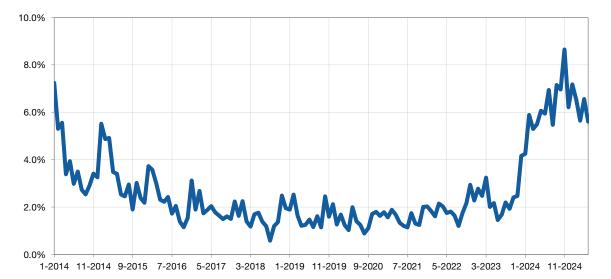
# Lender-Mediated Report – May 2025

**A Research Tool Provided by the North San Diego County REALTORS®** For residential real estate activity in San Diego County. For more information, contact a REALTOR®.



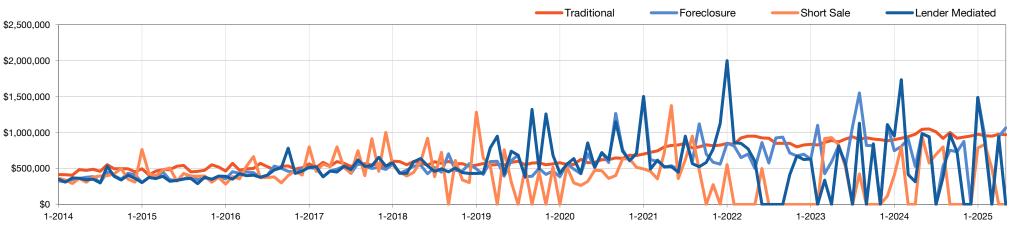
### Share of Closed Sales That Were Lender-Mediated: 5.6%



| Closed Sales    | 5-2024 | 5-2025 | +/-     |
|-----------------|--------|--------|---------|
| Traditional     | 533    | 475    | -10.9%  |
| Foreclosure     | 3      | 1      | -66.7%  |
| Short Sale      | 1      | 0      | -100.0% |
| Lender Mediated | 2      | 0      | -100.0% |
| Total Market*   | 1,006  | 910    | -9.5%   |

| Median Sales Price | 5-2024      | 5-2025      | +/-     |
|--------------------|-------------|-------------|---------|
| Traditional        | \$1,045,000 | \$970,000   | -7.2%   |
| Foreclosure        | \$980,000   | \$1,065,000 | +8.7%   |
| Short Sale         | \$940,000   | \$0         | -100.0% |
| Lender Mediated    | \$984,750   | \$0         | -100.0% |
| Total Market*      | \$1,067,500 | \$1,050,000 | -1.6%   |

\* Total Market is not a sum of traditional, foreclosure and short sale activity, as some lender-mediated homes can be listed both a foreclosure and short sale.



