

# Local Market Update for December 2023

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## East San Diego County

ZIP Codes: 91901, 91905, 91906, 91916, 91917, 91931, 91934, 91935, 91941, 91942, 91945, 91948, 91962, 91963, 91977, 91978, 91980, 92004, 92019, 92020, 92021, 92036, 92040, 92066, 92070, 92071, 92086

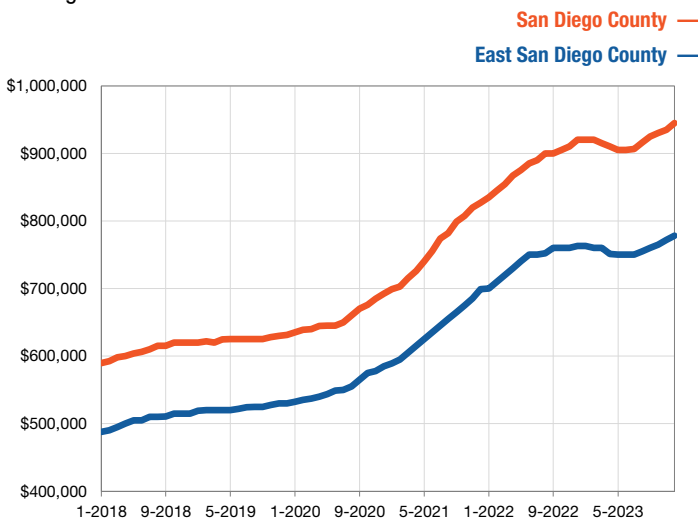
| Detached Single-Family                   | December  |           |                | Rolling 12 Months |              |                |
|--|-----------|-----------|----------------|-------------------|--------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 12-2022      | Thru 12-2023 | Percent Change |
| <b>Key Metrics</b>                       |           |           |                |                   |              |                |
| New Listings                             | 174       | 160       | - 8.0%         | 5,307             | 3,444        | - 35.1%        |
| Pending Sales                            | 217       | 192       | - 11.5%        | 3,821             | 2,828        | - 26.0%        |
| Closed Sales                             | 256       | 187       | - 27.0%        | 3,938             | 2,815        | - 28.5%        |
| Days on Market Until Sale                | 33        | 23        | - 30.3%        | 21                | 24           | + 14.3%        |
| Median Sales Price*                      | \$715,000 | \$772,500 | + 8.0%         | \$763,000         | \$778,389    | + 2.0%         |
| Average Sales Price*                     | \$755,962 | \$831,696 | + 10.0%        | \$809,875         | \$823,163    | + 1.6%         |
| Percent of Original List Price Received* | 95.5%     | 98.8%     | + 3.5%         | 100.5%            | 100.0%       | - 0.5%         |
| Percent of List Price Received*          | 98.7%     | 99.8%     | + 1.1%         | 101.2%            | 100.6%       | - 0.6%         |
| Inventory of Homes for Sale              | 570       | 280       | - 50.9%        | --                | --           | --             |
| Months Supply of Inventory               | 1.8       | 1.2       | - 33.3%        | --                | --           | --             |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Attached Single-Family                   | December  |           |                | Rolling 12 Months |              |                |
|--|-----------|-----------|----------------|-------------------|--------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 12-2022      | Thru 12-2023 | Percent Change |
| <b>Key Metrics</b>                       |           |           |                |                   |              |                |
| New Listings                             | 49        | 46        | - 6.1%         | 1,321             | 1,036        | - 21.6%        |
| Pending Sales                            | 59        | 47        | - 20.3%        | 1,093             | 887          | - 18.8%        |
| Closed Sales                             | 51        | 65        | + 27.5%        | 1,109             | 888          | - 19.9%        |
| Days on Market Until Sale                | 27        | 25        | - 7.4%         | 15                | 18           | + 20.0%        |
| Median Sales Price*                      | \$470,000 | \$545,000 | + 16.0%        | \$480,000         | \$520,000    | + 8.3%         |
| Average Sales Price*                     | \$520,507 | \$549,359 | + 5.5%         | \$499,829         | \$528,738    | + 5.8%         |
| Percent of Original List Price Received* | 97.2%     | 99.7%     | + 2.6%         | 102.8%            | 101.4%       | - 1.4%         |
| Percent of List Price Received*          | 99.3%     | 100.5%    | + 1.2%         | 102.5%            | 101.5%       | - 1.0%         |
| Inventory of Homes for Sale              | 100       | 81        | - 19.0%        | --                | --           | --             |
| Months Supply of Inventory               | 1.1       | 1.1       | 0.0%           | --                | --           | --             |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

**Median Sales Price – Detached Single-Family**  
Rolling 12-Month Calculation



**Median Sales Price – Attached Single-Family**  
Rolling 12-Month Calculation

