



2017

Point Loma Home Sales

SUNSET CLIFFS
1928



Sunset Cliffs

sunset cliffs
2017



ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT
4675 Tivoli	3	1	998	\$956,500	\$958	12
4562 Adair St	3	2	1,153	\$1,065,000	\$924	7
1293 Alexandria Dr	4	2	1,506	\$1,100,000	\$730	6
1097 Alexandria Dr	3	2.5	2,305	\$1,100,000	\$477	28
1111 Alexandria Dr	4	2	2,451	\$1,115,000	\$455	70
1059 Alexandria Dr	4	3	2,152	\$1,140,000	\$530	12
4444 Alhambra St	2	1	926	\$1,150,000	\$1,242	25
4440 Adair St	3	2	1,560	\$1,165,000	\$747	11
1003 Moana Dr	3	2	1,606	\$1,198,500	\$746	8
1265 Devonshire	3	1	998	\$1,225,000	\$1,227	0
1041 Devonshire	2	1	730	\$1,250,000	\$1,712	0
4443 Osprey	3	1	1,120	\$1,250,000	\$1,116	4
4454 Granger St	4	2.5	2,250	\$1,300,000	\$578	28
1102 Sorrento	4	2	1,984	\$1,375,000	\$693	6
1070 Novara	4	2	1,773	\$1,418,000	\$800	69
4584 Leon St	5	2	2,304	\$1,440,000	\$625	51
1132 Savoy	3	4	3,180	\$1,445,000	\$454	76
4581 Alhambra St	4	2	2,139	\$1,525,000	\$713	13
4582 Osprey	4	3.5	2,193	\$1,575,000	\$718	0
4470 Monaco St	3	3.5	2,076	\$1,583,000	\$763	8
907 Cordova	4	3	2,376	\$1,585,000	\$667	0
4491 Marseilles St	4	3	2,430	\$1,595,000	\$656	9
870 Cornish Dr	3	1.5	1,911	\$1,600,000	\$837	2
4534 Leon St	4	3.5	2,469	\$1,725,000	\$699	14
4403 Granger St	5	3	2,699	\$1,739,000	\$644	11
4397 Piedmont	5	4.5	3,578	\$1,785,000	\$499	12
4437 Alhambra St	5	2	3,089	\$1,800,000	\$582	79
4563 Alhambra St	4	3	2,800	\$2,050,000	\$732	25
4436 Alhambra St	5	4	3,555	\$2,100,000	\$591	0
4414 Monaco St	4	4	3,312	\$2,100,000	\$634	83
4483 Adair St	5	4.5	3,274	\$2,230,000	\$681	76
4573 Tivoli	5	4.5	3,409	\$2,400,000	\$704	0
1053 Sunset Cliffs	5	4.5	3,708	\$3,340,000	\$901	12
AVERAGES	4	3	2,243	\$1,558,333	\$759	23

A Note From

Robert

Sunset Cliffs

Year Over Year Review

+22%

-14%

+13%

+6%

+19%

Single Family Homes Sold

33 total transactions from 27

\$ Highest Priced Home

Sold by Robert at \$3,340,000 from \$3,900,000

\$ Lowest Priced Home

Sold at \$956,500 from \$850,000

\$ Median Home Value

\$1,445,000 from \$1,370,000

\$ Total Market Volume

\$51,000,000 from \$43,000,000

18%
Sunset Cliffs

2017
Point Loma Home Sales

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M
2017	33	\$956,500	\$1,445,000	\$3,340,000	1	26	5	1
2016	27	\$850,000	\$1,360,000	\$3,900,000	3	18	4	2
	+22%	+13%	+6%	-14%	-67%	+44%	+25%	-50%

LA PLAYA
1941



LaPlaya

la playa
2017




ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT
3022 Lawrence St	3	2	1,628	\$820,000	\$504	43
365 Rosecrans St	4	2	2,114	\$865,000	\$409	5
3027 Lawrence St	2	2	1,188	\$950,000	\$800	15
940 Rosecrans St	3	2	1,868	\$1,155,000	\$618	44
3310 Martinez	3	2.5	2,631	\$1,289,000	\$490	66
3015 Rogers	3	3	1,976	\$1,297,850	\$657	23
888 Rosecrans St	4	3.5	2,649	\$1,318,700	\$498	3
702 Rosecrans St	4	3	2,310	\$1,691,000	\$732	28
928 Martinez	4	3	2,378	\$1,700,000	\$715	37
3132 McCall	4	3	3,371	\$1,750,000	\$519	40
425 San Gorgonio	n/a	n/a	n/a	\$2,000,000	n/a	107
320 San Elijo St	5	4.5	4,601	\$2,125,000	\$462	88
3190 Jenkins St	5	3.5	4,557	\$2,145,000	\$471	116
880 San Antonio Ave	4	4	3,085	\$2,182,000	\$707	32
887 Golden Park	3	4	3,368	\$2,200,000	\$653	0
594 San Antonio Ave	4	3	2,635	\$2,210,000	\$839	192
810 Armada	4	4	2,934	\$2,392,000	\$815	7
448 San Gorgonio	5	4.5	3,300	\$2,450,000	\$742	142
515 San Elijo St	4	5.5	3,356	\$2,550,000	\$760	9
760 Armada Ter	5	4	4,237	\$2,750,000	\$649	87
515 San Fernando St	5	5	4,831	\$2,950,000	\$611	248
590 San Gorgonio St	5	5.5	4,527	\$3,100,000	\$685	5
983 Scott St	4	4+2	6,500	\$8,575,000	\$1,319	67
AVERAGES	4	3	3,045	\$2,194,154	\$637	61

