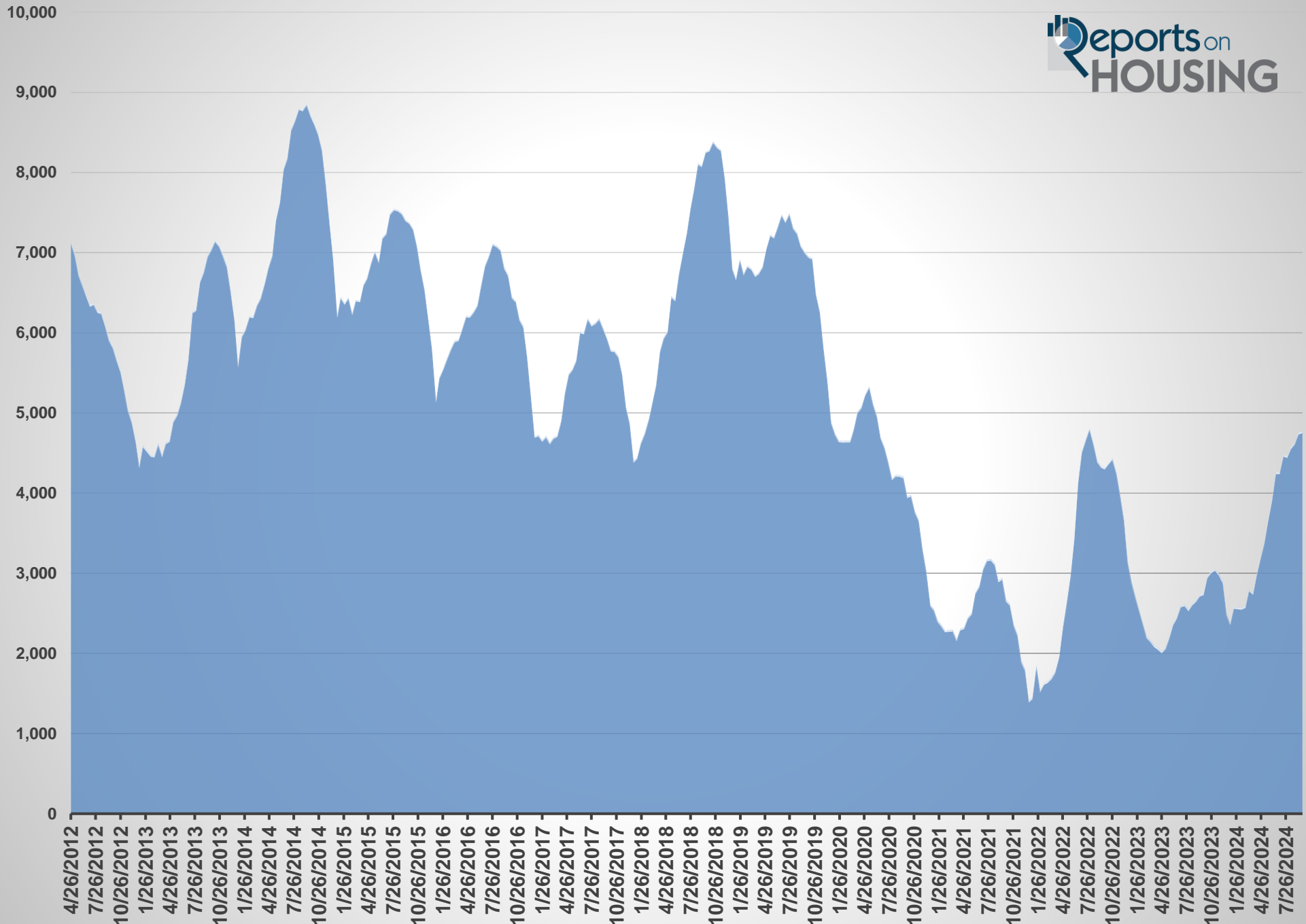
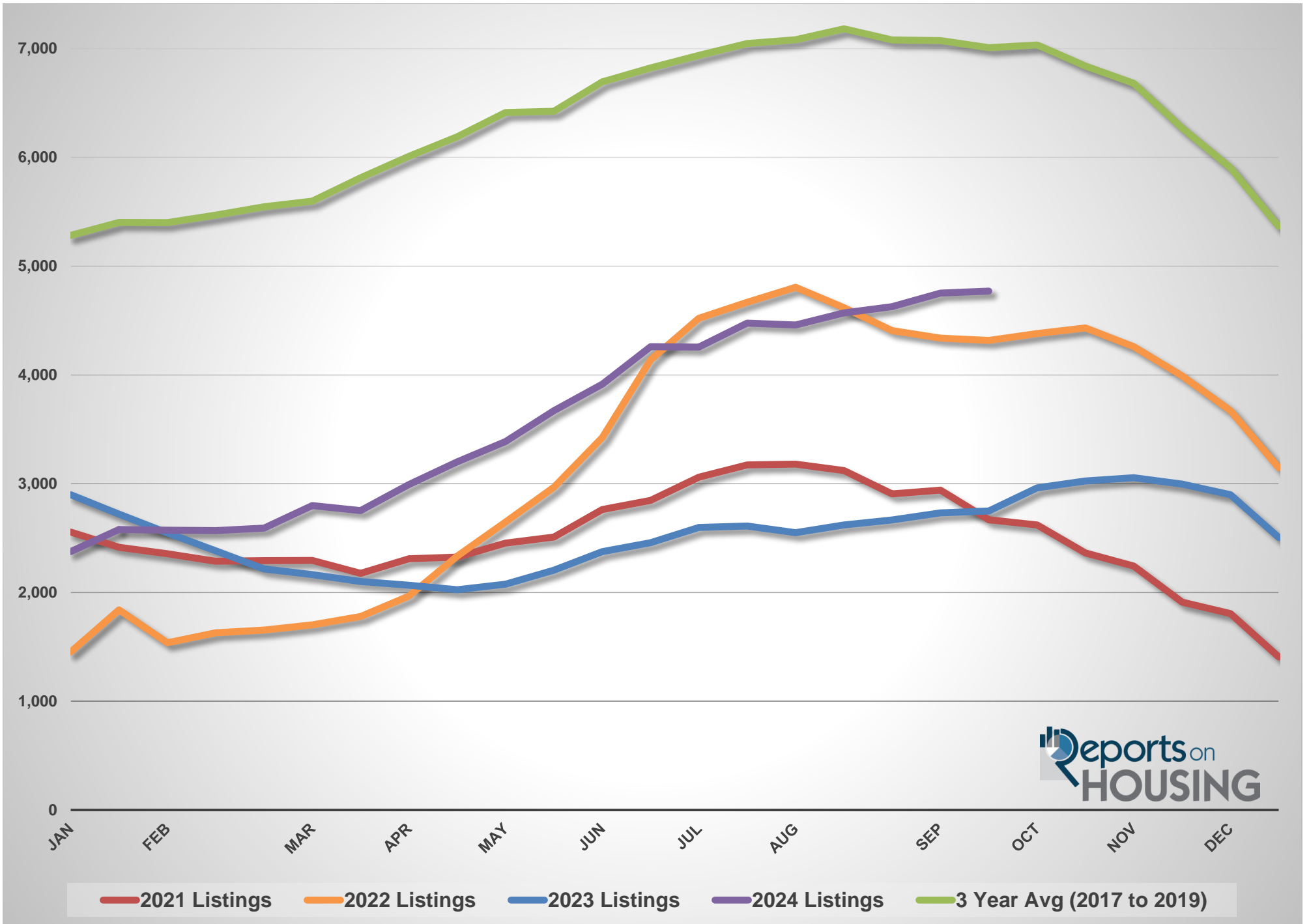


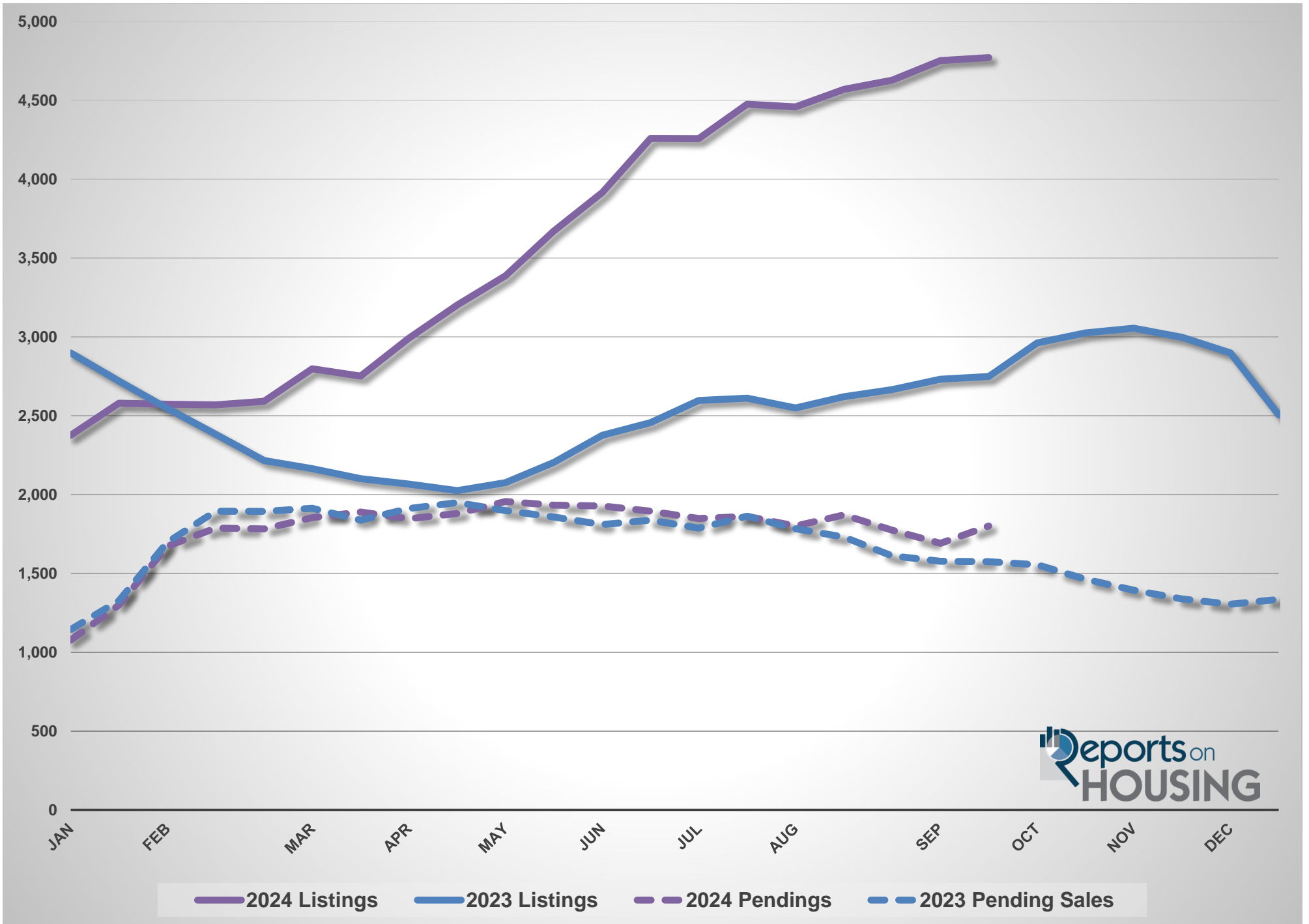
# San Diego County Active Listing Inventory



