

2023
SAN DIEGO NORTH COUNTY
FIRST QUARTER REPORT

PRESENTED BY
JENNIFER ANDERSON



ANDERSON COASTAL
GROUP

COMPASS

OVERVIEW

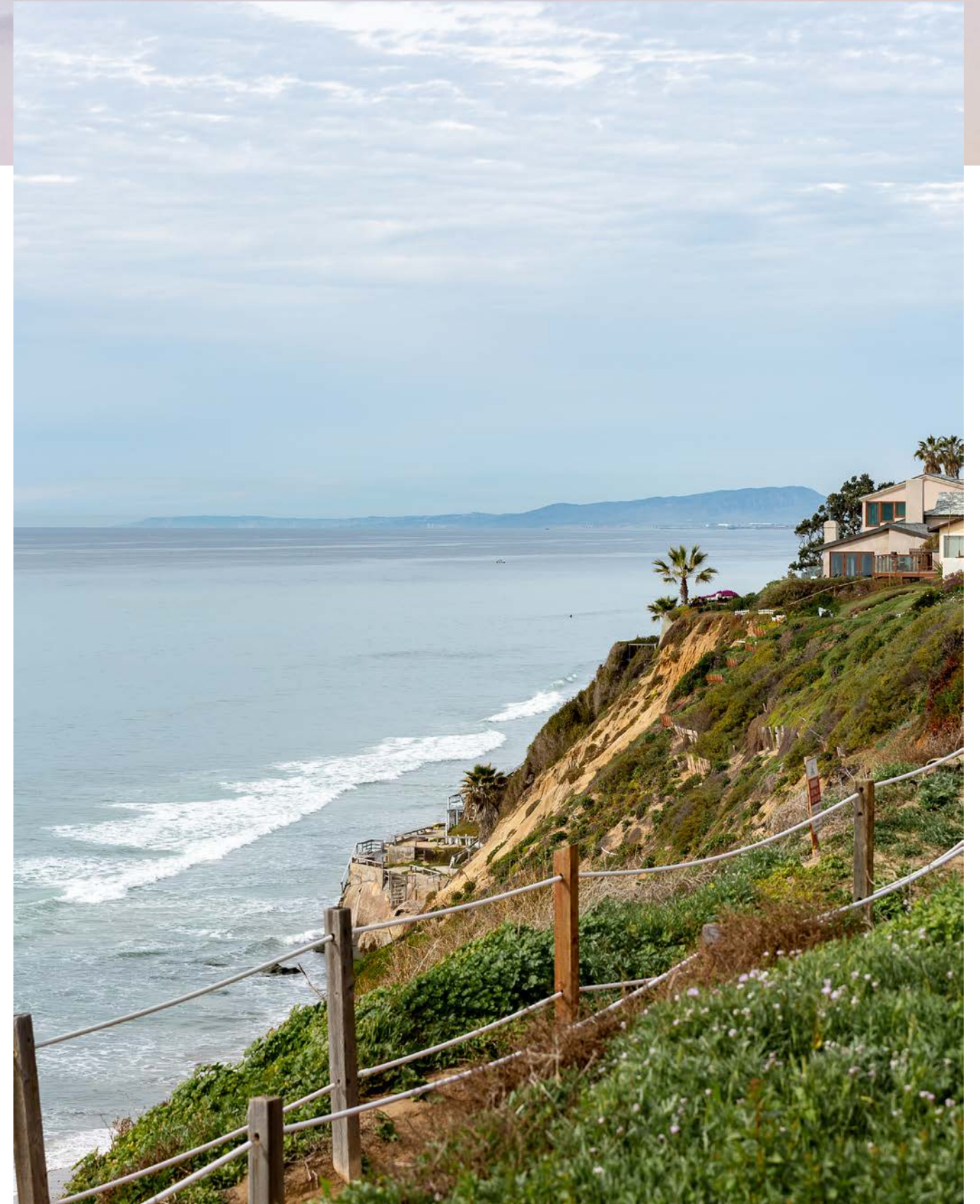
Across the country and here in San Diego County, the housing market has gone through a lot of change in the last few years. Between the pandemic, inventory shortage, and quickly rising interest rates, many speculated we were headed for a housing crash similar to 2008.

But despite a slight cooldown at the end of 2022, things seem to be heating back up again, signaling that Q4 was the bottom of the recent real estate market cycle. Many homeowners have mortgages below 3% and this has created a strain on inventory. Despite higher interest rates compared to a year ago, homes below \$2.5M have seen a significant increase in activity and competition. In my personal experience, the first quarter of 2023 has brought back multiple offers on almost every home our clients were interested in purchasing. In many cases, buyers waived their inspection and appraisal contingencies, and homes sold for over asking price. In fact, I'd say if these trends continue we will be back to a strong seller's market in most areas of the county.

Even in the face of recent bank closures, we haven't seen the drastic ripple effect we'd normally expect when it comes to real estate lending. As you'll see in the coming pages, some submarkets saw a slight uptick in cash transactions and others saw a small decrease, but the split seemed relatively well-balanced despite bank collapses and higher interest rates compared to 2022, though still low on the overall historical spectrum.

In the latest on interest rates, the Federal Reserve does seem to be taking a different approach in 2023, raising rates at a slower and more deliberate pace. Caught between the tug-of-war between high inflation and financial/price stability, we ended the first quarter with the 30-year fixed rate at 6.3%. But Forbes reported that they expect 30-year mortgage rates will end 2023 at 5.2%.

