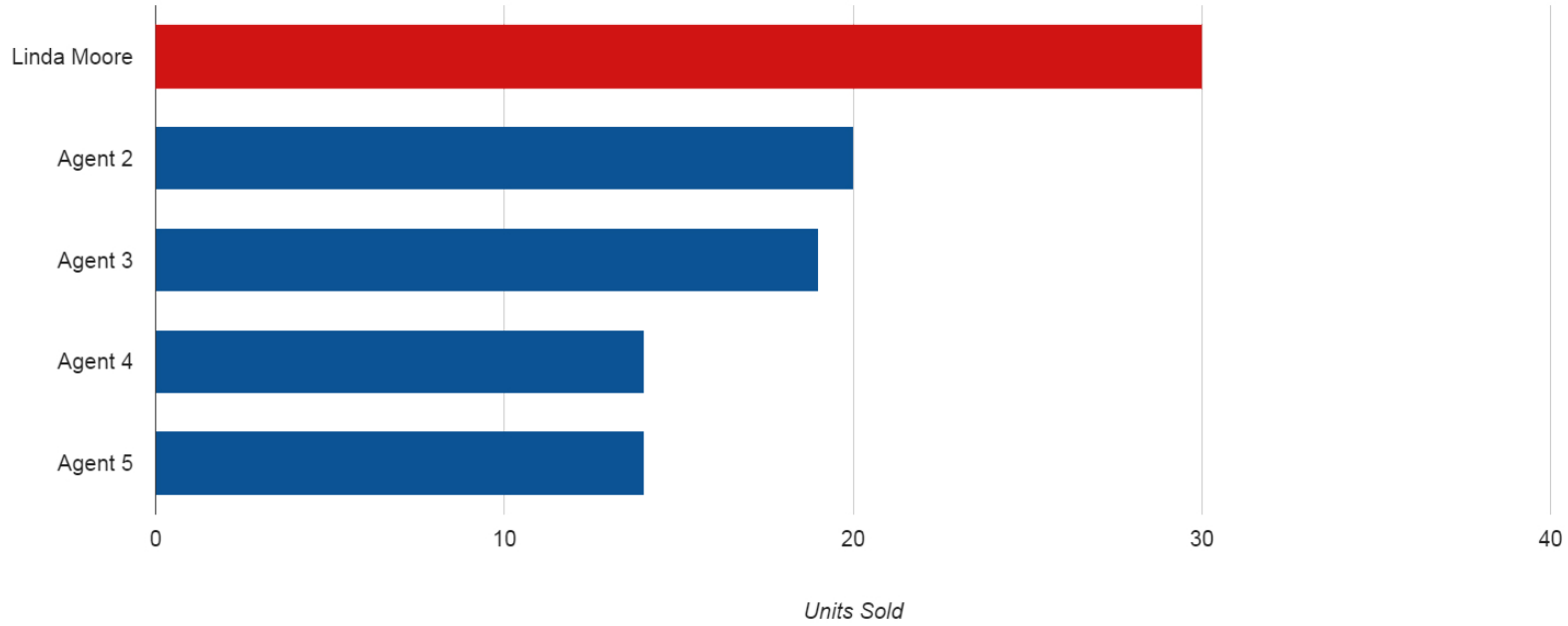


Top Ten Agents in Encinitas - Sale Production Report

February 2017 - ZIP 92024 - Last 15 Months

Top 5 Agents by Units Sold



Agent	Company	Total Sales in Units	Total Units Mkt %	Total Sales (\$)	Total (\$) Mkt %	Listing Sales in Units	Listing Units Mkt %	Listing Sales (\$)	Listing (\$) Mkt %	Buyer Sales In Units	Buyer Units Mkt %	Avg Days on Market	SP/Orig LP %
Linda Moore	Coldwell Banker Res Brokerage	30	1.70%	28,580,000	1.50%	23	2.60%	22,344,000	2.30%	7	0.80%	9	98.60%
Agent 2	Shea Advantage	20	1.20%	28,487,000	1.50%	16	1.80%	22,983,000	2.40%	4	0.50%	48	95.90%
Agent 3	Pacific Sothebys Intl Realty	19	1.10%	28,359,000	1.50%	14	1.60%	19,956,000	2.10%	5	0.60%	31	94.90%
Agent 4	Independent Broker Carlsbad	14	0.80%	14,408,000	0.80%	9	1.00%	9,704,000	1.00%	1	0.10%	24	97.70%
Agent 5	Independent Broker Encinitas	14	0.80%	38,235,000	2.00%	9	1.00%	35,610,000	2.70%	6	0.70%	36	92.20%
Agent 6	Independent Broker Cardiff	14	0.80%	13,867,000	0.70%	8	0.90%	8,400,000	0.90%	6	0.70%	49	93.90%
Agent 7	Keller Williams Realty	13	0.70%	14,332,000	0.70%	10	1.20%	8,817,000	0.90%	3	0.30%	26	94.80%
Agent 8	Coldwell Banker Res Brokerage	13	0.70%	34,316,000	1.80%	12	1.40%	32,681,000	3.40%	1	0.10%	82	96.80%
Agent 9	Pacific Sothebys Intl Realty	12	0.70%	20,140,000	1.10%	12	1.40%	20,140,000	2.10%	0	0.00%	23	98.60%
Agent 10	Berkshire Hathaway Homeservice	12	0.70%	16,881,000	0.90%	10	1.20%	14,966,000	1.60%	2	0.20%	52	94.30%