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FOR MORE INFORMATION GO TO PAGE 5



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HONORING SAN DIEGO COUNTY REALTORS®

January 12, 2019

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Aloha Taylor - Host
Fox 5 Weather Anchor
and REALTOR®



Stefan Swanepoel - Keynote
Leading Visionary on
Real Estate Trends

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DECEMBER 2018

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STEVE FRAIOLI - 2018 PRESIDENT

Sales of Existing Homes Slow in November

In November, single-family home sales slowed by more than 15 percent compared to October, and 19 percent from November 2017. Sales of condominiums and townhomes (attached properties) in November were down nearly 23 percent from the previous month, and 20 percent from a year ago. As 2018 winds down, sales of existing homes are off by nearly 10 percent compared to 2017.

The median price of single-family homes edged up by 1 percent from October to November, standing at \$635,000, while the price of condos and townhomes experienced a 5 percent drop in the median price from October, settling at \$397,000. However, for the year to date, prices have still more than 6 percent higher than a year ago.

The end of the year and the holiday season are usually a sluggish time for home sale activity, but it does appear that the pace of home price growth has slowed. Your buyers should keep watch for price reductions on homes they want for Christmas.

In November, the zip codes in San Diego County with the most single-family home sales were:

- 92114 (Encanto) with 39
- 92127 (Ranch Bernardo West) with 38
- 92021 (El Cajon) with 35
- 92026 (Escondido North) with 34
- 92081 (Vista South) with 33

The most expensive single-family property sold in November in San Diego County is an ocean-view home in the La Jolla Shores Terrace neighborhood, built in 2010, with 11,000 square feet, 6 bedrooms, 8 bathrooms, and a sale price of \$8.725 million.

Here is a summary of the November housing statistics:

MEDIAN PRICE

(Month over Month Comparison)

Single-Family: 1.4% DECREASE

November 2018 = \$635,000

October 2018 = \$643,700

Condos/Townhomes: 5.0% DECREASE

November 2018 = \$397,000

October 2018 = \$418,000

(Year over Year Comparison)

Single-Family: 1.6% INCREASE

November 2018 = \$635,000

November 2017 = \$625,000

Condos/Townhomes: 2.0% DECREASE

November 2018 = \$397,000

November 2017 = \$405,000

SOLD LISTINGS

(Month over Month Comparison)

Single-Family: 15.5% DECREASE

November 2018 = 1,452

October 2018 = 1,719

Condos/Townhomes: 22.8% DECREASE

November 2018 = 727

October 2018 = 942

(Year over Year Comparison)

Single-Family: 19.4% DECREASE

November 2018 = 1,452

November 2017 = 1,802

Condos/Townhomes: 20.3% DECREASE

November 2018 = 727

November 2017 = 912

Learn more about San Diego County housing statistics each month when you visit www.sdar.com/stats.

Steve Fraioli



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Real Estate's Biggest Night! Celebrate Your Peers at the Circle of Excellence Jan. 12

Experience a night of elegance an evening to acknowledge top REALTORS® and producers. The Circle of Excellence highlights the outstanding teams and individuals in the San Diego County real estate industry.

You are invited to join the celebration at the most prestigious event of the year on Saturday, January 12, 2019, at the Hilton San Diego Bayfront in downtown San Diego. SDAR is pleased to be sponsoring this event in partnership with the San Diego Union-Tribune.

REALTORS® will be honored by their peers for their efforts and standards of excellence demonstrated in the past year. Top-producing teams and individuals at the highest sales levels will be honored in a category known as the "Recognition of Excellence."

In addition, Agents, Brokers, Office Managers, and Affiliates will be recognized as recipients of the "Awards of Excellence." This year SDAR has expanded the program to include an award recognizing a "Real Estate Specialist" as well as an "International Real Estate" award, and a "40 Under 40" recognition.

The reception begins at 5:00 p.m. to network and mingle with some of the who's who from across San Diego, followed by a gourmet dinner prepared by the Hilton chefs. The evening continues with the Circle of Excellence awards, casino games, live entertainment, and more.

We are welcoming back Aloha Taylor, weather anchor for Fox 5 News, as the Master of Ceremonies. Keynote Speaker is Stefan Swanepoel, widely recognized as the leading visionary on real estate trends. With over 30 years of experience in the real estate industry, he served as CEO of nine companies and two nonprofit organizations and has authored or co-authored 40 books and reports analyzing changes impacting the residential real estate industry.

Tickets are \$149 per person, and tables of 10 are available. The celebration continues until 11:00 p.m.

Start out the New Year right – join us by registering for the event at www.sdar.com/awards.



Carmel Valley Estate Set the Stage for SDAR's Holiday House

A custom home in Carmel Valley was the site of this year's Holiday House, a charitable project of SDAR's non-profit Ambassadors Foundation and the real estate community.

The party on December 5 benefited Operation Homefront, which provides assistance to local military families. On hand to greet guests and thank them for their generosity from Operation Homefront was Sarah Stempien.

Toys, gift cards, and monetary donations were collected at all SDAR Service Centers, at drop-off centers throughout the county, and at the Holiday House event. The donations collected amounted to \$5,265 – a 50% increase over the amount collected in 2017. In addition to the collection of charity items, proceeds were collected from raffles and a silent auction.

Guests at the event enjoyed appetizers and spirits, and many took advantage of touring the estate at 6919 The Preserve Way, with its 9,400+ square feet, panoramic views,

and a mix of old-world and modern features.

Much appreciation goes to the venue's listing agents, Ron and Eileen Johnson, of Johnson & Johnson Real Estate.

SDAR is grateful to everyone who donated items or made financial contributions, to all the local businesses that hosted bins to gather donations, and to the staff and volunteers who gave their time and talents to the charitable event. Generous sponsors included Griffin Funding, JDog Junk Removal, RanchoTed, Cleanology, Virtuanee, HomeGuard, and Veterans United.

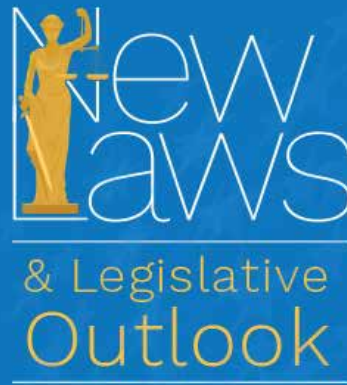
The mission of the Holiday House is to show that REALTORS® care about the community by supporting local charities that help so many of our neighbors all year round. If you'd like to participate in the 2019 Holiday House as a volunteer, sponsor a drop-off center, or enlist your company's help in any other generous way, contact SDAR at (858) 715-8035.





SAVE THE DATE:

Annual New Laws Event is February 6



February 6, 2019

7:00 a.m. - 12:00 p.m.

Doubletree by Hilton Hotel

7450 Hazard Center Dr, San Diego, CA 92108

Valuable insights on legal updates that may affect the way you do business.

New laws and government regulations that affect the way you do business, revisions to the tax code that can affect your bottom line, and the knowledge you need to succeed - all of this important information will be presented at the upcoming 2018 News Laws and Legislative Outlook, presented by SDAR in February.

The annual event takes place Wednesday morning February 6, at the DoubleTree by Hilton Hotel in Mission Valley. Mark your calendars and plan to attend this informative and entertaining session.

From the federal tax reform negotiations in Washington, D.C., to the housing affordability crisis here in San Diego, we've had a year jam-packed with debates and resulting new legislation impacting the real estate industry. REALTORS® will not want to miss this opportunity to stay up to date on the new laws, regulations and legislative proposals coming down the pipeline in 2019.

The agenda and speakers will be announced in the coming month. To register now, visit www.sdar.com/newlaws.



