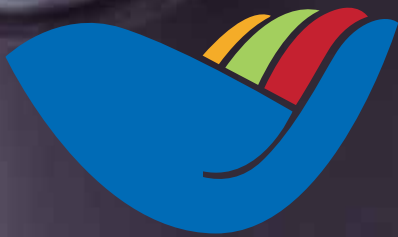


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FOR MORE INFORMATION GO TO PAGES 6-7

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YPN Sunset Soiree 2018 Schedule

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San Diego REALTOR® (ISSN 1096-8210; USPS 479-460) is the official publication of the Greater San Diego Association of REALTORS®, which is affiliated with the National Association of REALTORS® and the California Association of REALTORS®.

All copy for publication should be mailed to the Editor, San Diego REALTOR®, 4845 Ronson Court, San Diego, CA 92111, by the 20th of the month preceding the month of publication. All copy is subject to editorial approval.

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SEPTEMBER 2018

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STEVE FRAIOLI - 2018 PRESIDENT

Existing Home Sales Droop in Late Summer

August sales of previously owned homes in San Diego County drooped in the late summer heat.

Resale single-family home purchase were down more than 8 percent in August compared to July, and condominiums and townhomes (attached properties) dipped 7 percent from the prior month. Compared to the same month last year, single-family home sales were down over 18 percent, and condos/townhomes were down more than 17 percent. However, the number of new listings of homes for sale is up 13 percent from a year ago.

The median price of single-family homes reached \$670,000 in August, up more than 2.5 percent from July. Condo and townhome median prices dipped a bit month-over-month, settling at \$425,000. Prices of all resale homes have increased a solid 8 percent from a year ago.

In August and throughout the year, single-family properties are closing escrow in an average of 30 days, while attached properties are closing in about 24 days.

Despite some lackluster numbers in our region's resale housing, the overall economy is performing well. We particularly want potential buyers to know that the supply of homes on the market has grown nearly 20 percent from a year ago.

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

- 92127 (Rancho Bernardo West) with 57
- 92028 (Fallbrook) with 52
- 92127 (Escondido East) with 51
- 92064 (Poway) with 49
- 92130 (Carmel Valley) with 48

The most expensive single-family property sold in August in San Diego County was an oceanfront property in the Bird Rock neighborhood of La Jolla, built in

1996, with 6,500 square feet, a private entry courtyard, 6 bedrooms, 9 baths, and a sale price of \$8.85 million.

Here is a summary of the August housing statistics:

MEDIAN PRICE

(Month over Month Comparison)

Single-Family: 2.6% INCREASE

August 2018 = \$670,000

July 2018 = \$653,250

Condos/Townhomes: 1.4% DECREASE

August 2018 = \$425,000

July 2018 = \$431,000

(Year over Year Comparison)

Single-Family: 9.8% INCREASE

August 2018 = \$670,000

August 2017 = \$610,000

Condos/Townhomes: 6.3% INCREASE

August 2018 = \$425,000

August 2017 = \$400,000

SOLD LISTINGS

(Month over Month Comparison)

Single-Family: 8.1% DECREASE

August 2018 = 1,902

July 2018 = 2,070

Condos/Townhomes: 7.0% DECREASE

August 2018 = 971

July 2018 = 1,044

(Year over Year Comparison)

Single-Family: 18.2% DECREASE

August 2018 = 1,902

August 2017 = 2,325

Condos/Townhomes: 17.3% DECREASE

August 2018 = 971

August 2017 = 1,174

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

Steve Fraioli



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SDAR Committees: Help Shape the Future of Your Association

The leadership of the Greater San Diego Association of REALTORS® encourages you to consider volunteering your time and talents as a member of an SDAR committee in the coming year. It can be rewarding to add your voice and help fulfill the goals of your association's Strategic Plan.

SDAR's standing committees include: Budget & Assets, Bylaws, Education, Government Affairs, Member Development & Business Technology, Housing Opportunities, International Real Estate, REALTOR® Political Affairs, Grievance, and Young Professionals Network.

By serving, you can give back to your association by providing your experience and insight to shape the future of SDAR and our local industry. You will also develop working relationships and friendships with colleagues and business leaders.

You only need to be a REALTOR® or Affiliate in good standing to join a committee and be willing to share your knowledge and opinions with others. SDAR looks forward to your service; your participation advances the value of everyone's membership.

Apply by October 12 for 2019 committees.

Visit www.sdar.com/committees.

Keeping You and Your Agents Safe

September is REALTOR® Safety Month. Follow the mantra of safety first and follow your instincts in the field. Here are 10 tips for staying safe you can put to use at your company today.

By Lee Nelson

While Linda Fercodini was visiting a potential seller at his home, the hair on the back of her neck stood up. After the home owner asked her a dozen times if she wanted something to drink and invited her to join him in the attic, she got a deeply unnerving feeling.

"Then, in the living room on the side of his chair, I saw the photos of women real estate agents circled in red from a local real estate magazine. That was it for me," says Fercodini, broker-owner of Fercodini Properties Inc. in Wolcott, Conn. "I needed to think quickly and be cool. I started heading back to the kitchen, pretending to take notes. He excused himself to go to the bathroom."

That was her chance. She called her office, but no one answered. Then she called her husband, who knew where she was because she always leaves him the address to where she's going. When he answered, Fercodini used her code words — "red file" — and he instantly knew she was in trouble. Fercodini made up an excuse to leave, and as she walked down the driveway, her husband was there waiting for her.

A lot of bizarre — even scary and dangerous — things happen to real estate agents every day. Fercodini, who now teaches a continuing education safety course for agents, says she tells stories about incidents that have happened to her and reminds agents to trust their instincts. She also brings in police officers and a karate instructor to demonstrate self-defense moves to her students.

In her own office, she tries to talk about safety at least four times a year. "You have to keep reminding everybody because they get busy and forget. It's a tough business, and things happen," she says.

Empower Agents with Knowledge

Recently, one of Candace Adams' agents had a potential client she was meeting for the first time who asked her to pick him up at a hotel.

"I've always told my agents to never go to a hotel or train

station or anywhere else to pick someone up, especially if they have not properly vetted them," says Adams, president and CEO of Berkshire Hathaway HomeServices New England and Westchester Properties. She has about 1,700 agents in more than 50 offices in New York, Rhode Island, and Connecticut.

"Most experienced agents will be able to cite an incident that made them feel uncomfortable, whether it was just meeting someone or someone wanting them to go down into the basement with them," Adams says. As incidents such as the 2014 murder of Little Rock, Ark., agent Beverly Carter get more attention in the news, Adams and her management team are having more conversations about safety with agents at her company. Adams says their policy is to never ride in a car with a client and to always meet a new client for the first time at one of their offices.

Adams admits it's hard to institute consistent safety policies in such a large company. But she emphasizes using the buddy system when agents go out on showings. "We encourage our agents not to do open houses at remote locations alone or to meet people at vacant properties alone," she says. Some of their seller clients have installed cameras at their homes and monitor them off-site during open houses. That's one more level of protection for her agents, she says.

Don't Discount Your Feelings

Robert Siciliano, CEO of IDTheftSecurity.com, has taught classes on personal security to real estate agents across the country.

"Every person I have ever interviewed that was victimized said they knew something was wrong before it happened. But they didn't do anything about it," he says. "They didn't want to think it could happen to them. But it did."

He says whether you're in the middle of Montana or downtown Boston, there are assaults on men and woman happening every minute. According to the FBI, there are 270 serial killers walking the streets every day along with nearly 750,000 sex offenders, and there are 2.2 million burglaries and home invasions every year. "We live in a somewhat violent society. That's not going to change," Siciliano says. "But being proactive and putting systems in place can give you a fighting chance."



