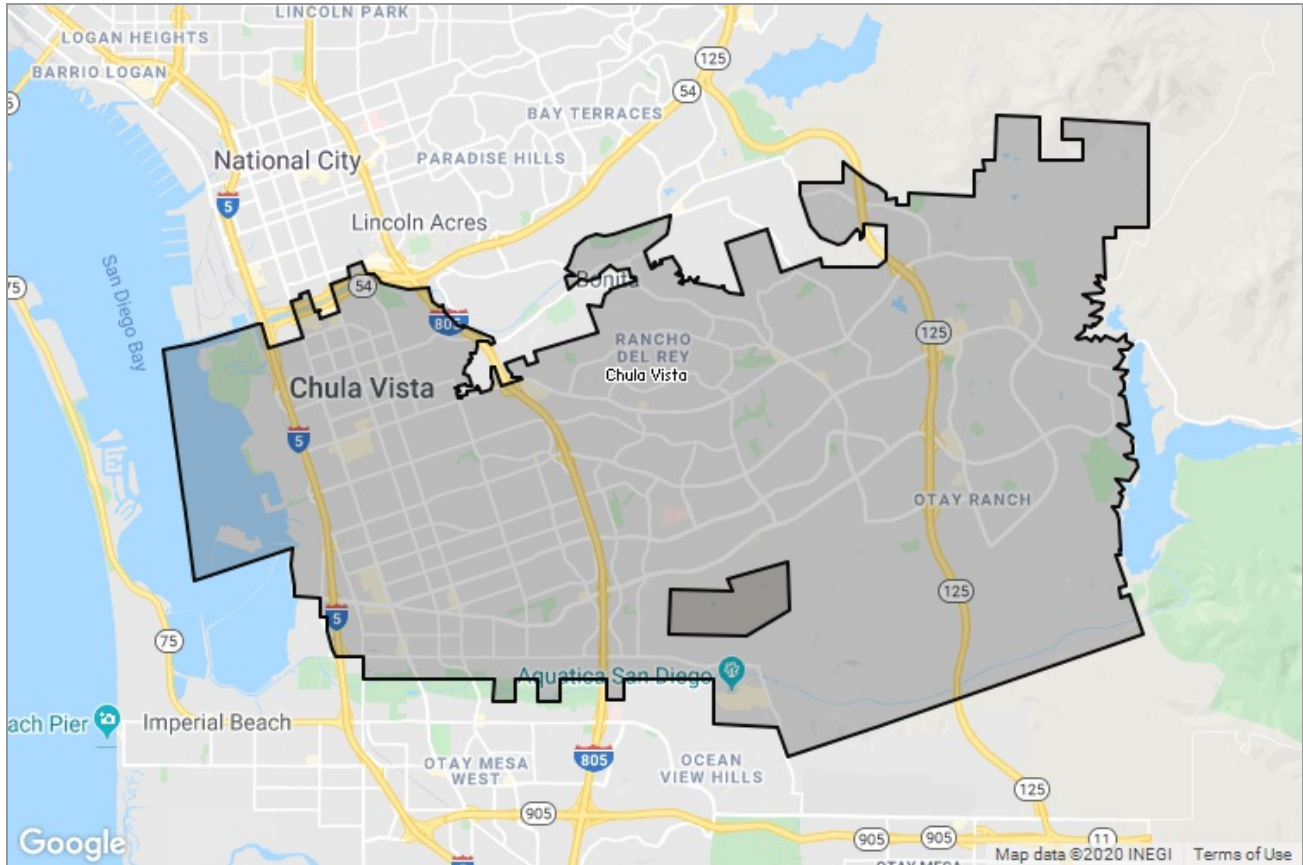




MARKET DATA REPORT

Chula Vista Chamber of Commerce Market Report



Report Characteristics

Report Name:
Chula Vista Chamber of Commerce
Market Report

Report Date Range:
1/2019 – 1/2020

Filters Used:
MLS, Property Type, Location

Avg/Med: Med Only

Run Date: 02/04/2020

Scheduled: No

Presented by

**Pacific Southwest Association of
REALTORS® INC**

(619) 421-7811

Other: <http://www.pсар.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 2020	Jan 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
Median Days in RPR	27	57.5	-53%	39.69	47.47	-16.4%
Months of Inventory	0.8	3.2	-76.4%	1.2	3.9	-70.2%
Sales Activity Charts Metrics						
Closed Sales Count	120	144	-16.7%	2,668	2,538	+5.1%
Closed Sales Volume	\$63,266,881	\$76,886,664	-17.7%	\$1,441,425,349	\$1,349,258,889	+6.8%
Median Sales Price	\$517,500	\$510,000	+1.5%	\$525,953	\$509,993	+3.1%

