



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 & 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 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

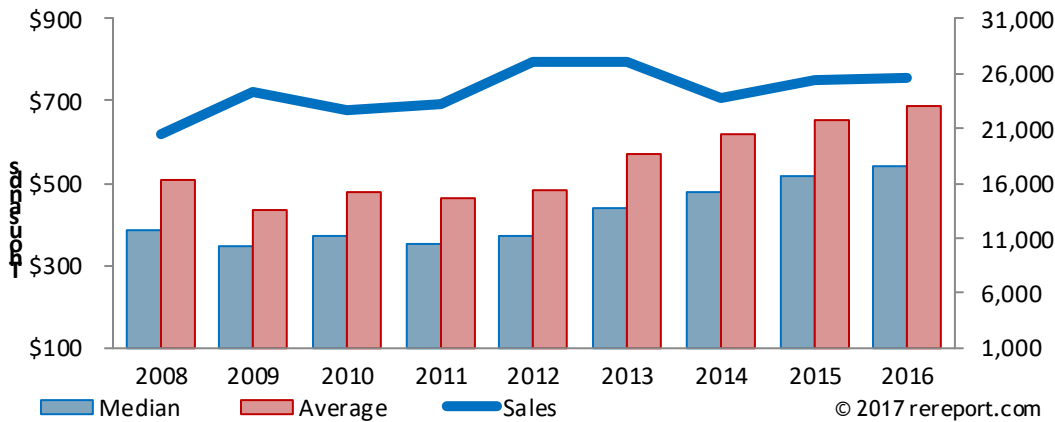
SUSAN ZAGORSKY

ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

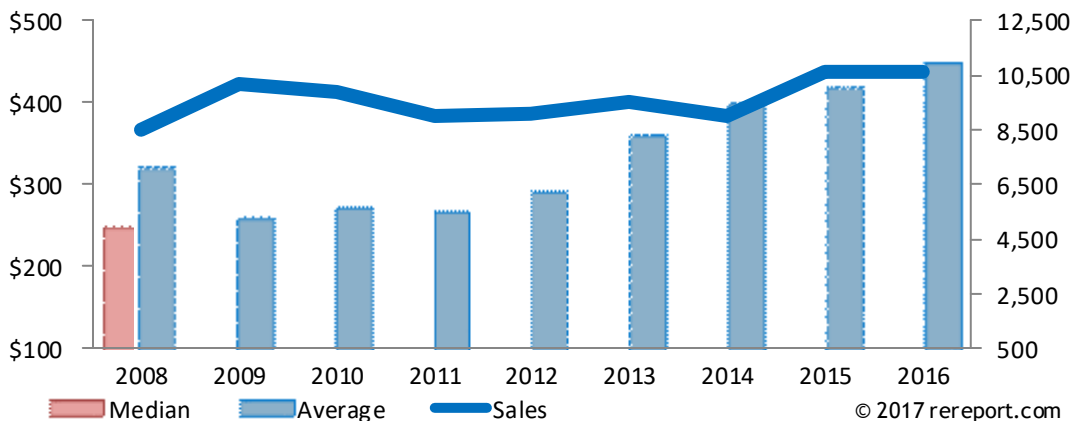
info@zteamrealestate.com
<http://www.ZTeamRealEstate.com>

San Diego County								
SINGLE-FAMILY HOMES						% Change YOY		
Prices					Prices			
Year	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		
Prices					Prices			
Year	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%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

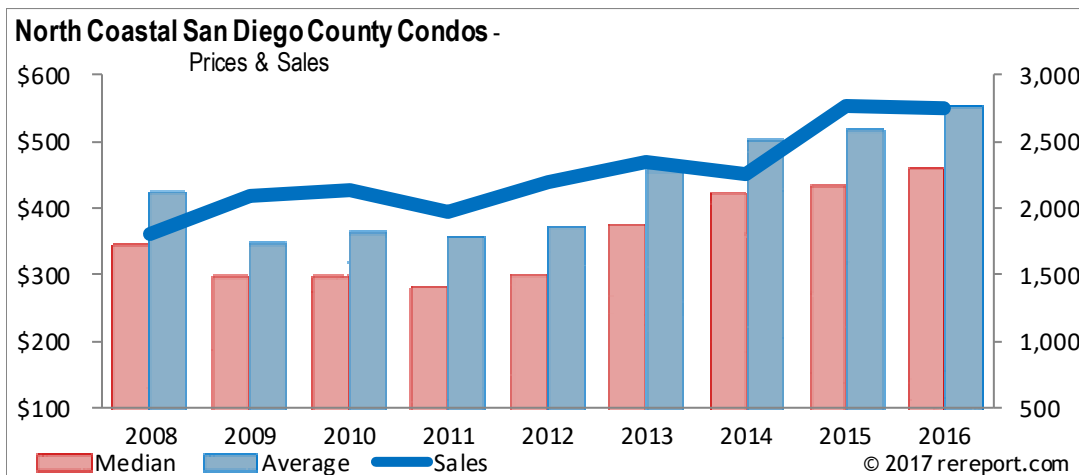
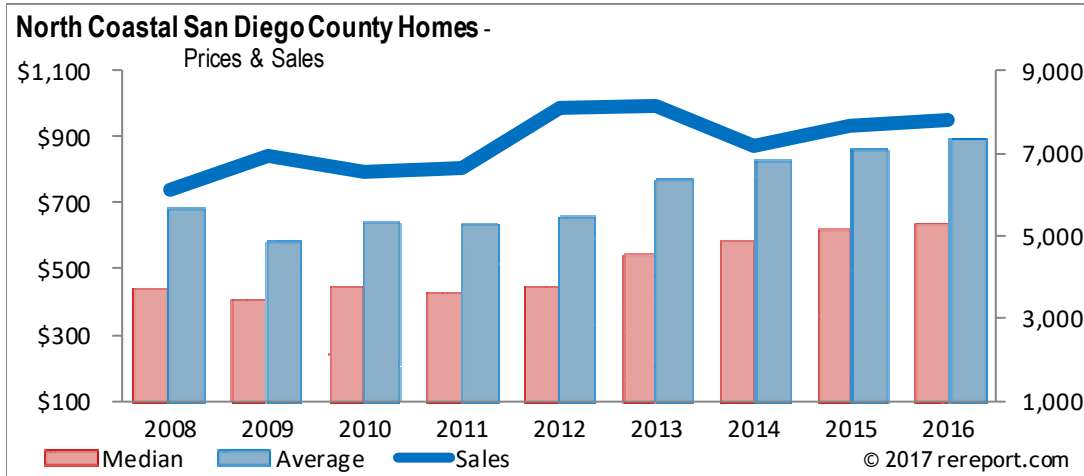
This information is brought to you by:

SUSAN ZAGORSKY

ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

info@zteamrealestate.com
http://www.ZTeamRealEstate.com

North Coastal San Diego County								
SINGLE-FAMILY HOMES						% Change YOY		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2008	6,098	\$ 443,500	\$ 687,194	96.6%	197			
2009	6,913	\$ 404,000	\$ 590,131	97.9%	140	13.4%	-8.9%	-14.1%
2010	6,525	\$ 449,000	\$ 641,112	97.3%	165	-5.6%	11.1%	8.6%
2011	6,625	\$ 430,000	\$ 635,088	96.5%	160	1.5%	-4.2%	-0.9%
2012	8,085	\$ 450,000	\$ 659,713	97.3%	81	22.0%	4.7%	3.9%
2013	8,138	\$ 539,250	\$ 766,897	98.2%	75	0.7%	19.8%	16.2%
2014	7,174	\$ 580,000	\$ 829,972	97.4%	151	-11.8%	7.6%	8.2%
2015	7,681	\$ 610,000	\$ 864,815	97.7%	71	7.1%	5.2%	4.2%
2016	7,800	\$ 630,000	\$ 897,945	97.9%	58	1.5%	3.3%	3.8%



North Coastal San Diego County								
CONDOMINIUMS						% Change YOY		
Prices					Prices			
Year	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2008	1,798	\$ 345,000	\$ 427,425	96.1%	182			
2009	2,084	\$ 300,000	\$ 348,889	97.6%	141	15.9%	-13.0%	-18.4%
2010	2,140	\$ 299,900	\$ 367,301	98.0%	157	2.7%	0.0%	5.3%
2011	1,967	\$ 285,000	\$ 359,715	96.8%	142	-8.1%	-5.0%	-2.1%
2012	2,198	\$ 305,000	\$ 375,085	98.0%	84	11.7%	7.0%	4.3%
2013	2,341	\$ 378,990	\$ 459,236	99.1%	65	6.5%	24.3%	22.4%
2014	2,249	\$ 425,000	\$ 505,133	97.7%	127	-3.9%	12.1%	10.0%
2015	2,757	\$ 435,000	\$ 519,285	97.8%	46	22.6%	2.4%	2.8%
2016	2,743	\$ 460,000	\$ 551,550	98.3%	32	-0.5%	5.7%	6.2%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

