

# Annual Report on the North San Diego County Housing Market

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RESIDENTIAL REAL ESTATE ACTIVITY IN NORTH SAN DIEGO COUNTY

North San Diego County  
Association of REALTORS®



# 2018

**While** the 2017 housing market was marked by renewed optimism fueled by stock market strength, higher wages and a competitive environment for home sales, 2018 delivered a more seasoned prudence toward residential real estate. Home buyers, now steeped in several years of rising prices and low inventory, became more selective in their purchase choices as housing affordability achieved a ten-year low.

Yet the appetite for home buying remained strong enough to drive prices upward in virtually all markets across the country. In fact, national home prices have risen 53 percent from February 2012 to September 2018. That mark is a less dramatic but still sizable 40 percent increase when inflation is factored in.

The national median household income was last reported with a year-over-year increase of 1.8 percent, while home prices have gone up 5.5 percent in roughly the same amount of time. That kind of gap can't be sustained indefinitely, but prices are still expected to rise in most areas, albeit at a much slower pace.

**Sales:** Pending sales decreased 11.0 percent, closing 2018 at 13,707. Closed sales were down 12.3 percent to finish the year at 13,636. A booming economy would seem to indicate more sales, but fewer homes to choose from coupled with lower affordability made it tougher for buyers in 2018.

**Listings:** Year-over-year, the number of homes available for sale was higher by 38.6 percent. There were 2,512 active listings at the end of 2018. New listings increased by 5.0 percent to finish the year at 21,195.

**Distressed:** The foreclosure market continues to be a hint of its former unhealthy peaks. In 2018, the percentage of closed sales that were either foreclosure or short sale decreased by 13.3 percent to end the year at 6.5 percent of the market.

**Prices:** Home prices were up compared to last year. The overall median sales price increased 6.7 percent to \$640,000 for the year. Single-Family Detached home prices were up 6.8 percent compared to last year, and Single-Family Attached home prices were up 5.8 percent.

**List Price Received:** Sellers received, on average, 97.3 percent of their original list price at sale, a year-over-year reduction of 0.4 percent. If demand shrinks in 2019, original list price received at sale could drop as well.

Consumer optimism has been tested by four interest rate hikes by the Federal Reserve in 2018. Meanwhile, GDP growth was at 4.2 percent in Q2 2018, dropped to 3.4 percent in Q3 2018 and is expected to be about 2.9 percent in Q4 2018 when figures are released.

Looking strictly at market fundamentals, recent Fed and GDP changes will not cause a dramatic shift away from the current state of the housing market. The booming sales at increased prices over the last several years may not be the same thrill ride to observe in 2019, but a long-awaited increase in inventory is something positive to consider, even if it arrives in the form of shrinking demand amidst rising mortgage rates.

The biggest potential problem for residential real estate in 2019 might be human psychology. A fear of buying at the height of the market could create home purchase delays by a large pool of potential first-time buyers, thus creating an environment of declining sales.

If the truth of a positive economic outlook coupled with responsible lending practices and more available homes for sale captures the collective American psyche, the most likely outcome for 2019 is market balance.

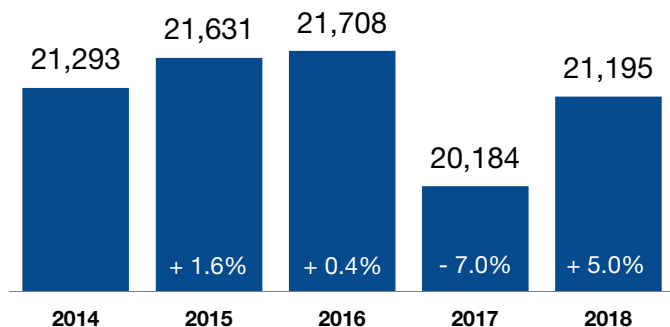
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# Quick Facts

## New Listings



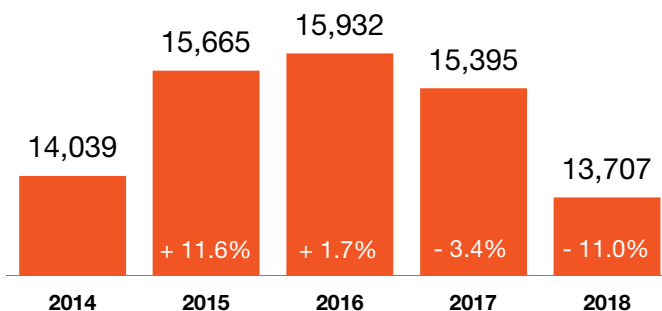
### Top 5 Areas: Change in New Listings from 2017

91931 - Guatay	+ 100.0%
91906 - Campo	+ 39.1%
92086 - Warner Springs	+ 34.8%
92010 - Carlsbad	+ 33.3%
91963 - Potrero	+ 30.0%

### Bottom 5 Areas: Change in New Listings from 2017

91917 - Dulzura	- 14.3%
91978 - Spring Valley	- 14.6%
92003 - Bonsall	- 18.7%
91948 - Mount Laguna	- 41.7%
92059 - Pala	- 71.4%

## Pending Sales



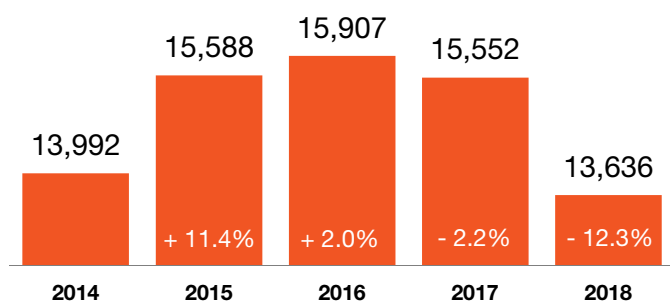
### Top 5 Areas: Change in Pending Sales from 2017

91931 - Guatay	+ 100.0%
91917 - Dulzura	+ 66.7%
91906 - Campo	+ 43.1%
92066 - Ranchita	+ 40.0%
92070 - Santa Ysabel	+ 20.0%

### Bottom 5 Areas: Change in Pending Sales from 2017

91905 - Boulevard	- 45.8%
91948 - Mount Laguna	- 46.7%
91963 - Potrero	- 50.0%
92059 - Pala	- 50.0%
92086 - Warner Springs	- 50.0%

## Closed Sales



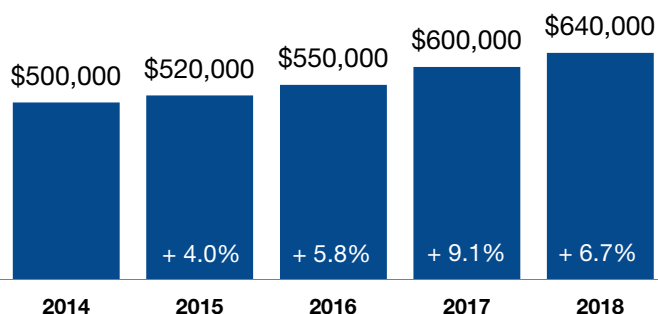
### Top 5 Areas: Change in Closed Sales from 2017

91906 - Campo	+ 34.6%
91917 - Dulzura	+ 33.3%
92066 - Ranchita	+ 20.0%
92061 - Pauma Valley	+ 19.4%
91916 - Descanso	+ 18.5%

### Bottom 5 Areas: Change in Closed Sales from 2017

92036 - Julian	- 31.5%
91905 - Boulevard	- 34.8%
91948 - Mount Laguna	- 46.7%
92086 - Warner Springs	- 57.1%
92059 - Pala	- 75.0%

## Median Sales Price



### Top 5 Areas: Change in Median Sales Price from 2017

91948 - Mount Laguna	+ 31.8%
91934 - Jacumba	+ 29.5%
92059 - Pala	+ 27.1%
92058 - Oceanside	+ 20.8%
92075 - Solana Beach	+ 16.2%

### Bottom 5 Areas: Change in Median Sales Price from 2017

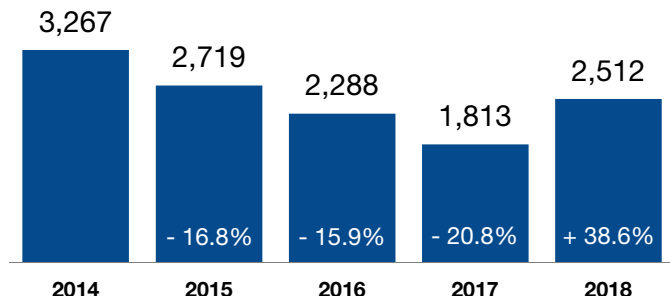
92173 - San Ysidro	- 19.3%
92070 - Santa Ysabel	- 25.3%
92066 - Ranchita	- 30.4%
91931 - Guatay	- 100.0%
91980 - Tecate	- 100.0%



# Quick Facts

## Inventory of Homes for Sale

At the end of the year



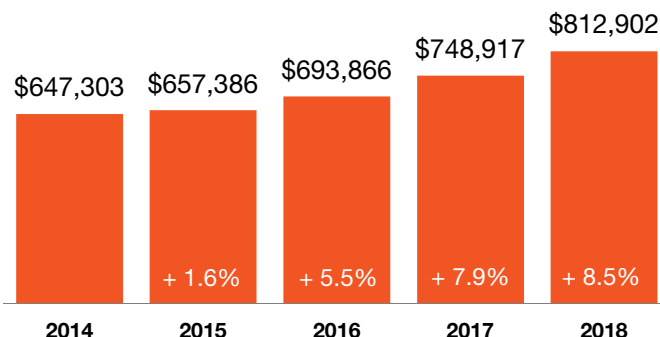
### Top 5 Areas: Change in Homes for Sale from 2017

91963 - Potrero	+ 200.0%
92086 - Warner Springs	+ 175.0%
92108 - Mission Valley	+ 144.0%
92011 - Carlsbad	+ 140.0%
92128 - Rancho Bernardo	+ 131.3%

### Bottom 5 Areas: Change in Homes for Sale from 2017

91916 - Descanso	- 30.8%
92102 - San Diego Golden Hill	- 30.8%
92091 - Rancho Santa Fe	- 35.7%
92066 - Ranchita	- 40.0%
91978 - Spring Valley	- 54.5%

## Average Sales Price



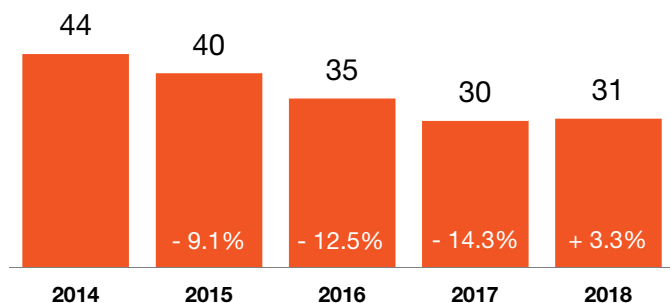
### Top 5 Areas: Change in Avg. Sales Price from 2017

91948 - Mount Laguna	+ 33.3%
92070 - Santa Ysabel	+ 29.9%
91934 - Jacumba	+ 27.9%
92036 - Julian	+ 19.0%
92118 - Coronado	+ 17.5%

### Bottom 5 Areas: Change in Avg. Sales Price from 2017

92061 - Pauma Valley	- 6.5%
91916 - Descanso	- 8.6%
91917 - Dulzura	- 10.8%
91963 - Potrero	- 12.5%
92066 - Ranchita	- 31.5%

## Days on Market Until Sale



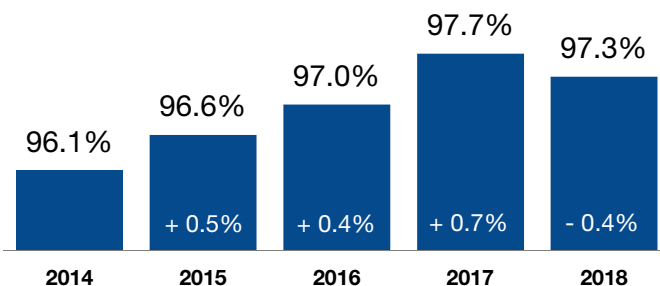
### Top 5 Areas: Change in Days on Market from 2017

