

Poway Real Estate

JUNE 2016

Real Estate Report | Market Trends | Featured Listings



ERIC MATZ
Real Estate Team

POWAY

WEEKLY MARKET SNAPSHOT 06.13.2016



This Week

The median list price in POWAY, CA 92064 this week is \$929,888.

The Market Action Index has been trending down lately, while inventory is climbing. These trends imply a weakening market.

Supply and Demand

- In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

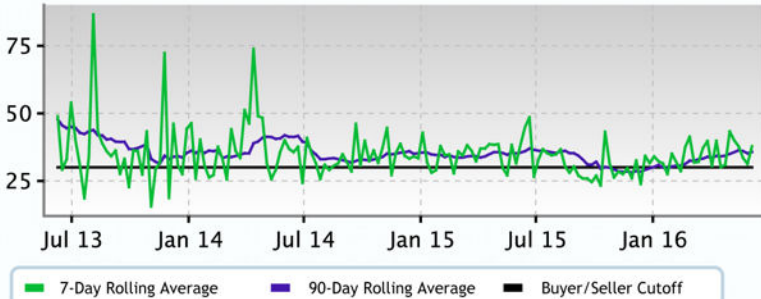
Real-Time Market Profile		Trend
Median List Price	\$ 929,888	↔↔
Asking Price Per Square Foot	\$ 343	↔↔
Average Days on Market (DOM)	107	↔↔
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	17 %	
Percent Flip (price increased)	9 %	
Median House Size (sq ft)	3012	
Median Lot Size	0.50 - 1.0 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index	Seller's Advantage 35.7	↔↔

↔↔ No change ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↑ Slight upward trend ↓ Slight downward trend

Price

- Again this week we see prices in this zip code remain roughly at the level they've been for several weeks. Since we're significantly below the top of the market, look for a persistent up-shift in the Market Action Index before we see prices move from these levels.

Market Action Index



The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

Price Trends



Quartiles

Characteristics per Quartile

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 2,100,000	6336	1.0 - 2.5 acres	5.0	6.5	14	35	3	2	256	Most expensive 25% of properties
Upper/Second	\$ 1,175,000	3591	1.0 - 2.5 acres	4.0	4.0	27	35	1	0	89	Upper-middle 25% of properties
Lower/Third	\$ 825,000	2550	0.25 - 0.50 acre	4.0	3.0	37	35	4	5	57	Lower-middle 25% of properties
Bottom/Fourth	\$ 541,500	1514	8,001 - 10,000 sqft	3.0	2.0	46	36	8	10	29	Least expensive 25% of properties

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MONTHLY MARKET SNAPSHOT



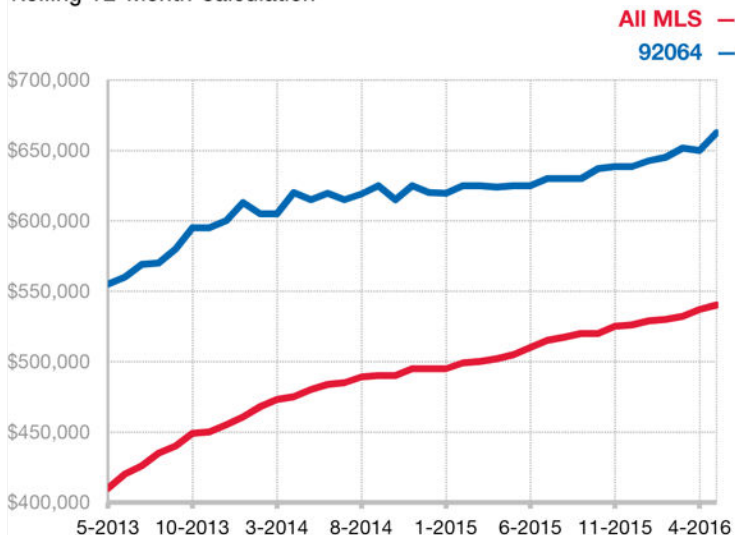
Single Family	May			Year to Date		
	2015	2016	Percent Change	Thru 5-2015	Thru 5-2016	Percent Change
Key Metrics						
New Listings	65	85	+ 30.8%	341	368	+ 7.9%
Pending Sales	52	60	+ 15.4%	213	254	+ 19.2%
Closed Sales	42	49	+ 16.7%	182	194	+ 6.6%
Median Sales Price*	\$702,500	\$715,000	+ 1.8%	\$627,500	\$679,500	+ 8.3%
Percent of Original List Price Received*	94.6%	97.6%	+ 3.2%	95.8%	96.3%	+ 0.5%
Days on Market Until Sale	39	30	- 23.1%	35	38	+ 8.6%
Inventory of Homes for Sale	142	128	- 9.9%	--	--	--
Months Supply of Inventory	3.5	3.0	- 14.3%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

