



## Susan Zagorsky

ZTeam Real Estate

12849 Carminito Del Canto

Del Mar, CA 92014

(760) 672-2900

info@zteamrealestate.com

http://www.ZTeamRealEstate.com

CalBRE #00594073

# The Real Estate Report

## Prices Up, Sales Down to Begin the Year

Although the median price for single-family, re-sale homes in San Diego County continues to slip from the record high set in November, it was up 5.9% year-over-year in January.

That's sixty-eight months in a row the median price has been higher than the year before.

The median price for condominiums was up 8.7% year-over-year, again, that's also sixty-eight months in a row it has been higher than the year before.

Home sales, meanwhile, were down 8.7% from last January. Condo sales were up 0.4%, year-over-year.

Homes continue to sell quickly, taking only forty-one days from coming onto the market to when they go under contract. The average since January 2001 is fifty-seven days. Condos are selling in

thirty-three days, whereas the average is fifty-five days.

The sales price to listing price ratio continues to tease the 100% level: 98.0%. The ratio for condos is 99.0%.

Inventory continues to be abysmal. It is less than one-third the average since 2001. As of the 10th of January, there were 2,828 homes for sale. We average 8,515!

Condo inventory is at 1,111 units for sale. The average is 9,603.

This is reflected in our Days of Inventory statistic which is sixty-three for homes. The average is one-hundred and forty-four.

There are forty-eight Days of Inventory for condos. The average is one-hundred and thirty-two.

If you would like to know what's going on in your neighborhood,

## Trends at a Glance

(Single-family Homes)

	Jan 18	Dec 17	Jan 17
Median Price:	\$582,500	\$600,000	\$550,000
Average Price:	\$741,927	\$775,183	\$681,171
Home Sales:	1,338	1,683	1,465
Pending Sales:	2,232	1,934	2,241
Active Listings:	2,829	2,488	4,132

(Condos/Town Homes)

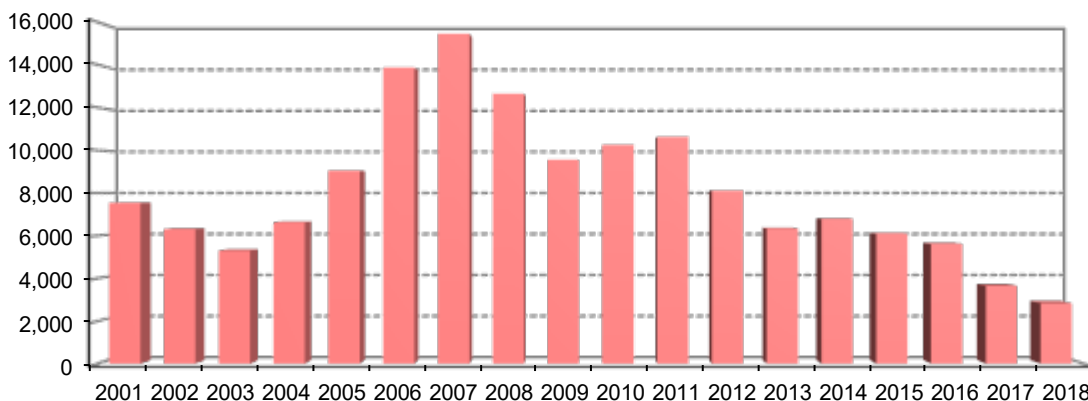
	Jan 18	Dec 17	Jan 17
Median Price:	\$407,495	\$406,608	\$375,000
Average Price:	\$488,617	\$475,147	\$442,588
Condo Sales:	700	836	697
Pending Sales:	1,000	923	950
Active Listings:	1,111	891	1,289

visit my on-line report and click on Recent Sales & Listings. That will tell you what is for sale and what has sold

