

Real Estate, Overwhelming Feeling is Optimism for 2017 !!!!!!!!!!!!!!!!!!!!!!!

Hi Guys and Gals, below is an Chart from the San Diego Association of Realtors Which Gives You Single Family Home Sales for Each Zip Code!!!!!!

Condo Sales Information is Available Upon Request!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!

I Have also Included an Additional Article form the San Diego Association of Realtors!!!!!!!!!!!!!!

I have Included a Current Mortgage Rate Sheet in the Attachment!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!

If You Know Anyone Interested in Selling, Buying or Just may have Questions about Real Estate Please let Me Know? Thanks,

December 2016

Most of 2016 offered the same monthly housing market highlights. The number of homes for sale was drastically down in year-over-year comparisons, along with days on market and months of supply. Meanwhile, sales and prices were up in most markets. Unemployment rates were low, wages improved and, as the year waned, we completed a contentious presidential election and saw mortgage rates increase, neither of which are expected to have a negative impact on real estate in 2017.

Closed Sales decreased 10.8 percent for Detached homes and 20.8 percent for Attached homes. Pending Sales increased 17.5 percent for Detached homes and 7.2 percent for Attached homes. Inventory decreased 21.3 percent for Detached homes and 34.3 percent for Attached homes.

The Median Sales Price was up 7.6 percent to \$572,190 for Detached homes and 4.3 percent to \$367,000 for Attached homes. Days on Market decreased 2.4 percent for Detached homes and 11.1 percent for Attached homes. Supply decreased 22.7 percent for Detached homes and 37.5 percent for Attached homes.

The overwhelming feeling about prospects in residential real estate for the immediate future is optimism. Real estate professionals across the nation are expressing that they are as busy as ever. There are certainly challenges in this market, like continued low inventory and higher competition for those fewer properties, but opportunities abound for creative and diligent people prepared to put in the necessary amount of work.

Monthly Snapshot

- 14.3%	+ 8.1%	- 24.8%
One Year Change in Closed Sales All Properties	One Year Change in Median Sales Price All Properties	One Year Change in Homes for Sale All Properties

Residential real estate activity in San Diego County, comprised of single family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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DECEMBER 2016 - San Diego County Summary Statistics

Comparative Sales - Sold Listings - Median Prices - Average Prices - Average Days on Market

Monthly Report	DETACHED (Single-Family Homes)			ATTACHED (Condominiums, Townhomes)		
		% Change from Prior Year	% Change from Prior Month		% Change from Prior Year	% Change from Prior Month
Total Sales Volume - December 2016	\$1,307,209,384	-3.845%	-6.712%	\$384,292,222	-16.721%	-11.852%
Average Sales Price - December 2016	\$734,387	7.877%	1.516%	\$447,372	5.189%	2.720%
Median* Sales Price - December 2016	\$572,190	7.555%	2.360%	\$367,000	4.261%	0.548%
Sold Listings - December 2016	1,781	-10.816%	-8.101%	859	-20.829%	-14.271%
Average Days on Market - December 2016	41	-2.381%	11.357%	32	-11.111%	9.895%
Total Sales Volume - December 2015	\$1,359,487,009			\$461,451,380		
Average Sales Price - December 2015	\$680,765			\$425,301		
Median* Sales Price - December 2015	\$532,000			\$352,000		
Sold Listings - December 2015	1,997			1,085		
Average Days on Market - December 2015	42			36		
Year-to-Date Report		% Change from Prior Year	% Change from Prior Month		% Change from Prior Year	% Change from Prior Month
Total Sales Volume - YTD 2016	\$17,273,064,268	6.139%		\$5,558,366,080	9.365%	
Average Sales Price - YTD 2016	\$713,350	5.823%		\$437,667	6.075%	
Median* Sales Price - YTD 2016	\$560,000	6.616%		\$369,900	7.217%	
Sold Listings - YTD 2016	24,219	0.294%		12,703	3.117%	
Average Days on Market - YTD 2016	35	-12.500%		29	-21.622%	
YTD Total Sales Volume - YTD 2015	\$16,274,062,028			\$5,082,406,493		
YTD Average Sales Price - YTD 2015	\$674,098			\$412,600		
YTD Median* Sales Price - YTD 2015	\$525,250			\$345,000		
YTD Sold Listings - YTD 2015	24,148			12,319		
YTD Average Days on Market - YTD 2015	40			37		

*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 price, which can be skewed high by a relative handful of million-dollar-plus transactions.