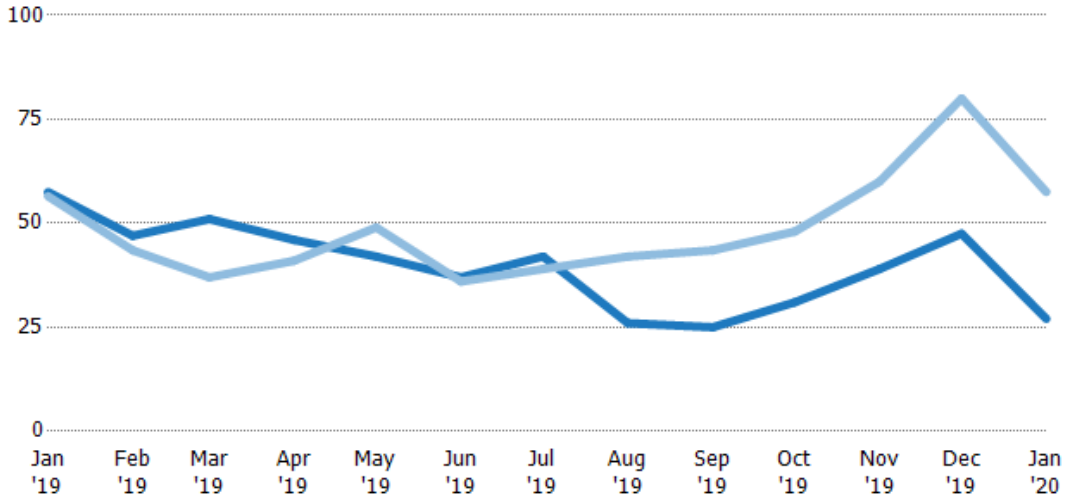


Median Days in RPR

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

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



Month/Year	Days	% Chg.
Jan '20	27	-53%
Jan '19	57.5	1.8%
Jan '18	56.5	72.6%

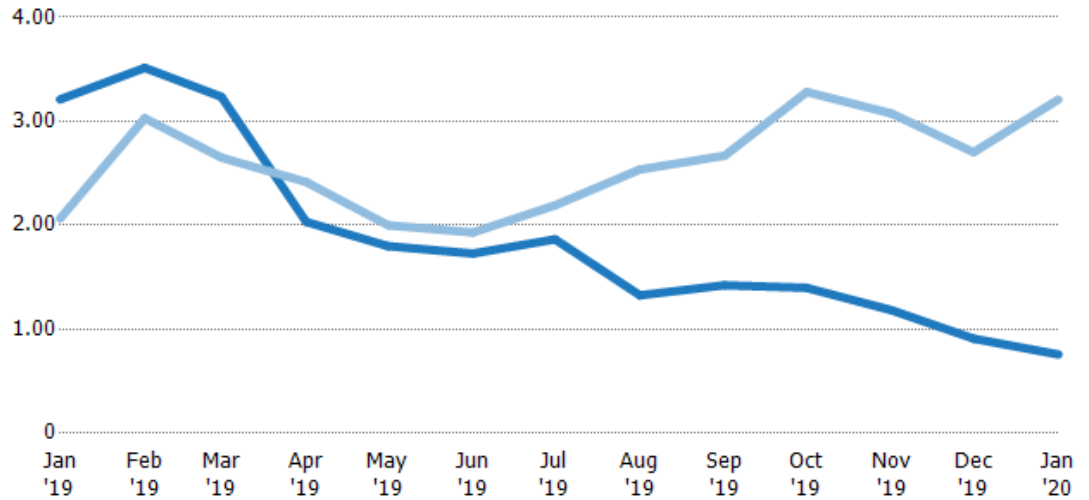
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	57.5	47	51	46	42	37	42	26	25	31	39	47.5	27
Prior Year	56.5	43.5	37	41	49	36	39	42	43.5	48	60	80	57.5
Percent Change from Prior Year	2%	8%	38%	12%	-14%	3%	8%	-38%	-43%	-35%	-35%	-41%	-53%

Months of Inventory

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

Filters Used

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



Month/Year	Months	% Chg.
Jan '20	0.76	-76.4%
Jan '19	3.21	55.5%
Jan '18	2.06	11.4%