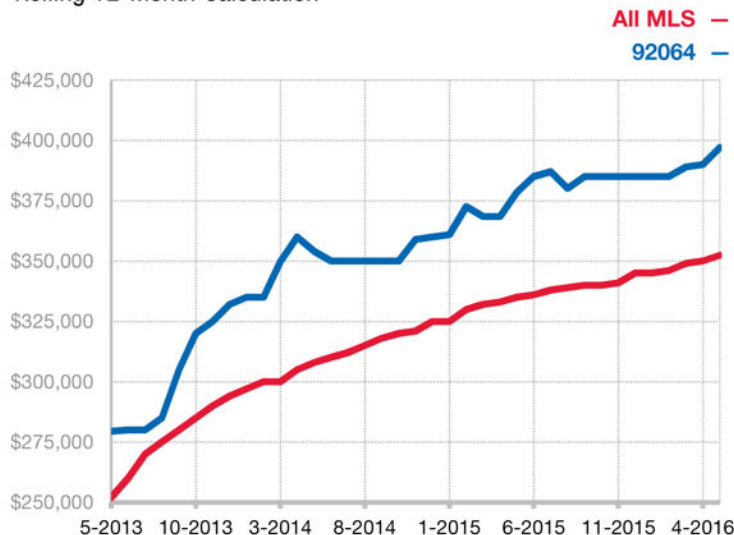
Townhouse-Condo	May			Year to Date		
	2015	2016	Percent Change	Thru 5-2015	Thru 5-2016	Percent Change
Key Metrics						
New Listings	9	14	+ 55.6%	46	45	- 2.2%
Pending Sales	6	3	- 50.0%	35	35	0.0%
Closed Sales	7	9	+ 28.6%	30	34	+ 13.3%
Median Sales Price*	\$405,000	\$425,000	+ 4.9%	\$390,000	\$422,500	+ 8.3%
Percent of Original List Price Received*	100.8%	98.9%	- 1.9%	97.1%	98.5%	+ 1.4%
Days on Market Until Sale	21	17	- 19.0%	24	22	- 8.3%
Inventory of Homes for Sale	10	12	+ 20.0%	--	--	--
Months Supply of Inventory	1.6	2.1	+ 31.3%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price – Single Family
Rolling 12-Month Calculation

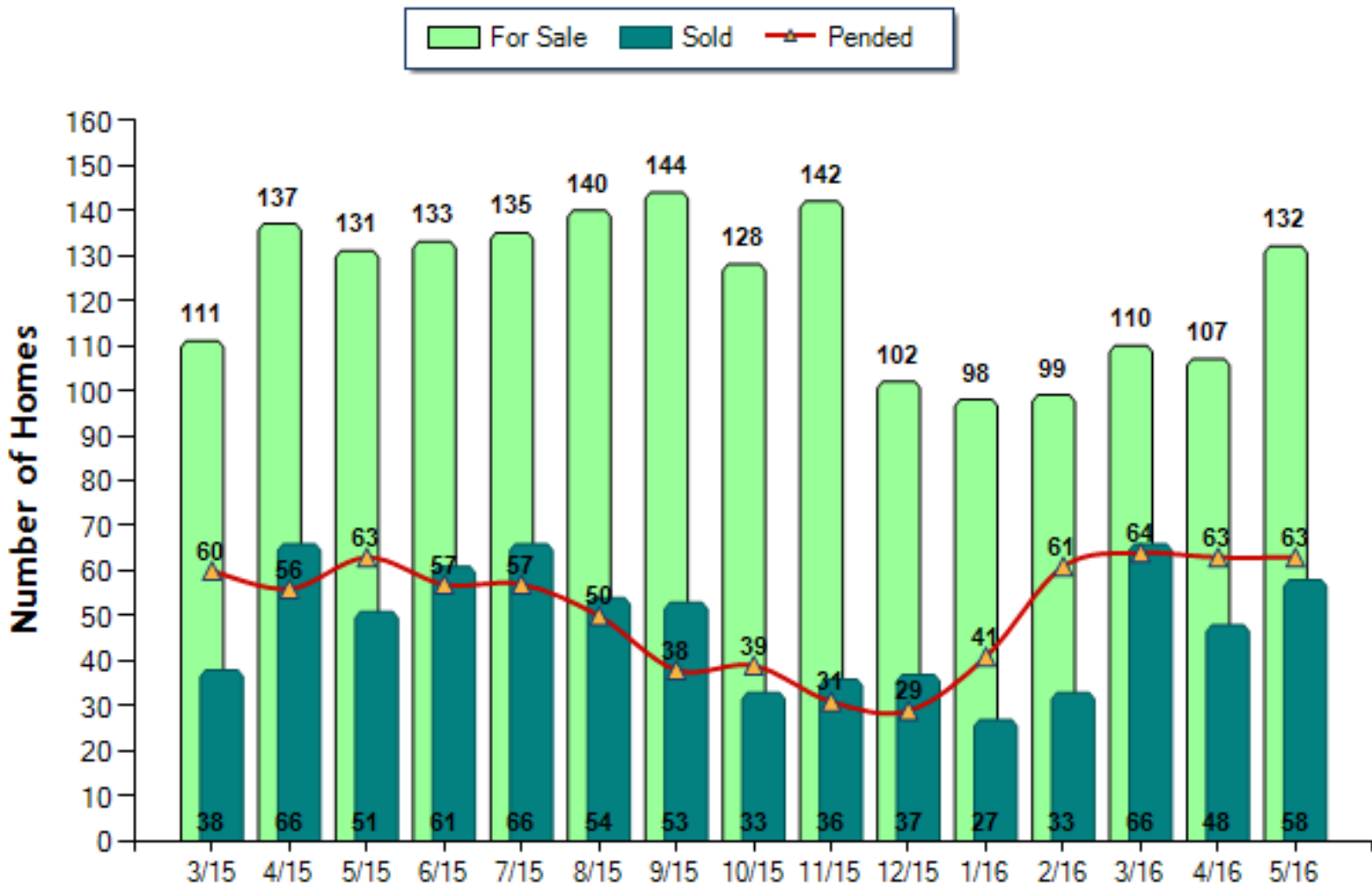


Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



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HOMES FOR SALE VS. SOLD



May 2016 is a Seller's market*

Homes For Sale in May 2016: 132 units.

