



SAN DIEGO - NORTH COUNTY
THIRD QUARTER REPORT
2024

PRESENTED BY
JENNIFER ANDERSON



JENNIFER ANDERSON

COMPASS

OVERVIEW

In the third quarter of 2024, the U.S. housing market experienced notable fluctuations, shaped by rising mortgage rates and increasing home prices. Sales of new residential homes saw both declines and rebounds during this period, while inventory levels continued to expand significantly across all segments.

On September 18th, the Federal Reserve Bank dropped its benchmark rate for the first time since 2020 which gave both homebuyers and sellers a boost of confidence. Inflation has fallen to its lowest reading since early 2021, and mortgage rates were the lowest since February 2023. Stock markets have been volatile since mid-July, but the S&P 500 & Dow hit new highs on September 19th.

National sales activity was relatively weak in August 2024: Existing-home sales declined 3.1% from July and 5.7% from August 2023. But sales in August mostly reflect offers accepted in July before many of the positive economic developments mentioned above.

Year over year, the median single-family-home sales price and the median condo/co-op price in August were up 2.9% and 3.5% respectively: Both have declined from all-time highs hit in June, which is a typical seasonal trend.

The number of active listings continued to climb, rising 23% from August 2023 to the highest count since Autumn 2020. Price reductions on active listings rose 37% year-over-year. These statistics reflect significant 2024 changes in market supply and demand dynamics.

Approximately 60% of sales went into contract in less than 1 month (vs. 72% in August 2023), 20% sold over list price (vs. 31% last August), and 26% were purchased all-cash (vs. 27%). The median days-on-market to acceptance of offer was 26 days (vs. 20 days last year), and sold listings received an average of 2.4 offers (vs. 3.2). 26% of buyers were purchasing their first home; 7% of homes bought were intended for vacation use; and 8% of buyers purchased without seeing the property in person. Distressed-property sales made up only 1% of sales.

Approximately 18% of August buyers waived their inspection contingency, and 20% waived the appraisal contingency. 14% of June-August contracts saw delays in scheduled close of escrow, and 5% of contracts were terminated before completion of sale.



In San Diego, pending sales exhibited a gradual slowdown over the quarter. July saw a 3.7% decrease in pending sales year-over-year, followed by a 0.5% drop in August, and a 1.5% decline by September. The price range showing the most growth in sales was consistently the \$2,000,001 to \$5,000,000 range, where sales increased by 23.2% in July and rose further to 30.6% by September.

The median sales price for detached homes went up by 2.8%, reaching \$1,159,000, while attached homes saw a small decrease of 0.5%, bringing the price to \$720,000. Homes were staying on the market longer, with detached homes seeing a 9.1% increase in days on the market and attached homes seeing a 41.2% jump. The supply of homes also increased, rising by 18.2% for detached homes and 33.3% for attached homes.

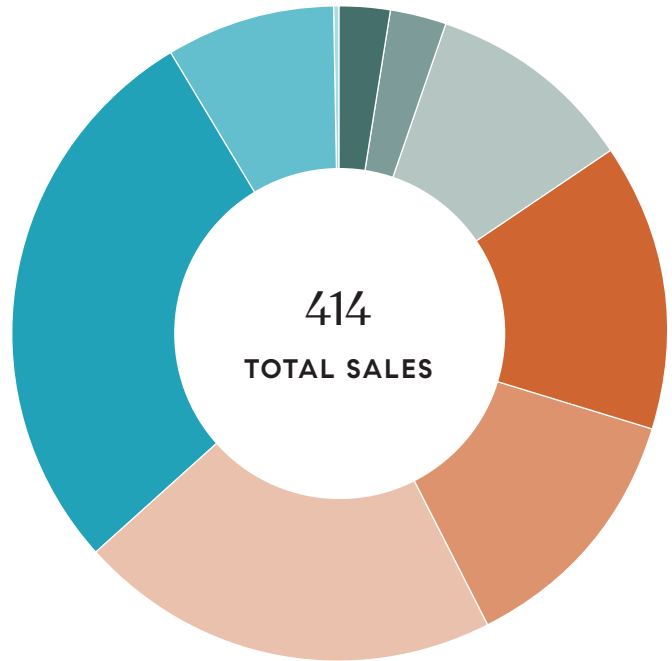
Overall, the third quarter of 2024 highlighted the dynamic nature of both the national and San Diego housing markets. Economic improvements, like the Federal Reserve's rate cut and easing inflation, provided a much-needed boost, though the market remains sensitive to broader economic shifts. As inventory grows and market conditions stabilize, we'll be closely watching how these factors influence the final quarter of the year and set the stage for 2025.



Q2 2024 STATS

SALES BY PRICE

● \$8M+	11
● \$6M-\$8M	11
● \$4M-\$6M	43
● \$3M-\$4M	59
● \$2.5M-\$3M	53
● \$2M-\$2.5M	86
● \$1.5M-\$2M	116
● \$1M-\$1.5M	34
● <\$1M	1
Total Sales	414



MEDIAN SALES PRICES (\$M)

AREA	SALES PRICE	YOY% CHANGE	
Del Mar	\$3.75M	19%	▲
Solana Beach	\$2.97M	-7%	▼
Encinitas	\$2.11M	3%	▲
Carlsbad	\$1.86M	8%	▲
Carmel Valley	\$2.65M	18%	▲
Rancho Santa Fe	\$4.60M	10%	▲

