

Annual Report on the North San Diego County Housing Market

RESIDENTIAL REAL ESTATE ACTIVITY IN NORTH SAN DIEGO COUNTY

North San Diego County
Association of REALTORS®



HOMEDEX

2017

There is an ongoing and undeniable national housing shortage. Year-over-year inventory levels have been down in most markets for several years now, and that trend is expected to persist in 2018. Consumers are still purchasing for the first time and relocating to other, presumably more ideal homes. Having the financial ability to make a move clearly seems feasible to many eager buyers amidst a healthy economy, whether life events such as marriage, children, employment change or desirable downsizing is the reason for moving.

There are further positive signs on the horizon, as builder confidence has improved and construction job gains are measurably higher. It will still take more effort than a lone year can provide for building activity to reach a needed level for inventory balance, but a step in the right direction is welcome.

More sellers should feel ready and willing to list in 2018. Economic indicators such as unemployment rates and consumer confidence are in an improved state, and sellers currently hold the keys in the buyer-seller relationship. This does not mean that sellers can set their price and watch the offers roll in. On the contrary, buyers will be poised to test prevailing price points, particularly in markets where home price increases are outpacing wage growth and in light of the fact that mortgage rates are expected to increase further in 2018.

Sales: Pending sales decreased 2.9 percent, landing at 15,478 to close out the year. Although there were fewer sales than last year, this cannot be pinned on low demand. Low inventory has been an ongoing issue, and fewer homes available for sale often equates to fewer sales.

Listings: Year-over-year, the number of homes available for sale was lower by 28.6 percent. There were 1,625 active listings at the end of 2017. New listings decreased by 7.3 percent to finish the year at 20,112. Home supply was once again lower than desired in 2017.

Distressed: The foreclosure market has shrunk from its peak several years ago. In 2017, the percentage of closed sales that were either foreclosure or short sale decreased by 14.5 percent to end the year at 7.5 percent of the market.

Prices: Home prices were up compared to last year. The overall median sales price increased 9.1 percent to \$600,000 for the year. Prices are expected to rise at a slow rate in 2018. Single-Family Detached home prices were up 7.7 percent compared to last year, and Single-Family Attached home prices were up 8.9 percent.

List Price Received: Sellers received 97.7 percent of their original list price received at sale, a mild year-over-year improvement of 0.7 percent. Sales prices are expected to increase further in 2018, which should bring original list price received at sale up as well.

The historic tax reforms due to make their mark in 2018 will have varying effects across the nation. High-priced coastal markets may feel the changes stronger than the middle of the country. And some potential buyers may see the changes as providing less of an investment benefit for homeowners.

Some observers warn that there might be enough lack of incentives to stifle homeownership, which is already near 50-year lows. Policy makers claim that the reforms will help boost economic activity and profitability. Whichever direction we ultimately turn, the next year appears to offer a dalliance with balance intended to intrigue both sides of the transaction toward a common middle ground.

For those who have their minds made up to buy a home in 2018, it will likely be a competitive ride. The trend has widely been toward fewer days on market and fewer months of supply, indicating strong demand despite higher prices and low inventory. This could prove tricky for first-time home buyers, especially for those who are impacted by student loan debt, content to rent or among the more than 15 percent of adult children still living at home. In a landscape rife with new variables, residential real estate is certainly poised to offer an interesting and active year ahead.

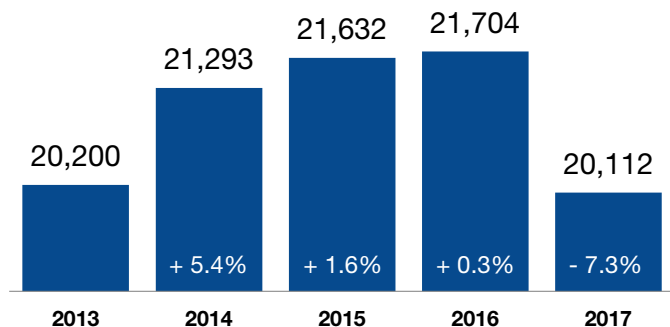
Table of Contents

3	Quick Facts
5	Property Type Review
6	Price Range Review
7	Distressed Homes Review
8	Area Overviews
11	Area Historical Median Prices



Quick Facts

New Listings



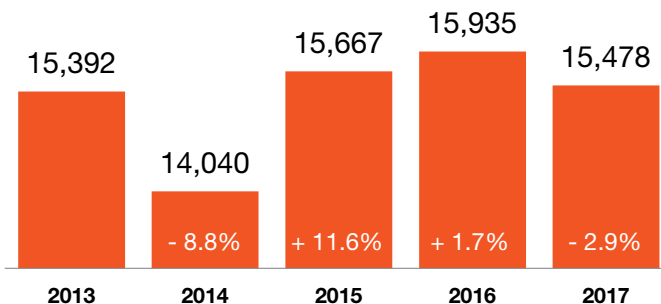
Top 5 Areas: Change in New Listings from 2016

91934 - Jacumba	+ 125.0%
92173 - San Ysidro	+ 49.5%
91916 - Descanso	+ 42.4%
91932 - Imperial Beach	+ 29.2%
92003 - Bonsall	+ 19.4%

Bottom 5 Areas: Change in New Listings from 2016

91911 - Chula Vista	- 22.7%
92059 - Pala	- 30.0%
92066 - Ranchita	- 30.8%
92121 - Sorrento Valley	- 36.4%
91980 - Tecate	- 50.0%

Pending Sales



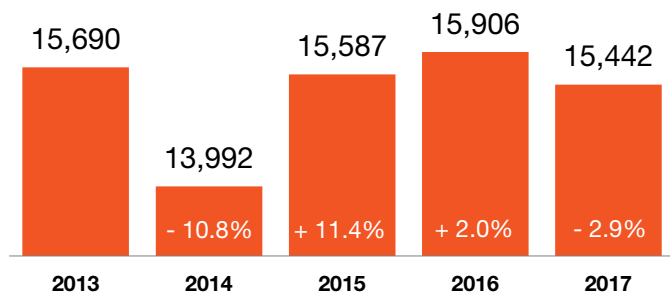
Top 5 Areas: Change in Pending Sales from 2016

91948 - Mount Laguna	+ 275.0%
91905 - Boulevard	+ 100.0%
91963 - Potrero	+ 60.0%
91916 - Descanso	+ 57.9%
92091 - Rancho Santa Fe	+ 47.6%

