

Annual Report on the North San Diego County Housing Market

RESIDENTIAL REAL ESTATE ACTIVITY IN NORTH SAN DIEGO COUNTY



2023

2023 was a challenging year for the U.S. housing market:

mortgage rates hit a 2-decade high, housing inventory remained at historic lows, and sales prices continued to climb nationwide, putting homeownership out of reach for many consumers. Housing affordability remained a top concern for homebuyers, and for good reason: mortgage payments are up significantly from 2022, with a number of homeowners now spending more than 30% of their income on their monthly payment. As a result, sales of previously owned homes remained sluggish throughout the year, while the shortage of existing-home inventory helped sales of new residential homes steadily increase from last year.

Higher mortgage rates aren't just affecting buyers. Many current homeowners purchased or refinanced their homes in 2020 or 2021, when mortgage rates were several percentage points lower than today's rates. And while those pandemic-era mortgages have been a blessing for many homeowners, they've also kept others from moving. Rather than give up their current mortgage rate for a higher rate and a more expensive monthly payment, some would-be sellers have chosen to put their moving plans on hold, further limiting the number of homes for sale and driving up home prices in the process.

Sales: Pending sales decreased 18.7 percent, finishing 2023 at 9,646. Closed sales were down 21.3 percent to end the year at 9,580.

Listings: Comparing 2023 to the prior year, the number of homes available for sale was lower by 45.7 percent. There were 982 active listings at the end of 2023. New listings decreased by 27.6 percent to finish the year at 11,888.

Distressed: In 2023, the percentage of closed sales that were either foreclosure or short sale increased by 21.1 percent to finish the year at 2.3 percent of the market.

Prices: Home prices were up compared to last year. The overall median sales price increased 2.2 percent to \$925,000 for the year. Single-Family Detached home prices were up 3.4 percent compared to last year, and Single-Family Attached home prices were up 4.5 percent.

List Price Received: Sellers received, on average, 98.9 percent of their original list price at sale, a year-over-year decrease of 2.4 percent.

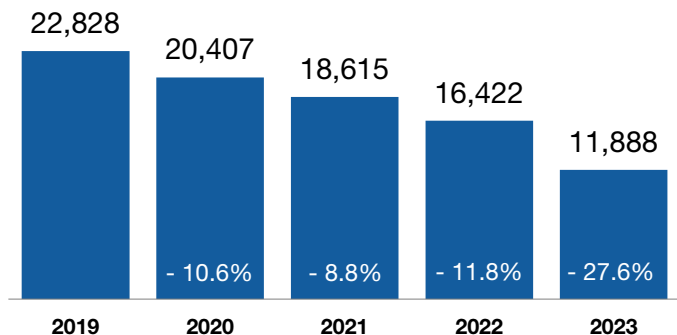
With inflation showing signs of improvement, the Federal Reserve recently announced they are likely done raising interest rates for the time being and plan to make at least three cuts to their benchmark rate in 2024. Mortgage rates have been dropping in recent months, which should help bring buyers and sellers back to the market and could lead to an uptick in both home sales and housing supply. Affordability will still prove challenging for many homebuyers, however, and economists predict U.S. home sales will remain down compared to 2019 - 2022. As for home prices, opinions are mixed, with some analysts expecting prices will hold steady or continue rising in areas, while others foresee a modest price drop in some markets.

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Quick Facts

New Listings



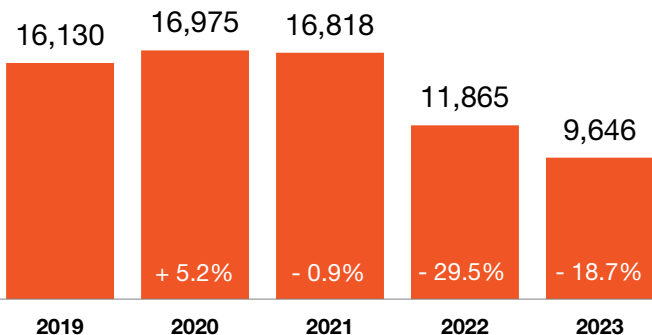
Top 5 Areas: Change in New Listings from 2022

| | |
|-------------------------|---------|
| 91963 - Potrero | + 54.5% |
| 91948 - Mount Laguna | + 45.5% |
| 92061 - Pauma Valley | + 45.2% |
| 92091 - Rancho Santa Fe | + 34.5% |
| 92007 - Cardiff | + 11.3% |

Bottom 5 Areas: Change in New Listings from 2022

| | |
|-------------------|---------|
| 92058 - Oceanside | - 43.3% |
| 91917 - Dulzura | - 43.8% |
| 91935 - Jamul | - 44.4% |
| 92059 - Pala | - 50.0% |
| 91980 - Tecate | - 75.0% |

Pending Sales



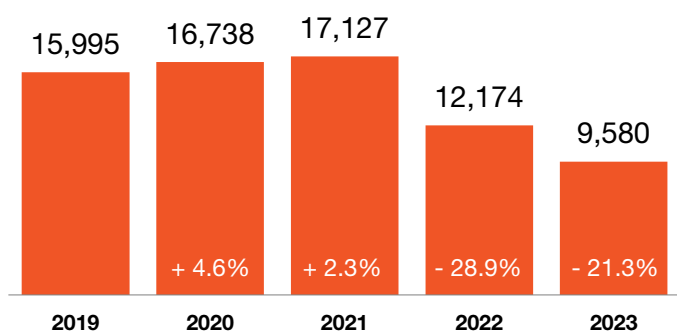
Top 5 Areas: Change in Pending Sales from 2022

| | |
|-------------------------|---------|
| 92066 - Ranchita | + 66.7% |
| 92091 - Rancho Santa Fe | + 46.2% |
| 91948 - Mount Laguna | + 28.6% |
| 92007 - Cardiff | + 15.4% |
| 92113 - Logan Heights | + 5.0% |

Bottom 5 Areas: Change in Pending Sales from 2022

| | |
|----------------------------|---------|
| 92101 - San Diego Downtown | - 33.6% |
| 92019 - El Cajon | - 33.8% |
| 92083 - Vista | - 38.4% |
| 91935 - Jamul | - 44.8% |
| 92070 - Santa Ysabel | - 66.7% |

Closed Sales



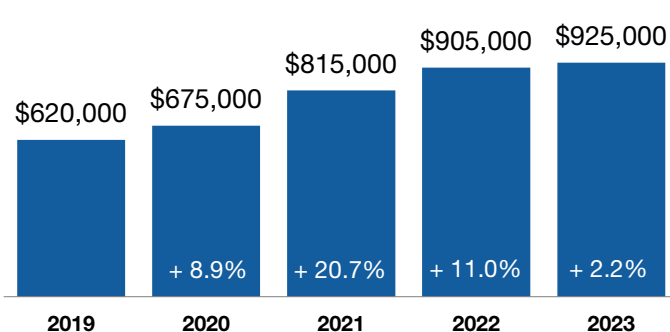
Top 5 Areas: Change in Closed Sales from 2022

| | |
|-------------------------|----------|
| 91948 - Mount Laguna | + 100.0% |
| 92066 - Ranchita | + 83.3% |
| 92091 - Rancho Santa Fe | + 31.7% |
| 91917 - Dulzura | + 14.3% |
| 91916 - Descanso | 0.0% |