REALTOR® SAFETY PROGRAM

Here are 10 suggestions to help you and your agents stay safe on the job:

- 1. Park your car on the street.** Never park in the driveway, where you could be blocked in by another car.
- 2. Establish a safe word.** If you get in a situation that feels uneasy or downright critical, call someone at your agency, a friend, or a significant other and mention the safe word.
- 3. Never drink or eat anything someone offers at their home.** Even the seemingly nicest people may have devious agendas.
- 4. Ask for names and phone numbers at open houses.** Have a pad of paper out, and make sure everyone signs it with his or her information. If they just put their name down and no phone number or email address, walk outside and take down their license plate number.
- 5. Leave immediately if something happens.** If you see someone steal something during an open house, don't confront him or her, Siciliano says. This person could be in a crisis and could hurt you. Leave the home and call the police. If someone tries to manipulate you to go into the basement or attic, get out as soon as possible. You don't need to protect the house; you need to protect yourself.
- 6. Program your phone to call 911.** Keep your cell phone in your pocket on the ready so you can call the police at the touch of your finger.
- 7. Verify customers before meeting them.** Require that all new clients send you an image of their ID as well as their current address and phone number so you can vet them online. Verify that their ID matches information you find in public records. At your first meeting, jot down their license plate number and the type of car they drive.
- 8. Leave the name of the client, the address, and the time of the meeting.** Have a "safe person" who always knows your whereabouts. Have them call you every 15 minutes. If you don't answer, tell them to call police.
- 9. Prepare an open house with many people.** Always have another agent, family member, or friend with you at an open house. Invite all the neighbors to come over to see the house. There is safety in numbers. It's also an opportunity to network with neighbors in your market.

Ask the home owners to turn on their security cameras if they have them.

- 10. Carry pepper spray or mace.** Never shoot into the wind and make sure you can aim it at your target.

For more up-to-date safety tips and information, turn to the National Association of REALTORS®' safety materials, including webinars and quarterly safety messages. NAR also offers a three-hour safety course for brokers and agents. Learn more at realtor.org/safety.

Broker-to-Broker is an information network that provides insights and tools with business value through timely articles, videos, Q&As, and sales meeting tips for brokerage owners and managers. Get more at www.realtor.org/broker-to-broker.



Ambassadors Foundation Supports "One San Diego"



With the start of the new school year, the Ambassadors Foundation, SDAR's 501(c)(3) non-profit organization joined Mayor Kevin Faulconer's nonprofit organization, One San Diego (www.1sandiego.org), to support more than 3,000 students in underserved communities as a part of our Safe and Healthy Homes initiative.

Many San Diego families struggle to put food on the table, much less afford new school supplies for their children. On average, it costs an estimated \$50 to provide a child with the school supplies they need to succeed. The partnership with One San Diego's "We Have Your Back" program supported five SDUSD elementary schools in underserved areas and provide backpacks to kids filled with grade-appropriate school supplies.

In August, volunteers from SDAR and the Ambassadors Foundation visited Sherman, Perkins, and Logan Elementary Schools in the back-to-school efforts. The foundation helped support the cost of the backpacks and supplied each child with a printed guide that provides home safety tips in English and Spanish. The safety guide for kids was recently approved by the City of San Diego Police and Fire-Rescue Departments.



CIRCLE OF EXCELLENCE

Deadline to Nominate & Apply Approaching



SDAR is in the process of collecting nominations and applications for San Diego real estate's most prestigious event, the Circle of Excellence, taking place January 12, 2019. Don't hesitate and be sure to get in before the deadlines in the following:

AWARDS OF EXCELLENCE

Each year SDAR acknowledges top real estate professionals who exemplify excellence among their peers. This year, in addition to the categories of Broker, REALTOR®, Office Manager, and Affiliate of the Year, Commercial Broker, and Commercial Transaction of the Year. This year we're pleased to include new awards for International Real Estate and "40 Under 40."

For the Awards of Excellence, any SDAR member in good standing may submit nominations, and self-nominations are accepted. Once nominated, applicants will be prequalified and then fill out a full application. Winners will be selected by their industry colleagues through votes cast before the event. Nominations for the Awards of Excellence must be received by October 31, 2018. Submit a nomination at www.sdar.com/apply.

RECOGNITION OF EXCELLENCE

Top-producing teams and individual REALTORS® who exemplify excellence in the San Diego County real estate industry will be highlighted in the Recognition of Excellence. Teams and individuals will be recognized at the Platinum, Gold, and Silver levels of achievement based on numbers of units and/or sale prices. The sales production levels are specified on the website www.sdar.com/apply.

If a team or individual qualifies for one of the levels, they may fill out an application and attach a copy of their sales production report. The production dates for qualification are November 1, 2017, through October 31 of this year. Applications for the Recognition of Excellence will be accepted only through December 21, 2018.

THE EVENT - JAN. 12, 2019

All finalists and winners will be honored at the Circle of Excellence on Saturday, January 12, 2019, at the Hilton San Diego Bayfront. All winners will be featured in a Sunday edition of the San Diego Union-Tribune, which is partnering with SDAR for this event.

Learn more about the Circle of Excellence at www.sdar.com/awards.

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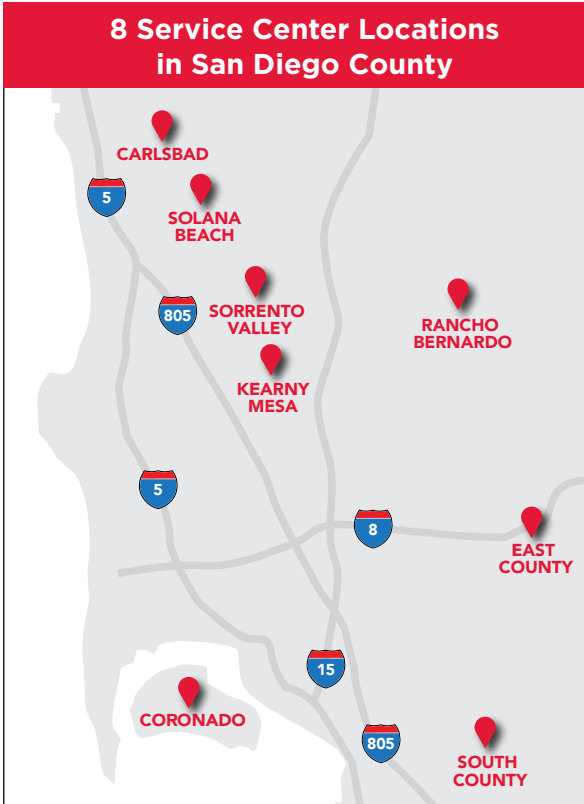
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- Client relationship management

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- 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



SDAR International Caravan to Baja Oct. 4

The International Real Estate Collaborative (IREC) invites you to join them on a full-day trip to Mexico to tour residential properties.

With the housing market in San Diego offering less and less inventory and prices rapidly rising, now is the time to take a look south of our border. Baja Mexico is becoming the next viable option for San Diegans for primary or secondary residences.

If you have a client interested in Mexico, bring them along to show them all the options available for purchase.

Date: Thursday, October 4

Cost: \$95 per person

The tour will meet at the Kearny Mesa offices of the San Diego Association of REALTORS® where a chartered bus will bring the group to different development, including a lunch stop in Ensenada, and wine tour of Valle Guadalupe before returning to SDAR.

AT PRESS TIME, TOURS INCLUDE:

Nivel Diez (www.niveldiez.com.mx/)

Viento (<http://viento.com.mx/en/>)

(More developments are planned.)

Agenda:

7:30 a.m. Arrive at SDAR

8:00 a.m. Depart on chartered bus for Mexico

9:00 a.m. Tours

1:00 p.m. Lunch in Ensenada

3:00 p.m. Tour

4:30 p.m. Valle Guadalupe Wine Tour

8:00 p.m. Arrive back at SDAR
(approximate time depending on border wait)

Register: www.sdar.com/baja.

Questions? Contact Theresa Andrews, tandrews@sdar.com or (858) 715-8004.



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HELPING YOU BETTER SERVE YOUR MILITARY HOMEBUYERS



As a real estate agent in the Greater San Diego area, you know there are many service member and veteran homebuyers to serve. What you might not know, though, is that one in three veterans don't know about their Veterans Administration (VA) home loan benefits.

The VA home loan is a powerful lending product that is backed by the Department of Veterans Affairs. This home loan product is a benefit earned by veterans, service members, active duty and military spouses to help them purchase a home. The VA Loan helps military homebuyers own a piece of the land they defended.

The VA Loan does not require a down payment in most cases. This is a huge benefit, especially for homebuyers here in San Diego. With zero-money-down options, the VA Loan makes owning a home possible for veterans and service members who are serving overseas or have lifestyles that make it difficult to balance a checkbook.

Additionally, the VA Loan offers borrowers 100 percent financing, and it does not require homebuyers to take out private mortgage insurance. With a conventional loan transaction, homebuyers would typically make a 20 percent down payment of their home or be forced to pay private mortgage insurance each month.