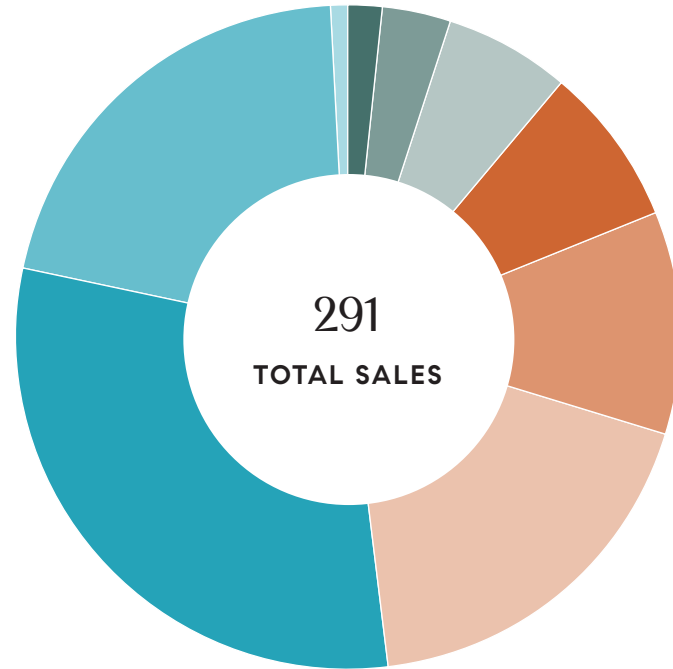
The market peaked between Q1 and Q2 last year, so it's not unexpected that this year's statistics are lower when comparing year to year. While home appreciation has cooled slightly since then, it will be interesting to see if pent-up buyer demand will move prices back up to peak pricing if rates continue to decline. Either way we see strong indicators that we are in for a busy and successful San Diego summer.



Q4 2022 STATS

SALES BY PRICE

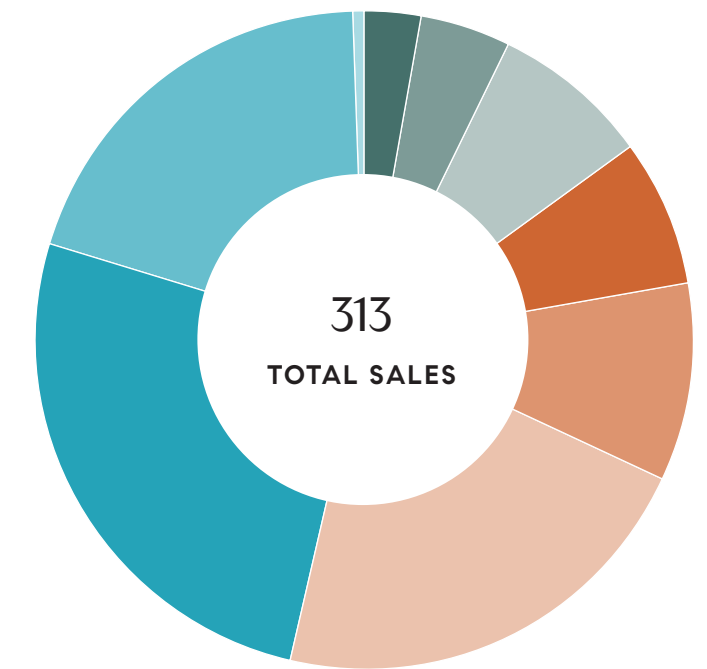
\$8M+	5
\$6M-\$8M	10
\$4M-\$6M	18
\$3M-\$4M	22
\$2.5M-\$3M	32
\$2M-\$2.5M	53
\$1.5M-\$2M	88
\$1M-\$1.5M	61
<\$1M	2
Total Sales	291



Q1 2023 STATS

SALES BY PRICE

\$8M+	9
\$6M-\$8M	14
\$4M-\$6M	24
\$3M-\$4M	23
\$2.5M-\$3M	30
\$2M-\$2.5M	68
\$1.5M-\$2M	82
\$1M-\$1.5M	62
<\$1M	1
Total Sales	313



MEDIAN SALES PRICES (\$M)

AREA	SALES PRICE	YOY% CHANGE	
Del Mar	\$2.95M	-11%	▼
Solana Beach	\$2.10M	-3%	▼
Encinitas	\$1.90M	-7%	▼
Carlsbad	\$1.65M	9%	▲
Carmel Valley	\$2.07M	-2%	▼
Rancho Santa Fe	\$4.50M	5%	▲

MEDIAN SALES PRICES (\$M)

AREA	SALES PRICE	YOY% CHANGE	
Del Mar	\$2.50M	-31%	▼
Solana Beach	\$2.30M	-17%	▲
Encinitas	\$2.10M	6%	▲
Carlsbad	\$1.60M	-7%	▼
Carmel Valley	\$2.09M	-17%	▼
Rancho Santa Fe	\$4.45M	-7%	▲

AVERAGE SALES PRICES (\$M)

AREA	SALES PRICE	YOY% CHANGE	
Del Mar	\$3.68M	-17%	▼
Solana Beach	\$2.30M	-15%	▼
Encinitas	\$2.30M	-7%	▼
Carlsbad	\$1.75M	6%	▲
Carmel Valley	\$2.45M	8%	▲
Rancho Santa Fe	\$4.73M	2%	▲

AVERAGE SALES PRICES (\$M)

AREA	SALES PRICE	YOY% CHANGE	
Del Mar	\$3.42M	-14%	▼
Solana Beach	\$2.80M	-21%	▼
Encinitas	\$2.54M	6%	▲
Carlsbad	\$1.70M	-7%	▼
Carmel Valley	\$2.44M	-8%	▼
Rancho Santa Fe	\$4.83M	-6%	▼

QUARTERLY SALES

TOTAL ANNUAL SALES ALL REGIONS

2012	2,795
2013	2,833
2014	2,498
2015	2,637
2016	2,673
2017	2,678
2018	2,395
2019	2,390
2020	2,681
2021	2,702
2022	1,608
2023 YTD	313



QUARTERLY SALES

SALES BY PRICE RANGE · ALL REGIONS

RANGE	Q1 2023	Q4 2022	Q1 2022	Q4 2021	10-YEAR AVG Q1 SALES	10-YEAR AVG Q4 SALES
\$8M+	9	5	12	12	5	4
\$6M-\$8M	14	10	14	11	5	5
\$4M-\$6M	24	18	43	40	15	15
\$3M-\$4M	23	22	56	50	24	25
\$2.5M-\$3M	30	32	54	53	25	28
\$2M-\$2.5M	68	53	59	75	39	44
\$1.5M-\$2M	82	88	101	155	78	91
\$1M-\$1.5M	62	61	64	131	139	171
<\$1M	1	2	7	12	145	185
TOTAL	313	291	410	539	475	568