A Note From


Robert

La Playa


Year Over Year Review




-21%




-52%



+102%



+21%



-30%

Single Family Homes Sold

23 total transactions from 29

\$ Highest Priced Home

Sold at \$8,575,000 from \$17,700,000

\$ Lowest Priced Home

Sold at \$820,000 from \$405,000

\$ Median Home Value

\$2,125,000 from \$1,750,000

\$ Total Market Volume

\$50,000,000 from \$71,000,000

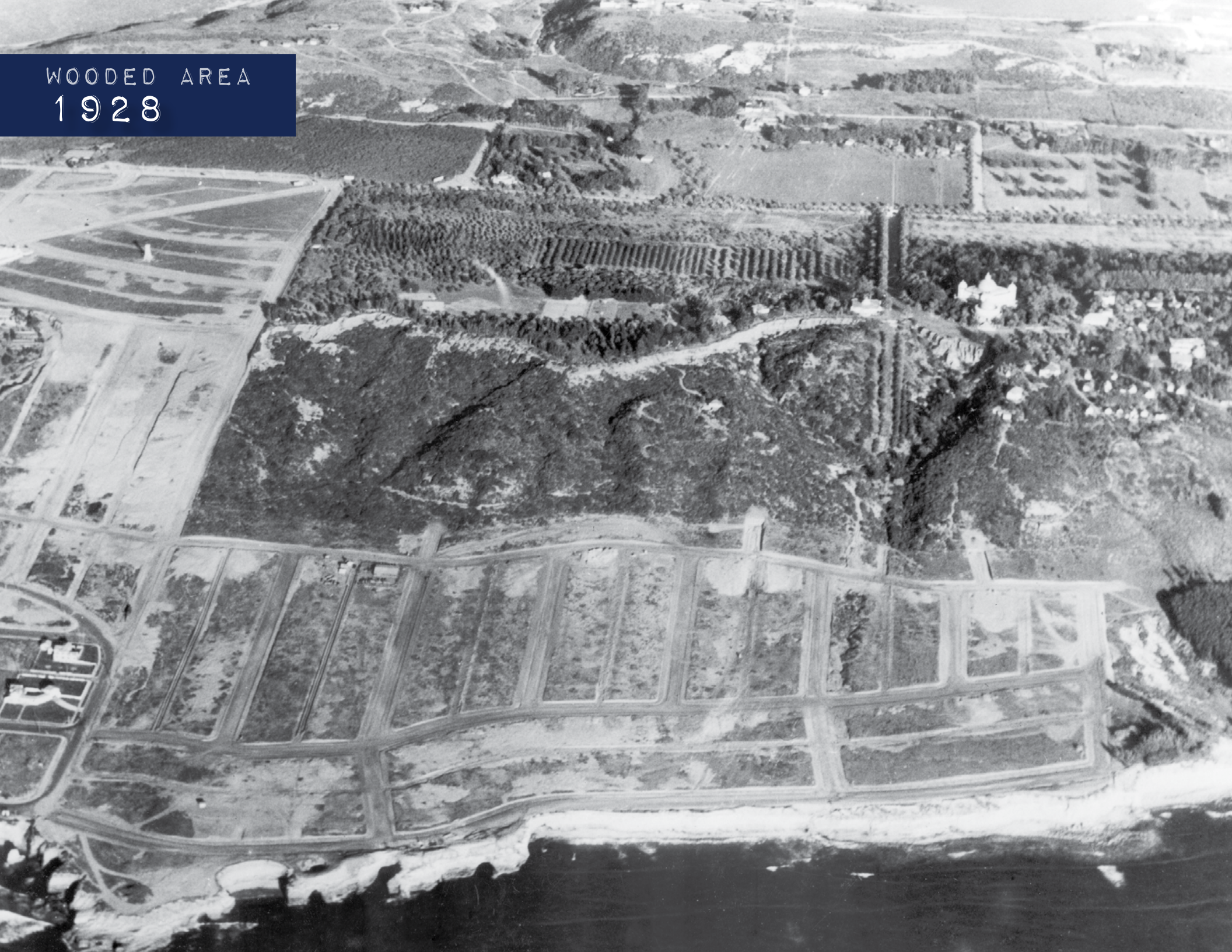
2017 Point Loma Home Sales

17% La Playa

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M
2017	23	\$820,000	\$2,125,000	\$8,575,000	3	7	11	2
2016	29	\$405,000	\$1,750,000	\$17,700,000	6	12	8	3
	-21%	+102%	+21%	-52%	-50%	-42%	+38%	-33%

WOODED AREA
1928



Wooded Area

wooded area
2017



ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT
855 Loma Valley Pl	4	2	1,609	\$838,000	\$521	15
3728 Wilcox St	2	1	848	\$860,000	\$1,014	5
3758 Charles St	3	2	1,665	\$900,000	\$541	30
930 Gage	3	2.5	1,800	\$945,000	\$525	22
3570 Charles St	3	2	1,896	\$1,035,000	\$546	0
3592 Charles St	3	2	1,820	\$1,149,000	\$631	0
938 Tarento	3	3	2,038	\$1,170,000	\$574	21
3741 Pio Pico	3	2.5	2,294	\$1,175,000	\$512	4
3548 Charles St	4	2.5	2,560	\$1,250,000	\$488	33
630 Gage	2	2	2,008	\$1,284,000	\$639	6
3625 Pio Pico	4	2	2,139	\$1,380,000	\$645	11
360 Silvergate	4	2.5	2,773	\$1,615,000	\$582	11
3658 Dudley St	4	4	3,002	\$1,730,000	\$576	4
3751 Wilcox St	4	3.5	3,579	\$1,750,000	\$489	5
784 Silvergate Ave	4	3.5	3,040	\$1,870,000	\$615	37
3616 Rosecroft Ln	4	3.5	3,820	\$2,356,250	\$617	139
3640 Pio Pico	5	4+2	5,229	\$3,000,000	\$574	52

AVERAGES	3	2	2,478	\$1,429,838	\$594	23
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+55%

Single Family Homes Sold

17 total transactions from 11



+59%

\$ Highest Priced Home

Sold by Robert at \$3,000,000 from \$1,890,000 (also by Robert)



