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<http://hribar.com/san-diego-real-estate-statistics.html>

CA BRE #00871930

The Real Estate Report

Mortgages Easier to Get

Two major changes in the mortgage market go into effect this month, and both could help millions more borrowers qualify for a home loan.

First, the three major credit reporting agencies will drop tax liens and civil judgments from consumer profiles if the data is not complete. Specifically, the data must include the person's name, address, and either date of birth or social security number. It seems many profiles do not have all this data. This alone could raise FICO scores by as much as 20 points for affected consumers.

Second, mortgage giants Fannie Mae and Freddie Mac are allowing borrowers to have higher levels of debt and still qualify for a home loan. The two are raising their debt-to-income ratio

limit to 50 percent of pretax income from 45 percent.

Inventory Keeps Tightening

Realtor.com reports that "there were 11 percent fewer homes on the market (nationally) in June 2017 than during the same time last year, marking 24 consecutive months of year-over-year inventory declines."

Down Payment Assistance

Home Buyers using the C.A.R.'s Down Payment Assistance could be eligible for a \$50,000 award! Find out which programs you qualify for with the C.A.R.'s FREE Down Payment Resource Directory!

Trends at a Glance

(Single-family Homes)

	Jun 17	May 17	Jun 16
Median Price:	\$610,000	\$595,000	\$550,000
Average Price:	\$777,230	\$746,731	\$714,777
Home Sales:	2,488	2,350	2,466
Pending Sales:	3,204	3,267	3,632
Active Listings:	4,731	4,343	5,410

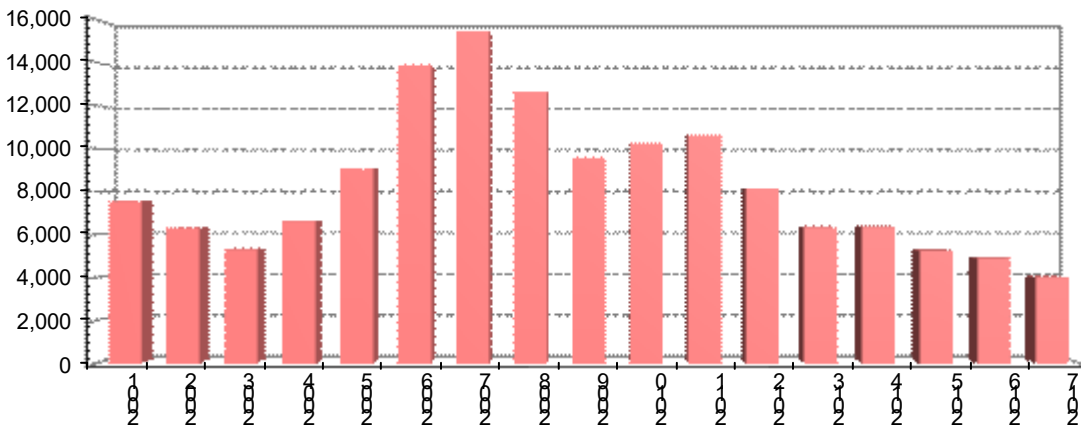
(Condos/Town Homes)

	Jun 17	May 17	Jun 16
Median Price:	\$415,000	\$390,000	\$385,498
Average Price:	\$480,258	\$469,232	\$447,942
Condo Sales:	1,181	933	1,062
Pending Sales:	1,464	1,136	1,429
Active Listings:	1,451	1,141	1,544

