

Rancho Bernardo Real Estate

April 2017

Market Report for 92128



ERIC MATZ
Real Estate Team

92128

MONTHLY MARKET SNAPSHOT



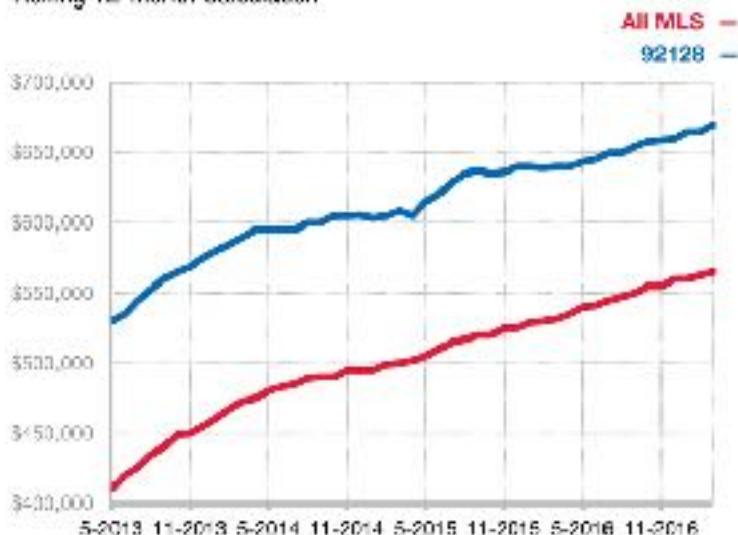
Single Family	March			Year to Date		
Key Metrics	2016	2017	Percent Change	Thru 3-2016	Thru 3-2017	Percent Change
New Listings	61	65	+ 6.6%	175	164	- 6.3%
Pending Sales	50	53	+ 6.0%	114	141	+ 23.7%
Closed Sales	30	52	+ 73.3%	85	119	+ 38.4%
Median Sales Price [*]	\$617,500	\$693,563	+ 12.3%	\$613,500	\$670,000	+ 9.2%
Percent of Original List Price Received [*]	97.7%	98.4%	+ 0.7%	96.4%	96.0%	+ 1.7%
Days on Market Until Sale	32	18	+ 43.6%	42	24	+ 42.9%
Inventory of Homes for Sale	68	37	- 45.6%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--

^{*} 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	March			Year to Date		
Key Metrics	2016	2017	Percent Change	Thru 3-2016	Thru 3-2017	Percent Change
New Listings	64	51	- 20.3%	169	134	- 20.7%
Pending Sales	58	46	- 20.7%	130	118	- 9.2%
Closed Sales	48	52	+ 8.3%	97	104	+ 7.2%
Median Sales Price [*]	\$328,500	\$412,500	+ 25.6%	\$350,000	\$404,000	+ 15.4%
Percent of Original List Price Received [*]	97.0%	99.0%	+ 2.1%	96.8%	98.3%	+ 1.5%
Days on Market Until Sale	30	19	- 36.7%	33	22	- 33.3%
Inventory of Homes for Sale	57	27	- 52.6%	--	--	--
Months Supply of Inventory	1.4	0.6	- 57.1%	--	--	--