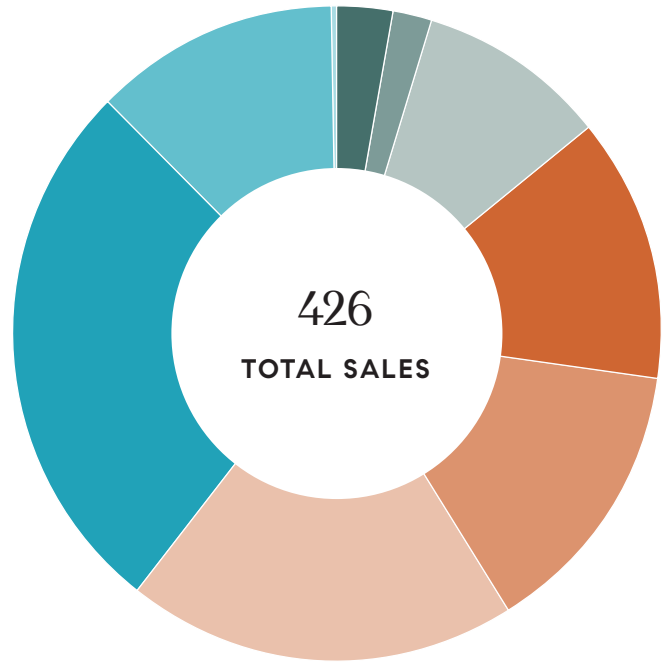
AVERAGE SALES PRICES (\$M)

AREA	SALES PRICE	YOY% CHANGE	
Del Mar	\$4.31M	10%	▲
Solana Beach	\$3.25M	-14%	▼
Encinitas	\$2.75M	9%	▲
Carlsbad	\$2.00M	4%	▲
Carmel Valley	\$2.83M	15%	▲
Rancho Santa Fe	\$5.23M	-3%	▼

Q3 2024 STATS

SALES BY PRICE

● \$8M+	12
● \$6M-\$8M	9
● \$4M-\$6M	40
● \$3M-\$4M	56
● \$2.5M-\$3M	59
● \$2M-\$2.5M	83
● \$1.5M-\$2M	114
● \$1M-\$1.5M	52
● <\$1M	1
Total Sales	426



MEDIAN SALES PRICES (\$M)

AREA	SALES PRICE	YOY% CHANGE
Del Mar	\$3.28M	-11% ▼
Solana Beach	\$2.75M	-16% ▼
Encinitas	\$2.15M	5% ▲
Carlsbad	\$1.86M	17% ▲
Carmel Valley	\$2.82M	15% ▲
Rancho Santa Fe	\$4.95M	4% ▲

AVERAGE SALES PRICES (\$M)

AREA	SALES PRICE	YOY% CHANGE
Del Mar	\$4.46M	4% ▲
Solana Beach	\$3.06M	-24% ▼
Encinitas	\$2.53M	-12% ▼
Carlsbad	\$1.95M	10% ▲
Carmel Valley	\$2.84M	1% ▲
Rancho Santa Fe	\$5.82M	13% ▲

QUARTERLY SALES

TOTAL ANNUAL SALES ALL REGIONS

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	1,349
2024 YTD	1145



NUMBER OF SALES BY REGION

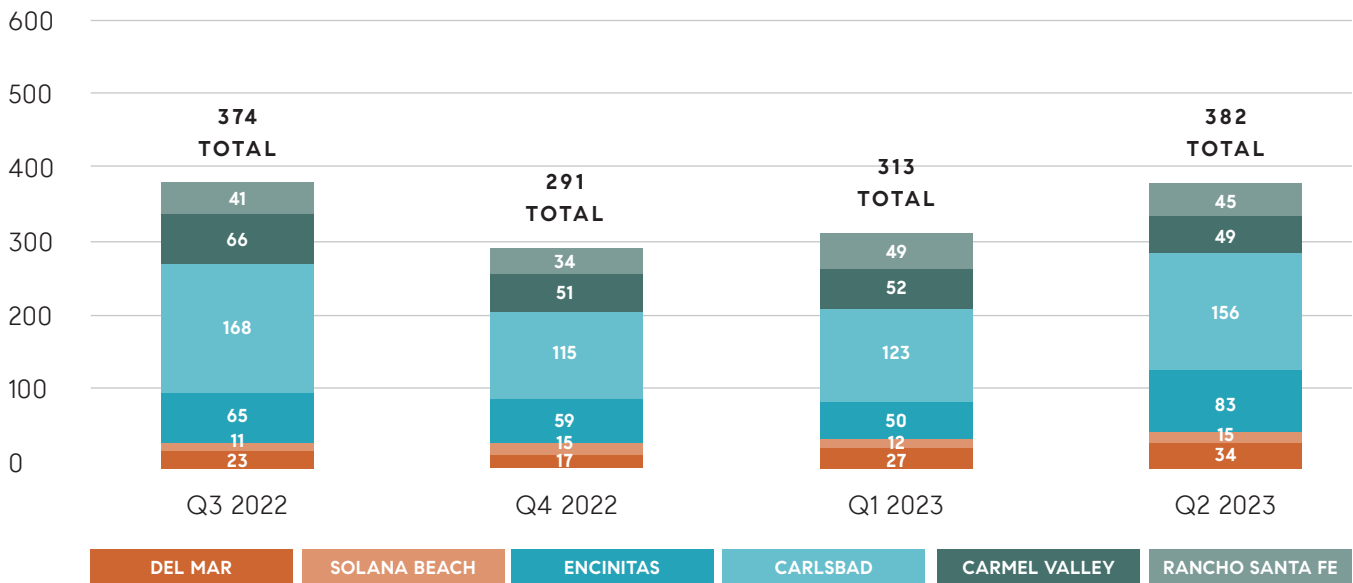


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QUARTERLY SALES

SALES BY PRICE RANGE · ALL REGIONS

RANGE	Q3 2024	Q2 2024	Q3 2023	Q2 2023	10 YEAR AVE. Q3 SALES	10 YEAR AVE. Q2 SALES
\$8M+	12	11	14	11	7	6
\$6M-\$8M	9	11	14	9	7	8
\$4M-\$6M	40	43	41	38	24	25
\$3M-\$4M	56	59	39	51	34	40
\$2.5M-\$3M	59	53	39	45	36	36
\$2M-\$2.5M	83	86	62	72	60	67
\$1.5M-\$2M	114	116	109	89	112	120
\$1M-\$1.5M	52	34	83	66	200	189
<\$1M	1	1	4	1	146	161
TOTAL SALES	426	414	405	382	626	653

NUMBER OF SALES BY REGION (CONT.)

