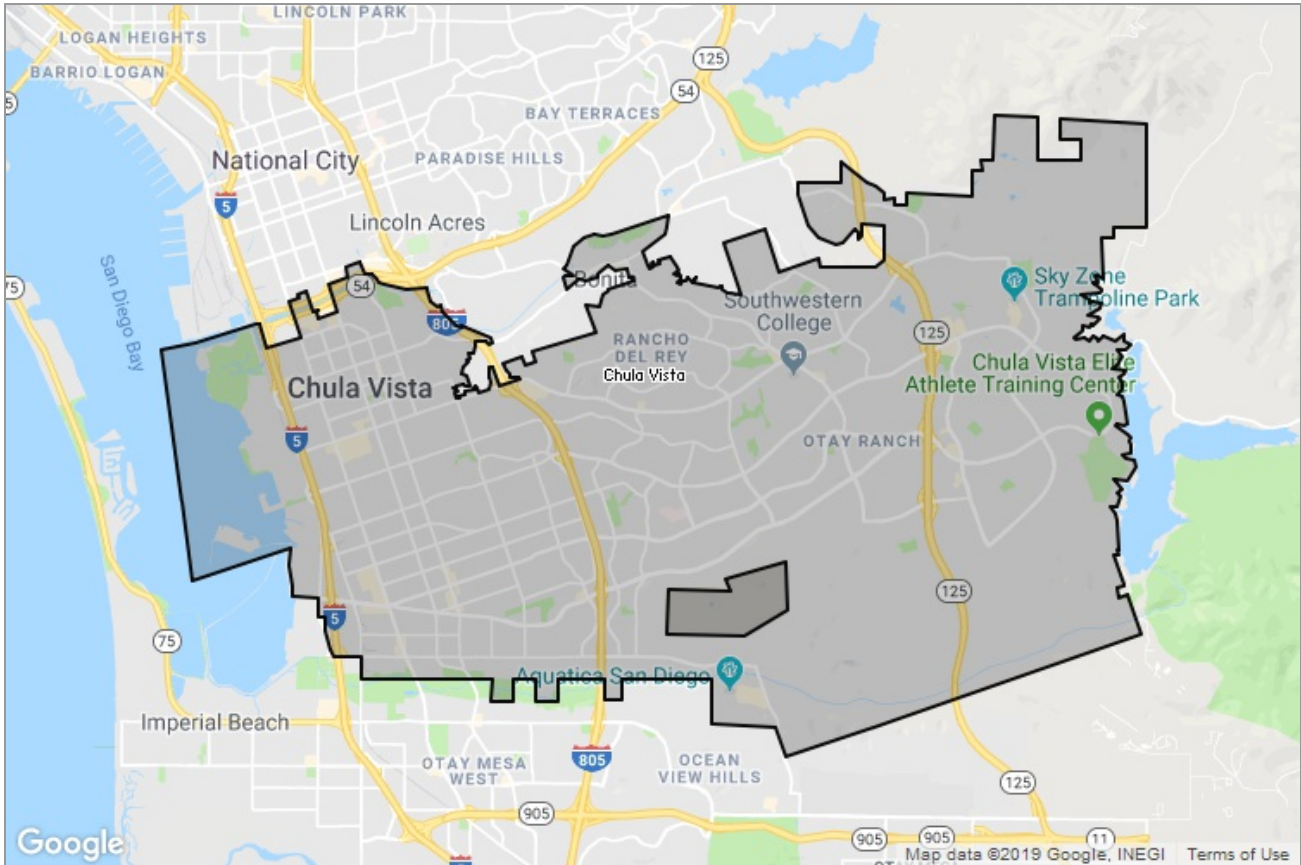




MARKET DATA REPORT

Chula Vista Chamber of Commerce Market Report



Report Characteristics

Report Name:
Chula Vista Chamber of Commerce
Market Report

Report Date Range:
1/2018 – 1/2019

Filters Used:
MLS, Property Type, Location

Avg/Med: Med Only

Run Date: 02/14/2019

Scheduled: No

Presented by

**Pacific Southwest Association of
REALTORS® INC**

| RCE

(619) 421-7811

Other: <http://www.psar.org/>

880 Canarios Court
Suite #100
Chula Vista, CA 91910



Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

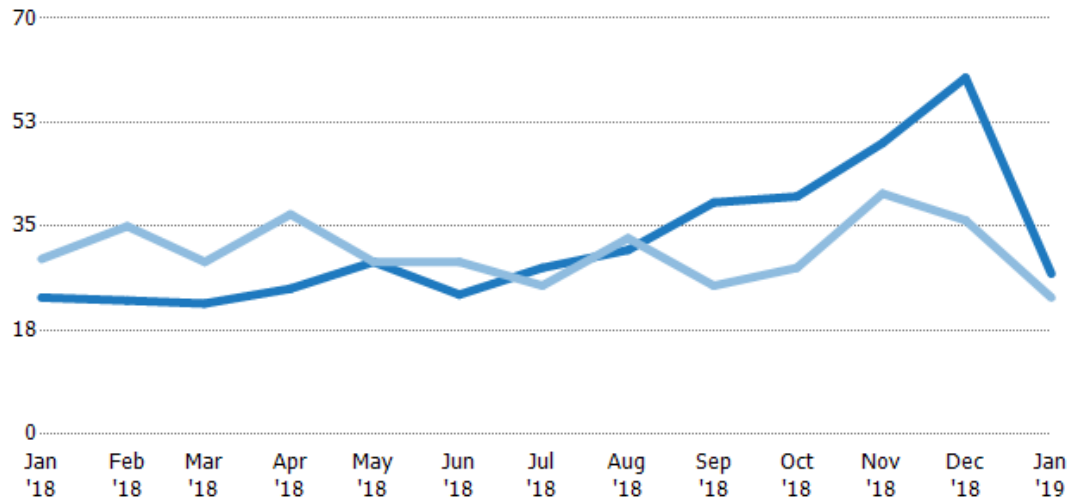
Key Metrics	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
Median Days in RPR	27	23	+17.4%	29.92	30.93	-3.3%
Months of Inventory	3.5	1.4	+148.5%	2.4	2.1	+14.7%
Sales Activity Charts Metrics						
Closed Sales Count	89	135	-34.1%	2,320	2,195	+5.7%