NUMBER OF SALES BY REGION

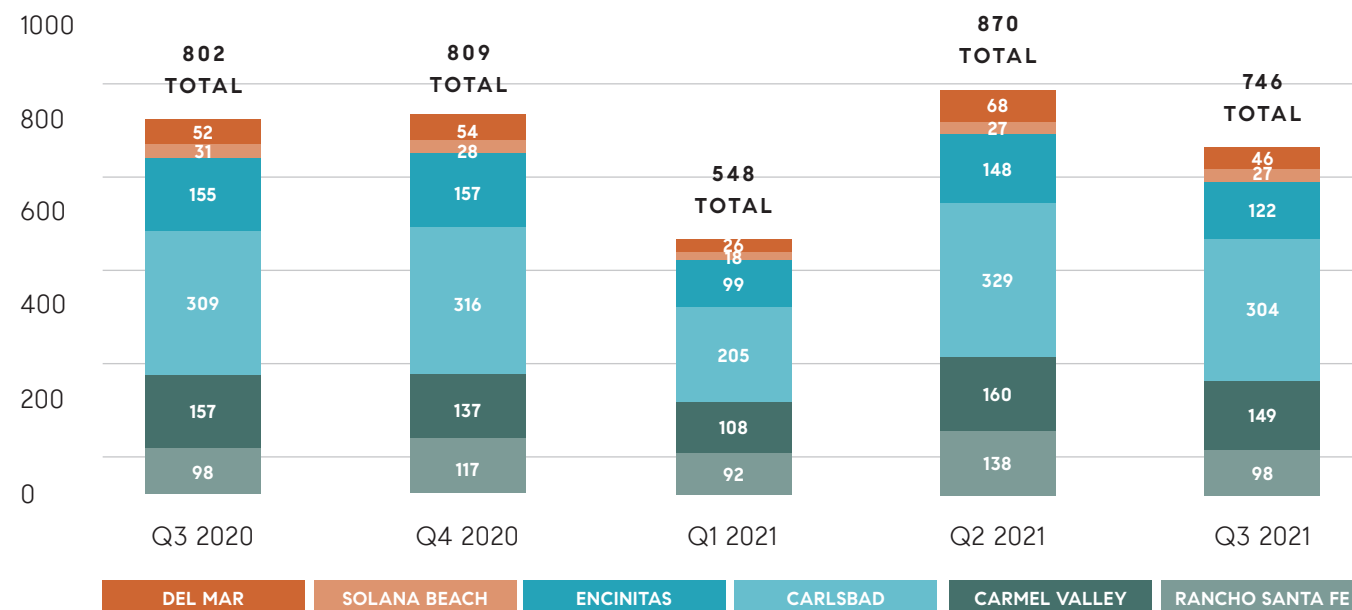


CHART CONTINUES ON NEXT PAGE →

NUMBER OF SALES BY REGION (CONT.)

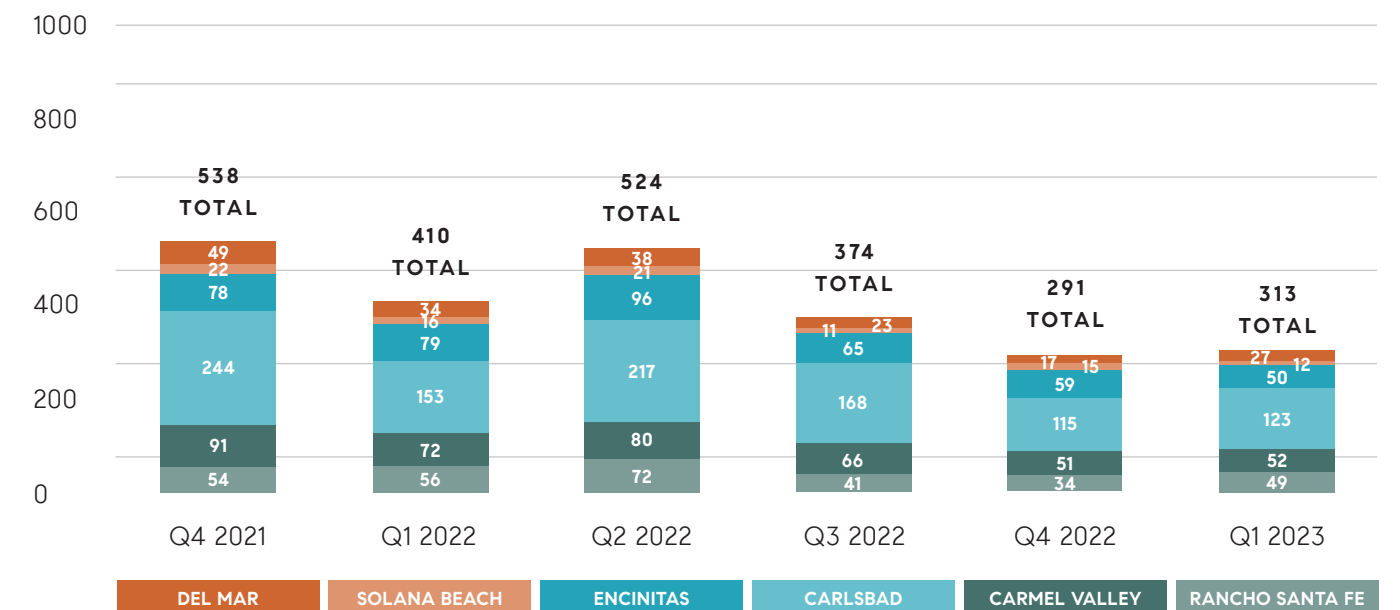


CHART CONTINUATION FROM PREVIOUS PAGE

DEL MAR

MARKET OVERVIEW

Del Mar regained its momentum in the first quarter of 2023 with the highest increase in total sales volume of the submarkets we monitor (48%) and an encouraging increase in number of sales (59%) quarter-over-quarter. Despite a decrease in average and median sales prices, we're seeing several other indicators that pricing remains strong: all sales were above \$1.5M, the number of sales above \$6M increased from 1 to 5 and the highest sale in Q1 was \$1M higher than in Q4.

Market time has remained steady from quarter to quarter and even slightly faster compared to this time last year, indicating robust consumer demand and a competitive marketplace, especially for highly sought after locations like Del Mar.