^{*} 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

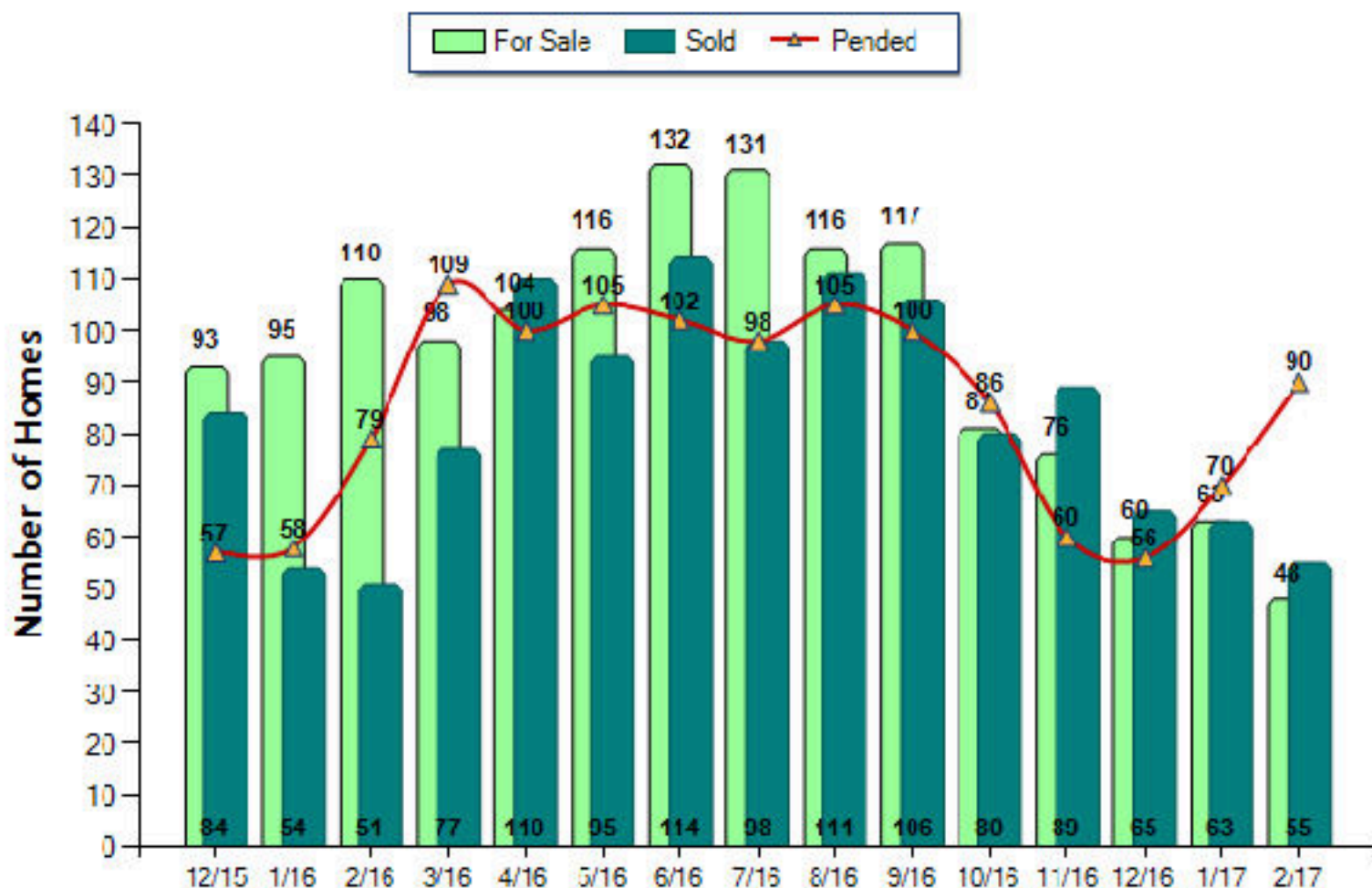


Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



92128

HOMES FOR SALE VS. SOLD



February 2017 is a Seller's market*

Home For Sale in February 2017: 48 units

- Down 23.8% compared to the last month
- Down 56.4% compared to the last year

Home Closed in February 2017: 55 units

- Down 12.7% compared to the last month
- Up 7.8% compared to the last year

Home Placed under Contract in February 2017: 90 units.

- Up 28.6% compared to the last month
- Up 13.9% compared to the last year

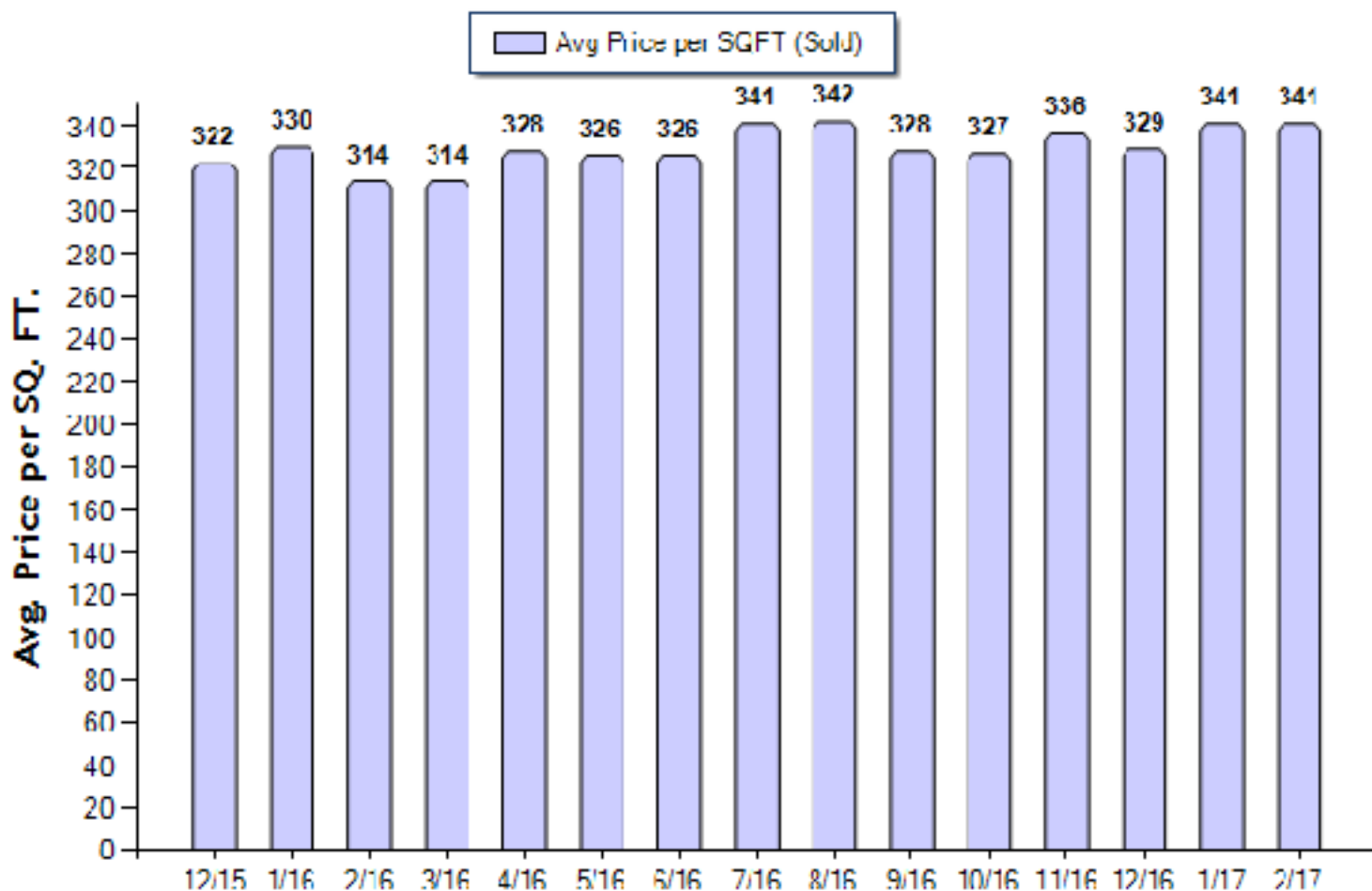
*Buyer's market: more than 6 months of inventory based on closed sales

