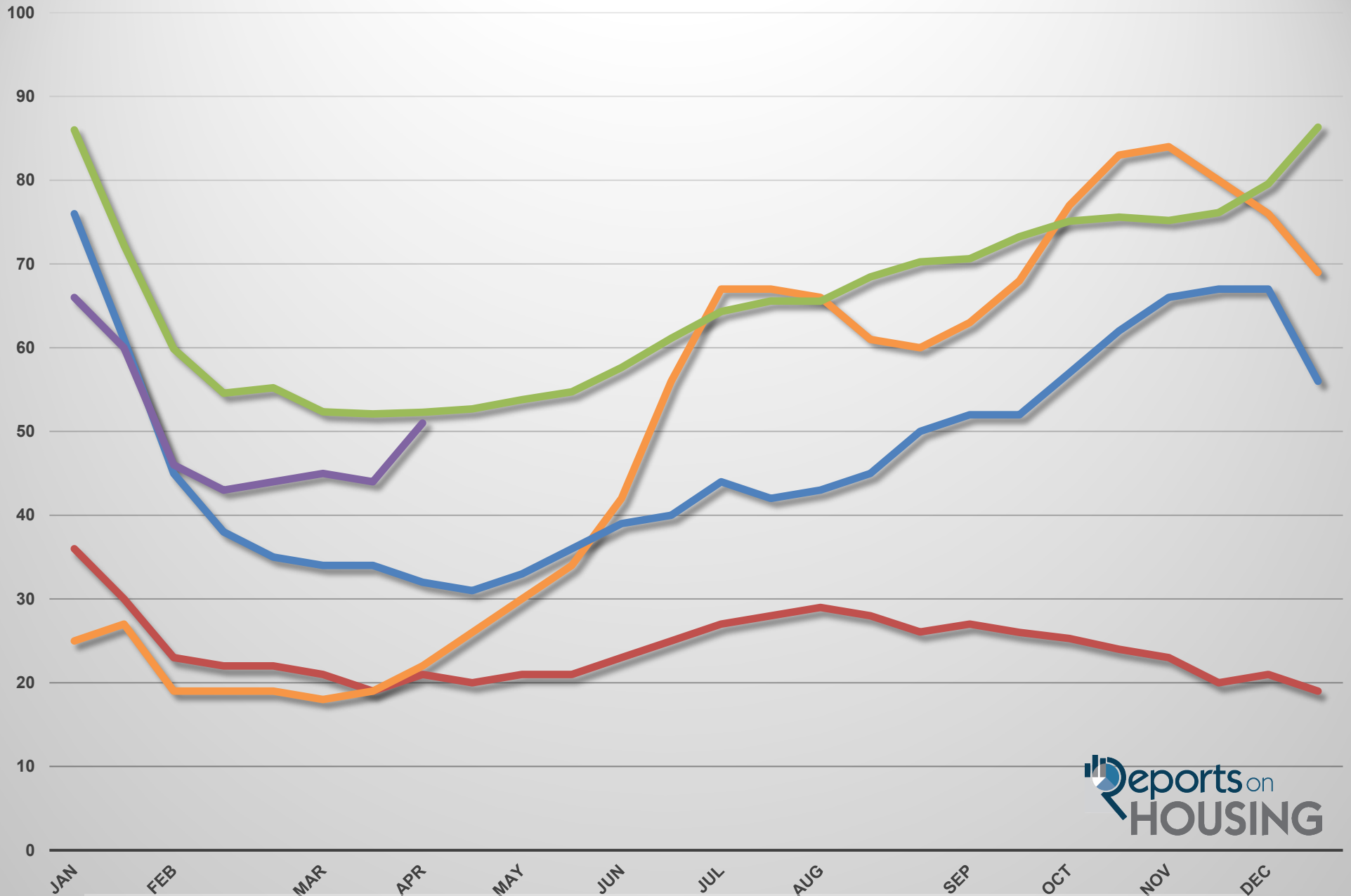
San Diego County Expected Market Time

Days of Inventory



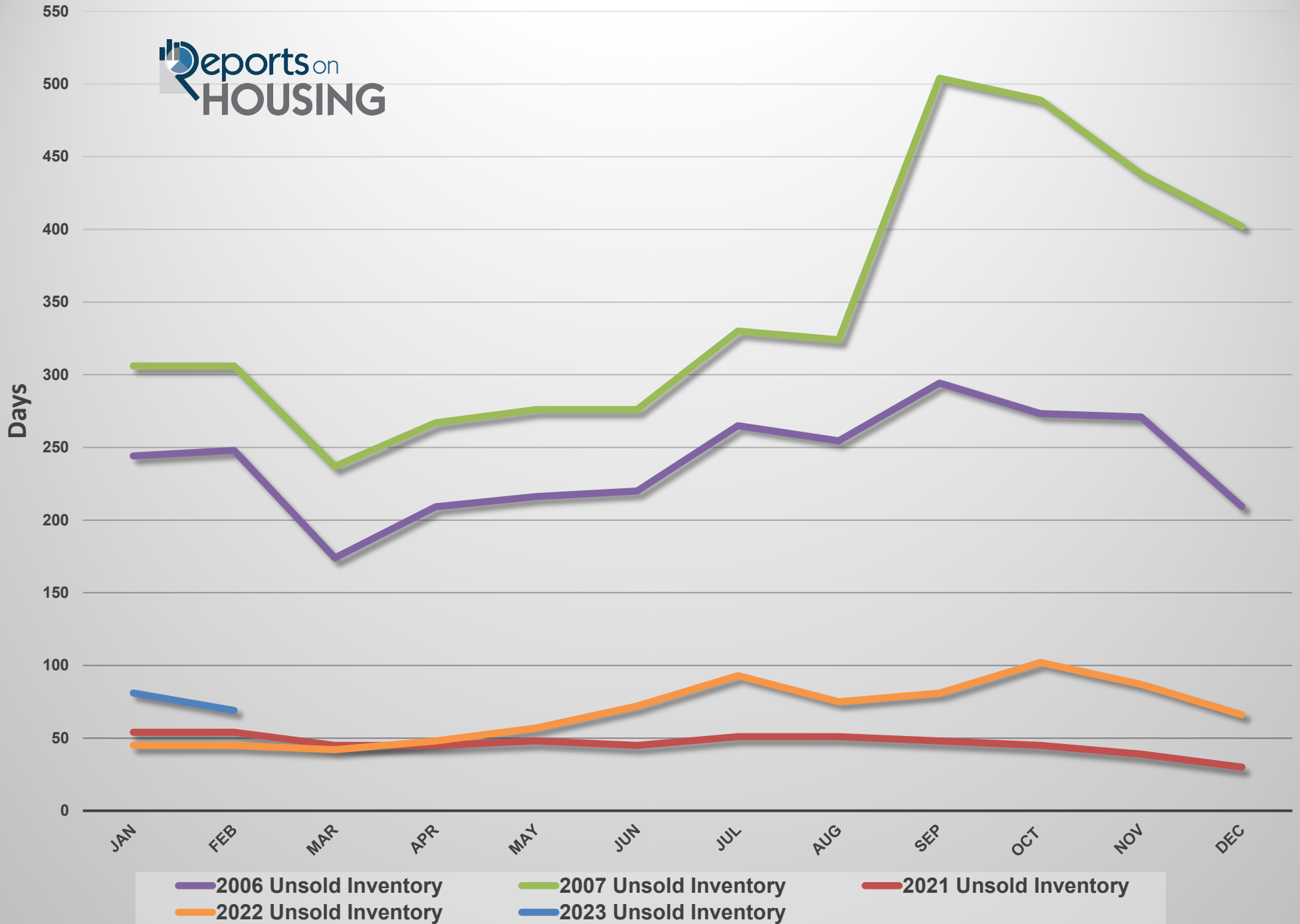
San Diego County Expected Market Time Year Over Year

In Days



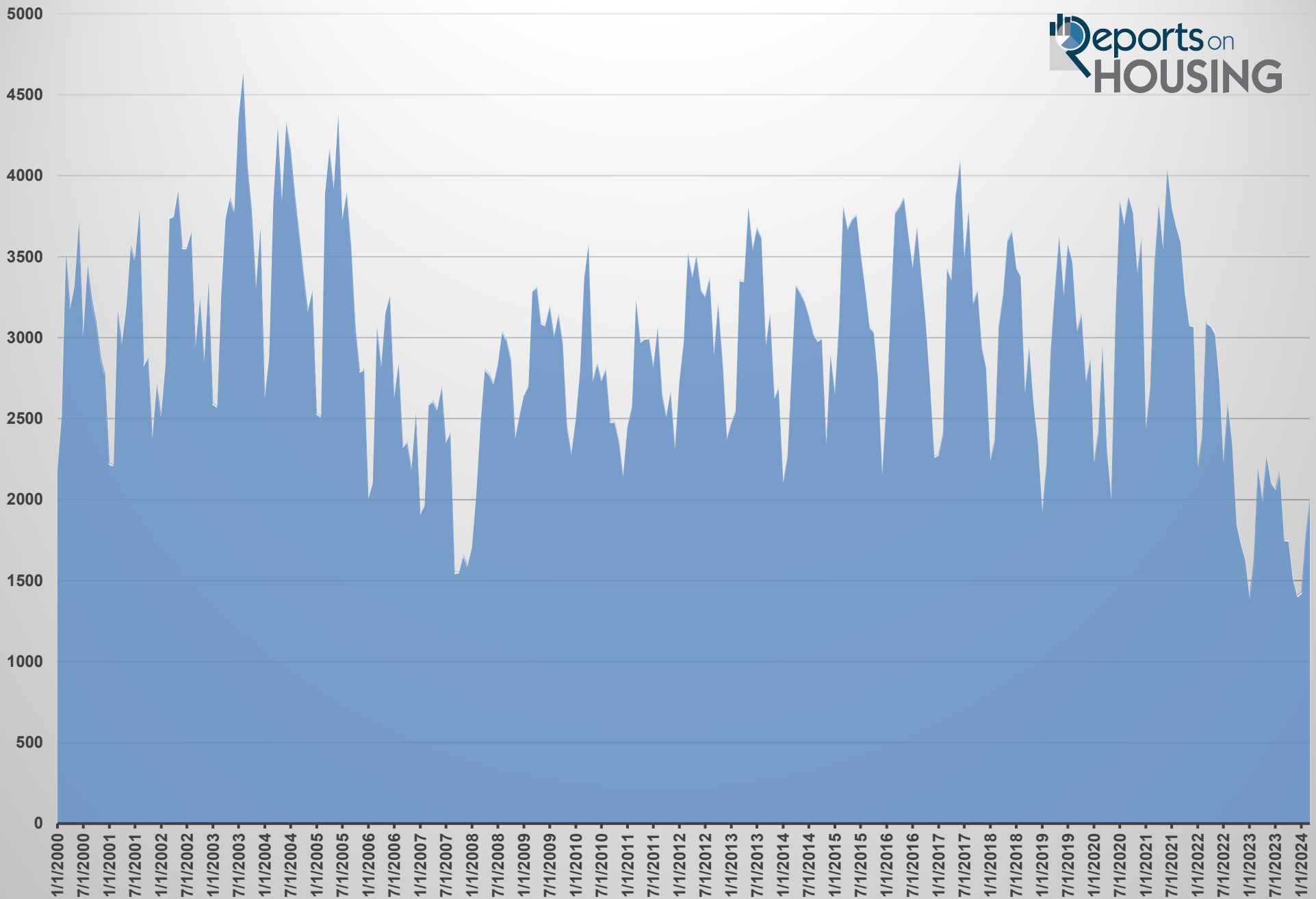
San Diego County Unsold Inventory 2021 and 2022 vs 2006 and 2007

