

# *Poway Real Estate*

JULY 2016

Real Estate Report | Market Trends | Featured Listings



*ERIC MATZ*  
Real Estate Team

# POWAY

## WEEKLY MARKET SNAPSHOT 07.11.2016



### This Week

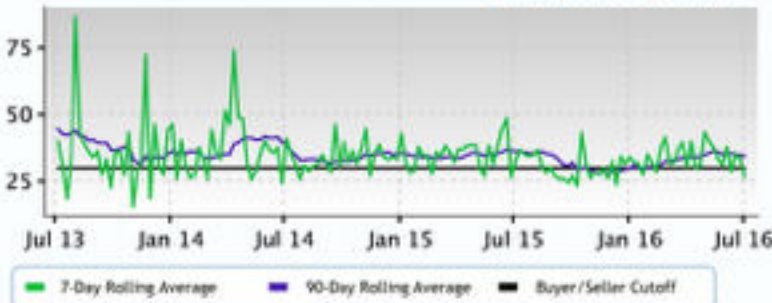
The median list price in POWAY, CA 92064 this week is \$995,000.

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

### Supply and Demand

- The market has started cooling and prices have been flat for several weeks. Since we're in the Seller's zone, watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

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.

### 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	\$ 2,195,000	6500	1.0 - 2.5 acres	5.0	6.5	14	37	1	2	259	Most expensive 25% of properties
Upper/Second	\$ 1,274,950	3710	1.0 - 2.5 acres	4.0	4.0	27	38	1	0	64	Upper-middle 25% of properties
Lower/Third	\$ 849,000	2670	0.25 - 0.50 acre	4.0	3.0	32	38	4	2	80	Lower-middle 25% of properties
Bottom/Fourth	\$ 549,000	1304	8,001 - 10,000 sqft	3.0	2.0	46	38	9	5	34	Least expensive 25% of properties

#### Real-Time Market Profile

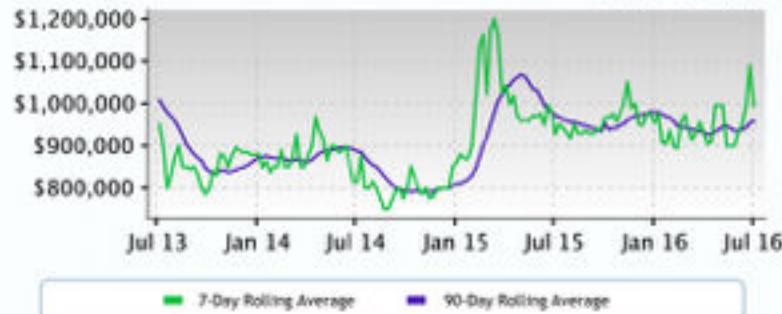
Real-Time Market Profile		Trend
Median List Price	\$ 995,000	↔↔
Asking Price Per Square Foot	\$ 344	↔↔
Average Days on Market (DOM)	109	↔↔
Percent of Properties with Price Decrease	39 %	
Percent Relisted (reset DOM)	17 %	
Percent Flip (price increased)	9 %	
Median House Size (sq ft)	3152	
Median Lot Size	0.50 - 1.0 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index	Seller's Advantage 34.5	↓

- ↔↔ 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.

Price Trends





# POWAY

## MONTHLY MARKET SNAPSHOT



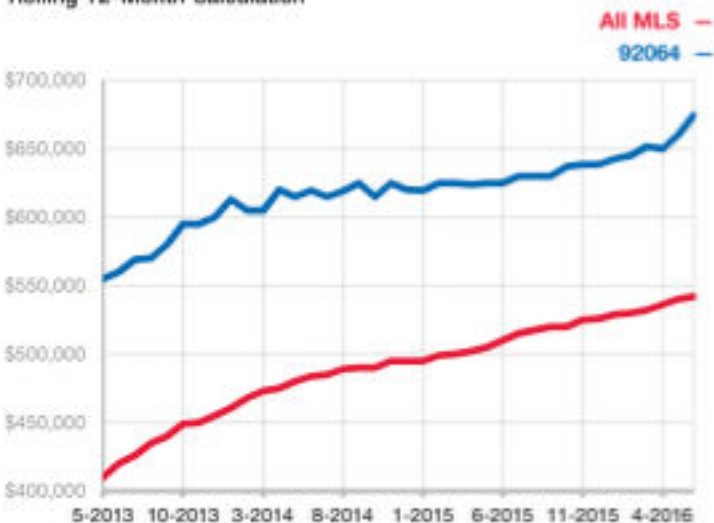
Single Family	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
<b>Key Metrics</b>						
New Listings	70	73	+ 4.3%	411	443	+ 7.8%
Pending Sales	51	47	- 7.8%	264	296	+ 12.1%
Closed Sales	55	60	+ 9.1%	237	257	+ 8.4%
Median Sales Price*	\$648,000	\$742,500	+ 14.6%	\$635,000	\$690,000	+ 8.7%
Percent of Original List Price Received*	95.0%	97.8%	+ 2.9%	95.6%	96.6%	+ 1.0%
Days on Market Until Sale	39	33	- 15.4%	36	37	+ 2.8%
Inventory of Homes for Sale	141	141	0.0%	--	--	--
Months Supply of Inventory	3.4	3.3	- 2.9%	--	--	--

\* 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 sizes.