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

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

92128

AVERAGE PRICE PER SQUARE FOOT



February 2017 Average Sold Price per Square Footage is Appreciating*

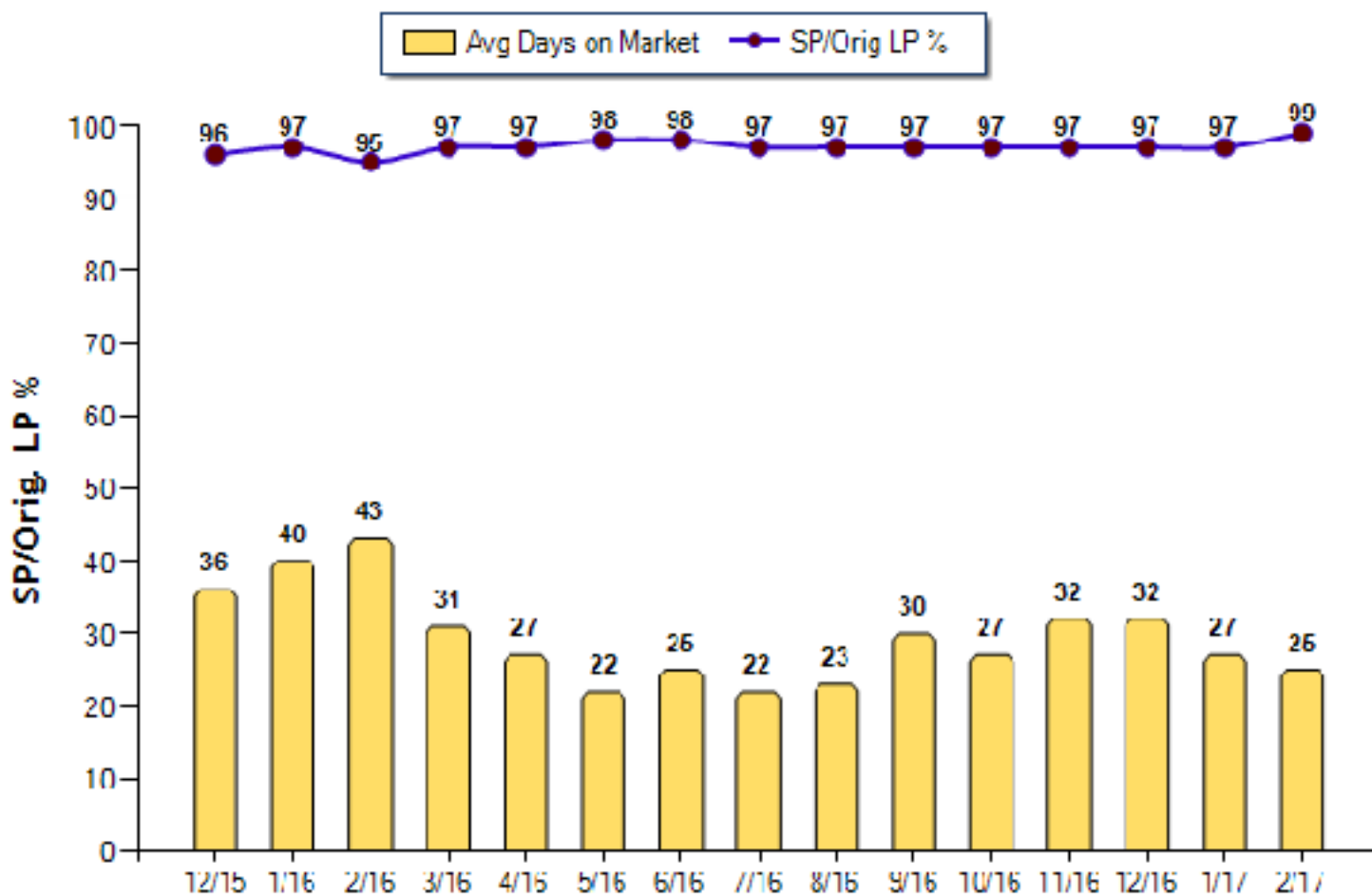
Average Sold Price per Square Footage in February 2017:\$341

