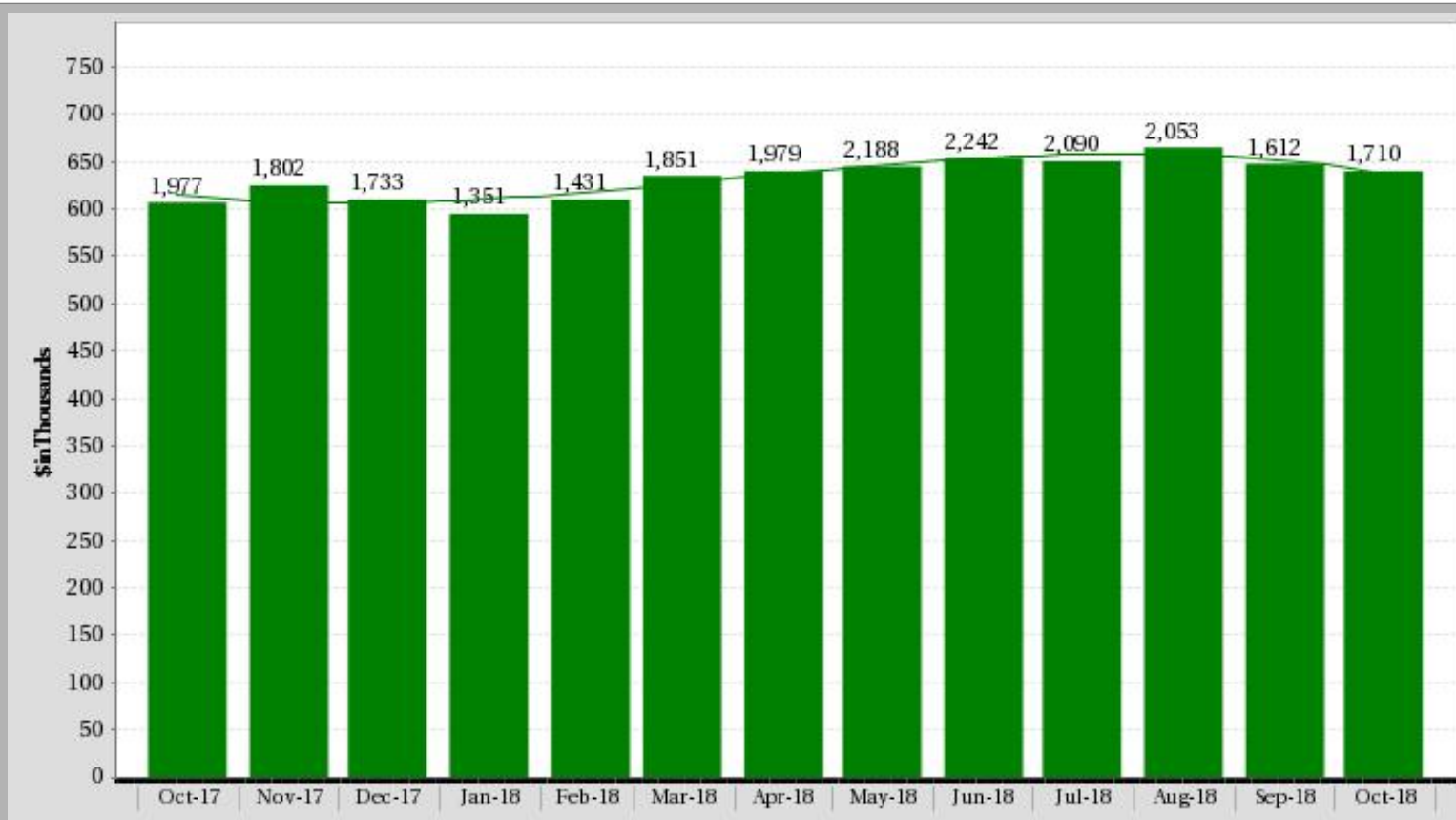


## Median Sold Price by Month

Oct-2017 vs Oct-2018: The median sold price is up 5%



### Oct-2017 vs. Oct-2018

Oct-2017	Oct-2018	Change	%
607,000	640,000	33,000	5



Property Types:	: Single Family Residential		Bedrooms: All	SqFt: All
Counties:	: San Diego		Bathrooms: All	Lot Size: All Square Footage
MLS: SDMLS	Price: All	Period: 1 Year Monthly		
		Construction Type: All		

