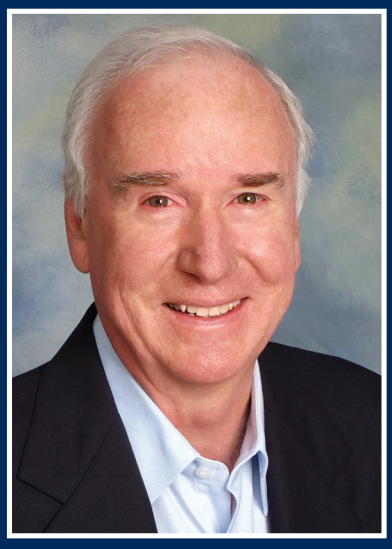
Scott Peck's Special Report

Did Prices RISE or FALL in 2022? What To Expect in 2023





Scott Peck

Broker Associate/Senior Advisor

Moving Lives Forward

858.967.2604 ScottyPeck@gmail.com ScottPeck.com

DRE 00999920

Pacific | Sotheby's INTERNATIONAL REALTY

Did Prices RISE or FALL in 2022?

Careful, it's a trick question. The answer is BOTH!

Due to the massive slowdown of real estate activity in the last half of 2022, it felt like prices were on the way down. That was the mindset. And prices were indeed falling. But the truth is that **the rate of price GROWTH was decelerating**. Prices in coastal North County rose 24% by mid-2022 and then fell 6% in the second half, for a net gain of 18% UP in 2022. Here are some astonishing facts:

In 2021, prices UP 28% **In 2022, prices UP 18%** **In 2 years, Prices UP 46%**

Number of Coastal North County Home Sales - Down 38%

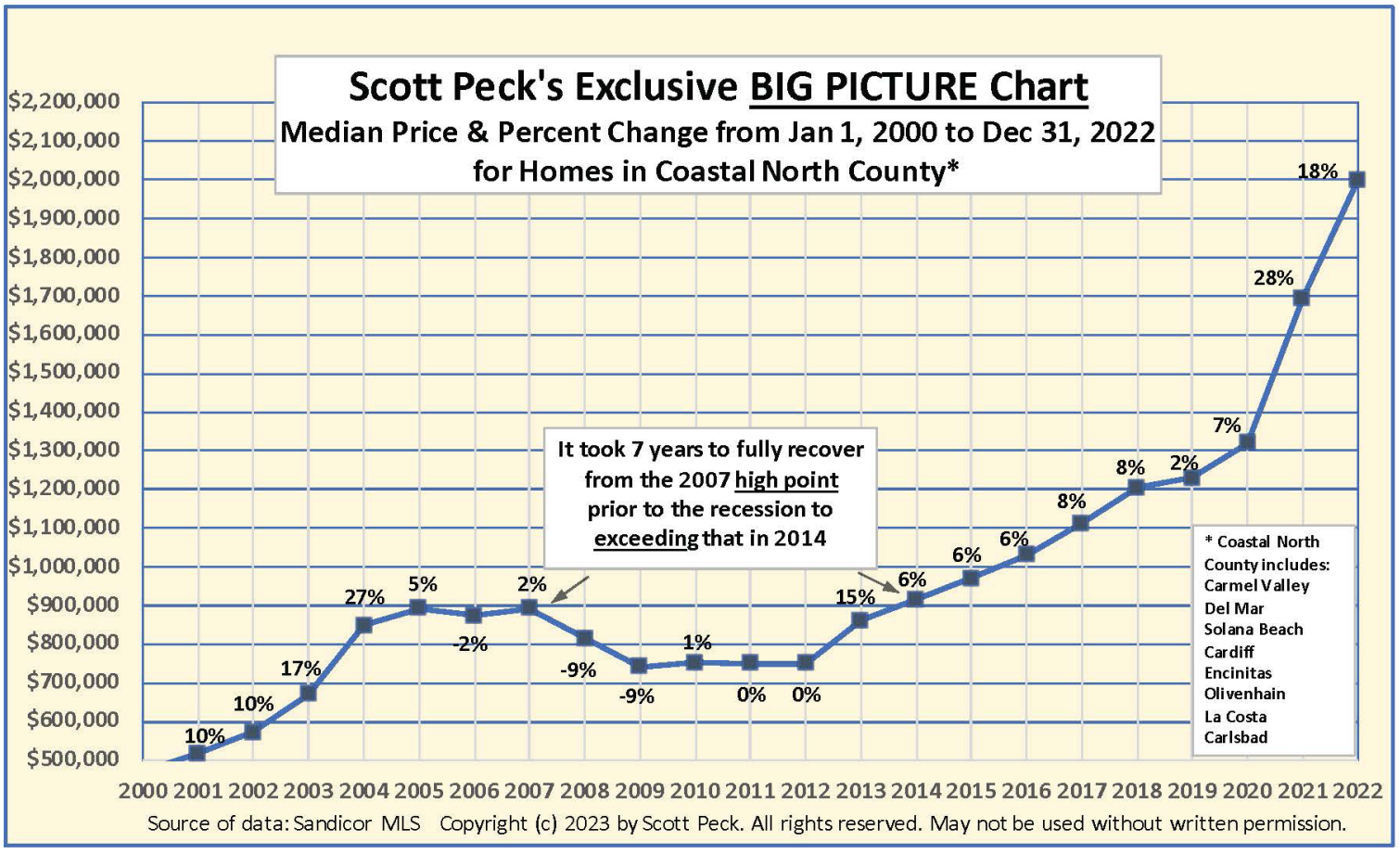
2529 homes sold in 2021 **1561** homes sold in 2022