- 0% compared to the last month
- Up 8.6% compared to the last year

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

92128

DAYS ON MARKET & SOLD VS. LIST PRICE



February 2017 Average Days on Market trend is Falling*

Average Days on Market in February 2017: 25

- Down 7.4% compared to the last month
- Down 41.9% compared to the last year

February 2017 Sold/Original List Price Ratio is Rising*

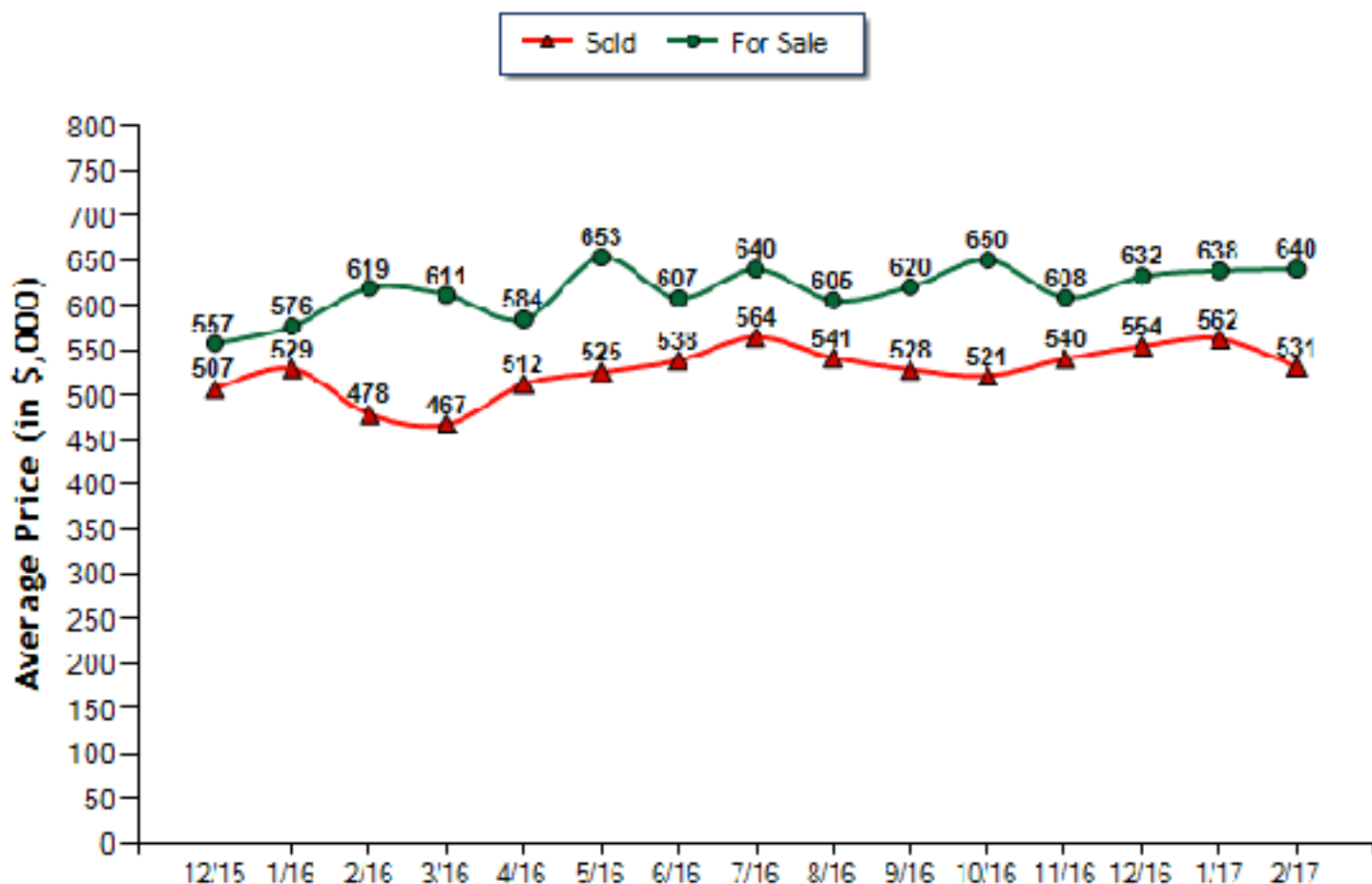
Sold/Original List Price % in February 2017: 99%