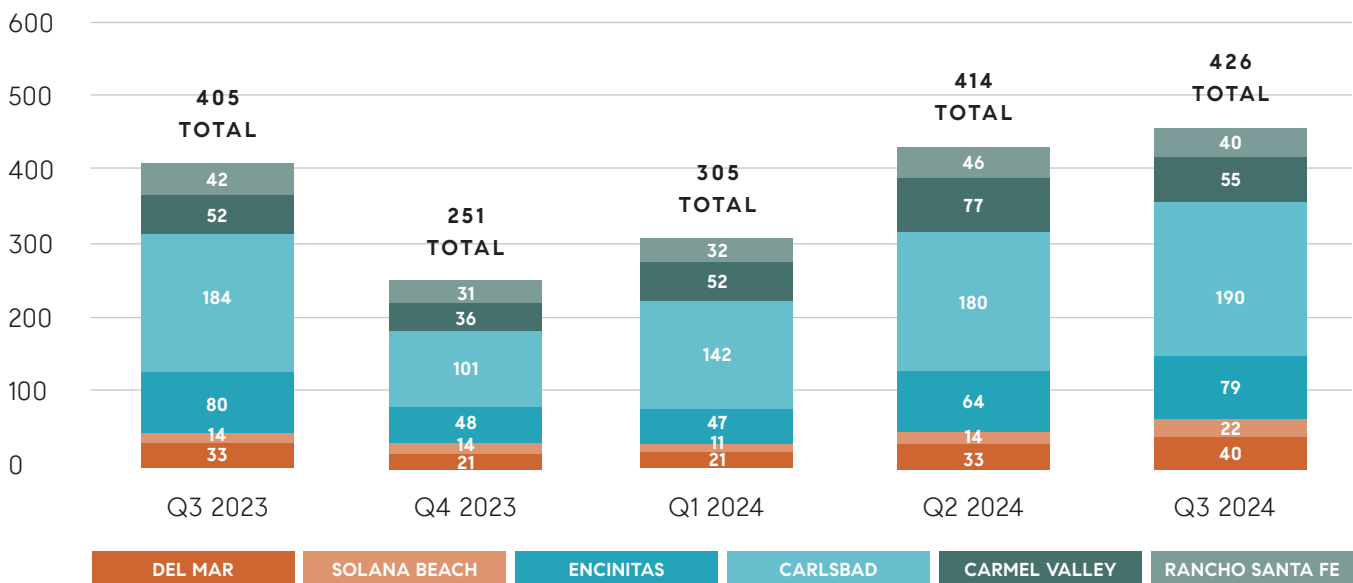


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Current as of October 7, 2024. "All Regions" are represented by Del Mar, Solana Beach, Encinitas, Carlsbad, Carmel Valley and Rancho Santa Fe. Data reflects detached homes only. All data from San Diego MLS®

DEL MAR

MARKET OVERVIEW

Del Mar's real estate market in Q3 2024 showed signs of softening after a strong performance in Q2. The median sales price dropped 13% from the previous quarter to \$3.28M, marking an 11% decline year-over-year. Despite this, the average sales price saw a slight increase of 4% YoY, indicating continued demand for luxury properties. The market saw a higher number of transactions, particularly in the \$3M-\$4M and \$4M-\$6M ranges, contributing to a total sales volume of \$178.33M.

While overall sales activity remained strong with an increase in the number of units sold, the average days on market rose slightly, suggesting buyers are taking more time to make decisions. High-end properties continue to drive the market, but the cooling prices and increased days on market suggest a shift toward more balanced conditions as we move into the next quarter.

MEDIAN SALES PRICES (\$M)

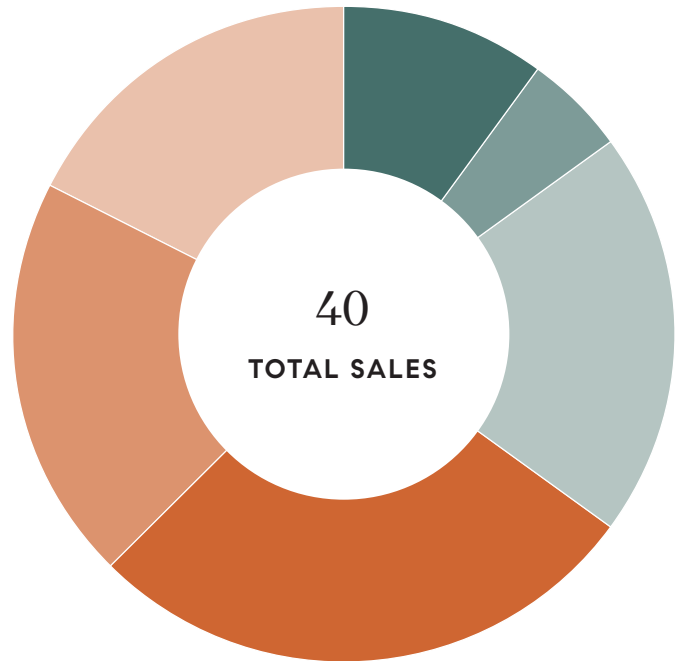
QUARTER	MEDIAN	YOY% CHANGE	
Q2 to Q3	-	-13%	▼
Q3 2024	\$3.28M	-11%	▼
Q2 2024	\$3.75M	19%	▲
Q1 2024	\$2.55M	2%	▲
Q4 2023	\$3.17M	8%	▲
Q3 2023	\$3.68M	18%	▲
Q3 2022	\$3.13M	21%	▲
Q3 2021	\$2.59M	18%	▲

AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE	
Quarter	Average	YoY% Change	▲
Q2 to Q3	-	4%	▲
Q3 2024	\$4.46M	4%	▲
Q2 2024	\$4.31M	10%	▲
Q1 2024	\$3.79M	11%	▲
Q4 2023	\$3.40M	-8%	▼
Q3 2023	\$4.30M	9%	▲
Q3 2022	\$3.93M	6%	▲
Q3 2021	\$3.71M	21%	▲