# San Diego County Active Listing Inventory Year Over Year

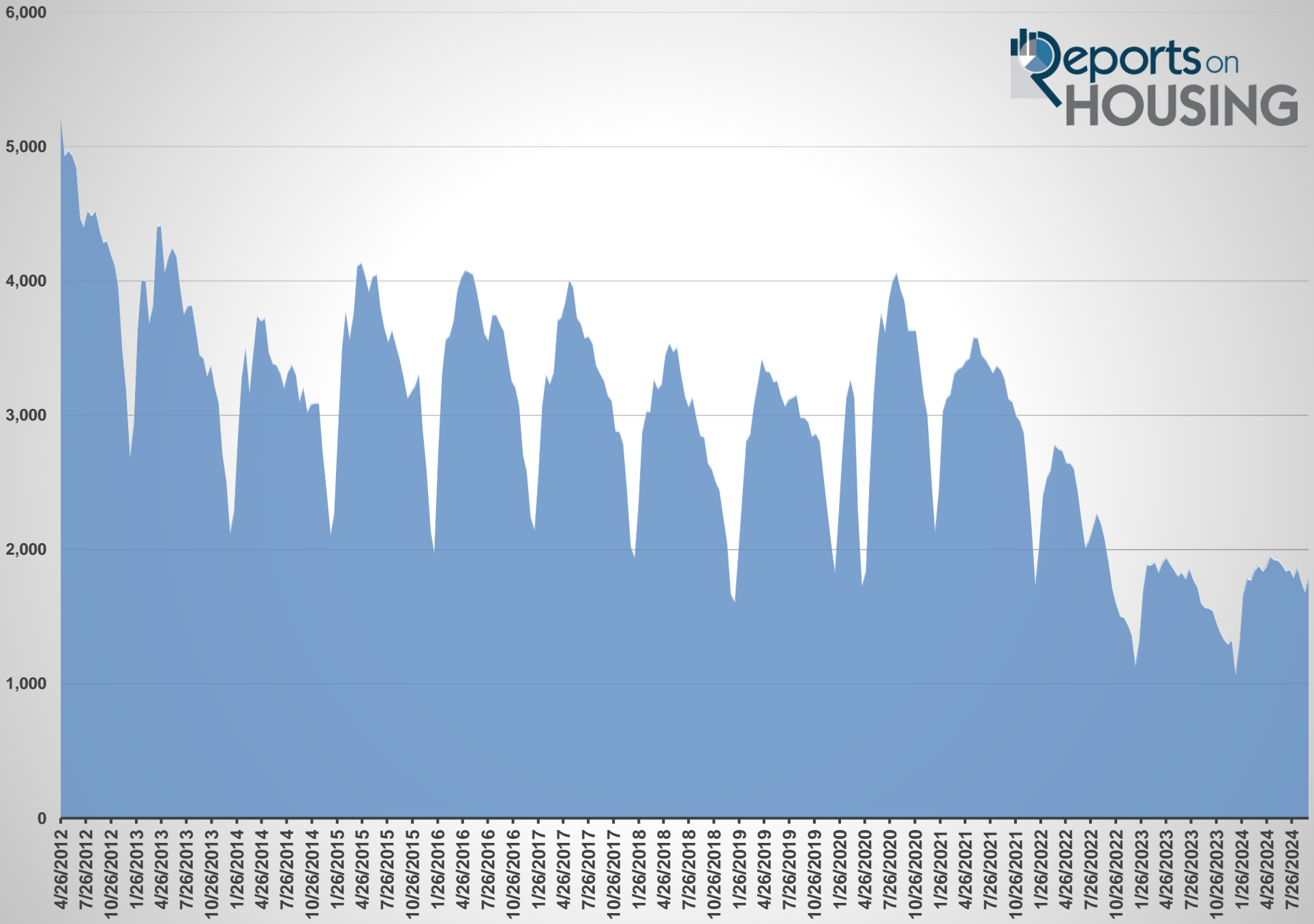


# San Diego County Active Listing Inventory and Demand - 2023 vs 2024



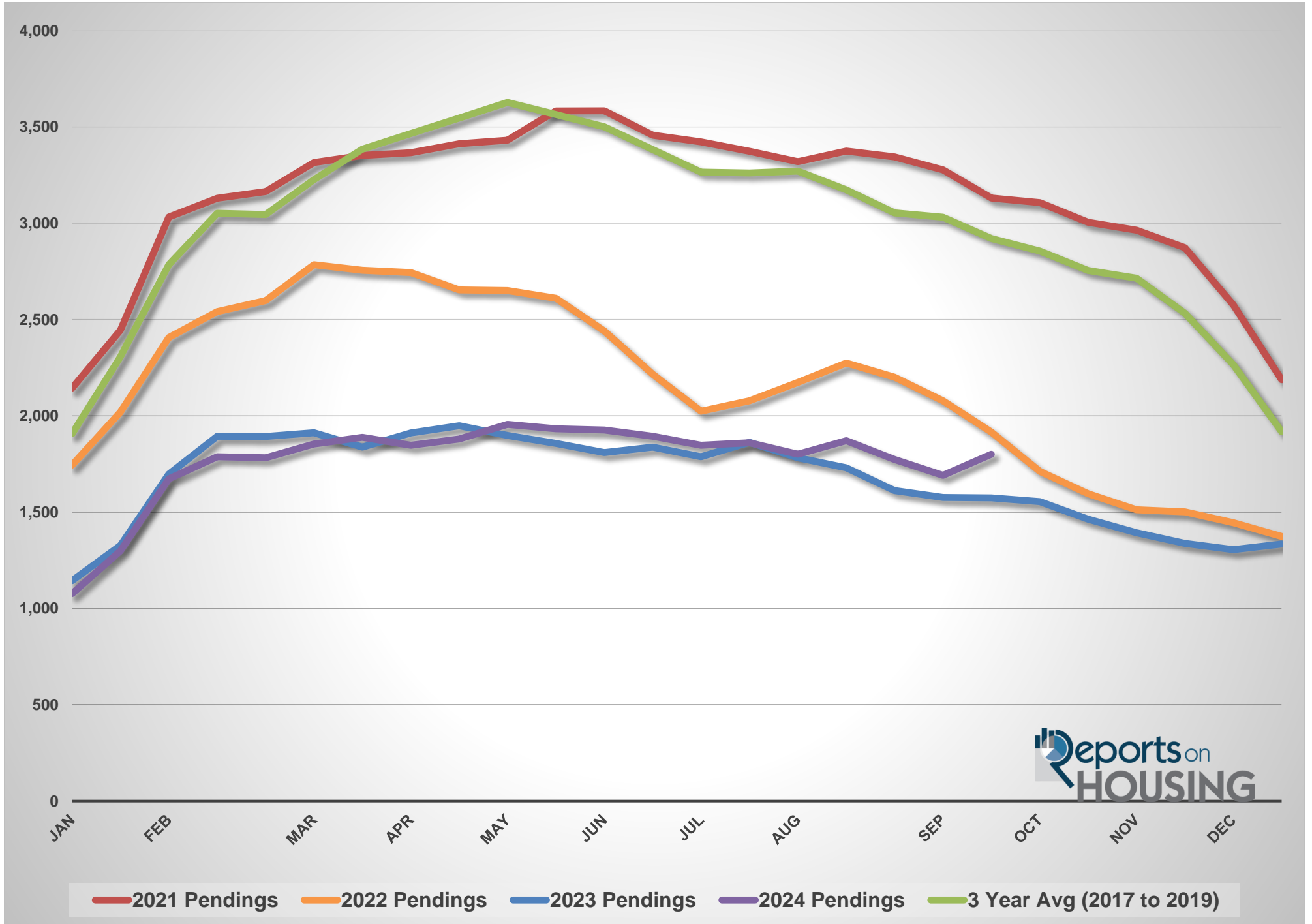
# San Diego County Demand

(Prior 30 Day Pending Snapshot)



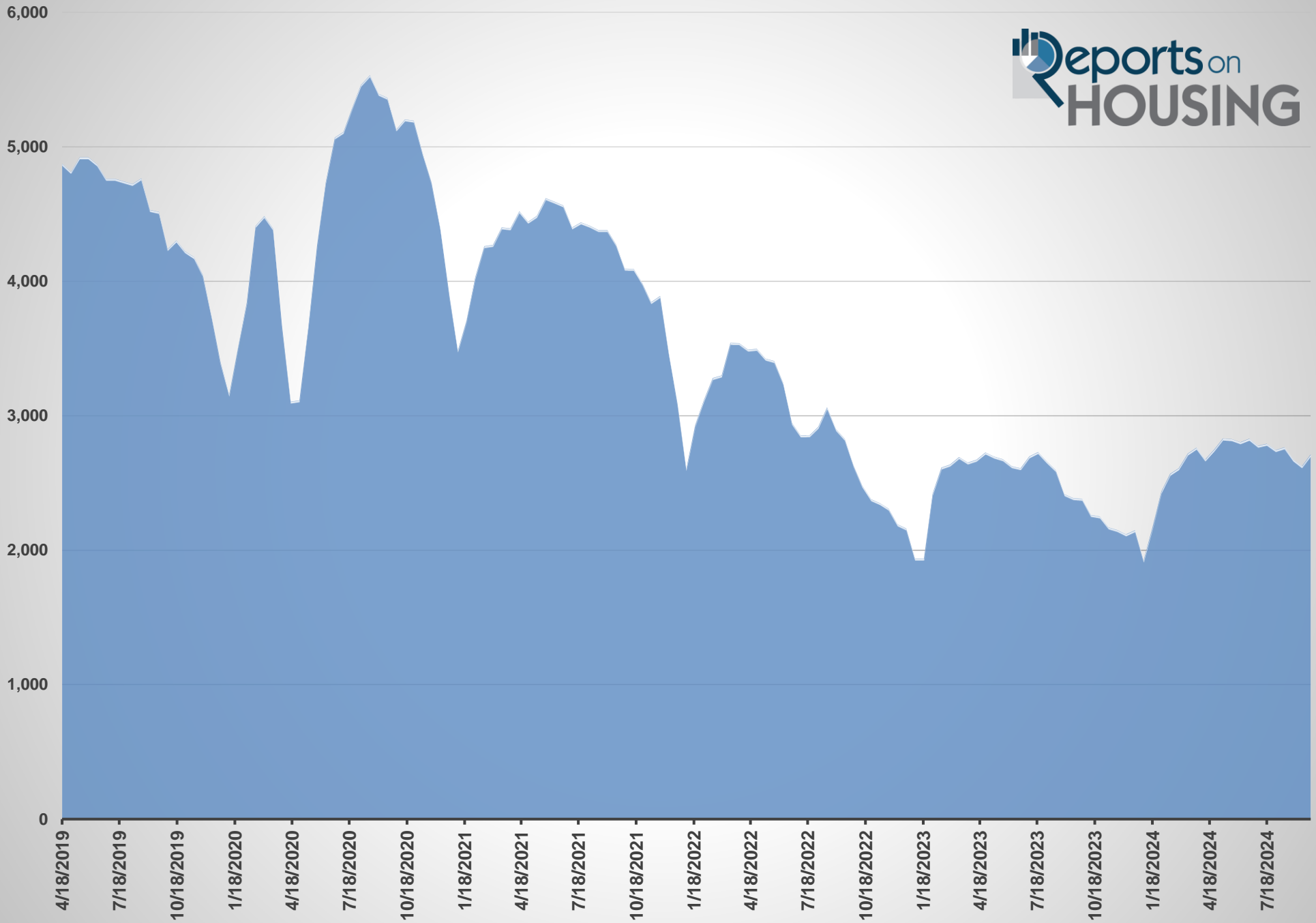
# San Diego County Demand Year Over Year

Prior 30 Day Pending Snapshot

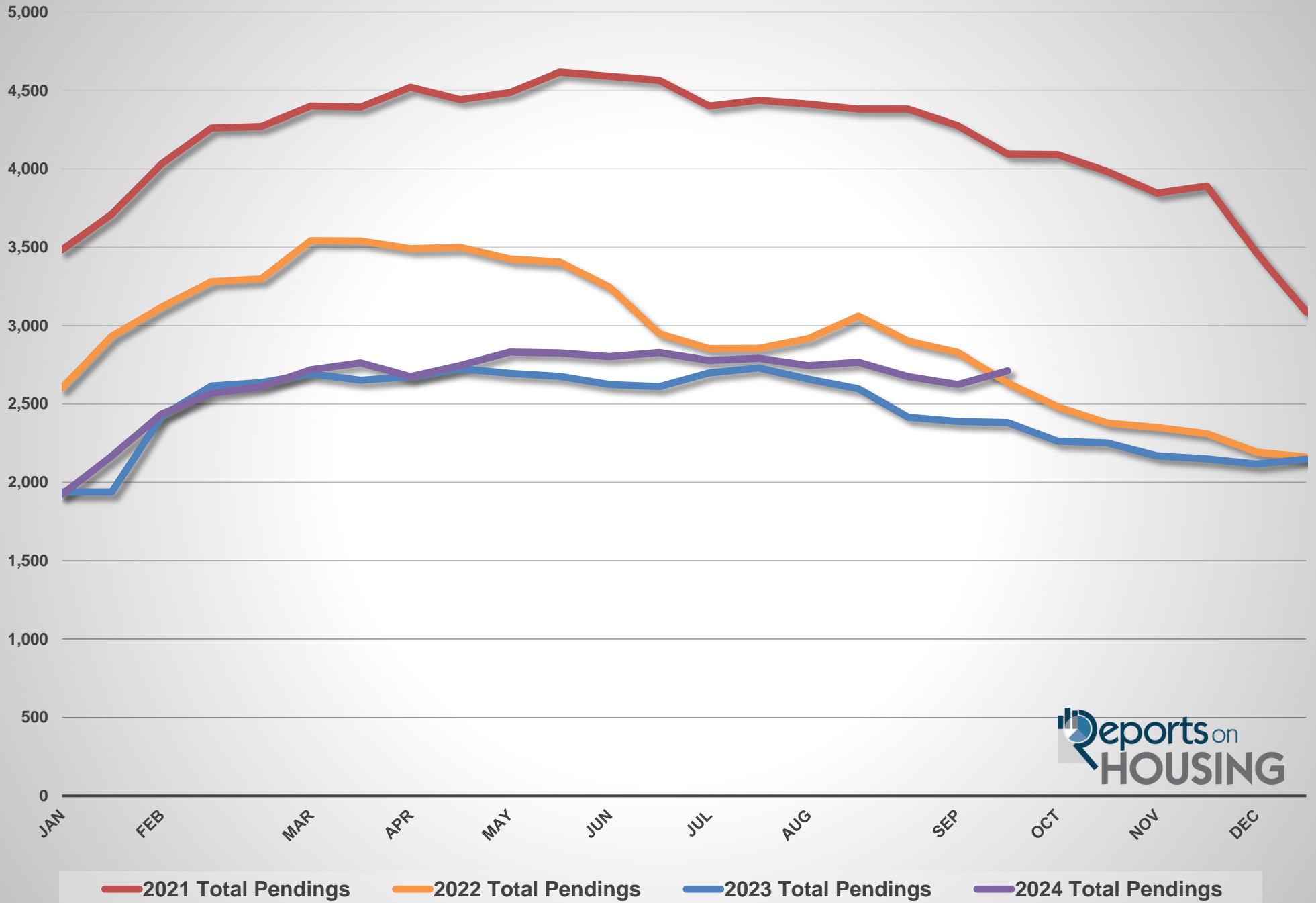


— 2021 Pending — 2022 Pending — 2023 Pending — 2024 Pending — 3 Year Avg (2017 to 2019)