### **Historical Median Sales Price**



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|                        |       | nvento<br>Surrent Mor | -     | -      | osed Sa<br>ast 12 Mont |       |             | -             |         | ales Prie   |                 | Average Sales Price<br>For the 12 Months Ending |             |               |         |                        |             |        |  |
|------------------------|-------|-----------------------|-------|--------|------------------------|-------|-------------|---------------|---------|-------------|-----------------|---|-------------|---------------|---------|------------------------|-------------|--------|--|
|                        |       |                       |       |        |                        |       | 5-2024      | 5-2025        | +/-     | 5-2024      | 5-2025          | +/-   | 5-2024      | 5-2025        | +/-     | 5-2024                 | 5-2025      | +/-    |  |
| May 2025               | Total | Lender-<br>Mediated   | Share | Total  | Lender-<br>Mediated    | Share | Ler         | nder-Mediated |         | Tradi       | tional Properti | es  | Ler         | nder-Mediated |         | Traditional Properties |             |        |  |
| San Diego County       | 6,188 | 301                   | 4.9%  | 23,456 | 1,367                  | 5.8%  | \$750,000   | \$835,000     | +11.3%  | \$850,000   | \$870,000       | +2.4%   | \$905,512   | \$1,035,526   | +14.4%  | \$1,102,934            | \$1,124,796 | +2.0%  |  |
| 91901 - Alpine         | 49    | 2                     | 4.1%  | 154    | 12                     | 7.8%  | \$780,000   | \$810,000     | +3.8%   | \$950,000   | \$1,015,000     | +6.8%   | \$751,200   | \$911,667     | +21.4%  | \$948,673              | \$1,063,779 | +12.1% |  |
| 91902 - Bonita         | 27    | 2                     | 7.4%  | 132    | 15                     | 11.4% | \$1,085,000 | \$1,017,000   | -6.3%   | \$1,099,000 | \$1,165,000     | +6.0%   | \$858,714   | \$997,323     | +16.1%  | \$1,052,887            | \$1,121,098 | +6.5%  |  |
| 91905 - Boulevard      | 5     | 0                     | 0.0%  | 8      | 1                      | 12.5% | \$0         | \$240,000     |         | \$392,000   | \$445,000       | +13.5%  | \$0         | \$240,000     |         | \$423,479              | \$472,500   | +11.6% |  |
| 91906 - Campo          | 13    | 3                     | 23.1% | 47     | 2                      | 4.3%  | \$473,000   | \$435,450     | -7.9%   | \$497,000   | \$490,000       | -1.4%   | \$461,250   | \$435,450     | -5.6%   | \$513,769              | \$523,706   | +1.9%  |  |
| 91910 - Chula Vista    | 47    | 5                     | 10.6% | 295    | 19                     | 6.4%  | \$657,500   | \$725,000     | +10.3%  | \$800,000   | \$752,500       | -5.9%   | \$672,440   | \$793,311     | +18.0%  | \$850,304              | \$816,938   | -3.9%  |  |
| 91911 - Chula Vista    | 45    | 5                     | 11.1% | 288    | 23                     | 8.0%  | \$705,000   | \$661,000     | -6.2%   | \$750,000   | \$720,000       | -4.0%   | \$681,611   | \$708,663     | +4.0%   | \$724,810              | \$708,282   | -2.3%  |  |
| 91913 - Chula Vista    | 84    | 2                     | 2.4%  | 406    | 11                     | 2.7%  | \$668,000   | \$640,000     | -4.2%   | \$784,000   | \$812,500       | +3.6%   | \$691,000   | \$724,000     | +4.8%   | \$825,675              | \$836,698   | +1.3%  |  |
| 91914 - Chula Vista    | 34    | 1                     | 2.9%  | 127    | 9                      | 7.1%  | \$1,033,000 | \$1,225,000   | +18.6%  | \$1,125,000 | \$1,227,500     | +9.1%   | \$1,044,000 | \$1,197,459   | +14.7%  | \$1,329,548            | \$1,271,636 | -4.4%  |  |
| 91915 - Chula Vista    | 44    | 0                     | 0.0%  | 264    | 4                      | 1.5%  | \$732,500   | \$887,500     | +21.2%  | \$759,000   | \$782,500       | +3.1%   | \$772,125   | \$898,500     | +16.4%  | \$845,872              | \$861,153   | +1.8%  |  |