Bottom 5 Areas: Change in Closed Sales from 2022

| | |
|----------------------------|---------|
| 92019 - El Cajon | - 36.7% |
| 92101 - San Diego Downtown | - 37.0% |
| 91935 - Jamul | - 37.8% |
| 92083 - Vista | - 41.2% |
| 92070 - Santa Ysabel | - 69.2% |

Median Sales Price



Top 5 Areas: Change in Median Sales Price from 2022

| | |
|---|---------|
| 92121 - Sorrento Valley | + 40.0% |
| 92103 - Mission Hills-Hillcrest-Midtown | + 30.7% |
| 91905 - Boulevard | + 25.7% |
| 92107 - Ocean Beach | + 16.7% |
| 92010 - Carlsbad | + 16.6% |

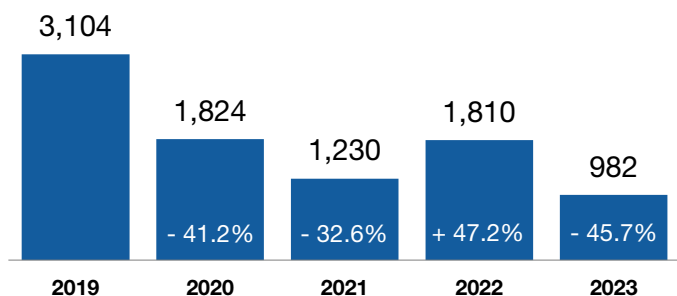
Bottom 5 Areas: Change in Median Sales Price from 2022

| | |
|----------------------|----------|
| 91948 - Mount Laguna | - 23.2% |
| 92061 - Pauma Valley | - 26.0% |
| 91931 - Guatay | - 69.7% |
| 91980 - Tecate | - 100.0% |
| 92059 - Pala | - 100.0% |

Quick Facts

Inventory of Homes for Sale

At the end of the year



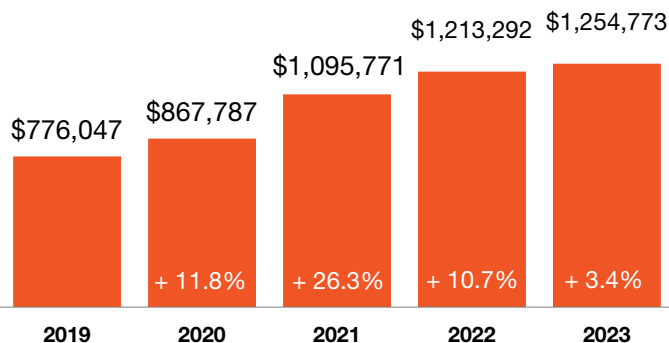
Top 5 Areas: Change in Homes for Sale from 2022

| | |
|----------------------|----------|
| 91948 - Mount Laguna | + 200.0% |
| 92070 - Santa Ysabel | + 200.0% |
| 92061 - Pauma Valley | + 133.3% |
| 91934 - Jacumba | + 100.0% |
| 91963 - Potrero | + 100.0% |

Bottom 5 Areas: Change in Homes for Sale from 2022

| | |
|----------------------------|---------|
| 91917 - Dulzura | - 75.0% |
| 92126 - Mira Mesa | - 79.6% |
| 92129 - Rancho Penasquitos | - 82.8% |
| 92058 - Oceanside | - 84.8% |
| 92131 - Scripps Miramar | - 91.5% |

Average Sales Price



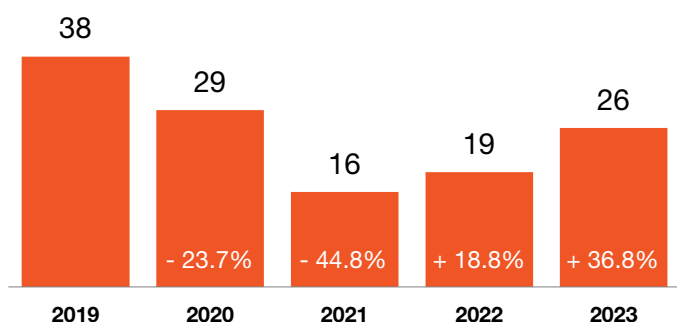
Top 5 Areas: Change in Avg. Sales Price from 2022

| | |
|---|---------|
| 92066 - Ranchita | + 19.3% |
| 92107 - Ocean Beach | + 16.3% |
| 92103 - Mission Hills-Hillcrest-Midtown | + 11.8% |
| 91905 - Boulevard | + 11.2% |
| 91916 - Descanso | + 10.8% |

Bottom 5 Areas: Change in Avg. Sales Price from 2022

| | |
|----------------------|---------|
| 92173 - San Ysidro | - 10.7% |
| 91917 - Dulzura | - 13.7% |
| 92061 - Pauma Valley | - 18.1% |
| 92070 - Santa Ysabel | - 64.5% |
| 91931 - Guatay | - 69.7% |

Days on Market Until Sale



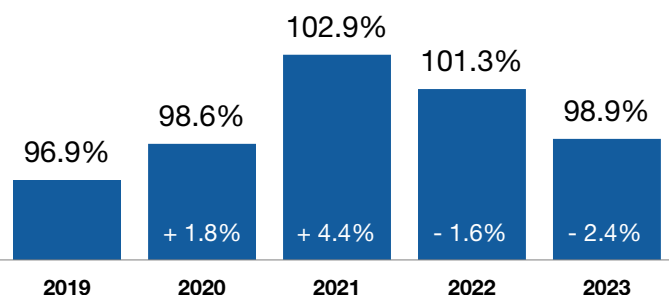
Top 5 Areas: Change in Days on Market from 2022

| | |
|-------------------------|----------|
| 92173 - San Ysidro | + 154.5% |
| 91962 - Pine Valley | + 125.0% |
| 92086 - Warner Springs | + 117.6% |
| 92061 - Pauma Valley | + 113.6% |
| 92091 - Rancho Santa Fe | + 100.0% |

Bottom 5 Areas: Change in Days on Market from 2022

| | |
|----------------------|---------|
| 91963 - Potrero | - 43.3% |
| 92066 - Ranchita | - 46.6% |
| 92070 - Santa Ysabel | - 53.7% |
| 91948 - Mount Laguna | - 64.7% |
| 91931 - Guatay | - 75.0% |

Percent of Original List Price Received



Top 5 Areas: Change in Pct. of Orig. Price Received from 2022

| | |
|----------------------|---------|
| 92066 - Ranchita | + 14.2% |
| 91948 - Mount Laguna | + 7.7% |
| 92070 - Santa Ysabel | + 4.5% |
| 91963 - Potrero | + 4.1% |
| 91934 - Jacumba | + 2.3% |

Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2022

| | |
|----------------------|---------|
| 92007 - Cardiff | - 4.7% |
| 91916 - Descanso | - 5.1% |
| 91917 - Dulzura | - 6.0% |
| 92061 - Pauma Valley | - 8.0% |
| 91931 - Guatay | - 42.2% |

