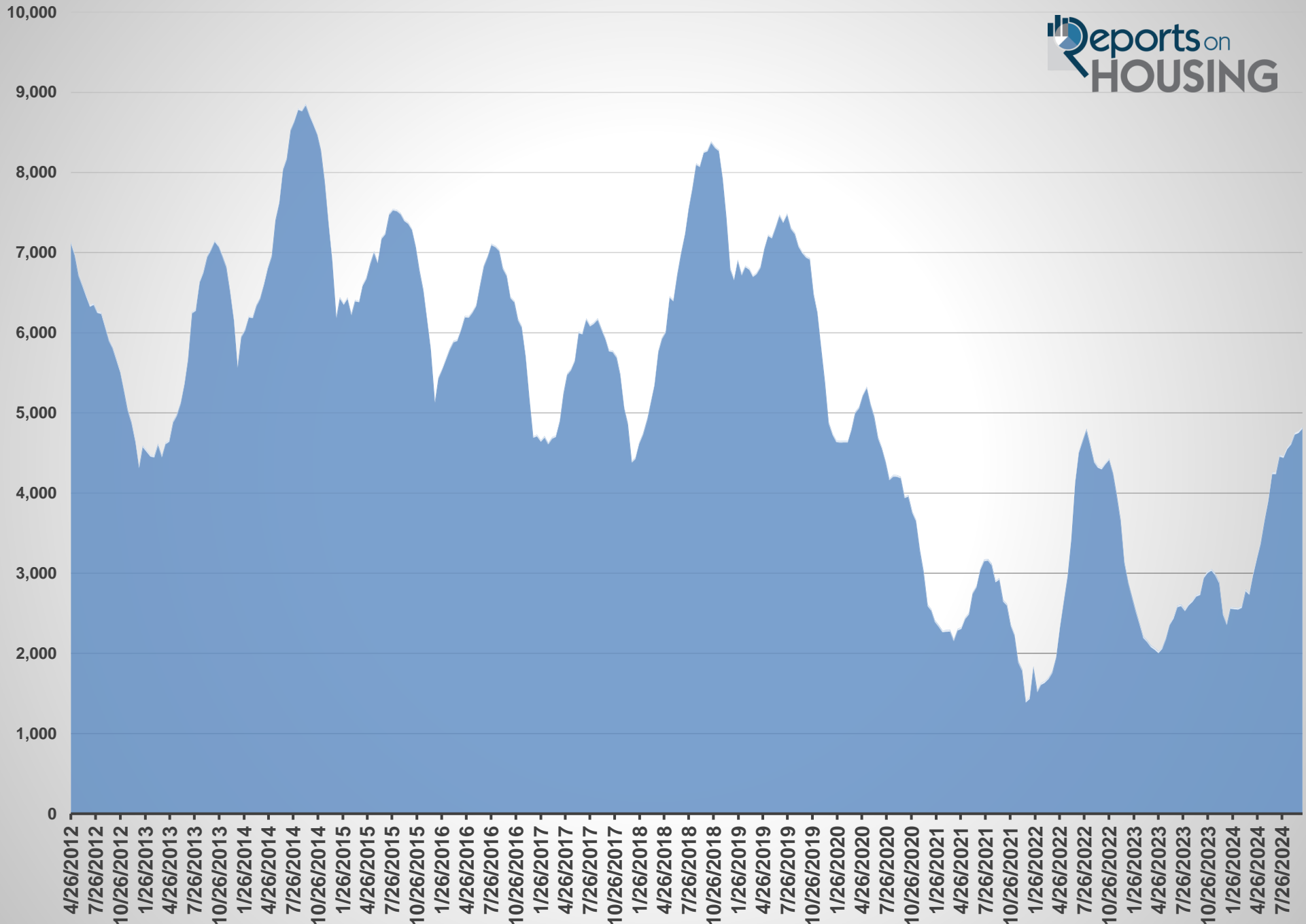
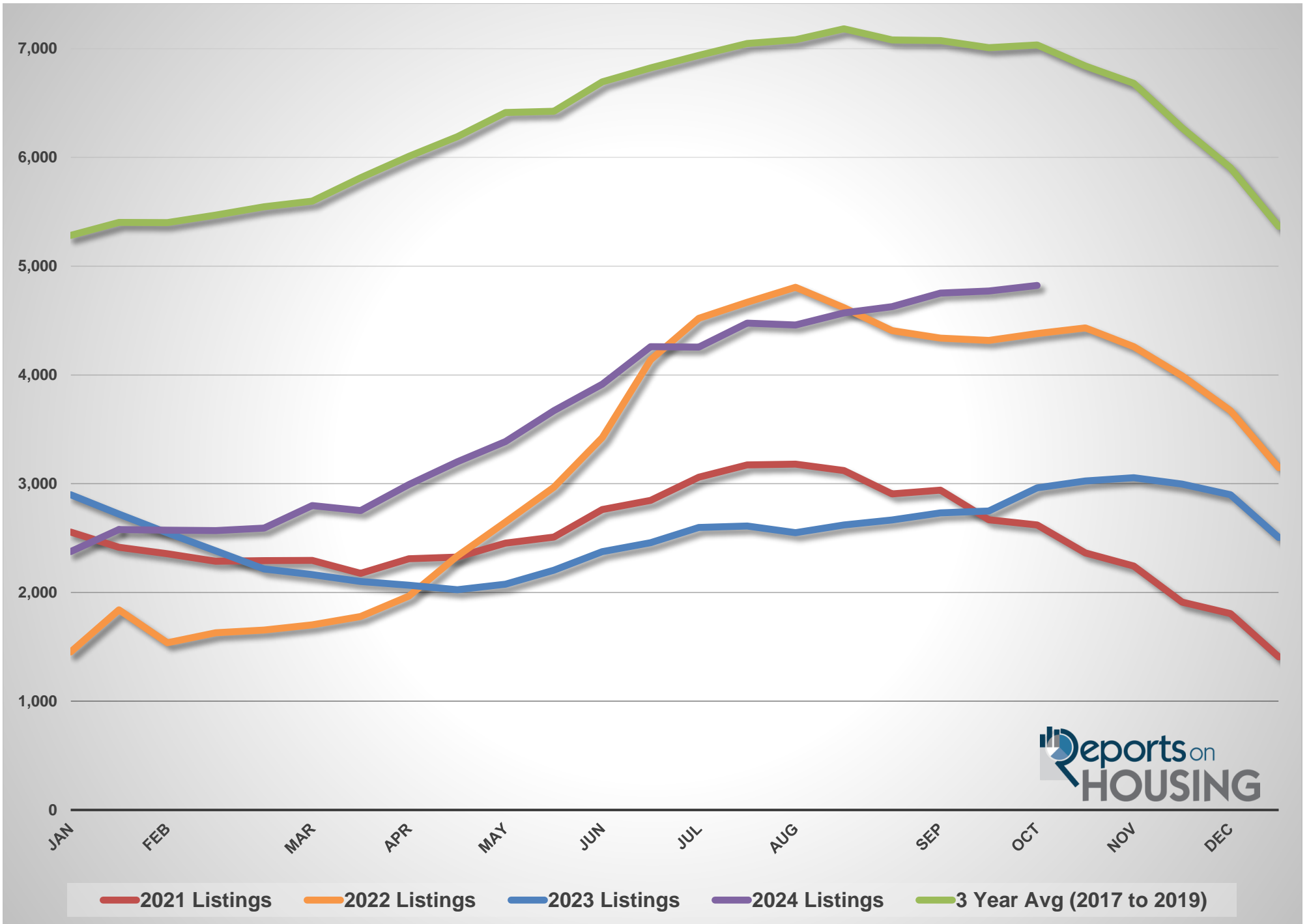


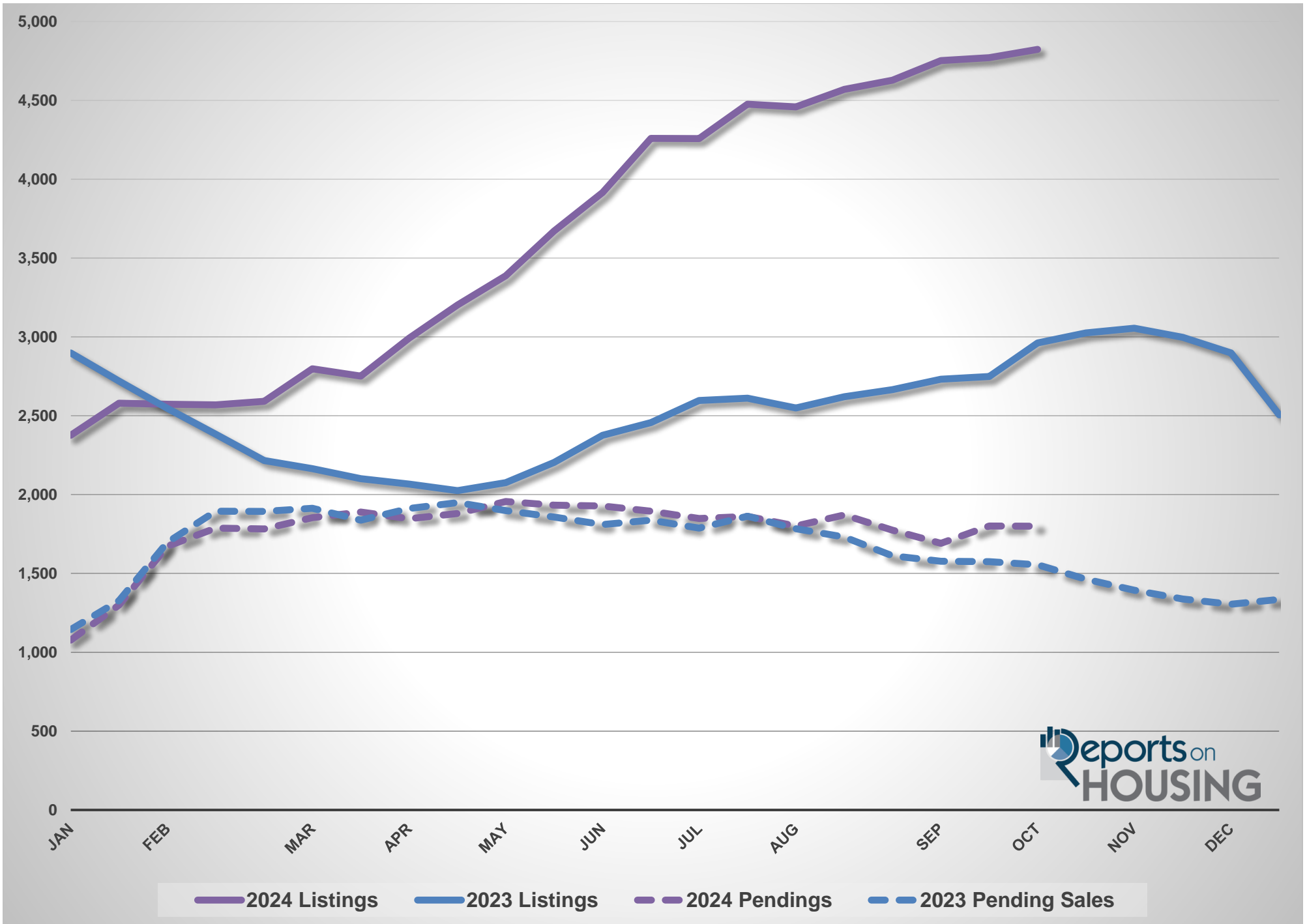
San Diego County Active Listing Inventory