SALES BY PRICE

● \$8M+	4
● \$6M-\$8M	2
● \$4M-\$6M	8
● \$3M-\$4M	11
● \$2.5M-\$3M	8
● \$2M-\$2.5M	7
● \$1.5M-\$2M	0
● \$1M-\$1.5M	0
● <\$1M	0
Total Sales	40



COMPARING NUMBERS

	Q3 2024	Q2 2024	Q3 2023
TOTAL \$ VOLUME	\$178.33M	\$142.16M	\$141.83M
UNITS SOLD	40	33	33
AVG DOM	42	40	51

41

DAYS ON MARKET

Average for Q2 + Q3

Q3 SALES

1150 Cuchara Dr	\$15.50M	1145 Crest Rd	\$6.20M
516 Stratford Ct	\$15.00M	4752 Sun Valley Rd	\$5.68M
1616 Camino Del Mar	\$11.81M	131 21st St	\$5.25M
4803 Linea Del Sol	\$10.50M	219 27th St	\$5.20M
4545 North Ln	\$6.37M	495 West Ocean View Ave	\$4.70M

SOLANA BEACH

MARKET OVERVIEW

In Q3 2024, Solana Beach's market remained dynamic, with total sales volume increasing to \$67.39 million from \$45.45 million in Q2, showing resilience despite some market adjustments. The number of units sold rose from 14 to 22, reflecting solid buyer interest, although the median sales price experienced a 7% decline to \$2.75 million, while the average sales price decreased by 6% to \$3.06 million. The most active price range was between \$2.5 million and \$3 million, and notably, there were no sales above \$8 million.

The average days on market (DOM) improved to 30, down from 37 in Q2, indicating faster sales turnover despite the drop in prices. Mid-range luxury homes continued to drive the market, particularly those in the \$2M-\$4M range. High-end properties above \$3 million still saw significant activity, contributing to Solana Beach's ongoing appeal. The market remains balanced, with stable demand tempered by buyer price sensitivity.

MEDIAN SALES PRICES (\$M)

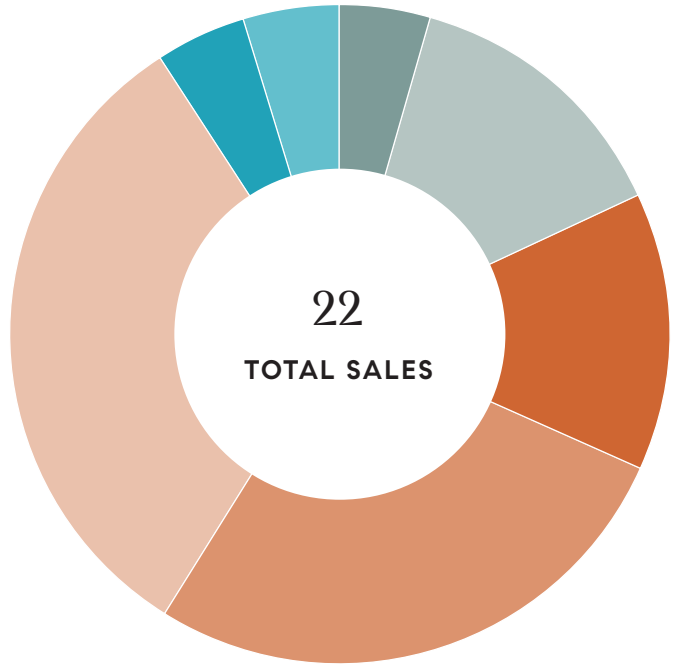
QUARTER	MEDIAN	YOY% CHANGE	
Q2 to Q3	-	-7%	▼
Q3 2024	\$2.75M	-16%	▼
Q2 2024	\$2.97M	-7%	▼
Q1 2024	\$2.68M	16%	▲
Q4 2023	\$2.65M	26%	▲
Q3 2023	\$3.27M	10%	▲
Q3 2022	\$2.97M	42%	▲
Q3 2021	\$2.10M	27%	▲

AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE	
Q2 to Q3	-	-6%	▼
Q3 2024	\$3.06M	-24%	▼
Q2 2024	\$3.25M	-14%	▼
Q1 2024	\$3.31M	18%	▲
Q4 2023	\$3.38M	47%	▲
Q3 2023	\$4.03M	41%	▲
Q3 2022	\$2.85M	19%	▲
Q3 2021	\$2.41M	24%	▲

SALES BY PRICE

● \$8M+	0
● \$6M-\$8M	1
● \$4M-\$6M	3
● \$3M-\$4M	3
● \$2.5M-\$3M	6
● \$2M-\$2.5M	7
● \$1.5M-\$2M	1
● \$1M-\$1.5M	1
● <\$1M	0
Total Sales	22



COMPARING NUMBERS

	Q3 2024	Q2 2024	Q3 2023
TOTAL \$ VOLUME	\$67.39M	\$45.45M	\$56.46M
UNITS SOLD	22	14	14
AVG DOM	30	37	35

33.5

DAYS ON MARKET

Average for Q2 + Q3

Q2 SALES

520 N Cedros Ave	\$6.50M	830 S Cedros	\$3.50M
633 Canyon Pl	\$5.00M	545 Ford Ave	\$3.10M
757 Marsolan Ave	\$4.80M	1451 San Benito Ct	\$2.93M
333 Glenmont Dr	\$4.53M	1049 Cerro Verde Dr	\$2.85M
343 Loma Larga Dr	\$3.85M	431 N Cedros Ave	\$2.75M

ENCINITAS

MARKET OVERVIEW

Encinitas experienced a slight shift in market trends in Q3, with total sales volume rising to \$200.17M, up from \$175.9M in Q2. The number of units sold increased to 79 from 64, highlighting a consistent demand in the area. Despite this growth, the average sales price saw a dip of 8% compared to Q2, settling at \$2.53M. Notably, high-end properties between \$2M and \$4M accounted for the bulk of sales, showcasing ongoing interest in mid-range luxury homes. Properties priced below \$1M, however, saw no activity this quarter.

