



# Neal Hribar

California Properties  
**Berkshire Hathaway Home Services**

7030 Avenida Encinas, Suite 100  
 Carlsbad, CA 92011

(760) 822-8690

home@hribar.com

http://hribar.com/san-diego-real-estate-statistics.html  
 CalBRE #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

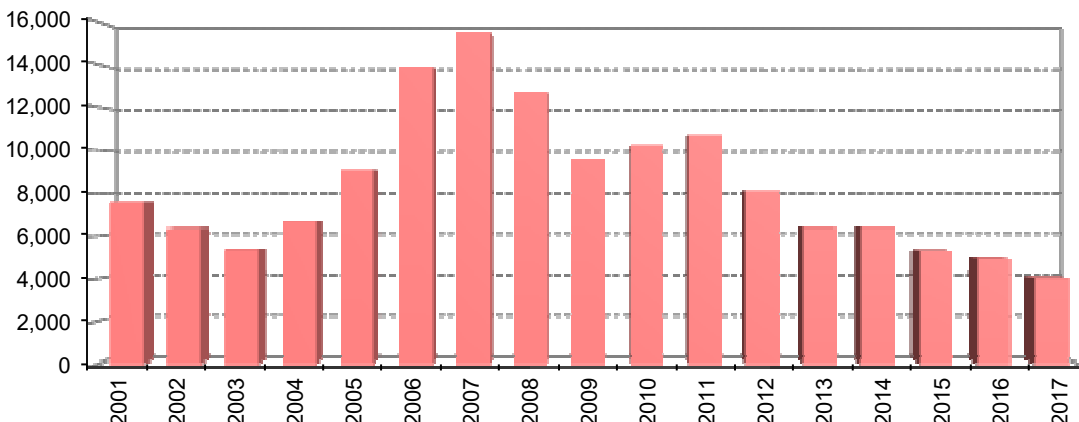
(Condos/Town Homes)

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/downpayment\\_resource/](http://www.car.org/tools/downpayment_resource/)

**San Diego County**  
 Average Monthly Active Listings SFR

© 2017 rereport.com



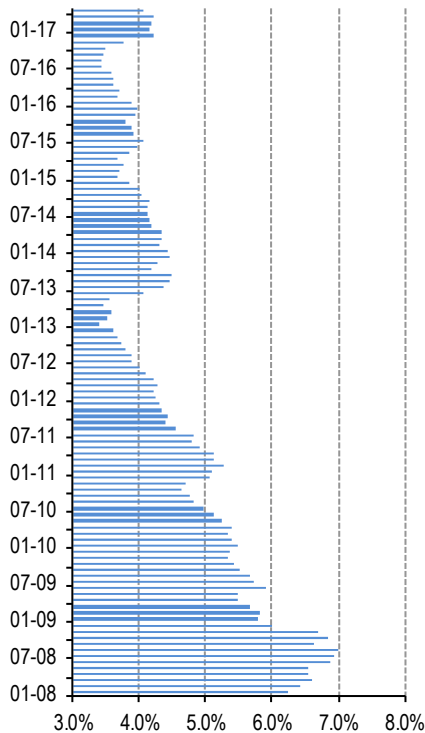
**VISIT**

<http://hribar.rereport.com>

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](http://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

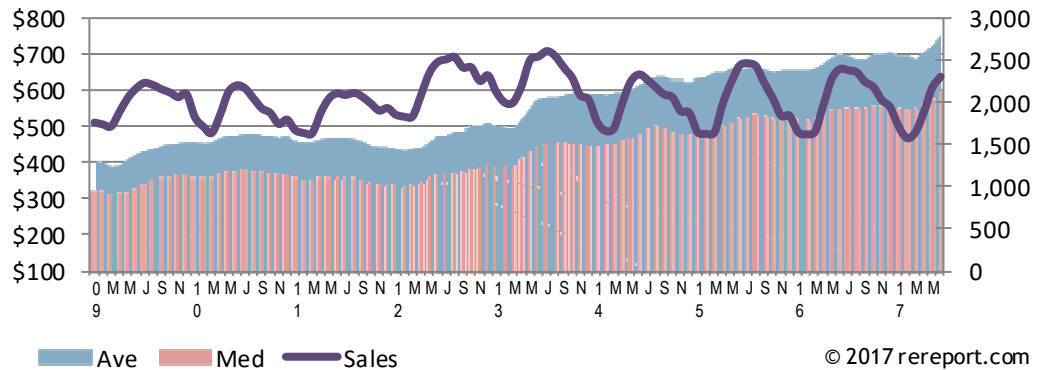
well, the potential for imminent change was later talked down, but to little immediate effect. Mortgage rates had been stable to slightly falling as this week progressed, but abruptly reversed course, and look to move measurably higher when the next national tally becomes available.