With a VA Loan, not only are homebuyers able to forgo a down payment and finance 100 percent of their home, but they're also able to free themselves up of the monthly charge that is private mortgage insurance! In the long run, these benefits help our nation's veterans save money during the homeownership process.

VA home loan benefits are also reusable. Veterans and service members who purchase a home with a VA Loan can use their benefits more than once one more than one home thanks to the loan product's tiers of entitlement.

In addition to the benefits being reusable, the VA Loan benefit does not expire – ever! Veterans who have purchase several houses with other loan products can use their VA Loan benefits years after serving. Their act of service has earned them a timeless benefit that serves them throughout their lifetime.

Active duty service members who receive basic allowance for housing each month can also use that money for their home! When speaking with an active duty homebuyer, it's important to remind him or her that their BAH can be used to pay their monthly mortgage. Combined with zero down payment and zero private mortgage insurance, BAH makes it even easier for service members to own a home!

Your veteran and active duty homebuyers can also be proactive borrowers with a VA Loan. The VA Loan does not include pre-payment penalties unlike other loan products, so if your client is able to pay off his or her loan early, then there is no downside to doing so.

With all the benefits of the VA home loan product, it may surprise you that not all veterans are aware of these reusable, non-expiring and money-saving benefits! With help from knowledgeable real estate agents, we can spread the word to our most deserving homebuyers.

To learn more about the VA Loan and how it can best serve your homebuying clients, reach out to your local Veterans United Home Loans of San Diego by visiting SanDiegoVU.com or calling (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.

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Find the Real and Useful in a Crowd of "Wow"



By Steve Murray

It seems that sensationalism gets a lot of attention – even in the residential brokerage industry. What is wow often crowds out what is real and useful. Wow may be neat, but it won't help your business.

Here are some real and useful thoughts.

To be arrogant or dismissive of competitors, whether new or existing, is a deadly disease. This attitude kept traditional incumbent brokerage firms from effectively competing with RE/MAX during their early years, and the same attitude prevented firms from competing effectively with Keller Williams during their surging growth years. It's scary to think that the industry will look at Compass, Redfin, and eXp in the same manner today.

Key Element: Recruiting System

You can't build and grow a successful residential brokerage firm unless you have a system to recruit and develop talented real estate professionals. It means a real system, not just wishful thinking. Far too many brokerage firms who bemoan new forms of competition or pine for the good old days have no system for recruiting and developing agents.

If it was only about the money, that is, if agents and teams only cared about the cost of joining a brokerage, most leading brokerage firms would already be out of business. Finding out what else agents and teams' value from their brokerage should be a high priority goal for every brokerage, regardless of brand, business model or location.

Don't Get Distracted

Many brokerage leaders get distracted by the noise in the industry. Along with arrogance and dismissiveness, this can have deadly consequences. There are already enough distractions running a brokerage without getting caught up in who said what at which conference. Brokerage is not a complicated scientific endeavor. It's mostly a relationship business. How much of your time is spent in this area?

Gross margins (what a brokerage has left after the agents have been paid) are shrinking, and they're going to continue to do so for most brokerage firms. There will always be someone in your market that is less expensive than you are. Our benchmark studies show that the average Gross Margin among REAL Trends 500 firms has dropped from around 22 percent to about 14 percent in the last five years. It may be useful to plan on 14 to 16 percent as a target over the next three to five years. How would you, or are you now, managing in this environment?

Core Services

Core services, such as mortgage, title, escrow and property management, are crucial additional income and profit opportunities. Also, many successful firms are supplementing their incomes with fees for risk management, technology, and marketing services. Each will be more important as gross margins continue to be pressured.

This remains a great business. If it weren't, why are so many outside investment firms entering? If the business wasn't viable, why have firms like Redfin and Compass been able to raise so much capital? Why is it that so many private equity firms now have an interest? In our 31 years of merger and acquisition work, we have never had more interest in the brokerage industry than we have today. And while many owners have chosen to exit, there are just as many new entrants. Independents and franchised firms alike are appearing in our top rankings each year, some that didn't exist five or ten years ago.

To the difference between what is sensational and threatening, and what is real and useful, REAL Trends will continue to focus on the latter. We care less about what is fashionable and more about what matters.

Steve Murray is President for REAL Trends, which provides news, analysis, and information about residential real estate services. The monthly newsletter is an SDAR benefit.

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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	12	128	43	34	\$527,500	\$639,500	22	151	35	44	\$622,750	\$599,900
91902	Bonita	13	94	23	32	\$700,000	\$746,750	14	101	65	35	\$676,500	\$660,000
91905	Boulevard	0	11	0	40	\$0	\$321,000	1	15	19	70	\$165,000	\$199,000
91906	Campo	5	51	31	47	\$243,500	\$299,900	4	36	60	34	\$310,000	\$301,250
91910	Chula Vista	30	238	17	20	\$559,500	\$550,000	42	303	33	30	\$540,000	\$505,000
91911	Chula Vista	29	241	22	22	\$525,000	\$499,000	30	272	25	26	\$472,500	\$465,000
91913	Chula Vista	41	280	28	28	\$600,000	\$610,000	40	281	16	25	\$559,000	\$560,000
91914	Chula Vista	12	110	42	43	\$835,000	\$797,000	20	122	39	32	\$699,000	\$725,000
91915	Chula Vista	18	174	21	22	\$655,000	\$596,122	30	203	20	28	\$572,500	\$578,200
91916	Descanso	2	24	118	82	\$280,000	\$441,500	3	14	66	44	\$325,000	\$404,500
91917	Dulzura	0	3	0	65	\$0	\$374,000	2	2	75	75	\$406,000	\$406,000
91931	Guatay	0	0	0	0	\$0	\$0	0	1	0	233	\$0	\$75,000
91932	Imperial Beach	12	100	39	35	\$632,500	\$599,000	19	82	39	31	\$585,000	\$565,000
91934	Jacumba	0	5	0	20	\$0	\$179,000	1	5	11	28	\$105,000	\$145,000
91935	Jamul	5	82	46	46	\$555,000	\$664,500	11	75	27	41	\$499,000	\$619,000
91941	La Mesa	29	250	28	29	\$605,000	\$632,750	37	251	33	28	\$671,000	\$610,000
91942	La Mesa	16	200	19	22	\$552,500	\$565,000	31	232	16	20	\$535,000	\$530,000
91945	Lemon Grove	19	158	24	21	\$467,500	\$460,000	25	150	41	25	\$435,000	\$433,000
91948	Mount Laguna	0	5	0	80	\$0	\$140,000	2	10	301	182	\$77,500	\$110,500
91950	National City	7	100	26	32	\$452,000	\$436,500	25	129	23	29	\$420,000	\$410,000
91962	Pine Valley	6	24	35	33	\$519,500	\$467,500	2	30	52	35	\$520,500	\$433,000
91963	Potrero	0	3	0	15	\$0	\$315,000	1	3	3	108	\$450,000	\$330,000
91977	Spring Valley	28	325	29	23	\$470,000	\$479,000	49	373	23	28	\$449,000	\$440,000
91978	Spring Valley	1	41	23	26	\$460,000	\$565,000	8	54	16	32	\$597,500	\$519,750
91980	Tecate	0	0	0	0	\$0	\$0	0	1	0	22	\$0	\$360,000
92003	Bonsall	5	30	47	68	\$792,500	\$882,500	1	36	97	73	\$772,500	\$771,250
92004	Borrego Springs	8	68	146	108	\$248,000	\$258,500	7	77	119	96	\$305,000	\$212,000
92007	Cardiff By The Sea	8	39	16	22	\$1,425,000	\$1,375,000	7	49	77	37	\$1,419,100	\$1,419,100
92008	Carlsbad	19	135	36	35	\$1,004,500	\$975,000	21	135	30	36	\$960,000	\$900,888
92009	Carlsbad	47	319	25	26	\$1,080,000	\$1,055,000	44	377	26	31	\$1,058,500	\$985,000
92010	Carlsbad	13	112	30	25	\$860,000	\$865,000	10	104	16	25	\$754,500	\$804,403
92011	Carlsbad	22	138	25	24	\$1,025,000	\$1,057,500	24	170	21	31	\$964,000	\$1,017,875
92014	Del Mar	4	106	44	53	\$1,735,500	\$2,000,000	20	104	52	46	\$1,767,813	\$1,775,000
92019	El Cajon	34	265	32	26	\$668,250	\$585,000	33	265	24	31	\$527,000	\$550,000
92020	El Cajon	29	269	22	24	\$620,000	\$555,000	37	261	21	28	\$562,000	\$510,000
92021	El Cajon	34	262	24	24	\$492,500	\$500,000	41	283	35	28	\$528,650	\$475,000
92024	Encinitas	31	272	46	32	\$1,335,000	\$1,250,000	54	313	28	34	\$1,325,000	\$1,215,000
92025	Escondido	25	207	33	29	\$535,000	\$580,000	30	243	24	32	\$537,500	\$531,900
92026	Escondido	32	311	46	33	\$599,500	\$560,000	73	406	32	33	\$530,000	\$529,000
92027	Escondido	51	339	28	27	\$540,000	\$500,000	43	325	32	29	\$480,000	\$468,000
92028	Fallbrook	52	404	55	43	\$680,000	\$595,000	52	495	57	41	\$677,500	\$550,000
92029	Escondido	21	154	37	30	\$785,000	\$719,357	23	175	29	42	\$630,000	\$705,000
92036	Julian	9	52	48	58	\$400,000	\$399,500	13	79	73	68	\$329,000	\$335,650
92037	La Jolla	21	222	52	62	\$1,855,000	\$2,019,500	17	205	71	57	\$2,450,000	\$2,176,000
92040	Lakeside	19	231	28	26	\$550,000	\$535,000	33	223	23	30	\$500,000	\$499,500
92054	Oceanside	19	142	41	27	\$649,500	\$722,500	28	187	22	24	\$699,000	\$644,900
92056	Oceanside	37	313	25	21	\$550,000	\$569,000	56	364	25	20	\$562,500	\$540,000
92057	Oceanside	53	389	31	23	\$568,000	\$564,000	74	434	20	23	\$545,000	\$523,500
92058	Oceanside	7	86	22	28	\$517,000	\$525,000	14	82	17	21	\$497,500	\$504,000
92059	Pala	0	1	0	214	\$0	\$750,000	0	3	0	69	\$0	\$725,000
92060	Palomar Mountain	2	8	59	48	\$320,000	\$420,000	3	10	81	110	\$196,000	\$175,500
92061	Pauma Valley	4	24	66	66	\$374,000	\$510,000	6	25	57	133	\$540,000	\$515,000

		Current Year - 2018						Previous Year - 2017					
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
92064	Poway	49	345	34	27	\$812,000	\$785,000	52	376	21	30	\$759,950	\$735,000
92065	Ramona	43	316	33	31	\$560,000	\$539,000	53	373	30	42	\$530,000	\$520,000
92066	Ranchita	2	5	38	52	\$222,000	\$220,000	0	4	0	53	\$0	\$396,625
92067	Rancho Santa Fe	28	157	124	82	\$2,812,500	\$2,400,000	21	164	95	109	\$2,250,000	\$2,147,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	26	228	13	21	\$598,000	\$605,000	32	220	26	23	\$580,000	\$569,500
92070	Santa Ysabel	0	5	0	86	\$0	\$560,000	0	10	0	84	\$0	\$757,000
92071	Santee	46	349	21	21	\$550,000	\$550,000	40	302	19	23	\$525,000	\$499,950
92075	Solana Beach	12	62	25	41	\$1,387,500	\$1,510,000	13	72	53	50	\$1,425,000	\$1,497,500
92078	San Marcos	42	307	31	24	\$804,500	\$760,000	51	339	22	25	\$730,000	\$732,000
92081	Vista	22	171	27	17	\$615,490	\$590,000	32	207	22	20	\$561,750	\$545,000
92082	Valley Center	12	146	48	49	\$655,750	\$665,250	17	146	43	50	\$610,000	\$604,500
92083	Vista	16	121	35	26	\$505,000	\$500,000	24	138	33	26	\$473,500	\$460,000
92084	Vista	32	245	30	33	\$566,500	\$585,000	33	289	29	39	\$565,000	\$540,000
92086	Warner Springs	0	3	0	41	\$0	\$379,000	2	10	67	70	\$575,000	\$334,000
92091	Rancho Santa Fe	5	21	84	87	\$2,312,000	\$2,140,000	11	28	145	120	\$2,841,500	\$2,557,505
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	1	5	13	34	\$982,500	\$982,500	0	3	0	118	\$0	\$671,000
92102	San Diego	12	88	42	24	\$527,000	\$497,500	18	98	21	25	\$445,000	\$455,000
92103	Mission Hills	8	110	34	40	\$1,218,500	\$1,127,500	20	120	44	46	\$1,040,000	\$978,000
92104	North Park	20	161	18	17	\$720,000	\$749,000	23	172	17	19	\$730,000	\$705,000
92105	East San Diego	28	142	17	22	\$445,500	\$445,000	27	175	31	22	\$415,000	\$410,000
92106	Point Loma	22	143	30	36	\$1,129,113	\$1,150,000	18	137	23	33	\$1,057,500	\$1,141,225
92107	Ocean Beach	12	101	21	28	\$985,000	\$1,000,000	14	100	18	24	\$1,083,750	\$1,066,250
92108	Mission Valley	1	7	8	18	\$662,000	\$685,000	2	8	36	18	\$838,500	\$756,000
92109	Pacific Beach	13	127	61	37	\$1,250,000	\$1,250,000	21	159	30	35	\$1,200,000	\$1,150,000
92110	Old Town SD	15	88	24	22	\$778,000	\$850,000	11	74	35	28	\$891,650	\$814,500
92111	Linda Vista	20	146	12	15	\$642,500	\$635,000	20	152	20	15	\$626,750	\$588,750
92113	Logan Heights	7	92	32	26	\$425,000	\$405,000	7	99	15	29	\$359,000	\$365,000
92114	Encanto	37	307	19	23	\$470,000	\$450,000	43	339	22	31	\$429,000	\$416,000
92115	College Grove	31	255	16	20	\$590,000	\$575,000	48	291	29	24	\$550,500	\$528,000
92116	Normal Heights	15	151	18	22	\$840,000	\$708,000	16	154	21	22	\$789,500	\$710,000
92117	Clairemont Mesa	34	266	18	16	\$697,500	\$694,500	46	300	16	17	\$628,962	\$633,500
92118	Coronado	11	115	33	76	\$2,125,000	\$2,220,000	22	124	79	73	\$1,732,500	\$1,745,000
92119	San Carlos	25	173	14	19	\$725,000	\$645,000	31	205	17	18	\$630,000	\$595,000
92120	Del Cerro	32	193	17	19	\$694,313	\$680,000	34	228	16	23	\$643,250	\$640,000
92121	Sorrento	2	17	8	27	\$965,000	\$1,010,000	2	10	5	31	\$1,005,000	\$955,500
92122	University City	15	94	14	15	\$915,000	\$904,500	11	96	21	23	\$880,000	\$847,500
92123	Serra Mesa	14	119	14	18	\$650,000	\$631,000	28	129	13	18	\$594,500	\$585,000
92124	Tierrasanta	9	91	12	14	\$780,000	\$749,900	11	90	30	27	\$692,500	\$698,750
92126	Mira Mesa	41	230	19	13	\$630,000	\$627,000	34	263	15	17	\$570,500	\$576,000
92127	Rancho Bernardo	57	354	30	32	\$1,104,604	\$1,104,802	57	439	31	31	\$973,000	\$1,025,000
92128	Rancho Bernardo	44	330	24	19	\$767,500	\$770,000	44	362	20	19	\$752,500	\$719,000
92129	Rancho Penasquitos	34	248	20	17	\$855,000	\$845,000	38	251	13	14	\$796,000	\$758,000
92130	Carmel Valley	48	333	32	27	\$1,363,875	\$1,340,000	28	339	34	31	\$1,188,045	\$1,236,600
92131	Scripps Miramar	30	180	25	22	\$960,750	\$967,450	27	207	20	22	\$910,000	\$900,000
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	12	82	24	28	\$496,600	\$470,000	10	107	22	28	\$488,750	\$440,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	24	195	20	24	\$502,500	\$500,000	47	246	22	28	\$484,000	\$470,000
92173	San Ysidro	2	29	20	34	\$475,000	\$470,000	3	29	8	31	\$405,000	\$437,500

GROUP TOTAL COUNTS: 1902 14998

2325 16510

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	2	19	26	26	\$254,000	\$280,000	4	19	30	32	\$252,500	\$250,000
91902	Bonita	2	29	15	25	\$361,250	\$380,000	6	21	6	10	\$254,950	\$265,000
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	13	92	25	25	\$348,000	\$370,000	18	104	25	26	\$340,500	\$337,200
91911	Chula Vista	13	90	19	18	\$333,000	\$335,000	16	97	17	32	\$320,000	\$300,000
91913	Chula Vista	19	197	36	25	\$407,000	\$396,000	25	209	24	17	\$375,000	\$350,000
91914	Chula Vista	3	35	27	13	\$408,000	\$408,000	4	52	9	16	\$420,000	\$387,500
91915	Chula Vista	16	147	26	21	\$395,875	\$415,000	28	162	26	28	\$395,000	\$401,000
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	11	55	64	47	\$560,000	\$465,000	7	74	34	36	\$255,000	\$453,250
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	3	20	6	12	\$360,000	\$327,500	0	17	0	18	\$0	\$290,000
91942	La Mesa	16	122	15	24	\$328,750	\$334,950	16	124	22	21	\$327,500	\$331,000
91945	Lemon Grove	2	15	6	9	\$310,000	\$288,000	2	18	11	25	\$260,250	\$250,000
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91950	National City	2	21	27	25	\$305,000	\$290,000	5	25	22	45	\$300,000	\$260,000
91962	Pine Valley	0	3	0	9	\$0	\$113,000	0	0	0	0	\$0	\$0
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91977	Spring Valley	11	90	17	20	\$372,000	\$330,000	8	77	31	21	\$287,500	\$280,000
91978	Spring Valley	4	24	15	18	\$312,500	\$307,500	4	17	20	24	\$290,750	\$280,000
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	0	11	0	37	\$0	\$412,500	4	20	22	48	\$322,500	\$305,750
92004	Borrego Springs	0	14	0	121	\$0	\$123,750	1	19	84	126	\$120,000	\$95,000
92007	Cardiff By The Sea	8	46	30	24	\$815,000	\$747,500	1	31	32	21	\$1,261,000	\$717,000
92008	Carlsbad	7	75	39	33	\$885,000	\$670,000	8	95	16	34	\$619,950	\$659,900
92009	Carlsbad	18	183	33	24	\$450,000	\$510,000	32	224	18	27	\$486,500	\$465,000
92010	Carlsbad	8	69	18	18	\$584,010	\$549,000	15	78	25	18	\$527,127	\$507,500
92011	Carlsbad	14	64	28	21	\$642,500	\$645,000	11	100	21	21	\$654,000	\$619,000
92014	Del Mar	6	44	53	30	\$982,500	\$1,158,000	10	44	31	35	\$1,079,500	\$1,073,750
92019	El Cajon	12	121	15	24	\$360,000	\$335,000	12	103	15	18	\$309,750	\$310,700
92020	El Cajon	12	85	11	23	\$262,500	\$265,000	13	74	36	29	\$224,000	\$230,500
92021	El Cajon	10	97	26	20	\$294,500	\$280,000	10	88	18	21	\$291,000	\$255,000
92024	Encinitas	11	114	26	19	\$705,000	\$677,500	13	126	39	27	\$700,000	\$623,000
92025	Escondido	10	59	17	20	\$299,950	\$320,000	8	59	21	22	\$333,500	\$320,000
92026	Escondido	11	74	23	19	\$352,000	\$357,250	10	109	27	19	\$337,500	\$329,000
92027	Escondido	10	62	16	18	\$325,250	\$315,000	13	64	20	25	\$295,000	\$250,000
92028	Fallbrook	3	19	39	40	\$405,000	\$385,000	2	30	6	49	\$202,500	\$225,000
92029	Escondido	1	11	55	11	\$439,900	\$379,000	1	8	8	11	\$394,900	\$382,500
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92037	La Jolla	37	312	39	33	\$649,000	\$754,500	39	262	37	29	\$840,000	\$716,500
92040	Lakeside	7	72	15	28	\$270,000	\$240,000	14	72	15	16	\$209,000	\$225,500
92054	Oceanside	17	128	46	37	\$713,000	\$555,500	19	146	32	33	\$565,000	\$500,000
92056	Oceanside	33	220	32	33	\$390,000	\$391,250	27	203	22	20	\$342,500	\$353,000
92057	Oceanside	27	208	34	31	\$354,000	\$330,000	36	217	31	24	\$307,500	\$315,000
92058	Oceanside	7	74	13	22	\$357,500	\$340,000	16	100	22	20	\$325,500	\$325,000
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	1	9	0	79	\$350,000	\$350,000	0	1	0	97	\$0	\$280,000

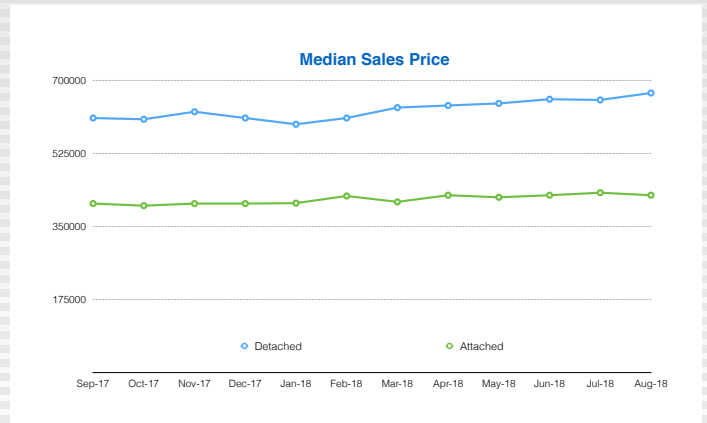
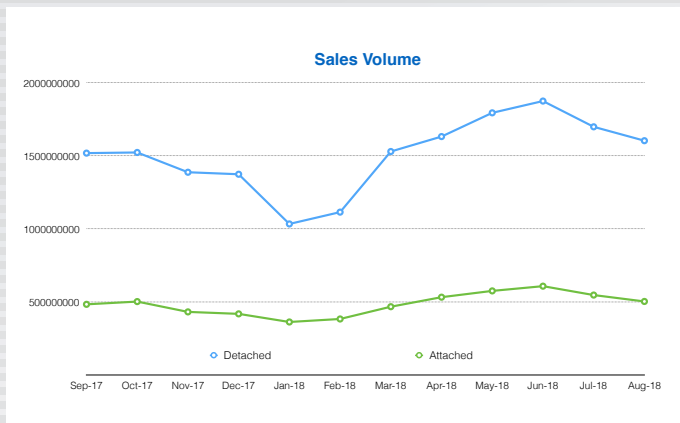
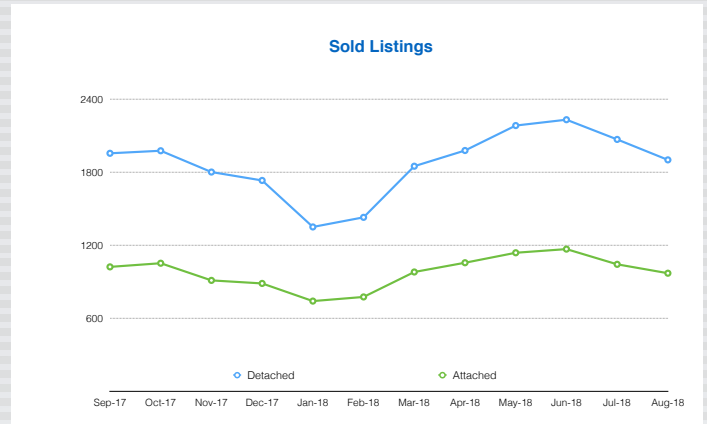
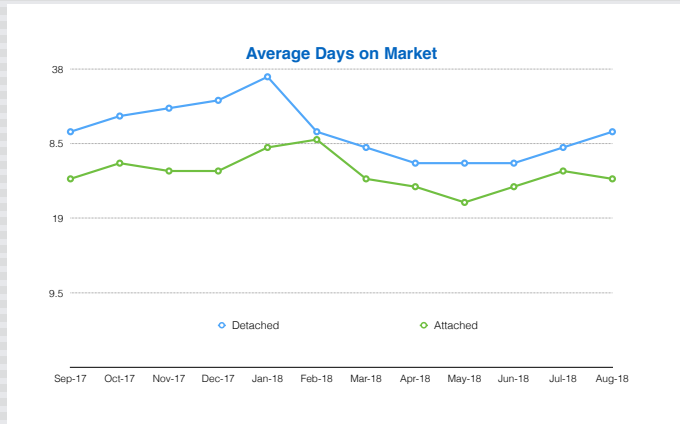
Current Year - 2018