SUSAN ZAGORSKY

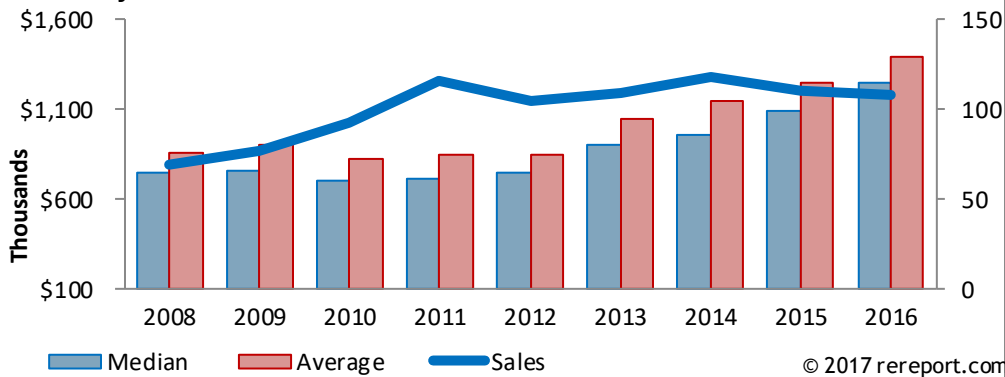
ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

info@zteamrealestate.com
http://www.ZTeamRealEstate.com

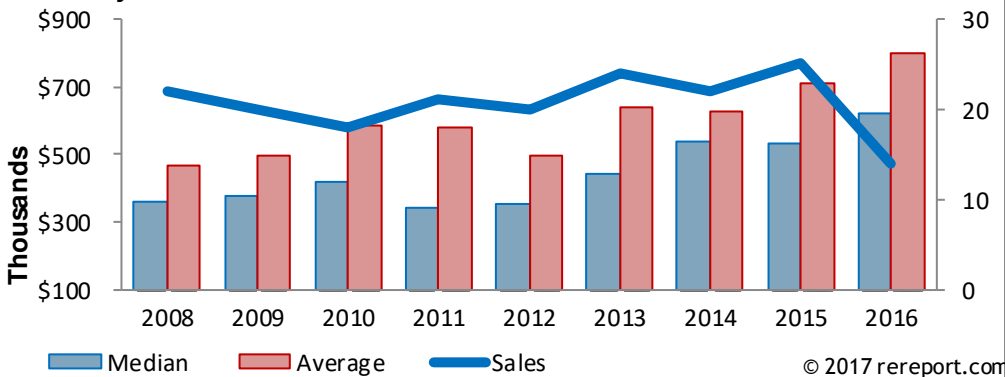
Cardiff by the Sea

SINGLE-FAMILY HOMES									% Change from Year Before		
Year	Prices			Sales	DOI	SP/LP	Prices				
	Median	Average					Med	Ave	Sales		
2008	\$ 750,000	\$ 860,807	69	249	93.3%						
2009	\$ 760,000	\$ 900,383	77	241	95.8%	1.3%	4.6%	11.6%			
2010	\$ 700,000	\$ 826,055	92	162	96.7%	-7.9%	-8.3%	19.5%			
2011	\$ 717,000	\$ 844,369	116	135	95.0%	2.4%	2.2%	26.1%			
2012	\$ 750,000	\$ 850,897	105	70	96.2%	4.6%	0.8%	-9.5%			
2013	\$ 900,000	\$ 1,042,000	109	57	97.1%	20.0%	22.5%	3.8%			
2014	\$ 962,500	\$ 1,140,660	118	130	96.3%	6.9%	9.5%	8.3%			
2015	\$ 1,094,500	\$ 1,246,280	110	66	97.8%	13.7%	9.3%	-6.8%			
2016	\$ 1,250,000	\$ 1,386,610	108	61	96.6%	14.2%	11.3%	-1.8%			

Cardiff by the Sea Homes - Prices & Sales



Cardiff by the Sea Condos - Prices & Sales



Cardiff by the Sea

Condominiums									% Change from Year Before		
Year	Prices			Sales	DOI	SP/LP	Prices				
	Median	Average					Med	Ave	Sales		
2008	\$ 357,250	\$ 467,850	22	100	94.0%						
2009	\$ 375,000	\$ 493,482	20	146	97.5%	5.0%	5.5%	-9.1%			
2010	\$ 420,000	\$ 582,348	18	324	97.8%	12.0%	18.0%	-10.0%			
2011	\$ 340,000	\$ 578,879	21	173	94.9%	-19.0%	-0.6%	16.7%			
2012	\$ 355,000	\$ 496,040	20	91	95.6%	4.4%	-14.3%	-4.8%			
2013	\$ 444,500	\$ 638,408	24	15	98.8%	25.2%	28.7%	20.0%			
2014	\$ 537,758	\$ 627,421	22	83	97.1%	21.0%	-1.7%	-8.3%			
2015	\$ 530,000	\$ 711,796	25	0	98.2%	-1.4%	13.4%	13.6%			
2016	\$ 621,000	\$ 798,600	14	52	99.3%	17.2%	12.2%	-44.0%			

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

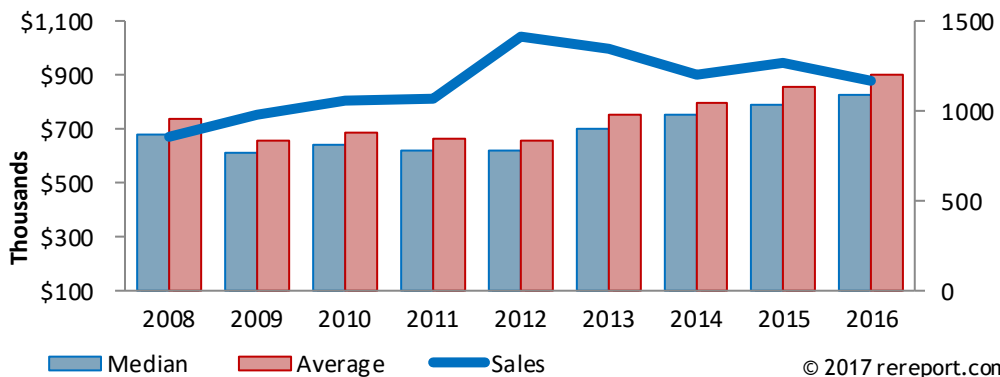
SUSAN ZAGORSKY

ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

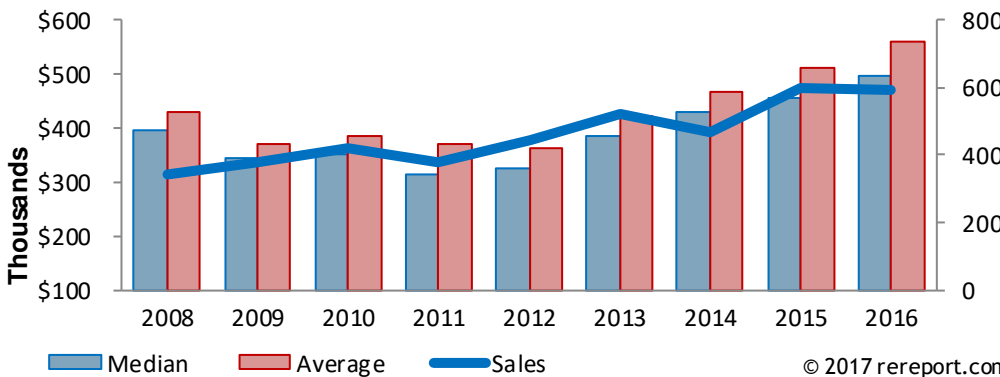
info@zteamrealestate.com
http://www.ZTeamRealEstate.com