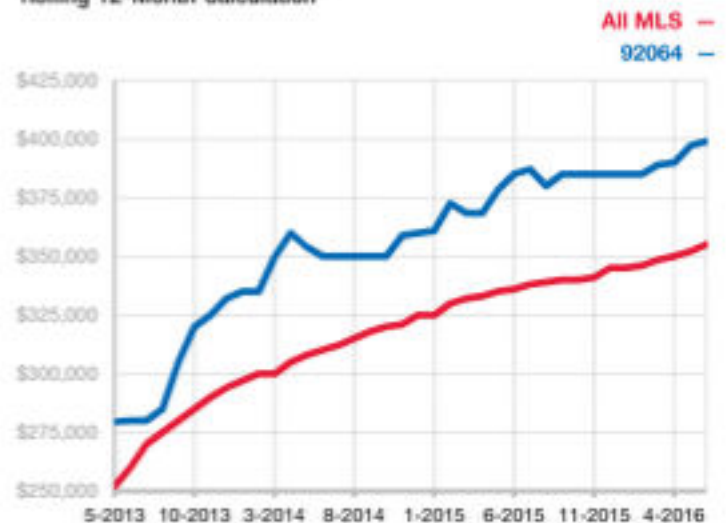
Townhouse-Condo	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
<b>Key Metrics</b>						
New Listings	8	10	+ 25.0%	54	54	0.0%
Pending Sales	4	7	+ 75.0%	39	42	+ 7.7%
Closed Sales	4	4	0.0%	34	38	+ 11.8%
Median Sales Price*	\$387,000	\$373,000	- 3.6%	\$389,500	\$417,750	+ 7.3%
Percent of Original List Price Received*	99.1%	96.2%	- 2.9%	97.3%	96.2%	+ 0.9%
Days on Market Until Sale	28	13	- 53.6%	24	21	- 12.5%
Inventory of Homes for Sale	14	11	- 21.4%	--	--	--
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--

\* 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 sizes.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation

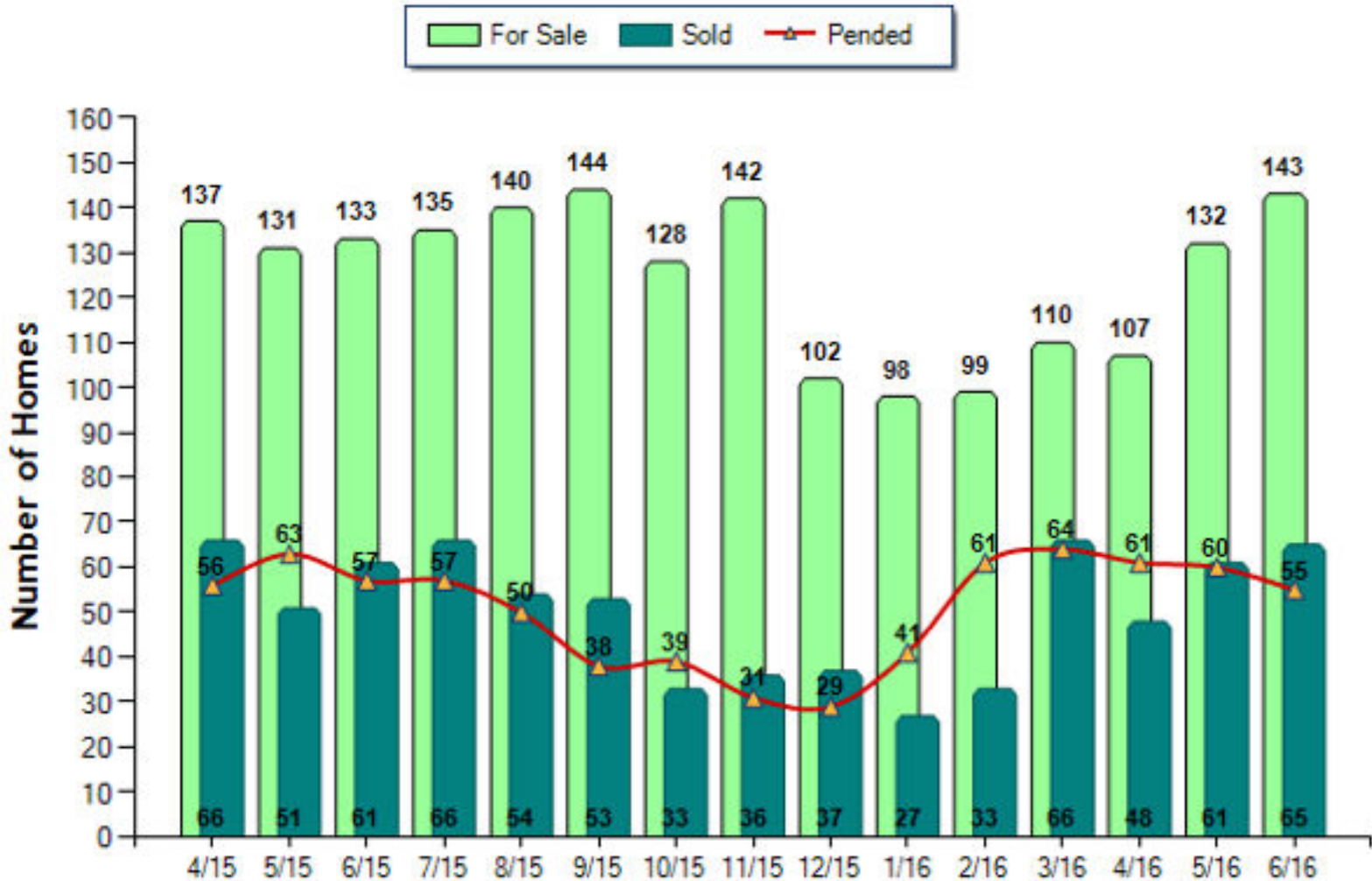


**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# POWAY

## HOMES FOR SALE VS. SOLD



June 2016 is a Seller's market\*

Home For Sale in June 2016: 143 units.

- Up 8.3% compared to the last month
- Up 7.5% compared to the last year

Home Placed under Contract in June 2016: 55 units.

- Down 8.3% compared to the last month
- Down 3.5% compared to the last year

Home Closed in June 2016: 65 units.

- Up 6.6% compared to the last month
- Up 6.6% compared to the last year

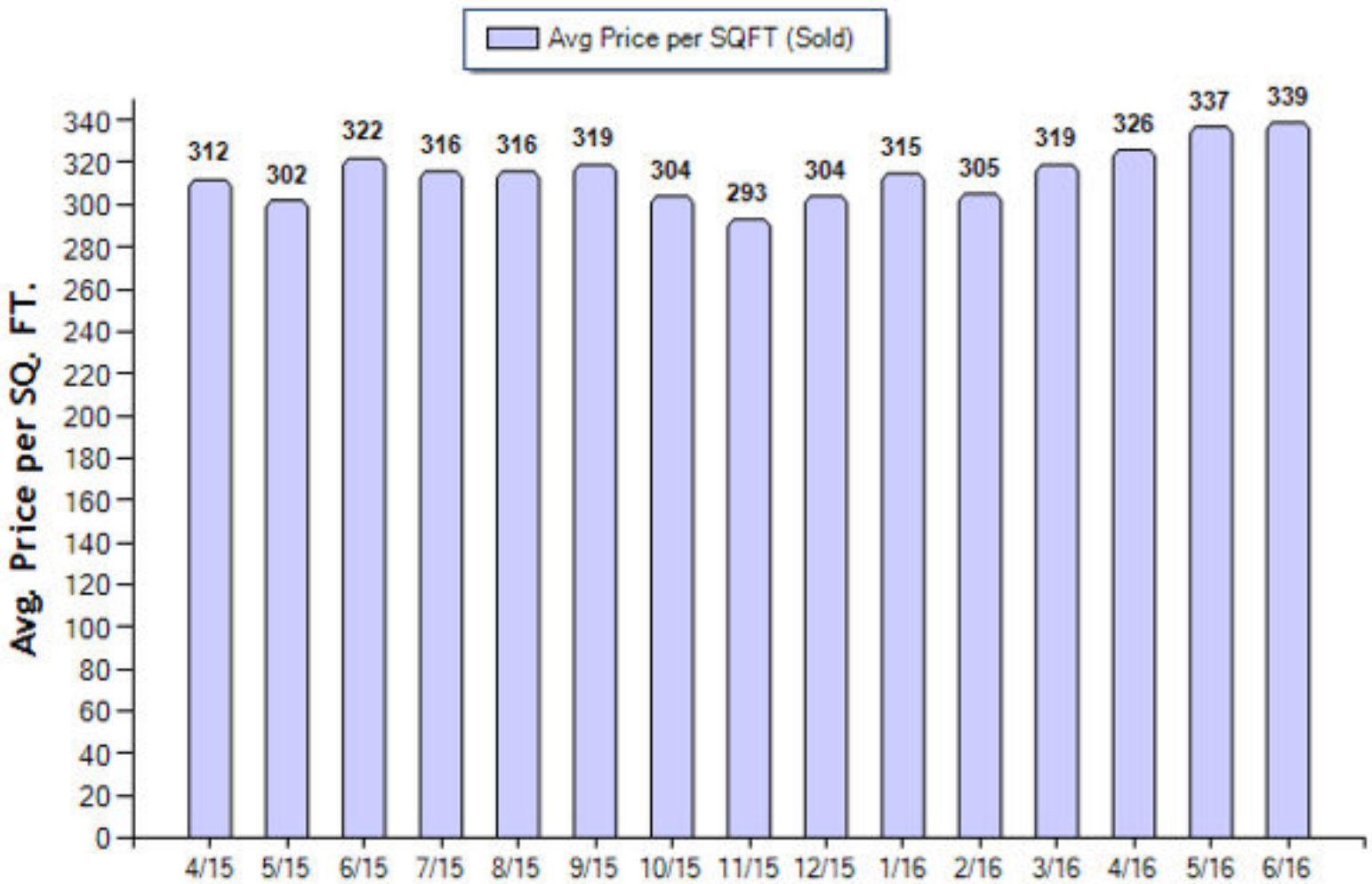
\*Buyer's market: more than 6 months of inventory based on closed sales