In Days



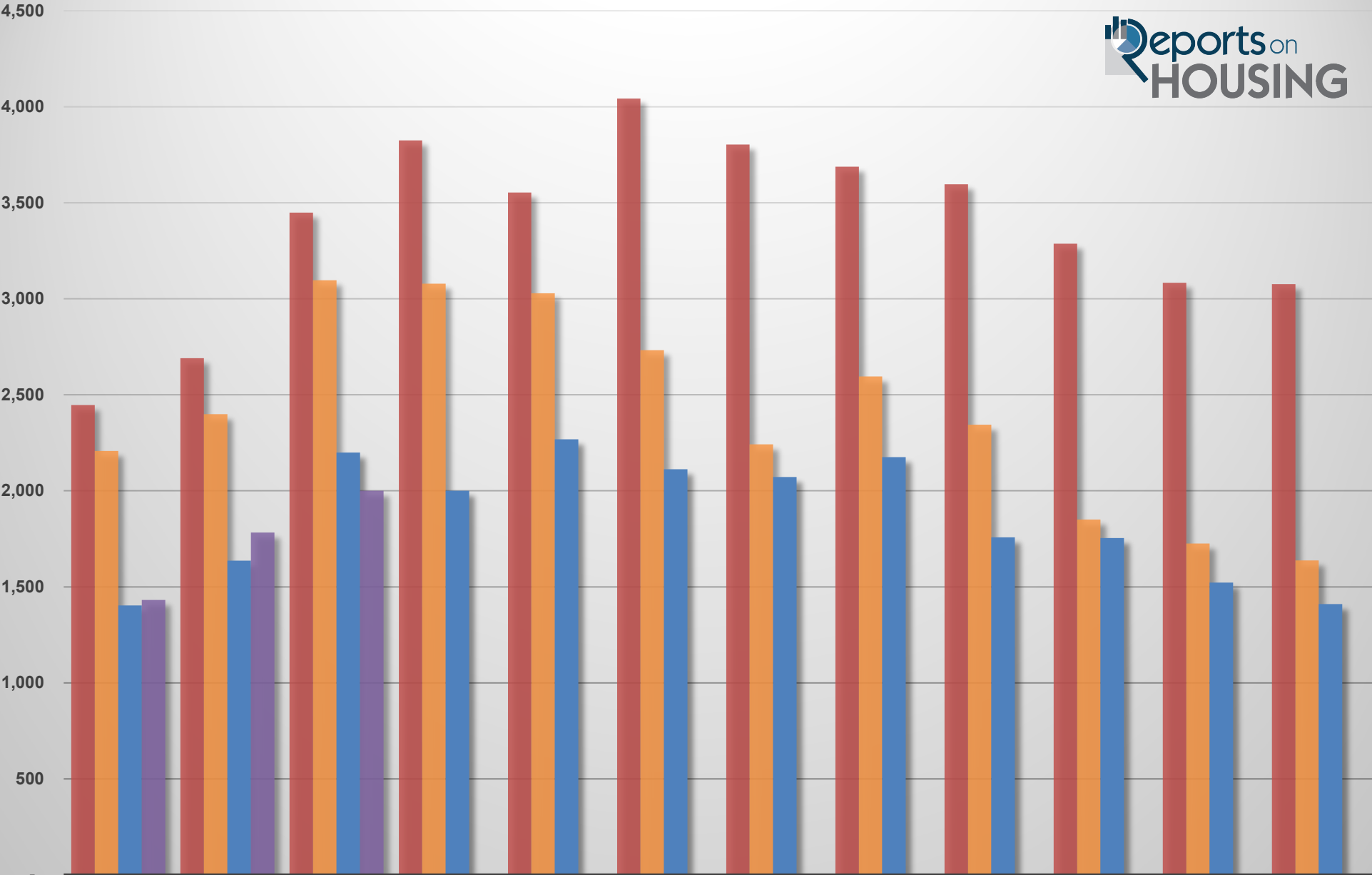
San Diego County Closed Sales

(Monthly)



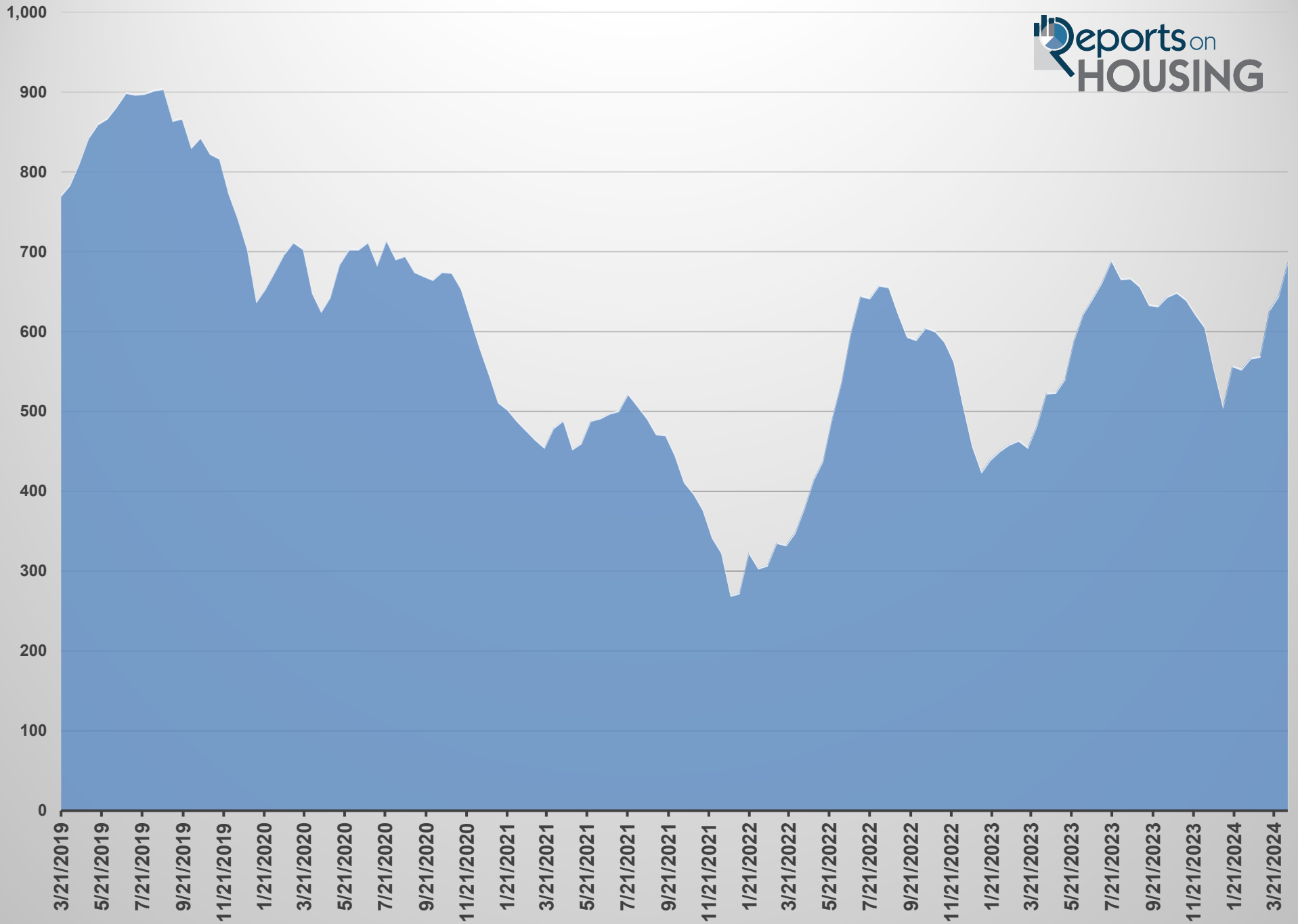
San Diego County Closed Sales Year Over Year

(Monthly)