Property Type Review

27

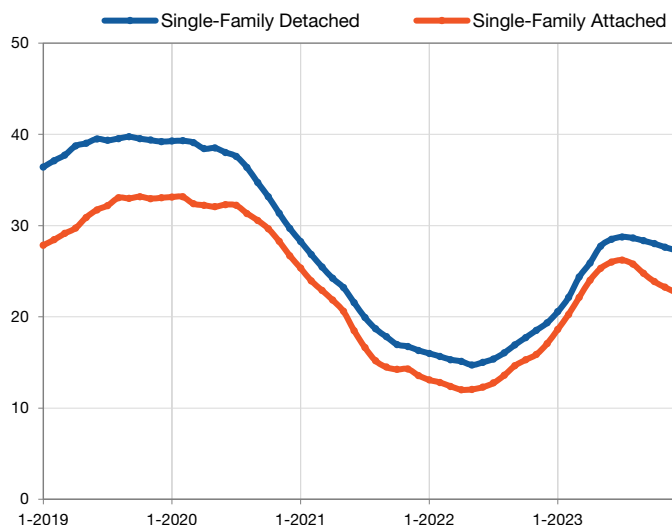
Average Days on Market
Single-Family Detached

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 2023

| | |
|---|-------|
| 92101 - San Diego Downtown | 98.9% |
| 92108 - Mission Valley | 96.1% |
| 92173 - San Ysidro | 69.6% |
| 92122 - University City | 68.3% |
| 92103 - Mission Hills-Hillcrest-Midtown | 64.6% |
| 92075 - Solana Beach | 59.1% |
| 92110 - Old Town | 57.9% |
| 91915 - Chula Vista | 56.4% |
| 92109 - Pacific Beach | 56.4% |
| 92118 - Coronado | 55.8% |
| 92037 - La Jolla | 54.2% |
| 92104 - North Park | 50.8% |
| 92056 - Oceanside | 47.8% |
| 91913 - Chula Vista | 47.0% |
| 92058 - Oceanside | 47.0% |
| 91942 - La Mesa | 45.8% |
| 92111 - Linda Vista | 45.1% |
| 92054 - Oceanside | 45.0% |
| 91932 - Imperial Beach | 44.9% |
| 92128 - Rancho Bernardo | 44.7% |
| 92091 - Rancho Santa Fe | 44.4% |
| 92008 - Carlsbad | 43.6% |
| 92130 - Carmel Valley | 42.6% |
| 92121 - Sorrento Valley | 42.4% |
| 92009 - Carlsbad | 41.7% |
| 92124 - Tierrasanta | 40.7% |

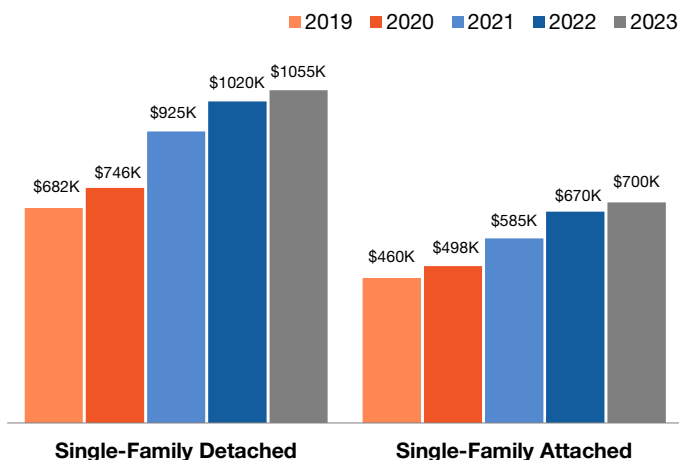
+ 3.4%

One-Year Change in Price
Single-Family Detached

+ 4.5%

One-Year Change in Price
Single-Family Attached

Median Sales Price



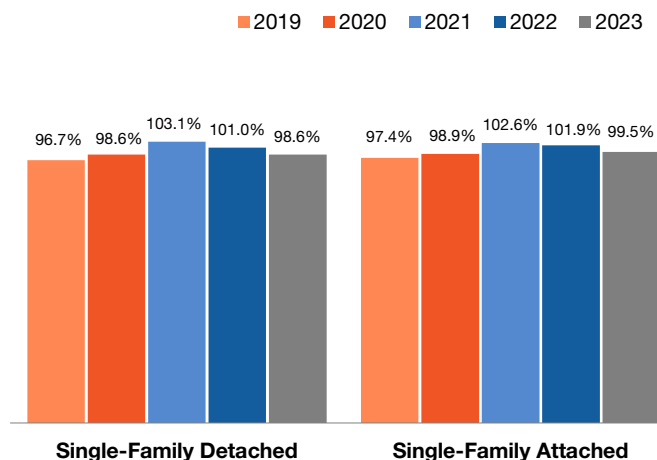
98.6%

Pct. of Orig. Price Received
Single-Family Detached

99.5%

Pct. of Orig. Price Received
Single-Family Attached

Percent of Original List Price Received



Price Range Review

\$500,001 to \$750,000

Price Range with Shortest Average Market Time

\$250,000 or Less

Price Range with Longest Average Market Time

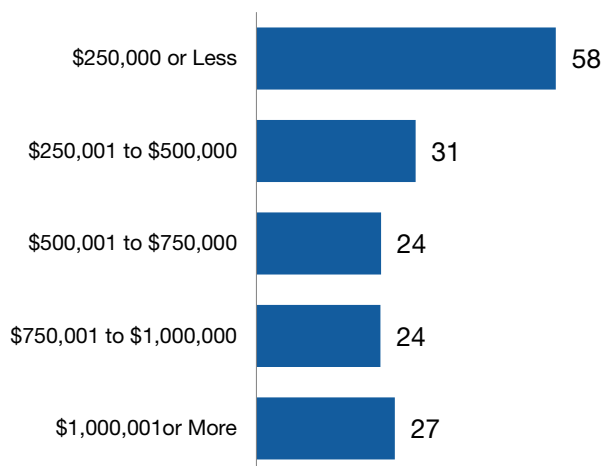
1.5%

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

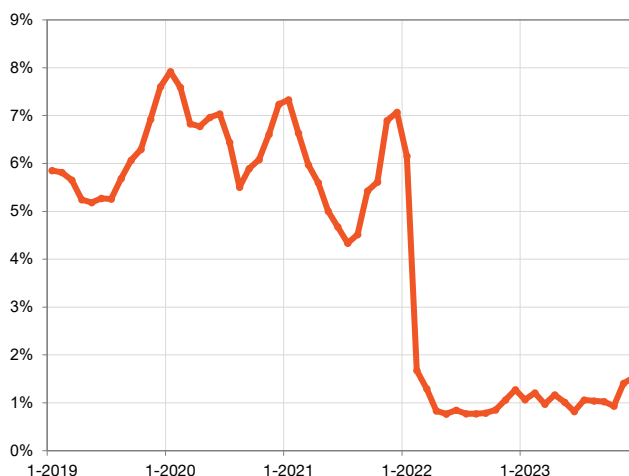
+ 20.2%

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



\$1,000,001 or More

Price Range with the Most Closed Sales

- 17.7%

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

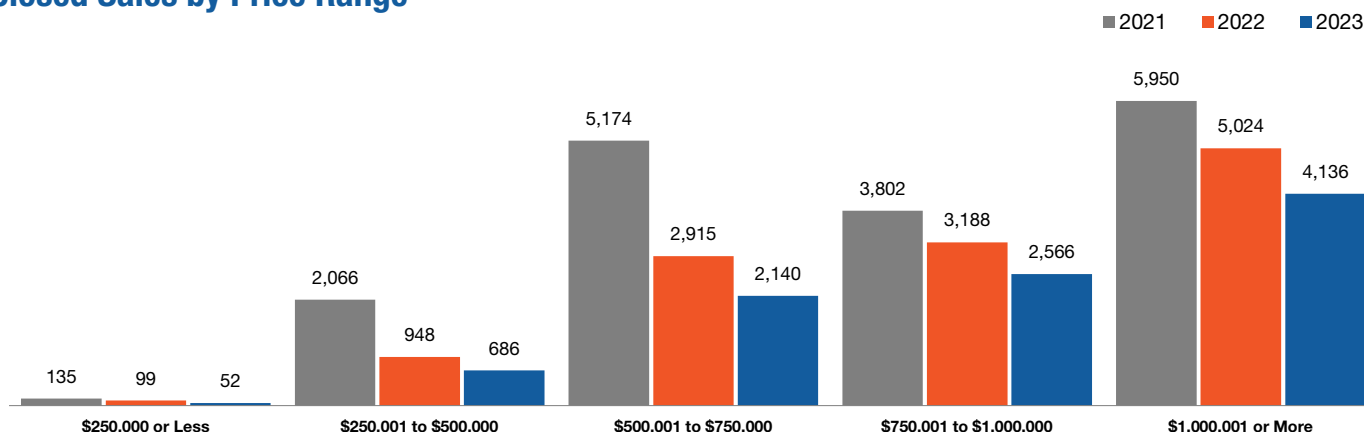
\$250,000 or Less

Price Range with the Fewest Closed Sales

- 47.5%

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

Closed Sales by Price Range



Distressed Homes Review

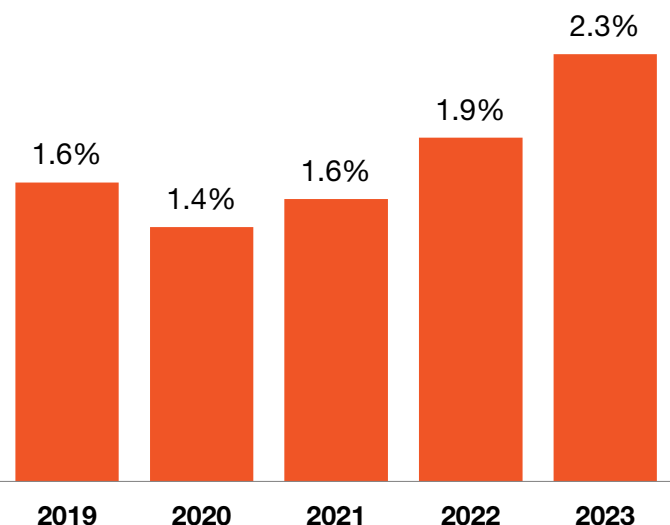
2.3%

Percent of Closed Sales in 2023 That Were Distressed

+ 21.1%

One-Year Change in Sales of Lender-Mediated

Percent of Sales That Were Distressed



Top Areas: Lender-Mediated Market Share in 2017

| | |
|----------------------------|------|
| 92173 - San Ysidro | 8.0% |
| 92007 - Cardiff | 5.8% |
| 92028 - Fallbrook | 5.2% |
| 92058 - Oceanside | 4.9% |
| 92091 - Rancho Santa Fe | 4.5% |
| 92067 - Rancho Santa Fe | 4.2% |
| 92011 - Carlsbad | 4.1% |
| 92139 - Paradise Hills | 3.8% |
| 92056 - Oceanside | 3.5% |
| 92154 - Otay Mesa | 3.5% |
| 92054 - Oceanside | 3.4% |
| 92082 - Valley Center | 3.2% |
| 92057 - Oceanside | 3.2% |
| 92027 - Escondido | 3.1% |
| 92126 - Mira Mesa | 3.1% |
| 92065 - Ramona | 2.9% |
| 92075 - Solana Beach | 2.8% |
| 92069 - San Marcos | 2.8% |
| 92010 - Carlsbad | 2.7% |
| 92083 - Vista | 2.4% |
| 92081 - Vista | 2.4% |
| 92014 - Del Mar | 2.2% |
| 92084 - Vista | 2.1% |
| 92029 - Escondido | 2.0% |
| 92129 - Rancho Penasquitos | 2.0% |
| 92009 - Carlsbad | 1.9% |