92066 - Ranchita	+ 186.7%
92059 - Pala	+ 170.9%
92108 - Mission Valley	+ 29.4%
92056 - Oceanside	+ 28.6%
91913 - Chula Vista	+ 27.3%

### Bottom 5 Areas: Change in Days on Market from 2017

92124 - Tierrasanta	- 20.8%
92061 - Pauma Valley	- 35.9%
91905 - Boulevard	- 50.0%
91948 - Mount Laguna	- 69.7%
91963 - Potrero	- 71.3%

## Percent of Original List Price Received



### Top 5 Areas: Change in Pct. of Orig. Price Received from 2017

92086 - Warner Springs	+ 5.3%
92070 - Santa Ysabel	+ 5.0%
91963 - Potrero	+ 4.2%
92061 - Pauma Valley	+ 4.1%
91948 - Mount Laguna	+ 2.0%

### Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2017

92111 - Linda Vista	- 1.2%
92123 - Mission Valley	- 1.2%
92121 - Sorrento Valley	- 1.5%
91906 - Campo	- 2.2%
92066 - Ranchita	- 5.4%



# Property Type Review

**33**

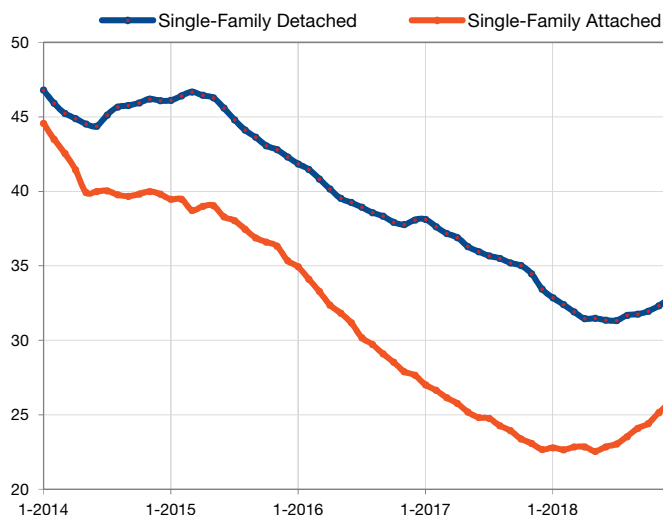
Average Days on Market  
Single-Family Detached

**26**

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 2018

92101 - San Diego Downtown	98.9%
92108 - Mission Valley	96.1%
92122 - University City	67.1%
92103 - Mission Hills-Hillcrest-Midtown	63.7%
92109 - Pacific Beach	61.7%
92110 - Old Town	60.8%
92173 - San Ysidro	57.8%
92037 - La Jolla	55.9%
92075 - Solana Beach	54.8%
92121 - Sorrento Valley	52.0%
92054 - Oceanside	46.6%
92111 - Linda Vista	46.5%
92128 - Rancho Bernardo	46.0%
92124 - Tierrasanta	45.8%
92104 - North Park	45.8%
92139 - Paradise Hills	45.2%
91915 - Chula Vista	44.3%
92058 - Oceanside	44.1%
92007 - Cardiff	43.7%
91913 - Chula Vista	42.4%
92131 - Scripps Miramar	40.5%
91932 - Imperial Beach	40.3%
92056 - Oceanside	40.1%
92118 - Coronado	40.1%
92116 - Normal Heights	38.8%
92107 - Ocean Beach	38.7%