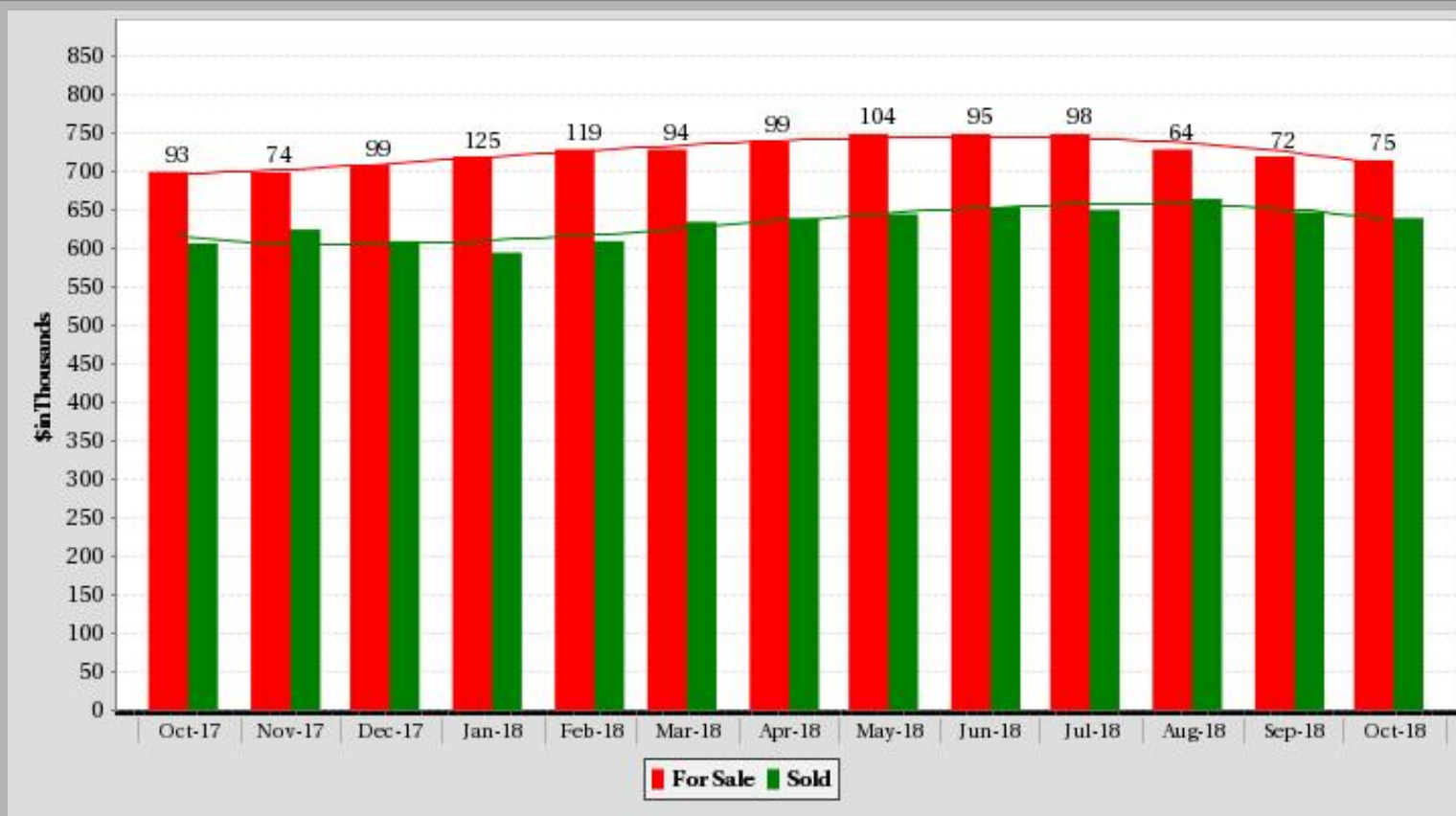
## Median Sold Price by Month

Oct-2017 vs Oct-2018: The median sold price is up 5%

Time Period	Sold Median Price	Units	Avg DOM
Oct-18	640,000	1,710	40
Sep-18	647,700	1,612	37
Aug-18	665,000	2,053	36
Jul-18	650,500	2,090	35
Jun-18	654,000	2,242	31
May-18	645,000	2,188	32
Apr-18	640,000	1,979	32
Mar-18	635,000	1,851	33
Feb-18	610,000	1,431	37
Jan-18	595,000	1,351	43
Dec-17	610,000	1,733	42
Nov-17	625,000	1,802	39
Oct-17	607,000	1,977	37

### Median For Sale vs Median Sold

Oct-2017 vs Oct-2018: The median price of for sale properties is up 2% and the median price of sold properties is up 5%



Oct-2017 vs. Oct-2018						Oct-2017 vs. Oct-2018			
Oct-2017	Oct-2018	Change	%			Oct-2017	Oct-2018	Change	%
699,900	714,999	15,099	2			607,000	640,000	33,000	5

Property Types: : Single Family Residential  
 Counties: San Diego  
 MLS: SDMLS Price: All  
 Period: 1 Year Monthly  
 Construction Type: All  
 Bedrooms: All  
 Bathrooms: All  
 SqFt: All  
 Lot Size: All Square Footage

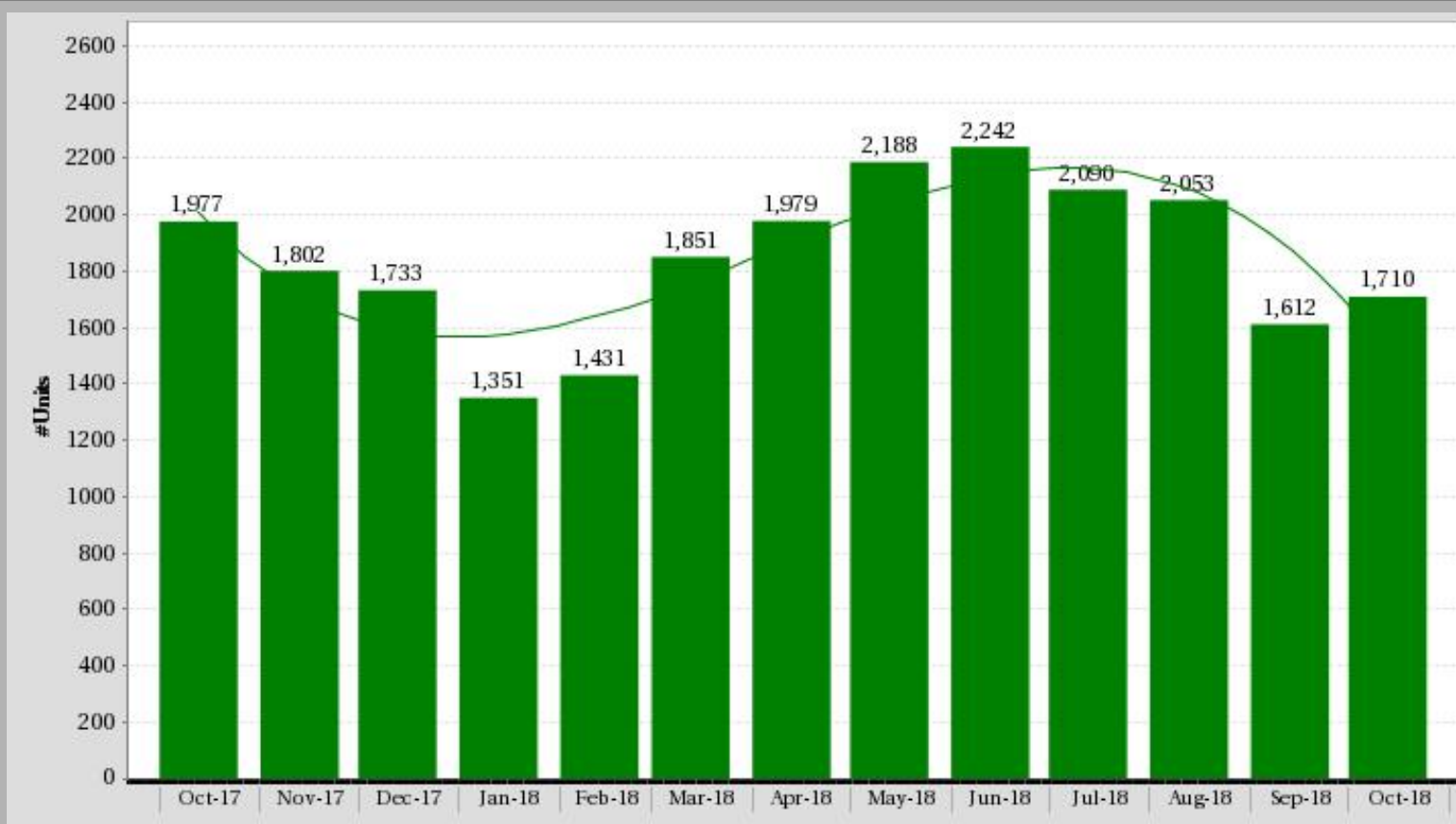
## Median For Sale vs Median Sold

Oct-2017 vs Oct-2018: The median price of for sale properties is up 2% and the median price of sold properties is up 5%