San Diego County Active Listing Inventory Year Over Year

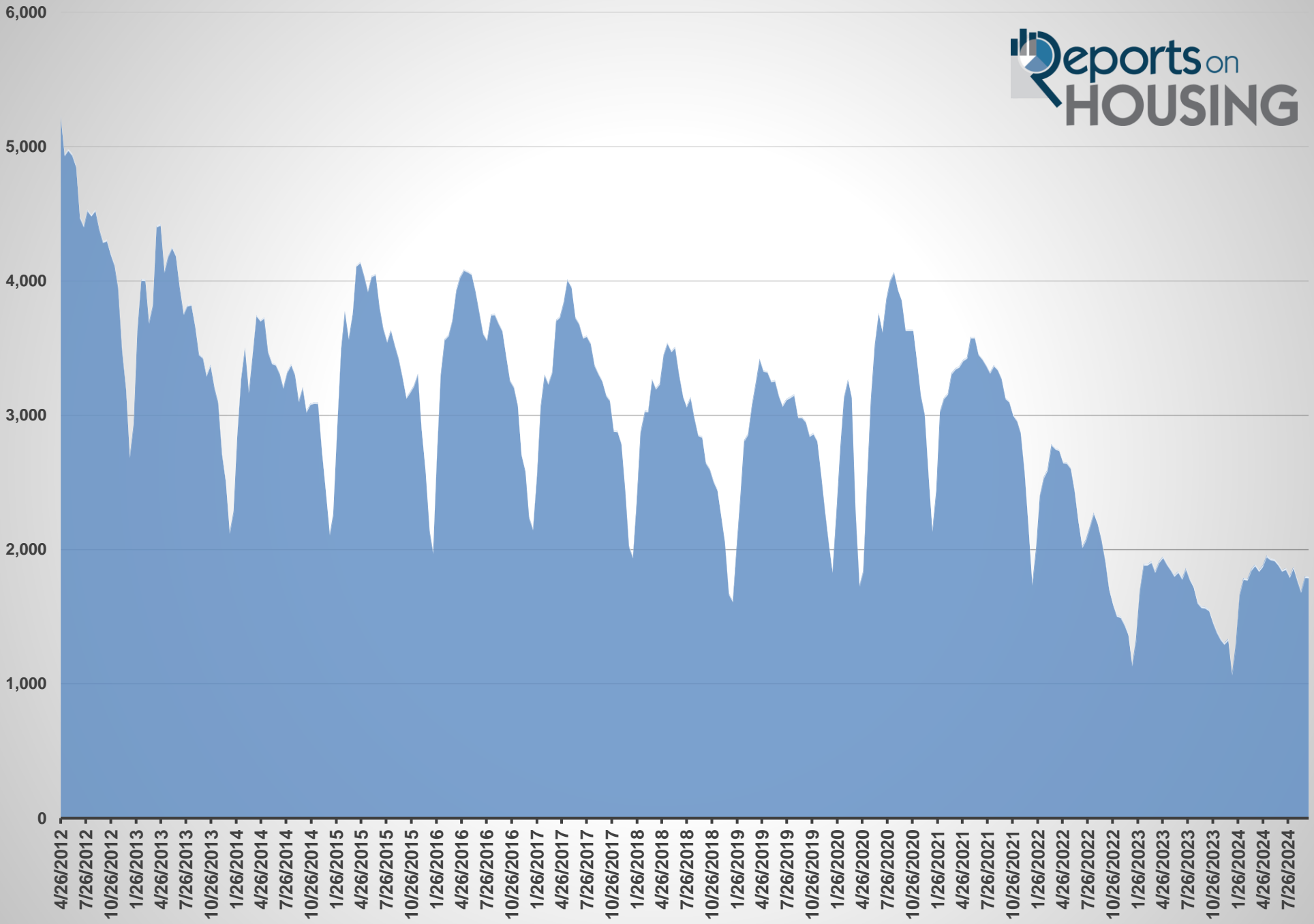


San Diego County Active Listing Inventory and Demand - 2023 vs 2024



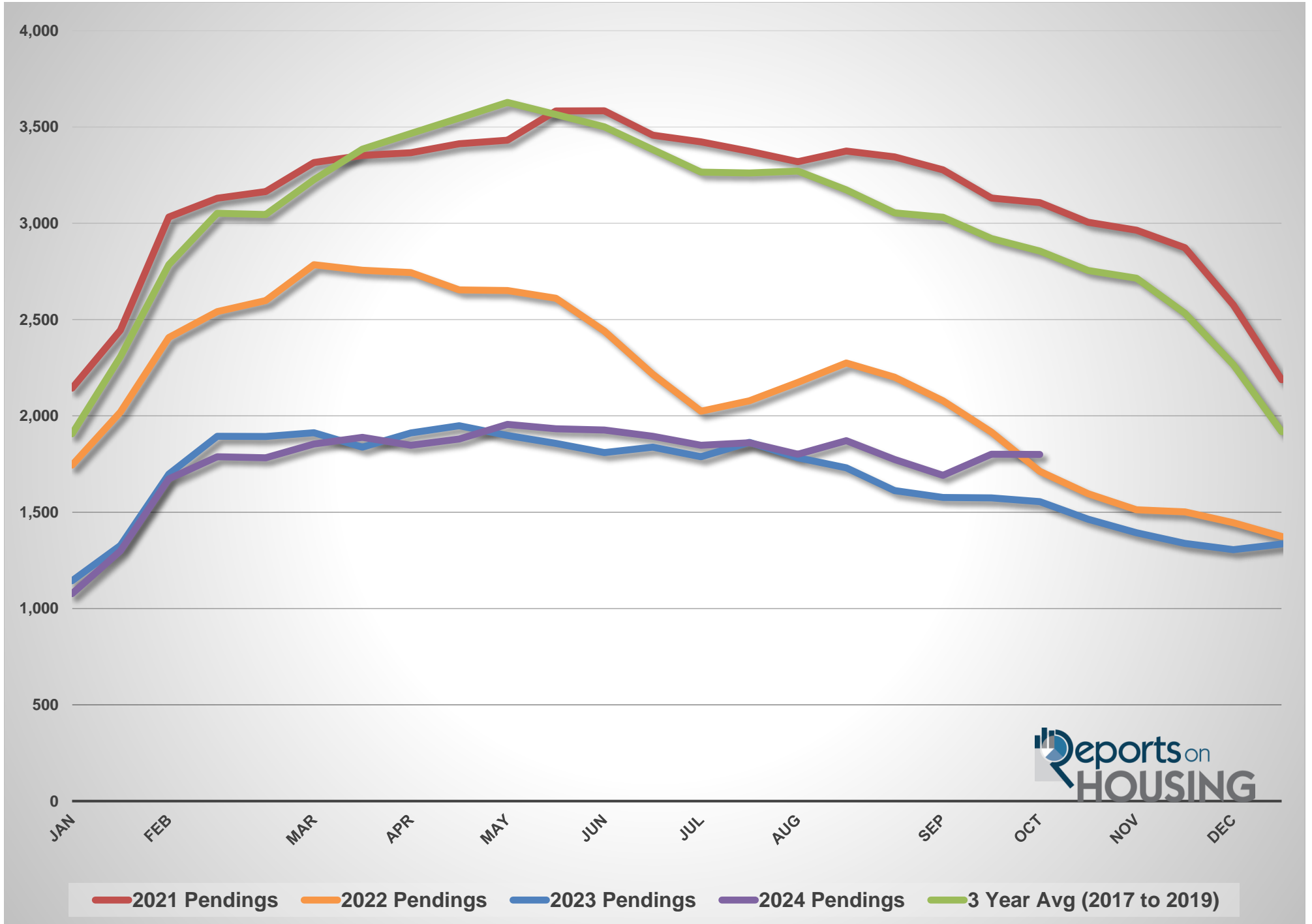
San Diego County Demand

(Prior 30 Day Pendings Snapshot)