Next Deadline to Complete Code of Ethics is Dec. 31

REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time within two-year cycles. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

The deadline for this cycle is December 31, 2018.

Training may be completed through local REALTOR® associations or through another method, such as home study, correspondence, classroom courses, or online courses.

To complete your training online through the official site, visit <https://learninglibrary.com/COE/A/>.

NAR's Code of Ethics, adopted in 1913, was one of the first codifications of ethical duties adopted by any business group. The code ensures that consumers are served by requiring REALTORS® to cooperate with each other in furthering clients' best interests.

Real Estate's Top 6 Challenges Now and in the Future

From interest rate hikes to climate change, shifts in the physical, political, and economic worlds are having effects on the real estate industry. Some of these developments affect the residential and commercial sides of the business differently, while others are common challenges all practitioners will face. As 2019 approaches, here are a few short-term and long-term hurdles you should know.

Short-Term Issues

- 1. Interest rates and the economy:** The Federal Reserve bumped up interest rates this year and plans to continue the hikes in 2019, hoping to get rates back to historically normal levels. That could make it harder for home buyers, investors, and real estate developers to secure financing—and put a larger financial burden on those who can. Meanwhile, The Tax Cuts and Jobs Act increased deficit spending. Federal borrowing could crowd out private individuals from the debt market, experts speculate.
- 2. Political uncertainty:** The Tax Cuts and Jobs Act changes policy regarding the regulation of community banks. The new law relaxes some requirements of the Dodd-Frank Act, adjusts rules regulating high-volatility commercial real estate, and reduces data requirements under the Home Mortgage Disclosure Act. Potential trade wars also could impact real estate.
- 3. Retailers and e-commerce:** The U.S. Department of Commerce estimates that \$127 billion in retail sales were generated online in the first quarter of 2018—a troubling sign for brick-and-mortar stores. Several big-name retailers have announced store closures while others have opened in new locations. The implications of this shifting retail strategy on real estate are still playing out.

Long-Term Issues

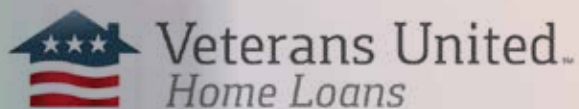
- 1. Infrastructure:** A lack of investment in infrastructure is creating economic drag. Real estate depends on well-maintained and reliable infrastructure—utilities, roads, transit routes—and there haven't been enough serious attempts in addressing America's structural maintenance issues.
- 2. Natural disasters and climate change:** More states and local communities are setting up policies around energy regulation and sustainability efforts in order to

cope with changing environmental conditions. But this creates more legal obstacles for real estate developers and could slow down projects at a time when new construction is already sluggish.

- 3. Immigration:** New restrictions on legal immigration under the Reforming American Immigration for a Strong Economy Act has had the effect of lowering the number of green cards from 1.1 million to 500,000 annually. Stifling legal immigration—along with labor shortages—will have consequences for the economy at large as well as for real estate.

This article was originally published in the fall 2018 edition of Commercial Connections.





Veterans United's Automated Marketing Service

As a professional real estate agent, you know marketing yourself is one of the keys to success. When marketing yourself as an expert in your field, you have to make sure your marketing is high quality, attractive and speaks to your audience.

Veterans United Home Loans of San Diego knows this, and we value our relationships with all of our real estate agent partners. Our co-branding partners help us serve more veteran homebuyers in the greater San Diego area.

Because we value these relationships so much, and because we know just how important quality marketing is, we are offering VU MarketNow to our real estate agent partners.

VU MarketNow is an automated co-branding marketing service powered by the brand Total Expert. This cutting-edge service provides free co-branded marketing materials to our valued real estate agent partners.

VU MarketNow provides our agent partners with on-demand access to Veterans United Home Loans of San Diego's most popular co-branded flyers and print products. Our suite of print marketing materials includes flyers with VA Loan facts, refinancing information, open house and listing flyers, information on renting versus buying, BAH rate details for active duty service member homebuyers, and much more.

These flyers can all be co-branded with our agent partners' information on them. Each flyer can feature your professional headshot, contact information and company logo to help you get your name and face out into the community.

Plus, partnering with Veterans United of San Diego in your marketing endeavors means you're associated with the nation's number-one VA purchase lender. This builds trust with your homebuyers and builds your brand.

With VU MarketNow, real estate agents can instantly generate these quality marketing materials from the comfort of their desk or offices! There is no need to go to a special printing vendor unless you prefer that! VU MarketNow's flyers

can be printed on your office's printer for maximum efficiency and convenience.

VU MarketNow also helps agents create open house and listing flyers with information pulled directly from your local MLS. When creating an open house or listing flyer, you simply search for the home's address, and the rest of the information and photos automatically populate on the flyer. This ensures information is accurate and up to date. If you need an open house flyer created late in the day or before a weekend, VU MarketNow makes this a breeze. Its on-demand features make obtaining quality marketing easy and convenient.

Not only does VU MarketNow produce print materials, but it also creates single-property listing websites for new homes for sale. These websites also pull information and photos directly from your local MLS to create professional and compliant websites you can share and co-brand with Veterans United of San Diego. They are a great way to share new listings with potential homebuyers and capture information from interested individuals.

Lastly, VU MarketNow provides our agent partners an easy way to collect and store all of their co-marketing contact information in one central location. VU MarketNow helps you create, print, share, organize and document high quality co-branded marketing materials. Your colleagues at Veterans United Home Loans of San Diego are proud to offer this service at no cost to our agent connections.

To learn more about VU MarketNow powered by Total Expert, contact Veterans United of San Diego at SanDiegoVU.com or call (619) 296-5626.

Veterans United Home Loans of San Diego is a VA approved lender; not endorsed or sponsored by the Dept. of Veterans Affairs or any government agency. NMLS # 1907 (www.nmlsconsumeraccess.org). Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act.

Coronado Association Installation

Installation of the 2019 Officers and Directors of the Coronado Real Estate Association (CREA) was held on November 29 at the Coronado Yacht Club. Returning for her fourth term as President is Caroline Haines. All of the Officers and Directors from the 2018 Board are returning for another year of service: Therese Pallares as Vice President, Cathy Brown as Treasurer, Debbie Giometti as Secretary, and Zach Todaro as Immediate Past President. Returning Directors are Debby Baptiste, Suzanne Fahy, Apua Garbutt, Molly Haines McKay, Clarissa Nakaima and Fevin Reyes. Joining the Board this year is new Director Christy Ward.

This year CREA recognized Molly Haines McKay of Berkshire Hathaway REALTOR® of the Year, and Heidi Iversen of Sunstreet Mortgage as Affiliate of the Year.



Pictured (from left): Caroline Haines, Molly Haines McKay, and Heidi Iversen.

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e-PRO® offers the most up-to-date real estate technology training



(SDAR is offering the e-PRO® certification on Tuesday and Wednesday, January 22 & 23, at the SDAR main office in Kearny Mesa. Details below.)

Ten years ago the National Association of REALTORS® (NAR) developed the e-PRO® certification program to teach members how to effectively use real estate technology to grow their business.

The technology changed. So NAR changed the real estate technology training for REALTORS® and has developed an entirely new e-PRO® program to increase your ability to reach customers, expand your capabilities even further, and build trust with clients by safeguarding their personal information.

The coursework provides real estate professionals with extensive knowledge of today's most innovative digital marketing techniques to maximize your web presence and drive more business.

Additionally, the e-PRO® curriculum covers the importance of data privacy, the laws in place, and how to implement best practices as outlined by the Federal Trade Commission to protect client information from a data breach. Protecting client information is not only good business — in many cases, it's the law. Completion of e-PRO® will not only help you adhere to the law by keeping your client data safe, but it will also protect the reputation of your company.