+ 13.5%

Three-Year Change in Price All Properties

+ 11.3%

Three-Year Change in Price Traditional Properties

- 15.9%

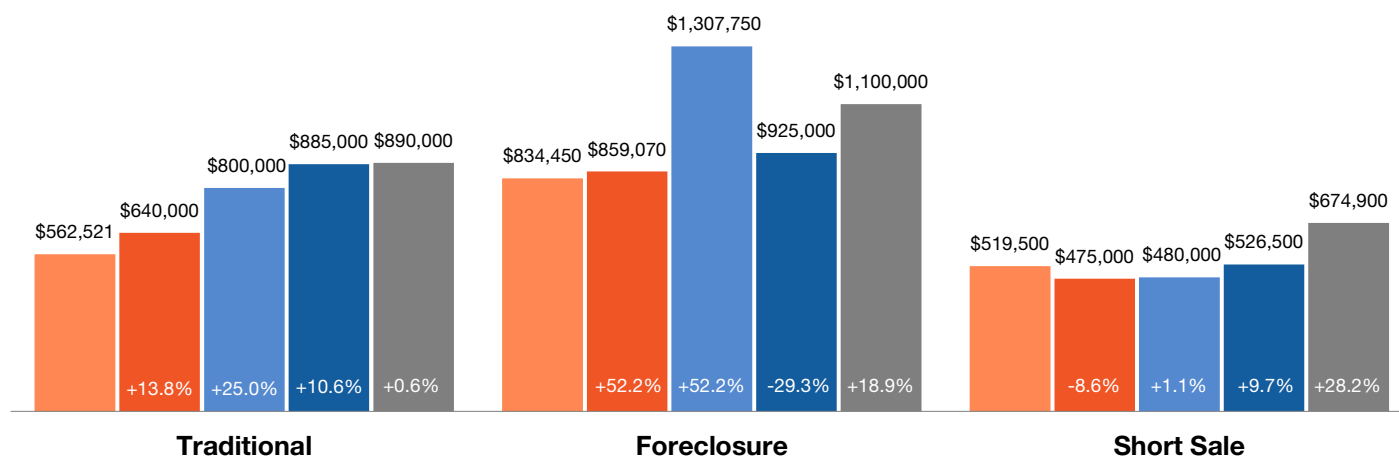
Three-Year Change in Price Foreclosure

+ 40.6%

Three-Year Change in Price Short Sale

Median Sales Price

2019 2020 2021 2022 2023



Area Overviews

| ZIP Code | Total Closed Sales | Change from 2022 | Percent Single-Family Attached | Percent Lender-Mediated | New Listings | Days on Market | Pending Sales |
|-------------------------|--------------------|------------------|--------------------------------|-------------------------|--------------|----------------|---------------|
| 91901 - Alpine | 183 | - 12.4% | 13.1% | 3.3% | 230 | 25 | 188 |
| 91902 - Bonita | 116 | - 7.2% | 24.1% | 1.7% | 152 | 24 | 117 |
| 91905 - Boulevard | 21 | - 25.0% | 4.8% | 9.5% | 36 | 75 | 20 |
| 91906 - Campo | 41 | - 25.5% | 0.0% | 7.3% | 62 | 36 | 40 |
| 91910 - Chula Vista | 288 | - 22.2% | 34.7% | 5.6% | 341 | 20 | 295 |
| 91911 - Chula Vista | 270 | - 31.8% | 26.7% | 4.4% | 322 | 21 | 280 |
| 91913 - Chula Vista | 419 | - 26.0% | 47.0% | 1.7% | 465 | 20 | 412 |
| 91914 - Chula Vista | 100 | - 30.1% | 31.0% | 1.0% | 124 | 27 | 105 |
| 91915 - Chula Vista | 287 | - 22.8% | 56.4% | 1.0% | 326 | 19 | 284 |
| 91916 - Descanso | 28 | 0.0% | 3.6% | 3.6% | 24 | 62 | 27 |
| 91917 - Dulzura | 8 | + 14.3% | 0.0% | 0.0% | 9 | 44 | 8 |
| 91931 - Guatay | 1 | 0.0% | 0.0% | 0.0% | 3 | 1 | 1 |
| 91932 - Imperial Beach | 138 | - 19.8% | 44.9% | 2.2% | 246 | 25 | 139 |
| 91934 - Jacumba | 8 | - 27.3% | 0.0% | 0.0% | 11 | 43 | 8 |
| 91935 - Jamul | 61 | - 37.8% | 4.9% | 0.0% | 85 | 32 | 58 |
| 91941 - La Mesa | 245 | - 17.8% | 7.8% | 3.7% | 290 | 21 | 245 |
| 91942 - La Mesa | 321 | - 18.7% | 45.8% | 1.9% | 342 | 20 | 315 |
| 91945 - Lemon Grove | 155 | - 32.9% | 9.7% | 3.9% | 198 | 17 | 169 |
| 91948 - Mount Laguna | 10 | + 100.0% | 10.0% | 0.0% | 16 | 18 | 9 |
| 91950 - National City | 161 | - 20.3% | 23.6% | 5.6% | 181 | 28 | 160 |
| 91962 - Pine Valley | 35 | - 10.3% | 2.9% | 0.0% | 46 | 45 | 36 |
| 91963 - Potrero | 7 | - 12.5% | 0.0% | 14.3% | 17 | 17 | 7 |
| 91977 - Spring Valley | 422 | - 28.6% | 21.6% | 4.7% | 488 | 20 | 413 |
| 91978 - Spring Valley | 67 | - 27.2% | 35.8% | 4.5% | 75 | 19 | 67 |
| 91980 - Tecate | 0 | -- | 0.0% | 0.0% | 1 | 0 | 0 |
| 92003 - Bonsall | 75 | - 21.1% | 34.7% | 0.0% | 111 | 24 | 75 |
| 92004 - Borrego Springs | 92 | - 15.6% | 25.0% | 3.3% | 121 | 53 | 92 |
| 92007 - Cardiff | 85 | 0.0% | 37.6% | 7.1% | 128 | 28 | 90 |
| 92008 - Carlsbad | 236 | - 8.2% | 43.6% | 1.3% | 317 | 29 | 226 |
| 92009 - Carlsbad | 420 | - 15.8% | 41.7% | 1.7% | 526 | 22 | 423 |
| 92010 - Carlsbad | 161 | - 21.5% | 39.8% | 2.5% | 195 | 20 | 164 |
| 92011 - Carlsbad | 187 | - 25.5% | 35.8% | 3.7% | 251 | 19 | 189 |
| 92014 - Del Mar | 157 | - 1.9% | 26.1% | 1.3% | 225 | 31 | 156 |

Area Overviews

| ZIP Code | Total Closed Sales | Change from 2022 | Percent Single-Family Attached | Percent Lender-Mediated | New Listings | Days on Market | Pending Sales |
|-------------------------|--------------------|------------------|--------------------------------|-------------------------|--------------|----------------|---------------|
| 92019 - El Cajon | 303 | - 36.7% | 28.4% | 2.3% | 380 | 17 | 305 |
| 92020 - El Cajon | 295 | - 32.6% | 29.2% | 2.7% | 390 | 21 | 309 |
| 92021 - El Cajon | 407 | - 21.9% | 23.8% | 3.7% | 500 | 20 | 410 |
| 92024 - Encinitas | 396 | - 20.8% | 31.8% | 1.5% | 523 | 25 | 402 |
| 92025 - Escondido | 247 | - 22.6% | 31.2% | 1.6% | 319 | 24 | 270 |
| 92026 - Escondido | 496 | - 16.5% | 23.4% | 1.4% | 583 | 26 | 499 |
| 92027 - Escondido | 321 | - 35.2% | 16.2% | 3.1% | 372 | 25 | 325 |
| 92028 - Fallbrook | 585 | - 17.3% | 7.9% | 5.6% | 739 | 36 | 580 |
| 92029 - Escondido | 203 | - 20.4% | 3.4% | 2.5% | 243 | 27 | 200 |
| 92036 - Julian | 82 | - 33.9% | 0.0% | 2.4% | 114 | 49 | 83 |
| 92037 - La Jolla | 502 | - 13.0% | 54.2% | 1.0% | 748 | 30 | 510 |
| 92040 - Lakeside | 325 | - 33.1% | 21.5% | 2.2% | 390 | 17 | 331 |
| 92054 - Oceanside | 278 | - 26.6% | 45.0% | 2.2% | 433 | 25 | 299 |
| 92056 - Oceanside | 598 | - 8.4% | 47.8% | 3.7% | 637 | 24 | 605 |
| 92057 - Oceanside | 567 | - 27.1% | 38.3% | 3.2% | 661 | 23 | 573 |
| 92058 - Oceanside | 134 | - 28.7% | 47.0% | 2.2% | 140 | 29 | 130 |
| 92059 - Pala | 0 | -- | 0.0% | 0.0% | 2 | 0 | 0 |
| 92061 - Pauma Valley | 16 | - 33.3% | 6.3% | 0.0% | 45 | 47 | 18 |
| 92064 - Poway | 377 | - 21.9% | 17.0% | 0.5% | 451 | 20 | 370 |
| 92065 - Ramona | 359 | - 32.5% | 8.9% | 3.1% | 444 | 27 | 372 |
| 92066 - Ranchita | 11 | + 83.3% | 0.0% | 0.0% | 13 | 39 | 10 |
| 92067 - Rancho Santa Fe | 170 | - 14.1% | 2.4% | 1.8% | 283 | 54 | 167 |
| 92069 - San Marcos | 276 | - 29.8% | 22.5% | 2.5% | 315 | 27 | 278 |
| 92070 - Santa Ysabel | 4 | - 69.2% | 0.0% | 0.0% | 19 | 38 | 4 |
| 92071 - Santee | 546 | - 26.4% | 36.4% | 2.4% | 572 | 18 | 535 |
| 92075 - Solana Beach | 137 | - 2.8% | 59.1% | 1.5% | 199 | 32 | 138 |
| 92078 - San Marcos | 449 | - 24.2% | 38.5% | 1.6% | 514 | 23 | 447 |
| 92081 - Vista | 256 | - 14.4% | 24.6% | 2.7% | 298 | 18 | 262 |
| 92082 - Valley Center | 236 | - 10.9% | 1.3% | 4.2% | 288 | 39 | 230 |
| 92083 - Vista | 170 | - 41.2% | 28.2% | 2.9% | 215 | 23 | 170 |
| 92084 - Vista | 300 | - 25.0% | 12.0% | 2.7% | 404 | 26 | 306 |
| 92086 - Warner Springs | 33 | - 10.8% | 0.0% | 9.1% | 59 | 74 | 33 |
| 92091 - Rancho Santa Fe | 54 | + 31.7% | 44.4% | 1.9% | 74 | 42 | 57 |