Bottom 5 Areas: Change in Pending Sales from 2016

92082 - Valley Center	- 18.9%
92066 - Ranchita	- 28.6%
92121 - Sorrento Valley	- 33.3%
91917 - Dulzura	- 40.0%
92059 - Pala	- 66.7%

Closed Sales



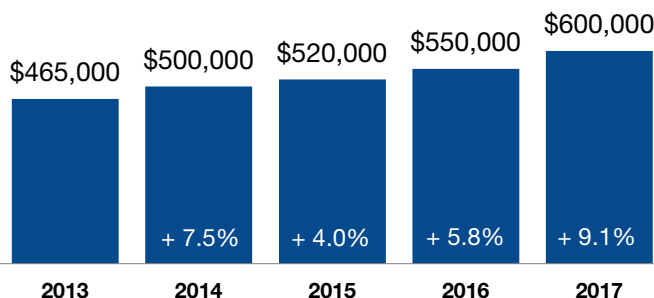
Top 5 Areas: Change in Closed Sales from 2016

91948 - Mount Laguna	+ 200.0%
91905 - Boulevard	+ 155.6%
92036 - Julian	+ 59.4%
92091 - Rancho Santa Fe	+ 55.0%
92004 - Borrego Springs	+ 40.4%

Bottom 5 Areas: Change in Closed Sales from 2016

92129 - Rancho Penasquitos	- 20.4%
92086 - Warner Springs	- 22.2%
92121 - Sorrento Valley	- 27.7%
92066 - Ranchita	- 37.5%
91917 - Dulzura	- 40.0%

Median Sales Price



Top 5 Areas: Change in Median Sales Price from 2016

92070 - Santa Ysabel	+ 74.0%
91963 - Potrero	+ 39.1%
92061 - Pauma Valley	+ 25.6%
92091 - Rancho Santa Fe	+ 22.2%
92107 - Ocean Beach	+ 20.1%

Bottom 5 Areas: Change in Median Sales Price from 2016

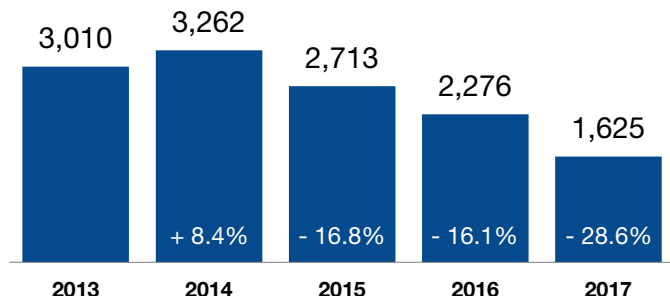
92066 - Ranchita	- 7.3%
92058 - Oceanside	- 8.2%
91934 - Jacumba	- 15.1%
92059 - Pala	- 18.6%
91948 - Mount Laguna	- 57.6%



Quick Facts

Inventory of Homes for Sale

At the end of the year



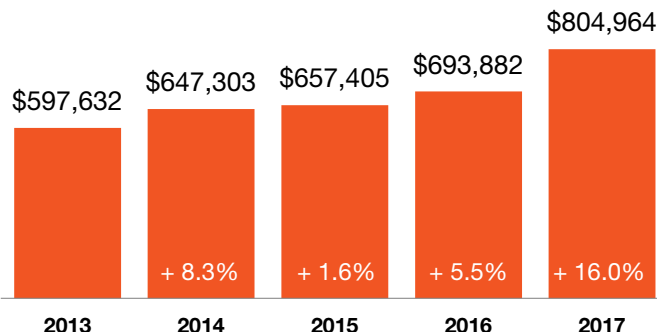
Top 5 Areas: Change in Homes for Sale from 2016

91934 - Jacumba	+ 400.0%
91916 - Descanso	+ 71.4%
92102 - San Diego Golden Hill	+ 56.5%
92101 - San Diego Downtown	+ 33.8%
91935 - Jamul	+ 28.1%

Bottom 5 Areas: Change in Homes for Sale from 2016

91963 - Potrero	- 57.1%
92009 - Carlsbad	- 58.5%
92011 - Carlsbad	- 60.5%
92122 - University City	- 61.7%
91948 - Mount Laguna	- 90.0%

Average Sales Price



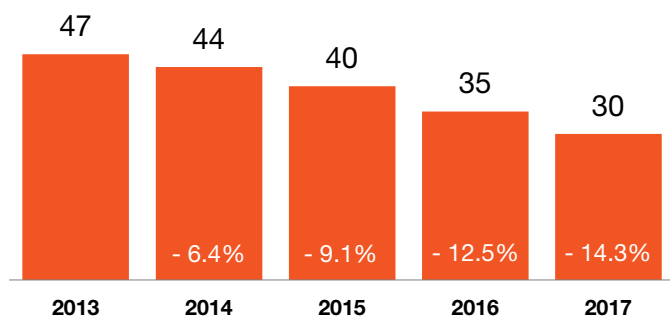
Top 5 Areas: Change in Avg. Sales Price from 2016

92070 - Santa Ysabel	+ 311.5%
92078 - San Marcos	+ 191.5%
91963 - Potrero	+ 50.6%
92061 - Pauma Valley	+ 31.6%
92110 - Old Town	+ 16.8%

Bottom 5 Areas: Change in Avg. Sales Price from 2016

92066 - Ranchita	- 9.2%
92007 - Cardiff	- 10.8%
92059 - Pala	- 11.2%
91934 - Jacumba	- 25.8%
91948 - Mount Laguna	- 48.1%

Days on Market Until Sale



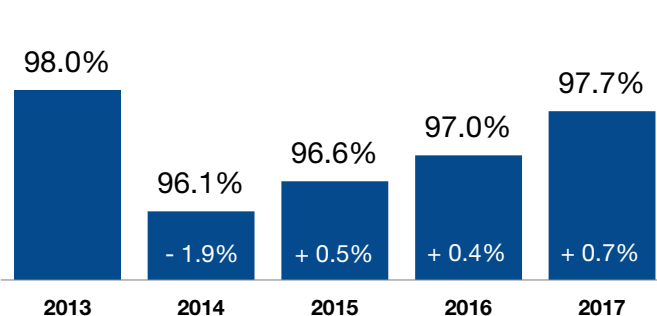
Top 5 Areas: Change in Days on Market from 2016