MEDIAN SALES PRICES (\$M)

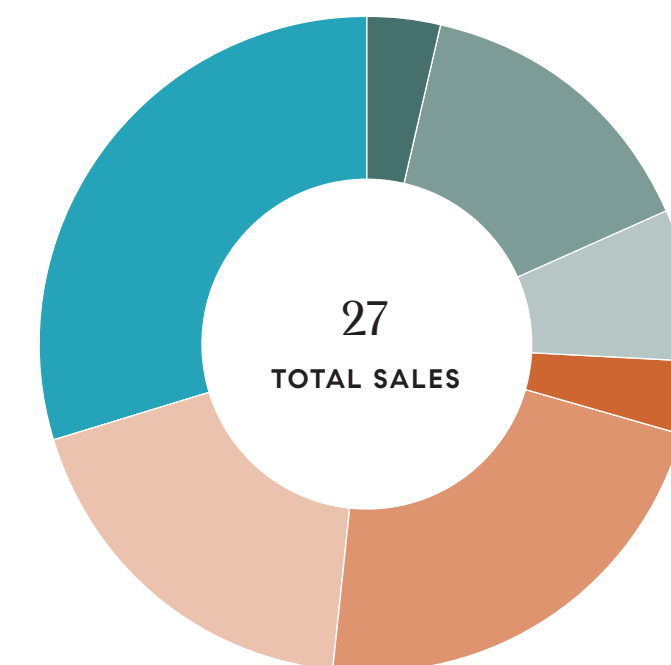
QUARTER	MEDIAN	YOY% CHANGE
Q4 to Q1	—	-15%
Q1 2023	\$2.50M	-31%
Q4 2022	\$2.95M	-11%
Q3 2022	\$3.13M	21%
Q2 2022	\$2.95M	13%
Q1 2022	\$3.60M	58%
Q1 2021	\$2.28M	4%
Q1 2020	\$2.20M	17%

AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE
Q4 to Q1	—	-7%
Q1 2023	\$3.42M	-14%
Q4 2022	\$3.68M	-17%
Q3 2022	\$3.93M	6%
Q2 2022	\$3.99M	21%
Q1 2022	\$4.75M	59%
Q1 2021	\$2.83M	-27%
Q1 2020	\$3.88M	40%

SALES BY PRICE

\$8M+	1
\$6M-\$8M	4
\$4M-\$6M	2
\$3M-\$4M	1
\$2.5M-\$3M	6
\$2M-\$2.5M	5
\$1.5M-\$2M	8
\$1M-\$1.5M	0
<\$1M	0
Total Sales	27



COMPARING NUMBERS

	Q1 2023	Q4 2022	Q1 2022
TOTAL \$ VOLUME	\$92.38M	\$62.53M	\$161.43M
UNITS SOLD	27	17	34
AVG DOM	44	44	47

44
DAYS ON MARKET
Average for Q4 + Q1

Q1 SALES

1023 Stratford Ct	\$9.75M	1145 Crest Rd	\$5.89M
1110 Luneta Dr	\$7.90M	4954 Sun Valley Rd	\$4.70M
1420 Crest Rd	\$7.60M	1914 Coast Blvd	\$3.23M
2172 La Amatista Rd	\$6.75M	2536 Via Merano	\$2.70M
2730 Camino del Mar	\$6.50M	1084 Solana Dr	\$2.60M

SOLANA BEACH

MARKET OVERVIEW

Solana Beach blew us away this quarter in almost every metric. Not only was it the only submarket to decrease in days on market (15% QoQ), it was one of only two that experienced an increase in both average and median sales prices quarter-over-quarter.

A whopping 75% of sales were all cash, compared to 47% in Q4, and only four of twelve Q1 transactions made a price reduction before selling. Five sales were over \$3M compared to only one sale in that price range in Q4. With the strong demand continuing in Solana Beach, it will likely remain a seller's market this spring and buyers should expect to bring their 'A' game to stay competitive.

MEDIAN SALES PRICES (\$M)

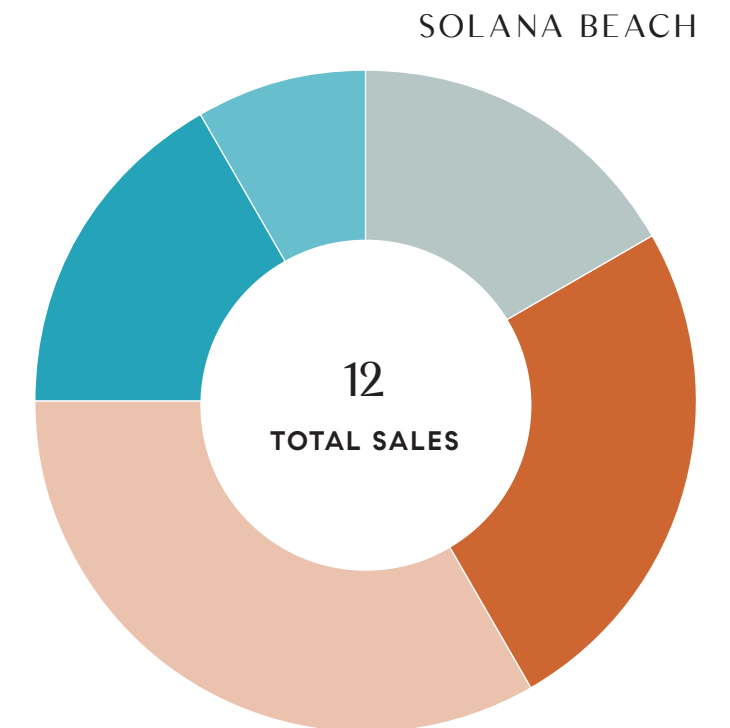
QUARTER	MEDIAN	YOY% CHANGE	
Q4 to Q1	-	10%	▲
Q1 2023	\$2.30M	-17%	▼
Q4 2022	\$2.10M	-3%	▲
Q3 2022	\$2.97M	42%	▲
Q2 2022	\$2.70M	15%	▲
Q1 2022	\$2.77M	21%	▲
Q1 2021	\$2.30M	25%	▲
Q1 2020	\$1.84M	2%	▲

AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE	
Q4 to Q1	-	22%	▲
Q1 2023	\$2.80M	-21%	▼
Q4 2022	\$2.30M	-15%	▼
Q3 2022	\$2.85M	19%	▲
Q2 2022	\$3.63M	23%	▲
Q1 2022	\$3.55M	8%	▲
Q1 2021	\$3.30M	52%	▲
Q1 2020	\$2.17M	-14%	▼

