



## Tom Stamos

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# The Real Estate Report

## Prices & Sales Up in 2016

Prices for single-family homes, while not quite reaching the highs set in 2005, ended the year with modest gains. The median prices for homes gained 5.4% compared to 2015. Making it the fifth year in a row of year-over-year gains. The median price for condos/townhomes did reach all-time highs in 2016, gaining 8.3%. (See tables on next page for details.)

Sales were up marginally in 2016. Single-family home sales rose 0.7% year-over-year. Condo/townhome sales were up 0.3%.

Southern California	2014	2016	2016p	2017f
SFH Resales % Change	-8.9%	7.2%	0.4%	0.7%
Median Price (\$000s)	\$435.3	\$461.3	\$486.0	\$501.5
Median Price % Change	9.6%	6.0%	5.4%	3.2%

## C.A.R.'s 2017 California Housing Market Forecast

*Home sales expected to edge up slightly in 2017, while prices post slowest gain in six years*

Following a dip in home sales in 2016, California's housing market will post a nominal increase in 2017, as supply shortages and affordability constraints hamper market activity, according to the "2017 California Housing Market Forecast," released today by the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.).

The C.A.R. forecast sees a modest increase in existing home sales of 1.4 percent next year to reach 413,000 units, up slightly from the projected 2016 sales figure of 407,300 homes sold. Sales in 2016 also will be virtually flat at 407,300 existing, single-family home sales, compared with the 408,800 pace of homes sold in 2016.

"Next year, California's housing market will be driven by tight housing supplies and the lowest housing affordability in six years," said C.A.R. President Pat "Ziggy" Zicarelli. "The market will experience regional differences, with more affordable areas, such as the Inland Empire and Central Valley, outperforming the urban coastal centers, where high home prices and a limited availability of homes on the market will hamper

sales. As a result, the Southern California and Central Valley regions will see moderate sales increases, while the San Francisco Bay Area will experience a decline as home buyers migrate to peripheral cities with more affordable options."

C.A.R.'s forecast projects growth in the U.S. Gross Domestic Product of 2.2 percent in 2017, after a projected gain of 1.5 percent in 2016. With California's nonfarm job growth at 1.6 percent, down from a projected 2.3 percent in 2016, the state's unemployment rate will reach 5.3 percent in 2017, compared with 5.5 percent in 2016 and 6.2 percent in 2016.

The average for 30-year, fixed mortgage interest rates will rise only slightly to 4.0 percent in 2017, up from 3.6 percent in 2016, but will still remain at historically low levels.

The California median home price is forecast to increase 4.3 percent to \$525,600 in 2017, following a projected 6.2 percent increase in 2016 to \$503,900, representing the slowest rate of price appreciation in six years.

"With the California economy continuing to outperform the nation, the demand for housing will

remain robust even with supply and affordability constraints still very much in evidence. The net result will be California's housing market posting a modest increase in 2017," said C.A.R. Vice President and Chief Economist Leslie Appleton-Young. "The underlying fundamentals continue to support overall home sales growth, but headwinds, such as global economic uncertainty and deteriorating housing affordability, will temper stronger sales activity."

# 2016 East San Diego County Annual Real Estate Report

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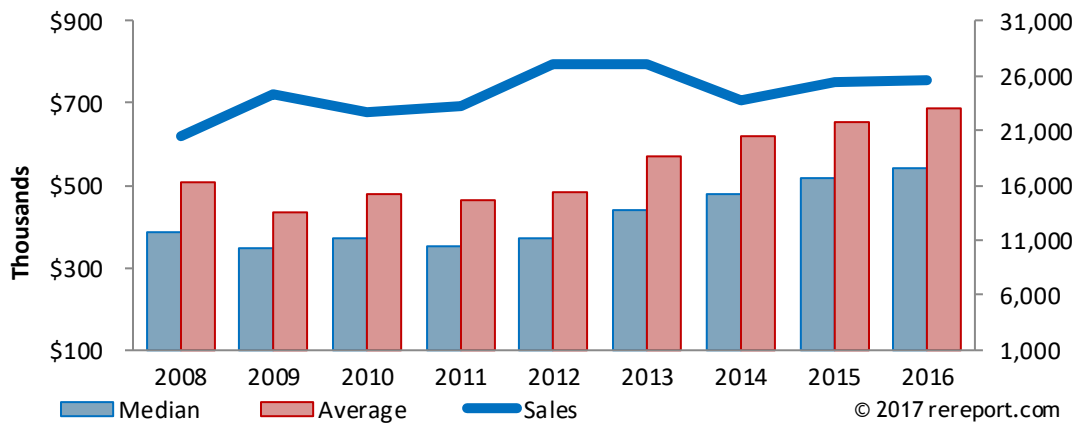
## San Diego County

### SINGLE-FAMILY HOMES

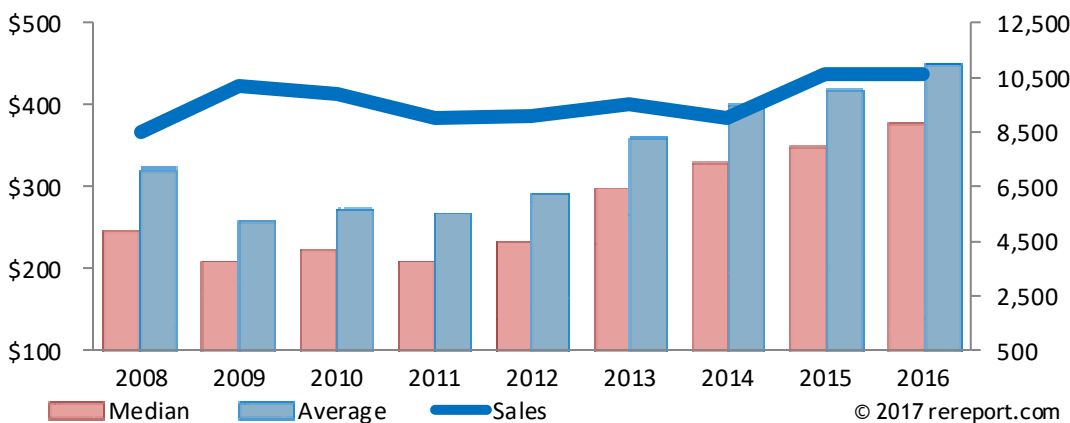
### % Change YOY

Year	Prices					Prices		
	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2008	20,511	\$ 385,000	\$ 509,687	97.2%	186			
2009	24,355	\$ 345,000	\$ 436,796	99.1%	123	18.7%	-10.4%	-14.3%
2010	22,612	\$ 370,000	\$ 478,936	98.2%	156	-7.2%	7.2%	9.6%
2011	23,142	\$ 352,850	\$ 464,145	97.1%	141	2.3%	-4.6%	-3.1%
2012	27,121	\$ 370,000	\$ 484,858	97.9%	80	17.2%	4.9%	4.5%
2013	26,963	\$ 440,000	\$ 569,893	98.8%	75	-0.6%	18.9%	17.5%
2014	23,843	\$ 480,000	\$ 621,369	97.7%	141	-11.6%	9.1%	9.0%
2015	25,396	\$ 515,000	\$ 654,647	97.9%	60	6.5%	7.3%	5.4%
2016	25,564	\$ 543,000	\$ 689,216	98.1%	52	0.7%	5.4%	5.3%