Carlsbad									
SINGLE-FAMILY HOMES					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 678,000	\$ 736,603	859	167	96.0%				
2009	\$ 615,000	\$ 654,162	975	122	97.0%	-9.3%	-11.2%	13.5%	
2010	\$ 645,000	\$ 689,357	1054	146	96.9%	4.9%	5.4%	8.1%	
2011	\$ 620,000	\$ 664,781	1063	150	96.6%	-3.9%	-3.6%	0.9%	
2012	\$ 622,000	\$ 658,709	1409	54	97.5%	0.3%	-0.9%	32.5%	
2013	\$ 701,500	\$ 756,170	1344	57	98.4%	12.8%	14.8%	-4.6%	
2014	\$ 750,000	\$ 798,891	1206	125	97.9%	6.9%	5.6%	-10.3%	
2015	\$ 790,000	\$ 856,683	1270	49	97.9%	5.3%	7.2%	5.3%	
2016	\$ 830,000	\$ 901,774	1170	51	98.1%	5.1%	5.3%	-7.9%	

Carlsbad Homes - Prices & Sales



Carlsbad Condos - Prices & Sales



Carlsbad									
Condominiums					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 394,375	\$ 430,787	344	171	95.6%				
2009	\$ 345,000	\$ 369,388	381	134	97.4%	-12.5%	-14.3%	10.8%	
2010	\$ 350,000	\$ 385,965	420	151	97.8%	1.4%	4.5%	10.2%	
2011	\$ 315,000	\$ 370,365	377	168	96.9%	-10.0%	-4.0%	-10.2%	
2012	\$ 325,000	\$ 362,595	442	97	98.2%	3.2%	-2.1%	17.2%	
2013	\$ 385,000	\$ 420,431	520	57	99.9%	18.5%	16.0%	17.6%	
2014	\$ 430,000	\$ 465,648	465	119	97.9%	11.7%	10.8%	-10.6%	
2015	\$ 455,000	\$ 510,077	597	39	98.2%	5.8%	9.5%	28.4%	
2016	\$ 495,000	\$ 557,990	591	44	98.2%	8.8%	9.4%	-1.0%	

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

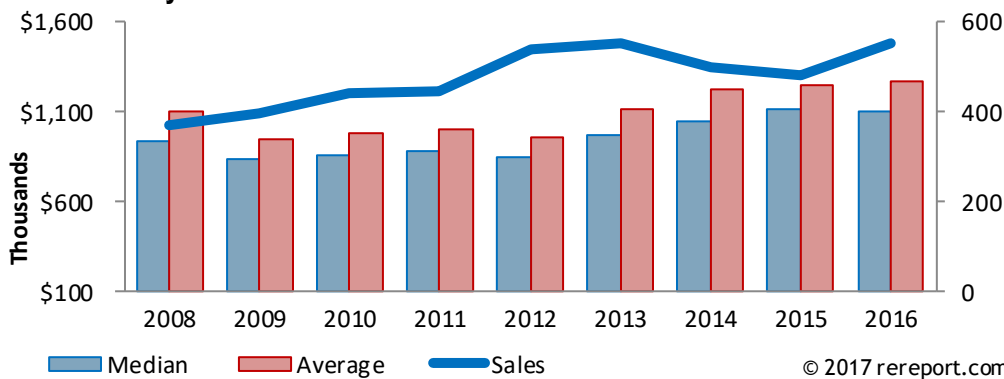
SUSAN ZAGORSKY

ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

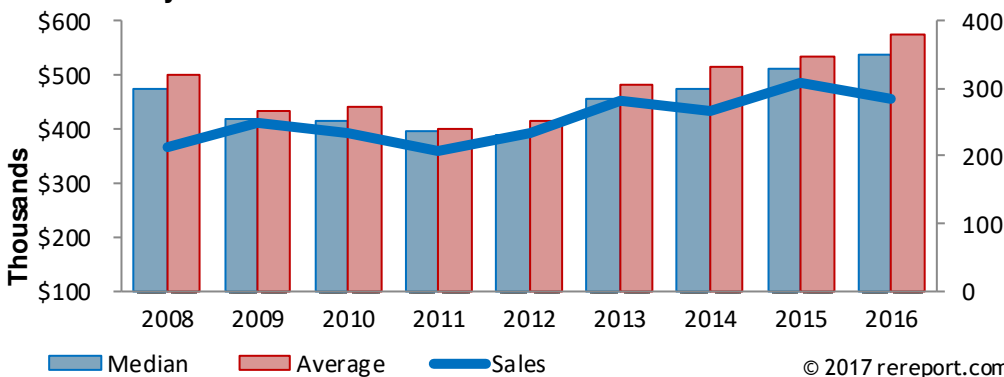
info@zteamrealestate.com
http://www.ZTeamRealEstate.com

Carmel Valley								
SINGLE-FAMILY HOMES					% Change from Year Before			
Prices			Prices					
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 935,000	\$ 1,105,640	369	143	95.5%			
2009	\$ 840,000	\$ 945,097	397	137	96.0%	-10.2%	-14.5%	7.6%
2010	\$ 855,000	\$ 979,464	439	138	96.7%	1.8%	3.6%	10.6%
2011	\$ 875,000	\$ 1,005,680	443	142	96.1%	2.3%	2.7%	0.9%
2012	\$ 845,000	\$ 957,398	537	63	96.9%	-3.4%	-4.8%	21.2%
2013	\$ 973,500	\$ 1,113,670	550	58	98.0%	15.2%	16.3%	2.4%
2014	\$ 1,049,500	\$ 1,223,040	500	108	97.7%	7.8%	9.8%	-9.1%
2015	\$ 1,107,500	\$ 1,244,140	481	79	97.8%	5.5%	1.7%	-3.8%
2016	\$ 1,105,000	\$ 1,264,170	551	45	98.0%	-0.2%	1.6%	14.6%

Carmel Valley Homes - Prices & Sales



Carmel Valley Condos - Prices & Sales



Carmel Valley								
Condominiums					% Change from Year Before			
Prices			Prices					
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 472,525	\$ 499,350	212	124	95.8%			
2009	\$ 417,500	\$ 431,585	248	112	97.3%	-11.6%	-13.6%	17.0%
2010	\$ 415,000	\$ 441,291	233	120	97.5%	-0.6%	2.2%	-6.0%
2011	\$ 395,000	\$ 401,099	208	107	97.0%	-4.8%	-9.1%	-10.7%
2012	\$ 390,000	\$ 413,047	233	45	98.1%	-1.3%	3.0%	12.0%
2013	\$ 455,500	\$ 479,694	282	37	99.4%	16.8%	16.1%	21.0%
2014	\$ 475,000	\$ 513,684	265	88	98.4%	4.3%	7.1%	-6.0%
2015	\$ 509,500	\$ 533,400	308	31	98.4%	7.3%	3.8%	16.2%
2016	\$ 538,000	\$ 573,973	283	13	98.9%	5.6%	7.6%	-8.1%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

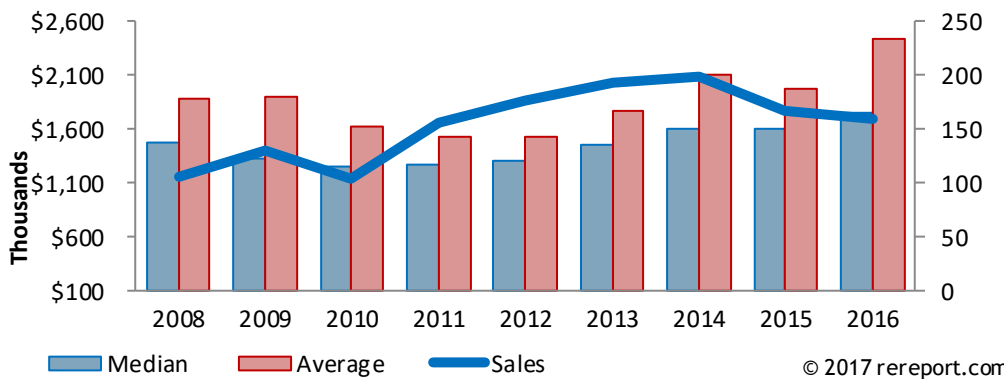
SUSAN ZAGORSKY

ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

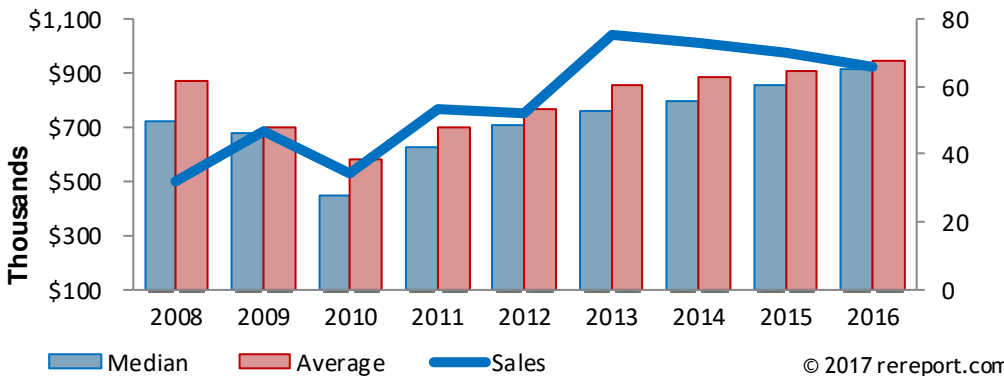
info@zteamrealestate.com
http://www.ZTeamRealEstate.com