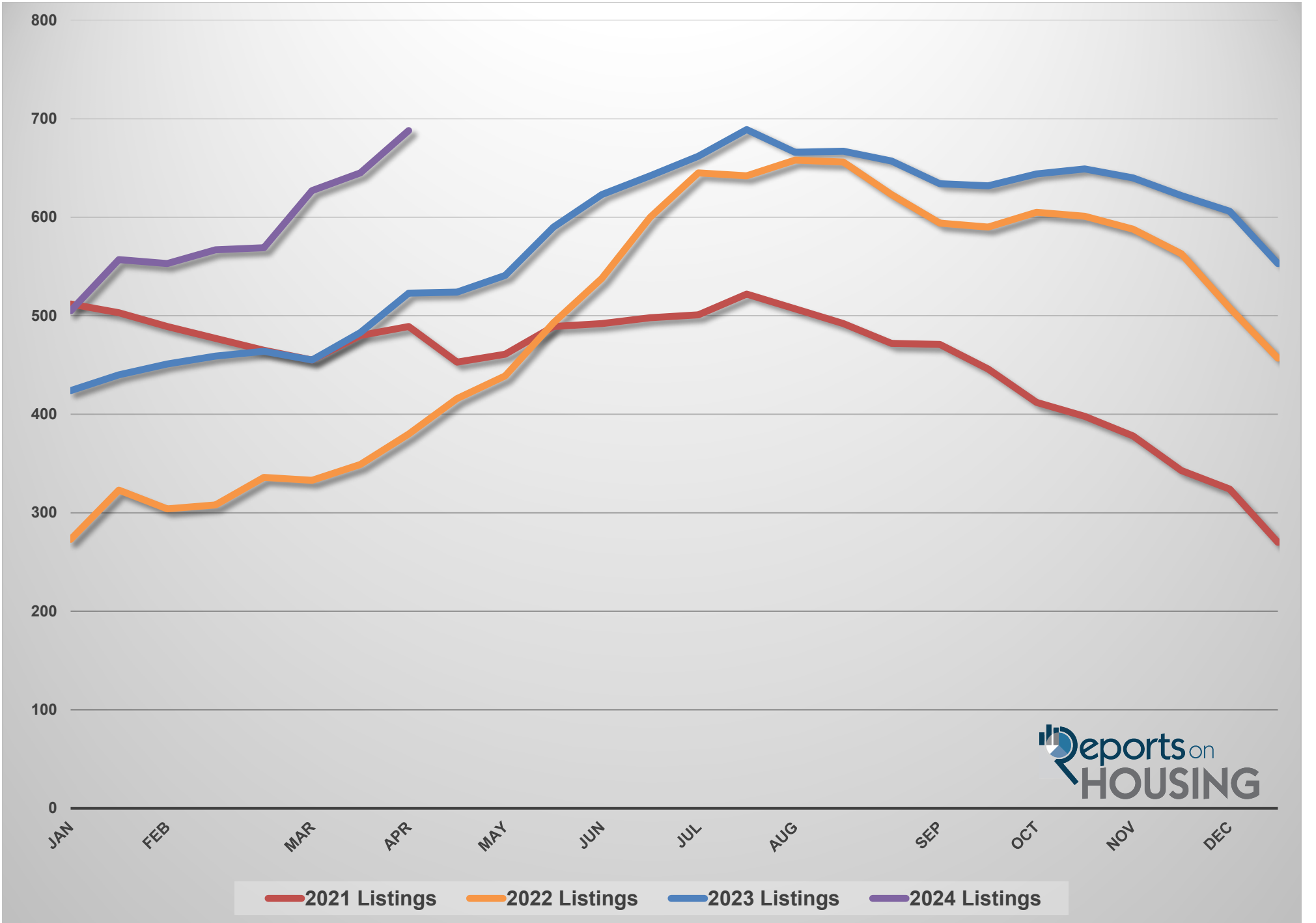


■ 2021 Closed Sales ■ 2022 Closed Sales ■ 2023 Closed Sales ■ 2024 Closed Sales

San Diego County Luxury (\$2M+) Active Listing Inventory



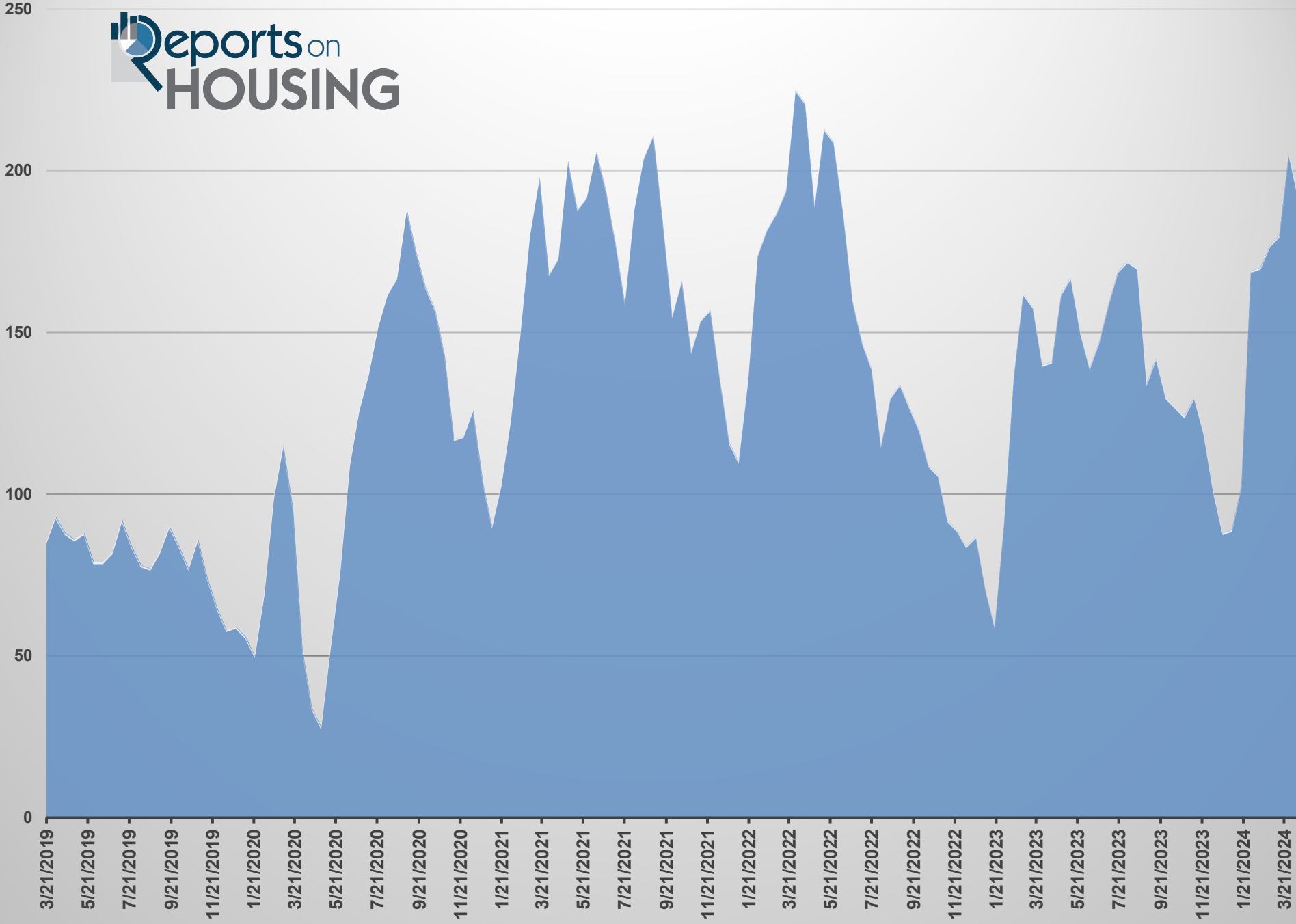
San Diego County Luxury (\$2M+) Active Listing Inventory Year Over Year



— 2021 Listings — 2022 Listings — 2023 Listings — 2024 Listings

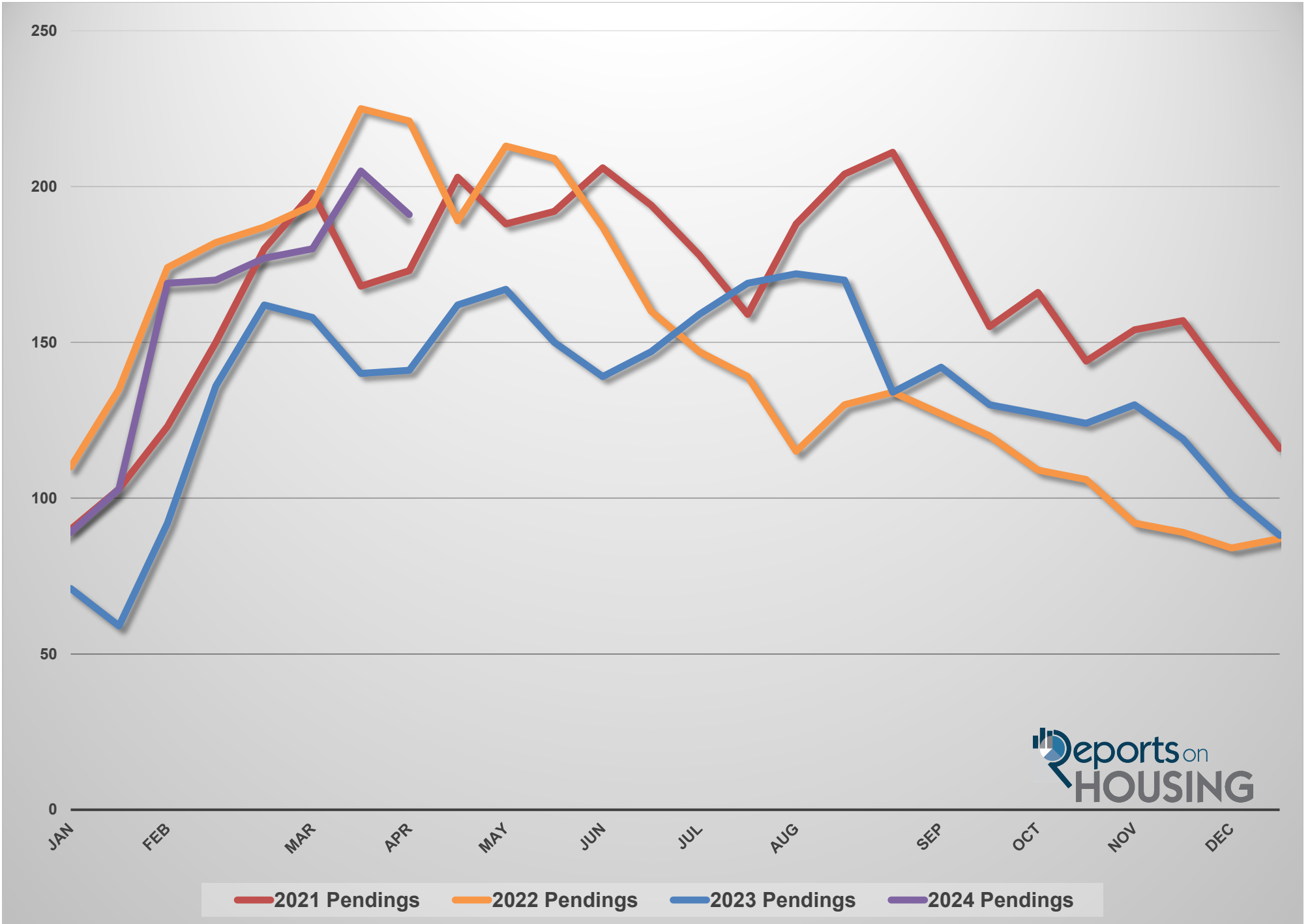
San Diego County Luxury (\$2M+) Demand

(Prior 30 Day Pending Snapshot)