### San Diego County Homes - Prices & Sales



### San Diego County Condos - Prices & Sales



## San Diego County

### CONDOMINIUMS

### % Change YOY

Year	Prices					Prices		
	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2008	8,531	\$ 250,000	\$ 321,766	96.9%	179			
2009	10,178	\$ 210,000	\$ 261,760	98.9%	132	19.3%	-16.0%	-18.6%
2010	9,905	\$ 224,900	\$ 274,890	99.0%	152	-2.7%	7.1%	5.0%
2011	9,043	\$ 210,000	\$ 268,984	97.4%	128	-8.7%	-6.6%	-2.1%
2012	9,111	\$ 234,990	\$ 293,905	98.5%	83	0.8%	11.9%	9.3%
2013	9,494	\$ 300,000	\$ 360,569	99.8%	72	4.2%	27.7%	22.7%
2014	9,038	\$ 330,000	\$ 400,370	97.9%	123	-4.8%	10.0%	11.0%
2015	10,597	\$ 350,000	\$ 420,263	98.0%	44	17.2%	6.1%	5.0%
2016	10,627	\$ 379,000	\$ 448,738	98.4%	32	0.3%	8.3%	6.8%

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# 2016 East San Diego County Annual Real Estate Report

## East San Diego County

### SINGLE-FAMILY HOMES

### % Change YOY

Year	Prices					Prices		
	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2008	2,950	\$ 335,000	\$ 367,568	97.6%	175			
2009	3,511	\$ 300,000	\$ 322,217	99.7%	116	19.0%	-10.4%	-12.3%
2010	3,207	\$ 320,000	\$ 343,762	98.7%	162	-8.7%	6.7%	6.7%
2011	3,597	\$ 300,000	\$ 321,708	97.5%	125	12.2%	-6.3%	-6.4%
2012	4,042	\$ 312,500	\$ 333,982	98.1%	80	12.4%	4.2%	3.8%
2013	4,086	\$ 368,423	\$ 388,315	99.0%	74	1.1%	17.9%	16.3%
2014	3,635	\$ 405,000	\$ 429,176	98.0%	146	-11.0%	9.9%	10.5%
2015	3,963	\$ 435,000	\$ 461,581	98.1%	49	9.0%	7.4%	7.6%
2016	4,065	\$ 460,000	\$ 490,635	98.4%	46	2.6%	5.7%	6.3%

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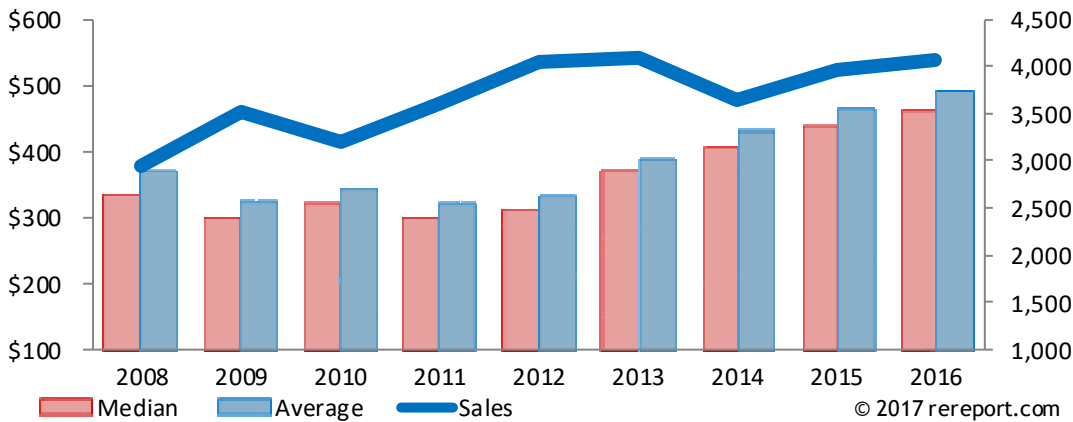
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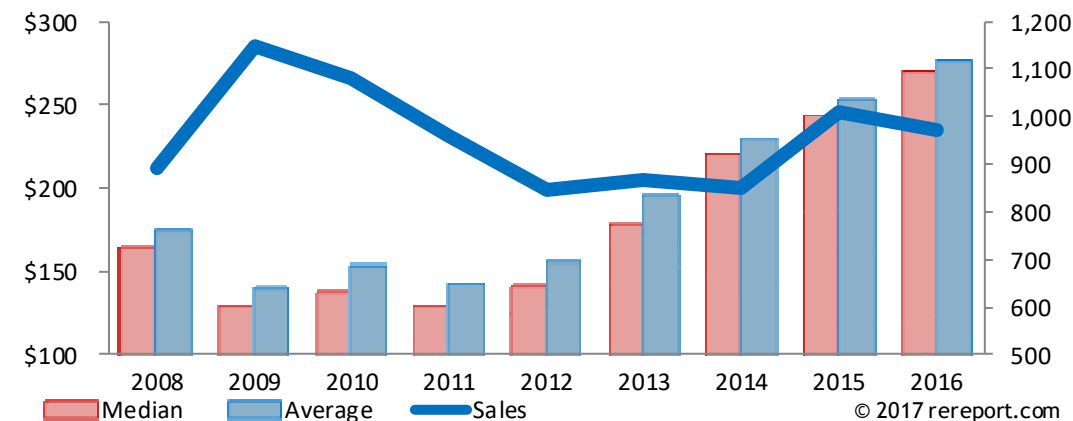
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### East San Diego County Homes - Prices & Sales



### East San Diego County Condos - Prices & Sales



## East San Diego County

### CONDOMINIUMS

### % Change YOY

Year	Prices					Prices		
	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2008	893	\$ 165,000	\$ 176,319	96.1%	173			
2009	1,146	\$ 130,000	\$ 141,686	98.9%	115	28.3%	-21.2%	-19.6%
2010	1,079	\$ 139,000	\$ 154,312	100.2%	120	-5.8%	6.9%	8.9%
2011	960	\$ 130,000	\$ 144,139	98.6%	111	-11.0%	-6.5%	-6.6%
2012	844	\$ 142,000	\$ 156,788	99.4%	78	-12.1%	9.2%	8.8%
2013	867	\$ 179,000	\$ 195,948	101.3%	73	2.7%	26.1%	25.0%
2014	850	\$ 220,000	\$ 230,461	98.7%	103	-2.0%	22.9%	17.6%
2015	1,011	\$ 243,500	\$ 252,894	98.5%	27	18.9%	10.7%	9.7%
2016	970	\$ 269,000	\$ 275,562	98.6%	26	-4.1%	10.5%	9.0%

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# 2016 East San Diego County Annual Real Estate Report

Alpine								
SINGLE-FAMILY HOMES					% Change from Year Before			
Year	Prices		Sales	DOI	SP/LP	Prices		
	Median	Average				Med	Ave	Sales
2008	\$ 482,250	\$ 518,077	128	317	94.1%			
2009	\$ 412,250	\$ 453,203	170	210	96.9%	-14.5%	-12.5%	32.8%
2010	\$ 420,000	\$ 435,469	173	198	97.4%	1.9%	-3.9%	1.8%
2011	\$ 418,000	\$ 419,703	190	174	96.9%	-0.5%	-3.6%	9.8%
2012	\$ 390,000	\$ 408,790	201	134	97.9%	-6.7%	-2.6%	5.8%
2013	\$ 459,000	\$ 484,324	215	127	97.9%	17.7%	18.5%	7.0%
2014	\$ 515,000	\$ 521,957	181	173	97.7%	12.2%	7.8%	-15.8%
2015	\$ 537,500	\$ 548,838	216	88	97.2%	4.4%	5.2%	19.3%
2016	\$ 555,000	\$ 581,995	209	72	97.6%	3.3%	6.0%	-3.2%