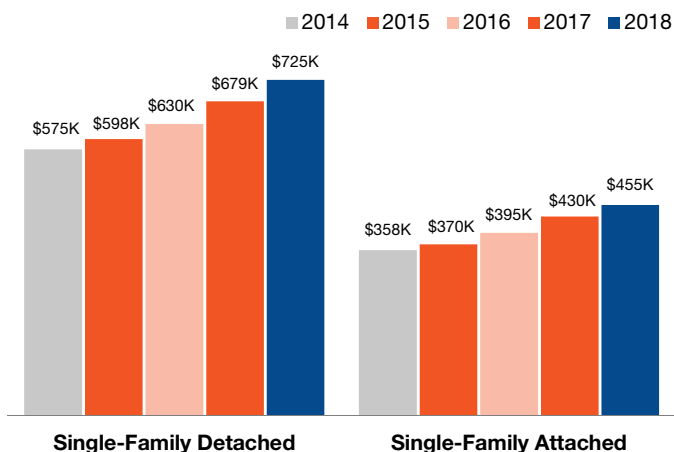
**+ 6.8%**

One-Year Change in Price  
Single-Family Detached

**+ 5.8%**

One-Year Change in Price  
Single-Family Attached

## Median Sales Price



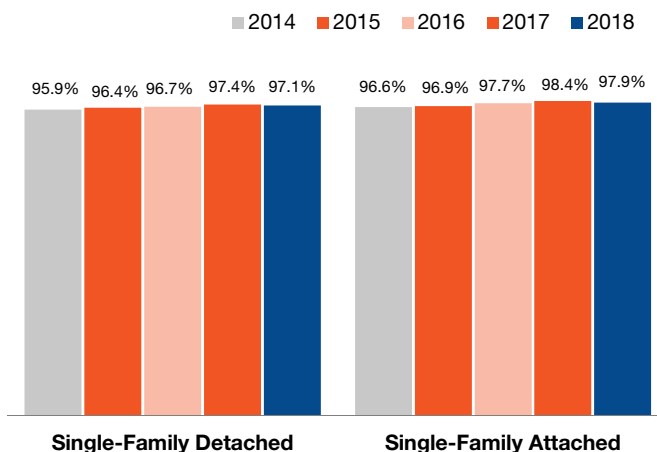
**97.1%**

Pct. of Orig. Price Received  
Single-Family Detached

**97.9%**

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

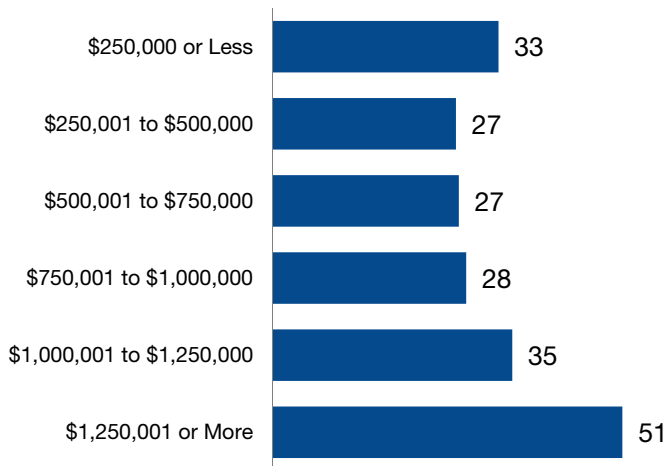
**17.6%**

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

**- 1.9%**

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

**+ 9.7%**

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

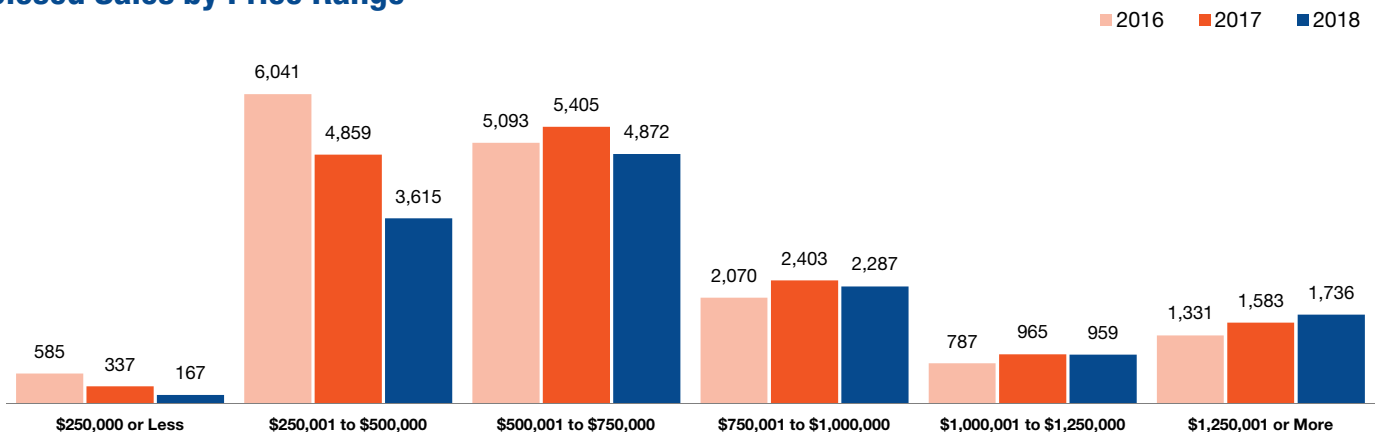
**\$250,000 or Less**

Price Range with the Fewest Closed Sales

**- 50.4%**

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

## Closed Sales by Price Range





# Distressed Homes Review

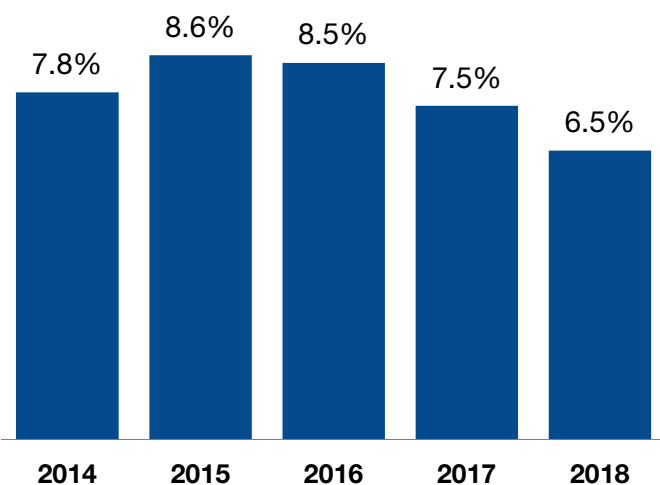
**6.5%**

Percent of Closed Sales in 2018 That Were Distressed

**- 13.3%**

One-Year Change in Sales of Lender-Mediated

## Percent of Sales That Were Distressed



## Top Areas: Lender-Mediated Market Share in 2018

92173 - San Ysidro	14.4%
92061 - Pauma Valley	14.0%
92091 - Rancho Santa Fe	11.3%
92139 - Paradise Hills	10.9%
92056 - Oceanside	10.7%
92010 - Carlsbad	10.6%
92067 - Rancho Santa Fe	10.2%
92154 - Otay Mesa	9.6%
92003 - Bonsall	8.6%
92126 - Mira Mesa	8.4%
92075 - Solana Beach	8.1%
92014 - Del Mar	8.0%
92082 - Valley Center	7.9%
92027 - Escondido	7.5%
92007 - Cardiff	7.1%
92124 - Tierrasanta	7.1%
92081 - Vista	7.1%
92123 - Mission Valley	6.9%
92078 - San Marcos	6.9%
92064 - Poway	6.9%
92057 - Oceanside	6.9%
92128 - Rancho Bernardo	6.4%
92011 - Carlsbad	6.3%
92122 - University City	6.3%
92084 - Vista	6.2%
92131 - Scripps Miramar	6.2%