- Up 2.1% compared to the last month
- Up 4.2% compared to the last year

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

92128

AVERAGE PRICE SOLD VS. FOR SALE



February 2017 Average For Sale Price is Appreciating*

Average For Sale Price (in thousand) in February 2017: \$640

- Up 0.3% compared to the last month
- Up 3.4% compared to the last year

February 2017 Average Sold Price is Neutral*

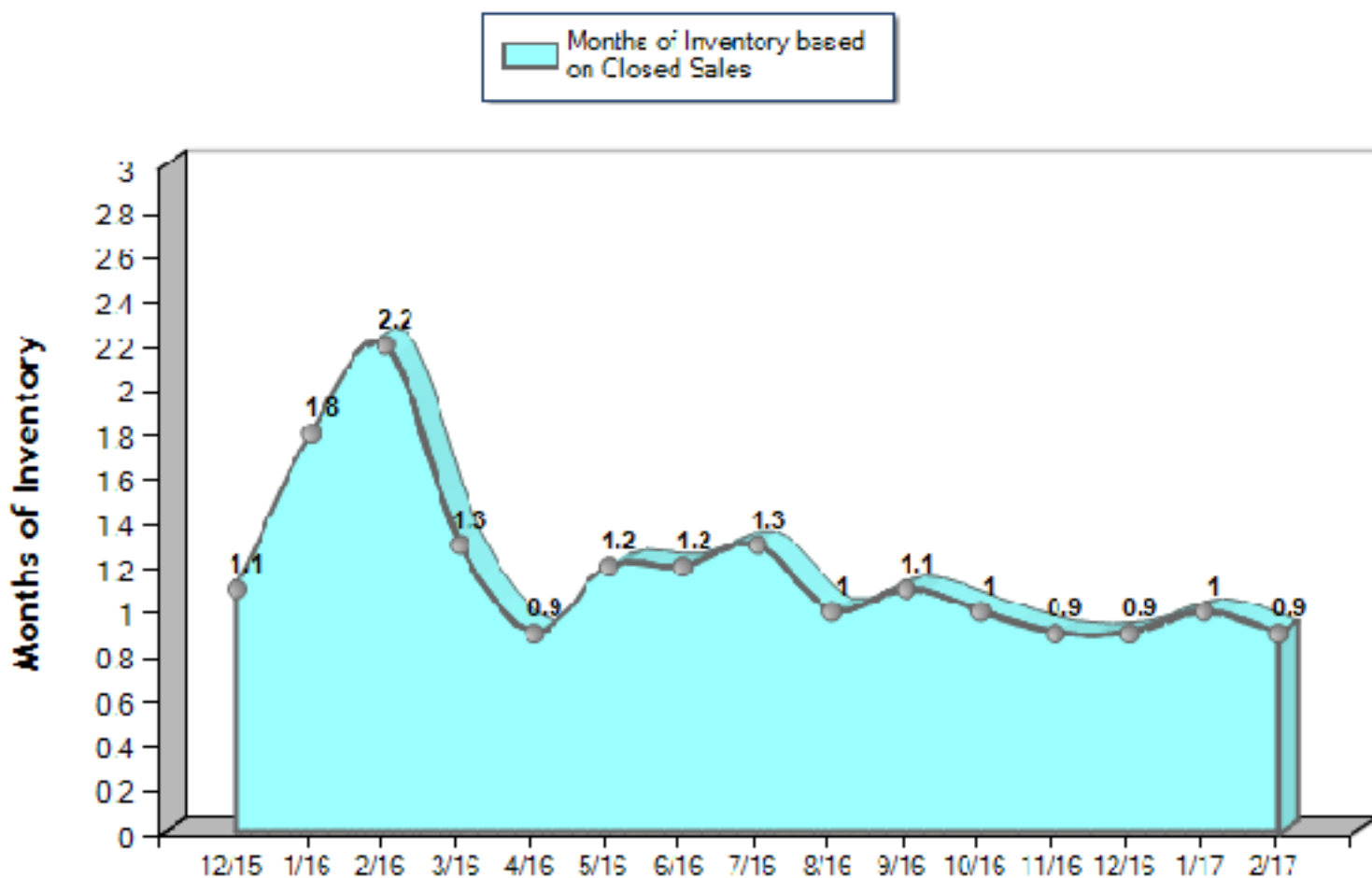
Average Sold Price (in thousand) in February 2017: \$531

- Down 5.5% compared to the last month
- Up 11.1% compared to the last year

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

92128

MONTHS OF INVENTORY



February 2017 is a Seller's market*

Months of Inventory based on Closed Sales in February 2017: 0.9

- Down 10% compared to the last month
- Down 60.3% 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