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

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

# POWAY

## AVERAGE PRICE PER SQUARE FOOT

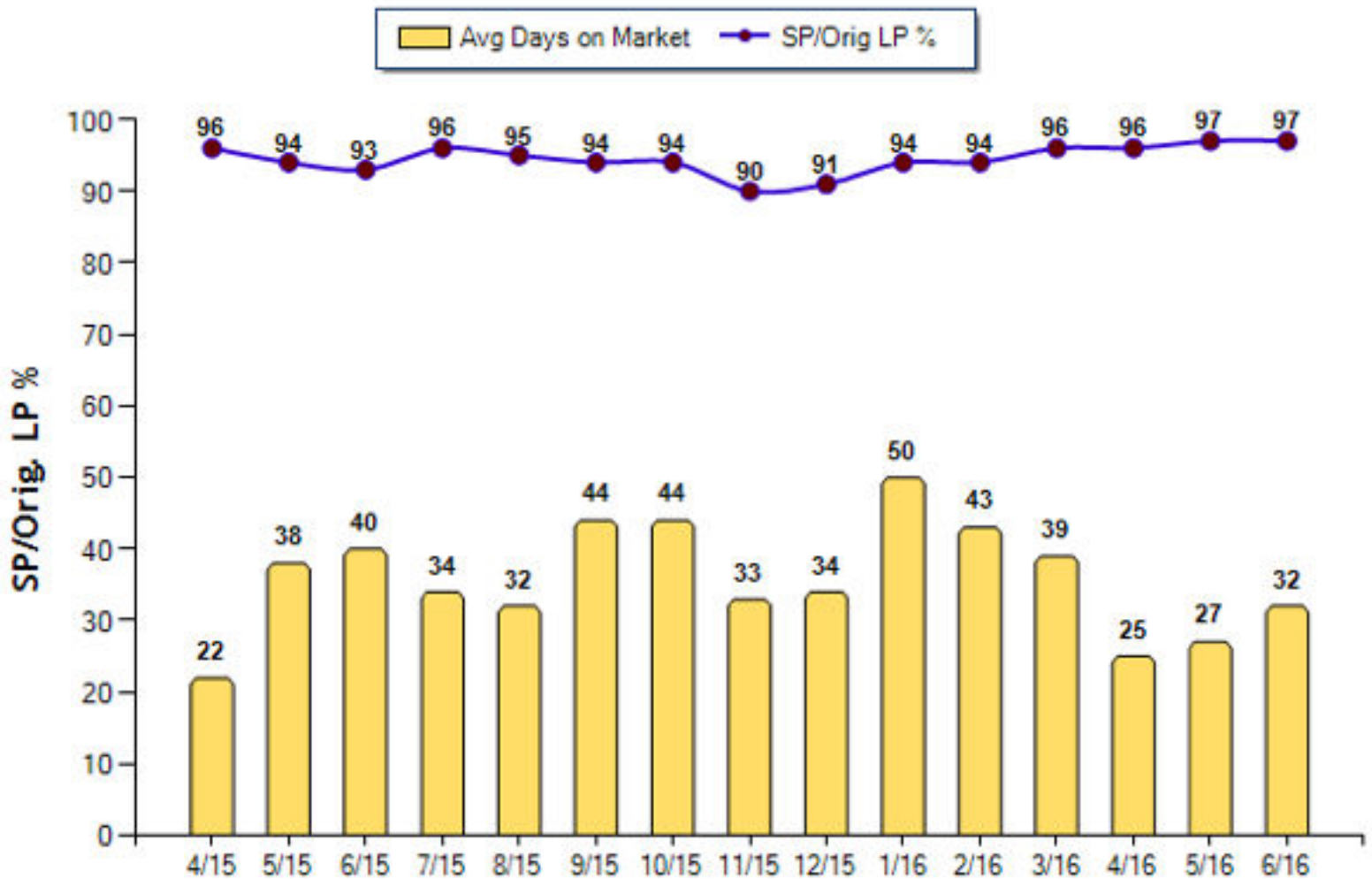


June 2016 Average Sold Price per Square Footage is Appreciating\*

Average Sold Price per Square Footage in June 2016: \$339

- Up 0.6% compared to the last month
- Up 5.3% compared to the last year