**+ 16.4%**

Three-Year Change in Price All Properties

**+ 15.4%**

Three-Year Change in Price Traditional Properties

**+ 8.1%**

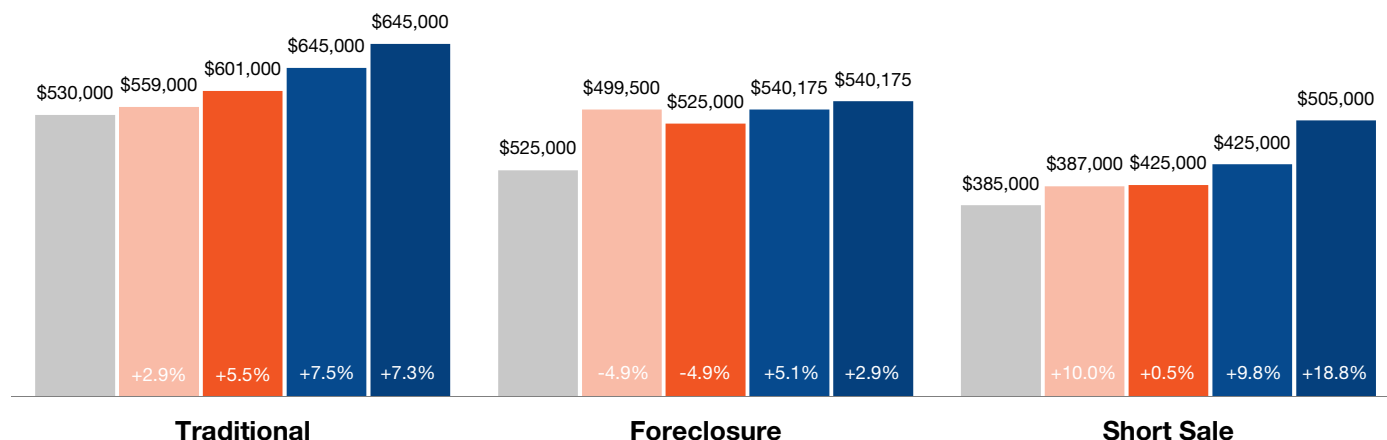
Three-Year Change in Price Foreclosure

**+ 30.5%**

Three-Year Change in Price Short Sale

## Median Sales Price

■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018





# Area Overviews

ZIP Code	Total Closed Sales	Change from 2017	Percent Single-Family Attached	Percent Foreclosures	New Listings	Days on Market	Pending Sales
91901 - Alpine	208	- 15.8%	11.5%	5.3%	378	34	214
91902 - Bonita	185	- 6.6%	22.2%	10.3%	314	32	184
91905 - Boulevard	15	- 34.8%	0.0%	0.0%	28	39	13
91906 - Campo	70	+ 34.6%	0.0%	20.0%	96	44	73
91910 - Chula Vista	467	- 18.6%	28.3%	8.8%	673	23	485
91911 - Chula Vista	471	- 10.1%	27.2%	10.8%	672	25	478
91913 - Chula Vista	653	- 9.1%	42.4%	7.5%	1,036	28	666
91914 - Chula Vista	204	- 17.4%	23.0%	5.9%	356	36	204
91915 - Chula Vista	476	- 12.8%	44.3%	9.2%	706	25	494
91916 - Descanso	32	+ 18.5%	0.0%	15.6%	46	68	32
91917 - Dulzura	4	+ 33.3%	0.0%	0.0%	6	51	5
91931 - Guatay	0	--	0.0%	0.0%	2	0	2
91932 - Imperial Beach	221	- 1.8%	40.3%	11.3%	412	40	227
91934 - Jacumba	7	- 12.5%	0.0%	0.0%	16	25	8
91935 - Jamul	111	+ 4.7%	0.0%	9.9%	211	44	108
91941 - La Mesa	417	+ 5.6%	11.0%	7.7%	673	27	424
91942 - La Mesa	424	- 20.5%	36.1%	7.5%	587	22	426
91945 - Lemon Grove	253	+ 1.2%	9.9%	7.9%	337	20	259
91948 - Mount Laguna	8	- 46.7%	0.0%	12.5%	7	54	8
91950 - National City	187	- 20.1%	18.2%	10.7%	285	30	200
91962 - Pine Valley	42	0.0%	9.5%	7.1%	52	34	37
91963 - Potrero	5	- 28.6%	0.0%	0.0%	13	35	4
91977 - Spring Valley	603	- 5.8%	21.4%	10.0%	946	24	617
91978 - Spring Valley	102	- 2.9%	37.3%	10.8%	117	23	95
91980 - Tecate	0	--	0.0%	0.0%	0	0	0
92003 - Bonsall	70	- 18.6%	31.4%	8.6%	126	58	67
92004 - Borrego Springs	108	- 13.6%	17.6%	1.9%	193	104	107
92007 - Cardiff	126	+ 5.0%	43.7%	7.1%	200	29	132
92008 - Carlsbad	299	- 13.1%	38.5%	5.4%	518	36	312
92009 - Carlsbad	689	- 17.0%	36.1%	4.8%	1,060	28	688
92010 - Carlsbad	255	- 4.5%	38.0%	10.6%	464	26	253
92011 - Carlsbad	301	- 22.0%	32.9%	6.3%	505	26	310
92014 - Del Mar	200	- 11.5%	29.0%	8.0%	402	46	190





# Area Overviews

ZIP Code	Total Closed Sales	Change from 2017	Percent Single-Family Attached	Percent Foreclosures	New Listings	Days on Market	Pending Sales
92019 - El Cajon	559	+ 3.1%	30.8%	3.9%	875	27	562
92020 - El Cajon	483	- 1.8%	23.2%	5.6%	783	24	490
92021 - El Cajon	541	- 3.6%	25.5%	6.3%	840	25	534
92024 - Encinitas	579	- 7.1%	30.2%	6.0%	859	30	585
92025 - Escondido	377	- 9.8%	21.2%	5.8%	547	30	377
92026 - Escondido	567	- 21.4%	18.9%	4.9%	939	34	584
92027 - Escondido	548	- 6.5%	15.9%	7.5%	746	26	536
92028 - Fallbrook	578	- 22.2%	4.2%	5.5%	998	45	568
92029 - Escondido	238	- 9.5%	6.3%	5.9%	429	31	243
92036 - Julian	76	- 31.5%	0.0%	3.9%	152	61	76
92037 - La Jolla	743	+ 3.6%	55.9%	7.9%	1,332	47	742
92040 - Lakeside	434	- 1.4%	23.5%	6.0%	670	27	443
92054 - Oceanside	373	- 20.6%	46.6%	5.9%	609	32	382
92056 - Oceanside	745	- 11.0%	40.1%	10.7%	1,078	27	736
92057 - Oceanside	856	- 10.5%	37.9%	6.9%	1,216	28	873
92058 - Oceanside	229	- 8.8%	44.1%	4.8%	283	28	221
92059 - Pala	1	- 75.0%	0.0%	0.0%	2	214	1
92061 - Pauma Valley	43	+ 19.4%	25.6%	14.0%	75	82	43
92064 - Poway	551	- 8.6%	11.3%	6.9%	834	29	549
92065 - Ramona	490	- 16.0%	7.1%	4.9%	853	35	487
92066 - Ranchita	6	+ 20.0%	0.0%	33.3%	9	129	7
92067 - Rancho Santa Fe	235	- 2.9%	3.0%	10.2%	505	88	232
92069 - San Marcos	400	- 5.0%	21.3%	5.3%	566	25	391
92070 - Santa Ysabel	9	- 10.0%	0.0%	44.4%	24	85	12
92071 - Santee	770	- 0.9%	35.8%	6.9%	1,080	22	794
92075 - Solana Beach	186	- 15.8%	54.8%	8.1%	299	39	187
92078 - San Marcos	681	- 16.4%	36.4%	6.9%	1,057	27	696
92081 - Vista	312	- 8.8%	17.3%	7.1%	451	21	324
92082 - Valley Center	214	- 0.9%	1.4%	7.9%	404	51	220
92083 - Vista	249	- 8.8%	28.1%	5.6%	362	24	240
92084 - Vista	389	- 17.1%	10.8%	6.2%	625	34	390
92086 - Warner Springs	6	- 57.1%	0.0%	0.0%	31	80	7
92091 - Rancho Santa Fe	53	- 14.5%	35.8%	11.3%	88	60	54