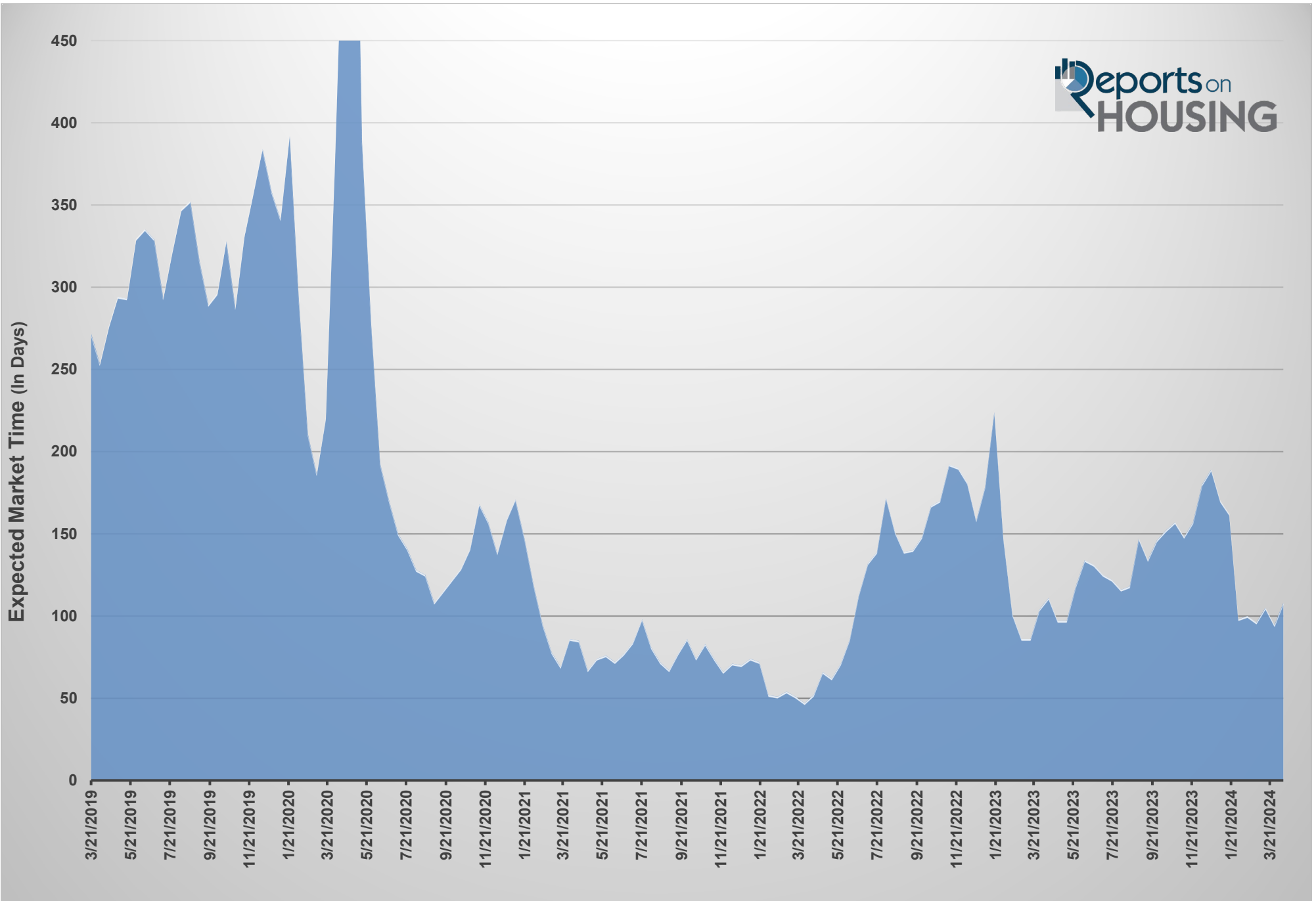
San Diego County Luxury (\$2M+) Demand Year Over Year

Prior 30 Day Pendings Snapshot



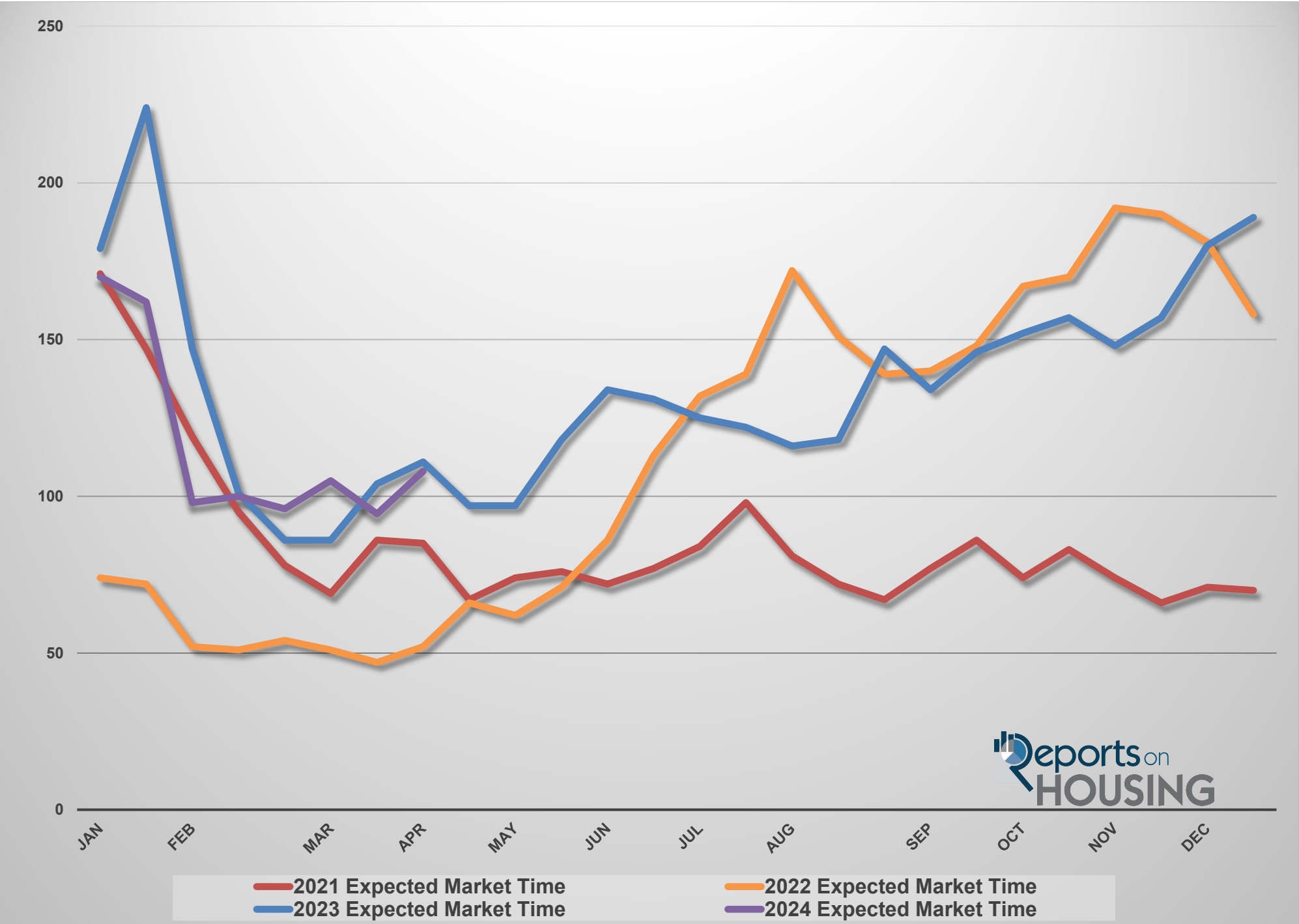
San Diego County Luxury (\$2M+) Expected Market Time

