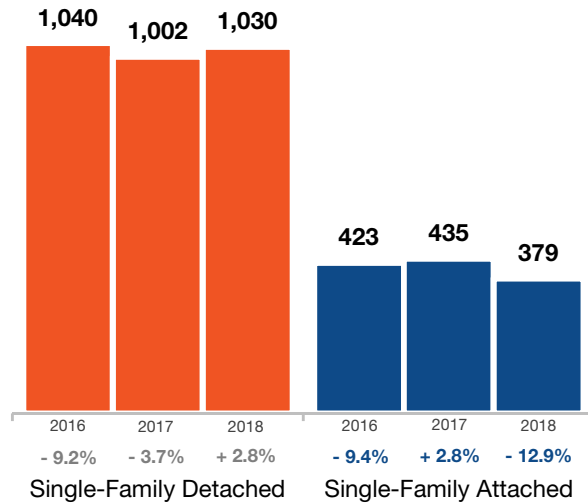


Pending Sales

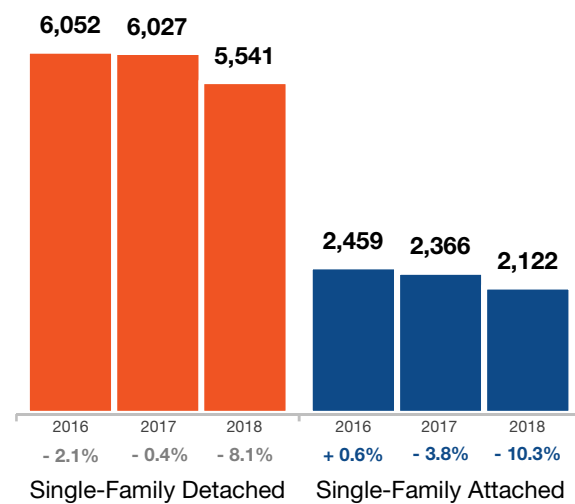
A count of the properties on which offers have been accepted in a given month.



June

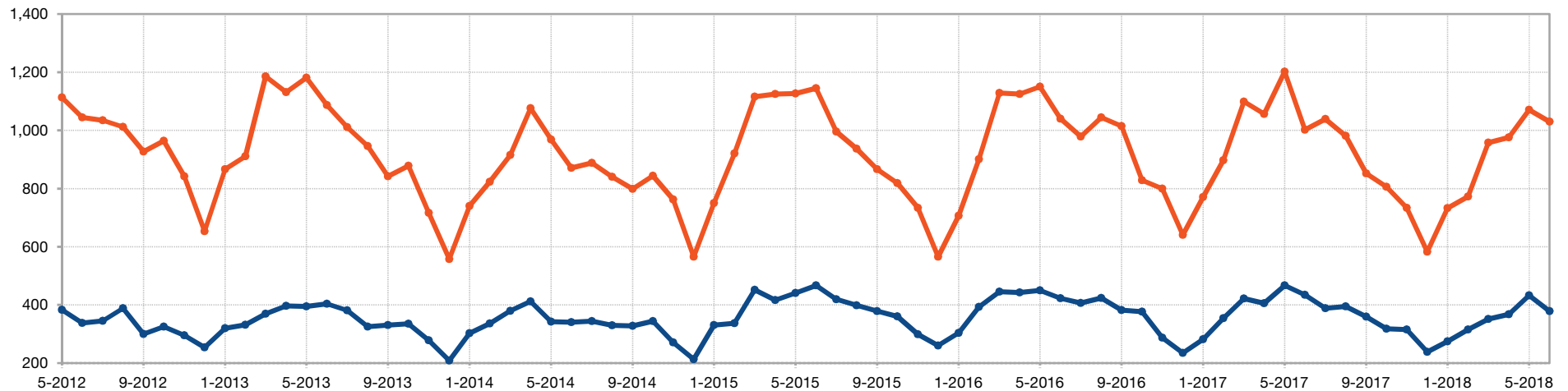


Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2017	1,039	+6.1%	389	-4.4%
Aug-2017	981	-6.1%	395	-6.8%
Sep-2017	852	-16.1%	360	-5.8%
Oct-2017	806	-2.8%	318	-15.6%
Nov-2017	734	-8.3%	315	+9.8%
Dec-2017	583	-9.0%	239	+1.7%
Jan-2018	733	-4.9%	275	-2.5%
Feb-2018	773	-13.8%	315	-11.0%
Mar-2018	958	-12.8%	352	-16.6%
Apr-2018	976	-7.6%	368	-9.4%
May-2018	1,071	-10.9%	433	-7.3%
Jun-2018	1,030	+2.8%	379	-12.9%
12-Month Avg	945	-7.1%	373	-7.6%