# Area Overviews

ZIP Code	Total Closed Sales	Change from 2017	Percent Single-Family Attached	Percent Foreclosures	New Listings	Days on Market	Pending Sales
92101 - San Diego Downtown	828	- 5.3%	98.9%	7.0%	1,880	38	818
92102 - San Diego Golden Hill	211	- 9.1%	36.5%	8.1%	316	23	215
92103 - Mission Hills-Hillcrest-Midtown	449	- 8.9%	63.7%	9.6%	800	32	440
92104 - North Park	402	- 17.6%	45.8%	7.7%	630	20	391
92105 - East San Diego	306	- 13.6%	30.7%	12.4%	479	27	318
92106 - Point Loma	259	- 1.1%	21.6%	6.2%	499	36	255
92107 - Ocean Beach	238	- 7.4%	38.7%	8.8%	385	25	242
92108 - Mission Valley	408	- 6.4%	96.1%	5.4%	592	22	410
92109 - Pacific Beach	467	- 16.2%	61.7%	9.0%	757	32	452
92110 - Old Town	339	+ 9.4%	60.8%	5.9%	485	24	340
92111 - Linda Vista	385	- 14.1%	46.5%	8.3%	558	20	390
92113 - Logan Heights	144	- 17.7%	14.6%	16.0%	218	27	141
92114 - Encanto	466	- 7.2%	3.9%	11.8%	626	24	483
92115 - San Diego	568	- 5.3%	34.5%	8.6%	851	22	570
92116 - Normal Heights	363	- 2.2%	38.8%	7.2%	537	22	354
92117 - Clairemont Mesa	507	- 12.1%	22.5%	5.7%	749	19	507
92118 - Coronado	282	- 3.1%	40.1%	11.3%	509	68	277
92119 - San Carlos	370	- 12.7%	35.9%	9.5%	523	21	371
92120 - Del Cerro	409	- 11.9%	29.3%	7.3%	568	22	395
92121 - Sorrento Valley	50	+ 6.4%	52.0%	0.0%	55	19	45
92122 - University City	398	- 7.9%	67.1%	6.3%	515	18	395
92123 - Mission Valley	260	- 14.2%	33.8%	6.9%	353	18	262
92124 - Tierrasanta	225	+ 2.3%	45.8%	7.1%	278	19	227
92126 - Mira Mesa	545	- 22.3%	36.0%	8.4%	708	17	547
92127 - Rancho Bernardo	718	- 17.8%	28.6%	5.8%	1,148	30	718
92128 - Rancho Bernardo	865	- 11.5%	46.0%	6.4%	1,245	21	863
92129 - Rancho Penasquitos	506	- 2.3%	33.0%	4.5%	684	17	517
92130 - Carmel Valley	713	- 7.3%	34.1%	5.2%	1,018	26	738
92131 - Scripps Miramar	422	- 13.2%	40.5%	6.2%	639	21	427
92139 - Paradise Hills	239	- 19.8%	45.2%	10.9%	350	27	251
92154 - Otay Mesa	428	- 17.2%	34.1%	9.6%	646	24	436
92173 - San Ysidro	90	- 3.2%	57.8%	14.4%	149	24	93