- Up 23.4% compared to the last month
- Up 0.8% compared to the last year

Homes Placed under Contract in May 2016: 63 units.

- 0% compared to the last month
- 0% compared to the last year

Homes Closed in May 2016: 58 units.

- Up 20.8% compared to the last month
- Up 13.7% compared to the last year

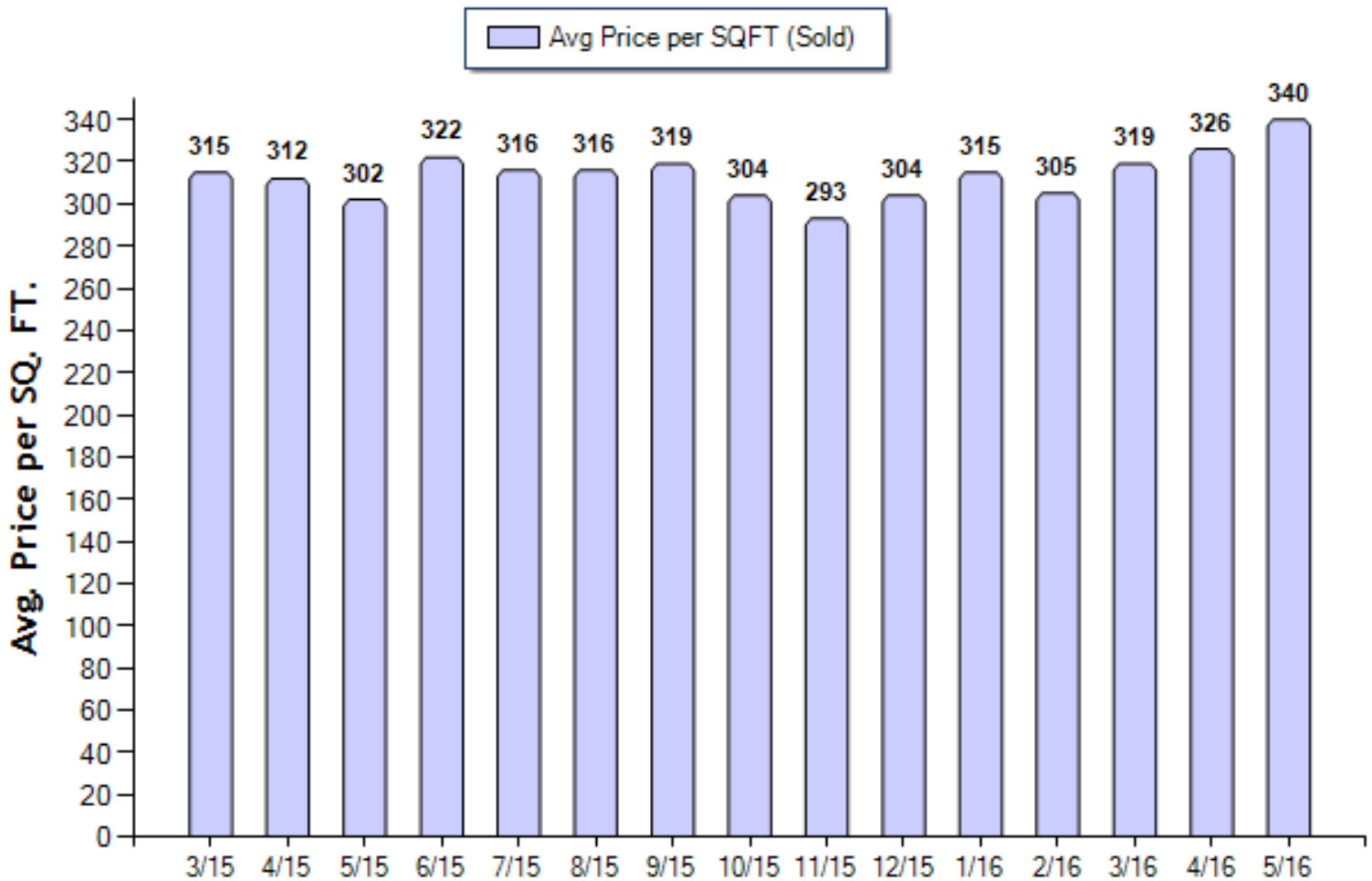
**Buyer's market: more than 6 months of inventory based on closed sales*

Seller's market: less than 3 months of inventory based on closed sales

Neutral market: 3 - 6 months of inventory based on closed sales

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AVERAGE PRICE PER SQUARE FOOT