# San Diego County Total Pending Sales

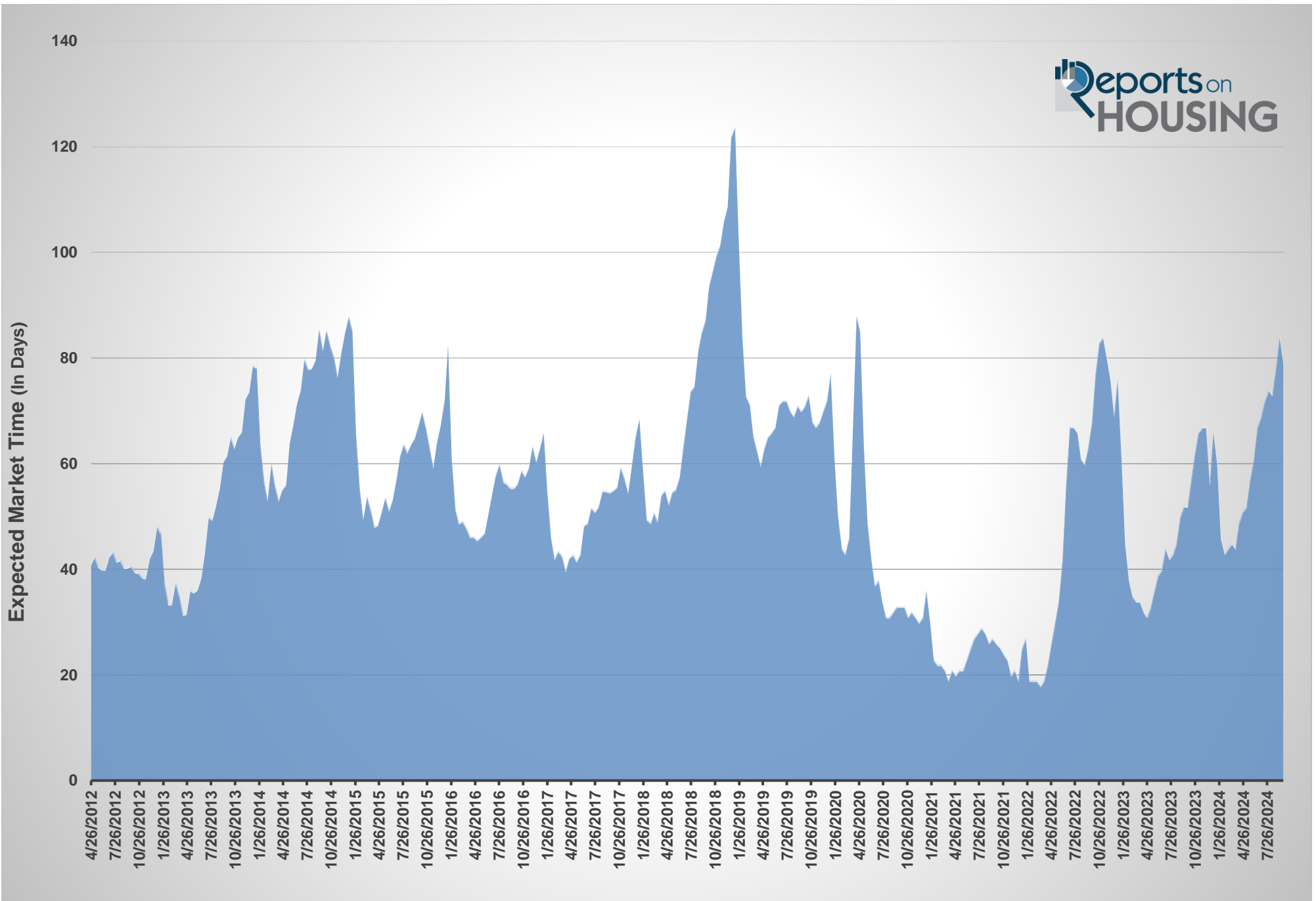


# San Diego County Total Pending Sales Year Over Year



# San Diego County Expected Market Time

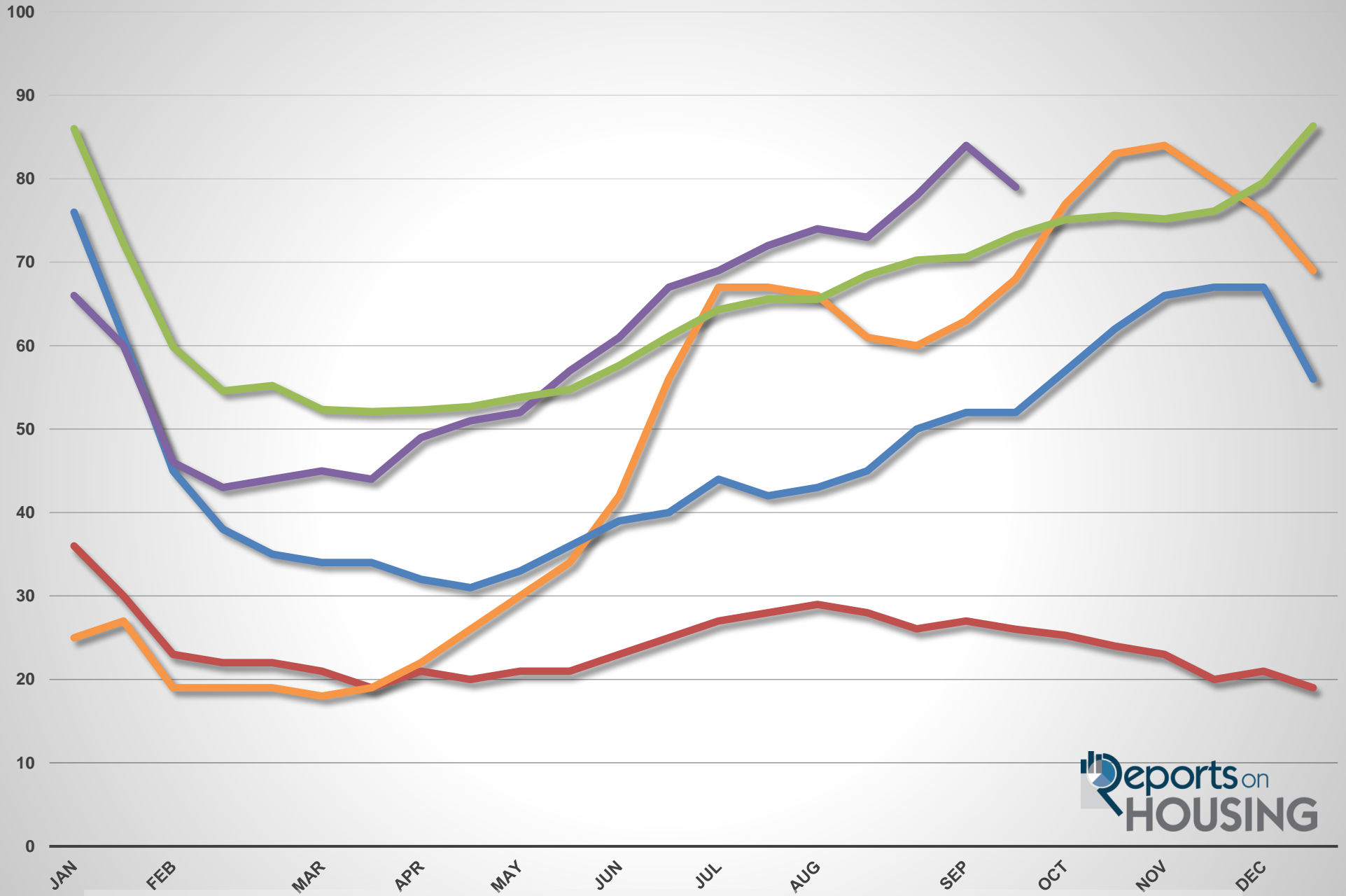
Days of Inventory





# San Diego County Expected Market Time Year Over Year

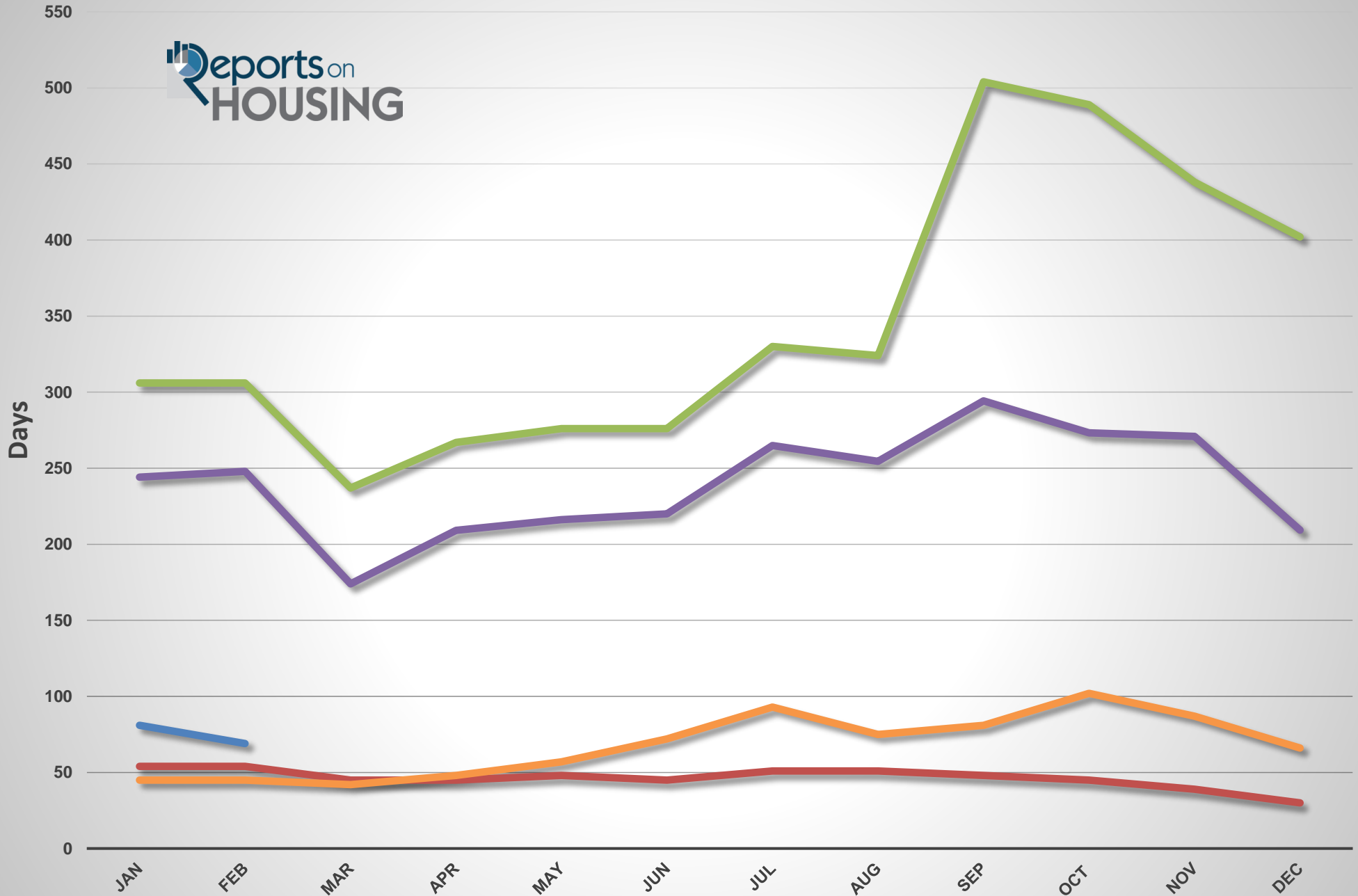
In Days



— 2021 Expected Market Time — 2022 Expected Market Time — 2023 Expected Market Time  
— 2024 Expected Market Time — 3 Year Avg (2017 to 2019)

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

In Days



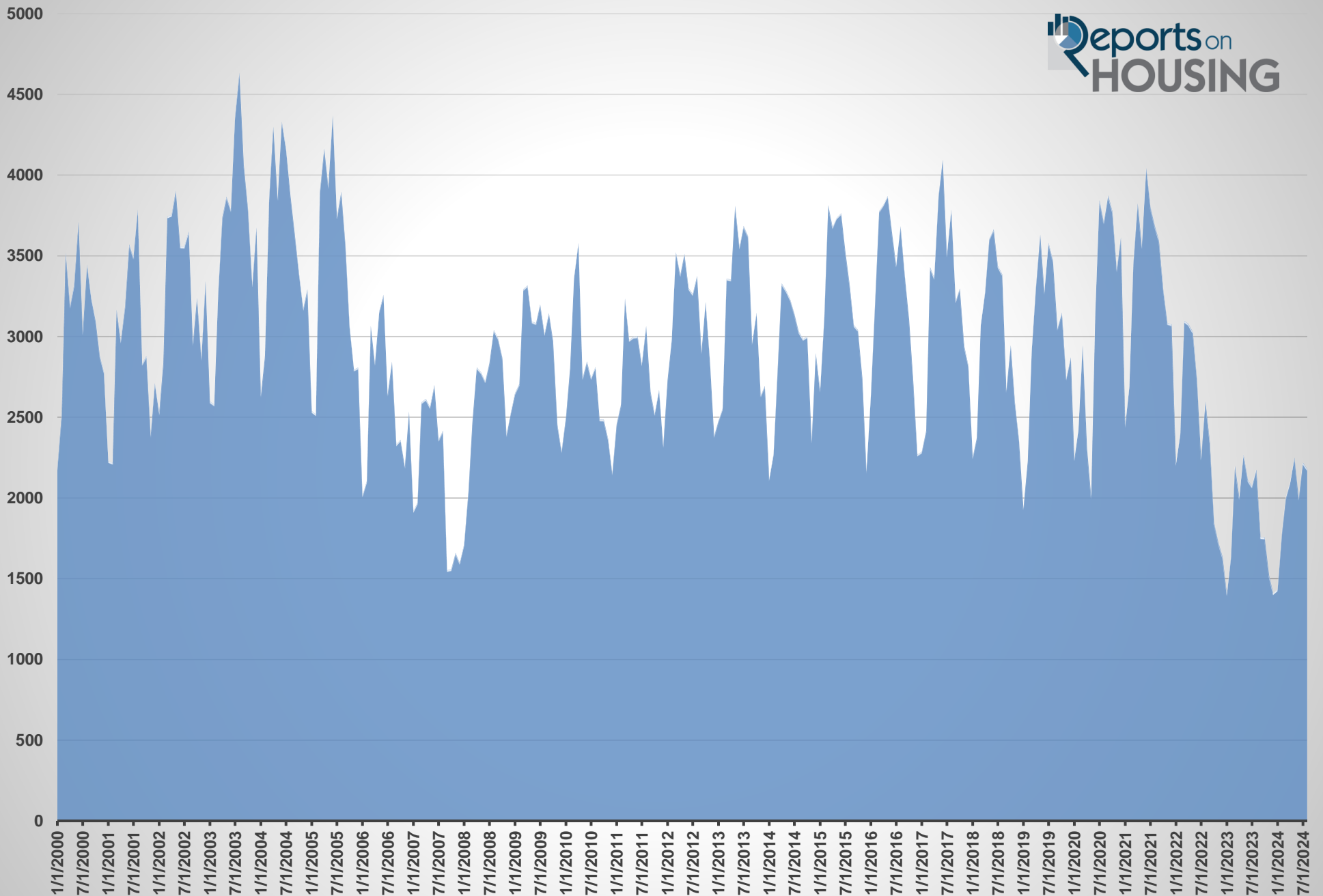
2006 Unsold Inventory  
2022 Unsold Inventory