Historical Pending Sales by Month

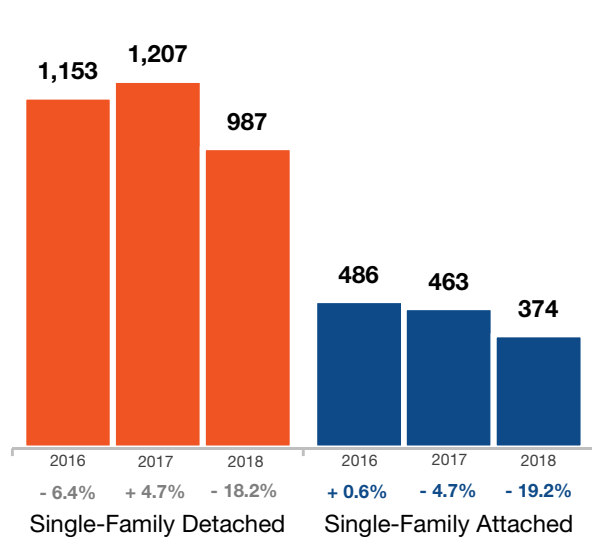


Closed Sales

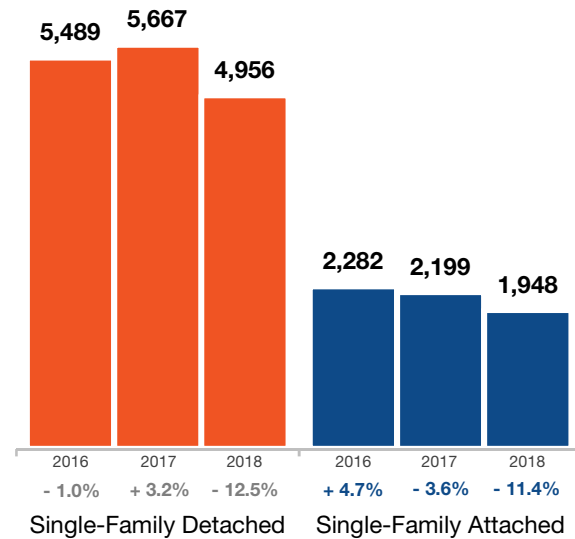
A count of the actual sales that closed in a given month.



June

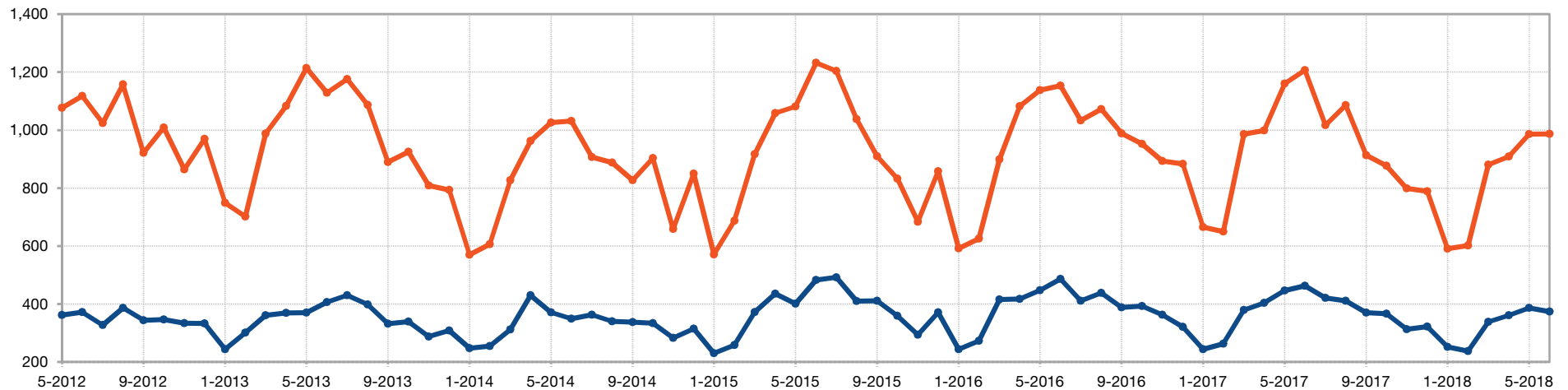


Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2017	1,017	-1.5%	421	+2.4%
Aug-2017	1,086	+1.3%	411	-6.2%
Sep-2017	913	-7.7%	370	-4.6%
Oct-2017	877	-7.9%	366	-6.9%
Nov-2017	799	-10.5%	313	-13.8%
Dec-2017	789	-10.6%	322	+0.3%
Jan-2018	591	-11.1%	252	+3.3%
Feb-2018	602	-7.4%	237	-9.9%
Mar-2018	881	-10.6%	338	-10.8%
Apr-2018	909	-9.0%	361	-10.6%
May-2018	986	-15.0%	386	-13.5%
Jun-2018	987	-18.2%	374	-19.2%
12-Month Avg	957	-9.2%	376	-8.0%

Historical Closed Sales by Month

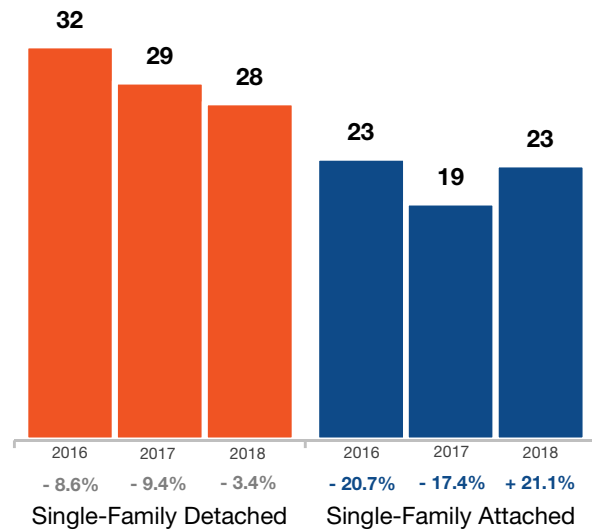


Days on Market Until Sale

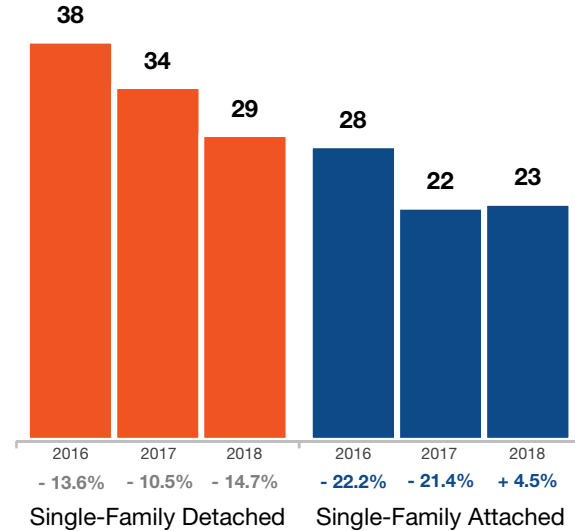
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