Area Overviews

| ZIP Code | Total Closed Sales | Change from 2022 | Percent Single-Family Attached | Percent Lender-Mediated | New Listings | Days on Market | Pending Sales |
|---|--------------------|------------------|--------------------------------|-------------------------|--------------|----------------|---------------|
| 92101 - San Diego Downtown | 562 | - 37.0% | 98.9% | 0.4% | 941 | 27 | 571 |
| 92102 - San Diego Golden Hill | 152 | - 16.5% | 30.3% | 3.9% | 213 | 17 | 160 |
| 92103 - Mission Hills-Hillcrest-Midtown | 319 | - 19.6% | 64.6% | 0.9% | 439 | 22 | 327 |
| 92104 - North Park | 246 | - 31.1% | 50.8% | 2.8% | 327 | 19 | 252 |
| 92105 - East San Diego | 202 | - 32.2% | 37.6% | 4.5% | 260 | 14 | 214 |
| 92106 - Point Loma | 154 | - 17.6% | 26.6% | 1.3% | 249 | 25 | 147 |
| 92107 - Ocean Beach | 154 | - 22.6% | 40.3% | 1.3% | 237 | 25 | 165 |
| 92108 - Mission Valley | 258 | - 26.7% | 96.1% | 1.9% | 311 | 21 | 262 |
| 92109 - Pacific Beach | 289 | - 31.7% | 56.4% | 1.0% | 435 | 28 | 295 |
| 92110 - Old Town | 190 | - 27.2% | 57.9% | 3.2% | 246 | 18 | 194 |
| 92111 - Linda Vista | 306 | - 14.8% | 45.1% | 3.9% | 342 | 16 | 304 |
| 92113 - Logan Heights | 123 | - 3.1% | 21.1% | 7.3% | 168 | 23 | 125 |
| 92114 - Encanto | 322 | - 27.5% | 3.7% | 6.8% | 404 | 18 | 335 |
| 92115 - San Diego | 369 | - 23.3% | 35.0% | 1.1% | 480 | 19 | 370 |
| 92116 - Normal Heights | 222 | - 19.6% | 39.6% | 3.6% | 286 | 15 | 218 |
| 92117 - Clairemont Mesa | 364 | - 26.0% | 18.7% | 1.6% | 467 | 16 | 368 |
| 92118 - Coronado | 226 | - 2.6% | 55.8% | 0.0% | 342 | 41 | 221 |
| 92119 - San Carlos | 251 | - 21.8% | 31.1% | 0.8% | 280 | 15 | 252 |
| 92120 - Del Cerro | 287 | - 19.8% | 27.2% | 1.4% | 324 | 20 | 288 |
| 92121 - Sorrento Valley | 33 | - 15.4% | 42.4% | 0.0% | 37 | 23 | 31 |
| 92122 - University City | 278 | - 9.7% | 68.3% | 1.8% | 311 | 24 | 280 |
| 92123 - Mission Valley | 177 | - 29.2% | 31.6% | 1.7% | 222 | 19 | 186 |
| 92124 - Tierrasanta | 167 | - 14.8% | 40.7% | 0.6% | 177 | 17 | 161 |
| 92126 - Mira Mesa | 349 | - 24.3% | 38.4% | 4.0% | 389 | 16 | 351 |
| 92127 - Rancho Bernardo | 416 | - 17.9% | 32.2% | 0.5% | 502 | 28 | 409 |
| 92128 - Rancho Bernardo | 600 | - 17.7% | 44.7% | 1.2% | 690 | 22 | 602 |
| 92129 - Rancho Penasquitos | 281 | - 29.0% | 32.7% | 2.1% | 312 | 17 | 278 |
| 92130 - Carmel Valley | 336 | - 27.3% | 42.6% | 1.2% | 448 | 27 | 335 |
| 92131 - Scripps Miramar | 269 | - 27.9% | 36.1% | 1.1% | 304 | 21 | 276 |
| 92139 - Paradise Hills | 165 | - 33.7% | 38.2% | 4.2% | 182 | 18 | 166 |
| 92154 - Otay Mesa | 335 | - 28.6% | 39.1% | 3.3% | 404 | 20 | 338 |
| 92173 - San Ysidro | 56 | - 9.7% | 69.6% | 7.1% | 61 | 28 | 54 |