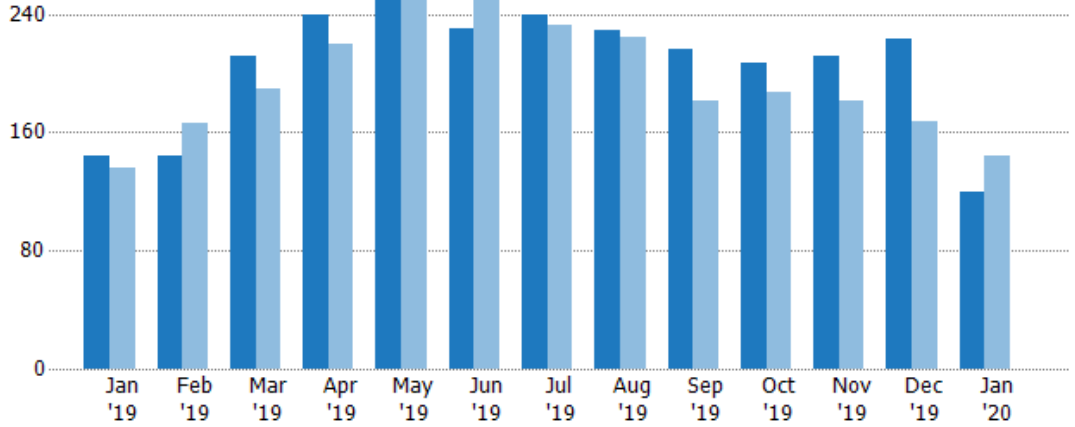
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	3.21	3.51	3.24	2.03	1.8	1.73	1.87	1.33	1.42	1.4	1.18	0.91	0.76
Prior Year	2.06	3.03	2.65	2.42	2	1.93	2.19	2.54	2.67	3.28	3.07	2.7	3.21
Percent Change from Prior Year	56%	16%	22%	-16%	-10%	-10%	-15%	-48%	-47%	-57%	-62%	-66%	-76%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



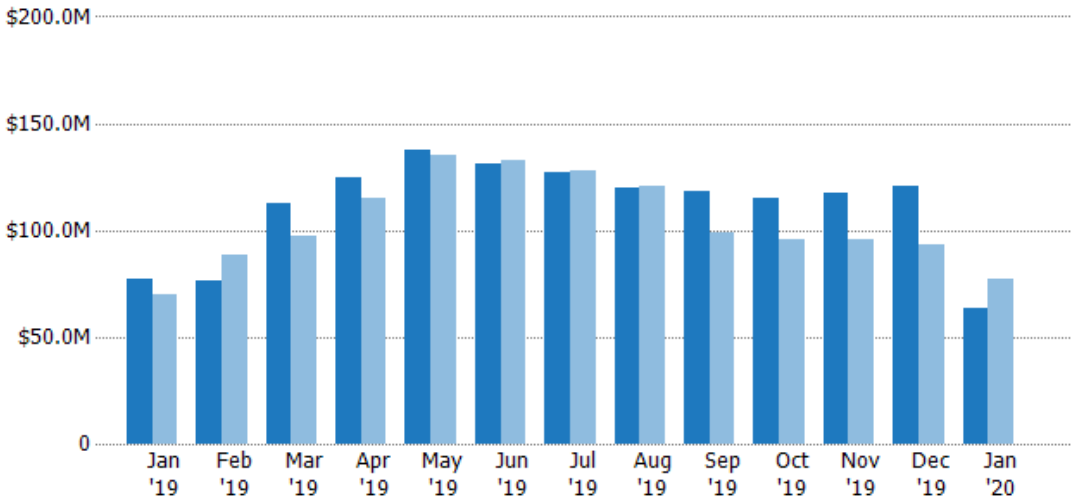
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	144	144	212	239	254	230	239	229	216	207	211	223	120
Prior Year	136	166	190	220	259	250	233	224	181	187	181	167	144
Percent Change from Prior Year	6%	-13%	12%	9%	-2%	-8%	3%	2%	19%	11%	17%	34%	-17%