More Advantages

By becoming an e-PRO®, you not only prove to consumers that you use the most advanced real estate technology to provide exceptional service, you also take the lead in your market with the many benefits the e-PRO® certification offers your business:

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- You'll gain additional learning opportunities through Facebook Live events on timely topics.
- Networking through the private e-PRO® certificate holders Facebook group

To get started on obtaining your e-PRO® certification, attend SDAR's live course:

Date: January 22 & 23, 2019

Time: 9:00 a.m. – 4:00 p.m.

Instructor: Ginni Field

Location:

SDAR's Kearny Mesa Service Center
4845 Ronson Court, San Diego, 92111

Prices:

SDAR REALTORS®..... \$90
REALTOR® Plus Members.....\$75
All Others..... \$110

Register: www.sdar.com/education or call Membership at (858) 715-8040

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Better Customizable Functionality

- Personalized agent portal
- Front-end of choice
- Select and use the applications that fit your business

Better Listing and Data Exposure

- All current and historical San Diego County real estate data
- Data shares to connect you to agents throughout California
- Access to international real estate listings and investors

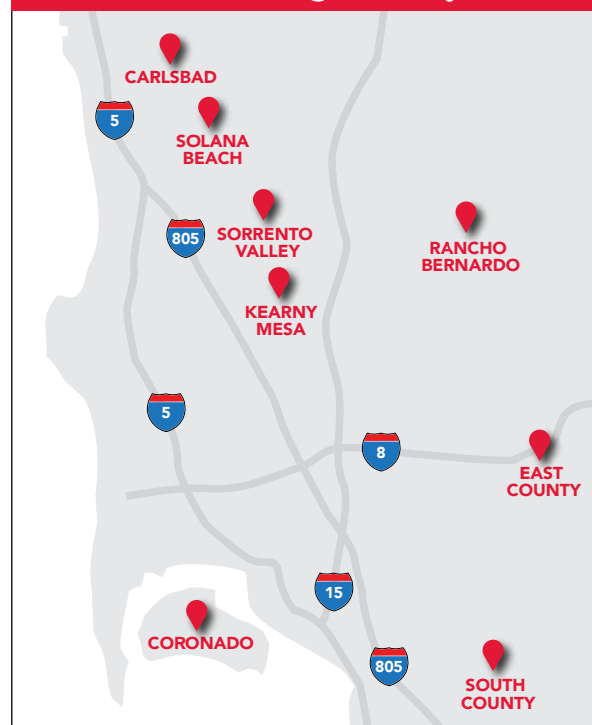
Better Business Resources

- Prospecting and lead conversion
- Listing and transaction maintenance
- Client relationship management

Better Local Customer Service

- 8 service center locations throughout San Diego County
- 22 customer service agents to answer your questions
- Agent Advisory Committee giving you a VOICE in your MLS

8 Service Center Locations in San Diego County



Current Year - 2018

Previous Year - 2017

Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
		Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	10	172	40	34	\$587,500	\$638,250	21	208	48	43	\$676,000	\$599,950
91902	Bonita	12	137	45	34	\$720,000	\$740,000	12	141	38	36	\$666,886	\$679,000
91905	Boulevard	1	13	11	37	\$285,000	\$285,000	1	22	0	81	\$350,000	\$247,500
91906	Campo	2	67	41	44	\$315,000	\$305,000	4	48	63	34	\$316,375	\$300,000
91910	Chula Vista	21	314	30	21	\$525,000	\$550,000	23	391	23	30	\$585,000	\$515,000
91911	Chula Vista	19	319	22	27	\$521,000	\$500,000	20	360	20	24	\$495,000	\$467,000
91913	Chula Vista	26	355	39	29	\$590,000	\$610,000	33	384	27	25	\$586,000	\$563,500
91914	Chula Vista	9	147	59	43	\$655,000	\$799,900	18	170	26	33	\$679,500	\$725,000
91915	Chula Vista	20	241	56	27	\$653,750	\$605,000	20	272	38	29	\$597,250	\$580,000
91916	Descanso	3	30	32	71	\$450,000	\$449,000	4	23	60	69	\$575,000	\$445,000
91917	Dulzura	0	3	0	65	\$0	\$374,000	0	2	0	75	\$0	\$406,000
91931	Guatay	0	0	0	0	\$0	\$0	0	1	0	233	\$0	\$75,000
91932	Imperial Beach	4	126	54	37	\$506,250	\$599,000	13	118	30	30	\$595,000	\$570,000
91934	Jacumba	0	6	0	28	\$0	\$178,500	0	8	0	28	\$0	\$137,500
91935	Jamul	7	101	26	43	\$925,000	\$625,000	7	99	53	42	\$680,000	\$649,000
91941	La Mesa	21	341	21	28	\$658,000	\$645,000	34	333	26	30	\$661,500	\$620,000
91942	La Mesa	13	255	15	21	\$575,000	\$565,000	25	311	24	21	\$507,000	\$526,000
91945	Lemon Grove	13	209	25	21	\$507,000	\$462,000	16	214	22	25	\$443,000	\$440,000
91948	Mount Laguna	0	7	0	59	\$0	\$150,000	2	14	264	189	\$90,000	\$108,000
91950	National City	14	142	41	31	\$439,750	\$440,000	19	176	24	28	\$429,900	\$414,000
91962	Pine Valley	4	37	30	36	\$427,000	\$455,000	3	41	50	36	\$460,000	\$440,000
91963	Potrero	1	5	63	35	\$560,000	\$400,000	1	6	51	130	\$525,000	\$407,500
91977	Spring Valley	32	438	32	23	\$477,000	\$475,800	38	498	26	28	\$470,050	\$445,000
91978	Spring Valley	3	58	35	24	\$520,000	\$563,000	3	75	44	29	\$539,900	\$515,000
91980	Tecate	0	0	0	0	\$0	\$0	0	1	0	22	\$0	\$360,000
92003	Bonsall	3	44	54	66	\$800,000	\$810,500	8	53	66	71	\$575,000	\$772,500
92004	Borrego Springs	5	84	42	102	\$330,000	\$259,500	6	94	36	90	\$222,950	\$214,000
92007	Cardiff By The Sea	4	57	105	35	\$2,134,500	\$1,500,000	7	71	32	35	\$1,025,000	\$1,315,000
92008	Carlsbad	8	177	79	39	\$1,113,500	\$970,000	15	189	44	38	\$1,125,000	\$895,000
92009	Carlsbad	27	413	29	27	\$1,100,000	\$1,065,000	37	485	32	31	\$930,000	\$985,000
92010	Carlsbad	10	147	24	27	\$825,500	\$870,000	13	150	30	27	\$799,000	\$814,000
92011	Carlsbad	22	191	36	27	\$1,044,000	\$1,055,000	17	232	22	30	\$940,000	\$1,002,000
92014	Del Mar	6	135	52	50	\$2,062,500	\$2,000,000	14	147	65	50	\$1,677,500	\$1,795,000
92019	El Cajon	16	354	34	27	\$527,500	\$580,000	27	367	34	30	\$560,000	\$550,000
92020	El Cajon	23	350	29	24	\$529,900	\$563,750	27	359	19	26	\$590,000	\$510,000
92021	El Cajon	35	369	30	26	\$520,000	\$510,000	50	401	30	28	\$510,000	\$480,000
92024	Encinitas	32	370	28	33	\$1,157,250	\$1,257,500	28	407	35	33	\$1,389,500	\$1,220,000
92025	Escondido	25	280	43	31	\$598,000	\$583,500	25	318	30	31	\$620,000	\$540,000
92026	Escondido	34	416	35	34	\$512,500	\$550,000	38	532	33	33	\$532,500	\$525,000
92027	Escondido	32	439	26	27	\$499,500	\$500,000	35	451	26	29	\$460,000	\$468,000
92028	Fallbrook	27	518	45	44	\$537,500	\$585,000	48	658	53	43	\$604,000	\$555,000
92029	Escondido	10	200	24	31	\$731,950	\$724,407	16	226	35	39	\$722,000	\$715,000
92036	Julian	5	73	164	61	\$330,000	\$399,000	7	105	99	67	\$420,000	\$350,000
92037	La Jolla	25	306	85	63	\$2,350,000	\$2,020,000	24	302	75	61	\$2,195,000	\$2,150,000
92040	Lakeside	32	312	30	27	\$496,250	\$529,500	36	307	29	29	\$495,000	\$500,000
92054	Oceanside	9	190	26	29	\$750,000	\$722,500	16	238	36	27	\$622,450	\$650,000
92056	Oceanside	30	419	32	24	\$562,000	\$570,000	32	487	27	21	\$582,750	\$545,000
92057	Oceanside	27	494	29	24	\$570,000	\$564,111	29	589	36	24	\$550,000	\$526,979
92058	Oceanside	12	118	41	28	\$495,000	\$522,500	8	106	15	26	\$470,000	\$507,500
92059	Pala	0	1	0	214	\$0	\$750,000	0	3	0	69	\$0	\$725,000
92060	Palomar Mountain	1	12	26	47	\$360,000	\$380,000	1	15	84	90	\$275,000	\$235,000
92061	Pauma Valley	3	32	123	78	\$422,500	\$537,500	1	31	225	127	\$655,000	\$515,000