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December 2016



DETACHED (Single-Family) Homes - San Diego County

Zip Code	Market Area	Current Year - 2016						Previous Year - 2015					
		Sold Listings		Avg Days on Mkt		Median Price		Sold Listings		Avg Days on Mkt		Median Price	
		Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD
91901	Alpine	16	205	46	52	\$613,498	\$560,000	14	214	53	54	\$550,000	\$540,000
91902	Bonita	20	173	43	43	\$620,000	\$640,000	18	174	47	50	\$588,250	\$604,375
91905	Boulevard	1	9	16	116	\$77,629	\$250,000	0	11	0	66	\$0	\$214,000
91906	Campo	3	55	9	28	\$350,000	\$260,000	4	49	36	66	\$282,500	\$240,000
91910	Chula Vista North	27	439	26	31	\$470,000	\$485,000	38	427	26	35	\$445,000	\$450,000
91911	Chula Vista South	32	428	33	31	\$452,438	\$435,000	45	406	40	35	\$425,000	\$409,500
91913	Chula Vista - Eastlake	32	459	27	36	\$553,500	\$539,000	41	439	33	36	\$535,000	\$511,000
91914	Chula Vista NE	14	201	29	42	\$687,500	\$685,000	16	199	55	50	\$590,000	\$625,000
91915	Chula Vista SE	24	333	30	32	\$520,000	\$525,000	36	351	27	38	\$525,000	\$495,000
91916	Descanso	0	23	0	54	\$0	\$440,000	0	24	0	76	\$0	\$377,500
91917	Dulzura	1	5	37	55	\$685,000	\$417,000	1	7	64	77	\$500,000	\$495,000
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91932	Imperial Beach	11	109	33	31	\$497,500	\$490,500	11	122	66	29	\$440,000	\$449,500
91934	Jacumba	0	9	0	41	\$0	\$162,000	0	8	0	54	\$0	\$142,500
91935	Jamul	8	98	35	46	\$595,000	\$565,500	9	107	50	51	\$670,000	\$565,000
91941	La Mesa, Mount Helix	30	378	36	33	\$544,500	\$580,000	26	381	43	39	\$495,000	\$530,000
91942	La Mesa, Grossmont	22	335	26	25	\$505,000	\$480,000	25	307	25	34	\$479,900	\$447,000
91945	Lemon Grove	19	251	25	28	\$429,000	\$410,000	18	247	25	30	\$385,500	\$377,500
91948	Mount Laguna	0	4	0	91	\$0	\$275,000	1	3	563	333	\$89,000	\$80,000
91950	National City	16	194	28	32	\$350,000	\$368,500	25	214	20	33	\$350,000	\$340,000
91962	Pine Valley	2	40	30	60	\$455,000	\$424,450	2	26	14	63	\$384,000	\$397,500
91963	Potrero	0	7	0	61	\$0	\$293,000	0	7	0	68	\$0	\$255,000
91977	Spring Valley	43	513	27	31	\$439,900	\$420,000	39	542	23	35	\$405,000	\$388,750
91978	Rancho San Diego	5	73	36	25	\$412,000	\$465,000	7	81	40	46	\$440,000	\$430,000
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	8	54	87	74	\$852,500	\$735,000	2	59	32	73	\$907,500	\$735,000
92004	Borrego Springs	3	68	28	102	\$250,000	\$209,500	5	62	50	121	\$118,000	\$199,125
92007	Cardiff	6	82	37	33	\$1,523,500	\$1,407,500	9	83	22	45	\$1,050,000	\$1,200,000
92008	Carlsbad NW	19	181	47	39	\$855,000	\$865,000	13	197	40	41	\$755,000	\$770,000
92009	Carlsbad SE	41	475	44	33	\$915,000	\$903,000	45	579	38	34	\$875,000	\$875,000
92010	Carlsbad NE	10	154	17	21	\$765,000	\$730,000	14	161	27	33	\$697,000	\$662,000
92011	Carlsbad SW	17	260	29	32	\$851,250	\$935,000	29	241	40	36	\$890,000	\$887,000
92014	Del Mar	8	161	90	45	\$1,932,500	\$1,800,000	11	162	34	58	\$1,865,250	\$1,687,500
92019	El Cajon	30	404	38	37	\$507,500	\$518,250	32	392	49	42	\$539,750	\$500,500

**December 2016
(continued)**

DETACHED (Single-Family) Homes - San Diego County

		Current Year - 2016						Previous Year - 2015					
		Sold Listings		Avg Days on Mkt		Median Price		Sold Listings		Avg Days on Mkt		Median Price	
Zip Code	Market Area	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD
92020	El Cajon	30	391	25	32	\$440,500	\$490,000	41	381	44	41	\$459,000	\$480,000
92021	El Cajon	34	388	34	33	\$456,750	\$441,000	24	397	40	38	\$401,500	\$410,000
92024	Encinitas	40	487	47	37	\$1,252,861	\$1,185,000	29	462	38	38	\$955,000	\$1,082,500
92025	Escondido South	24	327	37	37	\$515,000	\$527,000	33	317	31	47	\$444,500	\$455,000
92026	Escondido North	36	519	48	39	\$475,000	\$479,000	33	501	43	44	\$468,000	\$449,000
92027	Escondido East	40	484	52	33	\$431,750	\$437,500	40	546	25	39	\$395,000	\$410,000
92028	Fallbrook	45	728	51	50	\$568,000	\$520,000	59	647	81	60	\$478,000	\$485,000
92029	Escondido West	18	249	56	48	\$664,500	\$650,000	17	223	49	50	\$650,000	\$650,000
92036	Julian	3	68	104	86	\$245,000	\$330,500	12	80	109	98	\$304,000	\$322,000
92037	La Jolla	23	346	63	56	\$1,815,000	\$1,900,000	36	372	67	64	\$2,025,000	\$1,807,500
92040	Lakeside	27	373	46	36	\$495,000	\$460,000	33	361	43	35	\$449,000	\$439,900
92054	Oceanside South	18	268	36	32	\$634,250	\$582,500	19	228	26	32	\$442,000	\$545,000
92056	Oceanside East	37	527	42	24	\$485,000	\$499,000	34	533	20	29	\$472,500	\$475,000
92057	Oceanside North	35	656	33	29	\$509,000	\$490,000	54	654	42	41	\$480,000	\$465,000
92058	Oceanside (Central)	14	147	44	25	\$411,000	\$470,000	8	141	26	41	\$464,500	\$424,500
92059	Pala	0	4	0	105	\$0	\$725,000	0	2	0	77	\$0	\$632,500
92060	Palomar Mountain	2	14	169	111	\$449,000	\$238,125	2	16	14.5	79	\$295,000	\$177,000
92061	Pauma Valley	2	26	213	64	\$465,000	\$448,500	1	22	36	104	\$365,000	\$455,000
92064	Poway	46	531	48	37	\$640,000	\$675,000	29	483	34	37	\$635,000	\$638,500
92065	Ramona	38	497	68	48	\$461,000	\$475,000	25	495	66	54	\$445,000	\$432,000
92066	Ranchita	1	8	38	80	\$490,000	\$404,500	1	4	134	94	\$190,000	\$188,250
92067	Rancho Santa Fe	16	220	136	103	\$2,570,000	\$2,389,000	19	198	105	106	\$2,150,000	\$2,500,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos South	36	354	42	34	\$565,000	\$530,000	26	339	34	32	\$494,848	\$512,000
92070	Santa Ysabel	1	8	289	138	\$475,000	\$435,000	1	8	0	101	\$130,000	\$512,450
92071	Santee	38	489	31	26	\$496,500	\$469,000	45	454	23	26	\$449,900	\$440,000
92075	Solana Beach	7	84	57	50	\$3,050,000	\$1,335,000	7	87	41	41	\$1,399,000	\$1,440,000
92078	San Marcos South	30	509	40	30	\$675,000	\$685,000	33	536	47	30	\$650,000	\$636,600
92081	Vista South	32	274	34	27	\$521,000	\$517,000	31	328	30	37	\$495,000	\$485,000
92082	Valley Center	26	259	50	55	\$528,500	\$545,000	28	223	50	67	\$611,500	\$529,000
92083	Vista West	29	241	28	36	\$440,000	\$430,000	13	213	24	45	\$426,000	\$405,000
92084	Vista East	30	397	52	44	\$542,485	\$500,000	29	378	41	41	\$488,062	\$467,000
92086	Warner Springs	0	18	0	80	\$0	\$332,500	1	13	103	114	\$335,000	\$312,500
92091	Rancho Santa Fe	4	26	161	111	\$2,492,775	\$1,885,275	2	31	257	88	\$3,175,000	\$1,925,000
92093	UCSD	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	Downtown	0	3	0	60	\$0	\$1,025,000	1	8	165	67	\$524,501	\$692,500