Closed Sales Volume

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

Filters Used

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



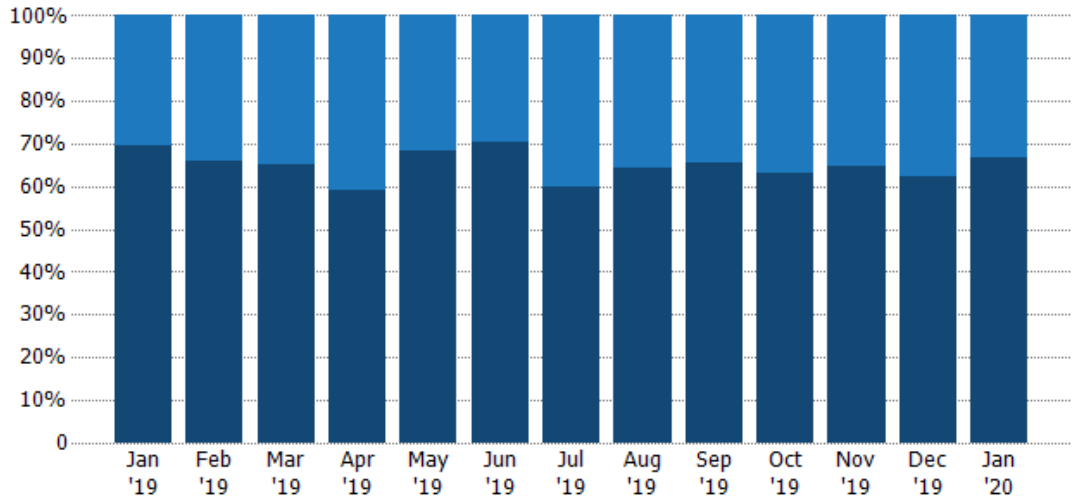
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$76.9M	\$76.3M	\$113M	\$125M	\$138M	\$131M	\$127M	\$120M	\$119M	\$115M	\$117M	\$121M	\$63.3M
Prior Year	\$70.1M	\$88.7M	\$97.4M	\$115M	\$135M	\$133M	\$128M	\$121M	\$98.8M	\$95.9M	\$95.8M	\$93.6M	\$76.9M
Percent Change from Prior Year	10%	-14%	16%	8%	2%	-2%	0%	-1%	20%	20%	23%	29%	-18%

Closed Sales by Property Type

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

Filters Used

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



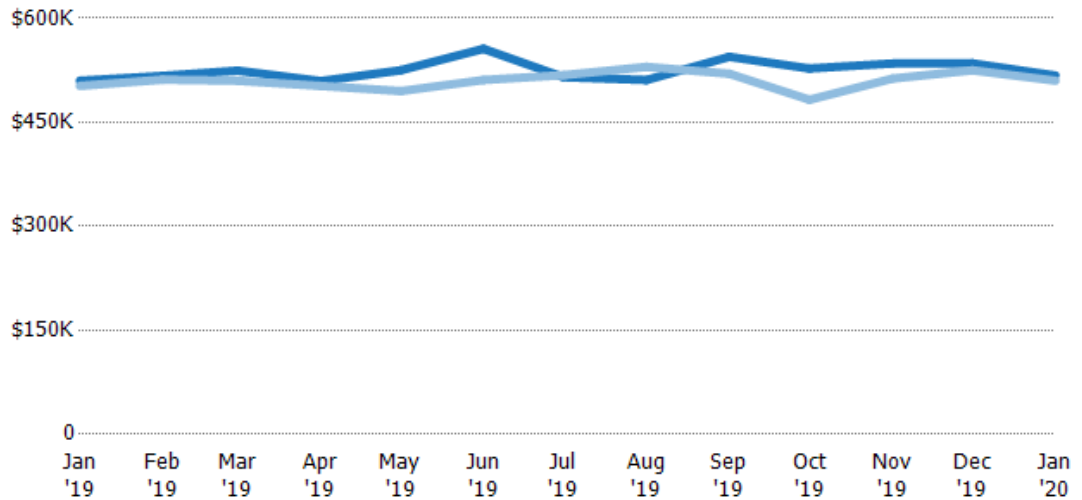
Condo/Townhouse	31%	34%	35%	41%	31%	30%	40%	36%	34%	37%	35%	38%	33%
Single Family Residence	69%	66%	65%	59%	69%	70%	60%	64%	66%	63%	65%	62%	67%

Median Sales Price

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

Filters Used

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



Current Year	\$510K	\$517K	\$525K	\$509K	\$525K	\$556K	\$515K	\$511K	\$545K	\$528K	\$535K	\$535K	\$518K
Prior Year	\$503K	\$512K	\$510K	\$502K	\$495K	\$511K	\$518K	\$530K	\$520K	\$483K	\$513K	\$525K	\$510K
Percent Change from Prior Year	1%	1%	3%	1%	6%	9%	-1%	-4%	5%	9%	4%	2%	1%