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



June 2016 Average Days on Market trend Remains Steady\*

Average Days on Market in June 2016: 32

- Up 18.5% compared to the last month
- Down 20% compared to the last year

June 2016 Sold/Original List Price Ratio is Rising\*

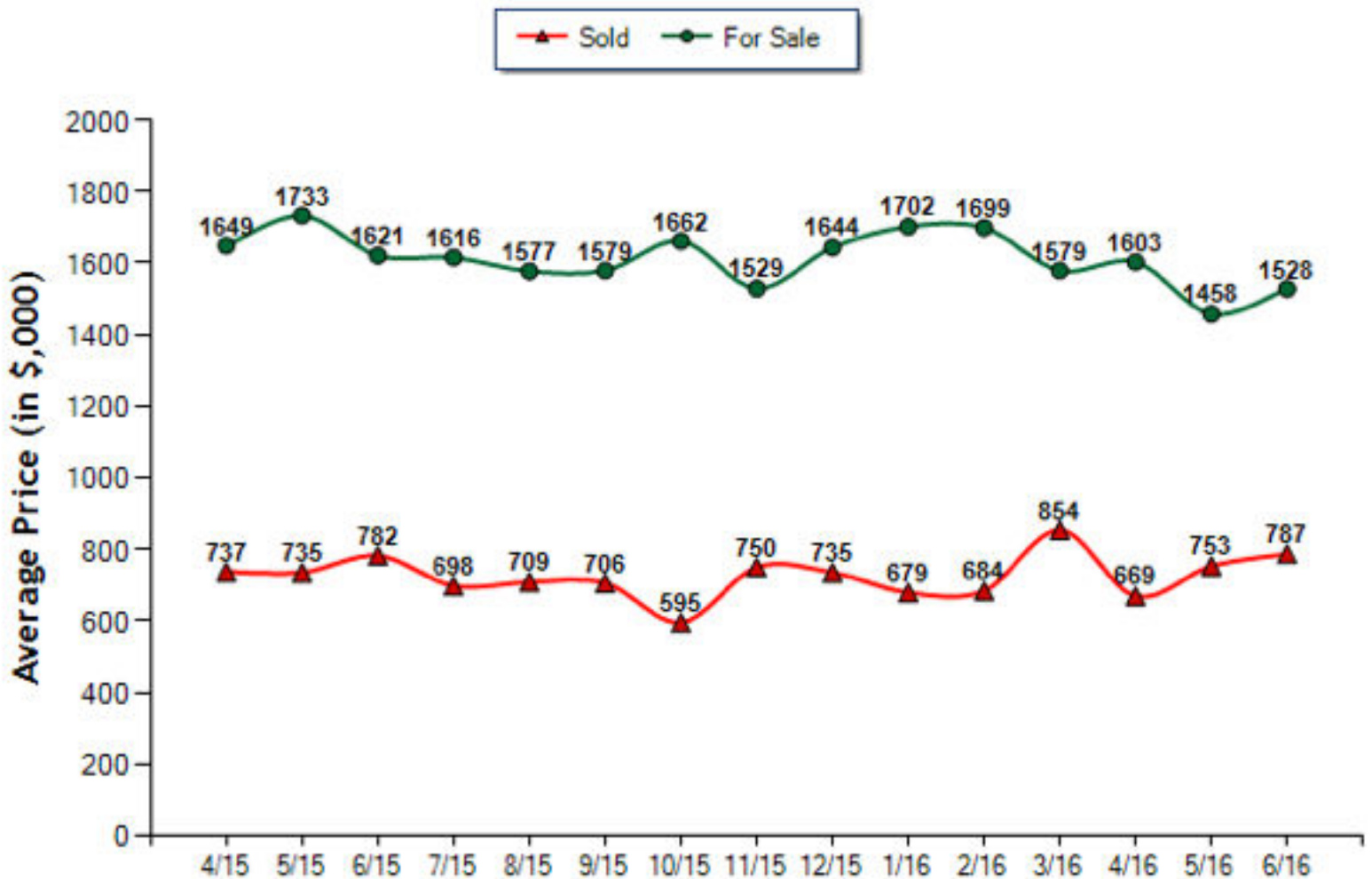
Sold/Original List Price % in June 2016: 97%