92127 + 92128

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
12019 AVENIDA SIVRITA, 92128, (1001)	2,665	5/300	3/3/2017	\$0	\$0	1988	7700		N	313-450-57-00
13395 COOL LAKE WAY, 92128, (1001)	1,183	3/200	3/15/2017	\$0	\$0	1986	5804		N	316-152-06-00
11733 BOULTON AVE, 92128, (1001)	2,149	3/200	3/17/2017	\$0	\$0	1990	4286		N	313-652-38-00
8754 HERRINGTON WAY, 92127, (1001)	3,514	5/400	3/27/2017	\$0	\$0	2012	13485		Y	267-422-27-00
17783 WEAVING LN, 92127, (1001)	1,923	3/200	3/24/2017	\$0	\$0	2008	6106		N	678-3-2-10-00
14955 AVENIDA VENUSTO # 96, 92128, (1000)	1,140	2/200	3/27/2017	\$0	\$0	1990		-	N	313-021-11-44
7437 LCS BRAZOS, 92127, (1001)	4,104	5/400	3/28/2017	\$0	\$0	2003	10200		Y	303-220-30-00
7928 AUBERGE CIR, 92127, (1001)	1,918	2/200	3/15/2017	\$0	\$0	0		-	N	267-471-22-00
7922 AUBERGE CIR, 92127, (1001)	1,604	2/200	3/15/2017	\$0	\$0	0		-	N	267-471-25-00
14873 WAVERLY DOWNS WAY, 92128, (1001)	1,168	2/200	3/27/2017	\$410,000	\$351	1988	6687		N	313-552-15-00
12161 BELLOTA PL, 92128, (1001)	1,510	2/200	3/23/2017	\$480,000	\$318	1964	9500		N	274-120-10-00
12411 MANTILLA RD, 92128, (1001)	1,197	2/200	3/28/2017	\$485,000	\$405	1965	7200		N	274-370-30-00
12706 CAMINO EMPARRADO, 92128, (1001)	1,782	2/200	3/10/2017	\$515,000	\$289	1979	6883		N	272-402-22-00
12578 HORADO RD, 92128, (1001)	1,770	2/200	3/20/2017	\$537,000	\$303	1972	6800		N	274-720-62-00
11982 LDMICA DR, 92128, (1001)	1,722	2/200	3/1/2017	\$555,000	\$322	1965	6700		N	274-470-17-00
12565 NACIDO DR, 92128, (1001)	2,144	2/200	3/17/2017	\$608,000	\$284	1973	8600		N	274-437-06-00
17621 HADA DR, 92127, (1001)	1,854	4/200	3/14/2017	\$645,000	\$348	1974	7000		N	273-715-01-00
17369 TABLEO CT, 92127, (1001)	1,632	4/200	3/6/2017	\$647,500	\$397	1971	7900		N	273-510-03-00
11878 LDMICA DR, 92128, (1001)	2,103	4/300	3/9/2017	\$650,000	\$309	1965	5900		N	274-450-29-00
12242 ESCALA DR, 92128, (1001)	1,946	4/200	3/28/2017	\$650,000	\$334	1978	17400		N	272-410-17-00
11255 REDBUD CT, 92127, (1001)	1,832	4/200	3/27/2017	\$660,000	\$360	1987	4753		N	313-371-40-00
10983 SHY BIRD LN, 92128, (1001)	1,603	3/200	3/27/2017	\$675,000	\$421	1986	6230		N	316-152-20-00

92127 + 92128

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
17015 BERNARDO OAKS DR, 92128, /1001,	1,624	3/200	3/21/2017	\$685,000	\$422	1964	12800		N	273-200-01-00
17948 MENCILL LN, 92128, /1801,	1,877	3/200	2/10/2017	\$690,000	\$368	1973	9000		N	273-600-34-00
13703 TRADITION ST, 92128, /1801,	1,533	3/200	3/23/2017	\$697,500	\$455	1982	5077		N	313-710-27-00
17055 BERNARDO OAKS DR, 92128, /1001,	1,584	3/200	3/27/2017	\$705,000	\$445	1964	8897		N	273-200-19-00
15521 CANTON RIDGE TER, 92127, /1001,	1,785	2/200	3/2/2017	\$714,000	\$400	2006	4214		N	267-281-31-00
17251 LIBERTAD DR, 92127, /1801,	2,160	3/200	3/10/2017	\$725,000	\$336	1971	8200		N	273-510-48-00
12173 CORTE NAPOLI, 92128, /1801,	1,817	4/200	3/5/2017	\$735,000	\$405	1991	4133		Y	313-672-51-00
18375 CAMBERWELL LN, 92128, /1001,	1,850	3/200	3/16/2017	\$735,000	\$397	1918	7233		N	272-501-30-00
13183 PASEO DEL VERANO, 92128, /1001,	1,831	3/200	3/1/2017	\$744,000	\$406	1981	9712		N	272-500-40-00
17348 FRANCISCO DR, 92128, /1801,	1,589	3/200	3/1/2017	\$749,000	\$377	1968	7430		N	273-340-04-00
8359 KATHERINE CLAIRE LN, 92127, /1001,	1,561	4/200	3/3/2017	\$749,000	\$382	2006	2883		N	267-330-19-00
12397 GRANDEE CT, 92128, /1801,	1,824	2/200	3/1/2017	\$750,000	\$411	1970	11430		N	273-300-24-00
11151 MORNING CREEK DR N, 92128, /1001,	2,015	4/200	3/2/2017	\$755,000	\$374	1986	6712		N	316-155-45-00
11713 WINDCREST LN, 92128, /1801,	2,250	4/200	3/27/2017	\$768,000	\$327	1991	5128		N	313-051-16-00
17371 REGALIA LN, 92128, /100,	1,505	3/200	3/1/2017	\$775,000	\$407	1973	9330		Y	273-620-50-00
11325 MIDDLE RIDGE TER, 92128, /1001,	1,883	4/300	3/14/2017	\$785,000	\$417	1986	9232		Y	316-163-15-00
16070 LOFTY TRAIL DR, 92127, /1801,	2,410	4/200	3/23/2017	\$787,000	\$327	1985	7556		N	313-382-34-00
11567 TREE HOLLOW LN, 92128, /1001,	2,136	4/200	3/16/2017	\$790,000	\$388	1997	5790		N	316-391-03-00
12008 BALFOAK TER, 92128, /1801,	2,104	3/300	3/3/2017	\$825,000	\$392	1994	9085		Y	316-330-33-00
17881 AGUAMIEL RD, 92127, /1801,	2,632	3/400	3/10/2017	\$835,000	\$317	2010	9130		N	671-162-33-00
18148 MOON SUNG CT, 92127, /1801,	2,257	4/300	2/13/2017	\$845,000	\$326	1991	5920		Y	671-351-37-00
10920 LA ALBERCA AVE, 92127, /1001,	2,687	3/300	3/23/2017	\$864,000	\$322	2001	9050		N	671-461-07-00
7945 LUSARDI CREEK LN, 92127, /1009,	0	0/0	3/16/2017	\$868,500	\$0	0			N	267-471-46-00