91963 - Potrero	+ 113.1%
92061 - Pauma Valley	+ 80.3%
91948 - Mount Laguna	+ 58.9%
91916 - Descanso	+ 37.0%
91906 - Campo	+ 25.0%

Bottom 5 Areas: Change in Days on Market from 2016

91913 - Chula Vista	- 35.3%
91962 - Pine Valley	- 37.7%
92070 - Santa Ysabel	- 39.1%
92129 - Rancho Penasquitos	- 40.0%
92066 - Ranchita	- 43.8%

Percent of Original List Price Received



Top 5 Areas: Change in Pct. of Orig. Price Received from 2016

91917 - Dulzura	+ 13.8%
91905 - Boulevard	+ 10.0%
92004 - Borrego Springs	+ 3.5%
92066 - Ranchita	+ 3.1%
92059 - Pala	+ 2.6%

Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2016

92067 - Rancho Santa Fe	- 0.6%
91906 - Campo	- 1.7%
92070 - Santa Ysabel	- 2.1%
92061 - Pauma Valley	- 2.6%
92086 - Warner Springs	- 6.5%



Property Type Review

33

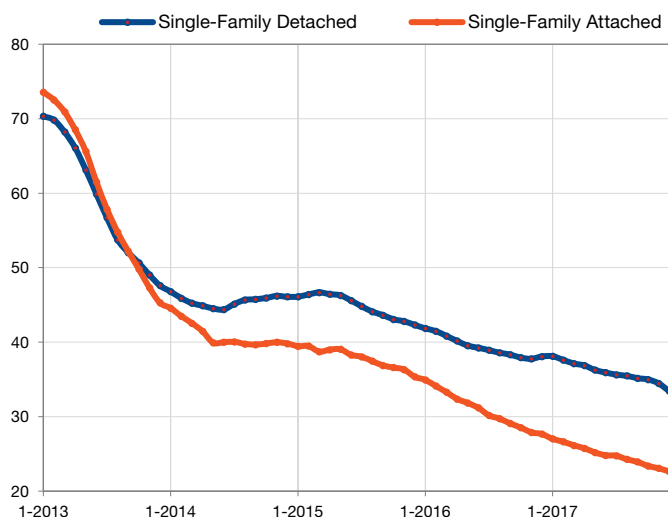
Average Days on Market
Single-Family Detached

23

Average Days on Market
Single-Family Attached

Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



Top Areas: Single-Family Attached Market Share in 2017

92101 - San Diego Downtown	99.4%
92108 - Mission Valley	96.5%
92122 - University City	67.9%
92121 - Sorrento Valley	66.0%
92110 - Old Town	65.0%
92103 - Mission Hills-Hillcrest-Midtown	63.1%
92109 - Pacific Beach	59.8%
92075 - Solana Beach	56.1%
92037 - La Jolla	54.8%
92058 - Oceanside	54.4%
92111 - Linda Vista	50.7%
92128 - Rancho Bernardo	48.5%
92104 - North Park	48.4%
92124 - Tierrasanta	45.2%
92054 - Oceanside	45.1%
91915 - Chula Vista	44.4%
92139 - Paradise Hills	44.2%
92126 - Mira Mesa	43.8%
92173 - San Ysidro	42.7%
91913 - Chula Vista	42.2%
92118 - Coronado	42.1%
91932 - Imperial Beach	41.7%
92008 - Carlsbad	41.1%
92071 - Santee	40.4%
92010 - Carlsbad	39.8%
92107 - Ocean Beach	39.3%