Del Mar								
SINGLE-FAMILY HOMES					% Change from Year Before			
Year	Prices		Sales	DOI	SP/LP	Prices		
	Median	Average				Med	Ave	Sales
2008	\$ 1,466,190	\$ 1,875,230	105	386	92.0%			
2009	\$ 1,330,000	\$ 1,896,280	129	339	91.8%	-9.3%	1.1%	22.9%
2010	\$ 1,250,000	\$ 1,617,910	104	431	93.4%	-6.0%	-14.7%	-19.4%
2011	\$ 1,273,260	\$ 1,534,180	156	252	92.6%	1.9%	-5.2%	50.0%
2012	\$ 1,300,000	\$ 1,537,540	177	138	93.9%	2.1%	0.2%	13.5%
2013	\$ 1,447,500	\$ 1,773,040	192	142	95.1%	11.3%	15.3%	8.5%
2014	\$ 1,600,000	\$ 2,104,720	198	197	94.4%	10.5%	18.7%	3.1%
2015	\$ 1,600,000	\$ 1,981,380	167	111	95.6%	0.0%	-5.9%	-15.7%
2016	\$ 1,750,000	\$ 2,427,420	159	122	95.2%	9.4%	22.5%	-4.8%

Del Mar Homes - Prices & Sales



Del Mar Condos - Prices & Sales



Del Mar								
Condominiums					% Change from Year Before			
Year	Prices		Sales	DOI	SP/LP	Prices		
	Median	Average				Med	Ave	Sales
2008	\$ 725,000	\$ 867,192	32	490	94.3%			
2009	\$ 675,000	\$ 697,001	47	248	95.5%	-6.9%	-19.6%	46.9%
2010	\$ 443,500	\$ 580,205	34	460	97.7%	-34.3%	-16.8%	-27.7%
2011	\$ 625,000	\$ 701,403	53	227	93.8%	40.9%	20.9%	55.9%
2012	\$ 703,750	\$ 763,012	52	126	95.1%	12.6%	8.8%	-1.9%
2013	\$ 760,000	\$ 854,458	75	102	97.1%	8.0%	12.0%	44.2%
2014	\$ 795,000	\$ 888,238	73	180	96.1%	4.6%	4.0%	-2.7%
2015	\$ 857,000	\$ 907,101	70	42	96.7%	7.8%	2.1%	-4.1%
2016	\$ 911,250	\$ 943,882	66	88	97.3%	6.3%	4.1%	-5.7%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

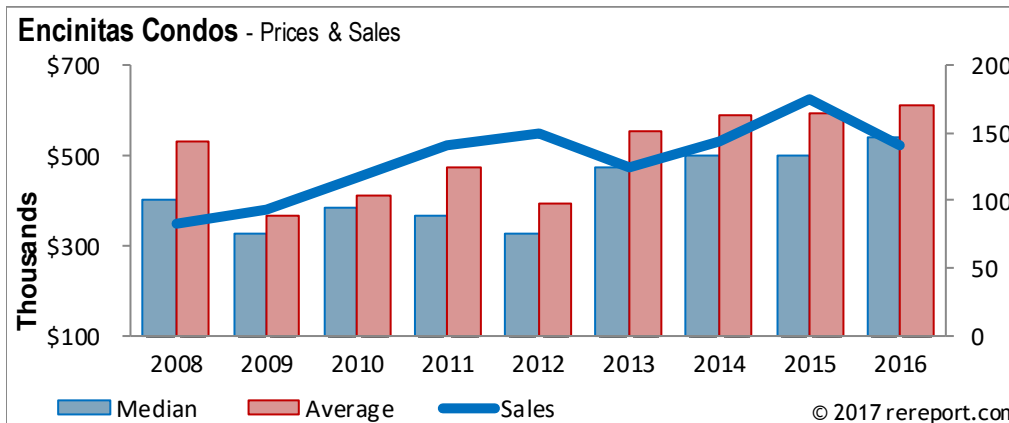
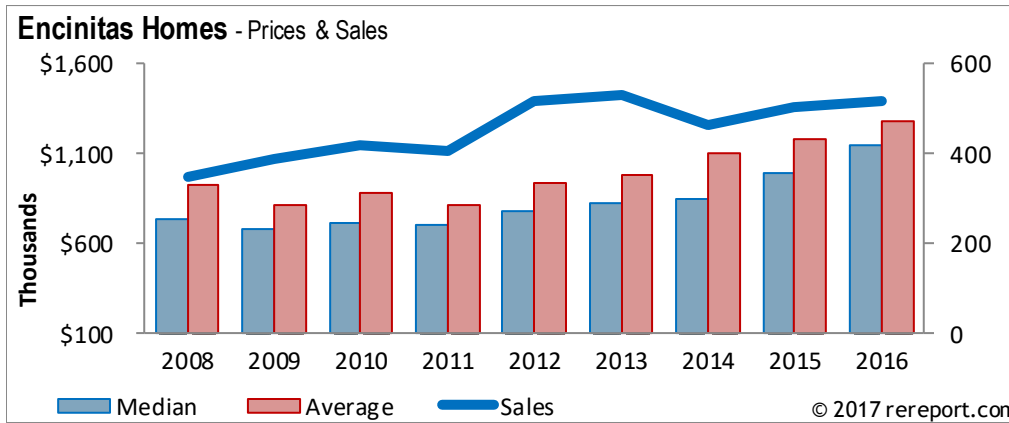
This information is brought to you by:

SUSAN ZAGORSKY

ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

info@zteamrealestate.com
http://www.ZTeamRealEstate.com

Encinitas								
SINGLE-FAMILY HOMES					% Change from Year Before			
Year	Prices			Prices				
	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 730,000	\$ 929,003	346	209	95.1%			
2009	\$ 680,000	\$ 816,637	388	147	95.9%	-6.8%	-12.1%	12.1%
2010	\$ 718,000	\$ 878,382	420	144	96.3%	5.6%	7.6%	8.2%
2011	\$ 705,000	\$ 813,795	407	170	96.1%	-1.8%	-7.4%	-3.1%
2012	\$ 774,950	\$ 934,048	518	85	96.3%	9.9%	14.8%	27.3%
2013	\$ 820,000	\$ 979,999	528	68	98.1%	5.8%	4.9%	1.9%
2014	\$ 850,000	\$ 1,100,800	463	143	97.2%	3.7%	12.3%	-12.3%
2015	\$ 990,000	\$ 1,184,030	504	42	97.5%	16.5%	7.6%	8.9%
2016	\$ 1,150,000	\$ 1,277,310	515	50	97.9%	16.2%	7.9%	2.2%



Encinitas								
Condominiums					% Change from Year Before			
Year	Prices			Prices				
	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 402,500	\$ 531,265	82	125	95.6%			
2009	\$ 325,000	\$ 367,428	93	160	97.1%	-19.3%	-30.8%	13.4%
2010	\$ 385,000	\$ 408,413	117	177	98.1%	18.5%	11.2%	25.8%
2011	\$ 363,750	\$ 470,917	140	140	96.7%	-5.5%	15.3%	19.7%
2012	\$ 325,000	\$ 393,535	150	34	97.4%	-10.7%	-16.4%	7.1%
2013	\$ 475,000	\$ 552,782	125	38	98.7%	46.2%	40.5%	-16.7%
2014	\$ 498,500	\$ 589,940	144	73	97.6%	4.9%	6.7%	15.2%
2015	\$ 499,000	\$ 591,521	174	29	97.7%	0.1%	0.3%	20.8%
2016	\$ 538,500	\$ 609,087	140	29	98.2%	7.9%	3.0%	-19.5%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