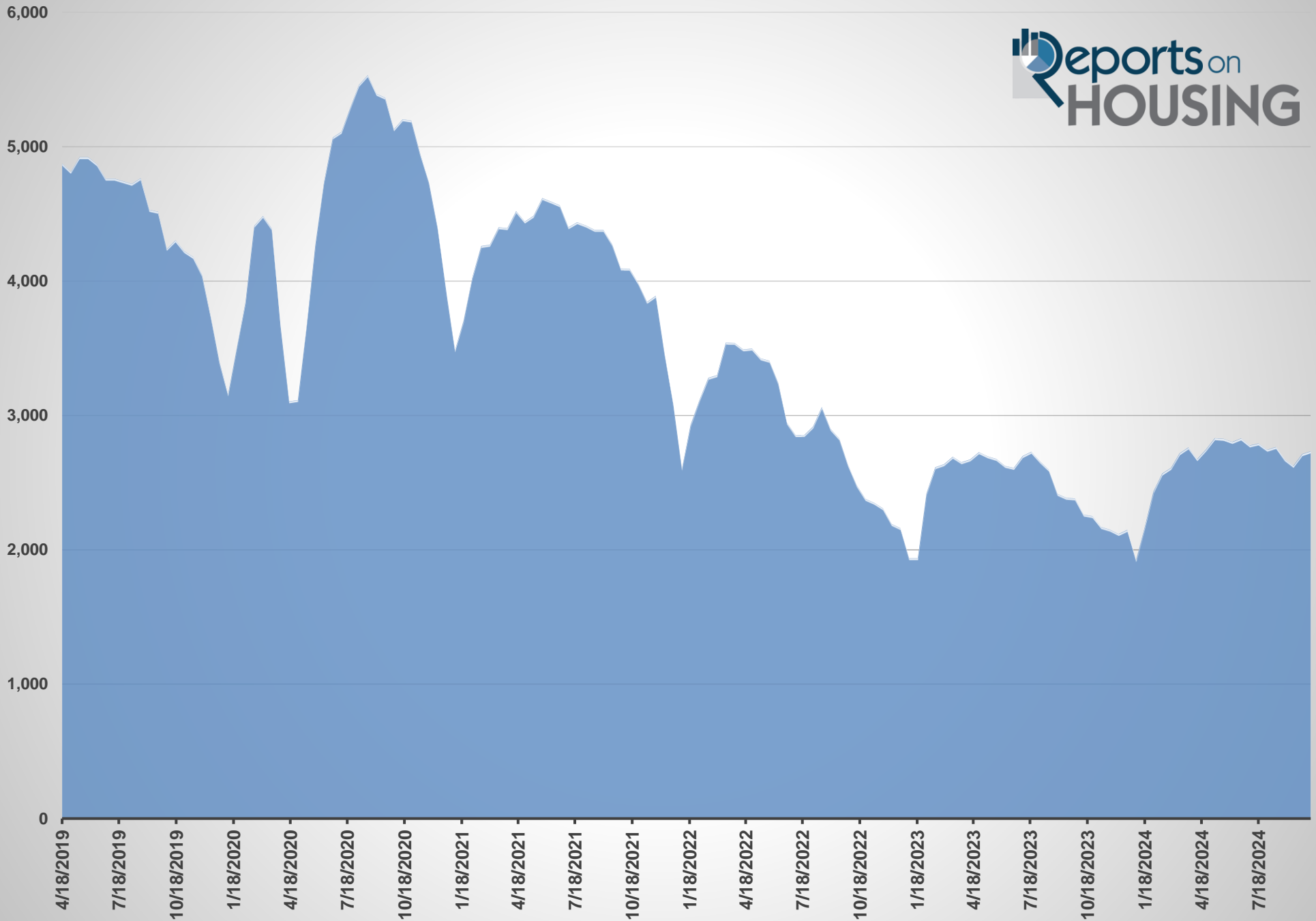


San Diego County Demand Year Over Year

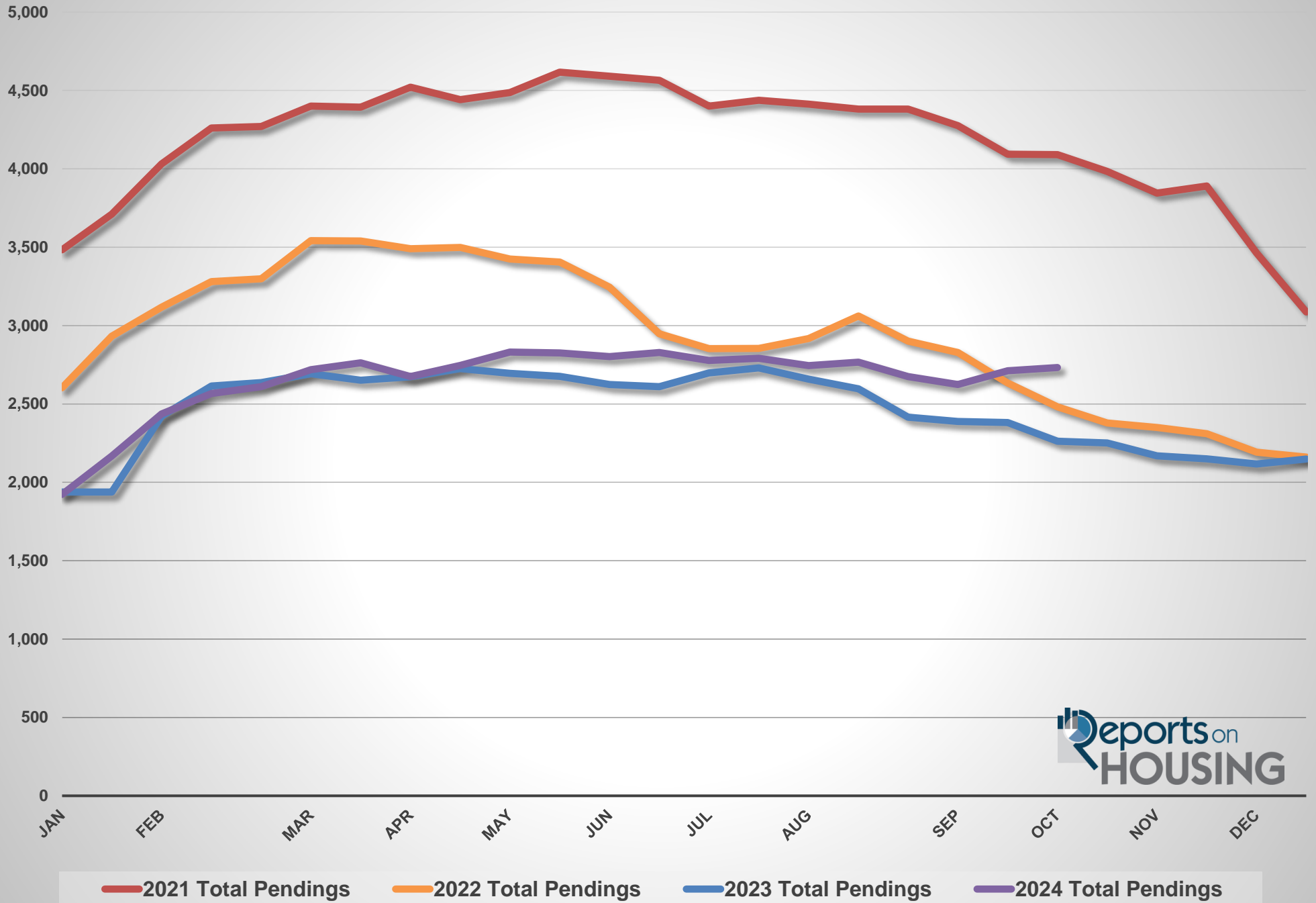
Prior 30 Day Pending Snapshot



San Diego County Total Pending Sales

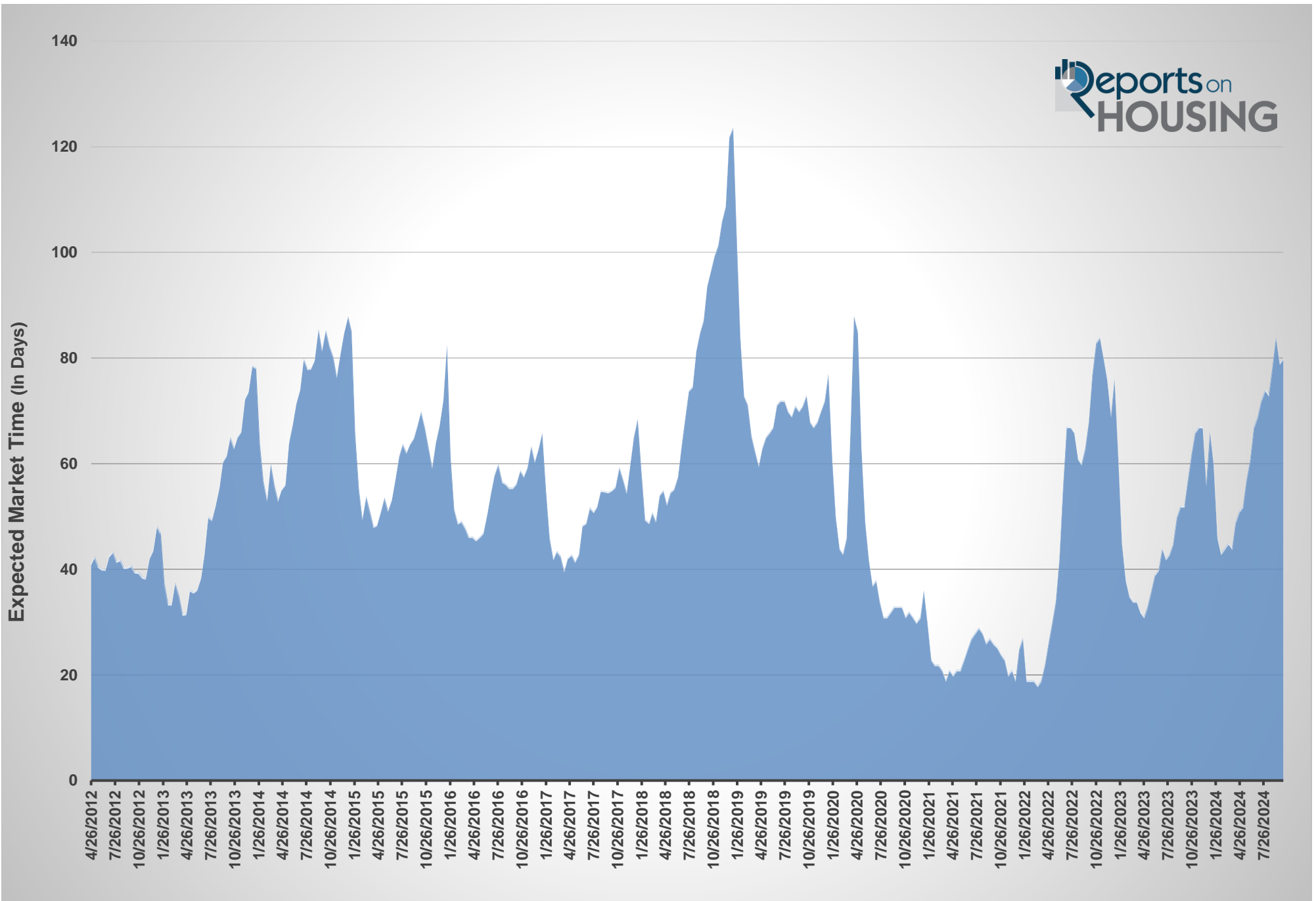


San Diego County Total Pending Sales Year Over Year



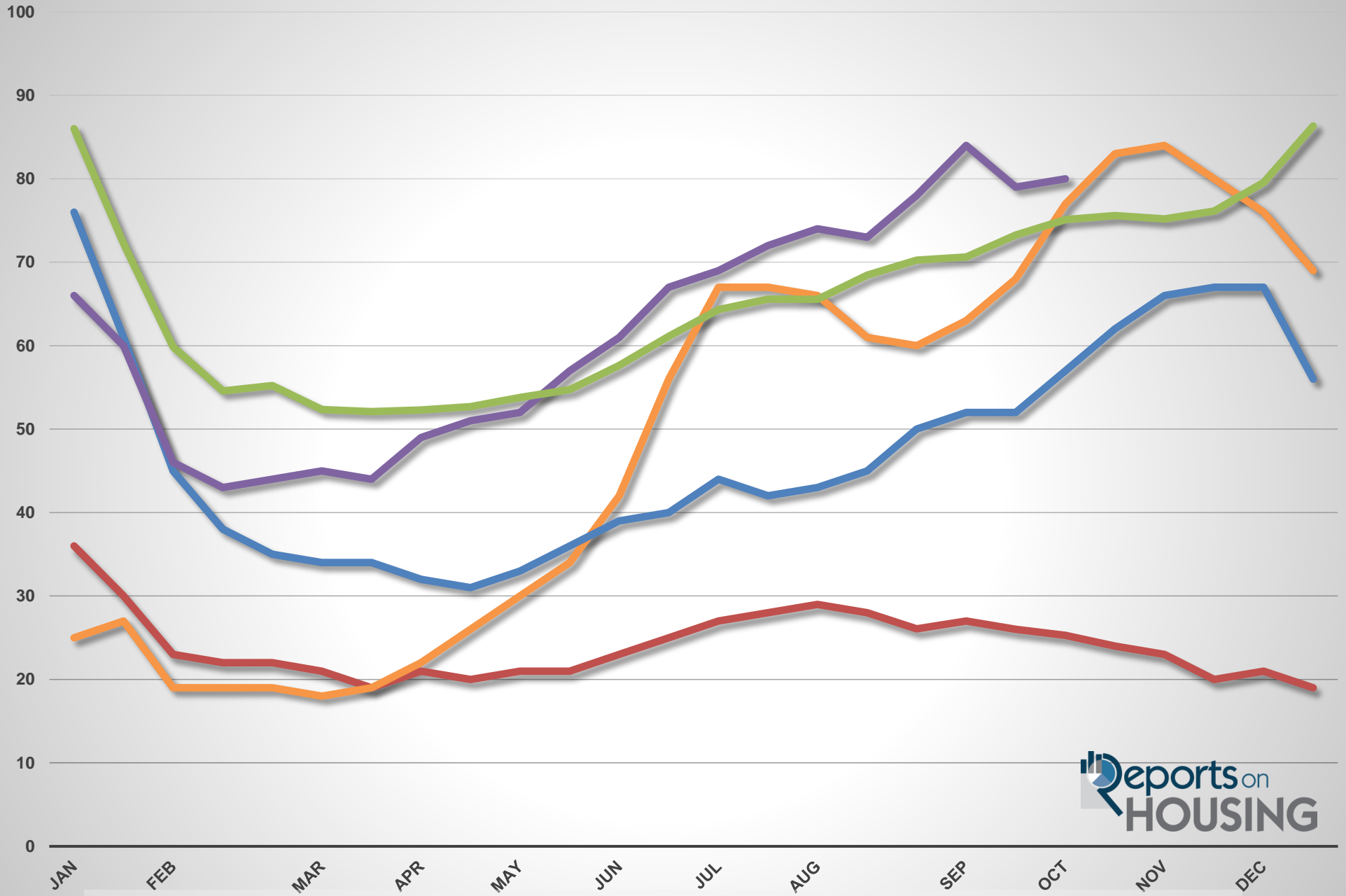
San Diego County Expected Market Time

Days of Inventory



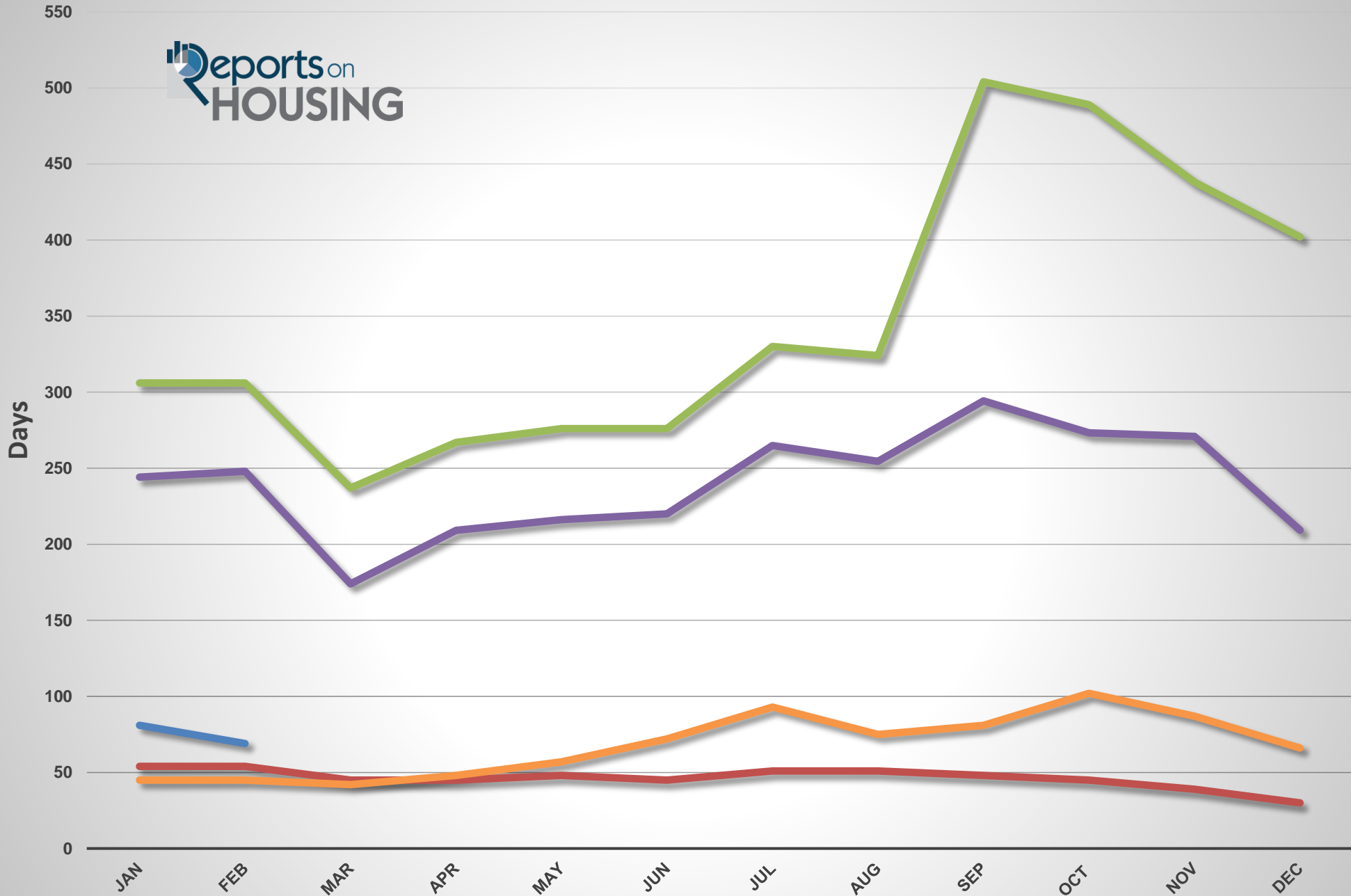
San Diego County Expected Market Time Year Over Year

In Days



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

In Days



2006 Unsold Inventory

2007 Unsold Inventory

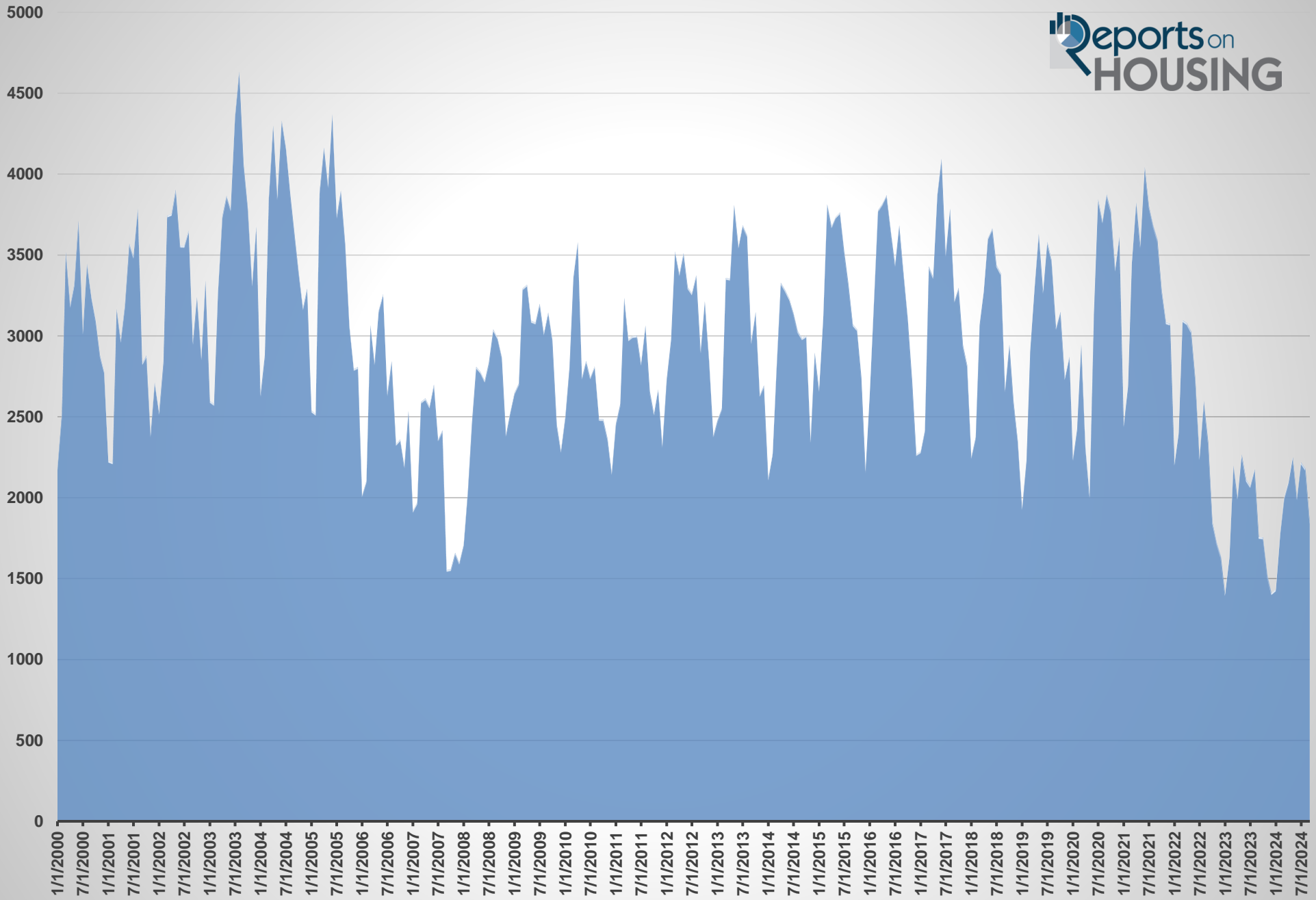
2021 Unsold Inventory

2022 Unsold Inventory

2023 Unsold Inventory

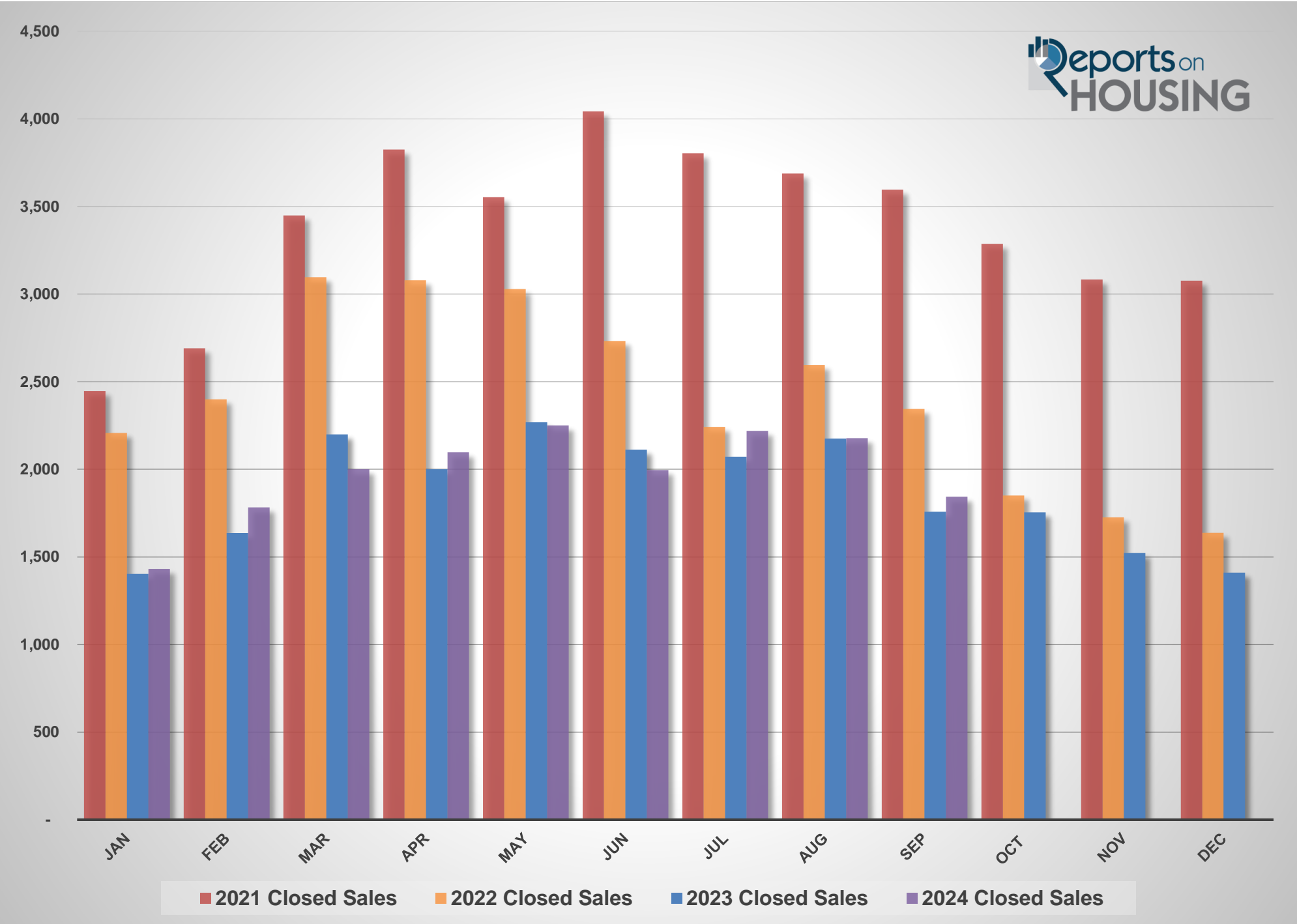
San Diego County Closed Sales

(Monthly)