<http://www.car.org/tools/downpaymentresource/>

San Diego County
 Average Monthly Active Listings SFR

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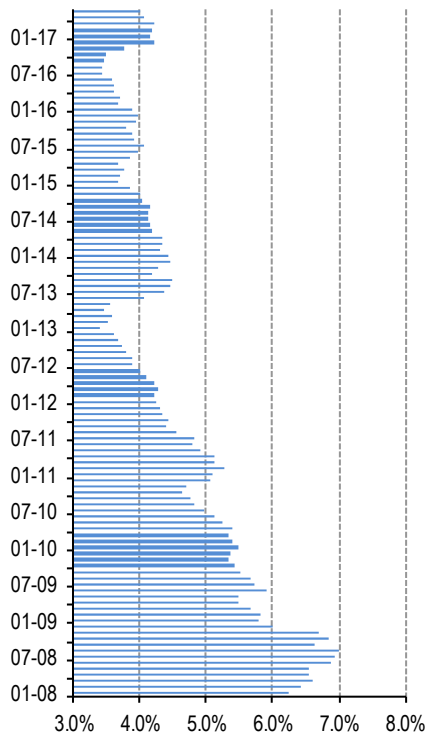
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to search for recent sales & listings in your neighborhood, or where you're looking to buy.

Though Down, Rates To Rebound

30-Year Fixed Mortgage Rates



The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by HSH.com. The average includes mortgages of all sizes, including conforming, "expanded conforming," and jumbo.

Jun. 30, 2017 -- A little over four years ago, then-Fed Chairman Ben Bernanke famously inferred that the Fed might, if appropriate, soon begin the process of winding down the extraordinary stimulus it was using to power the economy. At the time, global markets were shaky enough to take this to mean a fairly imminent end to easy monetary policy, and reacted by selling off bonds over a period of eight weeks in the so-called "taper tantrum", lifting 30-year fixed mortgage rates by a full point over that time.

This week, heads of three central banks -- the European Central Bank, Bank of England and the Bank of Canada -- all expressed sentiments that economic growth and inflation are moving in the right direction, and that at some point they would also begin to curtail large-scale asset purchases of bonds and even start to lift their key policy rates.

Global bond investors took this to mean that monetary policy would start to be tightened before long, and so sold off holdings of bonds in response, or at least enough to lift market interest rates to levels last seen a month ago or more. Not exactly a taper tantrum (which occurred over a period of months) but certainly the raising of a wary investor eyebrow. As

well, the potential for imminent change was later talked down, but to little immediate effect. Mortgage rates had been stable to slightly falling as this week progressed, but abruptly reversed course, and look to move measurably higher when the next national tally becomes available.

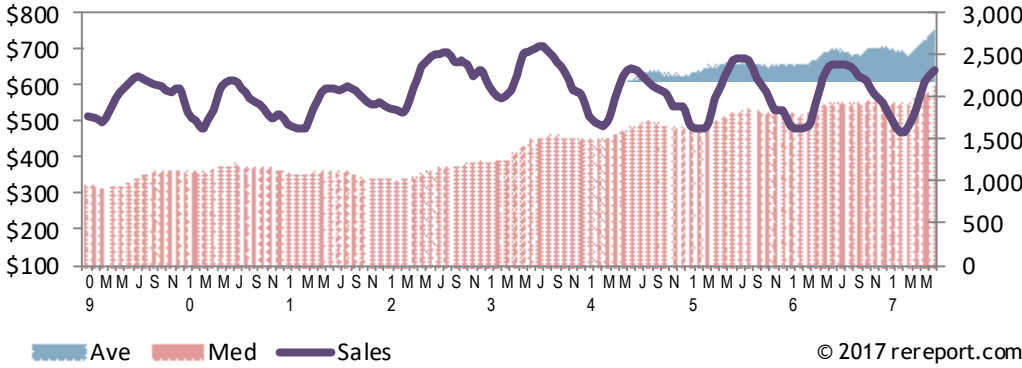
The distant early warning about potential policy changes by other central banks is the rough equivalent of a long-range weather forecast. The probability for a change may have increased slightly, but there are a lot of unknown and unusual forces at work that will shape when and where a weather event will eventually come. It will rain again; it always has in the past, but when still remains an open question.

Moves in the required net yields that approximate thirty-year fixed rate mortgage rates were a little better behaved than were their influential Treasury counterparts, but indications are that we'll see bump of a tenth of a percentage point or perhaps a bit more when Freddie Mac reports next week.