For sellers, that's an enormous equity gain. Now, we're in a distinctly slower market.

For many buyers, it meant watching the real estate market pass them by on prices, not to mention interest rates rising to 7% (then slipping back to the 6's as we enter the new year).

As a broker for 35 years, I track prices in coastal North County myself, using MLS (Multiple Listing Service) data. The numbers above & graph below are based on MLS data from 2000 through 2022 (as of 1/1/2023).

What is so evident is the consistency of the rise in prices. Even with the last recession, where prices dropped 18%, that loss was recovered in less than 7 years. And then, in the next 9 years (from 2014 through 2022), **prices steadily rose by a total of 81% - an increase of 9% per year**. That's the big picture.



I serve sellers & buyers in all coastal North County but about half my sales are in Solana Beach.

See Detailed Solana Beach Sales on back cover

© Copyright 2023 by Scott Peck

What To Expect in 2023

We enter 2023 in a whole new real estate climate.

Because of rising inflation, the Fed radically raised interest rates in 2022. Mortgage rates leaped swiftly from 3% to 7%. This immediately took the steam out of the real estate market. Buyers had to contend with, not just super high prices, but much higher mortgage rates as well. Many buyers headed to the sidelines and the real estate market came to a dramatic slowdown. That's how we ended 2022.

Will prices fall more in 2023? That's the huge question. Nationwide, prices are predicted to be flat in 2023. In California, in "hot" cities, like San Diego, prices are expected to decline. How much? Pacific Sotheby's International Realty's Chief Economist, Steven Thomas, predicts prices decreasing 6.5-9% in San Diego.

If prices do fall in San Diego, how will you feel at the end of the year? As a home owner, you might exclaim: **"Oh no! The value of my home went DOWN 9% this year! That's terrible!"**

Or, you could rejoice: **"It's amazing! The value of my home went UP 37% during the past 3 years!"** (+28% in 2021, +18% in 2022, -9% in 2023) That's a 12%+ INCREASE per year!

Mortgage rates & inventory are the key issues for 2023. If mortgage rates stay closer to 6%, buyers are more likely to emerge. Above that, it will be slower. If inventory continues to remain low, prices are likely to be more stable. If inventory expands significantly, prices are likely to drop more distinctly.

2023 will give buyers more time and flexibility in making offers but prices are still high and mortgage rates are also high, so it's still a tough time for buyers. Sellers will experience a more challenging environment with longer days on the market and more pressure to reduce their prices to succeed. Altos Research still considers our real estate market to slightly favor sellers, but less so than during the past year.

Make sure you choose a talented, experienced, & highly informed broker to navigate these complex waters. In late August, last year, I got a call from Martha Jamieson, a highly respected real estate legend who has been a broker/lender for over 40 years. She asked me to sell a condo she owned in Carmel Valley. It was a huge honor to be chosen by such a seasoned, respected broker. Her words are below.

"Scott Peck is the epitome of exemplary service!"

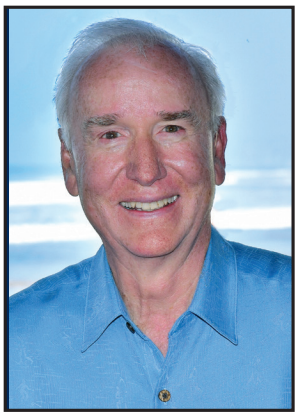


"As a retired real estate Broker/Owner and Mortgage Banker, in my 40 years in these fields, I've had the time to observe the many people who make up these professions.