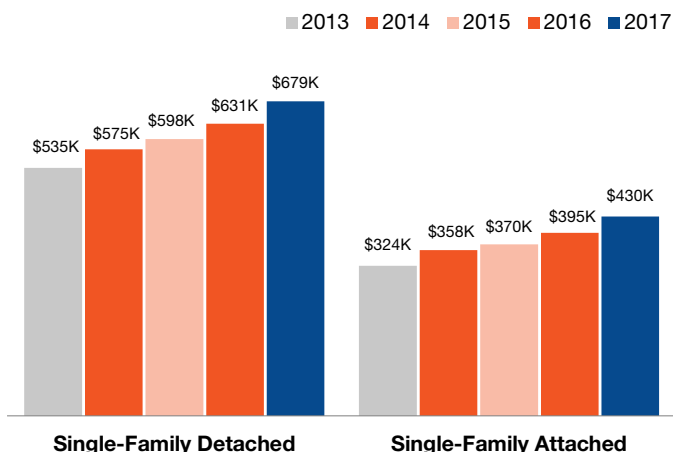
+ 7.7%

One-Year Change in Price
Single-Family Detached

+ 8.9%

One-Year Change in Price
Single-Family Attached

Median Sales Price



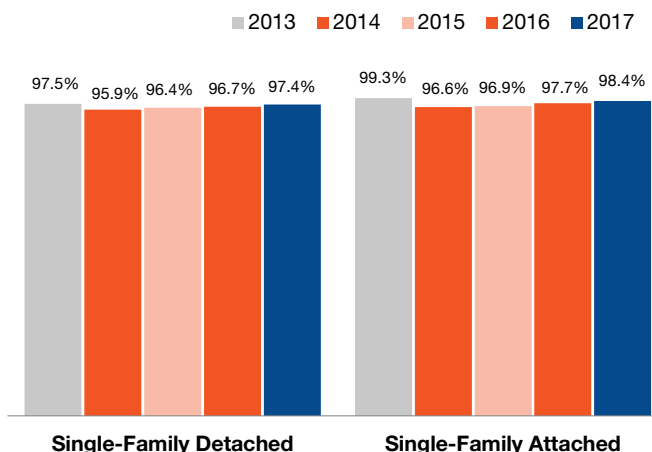
97.4%

Pct. of Orig. Price Received
Single-Family Detached

98.4%

Pct. of Orig. Price Received
Single-Family Attached

Percent of Original List Price Received





Price Range Review

\$250,001 to \$500,000

Price Range with Shortest Average Market Time

\$1,250,001 or More

Price Range with Longest Average Market Time

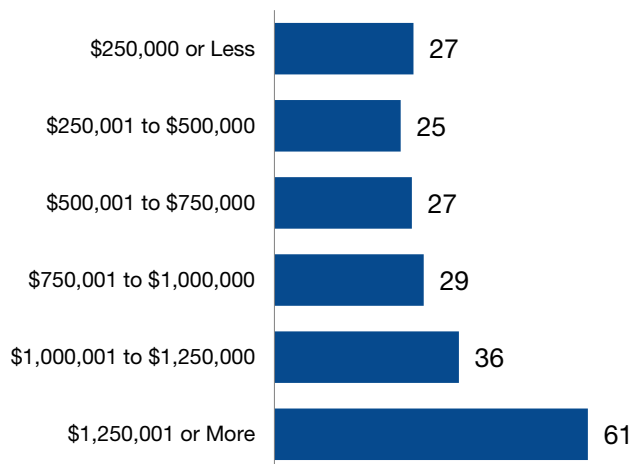
16.6%

of Homes for Sale at Year End Priced \$250,000 or Less

- 19.5%

One-Year Change in Homes for Sale Priced \$250,000 or Less

Days on Market Until Sale by Price Range



Share of Homes for Sale \$250,001 to \$500,000



\$500,001 to \$750,000

Price Range with the Most Closed Sales

+ 21.7%

Price Range with Strongest One-Year Change in Sales: \$1,000,001 to \$1,250,000

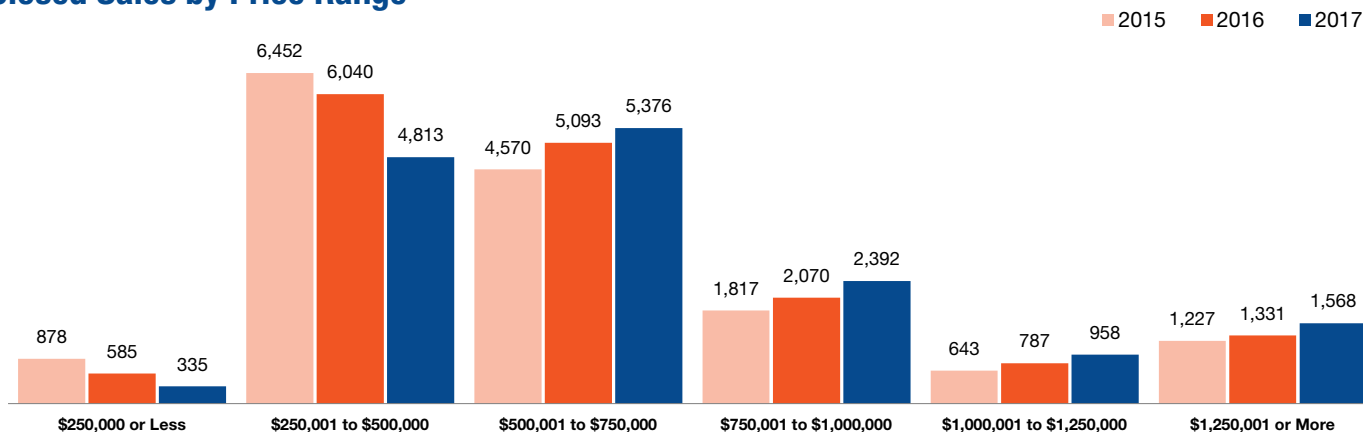
\$250,000 or Less

Price Range with the Fewest Closed Sales

- 42.7%

Price Range with Weakest One-Year Change in Sales: \$250,000 or Less

Closed Sales by Price Range





Distressed Homes Review

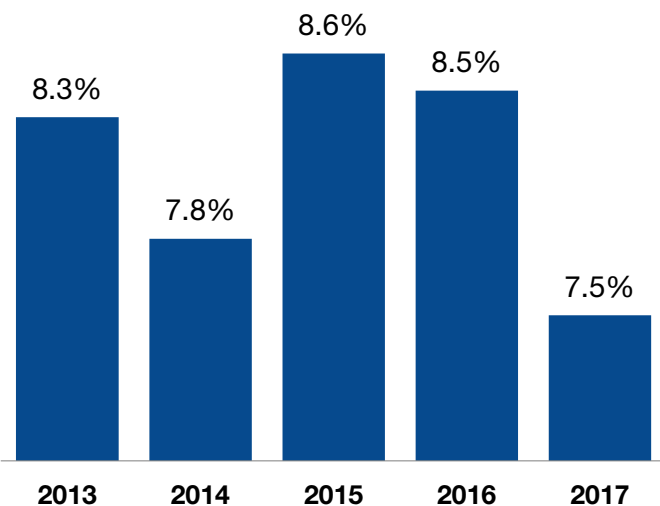
7.5%

Percent of Closed Sales in 2017 That Were Distressed

- 11.8%

One-Year Change in Sales of Lender-Mediated

Percent of Sales That Were Distressed



Top Areas: Lender-Mediated Market Share in 2017

92059 - Pala	50.0%
92091 - Rancho Santa Fe	12.9%
92154 - Otay Mesa	12.5%
92173 - San Ysidro	12.4%
92010 - Carlsbad	12.0%
92139 - Paradise Hills	11.6%
92084 - Vista	9.7%
92011 - Carlsbad	9.7%
92130 - Carmel Valley	9.5%
92056 - Oceanside	9.5%
92003 - Bonsall	9.4%
92058 - Oceanside	9.2%
92081 - Vista	8.5%
92082 - Valley Center	8.4%
92061 - Pauma Valley	8.3%
92128 - Rancho Bernardo	8.2%
92057 - Oceanside	8.1%
92069 - San Marcos	7.7%
92014 - Del Mar	7.6%
92078 - San Marcos	7.6%
92054 - Oceanside	7.5%
92129 - Rancho Penasquitos	7.4%
92028 - Fallbrook	7.3%
92127 - Rancho Bernardo	7.1%
92026 - Escondido	7.1%
92126 - Mira Mesa	7.0%