Area Historical Median Prices

| ZIP Code | 2019 | 2020 | 2021 | 2022 | 2023 | Change From 2022 | Change From 2021 |
|-------------------------|-------------|-------------|-------------|-------------|-------------|------------------|------------------|
| 91901 - Alpine | \$632,500 | \$665,000 | \$827,000 | \$950,000 | \$875,000 | - 7.9% | + 38.3% |
| 91902 - Bonita | \$677,500 | \$756,000 | \$889,458 | \$1,100,000 | \$1,023,938 | - 6.9% | + 51.1% |
| 91905 - Boulevard | \$312,500 | \$361,250 | \$408,250 | \$365,000 | \$458,875 | + 25.7% | + 46.8% |
| 91906 - Campo | \$316,000 | \$360,000 | \$425,000 | \$475,000 | \$470,000 | - 1.1% | + 48.7% |
| 91910 - Chula Vista | \$525,000 | \$560,000 | \$695,000 | \$717,500 | \$750,000 | + 4.5% | + 42.9% |
| 91911 - Chula Vista | \$470,000 | \$531,500 | \$640,000 | \$690,000 | \$716,000 | + 3.8% | + 52.3% |
| 91913 - Chula Vista | \$545,000 | \$575,021 | \$695,000 | \$765,000 | \$769,284 | + 0.6% | + 41.2% |
| 91914 - Chula Vista | \$681,000 | \$727,500 | \$910,000 | \$1,001,000 | \$1,020,500 | + 1.9% | + 49.9% |
| 91915 - Chula Vista | \$507,000 | \$550,000 | \$667,500 | \$735,000 | \$750,000 | + 2.0% | + 47.9% |
| 91916 - Descanso | \$471,500 | \$484,000 | \$581,500 | \$676,113 | \$597,500 | - 11.6% | + 26.7% |
| 91917 - Dulzura | \$490,000 | \$498,900 | \$581,000 | \$650,000 | \$565,000 | - 13.1% | + 15.3% |
| 91931 - Guatay | \$395,000 | \$109,500 | \$440,000 | \$495,000 | \$150,000 | - 69.7% | - 62.0% |
| 91932 - Imperial Beach | \$575,000 | \$640,000 | \$706,250 | \$783,500 | \$817,000 | + 4.3% | + 42.1% |
| 91934 - Jacumba | \$177,500 | \$222,000 | \$207,500 | \$285,000 | \$303,500 | + 6.5% | + 71.0% |
| 91935 - Jamul | \$669,500 | \$775,000 | \$845,000 | \$900,000 | \$945,000 | + 5.0% | + 41.2% |
| 91941 - La Mesa | \$649,500 | \$731,500 | \$841,750 | \$950,000 | \$1,000,000 | + 5.3% | + 54.0% |
| 91942 - La Mesa | \$510,000 | \$563,000 | \$668,500 | \$735,000 | \$725,000 | - 1.4% | + 42.2% |
| 91945 - Lemon Grove | \$474,000 | \$527,500 | \$631,500 | \$694,700 | \$689,000 | - 0.8% | + 45.4% |
| 91948 - Mount Laguna | \$140,000 | \$125,000 | \$187,500 | \$250,000 | \$192,000 | - 23.2% | + 37.1% |
| 91950 - National City | \$440,500 | \$475,000 | \$560,000 | \$641,000 | \$625,000 | - 2.5% | + 41.9% |
| 91962 - Pine Valley | \$466,000 | \$485,500 | \$600,000 | \$630,000 | \$620,000 | - 1.6% | + 33.0% |
| 91963 - Potrero | \$277,000 | \$245,000 | \$495,000 | \$462,500 | \$515,000 | + 11.4% | + 85.9% |
| 91977 - Spring Valley | \$470,000 | \$521,000 | \$620,000 | \$685,000 | \$705,000 | + 2.9% | + 50.0% |
| 91978 - Spring Valley | \$529,900 | \$569,000 | \$675,340 | \$748,500 | \$725,000 | - 3.1% | + 36.8% |
| 91980 - Tecate | \$500,000 | \$0 | \$0 | \$300,000 | \$0 | - 100.0% | - 100.0% |
| 92003 - Bonsall | \$625,000 | \$659,500 | \$798,750 | \$890,000 | \$870,000 | - 2.2% | + 39.2% |
| 92004 - Borrego Springs | \$170,000 | \$185,000 | \$265,000 | \$315,000 | \$327,000 | + 3.8% | + 92.4% |
| 92007 - Cardiff | \$1,325,000 | \$1,550,000 | \$1,749,000 | \$1,875,000 | \$1,925,000 | + 2.7% | + 45.3% |
| 92008 - Carlsbad | \$902,000 | \$990,000 | \$1,300,000 | \$1,500,000 | \$1,490,000 | - 0.7% | + 65.2% |
| 92009 - Carlsbad | \$856,250 | \$896,500 | \$1,150,000 | \$1,300,000 | \$1,363,500 | + 4.9% | + 59.2% |
| 92010 - Carlsbad | \$709,947 | \$753,770 | \$843,500 | \$965,000 | \$1,125,000 | + 16.6% | + 58.5% |
| 92011 - Carlsbad | \$872,450 | \$950,000 | \$1,250,000 | \$1,400,000 | \$1,427,000 | + 1.9% | + 63.6% |
| 92014 - Del Mar | \$1,700,000 | \$1,677,500 | \$2,025,110 | \$2,800,000 | \$2,500,000 | - 10.7% | + 47.1% |

Area Historical Median Prices

| ZIP Code | 2019 | 2020 | 2021 | 2022 | 2023 | Change From 2022 | Change From 2019 |
|-------------------------|-------------|-------------|-------------|--------------|-------------|------------------|------------------|
| 92019 - El Cajon | \$540,350 | \$595,000 | \$675,000 | \$770,000 | \$750,000 | - 2.6% | + 38.8% |
| 92020 - El Cajon | \$515,000 | \$560,000 | \$655,000 | \$725,000 | \$740,000 | + 2.1% | + 43.7% |
| 92021 - El Cajon | \$474,500 | \$510,000 | \$630,000 | \$700,750 | \$700,000 | - 0.1% | + 47.5% |
| 92024 - Encinitas | \$1,107,500 | \$1,215,000 | \$1,529,000 | \$1,720,000 | \$1,655,000 | - 3.8% | + 49.4% |
| 92025 - Escondido | \$513,750 | \$570,000 | \$710,000 | \$775,000 | \$705,000 | - 9.0% | + 37.2% |
| 92026 - Escondido | \$504,000 | \$560,500 | \$675,000 | \$740,000 | \$730,000 | - 1.4% | + 44.8% |
| 92027 - Escondido | \$484,250 | \$530,000 | \$650,000 | \$710,000 | \$724,000 | + 2.0% | + 49.5% |
| 92028 - Fallbrook | \$562,000 | \$620,000 | \$740,000 | \$817,000 | \$850,000 | + 4.0% | + 51.2% |
| 92029 - Escondido | \$703,043 | \$743,000 | \$950,000 | \$1,125,000 | \$1,176,000 | + 4.5% | + 67.3% |
| 92036 - Julian | \$375,000 | \$445,000 | \$492,450 | \$520,000 | \$548,750 | + 5.5% | + 46.3% |
| 92037 - La Jolla | \$1,387,500 | \$1,550,000 | \$1,650,000 | \$2,142,500 | \$1,900,000 | - 11.3% | + 36.9% |
| 92040 - Lakeside | \$505,000 | \$553,000 | \$685,000 | \$710,000 | \$750,250 | + 5.7% | + 48.6% |
| 92054 - Oceanside | \$642,000 | \$676,000 | \$887,500 | \$997,450 | \$1,057,500 | + 6.0% | + 64.7% |
| 92056 - Oceanside | \$540,000 | \$575,000 | \$700,000 | \$800,000 | \$800,000 | 0.0% | + 48.1% |
| 92057 - Oceanside | \$475,000 | \$520,000 | \$625,000 | \$699,450 | \$690,000 | - 1.4% | + 45.3% |
| 92058 - Oceanside | \$382,500 | \$410,500 | \$527,500 | \$680,000 | \$700,000 | + 2.9% | + 83.0% |
| 92059 - Pala | \$606,000 | \$675,000 | \$859,250 | \$10,000,000 | \$0 | - 100.0% | - 100.0% |
| 92061 - Pauma Valley | \$494,950 | \$495,500 | \$610,000 | \$942,000 | \$697,500 | - 26.0% | + 40.9% |
| 92064 - Poway | \$720,750 | \$807,500 | \$950,000 | \$1,080,000 | \$1,115,000 | + 3.2% | + 54.7% |
| 92065 - Ramona | \$533,400 | \$585,000 | \$675,000 | \$750,000 | \$775,000 | + 3.3% | + 45.3% |
| 92066 - Ranchita | \$322,500 | \$395,000 | \$421,000 | \$385,000 | \$425,000 | + 10.4% | + 31.8% |
| 92067 - Rancho Santa Fe | \$2,500,000 | \$2,710,000 | \$3,600,000 | \$4,367,000 | \$4,276,200 | - 2.1% | + 71.0% |
| 92069 - San Marcos | \$550,000 | \$598,650 | \$745,000 | \$806,500 | \$870,000 | + 7.9% | + 58.2% |
| 92070 - Santa Ysabel | \$535,000 | \$525,000 | \$699,900 | \$899,000 | \$815,000 | - 9.3% | + 52.3% |
| 92071 - Santee | \$496,000 | \$550,000 | \$640,000 | \$720,000 | \$727,350 | + 1.0% | + 46.6% |
| 92075 - Solana Beach | \$1,192,600 | \$1,260,000 | \$1,597,500 | \$1,810,000 | \$1,850,000 | + 2.2% | + 55.1% |
| 92078 - San Marcos | \$606,500 | \$629,000 | \$799,500 | \$882,500 | \$885,000 | + 0.3% | + 45.9% |
| 92081 - Vista | \$547,000 | \$600,000 | \$740,000 | \$875,000 | \$880,000 | + 0.6% | + 60.9% |
| 92082 - Valley Center | \$605,500 | \$685,000 | \$825,000 | \$895,000 | \$857,133 | - 4.2% | + 41.6% |
| 92083 - Vista | \$463,750 | \$530,000 | \$610,000 | \$724,000 | \$680,508 | - 6.0% | + 46.7% |
| 92084 - Vista | \$553,900 | \$615,000 | \$740,000 | \$840,000 | \$845,000 | + 0.6% | + 52.6% |
| 92086 - Warner Springs | \$265,000 | \$292,500 | \$275,000 | \$295,000 | \$275,000 | - 6.8% | + 3.8% |
| 92091 - Rancho Santa Fe | \$1,282,950 | \$1,265,000 | \$1,800,000 | \$1,776,000 | \$1,752,500 | - 1.3% | + 36.6% |