- 0% compared to the last month
- Up 4.3% compared to the last year

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

# POWAY

## AVERAGE PRICE SOLD VS. FOR SALE



June 2016 Average For Sale Price is Neutral\*

June 2016 Average Sold Price is Neutral\*

Average For Sale Price (in thousand) in June 2016: \$1528

Average Sold Price (in thousand) in June 2016: \$787

- Up 4.8% compared to the last month
- Down 5.7% compared to the last year

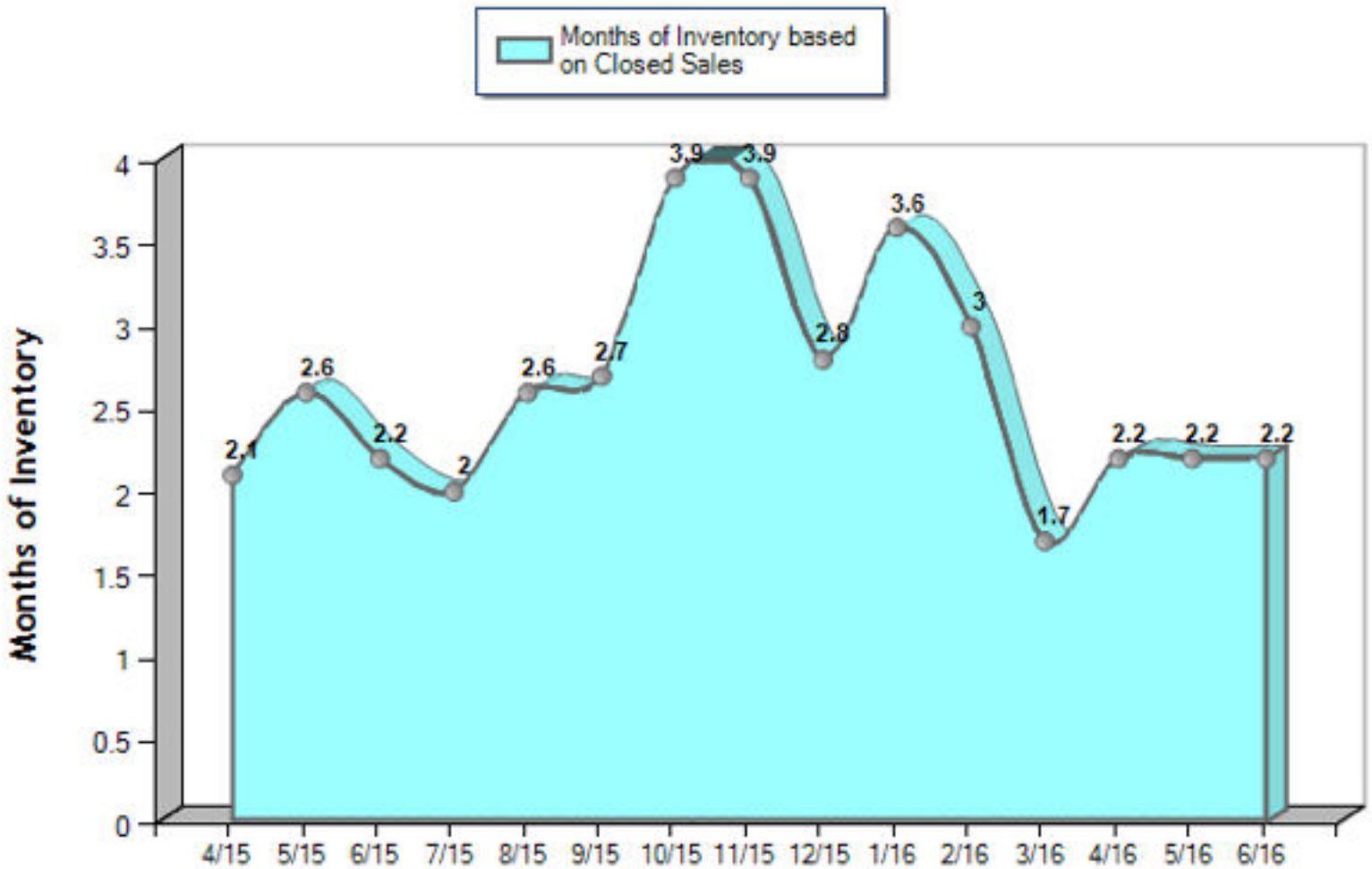
- Up 4.5% compared to the last month
- Up 0.6% compared to the last year