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.

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

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



© 2017 rereport.com

North San Diego County Inland - June 2017												
SINGLE-FAMILY HOMES								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend	Inven
County	\$ 610,000	\$ 777,230	2,488	3,204	4,731	55	98.6%	10.9%	8.7%	0.9%	-11.8%	-12.6%
North County Inland	\$ 618,000	\$ 667,965	680	857	1,275	54	98.6%	7.5%	2.9%	-16.3%	-25.2%	-31.8%
Bonsall	\$ 909,000	\$ 932,189	7	15	40	166	96.9%	22.0%	10.8%	40.0%	0.0%	17.6%
Borrego Springs	\$ 240,000	\$ 257,727	11	19	47	124	88.5%	29.7%	41.1%	0.0%	90.0%	-24.2%
Escondido	\$ 499,000	\$ 537,535	181	209	318	60	98.8%	1.8%	2.2%	18.3%	-15.0%	-14.3%
Julian	\$ 377,500	\$ 411,312	16	20	39	71	97.1%	n/a	n/a	n/a	n/a	n/a
Mira Mesa	\$ 590,000	\$ 580,363	47	49	29	18	99.8%	6.8%	5.4%	30.6%	0.0%	-9.4%
Poway	\$ 680,000	\$ 829,117	58	71	106	53	98.7%	-8.1%	4.4%	-7.9%	6.0%	-25.4%
Ramona	\$ 510,000	\$ 617,736	51	67	118	67	98.4%	12.1%	26.4%	8.5%	-26.4%	-9.9%
Rancho Bernardo	\$ 768,000	\$ 855,447	73	114	91	36	99.5%	0.3%	-10.5%	-40.2%	-18.0%	-65.5%
Rancho Penasquitos	\$ 799,000	\$ 801,076	29	42	26	26	101.5%	9.9%	9.0%	-46.3%	-23.6%	-62.9%
San Marcos	\$ 633,500	\$ 671,282	90	99	127	41	98.7%	1.4%	4.8%	-5.3%	-29.8%	-0.8%
Scripps Miramar	\$ 867,500	\$ 912,535	36	47	30	25	99.3%	7.8%	7.0%	-14.3%	-11.3%	-60.0%
Valley Center	\$ 588,500	\$ 602,276	27	26	88	95	96.9%	6.6%	-0.3%	22.7%	-16.1%	-12.9%
Vista	\$ 534,900	\$ 552,505	83	115	165	58	97.9%	13.8%	10.5%	5.1%	-14.8%	-17.9%