May 2016 Average Sold Price per Square Footage is Appreciating*

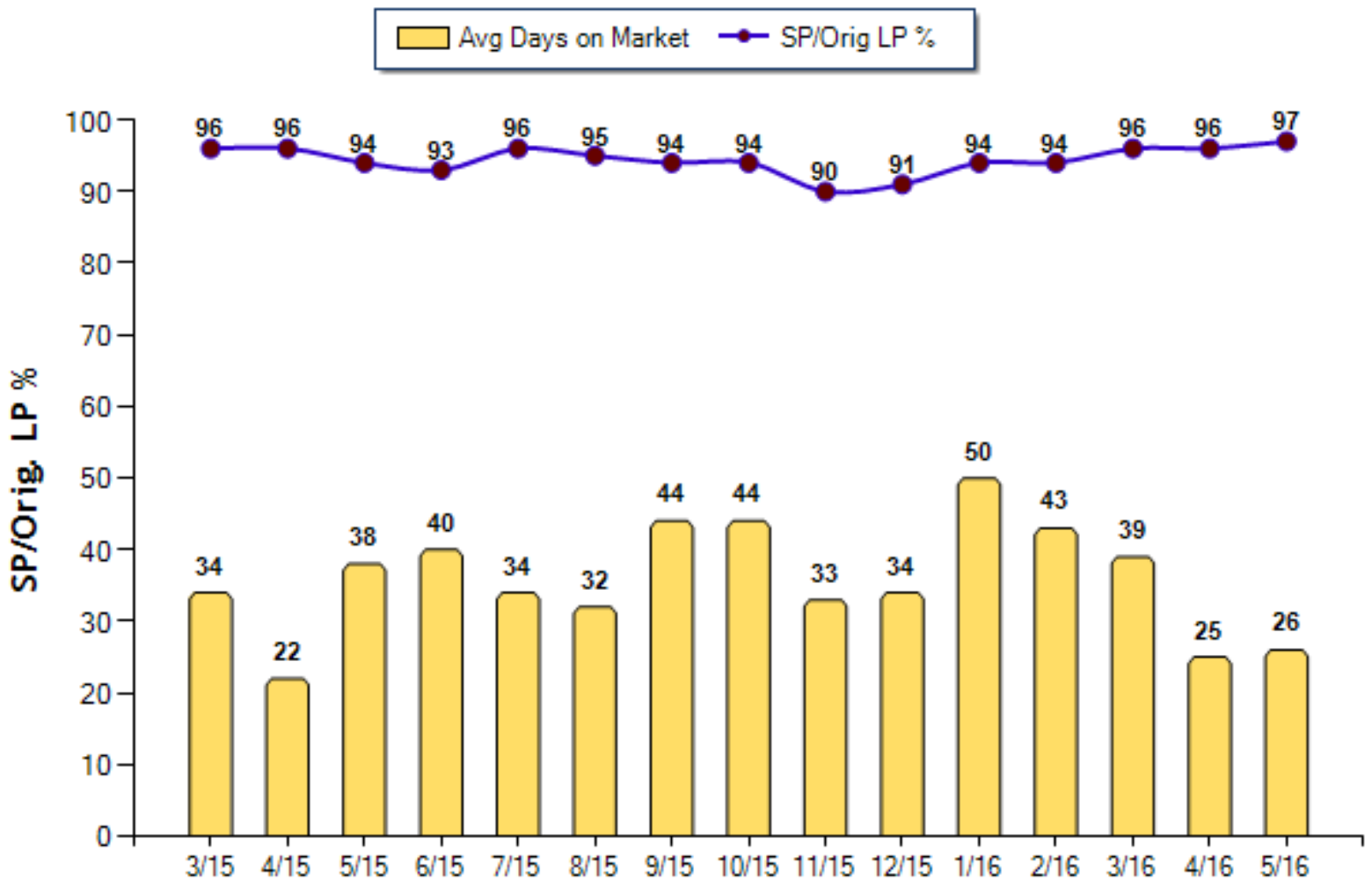
Average Sold Price per Square Footage in May 2016: \$340

- Up 4.3% compared to the last month
- Up 12.6% compared to the last year

**Based on 6 month trend - Appreciating/Depreciating/Neutral*

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DAYS ON MARKET & SOLD VS. LIST PRICE