+ 15.4%

Three-Year Change in Price All Properties

+ 13.4%

Three-Year Change in Price Traditional Properties

0.0%

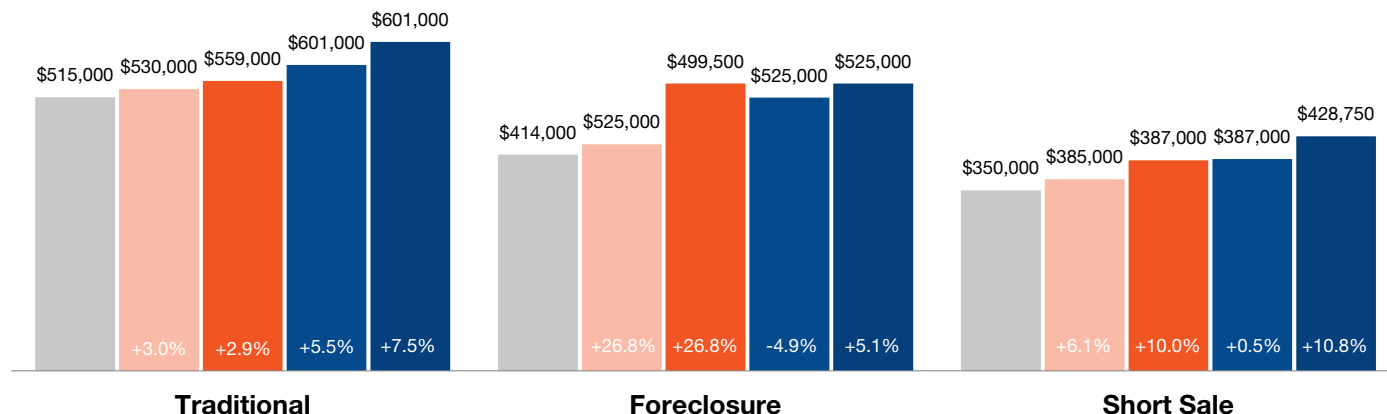
Three-Year Change in Price Foreclosure

+ 11.4%

Three-Year Change in Price Short Sale

Median Sales Price

■ 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017





Area Overviews

ZIP Code	Total Closed Sales	Change from 2016	Percent Single-Family Attached	Percent Foreclosures	New Listings	Days on Market	Pending Sales
91901 - Alpine	245	+ 5.2%	10.2%	6.9%	324	41	246
91902 - Bonita	193	- 11.5%	20.7%	9.8%	301	33	209
91905 - Boulevard	23	+ 155.6%	0.0%	21.7%	32	78	24
91906 - Campo	52	- 5.5%	0.0%	5.8%	67	35	54
91910 - Chula Vista	567	- 7.8%	27.2%	9.7%	721	29	569
91911 - Chula Vista	513	- 16.0%	27.5%	10.7%	604	26	510
91913 - Chula Vista	708	- 6.5%	42.2%	11.4%	874	22	710
91914 - Chula Vista	245	- 9.3%	26.9%	7.8%	386	29	254
91915 - Chula Vista	531	- 1.7%	44.4%	10.0%	645	28	545
91916 - Descanso	27	+ 17.4%	0.0%	7.4%	47	74	30
91917 - Dulzura	3	- 40.0%	0.0%	0.0%	7	62	3
91931 - Guatay	1	--	0.0%	100.0%	1	233	1
91932 - Imperial Beach	223	+ 25.3%	41.7%	9.9%	341	32	233
91934 - Jacumba	8	- 11.1%	0.0%	0.0%	18	28	8
91935 - Jamul	105	+ 7.1%	0.0%	11.4%	196	40	113
91941 - La Mesa	393	- 7.1%	6.4%	9.2%	556	29	396
91942 - La Mesa	530	+ 7.7%	37.7%	9.2%	639	22	529
91945 - Lemon Grove	246	- 9.2%	9.3%	10.6%	305	25	254
91948 - Mount Laguna	15	+ 200.0%	0.0%	60.0%	12	178	15
91950 - National City	227	- 4.6%	18.1%	13.7%	318	30	230
91962 - Pine Valley	42	+ 2.4%	0.0%	21.4%	54	38	41
91963 - Potrero	6	- 14.3%	0.0%	0.0%	11	130	8
91977 - Spring Valley	631	- 3.4%	16.6%	8.2%	793	26	636
91978 - Spring Valley	104	+ 1.0%	24.0%	4.8%	137	28	109
91980 - Tecate	1	--	0.0%	0.0%	1	22	1
92003 - Bonsall	85	+ 14.9%	34.1%	9.4%	154	62	88
92004 - Borrego Springs	125	+ 40.4%	19.2%	5.6%	218	95	126
92007 - Cardiff	120	- 4.0%	36.7%	6.7%	189	30	122
92008 - Carlsbad	343	+ 4.9%	41.1%	7.0%	475	35	335
92009 - Carlsbad	827	+ 1.7%	37.8%	6.8%	1,030	30	826
92010 - Carlsbad	266	+ 4.7%	39.8%	12.0%	344	24	271
92011 - Carlsbad	383	- 3.0%	34.2%	9.7%	452	27	380
92014 - Del Mar	224	- 3.4%	28.1%	7.6%	437	46	242