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	8	48	11	21	\$495,001	\$485,500	3	36	13	14	\$475,000	\$447,500
92065	Ramona	3	27	59	54	\$287,000	\$303,000	4	27	9	46	\$312,500	\$285,000
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92067	Rancho Santa Fe	1	5	73	87	\$1,190,000	\$1,295,000	0	2	0	59	\$0	\$1,025,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos	7	63	13	21	\$395,000	\$395,000	14	63	24	23	\$369,950	\$337,900
92070	Santa Ysabel	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92071	Santee	24	197	23	20	\$357,500	\$375,000	33	215	17	16	\$335,000	\$340,000
92075	Solana Beach	10	65	18	31	\$1,442,500	\$982,500	7	83	44	25	\$1,013,000	\$850,000
92078	San Marcos	17	170	36	22	\$445,000	\$474,950	24	203	12	16	\$457,000	\$450,000
92081	Vista	3	35	7	12	\$341,888	\$341,000	2	28	2	10	\$238,000	\$299,500
92082	Valley Center	0	2	0	4	\$0	\$240,000	0	1	0	77	\$0	\$623,000
92083	Vista	4	49	12	16	\$364,250	\$336,000	4	53	32	25	\$325,750	\$320,000
92084	Vista	2	32	30	26	\$365,000	\$341,750	3	31	7	28	\$355,000	\$315,000
92086	Warner Springs	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92091	Rancho Santa Fe	1	13	89	33	\$852,695	\$888,000	2	19	2	26	\$905,000	\$825,000
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	San Diego Downtown	63	584	39	37	\$575,000	\$550,000	84	568	29	30	\$614,500	\$536,000
92102	San Diego	10	59	26	24	\$362,500	\$360,000	10	55	18	25	\$338,000	\$330,000
92103	Mission Hills	26	199	23	26	\$594,250	\$525,000	28	223	39	34	\$453,500	\$500,000
92104	North Park	13	134	16	18	\$425,000	\$399,250	12	171	30	18	\$328,950	\$350,500
92105	East San Diego	7	64	16	41	\$250,000	\$253,500	7	63	32	28	\$175,000	\$240,000
92106	Point Loma	3	41	18	27	\$515,900	\$685,000	5	38	34	39	\$750,000	\$630,000
92107	Ocean Beach	8	64	27	17	\$453,000	\$512,450	14	67	20	19	\$430,000	\$425,000
92108	Mission Valley	28	264	21	18	\$366,000	\$376,500	45	292	16	17	\$345,000	\$350,000
92109	Pacific Beach	30	207	27	28	\$620,000	\$620,000	23	227	24	30	\$495,000	\$620,000
92110	Old Town SD	20	145	18	25	\$437,500	\$420,000	14	129	18	22	\$412,000	\$405,000
92111	Linda Vista	16	128	14	18	\$447,000	\$439,000	22	160	11	18	\$427,000	\$415,000
92113	Logan Heights	2	14	16	34	\$250,500	\$265,000	4	21	22	22	\$360,450	\$310,000
92114	Encanto	3	14	13	38	\$205,000	\$330,000	1	4	1	12	\$375,000	\$355,100
92115	College Grove	17	135	19	20	\$326,000	\$275,000	31	128	21	26	\$310,000	\$275,000
92116	Normal Heights	16	108	14	18	\$367,500	\$373,000	12	96	26	16	\$391,500	\$356,500
92117	Clairemont Mesa	10	79	19	18	\$388,750	\$395,000	20	101	18	15	\$372,250	\$364,000
92118	Coronado	6	83	52	49	\$1,242,000	\$1,250,000	11	86	64	80	\$880,000	\$1,222,500
92119	San Carlos	12	94	31	23	\$322,000	\$322,500	13	97	15	15	\$318,000	\$295,000
92120	Del Cerro	17	82	22	20	\$300,000	\$342,500	10	91	11	18	\$345,500	\$337,000
92121	Sorrento	2	17	8	9	\$612,000	\$580,000	4	26	12	15	\$552,500	\$537,500
92122	University City	27	198	15	17	\$462,000	\$464,250	29	207	13	19	\$460,000	\$431,500
92123	Serra Mesa	11	68	17	14	\$500,000	\$466,500	6	69	22	15	\$341,100	\$407,500
92124	Tierrasanta	9	73	9	23	\$480,000	\$475,000	11	70	35	25	\$450,000	\$428,500
92126	Mira Mesa	12	135	14	20	\$381,250	\$380,000	34	234	9	12	\$363,000	\$355,000
92127	Rancho Bernardo	22	147	9	12	\$546,250	\$555,000	26	192	10	12	\$453,750	\$474,500
92128	Rancho Bernardo	41	275	17	14	\$435,000	\$441,000	37	322	16	17	\$405,000	\$406,500
92129	Rancho Penasquitos	20	118	19	13	\$352,750	\$390,000	22	106	8	14	\$539,450	\$403,500
92130	Carmel Valley	17	182	9	13	\$675,500	\$625,500	37	210	14	14	\$630,000	\$593,500
92131	Scripps Miramar	15	121	21	14	\$530,000	\$537,500	16	119	14	14	\$463,000	\$465,000
92134	San Diego Downtown	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	9	75	19	20	\$410,000	\$365,000	11	88	22	22	\$325,000	\$327,500
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Otay Mesa	10	94	17	21	\$374,950	\$365,000	17	101	18	27	\$334,000	\$325,000
92173	San Ysidro	2	42	8	20	\$249,000	\$240,000	4	26	8	13	\$282,500	\$239,000

GROUP TOTAL COUNTS: 971 7879

1174 8437



Comparative Sales - Existing Homes - August 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 - August 2018	\$1,602,749,821	-10.858%	-5.595%	\$502,226,571	-9.243%	-8.018%
2 Average Sales Price - August 2018	\$842,666	8.968%	2.744%	\$517,226	9.731%	-1.102%
3 Median* Sales Price - August 2018	\$670,000	9.836%	2.564%	\$425,000	6.250%	-1.392%
4 Sold Listings - August 2018	1,902	-18.194%	-8.116%	971	-17.291%	-6.992%
5 Average Days on Market - August 2018	30	0.000%	8.942%	24	9.091%	-1.523%
6 Total Sales Volume - August 2017	\$1,797,964,478			\$553,373,611		
7 Average Sales Price - August 2017	\$773,318			\$471,357		
8 Median* Sales Price - August 2017	\$610,000			\$400,000		
9 Sold Listings - August 2017	2,325			1,174		
10 Average Days on Market - August 2017	30			22		
11 Total Sales Volume - YTD 2018	\$12,274,355,504	-1.746%		\$3,971,256,455	1.071%	
12 Average Sales Price - YTD 2018	\$818,509	8.174%		\$504,031	8.229%	
13 Median* Sales Price - YTD 2018	\$640,000	6.845%		\$420,000	6.329%	
14 Sold Listings - YTD 2018	14,998	-9.164%		7,879	-6.614%	
15 Average Days on Market - YTD 2018	29	-6.452%		24	4.348%	
16 YTD Total Sales Volume - YTD 2017	\$12,492,417,823			\$3,929,156,466		
17 YTD Average Sales Price - YTD 2017	\$756,658			\$465,705		
18 YTD Median* Sales Price - YTD 2017	\$599,000			\$395,000		
19 YTD Sold Listings - YTD 2017	16,511			8,437		
20 YTD Average Days on Market - YTD 2017	31			23		

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.

Fair Housing Course – Earn CE Credits

Real estate professionals who understand and strictly comply with California Fair Housing Laws serve clients and customers with confidence and integrity and ensure that every person is treated fairly.

SDAR's course on September 26 will assist you to identify important concepts to improve your customer service and help you to avoid common legal and cultural pitfalls. You will learn about both federal Fair Housing laws and laws unique to the State of California.