Time Period	For Sale Median	# Properties For Sale	Sold Median	# Properties Sold	Price Difference
Oct-18	714,999	8,475	640,000	1,710	-74,999
Sep-18	719,900	8,381	647,700	1,612	-72,200
Aug-18	729,000	8,625	665,000	2,053	-64,000
Jul-18	749,000	8,220	650,500	2,090	-98,500
Jun-18	749,000	7,993	654,000	2,242	-95,000
May-18	749,000	7,790	645,000	2,188	-104,000
Apr-18	739,000	7,176	640,000	1,979	-99,000
Mar-18	729,000	6,702	635,000	1,851	-94,000
Feb-18	729,000	5,849	610,000	1,431	-119,000
Jan-18	719,900	5,748	595,000	1,351	-124,900
Dec-17	709,000	5,151	610,000	1,733	-99,000
Nov-17	699,000	6,213	625,000	1,802	-74,000
Oct-17	699,900	6,903	607,000	1,977	-92,900

## Sold Properties by Month

Oct-2017 vs Oct-2018: The number of Sold properties is down -14%



Oct-2017 vs. Oct-2018			
Oct-2017	Oct-2018	Change	%
1,977	1,710	-267	-14



Property Types:	: Single Family Residential			
Counties:	San Diego			
MLS: SDMLS	Price: All	Period: 1 Year Monthly	Bedrooms: All	SqFt: All
		Construction Type: All	Bathrooms: All	Lot Size: All Square Footage

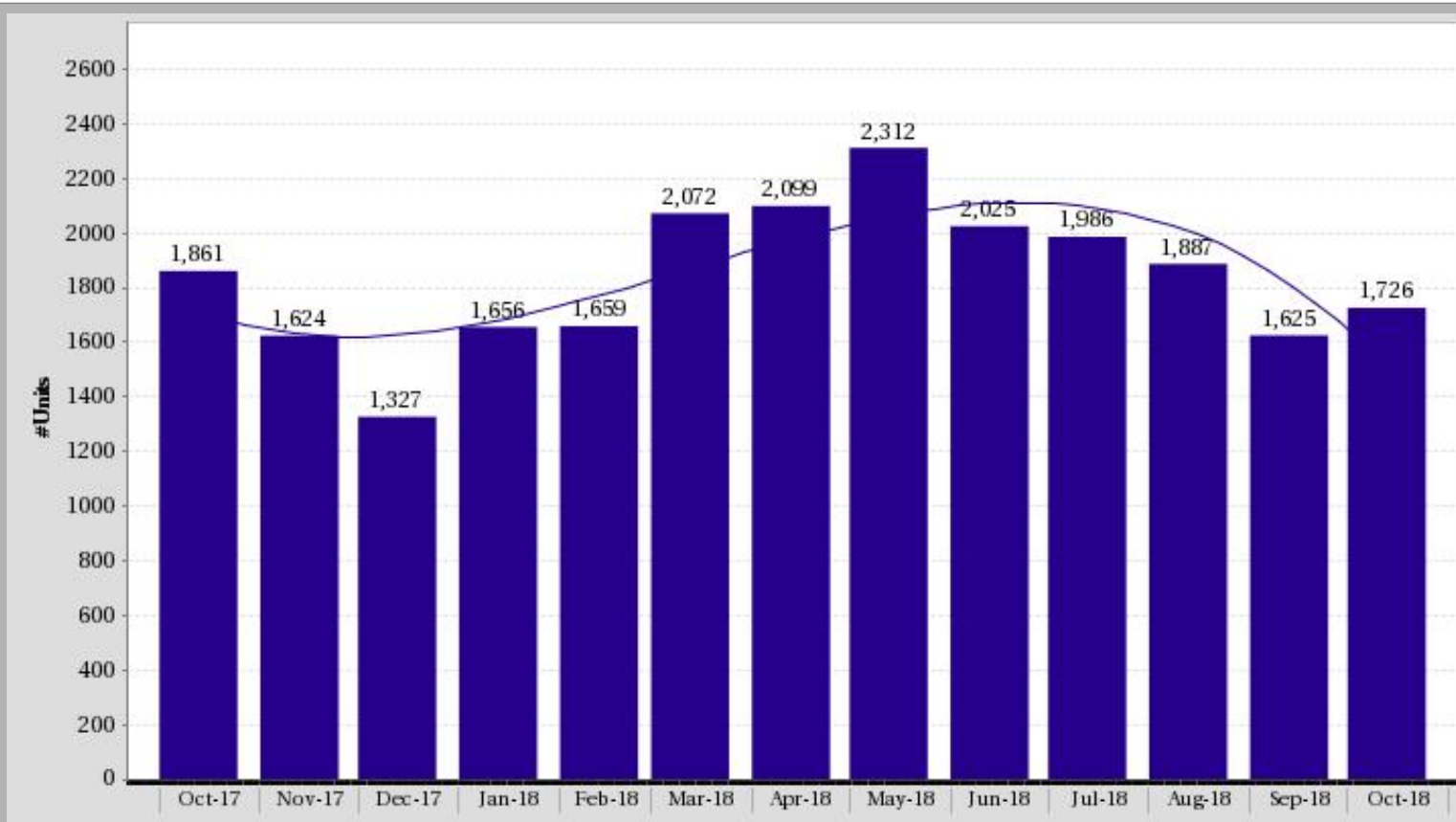
## Sold Properties by Month

Oct-2017 vs Oct-2018: The number of Sold properties is down -14%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	Units	Median Price	Avg DOM	Units	% Bank	Median Price	Units	% Non-Bank	Median Price
Oct-18	1,710	640,000	40	27	1.6	435,000	1,683	98.4	645,000
Sep-18	1,612	647,700	37	22	1.4	465,000	1,590	98.6	649,700
Aug-18	2,053	665,000	36	27	1.3	447,825	2,026	98.7	666,800
Jul-18	2,090	650,500	35	37	1.8	485,000	2,053	98.2	655,000
Jun-18	2,242	654,000	31	28	1.2	457,450	2,214	98.8	655,000
May-18	2,188	645,000	32	30	1.4	550,375	2,158	98.6	645,000
Apr-18	1,979	640,000	32	35	1.8	485,000	1,944	98.2	645,000
Mar-18	1,851	635,000	33	26	1.4	488,500	1,825	98.6	635,000
Feb-18	1,431	610,000	37	31	2.2	506,000	1,400	97.8	615,000
Jan-18	1,351	595,000	43	33	2.4	500,000	1,318	97.6	597,500
Dec-17	1,733	610,000	42	34	2.0	445,500	1,699	98.0	615,000
Nov-17	1,802	625,000	39	57	3.2	459,000	1,745	96.8	627,000
Oct-17	1,977	607,000	37	41	2.1	477,500	1,936	97.9	610,500

## Under Contract Properties by Month

Oct-2017 vs Oct-2018: The number of Under Contract properties is down -7%



### Oct-2017 vs. Oct-2018

Oct-2017	Oct-2018	Change	%
1,861	1,726	-135	-7



Property Types: : Single Family Residential  
 Counties: San Diego  
 Price: All Bedrooms: All Bathrooms: All SqFt: All  
 MLS: SDMLS Period: 1 Year Monthly Construction Type: All Lot Size: All Square Footage