| 91916 - Descanso       | 13    | 0                     | 0.0%  | 32     | 3                      | 9.4%  | \$365,000   | \$465,000     | +27.4%  | \$737,250   | \$735,000       | -0.3%   | \$365,000   | \$458,000     | +25.5%  | \$865,571              | \$916,179   | +5.8%  |  |
| 91917 - Dulzura        | 2     | 0                     | 0.0%  | 7      | 0                      | 0.0%  | \$0         | \$0           |         | \$632,500   | \$650,000       | +2.8%   | \$0         | \$0           |         | \$632,500              | \$635,000   | +0.4%  |  |
| 91931 - Guatay         | 1     | 0                     | 0.0%  | 2      | 0                      | 0.0%  | \$0         | \$0           |         | \$0         | \$0             |   | \$0         | \$0           |         | \$0                    | \$0         |        |  |
| 91932 - Imperial Beach | 58    | 2                     | 3.4%  | 168    | 7                      | 4.2%  | \$860,000   | \$779,900     | -9.3%   | \$794,500   | \$857,500       | +7.9%   | \$901,667   | \$737,986     | -18.2%  | \$806,098              | \$850,661   | +5.5%  |  |
| 91934 - Jacumba        | 9     | 0                     | 0.0%  | 11     | 0                      | 0.0%  | \$0         | \$0           |         | \$312,000   | \$330,000       | +5.8%   | \$0         | \$0           |         | \$319,000              | \$360,018   | +12.9% |  |
| 91935 - Jamul          | 25    | 0                     | 0.0%  | 79     | 5                      | 6.3%  | \$1,295,000 | \$550,000     | -57.5%  | \$1,137,500 | \$1,100,000     | -3.3%   | \$1,295,000 | \$521,000     | -59.8%  | \$1,276,003            | \$1,151,847 | -9.7%  |  |
| 91941 - La Mesa        | 50    | 6                     | 12.0% | 274    | 12                     | 4.4%  | \$890,000   | \$782,500     | -12.1%  | \$882,500   | \$1,038,750     | +17.7%  | \$896,571   | \$827,833     | -7.7%   | \$958,198              | \$1,108,470 | +15.7% |  |
| 91942 - La Mesa        | 61    | 5                     | 8.2%  | 329    | 23                     | 7.0%  | \$702,500   | \$810,000     | +15.3%  | \$750,000   | \$797,500       | +6.3%   | \$684,988   | \$754,493     | +10.1%  | \$734,700              | \$796,494   | +8.4%  |  |
| 91945 - Lemon Grove    | 44    | 2                     | 4.5%  | 181    | 18                     | 9.9%  | \$641,000   | \$640,000     | -0.2%   | \$749,000   | \$775,000       | +3.5%   | \$662,705   | \$631,000     | -4.8%   | \$739,487              | \$756,367   | +2.3%  |  |
| 91948 - Mount Laguna   | 2     | 0                     | 0.0%  | 15     | 0                      | 0.0%  | \$0         | \$0           |         | \$200,000   | \$148,000       | -26.0%  | \$0         | \$0           |         | \$257,833              | \$159,586   | -38.1% |  |
| 91950 - National City  | 25    | 4                     | 16.0% | 133    | 10                     | 7.5%  | \$540,000   | \$603,000     | +11.7%  | \$642,000   | \$705,000       | +9.8%   | \$556,667   | \$614,575     | +10.4%  | \$608,194              | \$737,357   | +21.2% |  |
| 91962 - Pine Valley    | 13    | 2                     | 15.4% | 34     | 1                      | 2.9%  | \$835,000   | \$720,000     | -13.8%  | \$600,000   | \$675,000       | +12.5%  | \$835,000   | \$720,000     | -13.8%  | \$540,137              | \$806,547   | +49.3% |  |
| 91963 - Potrero        | 7     | 0                     | 0.0%  | 6      | 0                      | 0.0%  | \$380,000   | \$0           | -100.0% | \$501,500   | \$490,000       | -2.3%   | \$380,000   | \$0           | -100.0% | \$553,250              | \$526,000   | -4.9%  |  |
| 91977 - Spring Valley  | 74    | 3                     | 4.1%  | 432    | 24                     | 5.6%  | \$661,000   | \$637,500     | -3.6%   | \$742,500   | \$750,000       | +1.0%   | \$657,500   | \$644,938     | -1.9%   | \$736,906              | \$729,580   | -1.0%  |  |
| 91978 - Spring Valley  | 8     | 0                     | 0.0%  | 64     | 2                      | 3.1%  | \$642,000   | \$775,000     | +20.7%  | \$750,000   | \$832,500       | +11.0%  | \$642,000   | \$775,000     | +20.7%  | \$773,056              | \$790,875   | +2.3%  |  |