Closed Sales Volume	\$48,658,122	\$70,677,290	-31.2%	\$1,400,817,089	\$1,107,356,286	+26.5%
Median Sales Price	\$517,500	\$511,000	+1.3%	\$513,200	\$488,556	+5%

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

MLSs: 12 of 13
 Custom Area: Chula Vista, California
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Other
 Residential, Single Family
 Residence



Month/Year	Days	% Chg.
Jan '19	27	17.4%
Jan '18	23	-22%
Jan '17	29.5	1.7%

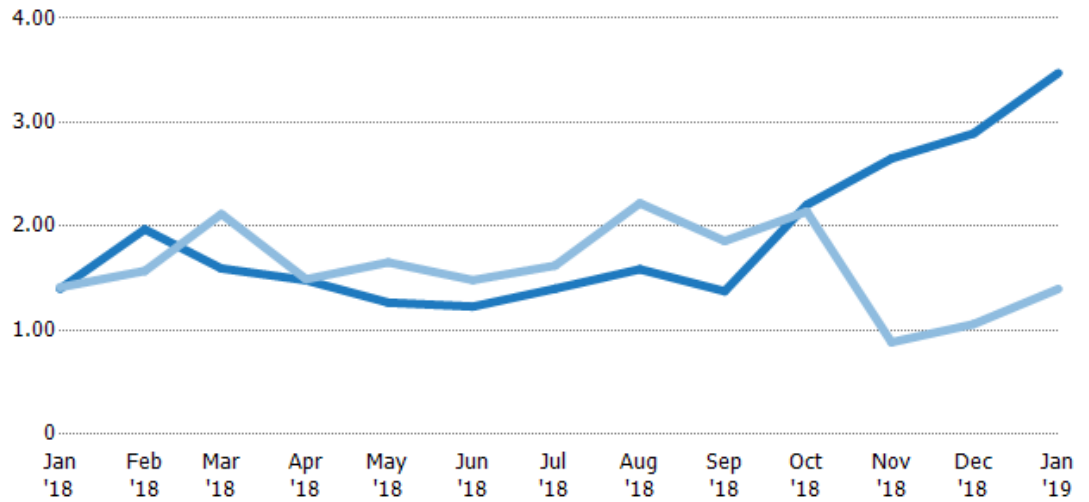
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	23	22.5	22	24.5	29	23.5	28	31	39	40	49	60	27
Prior Year	29.5	35	29	37	29	29	25	33	25	28	40.5	36	23
Percent Change from Prior Year	-22%	-36%	-24%	-34%	0%	-19%	12%	-6%	56%	43%	21%	67%	17%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

MLSs: 12 of 13
 Custom Area: Chula Vista, California
 Saved Area
 Property Type:
 Condo/Townhouse/Apt, Other
 Residential, Single Family
 Residence