The median sales price for Q3 reached \$2.15M, reflecting a 5% rise from the previous quarter, although still below the high of Q1's \$2.55M. The average days on market (DOM) dropped slightly to 34, down from 37 in Q2, suggesting that homes are selling faster as demand remains strong. Encinitas continues to be a competitive market, driven by luxury property transactions and steady buyer interest in a variety of price segments.

MEDIAN SALES PRICES (\$M)

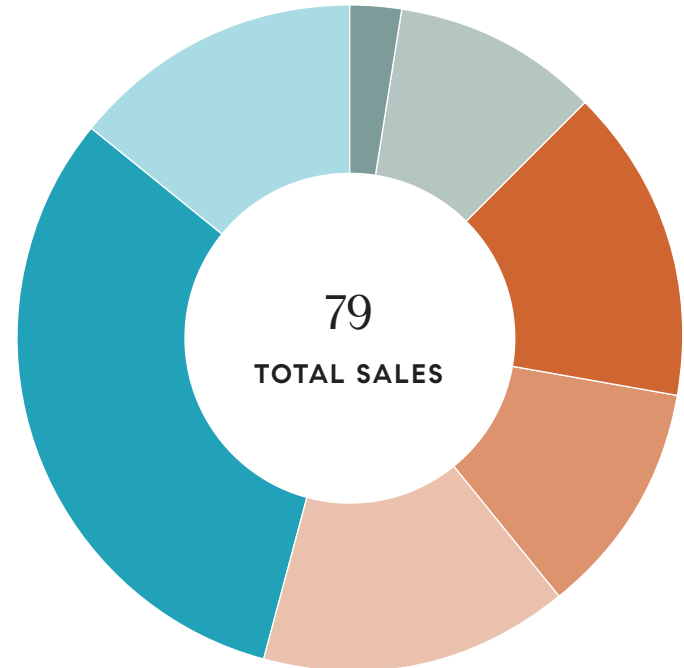
QUARTER	MEDIAN	YOY% CHANGE
Q2 to Q3	-	2% ▲
Q3 2024	\$2.15M	5% ▲
Q2 2024	\$2.11M	3% ▲
Q1 2024	\$2.55M	21% ▲
Q4 2023	\$1.99M	5% ▲
Q3 2023	\$2.05M	-6% ▼
Q3 2022	\$2.17M	15% ▲
Q3 2021	\$1.89M	22% ▲

AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE
Q2 to Q3	-	-8% ▼
Q3 2024	\$2.53M	-12% ▼
Q2 2024	\$2.75M	9% ▲
Q1 2024	\$2.68M	6% ▲
Q4 2023	\$2.56M	11% ▲
Q3 2023	\$2.87M	9% ▲
Q3 2022	\$2.62M	13% ▲
Q3 2021	\$2.32M	22% ▲

SALES BY PRICE

● \$8M+	0
● \$6M-\$8M	2
● \$4M-\$6M	8
● \$3M-\$4M	12
● \$2.5M-\$3M	9
● \$2M-\$2.5M	12
● \$1.5M-\$2M	25
● \$1M-\$1.5M	11
● <\$1M	0
Total Sales	79



COMPARING NUMBERS

	Q3 2024	Q2 2024	Q3 2023
TOTAL \$ VOLUME	\$200.17M	\$175.90M	\$229.45M
UNITS SOLD	79	64	80
AVG DOM	34	37	33

35.5

DAYS ON MARKET

Average for Q2 + Q3

Q3 SALES

3350 Wildflower Valley	\$8.00M	350 Neptune Ave	\$4.55M
378 Neptune	\$6.80M	247 La Mesa Ave	\$4.44M
3220 Bella Collina	\$5.00M	3427 Via Monteverde	\$4.30M
3451 Calle Margarita	\$4.80M	1312 Hymettus Ave	\$4.30M
445 4th St	\$4.75M	104 5th St	\$4.28M

CARLSBAD

MARKET OVERVIEW

Carlsbad's real estate market remained strong in Q3 2024, with total sales volume reaching \$369.76 million, up from \$359.45 million in Q2. Units sold increased to 190, with most activity in the \$1.5M to \$2.5M range. The average days on market rose slightly to 37, contributing to a quarterly average of 32.5 days for Q2 and Q3 combined. This demonstrates steady buyer interest, particularly in mid- to high-end homes, sustaining the market's momentum.

Despite a minor 0.3% drop in the median sales price compared to Q2, the year-on-year increase stood at 17%, bringing the median price to \$1.86 million. Average sales prices also grew 10% year-on-year, though they slipped 3% from Q2, landing at \$1.95 million. High-end properties, such as 7125 Obelisco Cir at \$5.50 million, continued to perform well, indicating ongoing demand for luxury homes. The market's resilience, especially in premium segments, highlights Carlsbad's lasting appeal to affluent buyers.