## Under Contract Properties by Month

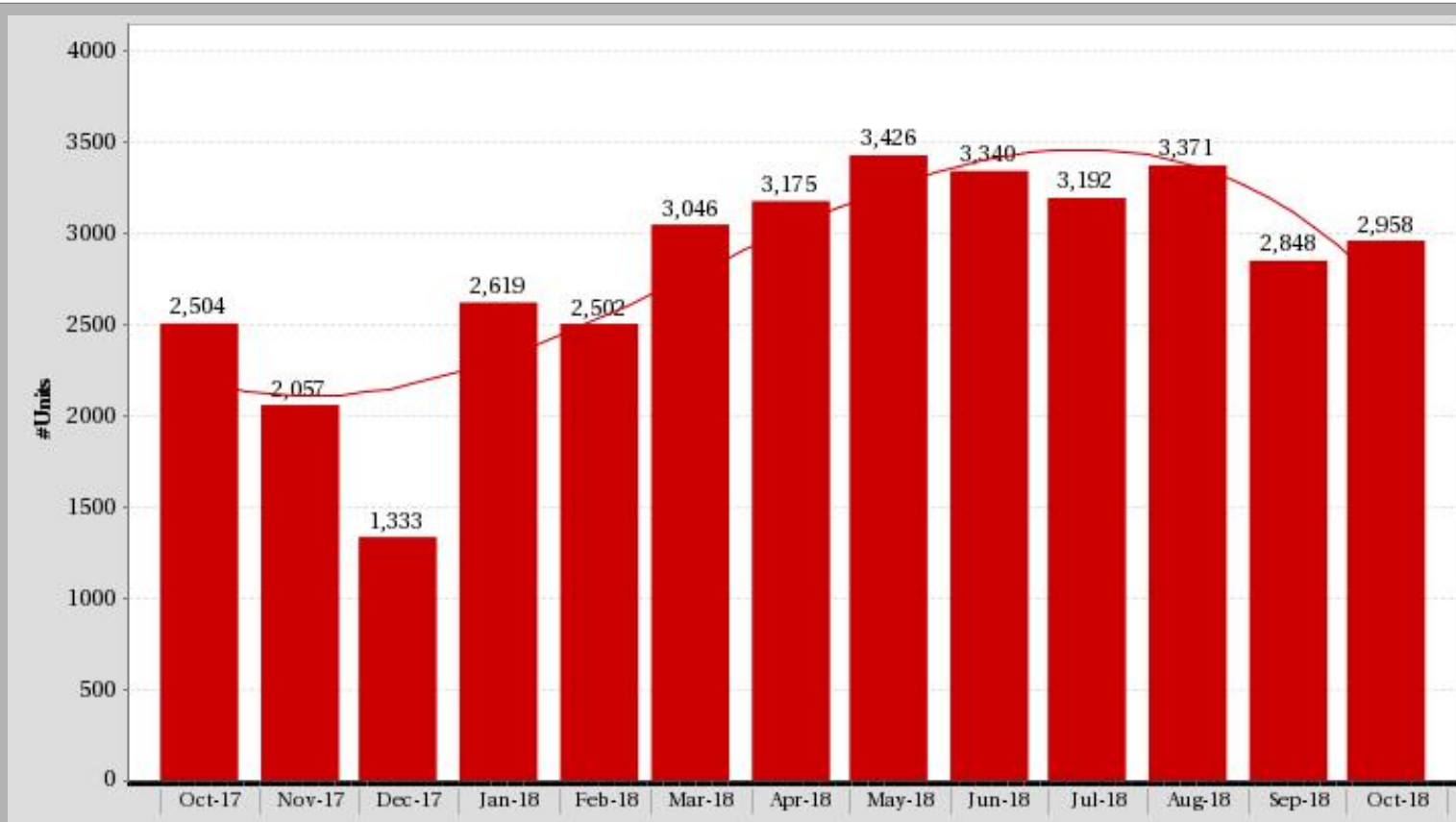
Oct-2017 vs Oct-2018: The number of Under Contract properties is down -7%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	Units	Median Price	Avg DOM	Units	% Bank	Median Price	Units	% Non-Bank	Median Price
Oct-18	1,726	639,900	44	47	2.7	509,000	1,679	97.3	645,000
Sep-18	1,625	650,000	41	36	2.2	452,500	1,589	97.8	655,000
Aug-18	1,887	649,000	36	31	1.6	450,000	1,856	98.4	649,900
Jul-18	1,986	665,000	35	38	1.9	450,000	1,948	98.1	670,000
Jun-18	2,025	659,000	35	29	1.4	465,000	1,996	98.6	659,950
May-18	2,312	659,000	32	24	1.0	511,950	2,288	99.0	659,450
Apr-18	2,099	649,999	31	32	1.5	572,000	2,067	98.5	649,999
Mar-18	2,072	649,000	32	34	1.6	480,000	2,038	98.4	649,900
Feb-18	1,659	639,000	33	28	1.7	472,450	1,631	98.3	639,900
Jan-18	1,656	620,000	38	42	2.5	476,000	1,614	97.5	625,000
Dec-17	1,327	614,900	44	35	2.6	560,000	1,292	97.4	615,000
Nov-17	1,624	615,000	42	43	2.6	459,000	1,581	97.4	619,000
Oct-17	1,861	629,000	37	40	2.1	464,900	1,821	97.9	629,900



## New Properties by Month

Oct-2017 vs Oct-2018: The number of New properties is up 18%



Oct-2017 vs. Oct-2018			
Oct-2017	Oct-2018	Change	%
2,504	2,958	454	18



Property Types:	: Single Family Residential	Period: 1 Year Monthly	Bedrooms: All	SqFt: All
Counties:	San Diego	Construction Type: All	Bathrooms: All	Lot Size: All Square Footage
MLS: SDMLS	Price: All			

