



# Machelle Richardson

Coldwell Banker Previews Specialist



Coldwell Banker  
6015 Paseo Delicias  
Rancho Santa Fe, CA 92067



## Del Mar & Solana Beach Statistical Comparison

### Del Mar Sales by Area / Development - Single Family Homes

<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
Beach Colony - 2000	\$ 23,157,500	8	\$ 2,894,688		\$ 1,398.99	
Beach Colony - 2001	\$ 13,671,000	7	\$ 1,953,000	-32.53%	\$ 853.00	-39.03%
Beach Colony - 2002	\$ 15,080,000	13	\$ 1,160,000	-40.60%	\$ 607.77	-28.75%
Beach Colony - 2003	\$ 42,664,500	12	\$ 3,555,375	206.50%	\$ 1,956.46	221.91%
Beach Colony - 2004	\$ 49,883,500	13	\$ 3,837,192	7.93%	\$ 1,910.07	-2.37%
Beach Colony - 2005	\$ 46,275,000	9	\$ 5,141,667	34.00%	\$ 2,514.95	31.67%
Beach Colony - 2006	\$ 35,815,500	5	\$ 5,969,250	16.10%	\$ 2,778.83	10.49%
Del Mar Bluffs - 2000	\$ 5,392,500	5	\$ 1,078,500		\$ 672.30	
Del Mar Bluffs - 2001	\$ 3,960,000	2	\$ 1,980,000	83.59%	\$ 988.27	47.00%
Del Mar Bluffs - 2002	\$ 8,290,000	4	\$ 2,072,500	4.67%	\$ 739.25	-25.20%
Del Mar Bluffs - 2003	\$ 5,115,000	3	\$ 1,705,000	-17.73%	\$ 1,086.91	47.03%
Del Mar Bluffs - 2004	\$ 8,062,500	4	\$ 2,015,625	18.22%	\$ 948.19	-12.76%
Del Mar Bluffs - 2005	\$ 15,600,000	4	\$ 3,900,000	93.49%	\$ 722.16	-23.84%
Del Mar Bluffs - 2006	\$ 20,620,000	6	\$ 3,436,667	-11.88%	\$ 1,506.86	108.66%
Del Mar Heights - 2000	\$ 48,625,490	70	\$ 694,650		\$ 306.68	
Del Mar Heights - 2001	\$ 48,246,500	61	\$ 804,108	15.76%	\$ 361.03	17.72%
Del Mar Heights - 2002	\$ 53,540,500	64	\$ 836,570	4.04%	\$ 376.34	4.24%
Del Mar Heights - 2003	\$ 73,918,500	82	\$ 901,445	7.75%	\$ 400.98	6.55%
Del Mar Heights - 2004	\$ 87,999,500	80	\$ 1,110,981	23.24%	\$ 477.04	18.97%
Del Mar Heights - 2005	\$ 58,506,950	46	\$ 1,271,890	14.48%	\$ 532.68	11.66%
Del Mar Heights - 2006	\$ 67,210,000	48	\$ 1,400,208	10.09%	\$ 579.00	8.70%
Del Mar Terrace - 2000	\$ 11,321,000	15	\$ 754,733		\$ 318.01	
Del Mar Terrace - 2001	\$ 13,821,500	18	\$ 788,029	4.41%	\$ 331.12	4.12%
Del Mar Terrace - 2002	\$ 10,758,500	12	\$ 896,542	13.77%	\$ 348.94	5.38%
Del Mar Terrace - 2003	\$ 22,214,000	23	\$ 965,826	7.73%	\$ 398.72	14.27%
Del Mar Terrace - 2004	\$ 28,178,500	23	\$ 1,225,152	26.85%	\$ 468.17	17.42%
Del Mar Terrace - 2005	\$ 24,191,000	14	\$ 1,727,929	41.04%	\$ 589.19	25.85%
Del Mar Terrace - 2006	\$ 16,717,000	13	\$ 1,285,923	-25.58%	\$ 508.78	-13.65%
Olde Del Mar - 2000	\$ 63,331,000	49	\$ 1,292,469		\$ 571.04	
Olde Del Mar - 2001	\$ 26,202,000	21	\$ 1,247,714	-3.46%	\$ 556.92	-2.47%
Olde Del Mar - 2002	\$ 71,694,900	51	\$ 1,405,782	12.67%	\$ 650.02	16.72%
Olde Del Mar - 2003	\$ 75,175,000	46	\$ 1,634,239	16.25%	\$ 756.35	16.36%
Olde Del Mar - 2004	\$ 96,396,500	51	\$ 1,890,127	15.66%	\$ 865.12	14.38%
Olde Del Mar - 2005	\$ 86,205,500	37	\$ 2,329,865	23.26%	\$ 969.67	12.09%
Olde Del Mar - 2006	\$ 60,795,000	27	\$ 2,251,667	-3.36%	\$ 1,164.78	20.12%
Via De La Valle North - 2000	\$ 60,494,500	39	\$ 1,551,141		\$ 489.29	
Via De La Valle North - 2001	\$ 22,900,000	27	\$ 848,148	-45.32%	\$ 293.62	-39.99%
Via De La Valle North - 2002	\$ 43,032,000	41	\$ 1,049,561	23.75%	\$ 340.52	15.97%
Via De La Valle North - 2003	\$ 51,496,500	47	\$ 1,095,670	4.39%	\$ 372.82	9.49%
Via De La Valle North - 2004	\$ 78,692,500	54	\$ 1,457,269	33.00%	\$ 420.98	12.92%
Via De La Valle North - 2005	\$ 65,505,500	38	\$ 1,723,829	18.29%	\$ 505.66	20.11%
Via De La Valle North - 2006	\$ 40,170,372	25	\$ 1,606,815	-6.79%	\$ 511.40	1.14%