MEDIAN SALES PRICES (\$M)

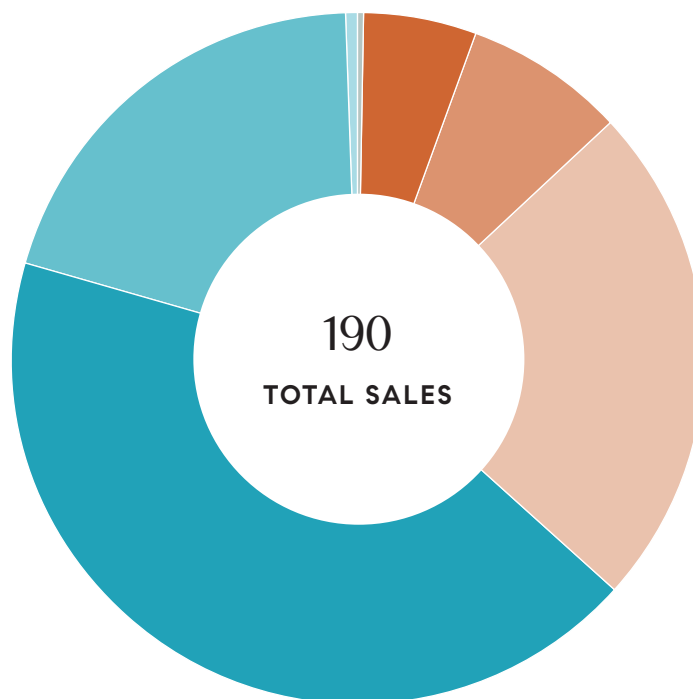
QUARTER	MEDIAN	YOY% CHANGE
Q2 to Q3	-	-0.3%
Q3 2024	\$1.86M	17%
Q2 2024	\$1.86M	8%
Q1 2024	\$1.80M	13%
Q4 2023	\$1.72M	4%
Q3 2023	\$1.59M	-6%
Q3 2022	\$1.70M	17%
Q3 2021	\$1.46M	22%

AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE
Q2 to Q3	-	-3%
Q3 2024	\$1.95M	10%
Q2 2024	\$2.00M	4%
Q1 2024	\$1.95M	15%
Q4 2023	\$2.02M	15%
Q3 2023	\$1.77M	-3%
Q3 2022	\$1.82M	15%
Q3 2021	\$1.59M	22%

SALES BY PRICE

● \$8M+	0
● \$6M-\$8M	0
● \$4M-\$6M	1
● \$3M-\$4M	10
● \$2.5M-\$3M	14
● \$2M-\$2.5M	45
● \$1.5M-\$2M	81
● \$1M-\$1.5M	38
● <\$1M	1
Total Sales	190



COMPARING NUMBERS

	Q3 2024	Q2 2024	Q3 2023
TOTAL \$ VOLUME	\$369.76M	\$359.45M	\$325.02M
UNITS SOLD	190	180	184
AVG DOM	37	28	28

32.5

DAYS ON MARKET

Average for Q2 + Q3

Q3 SALES

7125 Obelisco Cir	\$5.50M	231 Acacia Ave	\$3.27M
7081 Aviara Dr	\$3.80M	3567 Corte Rosado	\$3.23M
6768 Strawberry Pl	\$3.68M	7210 Aviara Dr	\$3.20M
7947 Sitio Solana	\$3.50M	235 Acacia Ave	\$3.20M
6937 Sitio Cordero	\$3.28M	239 Acacia Ave	\$3.13M

CARMEL VALLEY

MARKET OVERVIEW

Carmel Valley showed resilience in Q3 despite a dip in total sales volume compared to Q2. With 55 units sold, down from 77 in the previous quarter, the total sales volume reached \$156.23M. Homes in the \$2.5M to \$4M range remained highly sought after, with consistent demand fueling the market. While the average days on market increased slightly to 27, Carmel Valley's robust buyer interest in luxury homes continues to shape its market dynamics.

Both median and average sales prices reflected stability and modest growth. The median sales price rose to \$2.82M, up 6% from the previous quarter, while the average sales price saw a marginal 0.4% increase, settling at \$2.84M. These indicators suggest that despite a slowdown in transaction volume, property values in Carmel Valley remain on an upward trajectory, driven by steady demand for high-end real estate.

MEDIAN SALES PRICES (\$M)

QUARTER	MEDIAN	YOY% CHANGE	
Q2 to Q3	-	6%	▲
Q3 2024	\$2.82M	15%	▲
Q2 2024	\$2.65M	18%	▲
Q1 2024	\$2.54M	22%	▲
Q4 2023	\$2.26M	9%	▲
Q3 2023	\$2.46M	11%	▲
Q3 2022	\$2.20M	16%	▲
Q3 2021	\$1.90M	36%	▲

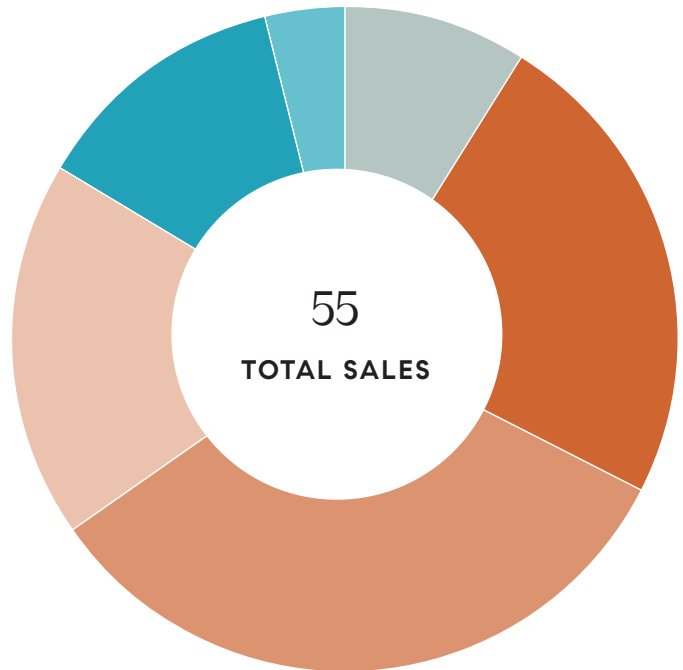
AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE	
Q2 to Q3	-	0.4%	▲
Q3 2024	\$2.84M	1%	▲
Q2 2024	\$2.83M	15%	▼
Q1 2024	\$3.07M	26%	▲
Q4 2023	\$2.40M	-2%	▼
Q3 2023	\$2.81M	7%	▲
Q3 2022	\$2.62M	23%	▲
Q3 2021	\$2.14M	30%	▲