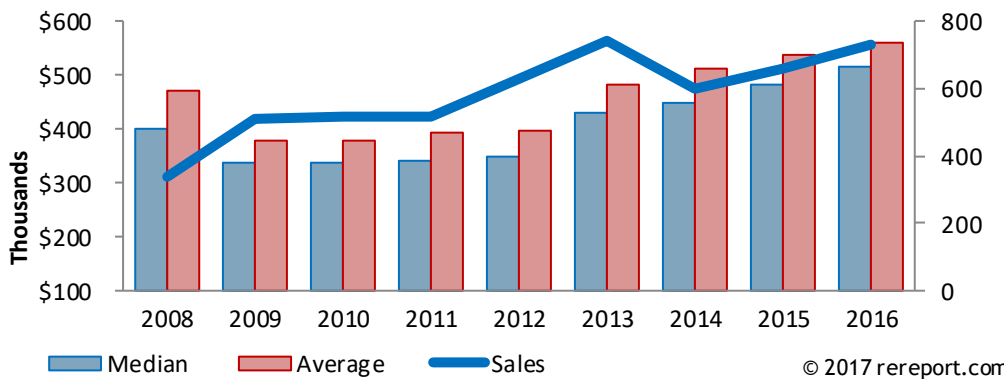
SUSAN ZAGORSKY

ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

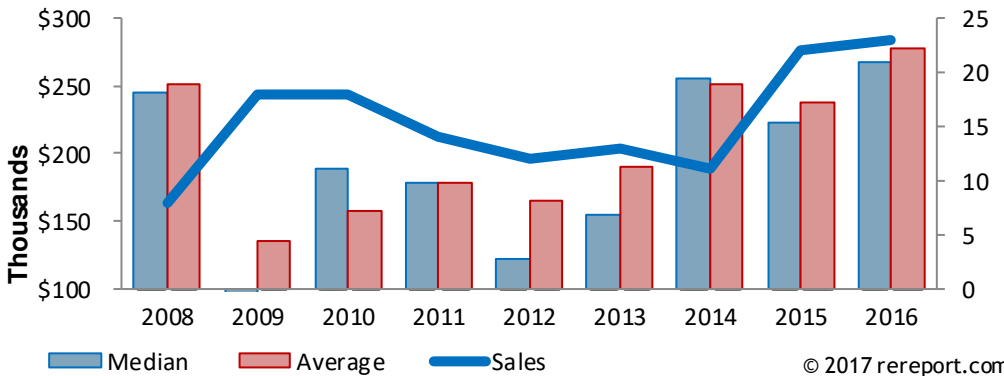
info@zteamrealestate.com
http://www.ZTeamRealEstate.com

Fallbrook								
SINGLE-FAMILY HOMES					% Change from Year Before			
Year	Prices		Sales	DOI	SP/LP	Prices		
	Median	Average				Med	Ave	Sales
2008	\$ 400,000	\$ 470,912	336	352	96.1%			
2009	\$ 336,500	\$ 378,470	510	181	97.7%	-15.9%	-19.6%	51.8%
2010	\$ 338,250	\$ 378,895	514	201	97.9%	0.5%	0.1%	0.8%
2011	\$ 341,500	\$ 392,107	518	189	97.4%	1.0%	3.5%	0.8%
2012	\$ 349,900	\$ 395,493	631	117	97.6%	2.5%	0.9%	21.8%
2013	\$ 429,450	\$ 480,986	740	103	98.2%	22.7%	21.6%	17.3%
2014	\$ 450,000	\$ 512,846	602	216	97.0%	4.8%	6.6%	-18.6%
2015	\$ 483,000	\$ 536,576	658	112	97.5%	7.3%	4.6%	9.3%
2016	\$ 515,000	\$ 560,148	732	81	97.8%	6.6%	4.4%	11.2%

Fallbrook Homes - Prices & Sales



Fallbrook Condos - Prices & Sales



Fallbrook								
Condominiums					% Change from Year Before			
Year	Prices		Sales	DOI	SP/LP	Prices		
	Median	Average				Med	Ave	Sales
2008	\$ 244,500	\$ 251,250	8	411	95.1%			
2009	\$ 74,500	\$ 134,508	18	61	97.4%	-69.5%	-46.5%	125.0%
2010	\$ 188,000	\$ 157,804	18	40	93.4%	152.3%	17.3%	0.0%
2011	\$ 178,500	\$ 177,796	14	130	98.5%	-5.1%	12.7%	-22.2%
2012	\$ 121,250	\$ 164,208	12	122	94.6%	-32.1%	-7.6%	-14.3%
2013	\$ 155,000	\$ 190,692	13	28	99.5%	27.8%	16.1%	8.3%
2014	\$ 255,000	\$ 250,509	11	298	101.4%	64.5%	31.4%	-15.4%
2015	\$ 223,000	\$ 237,745	22	33	97.1%	-12.5%	-5.1%	100.0%
2016	\$ 267,500	\$ 277,704	23	32	96.9%	20.0%	16.8%	4.5%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

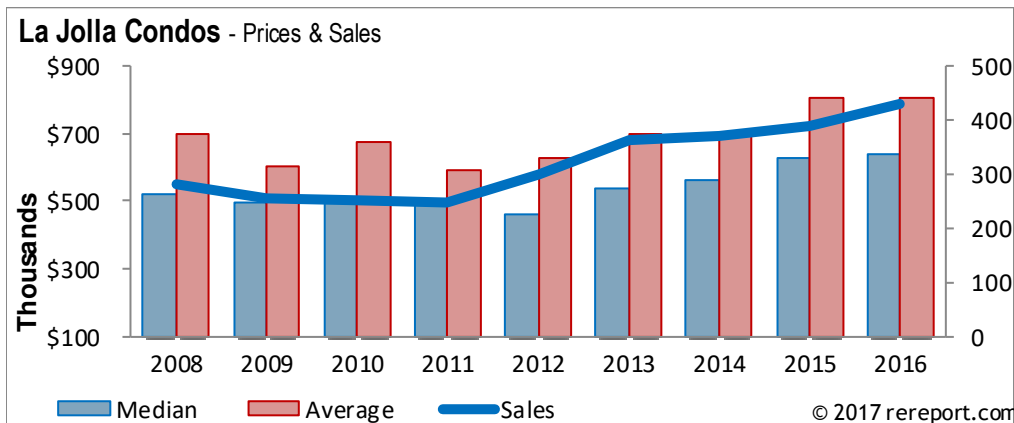
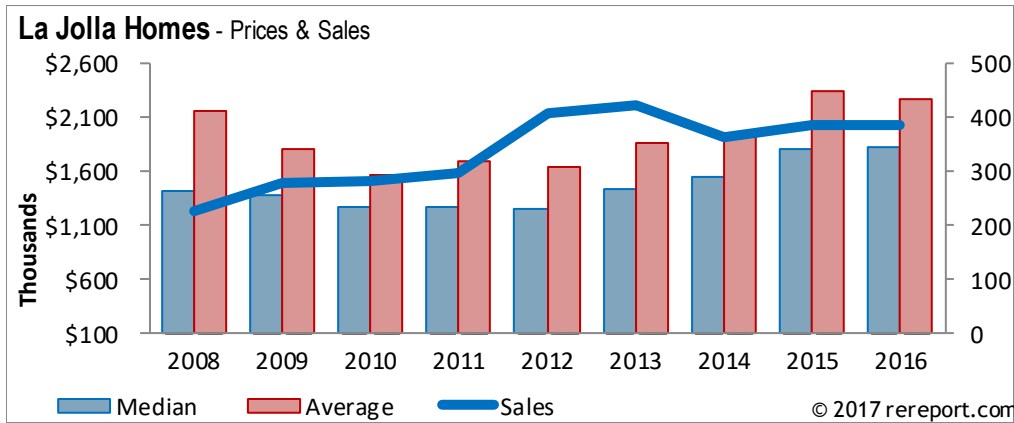
This information is brought to you by:

SUSAN ZAGORSKY

ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

info@zteamrealestate.com
http://www.ZTeamRealEstate.com

La Jolla								
SINGLE-FAMILY HOMES					% Change from Year Before			
Year	Prices			Prices				
	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 1,409,000	\$ 2,165,070	227	376	91.8%			
2009	\$ 1,375,000	\$ 1,813,130	277	288	91.8%	-2.4%	-16.3%	22.0%
2010	\$ 1,275,000	\$ 1,571,750	283	275	92.7%	-7.3%	-13.3%	2.2%
2011	\$ 1,275,000	\$ 1,698,120	298	257	91.8%	0.0%	8.0%	5.3%
2012	\$ 1,250,000	\$ 1,634,880	408	156	93.9%	-2.0%	-3.7%	36.9%
2013	\$ 1,427,500	\$ 1,857,960	422	154	95.8%	14.2%	13.6%	3.4%
2014	\$ 1,550,000	\$ 1,944,290	363	281	95.0%	8.6%	4.6%	-14.0%
2015	\$ 1,800,000	\$ 2,350,700	385	165	95.2%	16.1%	20.9%	6.1%
2016	\$ 1,820,000	\$ 2,264,520	385	157	95.2%	1.1%	-3.7%	0.0%



La Jolla								
Condominiums					% Change from Year Before			
Year	Prices			Prices				
	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 520,000	\$ 696,659	281	200	94.7%			
2009	\$ 494,000	\$ 605,360	256	205	95.4%	-5.0%	-13.1%	-8.9%
2010	\$ 505,000	\$ 676,293	251	236	95.6%	2.2%	11.7%	-2.0%
2011	\$ 500,000	\$ 589,398	248	163	94.5%	-1.0%	-12.8%	-1.2%
2012	\$ 460,000	\$ 627,398	300	123	96.4%	-8.0%	6.4%	21.0%
2013	\$ 535,000	\$ 696,694	361	102	97.6%	16.3%	11.0%	20.3%
2014	\$ 559,000	\$ 694,524	371	146	97.1%	4.5%	-0.3%	2.8%
2015	\$ 627,500	\$ 802,828	388	99	96.9%	12.3%	15.6%	4.6%
2016	\$ 640,000	\$ 802,160	428	40	97.6%	2.0%	-0.1%	10.3%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

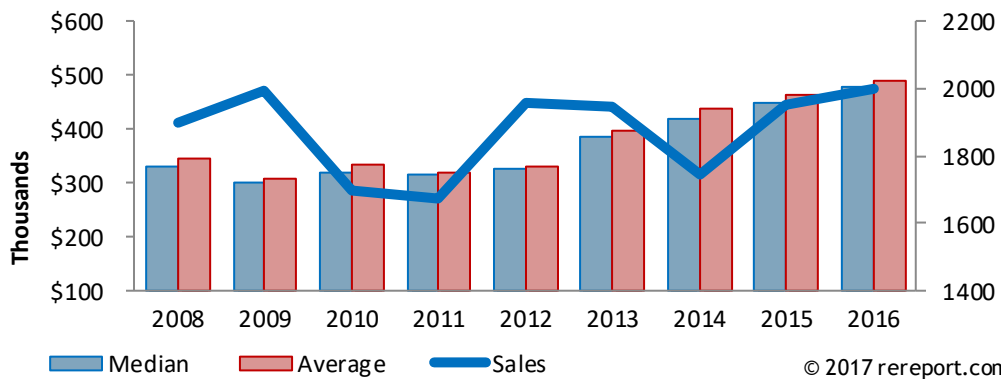
SUSAN ZAGORSKY

ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

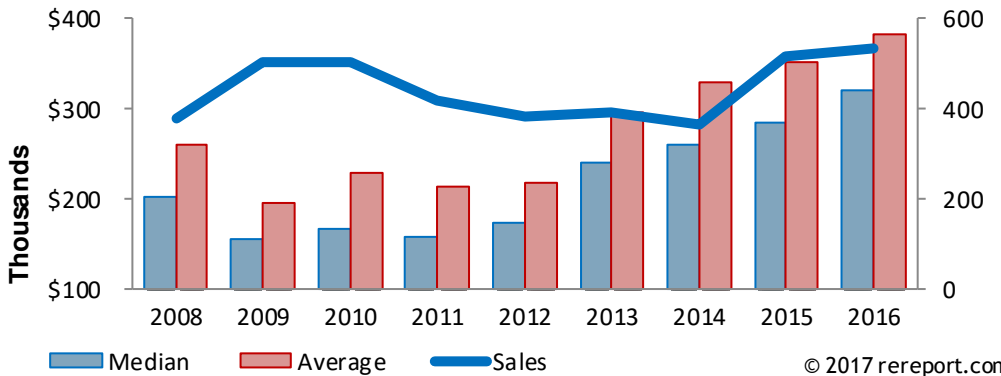
info@zteamrealestate.com
http://www.ZTeamRealEstate.com

Oceanside									
SINGLE-FAMILY HOMES					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 330,000	\$ 345,491	1896	146	98.3%				
2009	\$ 300,000	\$ 308,763	1996	94	99.6%	-9.1%	-10.6%	5.3%	
2010	\$ 320,000	\$ 335,442	1697	136	98.4%	6.7%	8.6%	-15.0%	
2011	\$ 315,000	\$ 320,902	1674	130	97.2%	-1.6%	-4.3%	-1.4%	
2012	\$ 326,000	\$ 331,089	1958	63	98.2%	3.5%	3.2%	17.0%	
2013	\$ 385,000	\$ 396,693	1944	53	99.3%	18.1%	19.8%	-0.7%	
2014	\$ 420,000	\$ 437,154	1746	102	97.9%	9.1%	10.2%	-10.2%	
2015	\$ 450,000	\$ 462,617	1950	38	98.3%	7.1%	5.8%	11.7%	
2016	\$ 478,000	\$ 488,074	2001	25	98.7%	6.2%	5.5%	2.6%	

Oceanside Homes - Prices & Sales



Oceanside Condos - Prices & Sales



Oceanside									
Condominiums					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 201,000	\$ 260,267	377	237	96.8%				
2009	\$ 155,000	\$ 195,428	503	135	98.6%	-22.9%	-24.9%	33.4%	
2010	\$ 167,000	\$ 229,281	501	133	98.5%	7.7%	17.3%	-0.4%	
2011	\$ 157,250	\$ 212,302	418	131	97.0%	-5.8%	-7.4%	-16.6%	
2012	\$ 172,000	\$ 218,154	382	94	98.0%	9.4%	2.8%	-8.6%	
2013	\$ 239,000	\$ 294,263	390	83	99.7%	39.0%	34.9%	2.1%	
2014	\$ 260,000	\$ 328,912	364	169	98.2%	8.8%	11.8%	-6.7%	
2015	\$ 285,000	\$ 350,577	515	48	97.8%	9.6%	6.6%	41.5%	
2016	\$ 320,000	\$ 381,926	534	29	98.2%	12.3%	8.9%	3.7%	

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

SUSAN ZAGORSKY

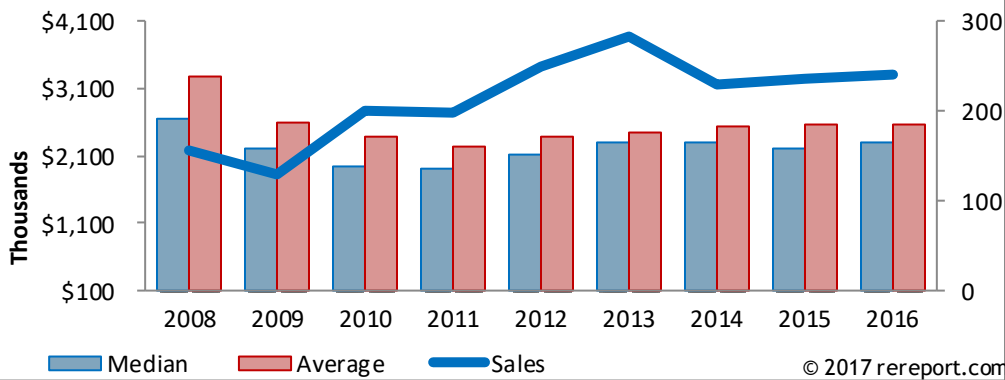
ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

info@zteamrealestate.com
http://www.ZTeamRealEstate.com

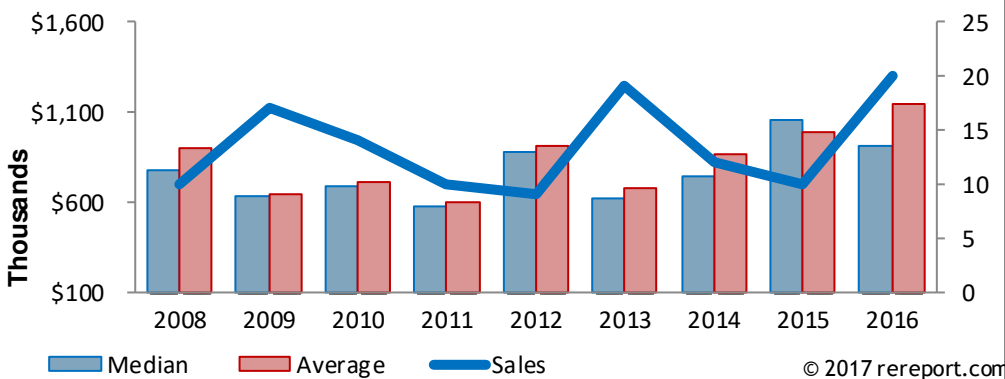
Rancho Santa Fe

SINGLE-FAMILY HOMES						% Change from Year Before		
Prices			Prices					
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 2,640,000	\$ 3,264,230	156	566	90.8%			
2009	\$ 2,200,000	\$ 2,590,960	130	734	91.4%	-16.7%	-20.6%	-16.7%
2010	\$ 1,950,000	\$ 2,396,090	201	427	90.6%	-11.4%	-7.5%	54.6%
2011	\$ 1,900,000	\$ 2,228,420	199	410	91.6%	-2.6%	-7.0%	-1.0%
2012	\$ 2,112,500	\$ 2,397,040	250	279	92.6%	11.2%	7.6%	25.6%
2013	\$ 2,300,000	\$ 2,452,280	282	227	92.7%	8.9%	2.3%	12.8%
2014	\$ 2,295,000	\$ 2,531,860	230	437	93.9%	-0.2%	3.2%	-18.4%
2015	\$ 2,218,750	\$ 2,565,790	236	342	92.9%	-3.3%	1.3%	2.6%
2016	\$ 2,286,250	\$ 2,571,670	240	354	93.1%	3.0%	0.2%	1.7%

Rancho Santa Fe Homes - Prices & Sales



Rancho Santa Fe Condos - Prices & Sales



Rancho Santa Fe

Condominiums						% Change from Year Before		
Prices			Prices					
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 780,000	\$ 903,000	10	511	92.0%			
2009	\$ 630,000	\$ 645,975	17	128	94.2%	-19.2%	-28.5%	70.0%
2010	\$ 684,250	\$ 707,607	14	208	97.4%	8.6%	9.5%	-17.6%
2011	\$ 577,500	\$ 594,650	10	146	92.2%	-15.6%	-16.0%	-28.6%
2012	\$ 875,000	\$ 905,444	9	81	93.7%	51.5%	52.3%	-10.0%
2013	\$ 620,000	\$ 675,732	19	192	96.6%	-29.1%	-25.4%	111.1%
2014	\$ 737,500	\$ 865,250	12	243	94.1%	19.0%	28.0%	-36.8%
2015	\$ 1,057,500	\$ 982,050	10	182	94.9%	43.4%	13.5%	-16.7%
2016	\$ 906,625	\$ 1,146,210	20	91	95.6%	-14.3%	16.7%	100.0%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

SUSAN ZAGORSKY

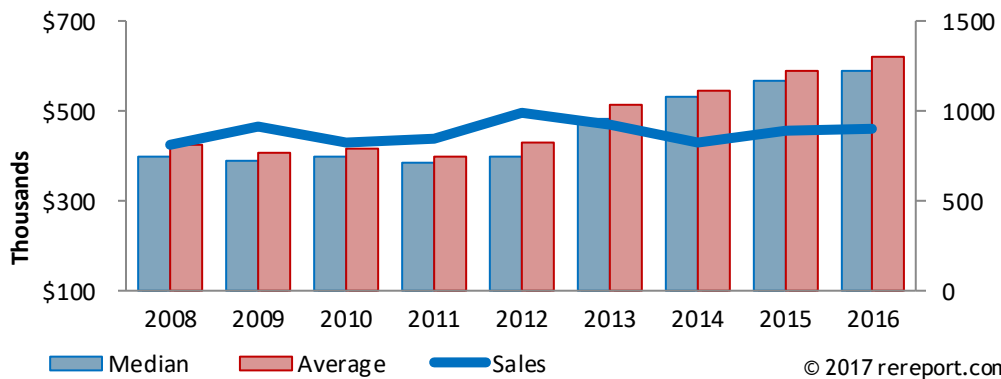
ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

info@zteamrealestate.com
http://www.ZTeamRealEstate.com

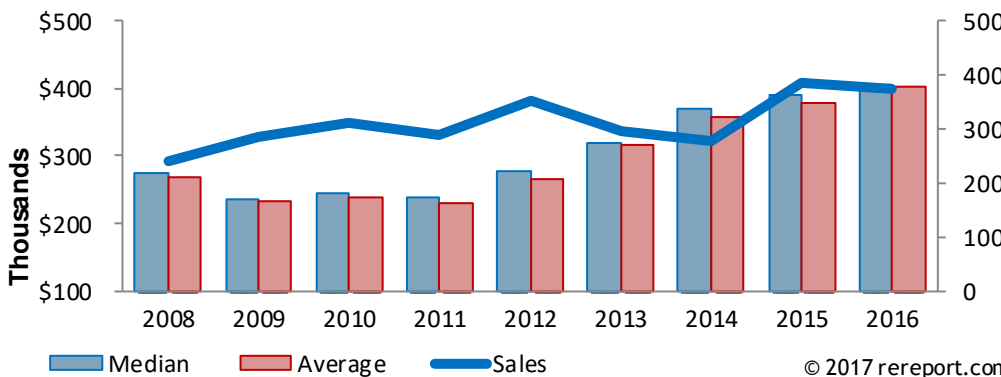
San Marcos

San Marcos								
SINGLE-FAMILY HOMES					% Change from Year Before			
Prices			Prices					
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 400,000	\$ 425,796	808	161	97.6%			
2009	\$ 390,000	\$ 406,099	913	105	99.2%	-2.5%	-4.6%	13.0%
2010	\$ 400,000	\$ 415,849	823	132	98.5%	2.6%	2.4%	-9.9%
2011	\$ 385,000	\$ 400,595	848	123	97.6%	-3.8%	-3.7%	3.0%
2012	\$ 400,000	\$ 429,520	990	58	98.4%	3.9%	7.2%	16.7%
2013	\$ 485,000	\$ 513,877	929	54	99.1%	21.3%	19.6%	-6.2%
2014	\$ 530,000	\$ 546,302	828	109	98.1%	9.3%	6.3%	-10.9%
2015	\$ 568,000	\$ 587,436	895	41	98.4%	7.2%	7.5%	8.1%
2016	\$ 590,000	\$ 620,005	904	22	98.5%	3.9%	5.5%	1.0%

San Marcos Homes - Prices & Sales



San Marcos Condos - Prices & Sales



San Marcos

San Marcos								
Condominiums					% Change from Year Before			
Prices			Prices					
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 275,000	\$ 269,816	241	127	97.5%			
2009	\$ 235,000	\$ 233,363	283	117	98.8%	-14.5%	-13.5%	17.4%
2010	\$ 244,000	\$ 237,719	310	124	99.6%	3.8%	1.9%	9.5%
2011	\$ 240,000	\$ 230,154	287	104	98.4%	-1.6%	-3.2%	-7.4%
2012	\$ 276,378	\$ 264,058	353	66	99.7%	15.2%	14.7%	23.0%
2013	\$ 319,000	\$ 317,160	295	41	99.1%	15.4%	20.1%	-16.4%
2014	\$ 368,000	\$ 356,648	278	124	97.7%	15.4%	12.5%	-5.8%
2015	\$ 390,000	\$ 379,383	383	28	98.2%	6.0%	6.4%	37.8%
2016	\$ 406,250	\$ 401,634	374	17	98.6%	4.2%	5.9%	-2.3%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