+16%

\$ Lowest Priced Home

Sold at \$838,000 from \$720,000



-11%

\$ Median Home Value

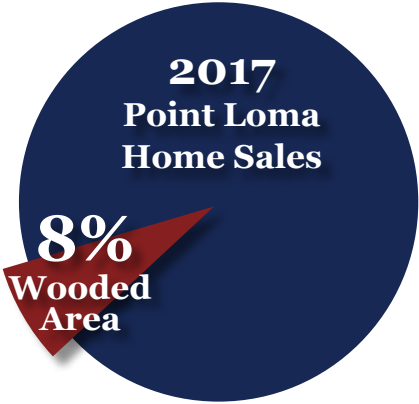
\$1,212,500 from \$1,370,000



+71%

\$ Total Market Volume

\$24,000,000 from \$14,000,000



Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M
2017	17	\$838,000	\$1,212,500	\$3,000,000	4	10	1	1
2016	11	\$720,000	\$1,370,000	\$1,890,000	5	6	--	--
	+55%	+16%	-11%	+59%	-20%	+67%	--	--


FLEETRIDGE
1929



Fleetridge

fleetrIDGE
2017



ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT
1003 Catalina Blvd	4	2	1,765	\$887,000	\$503	14
1003 Manor Way	3	2	1,731	\$1,005,000	\$581	244
3826 Liggett Dr	3	2	2,093	\$1,109,000	\$530	23
3511 Addison	4	3.5	3,365	\$1,225,000	\$364	38
3802 Point Loma Ave	4	3	2,391	\$1,330,000	\$556	8
4071 Liggett Dr	4	3	2,812	\$1,336,000	\$475	13
1163 Fleetridge Dr	4	3	2,550	\$1,400,000	\$549	8
1402 Carleton	4	2.5	2,600	\$1,400,000	\$538	42
1465 Liggett Way	4	2.5	2,560	\$1,415,500	\$553	17
1504 Garrison Pl	3	3	2,380	\$1,442,880	\$606	11
3611 Fenelon	3	2	2,529	\$1,575,000	\$623	3
3672 Liggett Dr	4	3	2,278	\$1,699,000	\$746	291
3681 Liggett Dr	7	5	4,466	\$1,850,000	\$414	144
3541 Carleton St 	4	4	2,403	\$2,060,000	\$857	21
AVERAGES	4	3	2,566	\$1,409,599	\$564	63

A Note From

Robert

Fleetridge

Year Over Year Review



+17%



-18%



+15%



+18%



+33%

Single Family Homes Sold

14 total transactions from 12

\$ Highest Priced Home

Sold by Robert at \$2,060,000 from \$2,500,000

\$ Lowest Priced Home

Sold at \$887,000 from \$770,000

\$ Median Home Value

\$1,400,000 from \$1,188,000

\$ Total Market Volume

\$20,000,000 from \$15,000,000



Year Over Year \$ Sales & # Unit Distribution

ROSEVILLE
1928



Roseville

roseville
2017



ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT
3336 Talbot St	3	1.5	1,000	\$742,000	\$742	28
1098 Evergreen St	2	1	1,239	\$800,000	\$646	24
3242 Talbot	3	2	1,188	\$835,000	\$703	43
3411 Lowell St	4	3	1,898	\$837,000	\$441	36
3220 Jarvis St	3	2	1,301	\$840,000	\$646	26
3135 Emerson St	3	2	1,184	\$850,000	\$718	32
1469 Evergreen	3	2	1,760	\$925,000	\$525	6
3111 Fenelon	4	3	2,523	\$949,000	\$376	9
1671 Willow St	3	2	1,876	\$950,000	\$506	6
3335 Lowell St	4	2.5	2,421	\$995,000	\$411	23
1881 Evergreen	4	3	2,008	\$1,000,000	\$498	7
3235 Fenelon St	5	2.5	1,996	\$1,100,000	\$551	33
1071 Akron	4	2	2,303	\$1,141,225	\$496	59
1576 Willow St	3	3.5	1,616	\$1,145,000	\$709	6
3220 Ingelow St	3	2	2,034	\$1,150,000	\$565	4
3329 Lowell St	4	3	3,466	\$1,178,000	\$340	33
1165 Bangor St	4	4.5	2,568	\$1,450,000	\$565	5
3536 Lowell St	3	3.5	3,122	\$1,465,000	\$469	52
1122 Akron St	3	3.5	2,570	\$1,465,000	\$570	52
3234 Trumbull St	5	3.5	2,660	\$1,500,000	\$564	117
1320 Willow St	4	3	2,800	\$1,600,000	\$571	0
3295 Trumbull St	3	3.5	2,442	\$1,605,000	\$657	15
1575 Plum	3	3	2,777	\$1,670,000	\$601	8
3332 Hill St	4	3.5	2,627	\$1,950,000	\$742	7

AVERAGES	4	3	2,141	\$1,172,593	\$567	26
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A Note From