2007 Unsold Inventory  
2023 Unsold Inventory

2021 Unsold Inventory

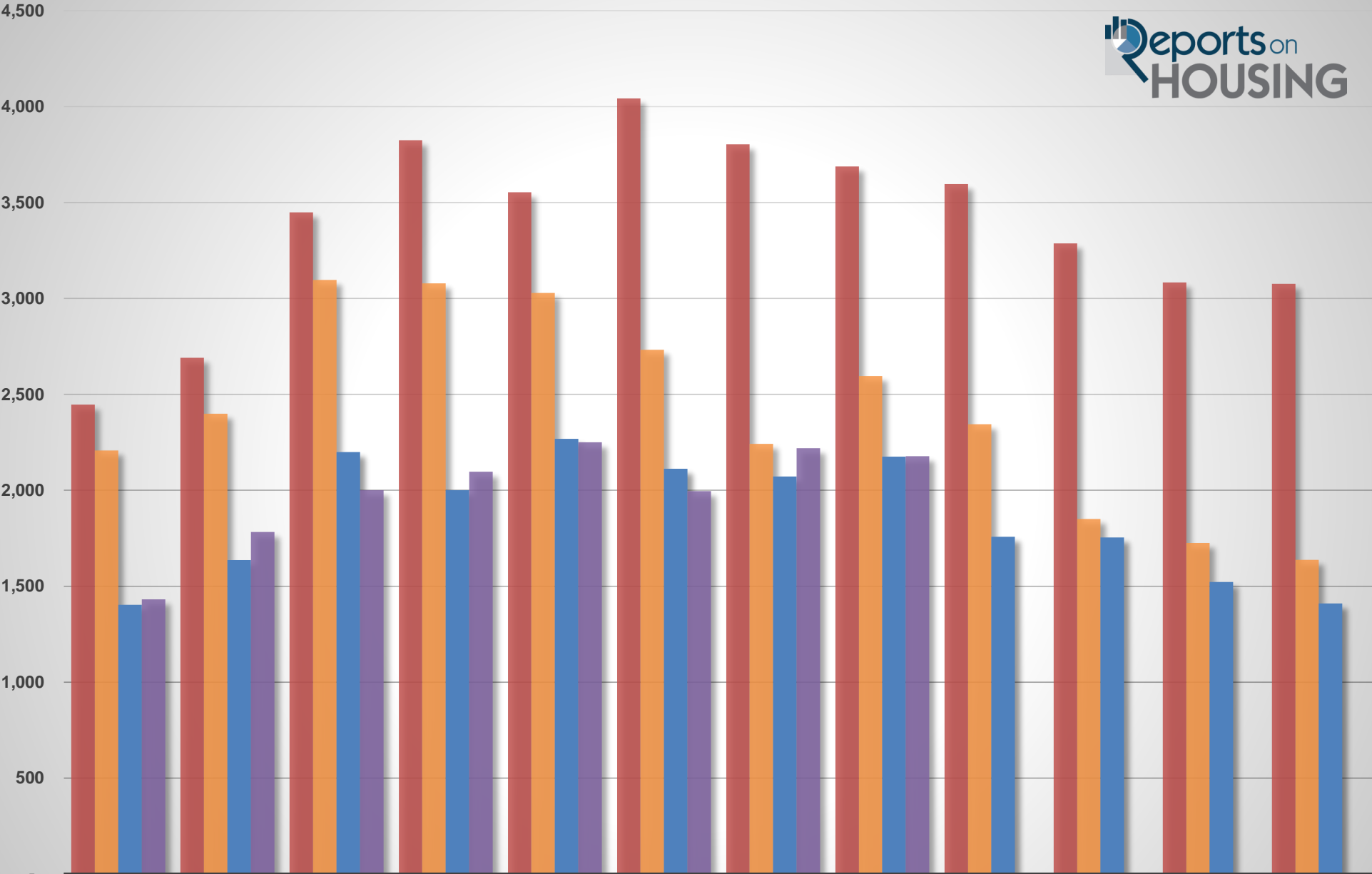
# San Diego County Closed Sales

(Monthly)



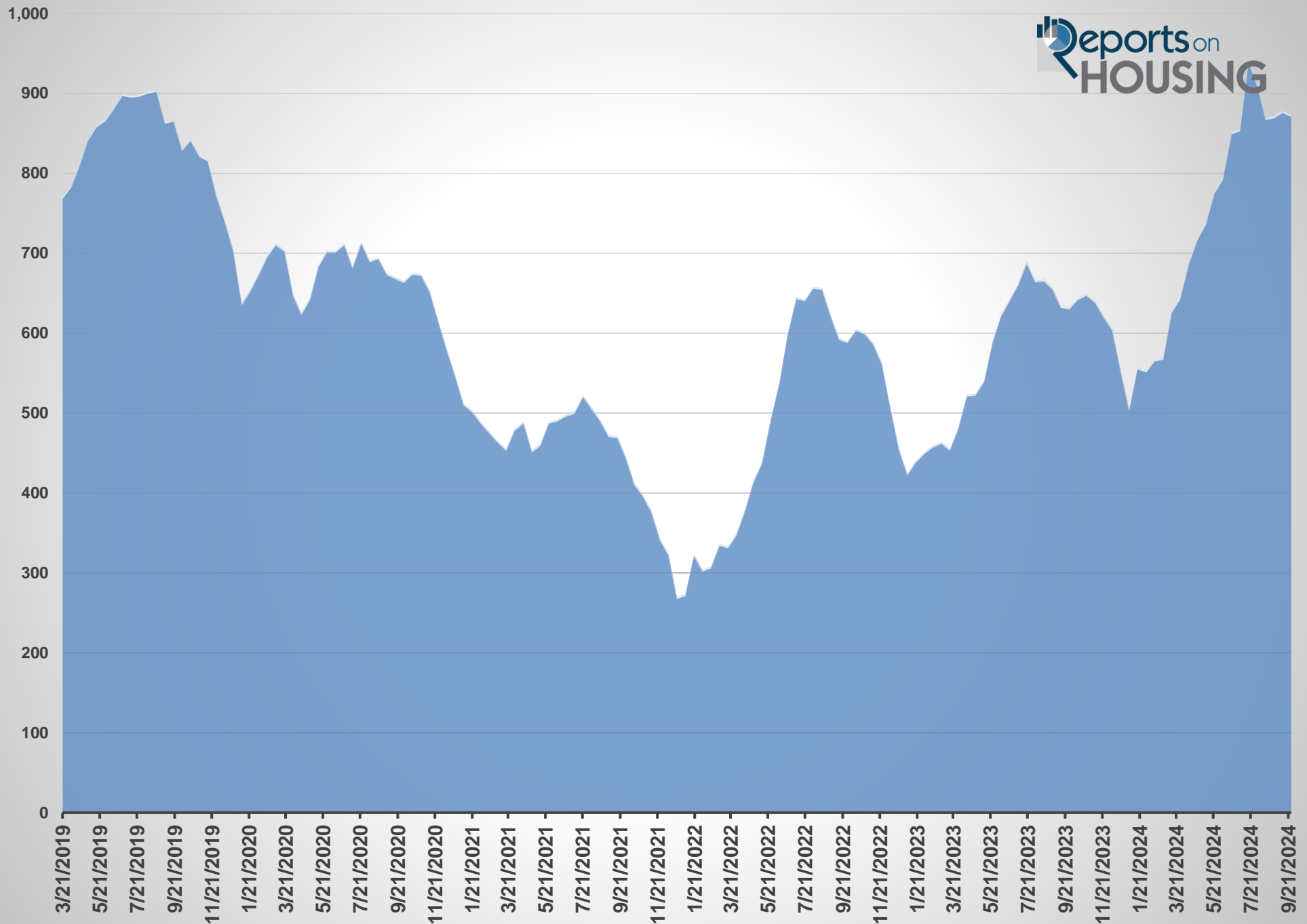
# San Diego County Closed Sales Year Over Year

(Monthly)

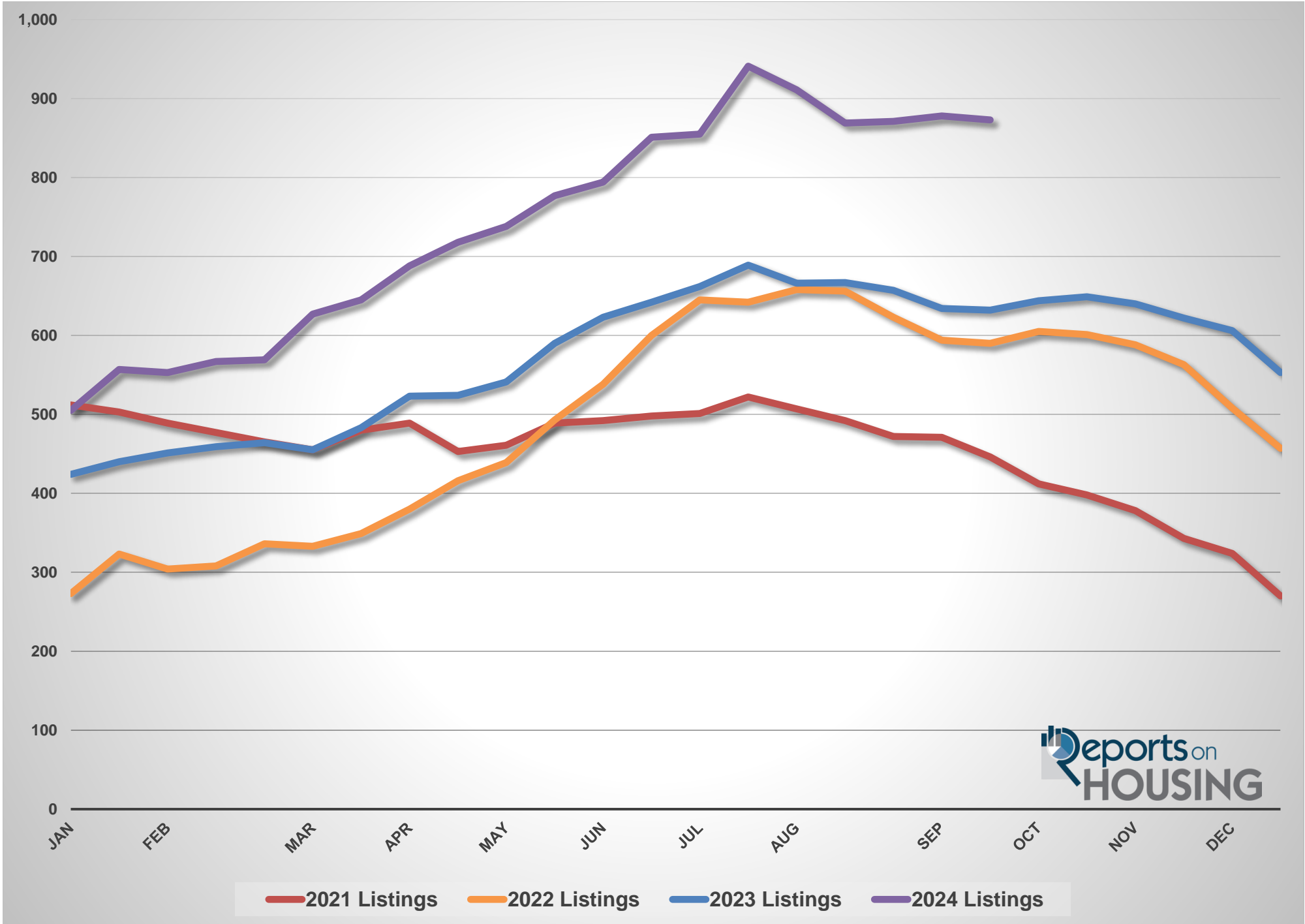


■ 2021 Closed Sales    ■ 2022 Closed Sales    ■ 2023 Closed Sales    ■ 2024 Closed Sales