## Del Mar Sales by Area / Development - Condominiums

<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
Beach Colony - 2003	\$ 14,311,000	16	\$ 894,438		\$ 826.84	
Beach Colony - 2004	\$ 10,733,000	14	\$ 828,692	-7.35%	\$ 782.01	-5.42%
Beach Colony - 2005	\$ 11,675,000	9	\$ 1,297,222	56.54%	\$ 918.78	17.49%
Beach Colony - 2006	\$ 10,265,000	9	\$ 1,140,556	-12.08%	\$ 1,124.69	22.41%
Del Mar Bluffs - 2003	\$ 16,875,000	26	\$ 649,038		\$ 402.86	
Del Mar Bluffs - 2004	\$ 33,181,500	39	\$ 850,808	31.09%	\$ 642.33	59.44%
Del Mar Bluffs - 2005	\$ 18,446,000	15	\$ 1,229,733	44.54%	\$ 759.34	18.22%
Del Mar Bluffs - 2006	\$ 11,588,000	10	\$ 1,158,800	-5.77%	\$ 752.33	-0.92%
Del Mar Heights - 2003	\$ 10,501,900	33	\$ 318,239		\$ 336.56	
Del Mar Heights - 2004	\$ 16,865,000	44	\$ 383,295	20.44%	\$ 439.27	30.52%
Del Mar Heights - 2005	\$ 11,078,500	24	\$ 461,604	20.43%	\$ 455.96	3.80%
Del Mar Heights - 2006	\$ 6,029,500	15	\$ 401,967	-12.92%	\$ 427.24	-6.30%
Del Mar Terrace - 2003	\$ 15,333,500	22	\$ 696,977		\$ 400.84	
Del Mar Terrace - 2004	\$ 19,703,000	24	\$ 820,958	17.79%	\$ 507.59	26.63%
Del Mar Terrace - 2005	\$ 10,942,500	11	\$ 994,773	21.17%	\$ 545.49	7.47%
Del Mar Terrace - 2006	\$ 8,339,000	9	\$ 926,556	-6.86%	\$ 558.85	2.45%
Olde Del Mar - 2004	\$ 3,825,000	3	\$ 1,275,000		\$ 807.98	
Olde Del Mar - 2005	(No Sales)					
Olde Del Mar - 2006	(No Sales)					
Via de la Valle North - 2003	\$ 19,300,000	26	\$ 742,308		\$ 336.45	
Via de la Valle North - 2004	\$ 29,630,000	38	\$ 779,243	4.98%	\$ 406.04	20.68%
Via de la Valle North - 2005	\$ 16,427,000	17	\$ 966,294	24.00%	\$ 461.54	13.67%
Via de la Valle North - 2006	\$ 12,707,000	11	\$ 1,155,182	19.55%	\$ 487.78	5.69%