92127 + 92128

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
15135 SANTA CRISTOBAL ST, 92127, (FPO)	2,476	4/200	2/24/2017	\$850,000	\$351	2001	5811		Y	678-490-16-00
16400 PALMCREST CR, 92127, (FPO)	3,802	5/400	2/14/2017	\$886,500	\$233	2003	13509		N	312-274-32-00
1265 AVENIDA CONSENTIDO, 92123, (FPO)	2,644	3/300	2/23/2017	\$890,000	\$337	1987	7263		N	274-851-19-00
15555 TANNER RIDGE RD, 92127, (FPO)	2,494	4/300	3/2/2017	\$895,000	\$359	2013	3974		N	678-683-21-00
15381 BRISTOL RIDGE TER, 92127, (FPO)	3,000	4/300	2/20/2017	\$900,000	\$300	2006	5294		N	267-320-C5-00
7966 LUSACI CREEK LN, 92127, (FPO)	0	0/0	2/15/2017	\$901,500	\$0	0			- N	267-472-30-00
15472 BABCOCK ST, 92127, (FPO)	2,435	4/300	3/6/2017	\$905,000	\$372	2015	3642		N	678-681-22-00
11413 AVENIDA CONSENTIDO, 92123, (FPO)	3,179	4/300	3/7/2017	\$910,000	\$286	1987	7414		N	274-852-C3-00
9743 FOX VALLEY CT, 92127, (FPO)	3,839	5/300	3/9/2017	\$910,000	\$237	2003	6000		N	678-596-14-00
7970 LUSACI CREEK LN, 92127, (FPO)	0	0/0	2/14/2017	\$912,500	\$0	0			- N	267-472-38-00
15109 CONCORD RIDGE TER, 92127, (FPO)	3,022	4/300	2/20/2017	\$910,000	\$308	2007	5715		N	267-356-25-00
18480 BERNARDO TRAILS DR, 92123, (FPO)	3,436	5/400	2/15/2017	\$965,000	\$281	1979			- N	272-320-14-00
7678 VIA CORTONA, 92127, (FPO)	3,038	4/400	2/28/2017	\$970,000	\$319	2003	3520		N	303-131-20-00
15743 PINTO RIDGE CT, 92127, (FPO)	3,237	5/400	2/23/2017	\$989,000	\$309	2003	6120		N	678-591-C8-00
16729 SANTANELLA ST, 92127, (FPO)	3,629	4/400	2/13/2017	\$1,025,000	\$282	2002	7573		N	678-476-17-00
16241 PALOMINO MESA WAY, 92127, (FPO)	3,031	4/300	2/17/2017	\$1,050,000	\$346	2003	9824		Y	312-232-C5-00
7658 VIA VIVALDI, 92127, (FPO)	3,594	5/400	3/8/2017	\$1,077,500	\$300	2003	6267		Y	303-133-19-00
7926 AUBERCE CIR, 92127, (FPO)	2,587	2/200	2/27/2017	\$1,084,000	\$407	0			- N	267-471-23-00
15407 ATKINS PL, 92127, (FPO)	3,690	4/300	2/14/2017	\$1,099,000	\$300	2013	7573		N	678-686-15-00
1563 PALOMINO VALLEY PL, 92127, (FPO)	4,432	5/400	2/16/2017	\$1,170,000	\$265	2003	8818		N	312-254-17-00
8172 SANTIAGO VILLAGE CIRCLE, 92127, (FPO)	2,180	3/300	3/1/2017	\$1,145,000	\$525	2003	6840		N	269-220-17-00
16408 SIMPLE MELODY LN, 92127, (FPO)	3,121	4/400	2/17/2017	\$1,150,000	\$368	2007	7164		N	267-290-C9-00
7924 AUBERCE CIR, 92127, (FPO)	2,067	3/200	2/28/2017	\$1,251,000	\$605	0			- N	267-471-34-00
16425 BLUE SHADOWS LN, 92127, (FPO)	3,387	3/300	2/20/2017	\$1,260,000	\$372	2007	6773		N	267-290-40-00
16503 RIO VISTA RD, 92127, (FPO)	2,500	2/200	2/23/2017	\$1,275,000	\$509	2010			- N	267-146-C7-00
12724 AUGUSTUS CT, 92128, (FPO)	3,525	4/300	2/13/2017	\$1,325,000	\$376	2010	14425		Y	272-740-12-00