Area Historical Median Prices

| ZIP Code | 2019 | 2020 | 2021 | 2022 | 2023 | Change From 2022 | Change From 2019 |
|---|-------------|-------------|-------------|-------------|-------------|------------------|------------------|
| 92101 - San Diego Downtown | \$541,000 | \$550,000 | \$615,000 | \$725,000 | \$748,000 | + 3.2% | + 38.3% |
| 92102 - San Diego Golden Hill | \$442,500 | \$491,000 | \$610,000 | \$660,000 | \$675,500 | + 2.3% | + 52.7% |
| 92103 - Mission Hills-Hillcrest-Midtown | \$704,250 | \$728,750 | \$800,000 | \$860,000 | \$1,124,219 | + 30.7% | + 59.6% |
| 92104 - North Park | \$583,233 | \$625,000 | \$677,750 | \$807,500 | \$800,000 | - 0.9% | + 37.2% |
| 92105 - East San Diego | \$400,900 | \$454,000 | \$561,478 | \$612,630 | \$610,000 | - 0.4% | + 52.2% |
| 92106 - Point Loma | \$1,052,500 | \$1,112,500 | \$1,361,278 | \$1,600,000 | \$1,625,000 | + 1.6% | + 54.4% |
| 92107 - Ocean Beach | \$856,350 | \$925,000 | \$1,130,000 | \$1,200,000 | \$1,400,000 | + 16.7% | + 63.5% |
| 92108 - Mission Valley | \$417,000 | \$449,500 | \$510,000 | \$625,000 | \$575,000 | - 8.0% | + 37.9% |
| 92109 - Pacific Beach | \$900,000 | \$925,000 | \$1,100,000 | \$1,250,000 | \$1,435,000 | + 14.8% | + 59.4% |
| 92110 - Old Town | \$540,000 | \$521,250 | \$650,000 | \$703,000 | \$784,500 | + 11.6% | + 45.3% |
| 92111 - Linda Vista | \$575,000 | \$614,500 | \$735,000 | \$817,500 | \$840,000 | + 2.8% | + 46.1% |
| 92113 - Logan Heights | \$410,000 | \$457,000 | \$540,000 | \$600,000 | \$630,000 | + 5.0% | + 53.7% |
| 92114 - Encanto | \$465,000 | \$515,000 | \$620,000 | \$679,500 | \$690,000 | + 1.5% | + 48.4% |
| 92115 - San Diego | \$529,000 | \$545,000 | \$651,750 | \$750,000 | \$761,000 | + 1.5% | + 43.9% |
| 92116 - Normal Heights | \$620,000 | \$660,000 | \$785,000 | \$865,000 | \$890,000 | + 2.9% | + 43.5% |
| 92117 - Clairemont Mesa | \$675,000 | \$725,000 | \$852,125 | \$995,278 | \$999,500 | + 0.4% | + 48.1% |
| 92118 - Coronado | \$1,698,000 | \$1,795,000 | \$2,010,000 | \$2,277,500 | \$2,377,500 | + 4.4% | + 40.0% |
| 92119 - San Carlos | \$612,000 | \$658,250 | \$800,000 | \$882,250 | \$895,000 | + 1.4% | + 46.2% |
| 92120 - Del Cerro | \$650,000 | \$699,500 | \$800,000 | \$950,000 | \$952,500 | + 0.3% | + 46.5% |
| 92121 - Sorrento Valley | \$696,000 | \$699,500 | \$777,500 | \$950,000 | \$1,330,000 | + 40.0% | + 91.1% |
| 92122 - University City | \$664,500 | \$637,000 | \$650,000 | \$892,000 | \$800,000 | - 10.3% | + 20.4% |
| 92123 - Mission Valley | \$610,000 | \$655,500 | \$760,000 | \$879,825 | \$895,000 | + 1.7% | + 46.7% |
| 92124 - Tierrasanta | \$621,000 | \$715,000 | \$780,000 | \$947,500 | \$905,000 | - 4.5% | + 45.7% |
| 92126 - Mira Mesa | \$580,000 | \$659,000 | \$775,000 | \$850,000 | \$895,000 | + 5.3% | + 54.3% |
| 92127 - Rancho Bernardo | \$959,000 | \$986,000 | \$1,210,000 | \$1,407,500 | \$1,357,500 | - 3.6% | + 41.6% |
| 92128 - Rancho Bernardo | \$604,500 | \$648,000 | \$740,000 | \$825,000 | \$880,000 | + 6.7% | + 45.6% |
| 92129 - Rancho Penasquitos | \$770,000 | \$820,000 | \$993,500 | \$1,200,000 | \$1,180,000 | - 1.7% | + 53.2% |
| 92130 - Carmel Valley | \$1,145,000 | \$1,202,000 | \$1,600,000 | \$1,770,000 | \$1,727,000 | - 2.4% | + 50.8% |
| 92131 - Scripps Miramar | \$791,000 | \$885,000 | \$1,056,000 | \$1,300,000 | \$1,280,000 | - 1.5% | + 61.8% |
| 92139 - Paradise Hills | \$450,000 | \$471,500 | \$565,000 | \$650,000 | \$625,000 | - 3.8% | + 38.9% |
| 92154 - Otay Mesa | \$468,000 | \$519,750 | \$605,000 | \$676,000 | \$675,000 | - 0.1% | + 44.2% |
| 92173 - San Ysidro | \$372,000 | \$379,000 | \$450,000 | \$515,000 | \$445,000 | - 13.6% | + 19.6% |