You can visit my on-line report at: <http://brentdelhamer.rereport.com>

## San Diego County

Average Monthly Active Listings SFR



© 2017 rereport.com

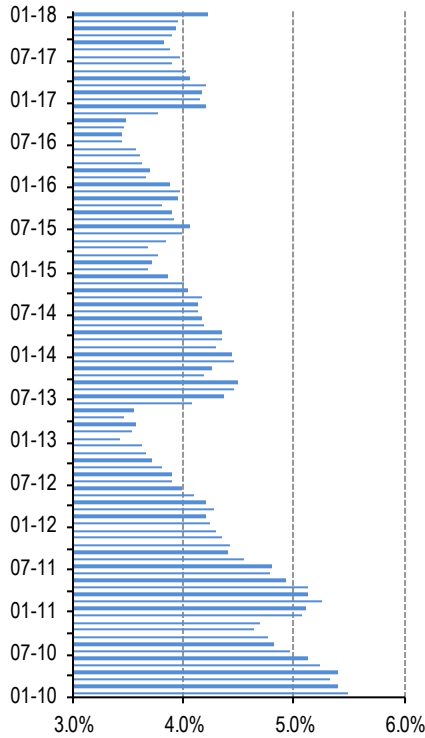
VISIT

<http://zteam.rereport.com>

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

# Getting Your Home Ready to Sell

## 30-Year Fixed Mortgage Rates



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

I know, I know. You're thinking, "In this market, with low inventory where homes are selling in about a month! Why bother fixing anything?"

Well, not quite. Well-kept homes properly priced ARE selling quickly, many with multiple offers. Yet, there are still homes that have been on the market for over thirty days. P.S. Days on Market has been **averaging** in the mid-thirties days in San Diego County.

Homes that have been on the market over thirty days are either over-priced and/or not spiffed up.

Well-maintained homes priced properly will receive multiple offers in this market. Also, a clean, well-kept home will sell for more money than one that is run down.

If you are ready to sell your home, we have some tips for you.

First, make sure people will be enticed into your home when they first look at it from their car. This is called curb appeal. The next time you drive up to your home, look at it as if you were thinking of buying it. What could you do to make it more appealing from the curb? Is the yard neat? The grass green? The bushes trimmed? The kid's toys put away? Is the front door clean? The garage door? A little paint and

elbow grease here ensures more people will visit your home.

Next, you know all those little niggling things you've been meaning to fix? The squeaky door. The door knob that doesn't work properly. The closet door that slides roughly. Fix them!

Go for the spacious look. You are going to be moving, that's why the house is on the market. Start packing. Pack everything but the essentials, then put them in storage. This goes for the kitchen as well. Take all those appliances and containers off the counter tops and pack them away.

Spruce up your back yard. The back yard has evolved into one of the most important rooms of the house. Buyers will be attracted to back areas that have a nice deck or patio area with plenty of space for dining, grilling, and entertaining. And if you have a section of your yard that is child-friendly -- perhaps with a swing set, sandbox or play area -- play it up as much as possible.

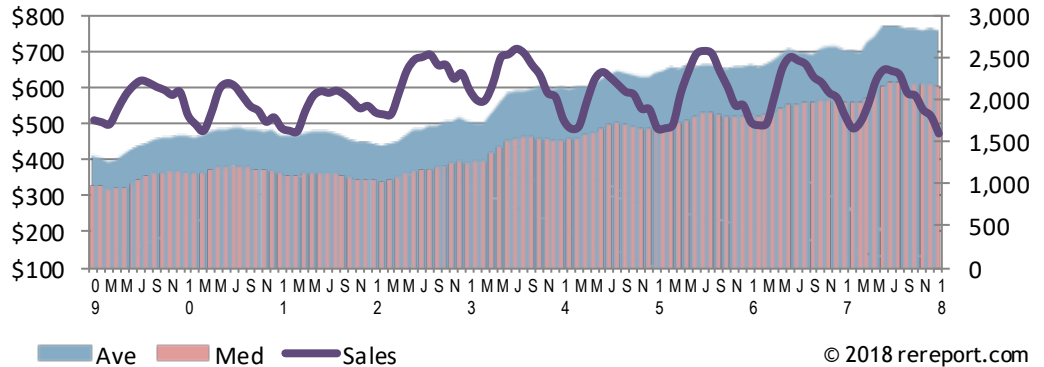
Make your windows sparkle. Make sure your windows are nice and clean.