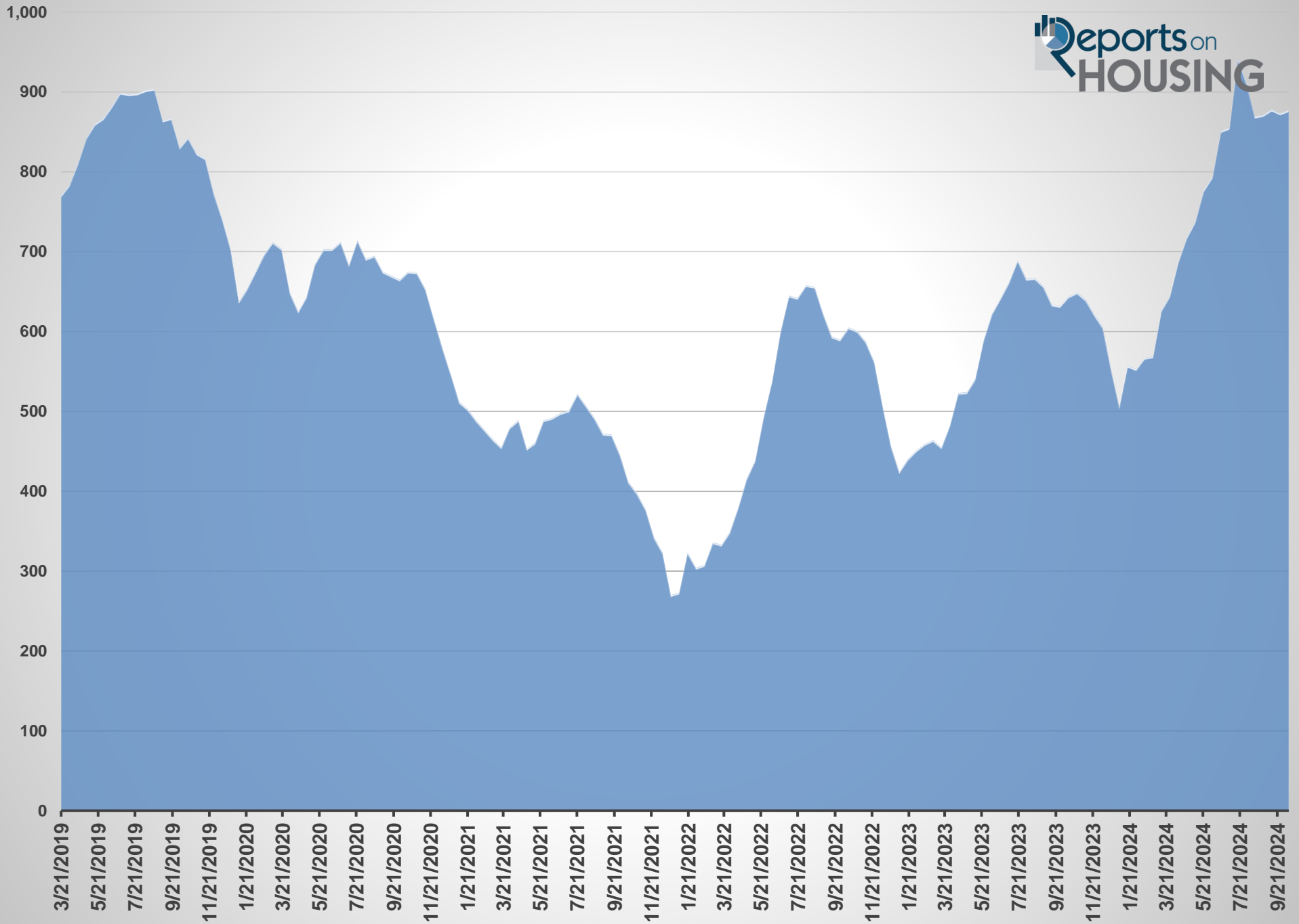


San Diego County Closed Sales Year Over Year

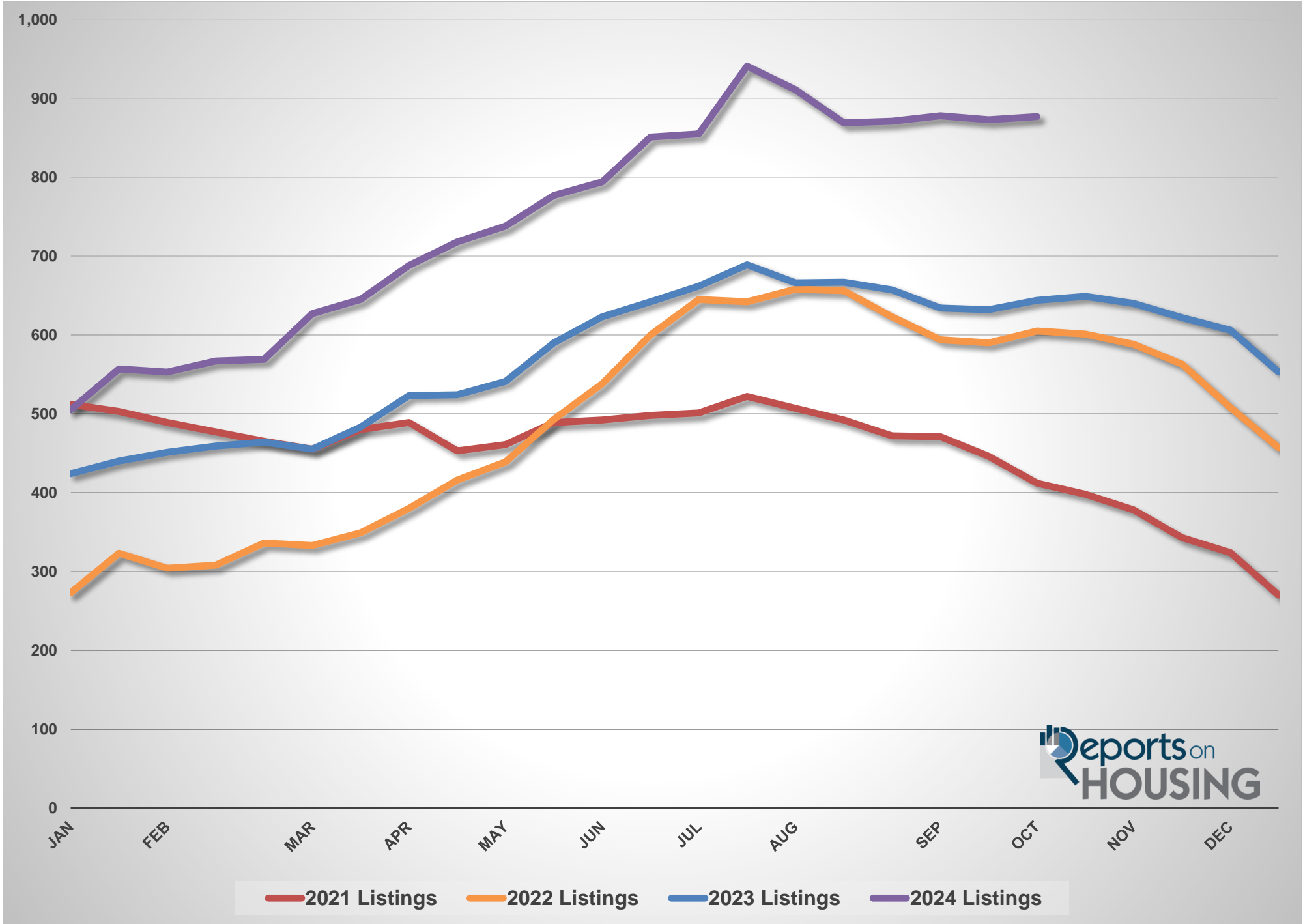
(Monthly)



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

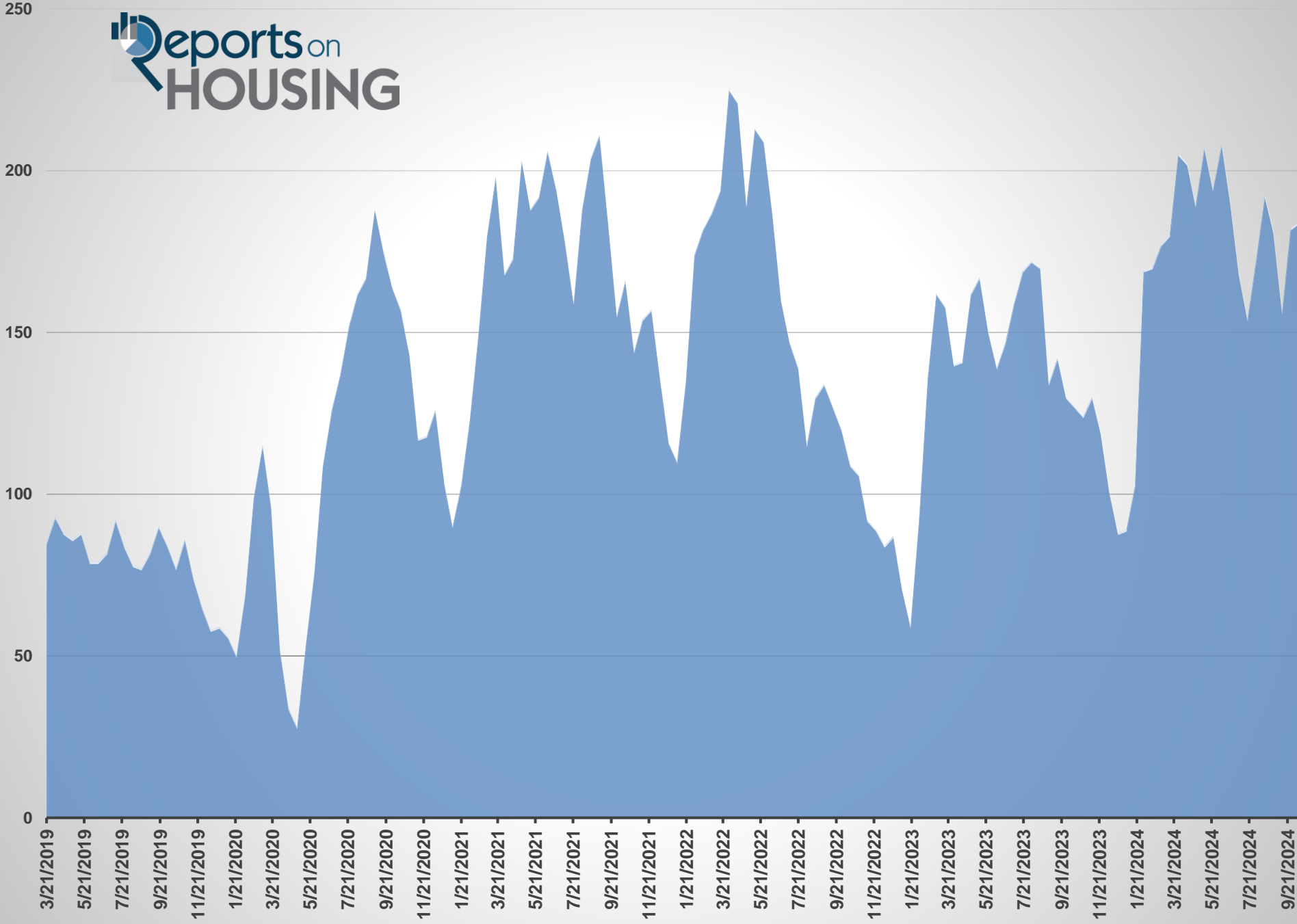


San Diego County Luxury (\$2M+) Active Listing Inventory Year Over Year



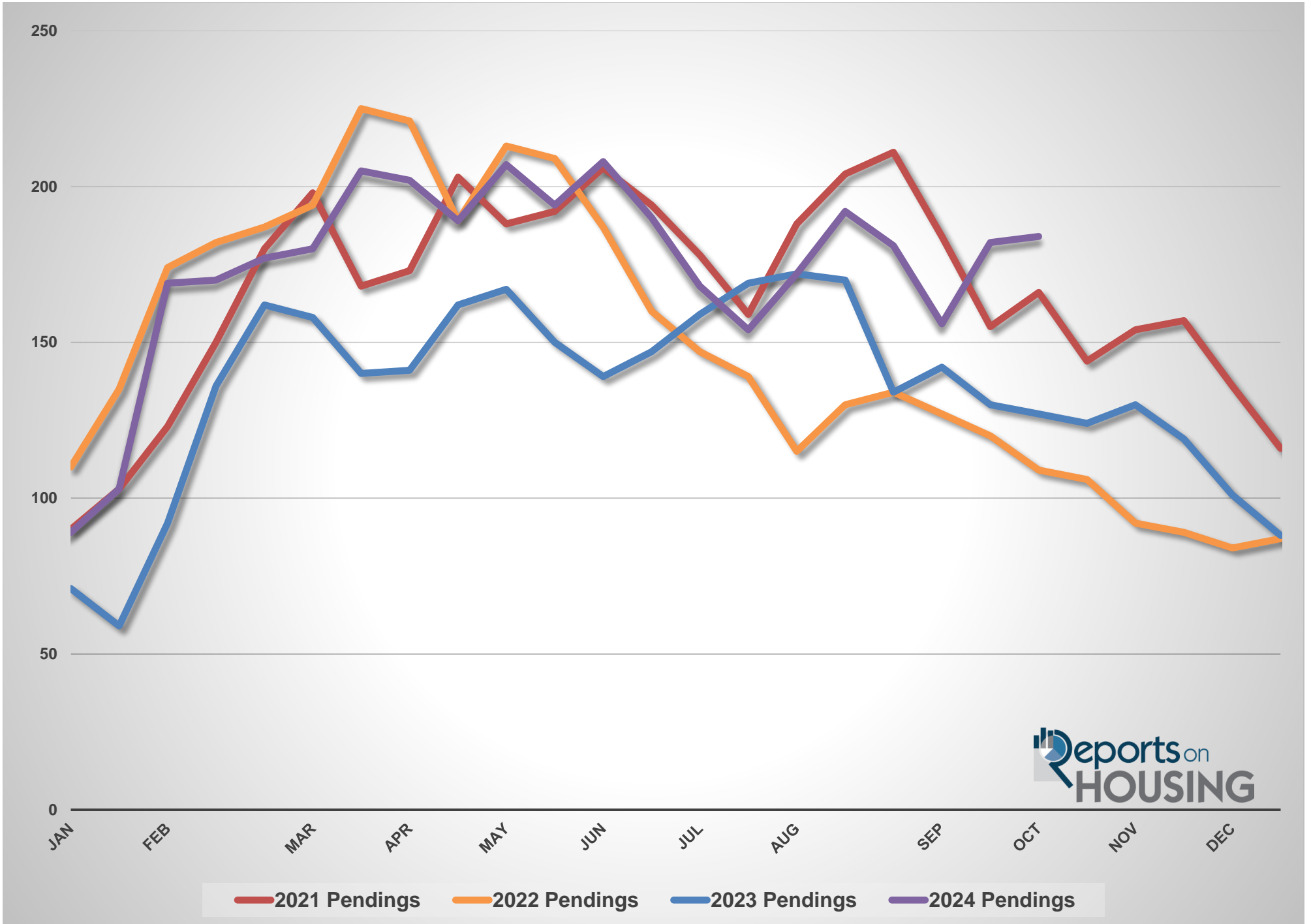
San Diego County Luxury (\$2M+) Demand

(Prior 30 Day Pendings Snapshot)