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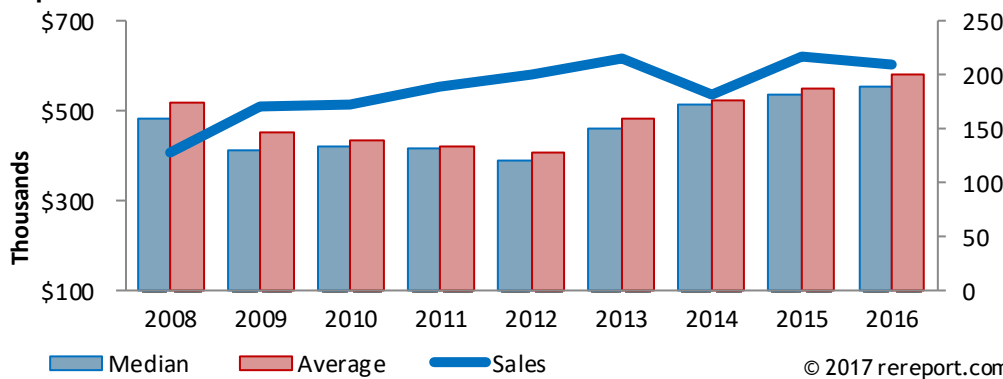
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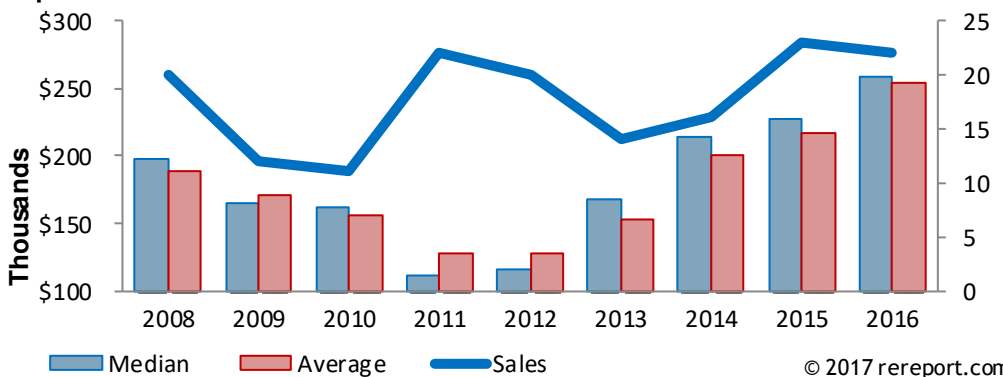
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**Alpine Homes - Prices & Sales**



**Alpine Condos - Prices & Sales**



Alpine								
Condominiums					% Change from Year Before			
Year	Prices		Sales	DOI	SP/LP	Prices		
	Median	Average				Med	Ave	Sales
2008	\$ 197,000	\$ 188,145	20	91	95.6%			
2009	\$ 165,000	\$ 170,171	12	243	97.4%	-16.2%	-9.6%	-40.0%
2010	\$ 162,000	\$ 155,745	11	298	102.5%	-1.8%	-8.5%	-8.3%
2011	\$ 111,500	\$ 127,605	22	165	97.4%	-31.2%	-18.1%	100.0%
2012	\$ 115,750	\$ 128,180	20	91	99.9%	3.8%	0.5%	-9.1%
2013	\$ 168,500	\$ 153,336	14	52	103.9%	45.6%	19.6%	-30.0%
2014	\$ 213,500	\$ 200,031	16	23	99.4%	26.7%	30.5%	14.3%
2015	\$ 227,000	\$ 216,278	23	0	98.5%	6.3%	8.1%	43.8%
2016	\$ 258,000	\$ 253,201	22	0	98.1%	13.7%	17.1%	-4.3%

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Descanso								
SINGLE-FAMILY HOMES					% Change from Year Before			
Year	Prices			Prices				
	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 185,000	\$ 241,175	11	299	91.1%			
2009	\$ 215,000	\$ 234,706	17	321	92.8%	16.2%	-2.7%	54.5%
2010	\$ 190,000	\$ 211,771	24	152	96.0%	-11.6%	-9.8%	41.2%
2011	\$ 222,500	\$ 242,372	23	158	97.3%	17.1%	14.5%	-4.2%
2012	\$ 279,000	\$ 262,743	25	204	95.9%	25.4%	8.4%	8.7%
2013	\$ 250,000	\$ 251,387	31	82	94.7%	-10.4%	-4.3%	24.0%
2014	\$ 333,000	\$ 371,746	24	379	98.1%	33.2%	47.9%	-22.6%
2015	\$ 377,500	\$ 405,288	24	167	96.7%	13.4%	9.0%	0.0%
2016	\$ 423,500	\$ 433,638	24	76	96.9%	12.2%	7.0%	0.0%

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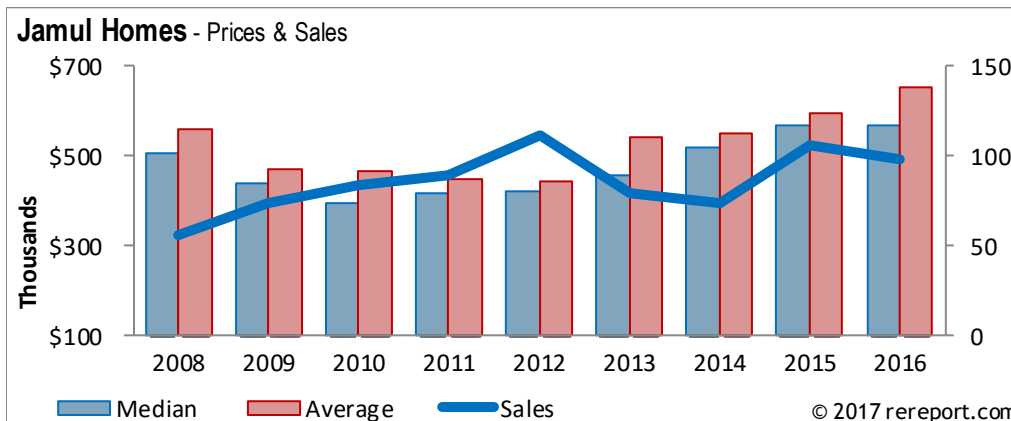
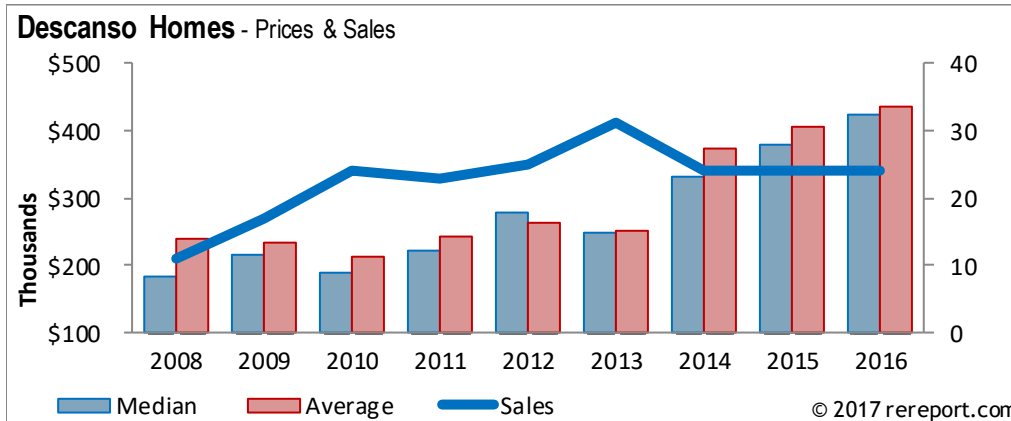
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Jamul								
SINGLE-FAMILY HOMES					% Change from Year Before			
Year	Prices			Prices				
	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 505,000	\$ 558,883	56	313	96.4%			
2009	\$ 440,000	\$ 471,030	73	254	96.9%	-12.9%	-15.7%	30.4%
2010	\$ 393,000	\$ 466,094	84	260	97.9%	-10.7%	-1.0%	15.1%
2011	\$ 415,000	\$ 449,410	89	209	96.9%	5.6%	-3.6%	6.0%
2012	\$ 420,000	\$ 441,084	111	99	97.4%	1.2%	-1.9%	24.7%
2013	\$ 455,000	\$ 540,760	79	138	96.8%	8.3%	22.6%	-28.8%
2014	\$ 520,000	\$ 551,412	73	409	98.0%	14.3%	2.0%	-7.6%
2015	\$ 567,000	\$ 593,501	106	82	97.3%	9.0%	7.6%	45.2%
2016	\$ 565,500	\$ 650,435	98	115	97.5%	-0.3%	9.6%	-7.5%

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# 2016 East San Diego County Annual Real Estate Report

El Cajon									
SINGLE-FAMILY HOMES					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 339,750	\$ 382,069	882	183	97.4%				
2009	\$ 317,500	\$ 343,014	1050	129	99.2%	-6.5%	-10.2%	19.0%	
2010	\$ 324,000	\$ 358,337	963	173	98.3%	2.0%	4.5%	-8.3%	
2011	\$ 309,000	\$ 341,548	1068	127	97.5%	-4.6%	-4.7%	10.9%	
2012	\$ 315,000	\$ 341,192	1268	76	98.0%	1.9%	-0.1%	18.7%	
2013	\$ 370,000	\$ 401,368	1271	75	98.8%	17.5%	17.6%	0.2%	
2014	\$ 410,000	\$ 441,548	1116	165	97.7%	10.8%	10.0%	-12.2%	
2015	\$ 445,000	\$ 482,867	1208	56	98.1%	8.5%	9.4%	8.2%	
2016	\$ 469,000	\$ 500,255	1230	50	98.4%	5.4%	3.6%	1.8%	

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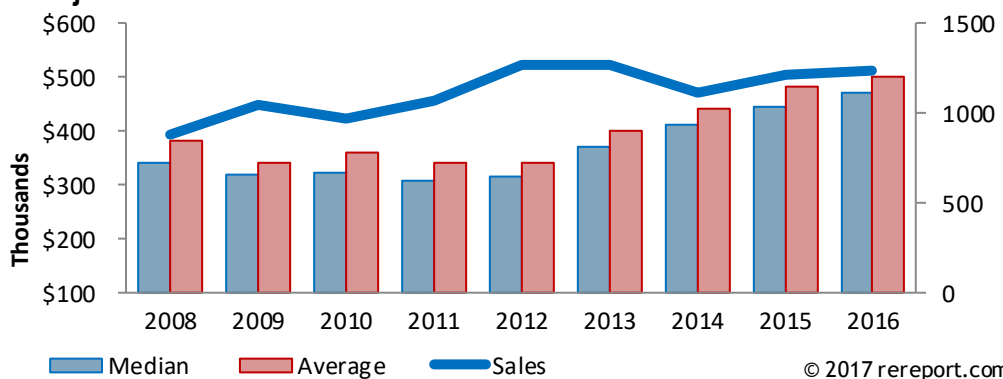
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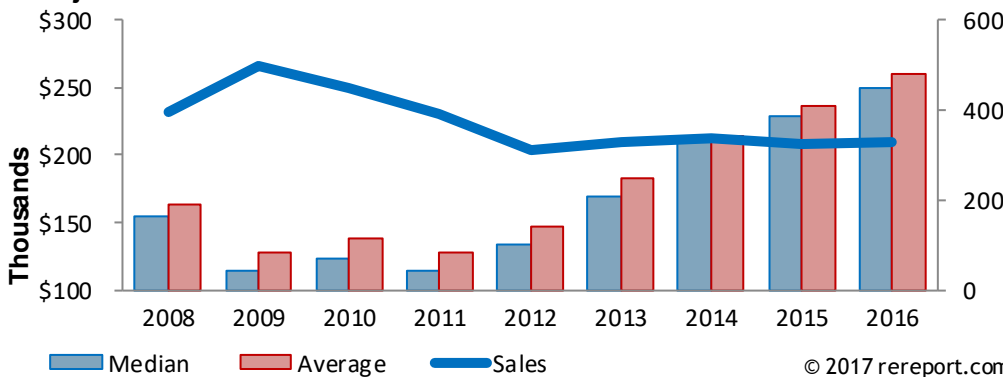
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**El Cajon Homes - Prices & Sales**



**El Cajon Condos - Prices & Sales**



El Cajon									
Condominiums					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 155,000	\$ 164,034	396	180	95.3%				
2009	\$ 115,000	\$ 127,537	496	114	98.2%	-25.8%	-22.2%	25.3%	
2010	\$ 124,000	\$ 138,777	448	123	100.0%	7.8%	8.8%	-9.7%	
2011	\$ 115,000	\$ 128,118	392	99	98.8%	-7.3%	-7.7%	-12.5%	
2012	\$ 134,000	\$ 146,461	309	93	99.9%	16.5%	14.3%	-21.2%	
2013	\$ 170,000	\$ 182,218	329	100	101.6%	26.9%	24.4%	6.5%	
2014	\$ 210,000	\$ 213,304	337	98	98.6%	23.5%	17.1%	2.4%	
2015	\$ 229,000	\$ 235,639	322	29	98.1%	9.0%	10.5%	-4.5%	
2016	\$ 250,000	\$ 259,869	327	32	98.5%	9.2%	10.3%	1.6%	

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La Mesa								
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Year	Prices			Prices				
	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 395,000	\$ 433,827	436	137	96.5%			
2009	\$ 350,000	\$ 383,683	490	120	98.9%	-11.4%	-11.6%	12.4%
2010	\$ 360,000	\$ 397,530	501	171	98.2%	2.9%	3.6%	2.2%
2011	\$ 340,000	\$ 354,723	595	121	97.0%	-5.6%	-10.8%	18.8%
2012	\$ 359,500	\$ 390,534	742	63	97.6%	5.7%	10.1%	24.7%
2013	\$ 425,000	\$ 442,961	715	74	99.2%	18.2%	13.4%	-3.6%
2014	\$ 450,000	\$ 484,637	646	157	97.4%	5.9%	9.4%	-9.7%
2015	\$ 476,000	\$ 501,787	701	50	97.8%	5.8%	3.5%	8.5%
2016	\$ 508,000	\$ 536,100	743	40	98.2%	6.7%	6.8%	6.0%

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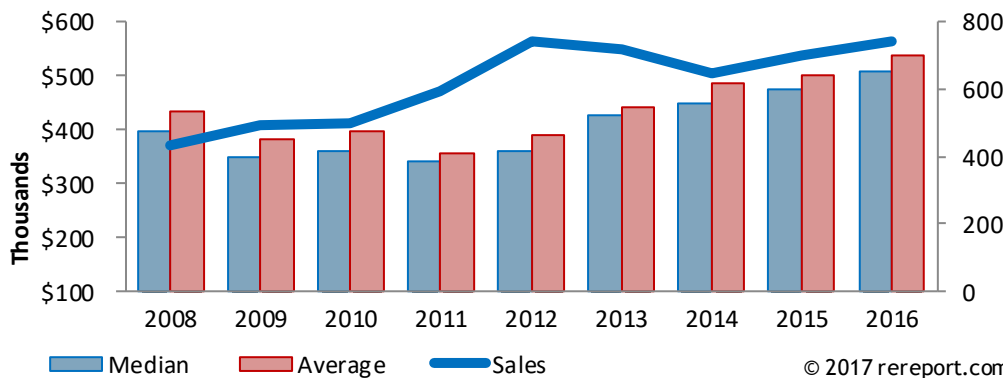
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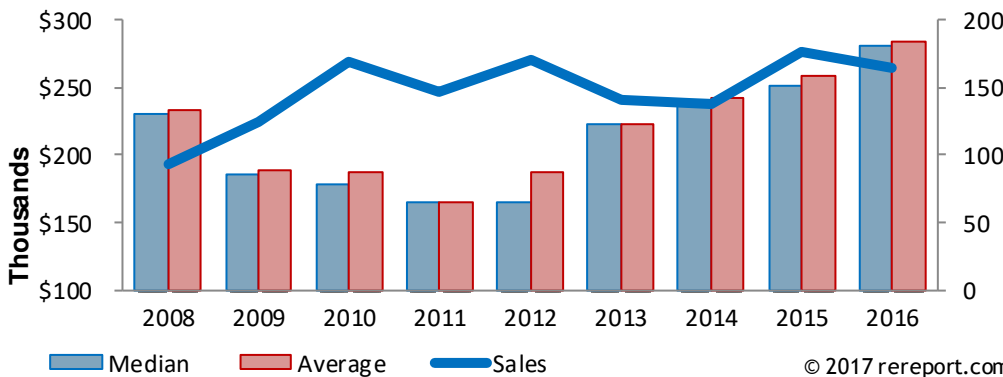
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La Mesa Homes - Prices & Sales



La Mesa Condos - Prices & Sales



La Mesa								
Condominiums					% Change from Year Before			
Year	Prices			Prices				
	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 230,000	\$ 233,519	93	149	95.6%			
2009	\$ 185,000	\$ 188,978	125	154	98.4%	-19.6%	-19.1%	34.4%
2010	\$ 179,000	\$ 187,533	169	123	99.0%	-3.2%	-0.8%	35.2%
2011	\$ 165,000	\$ 165,462	147	109	97.2%	-7.8%	-11.8%	-13.0%
2012	\$ 165,250	\$ 187,744	170	64	99.0%	0.2%	13.5%	15.6%
2013	\$ 223,000	\$ 223,413	141	46	100.1%	34.9%	19.0%	-17.1%
2014	\$ 240,000	\$ 241,612	137	128	98.6%	7.6%	8.1%	-2.8%
2015	\$ 251,100	\$ 258,889	176	19	97.9%	4.6%	7.2%	28.5%
2016	\$ 280,000	\$ 282,935	164	18	98.6%	11.5%	9.3%	-6.8%

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Lakeside									
SINGLE-FAMILY HOMES					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 350,000	\$ 349,094	266	166	97.7%				
2009	\$ 300,000	\$ 304,086	270	140	99.3%	-14.3%	-12.9%	1.5%	
2010	\$ 318,850	\$ 314,344	289	179	99.5%	6.3%	3.4%	7.0%	
2011	\$ 295,000	\$ 290,379	323	108	98.2%	-7.5%	-7.6%	11.8%	
2012	\$ 315,000	\$ 308,480	337	104	98.4%	6.8%	6.2%	4.3%	
2013	\$ 365,000	\$ 360,970	388	53	99.5%	15.9%	17.0%	15.1%	
2014	\$ 415,000	\$ 431,281	304	157	98.2%	13.7%	19.5%	-21.6%	
2015	\$ 437,500	\$ 437,412	348	54	97.9%	5.4%	1.4%	14.5%	
2016	\$ 458,000	\$ 463,133	379	35	98.3%	4.7%	5.9%	8.9%	

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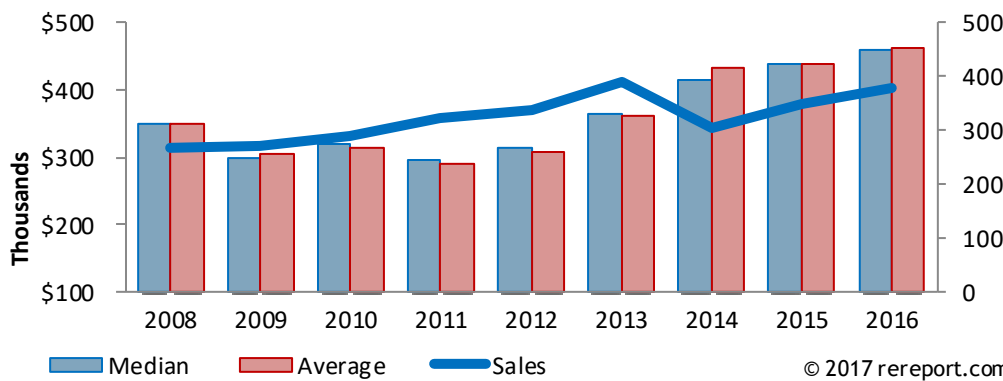
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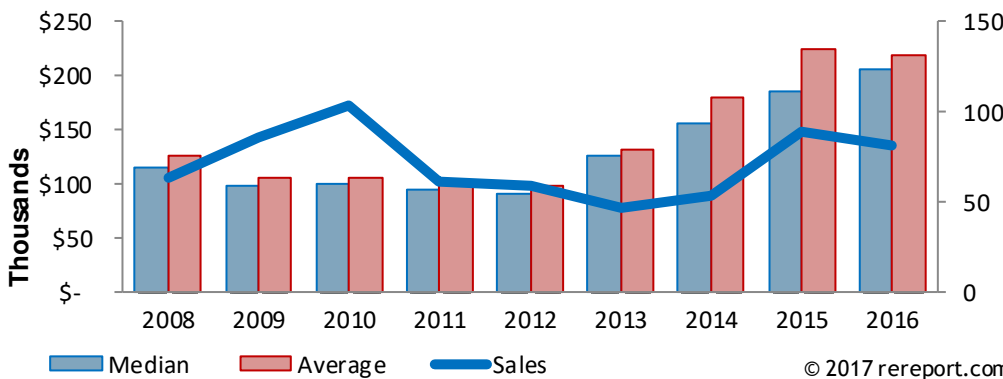
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Lakeside Homes - Prices & Sales



Lakeside Condos - Prices & Sales



Lakeside									
Condominiums					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 115,000	\$ 125,713	63	168	97.6%				
2009	\$ 98,000	\$ 105,358	85	158	99.7%	-14.8%	-16.2%	34.9%	
2010	\$ 100,000	\$ 105,695	103	85	98.9%	2.0%	0.3%	21.2%	
2011	\$ 94,000	\$ 101,834	61	137	99.2%	-6.0%	-3.7%	-40.8%	
2012	\$ 91,000	\$ 97,978	59	37	99.0%	-3.2%	-3.8%	-3.3%	
2013	\$ 125,000	\$ 130,337	46	71	100.1%	37.4%	33.0%	-22.0%	
2014	\$ 156,000	\$ 179,744	53	82	98.3%	24.8%	37.9%	15.2%	
2015	\$ 185,000	\$ 224,149	89	37	99.0%	18.6%	24.7%	67.9%	
2016	\$ 206,000	\$ 219,311	81	45	98.3%	11.4%	-2.2%	-9.0%	

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# 2016 East San Diego County Annual Real Estate Report

Lemon Grove									
SINGLE-FAMILY HOMES					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 271,450	\$ 277,782	206	167	98.9%				
2009	\$ 239,000	\$ 235,946	281	101	101.6%	-12.0%	-15.1%	36.4%	
2010	\$ 260,000	\$ 255,521	223	106	99.4%	8.8%	8.3%	-20.6%	
2011	\$ 244,000	\$ 233,437	207	114	97.9%	-6.2%	-8.6%	-7.2%	
2012	\$ 253,000	\$ 253,123	247	81	98.7%	3.7%	8.4%	19.3%	
2013	\$ 305,000	\$ 299,879	277	49	99.5%	20.6%	18.5%	12.1%	
2014	\$ 345,000	\$ 340,748	218	87	98.6%	13.1%	13.6%	-21.3%	
2015	\$ 377,000	\$ 370,756	247	24	98.8%	9.3%	8.8%	13.3%	
2016	\$ 410,000	\$ 405,118	252	29	98.8%	8.8%	9.3%	2.0%	

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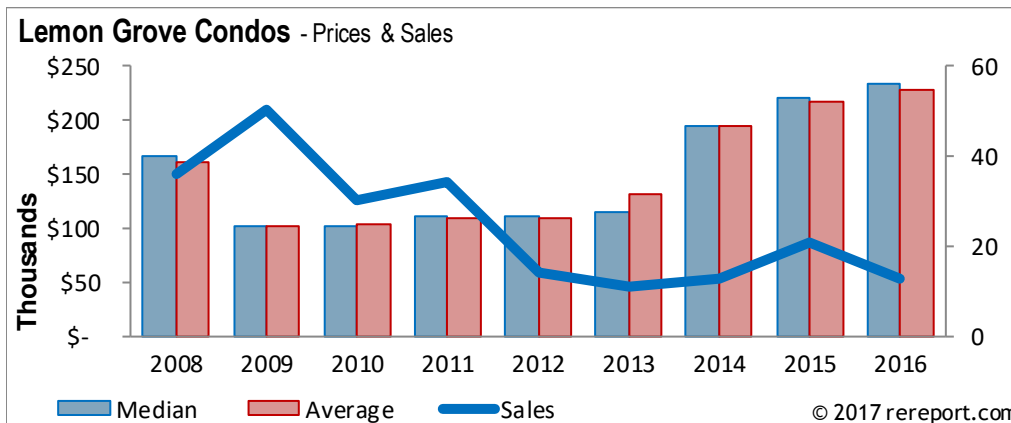
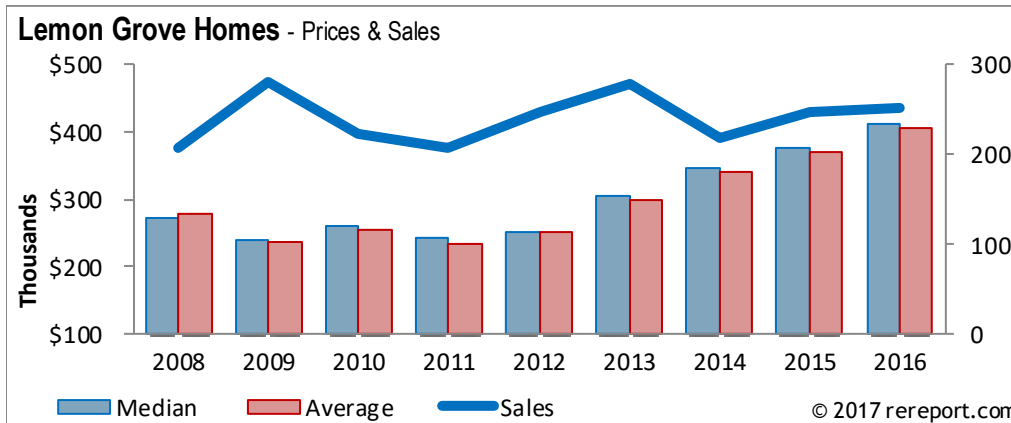
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Lemon Grove									
Condominiums					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 167,000	\$ 161,255	36	243	97.2%				
2009	\$ 102,000	\$ 100,852	50	80	98.0%	-38.9%	-37.5%	38.9%	
2010	\$ 101,000	\$ 102,927	30	133	103.8%	-1.0%	2.1%	-40.0%	
2011	\$ 110,000	\$ 109,162	34	54	99.9%	8.9%	6.1%	13.3%	
2012	\$ 111,500	\$ 109,242	14	156	102.1%	1.4%	0.1%	-58.8%	
2013	\$ 115,000	\$ 131,781	11	132	99.2%	3.1%	20.6%	-21.4%	
2014	\$ 195,000	\$ 195,038	13	84	98.9%	69.6%	48.0%	18.2%	
2015	\$ 220,000	\$ 216,462	21	35	99.7%	12.8%	11.0%	61.5%	
2016	\$ 234,000	\$ 226,885	13	56	97.9%	6.4%	4.8%	-38.1%	

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# 2016 East San Diego County Annual Real Estate Report

Mount Laguna								
SINGLE-FAMILY HOMES					% Change from Year Before			
Year	Prices			Sales	DOI	SP/LP	Prices	
	Median	Average					Med	Ave
2008	\$ 185,000	\$ 179,600	5	365	86.9%			
2009	\$ 122,500	\$ 119,857	7	364	90.1%	-33.8%	-33.3%	40.0%
2010	\$ 96,300	\$ 110,100	6	243	87.5%	-21.4%	-8.1%	-14.3%
2011	\$ 65,000	\$ 65,000	1	2912	86.7%	-32.5%	-41.0%	-83.3%
2012	\$ 120,000	\$ 131,111	9	122	90.8%	84.6%	101.7%	800.0%
2013	\$ 110,000	\$ 101,833	6	485	91.1%	-8.3%	-22.3%	-33.3%
2014	\$ 123,500	\$ 128,167	6	303	94.1%	12.3%	25.9%	0.0%
2015	\$ 75,000	\$ 75,000	2	1456	88.4%	-39.3%	-41.5%	-66.7%
2016	\$ 275,000	\$ 268,500	4	639	95.4%	266.7%	258.0%	100.0%