SALES BY PRICE

\$8M+	0
\$6M-\$8M	0
\$4M-\$6M	2
\$3M-\$4M	3
\$2.5M-\$3M	0
\$2M-\$2.5M	4
\$1.5M-\$2M	2
\$1M-\$1.5M	1
<\$1M	0
Total Sales	12



COMPARING NUMBERS

	Q1 2023	Q4 2022	Q1 2022
TOTAL \$ VOLUME	\$33.59M	\$34.48M	\$56.96M
UNITS SOLD	12	15	16
AVG DOM	39	46	13

42.5
DAYS ON MARKET

Average for Q4 + Q1

Q1 SALES

741 N Granados Ave	\$4.50M	409 Dell Ct	\$2.40M
801 Midori Ct	\$4.40M	1039 Cerro Largo Dr	\$2.20M
212 N Helix Ave	\$3.83M	535 N Cedros Ave	\$2.10M
211 Ocean St	\$3.80M	1137 Santa Madera Ct	\$2.00M
612 Barbara Ave	\$3.59M	232 N Rios Ave	\$1.95M

ENCINITAS

MARKET OVERVIEW

There's great news for Encinitas sellers, with pricing staying strong and resilient. It is the second of only two submarkets that saw an increase in average and median sales price quarter-over-quarter. It was also the only submarket that saw an increase in both year-over-year as well. The highest sale in Q1 was an impressive \$9.75M compared to \$7.5M in Q4 2022.

There was also an uptick in cash transactions (40% versus 27% in Q4) and only 44% of homes sold under \$2M compared to 52% in Q4. A positive start to the year for Encinitas!

MEDIAN SALES PRICES (\$M)

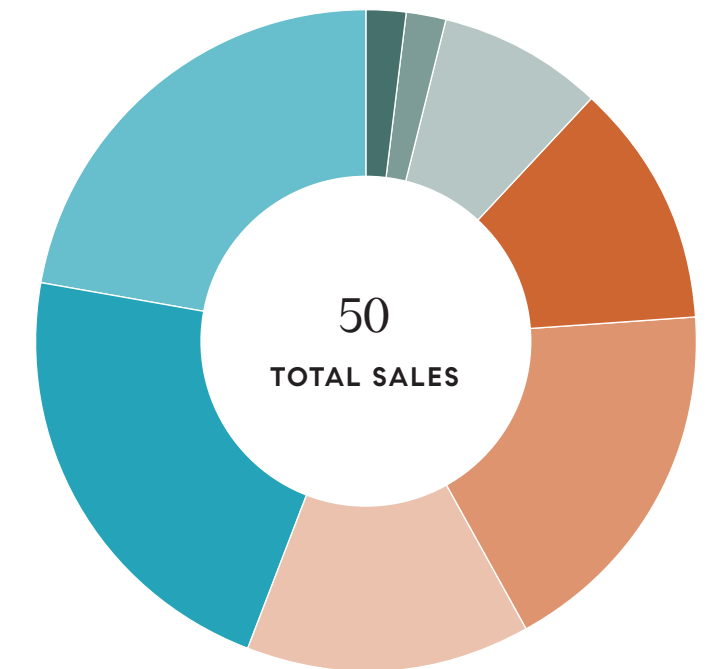
QUARTER	MEDIAN	YOY% CHANGE	
Q4 to Q1	-	11%	▲
Q1 2023	\$2.10M	6%	▲
Q4 2022	\$1.90M	-7%	▼
Q3 2022	\$2.17M	15%	▲
Q2 2022	\$2.47M	36%	▲
Q1 2022	\$1.98M	12%	▲
Q1 2021	\$1.78M	26%	▲
Q1 2020	\$1.41M	-3%	▼

AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE	
Q4 to Q1	-	11%	▲
Q1 2023	\$2.54M	6%	▲
Q4 2022	\$2.30M	-7%	▼
Q3 2022	\$2.62M	13%	▲
Q2 2022	\$2.68M	29%	▲
Q1 2022	\$2.39M	19%	▲
Q1 2021	\$2.01M	27%	▲
Q1 2020	\$1.58M	2%	▲

SALES BY PRICE

\$8M+	1
\$6M-\$8M	1
\$4M-\$6M	4
\$3M-\$4M	6
\$2.5M-\$3M	9
\$2M-\$2.5M	7
\$1.5M-\$2M	11
\$1M-\$1.5M	11
<\$1M	0
Total Sales	50



COMPARING NUMBERS

	Q1 2023	Q4 2022	Q1 2022
TOTAL \$ VOLUME	\$127.14M	\$135.68M	\$188.97M
UNITS SOLD	50	59	79
AVG DOM	42	37	21

39.5
DAYS ON MARKET

Average for Q4 + Q1

Q1 SALES

3113 Camino del Rancho	\$9.75M	112 La Veta Ave	\$4.98M
1414 Bella Azul Ct	\$7.30M	1264 Rancho Encinitas Dr	\$4.50M
3381 Calle Margarita	\$5.25M	1575 Crest Dr	\$3.96M
653 Camino El Dorado	\$4.20M	1559 Burgundy Rd	\$3.40M
439 Orpheus Ave	\$4.35M	1295 Urania Ave	\$3.20M

CARLSBAD

MARKET OVERVIEW

Carlsbad is slowly but surely clawing its way back to 2022 levels in both total sales volume and units sold. The bulk of the sales continue to be in the \$1-2.5M range, but the percentage of list price received is trending back up, from 95.3% in January to 97.8% in March.

While the overall market time for the quarter may have slowed, it's still the fastest moving submarket of those we monitor in regards to days on market. And even that number is skewed by a significant slow down in market time in January (51 days) which has since been cut in half in February and March (28 and 27 days respectively). All of this leads to us believing Carlsbad is off to a promising jumpstart that will only continue throughout the year.