Month/Year	Months	% Chg.
Jan '19	3.47	148.5%
Jan '18	1.4	-1.1%
Jan '17	1.41	5.2%

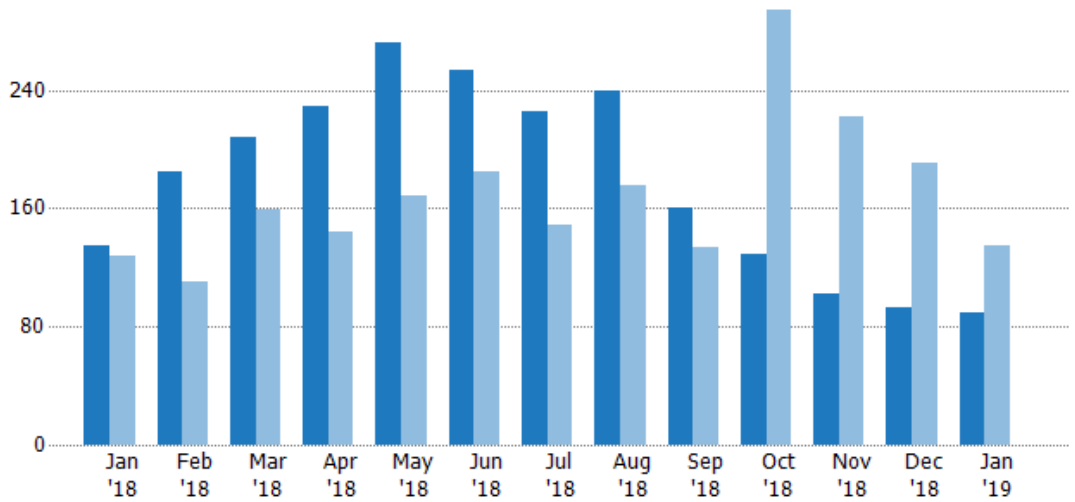
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	1.4	1.97	1.59	1.48	1.27	1.23	1.4	1.59	1.38	2.21	2.65	2.89	3.47
Prior Year	1.41	1.57	2.12	1.49	1.65	1.48	1.62	2.22	1.86	2.14	0.88	1.06	1.4
Percent Change from Prior Year	-1%	25%	-25%	-1%	-23%	-17%	-14%	-29%	-26%	3%	200%	173%	148%

Closed Sales

The total number of residential properties sold each month.

Filters Used

MLSs: 12 of 13
 Custom Area: Chula Vista, California Saved Area
 Property Type:
 Condo/Townhouse/Apt, Other Residential, Single Family Residence



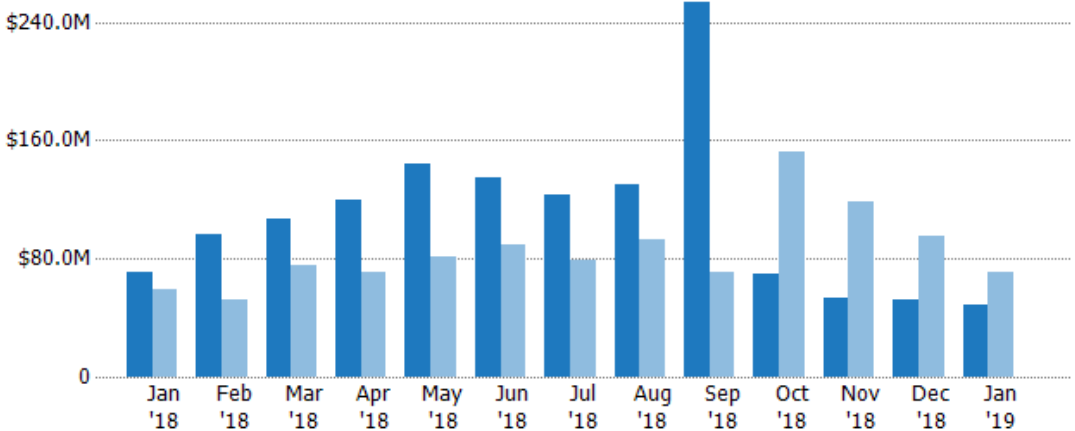
Month/Year	Count	% Chg.
Jan '19	89	-34.1%
Jan '18	135	5.5%
Jan '17	128	-22.7%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

MLSs: 12 of 13
 Custom Area: Chula Vista, California Saved Area
 Property Type:
 Condo/Townhouse/Apt, Other Residential, Single Family Residence