CARMEL VALLEY

SALES BY PRICE

● \$8M+	0
● \$6M-\$8M	0
● \$4M-\$6M	5
● \$3M-\$4M	13
● \$2.5M-\$3M	18
● \$2M-\$2.5M	10
● \$1.5M-\$2M	7
● \$1M-\$1.5M	2
● <\$1M	0
Total Sales	55



COMPARING NUMBERS

	Q3 2024	Q2 2024	Q3 2023
TOTAL \$ VOLUME	\$156.23M	\$218.07M	\$145.92M
UNITS SOLD	55	77	52
AVG DOM	27	21	26

24
DAYS ON MARKET
Average for Q2 + Q3

Q3 SALES

6647 Duck Pond Ln	\$5.90M	5300 Sweetwater Trails	\$3.60M
4635 Rancho Verde Trl	\$5.70M	11394 Cadence Grove Way	\$3.57M
3808 Rancho La Bella	\$5.35M	6227 Sunrose Crest Way	\$3.55M
5575 Meadows Del Mar	\$4.33M	4625 Dunham Way	\$3.50M
14019 Caminito Vistana	\$4.00M	13063 Harwick Ln	\$3.40M

RANCHO SANTA FE

MARKET OVERVIEW

In Q3 2024, Rancho Santa Fe's real estate market demonstrated continued strength, with a total sales volume of \$232.95M and 40 units sold. This is a slight dip from Q2, yet still indicative of robust activity in the luxury sector. Sales were concentrated in the \$4M-\$6M range, with 15 transactions, followed by the \$8M+ bracket with 8 sales. The median sales price increased by 8% quarter-over-quarter, reaching \$4.95M, while the average sales price rose by 11%, marking a notable \$5.82M. Days on market improved significantly to 48, down from 76 in Q2, reflecting quicker turnover.

High-end sales dominated the quarter, with top transactions like 16254 Los Arboles and 17440 El Vuelo, both selling for \$14.50M. Despite fewer units sold compared to Q2, the upward trajectory in both median and average prices underscores buyer confidence in Rancho Santa Fe's luxury market. With average DOM at 62 days for Q2 and Q3 combined, the submarket remains highly competitive, driven by strong demand for premium properties.

MEDIAN SALES PRICES (\$M)

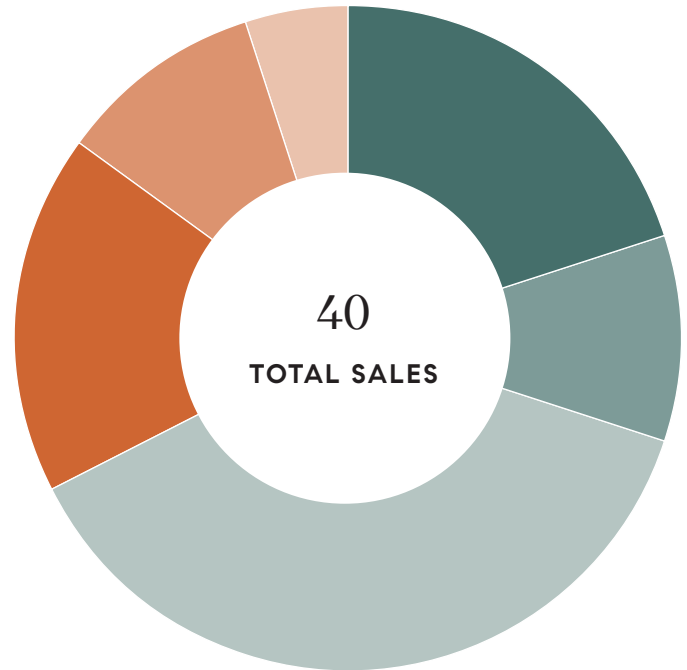
QUARTER	MEDIAN	YOY% CHANGE	
Q2 to Q3	-	8%	▲
Q3 2024	\$4.95M	4%	▲
Q2 2024	\$4.60M	10%	▲
Q1 2024	\$4.37M	-2%	▼
Q4 2023	\$4.43M	-2%	▼
Q3 2023	\$4.74M	18%	▲
Q3 2022	\$4.00M	8%	▲
Q3 2021	\$3.70M	36%	▲

AVERAGE SALES PRICES (\$M)

QUARTER	AVERAGE	YOY% CHANGE	
Q2 to Q3	-	11%	▲
Q3 2024	\$5.82M	13%	▲
Q2 2024	\$5.23M	-3%	▼
Q1 2024	\$5.30M	10%	▲
Q4 2023	\$5.81M	23%	▲
Q3 2023	\$5.16M	8%	▲
Q3 2022	\$4.77M	11%	▲
Q3 2021	\$4.30M	28%	▲

SALES BY PRICE

● \$8M+	8
● \$6M-\$8M	4
● \$4M-\$6M	15
● \$3M-\$4M	7
● \$2.5M-\$3M	4
● \$2M-\$2.5M	2
● \$1.5M-\$2M	0
● \$1M-\$1.5M	0
● <\$1M	0
Total Sales	40



COMPARING NUMBERS

	Q3 2024	Q2 2024	Q3 2023
TOTAL \$ VOLUME	\$232.95M	\$240.38M	\$216.72M
UNITS SOLD	40	46	42
AVG DOM	48	76	70

62
DAYS ON MARKET
Average for Q2 + Q3

Q2 SALES

16254 Los Arboles	\$15.50M	18127 Via Roswitha	\$10.00M
17440 El Vuelo	\$14.50M	6523 Mimulus	\$9.75M
6546 La Valle Plateada	\$11.82M	5248 La Crescenta Rd	\$9.00M
16168 Valle De Oro	\$11.10M	16577 La Gracia	\$7.25M
5757 Linea del Cielo	\$10.70M	16770 Via De Los Rosales	\$6.65M