## Solana Beach Sales by Area / Development - Single Family Homes

<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
Custom Homes - 2000	\$ 9,988,500	11	\$ 908,045		\$ 299.51	
Custom Homes - 2001	\$ 9,624,000	8	\$ 1,350,000	48.67%	\$ 337.04	12.53%
Custom Homes - 2002	\$ 14,461,000	14	\$ 1,032,929	-23.49%	\$ 338.23	0.35%
Custom Homes - 2003	\$ 21,475,000	16	\$ 1,342,188	29.94%	\$ 353.82	4.61%
Custom Homes - 2004	\$ 11,511,500	8	\$ 1,438,938	7.21%	\$ 452.44	27.87%
Custom Homes - 2005	\$ 21,965,000	13	\$ 1,689,615	17.42%	\$ 464.85	2.74%
Custom Homes - 2006	\$ 19,458,800	13	\$ 1,496,830	-11.41%	\$ 536.61	15.44%
Loma De Cielo - 2000	\$ 5,278,500	8	\$ 659,812		\$ 249.21	
Loma De Cielo - 2001	\$ 4,343,000	6	\$ 723,833	9.70%	\$ 281.01	12.76%
Loma De Cielo - 2002	\$ 4,130,500	6	\$ 688,417	-4.89%	\$ 256.20	-8.83%
Loma De Cielo - 2003	\$ 7,906,000	11	\$ 718,727	4.40%	\$ 283.04	10.48%
Loma De Cielo - 2004	\$ 4,130,000	4	\$ 1,032,500	43.66%	\$ 397.34	40.38%
Loma De Cielo - 2005	\$ 6,412,500	6	\$ 1,068,750	3.51%	\$ 409.59	3.08%
Loma De Cielo - 2006	\$ 2,895,500	3	\$ 965,166	-9.69%	\$ 538.68	31.52%
San Elijo Hills - 2000	\$ 8,338,500	14	\$ 595,607		\$ 273.50	
San Elijo Hills - 2001	\$ 5,243,090	7	\$ 749,013	25.76%	\$ 360.99	31.99%
San Elijo Hills - 2002	\$ 10,546,500	16	\$ 659,156	-12.00%	\$ 341.58	-5.38%
San Elijo Hills - 2003	\$ 13,961,500	19	\$ 734,816	11.48%	\$ 391.16	14.51%
San Elijo Hills - 2004	\$ 6,125,000	6	\$ 1,020,833	38.92%	\$ 521.59	33.34%
San Elijo Hills - 2005	\$ 5,579,000	6	\$ 929,833	-8.91%	\$ 507.14	-2.77%
San Elijo Hills - 2006	\$ 10,850,500	11	\$ 986,409	6.08%	\$ 501.58	-1.10%
Santa Fe Hills - 2000	\$ 12,849,000	24	\$ 535,375		\$ 240.97	
Santa Fe Hills - 2001	\$ 11,932,500	20	\$ 596,625	11.44%	\$ 282.48	17.23%
Santa Fe Hills - 2002	\$ 15,845,000	25	\$ 633,800	6.23%	\$ 278.99	-1.24%
Santa Fe Hills - 2003	\$ 19,228,545	29	\$ 663,053	4.62%	\$ 316.26	13.36%
Santa Fe Hills - 2004	\$ 16,233,500	18	\$ 901,861	36.02%	\$ 410.35	29.75%
Santa Fe Hills - 2005	\$ 16,534,000	16	\$ 1,033,375	14.58%	\$ 446.60	8.83%
Santa Fe Hills - 2006	\$ 16,316,500	16	\$ 1,019,781	-1.32%	\$ 470.48	5.35%