Area Overviews

ZIP Code	Total Closed Sales	Change from 2016	Percent Single-Family Attached	Percent Foreclosures	New Listings	Days on Market	Pending Sales
92019 - El Cajon	536	- 5.1%	26.7%	9.0%	725	27	545
92020 - El Cajon	490	- 3.7%	21.4%	9.0%	690	26	499
92021 - El Cajon	555	+ 8.2%	23.2%	6.1%	736	26	580
92024 - Encinitas	622	- 6.2%	29.6%	6.1%	821	31	619
92025 - Escondido	416	+ 3.2%	20.2%	6.3%	573	30	414
92026 - Escondido	718	+ 5.1%	22.0%	7.1%	905	31	719
92027 - Escondido	579	+ 1.8%	15.2%	4.1%	767	28	580
92028 - Fallbrook	739	- 3.7%	5.5%	7.3%	1,041	43	741
92029 - Escondido	263	- 1.9%	3.8%	6.1%	387	39	254
92036 - Julian	110	+ 59.4%	0.0%	8.2%	151	66	104
92037 - La Jolla	715	- 15.2%	54.8%	8.1%	1,223	45	713
92040 - Lakeside	435	- 7.1%	22.5%	8.7%	606	28	446
92054 - Oceanside	466	- 0.2%	45.1%	7.5%	671	31	469
92056 - Oceanside	833	- 1.0%	37.6%	9.5%	997	21	861
92057 - Oceanside	945	- 7.9%	33.7%	8.1%	1,121	25	939
92058 - Oceanside	250	+ 3.7%	54.4%	9.2%	317	24	264
92059 - Pala	4	0.0%	0.0%	50.0%	7	79	2
92061 - Pauma Valley	36	- 2.7%	8.3%	8.3%	59	128	38
92064 - Poway	600	- 2.9%	8.5%	5.2%	805	29	613
92065 - Ramona	579	+ 5.9%	9.0%	4.8%	782	42	579
92066 - Ranchita	5	- 37.5%	0.0%	0.0%	9	45	5
92067 - Rancho Santa Fe	239	+ 5.3%	1.7%	4.2%	488	109	230
92069 - San Marcos	415	- 8.2%	23.4%	7.7%	523	23	428
92070 - Santa Ysabel	10	+ 25.0%	0.0%	60.0%	19	84	10
92071 - Santee	774	- 3.1%	40.4%	7.8%	916	19	782
92075 - Solana Beach	221	+ 8.9%	56.1%	6.3%	301	36	218
92078 - San Marcos	807	- 4.9%	38.0%	7.6%	945	21	805
92081 - Vista	341	0.0%	12.3%	8.5%	392	20	340
92082 - Valley Center	215	- 18.3%	0.5%	8.4%	331	49	210
92083 - Vista	272	- 17.1%	28.3%	4.8%	355	28	279
92084 - Vista	465	+ 2.2%	9.9%	9.7%	631	37	458
92086 - Warner Springs	14	- 22.2%	0.0%	14.3%	23	95	14
92091 - Rancho Santa Fe	62	+ 55.0%	35.5%	12.9%	101	74	62



Area Overviews

ZIP Code	Total Closed Sales	Change from 2016	Percent Single-Family Attached	Percent Foreclosures	New Listings	Days on Market	Pending Sales
92101 - San Diego Downtown	870	- 10.1%	99.4%	7.6%	1,552	33	892
92102 - San Diego Golden Hill	231	- 6.1%	35.5%	8.7%	345	25	236
92103 - Mission Hills-Hillcrest-Midtown	491	- 1.0%	63.1%	7.3%	695	39	506
92104 - North Park	486	+ 3.6%	48.4%	8.2%	642	20	488
92105 - East San Diego	350	+ 2.9%	28.9%	11.1%	442	24	353
92106 - Point Loma	261	- 6.1%	22.2%	10.0%	424	36	261
92107 - Ocean Beach	257	+ 4.0%	39.3%	9.3%	383	24	249
92108 - Mission Valley	434	+ 0.9%	96.5%	6.9%	495	17	430
92109 - Pacific Beach	552	- 8.6%	59.8%	5.4%	776	34	557
92110 - Old Town	309	- 3.7%	65.0%	8.1%	389	22	315
92111 - Linda Vista	446	- 0.2%	50.7%	10.3%	508	16	444
92113 - Logan Heights	169	- 8.6%	18.9%	10.7%	233	25	172
92114 - Encanto	495	+ 2.5%	1.8%	11.5%	635	30	510
92115 - San Diego	595	- 1.2%	31.1%	8.7%	749	24	596
92116 - Normal Heights	370	- 14.9%	38.1%	7.3%	466	22	371
92117 - Clairemont Mesa	575	- 4.6%	24.5%	6.6%	708	17	577
92118 - Coronado	290	- 4.6%	42.1%	7.9%	465	78	306
92119 - San Carlos	420	+ 0.2%	30.7%	6.0%	493	18	416
92120 - Del Cerro	460	- 2.1%	32.6%	6.7%	559	22	461
92121 - Sorrento Valley	47	- 27.7%	66.0%	4.3%	49	19	46
92122 - University City	427	- 13.7%	67.9%	5.2%	495	21	435
92123 - Mission Valley	298	- 4.2%	33.2%	5.4%	349	16	301
92124 - Tierrasanta	219	- 13.8%	45.2%	4.1%	237	24	216
92126 - Mira Mesa	696	+ 3.1%	43.8%	7.0%	772	16	687
92127 - Rancho Bernardo	868	+ 3.3%	31.3%	7.1%	1,085	26	855
92128 - Rancho Bernardo	970	- 7.8%	48.5%	8.2%	1,113	19	972
92129 - Rancho Penasquitos	512	- 20.4%	29.5%	7.4%	579	15	516
92130 - Carmel Valley	757	- 11.9%	37.0%	9.5%	934	26	749
92131 - Scripps Miramar	483	- 12.5%	35.6%	5.6%	574	20	488
92139 - Paradise Hills	294	- 8.1%	44.2%	11.6%	342	25	294
92154 - Otay Mesa	511	+ 2.6%	30.9%	12.5%	631	28	520
92173 - San Ysidro	89	+ 9.9%	42.7%	12.4%	142	23	102