May 2016 Average Days on Market trend Remains Steady*

Average Days on Market in May 2016: 26

- Up 4% compared to the last month
- Down 31.6% compared to the last year

May 2016 Sold/Original List Price Ratio is Rising*

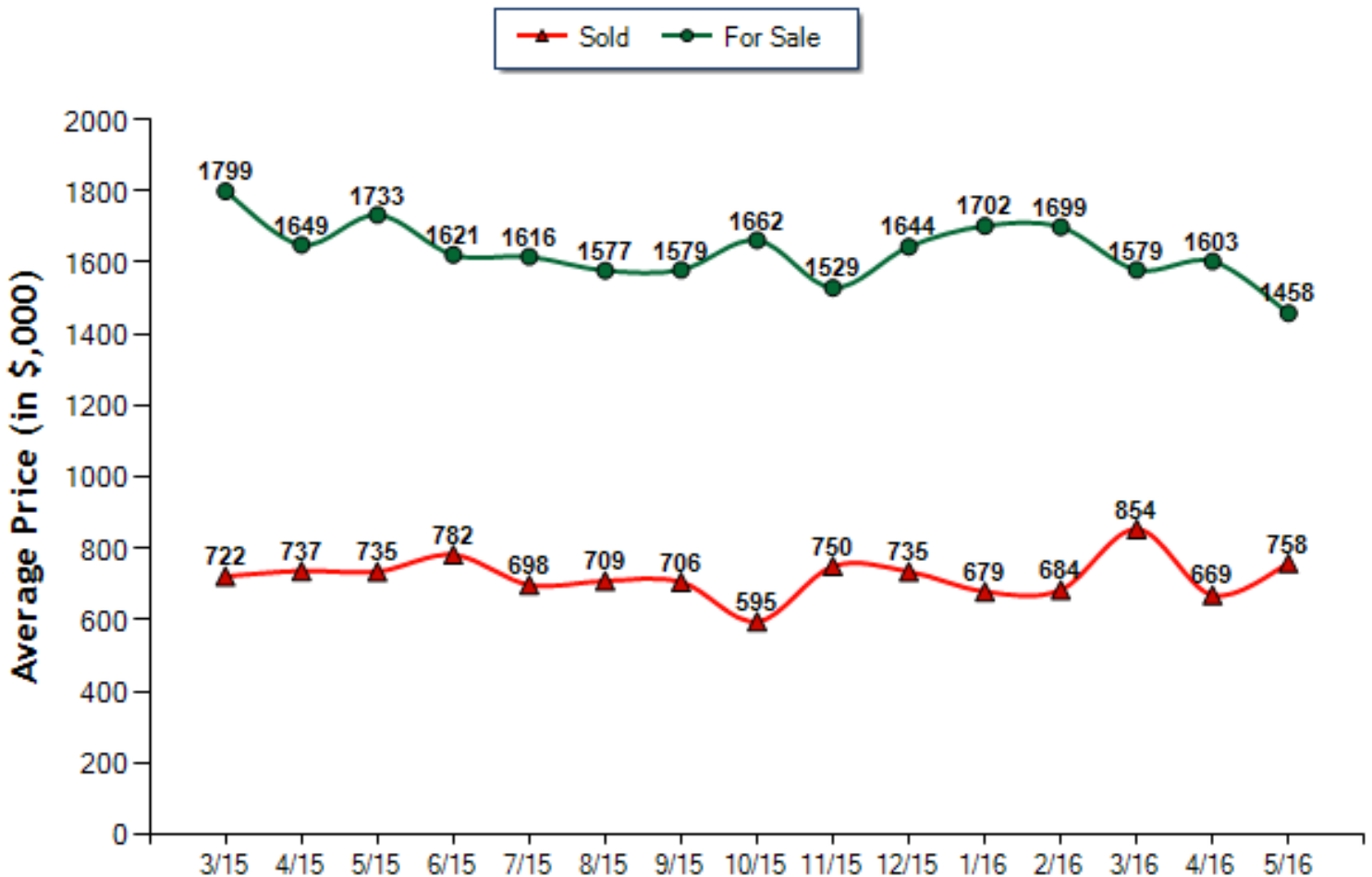
Sold/Original List Price % in May 2016: 97%

- Up 1% compared to the last month
- Up 3.2% compared to the last year

**Based on 6 month trend - Rising/Falling/Remains Steady*

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AVERAGE PRICE SOLD VS. FOR SALE



May 2016 Average For Sale Price is Depreciating*

May 2016 Average Sold Price is Neutral*

Average For Sale Price (in thousand) in May 2016: \$1458

Average Sold Price (in thousand) in May 2016: \$758

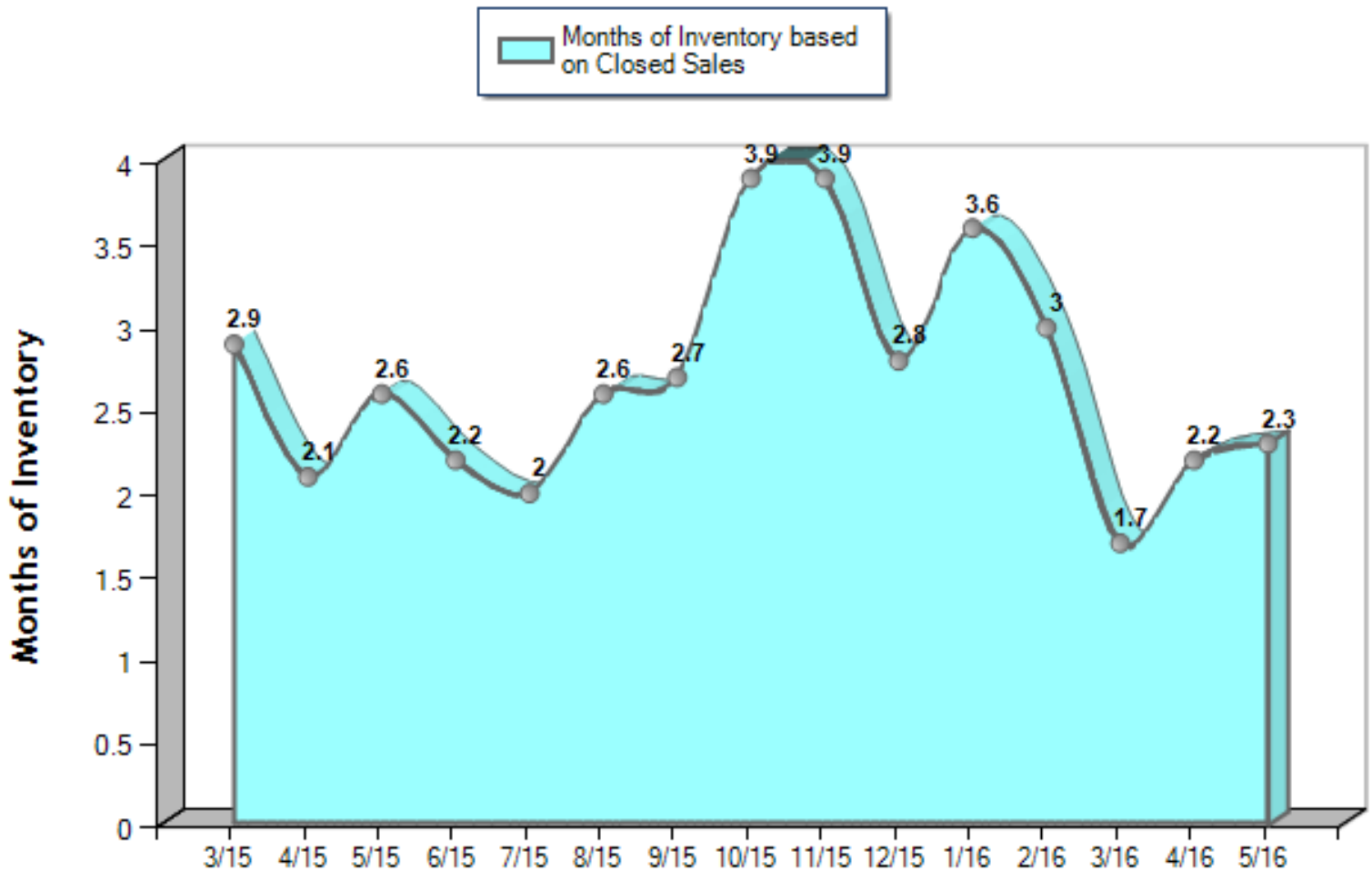
- Down 9% compared to the last month
- Down 15.9% compared to the last year