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Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
		Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	27	453	41	29	\$825,000	\$795,000	54	511	35	30	\$692,000	\$727,000
92065	Ramona	30	419	37	33	\$540,000	\$539,000	47	494	44	43	\$530,000	\$524,750
92066	Ranchita	0	6	0	129	\$0	\$261,000	0	5	0	45	\$0	\$375,000
92067	Rancho Santa Fe	23	214	127	86	\$2,150,000	\$2,400,000	16	216	101	110	\$2,630,000	\$2,262,500
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	25	284	40	23	\$645,500	\$609,000	28	300	18	23	\$582,500	\$575,000
92070	Santa Ysabel	0	9	0	85	\$0	\$565,500	0	10	0	84	\$0	\$757,000
92071	Santee	27	452	28	22	\$546,000	\$550,000	35	422	18	22	\$517,000	\$503,000
92075	Solana Beach	7	82	77	44	\$1,700,000	\$1,637,500	1	94	5	45	\$1,675,000	\$1,500,000
92078	San Marcos	30	408	26	27	\$743,000	\$757,500	49	462	22	25	\$730,000	\$728,000
92081	Vista	33	242	27	20	\$569,000	\$585,000	24	275	22	21	\$607,500	\$550,000
92082	Valley Center	19	195	59	50	\$640,000	\$665,000	19	195	42	50	\$599,000	\$610,000
92083	Vista	8	167	33	25	\$474,500	\$495,000	10	179	44	28	\$520,500	\$460,000
92084	Vista	21	326	35	35	\$527,900	\$583,500	31	394	34	39	\$575,000	\$546,250
92086	Warner Springs	0	4	0	53	\$0	\$404,000	3	14	155	95	\$405,000	\$342,000
92091	Rancho Santa Fe	1	30	5	77	\$1,261,500	\$2,025,000	2	38	84	103	\$2,470,000	\$2,145,000
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	0	8	0	33	\$0	\$928,750	0	5	0	76	\$0	\$810,000
92102	San Diego	15	121	19	22	\$476,000	\$500,000	13	139	18	24	\$400,000	\$460,000
92103	Mission Hills	10	151	36	40	\$1,192,500	\$1,150,000	19	171	53	43	\$990,000	\$982,000
92104	North Park	14	205	23	18	\$823,450	\$736,600	18	232	18	19	\$699,500	\$727,750
92105	East San Diego	16	200	25	22	\$482,450	\$451,000	17	230	15	22	\$428,500	\$415,000
92106	Point Loma	16	191	45	36	\$1,307,500	\$1,185,000	17	186	28	35	\$965,000	\$1,104,500
92107	Ocean Beach	11	140	24	27	\$1,109,000	\$1,092,000	12	145	37	29	\$1,237,500	\$1,100,000
92108	Mission Valley	0	15	0	22	\$0	\$700,000	1	14	83	31	\$797,500	\$761,000
92109	Pacific Beach	13	165	44	38	\$1,425,000	\$1,250,000	17	211	38	36	\$1,231,000	\$1,175,000
92110	Old Town SD	8	125	47	25	\$766,350	\$836,000	7	100	26	26	\$982,000	\$822,618
92111	Linda Vista	11	192	18	18	\$658,000	\$634,750	17	204	16	15	\$579,000	\$590,000
92113	Logan Heights	7	113	16	25	\$350,000	\$405,000	6	130	14	25	\$405,000	\$387,500
92114	Encanto	39	409	29	24	\$445,000	\$446,500	41	458	35	30	\$439,000	\$420,000
92115	College Grove	21	348	22	22	\$588,000	\$575,000	19	384	27	24	\$553,000	\$535,500
92116	Normal Heights	14	202	23	22	\$721,500	\$710,500	24	213	29	24	\$727,150	\$699,000
92117	Clairemont Mesa	24	364	26	17	\$651,000	\$695,500	32	402	23	18	\$640,000	\$640,000
92118	Coronado	17	159	66	77	\$1,650,000	\$2,100,000	16	162	114	77	\$2,039,500	\$1,800,000
92119	San Carlos	17	222	25	20	\$660,000	\$645,000	22	270	22	18	\$643,750	\$606,000
92120	Del Cerro	26	267	29	21	\$687,750	\$679,000	20	288	20	24	\$620,000	\$641,250
92121	Sorrento	2	22	25	31	\$1,085,000	\$1,017,500	1	15	29	29	\$710,000	\$895,000
92122	University City	12	124	31	17	\$918,000	\$904,500	14	127	27	23	\$894,000	\$860,000
92123	Serra Mesa	9	158	11	18	\$626,000	\$633,750	12	180	7	17	\$602,500	\$590,000
92124	Tierrasanta	6	113	16	16	\$775,000	\$770,000	7	118	34	25	\$651,900	\$686,750
92126	Mira Mesa	29	321	20	15	\$615,000	\$625,200	35	357	29	18	\$617,600	\$585,000
92127	Rancho Bernardo	38	469	31	33	\$1,203,000	\$1,105,000	28	561	33	32	\$1,167,500	\$1,047,000
92128	Rancho Bernardo	32	444	35	22	\$731,000	\$751,250	38	476	17	19	\$769,250	\$725,000
92129	Rancho Penasquitos	18	329	28	19	\$795,000	\$837,500	26	342	18	16	\$822,000	\$760,000
92130	Carmel Valley	23	429	33	30	\$1,180,000	\$1,323,000	39	451	30	32	\$1,169,435	\$1,220,000
92131	Scripps Miramar	18	233	29	23	\$998,500	\$965,000	34	295	26	23	\$951,500	\$909,930
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	10	120	20	27	\$498,000	\$471,500	10	153	18	27	\$436,750	\$445,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	25	263	37	27	\$505,000	\$502,000	32	334	37	28	\$491,250	\$475,000
92173	San Ysidro	2	34	18	31	\$370,000	\$467,500	7	46	30	30	\$446,500	\$438,750