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

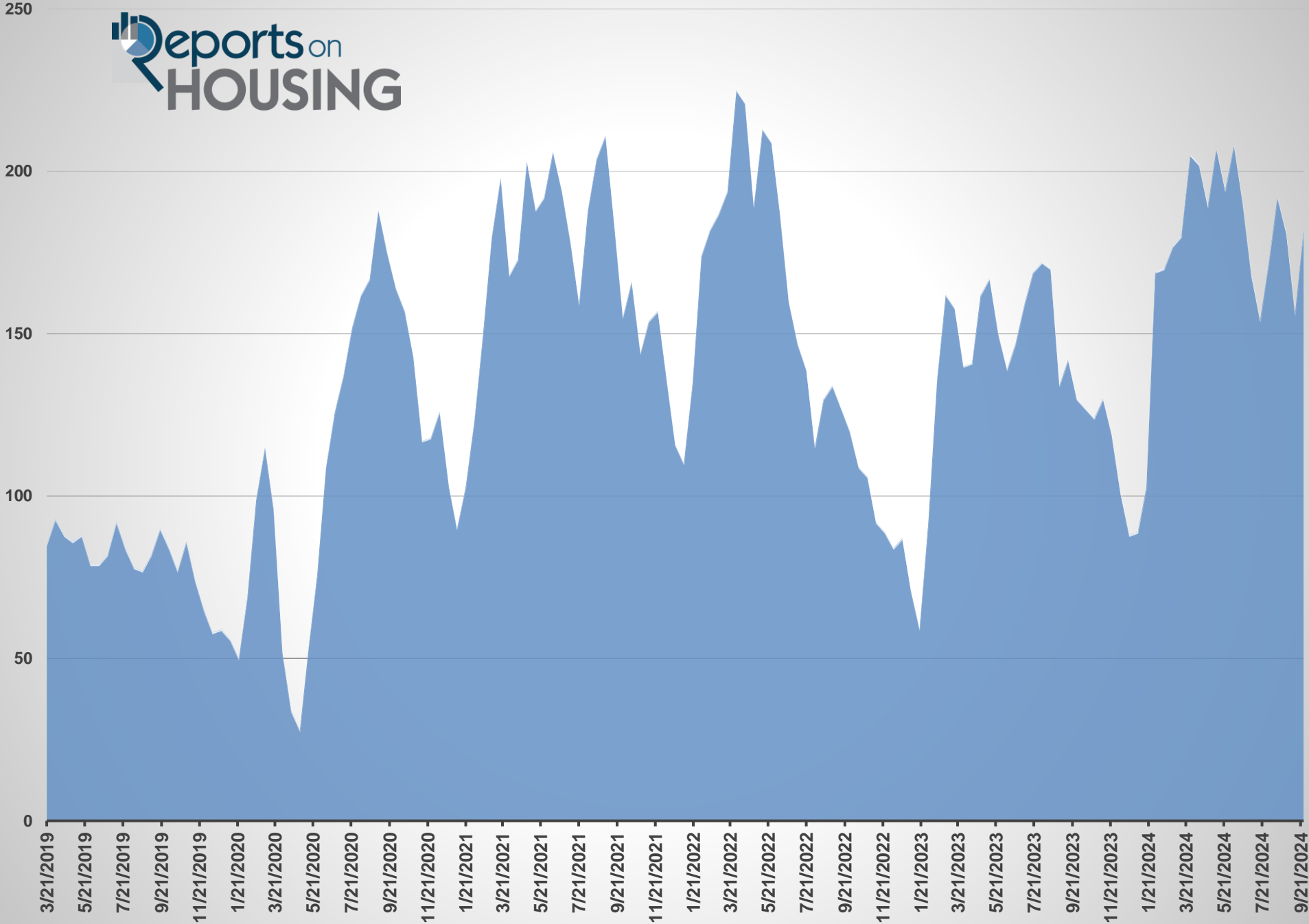


# San Diego County Luxury (\$2M+) Active Listing Inventory Year Over Year



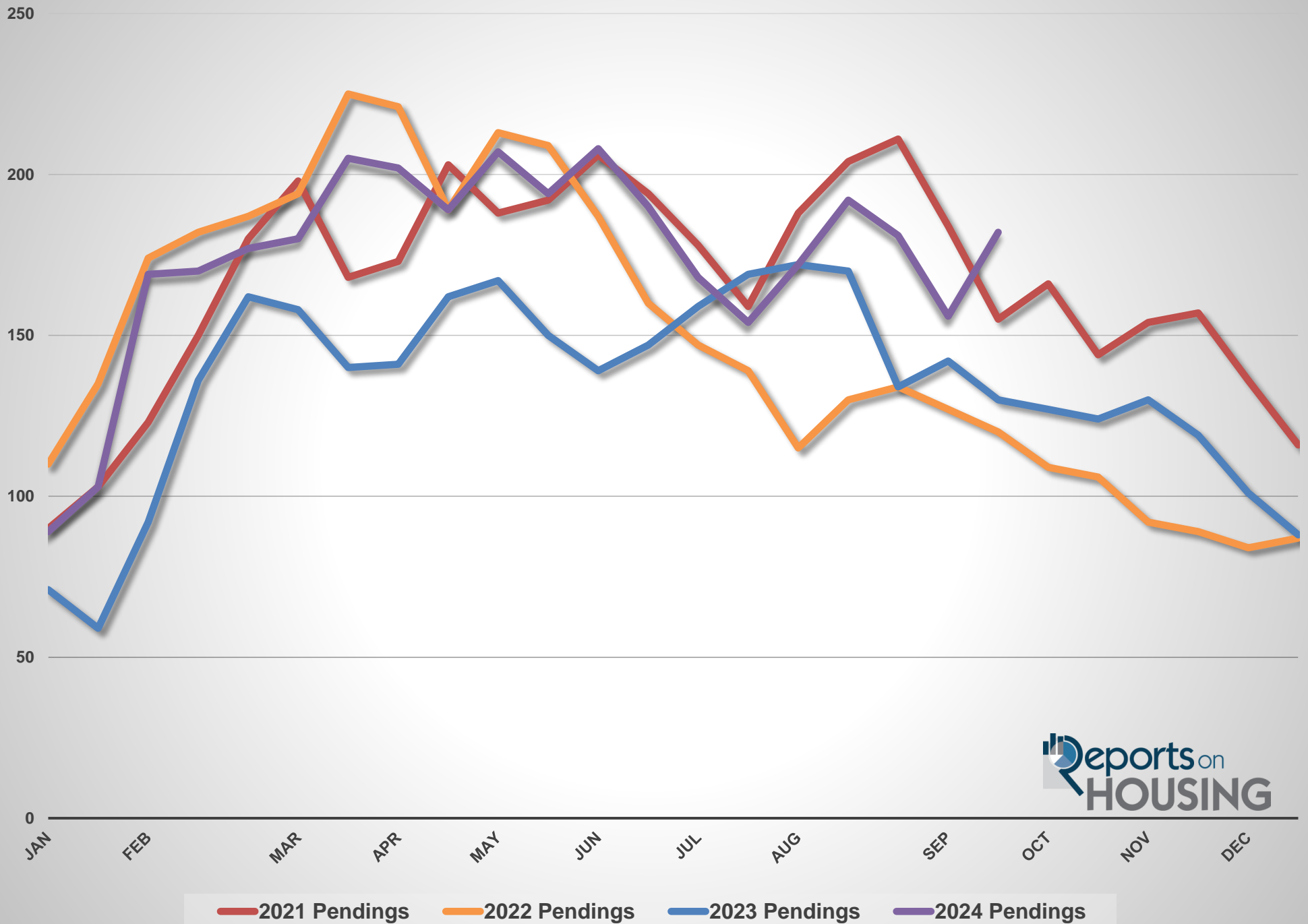
# San Diego County Luxury (\$2M+) Demand

(Prior 30 Day Pendings Snapshot)



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

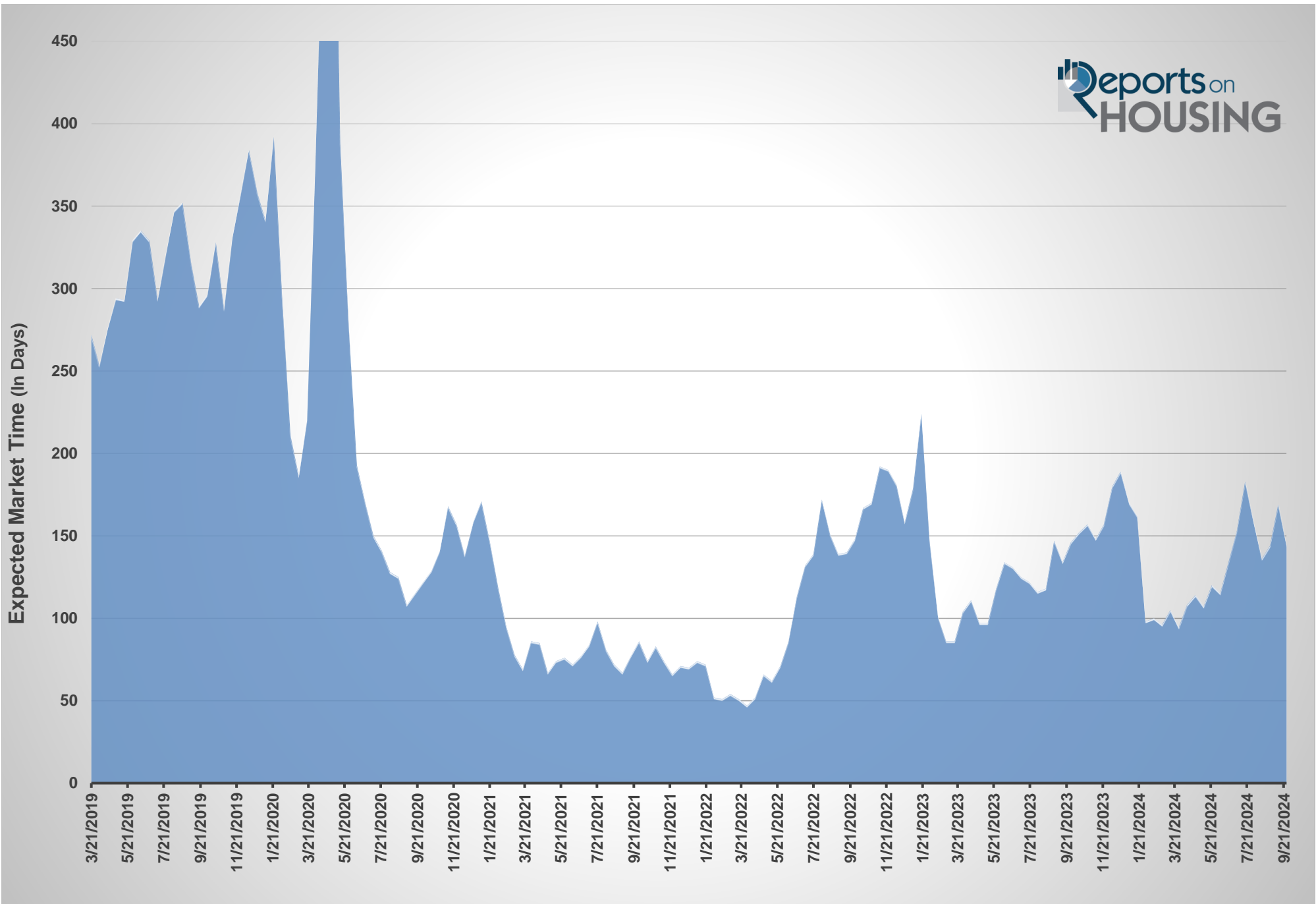
Prior 30 Day Pending Snapshot





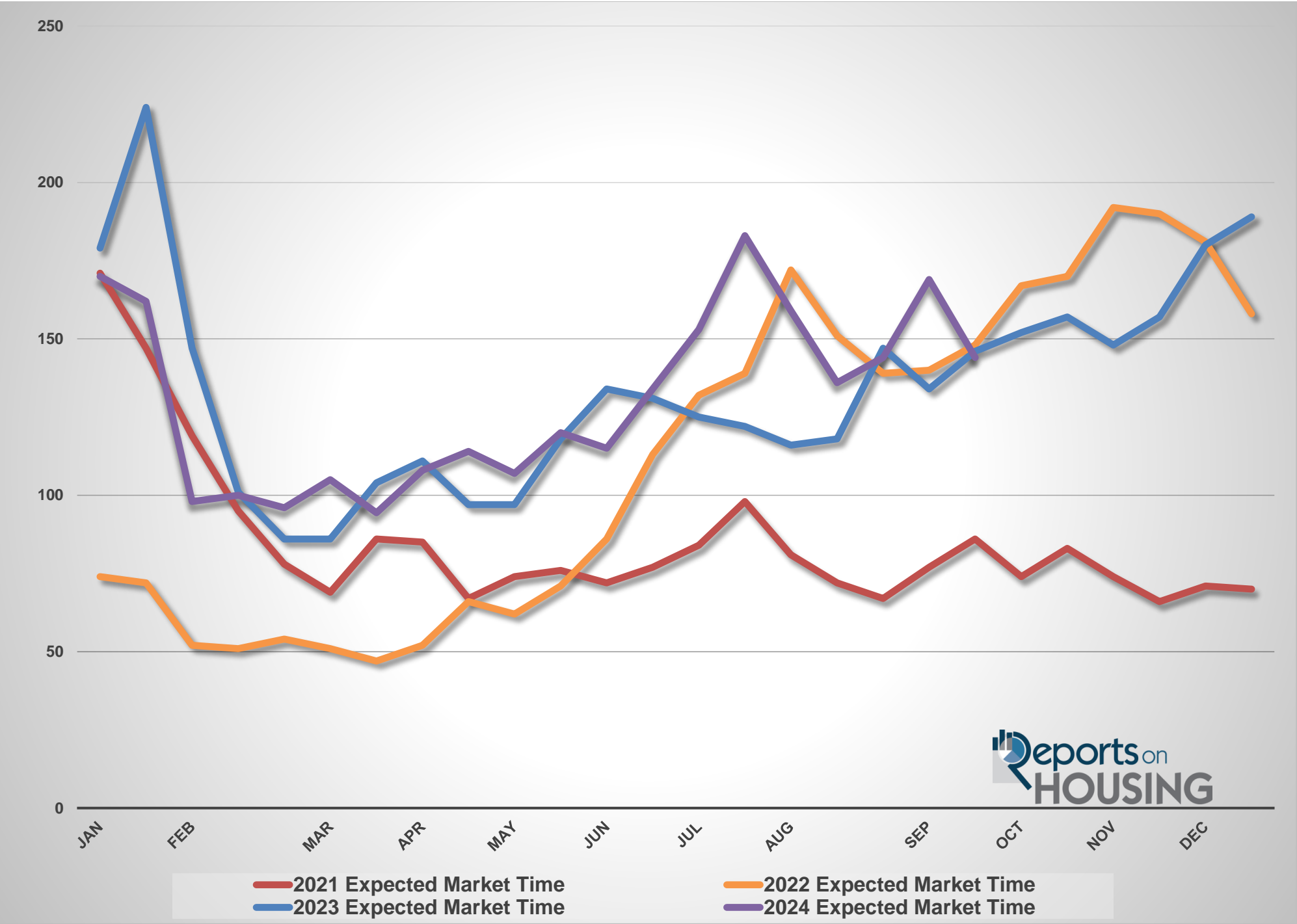
# San Diego County Luxury (\$2M+) Expected Market Time