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



# POWAY

## MONTHS OF INVENTORY



June 2016 is a Seller's market\*

Months of Inventory based on Closed Sales in June 2016: 2.2

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



# POWAY

## RECENT SINGLE FAMILY HOMES SOLD



<i>Address / Zip Code / Use Code</i>	<i>Sq. Feet</i>	<i>BR/BA</i>	<i>Transfer Date</i>	<i>Transfer Amount</i>	<i>Price per Sq.Ft</i>	<i>Yr.Built</i>	<i>Lt Size</i>	<i>Acres</i>	<i>Pool</i>	<i>APN</i>
15233 AMSO ST, 92064, (1001)	1,338	5/200	6/6/2016	\$0	\$0	1972	6600 SF	0.15	N	314-425-02-00
14531 GARDEN RD, 92064, (1001)	952	3/100	6/6/2016	\$340,000	\$357	1961	7200 SF	0.17	N	323-146-05-00
14208 POWERS RD, 92064, (1001)	1,267	4/200	6/6/2016	\$455,000	\$359	1959	7000 SF	0.16	N	314-251-04-00
13129 NEDDICK AVE, 92064, (1001)	1,200	3/200	6/21/2016	\$470,000	\$392	1963	6000 SF	0.14	N	323-160-24-00
12302 BUCKSKIN TRL, 92064, (1001)	1,104	3/100	6/21/2016	\$513,000	\$465	1960	7700 SF	0.18	N	317-323-07-00
12738 CORTE RAYITO, 92064, (1001)	1,302	3/200	6/15/2016	\$515,000	\$396	1977	6195 SF	0.14	N	314-620-24-00
12939 MORENE ST, 92064, (1001)	1,075	3/100	6/9/2016	\$520,000	\$484	1961	7000 SF	0.16	N	317-382-08-00
12750 OAK KNOLL RD, 92064, (1001)	1,280	4/200	6/3/2016	\$538,000	\$420	1968	9630 SF	0.22	N	317-500-42-00
12314 HOLLAND RD, 92064, (1001)	1,336	3/200	6/6/2016	\$539,000	\$403	1960	6400 SF	0.15	Y	314-312-15-00
12654 ARABIAN WAY, 92064, (1001)	1,211	3/200	6/3/2016	\$545,000	\$450	1961	6300 SF	0.14	N	317-303-05-00
13826 FRAME RD, 92064, (1001)	1,648	4/200	6/10/2016	\$555,000	\$337	1959	8800 SF	0.20	N	314-154-06-00
12538 ROBISON BLVD, 92064, (1001)	1,472	4/200	6/16/2016	\$565,000	\$384	1969	11000 SF	0.25	N	317-560-35-00
14222 MATCH POINT DR, 92064, (1001)	1,440	3/200	6/14/2016	\$575,000	\$399	1976	10586 SF	0.24	N	323-353-10-00
13732 CELESTIAL RD, 92064, (1001)	1,320	3/100	6/22/2016	\$575,000	\$436	1977	8100 SF	0.19	N	317-680-09-00
12628 CEDAR TREE WAY, 92064, (1001)	1,963	3/200	6/13/2016	\$616,500	\$314	1974	6814 SF	0.16	N	275-650-50-00
14345 SLADON CT, 92064, (1001)	2,296	5/200	6/20/2016	\$637,000	\$277	1973	6200 SF	0.14	N	314-433-10-00
12624 PINEBROOK CT, 92064, (1001)	1,750	4/200	6/22/2016	\$647,000	\$370	1974	6146 SF	0.14	N	275-650-27-00
12460 WHISPERING TREE LN, 92064, (1001)	1,695	4/200	6/3/2016	\$648,000	\$382	1996	4958 SF	0.11	N	317-211-26-00
12654 STONE CANYON RD, 92064, (1001)	1,706	3/200	6/1/2016	\$660,000	\$387	1969	20434 SF	0.47	N	275-231-08-00
12952 RIOS RD, 92064, (1001)	1,971	4/200	6/9/2016	\$675,000	\$342	1974	6907 SF	0.16	N	275-650-65-00
14129 MAZATLAN WAY, 92064, (1001)	2,085	5/300	6/16/2016	\$685,000	\$329	1973	6700 SF	0.15	Y	314-450-12-00
13975 POWAY VALLEY RD, 92064, (1001)	1,868	4/200	6/2/2016	\$695,000	\$372	1988	14578 SF	0.33	N	321-390-39-00
14715 DASH WAY, 92064, (1001)	2,126	4/300	6/1/2016	\$740,000	\$348	1975	10600 SF	0.24	N	314-600-07-00
13018 POMARD WAY, 92064, (1001)	2,577	4/200	6/16/2016	\$745,000	\$289	1978	7692 SF	0.18	N	273-781-10-00

# 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
13121 WOODMONT ST, 92064, (1001)	1,807	3/200	6/15/2016	\$746,000	\$413	1985	9963 SF	0.23	Y	314-702-35-00
14929 BROOKSTONE DR, 92064, (1001)	2,238	4/200	6/7/2016	\$780,000	\$349	1989	11958 SF	0.27	N	314-791-26-00
14129 DURHULLEN DR, 92064, (1001)	2,360	4/200	6/1/2016	\$795,000	\$337	1976	22215 SF	0.51	N	321-336-09-00
13421 CALLE COLINA, 92064, (1001)	2,374	3/200	6/1/2016	\$885,000	\$373	1975	26571 SF	0.61	Y	275-590-18-00
13419 GREEN TERRACE DR, 92064, (1001)	3,103	4/400	6/10/2016	\$910,000	\$293	1971	42688 SF	0.98	N	275-071-13-00
17109 SAINT ANDREWS DR, 92064, (1001)	3,446	4/300	6/8/2016	\$930,000	\$270	1961	14346 SF	0.33	N	273-171-20-00
16117 LADERA PIEDRA WAY, 92064, (1001)	2,655	3/200	6/16/2016	\$945,000	\$356	1979	16391 SF	0.38	Y	275-750-09-00
13855 BELVEDERE DR, 92064, (1001)	2,491	4/200	6/3/2016	\$975,000	\$391	1979	1.42 AC	1.42	Y	323-010-22-00
16012 MARTINCOIT RD, 92064, (1001)	3,337	3/200	6/9/2016	\$1,040,000	\$312	1985	42253 SF	0.97	Y	275-500-13-00
13382 CALLE COLINA, 92064, (1001)	2,735	4/300	6/10/2016	\$1,070,000	\$391	1975	30056 SF	0.69	Y	275-590-23-00
17505 VALLE VERDE RD, 92064, (1001)	3,473	5/200	6/3/2016	\$1,100,000	\$317	1985	1 AC	1	Y	273-900-03-00
15454 MARKAR RD, 92064, (1001)	2,632	5/200	6/6/2016	\$1,100,000	\$418	1973	2.67 AC	2.67	Y	278-180-54-00
13319 PACER LN, 92064, (1001)	3,935	5/300	6/1/2016	\$1,150,000	\$292	1981	22215 SF	0.51	Y	275-600-10-00
12654 ACACIA TER, 92064, (1001)	3,305	4/400	6/7/2016	\$1,265,000	\$383	1989	1.26 AC	1.26	Y	314-780-19-00
16863 SAINT JAMES DR, 92064, (1001)	3,611	4/400	6/15/2016	\$1,275,000	\$353	1992		-	Y	273-820-39-00
11751 TREADWELL DR, 92064, (1001)	4,628	5/500	6/17/2016	\$1,369,000	\$296	1998	25266 SF	0.58	Y	320-200-32-00
13627 POWAY SPRINGS RD, 92064, (1001)	4,348	6/400	6/1/2016	\$1,440,000	\$331	1981	23958 SF	0.55	Y	314-642-29-00
13180 GLEN CIRCLE RD, 92064, (1001)	4,730	4/400	6/7/2016	\$1,585,000	\$335	1988	2.01 AC	2.01	Y	275-240-46-00