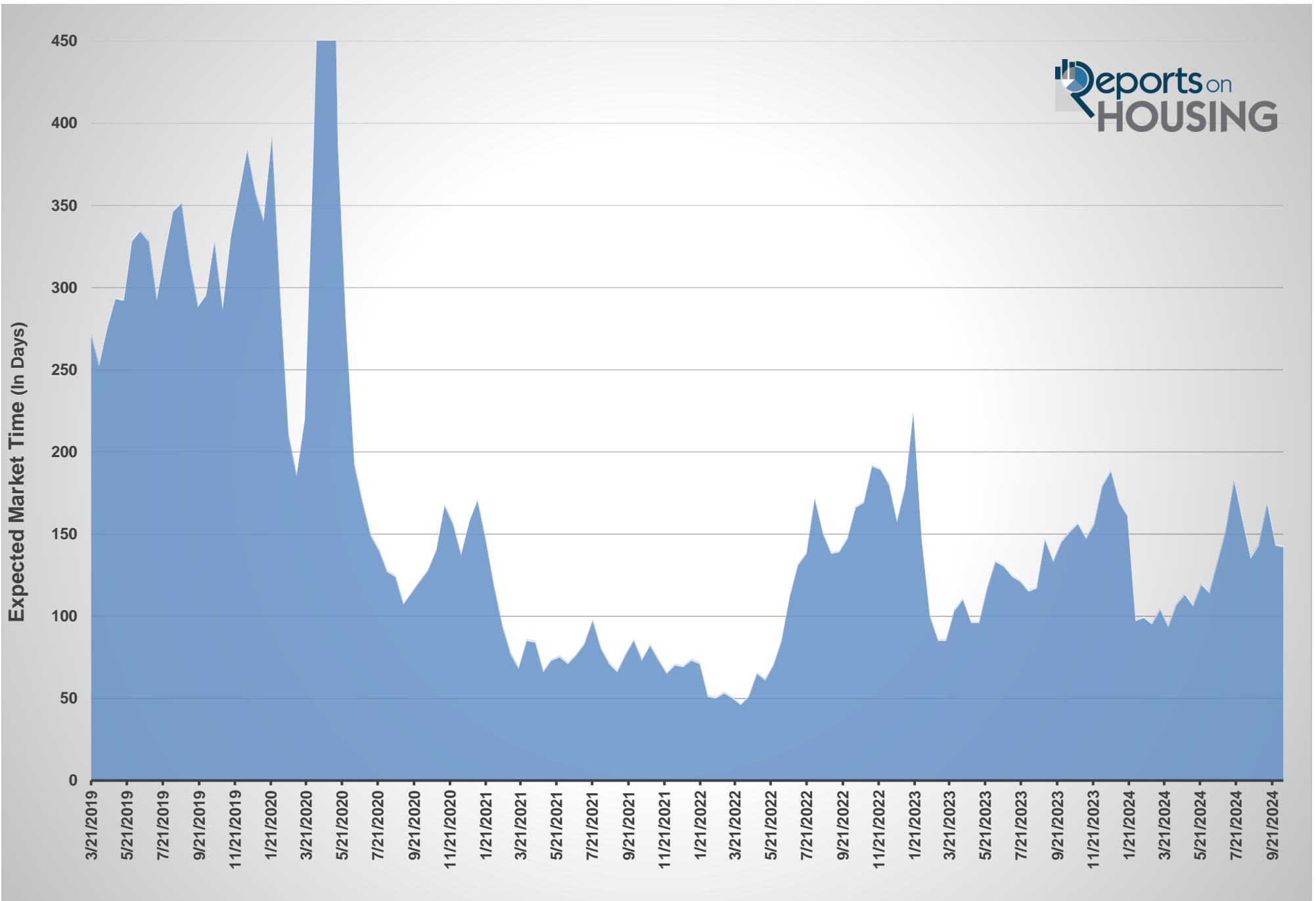
San Diego County Luxury (\$2M+) Demand Year Over Year

Prior 30 Day Pending Snapshot



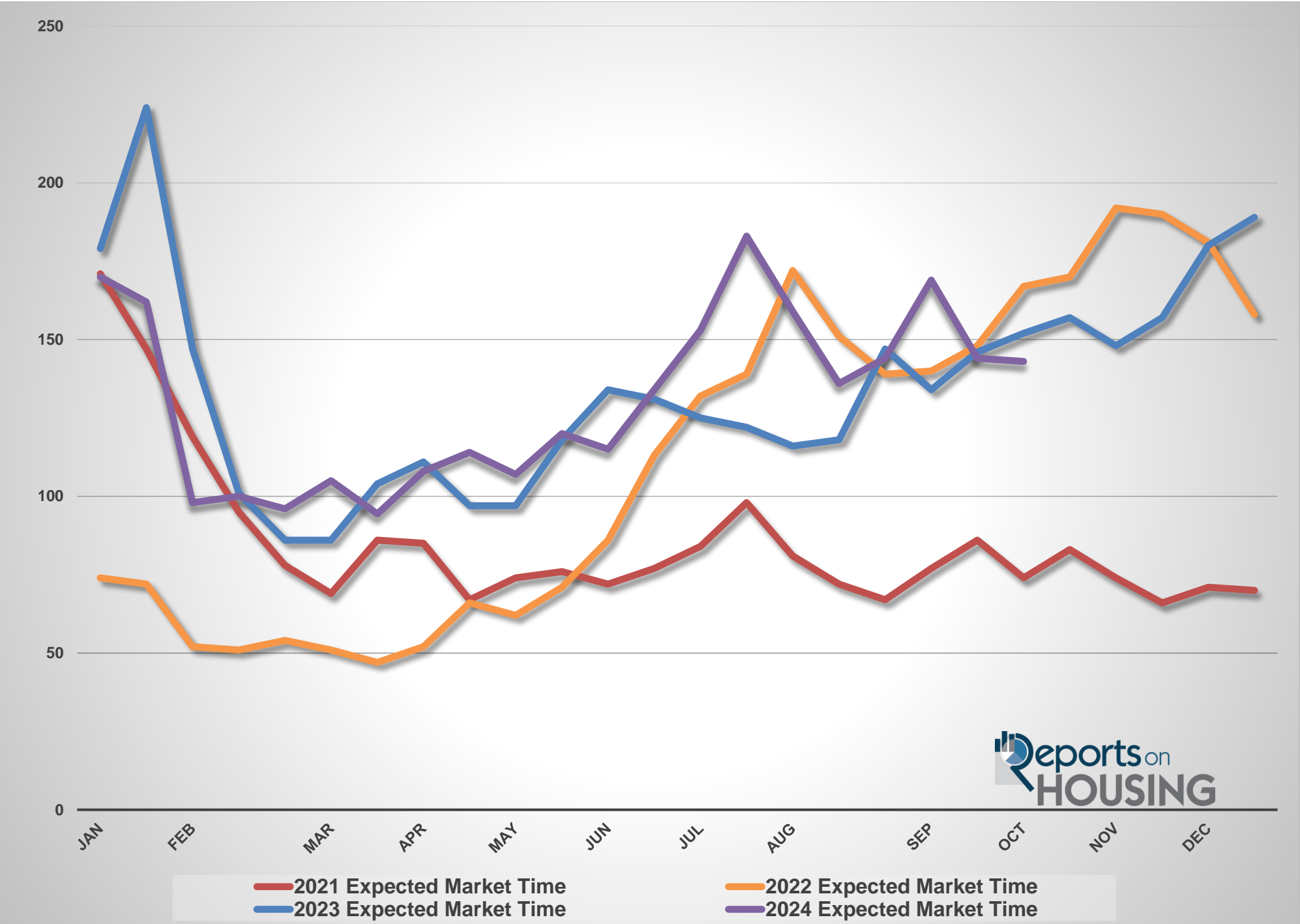
San Diego County Luxury (\$2M+) Expected Market Time