Area Historical Median Prices

ZIP Code	2013	2014	2015	2016	2017	Change From 2016	Change From 2015
91901 - Alpine	\$446,500	\$490,000	\$517,500	\$540,000	\$573,000	+ 6.1%	+ 28.3%
91902 - Bonita	\$496,000	\$553,000	\$590,000	\$614,875	\$640,000	+ 4.1%	+ 29.0%
91905 - Boulevard	\$145,000	\$159,000	\$214,000	\$250,000	\$240,000	- 4.0%	+ 65.5%
91906 - Campo	\$155,850	\$197,000	\$240,000	\$260,000	\$299,500	+ 15.2%	+ 92.2%
91910 - Chula Vista	\$350,000	\$385,000	\$422,500	\$430,000	\$480,000	+ 11.6%	+ 37.1%
91911 - Chula Vista	\$320,000	\$359,000	\$379,000	\$410,114	\$445,000	+ 8.5%	+ 39.1%
91913 - Chula Vista	\$380,000	\$420,000	\$445,000	\$470,000	\$500,000	+ 6.4%	+ 31.6%
91914 - Chula Vista	\$490,000	\$560,000	\$582,000	\$620,000	\$650,000	+ 4.8%	+ 32.7%
91915 - Chula Vista	\$375,000	\$405,000	\$430,000	\$460,000	\$480,000	+ 4.3%	+ 28.0%
91916 - Descanso	\$250,000	\$333,000	\$377,500	\$440,000	\$440,000	0.0%	+ 76.0%
91917 - Dulzura	\$310,000	\$345,000	\$495,000	\$417,000	\$465,000	+ 11.5%	+ 50.0%
91931 - Guatay	\$190,000	\$202,450	\$0	\$0	\$75,000	--	- 60.5%
91932 - Imperial Beach	\$326,300	\$385,000	\$422,500	\$465,000	\$549,900	+ 18.3%	+ 68.5%
91934 - Jacumba	\$74,000	\$78,500	\$142,500	\$162,000	\$137,500	- 15.1%	+ 85.8%
91935 - Jamul	\$460,000	\$515,650	\$565,000	\$565,500	\$632,000	+ 11.8%	+ 37.4%
91941 - La Mesa	\$470,000	\$500,000	\$515,000	\$545,000	\$610,000	+ 11.9%	+ 29.8%
91942 - La Mesa	\$362,750	\$385,000	\$404,000	\$430,000	\$460,000	+ 7.0%	+ 26.8%
91945 - Lemon Grove	\$300,000	\$345,000	\$370,000	\$409,000	\$433,950	+ 6.1%	+ 44.7%
91948 - Mount Laguna	\$110,000	\$123,500	\$80,000	\$255,000	\$108,000	- 57.6%	- 1.8%
91950 - National City	\$257,000	\$295,000	\$327,000	\$350,500	\$400,000	+ 14.1%	+ 55.6%
91962 - Pine Valley	\$323,000	\$310,000	\$397,500	\$420,000	\$438,250	+ 4.3%	+ 35.7%
91963 - Potrero	\$200,000	\$215,000	\$255,000	\$293,000	\$407,500	+ 39.1%	+ 103.8%
91977 - Spring Valley	\$300,000	\$340,000	\$370,000	\$405,000	\$430,000	+ 6.2%	+ 43.3%
91978 - Spring Valley	\$325,000	\$370,900	\$410,000	\$425,000	\$468,500	+ 10.2%	+ 44.2%
91980 - Tecate	\$0	\$0	\$0	\$0	\$360,000	--	--
92003 - Bonsall	\$454,500	\$520,000	\$505,000	\$532,500	\$600,000	+ 12.7%	+ 32.0%
92004 - Borrego Springs	\$162,500	\$155,000	\$175,000	\$187,000	\$189,750	+ 1.5%	+ 16.8%
92007 - Cardiff	\$850,000	\$891,000	\$980,000	\$1,180,000	\$1,184,000	+ 0.3%	+ 39.3%
92008 - Carlsbad	\$619,000	\$662,500	\$708,500	\$785,000	\$835,000	+ 6.4%	+ 34.9%
92009 - Carlsbad	\$650,000	\$696,563	\$730,000	\$740,000	\$825,000	+ 11.5%	+ 26.9%
92010 - Carlsbad	\$499,900	\$577,000	\$610,000	\$663,000	\$712,500	+ 7.5%	+ 42.5%
92011 - Carlsbad	\$715,400	\$710,000	\$747,500	\$775,000	\$849,000	+ 9.5%	+ 18.7%
92014 - Del Mar	\$1,190,000	\$1,299,000	\$1,372,500	\$1,475,000	\$1,575,000	+ 6.8%	+ 32.4%



Area Historical Median Prices

ZIP Code	2013	2014	2015	2016	2017	Change From 2016	Change From 2013
92019 - El Cajon	\$354,000	\$392,000	\$430,000	\$450,000	\$480,000	+ 6.7%	+ 35.6%
92020 - El Cajon	\$325,000	\$370,000	\$425,250	\$436,000	\$467,500	+ 7.2%	+ 43.8%
92021 - El Cajon	\$330,000	\$360,000	\$385,000	\$415,000	\$446,000	+ 7.5%	+ 35.2%
92024 - Encinitas	\$745,500	\$774,500	\$836,000	\$905,000	\$995,000	+ 9.9%	+ 33.5%
92025 - Escondido	\$390,000	\$400,000	\$415,000	\$480,000	\$483,750	+ 0.8%	+ 24.0%
92026 - Escondido	\$371,000	\$392,000	\$415,000	\$451,500	\$489,000	+ 8.3%	+ 31.8%
92027 - Escondido	\$345,000	\$368,000	\$389,250	\$425,000	\$450,000	+ 5.9%	+ 30.4%
92028 - Fallbrook	\$425,000	\$450,000	\$478,000	\$507,000	\$545,000	+ 7.5%	+ 28.2%
92029 - Escondido	\$560,000	\$620,000	\$625,000	\$641,275	\$700,000	+ 9.2%	+ 25.0%
92036 - Julian	\$230,500	\$297,500	\$322,000	\$332,000	\$349,500	+ 5.3%	+ 51.6%
92037 - La Jolla	\$975,000	\$1,000,000	\$1,190,000	\$1,070,000	\$1,230,000	+ 15.0%	+ 26.2%
92040 - Lakeside	\$351,500	\$405,000	\$420,000	\$437,941	\$480,000	+ 9.6%	+ 36.6%
92054 - Oceanside	\$425,000	\$480,000	\$500,000	\$542,900	\$595,000	+ 9.6%	+ 40.0%
92056 - Oceanside	\$372,500	\$419,000	\$445,000	\$470,000	\$510,000	+ 8.5%	+ 36.9%
92057 - Oceanside	\$345,000	\$365,000	\$388,500	\$413,000	\$450,000	+ 9.0%	+ 30.4%
92058 - Oceanside	\$310,000	\$333,000	\$362,750	\$392,000	\$360,000	- 8.2%	+ 16.1%
92059 - Pala	\$249,000	\$0	\$485,000	\$725,000	\$589,937	- 18.6%	+ 136.9%
92061 - Pauma Valley	\$399,000	\$392,000	\$408,500	\$410,000	\$515,000	+ 25.6%	+ 29.1%
92064 - Poway	\$550,000	\$574,000	\$590,000	\$617,500	\$707,500	+ 14.6%	+ 28.6%
92065 - Ramona	\$369,000	\$399,000	\$425,000	\$460,000	\$512,250	+ 11.4%	+ 38.8%
92066 - Ranchita	\$159,800	\$195,000	\$188,250	\$404,500	\$375,000	- 7.3%	+ 134.7%
92067 - Rancho Santa Fe	\$2,300,000	\$2,454,500	\$2,450,000	\$2,300,000	\$2,230,000	- 3.0%	- 3.0%
92069 - San Marcos	\$418,588	\$450,000	\$475,000	\$491,500	\$535,000	+ 8.9%	+ 27.8%
92070 - Santa Ysabel	\$391,000	\$398,000	\$512,450	\$435,000	\$757,000	+ 74.0%	+ 93.6%
92071 - Santee	\$340,000	\$375,000	\$395,000	\$428,000	\$455,000	+ 6.3%	+ 33.8%
92075 - Solana Beach	\$832,500	\$920,000	\$950,000	\$950,000	\$1,101,507	+ 15.9%	+ 32.3%
92078 - San Marcos	\$448,500	\$500,000	\$525,000	\$549,000	\$595,000	+ 8.4%	+ 32.7%
92081 - Vista	\$410,000	\$445,000	\$465,000	\$490,000	\$540,000	+ 10.2%	+ 31.7%
92082 - Valley Center	\$459,000	\$479,000	\$529,000	\$545,000	\$610,000	+ 11.9%	+ 32.9%
92083 - Vista	\$321,000	\$355,000	\$380,000	\$405,500	\$433,000	+ 6.8%	+ 34.9%
92084 - Vista	\$403,000	\$425,000	\$442,500	\$485,000	\$528,024	+ 8.9%	+ 31.0%
92086 - Warner Springs	\$176,700	\$325,000	\$312,500	\$332,500	\$342,000	+ 2.9%	+ 93.5%
92091 - Rancho Santa Fe	\$1,050,000	\$1,032,500	\$1,225,000	\$1,090,500	\$1,332,900	+ 22.2%	+ 26.9%