RECENT SALES



149 WALNUT AVE
Carlsbad • \$3,200,000
7 BD | 5 BA | 3,221 SF



6073 MADRA AVE
San Diego • \$2,115,000
5 BD | 6.5 BA | 5,154 SF



12757 VIA DONADA
Del Mar • \$2,087,500
3 BD | 3 BA | 1,802 SF



3722 MISSISSIPPI
San Diego • \$1,950,000
3 BD | 2.5 BA | 2,173 SF

TESTIMONIALS

"Jennifer was wonderful to work with as my wife and I were new to the San Diego area. Prior to even moving to the State, we devised a plan to explore possible locations with a great strategy for evaluating our wants and needs for each neighborhood. There was no pressure. We worked at the pace that was set from the very start. Early in our search, we stumbled upon a property that had everything we wanted. Unfortunately, it moved very quickly off the market. When that same property returned to the market due to a canceled escrow, Jennifer wasted no time. Within hours, she had us at the doorstep, ready to submit an offer. Within a day, Jennifer helped guide us with the negotiations. The sellers were very aggressive from the start, which was a little intimidating, but with Jennifer's counsel, we were able to make informed decisions on short notice. Jennifer pulled off a bit of a 'hat trick' as we went from an unfavorable negotiating position to a very equitable position overnight. She was even able to preserve our inspection contingency and negotiate a substantial \$45,000 price adjustment. We would highly recommend Jennifer and her expertise as she is certainly an agent you can trust to make your dreams a reality!"

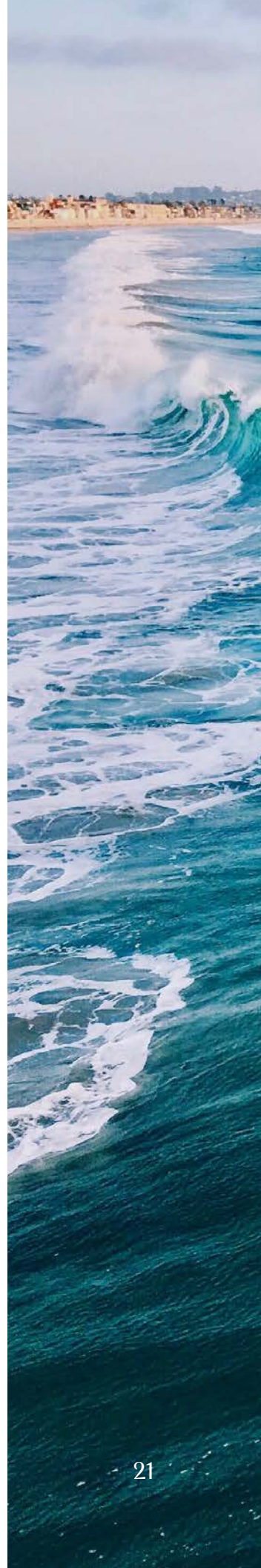
— ERIC AND MELINDA H.

"We found Jennifer Anderson online after searching for an agent experienced in our area and price range. We appreciated her knowledge, responsiveness, and level of organization throughout our home buying process. During showings, she offered a lot of detailed insight about aspects of the homes that we had not considered and that would be especially helpful to first-time homeowners. During escrow, the inspection findings were somewhat complex, but Jennifer's expertise allowed us to successfully negotiate a suitable repair request. Given the intricacies of this transaction, we were also appreciative of her detailed weekly updates confirming progress and ensuring all questions had been answered. Despite being in a seller's market, we were able to purchase our home below its appraised value."

— JUSTIN C. AND BETTY P.

"We've worked with Jennifer Anderson twice now in the Del Mar area – both with the sale of our past home and the purchase of our new one. She 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 M.



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 600+ top professions from over 150+ real estate brands which represent over \$13 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 40 states, 12 countries, and counting.

THE CLIENTELE

The over 325,000 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.

REALM™

POWERED BY HUMAN CONNECTION

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 28,000 top agents across the country.



WHAT IS A PRIVATE EXCLUSIVE?

Compass agents market these properties 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.



GIVING BACK

Over the past several years, Jennifer has made charitable involvement and contributions a priority as she understands the importance of giving back. Real estate professionals have a unique opportunity to impact their communities positively. By actively participating in philanthropic initiatives, we can contribute to the well-being and development of the neighborhoods we serve. Whether it's supporting local initiatives, or donating to organizations close to our heart we can make a tangible difference in the lives of others. Philanthropy not only allows us to give back but also strengthens our connection to the community we serve.

This quarter, Jennifer has contributed to the development and support of essential programs, by supporting critical community needs, organizing events and launching initiatives that significantly benefited local causes.

SAN DIEGO FOOD BANK

As a committee member and sponsor of the Jacobs & Cushman San Diego Food Bank, she helped organize the 12th annual SDFB Gala, raising more than \$1.1 million for critical hunger relief programs, including the Food 4 Kids Backpack Program. This achievement will provide over 2,090 backpacks of food for local elementary school children experiencing food insecurity.

The Food 4 Kids Backpack Program currently feeds 3,500 students each week at 80 schools in 19 school districts. Students are selected by school staff based on signs of chronic hunger, with parental permission required for participation. For more details, visit the San Diego Food Bank's Food 4 Kids Backpack Program.

AGENTS AGAINST CANCER

Jennifer founded Agents Against Cancer, which held its first Golf Classic and Symposium in April, raising over \$170K for the American Cancer Society! This event offers a fun way for Residential Real Estate Agents to support cancer research, education, advocacy, and patient service programs that make a difference every day in the lives of people touched by cancer.

Next year, the event will expand to include tennis and pickleball and will be held at The Nelson in Dallas in September 2025. All proceeds will continue to go to the American Cancer Society, and this year, participants can elect to support various types of cancer, ensuring those funds are placed where it has the most meaning to you!



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.

Most recently Jennifer was rated 18th of 24,000 individual agents in San Diego and in the top 700 of 315,000 agents statewide. 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, and she was named one of America's Best in the top 1.5% of residential real estate agents in the country in 2020-2023. 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**



**JENNIFER
ANDERSON**

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REALTOR®

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COMPASS

*#1 2023 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.

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