Keep your walls light. If you're thinking about touching up the paint on your walls before you put your

(Continued on page 4)

## San Diego County — Homes: Sold Prices & Unit Sales

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

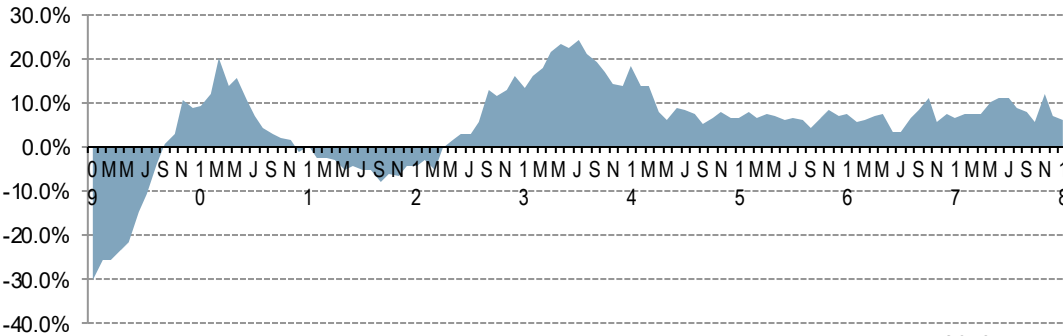


© 2018 rereport.com

**SUSAN ZAGORSKY**  
**ZTEAM REAL ESTATE**  
 (760) 672-2900  
 INFO@ZTEAMREALESTATE.COM  
 CALBRE #00594073

North San Diego County Coastal - January 2018													
SINGLE-FAMILY HOMES								% Change from Year Before					
Cities	Prices			Sale	Pend	Inve	DOI	SP/LP	Prices				
	Median	Average							Med	Ave	Sales	Pend	Inven3
SDC	\$ 582,500	\$ 741,927		1,338	2,232	2,829	63	98.0%	5.9%	8.9%	-8.7%	-0.4%	-31.5%
NCC	\$ 656,250	\$ 952,082		362	584	929	77	97.5%	0.3%	8.7%	-4.7%	-0.5%	-34.7%
Cardiff by the Sea	\$1,355,000	\$1,466,700		5	8	12	72	96.8%	-30.2%	-24.4%	150.0%	60.0%	0.0%
Carlsbad	\$ 932,500	\$1,017,890		132	141	211	40	98.8%	5.0%	12.9%	-9.6%	-11.9%	-21.3%
Carmel Valley	\$1,230,000	\$1,439,150		13	31	42	97	99.7%	-5.4%	1.7%	-55.2%	-39.2%	-41.7%
Del Mar	\$1,855,000	\$2,005,940		16	23	51	96	95.7%	17.0%	20.9%	128.6%	109.1%	-7.3%
Encinitas	\$ 950,000	\$1,166,790		17	34	25	44	96.8%	1.3%	4.3%	-19.0%	41.7%	-63.8%
Fallbrook	\$ 539,000	\$ 569,091		37	68	121	98	97.2%	11.2%	7.1%	15.9%	-19.4%	-15.2%
La Jolla	\$2,550,000	\$2,776,300		16	26	131	246	94.8%	30.4%	37.9%	6.7%	-18.8%	-20.6%
Oceanside	\$ 560,300	\$ 548,849		94	129	114	36	98.4%	6.7%	-2.0%	16.0%	0.8%	-37.7%
Rancho Santa Fe	\$2,250,000	\$2,203,440		17	43	171	302	95.2%	45.2%	6.8%	0.0%	7.5%	-28.5%
San Marcos	\$ 580,000	\$ 574,094		52	71	73	42	98.2%	-7.1%	-5.4%	-11.9%	36.5%	-26.3%
Solana Beach	\$1,700,000	\$2,390,000		5	9	16	96	93.2%	-0.4%	-1.3%	-16.7%	125.0%	-44.8%
Vista	\$ 541,500	\$ 558,037		46	78	84	55	97.7%	14.0%	10.4%	-17.9%	-22.8%	-41.3%