MEDIAN SALES PRICES (\$M)

QUARTER	MEDIAN	YOY% CHANGE	
Q4 to Q1	—	-3%	▼
Q1 2023	\$1.60M	-7%	▼
Q4 2022	\$1.65M	9%	▲
Q3 2022	\$1.70M	17%	▲
Q2 2022	\$1.83M	26%	▲
Q1 2022	\$1.72M	30%	▲
Q1 2021	\$1.33M	20%	▲
Q1 2020	\$1.10M	12%	▲

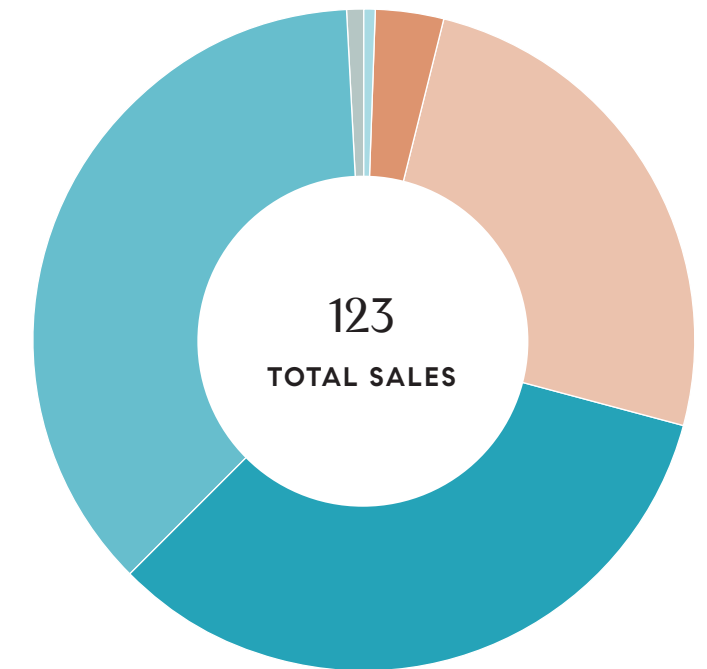
AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE	
Q4 to Q1	—	-3%	▼
Q1 2023	\$1.70M	-7%	▼
Q4 2022	\$1.75M	6%	▲
Q3 2022	\$1.82M	15%	▲
Q2 2022	\$1.94M	28%	▲
Q1 2022	\$1.83M	27%	▲
Q1 2021	\$1.52M	32%	▲
Q1 2020	\$1.15M	8%	▲

SALES BY PRICE

\$8M+	0
\$6M-\$8M	0
\$4M-\$6M	1
\$3M-\$4M	0
\$2.5M-\$3M	4
\$2M-\$2.5M	31
\$1.5M-\$2M	41
\$1M-\$1.5M	45
<\$1M	1
Total Sales	123

CARLSBAD



COMPARING NUMBERS

	Q1 2023	Q4 2022	Q1 2022
TOTAL \$ VOLUME	\$209.67M	\$201.57M	\$280.99M
UNITS SOLD	123	115	153
AVG DOM	36	35	21

35.5

DAYS ON MARKET

Average for Q4 + Q1

Q1 SALES

7117 Obelisco Cir	\$5.15M	6265 Arbor Rose Dr	\$2.48M
7481 Esfera St	\$2.78M	315 Olive Ave	\$2.35M
2319 Kyanite Pl	\$2.75M	2247 Ivory Pl	\$2.35M
2420 La Costa Ave	\$2.72M	1643 Frazier Ave	\$2.35M
7539 Reeve Rd	\$2.60M	2866 Rancho Diamonte	\$2.33M

CARMEL VALLEY

MARKET OVERVIEW

Carmel Valley presents itself as our steadiest submarket in almost every metric when comparing to Q4 2022, and we see strong signals that pricing will continue to climb. While the bulk of sales remained between \$1M and \$2.5M, this was the second quarter in a row with a sale over \$8M and an additional three sales over \$4M quarter-over-quarter.

Interestingly, we also saw a rise in loan-based deals in Carmel Valley (+6% QoQ), and 77% of the cash transactions were in the \$1M-2.5M range where most sales in this submarket aggregate. Deal flow in this price bracket reflects the steady demand for Carmel Valley's entry level market for those looking to capitalize on the North County lifestyle while remaining close to downtown.

MEDIAN SALES PRICES (\$M)

QUARTER	MEDIAN	YOY% CHANGE	
Q4 to Q1	—	1%	▲
Q1 2023	\$2.09M	-17%	▼
Q4 2022	\$2.07M	-2%	▼
Q3 2022	\$2.20M	16%	▲
Q2 2022	\$2.41M	31%	▲
Q1 2022	\$2.50M	42%	▲
Q1 2021	\$1.76M	24%	▲
Q1 2020	\$1.42M	14%	▲

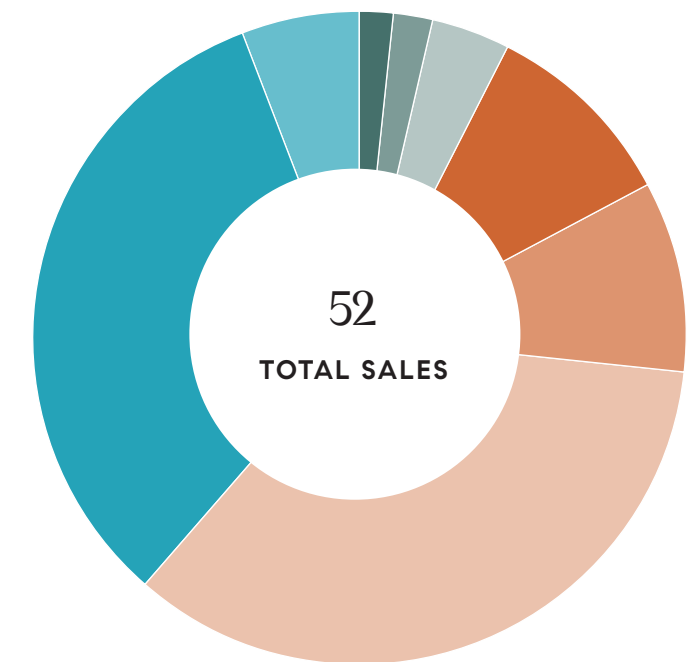
AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE	
Q4 to Q1	—	0%	▲
Q1 2023	\$2.44M	-8%	▼
Q4 2022	\$2.45M	8%	▲
Q3 2022	\$2.62M	23%	▲
Q2 2022	\$2.59M	24%	▲
Q1 2022	\$2.64M	36%	▲
Q1 2021	\$1.95M	25%	▲
Q1 2020	\$1.55M	-6%	▼