Robert

Roseville

Year Over Year Review



+41%



+5%



+2%



-3%



+40%

Single Family Homes Sold

24 total transactions from 17

\$ Highest Priced Home

Sold at \$1,950,000 from \$1,859,000

\$ Lowest Priced Home

Sold at \$742,000 from \$727,000

\$ Median Home Value

\$1,121,000 from \$1,157,000

\$ Total Market Volume

\$28,000,000 from \$20,000,000



Year Over Year \$ Sales & # Unit Distribution

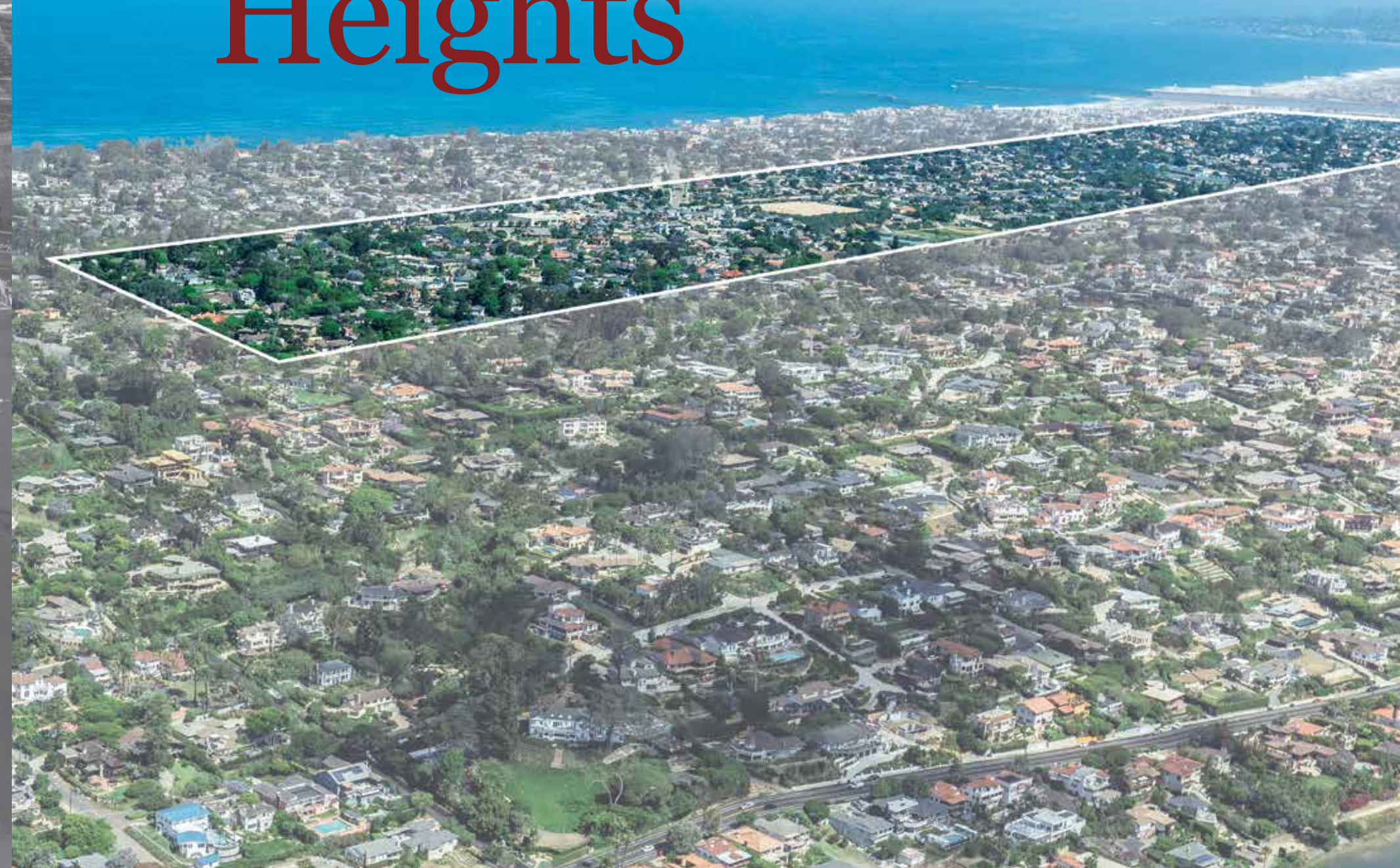
YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M
2017	24	\$742,000	\$1,121,000	\$1,950,000	10	14		
2016	17	\$727,000	\$1,157,000	\$1,859,000	6	11		
	+41%	+2%	-3%	+5%	+67%	+27%		


POINT LOMA HEIGHTS
1939








Point Loma Heights

point loma heights
2017



ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/ MKT
3774 Udall St 	2	1	759	\$595,000	\$784	13
3808 Atascadero	3	1	1,100	\$615,000	\$559	45
4024 Tennyson	2	1	1,287	\$632,500	\$491	6
3542 Wawona Dr	3	2	1,280	\$739,900	\$578	58
1827 Chatsworth Blvd	2	1	1,036	\$740,000	\$714	7
4243 Orchard	4	2	1,592	\$750,000	\$471	40
4103 Tennyson	2	2	899	\$751,000	\$835	7
1927 Catalina Blvd	3	1	1,334	\$755,000	\$566	8
1886 Chatsworth Blvd	3	2	1,415	\$755,000	\$534	50
3751 Wawona Dr	2	1	1,238	\$775,000	\$626	0
3846 Atascadero Dr	2	1	1,168	\$791,000	\$677	75
4415 Muir	3	2	1,729	\$800,000	\$463	0
3915 Coronado Ave	3	1	1,175	\$835,000	\$711	4
3919 Bernice Dr	3	2	1,376	\$840,000	\$610	40
2048 Catalina Blvd	4	2	1,948	\$845,000	\$434	27
3781 La Cresta Dr	3	2	1,403	\$845,000	\$602	106
3955 Orchard Ave	3	1	1,019	\$855,000	\$839	20
3860 Bernice Dr	3	1	1,223	\$862,000	\$705	9
3853 Narragansett	3	2	1,482	\$865,000	\$584	9
4017 Coronado Ave	4	2	1,376	\$867,000	\$630	16
3851 Centraloma Dr	5	2	1,941	\$900,000	\$464	7
4125 Tennyson	3	3	2,009	\$905,000	\$450	0
4320 Del Mar Ave	2	2,5	1,468	\$915,000	\$623	14
3822 Centraloma Dr	3	2	1,352	\$920,000	\$680	56
3927 Bernice Dr	2	2	1,558	\$925,000	\$594	6
3905 Coronado Ave	2	2	1,276	\$930,000	\$729	16
3826 Coronado Ave	4	2.5	2,450	\$930,000	\$380	112
4428 Point Loma Ave	2	1	1,075	\$940,000	\$874	7
4385 Narragansett	2	1	840	\$960,000	\$1,143	92

ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/ MKT
4157 Catalina Pl	3	2	1,574	\$962,500	\$612	14
1407 Santa Barbara St	3	2.5	2,426	\$980,000	\$404	51
3859 Centraloma Dr	4	2	1,614	\$985,000	\$611	16
4251 Coronado Ave	3	2	1,839	\$990,000	\$538	3
4275 Coronado Ave	3	2	1,200	\$1,000,000	\$833	23
4415 Long Branch	3	1.5	1,545	\$1,003,000	\$649	13
1937 Guizot 	3	2	1,884	\$1,010,000	\$536	7
1944 Catalina Blvd	4	2.5	2,096	\$1,015,000	\$484	3
4411 Santa Monica	5	4	2,868	\$1,025,000	\$357	23
4045 Narragansett	3	2	1,329	\$1,067,500	\$803	8
4437 Brighton Ave	3	2	1,488	\$1,085,000	\$729	15
4420 Pescadero Ave	3	1.5	1,979	\$1,100,000	\$556	0
4386 Newport Ave	3	2.5	1,848	\$1,100,000	\$595	19
3971 Del Mar Ave	3	2	1,870	\$1,139,710	\$609	19
4422 Del Monte	4	2.5	2,016	\$1,150,000	\$570	6
4490 Bermuda Ave	4	3	1,988	\$1,165,000	\$586	50
3740 Narragansett 	4	4	2,484	\$1,200,000	\$483	37
4444 Del Mar Ave	3	2	1,540	\$1,225,000	\$795	13
4461 Brighton	5	3.5	2,637	\$1,269,000	\$481	73
4430 Newport Ave 	5	4	3,062	\$1,295,000	\$423	19
4204 Point Loma	3	3.5	2,554	\$1,335,000	\$523	19
4460 Del Mar Ave	3	2	1,414	\$1,350,000	\$955	7
3950 La Cresta Drive	5	3	3,335	\$1,505,000	\$451	32
4453 Orchard 	5	2+2	2,631	\$1,600,000	\$608	9
4483 Santa Monica 	4	3	2,772	\$1,610,000	\$581	13
4443 Pescadero	4	4.5	3,817	\$2,460,000	\$644	6
1865 Sefton	8	5.5	6,769	\$2,524,500	\$373	91
AVERAGES						
	3	3	1,828	\$1,035,529	\$610	26



+65%



+13%



-2%



+7%



+81%

Single Family Homes Sold

56 total transactions from 34

\$ Highest Priced Home

Sold at \$2,524,500 from \$2,230,000

\$ Lowest Priced Home

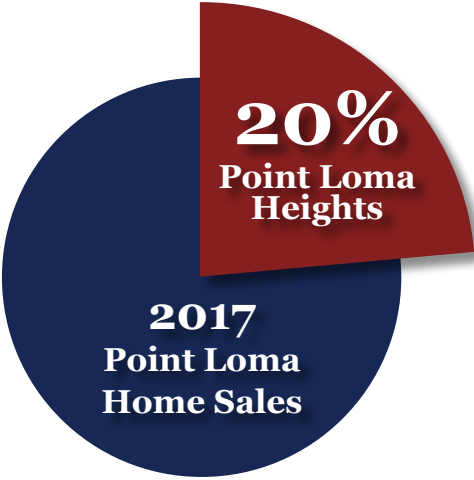
Sold at \$595,000 from \$605,000

\$ Median Home Value

\$950,000 from \$887,000

\$ Total Market Volume

\$58,000,000 from \$32,000,000



Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M
2017	56	\$595,000	\$950,000	\$2,524,500	33	21	2	
2016	34	\$605,000	\$887,000	\$2,230,000	22	11	1	
	+65%	-2%	+7%	+13%	+50%	+91%	+100%	



LOMA PORTAL
1937



loma portal
2017

Loma Portal

ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT
2144 Capistrano	2	1	999	\$695,000	\$636	0
3132 Larga Ct	3	2	1,462	\$695,000	\$475	0
2827 Poinsettia	2	2	1,341	\$725,000	\$540	9
3503 Udall St	3	2	1,615	\$738,000	\$457	62
3676 Oleander Dr	2	1	829	\$740,000	\$893	8
3611 Oleander Dr	3	2	1,525	\$740,000	\$485	83
3111 Newell	2	1	952	\$740,000	\$777	11
3503 Quimby St	3	1	1,787	\$763,000	\$427	106
3691 Leland St	4	2	1,652	\$800,000	\$484	13
3115 Russell	4	2	1,360	\$811,000	\$596	2
3681 Leland St	4	4	2,335	\$819,500	\$351	118
2852 Nipoma St	3	2	1,330	\$820,000	\$617	10
2305 Warrington	3	2.5	2,307	\$820,000	\$355	41
2331 Palermo Dr	3	2	1,450	\$825,000	\$569	7
3653 Kingsley	3	2	1,247	\$832,000	\$667	4
3361 Wisteria	3	1	1,008	\$835,000	\$828	2
3033 Elliott St	2	1	1,269	\$839,000	\$661	4
3120 Freeman St	4	3	2,387	\$845,000	\$354	25
3426 Xenophon	3	2	1,480	\$850,000	\$574	9
3725 Kingsley	3	2	1,284	\$865,000	\$674	6
2422 Chatsworth	5	3	2,556	\$880,000	\$344	4
2844 Poinsettia Dr	3	2	1,601	\$880,000	\$550	7
3637 Kingsley St	3	2	1,680	\$880,000	\$524	3
3436 Curtis St	3	2	1,496	\$905,000	\$605	17
3420 Tennyson St	3	2	1,403	\$935,000	\$666	9
3252 Goldsmith	3	2	1,700	\$950,000	\$559	9
3425 Xenophon	5	2	2,165	\$955,000	\$441	70
2760 Chatsworth Blvd	3	2	1,865	\$980,000	\$525	28
3443 Zola	4	3.5	2,823	\$984,000	\$349	42
3136 Browning St	3	2	1,665	\$985,000	\$592	12