<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
West of I-5 - 2000	\$ 50,943,500	65	\$ 783,746		\$ 361.32	
West of I-5 - 2001	\$ 34,587,000	51	\$ 691,740	-11.74%	\$ 381.10	5.47%
West of I-5 - 2002	\$ 50,219,500	70	\$ 717,421	3.71%	\$ 351.48	-7.77%
West of I-5 - 2003	\$ 53,383,000	57	\$ 936,544	30.54%	\$ 408.80	16.31%
West of I-5 - 2004	\$ 68,468,400	54	\$ 1,289,028	37.64%	\$ 521.28	27.51%
West of I-5 - 2005	\$ 60,166,500	46	\$ 1,307,967	1.47%	\$ 627.06	20.29%
West of I-5 - 2006	\$ 64,379,500	43	\$ 1,497,198	14.47%	\$ 670.51	6.93%
West Side Old Solana Beach - 2000	\$ 12,705,000	13	\$ 977,308		\$ 455.33	
West Side Old Solana Beach - 2001	\$ 8,907,500	10	\$ 890,750	-8.86%	\$ 440.05	-3.36%
West Side Old Solana Beach - 2002	\$ 5,531,500	7	\$ 790,214	-11.29%	\$ 515.42	17.13%
West Side Old Solana Beach - 2003	\$ 18,470,000	17	\$ 1,086,471	37.49%	\$ 592.20	14.90%
West Side Old Solana Beach - 2004	\$ 26,724,500	16	\$ 1,750,267	61.10%	\$ 832.64	40.60%
West Side Old Solana Beach - 2005	\$ 12,605,000	8	\$ 1,575,625	-9.98%	\$ 1,029.57	23.65%
West Side Old Solana Beach - 2006	\$ 23,830,000	13	\$ 1,833,077	16.34%	\$ 1,020.71	-0.86%

### Solana Beach Sales by Area / Development - Condominiums

<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
Sixth Green - 2000	\$ 2,092,500	6	\$ 348,750		\$ 219.45	
Sixth Green - 2001	(No Sales)					
Sixth Green - 2002	\$ 1,708,500	4	\$ 427,125		\$ 256.80	
Sixth Green - 2003	\$ 1,364,000	3	\$ 454,667	6.45%	\$ 273.79	6.62%
Sixth Green - 2004	\$ 2,563,500	4	\$ 640,875	40.95%	\$ 379.22	38.51%
Sixth Green - 2005	\$ 2,284,000	6	\$ 761,333	18.80%	\$ 458.63	20.94%
Sixth Green - 2006	\$ 1,410,000	2	\$ 705,000	-7.40%	\$ 421.14	-8.17%
Camino De Las Villas - 2000	\$ 5,167,000	14	\$ 369,071		\$ 245.21	
Camino De Las Villas - 2001	\$ 5,069,000	13	\$ 389,923	5.65%	\$ 256.41	4.57%
Camino De Las Villas - 2002	\$ 5,816,500	14	\$ 415,464	6.55%	\$ 285.23	11.24%
Camino De Las Villas - 2003	\$ 7,513,990	16	\$ 469,624	13.04%	\$ 311.04	9.05%
Camino De Las Villas - 2004	\$ 5,950,500	9	\$ 661,167	40.79%	\$ 437.15	40.54%
Camino De Las Villas - 2005	\$ 4,957,500	7	\$ 708,214	7.12%	\$ 460.65	5.38%
Camino De Las Villas - 2006	\$ 5,482,000	8	\$ 685,250	-3.24%	\$ 441.41	-4.18%
Solana Circle - 2000	\$ 1,819,000	4	\$ 454,750		\$ 323.32	
Solana Circle - 2001	\$ 470,000	1	\$ 470,000		N/A	
Solana Circle - 2002	\$ 944,000	2	\$ 472,000	0.43%	\$ 340.06	
Solana Circle - 2003	\$ 625,000	1	\$ 625,000	32.42%	\$ 493.29	45.06%
Solana Circle - 2004	\$ 5,702,000	7	\$ 814,751	30.36%	\$ 581.54	17.89%
Solana Circle - 2005	\$ 3,618,000	3	\$ 1,206,000	48.02%	\$ 743.37	27.83%
Solana Circle - 2006	\$ 925,000	1	\$ 925,000	-23.30%	\$ 769.55	3.52%
St Francis Court - 2000	\$ 4,801,500	11	\$ 436,500		\$ 226.49	
St Francis Court - 2001	\$ 3,259,000	7	\$ 465,571	6.66%	\$ 224.76	-0.76%
St Francis Court - 2002	\$ 6,717,000	13	\$ 516,692	10.98%	\$ 249.87	11.17%
St Francis Court - 2003	\$ 8,863,000	15	\$ 590,867	14.36%	\$ 297.42	19.03%
St Francis Court - 2004	\$ 8,392,500	11	\$ 762,955	29.12%	\$ 388.85	30.74%
St Francis Court - 2005	\$ 3,335,000	4	\$ 833,750	9.28%	\$ 443.37	14.02%
St Francis Court - 2006	\$ 8,202,000	10	\$ 820,200	-1.63%	\$ 421.30	-4.98%
Santa Helena Park - 2000	\$ 1,079,000	4	\$ 269,750		\$ 181.65	
Santa Helena Park - 2001	\$ 1,053,000	3	\$ 351,000	30.12%	\$ 295.12	62.47%
Santa Helena Park - 2002	\$ 2,265,500	6	\$ 377,583	7.57%	\$ 238.37	-19.23%
Santa Helena Park - 2003	\$ 1,604,000	4	\$ 401,000	6.20%	\$ 358.20	50.27%
Santa Helena Park - 2004	\$ 2,793,000	5	\$ 558,600	39.30%	\$ 363.81	1.57%
Santa Helena Park - 2005	\$ 1,858,000	3	\$ 619,333	10.87%	\$ 356.55	-2.00%
Santa Helena Park - 2006	\$ 1,890,000	3	\$ 630,000	1.72%	\$ 405.32	13.68%
The Bluffs - 2000	\$ 35,323,000	74	\$ 483,877		\$ 343.00	
The Bluffs - 2001	\$ 27,598,500	55	\$ 505,620	4.49%	\$ 356.42	3.91%
The Bluffs - 2002	\$ 28,445,000	52	\$ 547,019	8.19%	\$ 389.77	9.36%
The Bluffs - 2003	\$ 44,434,500	71	\$ 625,838	14.41%	\$ 439.05	12.64%
The Bluffs - 2004	\$ 59,308,000	76	\$ 780,368	24.69%	\$ 556.89	26.84%
The Bluffs - 2005	\$ 47,249,500	51	\$ 926,461	18.72%	\$ 665.93	19.58%
The Bluffs - 2006	\$ 39,110,500	39	\$ 1,002,833	8.24%	\$ 744.57	11.81%