CalBRE accredited for 3 Fair Housing credits. CalBRE Sponsor No. 0282.

CLASS DETAILS

Date: Wednesday, Sep. 26

Location:

Kearny Mesa Service Center
4845 Ronson Court, San Diego

Time: 9:00 a.m. – 12:00 p.m.

Instructor: Aaron Johnson

Price:

SDAR REALTORS®..... \$10

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



Advanced Negotiation for REALTORS®

This 4-hour course on October 3 is the second in a two-part series that provides tools and information to help you understand the fundamentals of the negotiation process that is integral to real estate transactions. In this course, learn the negotiator's role with regard to the listing, purchasing, and escrow processes, and participate in mock negotiation exercises.

If you're a real estate professional that has not gone through negotiation training or are looking to refresh your training, this is the course for you.

LEARNING OBJECTIVES

After attending this course, participants will be able to:

- Negotiate their commissions;
- Educate their Buyer or Seller about the present market with up-to-date current market conditions and values;
- Help a Seller realize that a list price that doesn't budge on price or terms will become an expired listing;
- Refuse to enter into a contract at a price that you know absolutely will not result in a deal
- Develop a positive relationship and improve negotiations with the other agent and those in related services including Escrow, Title, Termite, Inspectors etc. to help the deal go smoothly;
- Effectively prepare for a negotiation by identifying and evaluating goals, leverage and concessions;
- Understand who you represent and how to make Dual Agency work;
- Overcome obstacles and successfully close (and know when to "walk away" from) the deal.

CLASS DETAILS

Date: Wednesday, October 3

Location:

Kearny Mesa Service Center
4845 Ronson Court, San Diego

Time: 9:00 a.m. – 1:00 p.m.

Instructor: C.A.R. Instructor

Price:

SDAR REALTORS®..... \$39

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

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®

Robin Avery - Robin Avery
 Patrick Geary - CEG Advisors
 Mark Serino - Mark Joseph Serino
 J. Brian White - J. Brian White, Broker

REALTORS®

Tatyana Abrahime - Keller Williams Realty
 Sheryl Adams - Del Rey Urban Brokerage
 Michael Adeniranye - Allison James Estates & Homes
 Shriti Agarwal - Keller Williams Realty
 Miguel Aldrete - Coldwell Banker Royal Realty
 Heather Ambrose - Pacific Sotheby's Int'l Realty
 Ana Asatryan - KAM Financial Realty
 Michelle Beasley - Keller Williams SD Central Coastal
 Miguel Beer - eXp Realty of California, Inc.
 Christopher Bentley - eXp Realty of California, Inc.
 Jamie Bernardo - Amanda Marchesello
 Aaron Bojorquez - Berkshire Hathaway HomeServices
 Sarah Cancel - United Real Estate San Diego
 Jason Casison - Big Block Realty, Inc.
 Cinthia Cazarez - HomeSmart Realty West
 Laura Chisholm - Berkshire Hathaway HomeServices
 Anastasia Colwell-Olsen - Big Block Realty, Inc.
 Stephanie Cotton - Berkshire Hathaway HomeServices
 Diana Craig - Berkshire Hathaway HomeServices
 Amy Curry - Real Estate eBroker, Inc.
 Ritz Dela Cruz - SRG Realty
 Mario Dubovoy - Premier Realty Associates
 Christ Economo - eXp Realty of California, Inc.
 Tyneisha Evans - Douglas Elliman of California
 Essma Eweida - SDpremier
 Dalia Farahat - The Associates Realty Group
 Vahid Fazel - Great Source Realty Corp.

Joanna Fish - eXp Realty of California, Inc.
 Max Foster - Keller Williams SD Metro
 Bing Galgana - San Diego Sunrise Realty
 Dominique Ghandour - Big Block Realty, Inc.
 Luke Gilson - Coastal Sage Realty, Inc.
 Spencer Glass - Wannebo Real Estate Group
 Rocio Gomez - Axia Real Estate Group, Inc.
 Elizabeth Gravelle - HallDoranRealty
 Zastik Harper - eXp Realty of California, Inc.
 Christie Havens-Vasquez - Superb Mktg. & Real Estate, Inc.
 Tifanee Hawkins - Pacific Sotheby's Int'l Realty
 Keyu Heng - Abacus Properties, Inc.
 Megan Higginson - Berkshire Hathaway HomeServices
 Carolyn Howard - Keller Williams Realty La Jolla
 Robert Hussey - Windermere Homes & Estates
 Eleanor Jacobs - Windermere Homes & Estates
 Nelly Jaoude - Watkins Realty Group
 Gus Jaramillo - Realty One Group-San Diego
 Crystal Johnson - Keller Williams SD Metro
 Kevin Leggett - Keller Williams SD Central Coastal
 Katrina Levold - Pacific Sotheby's Int'l Realty
 Raul Lopez - Century 21 Award
 Danielle MacDonald - Schreiber Realty
 James Mann - HomeSmart Realty West
 Michael Marguils - HomeSmart Realty West
 Michael Marinelli - ParaCapitalGroup
 Michael Martin - Big Block Realty, Inc.
 Kevin McClenahan - Keller Williams SD Metro
 Dean McGill - Berkshire Hathaway HomeServices
 Brian McGuinness - Graff Real Estate
 Francisco Montano - Coldwell Banker West
 Ebony Mullins - SCRE Management, Inc.
 Judy Munson - HallDoran Realty
 Colleen Norling - Coastal Pacific Real Estate
 Jeremy Owensby - The Associates Realty Group
 Adam Pacheco - Keller Williams SD Metro
 Trevor Peterson - Vernazza Realty, Inc.
 Cindy Phan - Royal Properties, Inc.
 Aleksandra Posada - Berkshire Hathaway HomeServices

Andy Quang - Cali-Land, Inc.
 Angela Rivas - Elite Properties Direct
 Diana Rogers - Reef Point Realty, Inc.
 Cachel Rupp - Pacific Sotheby's Int'l Realty
 Amy Sandy - Advance Realty Pacific
 Jessica Shaffer - Compass
 William Shaffer - Sal D'Acquisto Real Estate Group
 Tarndeeep Sidhu - Dolan Realty Company
 Sureal Sparx - Keller Williams SD Metro
 Timothy Stone - Coldwell Banker Assoc. Broker/CL
 Sergly Storozhuk - Slavens Realty
 Mark Sulzen - Premier Realty Associates
 William Temple - Canter Brokerage
 Stefanie Torres - Encore Real Estate Services
 Michael Traa - Lineage Real Estate
 Michael Tran - Keller Williams SD Metro
 Tipyapa Uaipattanakul - Keller Williams Realty
 Vanancio Uribe - CURB 100% Commission Broker
 Aron Wilson - Big Block Realty, Inc.
 Alison Young - Big Block Realty, Inc.
 Ghazal Yousofy - Watkins Realty Group
 Jin Zhao - Premier Realty Associates