# Area Historical Median Prices

ZIP Code	2014	2015	2016	2017	2018	Change From 2017	Change From 2016
91901 - Alpine	\$490,000	\$517,500	\$540,000	\$573,000	\$620,000	+ 8.2%	+ 26.5%
91902 - Bonita	\$553,000	\$590,000	\$614,875	\$638,500	\$694,900	+ 8.8%	+ 25.7%
91905 - Boulevard	\$159,000	\$214,000	\$250,000	\$240,000	\$275,000	+ 14.6%	+ 73.0%
91906 - Campo	\$197,000	\$240,000	\$260,000	\$299,500	\$304,000	+ 1.5%	+ 54.3%
91910 - Chula Vista	\$385,000	\$422,500	\$430,000	\$480,000	\$510,000	+ 6.3%	+ 32.5%
91911 - Chula Vista	\$359,000	\$379,000	\$410,114	\$445,000	\$470,000	+ 5.6%	+ 30.9%
91913 - Chula Vista	\$420,000	\$445,000	\$470,000	\$500,000	\$527,000	+ 5.4%	+ 25.5%
91914 - Chula Vista	\$560,000	\$582,000	\$620,000	\$650,000	\$707,500	+ 8.8%	+ 26.3%
91915 - Chula Vista	\$405,000	\$430,000	\$460,000	\$479,500	\$501,187	+ 4.5%	+ 23.7%
91916 - Descanso	\$333,000	\$377,500	\$440,000	\$440,000	\$450,000	+ 2.3%	+ 35.1%
91917 - Dulzura	\$345,000	\$495,000	\$417,000	\$465,000	\$392,000	- 15.7%	+ 13.6%
91931 - Guatay	\$202,450	\$0	\$0	\$75,000	\$0	- 100.0%	- 100.0%
91932 - Imperial Beach	\$385,000	\$422,500	\$465,000	\$549,900	\$575,000	+ 4.6%	+ 49.4%
91934 - Jacumba	\$78,500	\$142,500	\$162,000	\$137,500	\$178,000	+ 29.5%	+ 126.8%
91935 - Jamul	\$515,650	\$565,000	\$565,500	\$634,500	\$625,000	- 1.5%	+ 21.2%
91941 - La Mesa	\$500,000	\$515,000	\$545,000	\$610,000	\$625,000	+ 2.5%	+ 25.0%
91942 - La Mesa	\$385,000	\$404,000	\$430,000	\$460,000	\$502,563	+ 9.3%	+ 30.5%
91945 - Lemon Grove	\$345,000	\$370,000	\$409,000	\$434,500	\$458,000	+ 5.4%	+ 32.8%
91948 - Mount Laguna	\$123,500	\$80,000	\$255,000	\$110,000	\$145,000	+ 31.8%	+ 17.4%
91950 - National City	\$295,000	\$327,000	\$350,500	\$400,000	\$420,500	+ 5.1%	+ 42.5%
91962 - Pine Valley	\$310,000	\$397,500	\$420,000	\$438,250	\$451,250	+ 3.0%	+ 45.6%
91963 - Potrero	\$215,000	\$255,000	\$293,000	\$450,000	\$400,000	- 11.1%	+ 86.0%
91977 - Spring Valley	\$340,000	\$370,000	\$405,000	\$430,000	\$460,000	+ 7.0%	+ 35.3%
91978 - Spring Valley	\$370,900	\$410,000	\$425,000	\$470,000	\$491,250	+ 4.5%	+ 32.4%
91980 - Tecate	\$0	\$0	\$0	\$360,000	\$0	- 100.0%	--
92003 - Bonsall	\$520,000	\$505,000	\$532,500	\$615,000	\$594,500	- 3.3%	+ 14.3%
92004 - Borrego Springs	\$155,000	\$175,000	\$187,000	\$189,750	\$220,250	+ 16.1%	+ 42.1%
92007 - Cardiff	\$891,000	\$980,000	\$1,180,000	\$1,184,000	\$1,280,000	+ 8.1%	+ 43.7%
92008 - Carlsbad	\$662,500	\$708,500	\$785,000	\$836,000	\$900,000	+ 7.7%	+ 35.8%
92009 - Carlsbad	\$696,563	\$730,000	\$740,000	\$822,500	\$880,000	+ 7.0%	+ 26.3%
92010 - Carlsbad	\$577,000	\$610,000	\$663,000	\$710,000	\$770,000	+ 8.5%	+ 33.4%
92011 - Carlsbad	\$710,000	\$747,500	\$775,000	\$849,000	\$917,500	+ 8.1%	+ 29.2%
92014 - Del Mar	\$1,299,000	\$1,372,500	\$1,475,000	\$1,574,000	\$1,716,500	+ 9.1%	+ 32.1%



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ZIP Code	2014	2015	2016	2017	2018	Change From 2017	Change From 2014
92019 - El Cajon	\$392,000	\$430,000	\$450,000	\$479,000	\$505,000	+ 5.4%	+ 28.8%
92020 - El Cajon	\$370,000	\$425,250	\$436,000	\$466,200	\$495,000	+ 6.2%	+ 33.8%
92021 - El Cajon	\$360,000	\$385,000	\$415,000	\$445,500	\$470,100	+ 5.5%	+ 30.6%
92024 - Encinitas	\$774,500	\$836,000	\$905,000	\$995,000	\$1,099,500	+ 10.5%	+ 42.0%
92025 - Escondido	\$400,000	\$415,000	\$480,000	\$482,250	\$515,000	+ 6.8%	+ 28.8%
92026 - Escondido	\$392,000	\$415,000	\$451,000	\$490,000	\$525,000	+ 7.1%	+ 33.9%
92027 - Escondido	\$368,000	\$389,000	\$425,000	\$450,000	\$475,000	+ 5.6%	+ 29.1%
92028 - Fallbrook	\$450,000	\$478,000	\$507,000	\$545,000	\$570,000	+ 4.6%	+ 26.7%
92029 - Escondido	\$620,000	\$625,000	\$641,275	\$700,000	\$708,402	+ 1.2%	+ 14.3%
92036 - Julian	\$297,500	\$322,000	\$332,000	\$350,000	\$399,000	+ 14.0%	+ 34.1%
92037 - La Jolla	\$1,000,000	\$1,190,000	\$1,070,000	\$1,250,000	\$1,310,000	+ 4.8%	+ 31.0%
92040 - Lakeside	\$405,000	\$420,000	\$437,941	\$480,000	\$500,000	+ 4.2%	+ 23.5%
92054 - Oceanside	\$480,000	\$500,000	\$542,900	\$595,000	\$649,000	+ 9.1%	+ 35.2%
92056 - Oceanside	\$419,000	\$445,000	\$470,000	\$510,000	\$545,000	+ 6.9%	+ 30.1%
92057 - Oceanside	\$365,000	\$388,500	\$413,000	\$450,000	\$460,250	+ 2.3%	+ 26.1%
92058 - Oceanside	\$333,000	\$362,750	\$392,000	\$360,000	\$435,000	+ 20.8%	+ 30.6%
92059 - Pala	\$0	\$485,000	\$725,000	\$589,937	\$750,000	+ 27.1%	--
92061 - Pauma Valley	\$392,000	\$408,500	\$410,000	\$515,000	\$422,500	- 18.0%	+ 7.8%
92064 - Poway	\$574,000	\$590,000	\$617,500	\$706,000	\$750,000	+ 6.2%	+ 30.7%
92065 - Ramona	\$399,000	\$425,000	\$460,000	\$511,500	\$527,500	+ 3.1%	+ 32.2%
92066 - Ranchita	\$195,000	\$188,250	\$404,500	\$375,000	\$261,000	- 30.4%	+ 33.8%
92067 - Rancho Santa Fe	\$2,454,500	\$2,450,000	\$2,300,000	\$2,262,500	\$2,350,000	+ 3.9%	- 4.3%
92069 - San Marcos	\$450,000	\$475,000	\$491,500	\$535,000	\$569,950	+ 6.5%	+ 26.7%
92070 - Santa Ysabel	\$398,000	\$512,450	\$435,000	\$757,000	\$565,500	- 25.3%	+ 42.1%
92071 - Santee	\$375,000	\$395,000	\$428,000	\$455,000	\$500,000	+ 9.9%	+ 33.3%
92075 - Solana Beach	\$920,000	\$950,000	\$950,000	\$1,101,507	\$1,280,000	+ 16.2%	+ 39.1%
92078 - San Marcos	\$500,000	\$525,000	\$549,000	\$595,000	\$650,000	+ 9.2%	+ 30.0%
92081 - Vista	\$445,000	\$465,000	\$490,000	\$540,000	\$565,000	+ 4.6%	+ 27.0%
92082 - Valley Center	\$479,000	\$529,000	\$545,000	\$610,000	\$654,150	+ 7.2%	+ 36.6%
92083 - Vista	\$355,000	\$380,000	\$405,500	\$431,000	\$465,000	+ 7.9%	+ 31.0%
92084 - Vista	\$425,000	\$442,500	\$485,000	\$528,024	\$560,000	+ 6.1%	+ 31.8%
92086 - Warner Springs	\$325,000	\$312,500	\$332,500	\$342,000	\$381,000	+ 11.4%	+ 17.2%
92091 - Rancho Santa Fe	\$1,032,500	\$1,225,000	\$1,090,500	\$1,332,900	\$1,323,000	- 0.7%	+ 28.1%