GROUP TOTAL COUNTS: 1452 19971

1802 22247

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Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
		Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	1	23	54	28	\$275,000	\$273,000	0	24	0	29	\$0	\$254,220
91902	Bonita	4	39	22	22	\$286,750	\$360,000	3	35	24	13	\$280,000	\$290,000
91905	Boulevard	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91906	Campo	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91910	Chula Vista	7	125	48	27	\$439,000	\$370,000	13	143	18	23	\$439,900	\$355,000
91911	Chula Vista	10	124	30	19	\$307,500	\$330,500	7	133	32	31	\$357,000	\$308,000
91913	Chula Vista	20	257	25	25	\$399,500	\$398,000	25	284	26	18	\$385,500	\$364,200
91914	Chula Vista	2	43	75	16	\$372,500	\$407,000	5	62	11	16	\$377,500	\$390,000
91915	Chula Vista	9	197	31	23	\$449,537	\$420,000	26	226	20	27	\$400,000	\$405,000
91916	Descanso	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91917	Dulzura	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91932	Imperial Beach	10	84	46	43	\$504,990	\$499,495	1	90	7	35	\$285,000	\$450,000
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91941	La Mesa	6	41	29	12	\$400,500	\$345,000	5	24	18	17	\$315,000	\$307,500
91942	La Mesa	4	146	45	23	\$349,000	\$340,000	25	180	23	22	\$350,000	\$336,000
91945	Lemon Grove	3	22	22	10	\$315,000	\$294,000	1	22	3	22	\$220,000	\$250,000
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91950	National City	2	31	8	21	\$275,000	\$295,000	5	38	87	46	\$170,000	\$260,000
91962	Pine Valley	0	4	0	21	\$0	\$104,000	0	0	0	0	\$0	\$0
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91977	Spring Valley	10	118	27	22	\$330,000	\$335,500	2	98	22	21	\$317,000	\$285,500
91978	Spring Valley	1	34	20	23	\$315,000	\$306,000	2	23	20	22	\$284,500	\$280,000
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	2	20	13	40	\$337,450	\$340,000	2	27	36	49	\$367,500	\$306,500
92004	Borrego Springs	2	17	7	109	\$95,188	\$120,000	2	22	257	134	\$83,750	\$102,500
92007	Cardiff By The Sea	2	52	47	24	\$1,185,000	\$747,500	1	42	69	24	\$1,600,000	\$682,500
92008	Carlsbad	8	110	36	33	\$751,250	\$670,000	11	132	11	31	\$777,000	\$662,500
92009	Carlsbad	16	237	32	27	\$471,250	\$510,000	26	296	33	26	\$510,000	\$475,000
92010	Carlsbad	3	90	38	22	\$457,000	\$548,130	8	98	16	19	\$517,500	\$513,000
92011	Carlsbad	10	95	36	22	\$577,500	\$640,000	8	126	10	21	\$615,000	\$620,500
92014	Del Mar	4	56	54	31	\$757,500	\$1,149,500	6	56	44	36	\$1,037,500	\$1,049,250
92019	El Cajon	8	160	30	24	\$347,500	\$335,000	9	136	11	20	\$365,000	\$315,500
92020	El Cajon	5	105	21	23	\$260,000	\$265,000	8	98	15	26	\$308,000	\$230,500
92021	El Cajon	13	130	14	20	\$285,000	\$285,500	9	119	22	22	\$282,500	\$260,000
92024	Encinitas	16	166	23	22	\$689,750	\$667,500	12	167	21	25	\$572,500	\$615,000
92025	Escondido	4	72	22	20	\$336,500	\$320,000	5	78	14	24	\$241,000	\$317,500
92026	Escondido	9	104	30	23	\$375,000	\$357,250	15	144	30	21	\$335,000	\$335,000
92027	Escondido	6	81	32	19	\$230,000	\$310,000	4	84	34	24	\$249,500	\$239,500
92028	Fallbrook	1	22	8	37	\$450,000	\$390,000	1	36	49	47	\$300,000	\$311,000
92029	Escondido	0	14	0	11	\$0	\$397,000	2	10	40	17	\$435,500	\$392,450
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92037	La Jolla	16	395	30	32	\$818,500	\$749,000	32	374	36	31	\$680,000	\$692,500
92040	Lakeside	7	100	25	25	\$255,000	\$245,000	9	93	13	19	\$235,000	\$228,000
92054	Oceanside	6	168	61	36	\$587,500	\$558,000	13	197	24	36	\$419,000	\$500,000
92056	Oceanside	21	279	31	33	\$448,000	\$405,000	22	286	25	20	\$364,000	\$356,500
92057	Oceanside	29	309	51	35	\$319,000	\$329,999	23	299	27	26	\$318,000	\$315,000
92058	Oceanside	10	96	34	25	\$338,000	\$340,000	5	126	33	22	\$342,500	\$327,500
92059	Pala	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92060	Palomar Mountain	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92061	Pauma Valley	0	10	0	76	\$0	\$352,500	1	3	113	107	\$330,000	\$280,000

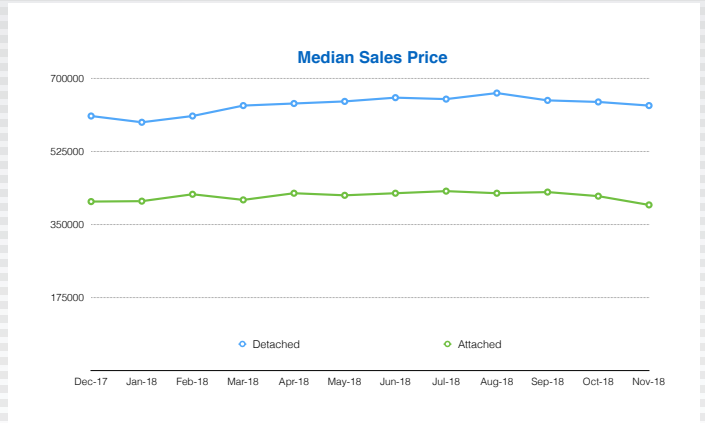
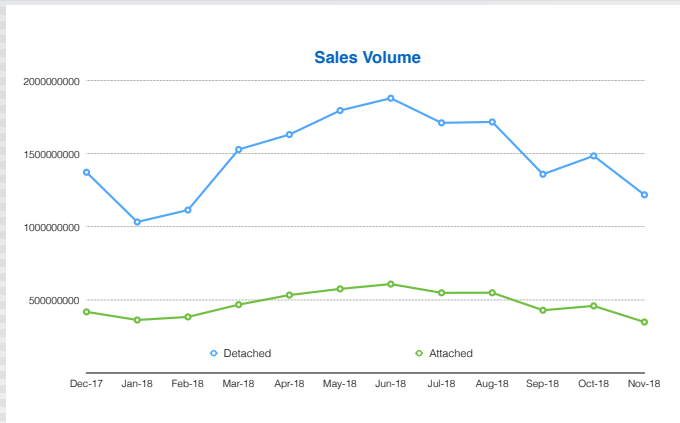
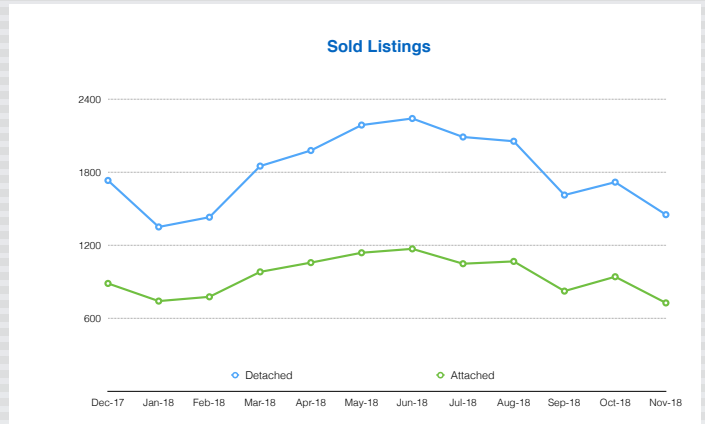
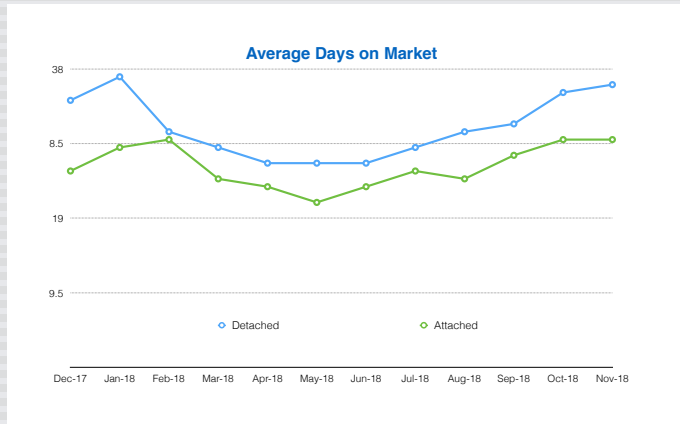
Current Year - 2018