### **Explanation of Methodology**

A property is considered to be "lender-mediated" when properties are those marked in the Shared Paragon Network. MLS with the following: Call Agent; Court Approval Required; Deed Restricted Program; Estate; HAP (Home Assistance Program); HUD (Housing and Urban Development); NOD Filed/Foreclosure Pending; Need Short Sale – No Lender Knowledge; Other/Remarks; Pre SS Pkg submitted to lenders(s), ready to consider offers; Probate Subject to Overbid; REO; Short Sale Approved. This list may be adjusted at any time. Residential activity only. Total Market is not necessarily a sum of traditional and lendermediated activity, as some lender-mediated homes can be listed both as foreclosure and short sale.

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|                         | InventoryClosed SalesCurrent MonthLast 12 Months |                     |       |       |                     |       |             |               |        | ales Price             |             | Average Sales Price<br>For the 12 Months Ending |             |               |         |                        |             |        |  |
|-------------------------|--|---------------------|-------|-------|---------------------|-------|-------------|---------------|--------|------------------------|-------------|---|-------------|---------------|---------|------------------------|-------------|--------|--|
|                         |  |                     |       |       |                     |       | 5-2024      | 5-2025        | +/-    | 5-2024                 | 5-2025      | +/-   | 5-2024      | 5-2025        | +/-     | 5-2024                 | 5-2025      | + / -  |  |
| May 2025                | Total  | Lender-<br>Mediated | Share | Total | Lender-<br>Mediated | Share | Lei         | nder-Mediated |        | Traditional Properties |             |   | Lei         | nder-Mediated |         | Traditional Properties |             |        |  |
| 91980 - Tecate          | 1  | 0                   | 0.0%  | 0     | 0                   |       | \$0         | \$0           |        | \$0                    | \$0         |   | \$0         | \$0           |         | \$0                    | \$0         |        |  |
| 92003 - Bonsall         | 34   | 3                   | 8.8%  | 60    | 8                   | 13.3% | \$410,000   | \$787,500     | +92.1% | \$1,030,000            | \$1,237,318 | +20.1%  | \$410,000   | \$965,125     | +135.4% | \$1,120,247            | \$1,323,200 | +18.1% |  |
| 92004 - Borrego Springs | 46   | 2                   | 4.3%  | 84    | 3                   | 3.6%  | \$235,500   | \$265,000     | +12.5% | \$340,000              | \$350,000   | +2.9%   | \$235,500   | \$264,667     | +12.4%  | \$379,109              | \$396,866   | +4.7%  |  |
| 92007 - Cardiff         | 18   | 1                   | 5.6%  | 98    | 7                   | 7.1%  | \$1,215,000 | \$1,860,000   | +53.1% | \$2,157,500            | \$2,715,000 | +25.8%  | \$1,245,695 | \$2,012,714   | +61.6%  | \$2,204,481            | \$2,634,839 | +19.5% |  |
| 92008 - Carlsbad        | 94   | 8                   | 8.5%  | 278   | 29                  | 10.4% | \$2,338,840 | \$1,509,000   | -35.5% | \$1,622,500            | \$1,500,000 | -7.6%   | \$2,208,658 | \$1,571,662   | -28.8%  | \$1,876,025            | \$1,631,523 | -13.0% |  |
| 92009 - Carlsbad        | 108  | 5                   | 4.6%  | 463   | 33                  | 7.1%  | \$815,000   | \$1,582,000   | +94.1% | \$1,500,000            | \$1,589,500 | +6.0%   | \$933,333   | \$1,618,250   | +73.4%  | \$1,534,171            | \$1,604,482 | +4.6%  |  |