92127 + 92128

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
15895 WADSWORTH PL, 92127, (1009)	3	0/0	3/2/2017	\$1,340,500	\$0	0	7447		N	678-235-10-00
8241 SANTAL 1/2 VILLAGE GRN S, 92127, (1001)	2,327	3/300	3/10/2017	\$1,350,000	\$580	2003	7754		N	269-222-09-00
14386 CAMINITO LAZANJA, 92127, (1001)	4,453	4/400	3/24/2017	\$1,360,000	\$305	2004	11657		Y	303-151-09-00
8168 AUBERGE CIR, 92127, (1001)	2,923	3/300	3/24/2017	\$1,395,000	\$477	0			N	267-470-05-00
16262 BLUESTAR WAY, 92127, (1001)	3,514	5/400	3/17/2017	\$1,430,000	\$407	2012	18341		Y	267-421-30-00
7935 ENTRADA LAZANJA, 92127, (1001)	3,878	4/300	3/24/2017	\$1,498,000	\$386	2004	16105		N	303-151-36-00
14910 VALLE DEL SUR CT, 92127, (1009)	3	0/0	3/9/2017	\$1,900,000	\$0	0	33541		N	312-311-29-00
7987 W ENTRADA DE LUZ, 92127, (1001)	5,008	4/400	3/3/2017	\$2,249,000	\$449	2003			Y	269-232-01-00
14914 VALLE DEL SUR CT, 92127, (1001)	5,417	6/600	3/20/2017	\$2,250,000	\$415	0	28749		N	312-311-25-00
14904 JAY TEE CT, 92127, (1009)	3	0/0	3/20/2017	\$2,712,500	\$0	0	38332		N	312-300-14-00
7527 PLEIN AIRE, 92127, (1001)	4,598	4/400	3/7/2017	\$2,716,000	\$591	2006			Y	269-270-10-00
14990 ENCENDIDO, 92127, (1001)	5,678	3/500	3/9/2017	\$2,825,000	\$498	2015	42648		Y	269-280-43-00
8194 RUN OF THE KNOLLS CT, 92127, (1001)	6,060	5/600	3/10/2017	\$2,995,000	\$494	2009			Y	269-213-31-00
7758 ROAD TO ZANZIBAR, 92127, (1001)	9,420	4/400	3/22/2017	\$3,850,000	\$409	2006	24829		Y	267-210-36-00

	Total Sales	Sales Volume	Avg Price	\$ / Foot
Total	85	\$81,670,500	\$960,829	\$318
92127	52	\$60,827,000	\$1,169,750	\$315
92128	33	\$20,843,500	\$631,621	\$321

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.

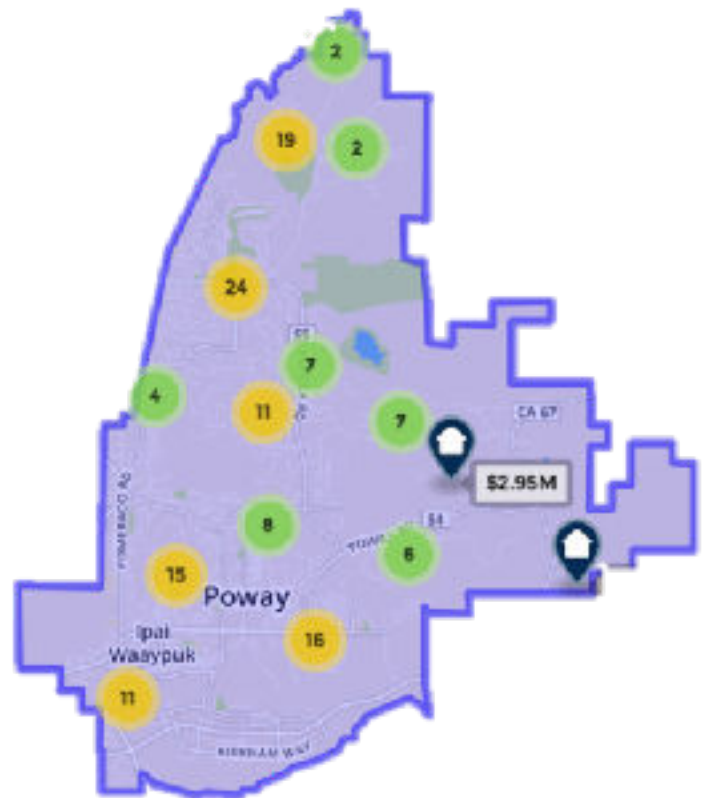


POWAY SPECIALIST



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 (2013 – 2016)	98.5%	96.25%
Avg. Sales Price for Detached Homes (2013 – 2016)	\$889,600	\$572,425
Days on Market (2013 – 2016)	26 Days	44 Days
National		
Avg. Transactions Per Year (2013-2016)	66	11
Listings per Year (2013-2016)	42	4
Years of Experience (2013-2016)	27	11
Sales Volume (2013-2016)	\$67 million	\$1.7 million

Contact Us

ERIC MATZ REAL ESTATE TEAM

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WINDERMERE HOMES & ESTATES

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