- Up 13.3% compared to the last month
- Up 3.1% compared to the last year

**Based on 6 month trend - Appreciating/Depreciating/Neutral*

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MONTHS OF INVENTORY



May 2016 is a Seller's market*

Months of Inventory based on Closed Sales in May 2016: 2.3

- Up 4.5% compared to the last month
- Down 11.7% compared to the last year

**Buyer's market: more than 6 months of inventory based on closed sales*

Seller's market: less than 3 months of inventory based on closed sales

Neutral market: 3 - 6 months of inventory based on closed sales

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RECENT SINGLE FAMILY HOMES SOLD



Address / Zip Code / Use Code	Sq. Feet	BR/BA	Transfer Date	Transfer Amount	Price per Sq.Ft	Yr.Built	Lt Size	Acres	Pool	APN
14127 TOBIASSON RD, 92064, (1001)	1,212	4/200	5/5/2016	\$0	\$0	1959	8400 SF	0.19	N	314-074-03-00
13463 CALLE COLINA, 92064, (1001)	4,076	4/400	5/19/2016	\$0	\$0	1978	23086 SF	0.53	Y	275-600-18-00
13929 SAGEWOOD DR, 92064, (1001)	1,522	3/200	5/24/2016	\$0	\$0	1958	22651 SF	0.52	Y	275-791-51-00
13202 CARRIAGE RD, 92064, (1001)	1,258	3/200	5/13/2016	\$348,000	\$277	1960	9837 SF	0.23	N	317-490-05-00
13450 BUXTON AVE, 92064, (1001)	938	3/100	5/20/2016	\$455,000	\$485	1960	7400 SF	0.17	N	323-131-02-00
14103 KENDRA WAY, 92064, (1001)	1,949	4/200	5/11/2016	\$458,000	\$235	1976	10220 SF	0.23	Y	314-450-25-00
13529 CARRIAGE RD, 92064, (1001)	1,235	4/200	5/6/2016	\$505,000	\$409	1972	7800 SF	0.18	N	317-690-53-00
13514 OLIVE TREE LN, 92064, (1001)	1,520	2/200	5/6/2016	\$512,000	\$337	1975	21780 SF	0.50	N	323-180-29-00
13311 TARASCAN DR, 92064, (1001)	1,399	3/200	5/3/2016	\$515,000	\$368	1968	7900 SF	0.18	N	317-574-27-00
12403 OLD POMERADO RD, 92064, (1001)	1,332	3/200	5/18/2016	\$522,000	\$392	1974	7500 SF	0.17	N	317-653-11-00
14343 HIGH PINE ST, 92064, (1001)	1,788	4/200	5/19/2016	\$532,500	\$298	1917	6500 SF	0.15	Y	323-240-27-00
13117 NEDDICK AVE, 92064, (1001)	1,440	3/200	5/10/2016	\$543,000	\$377	1980	6000 SF	0.14	Y	323-160-22-00
14039 OLIVE MEADOWS PL, 92064, (1001)	1,344	3/200	5/6/2016	\$560,000	\$417	1975	6800 SF	0.16	N	314-532-32-00
12300 BUCKSKIN TRL, 92064, (1001)	1,700	4/200	5/10/2016	\$575,000	\$338	1974	8200 SF	0.19	N	317-652-26-00
13345 MIGUEL GARDEN WAY, 92064, (1001)	1,760	4/200	5/13/2016	\$575,000	\$327	1975	6658 SF	0.15	N	323-330-43-00
15161 JENELL ST, 92064, (1001)	1,338	5/200	5/19/2016	\$592,000	\$442	1972	7800 SF	0.18	N	314-423-08-00
12881 ELMFIELD LN, 92064, (1001)	1,621	3/200	5/4/2016	\$601,000	\$371	1974	5913 SF	0.14	N	275-650-09-00
12344 BUCKSKIN TRL, 92064, (1001)	1,744	4/200	5/13/2016	\$615,000	\$353	1975	8800 SF	0.20	Y	317-301-21-00
12757 ROBERTO WAY, 92064, (1001)	1,806	4/200	5/17/2016	\$657,000	\$364	1972	17949 SF	0.41	N	314-421-29-00
14751 ALANDO PL, 92064, (1001)	2,333	0/300	5/19/2016	\$665,000	\$285	1975	9206 SF	0.21	Y	321-291-30-00
15042 AMSO ST, 92064, (1001)	1,935	4/200	5/19/2016	\$669,000	\$346	1974	8900 SF	0.20	Y	314-471-06-00
13640 PEQUOT DR, 92064, (1001)	1,738	3/200	5/16/2016	\$675,000	\$388	1973	8000 SF	0.18	N	314-440-34-00
14759 ALANDO PL, 92064, (1001)	2,333	3/300	5/2/2016	\$694,000	\$297	1975	11257 SF	0.26	Y	321-291-29-00
13971 BERNADOTTE LN, 92064 (1001)	1,512	3/200	5/13/2016	\$699,000	\$462	1976	1.04 AC	1.04	N	323-010-04-00
17219 SAINT ANDREWS DR, 92064, (1001)	2,131	4/200	5/24/2016	\$710,000	\$333	1977	11394 SF	0.26	N	273-153-04-00
13919 POWAY VALLEY RD, 92064, (1001)	2,227	3/300	5/6/2016	\$715,000	\$321	1988	17075 SF	0.39	Y	321-390-46-00
12219 OLD STONE RD, 92064, (1001)	2,899	4/300	5/13/2016	\$879,000	\$303	1998	32670 SF	0.75	Y	317-241-49-00