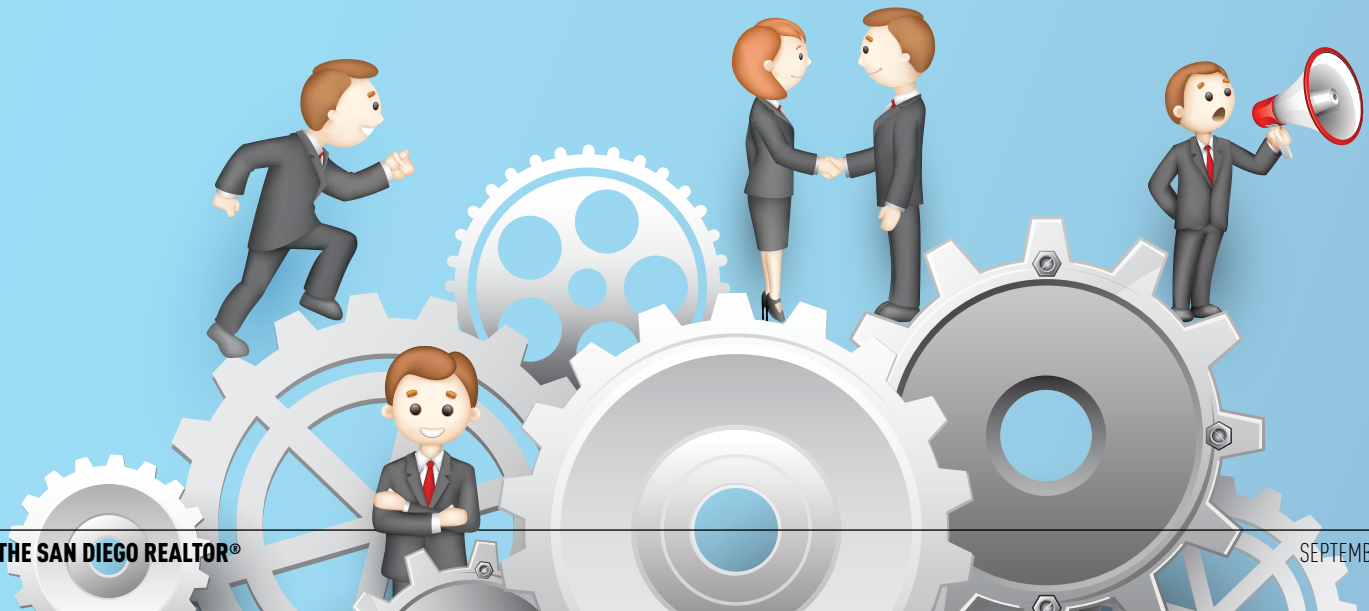
Secondary Members

DESIGNATED REALTORS®

Corey Copeland - Copeland Realty and Mortgage
 Meredith Lancona - Vernazza Realty, Inc.
 Paul Motley - Paul A. Motley, Broker
 John Riso - Sigma Realty
 Josephine Sharma - Legacy Homes Realty

REALTORS®

Gaurav Baweja - Legacy Homes Realty
 Catherine Bianchi - Pacific Sotheby's Int'l Realty
 Desiree Felix - BHG J.F. Finnegan Realtors
 Pamela Greene - AC Palm Desert Corporation
 Haley Hickok - Pacific Sotheby's Int'l Realty
 Christopher Petalver - Berkshire Hathaway HomeServices
 Daniel Tanori - Reali
 Trieu Truong - HomeSmart Realty West



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

SEP	CLASS TITLE	TIME	PRICE	CREDITS	PRESENTER
18	Identifying Home Buying Advantages for Veterans	9:00 am – 12:00 pm	\$10*	NA	Luke Turner
19	Paragon MLS Tips & Tricks	9:00 am – 12:00 pm	Free	NA	SDMLS Trainer
19	Real Estate Scripts Don't Work... Find Out What Does Work!	10:00 am – 12:00 pm	\$10*	NA	Steve Wener
20	Digital Mortgage for REALTORS®	9:00 am – 10:30 am	\$10*	NA	Bill Gaylord
25	Paragon MLS: Hot Sheets/Open Houses/Adv. Searching	9:00 am – 12:00 pm	Free	NA	SDMLS Trainer
25	Paragon MLS: Collaboration Center/Consumer Site	1:30 pm – 4:30 pm	Free	NA	SDMLS Trainer
26	Fair Housing	9:00 am – 12:00 pm	\$10	3 FH	Aaron Johnson
27	Agent Boot Camp	9:00 am – 3:30 pm	\$30	NA	Patrick Alexander
27	Ethics	9:00 am – 12:00 pm	Free	3 ET	Bette Curtis
OCT	CLASS TITLE	TIME	PRICE	CREDITS	PRESENTER
2	Paragon MLS: Creating CMAs	9:00 am – 12:00 pm	Free	NA	SDMLS Trainer
2	Paragon MLS: Listing Input & Maintenance	1:30 pm – 4:30 pm	Free	NA	SDMLS Trainer
3	C.A.R. Advanced Negotiations for REALTORS®	9:00 am – 1:00 pm	\$39	NA	C.A.R. Instructor
3	Standards in Advertising	9:30 am – 11:30 am	\$10*	NA	Dan Hill
4	iPad for Real Estate	9:00 am – 12:00 pm	\$15	NA	Jeffrey Raskin
4	Outlook and PDF for Real Estate	1:00 pm – 4:00 pm	\$15	NA	Jeffrey Raskin
9	Transaction Coordination 2: Beyond the Contract	9:00 am – 12:30 pm	\$69	NA	Wendy Molina
9	Paragon MLS: CRS Tax 101	9:00 am – 12:00 pm	Free	NA	SDMLS Trainer
9	Paragon MLS: CRS Tax Advanced	1:30 pm – 4:30 pm	Free	NA	SDMLS Trainer
10	Ethics	9:00 am – 12:00 pm	Free	3 ET	Bette Curtis
11	Do You Know the Condition of Your Properties?	9:00 am – 12:00 pm	\$19	NA	Gregg Traum
11	Paragon MLS Tips & Tricks	9:00 am – 12:00 pm	Free	NA	SDMLS Trainer
11	NHD Red Flags: Recognizing Risks of Non-Regulation	1:00 pm – 2:30 pm	\$10	NA	Chuck Piro
16	Utilize the Power of FlashCMA	10:00 am – 11:00 am	\$10*	NA	Patrick Alexander
17	Paragon MLS Tips & Tricks	1:30 pm – 4:30 pm	Free	NA	SDMLS Trainer
18	Notary Class & Exam	8:30 am – 5:00 pm	\$99	NA	Gus Lanatta

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	February	March
S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31
April	May	June
S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30
July	August	September
S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30
October	November	December
S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31



OCTOBER

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1 New Member Orientation 8:30 am–2:30 pm (Kearny Mesa)	2 SDMLS Paragon Training 9:00 am–4:30 pm (Kearny Mesa)	3 C.A.R. Advanced Negotiations for REALTORS® 9:00 am–1:00 pm (Kearny Mesa) Standards in Advertising 9:30 am–11:30 am (Kearny Mesa)	4 iPad for Real Estate 9:00 am–12:00 pm (Carlsbad) Outlook & PDF for Real Estate 1:00 pm–4:00 pm (Carlsbad)	5	6
7	8	9 Transaction Coordination 2: Beyond the Contract 9:00 am–12:30 pm (Carlsbad) SDMLS Paragon Training 9:00 am–4:30 pm (Kearny Mesa)	10 Ethics 9:00 am–12:00 pm (Solana Beach)	11 Do You Know the Condition of Your Properties? 9:00 am–12:00 pm (Kearny Mesa) SDMLS Paragon Tips & Tricks 9:00 am–12:00 pm (Coronado) NHD Red Flags 1:00 pm–2:30 pm (Kearny Mesa) YPN Sunset Soiree 5:00 pm–8:00 pm (Location TBD)	12	13
14	15	16 Utilize the Power of FlashCMA 10:00 am–11:00 am (Kearny Mesa)	17 SDMLS Paragon Tips & Tricks 1:30 pm–4:30 pm (East County)	18 Notary Class & Exam 8:30 am–5:00 pm (Kearny Mesa)	19	20
21	22 Mastering Your Time to Achieve Your Goals 8:30 am–5:00 pm (Kearny Mesa)	23 Pricing Strategies: Mastering the CMA (PSA Course) 9:00 am–4:00 pm (Kearny Mesa)	24 VA Underwriting 12:30 pm–1:30 pm (Kearny Mesa)	25 Agent Boot Camp 9:00 am–3:30 pm (Carlsbad) Ethics 9:00 am–12:00 pm (East County)	26 California Residential Purchase Agreement 9:00 am–1:00 pm (Solana Beach)	27
28	29	30	31	All classes/events subject to change or cancellation		

COMMITTEE MEETINGS	
4	Government Affairs 9:00 am – 11:00 am
4	Young Professionals Network 1:00 pm – 2:00 pm
8	Housing Opportunities 10:00 am – 12:00 pm
9	CREA Board of Directors (Coronado Service Center) 1:00 pm – 2:00 pm
10	Grievance 9:00 am – 11:00 am
10	Risk Management 12:00 pm – 2:00 pm
12	REALTORS® Political Affairs 9:30 am – 11:30 am
18	Education 11:00 am – 1:00 pm
19	Executive 8:30 am – 9:30 am
19	Board of Directors 9:30 am – 11:30 am
19	International 1:00 pm – 2:00 pm
25	Membership & Business Tech. 1:30 pm – 3:30 pm
31	Ambassadors Foundation 9:00 am – 10:30 am