Days of Inventory

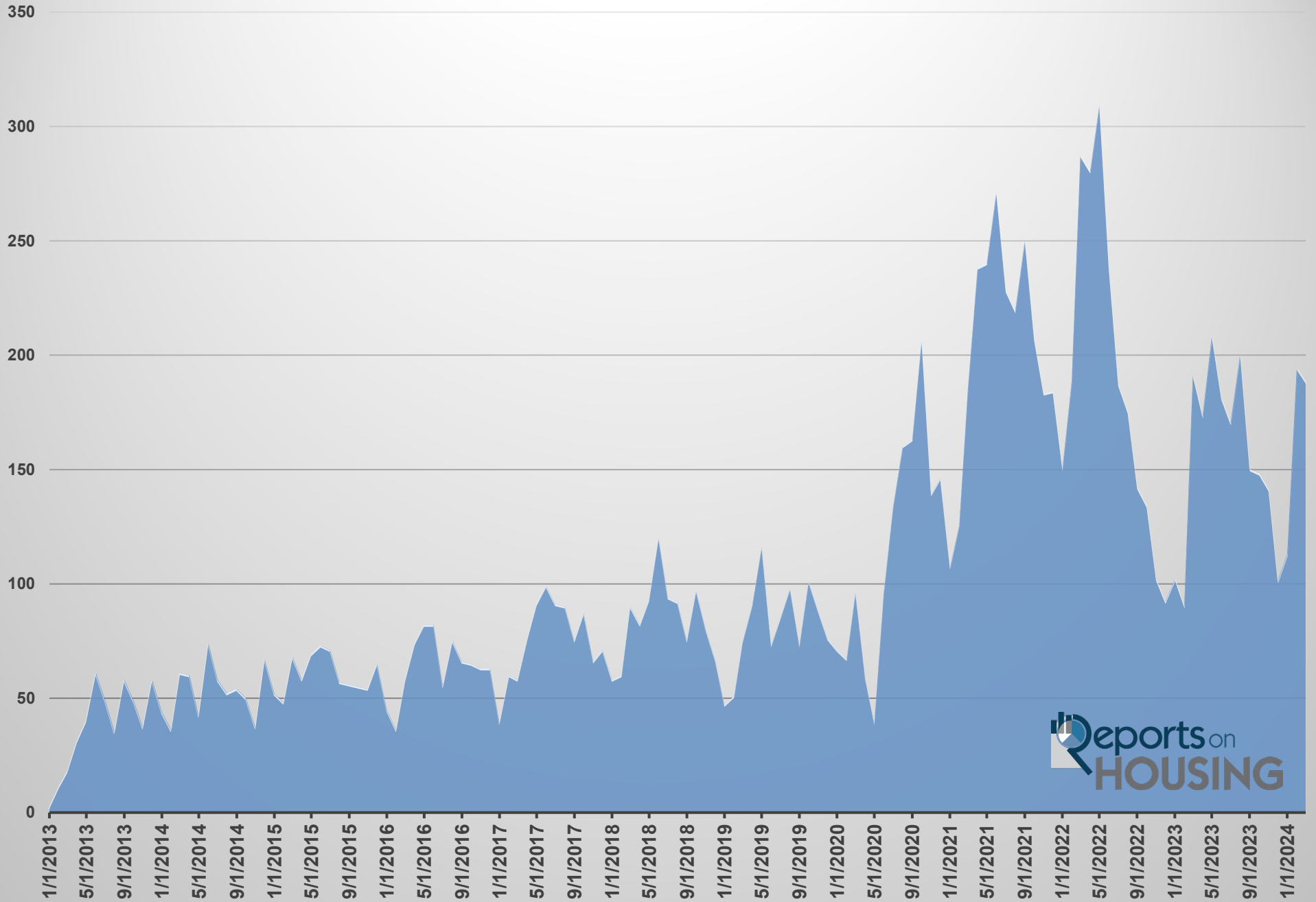


San Diego County Luxury (\$2M+) Expected Market Time Year Over Year

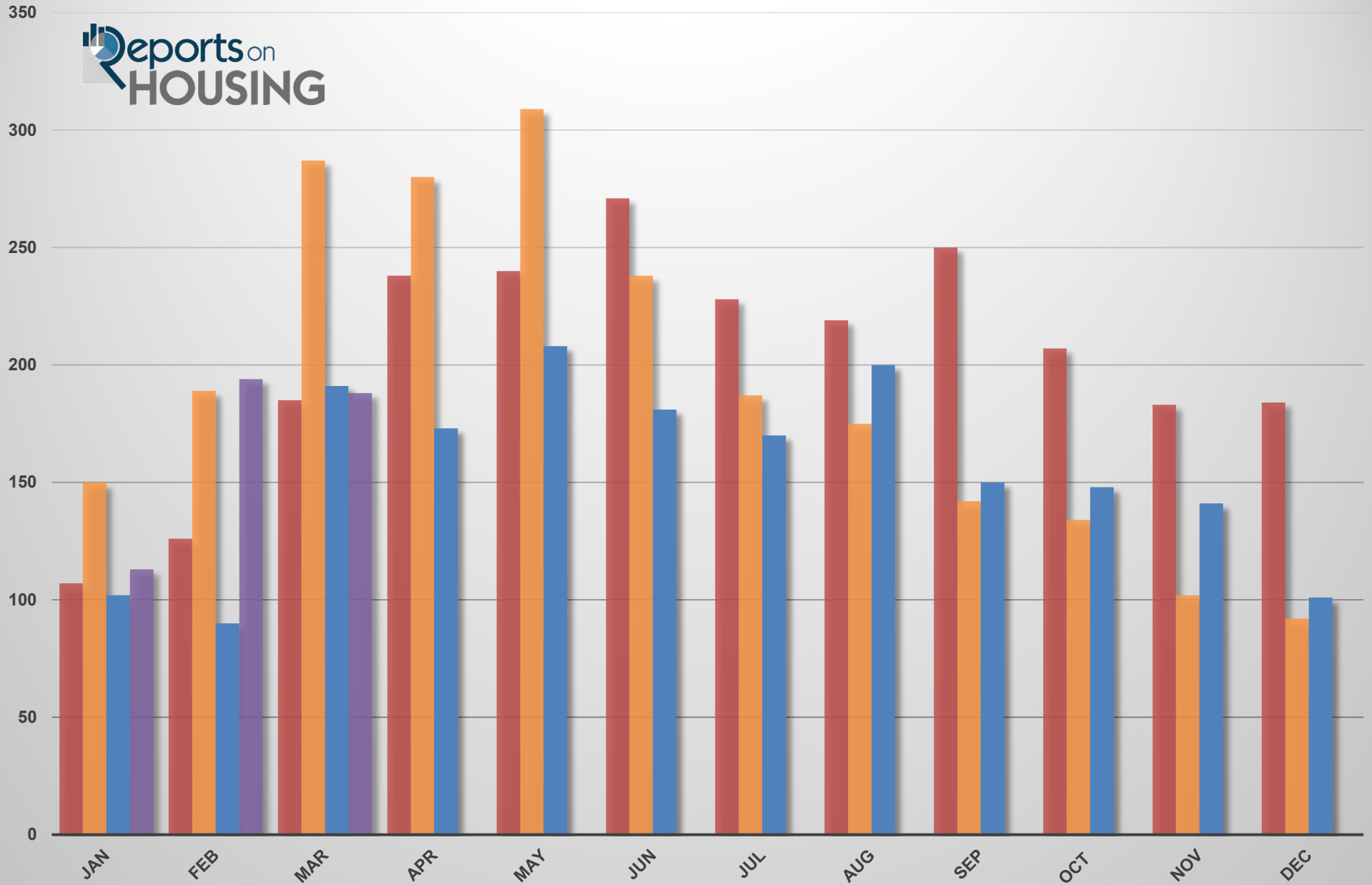
In Days



San Diego Luxury Closed Sales (\$2,000,000+)

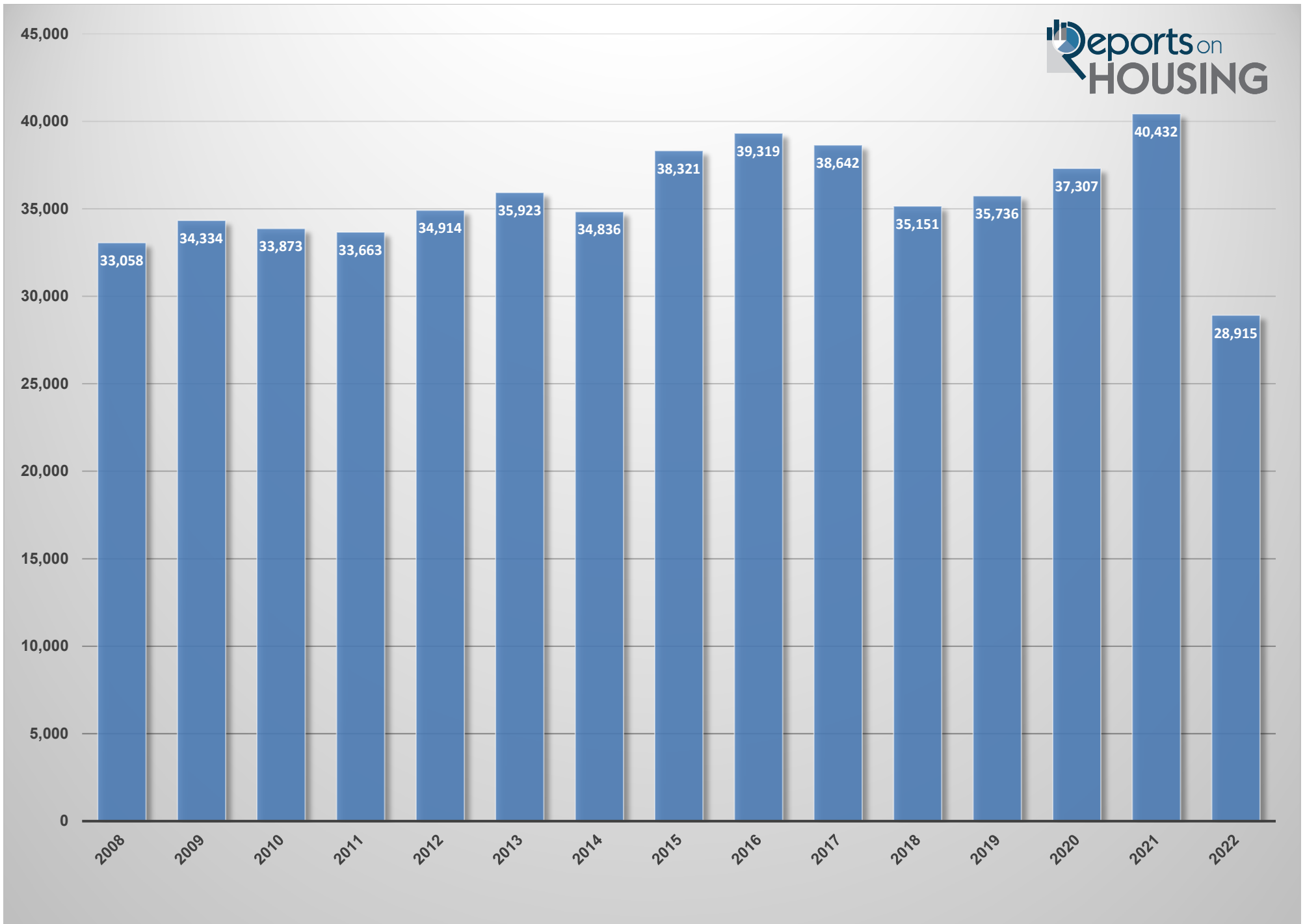


San Diego County Luxury Closed Sales Year Over Year (\$2,000,000+)