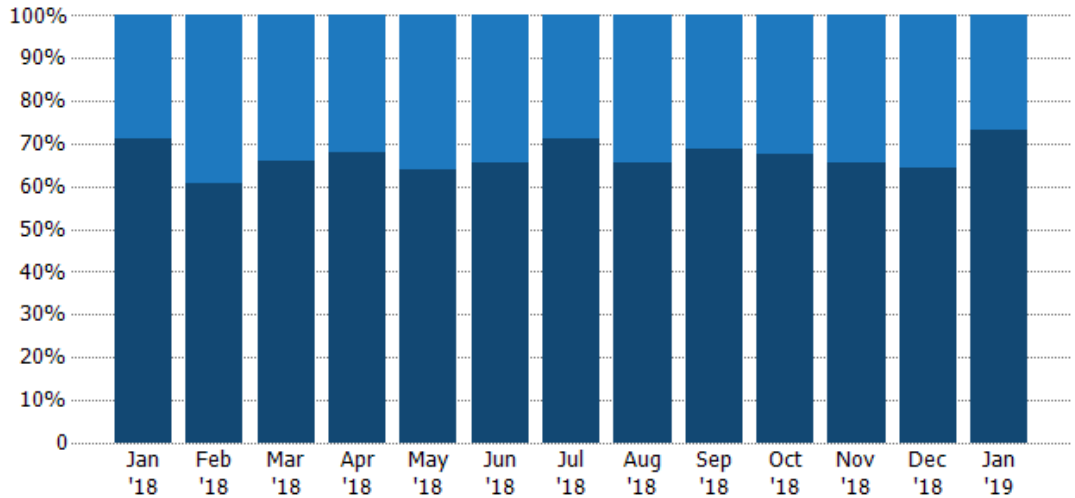
Month/Year	Volume	% Chg.
Jan '19	\$48.7M	-31.2%
Jan '18	\$70.7M	18.5%
Jan '17	\$59.7M	-25.2%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

MLSs: 12 of 13
 Custom Area: Chula Vista, California Saved Area
 Property Type: Condo/Townhouse/Apt, Other Residential, Single Family Residence



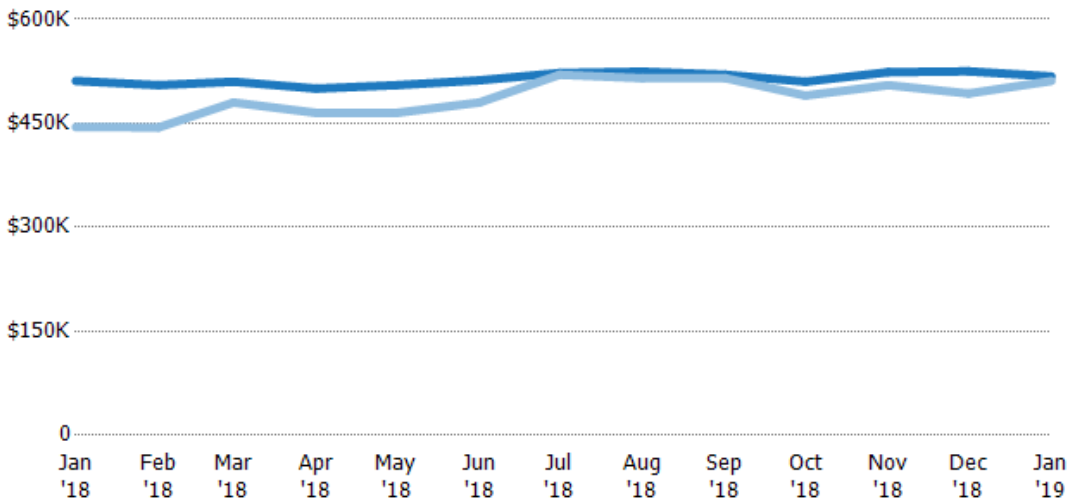
Condo/Townhouse	29%	39%	34%	32%	36%	34%	29%	35%	31%	33%	34%	35%	27%
Single Family Residence	71%	61%	66%	68%	64%	66%	71%	65%	69%	67%	66%	65%	73%

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

MLSs: 12 of 13
 Custom Area: Chula Vista, California Saved Area
 Property Type: Condo/Townhouse/Apt, Other Residential, Single Family Residence



Current Year	\$511K	\$505K	\$510K	\$500K	\$505K	\$512K	\$523K	\$525K	\$520K	\$510K	\$524K	\$525K	\$518K
Prior Year	\$445K	\$444K	\$480K	\$465K	\$465K	\$480K	\$520K	\$515K	\$515K	\$490K	\$505K	\$493K	\$511K
Percent Change from Prior Year	15%	14%	6%	8%	9%	7%	0%	2%	1%	4%	4%	6%	1%