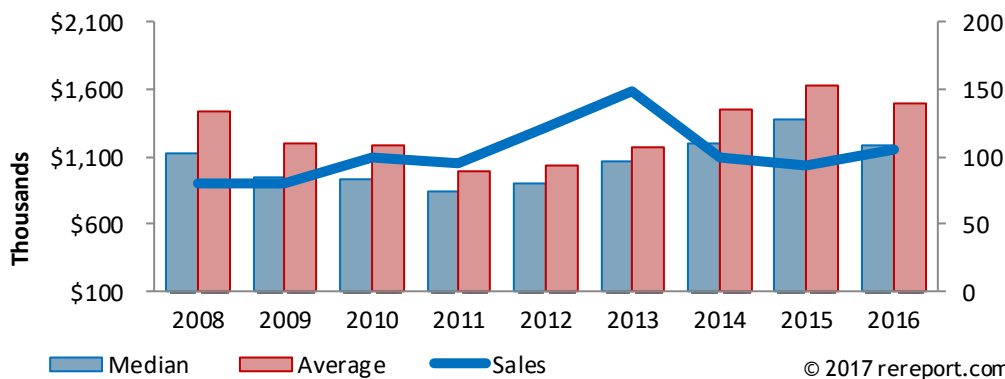
SUSAN ZAGORSKY

ZTeam Real Estate
12849 Carminito Del Canto
Del Mar, CA 92014
(760) 672-2900

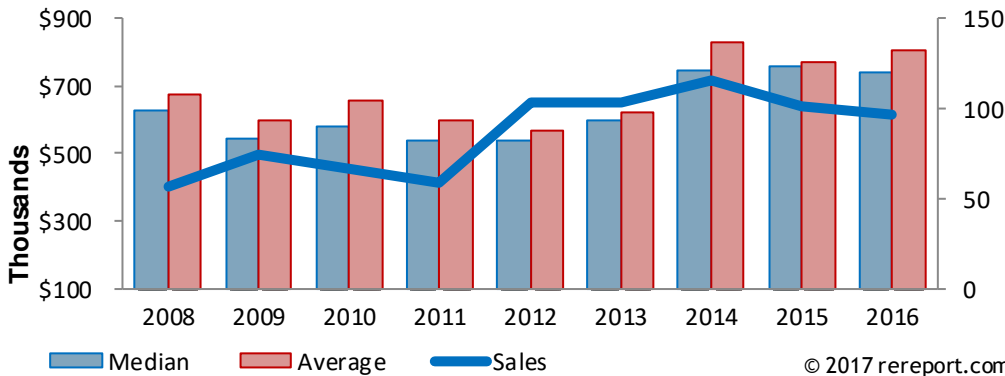
info@zteamrealestate.com
http://www.ZTeamRealEstate.com

Solana Beach								
SINGLE-FAMILY HOMES					% Change from Year Before			
Prices			Prices					
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 1,122,500	\$ 1,437,260	80	187	91.6%			
2009	\$ 950,000	\$ 1,200,440	80	223	92.8%	-15.4%	-16.5%	0.0%
2010	\$ 930,000	\$ 1,183,940	99	176	95.2%	-2.1%	-1.4%	23.8%
2011	\$ 850,000	\$ 994,429	95	203	94.5%	-8.6%	-16.0%	-4.0%
2012	\$ 897,500	\$ 1,038,210	122	111	95.4%	5.6%	4.4%	28.4%
2013	\$ 1,061,500	\$ 1,164,800	149	71	95.6%	18.3%	12.2%	22.1%
2014	\$ 1,199,000	\$ 1,443,650	99	151	96.9%	13.0%	23.9%	-33.6%
2015	\$ 1,371,900	\$ 1,630,490	94	132	96.3%	14.4%	12.9%	-5.1%
2016	\$ 1,189,000	\$ 1,500,840	105	70	96.3%	-13.3%	-8.0%	11.7%

Solana Beach Homes - Prices & Sales



Solana Beach Condos - Prices & Sales



Solana Beach								
Condominiums					% Change from Year Before			
Prices			Prices					
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2008	\$ 627,000	\$ 674,421	56	248	94.3%			
2009	\$ 542,500	\$ 594,915	74	152	93.6%	-13.5%	-11.8%	32.1%
2010	\$ 577,500	\$ 656,977	66	248	95.2%	6.5%	10.4%	-10.8%
2011	\$ 540,000	\$ 595,161	59	271	95.5%	-6.5%	-9.4%	-10.6%
2012	\$ 540,000	\$ 565,268	103	120	96.8%	0.0%	-5.0%	74.6%
2013	\$ 600,000	\$ 620,491	103	71	97.8%	11.1%	9.8%	0.0%
2014	\$ 742,500	\$ 826,965	115	73	97.0%	23.8%	33.3%	11.7%
2015	\$ 760,000	\$ 767,182	101	36	96.8%	2.4%	-7.2%	-12.2%
2016	\$ 739,000	\$ 806,618	96	30	97.9%	-2.8%	5.1%	-5.0%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

2016 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

SUSAN ZAGORSKY

ZTeam Real Estate

12849 Carminito Del Canto

Del Mar, CA 92014

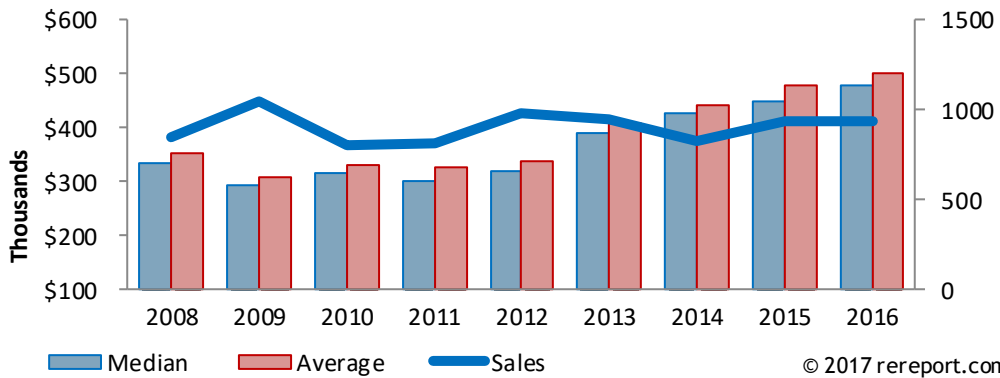
(760) 672-2900

info@zteamrealestate.com

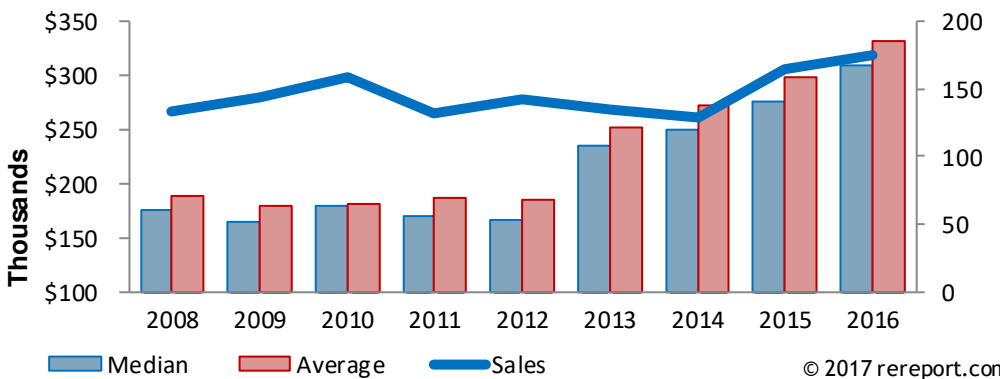
http://www.ZTeamRealEstate.com

Vista									
SINGLE-FAMILY HOMES					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 335,000	\$ 353,087	847	191	97.7%				
2009	\$ 295,000	\$ 307,957	1041	100	99.5%	-11.9%	-12.8%	22.9%	
2010	\$ 316,000	\$ 329,961	799	148	99.1%	7.1%	7.1%	-23.2%	
2011	\$ 300,000	\$ 325,271	808	148	97.7%	-5.1%	-1.4%	1.1%	
2012	\$ 320,000	\$ 336,941	980	70	98.3%	6.7%	3.6%	21.3%	
2013	\$ 390,000	\$ 407,907	949	66	99.0%	21.9%	21.1%	-3.2%	
2014	\$ 425,000	\$ 441,986	821	170	97.9%	9.0%	8.4%	-13.5%	
2015	\$ 450,000	\$ 479,864	931	59	97.9%	5.9%	8.6%	13.4%	
2016	\$ 476,500	\$ 500,027	930	40	98.2%	5.9%	4.2%	-0.1%	

Vista Homes - Prices & Sales



Vista Condos - Prices & Sales



Vista									
Condominiums					% Change from Year Before				
Year	Prices			Sales	DOI	SP/LP	Prices		Sales
	Median	Average					Med	Ave	
2008	\$ 176,000	\$ 188,993	133	118	98.7%				
2009	\$ 164,950	\$ 178,988	144	126	100.3%	-6.3%	-5.3%	8.3%	
2010	\$ 179,975	\$ 181,554	158	117	100.3%	9.1%	1.4%	9.7%	
2011	\$ 170,000	\$ 187,330	132	108	98.7%	-5.5%	3.2%	-16.5%	
2012	\$ 167,000	\$ 184,456	142	51	99.0%	-1.8%	-1.5%	7.6%	
2013	\$ 235,000	\$ 250,815	134	57	100.7%	40.7%	36.0%	-5.6%	
2014	\$ 249,000	\$ 271,428	129	127	98.3%	6.0%	8.2%	-3.7%	
2015	\$ 275,000	\$ 297,352	164	40	98.3%	10.4%	9.6%	27.1%	
2016	\$ 310,000	\$ 331,690	174	15	99.1%	12.7%	11.5%	6.1%	

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.