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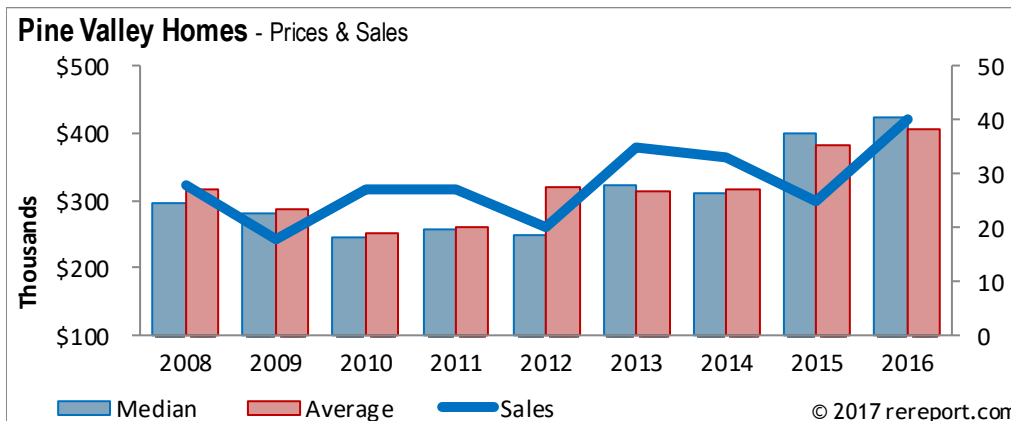
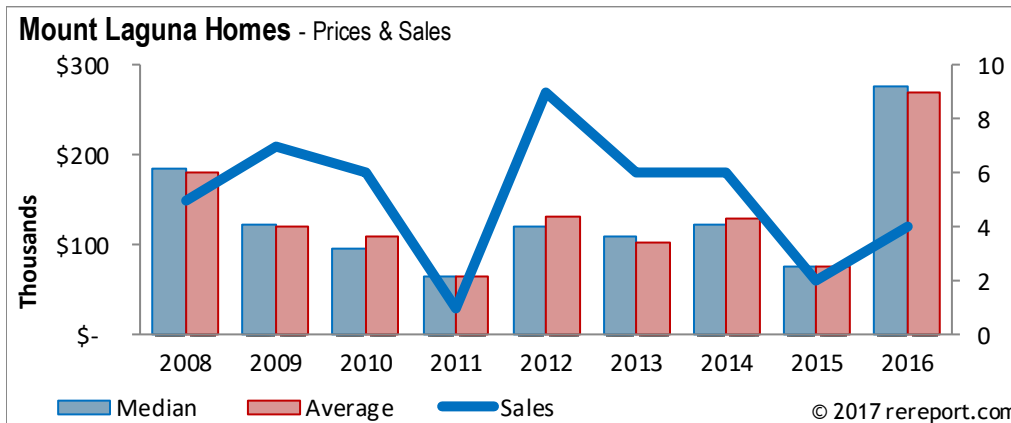
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Pine Valley								
SINGLE-FAMILY HOMES					% Change from Year Before			
Year	Prices			Sales	DOI	SP/LP	Prices	
	Median	Average					Med	Ave
2008	\$ 295,000	\$ 317,129	28	183	94.7%			
2009	\$ 282,500	\$ 286,933	18	364	95.2%	-4.2%	-9.5%	-35.7%
2010	\$ 245,000	\$ 252,535	27	229	97.2%	-13.3%	-12.0%	50.0%
2011	\$ 257,000	\$ 260,122	27	135	95.6%	4.9%	3.0%	0.0%
2012	\$ 250,000	\$ 318,745	20	201	96.9%	-2.7%	22.5%	-25.9%
2013	\$ 323,000	\$ 314,440	35	291	96.9%	29.2%	-1.4%	75.0%
2014	\$ 310,000	\$ 316,926	33	287	95.1%	-4.0%	0.8%	-5.7%
2015	\$ 400,000	\$ 382,700	25	189	97.8%	29.0%	20.8%	-24.2%
2016	\$ 424,450	\$ 404,485	40	100	96.6%	6.1%	5.7%	60.0%

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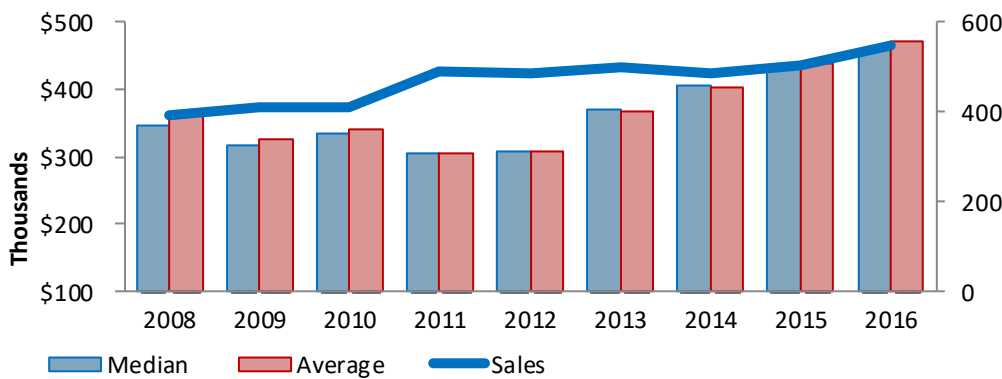
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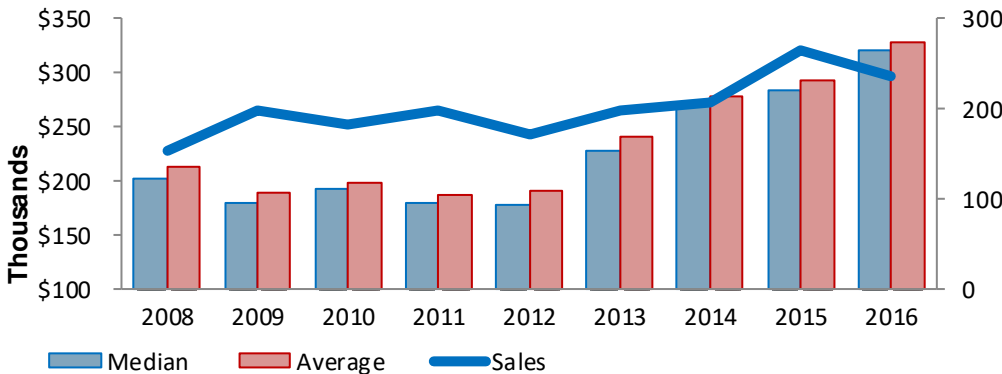


Santee									
SINGLE-FAMILY HOMES					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 345,000	\$ 360,204	393	107	97.9%				
2009	\$ 317,500	\$ 326,345	410	80	100.3%	-8.0%	-9.4%	4.3%	
2010	\$ 335,000	\$ 339,208	408	124	99.0%	5.5%	3.9%	-0.5%	
2011	\$ 305,000	\$ 306,353	490	106	98.1%	-9.0%	-9.7%	20.1%	
2012	\$ 309,000	\$ 307,830	487	54	99.0%	1.3%	0.5%	-0.6%	
2013	\$ 369,000	\$ 366,063	499	57	99.2%	19.4%	18.9%	2.5%	
2014	\$ 405,860	\$ 403,103	487	102	98.2%	10.0%	10.1%	-2.4%	
2015	\$ 435,000	\$ 436,694	501	28	98.8%	7.2%	8.3%	2.9%	
2016	\$ 459,000	\$ 470,487	549	25	98.6%	5.5%	7.7%	9.6%	

**Santee Homes - Prices & Sales**



**Santee Condos - Prices & Sales**



Santee									
Condominiums					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 201,000	\$ 212,038	152	149	97.7%				
2009	\$ 179,000	\$ 188,448	197	103	100.1%	-10.9%	-11.1%	29.6%	
2010	\$ 192,500	\$ 198,262	182	114	100.6%	7.5%	5.2%	-7.6%	
2011	\$ 180,000	\$ 185,818	198	107	99.0%	-6.5%	-6.3%	8.8%	
2012	\$ 178,000	\$ 189,618	171	68	99.3%	-1.1%	2.0%	-13.6%	
2013	\$ 228,200	\$ 241,261	197	63	101.0%	28.2%	27.2%	15.2%	
2014	\$ 272,500	\$ 278,115	207	106	98.5%	19.4%	15.3%	5.1%	
2015	\$ 283,250	\$ 292,614	264	15	99.4%	3.9%	5.2%	27.5%	
2016	\$ 320,000	\$ 327,399	235	8	99.0%	13.0%	11.9%	-11.0%	