When you have the chance to see a true professional like Scott Peck at work, which I just recently did, and to be the recipient of that level of service, which I just recently was, not only are you grateful but it becomes an opportunity to tell others of your experience.

Scott Peck is the epitome of exemplary service! Not only is his knowledge of the real estate market, contracts, and negotiations top-notch, but his level of caring for you as his client, is without peer. Scotty is a true credit to his profession. With Scott, you not only get the best service there is, you also get a friend, as I did.

Martha Jamieson



Scott Peck

Moving Lives Forward!

858.967.2604

scottypeck @gmail.com

ScottPeck.com

Pacific Sotheby's INTERNATIONAL REALTY

Returns to Scott Peck
1127 Santa Luisa
Solana Beach, CA 92075

PRSRT STD
US POSTAGE
PAID
SAN DIEGO, CA
PERMIT NO. 2681

East Solana Beach Homes - Sold in 2022

A Scott Peck Special Report

#	Address	BRs	Sq Ft	Days	Close Price	$/Sq Ft
1	1034 Santa Florencia	4	1771	5	$1,800,000	$1,016.37
2	1039 Santa Florencia	3	1731	26	$1,810,000	$1,045.64
3	930 Santa Hidalga	3	1971	33	$1,872,000	$949.77
4	1110 San Ricardo Ct	4	2150	5	$2,000,000	$930.23
5	408 Santa Alicia	5	2416	0	$2,000,000	$827.81
6	1309 Santa Luisa Dr.	3	1525	15	$2,025,000	$1,327.87
7	427 Santa Helena	3	1926	5	$2,125,000	$1,103.32
8	314 Santa Helena	4	2325	9	$2,200,000	$946.24
9	1021 Cerro Largo	4	2834	21	$2,225,000	$785.11
10	735 Santa Paula	4	2420	6	$2,230,000	$921.49
11	1138 Via Mil Cumbres	5	4203	107	$2,250,000	$535.33
12	1117 San Patricio Dr	4	2704	13	$2,350,000	$869.08
13	350 Punta Baja	3	1807	20	$2,425,000	$1,342.00
14	1153 Cerro Largo	4	2834	98	$2,460,000	$868.03
15	1108 Via Mil Cumbres	3	2135	6	$2,500,000	$1,170.96
16	724 San Mario Drive	3	1525	5	$2,525,000	$1,655.74
17	227 Loma Corta Drive	4	3782	6	$2,755,000	$728.45
18	1232 Via Mil Cumbres	4	3899	0	$2,900,000	$743.78
19	1301 Via Mil Cumbres	3	3180	28	$2,975,000	$935.53
20	1450 Highland Dr	3	2450	1	$3,000,000	$1,224.49
21	1114 Via Mil Cumbres	4	2972	5	$3,200,000	$1,076.72
22	1315 Via Mil Cumbres	4	4071	0	$3,200,000	$786.05
23	1419 San Lucas Court	4	2899	5	$3,200,000	$1,103.83
	AVERAGE	3.7	2588	18	$ 2,435,957	$ 941
	MEDIAN	4.0	2420	6	$ 2,350,000	$ 971

Source: MLS (Multiple Listing Service) Sales by all agents.

East Solana Beach Condos - Sold in 2022

A Scott Peck Special Report

#	Address	Community	BRs	Sq Ft	Days	Close Price	$/Sq Ft
1	930 Via Mil Cumbres 33	Villas	1	762	66	$575,000	$ 755
2	930 Via Mil Cumbres 88	Villas	1	762	6	$605,000	$ 794
3	930 Via Mil Cumbres 24	Villas	1	762	13	$610,000	$ 801
4	930 Via Mil Cumbres 120	Villas	2	1120	12	$775,000	$ 692
5	930 Via Mil Cumbres 137	Villas	2	1233	10	$825,000	$ 669
6	930 Via Mil Cumbres 19	Villas	2	1263	52	$835,000	$ 661
7	930 Via Mil Cumbres 128	Villas	2	1120	6	$850,000	$ 759
8	930 Via Mil Cumbres 49	Villas	2	1263	4	$924,000	$ 732
9	620 Camino Ynez	St Francis Ct	2	1594	13	$1,200,000	$ 753
10	160 Tampico Ct	Cnty Club Villas	2	1610	0	$1,230,000	$ 764
11	626 Camino Santa Barbara	St Francis Ct	2	1594	8	$1,250,000	$ 784
12	1067 Santa Helena Park Ct	SHPC	2	1737	7	$1,300,000	$ 748
13	1424 Sun Valley Road	St Francis Ct	2	1594	14	$1,360,000	$ 853
14	175 Chapala Ct	Cnty Club Villas	2	1573	40	$1,375,000	$ 874
15	105 Villa Hermosa Ct	Cnty Club Villas	3	1593	4	$1,450,000	$ 910
16	1032 Santa Helena Park Ct	SHPC	2	1558	5	$1,462,500	$ 939
17	616 Calle Paula	St Francis Ct	4	2470	102	$1,500,000	$ 607
18	1332 Sun Valley Rd	St Francis Ct	3	1864	7	$1,545,000	$ 829
19	718 Camino Santa Barbara	St Francis Ct	3	1864	5	$1,650,000	$ 885
20	619 Camino Catalina	St Francis Ct	4	2470	6	$1,750,000	$ 709
	AVERAGE		2.2	1490	19	$ 1,153,575	$ 774
	MEDIAN		2.0	1583	8	$ 1,240,000	$ 783