<u>Development</u>	<u>Total Sales Volume</u>	<u>Number Sold</u>	<u>Average Sale Price</u>	<u>% Change</u>	<u>Price/SQFT</u>	<u>% Change</u>
The Villas - 2000	\$ 4,838,000	24	\$ 201,583		\$ 199.31	
The Villas - 2001	\$ 3,819,000	16	\$ 238,688	18.41%	\$ 207.35	4.03%
The Villas - 2002	\$ 3,903,500	15	\$ 260,233	9.03%	\$ 249.20	20.18%
The Villas - 2003	\$ 6,129,500	21	\$ 291,881	12.16%	\$ 272.87	9.50%
The Villas - 2004	\$ 7,284,500	18	\$ 404,694	38.65%	\$ 405.10	48.46%
The Villas - 2005	\$ 7,646,500	18	\$ 424,806	4.97%	\$ 395.97	-2.25%
The Villas - 2006	\$ 5,487,000	13	\$ 422,077	-0.64%	\$ 391.33	-1.17%
West I-5 Except Bluffs - 2000	\$ 21,690,500	64	\$ 349,847		\$ 255.09	
West I-5 Except Bluffs - 2001	\$ 22,774,500	60	\$ 379,575	8.50%	\$ 276.44	8.37%
West I-5 Except Bluffs - 2002	\$ 28,750,000	70	\$ 410,714	8.20%	\$ 288.94	4.52%
West I-5 Except Bluffs - 2003	\$ 26,979,500	57	\$ 473,325	15.24%	\$ 361.73	25.19%
West I-5 Except Bluffs - 2004	\$ 43,778,500	60	\$ 587,161	24.05%	\$ 445.48	23.15%
West I-5 Except Bluffs - 2005	\$ 37,234,500	54	\$ 689,528	17.43%	\$ 529.76	18.92%
West I-5 Except Bluffs - 2006	\$ 27,797,000	40	\$ 694,925	0.78%	\$ 488.51	-7.79%

**Average Sale price for Single Family Home in 92014 for 2005: \$ 2,001,915**  
**Average Sale price for Single Family Home in 92014 for 2006: \$ 1,937,126**

**Average Sale price for Condos in 92014 for 2005: \$ 902,223**  
**Average Sale price for Condos in 92014 for 2006: \$ 906,083**

**Average Sale price for Single Family Home in 92075 for 2005: \$ 1,297,495**  
**Average Sale price for Single Family Home in 92075 for 2006: \$ 1,391,220**

**Average Sale price for Condos in 92075 for 2005: \$ 740,979**  
**Average Sale price for Condos in 92075 for 2006: \$ 778,478**