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ZIP Code	2014	2015	2016	2017	2018	Change From 2017	Change From 2014
92101 - San Diego Downtown	\$469,500	\$485,000	\$505,000	\$544,950	\$550,000	+ 0.9%	+ 17.1%
92102 - San Diego Golden Hill	\$310,000	\$328,700	\$384,000	\$405,000	\$436,000	+ 7.7%	+ 40.6%
92103 - Mission Hills-Hillcrest-Midtown	\$612,000	\$589,500	\$584,500	\$635,000	\$685,000	+ 7.9%	+ 11.9%
92104 - North Park	\$455,000	\$464,500	\$450,000	\$505,000	\$575,000	+ 13.9%	+ 26.4%
92105 - East San Diego	\$287,500	\$315,750	\$356,000	\$387,000	\$411,000	+ 6.2%	+ 43.0%
92106 - Point Loma	\$820,000	\$862,500	\$925,000	\$997,500	\$1,060,000	+ 6.3%	+ 29.3%
92107 - Ocean Beach	\$671,000	\$727,500	\$695,000	\$835,000	\$854,500	+ 2.3%	+ 27.3%
92108 - Mission Valley	\$310,000	\$330,000	\$350,000	\$375,000	\$375,000	0.0%	+ 21.0%
92109 - Pacific Beach	\$707,500	\$685,000	\$699,500	\$790,000	\$849,000	+ 7.5%	+ 20.0%
92110 - Old Town	\$392,000	\$387,500	\$430,000	\$477,500	\$520,000	+ 8.9%	+ 32.7%
92111 - Linda Vista	\$419,450	\$429,000	\$475,000	\$511,000	\$575,000	+ 12.5%	+ 37.1%
92113 - Logan Heights	\$261,000	\$291,400	\$317,500	\$370,000	\$387,500	+ 4.7%	+ 48.5%
92114 - Encanto	\$325,000	\$347,000	\$388,000	\$420,000	\$445,000	+ 6.0%	+ 36.9%
92115 - San Diego	\$390,000	\$410,000	\$440,500	\$465,000	\$485,000	+ 4.3%	+ 24.4%
92116 - Normal Heights	\$426,000	\$482,500	\$490,000	\$560,000	\$594,500	+ 6.2%	+ 39.6%
92117 - Clairemont Mesa	\$492,250	\$520,000	\$549,000	\$611,000	\$654,000	+ 7.0%	+ 32.9%
92118 - Coronado	\$1,257,500	\$1,530,000	\$1,475,000	\$1,570,000	\$1,661,637	+ 5.8%	+ 32.1%
92119 - San Carlos	\$450,000	\$489,500	\$520,500	\$555,350	\$565,000	+ 1.7%	+ 25.6%
92120 - Del Cerro	\$473,750	\$505,000	\$540,000	\$572,500	\$619,500	+ 8.2%	+ 30.8%
92121 - Sorrento Valley	\$709,500	\$510,000	\$560,000	\$621,500	\$675,000	+ 8.6%	- 4.9%
92122 - University City	\$429,075	\$478,000	\$485,000	\$534,000	\$543,500	+ 1.8%	+ 26.7%
92123 - Mission Valley	\$429,000	\$465,000	\$506,000	\$550,000	\$589,500	+ 7.2%	+ 37.4%
92124 - Tierrasanta	\$481,000	\$500,000	\$515,500	\$549,500	\$605,400	+ 10.2%	+ 25.9%
92126 - Mira Mesa	\$430,000	\$460,045	\$500,000	\$529,000	\$585,000	+ 10.6%	+ 36.0%
92127 - Rancho Bernardo	\$699,900	\$720,000	\$740,000	\$865,000	\$890,500	+ 2.9%	+ 27.2%
92128 - Rancho Bernardo	\$465,000	\$498,500	\$490,000	\$545,000	\$600,000	+ 10.1%	+ 29.0%
92129 - Rancho Penasquitos	\$600,000	\$613,050	\$660,000	\$712,750	\$750,000	+ 5.2%	+ 25.0%
92130 - Carmel Valley	\$865,000	\$850,000	\$914,900	\$990,000	\$1,135,000	+ 14.6%	+ 31.2%
92131 - Scripps Miramar	\$655,500	\$674,950	\$694,500	\$766,000	\$805,000	+ 5.1%	+ 22.8%
92139 - Paradise Hills	\$305,000	\$330,000	\$361,100	\$410,000	\$425,000	+ 3.7%	+ 39.3%
92154 - Otay Mesa	\$355,000	\$382,500	\$408,000	\$437,000	\$465,500	+ 6.5%	+ 31.1%
92173 - San Ysidro	\$317,500	\$336,006	\$355,000	\$405,000	\$327,000	- 19.3%	+ 3.0%