SALES BY PRICE

\$8M+	1
\$6M-\$8M	1
\$4M-\$6M	2
\$3M-\$4M	5
\$2.5M-\$3M	5
\$2M-\$2.5M	18
\$1.5M-\$2M	17
\$1M-\$1.5M	3
<\$1M	0
Total Sales	52

CARMEL VALLEY



COMPARING NUMBERS

	Q1 2023	Q4 2022	Q1 2022
TOTAL \$ VOLUME	\$126.88M	\$124.97M	\$190.36M
UNITS SOLD	52	51	72
AVG DOM	46	41	9

43.5

DAYS ON MARKET

Average for Q4 + Q1

Q1 SALES

4532 Rancho Del Mar Trl	\$8.18M	10511 Whispering Hills Ln	\$3.35M
4650 Rancho Del Mar Trl	\$6.00M	6183 Artisan Way	\$3.25M
14133 Rancho Tierra Trl	\$4.80M	5310 Morning Sage Way	\$3.10M
5164 Meadows Del Mar	\$4.28M	4710 Plummer Ct	\$3.00M
5381 Aurora Summit Trl	\$3.40M	10774 Spur Point Ct	\$2.82M

RANCHO SANTA FE

MARKET OVERVIEW

Rancho Santa Fe surged back to life this quarter with an impressive increase in both units sold (44%) and total sales volume (46%) bringing the numbers much closer to where we were in Q1 2022 than most of our other submarkets. In this first quarter, 27 homes sold over \$4M compared to only 19 in Q4, but 23% fewer than Q1 2022.

The market time is much slower than the other submarkets, but that's not atypical for higher price brackets with buyers stepping back and waiting to see how things play out in the overall economy. Yet despite that uncertainty, the first quarter of 2023 has kicked off a hopeful year for the Rancho Santa Fe market and we're excited to see what the next quarter brings!

MEDIAN SALES PRICES (\$M)

QUARTER	MEDIAN	YOY% CHANGE	
Q4 to Q1	—	-1%	▼
Q1 2023	\$4.45M	-7%	▼
Q4 2022	\$4.50M	5%	▲
Q3 2022	\$4.00M	8%	▲
Q2 2022	\$4.81M	33%	▲
Q1 2022	\$4.78M	58%	▲
Q1 2021	\$3.10M	8%	▲
Q1 2020	\$2.86M	14%	▲

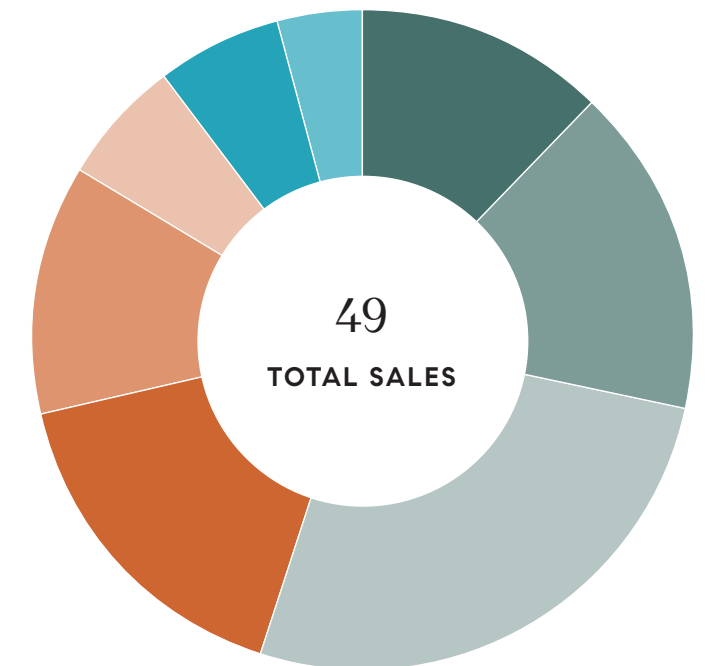
AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE	
Q4 to Q1	—	2%	▲
Q1 2023	\$4.83M	-6%	▼
Q4 2022	\$4.73M	2%	▲
Q3 2022	\$4.77M	11%	▲
Q2 2022	\$5.46M	34%	▲
Q1 2022	\$5.13M	46%	▲
Q1 2021	\$3.65M	25%	▲
Q1 2020	\$2.91M	4%	▲

SALES BY PRICE

\$8M+	6
\$6M-\$8M	8
\$4M-\$6M	13
\$3M-\$4M	8
\$2.5M-\$3M	6
\$2M-\$2.5M	3
\$1.5M-\$2M	3
\$1M-\$1.5M	2
<\$1M	0
Total Sales	49

RANCHO SANTA FE



COMPARING NUMBERS

	Q1 2023	Q4 2022	Q1 2022
TOTAL \$ VOLUME	\$236.46M	\$160.95M	\$287.69M
UNITS SOLD	49	34	56
AVG DOM	75	67	57

71
DAYS ON MARKET

Average for Q4 + Q1

Q1 SALES

6473 Lago Lindo	\$12.00M	6855 La Valle Plateada	\$8.00M
16701 Camino Sierra Del Sur	\$11.59M	16573 Via Lago Azul	\$7.90M
5956 San Elijo Ave	\$11.00M	5910 Ladys Secret Corte	\$7.50M
5757 Linea del Cielo	\$9.00M	17655 Via De Fortuna	\$6.90M
6260 Lago Lindo	\$8.50M	6351 Calle Ponte Bella	\$6.60M

FEATURED PROPERTIES

ADDRESS	CITY	BEDROOMS	BATHS	SQUARE FOOTAGE	PRICE
2154 Pinar Pl	Del Mar	3	2.5	3,400	\$2,970,000
13645 Mira Montana Dr	Del Mar	4	2	2,238	\$2,655,000
5249 Marlborough Dr	San Diego	5	3.5	3,159	\$2,350,000
4655 Vereda Luz Del Sol	Carmel Valley	4	2.5	2,638	\$2,110,000
3307 Avenida Anacapa	Carlsbad	4	3	2,915	\$2,055,000
1060 Archer St	San Diego	3	2	2,011	\$1,950,000
2665 Loring St	San Diego	3	2	1,656	\$1,635,000
1940 Leucadia Scenic Ct	Encinitas	3	3	2,188	\$1,700,000
3941 Lamont St	San Diego	3	3	2,023	\$1,635,000
888 W E St #2306	San Diego	2	2	1,390	\$1,590,000
8868 Gainsborough Ave	San Diego	4	3	2,139	\$1,375,000
408 Tumble Creek Lane	Fallbrook	5	3.5	3,660	\$1,375,000
6752 Rockglen Ave	San Diego	3	2.5	1,750	\$1,350,000
11504 Aprica Pl	San Diego	3	2.5	2,124	\$1,300,000