619.852.8827	Robert@RobertRealtySD.com			RobertRealtySD.com		
ADDRESS	BR	BA	SQ FT	SALES PRICE	\$/SF	DAYS/MKT
2655 Locust St	4	3	2,001	\$985,000	\$492	9
3020 Goldsmith	5	2.5	2,072	\$989,000	\$477	5
3695 Alcott	4	2	1,766	\$990,000	\$561	7
3443 Elliott St	3	3	1,819	\$1,030,000	\$566	0
2708 Poinsettia Dr	4	3.5	2,479	\$1,040,000	\$420	10
3443 Freeman St	4	3	2,062	\$1,040,000	\$504	36
3650 Curtis St	3	2	1,940	\$1,050,000	\$541	0
2304 Plum St	3	2	2,057	\$1,050,000	\$510	16
3322 Curtis St	4	4	1,974	\$1,055,000	\$534	27
3412 Browning	4	2.5	1,870	\$1,058,000	\$566	8
3748 Kingsley St	4	3	2,968	\$1,065,000	\$359	36
3327 Freeman St	4	3	2,431	\$1,065,000	\$438	8
3503 Browning St	4	3	2,830	\$1,075,000	\$380	19
3701 Curtis St	4	3	2,050	\$1,100,000	\$537	7
3205 Edith Ln	3	3	2,580	\$1,100,000	\$426	33
3047 Macaulay St	5	4	2,444	\$1,125,000	\$460	6
3435 Yonge	4	3	2,760	\$1,150,000	\$417	0
2750 Chatsworth Blvd	3	2.5	2,724	\$1,155,000	\$424	68
3336 Elliott St	4	3	2,482	\$1,175,000	\$473	8
3140 Xenophon	3	2	1,682	\$1,185,000	\$705	21
3238 Browning St	4	4	2,625	\$1,251,000	\$477	8
3305 Voltaire	4	4	3,173	\$1,295,000	\$408	32
2020 Willow	4	4.5	2,626	\$1,325,000	\$505	8
3202 Udall	4	3.5	3,785	\$1,345,000	\$355	102
2454 Evergreen St	4	4	2,820	\$1,410,000	\$500	17
2835 Nipoma St	6	3	3,000	\$1,435,000	\$478	0
3656 Hyacinth Dr	5	3	3,174	\$1,455,000	\$458	20
3224 Sterne St	4	3.5	3,200	\$1,525,000	\$477	30
3620 Curtis St	4	3.5	3,078	\$1,675,000	\$544	9
AVERAGES	4	3	2,052	\$1,004,568	\$518	22



+74%

Single Family Homes Sold
59 total transactions from 34



+5%

\$ Highest Priced Home
Sold at \$1,675,000 from \$1,600,000



+1%

\$ Lowest Priced Home
Sold at \$695,000 from \$690,000



+6%

\$ Median Home Value
\$985,000 from \$925,000



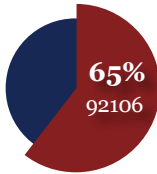
+84%

\$ Total Market Volume
\$59,000,000 from \$32,000,000



Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# < \$1M	# \$1M - \$2M	# \$2M - \$3M	# > \$3M
2017	59	\$695,000	\$985,000	\$1,675,000	33	26		
2016	34	\$690,000	\$925,000	\$1,600,000	23	11		
	+74%	+1%	+6%	+5%	+43%	+136%		



-11%

Single Family Homes Sold

155 total transactions from 175



53%

Homes Sold

Between \$1,000,000 & \$2,000,000



+15%

\$ Median Home Value

\$1,125,000 from \$975,000



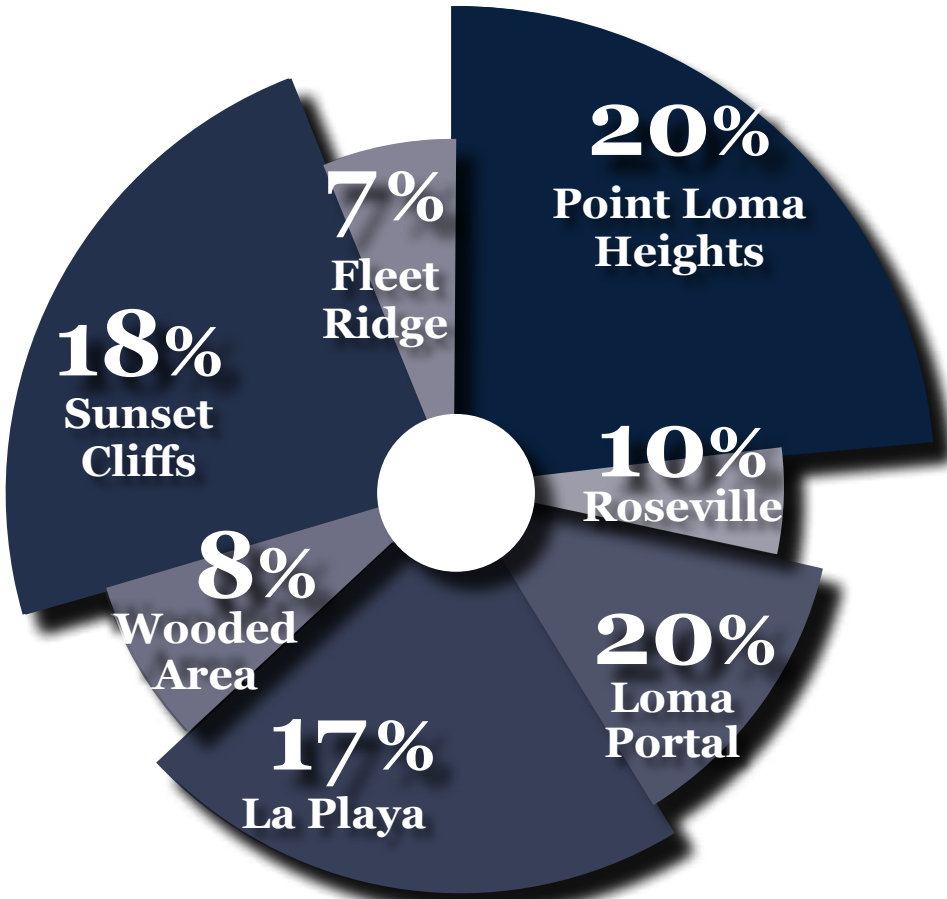
-10%

\$ Total Market Volume

\$201,000,000 from \$223,000,000

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M
2017	155	\$635,000	\$1,125,000	\$8,575,000	58	82	12	3
2016	175	\$450,000	\$975,000	\$17,700,000	92	70	10	3
		-11%	+41%	+15%	-52%	-37%	+17%	+20%



Single Family Homes Sold

121 total transactions from 113

Homes Sold

Between \$1,000,000 & \$2,000,000

\$ Median Home Value

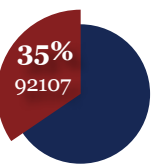
\$1,068,000 from \$895,000

\$ Total Market Volume

\$142,000,000 from \$120,000,000

Year Over Year \$ Sales & # Unit Distribution

YEAR	#	\$ LOW	\$ MEDIAN	\$ HIGH	# <\$1M	# \$1M - \$2M	# \$2M - \$3M	# >\$3M
2017	121	\$543,000	\$1,068,000	\$3,340,000	52	60	8	1
2016	113	\$405,000	\$895,000	\$3,900,000	66	40	5	2
		+7%	+34%	+19%	-14%	-21%	+50%	+60%



+7%



51%



+19%



+18%



#1 in Point Loma

\$400+ Million Sold Since 2007



What Does This Mean To You?