## Days of Inventory

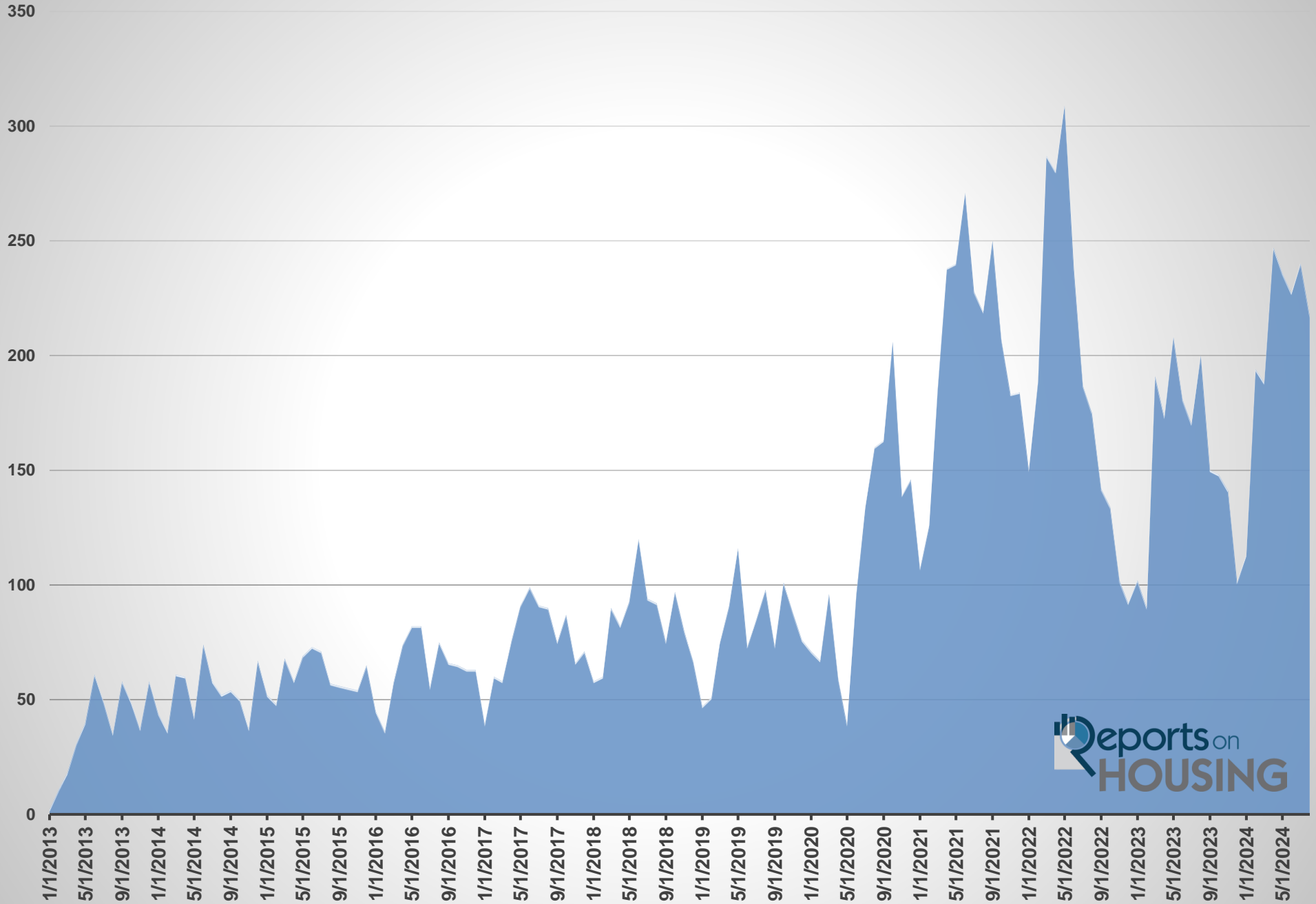


# San Diego County Luxury (\$2M+) Expected Market Time Year Over Year

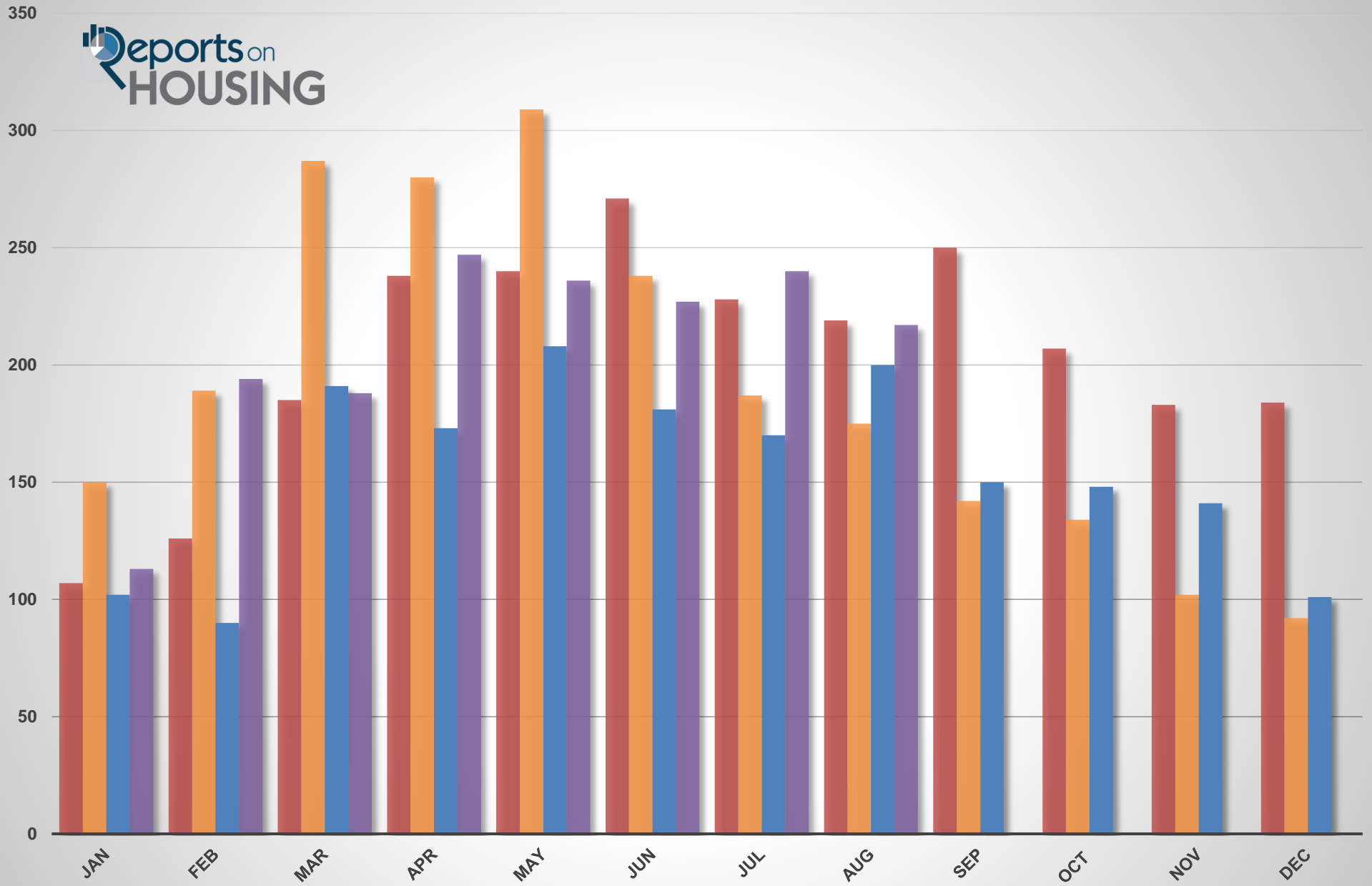
In Days



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

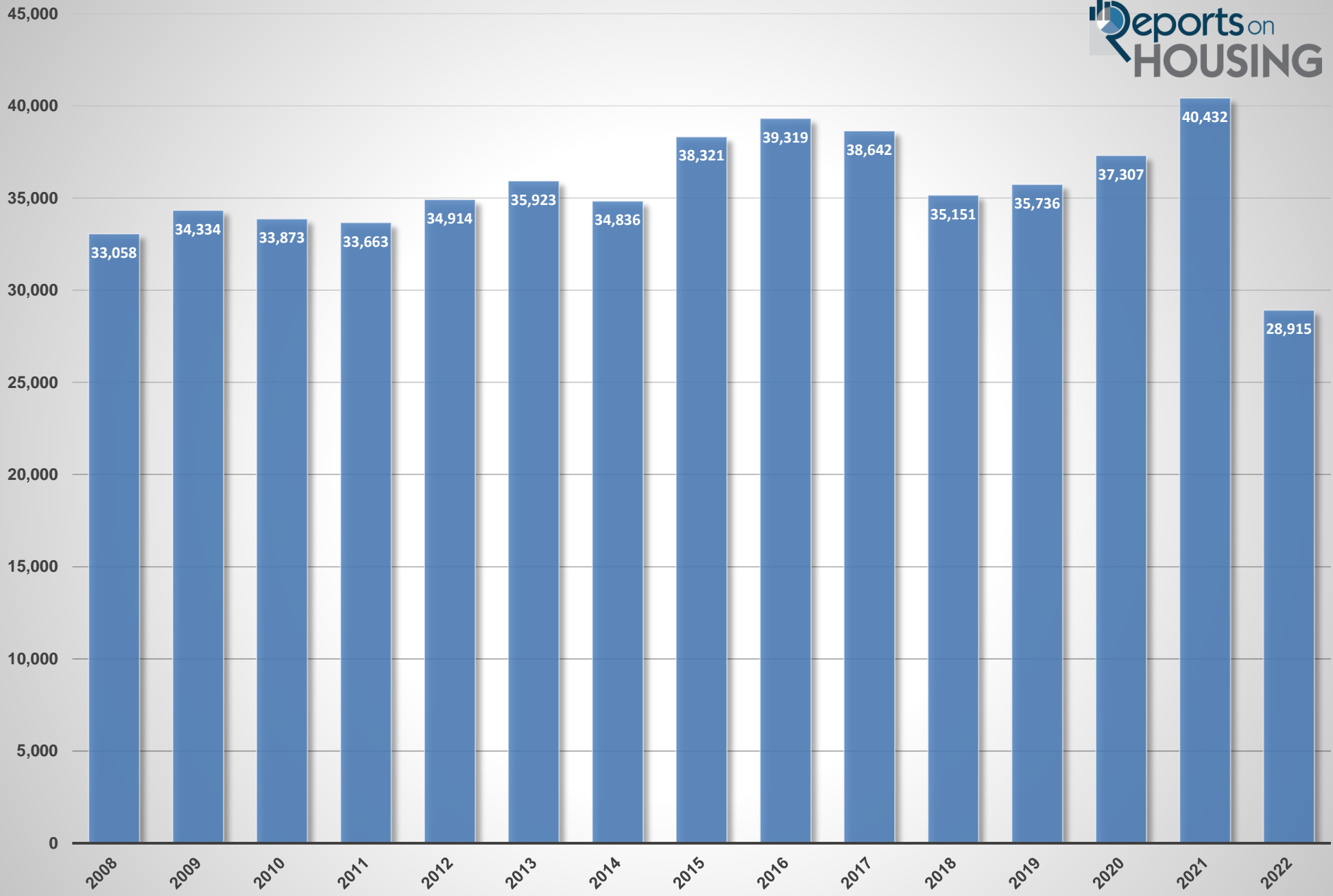


# San Diego County Luxury Closed Sales Year Over Year (\$2,000,000+)

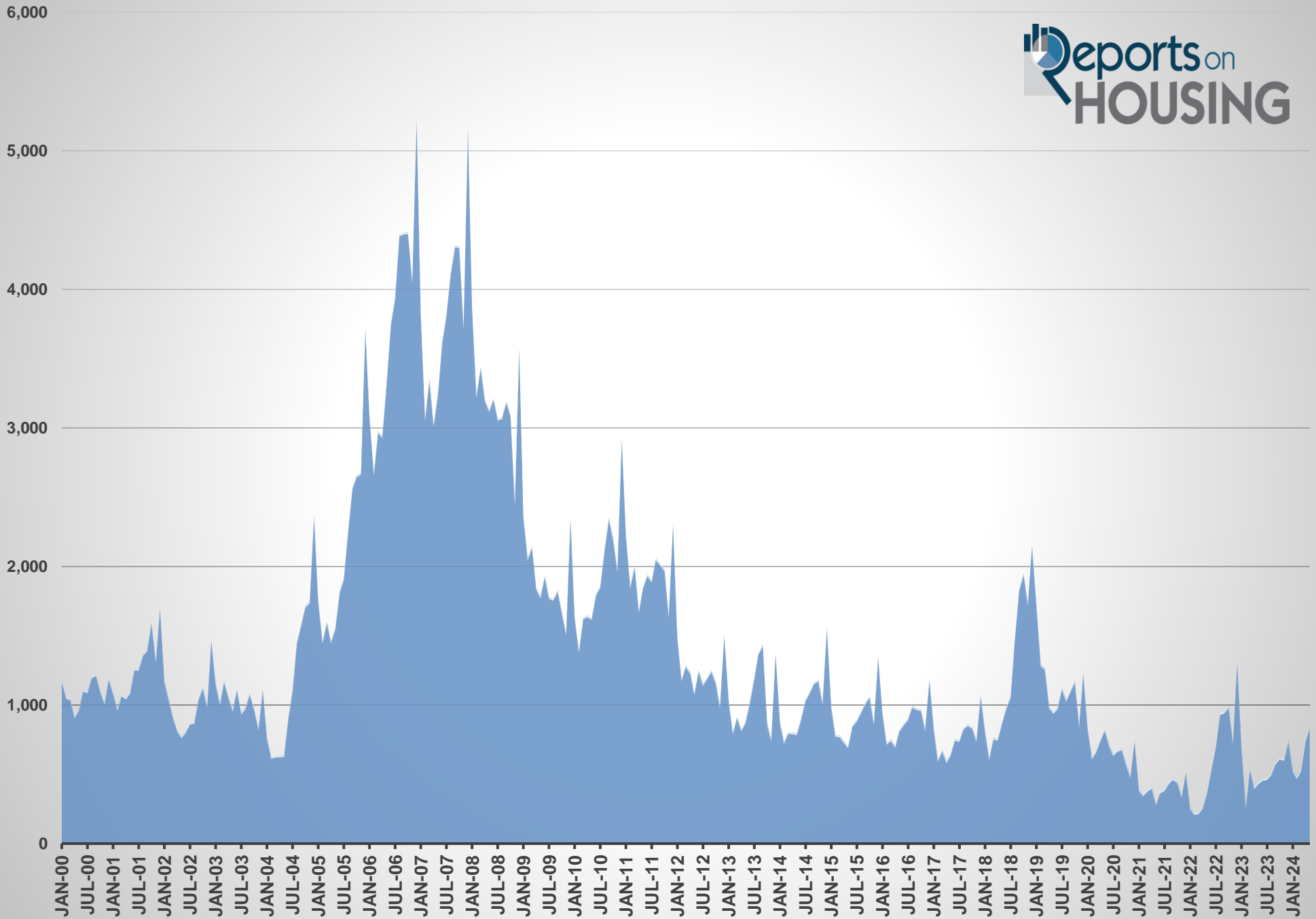


■ 2021 Luxury Closed Sales ■ 2022 Luxury Closed Sales ■ 2023 Luxury Closed Sales ■ 2024 Luxury Closed Sales

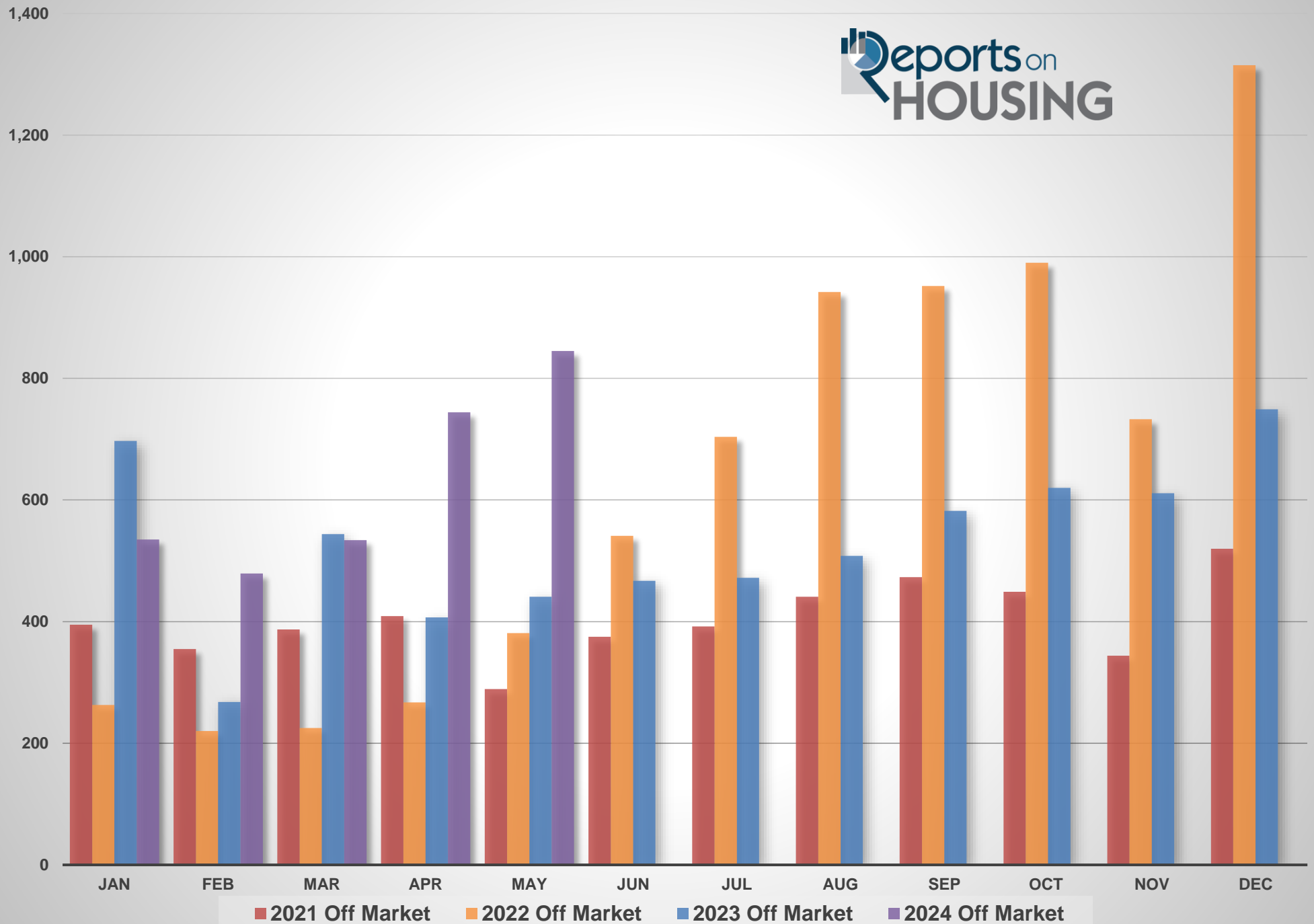
# San Diego County Total Closed Sales By Year (Jan-Dec)