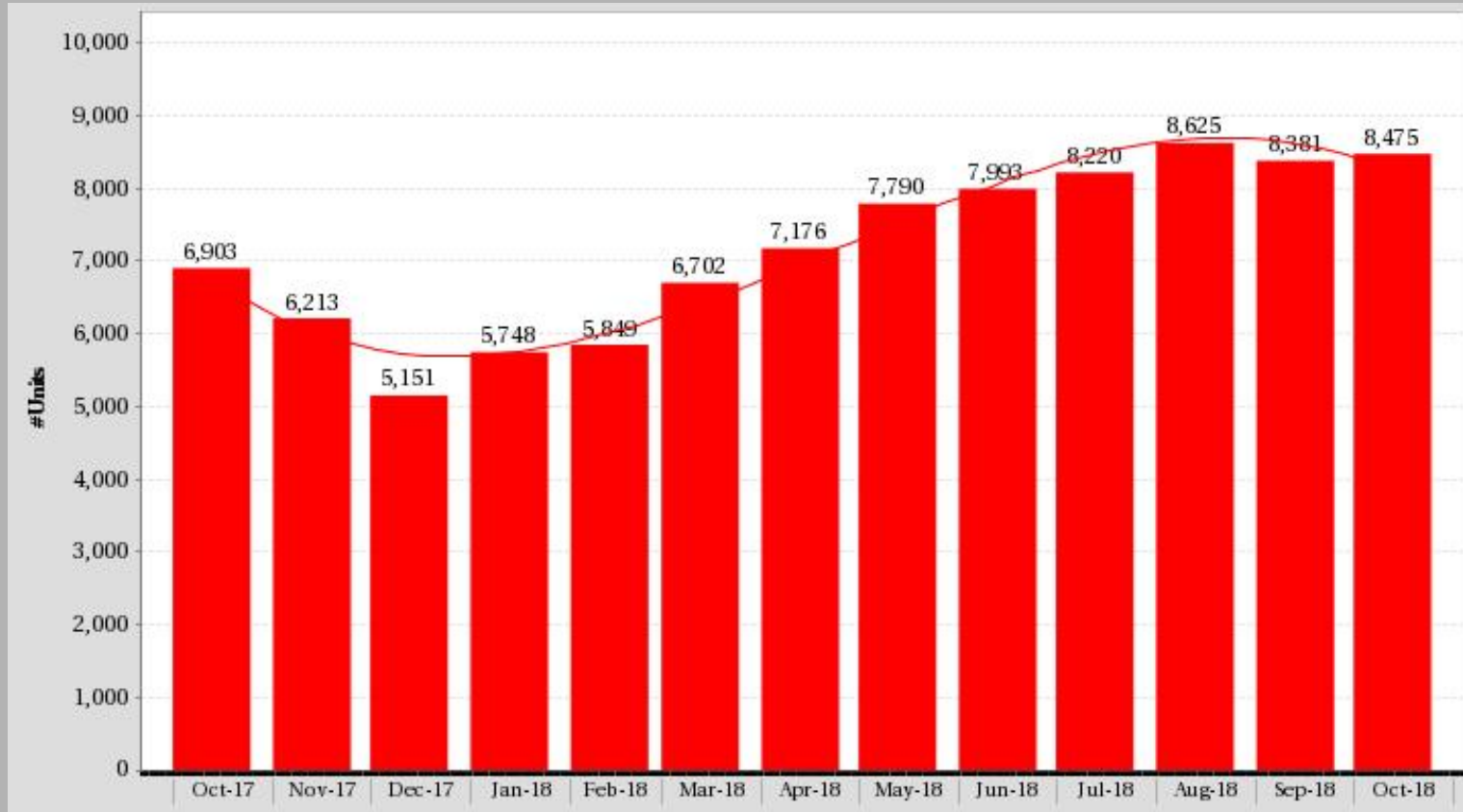
## New Properties by Month

Oct-2017 vs Oct-2018: The number of New properties is up 18%

Time Period	Full Market		Bank Properties			Non-Bank Properties		
	Units	Median Price	Units	% Bank	Median Price	Units	% Non-Bank	Median Price
Oct-18	2,958	669,000	40	1.4	587,000	2,918	98.6	669,000
Sep-18	2,848	671,500	53	1.9	525,000	2,795	98.1	675,000
Aug-18	3,371	670,000	61	1.8	500,000	3,310	98.2	675,000
Jul-18	3,192	689,000	41	1.3	549,000	3,151	98.7	690,000
Jun-18	3,340	690,000	44	1.3	574,500	3,296	98.7	690,950
May-18	3,426	699,000	36	1.1	430,000	3,390	98.9	699,000
Apr-18	3,175	695,000	34	1.1	542,500	3,141	98.9	695,000
Mar-18	3,046	689,900	38	1.2	507,450	3,008	98.8	690,000
Feb-18	2,502	679,900	54	2.2	500,000	2,448	97.8	685,000
Jan-18	2,619	679,000	54	2.1	479,000	2,565	97.9	679,900
Dec-17	1,333	625,000	41	3.1	539,000	1,292	96.9	625,000
Nov-17	2,057	635,000	49	2.4	472,000	2,008	97.6	638,450
Oct-17	2,504	649,000	56	2.2	487,200	2,448	97.8	649,900

## For Sale Properties by Month

Oct-2017 vs Oct-2018: The number of For Sale properties is up 23%



### Oct-2017 vs. Oct-2018

Oct-2017	Oct-2018	Change	%
6,903	8,475	1,572	23



Property Types:	: Single Family Residential		Bedrooms: All	SqFt: All
Counties:	San Diego		Bathrooms: All	Lot Size: All Square Footage
MLS: SDMLS	Price: All	Period: 1 Year Monthly		
		Construction Type: All		