1.

Your Home Will Sell.

Robert Has Buyers.

2.

Your Home Will Sell For More Money.

Robert's Sellers Earn 13% More Money.

3.

Your Home Will Sell Faster.

Robert's Homes Sell In Half The Time.

x20
MORE

+13%
MORE \$

1/2
TIME

Robert Outperforms

Robert Does 20 Times More Business Than The Average Agent.
Robert: \$63,000,000+ / Average Agent < \$2,000,000

Robert Sells Homes For More \$

Robert Sells Homes For 13% More \$\$\$ Than The Average Agent.
109% \$ Sold/\$ List Ratio Compared To 96%.

Robert Sells Homes Faster

Robert Sells Homes Twice As Fast As The Average Agent.
Average Of 17 Days On Market Compared to 35.

Your Home Will Sell

Faster & For More Money.

92106 & 92107

AGENT	PRODUCTION	SOLD/LIST	DAYS ON MARKET
Robert	\$62,000,000+	109%	17
Average Agent	< \$2,000,000	96%	35

x20
MORE

+13%
MORE \$

1/2
TIME

“The Sellers Behind The Numbers”



Dennis & Pat McKenna
Former Owners | 1053 Sunset Cliffs

"We have bought and sold several properties over the years in San Diego. We have used the top rated agents in the area for these transactions. Our latest transaction, a sale of a multi-million estate in Point Loma started with an agent from one of our past sales. This was not successful. We engaged Robert Realty. We achieved success. Robert has a unique process that is a winner! In our experience this puts him in a category a step above the best. We would not engage in another real estate transaction in San Diego without Robert representing us."



Mark Peeling
Former Owner | 3758 Charles

"Thank you for selling our family home.
Purchased for \$1,400 and sold for \$900,000.
Grandma made a good investment."



Stephen Hrubby
Trustee | 1041 Devonshire

"I was looking for a real estate agent, I am an out of town trustee for an estate which owned a home to sell in the Sunset Cliffs neighborhood. Every agent I considered had a beautifully posed photo, except Robert. I looked at Robert's chosen image and said, that is an agent who is confident in his abilities and has a crafted message in every communication. Later I told him the service level he is providing is defining what anticipatory concierge should be. His dedication to helping me fulfill my fiduciary obligation to the trust's beneficiaries was the epitome of professionalism."



Chad & Maya Cline
Current Owners | 4483 Adair

"First of all, Robert sold our house in four days. He was very knowledgeable and made the process of selling as easy as I could imagine. Secondly, he helped us buy a home which our family loves! Again, Robert did a great job. I think he's doing this job because he loves it, and the work and product that comes out of his passion for the business is unmistakable. Thanks for everything, Robert!"



Robert Ingram
Former Owner | 1881 Evergreen

"Robert said 'let me do the marketing' and that he did extremely well. He was on top of every step along the way, including advance preparation at his expense and risk. A handshake was his bond. He led us through the process like a champ. We can highly recommend him!"



Leila & Todd
Former Owners Rocking out at Coldplay | 3426 Xenophon

"Robert simplifies the Real Estate process. He promised a quick, easy, hands-off selling experience. And he delivered! He exceeded our expectations in every way. He is easy to work with, responsive, and focused. We will never use another agent in San Diego!"



Cynthia Zapara
Former Owner | 3132 McCall

"Robert Realty gets the job done! But additionally, Robert's Realty takes care of the hassles when putting your house on the market. He made the process literally effortless. They moved furniture, did minor repairs, hauled away unnecessary items and arranged window washers. And my children were happy because there were always freshly baked cookies waiting for them after open-house days."



Chad & Maya Cline
Former Owners | 3075 Malaga

"Robert is the best for selling your home. He helped us sell our house extremely fast with a simple close. He has his finger on the pulse of Point Loma and is a Realtor you can trust!"



Jim Hoffman
Former Owner | 1469 Evergreen

"Robert promised a lot before we listed and delivered it all.
Very quick sale and great price."



Gary & Pat Beyschau
Former Owners | 887 Golden Park

"Refreshing!
A handshake means something!
Do what you say. Say what you mean."



Tim & Brenda Fleming
Current Owners | 887 Golden Park

"Robert is truly the most amazing real estate professional that we have ever worked with. We are retiring to San Diego and Robert found us the perfect view property in La Playa. He is a Point Loma expert with knowledge of values, opportunities, and seemingly everyone in the community. His professionalism and integrity are beyond reproach. His enthusiasm, diligence and expertise were apparent throughout our purchase. We are very grateful for Robert's guidance and we would strongly recommend him to anyone searching for a home in Point Loma."