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# 2016 East San Diego County Annual Real Estate Report

Spring Valley									
SINGLE-FAMILY HOMES					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 280,000	\$ 289,775	583	201	98.8%				
2009	\$ 240,000	\$ 247,067	767	80	101.0%	-14.3%	-14.7%	31.6%	
2010	\$ 279,000	\$ 278,255	566	149	99.1%	16.3%	12.6%	-26.2%	
2011	\$ 264,000	\$ 266,743	635	123	97.7%	-5.4%	-4.1%	12.2%	
2012	\$ 275,000	\$ 277,393	649	94	98.3%	4.2%	4.0%	2.2%	
2013	\$ 320,000	\$ 322,679	642	83	99.2%	16.4%	16.3%	-1.1%	
2014	\$ 355,000	\$ 357,017	610	109	98.6%	10.9%	10.6%	-5.0%	
2015	\$ 390,000	\$ 393,319	636	41	98.1%	9.9%	10.2%	4.3%	
2016	\$ 420,000	\$ 428,926	605	57	98.8%	7.7%	9.1%	-4.9%	

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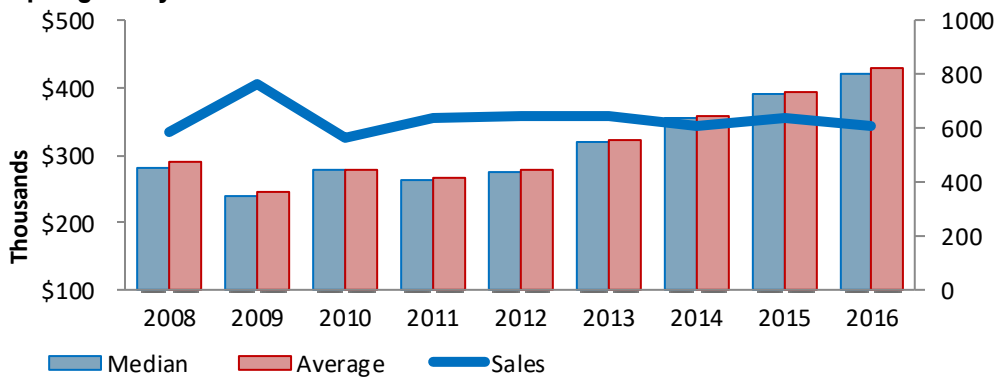
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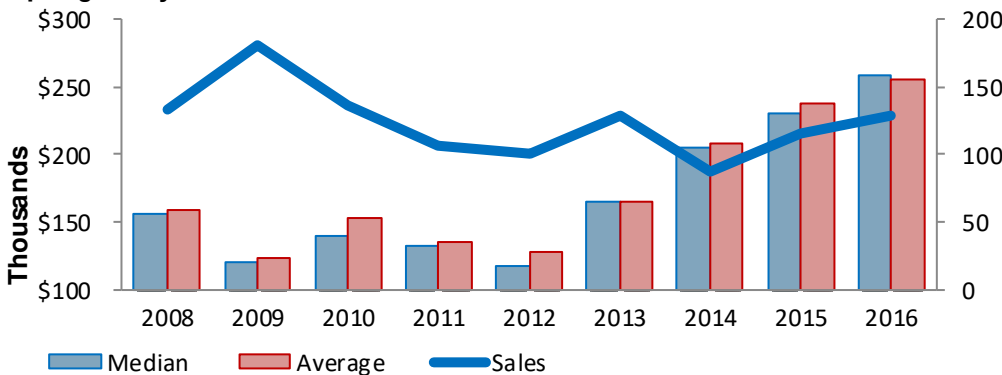
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**Spring Valley Homes - Prices & Sales**



**Spring Valley Condos - Prices & Sales**



Spring Valley									
Condominiums					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 156,000	\$ 158,346	133	195	95.9%				
2009	\$ 120,000	\$ 123,353	181	82	99.7%	-23.1%	-22.1%	36.1%	
2010	\$ 140,000	\$ 153,430	136	126	101.5%	16.7%	24.4%	-24.9%	
2011	\$ 132,500	\$ 134,954	106	158	98.8%	-5.4%	-12.0%	-22.1%	
2012	\$ 117,000	\$ 127,307	101	83	98.7%	-11.7%	-5.7%	-4.7%	
2013	\$ 165,000	\$ 165,240	129	45	102.9%	41.0%	29.8%	27.7%	
2014	\$ 205,000	\$ 207,762	87	105	100.0%	24.2%	25.7%	-32.6%	
2015	\$ 230,000	\$ 237,212	116	53	97.8%	12.2%	14.2%	33.3%	
2016	\$ 258,300	\$ 255,424	128	43	98.6%	12.3%	7.7%	10.3%	

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# 2016 East San Diego County Annual Real Estate Report

Warner Springs								
SINGLE-FAMILY HOMES					% Change from Year Before			
Prices			Prices					
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 212,500	\$ 290,000	12	669	87.7%			
2009	\$ 180,000	\$ 222,207	7	884	94.5%	-15.3%	-23.4%	-41.7%
2010	\$ 200,500	\$ 197,375	12	394	90.7%	11.4%	-11.2%	71.4%
2011	\$ 143,500	\$ 186,454	13	252	93.6%	-28.4%	-5.5%	8.3%
2012	\$ 232,500	\$ 222,025	8	502	88.5%	62.0%	19.1%	-38.5%
2013	\$ 176,700	\$ 196,946	12	364	97.4%	-24.0%	-11.3%	50.0%
2014	\$ 255,000	\$ 271,679	14	702	93.8%	44.3%	37.9%	16.7%
2015	\$ 312,500	\$ 315,369	13	448	92.8%	22.5%	16.1%	-7.1%
2016	\$ 332,500	\$ 339,000	18	162	99.3%	6.4%	7.5%	38.5%

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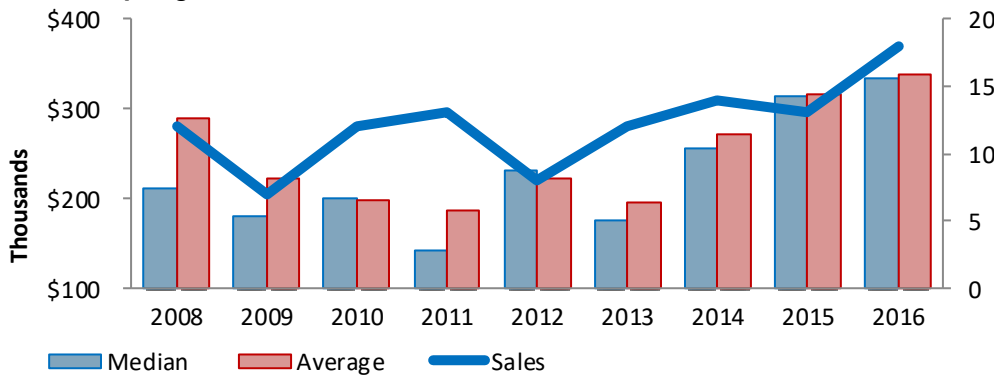
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**Warner Springs Homes - Prices & Sales**



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