NEAL HRIBAR  
 BERKSHIRE HATHAWAY HOME SERVICES  
 HOME@HRIBAR.COM  
 CALBRE #00871930

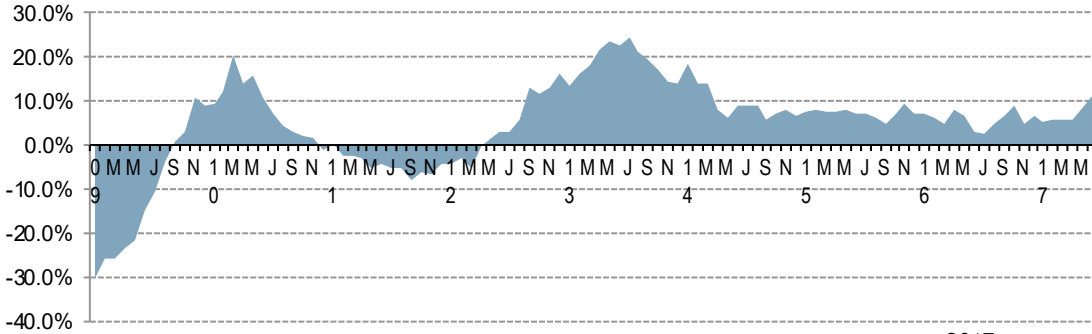
NEAL HRIBAR

BERKSHIRE HATHAWAY HOME SERVICES

HOME@HRIBAR.COM

CALBRE #00871930

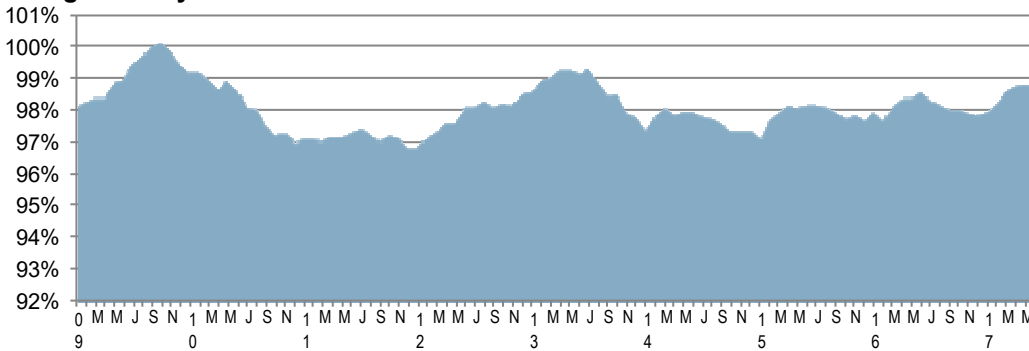
**San Diego County Homes: Year-Over-Year Median Price Change**



© 2017 rereport.com

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

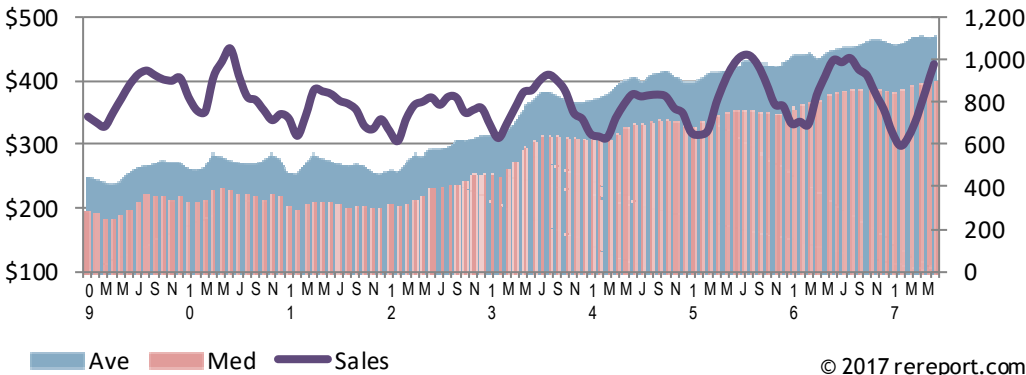
**San Diego County Homes: Sales Price/List Price Ratio**



© 2017 rereport.com

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

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



© 2017 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 Inland - June 2017**

CONDOS									% Change from Year Before				
Prices									Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP		Med	Ave	Sales	Pend	Inven
County	\$ 415,000	\$ 480,258	1,181	1,464	1,451	36	99.6%		7.7%	7.2%	11.2%	2.4%	-6.0%
North County Inland	\$ 405,000	\$ 403,247	175	263	166	28	99.7%		6.3%	2.7%	-25.2%	-16.5%	-43.0%
Escondido	\$ 264,000	\$ 287,500	21	30	16	23	98.6%		-15.9%	-11.5%	-12.5%	-16.7%	-59.0%
Mira Mesa	\$ 356,450	\$ 351,218	34	33	17	15	100.1%		9.4%	-5.8%	21.4%	-17.5%	-15.0%
Poway	\$ 503,000	\$ 470,250	4	8	5	36	99.8%		7.2%	-3.9%	33.3%	60.0%	-28.6%
Ramona	\$ -	\$ -	0	6	8	0	0.0%		n/a	n/a	n/a	-14.3%	60.0%
Rancho Bernardo	\$ 417,750	\$ 437,496	48	75	38	23	99.9%		14.5%	11.4%	-40.7%	-25.0%	-63.8%
Rancho Penasquitos	\$ 560,000	\$ 511,909	11	23	9	24	100.1%		29.9%	18.3%	10.0%	15.0%	80.0%
San Marcos	\$ 441,750	\$ 426,435	26	35	31	35	99.9%		2.5%	-4.5%	-43.5%	-25.5%	0.0%
Scripps Miramar	\$ 450,000	\$ 430,000	3	17	10	100	101.6%		5.6%	3.7%	-78.6%	-37.0%	-58.3%
Vista	\$ 340,000	\$ 313,794	17	25	13	22	99.4%		9.5%	-5.6%	6.3%	0.0%	-48.0%

# The Real Estate Report

## N. Inland San Diego County



**Neal Hribar**

**Berkshire Hathaway Home Services**

7030 Avenida Encinas, Suite 100  
Carlsbad, CA 92011

For a **FREE** subscription and the city by city breakdown, go to our web-site at:

