

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®



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 11.5 percent, closing 2018 at 14,544. Closed sales were down 12.4 percent to finish the year at 14,544. 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 41.1 percent. There were 2,879 active listings at the end of 2018. New listings increased by 4.8 percent to finish the year at 22,629.

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 12.5 percent to end the year at 6.3 percent of the market.

Prices: Home prices were up compared to last year. The overall median sales price increased 6.2 percent to \$634,000 for the year. Single-Family Detached home prices were up 6.7 percent compared to last year, and Single-Family Attached home prices were up 4.7 percent.

List Price Received: Sellers received, on average, 97.3 percent of their original list price at sale, a year-over-year reduction of 0.3 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.

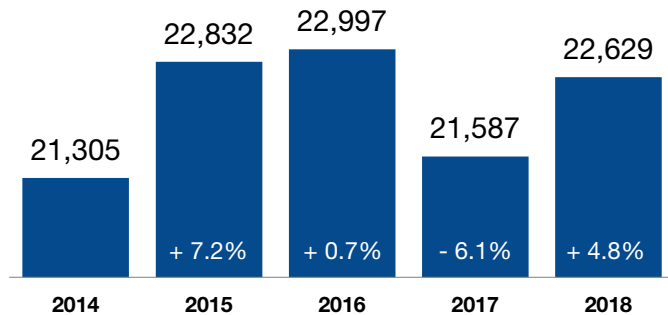
If the truth of a positive economic outlook coupled with responsible lending practices and more available homes for sale captures the collective American psyche, the most likely outcome for 2019 is market balance.

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



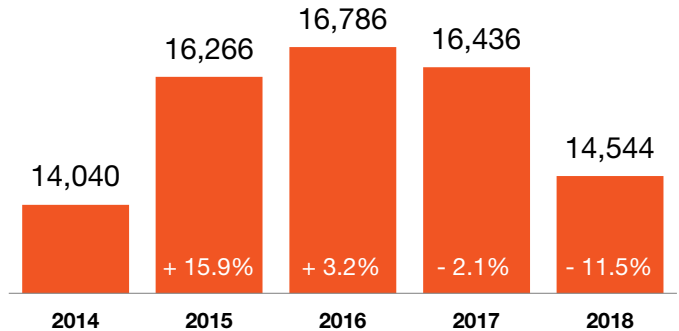
Top 5 Areas: Change in New Listings from 2017

91931 - Guatay	+ 100.0%
91906 - Campo	+ 43.5%
92070 - Santa Ysabel	+ 35.0%
91963 - Potrero	+ 30.0%
92010 - Carlsbad	+ 29.8%

Bottom 5 Areas: Change in New Listings from 2017

92091 - Rancho Santa Fe	- 13.7%
91917 - Dulzura	- 14.3%
91978 - Spring Valley	- 15.0%
92003 - Bonsall	- 21.3%
91948 - Mount Laguna	- 41.7%

Pending Sales



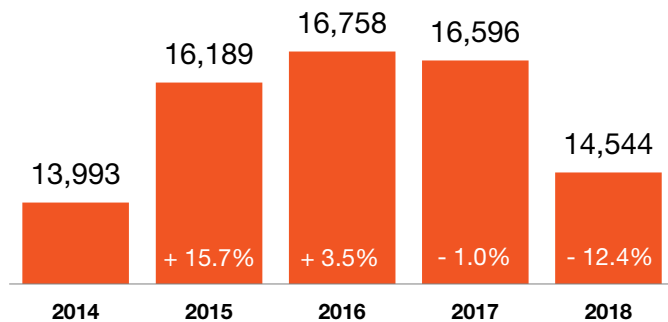
Top 5 Areas: Change in Pending Sales from 2017

91931 - Guatay	+ 100.0%
91917 - Dulzura	+ 66.7%
91906 - Campo	+ 42.3%
92066 - Ranchita	+ 33.3%
91916 - Descanso	+ 13.3%

Bottom 5 Areas: Change in Pending Sales from 2017

92086 - Warner Springs	- 44.8%
91948 - Mount Laguna	- 46.7%
91905 - Boulevard	- 50.0%
91963 - Potrero	- 50.0%
92059 - Pala	- 66.7%

Closed Sales



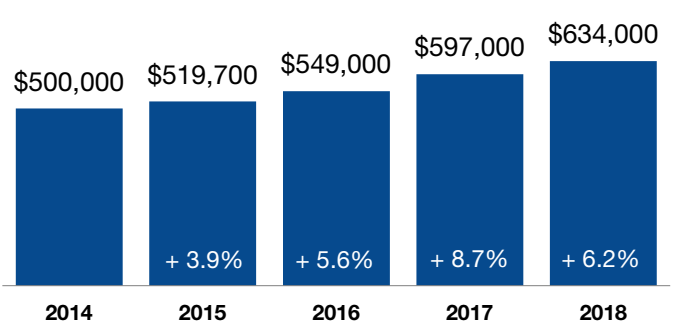
Top 5 Areas: Change in Closed Sales from 2017

91906 - Campo	+ 35.8%
91917 - Dulzura	+ 33.3%
91916 - Descanso	+ 21.4%
92066 - Ranchita	+ 16.7%
92061 - Pauma Valley	+ 12.2%

Bottom 5 Areas: Change in Closed Sales from 2017

91963 - Potrero	- 28.6%
91905 - Boulevard	- 34.8%
91948 - Mount Laguna	- 46.7%
92086 - Warner Springs	- 51.7%
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%
92058 - Oceanside	+ 18.2%
92004 - Borrego Springs	+ 16.9%
91905 - Boulevard	+ 14.6%

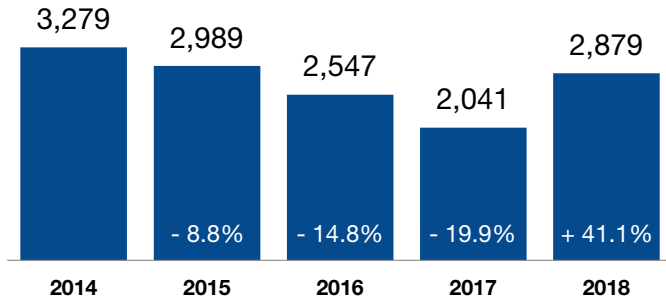
Bottom 5 Areas: Change in Median Sales Price from 2017

92061 - Pauma Valley	- 18.2%
92066 - Ranchita	- 23.9%
92173 - San Ysidro	- 25.9%
91931 - Guatay	- 100.0%
91980 - Tecate	- 100.0%

Quick Facts

Inventory of Homes for Sale

At the end of the year



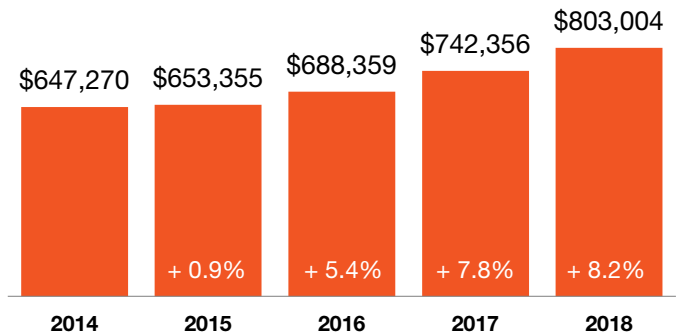
Top 5 Areas: Change in Homes for Sale from 2017

91963 - Potrero	+ 200.0%
92108 - Mission Valley	+ 157.7%
92111 - Linda Vista	+ 130.4%
92011 - Carlsbad	+ 130.0%
92078 - San Marcos	+ 127.3%

Bottom 5 Areas: Change in Homes for Sale from 2017

92091 - Rancho Santa Fe	- 28.6%
91916 - Descanso	- 30.8%
92066 - Ranchita	- 33.3%
92102 - San Diego Golden Hill	- 33.3%
91978 - Spring Valley	- 50.0%

Average Sales Price



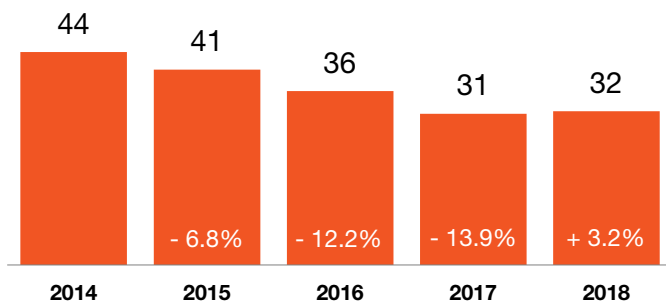
Top 5 Areas: Change in Avg. Sales Price from 2017

92070 - Santa Ysabel	+ 39.4%
91948 - Mount Laguna	+ 33.3%
91934 - Jacumba	+ 27.9%
92036 - Julian	+ 17.8%
92118 - Coronado	+ 17.6%

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

92173 - San Ysidro	- 8.8%
91916 - Descanso	- 10.4%
91917 - Dulzura	- 10.8%
91963 - Potrero	- 12.5%
92066 - Ranchita	- 31.2%

Days on Market Until Sale



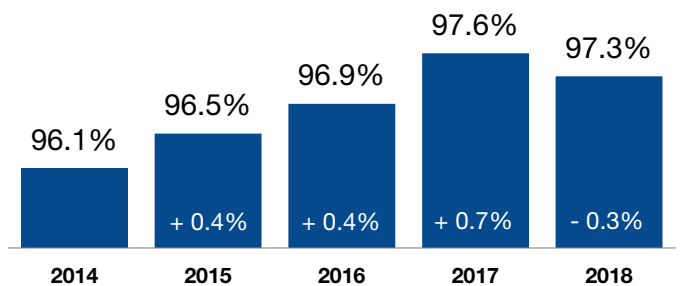
Top 5 Areas: Change in Days on Market from 2017

92059 - Pala	+ 200.0%
92066 - Ranchita	+ 132.3%
92108 - Mission Valley	+ 41.2%
92173 - San Ysidro	+ 33.3%
91914 - Chula Vista	+ 32.1%

Bottom 5 Areas: Change in Days on Market from 2017

92061 - Pauma Valley	- 35.7%
92086 - Warner Springs	- 38.8%
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

92070 - Santa Ysabel	+ 4.2%
91963 - Potrero	+ 4.2%
92061 - Pauma Valley	+ 4.1%
92086 - Warner Springs	+ 2.4%
91948 - Mount Laguna	+ 2.0%

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

92082 - Valley Center	- 1.3%
92121 - Sorrento Valley	- 1.5%
91906 - Campo	- 2.1%
92059 - Pala	- 3.3%
92066 - Ranchita	- 4.1%

Property Type Review

34

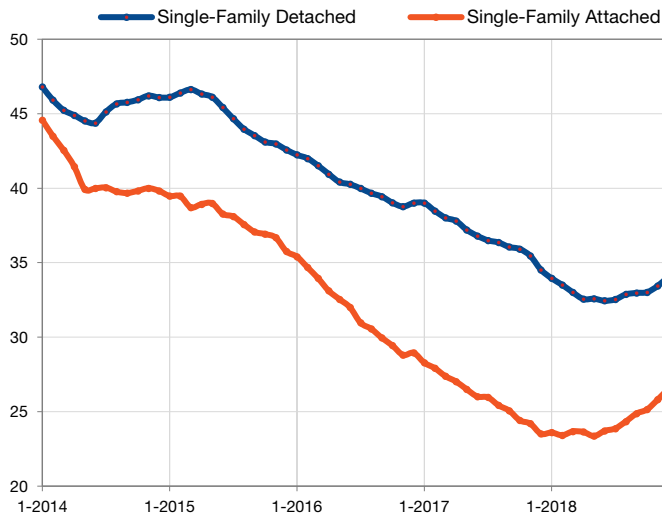
Average Days on Market
Single-Family Detached

27

Average Days on Market
Single-Family Attached

Days on Market Until Sale

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



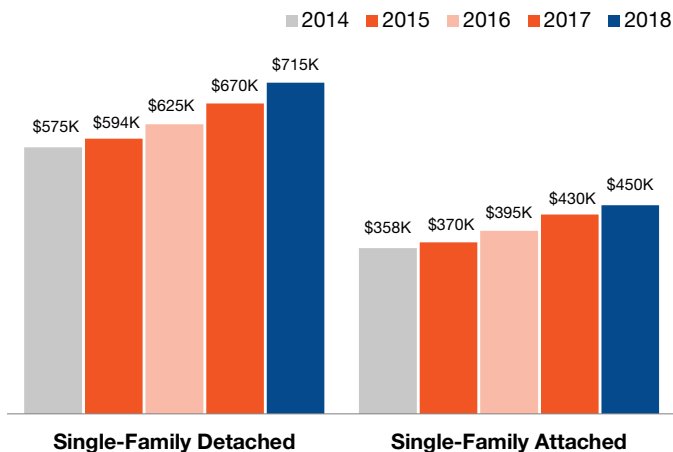
+ 6.7%

One-Year Change in Price
Single-Family Detached

+ 4.7%

One-Year Change in Price
Single-Family Attached

Median Sales Price



Top Areas: Single-Family Attached Market Share in 2018

92101 - San Diego Downtown	98.9%
92108 - Mission Valley	96.2%
92122 - University City	66.4%
92103 - Mission Hills-Hillcrest-Midtown	64.0%
92109 - Pacific Beach	61.6%
92110 - Old Town	60.5%
92173 - San Ysidro	60.2%
92037 - La Jolla	56.3%
92075 - Solana Beach	55.2%
92121 - Sorrento Valley	51.0%
92111 - Linda Vista	47.0%
92128 - Rancho Bernardo	46.5%
92054 - Oceanside	46.5%
92104 - North Park	45.8%
92139 - Paradise Hills	45.4%
92124 - Tierrasanta	45.0%
91915 - Chula Vista	44.6%
92058 - Oceanside	44.0%
92007 - Cardiff	43.3%
91913 - Chula Vista	41.7%
91932 - Imperial Beach	40.9%
92131 - Scripps Miramar	40.3%
92118 - Coronado	40.1%
92056 - Oceanside	39.7%
92008 - Carlsbad	39.3%
92107 - Ocean Beach	38.9%

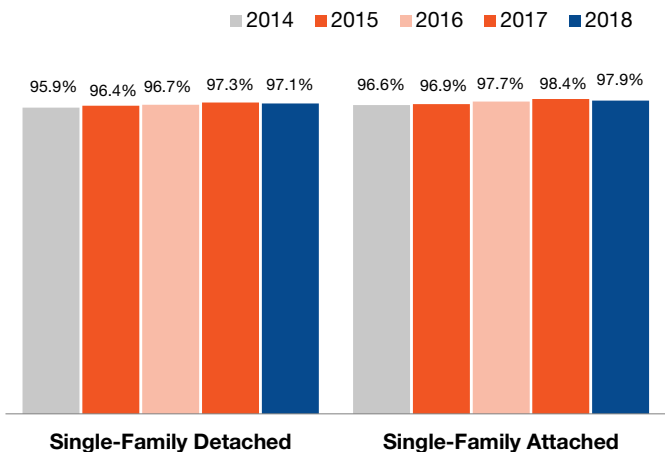
97.1%

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

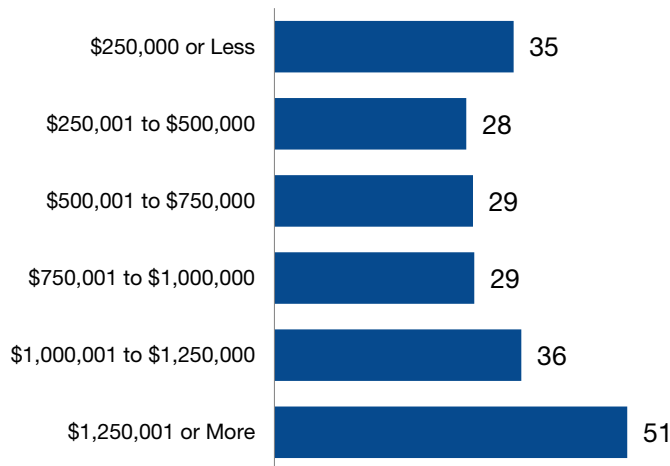
18.6%

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

+ 2.8%

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

+ 9.6%

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

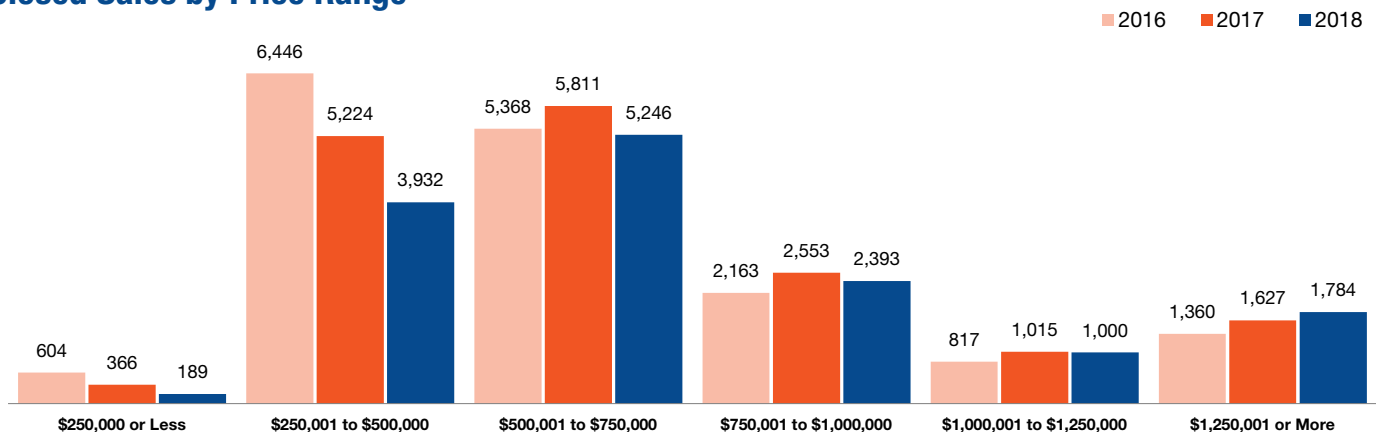
**\$250,000 or
Less**

Price Range with the
Fewest Closed Sales

- 48.4%

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

Closed Sales by Price Range



Distressed Homes Review

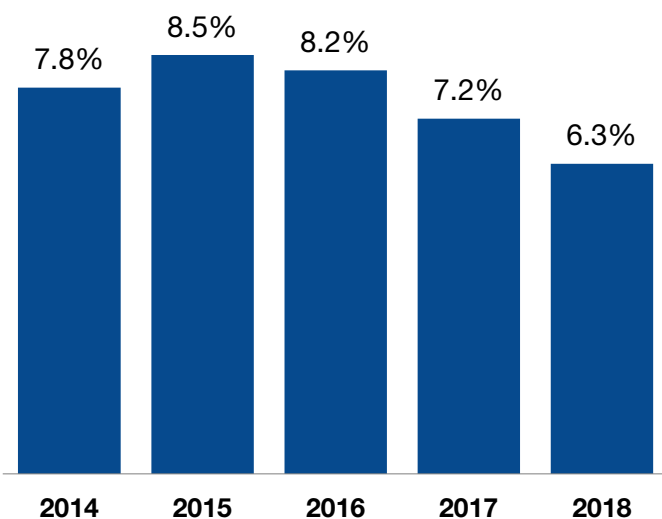
6.3%

Percent of Closed Sales in
2018 That Were Distressed

- 12.5%

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	14.6%
92061 - Pauma Valley	13.0%
92091 - Rancho Santa Fe	11.3%
92139 - Paradise Hills	10.4%
92056 - Oceanside	10.3%
92010 - Carlsbad	10.2%
92067 - Rancho Santa Fe	10.1%
92154 - Otay Mesa	9.1%
92126 - Mira Mesa	8.2%
92014 - Del Mar	7.9%
92075 - Solana Beach	7.7%
92082 - Valley Center	7.6%
92027 - Escondido	7.1%
92007 - Cardiff	7.1%
92124 - Tierrasanta	7.0%
92003 - Bonsall	7.0%
92123 - Mission Valley	6.8%
92064 - Poway	6.7%
92078 - San Marcos	6.7%
92081 - Vista	6.6%
92128 - Rancho Bernardo	6.5%
92057 - Oceanside	6.3%
92011 - Carlsbad	6.2%
92122 - University City	6.1%
92084 - Vista	6.1%
92131 - Scripps Miramar	6.1%

+ 15.5%

Three-Year Change in Price
All Properties

+ 15.3%

Three-Year Change in Price
Traditional Properties

+ 9.4%

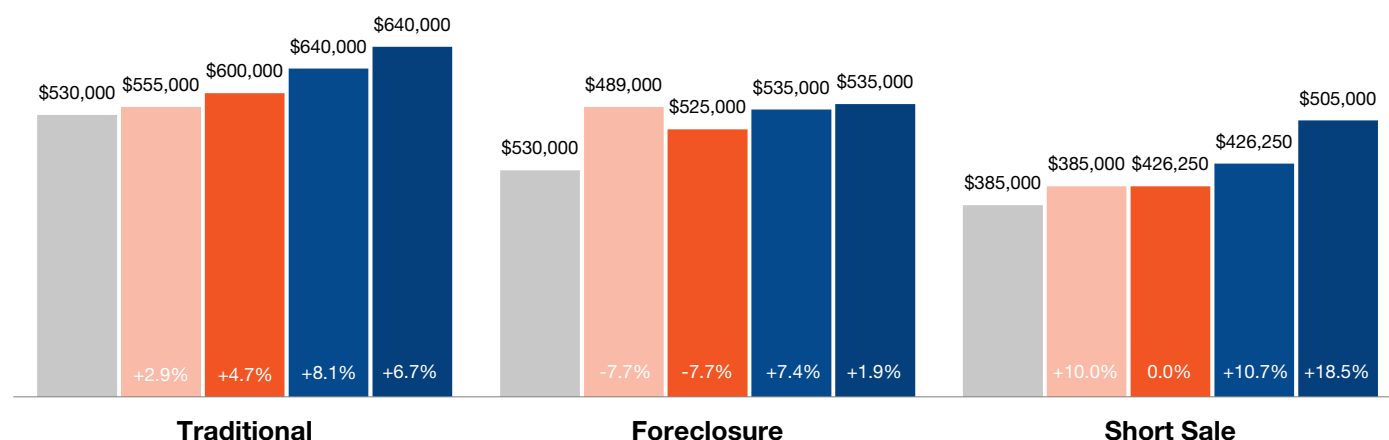
Three-Year Change in Price
Foreclosure

+ 31.2%

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	212	- 15.2%	11.8%	5.2%	381	34	214
91902 - Bonita	189	- 6.0%	22.2%	10.1%	320	32	186
91905 - Boulevard	15	- 34.8%	0.0%	0.0%	29	39	12
91906 - Campo	72	+ 35.8%	0.0%	19.4%	99	43	74
91910 - Chula Vista	477	- 18.9%	28.5%	8.8%	683	24	484
91911 - Chula Vista	486	- 8.3%	28.0%	10.7%	687	25	480
91913 - Chula Vista	681	- 6.8%	41.7%	7.9%	1,053	29	680
91914 - Chula Vista	212	- 15.5%	23.1%	5.7%	361	37	210
91915 - Chula Vista	496	- 11.3%	44.6%	9.1%	723	26	499
91916 - Descanso	34	+ 21.4%	0.0%	14.7%	48	65	34
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	232	+ 1.8%	40.9%	11.2%	425	40	232
91934 - Jacumba	7	- 12.5%	0.0%	0.0%	17	25	8
91935 - Jamul	111	+ 4.7%	0.0%	9.9%	214	44	108
91941 - La Mesa	427	+ 7.3%	11.2%	8.0%	688	27	432
91942 - La Mesa	432	- 19.9%	35.9%	7.6%	596	22	429
91945 - Lemon Grove	259	+ 1.2%	10.0%	8.1%	345	20	261
91948 - Mount Laguna	8	- 46.7%	0.0%	12.5%	7	54	8
91950 - National City	195	- 18.8%	17.4%	11.3%	290	30	203
91962 - Pine Valley	43	+ 2.4%	9.3%	7.0%	54	35	38
91963 - Potrero	5	- 28.6%	0.0%	0.0%	13	35	4
91977 - Spring Valley	622	- 5.8%	21.1%	9.8%	974	24	627
91978 - Spring Valley	104	- 2.8%	36.5%	10.6%	119	24	97
91980 - Tecate	0	--	0.0%	0.0%	0	0	0
92003 - Bonsall	86	- 15.7%	31.4%	7.0%	148	61	82
92004 - Borrego Springs	113	- 11.7%	16.8%	3.5%	196	107	112
92007 - Cardiff	127	+ 4.1%	43.3%	7.1%	203	29	133
92008 - Carlsbad	318	- 13.4%	39.3%	5.0%	546	38	331
92009 - Carlsbad	706	- 17.3%	36.1%	4.7%	1,091	29	700
92010 - Carlsbad	265	- 6.4%	38.5%	10.2%	479	27	265
92011 - Carlsbad	308	- 25.6%	33.1%	6.2%	522	27	315
92014 - Del Mar	203	- 11.0%	28.6%	7.9%	411	47	192

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	573	+ 4.0%	30.9%	3.8%	889	27	568
92020 - El Cajon	498	0.0%	23.5%	5.4%	804	24	498
92021 - El Cajon	548	- 3.0%	25.5%	6.2%	855	25	536
92024 - Encinitas	595	- 6.4%	30.4%	5.9%	894	30	600
92025 - Escondido	404	- 6.9%	22.0%	5.4%	588	31	402
92026 - Escondido	601	- 20.6%	19.3%	5.0%	991	36	614
92027 - Escondido	575	- 8.0%	16.0%	7.1%	789	27	564
92028 - Fallbrook	781	- 23.2%	4.2%	5.4%	1,360	49	788
92029 - Escondido	252	- 7.4%	6.3%	5.6%	448	31	253
92036 - Julian	81	- 28.3%	0.0%	3.7%	162	59	78
92037 - La Jolla	757	+ 4.1%	56.3%	7.8%	1,358	47	751
92040 - Lakeside	447	+ 0.9%	23.7%	6.3%	685	27	451
92054 - Oceanside	409	- 20.4%	46.5%	5.4%	663	33	417
92056 - Oceanside	802	- 12.3%	39.7%	10.3%	1,181	28	789
92057 - Oceanside	973	- 9.3%	36.6%	6.3%	1,358	31	986
92058 - Oceanside	257	- 5.9%	44.0%	4.3%	317	29	247
92059 - Pala	2	- 75.0%	0.0%	0.0%	16	180	2
92061 - Pauma Valley	46	+ 12.2%	23.9%	13.0%	83	83	45
92064 - Poway	564	- 9.0%	11.2%	6.7%	855	29	556
92065 - Ramona	506	- 15.0%	7.1%	4.7%	885	36	502
92066 - Ranchita	7	+ 16.7%	0.0%	28.6%	10	144	8
92067 - Rancho Santa Fe	238	- 4.4%	3.4%	10.1%	511	87	236
92069 - San Marcos	418	- 7.5%	21.5%	5.3%	597	25	403
92070 - Santa Ysabel	9	- 18.2%	0.0%	44.4%	27	85	11
92071 - Santee	789	- 0.3%	36.0%	6.7%	1,106	23	810
92075 - Solana Beach	194	- 13.0%	55.2%	7.7%	309	39	194
92078 - San Marcos	720	- 15.5%	36.3%	6.7%	1,115	28	735
92081 - Vista	334	- 8.7%	16.2%	6.6%	474	22	341
92082 - Valley Center	237	+ 3.9%	1.3%	7.6%	461	53	244
92083 - Vista	275	- 6.5%	26.9%	5.8%	396	26	264
92084 - Vista	410	- 19.6%	11.2%	6.1%	662	34	409
92086 - Warner Springs	14	- 51.7%	0.0%	0.0%	53	63	16
92091 - Rancho Santa Fe	53	- 14.5%	35.8%	11.3%	88	60	53

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	840	- 4.7%	98.9%	7.0%	1,899	39	824
92102 - San Diego Golden Hill	221	- 7.9%	35.7%	8.1%	323	24	221
92103 - Mission Hills-Hillcrest-Midtown	455	- 8.3%	64.0%	9.5%	817	33	445
92104 - North Park	408	- 17.7%	45.8%	7.6%	641	20	394
92105 - East San Diego	315	- 12.0%	31.4%	12.1%	495	28	325
92106 - Point Loma	261	- 1.1%	21.5%	6.1%	509	36	256
92107 - Ocean Beach	239	- 7.7%	38.9%	8.8%	392	25	242
92108 - Mission Valley	421	- 4.8%	96.2%	5.2%	620	24	426
92109 - Pacific Beach	479	- 15.1%	61.6%	9.0%	779	32	460
92110 - Old Town	344	+ 8.9%	60.5%	5.8%	494	24	343
92111 - Linda Vista	400	- 12.3%	47.0%	8.0%	578	21	397
92113 - Logan Heights	150	- 16.7%	15.3%	16.0%	226	28	144
92114 - Encanto	487	- 5.8%	4.3%	11.3%	649	25	498
92115 - San Diego	587	- 3.9%	35.3%	8.5%	876	22	582
92116 - Normal Heights	366	- 3.2%	38.8%	7.1%	541	22	355
92117 - Clairemont Mesa	518	- 11.6%	23.2%	5.8%	758	20	511
92118 - Coronado	282	- 3.8%	40.1%	11.3%	511	68	273
92119 - San Carlos	380	- 11.4%	36.1%	9.7%	533	22	377
92120 - Del Cerro	420	- 10.1%	30.2%	7.1%	585	23	405
92121 - Sorrento Valley	51	+ 2.0%	51.0%	0.0%	57	19	47
92122 - University City	408	- 7.1%	66.4%	6.1%	521	19	405
92123 - Mission Valley	266	- 13.9%	35.0%	6.8%	364	18	264
92124 - Tierrasanta	229	+ 1.3%	45.0%	7.0%	283	20	229
92126 - Mira Mesa	571	- 20.5%	36.4%	8.2%	736	18	569
92127 - Rancho Bernardo	730	- 18.5%	28.8%	5.8%	1,169	30	724
92128 - Rancho Bernardo	897	- 10.8%	46.5%	6.5%	1,275	22	879
92129 - Rancho Penasquitos	530	+ 0.2%	34.3%	4.3%	712	18	537
92130 - Carmel Valley	728	- 6.7%	34.6%	5.1%	1,032	26	742
92131 - Scripps Miramar	429	- 13.2%	40.3%	6.1%	647	22	434
92139 - Paradise Hills	249	- 17.8%	45.4%	10.4%	356	27	250
92154 - Otay Mesa	449	- 14.3%	33.6%	9.1%	668	25	450
92173 - San Ysidro	103	+ 9.6%	60.2%	14.6%	153	32	97



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	\$574,000	\$620,000	+ 8.0%	+ 26.5%
91902 - Bonita	\$553,000	\$590,000	\$614,875	\$637,000	\$693,500	+ 8.9%	+ 25.4%
91905 - Boulevard	\$159,000	\$214,000	\$250,000	\$240,000	\$275,000	+ 14.6%	+ 73.0%
91906 - Campo	\$197,000	\$240,000	\$260,000	\$299,000	\$304,000	+ 1.7%	+ 54.3%
91910 - Chula Vista	\$385,000	\$421,750	\$430,000	\$476,537	\$505,731	+ 6.1%	+ 31.4%
91911 - Chula Vista	\$359,000	\$379,000	\$412,000	\$445,000	\$470,000	+ 5.6%	+ 30.9%
91913 - Chula Vista	\$420,000	\$445,000	\$470,000	\$500,000	\$530,000	+ 6.0%	+ 26.2%
91914 - Chula Vista	\$560,000	\$584,000	\$617,500	\$650,000	\$712,500	+ 9.6%	+ 27.2%
91915 - Chula Vista	\$405,000	\$430,000	\$460,000	\$479,000	\$501,187	+ 4.6%	+ 23.7%
91916 - Descanso	\$333,000	\$377,500	\$440,000	\$442,500	\$449,000	+ 1.5%	+ 34.8%
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	\$549,950	\$579,000	+ 5.3%	+ 50.4%
91934 - Jacumba	\$78,500	\$142,500	\$162,000	\$137,500	\$178,000	+ 29.5%	+ 126.8%
91935 - Jamul	\$515,650	\$562,500	\$561,000	\$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	\$505,000	+ 9.8%	+ 31.2%
91945 - Lemon Grove	\$345,000	\$370,000	\$408,500	\$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	\$325,000	\$350,000	\$400,000	\$422,000	+ 5.5%	+ 43.1%
91962 - Pine Valley	\$310,000	\$395,000	\$420,000	\$438,250	\$452,500	+ 3.3%	+ 46.0%
91963 - Potrero	\$215,000	\$255,000	\$293,000	\$450,000	\$400,000	- 11.1%	+ 86.0%
91977 - Spring Valley	\$340,000	\$369,900	\$405,000	\$430,000	\$460,000	+ 7.0%	+ 35.3%
91978 - Spring Valley	\$370,900	\$410,000	\$425,000	\$475,000	\$494,250	+ 4.1%	+ 33.3%
91980 - Tecate	\$0	\$0	\$0	\$360,000	\$0	- 100.0%	--
92003 - Bonsall	\$520,000	\$480,000	\$549,000	\$581,500	\$592,500	+ 1.9%	+ 13.9%
92004 - Borrego Springs	\$155,000	\$175,000	\$185,000	\$186,000	\$217,500	+ 16.9%	+ 40.3%
92007 - Cardiff	\$891,000	\$980,000	\$1,180,000	\$1,159,625	\$1,275,000	+ 9.9%	+ 43.1%
92008 - Carlsbad	\$662,500	\$710,000	\$787,500	\$837,000	\$885,000	+ 5.7%	+ 33.6%
92009 - Carlsbad	\$696,563	\$730,000	\$747,000	\$825,000	\$875,000	+ 6.1%	+ 25.6%
92010 - Carlsbad	\$577,000	\$612,013	\$666,500	\$705,000	\$768,000	+ 8.9%	+ 33.1%
92011 - Carlsbad	\$710,000	\$745,750	\$775,000	\$852,000	\$912,750	+ 7.1%	+ 28.6%
92014 - Del Mar	\$1,299,000	\$1,365,000	\$1,465,375	\$1,574,000	\$1,738,000	+ 10.4%	+ 33.8%

Area Historical Median Prices

ZIP Code	2014	2015	2016	2017	2018	Change From 2017	Change From 2014
92019 - El Cajon	\$392,000	\$430,000	\$450,500	\$478,000	\$505,000	+ 5.6%	+ 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	\$415,625	\$445,000	\$471,500	+ 6.0%	+ 31.0%
92024 - Encinitas	\$774,500	\$837,000	\$900,000	\$994,000	\$1,100,000	+ 10.7%	+ 42.0%
92025 - Escondido	\$400,000	\$414,250	\$481,250	\$482,250	\$513,500	+ 6.5%	+ 28.4%
92026 - Escondido	\$392,000	\$417,000	\$452,000	\$490,000	\$525,000	+ 7.1%	+ 33.9%
92027 - Escondido	\$368,000	\$389,000	\$425,000	\$449,000	\$472,500	+ 5.2%	+ 28.4%
92028 - Fallbrook	\$450,000	\$479,950	\$518,000	\$555,000	\$580,000	+ 4.5%	+ 28.9%
92029 - Escondido	\$620,000	\$625,000	\$640,275	\$702,500	\$703,802	+ 0.2%	+ 13.5%
92036 - Julian	\$297,500	\$319,000	\$340,000	\$349,000	\$399,000	+ 14.3%	+ 34.1%
92037 - La Jolla	\$1,000,000	\$1,183,000	\$1,060,000	\$1,225,000	\$1,300,000	+ 6.1%	+ 30.0%
92040 - Lakeside	\$405,000	\$419,000	\$436,882	\$480,000	\$500,000	+ 4.2%	+ 23.5%
92054 - Oceanside	\$480,000	\$501,050	\$545,000	\$600,000	\$632,500	+ 5.4%	+ 31.8%
92056 - Oceanside	\$419,000	\$446,250	\$469,000	\$510,000	\$545,000	+ 6.9%	+ 30.1%
92057 - Oceanside	\$365,000	\$390,000	\$416,000	\$459,000	\$462,500	+ 0.8%	+ 26.7%
92058 - Oceanside	\$333,000	\$365,375	\$390,000	\$368,000	\$435,000	+ 18.2%	+ 30.6%
92059 - Pala	\$0	\$485,000	\$725,000	\$589,937	\$595,000	+ 0.9%	--
92061 - Pauma Valley	\$392,000	\$406,000	\$397,750	\$515,000	\$421,250	- 18.2%	+ 7.5%
92064 - Poway	\$574,000	\$589,000	\$617,750	\$705,500	\$748,500	+ 6.1%	+ 30.4%
92065 - Ramona	\$399,000	\$425,000	\$460,000	\$510,500	\$528,000	+ 3.4%	+ 32.3%
92066 - Ranchita	\$195,000	\$190,000	\$409,000	\$396,625	\$302,000	- 23.9%	+ 54.9%
92067 - Rancho Santa Fe	\$2,454,500	\$2,450,000	\$2,300,000	\$2,230,000	\$2,344,000	+ 5.1%	- 4.5%
92069 - San Marcos	\$450,000	\$475,000	\$485,374	\$538,500	\$570,000	+ 5.8%	+ 26.7%
92070 - Santa Ysabel	\$398,000	\$512,450	\$435,000	\$539,000	\$565,500	+ 4.9%	+ 42.1%
92071 - Santee	\$375,000	\$395,000	\$428,000	\$455,000	\$500,000	+ 9.9%	+ 33.3%
92075 - Solana Beach	\$920,000	\$931,250	\$965,000	\$1,125,000	\$1,280,000	+ 13.8%	+ 39.1%
92078 - San Marcos	\$500,000	\$525,000	\$549,000	\$598,250	\$648,750	+ 8.4%	+ 29.8%
92081 - Vista	\$445,000	\$465,000	\$490,000	\$540,500	\$569,250	+ 5.3%	+ 27.9%
92082 - Valley Center	\$479,000	\$530,000	\$552,500	\$610,000	\$651,000	+ 6.7%	+ 35.9%
92083 - Vista	\$354,500	\$379,000	\$405,500	\$435,000	\$463,750	+ 6.6%	+ 30.8%
92084 - Vista	\$425,000	\$440,000	\$483,685	\$535,000	\$550,000	+ 2.8%	+ 29.4%
92086 - Warner Springs	\$325,000	\$312,500	\$330,000	\$339,000	\$378,950	+ 11.8%	+ 16.6%
92091 - Rancho Santa Fe	\$1,032,500	\$1,225,000	\$1,090,500	\$1,332,900	\$1,323,000	- 0.7%	+ 28.1%