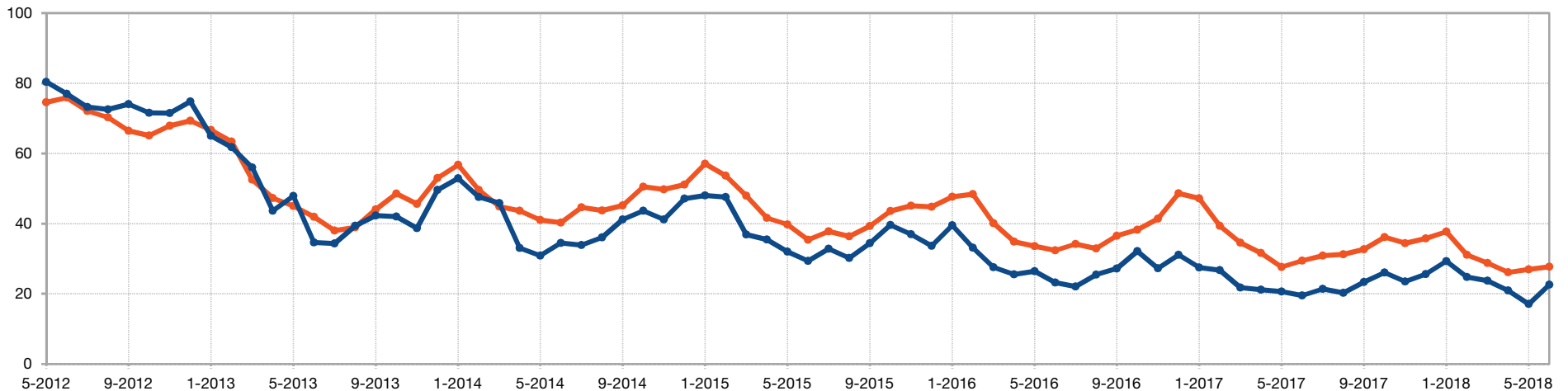
Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2017	31	-8.8%	21	-4.5%
Aug-2017	31	-6.1%	20	-20.0%
Sep-2017	33	-10.8%	23	-14.8%
Oct-2017	36	-5.3%	26	-18.8%
Nov-2017	34	-17.1%	23	-14.8%
Dec-2017	36	-26.5%	26	-16.1%
Jan-2018	38	-19.1%	29	+7.4%
Feb-2018	31	-20.5%	25	-7.4%
Mar-2018	29	-17.1%	24	+9.1%
Apr-2018	26	-18.8%	21	0.0%
May-2018	27	-3.6%	17	-19.0%
Jun-2018	28	-3.4%	23	+21.1%
12-Month Avg*	36	-13.0%	25	-7.9%

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

Historical Days on Market Until Sale by Month

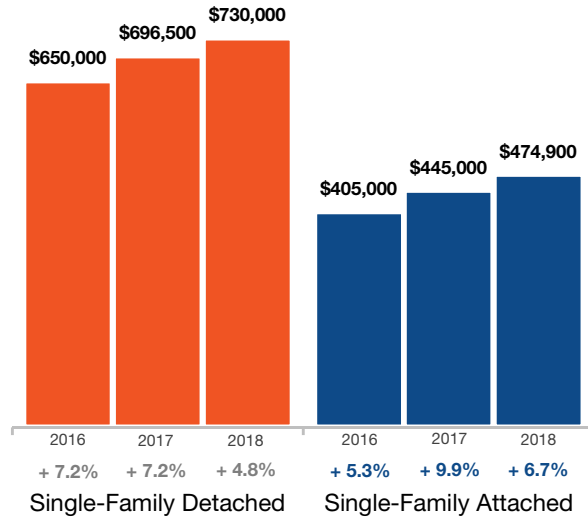


Median Sales Price

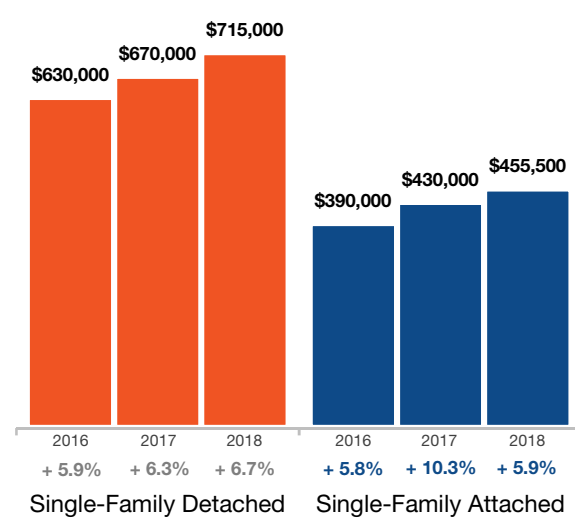
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