1145 CREST ROAD
Del Mar • \$5,889,000



2507 VIA MERANO
Del Mar • \$4,550,000



562 SHASTA DRIVE
Encinitas • \$3,525,000



696 CYPRESS HILL DRIVE
Encinitas • \$3,500,000

TESTIMONIALS

“Treat yourself to the best in the business - the Anderson Coastal Group team! We listed our Del Mar house with Jennifer and were thrilled with the results: exceptional service and communication; a thorough, creative marketing strategy; superior market knowledge and experience; and best of all, a “sold” sign on our house within 4 days!”

— **JIM AND VICKI**

“As first time homebuyers and sellers, we went into this experience not knowing what to expect. Jennifer took us through the process in a very professional and informative manner. She showed patience when explaining the process, communicated clearly with us by letting us know what to expect and anticipate. But, it was Jennifer’s incredible knowledge of the real estate business, contracts, and negotiation that truly impressed us! Jennifer and her team are the best - helpful, knowledgeable, and organized. We could not think of going through this process with anyone other than Jennifer and her team! Thank you!!”

— **CHRIS AND JANE**

“We’ve worked with Jennifer and the Anderson Coastal Group twice now in the Del Mar area - both with the sale of our past home and the purchase of our new one. The team is incredibly well-organized with streamlined processes that made us feel confident everything was being taken care of amidst our busy schedules. We were impressed with their negotiation strategy on both sides of the transaction - always making sure we were moving in the right direction and accomplishing our goals. Two days before closing, our purchase hit a speed bump due to the coronavirus, but Jennifer was able to help us navigate the best way to move things forward, and we’re delighted with the outcome!”

— **JAMES AND LORI**



REALM

REALM is the first globally collaborative real estate platform that combines real-time data with human experience and networking. REALM is targeted toward the luxury space, and its global membership is comprised of the most accomplished real estate professionals ever assembled.



GLOBAL COMMUNITY

Collaboration with the best real estate professionals in the world



CURATED CONNECTIONS

Weekly calls and in-person events create connections and referrals



PATENTED TECHNOLOGY

Exclusive matching technology to empower human relationships



THE TECHNOLOGY

REALM is a patented technology that combines data from multiple sources to predict purchasing behavior and matches properties with potential clients. REALM has partnered with WealthX, and several other data sources to help our agents not only vet potential buyers, but also expand their buyer profiles.

THE GLOBAL MEMBERSHIP

After Officially launching at the end of Q1 in 2020, the REALM platform has grown quickly among the real estate elite. Our fast-growing membership is made up of nearly 500+ top professions from over 100 real estate brands which represent over \$9 Billion in listings. The word has spread among top producers, and the demand for REALM is so tremendous that we have begun our expansion a year earlier than expected. We are now in 35 states, 9 countries, and counting.

THE CLIENTELE

The over 300,000 clients represented by our network include HNWI, UHNWI, investors and celebrities. As our agent network expands, their client data represents buyers and sellers interested in luxury properties for their personal use, as well as their investment portfolios.



COMPASS PRIVATE EXCLUSIVES

Listing your home as a Private Exclusive allows you to control what information is shared about you and your most personal asset - your home — while still getting exposure to over 15,000 top agents across the country.



WHAT IS A PRIVATE EXCLUSIVE?

Compass agent directly with their colleagues and their buyers. Property details aren't disseminated widely and won't appear on public home search websites.

WHAT TO EXPECT

DISCRETION

Privacy is the ultimate commodity and the decision to sell your home is a personal one.

FLEXIBILITY

Decide when to share details about your home, including price, more broadly on your own timing.

QUALITY

Retain exposure to over 15,000 top agents nationwide, including premium placement on our agent facing platform.

VALUE

Get the best offer by testing the market privately to gather key insights without your listing getting stale.

ABOUT JENNIFER

Jennifer has simplified and systematized the entire home buying and selling process with the goal of making each real estate transaction approachable and easy to understand. Her business is built upon the belief of educating and empowering her clients to ultimately assist them in achieving their residential real estate goals. She has continued her family's 40-year tradition of real estate service, committed to offering the same unparalleled customer service and professionalism to the Del Mar and surrounding San Diego residential market.

In 2021, Jennifer was also recognized in the San Diego Business Journal as one of the top 25 real estate agents in the county, won the Gold Recognition of Excellence award from San Diego Association of Realtors in 2021 and 2022, and she was named one of America's Best in the top 1.5% of residential real estate agents in the country in 2020, 2021 and 2022. She is also a member of REALM, the first and only globally connected luxury real estate community that provides a collaborative matching platform, client research and curated content to help deepen relationships with clients around the world. Her combined expertise and drive to empower the community with knowledge about real estate led to her invitation to the former Forbes Real Estate Council. Jennifer is also a member of the Residential Real Estate Council and has obtained her CRS designation.



AWARDS*

- **REALTOR Magazine's 30 Under 30**
- **San Diego Business Journal Top 25**
- **SDAR Circle of Excellence**
- **Forbes Real Estate Council**
- **SDAR 40 Under 40**
- **Real Trends America's Best**

#1

**Brokerage in
San Diego
and Nationwide**



**ANDERSON
COASTAL
GROUP**

JENNIFER ANDERSON

REALTOR®

jennifer@andersoncoastal.com

DRE# 01885540

858.524.3077

COMPASS

*#1 2022 Closed Sales Volume in Real Trends. Based on closed residential sales transactions from 1/1/22-12/31/22 in San Diego MLS and CRMLS.

Compass is a real estate broker licensed by the State of California and abides by Equal Housing Opportunity laws. License Number 01885540. All material presented herein is intended for informational purposes only and is compiled from sources deemed reliable but has not been verified. Changes in price, condition, sale or withdrawal may be made without notice. No statement is made as to accuracy of any description. All measurements and square footage are approximate. If your property is currently listed for sale this is not a solicitation. The data presented includes transactions performed by other agents and brokers outside of Compass.