Area Historical Median Prices

ZIP Code	2013	2014	2015	2016	2017	Change From 2016	Change From 2013
92101 - San Diego Downtown	\$445,000	\$469,500	\$485,000	\$505,000	\$544,950	+ 7.9%	+ 22.5%
92102 - San Diego Golden Hill	\$269,750	\$310,000	\$328,700	\$382,000	\$405,000	+ 6.0%	+ 50.1%
92103 - Mission Hills-Hillcrest-Midtown	\$514,000	\$612,000	\$589,500	\$584,500	\$639,000	+ 9.3%	+ 24.3%
92104 - North Park	\$390,000	\$455,000	\$464,500	\$450,000	\$505,000	+ 12.2%	+ 29.5%
92105 - East San Diego	\$255,000	\$287,500	\$315,750	\$356,000	\$387,000	+ 8.7%	+ 51.8%
92106 - Point Loma	\$788,500	\$820,000	\$862,500	\$925,000	\$1,000,000	+ 8.1%	+ 26.8%
92107 - Ocean Beach	\$593,000	\$671,000	\$727,500	\$695,000	\$835,000	+ 20.1%	+ 40.8%
92108 - Mission Valley	\$275,000	\$310,000	\$330,000	\$350,000	\$375,000	+ 7.1%	+ 36.4%
92109 - Pacific Beach	\$645,000	\$707,500	\$685,000	\$699,500	\$789,500	+ 12.9%	+ 22.4%
92110 - Old Town	\$370,000	\$392,000	\$387,500	\$430,000	\$475,000	+ 10.5%	+ 28.4%
92111 - Linda Vista	\$388,248	\$419,450	\$430,000	\$475,000	\$512,500	+ 7.9%	+ 32.0%
92113 - Logan Heights	\$229,000	\$261,000	\$291,400	\$317,500	\$369,000	+ 16.2%	+ 61.1%
92114 - Encanto	\$291,000	\$325,000	\$347,000	\$388,000	\$420,000	+ 8.2%	+ 44.3%
92115 - San Diego	\$349,000	\$390,000	\$410,000	\$440,500	\$465,000	+ 5.6%	+ 33.2%
92116 - Normal Heights	\$389,950	\$426,000	\$482,500	\$490,000	\$560,000	+ 14.3%	+ 43.6%
92117 - Clairemont Mesa	\$451,000	\$492,250	\$520,000	\$549,000	\$610,500	+ 11.2%	+ 35.4%
92118 - Coronado	\$1,175,000	\$1,257,500	\$1,530,000	\$1,475,000	\$1,572,500	+ 6.6%	+ 33.8%
92119 - San Carlos	\$425,000	\$450,000	\$489,500	\$520,500	\$555,000	+ 6.6%	+ 30.6%
92120 - Del Cerro	\$445,000	\$473,750	\$505,000	\$540,000	\$574,000	+ 6.3%	+ 29.0%
92121 - Sorrento Valley	\$586,500	\$709,500	\$510,000	\$560,000	\$621,500	+ 11.0%	+ 6.0%
92122 - University City	\$438,500	\$429,075	\$478,000	\$485,000	\$533,000	+ 9.9%	+ 21.6%
92123 - Mission Valley	\$412,000	\$429,000	\$465,000	\$506,000	\$545,500	+ 7.8%	+ 32.4%
92124 - Tierrasanta	\$455,000	\$481,000	\$500,000	\$515,500	\$549,000	+ 6.5%	+ 20.7%
92126 - Mira Mesa	\$390,000	\$430,000	\$460,045	\$500,000	\$529,000	+ 5.8%	+ 35.6%
92127 - Rancho Bernardo	\$630,100	\$699,900	\$720,000	\$740,000	\$867,000	+ 17.2%	+ 37.6%
92128 - Rancho Bernardo	\$431,500	\$465,000	\$498,500	\$490,000	\$545,000	+ 11.2%	+ 26.3%
92129 - Rancho Penasquitos	\$579,500	\$600,000	\$613,050	\$660,000	\$711,000	+ 7.7%	+ 22.7%
92130 - Carmel Valley	\$815,000	\$865,000	\$850,000	\$914,900	\$985,000	+ 7.7%	+ 20.9%
92131 - Scripps Miramar	\$639,500	\$655,500	\$674,950	\$694,500	\$760,000	+ 9.4%	+ 18.8%
92139 - Paradise Hills	\$265,000	\$305,000	\$330,000	\$361,100	\$410,000	+ 13.5%	+ 54.7%
92154 - Otay Mesa	\$315,000	\$355,000	\$382,500	\$408,000	\$436,000	+ 6.9%	+ 38.4%
92173 - San Ysidro	\$280,000	\$317,500	\$336,006	\$355,000	\$405,000	+ 14.1%	+ 44.6%