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

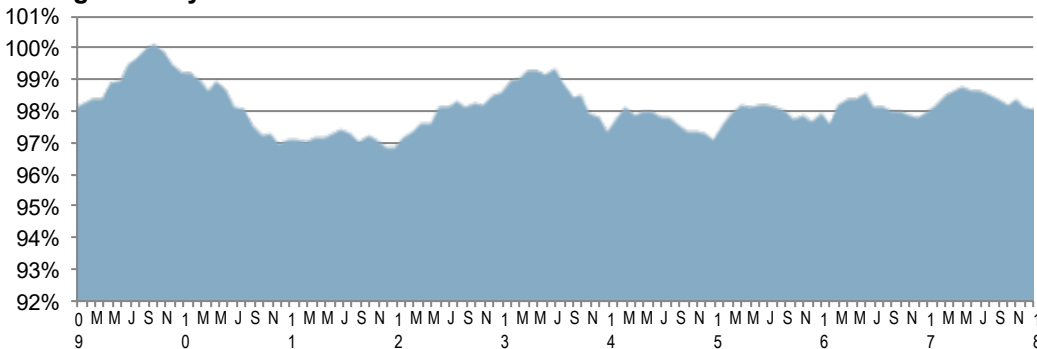


© 2018 rereport.com

**SUSAN ZAGORSKY**  
**ZTEAM REAL ESTATE**  
 (760) 672-2900  
 INFO@ZTEAMREALESTATE.COM  
 CALBRE #00594073

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

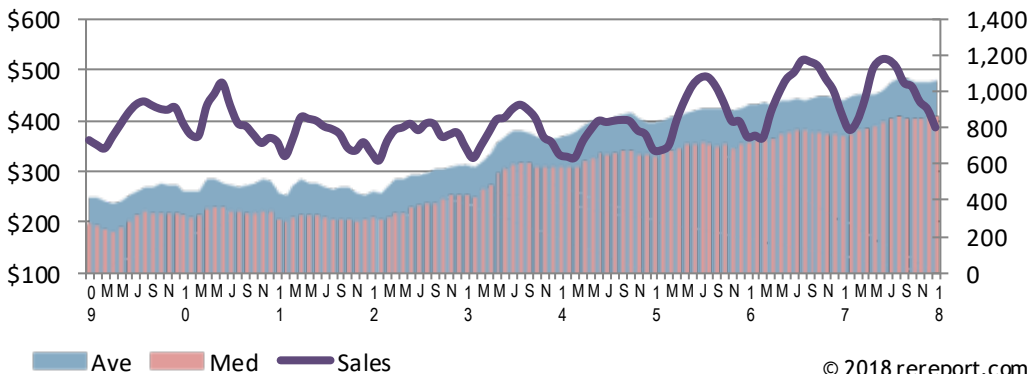
**San Diego County Homes: Sales Price/List Price Ratio**



© 2018 rereport.com

**San Diego County — Condos: Sold Prices & Unit Sales**

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



© 2018 rereport.com

**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.

**North San Diego County Coastal - January 2018**

CONDOS											% Change from Year Before			
Prices								Prices						
Cities	Median	Average	Sale	Pend	Inve	DOI	SP/LP	Med	Ave	Sales	Pend	Inven3		
SDC	\$ 407,495	\$ 488,617	700	1,000	1,111	48	99.0%	8.7%	10.4%	0.4%	5.3%	-13.8%		
NCC	\$ 451,500	\$ 588,703	172	235	294	51	98.7%	-0.8%	12.0%	-0.6%	11.4%	-11.7%		
Cardiff by the Sea	\$ 599,000	\$ 993,367	3	6	1	10	99.4%	-45.3%	-9.3%	200.0%	0.0%	-66.7%		
Carlsbad	\$ 569,522	\$ 607,732	52	65	86	49	98.7%	11.7%	6.6%	-16.1%	-12.2%	-20.4%		
Carmel Valley	\$ 530,000	\$ 595,825	12	17	9	23	99.6%	2.7%	12.2%	-42.9%	13.3%	-30.8%		
Del Mar	\$1,425,000	\$1,447,500	4	5	16	120	96.6%	22.8%	24.8%	100.0%	25.0%	6.7%		
Encinitas	\$ 614,500	\$ 603,318	11	10	5	14	99.2%	-8.3%	-13.6%	83.3%	-9.1%	-64.3%		
La Jolla	\$ 765,000	\$ 872,940	20	45	67	101	97.7%	27.7%	28.9%	-42.9%	73.1%	-2.9%		
Oceanside	\$ 348,250	\$ 415,171	54	72	124	69	98.7%	11.4%	19.3%	25.6%	22.0%	37.8%		
Rancho Santa Fe	\$1,100,000	\$1,100,000	2	1	5	75	92.3%	20.2%	20.2%	0.0%	-66.7%	-37.5%		
San Marcos	\$ 433,380	\$ 428,098	21	24	6	9	99.5%	5.4%	4.0%	50.0%	14.3%	-62.5%		
Solana Beach	\$1,130,000	\$1,047,140	7	7	17	73	98.7%	29.1%	23.5%	-30.0%	16.7%	21.4%		
Vista	\$ 330,000	\$ 334,333	15	16	11	22	98.9%	6.5%	8.9%	66.7%	-5.9%	-15.4%		

**Susan Zagorsky**  
**ZTeam Real Estate**  
12849 Carminito Del Canto  
Del Mar, CA 92014



For a **FREE** subscription and the city by city breakdown, go to our web-site at: <http://zteam.rereport.com>

*(Continued from page 2)*

home on the market, keep the colors neutral and light. A light yellow or beige will make the room feel cooler than darker hues, like brick red or dark taupe.

Let the light in. Open blinds and curtains so plenty of light illuminates the home's interior.

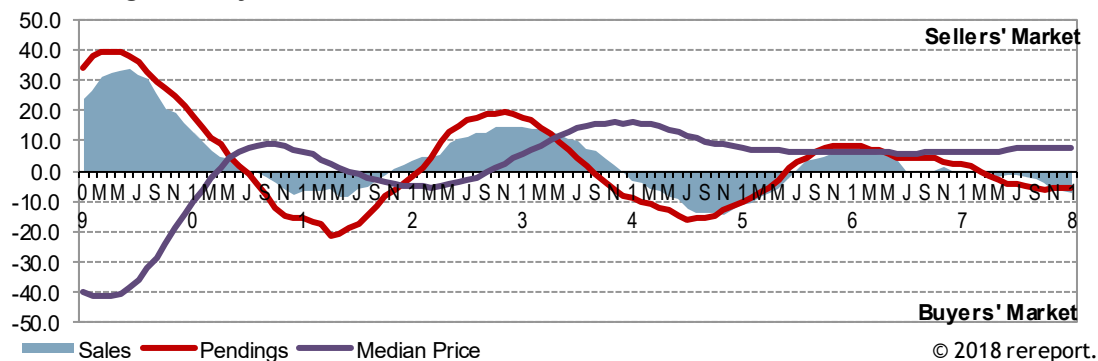
Keep the pool clean. If you have a pool or spa, make sure it's clean. If you have a fence, make sure locks and latches are working properly.

All this may seem like a lot of work, and it is, but it means a quicker sale with less hassle and more money in your pocket. Not to mention the pleasure you and your family will receive from living in a well-kept home.

To set the proper price, a seller must be aware of current market conditions, including what has sold recently in your neighborhood, and what is your competition.

Your local REALTOR®, that's me, can assist you with this. Call me.

**San Diego County Homes: Momentum**



© 2018 rereport.com