Area Historical Median Prices

ZIP Code	2014	2015	2016	2017	2018	Change From 2017	Change From 2014
92101 - San Diego Downtown	\$469,500	\$485,000	\$505,000	\$543,800	\$550,000	+ 1.1%	+ 17.1%
92102 - San Diego Golden Hill	\$310,000	\$327,500	\$385,000	\$405,000	\$431,000	+ 6.4%	+ 39.0%
92103 - Mission Hills-Hillcrest-Midtown	\$612,000	\$589,500	\$582,000	\$634,500	\$680,000	+ 7.2%	+ 11.1%
92104 - North Park	\$455,000	\$461,900	\$450,000	\$505,000	\$575,000	+ 13.9%	+ 26.4%
92105 - East San Diego	\$287,500	\$312,500	\$357,250	\$387,000	\$410,000	+ 5.9%	+ 42.6%
92106 - Point Loma	\$820,000	\$863,750	\$925,000	\$995,000	\$1,065,000	+ 7.0%	+ 29.9%
92107 - Ocean Beach	\$671,000	\$731,500	\$695,000	\$839,952	\$852,000	+ 1.4%	+ 27.0%
92108 - Mission Valley	\$310,000	\$330,000	\$350,000	\$375,000	\$385,000	+ 2.7%	+ 24.2%
92109 - Pacific Beach	\$707,500	\$685,000	\$699,500	\$790,000	\$849,000	+ 7.5%	+ 20.0%
92110 - Old Town	\$392,000	\$386,000	\$430,000	\$482,500	\$522,500	+ 8.3%	+ 33.3%
92111 - Linda Vista	\$419,450	\$428,000	\$475,000	\$507,000	\$569,000	+ 12.2%	+ 35.7%
92113 - Logan Heights	\$261,000	\$299,000	\$316,250	\$369,500	\$392,500	+ 6.2%	+ 50.4%
92114 - Encanto	\$325,000	\$347,000	\$386,000	\$420,000	\$445,000	+ 6.0%	+ 36.9%
92115 - San Diego	\$390,000	\$410,000	\$440,000	\$463,000	\$485,000	+ 4.8%	+ 24.4%
92116 - Normal Heights	\$426,000	\$480,000	\$489,000	\$555,750	\$595,750	+ 7.2%	+ 39.8%
92117 - Clairemont Mesa	\$492,250	\$520,000	\$546,000	\$610,750	\$650,000	+ 6.4%	+ 32.0%
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	\$487,500	\$525,000	\$555,000	\$565,000	+ 1.8%	+ 25.6%
92120 - Del Cerro	\$473,750	\$502,500	\$540,000	\$573,000	\$615,250	+ 7.4%	+ 29.9%
92121 - Sorrento Valley	\$709,500	\$510,000	\$560,000	\$613,250	\$675,000	+ 10.1%	- 4.9%
92122 - University City	\$429,075	\$478,000	\$480,000	\$526,000	\$547,500	+ 4.1%	+ 27.6%
92123 - Mission Valley	\$429,000	\$465,000	\$505,000	\$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	\$463,250	\$500,000	\$529,000	\$580,000	+ 9.6%	+ 34.9%
92127 - Rancho Bernardo	\$699,900	\$720,000	\$738,500	\$865,000	\$890,000	+ 2.9%	+ 27.2%
92128 - Rancho Bernardo	\$465,000	\$497,250	\$490,065	\$542,000	\$600,000	+ 10.7%	+ 29.0%
92129 - Rancho Penasquitos	\$600,000	\$612,500	\$660,000	\$713,500	\$750,000	+ 5.1%	+ 25.0%
92130 - Carmel Valley	\$865,000	\$850,000	\$915,000	\$989,950	\$1,122,500	+ 13.4%	+ 29.8%
92131 - Scripps Miramar	\$655,500	\$674,700	\$696,000	\$766,000	\$805,000	+ 5.1%	+ 22.8%
92139 - Paradise Hills	\$305,000	\$330,000	\$361,200	\$410,000	\$425,000	+ 3.7%	+ 39.3%
92154 - Otay Mesa	\$355,000	\$383,000	\$408,000	\$439,125	\$467,000	+ 6.3%	+ 31.5%
92173 - San Ysidro	\$317,500	\$337,000	\$357,500	\$405,000	\$300,000	- 25.9%	- 5.5%