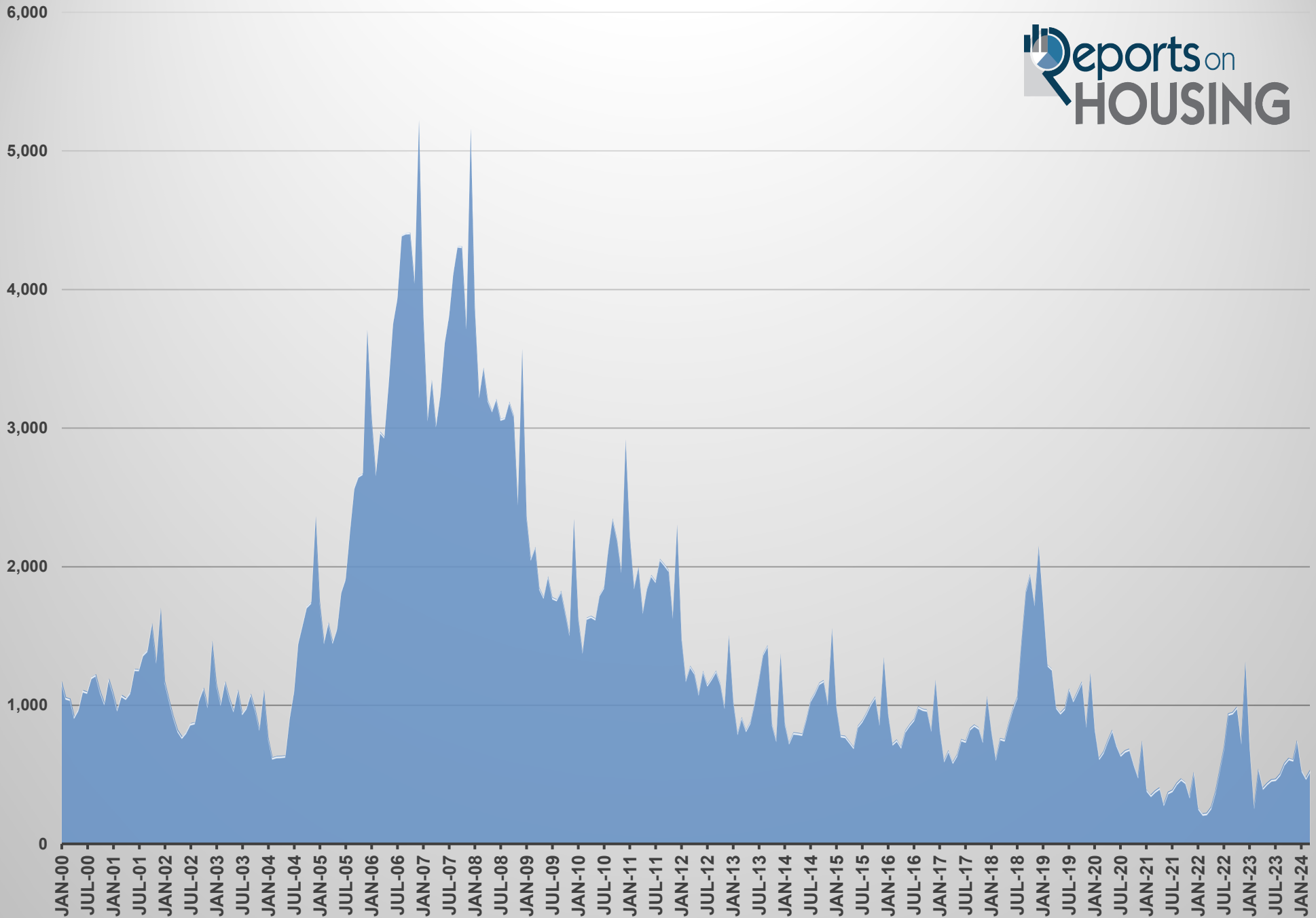


■ 2021 Luxury Closed Sales ■ 2022 Luxury Closed Sales ■ 2023 Luxury Closed Sales ■ 2024 Luxury Closed Sales

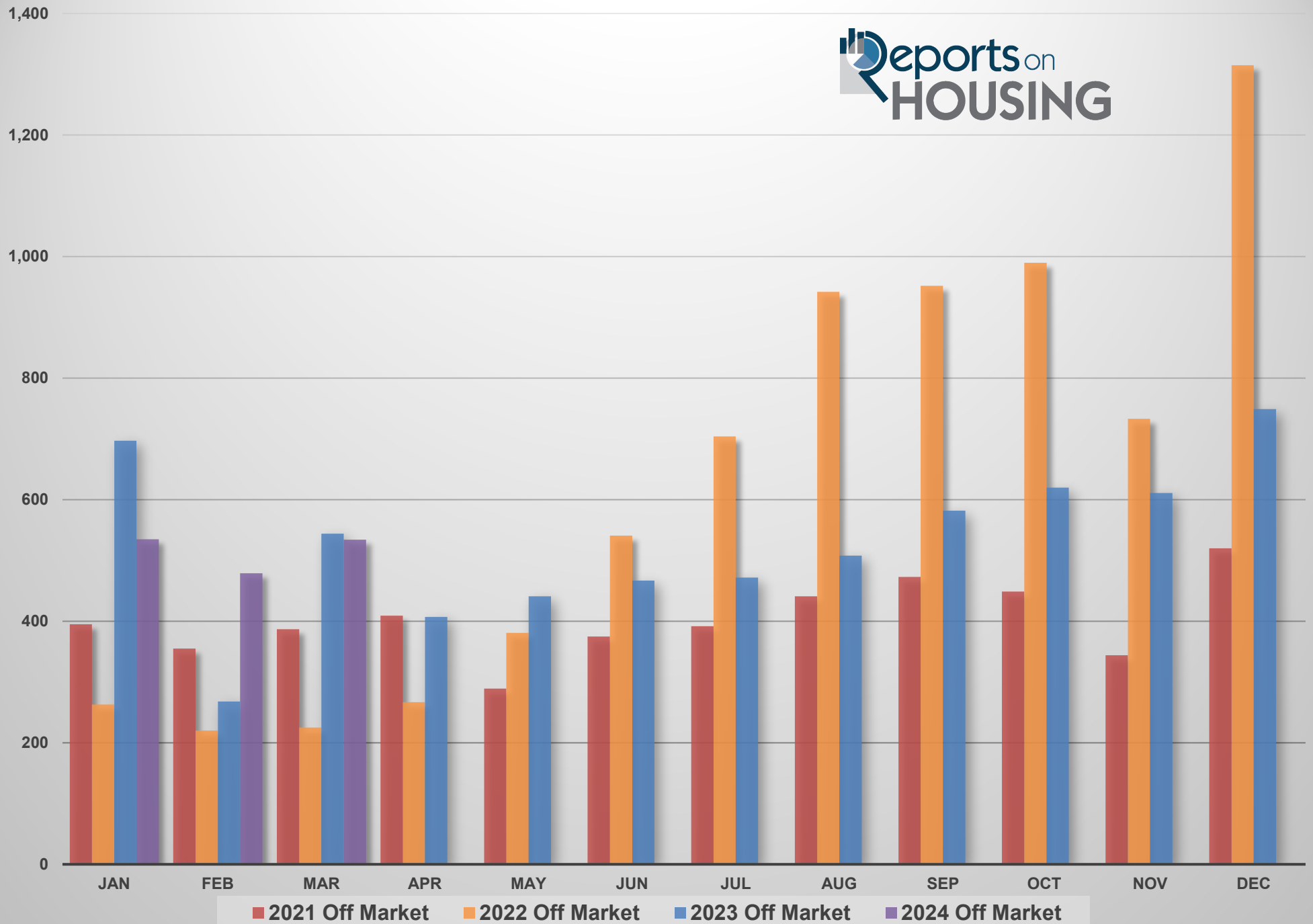
San Diego County Total Closed Sales By Year (Jan-Dec)