Robert's 2017 Sales | \$63+ Million in 2017

\$400+ Million Sold Since 2007 • #1 in Point Loma



3774 Udall
Represented Buyer & Seller
Sold in 13 Days!



1150 Anchorage #307
Represented Seller
Sold in 0 Days, Off Market!



3427 Sterne St
Represented Buyer & Seller
Sold in 1 Day!



1150 Anchorage #501
Represented Seller
Sold in 2 Days!



3426 Xenophon
Represented Seller
Sold in 9 Days!



3135 Emerson
Represented Buyer & Seller
\$718 / Sq Ft



1150 Anchorage #307
Represented Buyer & Seller
\$527 / Sq Ft



3758 Charles
Represented Buyer & Seller
Sold in 30 Days!



1469 Evergreen
Represented Seller
Sold in 6 Days!



3335 Lowell
Represented Seller
Sold in 23 Days!



1881 Evergreen
Represented Buyer & Seller
Sold in 7 Days!



1937 Guizot
Represented Seller
Sold in 7 Days!



2270 Soto
Represented Seller
Sold in 23 Days!



1059 Alexandria
Represented Buyer & Seller
Sold in 12 Days!



938 Tarento
Represented Seller
Sold in 21 Days!



3740 Narragansett
Represented Seller
Sold in 37 Days!



3075 Malaga
Represented Buyer & Seller
Sold in 4 Days!



1265 Devonshire
Represented Buyer & Seller
Sold in 4 Days!



1041 Devonshire
Represented Buyer & Seller
\$1,712 / Sq Ft



4430 Newport Ave
Represented Seller
Sold in 19 Days!



1165 Bangor
Represented Seller
Sold in 5 Days



4453 Orchard
Represented Seller
Sold in 9 Days!



4483 Santa Monica
Represented Seller
Sold in 13 Days!



3751 Wilcox
Represented Seller
Sold in 5 Days!



3132 McCall
Represented Seller
Sold in 20 Days!



425 San Geronio
Represented Seller
\$200 / Sq Ft Dirt Lot



3541 Carleton
Represented Seller
\$857 / Sq Ft



887 Golden Park
Represented Buyer & Seller
Sold in 0 Days, Off Market!



4483 Adair
Represented Buyer



3640 Pio Pico
Represented Buyer & Seller
\$573 / Sq Ft



1053 Sunset Cliffs
Represented Buyer & Seller
\$900 / Sq Ft

Robert's 2017 Homes Sales • YTD

\$63,672,500 • 109% Sold/List Price

ADDRESS	REPRESENTED	PRICE/SQ FT	DAYS / MKT	LIST PRICE	SALES PRICE	TOTAL PRODUCTION
4924 Vandever	SELLER	\$508	9	\$295,000	\$450,000	\$450,000
918-920 E 16th St	SELLER	\$300	14	\$450,000	\$490,000	\$490,000
1150 Anchorage #501	SELLER	\$492	2	\$825,000	\$815,000	\$815,000
3955 Wabaska #6	DUAL	\$430	5	\$395,000	\$425,000	\$850,000
3426 Xenophon	SELLER	\$574	9	\$795,000	\$850,000	\$850,000
1150 Anchorage #307	SELLER	\$528	n/a	\$875,000	\$875,000	\$875,000
1469 Evergreen	SELLER	\$526	6	\$795,000	\$925,000	\$925,000
3335 Lowell	SELLER	\$411	23	\$995,000	\$995,000	\$995,000
1937 Guizot	SELLER	\$536	7	\$895,000	\$1,010,000	\$1,010,000
1036 Madison	SELLER	\$636	7	\$795,000	\$1,115,000	\$1,115,000
2270 Soto	SELLER	\$432	23	\$995,000	\$1,132,500	\$1,132,500
938 Tarento	SELLER	\$574	21	\$995,000	\$1,170,000	\$1,170,000
3774 Udall	DUAL	\$784	13	\$495,000	\$595,000	\$1,190,000
3740 Narragansett	SELLER	\$483	37	\$1,195,000	\$1,200,000	\$1,200,000
1150 Anchorage #307	DUAL	\$362	66	\$599,995	\$600,000	\$1,200,000
3427 Sterne St	DUAL	\$750	1	\$595,000	\$625,000	\$1,250,000
4430 Newport Ave	SELLER	\$423	19	\$1,295,000	\$1,295,000	\$1,295,000
1165 Bangor	SELLER	\$565	5	\$999,500	\$1,450,000	\$1,450,000
4453 Orchard	SELLER	\$608	9	\$1,595,000	\$1,600,000	\$1,600,000
4483 Santa Monica	SELLER	\$581	13	\$1,375,000	\$1,610,000	\$1,610,000
3135 Emerson	DUAL	\$718	32	\$875,000	\$850,000	\$1,700,000
3751 Wilcox	SELLER	\$489	5	\$1,750,000	\$1,750,000	\$1,750,000
3132 McCall	SELLER	\$519	20	\$1,695,000	\$1,750,000	\$1,750,000
3758 Charles	DUAL	\$541	30	\$930,000	\$900,000	\$1,800,000
425 San Gorgonio	SELLER	n/a	107	\$2,000,000	\$2,000,000	\$2,000,000
1881 Evergreen	DUAL	\$498	7	\$995,000	\$1,000,000	\$2,000,000
3541 Carleton	SELLER	\$857	21	\$2,200,000	\$2,060,000	\$2,060,000
4483 Adair	BUYER	n/a	n/a	n/a	n/a	\$2,230,000
1059 Alexandria	DUAL	\$530	12	\$995,000	\$1,140,000	\$2,280,000
3075 Malaga	DUAL	\$355	4	\$995,000	\$1,200,000	\$2,400,000
1265 Devonshire	DUAL	\$1,227	0	\$995,000	\$1,225,000	\$2,450,000
1041 Devonshire	DUAL	\$1,712	0	\$995,000	\$1,250,000	\$2,500,000
887 Golden Park	DUAL	\$653	0	\$2,000,000	\$2,200,000	\$4,400,000
3640 Pio Pico	DUAL	\$574	52	\$2,175,000	\$3,000,000	\$6,000,000
1053 Sunset Cliffs	DUAL	\$928	13	\$3,695,000	\$3,440,000	\$6,880,000

AVERAGES

\$552

17

\$39,254,495
100%

\$42,542,500
109%

\$63,672,500

#1 in Point Loma

**\$400+ Million
Sold Since 2007**

ROBERT ANTONIADIS

Broker | CalBRE #01727428

(619) 852-8827

Robert@RobertRealtySD.com



Call, Text or Email Robert
for a No Obligation Consultation.

(619) 852-8827

USA \$20 | CHINA \$35



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