# San Diego County Homes Pulled Off the Market

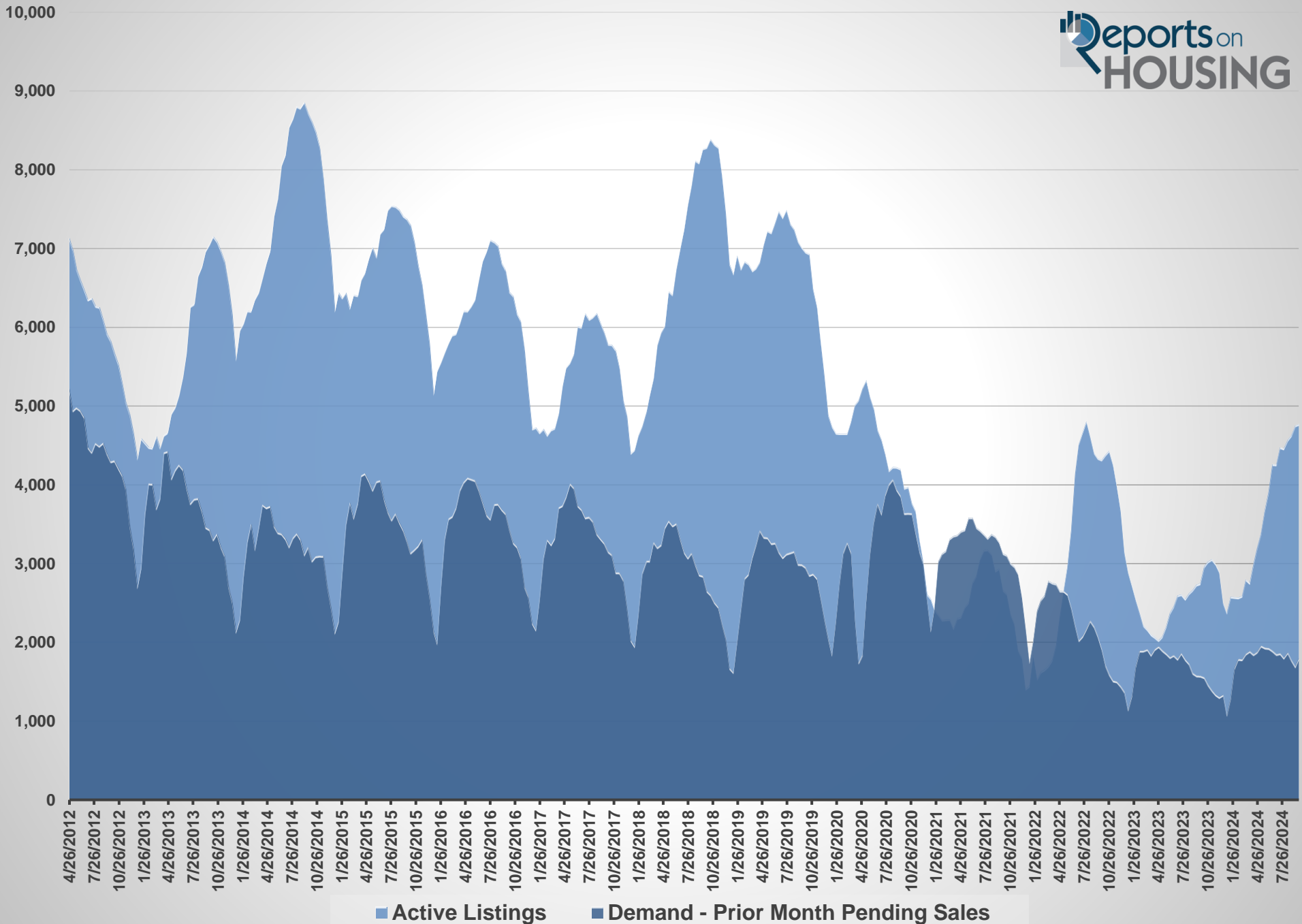


# San Diego County Off Market Year Over Year



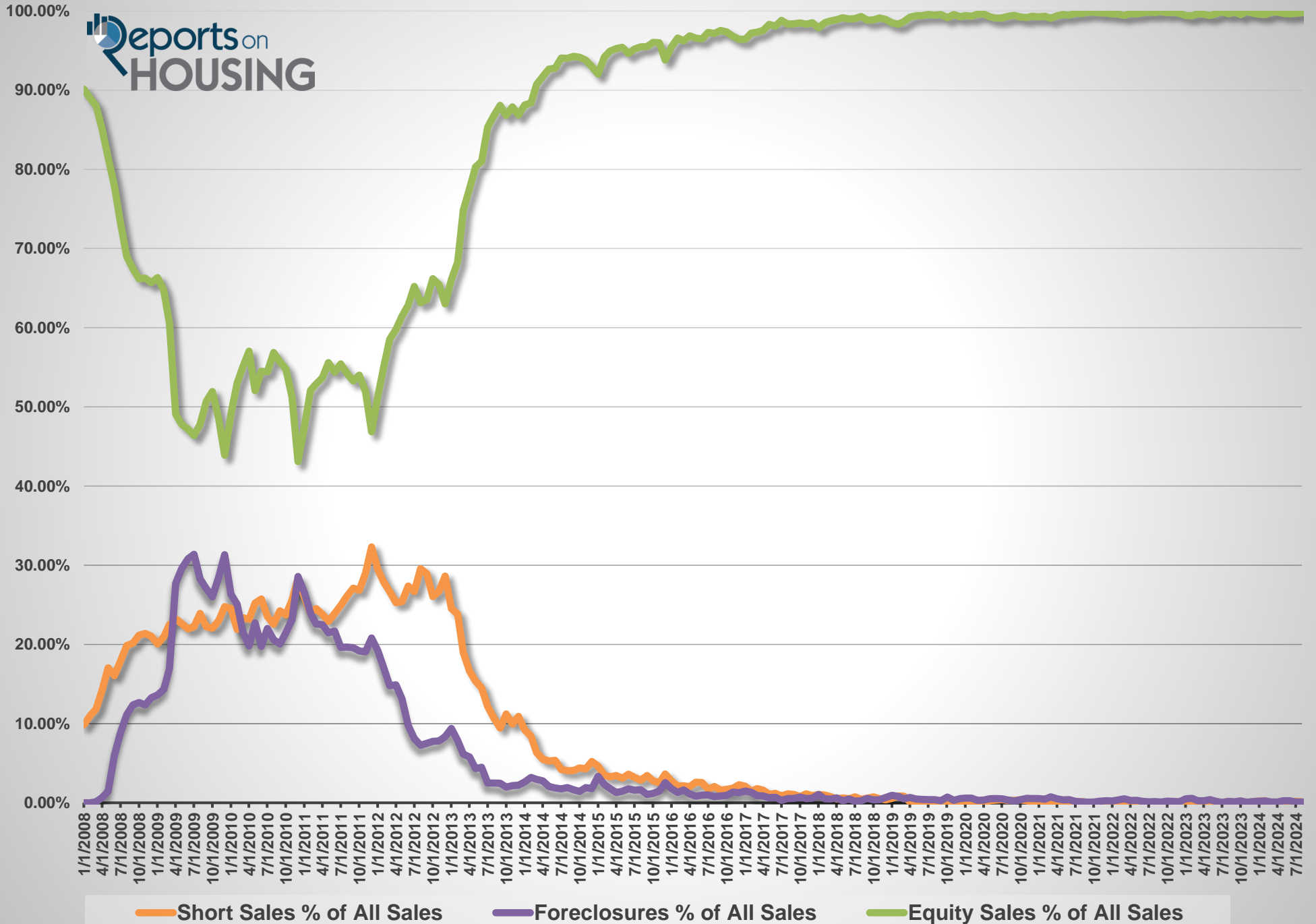
# San Diego County Active Listing Inventory Versus Demand

(Demand is a 30 Day Snapshot of Pending Sales)