San Diego County Homes Pulled Off the Market

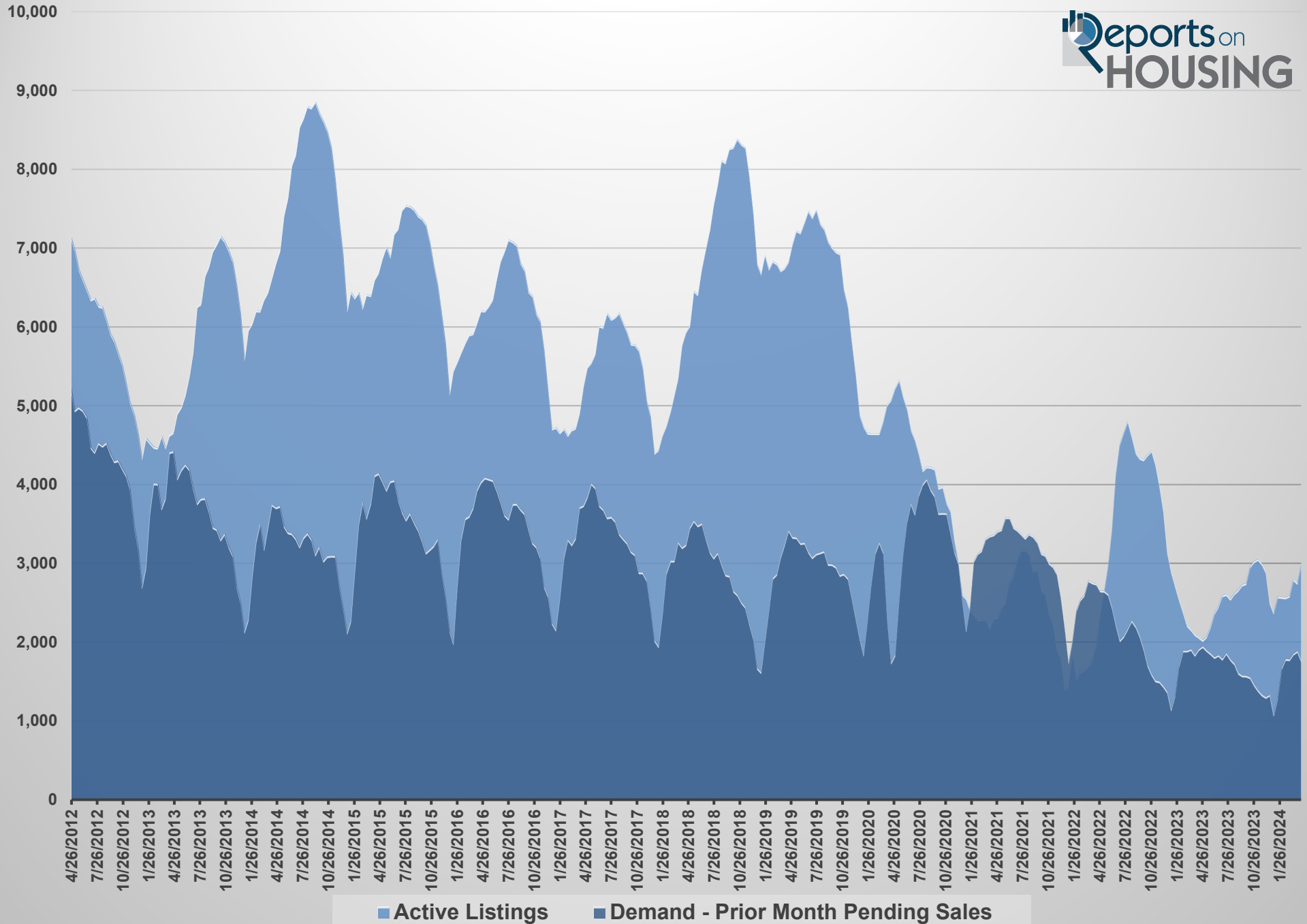


San Diego County Off Market Year Over Year

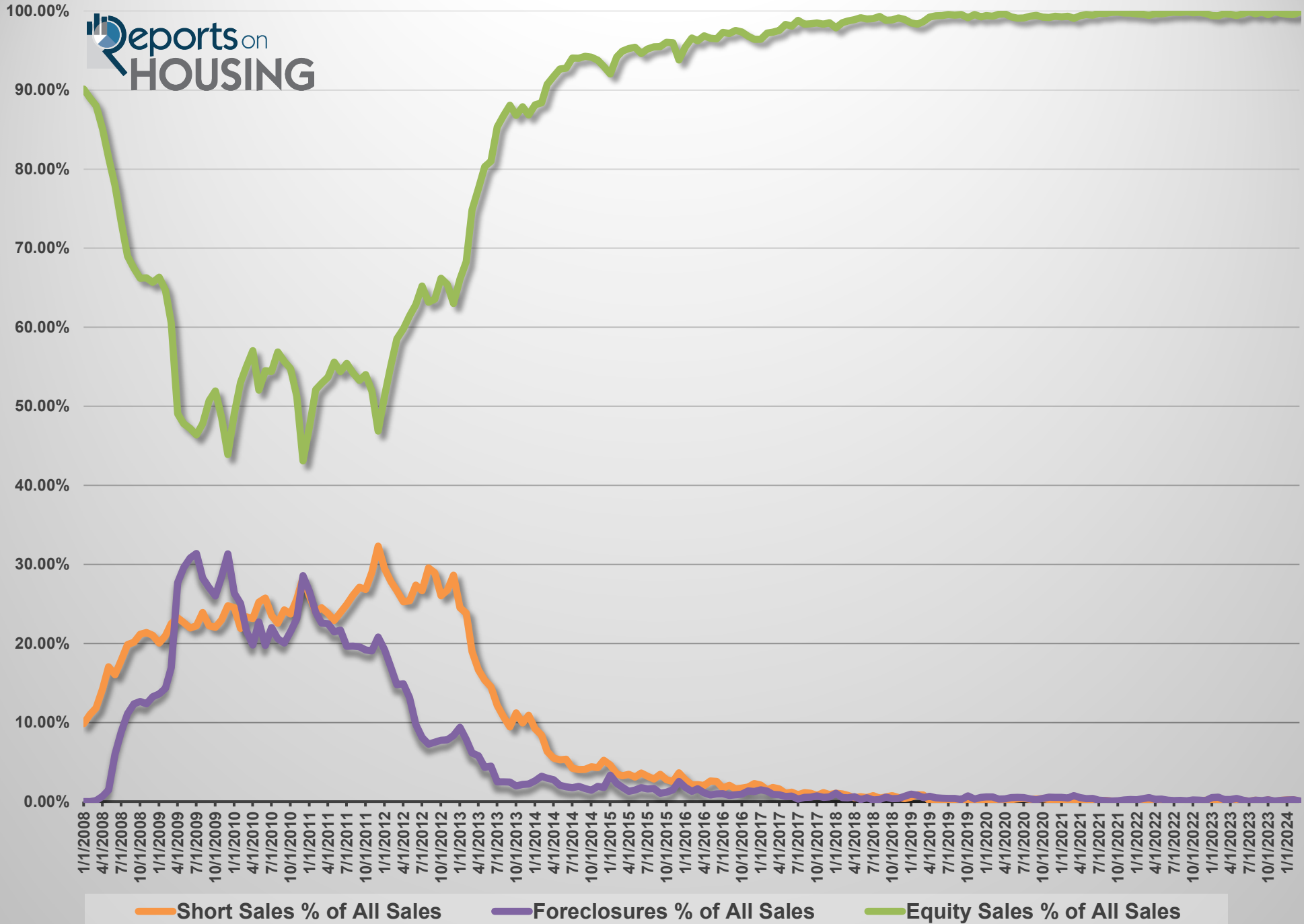


San Diego County Active Listing Inventory Versus Demand

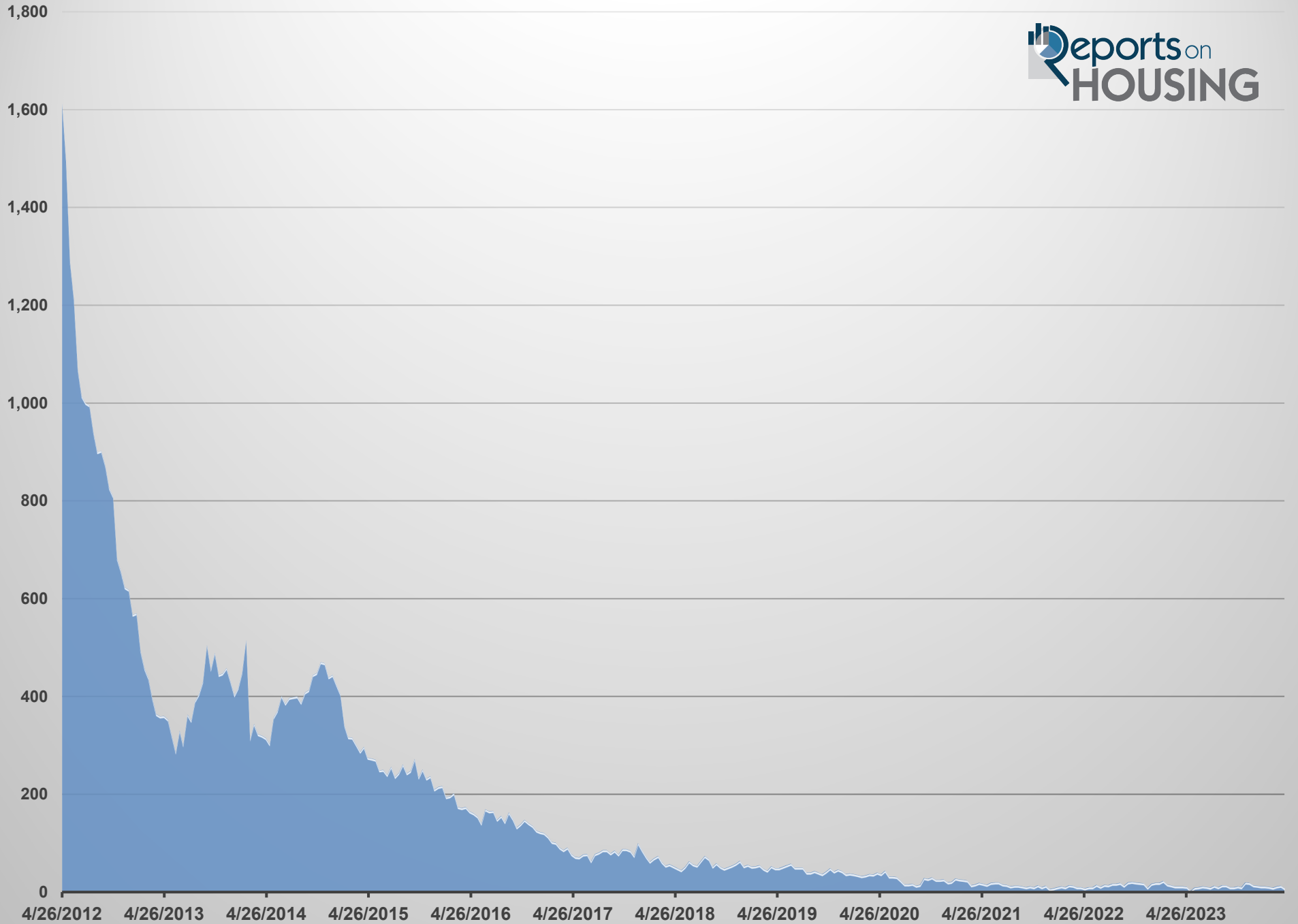
(Demand is a 30 Day Snapshot of Pending Sales)