Previous Year - 2017

Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
		Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	6	59	12	20	\$507,500	\$485,000	5	47	7	15	\$450,000	\$450,000
92065	Ramona	3	33	24	49	\$339,500	\$319,000	6	50	23	39	\$344,267	\$299,500
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92067	Rancho Santa Fe	1	7	123	98	\$950,000	\$1,190,000	1	4	171	113	\$1,100,000	\$1,040,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	6	81	30	24	\$309,000	\$380,000	13	89	29	23	\$389,000	\$345,000
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92071	Santee	23	260	22	20	\$344,000	\$371,500	26	289	18	15	\$372,500	\$345,000
92075	Solana Beach	9	97	41	34	\$925,000	\$970,000	15	113	26	28	\$910,000	\$850,000
92078	San Marcos	21	233	32	25	\$465,000	\$471,000	22	286	14	16	\$480,000	\$451,500
92081	Vista	3	51	16	20	\$335,000	\$327,000	7	39	9	12	\$345,000	\$300,000
92082	Valley Center	0	2	0	4	\$0	\$240,000	0	1	0	77	\$0	\$623,000
92083	Vista	3	63	41	21	\$325,000	\$340,000	6	73	38	26	\$338,000	\$327,000
92084	Vista	3	42	12	25	\$368,000	\$355,500	2	43	43	25	\$310,000	\$318,000
92086	Warner Springs	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92091	Rancho Santa Fe	1	18	88	36	\$865,000	\$910,000	1	22	25	27	\$957,000	\$821,250
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	47	773	32	37	\$493,000	\$549,000	69	793	37	32	\$529,000	\$535,000
92102	San Diego	3	74	31	25	\$257,000	\$362,000	4	71	8	26	\$312,500	\$325,000
92103	Mission Hills	19	265	14	26	\$429,000	\$520,000	29	291	37	36	\$510,000	\$507,000
92104	North Park	14	179	15	21	\$416,000	\$400,000	15	221	29	19	\$322,000	\$346,700
92105	East San Diego	10	87	31	39	\$203,500	\$250,000	7	93	21	25	\$180,000	\$240,000
92106	Point Loma	1	53	9	29	\$789,000	\$699,999	2	53	9	39	\$596,250	\$620,000
92107	Ocean Beach	7	83	16	21	\$603,000	\$515,000	10	93	17	19	\$492,000	\$435,000
92108	Mission Valley	31	358	32	20	\$333,000	\$359,500	30	392	14	17	\$368,500	\$360,000
92109	Pacific Beach	18	265	22	28	\$712,500	\$640,000	22	306	31	31	\$647,250	\$620,000
92110	Old Town SD	12	188	19	24	\$413,700	\$420,000	21	184	15	21	\$395,000	\$406,500
92111	Linda Vista	11	169	36	20	\$370,000	\$437,000	10	211	27	19	\$398,500	\$417,500
92113	Logan Heights	1	21	4	30	\$249,000	\$250,000	6	32	28	27	\$375,000	\$312,500
92114	Encanto	1	18	19	34	\$420,000	\$335,000	0	9	0	15	\$0	\$360,000
92115	College Grove	17	188	20	21	\$292,000	\$279,000	14	173	21	24	\$282,000	\$275,000
92116	Normal Heights	3	134	17	19	\$350,000	\$381,000	10	136	19	19	\$345,000	\$355,000
92117	Clairemont Mesa	8	104	23	22	\$427,500	\$396,000	13	136	15	16	\$407,000	\$369,500
92118	Coronado	9	108	61	52	\$1,375,000	\$1,267,500	4	116	64	77	\$1,229,400	\$1,167,500
92119	San Carlos	8	129	27	22	\$327,450	\$320,000	4	117	12	15	\$322,500	\$295,000
92120	Del Cerro	5	111	16	22	\$260,000	\$320,000	9	137	22	19	\$277,000	\$320,000
92121	Sorrento	4	24	21	10	\$537,000	\$560,000	1	31	5	13	\$635,700	\$555,000
92122	University City	12	253	27	17	\$527,500	\$465,000	19	280	27	20	\$450,000	\$435,000
92123	Serra Mesa	8	87	29	16	\$345,750	\$465,000	8	91	12	14	\$289,000	\$427,500
92124	Tierrasanta	7	98	21	22	\$465,000	\$473,838	10	96	20	22	\$487,500	\$430,000
92126	Mira Mesa	11	182	20	18	\$365,000	\$380,250	15	296	16	12	\$340,000	\$355,000
92127	Rancho Bernardo	17	193	32	16	\$540,000	\$546,000	15	254	7	13	\$399,000	\$455,000
92128	Rancho Bernardo	29	372	26	17	\$402,500	\$438,800	29	445	17	18	\$420,000	\$405,000
92129	Rancho Penasquitos	6	158	21	15	\$384,500	\$390,000	8	141	10	14	\$445,750	\$401,000
92130	Carmel Valley	11	238	31	15	\$605,000	\$630,000	18	266	24	15	\$592,500	\$595,500
92131	Scripps Miramar	14	162	19	15	\$488,000	\$530,000	13	164	13	16	\$520,000	\$468,000
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	7	103	49	24	\$268,900	\$355,000	13	122	30	22	\$348,000	\$330,500
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	8	129	21	20	\$358,000	\$360,000	20	151	40	29	\$307,500	\$325,000
92173	San Ysidro	2	51	14	18	\$214,000	\$240,000	6	38	12	15	\$260,500	\$236,500

GROUP TOTAL COUNTS: 277 10479

912 11426



Comparative Sales - Existing Homes - November 2018 San Diego County

	DETACHED			ATTACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1 Total Sales Volume - November 2018	\$1,218,496,842	-12.135%	-17.951%	\$347,605,130	-19.304%	-24.106%
2 Average Sales Price - November 2018	\$839,764	9.120%	-2.854%	\$478,136	1.231%	-1.662%
3 Median* Sales Price - November 2018	\$635,000	1.600%	-1.352%	\$397,000	-1.975%	-5.024%
4 Sold Listings - November 2018	1,452	-19.423%	-15.532%	727	-20.285%	-22.824%
5 Average Days on Market - November 2018	36	9.091%	3.241%	29	16.000%	0.458%
6 Total Sales Volume - November 2017	\$1,386,782,387			\$430,756,717		
7 Average Sales Price - November 2017	\$769,580			\$472,321		
8 Median* Sales Price - November 2017	\$625,000			\$405,000		
9 Sold Listings - November 2017	1,802			912		
10 Average Days on Market - November 2017	33			25		
11 Total Sales Volume - YTD 2018	\$16,473,826,700	-2.636%		\$5,254,920,424	-1.669%	
12 Average Sales Price - YTD 2018	\$825,094	8.487%		\$501,472	7.217%	
13 Median* Sales Price - YTD 2018	\$640,000	6.667%		\$420,000	5.747%	
14 Sold Listings - YTD 2018	19,971	-10.235%		10,479	-8.288%	
15 Average Days on Market - YTD 2018	30	-3.226%		25	4.167%	
16 YTD Total Sales Volume - YTD 2017	\$16,919,898,691			\$5,344,131,182		
17 YTD Average Sales Price - YTD 2017	\$760,547			\$467,717		
18 YTD Median* Sales Price - YTD 2017	\$600,000			\$397,175		
19 YTD Sold Listings - YTD 2017	22,248			11,426		
20 YTD Average Days on Market - YTD 2017	31			24		

Copyright ©2018 Greater San Diego Association of Realtors. Data for single-family attached and detached home sales through the Multiple Listing Service of Sandicor, Inc. Neither SDAR nor Sandicor guarantees or is responsible for its accuracy. *The median home price is the price where half of the homes sold for more and half sold for less. It is a more typical price measure than average, which can be skewed high by a relative handful of million-dollar plus transactions.

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The following people have applied for membership in the Greater San Diego Association of REALTORS®. Any objections to their admittance should be addressed in writing to the Greater San Diego Association of REALTORS®, P.O. Box 85586, San Diego, CA, 92186-5586.

DESIGNATED REALTORS®

Lourdes Gulmatico - Lourdes B. Gulmatico
 Sean Kameli - Sean Kameli, Broker
 Karim Karmaly - Century Real Estate & Finance
 Stuart Sutherland - SJS Elite Properties
 Tracy Trudeau - Tracy Trudeau, Broker
 Boyu Wang - Boyu Wang, Broker

REALTORS®

David Adragna - NextHome Advantage
 Mati Azadian - Century 21 Award
 Shayna Babin - Keller Williams SD Metro
 Rakhi Batra - eXp Realty of California, Inc.
 Jeffrey Bentley - Keller Williams SD Metro
 Susan Brant - Xavier Dean Realty
 Lexis Bullock - Berkshire Hathaway HomeServices
 Ryan Cabral - Palomar Property Services
 Marco Carrasco - Raul Hector Barcena-Sales
 Daniel Chiavario - Strategic Asset Management Group
 Julie Degenfelder - Sage Real Estate Company
 Sean Deilgat - Palisade Realty, Inc.
 Elisabeth De Telder-Collins - Sellstate Next Generation
 Yesenia Del - Coldwell Banker Res. Brokerage
 Briget Dineen Carlson - Pacific Sotheby's Int'l Realty
 Chris Dodson - Pacific Home Brokers
 Bayan Eshtiyag - Berkshire Hathaway HomeServices
 Gabriella Espinoza - Keller Williams SD Metro
 Nikole Ferrari - Reef Point Realty, Inc.

Misti Flores - eXp Realty of California, Inc.
 James Foti - eXp Realty of California, Inc.
 Alice Fujimoto - Real Estate eBroker, Inc.
 Ryan Gilfillan - Keller Williams SD Metro
 Laura Gonzalez-Bejar - Realty Source, Inc.
 Ramtin Goodarzi - Real Estate eBroker, Inc.
 Laura Gudmundson-Tillson - Dolphin Realty
 Bernice Holguin - Affinity Hills Realty
 Vince Ilano - eXp Realty of California, Inc.
 Christopher Ittner - Pacific Sotheby's Int'l Realty
 Randall Koch - Shay Realtors
 John Jennings - Realty Source, Inc.
 Sue Jones - San Terra Properties
 Georgette Karavas - Keller Williams Realty La Jolla
 Heather Kearney - Big Block Realty, Inc.
 Kelsey Kenniston - Premier Realty Associates
 Mona Kirby - Coldwell Banker Res. Brokerage
 Kristina Korman - Keller Williams Carmel Valley
 Hillary Lachman - Mission Realty Group
 Arturo Limon Silva - eXp Realty of California, Inc.
 Crystal Locklear - Arrow Real Estate
 Chao Ma - Windermere Homes & Estates
 Anna Maccaronio - Big Block Realty, Inc.
 Gregory Majors - Keller Williams SD Metro
 Ziyad Mansour - Shera Realty Co.
 Susan Marcelletti - Premier Agent Network
 Matthew Markham - Rise Realty
 Wendy Mays - eXp Realty of California, Inc.
 Erin McWay - Realty National, Inc.
 Marivel Morrison - Big Block Realty, Inc.
 Gabriel Moyal - Keller Williams Realty La Jolla
 Tad Murroughs - Keller Williams SD Central Coastal
 Mark O'Brien - Big Block Realty, Inc.
 Michael Officer - Keller Williams SD Metro

Courtney Ray - Keller Williams SD Metro
 Melissa Rodriguez - Padas Properties
 Raul Saenz - KAM Financial Realty
 Chundi Shi - Abacus Properties, Inc.
 Mitchell Smith - NextHome Bella Properties
 Kristin Solberg - R.E. Esparza Real Estate, Inc.
 Chris Sonntag - Keller Williams SD Metro
 Kimberly Speed - Coastal Premier Properties
 Stephen Sutton - Windermere Homes & Estates
 Tatiana Talan - eXp Realty of California, Inc.
 Shaniece Thompson - Real Estate eBroker, Inc.
 Michael Tinnon - eXp Realty of California, Inc.
 Tyler Toubeau - Generations Realty
 Magally Tramel - Mission Real Estate
 Taylor Urbanek - Keller Williams Carmel Valley
 Tyler Walla - eXp Realty of California, Inc.
 Alexander Weidner - Keller Williams Realty
 Dongan Zhang - San Diego Sunrise Realty