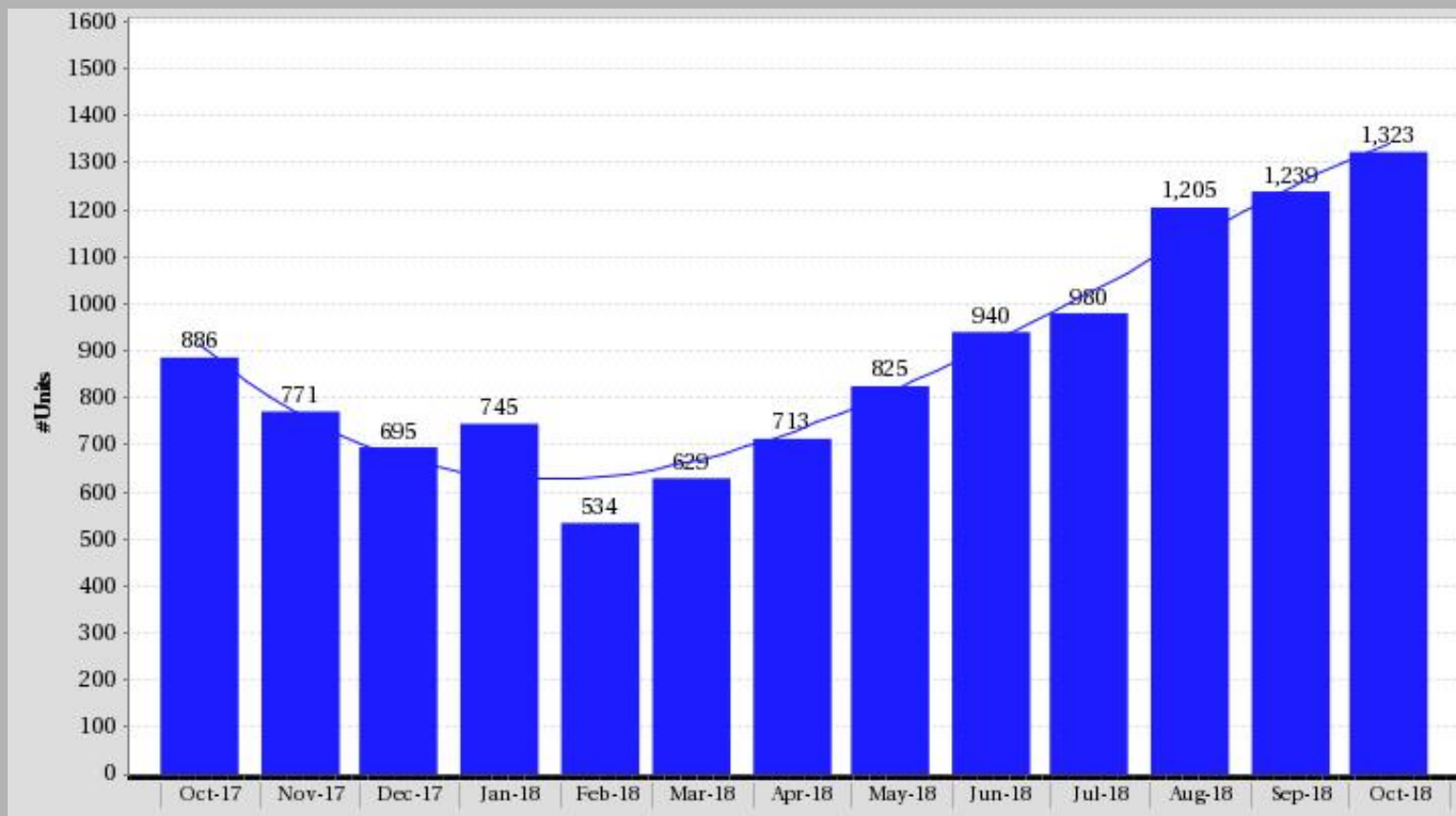
## For Sale Properties by Month

Oct-2017 vs Oct-2018: The number of For Sale properties is up 23%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	Units	Median Price	Avg DOM	Units	% Bank	Median Price	Units	% Non-Bank	Median Price
Oct-18	8,475	714,999	60	153	1.8	540,000	8,322	98.2	719,444
Sep-18	8,381	719,900	59	168	2.0	525,000	8,213	98.0	725,000
Aug-18	8,625	729,000	55	163	1.9	535,000	8,462	98.1	729,900
Jul-18	8,220	749,000	55	162	2.0	525,000	8,058	98.0	749,000
Jun-18	7,993	749,000	53	166	2.1	507,450	7,827	97.9	749,900
May-18	7,790	749,000	53	166	2.1	497,250	7,624	97.9	749,900
Apr-18	7,176	739,000	54	176	2.5	514,950	7,000	97.5	745,000
Mar-18	6,702	729,000	55	191	2.8	499,000	6,511	97.2	739,000
Feb-18	5,849	729,000	60	200	3.4	501,500	5,649	96.6	739,000
Jan-18	5,748	719,900	67	216	3.8	504,000	5,532	96.2	730,000
Dec-17	5,151	709,000	79	220	4.3	508,000	4,931	95.7	725,000
Nov-17	6,213	699,000	70	234	3.8	482,250	5,979	96.2	714,900
Oct-17	6,903	699,900	65	250	3.6	482,250	6,653	96.4	719,000

## Expired Properties by Month

Oct-2017 vs Oct-2018: The number of Expired properties is up 49%



### Oct-2017 vs. Oct-2018

Oct-2017	Oct-2018	Change	%
886	1,323	437	49



Property Types:	: Single Family Residential	Period: 1 Year Monthly	Bedrooms: All	SqFt: All
Counties:	San Diego	Construction Type: All	Bathrooms: All	Lot Size: All Square Footage
MLS: SDMLS	Price: All			