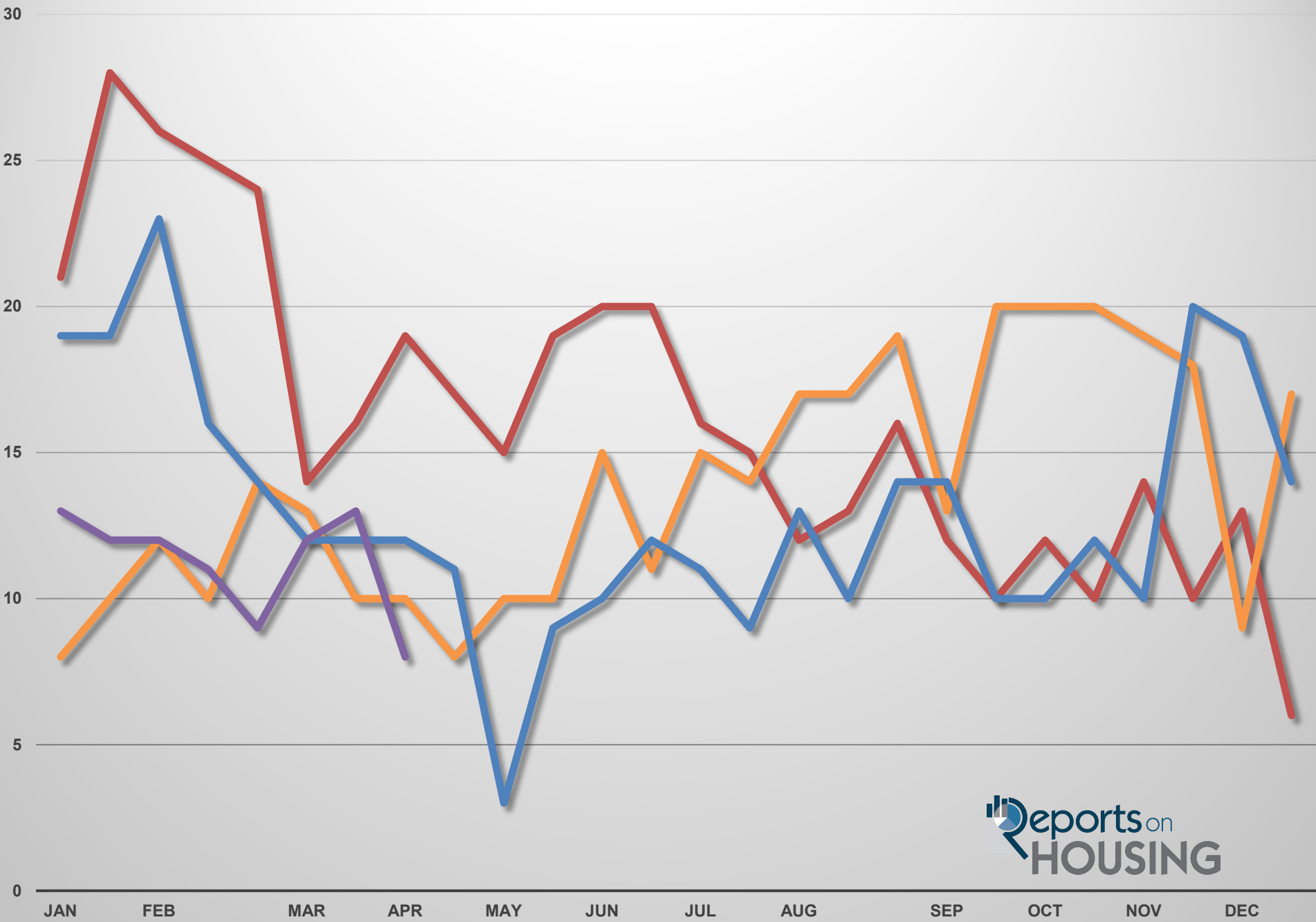
San Diego County Closed Sales Breakdown



San Diego County Distressed Listing

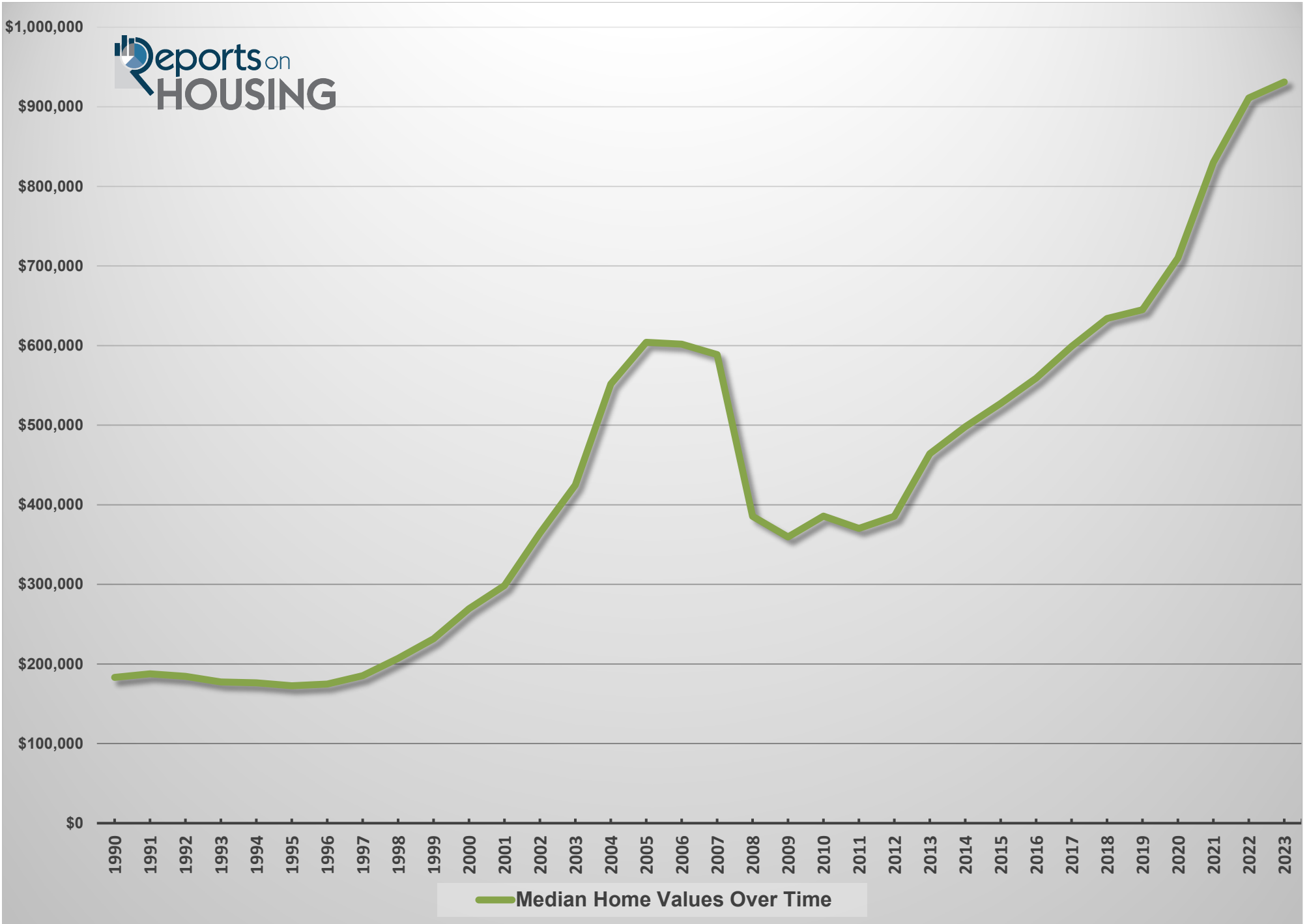


San Diego County Distressed Inventory Year Over Year

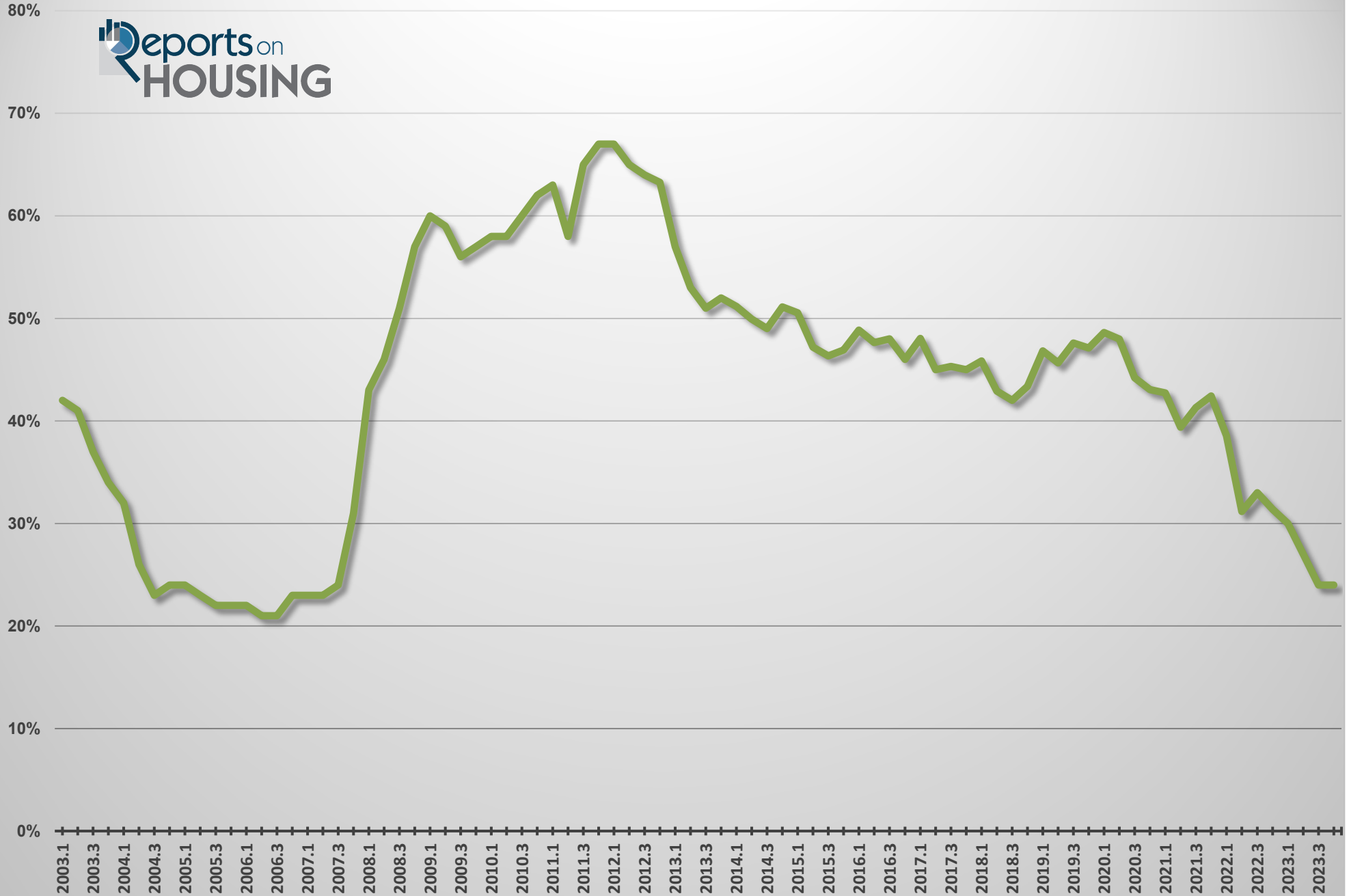


— 2021 Total Distressed Listings — 2022 Total Distressed Listings
— 2023 Total Distressed Listings — 2024 Total Distressed Listings

SD Median Detached Home Value



SD First Time Buyer Housing Affordability Index



— First Time Buyer Housing Affordability Index