**December 2016
(continued)**

DETACHED (Single-Family) Homes - San Diego County

		Current Year - 2016						Previous Year - 2015					
		Sold Listings		Avg Days on Mkt		Median Price		Sold Listings		Avg Days on Mkt		Median Price	
Zip Code	Market Area	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD
92102	Golden Hill, South Park	15	163	39	26	\$455,000	\$435,000	17	184	22	29	\$415,000	\$387,000
92103	Hillcrest, Mission Hills	15	146	29	38	\$879,000	\$1,013,500	18	182	54	36	\$962,500	\$896,353
92104	North Park	11	242	41	21	\$575,000	\$645,000	19	273	38	27	\$650,000	\$613,500
92105	City Heights	19	243	22	25	\$401,000	\$382,500	18	207	52	38	\$363,250	\$342,825
92106	Point Loma	9	213	54	32	\$1,175,000	\$995,000	15	203	53	46	\$962,000	\$910,000
92107	Ocean Beach	7	149	38	33	\$840,000	\$895,000	20	185	35	38	\$965,000	\$845,000
92108	Mission Valley	0	25	0	57	\$0	\$768,676	1	11	29	40	\$547,800	\$547,800
92109	Pacific Beach, Mission Beach	16	222	34	34	\$1,181,500	\$1,082,500	23	222	43	38	\$1,175,000	\$1,037,500
92110	Morena	5	98	22	32	\$775,000	\$738,000	9	113	58	41	\$620,000	\$676,900
92111	Linda Vista	17	236	26	22	\$575,000	\$538,000	22	216	33	27	\$545,000	\$522,500
92113	Logan Heights	9	149	19	33	\$330,000	\$330,000	16	139	31	42	\$322,500	\$300,000
92114	Encanto	34	460	30	31	\$414,500	\$390,000	41	547	29	35	\$365,000	\$348,000
92115	College	33	416	39	30	\$520,000	\$490,000	40	438	30	36	\$438,750	\$455,000
92116	Kensington, Normal Heights	17	230	21	23	\$750,000	\$655,000	11	249	29	30	\$645,000	\$609,000
92117	Clairemont	29	460	16	22	\$670,000	\$585,000	32	421	27	25	\$561,500	\$550,000
92118	Coronado	14	167	70	78	\$1,575,000	\$1,750,000	8	161	137	89	\$1,940,000	\$1,728,000
92119	San Carlos	22	295	23	22	\$582,500	\$565,000	30	258	19	24	\$550,000	\$530,000
92120	Allied Gardens, Del Cerro	26	315	30	22	\$588,000	\$605,000	29	291	32	26	\$600,000	\$575,000
92121	Sorrento Valley	0	27	0	40	\$0	\$805,000	2	30	23	39	\$891,000	\$810,000
92122	University City	9	165	27	30	\$809,800	\$785,250	19	167	29	36	\$745,000	\$756,000
92123	Serra Mesa	8	190	19	25	\$547,500	\$540,000	21	224	35	30	\$520,000	\$500,000
92124	Tierrasanta	12	140	22	26	\$740,000	\$653,500	10	163	50	30	\$644,500	\$620,000
92126	Mira Mesa	28	418	22	24	\$565,000	\$550,000	31	422	62	27	\$498,000	\$504,000
92127	Rancho Bernardo West	34	558	71	39	\$993,000	\$902,500	53	585	39	42	\$792,500	\$865,000
92128	Rancho Bernardo East	33	522	33	31	\$700,000	\$660,500	46	559	45	31	\$637,000	\$640,000
92129	Penasquitos	24	443	37	28	\$702,500	\$720,000	28	403	43	33	\$654,000	\$682,000
92130	Carmel Valley	37	532	57	38	\$1,020,000	\$1,140,000	39	452	82	42	\$1,140,000	\$1,150,000
92131	Scripps Ranch	23	324	53	34	\$852,000	\$830,000	27	306	37	35	\$800,000	\$799,500
92134	Balboa Hospital	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	12	175	34	26	\$419,000	\$410,000	18	170	62	46	\$340,000	\$370,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Nestor, Otay Mesa	26	350	31	32	\$434,500	\$437,750	26	345	44	37	\$419,000	\$410,000
92161	VA Hospital	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92173	San Ysidro	7	46	24	28	\$430,000	\$425,830	6	59	10	28	\$418,500	\$365,000
Detached Total Counts:		1781	24219					1997	24148				