\*\*

	Total Sales	Sales Volume	Avg Price	\$ / Foot
Total	42	\$32,813,500	\$781,274	\$355
92064	42	\$32,813,500	\$781,274	\$355

# ERIC MATZ REAL ESTATE TEAM

## 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



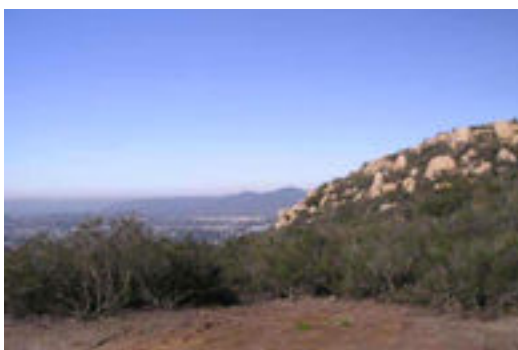
**13559 Sage Mesa Rd, San Diego, CA 92130**  
\$979,500 - \$999,900 | MLS# 160027010

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



**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



# ERIC MATZ REAL ESTATE TEAM

## FEATURED LISTINGS



**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



**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



**15265 Del Poniente Ct., Poway, CA 92064**  
 \$1,229,900 - \$1,298,900 | MLS# 160036894

Beds	Baths	Home Size	Lot Size
4	3.5	3,408 sq ft	.78 acres



**13684 Acorn Patch Ln., Poway, CA 92064**  
 \$1,198,900 - \$1,248,900 | MLS# 160035412

Beds	Baths	Home Size	Lot Size
7	4.5	4,094 sq ft	inquire for info

# ERIC MATZ REAL ESTATE TEAM

## FEATURED LISTINGS



**1947 Swallow Ln., Carlsbad, CA 92009**  
\$449,900 - \$464,900 | MLS# 160028382

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

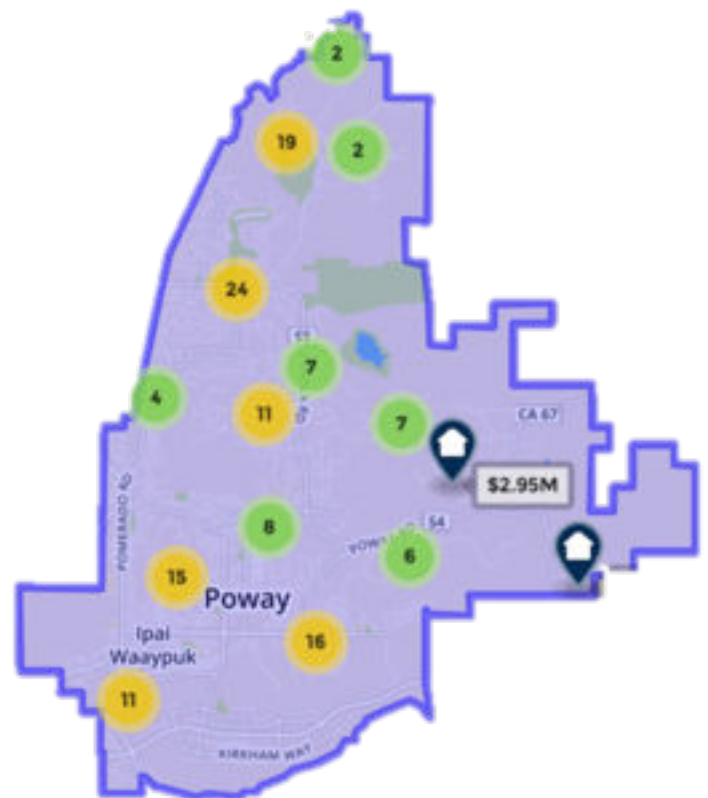


# POWAY SPECIALIST



**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)	<b>98%</b>	96%
Sales Price for Detached Homes (2014 - 2015)	<b>\$880,000</b>	\$673,425
Days on Market (2014 - 2015)	<b>29 Days</b>	45 Days

### National

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



# Contact Us

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WINDERMERE HOMES & ESTATES

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