Central San Diego County - June 2017												
SINGLE-FAMILY HOMES									% Change from Year Before			
Prices									Prices			
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend	Inven3
County	\$ 610,000	\$ 777,230	2,488	3,204	4,731	55	98.6%	10.9%	8.7%	0.9%	-11.8%	-12.6%
Central San Diego	\$ 685,000	\$ 1,008,860	410	505	800	57	98.6%	10.7%	17.7%	-9.5%	-22.3%	-22.6%
City Heights	\$ 407,250	\$ 401,900	10	8	12	35	99.1%	2.1%	2.8%	-63.0%	-79.5%	-61.3%
Clairemont	\$ 640,000	\$ 640,079	44	48	49	30	99.0%	7.6%	6.2%	7.3%	-11.1%	14.0%
Coronado	\$ 1,517,500	\$ 1,773,080	18	25	94	180	96.8%	-14.6%	-33.5%	12.5%	4.2%	-24.2%
Del Cerro	\$ 633,500	\$ 773,843	30	33	36	35	98.2%	5.8%	22.9%	3.4%	17.9%	-34.5%
Downtown	\$ 424,000	\$ 462,900	9	10	24	175	97.9%	-11.6%	-4.4%	28.6%	25.0%	71.4%
Encanto	\$ 427,000	\$ 416,375	24	63	37	45	99.2%	6.0%	6.3%	-46.7%	-25.9%	-5.1%
La Jolla	\$ 2,280,000	\$ 2,672,810	41	32	199	141	95.0%	29.9%	30.2%	17.1%	-33.3%	-16.4%
Linda Vista	\$ 573,000	\$ 550,429	7	9	9	37	99.4%	6.1%	5.4%	-75.9%	-72.7%	-66.7%
Logan Heights	\$ 356,000	\$ 371,900	10	10	11	32	100.6%	-3.8%	2.5%	0.0%	-70.6%	-50.0%
Mira Mesa	\$ 590,000	\$ 580,363	47	49	29	18	99.8%	6.8%	5.4%	30.6%	0.0%	-9.4%
Mission Hills	\$ 920,350	\$ 1,182,690	14	14	54	112	99.0%	-11.1%	9.7%	7.7%	-36.4%	-28.9%
Normal Heights	\$ 625,000	\$ 620,600	10	16	11	32	100.2%	-4.6%	-21.1%	-52.4%	-11.1%	-77.1%
North Park	\$ 775,000	\$ 774,205	29	29	41	41	98.8%	34.5%	24.1%	0.0%	-6.5%	-19.6%
Ocean Beach	\$ 1,247,000	\$ 1,212,250	4	13	29	210	97.3%	18.8%	19.9%	-63.6%	-35.0%	-9.4%
Old Town	\$ 680,000	\$ 680,000	1	0	1	29	97.3%	0.7%	-5.9%	-85.7%	n/a	-96.3%
Pacific Beach	\$ 1,032,950	\$ 1,072,970	19	18	47	72	98.3%	-10.2%	-15.6%	-34.5%	-50.0%	-34.7%
Paradise Hills	\$ 430,000	\$ 440,012	17	25	17	29	99.0%	3.6%	7.1%	13.3%	-39.0%	-5.6%
Point Loma	\$ 1,187,500	\$ 1,546,410	34	33	82	70	98.7%	13.7%	31.8%	88.9%	6.5%	9.3%
San Carlos	\$ 572,000	\$ 583,132	27	36	20	21	98.5%	-4.7%	-1.0%	-3.6%	5.9%	-37.5%
Scrrips Miramar	\$ 867,500	\$ 912,535	36	47	30	25	99.3%	7.8%	7.0%	-14.3%	-11.3%	-60.0%
Tierrasanta	\$ 688,000	\$ 717,682	11	19	10	26	99.2%	9.7%	18.5%	-35.3%	-24.0%	-44.4%
University City	\$ 835,000	\$ 871,807	11	23	13	34	100.1%	3.3%	7.8%	-57.7%	0.0%	-40.9%

San Diego County — Homes: Sold Prices & Unit Sales

(3-month moving average — price in \$000's)