POWAY

RECENT SINGLE FAMILY HOMES SOLD



Address / Zip Code / Use Code	Sq. Feet	BR/BA	Transfer Date	Transfer Amount	Price per Sq.Ft	Yr.Built	Lt Size	Acres	Pool	APN
15823 QUIET VALLEY LN, 92064, (1001)	3,380	4/300	5/12/2016	\$893,500	\$264	2005	9127 SF	0.21	N	323-442-26-00
13201 VALLE VERDE TER, 92064, (1001)	2,672	4/200	5/4/2016	\$930,000	\$348	1975	23522 SF	0.54	N	275-560-11-00
16252 COYOTE CREEK TRL., 92064, (1001)	0	0/0	5/23/2016	\$950,000	\$0	0	10.32 AC	10.32	N	278-210-16-00
16505 ORCHARD BEND RD, 92064, (1001)	4,478	6/400	5/11/2016	\$999,000	\$223	1977	1 AC	1	N	275-082-01-00
15980 CROWN VALLEY RD, 92064, (1001)	3,427	4/300	5/2/2016	\$1,060,000	\$309	1989	35283 SF	0.81	N	275-241-21-00
15654 RIPARIAN RD, 92064, (1001)	2,969	4/300	5/17/2016	\$1,080,000	\$364	1988	1 AC	1	Y	278-442-31-00
12277 STONEMILL DR, 92064, (1001)	3,691	5/300	5/6/2016	\$1,114,000	\$302	2000	26136 SF	0.60	N	320-211-02-00
16209 OAK CREEK TRL, 92064 (1001)	4,003	4/300	5/12/2016	\$1,125,000	\$281	1977	1.54 AC	1.54	Y	275-700-41-00
18201 OLD COACH RD, 92064, (1001)	1,434	2/200	5/24/2016	\$1,135,000	\$791	2010	4 AC	4	N	277-080-11-00
17005 BUTTERFIELD TRL, 92064, (1001)	3,387	4/300	5/11/2016	\$1,450,000	\$428	1998	1.46 AC	1.46	Y	277-181-02-00
13681 WHITE ROCK STATION RD, 92064, (1001)	3,387	4/300	5/4/2016	\$1,570,000	\$464	1998	1.72 AC	1.72	Y	277-181-05-00
14933 HUNTINGTON GATE DR 92064, (1001)	5,979	4/400	5/20/2016	\$1,890,000	\$316	2003	1.04 AC	1.04	N	321-410-25-00

	Total Sales	Sales Volume	Avg Price	\$ / Foot
Total	39	\$28,468,000	\$729,949	\$323
92064	39	\$28,468,000	\$729,949	\$323

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FEATURED LISTINGS



15836 Prairie Vista Rd, Poway, CA 92064
\$1,599,000 - \$1,698,500 | MLS# 160001816

Beds	Baths	Home Size	Lot Size
5	4	5,013 sq ft	1.04 acres



13130 Glen Circle, Poway, CA 92064
\$1,295,000 | MLS# 160019555

Beds	Baths	Home Size	Lot Size
5	5	3,815 sq ft	1.00 acres



13559 Sage Mesa Rd, San Diego, CA 92130
\$979,500 - \$999,900 | MLS# 160027010

Beds	Baths	Home Size	Lot Size
4	3	2,390 sq ft	0.10 acres



12385 Tesoro Ct. San Diego, CA 92128
\$775,000 | MLS# 160032382

Beds	Baths	Home Size	Lot Size
3	2	1,712 sq ft	0.18 acres

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FEATURED LISTINGS



10 Del Poniente Rd., Poway, CA 92064
 \$549,900 - \$639,900 | MLS# 160015382

Beds	Baths	Home Size	Lot Size
N/A	N/A	OPEN LOT	13.55 acres



1947 Swallow Ln., Carlsbad, CA 92009
 \$474,500 | MLS# 160028382

Beds	Baths	Home Size	Lot Size
3	2	1,342 sq ft	13.57 acres



3 Del Poniente Rd., Poway, CA 92064
 \$449,900 | MLS# 160015197

Beds	Baths	Home Size	Lot Size
N/A	N/A	OPEN LOT	8 acres



5605 Friars Rd #300, San Diego, CA 92110
 \$549,900 - \$639,900 | MLS# 160015382

Beds	Baths	Home Size	Lot Size
3	2	1,331 sq ft	6.91 acres

Since 1990, Eric Matz has helped thousands of friends, neighbors and referrals buy and sell homes in San Diego. His expertise and experience place him at the top of his profession.