Days of Inventory

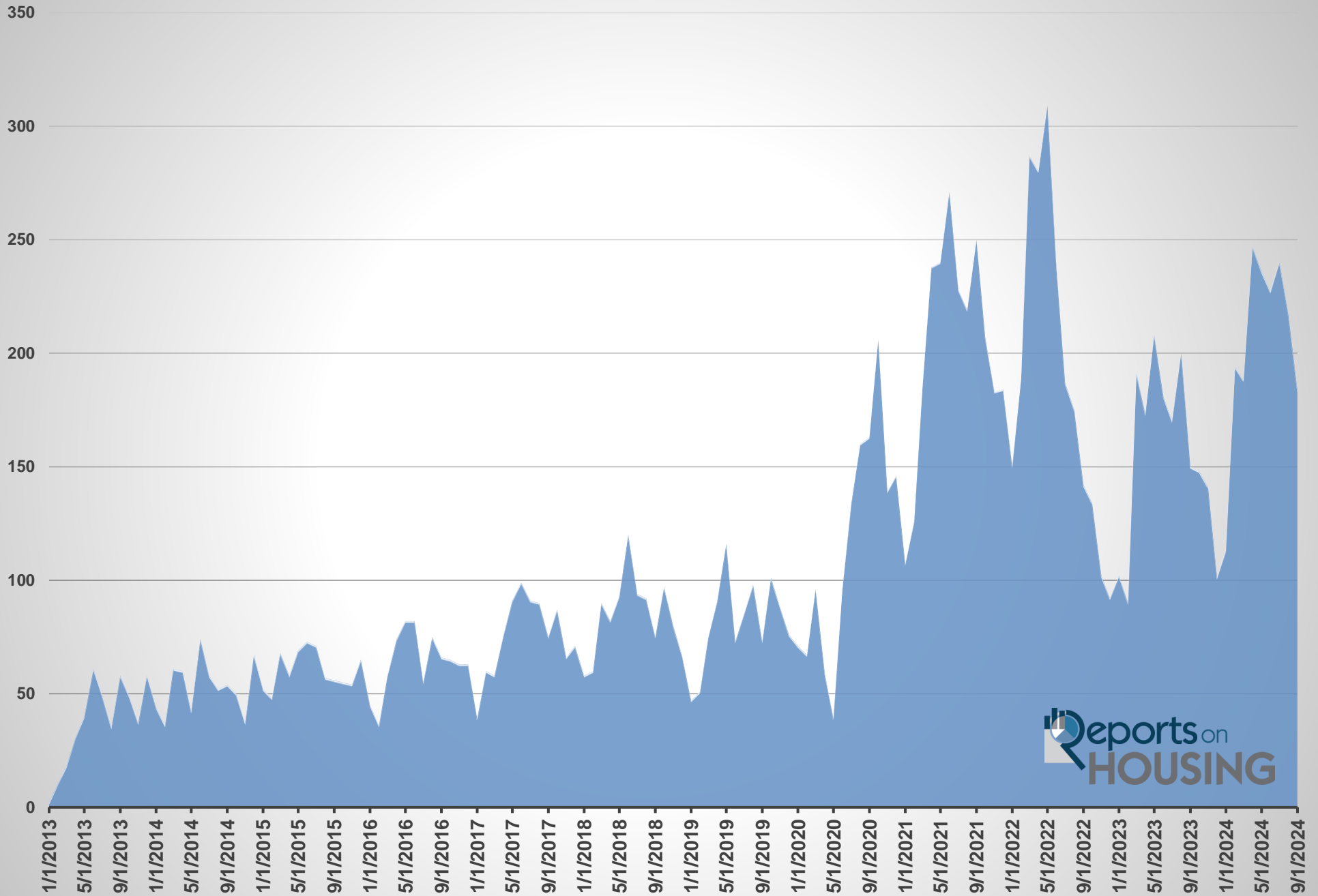


San Diego County Luxury (\$2M+) Expected Market Time Year Over Year

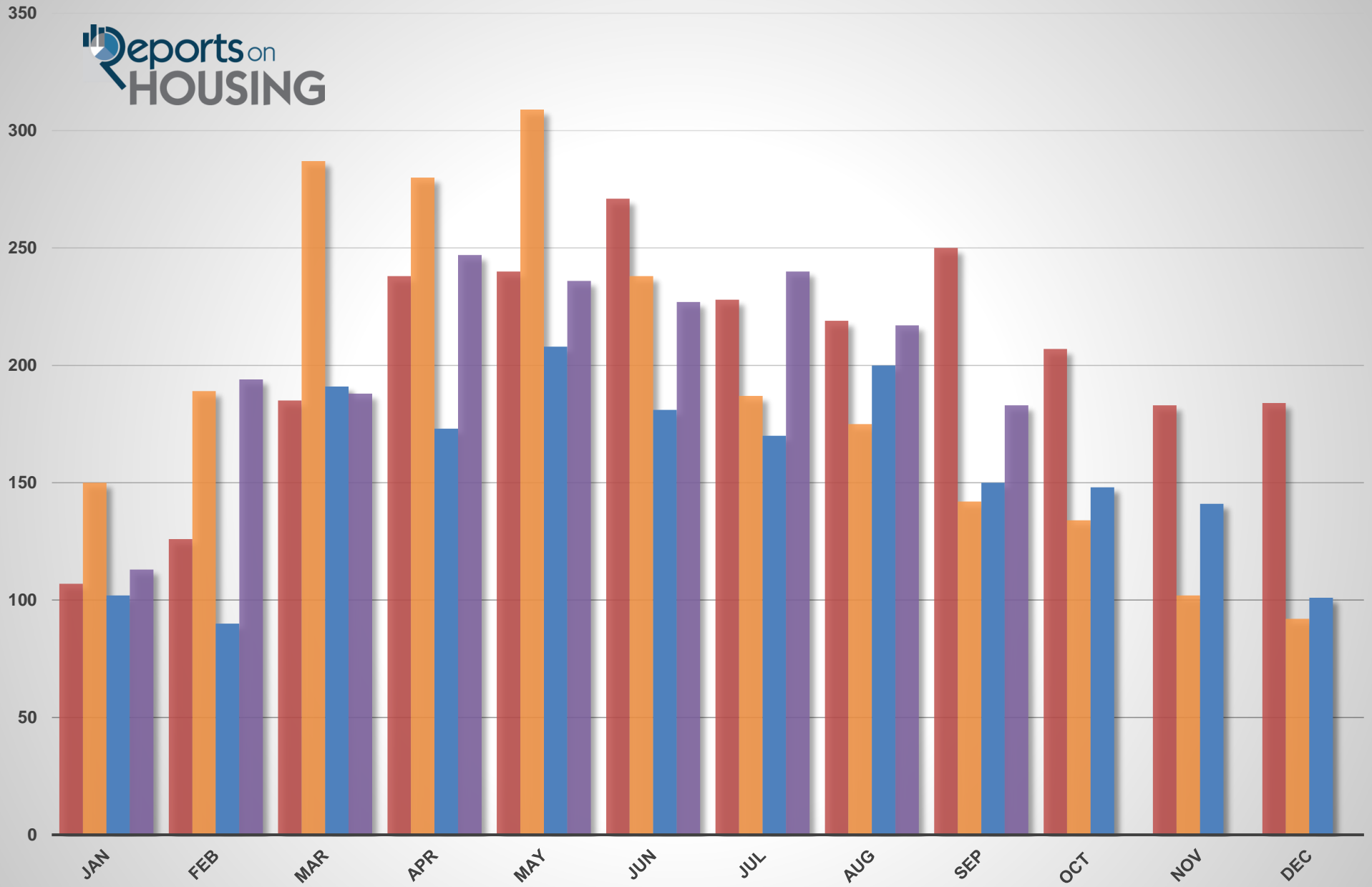
In Days



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

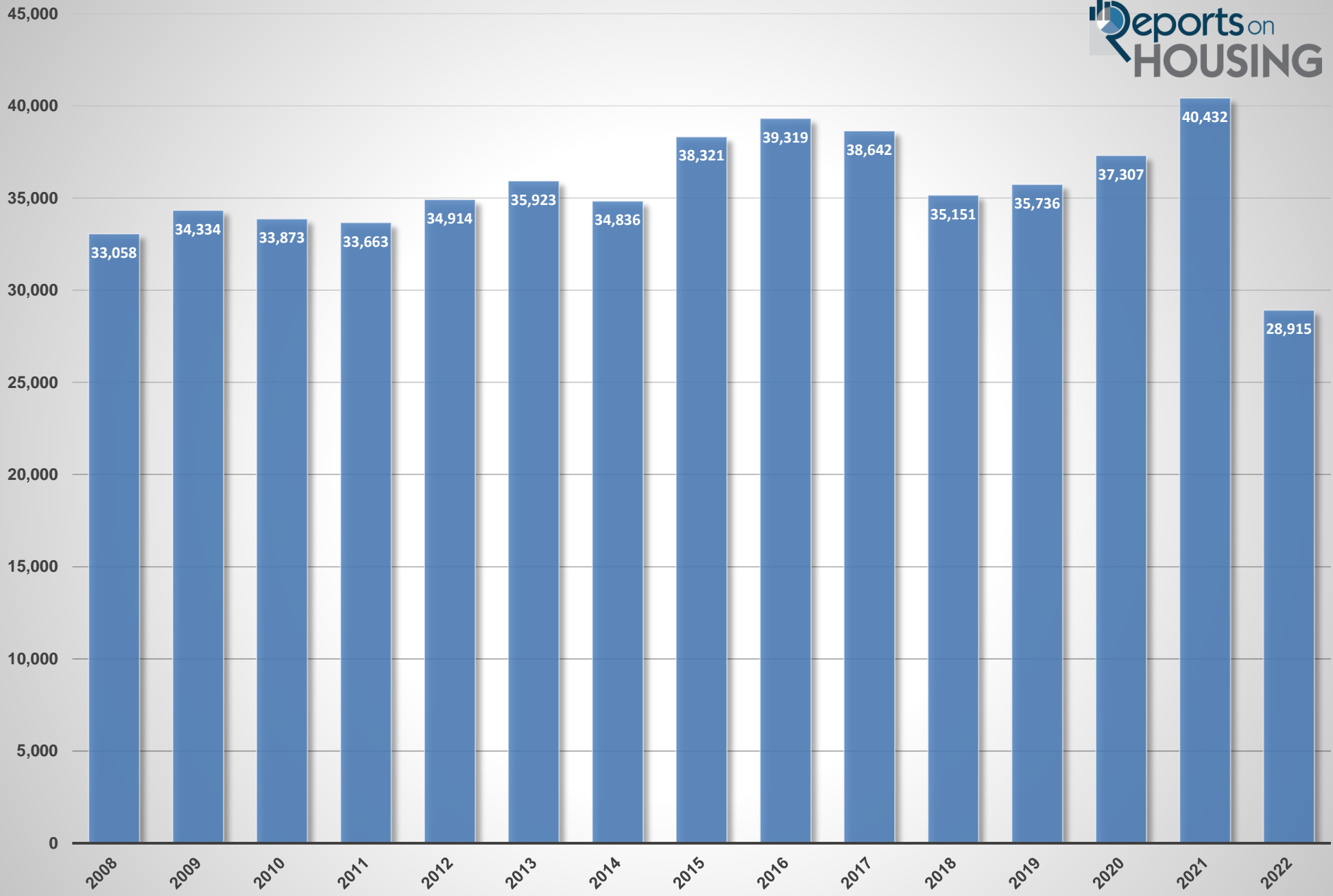


San Diego County Luxury Closed Sales Year Over Year (\$2,000,000+)

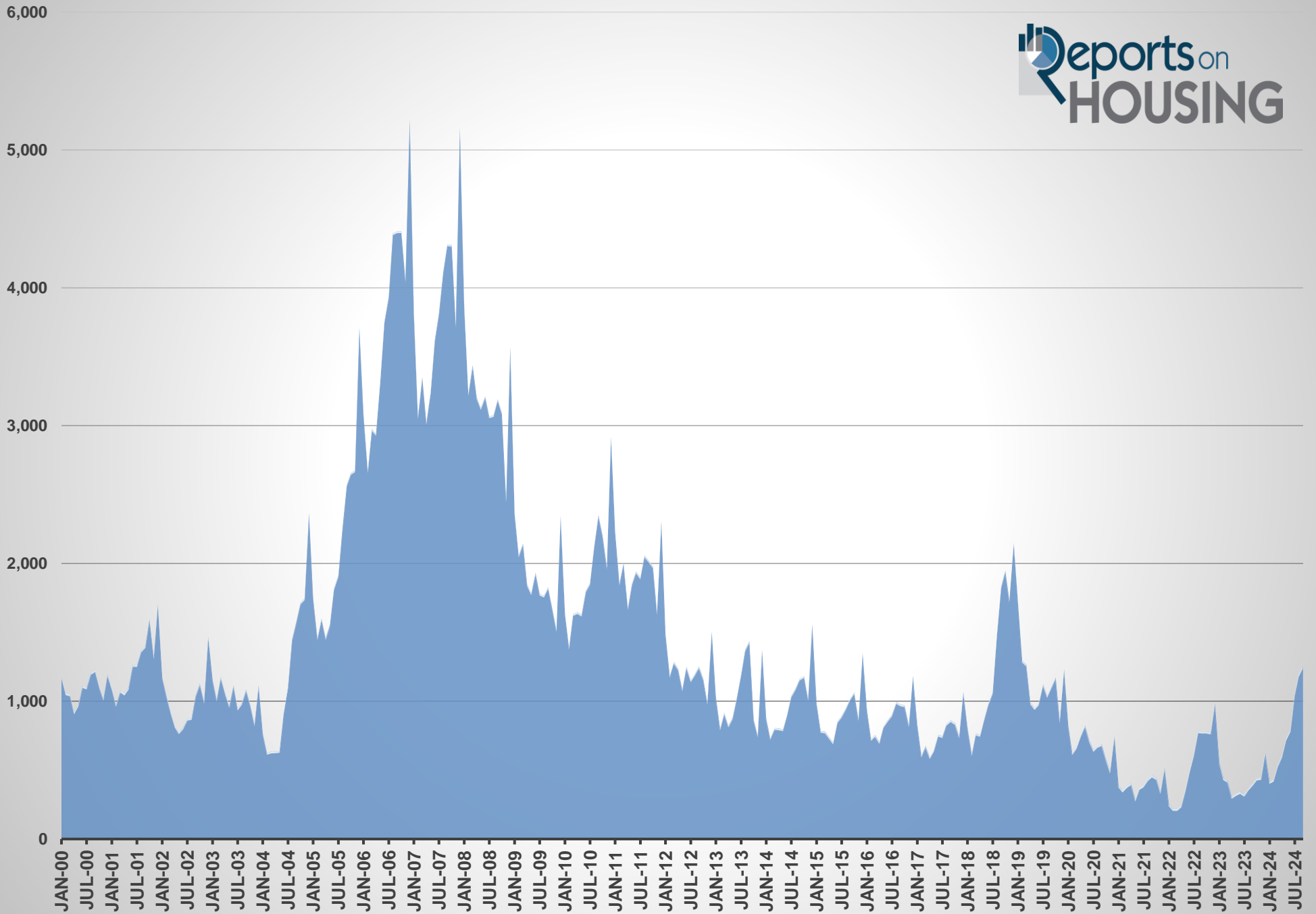


■ 2021 Luxury Closed Sales ■ 2022 Luxury Closed Sales ■ 2023 Luxury Closed Sales ■ 2024 Luxury Closed Sales

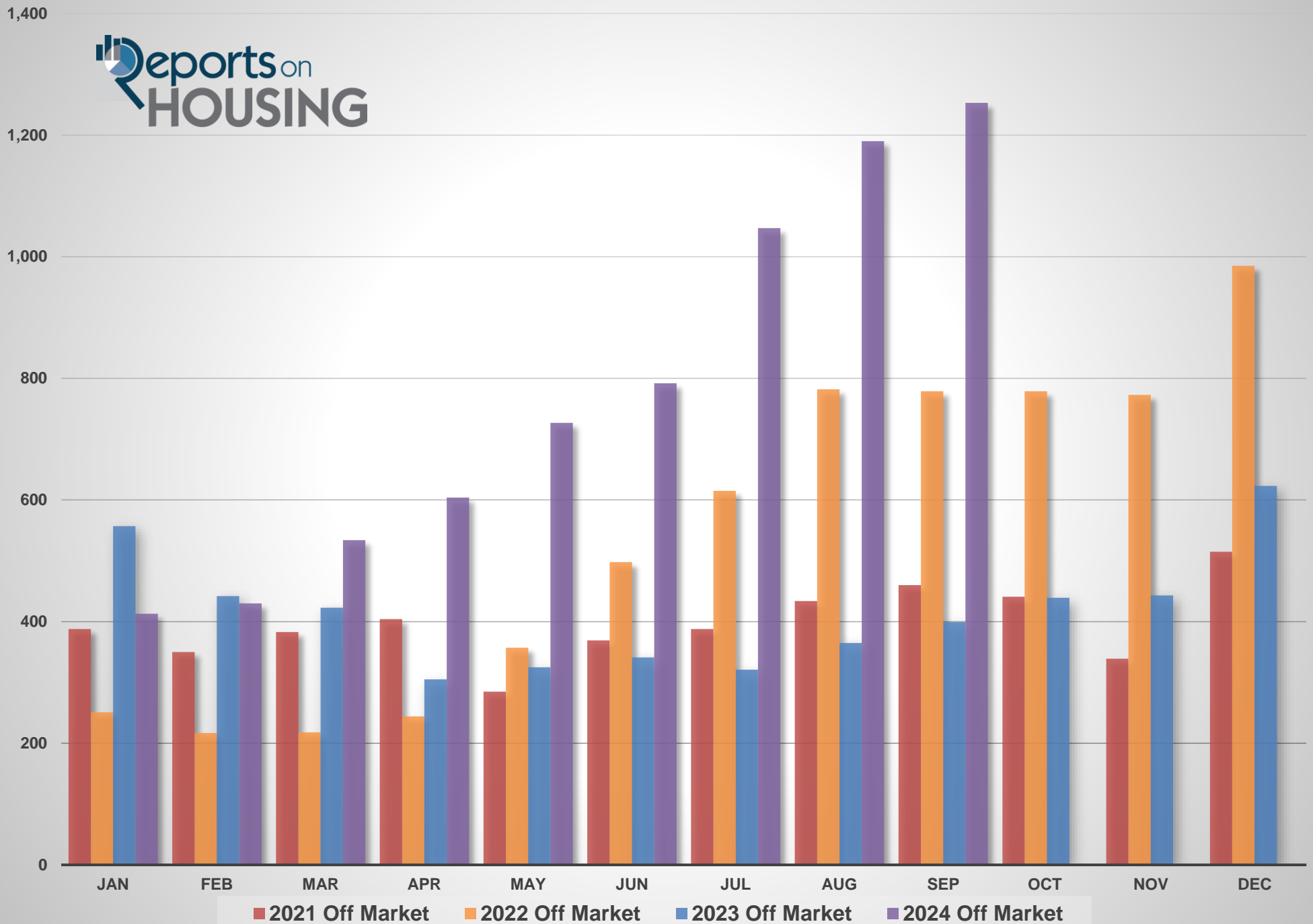
San Diego County Total Closed Sales By Year (Jan-Dec)



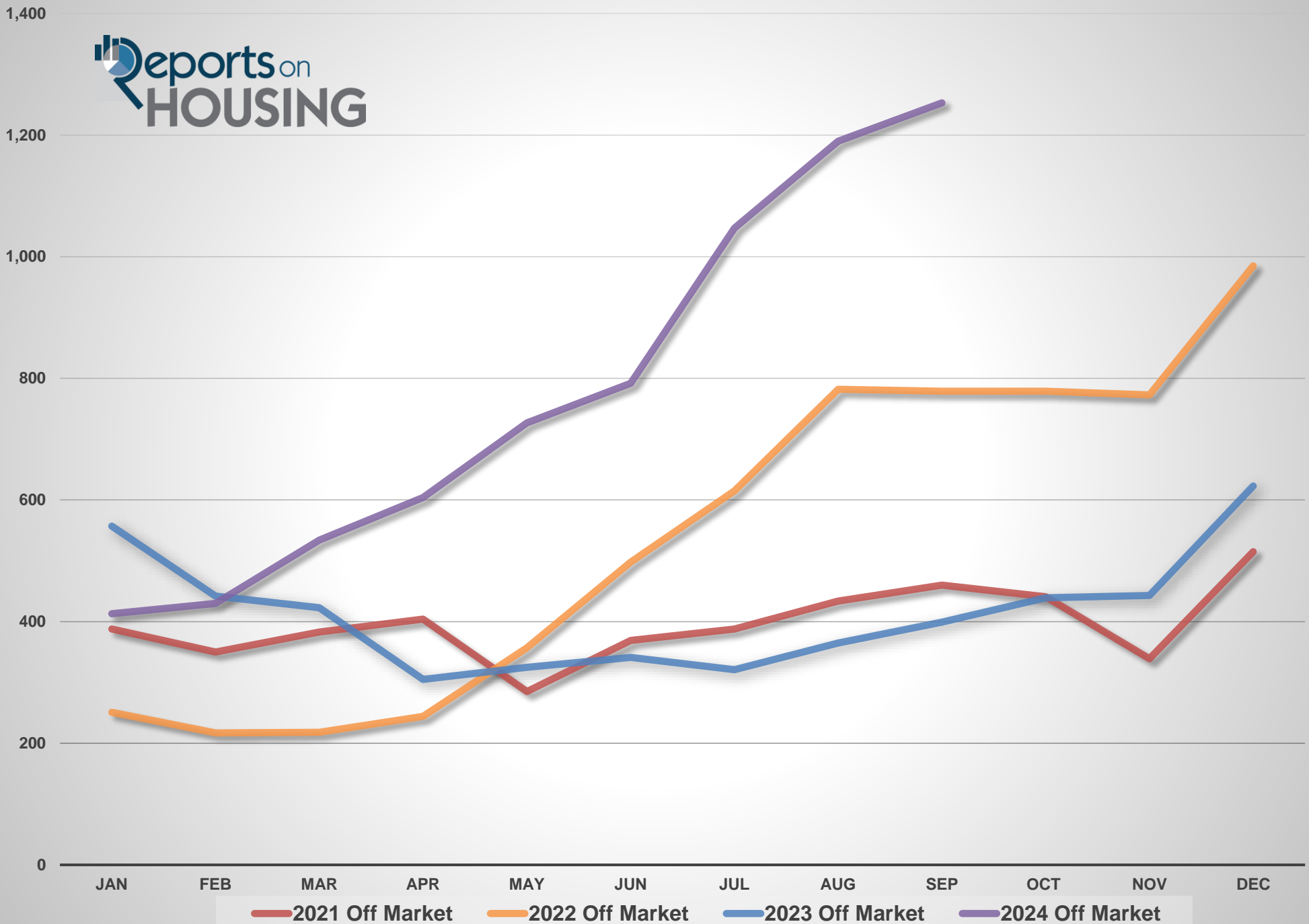
San Diego County Homes Pulled Off the Market



San Diego County Off Market Year Over Year

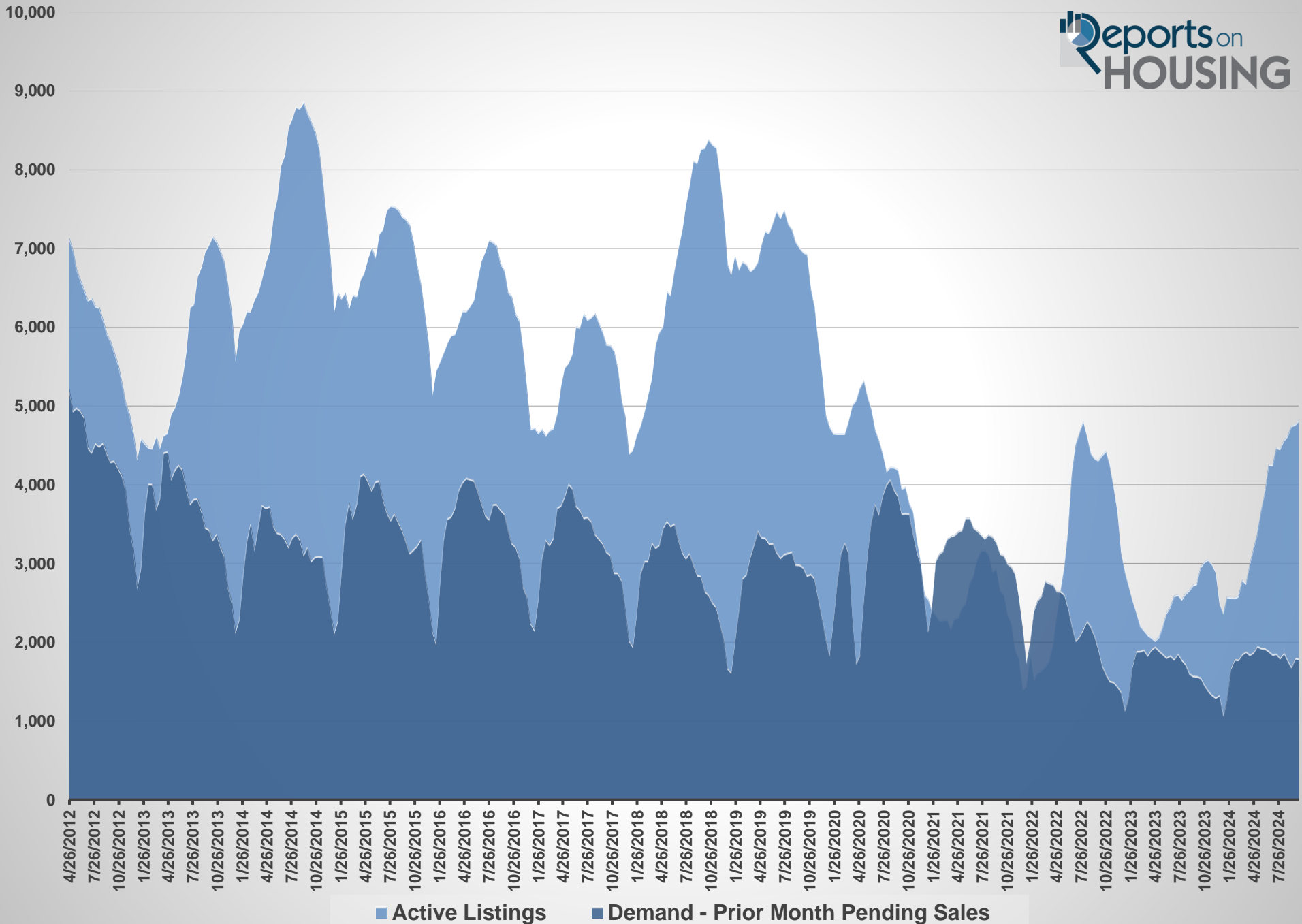


San Diego County Off Market Year Over Year

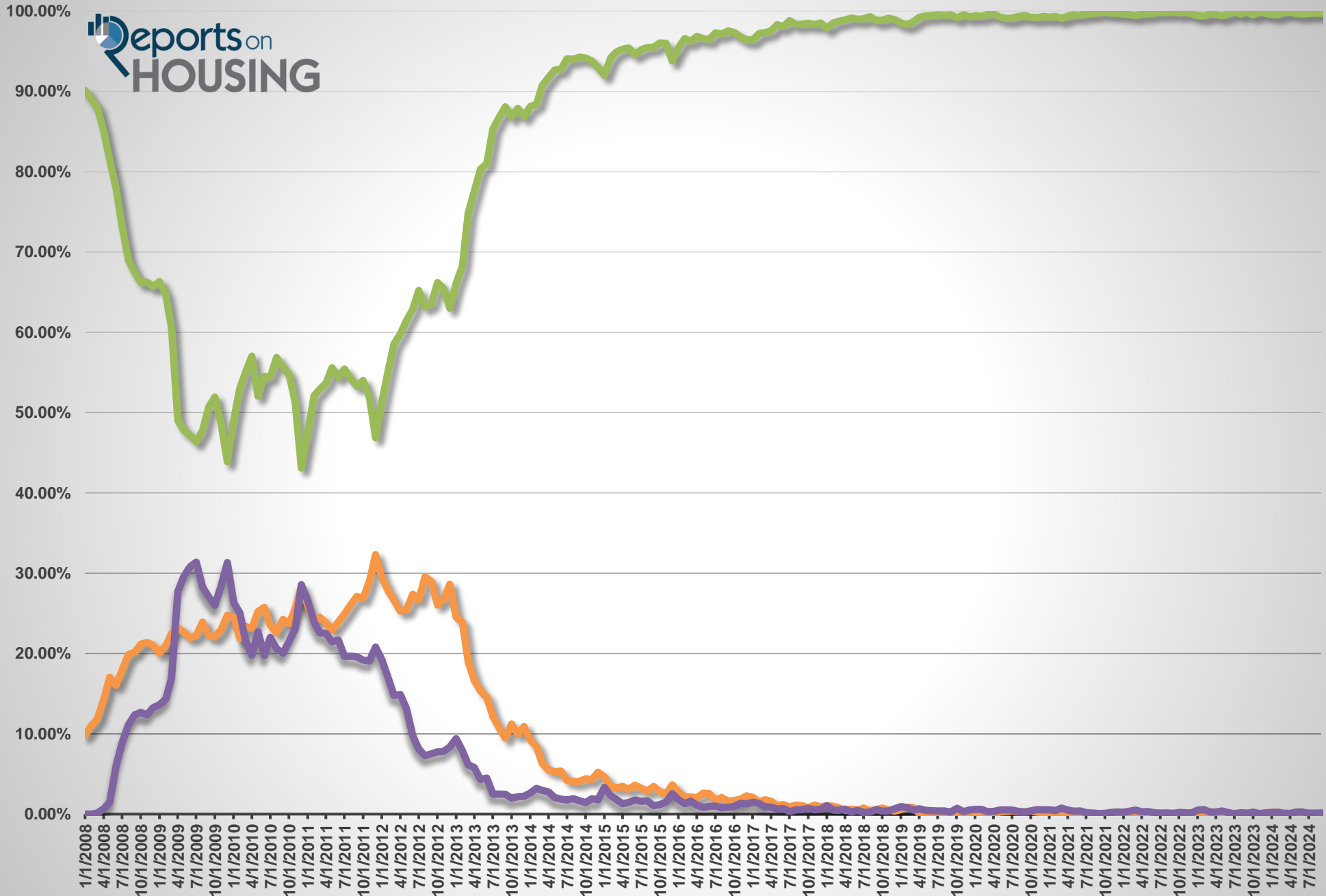


San Diego County Active Listing Inventory Versus Demand

(Demand is a 30 Day Snapshot of Pending Sales)

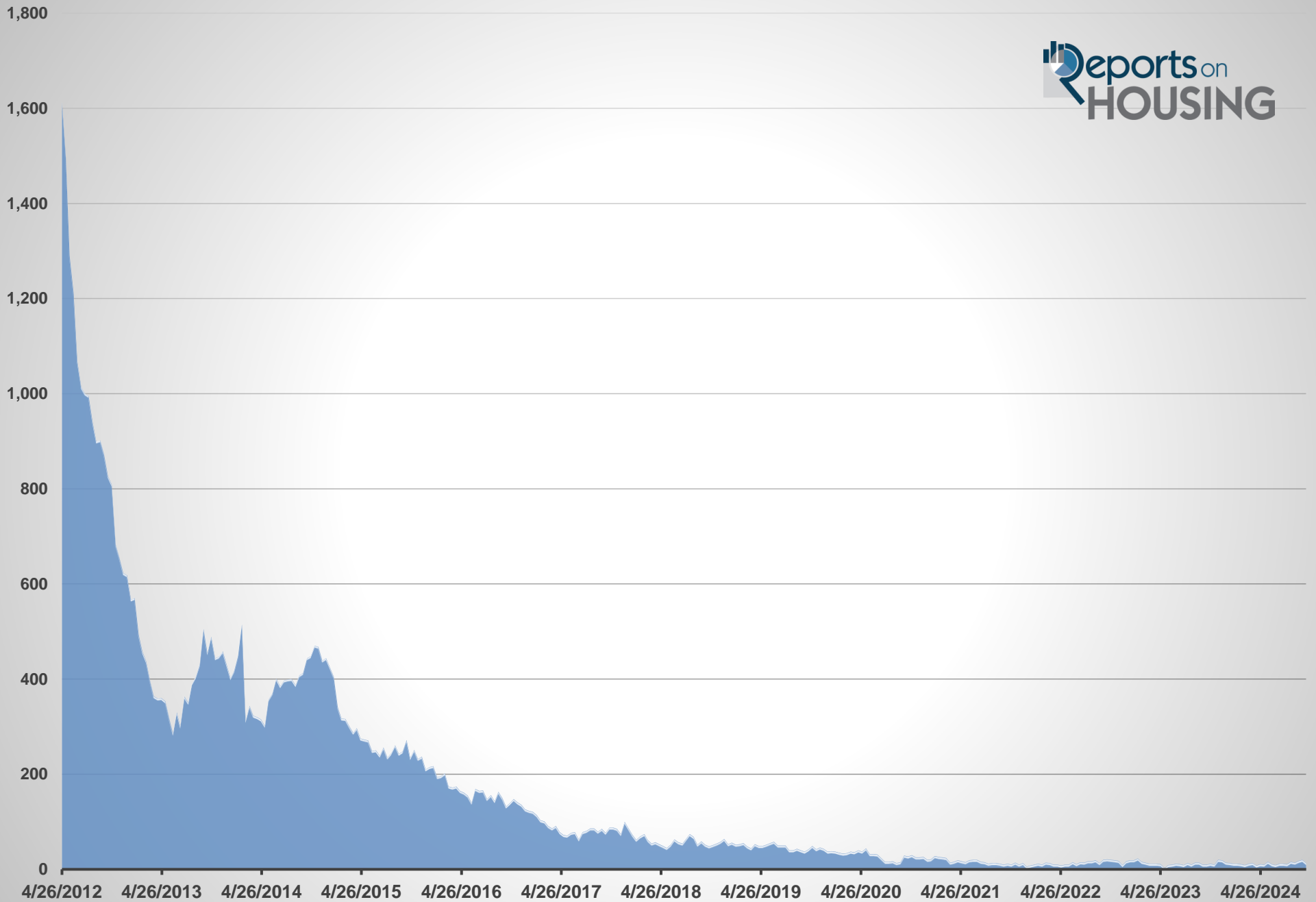


San Diego County Closed Sales Breakdown

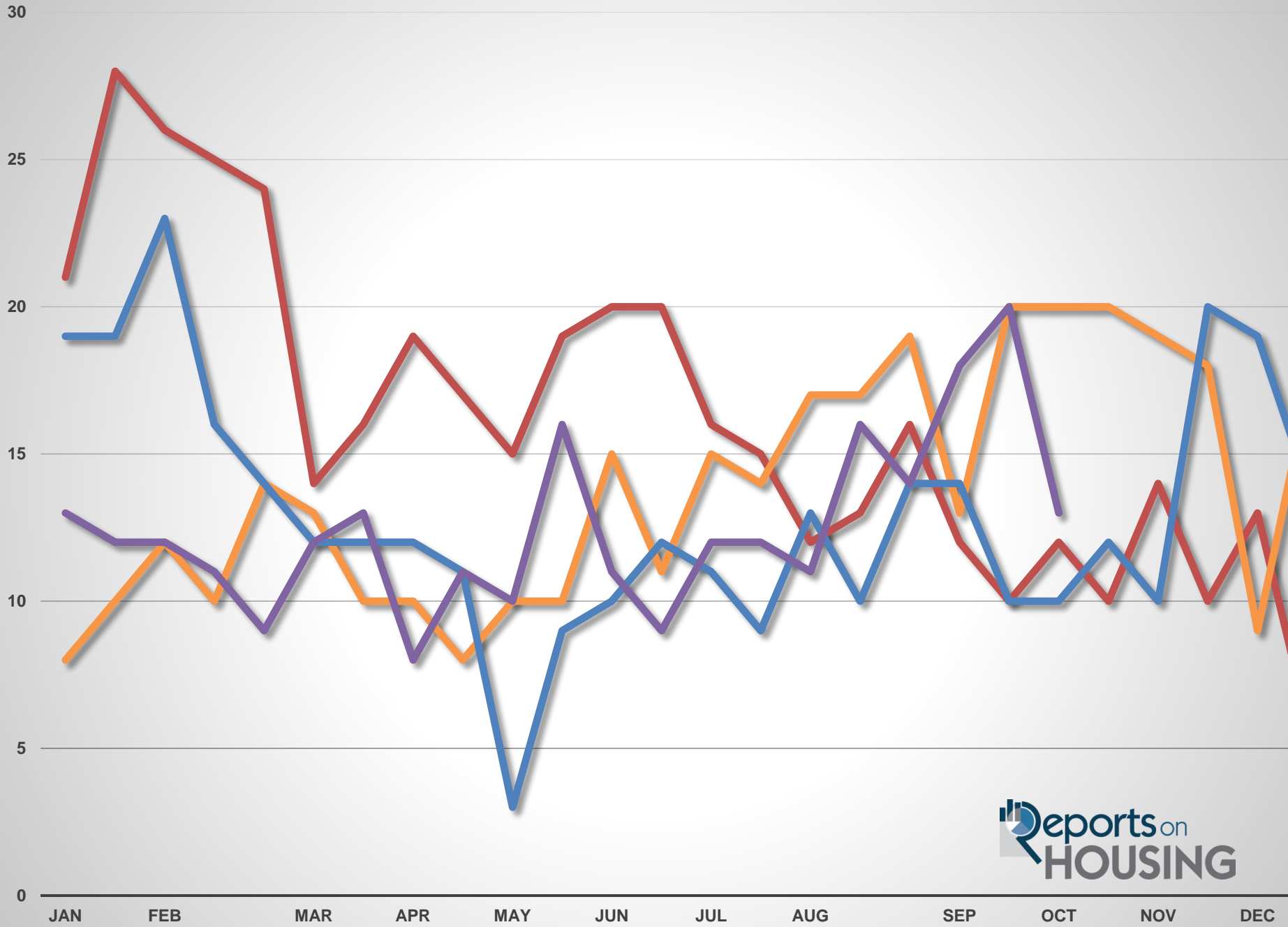


— Short Sales % of All Sales — Foreclosures % of All Sales — Equity Sales % of All Sales

San Diego County Distressed Listing

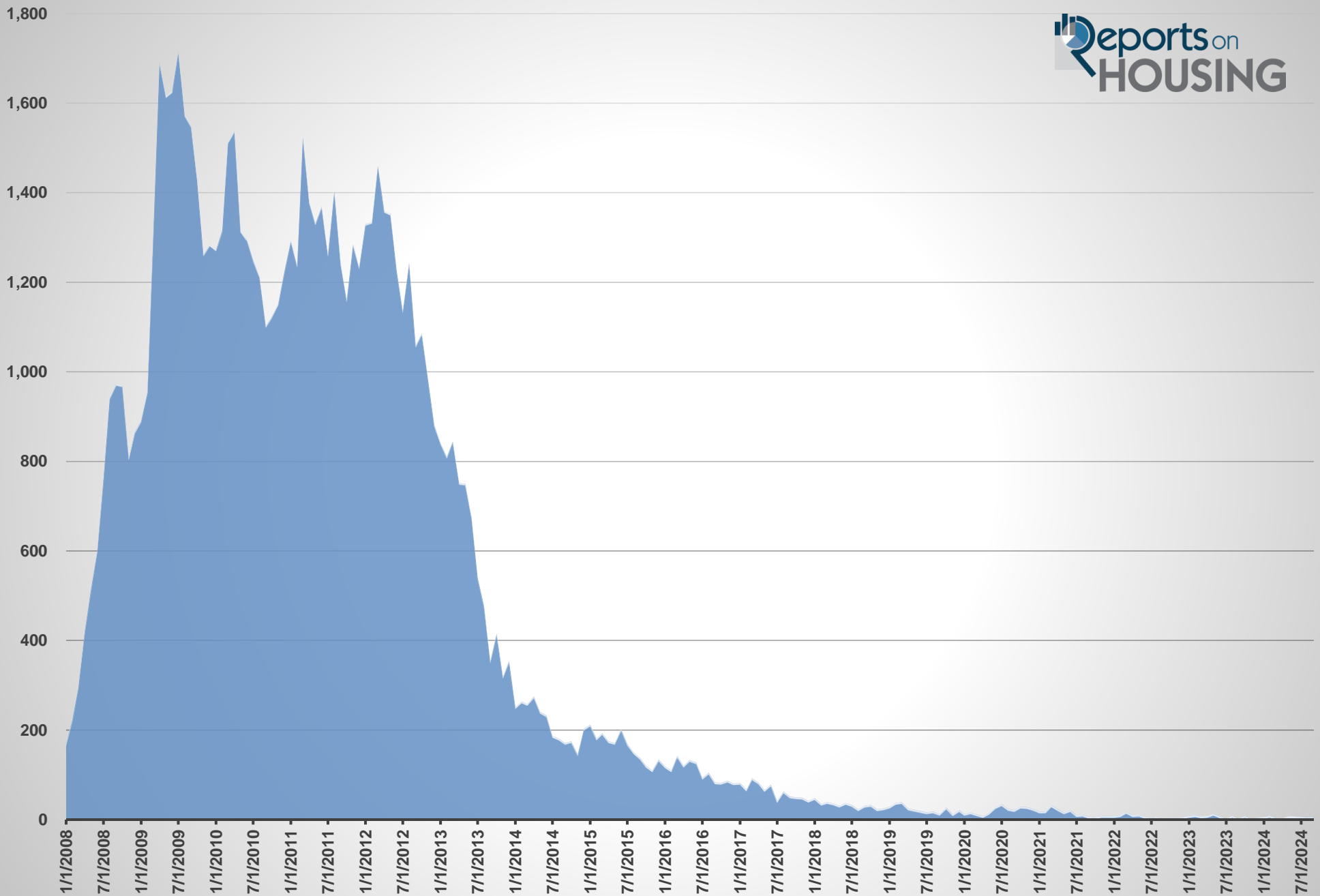


San Diego County Distressed Inventory Year Over Year

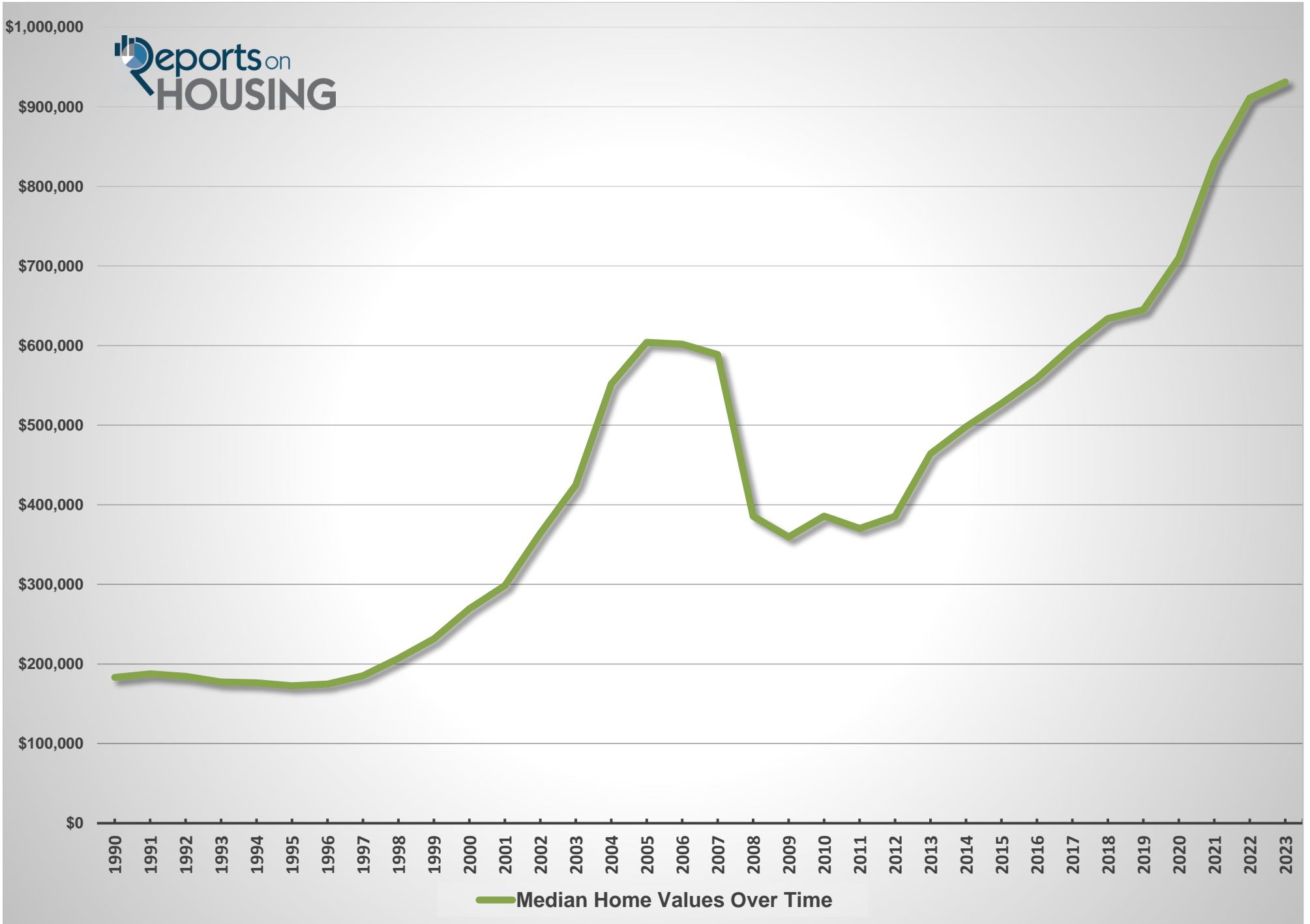


San Diego County Closed Distressed Sales

(Monthly)

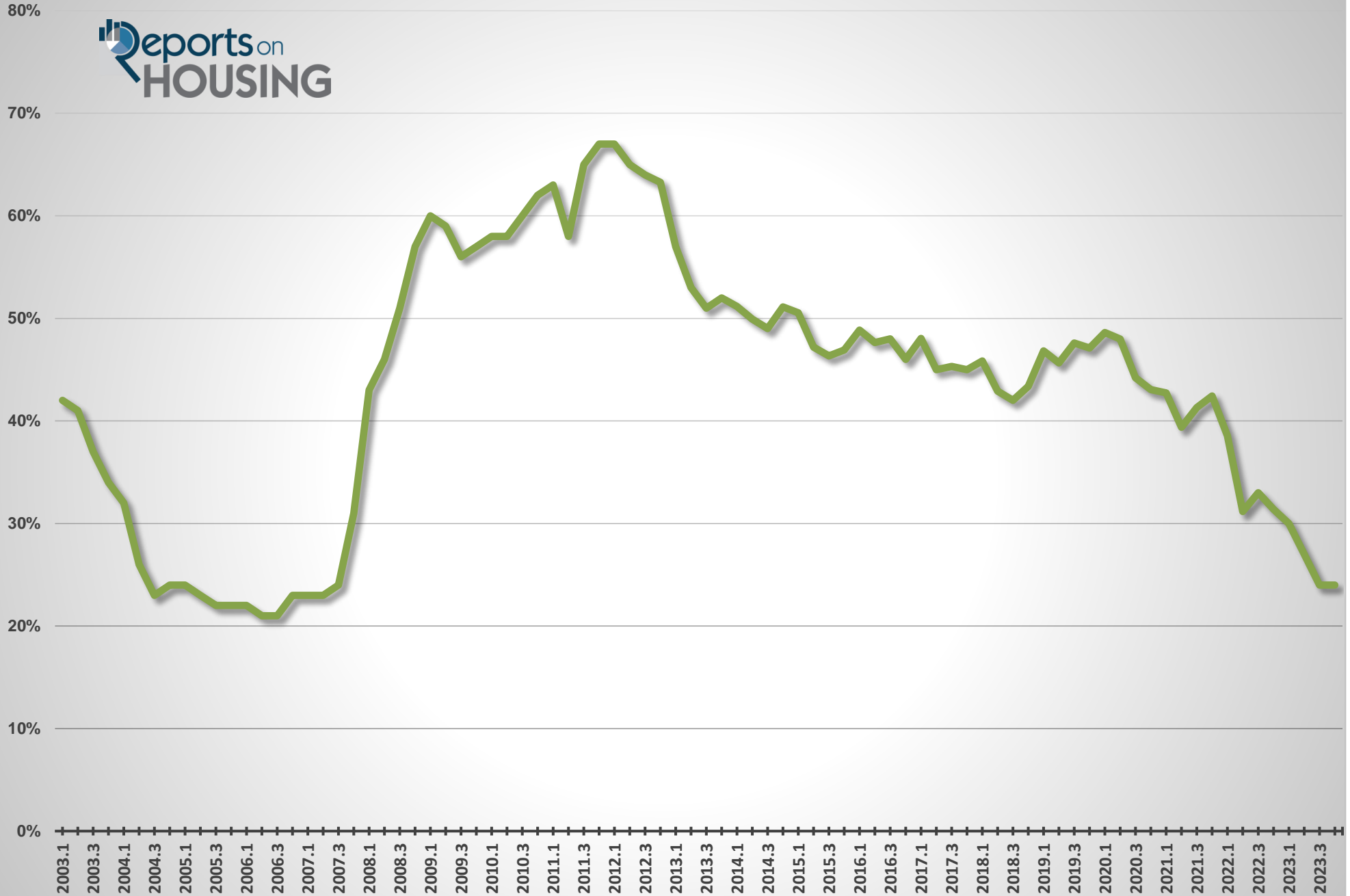


SD Median Detached Home Value



— Median Home Values Over Time

SD First Time Buyer Housing Affordability Index



— First Time Buyer Housing Affordability Index