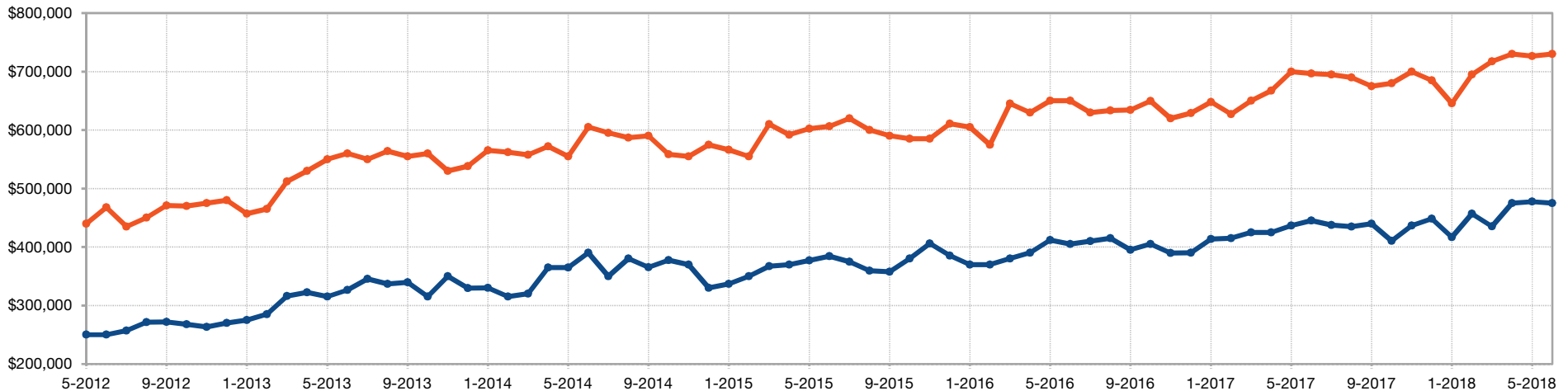
Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2017	\$695,000	+10.3%	\$437,500	+6.7%
Aug-2017	\$690,000	+8.9%	\$435,000	+4.8%
Sep-2017	\$675,000	+6.4%	\$440,000	+11.4%
Oct-2017	\$680,000	+4.7%	\$410,251	+1.3%
Nov-2017	\$700,000	+12.9%	\$436,500	+12.0%
Dec-2017	\$685,000	+8.9%	\$448,500	+15.0%
Jan-2018	\$645,500	-0.4%	\$417,000	+0.8%
Feb-2018	\$695,000	+10.8%	\$457,000	+10.1%
Mar-2018	\$717,500	+10.4%	\$435,500	+2.5%
Apr-2018	\$730,000	+9.4%	\$475,000	+11.8%
May-2018	\$726,250	+3.8%	\$477,500	+9.4%
Jun-2018	\$730,000	+4.8%	\$474,900	+6.7%
12-Month Avg*	\$650,000	+7.7%	\$415,000	+7.1%

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

Historical Median Sales Price by Month

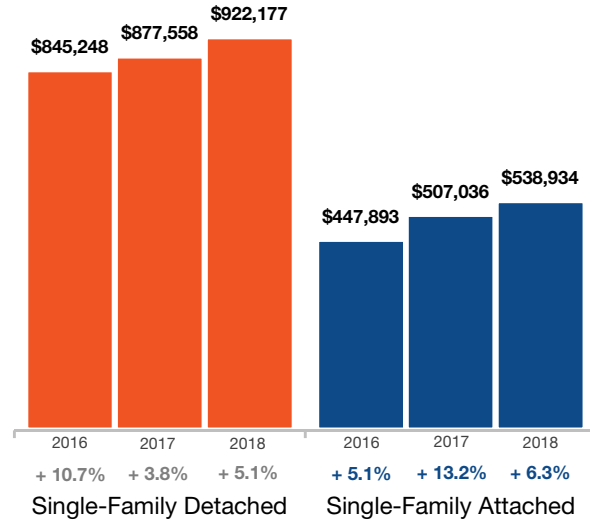


Average Sales Price

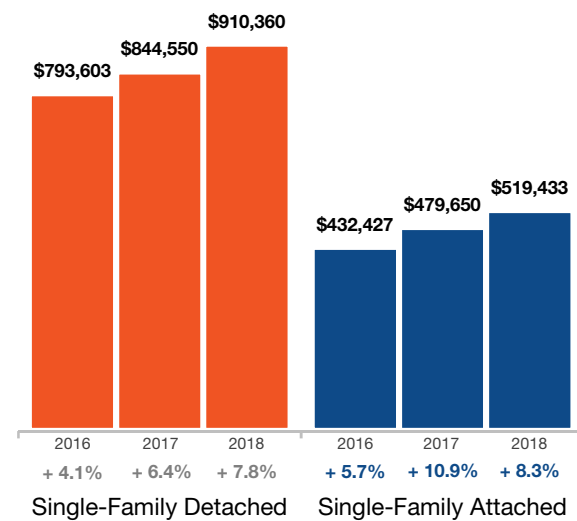
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



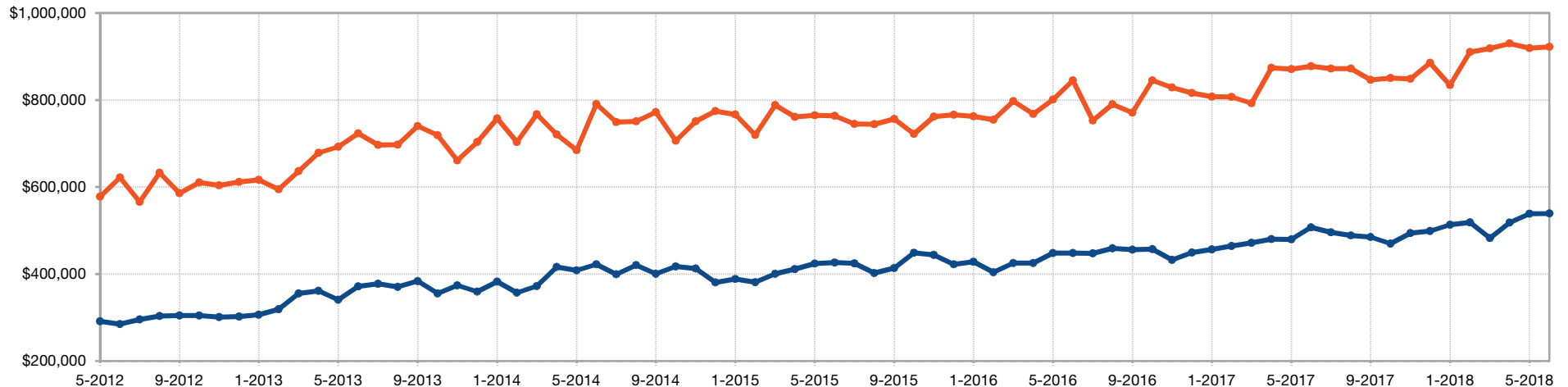
Year to Date



	Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2017		\$872,036	+15.9%	\$495,871	+10.8%
Aug-2017		\$872,020	+10.4%	\$488,333	+6.4%
Sep-2017		\$846,491	+9.8%	\$485,026	+6.3%
Oct-2017		\$850,443	+0.6%	\$469,877	+2.8%
Nov-2017		\$848,698	+2.4%	\$494,193	+14.3%
Dec-2017		\$885,442	+8.5%	\$498,955	+11.1%
Jan-2018		\$834,287	+3.3%	\$513,408	+12.4%
Feb-2018		\$910,417	+12.8%	\$518,780	+11.8%
Mar-2018		\$918,500	+15.9%	\$482,579	+2.3%
Apr-2018		\$929,777	+6.4%	\$517,909	+7.9%
May-2018		\$918,919	+5.5%	\$538,568	+12.3%
Jun-2018		\$922,177	+5.1%	\$538,934	+6.3%
12-Month Avg*		\$884,101	+7.8%	\$503,536	+8.2%

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

Historical Average Sales Price by Month



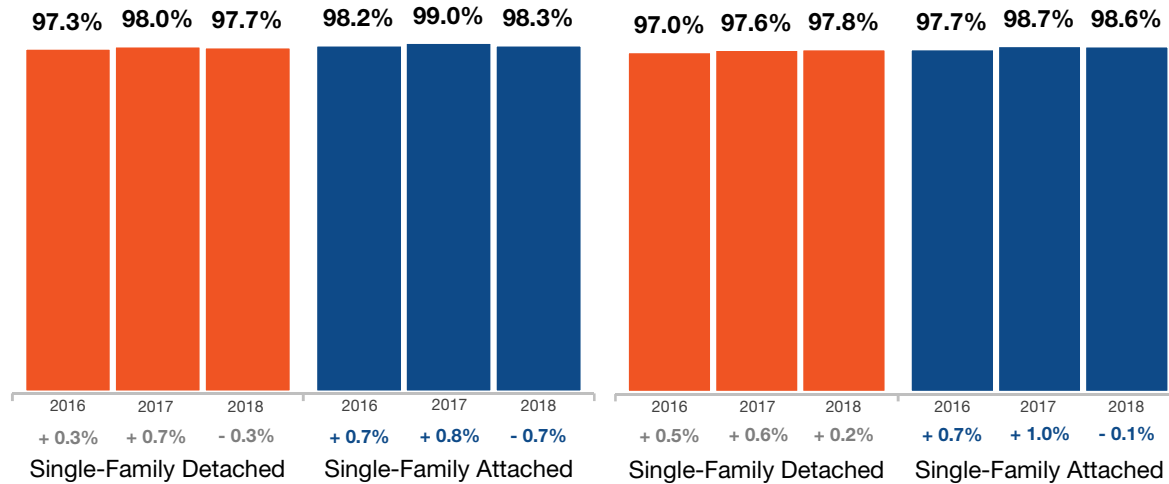
Percent of Original List Price Received



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.

June

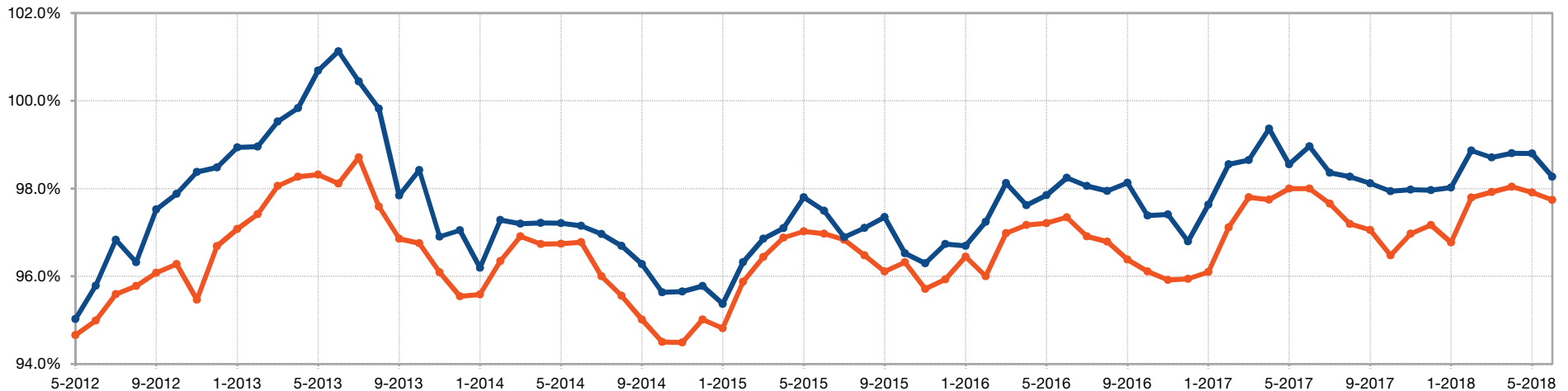
Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2017	97.7%	+0.8%	98.4%	+0.3%
Aug-2017	97.2%	+0.4%	98.3%	+0.4%
Sep-2017	97.1%	+0.7%	98.1%	0.0%
Oct-2017	96.5%	+0.4%	97.9%	+0.5%
Nov-2017	97.0%	+1.1%	98.0%	+0.6%
Dec-2017	97.2%	+1.4%	98.0%	+1.2%
Jan-2018	96.8%	+0.7%	98.0%	+0.4%
Feb-2018	97.8%	+0.7%	98.9%	+0.4%
Mar-2018	97.9%	+0.1%	98.7%	+0.1%
Apr-2018	98.0%	+0.3%	98.8%	-0.6%
May-2018	97.9%	-0.1%	98.8%	+0.2%
Jun-2018	97.7%	-0.3%	98.3%	-0.7%
12-Month Avg*	97.4%	+0.5%	98.3%	+0.2%

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

Historical Percent of Original List Price Received by Month



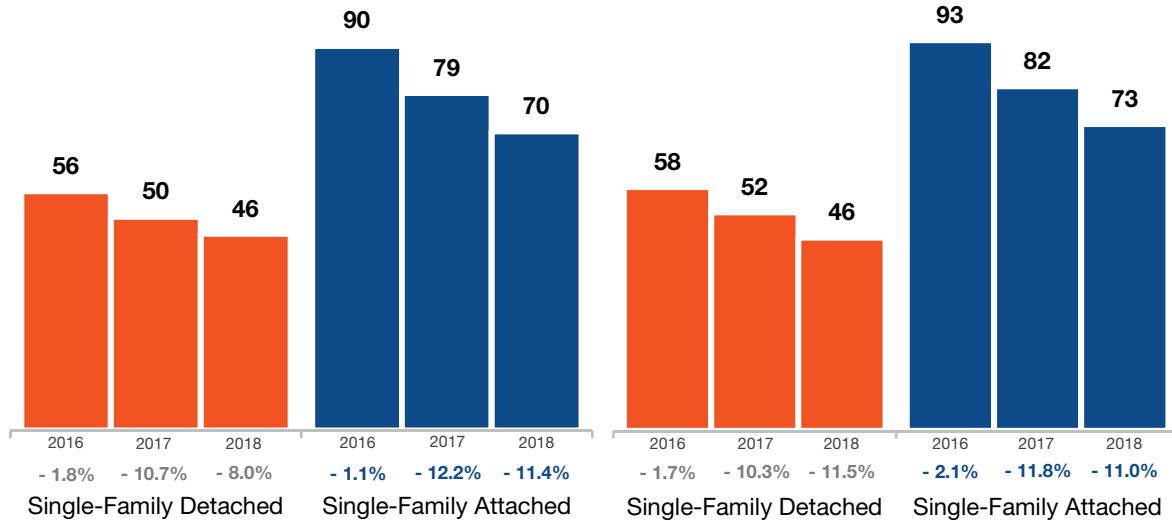
Housing Affordability Index



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.

June

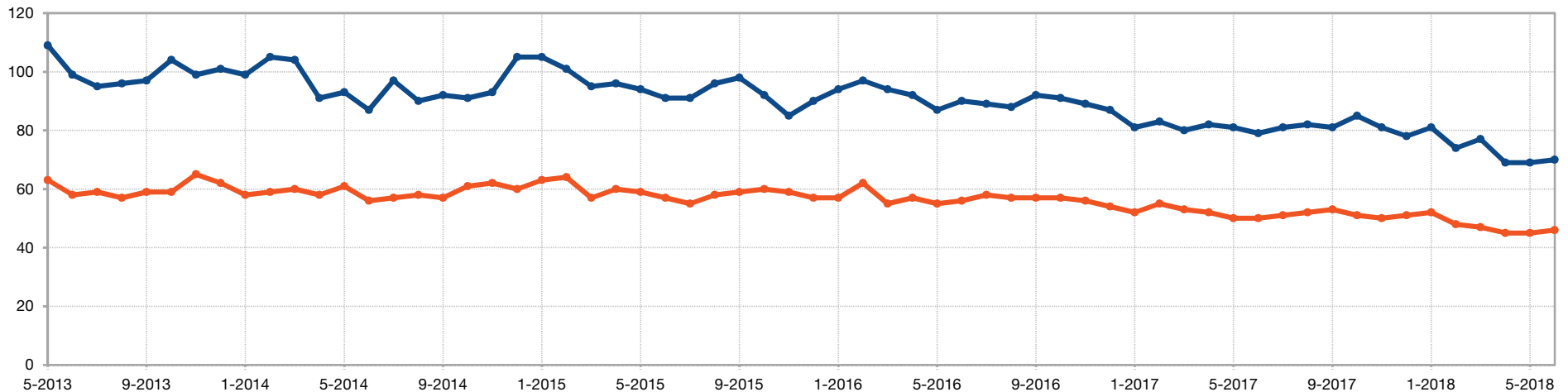
Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2017	51	-12.1%	81	-9.0%
Aug-2017	52	-8.8%	82	-6.8%
Sep-2017	53	-7.0%	81	-12.0%
Oct-2017	51	-10.5%	85	-6.6%
Nov-2017	50	-10.7%	81	-9.0%
Dec-2017	51	-5.6%	78	-10.3%
Jan-2018	52	0.0%	81	0.0%
Feb-2018	48	-12.7%	74	-10.8%
Mar-2018	47	-11.3%	77	-3.8%
Apr-2018	45	-13.5%	69	-15.9%
May-2018	45	-10.0%	69	-14.8%
Jun-2018	46	-8.0%	70	-11.4%
12-Month Avg*	49	-15.2%	77	-17.8%

* Affordability Index for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

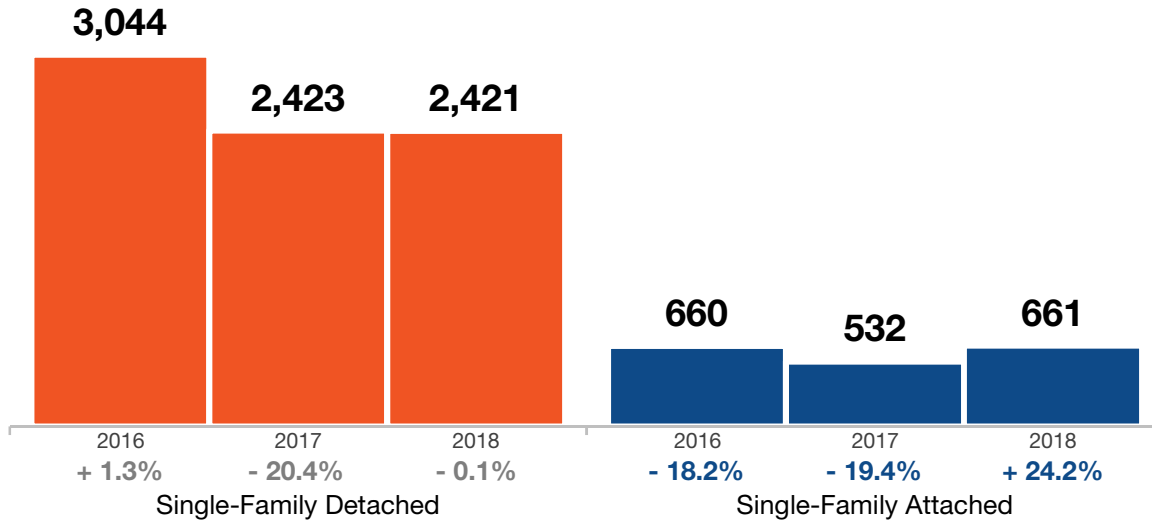


Inventory of Homes for Sale

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

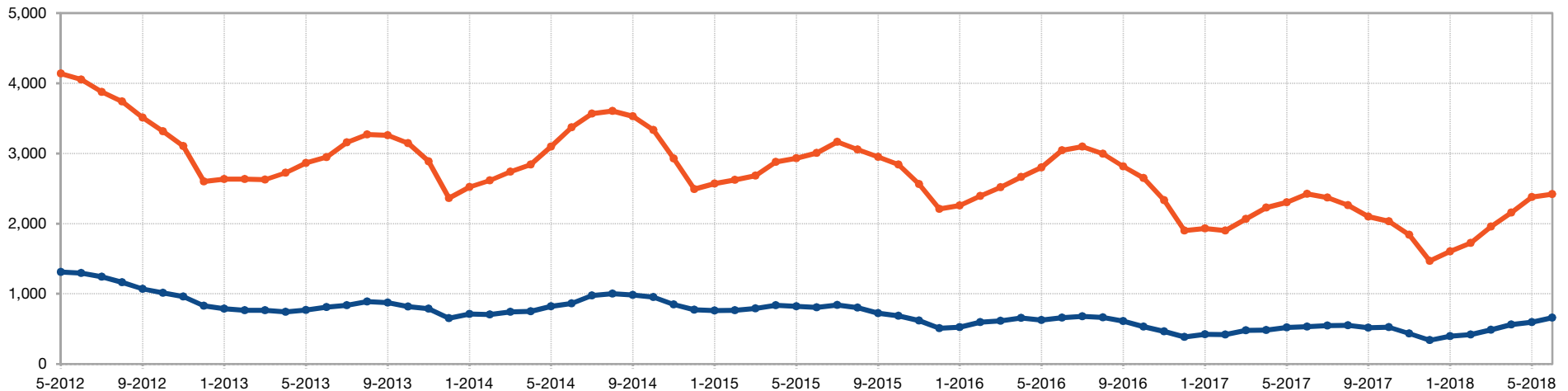


June



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2017	2,369	-23.5%	545	-19.5%
Aug-2017	2,262	-24.5%	549	-17.3%
Sep-2017	2,101	-25.4%	517	-15.4%
Oct-2017	2,033	-23.2%	525	-1.5%
Nov-2017	1,839	-21.2%	434	-6.7%
Dec-2017	1,467	-22.8%	338	-12.2%
Jan-2018	1,605	-16.9%	396	-5.9%
Feb-2018	1,723	-9.4%	419	+0.2%
Mar-2018	1,958	-5.3%	485	+1.3%
Apr-2018	2,157	-3.1%	561	+16.4%
May-2018	2,380	+3.3%	594	+14.2%
Jun-2018	2,421	-0.1%	661	+24.2%
12-Month Avg	2,387	-15.1%	516	-2.6%