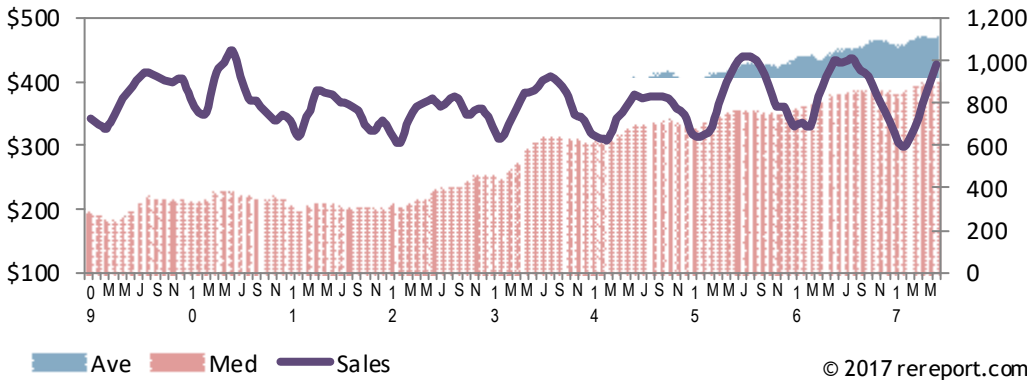


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If your house is currently listed with another broker this is not intended as a solicitation of that listing.

San Diego County — Condos: Sold Prices & Unit Sales

(3-month moving average — price in \$000's)



Central San Diego County - June 2017												
CONDOS								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend	Inven2
County	\$ 415,000	\$ 480,258	1,181	1,464	1,451	36	99.6%	7.7%	7.2%	11.2%	2.4%	-6.0%
Central San Diego	\$ 423,963	\$ 505,692	316	409	372	34	99.6%	7.3%	5.6%	-7.3%	-8.5%	-28.3%
Clairemont	\$ 395,000	\$ 422,209	11	12	15	24	100.3%	19.3%	16.5%	57.1%	-33.3%	7.1%
Coronado	\$ 1,319,500	\$ 1,434,800	10	21	43	170	99.1%	35.3%	26.4%	-33.3%	200.0%	-44.2%
Del Cerro	\$ 358,500	\$ 408,900	10	25	12	35	98.7%	29.2%	29.4%	25.0%	108.3%	100.0%
Downtown	\$ 556,500	\$ 637,321	68	78	193	82	98.1%	5.1%	5.6%	-27.7%	-35.5%	-11.9%
La Jolla	\$ 655,000	\$ 727,288	33	49	100	88	98.4%	8.3%	5.9%	-10.8%	-5.8%	1.0%
Linda Vista	\$ 404,000	\$ 380,667	9	15	5	16	99.8%	6.3%	3.4%	-57.1%	-28.6%	-58.3%
Mira Mesa	\$ 356,450	\$ 351,218	34	33	17	15	100.1%	9.4%	-5.8%	21.4%	-17.5%	-15.0%
Mission Hills	\$ 460,000	\$ 469,167	12	23	15	36	99.1%	-16.4%	-18.3%	-52.0%	-58.2%	-80.3%
Normal Heights	\$ 271,000	\$ 312,800	5	7	7	41	99.3%	-21.0%	-11.0%	-68.8%	-58.8%	-65.0%
North Park	\$ 391,000	\$ 424,504	27	19	17	18	99.7%	12.5%	22.2%	12.5%	-24.0%	6.3%
Ocean Beach	\$ 552,500	\$ 547,500	4	10	7	51	98.4%	41.7%	32.5%	-50.0%	-41.2%	16.7%
Old Town	\$ 497,250	\$ 497,250	1	0	1	29	92.3%	56.9%	55.2%	-88.9%	n/a	-97.2%
Pacific Beach	\$ 639,000	\$ 633,160	26	32	31	35	98.5%	30.4%	10.0%	-31.6%	-5.9%	-50.8%
Paradise Hills	\$ 316,850	\$ 300,392	12	15	7	17	100.5%	-2.5%	0.0%	140.0%	7.1%	40.0%
Point Loma	\$ 444,950	\$ 515,991	20	26	21	30	98.8%	-28.8%	-7.0%	53.8%	271.4%	50.0%
San Carlos	\$ 274,500	\$ 310,725	10	15	9	26	99.9%	10.9%	31.7%	0.0%	0.0%	-10.0%
Scripps Miramar	\$ 477,500	\$ 487,218	16	24	12	80	100.8%	11.0%	17.7%	-23.8%	-20.0%	-57.1%
Tierrasanta	\$ 478,000	\$ 514,600	5	10	2	12	101.3%	22.6%	41.5%	-37.5%	11.1%	-60.0%
University City	\$ 482,000	\$ 467,735	23	28	22	28	101.4%	13.4%	7.1%	-20.7%	-28.2%	-18.5%