As a professional Realtor®, my commitment is to always represent the client's best interest. I use my extensive experience to secure top dollar for sellers and personally guide them through the transaction. I work with a wonderful team and we devote ourselves to serving the needs of clients before, during and after their move.

My business is built on repeat clients and their referrals. I want to earn their respect, so I make a constant effort to improve the level of service I provide. I am a relationship builder and pride myself on being the trusted advisor for so many homeowners.

I grew up in this community and love calling San Diego my home. In particular, I specialize in the I-15 corridor and entire Poway Unified School District. I am a past president of the Poway Real Estate Professionals Marketing and Networking group and remain an active board member.

I am also passionate about this community on a personal level. I coach my daughters' soccer teams and contributes much of my time to community activities. For fun, I enjoy golfing, snow skiing with the family, and fishing.

I'd like to be your Realtor® for life,

Eric Matz

THE ERIC MATZ REAL ESTATE TEAM



Our team strategy is to focus on exceptional service. Before, during, and after EVERY transaction.

Real estate sales have become increasingly complex and can be stressful and confusing for even the most sophisticated individuals. Eric, Kathy, Chris, Tamara and Beverly work together so that the entire process is easier and more enjoyable.

Our "team" effort ensures that someone is always available to serve you, to answer questions, negotiate on offers, or show a hot new listing with little notice. Our clients can relax with the knowledge that the intricate details of their sale or purchase will always be handled in a timely and professional manner.

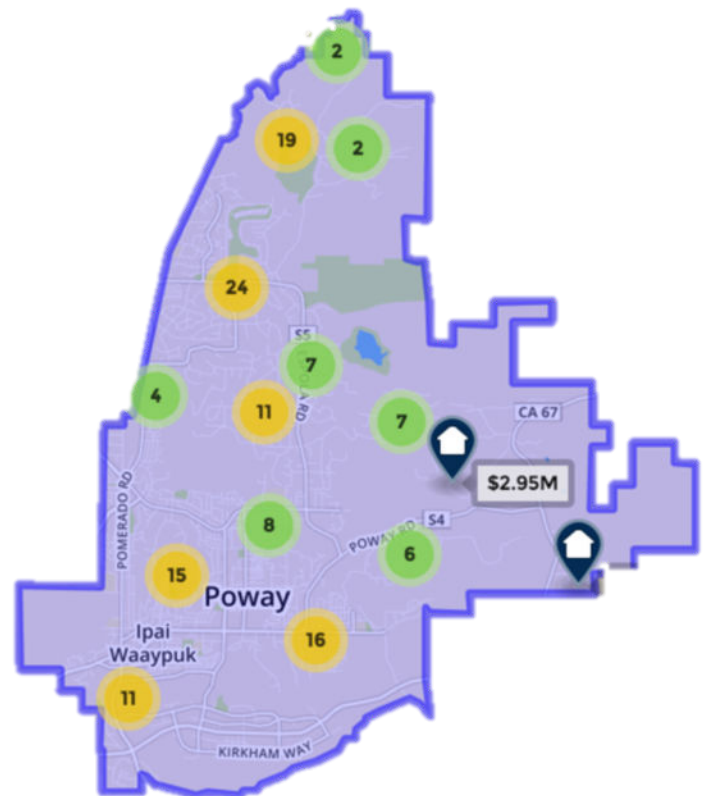


POWAY SPECIALIST



Eric Matz knows every inch of Poway. Clients rave about how well-connected he is in the community and the advantages his relationships created through out the transaction.

- ✓ Born in Poway
- ✓ Raised in Poway
- ✓ Attended Poway Unified School District
- ✓ Lives in Poway
- ✓ Children attend Poway Unified School District
- ✓ Past president and active current member of the Poway Real Estate Professionals Marketing & Networking Group
- ✓ Works in Poway
- ✓ Attends weekly Poway caravans
- ✓ Hikes in Poway
- ✓ Coaches two Poway girls soccer teams
- ✓ Golfs in Poway
- ✓ Dominates the Poway Real Estate Market



IMPRESSIVE RESULTS FOR CLIENTS



Eric Matz and his team repeatedly exceed housing market statistics and produces better results for clients than other agents. Even in the competitive San Diego market, their work stands out.

ERIC MATZ REAL ESTATE TEAM

THE AVERAGE AGENT

San Diego

Sales Price vs. List Price (2014 - 2015)	98%	96%
Sales Price for Detached Homes (2014 - 2015)	\$880,000	\$673,425
Days on Market (2014 - 2015)	29 Days	45 Days

National

Transactions Per Year (2015)	63	11
Listings per Year (2015)	42	4
Years of Experience (2015)	26	11
Sales Volume (2015)	\$64 million	\$1.7 million

Contact Us

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