Historical Inventory of Homes for Sale by Month

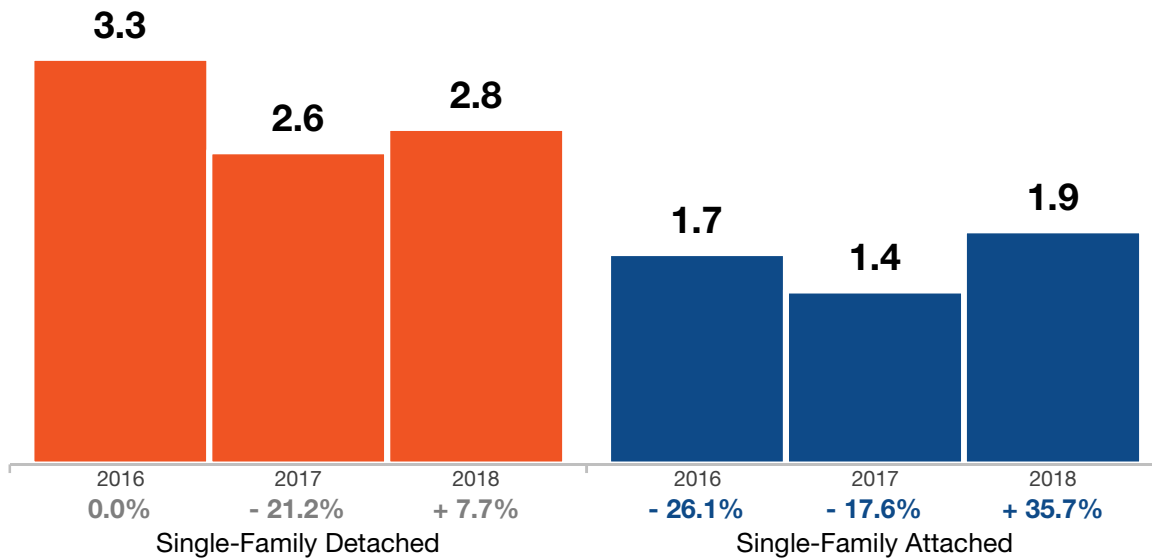


Months Supply of Inventory



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.

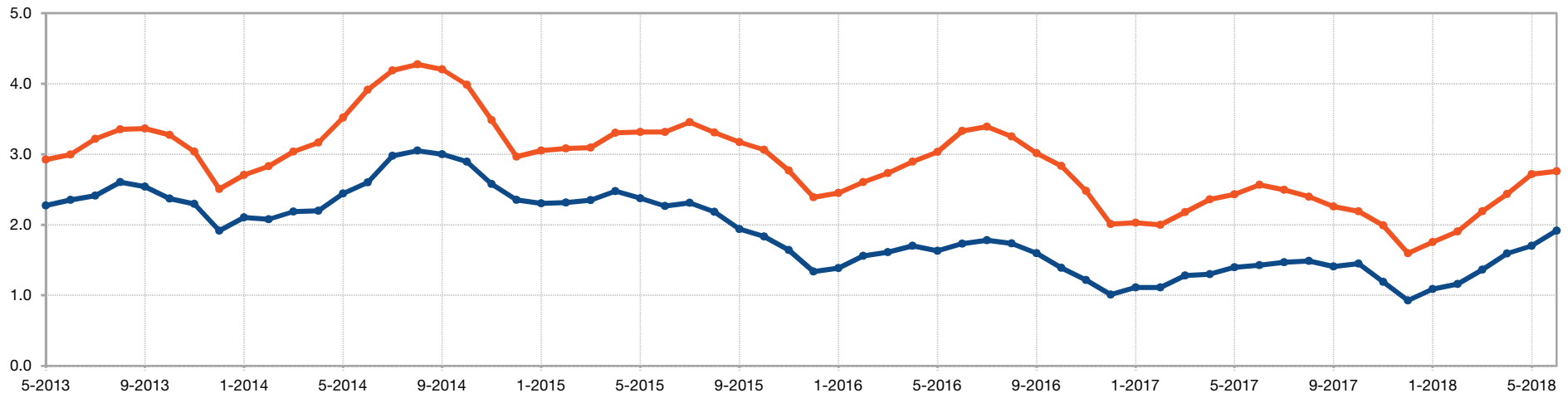
June



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2017	2.5	-26.5%	1.5	-16.7%
Aug-2017	2.4	-27.3%	1.5	-11.8%
Sep-2017	2.3	-23.3%	1.4	-12.5%
Oct-2017	2.2	-21.4%	1.4	0.0%
Nov-2017	2.0	-20.0%	1.2	0.0%
Dec-2017	1.6	-20.0%	0.9	-10.0%
Jan-2018	1.8	-10.0%	1.1	0.0%
Feb-2018	1.9	-5.0%	1.2	+9.1%
Mar-2018	2.2	0.0%	1.4	+7.7%
Apr-2018	2.4	0.0%	1.6	+23.1%
May-2018	2.7	+12.5%	1.7	+21.4%
Jun-2018	2.8	+7.7%	1.9	+35.7%
12-Month Avg*	2.5	-12.6%	1.4	+2.4%

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

Historical Months Supply of Inventory by Month



All Properties Combined

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

North San Diego County
Association of REALTORS®



HOMEDEX

Key Metrics	Historical Sparkbars			6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	06-2016	06-2017	06-2018						
New Listings				2,017	2,074	+ 2.8%	11,462	11,453	- 0.1%
Pending Sales				1,437	1,409	- 1.9%	8,393	7,663	- 8.7%
Closed Sales				1,670	1,361	- 18.5%	7,866	6,904	- 12.2%
Days on Market				27	26	- 3.7%	30	27	- 10.0%
Median Sales Price				\$615,000	\$659,000	+ 7.2%	\$595,000	\$632,500	+ 6.3%
Average Sales Price				\$774,832	\$816,862	+ 5.4%	\$742,539	\$800,042	+ 7.7%
Pct. of Orig. Price Received				98.3%	97.9%	- 0.4%	97.9%	98.0%	+ 0.1%
Housing Affordability Index				57	50	- 12.3%	59	53	- 10.2%
Inventory of Homes for Sale				2,955	3,082	+ 4.3%	--	--	--
Months Supply of Inventory				2.2	2.5	+ 13.6%	--	--	--