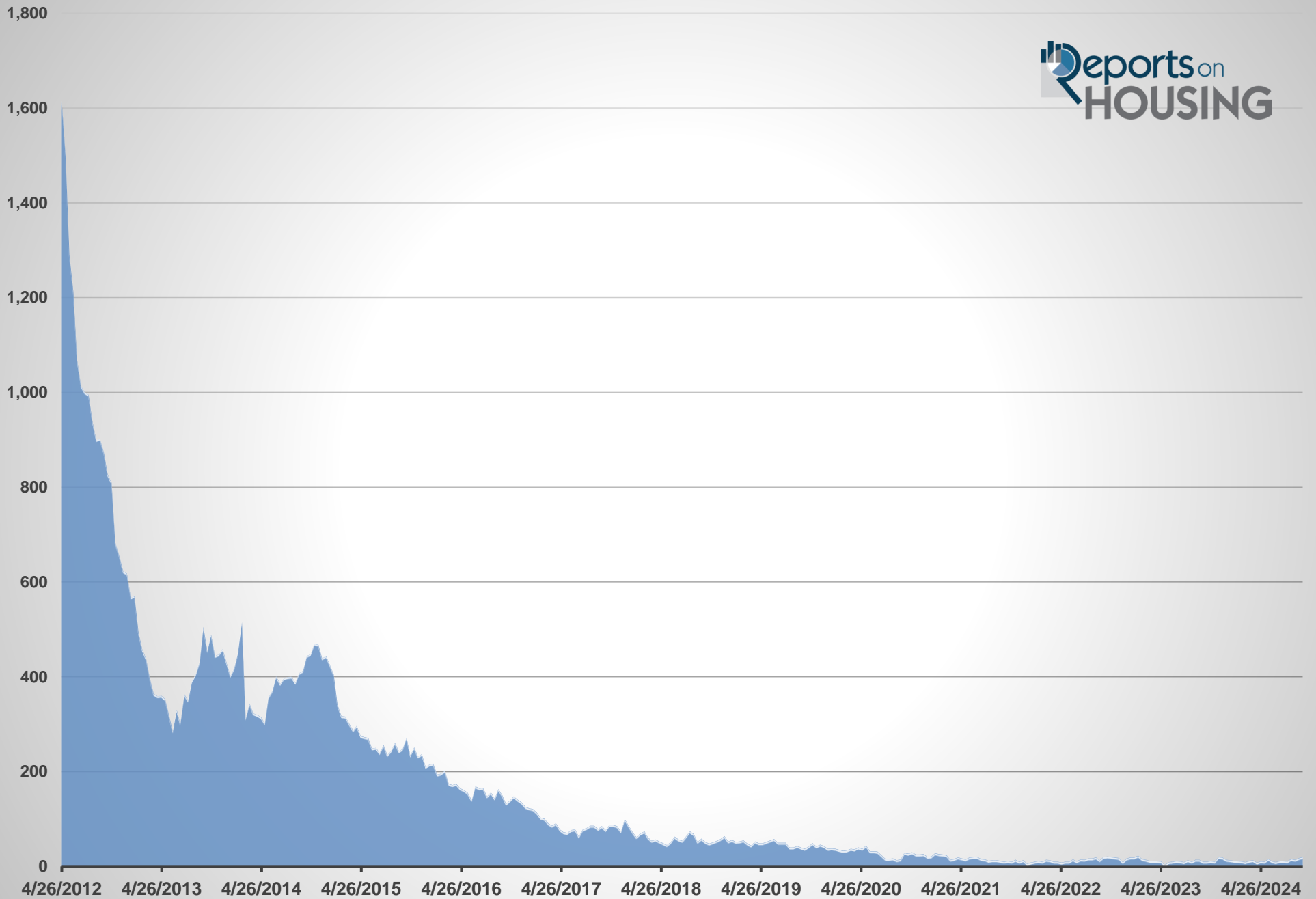


# San Diego County Closed Sales Breakdown

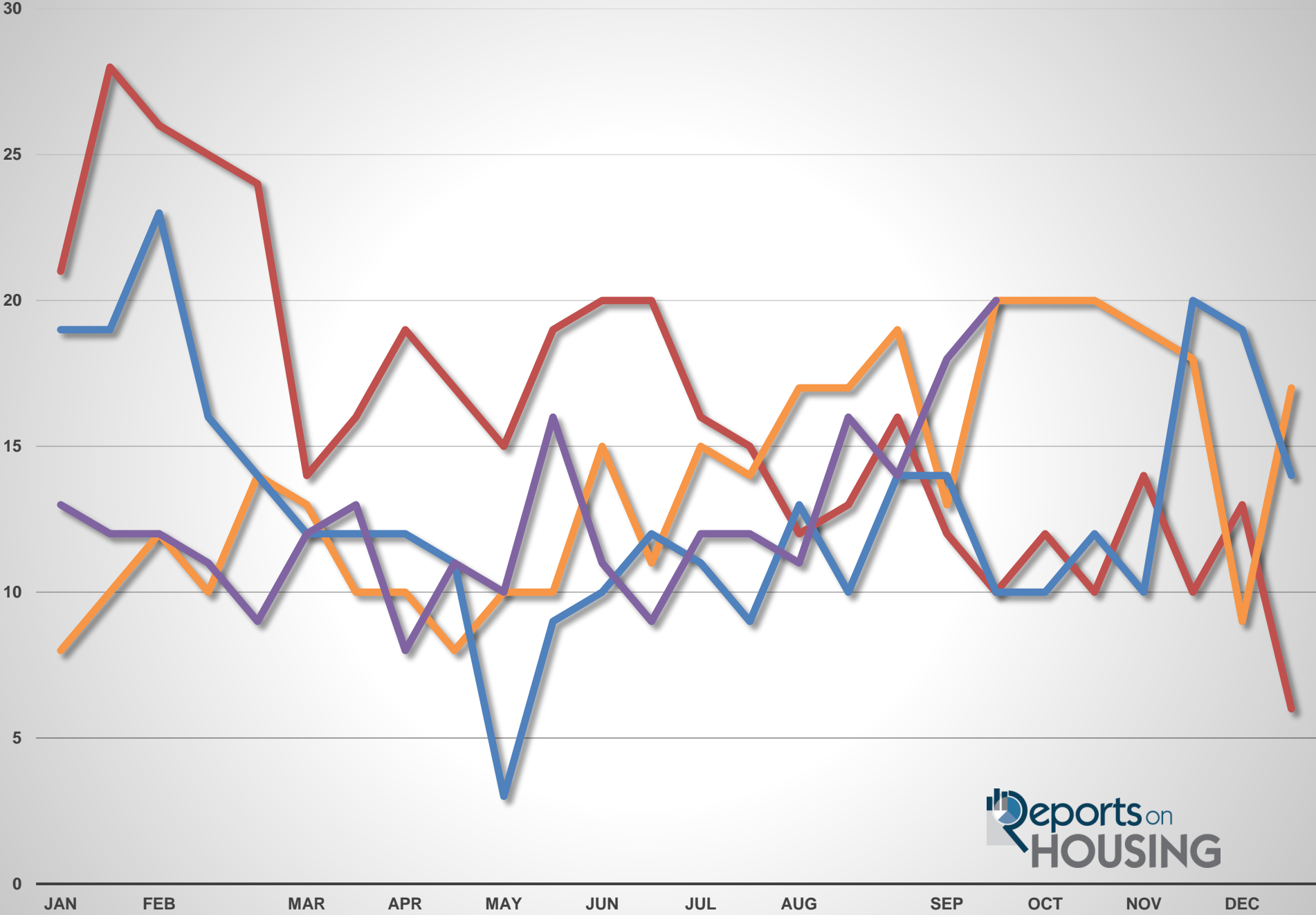


Short Sales % of All Sales      Foreclosures % of All Sales      Equity Sales % of All Sales

# San Diego County Distressed Listing



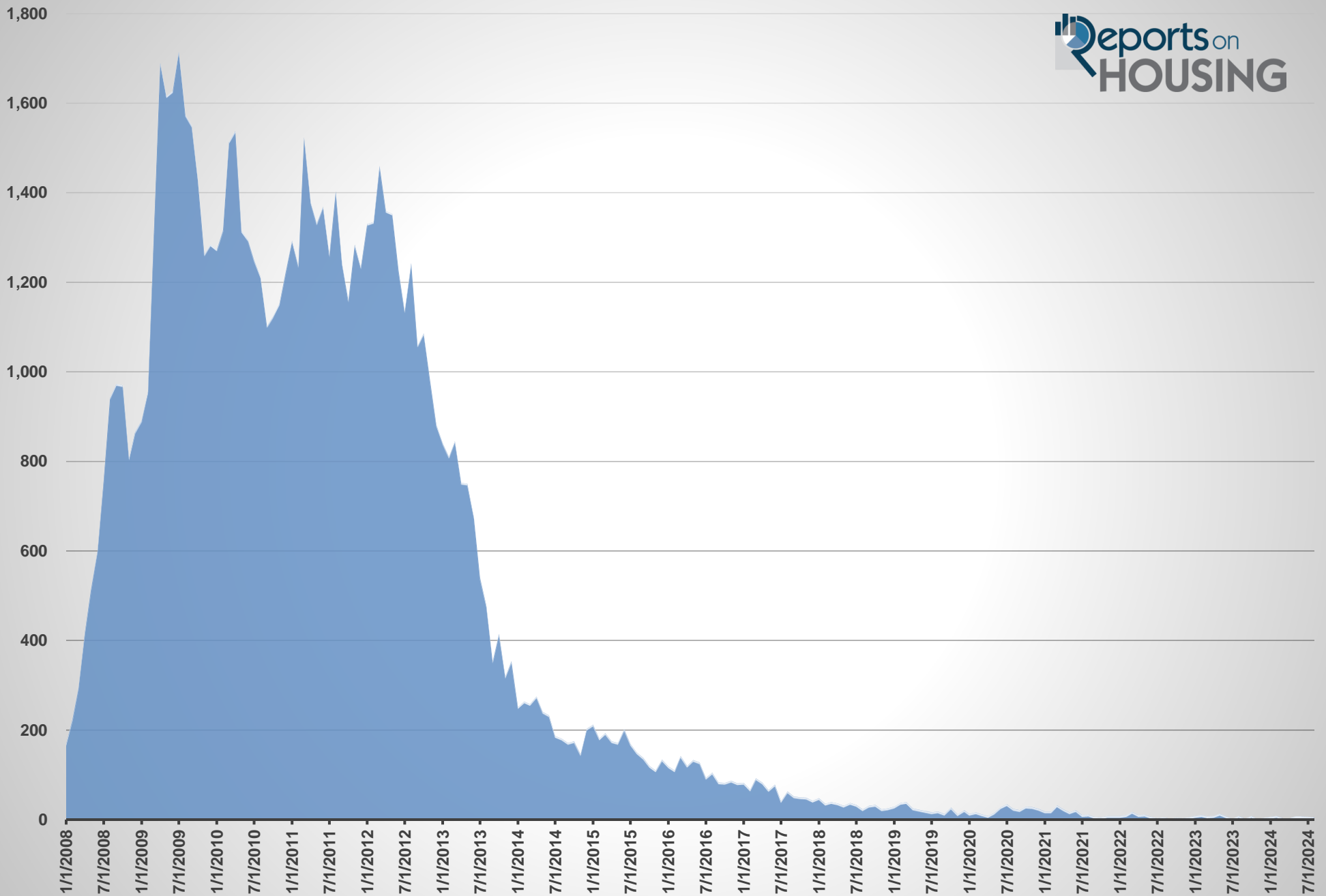
# San Diego County Distressed Inventory Year Over Year



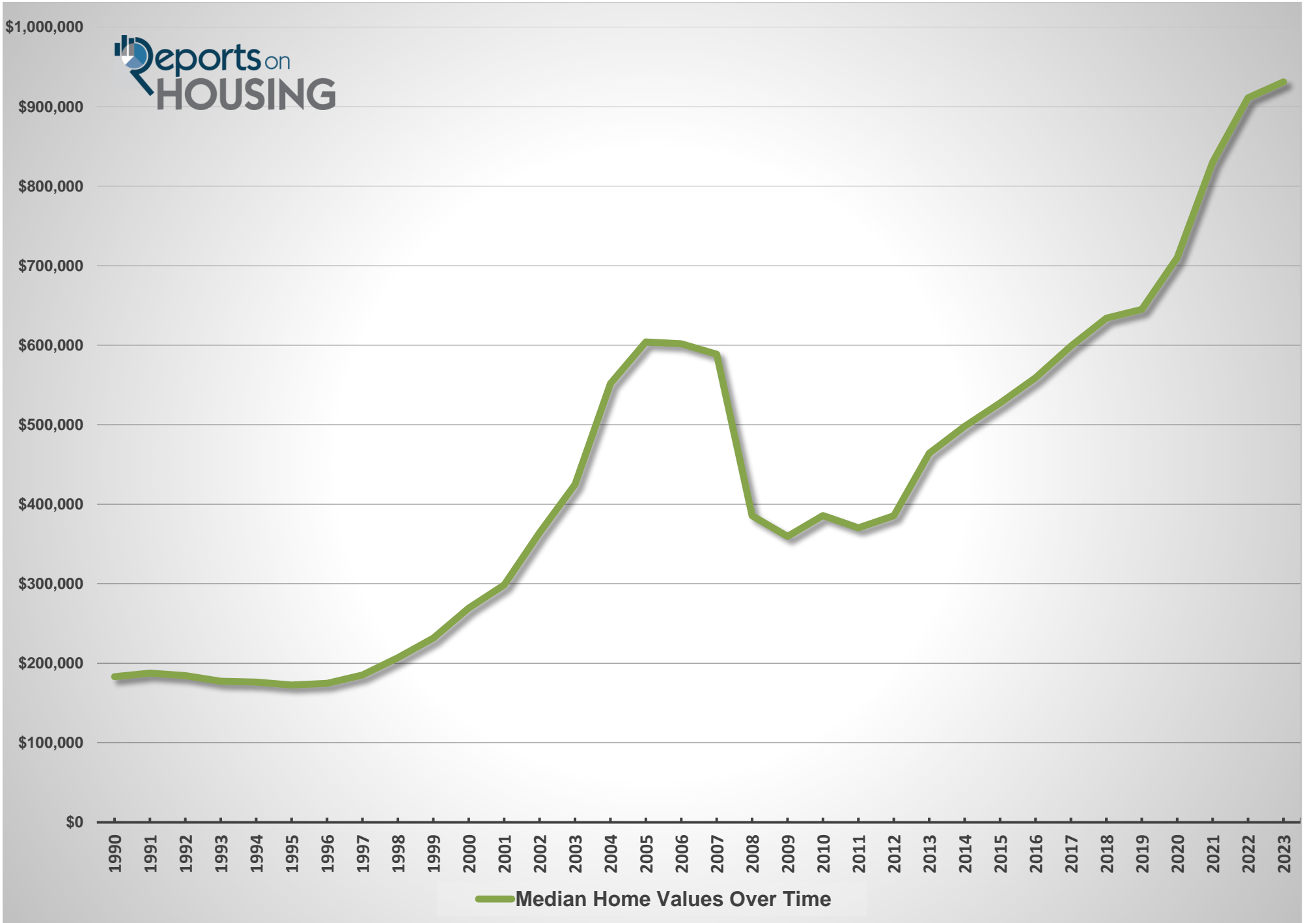
— 2021 Total Distressed Listings  
— 2022 Total Distressed Listings  
— 2023 Total Distressed Listings  
— 2024 Total Distressed Listings

# San Diego County Closed Distressed Sales

(Monthly)

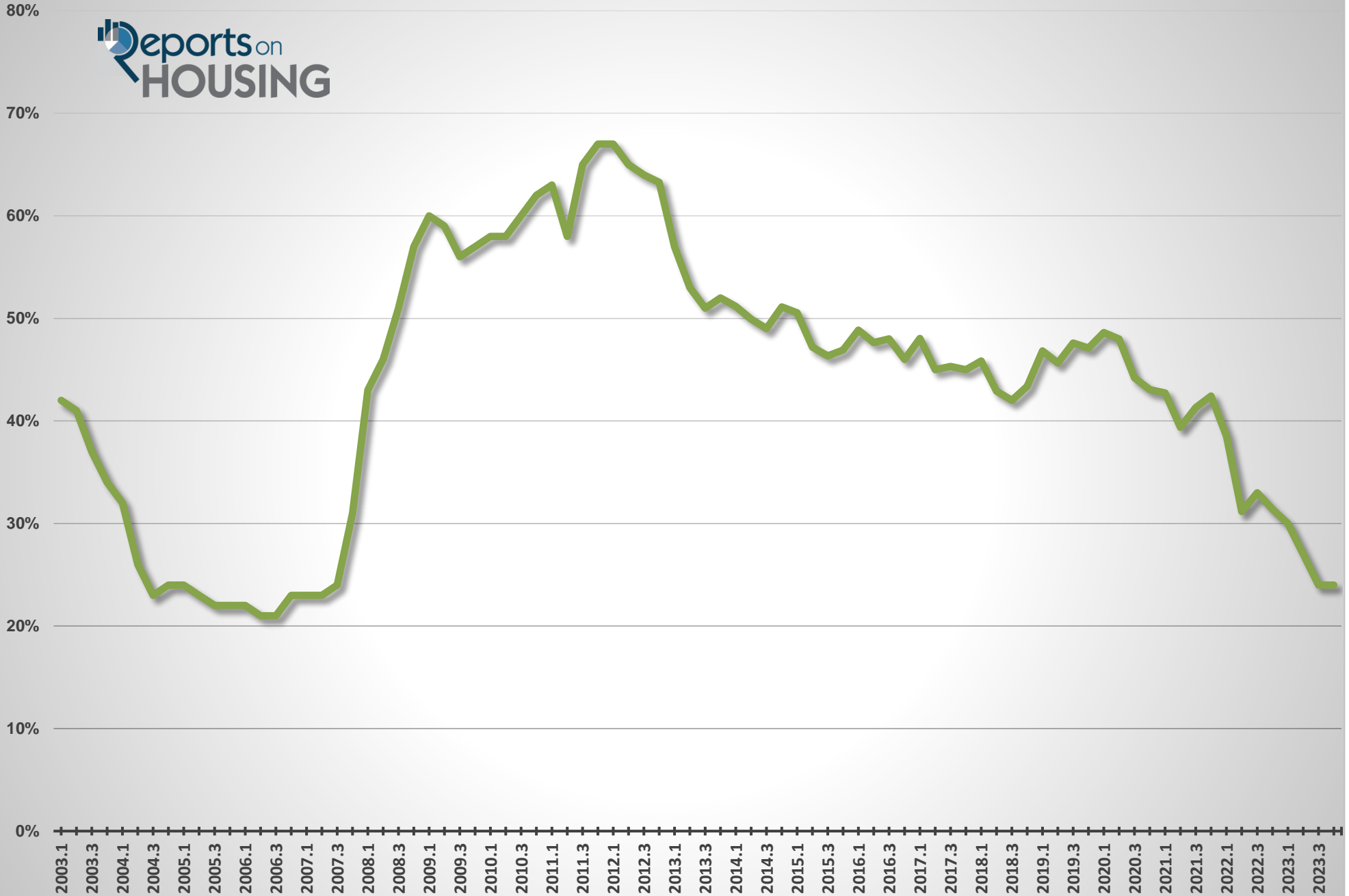


# SD Median Detached Home Value



— Median Home Values Over Time

# SD First Time Buyer Housing Affordability Index



— First Time Buyer Housing Affordability Index