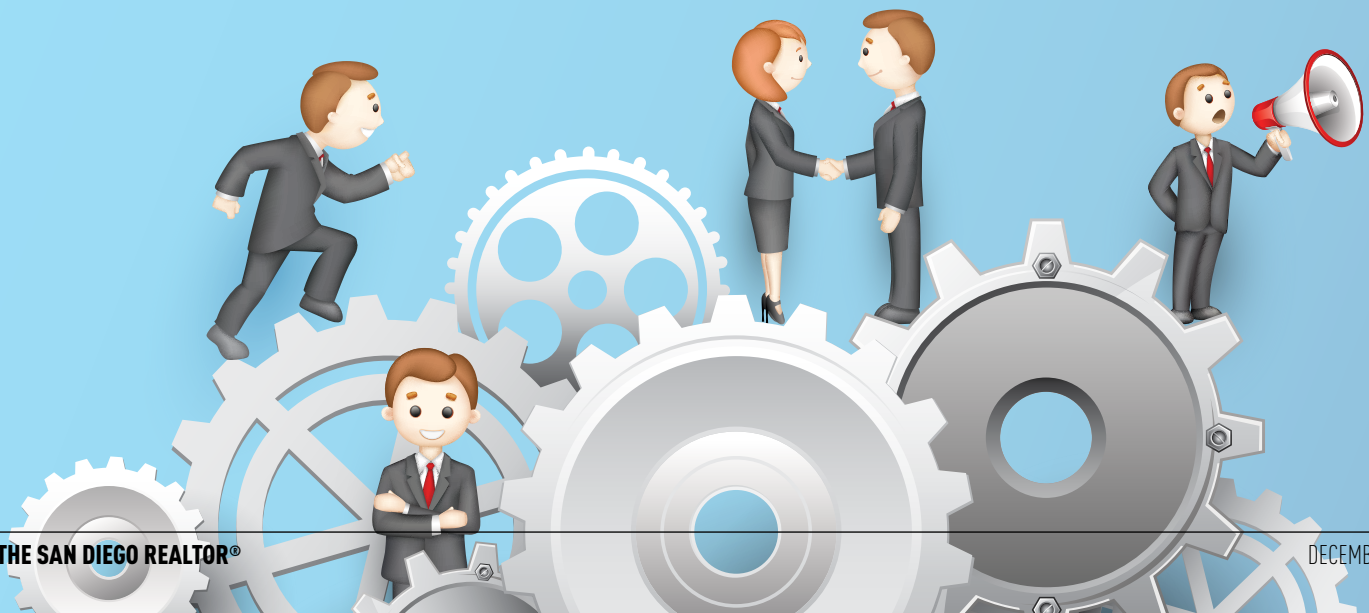
Secondary Members

DESIGNATED REALTORS®

Alvin Greewalt - Alvin Greenwalt, Broker
 Sandy Redmond - Results Realty & Mortgage

REALTORS®

Sherie Corsello - Reali
 William Donahue - Century 21 Award
 James Flanagan - HomeSmart Evergreen Realty
 Russell George - HomeSmart Realty West



LEGEND: KEARNY MESA SOUTH COUNTY EAST COUNTY SOLANA BEACH CORONADO CARLSBAD

JAN	CLASS TITLE	TIME	PRICE	CREDITS	PRESENTER
2	Paragon MLS Tips & Tricks	9:00 am – 10:30 am	Free	NA	SDMLS Trainer
2	Paragon MLS Tips & Tricks	9:00 am – 10:30 am	Free	NA	SDMLS Trainer
3	Paragon MLS Tips & Tricks	9:00 am – 10:30 am	Free	NA	SDMLS Trainer
3	Paragon MLS Tips & Tricks	9:00 am – 10:30 am	Free	NA	SDMLS Trainer
8	Paragon MLS: Paragon 101	9:00 am – 10:30 am	Free	NA	SDMLS Trainer
8	Paragon MLS: Searching 101	11:00 am – 12:30 pm	Free	NA	SDMLS Trainer
10	Paragon MLS Tips & Tricks	9:00 am – 10:30 am	Free	NA	SDMLS Trainer
11	Breaking Through Your Business Barriers	10:00 am – 12:00 pm	\$20	NA	Cappi Pidwell
14	Benefits Overview for New Members	10:00 am – 11:30 am	Free	NA	TBD
15	C.A.R. All About Disclosures	9:00 am – 12:00 pm	\$25	NA	C.A.R. Instructor
15	Paragon MLS: Hot Sheets/Open Houses/Adv. Searching	9:00 am – 10:30 am	Free	NA	SDMLS Trainer
15	Paragon MLS: Collaboration Ctr & SDMLS Consumer Site	11:00 am – 12:30 pm	Free	NA	SDMLS Trainer
22/23	e-PRO® Certification	9:00 am – 4:00 pm	\$90	NA	Ginni Field
24	Staying Out of Court	9:00 am – 11:30 am	\$10	NA	Bette Curtis
24	Start Me Up: Agent	10:00 am – 4:00 pm	\$25	NA	C.A.R. Instructor
30	Risk Management Brown Bag Seminar	12:00 pm – 1:30 pm	\$10*	NA	TBD
31	A Full Day with Mr. Tech	9:00 am – 4:00 pm	\$20	NA	Jeffrey Raskin
FEB	CLASS TITLE	TIME	PRICE	CREDITS	PRESENTER
1	Feng Shui for REALTORS®	10:00 am – 12:00 pm	\$10*	NA	Christine LeBounty
5	Teams 2.0: The Team Leader	9:00 am – 1:00 pm	\$25	NA	Barbara Betts
5	Understanding FICO and Managing Credit	9:00 am – 12:00 pm	\$15	NA	Aaron Johnson
6	Fundamentals of Transaction Coordination	9:00 am – 2:30 pm	\$69	NA	Wendi Molina
7	General Finance for REALTORS®	9:00 am – 12:00 pm	\$15	NA	Aaron Johnson

For easy registration and more information, visit www.sdar.com or call (858) 715-8040

*\$10 reservation fee will be refunded if you attend class. Notification of reservation cancellation must be received by e-mail or in writing 48 hours prior to start of class.

Classes subject to change or cancellation. | Check www.sdar.com/education for current information.
 R-Plus = REALTOR®Plus price | RMS = Risk Management Specialist price



JANUARY 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
CIRCLE OF EXCELLENCE						
				Saturday, January 12 • Hilton San Diego Bayfront Visit sdar.com/awards to attend or call (858) 715-8000		
		1 SDAR Service Centers Closed	2 Paragon MLS Tips & Tricks (Solana Beach & East County) 9:00 am–10:30 am	3 Paragon MLS Tips & Tricks (Carlsbad & South County) 9:00 am–10:30 am	4	5
6 New Member Orientation 8:30 am–3:00 pm (Kearny Mesa)	7 Paragon MLS Training 9:00 am–12:30 pm (Kearny Mesa)	8 Paragon MLS Training 9:00 am–12:30 pm (Kearny Mesa)	9	10 Paragon MLS Tips & Tricks 9:00 am–10:30 am (Coronado)	11 Breaking Through Your Business Barriers 10:00 am–12:00 pm (Kearny Mesa) SDAR Leadership Installation 11:30 am–1:30 pm (Hilton San Diego Bayfront)	12 Circle of Excellence 5:00 pm–11:00 pm (Hilton San Diego Bayfront)
13 Benefits Overview for Members 10:00 am–11:30 am (Kearny Mesa)	14 C.A.R. All About Disclosures 9:00 am–12:00 pm (Kearny Mesa) Paragon MLS Training 9:00 am–12:30 pm (Kearny Mesa)	15	16	17	18	19
20	21 e-PRO® Certification - Day 1 9:00 am–4:00 pm (Kearny Mesa)	22 e-PRO® Certification - Day 2 9:00 am–4:00 pm (Kearny Mesa)	23 e-PRO® Certification - Day 2 9:00 am–4:00 pm (Kearny Mesa)	24 Staying Out of Court 9:30 am–11:30 am (Coronado) Start Me Up: Agent 10:00 am–4:00 pm (Kearny Mesa)	25	26
27	28	29	30 Risk Mgmt. Brown Bag Seminar 12:00 pm–1:30 pm (Kearny Mesa)	31 A Full Day with Mr. Tech 9:00 am–4:00 pm (Kearny Mesa)	All classes/events subject to change or cancellation.	

COMMITTEE MEETINGS	
3	Government Affairs 9:00am - 11:00am
3	Young Professionals Network 1:00 pm – 2:00 pm
8	CREA Board of Directors (Coronado Service Center) 1:00 pm – 2:00 pm
9	Grievance 9:00 am – 11:30 am
9	SDMLS Board 9:00 am – 10:30 am
9	Risk Management 12:00 pm – 2:00 pm
10	Commercial Alliance (CRASD) 9:00 am – 10:30 am
11	REALTOR® Political Affairs 9:30 am – 11:30 am
14	Housing Opportunities 10:00 am – 12:00 pm
17	Education 11:00 am – 1:00 pm
18	International 1:00 pm – 2:00 pm
24	Membership & Business Tech. 1:30 pm – 3:30 pm