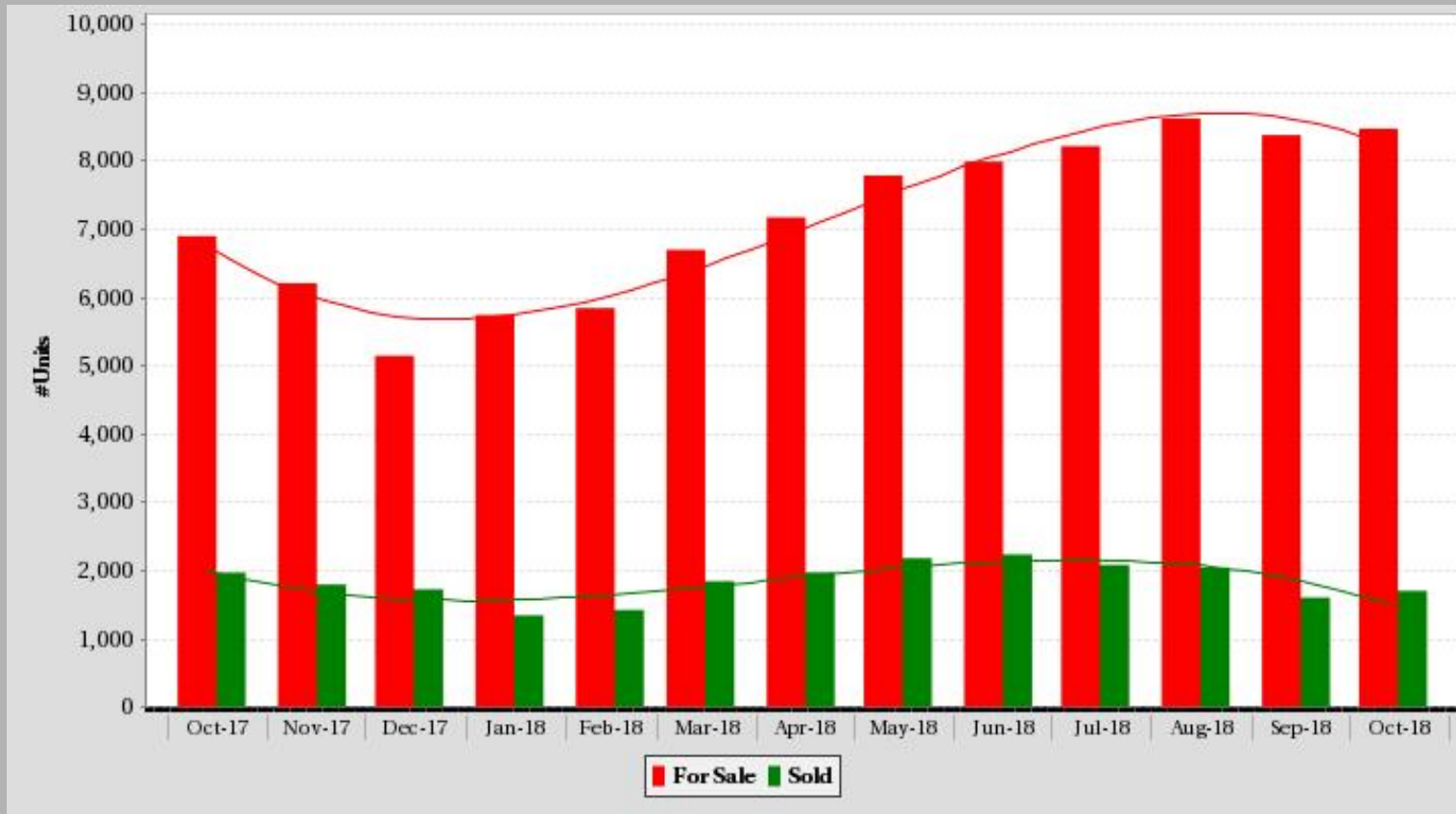
## Expired Properties by Month

Oct-2017 vs Oct-2018: The number of Expired properties is up 49%

	Full Market			Bank Properties			Non-Bank Properties		
	Units	Median Price	Avg DOM	Units	% Bank	Median Price	Units	% Non-Bank	Median Price
Oct-18	1,323	720,000	73	12	0.9	622,500	1,311	99.1	723,000
Sep-18	1,239	729,000	73	19	1.5	549,000	1,220	98.5	729,945
Aug-18	1,205	749,000	70	17	1.4	947,000	1,188	98.6	748,500
Jul-18	980	750,000	72	22	2.2	512,500	958	97.8	759,000
Jun-18	940	795,000	74	16	1.7	672,450	924	98.3	798,500
May-18	825	799,000	72	20	2.4	501,500	805	97.6	799,900
Apr-18	713	769,000	74	14	2.0	509,450	699	98.0	769,000
Mar-18	629	767,500	80	15	2.4	459,000	614	97.6	778,944
Feb-18	534	788,700	91	19	3.6	610,000	515	96.4	799,000
Jan-18	745	839,950	99	28	3.8	515,000	717	96.2	850,000
Dec-17	695	798,300	96	23	3.3	505,000	672	96.7	815,000
Nov-17	771	740,000	86	12	1.6	399,999	759	98.4	749,000
Oct-17	886	749,450	82	25	2.8	460,000	861	97.2	750,000

# Supply & Demand by Month

Oct-2017 vs Oct-2018: The number of for sale properties is up 23% and the number of sold properties is down -14%



Oct-2017 vs. Oct-2018						Oct-2017 vs. Oct-2018			
Oct-2017	Oct-2018	Change	%			Oct-2017	Oct-2018	Change	%
6,903	8,475	1,572	23			1,977	1,710	-267	-14

Property Types: : Single Family Residential  
 Counties: San Diego  
 MLS: SDMLS Price: All  
 Period: 1 Year Monthly  
 Construction Type: All  
 Bedrooms: All  
 Bathrooms: All  
 SqFt: All  
 Lot Size: All Square Footage

## Supply & Demand by Month

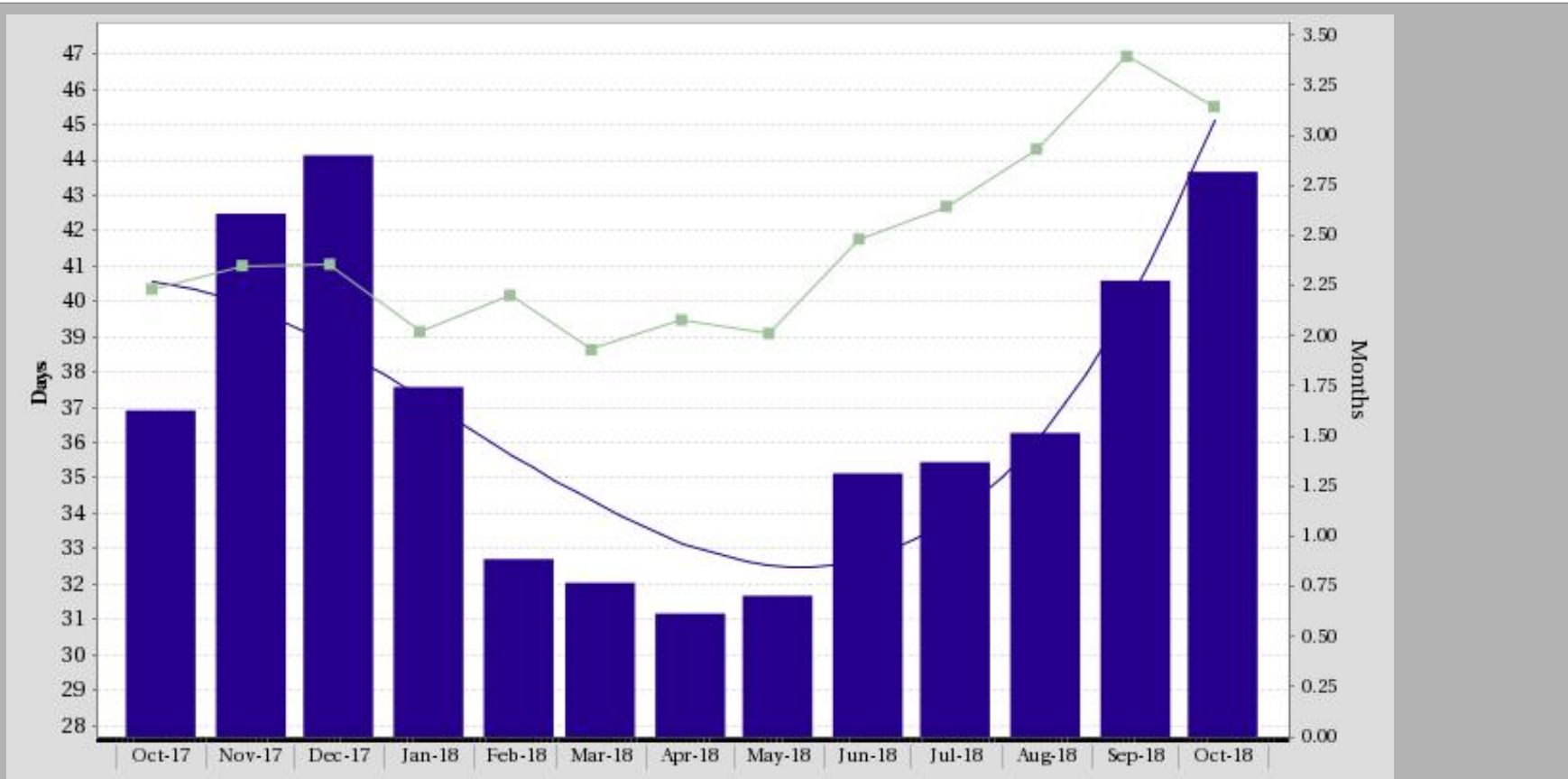
Oct-2017 vs Oct-2018: The number of for sale properties is up 23% and the number of sold properties is down -14%