Table Definitions

Median Price

The price at which 50% of prices were higher and 50% were lower.

Average Price

Add all prices and divide by the number of sales.

SP/LP

Sales price to list price ratio or the price paid for the property divided by the asking price.

DOI

Days of Inventory, or how many days it would take to sell all the property for sale at the current rate of sales.

Pend

Property under contract to sell that hasn't closed escrow.

Inven

Number of properties actively for sale as of the last day of the month.

The Real Estate Report

Central San Diego County

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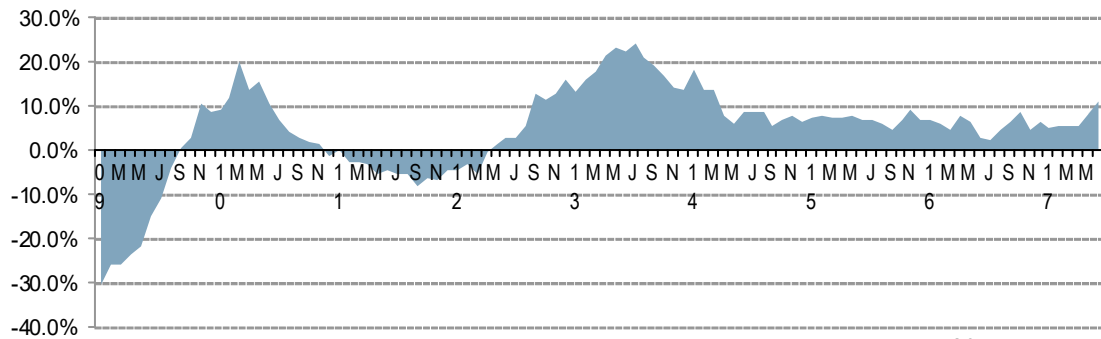
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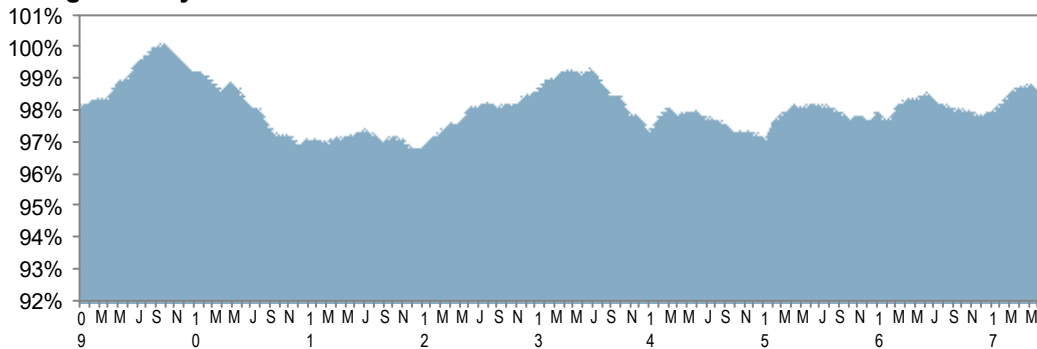
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San Diego County Homes: Year-Over-Year Median Price Change



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San Diego County Homes: Sales Price/List Price Ratio



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