Source: MLS (Multiple Listing Service) Sales by all agents.

West Solana Beach Homes - Sold in 2022

A Scott Peck Special Report

#	Address	BRs	Sq Ft	Days	Close Price	$/Sq Ft
1	720 Valley Ave	2	920	22	$1,250,000	$1,359
2	810 Juanita	2	725	10	$1,310,000	$1,807
3	318 N Rios	2	952	81	$1,675,000	$1,759
4	643 Solana Hills Ct	3	1632	7	$1,713,000	$1,050
5	15808 Highland Ct	4	3281	17	$1,800,000	$549
6	842 Juanita	4	1899	21	$1,850,000	$974
7	880 Stevens	3	1116	5	$1,950,000	$1,747
8	715 Fresca Court	4	1891	6	$1,981,944	$1,048
9	678 E Solana Circle	2	1456	21	$2,100,000	$1,442
10	766 W Solana Circle	2	1420	4	$2,110,000	$1,486
11	900 Highland	3	2281	0	$2,125,000	$932
12	960 Valley	3	2993	68	$2,157,760	$721
13	328 Hilmen	4	1590	4	$2,240,000	$1,409
14	501 S Rios	2	1496	4	$2,425,000	$1,621
15	232 N Rios	3	1382	8	$2,425,000	$1,755
16	503 N Cedros	4	2292	4	$2,450,000	$1,069
17	336 N Sierra	2	1269	0	$2,550,000	$2,009
18	601 N Cedros	3	1282	9	$2,600,000	$2,028
19	302 Barbara	4	2373	183	$2,644,000	$1,114
20	410 N Granados	4	1289	1	$2,650,000	$2,056
21	722 Castro	4	3676	13	$2,700,000	$734
22	141 N Acacia	4	2085	48	$2,795,000	$1,341
23	631 Dell	4	2758	4	$2,800,000	$1,015
24	676 Via De La Valle	4	3931	87	$2,820,000	$717
25	416 N Acacia	4	2402	4	$3,400,000	$1,415
26	513 Canyon	3	1923	2	$3,400,000	$1,768
27	781 E Solana Circle	2	2000	11	$3,400,000	$1,700
28	626 Canyon	4	2273	2	$3,600,000	$1,584
29	683 Glenmont	4	2999	65	$3,700,000	$1,234
30	336 Corto	4	2677	8	$3,800,000	$1,419
31	553 Glencrest	4	3133	8	$3,825,000	$1,221
32	536 N Cedros	4	2542	4	$3,835,000	$1,509
33	324 Glenmont	4	3371	29	$3,900,000	$1,157
34	915 Highland	7	4944	0	$4,000,000	$809
35	424 Pacific	3	1026	4	$4,150,000	$4,045
36	415 Marview	4	2548	5	$4,300,000	$1,688
37	368 Holmwood Ln	4	3767	8	$4,350,000	$1,155
38	410 S Granados	4	3145	44	$5,025,000	$1,598
39	225 Pacific	3	1949	0	$7,500,000	$3,848
40	565 Canyon	5	6370	11	$8,000,000	$1,256
41	524 S Granados	6	5837	16	$9,425,000	$1,615
42	417 Pacific	3	3400	116	$15,000,000	$4,412
	AVERAGE	3.5	2436	23	$ 3,517,422	$1,444
	MEDIAN	4.0	2281	8	$ 2,795,000	$1,225

Source: MLS (Multiple Listing Service. Sales by all agents.

Scott Peck
#1 Agent in Solana Beach
For # of Solana Beach Homes Sold in 2022
(6% of all Solana Beach Home Sales)
For Luxury Service & Highest Possible Price
Let's Talk - 1.858.967.2604

© Copyright 2023 by Scott Peck