Time Period	# Properties		# Properties	
	For Sale	Avg DOM	Sold	Avg DOM
Oct-18	8,475	60	1,710	40
Sep-18	8,381	59	1,612	37
Aug-18	8,625	55	2,053	36
Jul-18	8,220	55	2,090	35
Jun-18	7,993	53	2,242	31
May-18	7,790	53	2,188	32
Apr-18	7,176	54	1,979	32
Mar-18	6,702	55	1,851	33
Feb-18	5,849	60	1,431	37
Jan-18	5,748	67	1,351	43
Dec-17	5,151	79	1,733	42
Nov-17	6,213	70	1,802	39
Oct-17	6,903	65	1,977	37



## The Average Days on Market by Month

Oct-2017 vs Oct-2018: The average days on market is up 18%



### Oct-2017 vs. Oct-2018

Oct-2017	Oct-2018	Change	%
37	44	7	18



Property Types: : Single Family Residential  
 Counties: San Diego  
 MLS: SDMLS Price: All  
 Period: 1 Year Monthly  
 Construction Type: All  
 Bedrooms: All  
 Bathrooms: All  
 SqFt: All  
 Lot Size: All Square Footage

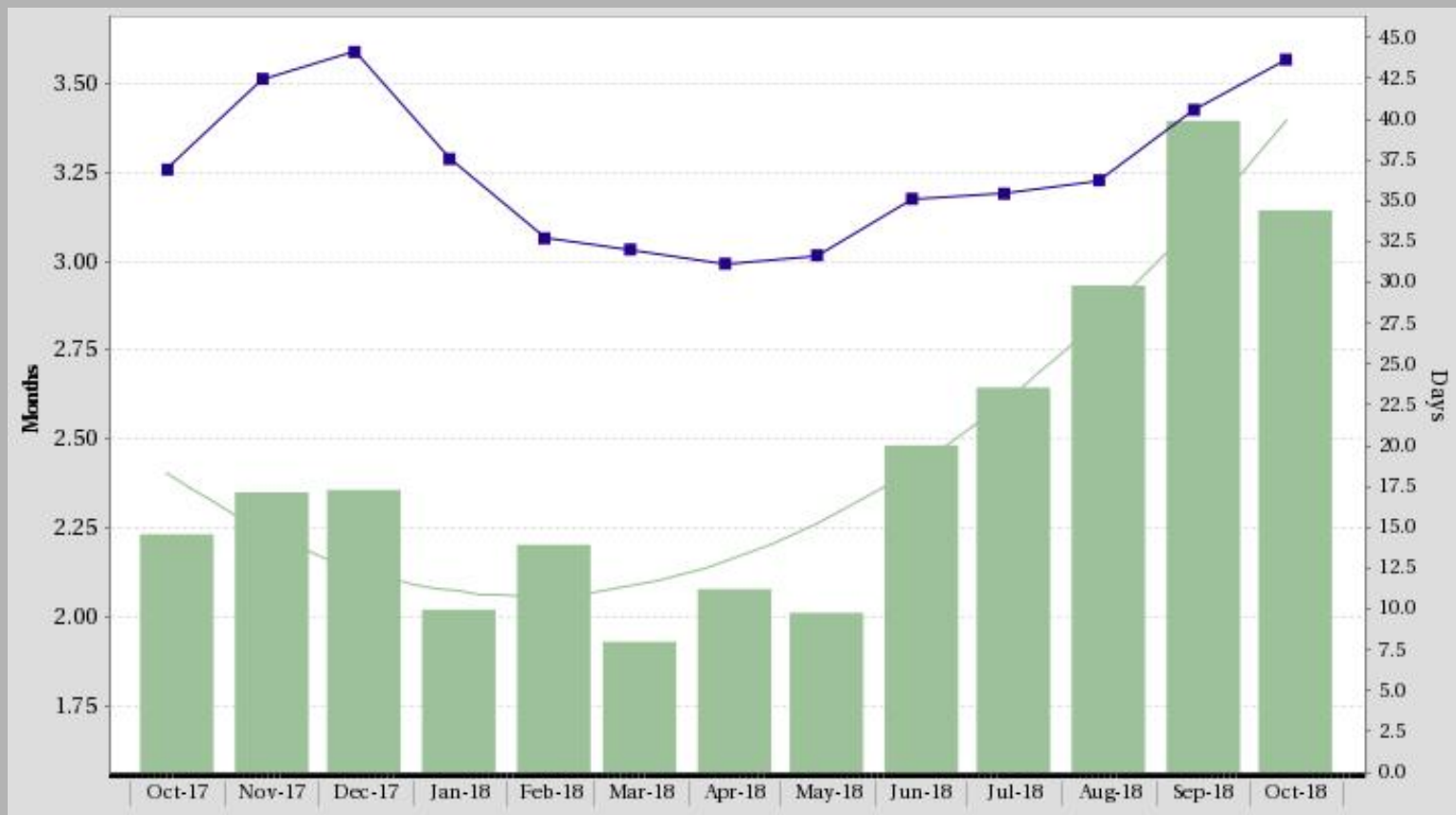
## The Average Days on Market by Month

Oct-2017 vs Oct-2018: The average days on market is up 18%

Time Period	Avg DOM	# UC Units
Oct-18	44	1,726
Sep-18	41	1,625
Aug-18	36	1,887
Jul-18	35	1,986
Jun-18	35	2,025
May-18	32	2,312
Apr-18	31	2,099
Mar-18	32	2,072
Feb-18	33	1,659
Jan-18	38	1,656
Dec-17	44	1,327
Nov-17	42	1,624
Oct-17	37	1,861

## Months Supply of Inventory

Oct-2017 vs Oct-2018: The average months supply of inventory is up 41.0%



### Oct-2017 vs. Oct-2018

Oct-2017	Oct-2018	Change	%
2.2	3.1	0.9	41.0

Calculation of the percent change is not applicable

Property Types:	: Single Family Residential		Bedrooms: All	SqFt: All
Counties:	: San Diego		Bathrooms: All	Lot Size: All Square Footage
MLS: SDMLS	Price: All	Period: 1 Year Monthly		
		Construction Type: All		

## Months Supply of Inventory

Oct-2017 vs Oct-2018: The average months supply of inventory is up 41.0%

Time Period	# Units For Sale	# UC Units	MSI	UC Avg DOM
	Last Day of Month	During Month		
Oct-18	5,426	1,726	3.1	44
Sep-18	5,517	1,625	3.4	41
Aug-18	5,533	1,887	2.9	36
Jul-18	5,254	1,986	2.6	35
Jun-18	5,028	2,025	2.5	35
May-18	4,653	2,312	2.0	32
Apr-18	4,364	2,099	2.1	31
Mar-18	4,001	2,072	1.9	32
Feb-18	3,656	1,659	2.2	33
Jan-18	3,347	1,656	2.0	38
Dec-17	3,129	1,327	2.4	44
Nov-17	3,818	1,624	2.4	42
Oct-17	4,156	1,861	2.2	37