| 92010 - Carlsbad        | 24   | 4                   | 16.7% | 166   | 13                  | 7.8%  | \$875,000   | \$915,000     | +4.6%  | \$1,150,000            | \$1,200,000 | +4.3%   | \$1,002,972 | \$1,065,000   | +6.2%   | \$1,153,686            | \$1,208,928 | +4.8%  |  |
| 92011 - Carlsbad        | 44   | 4                   | 9.1%  | 216   | 23                  | 10.6% | \$1,220,000 | \$1,525,000   | +25.0% | \$1,450,000            | \$1,605,000 | +10.7%  | \$1,292,909 | \$1,626,491   | +25.8%  | \$1,555,677            | \$1,699,358 | +9.2%  |  |
| 92014 - Del Mar         | 63   | 1                   | 1.6%  | 160   | 11                  | 6.9%  | \$2,123,500 | \$2,360,000   | +11.1% | \$2,342,500            | \$2,915,000 | +24.4%  | \$2,336,350 | \$2,474,599   | +5.9%   | \$3,594,170            | \$3,554,576 | -1.1%  |  |
| 92019 - El Cajon        | 80   | 6                   | 7.5%  | 345   | 20                  | 5.8%  | \$1,057,500 | \$792,500     | -25.1% | \$765,000              | \$759,000   | -0.8%   | \$1,048,333 | \$799,470     | -23.7%  | \$834,909              | \$847,959   | +1.6%  |  |
| 92020 - El Cajon        | 61   | 2                   | 3.3%  | 281   | 18                  | 6.4%  | \$668,000   | \$852,500     | +27.6% | \$750,000              | \$790,000   | +5.3%   | \$749,833   | \$975,544     | +30.1%  | \$821,573              | \$877,731   | +6.8%  |  |
| 92021 - El Cajon        | 81   | 9                   | 11.1% | 394   | 28                  | 7.1%  | \$690,000   | \$727,000     | +5.4%  | \$747,500              | \$747,450   | -0.0%   | \$716,619   | \$770,924     | +7.6%   | \$750,899              | \$753,154   | +0.3%  |  |
| 92024 - Encinitas       | 126  | 8                   | 6.3%  | 428   | 37                  | 8.6%  | \$1,375,000 | \$1,500,000   | +9.1%  | \$1,702,500            | \$1,867,500 | +9.7%   | \$1,316,846 | \$1,703,868   | +29.4%  | \$2,198,398            | \$2,157,642 | -1.9%  |  |
| 92025 - Escondido       | 69   | 2                   | 2.9%  | 258   | 10                  | 3.9%  | \$824,000   | \$695,000     | -15.7% | \$800,000              | \$868,750   | +8.6%   | \$853,486   | \$809,500     | -5.2%   | \$873,471              | \$947,864   | +8.5%  |  |
| 92026 - Escondido       | 120  | 10                  | 8.3%  | 491   | 29                  | 5.9%  | \$705,000   | \$760,000     | +7.8%  | \$761,000              | \$804,000   | +5.7%   | \$695,673   | \$749,828     | +7.8%   | \$802,499              | \$832,980   | +3.8%  |  |
| 92027 - Escondido       | 79   | 3                   | 3.8%  | 354   | 20                  | 5.6%  | \$730,000   | \$725,000     | -0.7%  | \$760,000              | \$770,000   | +1.3%   | \$753,722   | \$745,655     | -1.1%   | \$791,113              | \$804,612   | +1.7%  |  |
| 92028 - Fallbrook       | 214  | 16                  | 7.5%  | 612   | 49                  | 8.0%  | \$780,000   | \$820,000     | +5.1%  | \$885,000              | \$857,500   | -3.1%   | \$869,849   | \$963,337     | +10.7%  | \$967,853              | \$967,526   | -0.0%  |  |
| 92029 - Escondido       | 62   | 0                   | 0.0%  | 186   | 9                   | 4.8%  | \$822,500   | \$1,090,000   | +32.5% | \$1,194,500            | \$1,250,000 | +4.6%   | \$877,000   | \$1,084,583   | +23.7%  | \$1,247,577            | \$1,297,907 | +4.0%  |  |
| 92036 - Julian          | 57   | 2                   | 3.5%  | 84    | 8                   | 9.5%  | \$432,000   | \$372,500     | -13.8% | \$579,000              | \$615,000   | +6.2%   | \$465,667   | \$332,625     | -28.6%  | \$602,583              | \$709,985   | +17.8% |  |
| 92037 - La Jolla        | 195  | 14                  | 7.2%  | 568   | 37                  | 6.5%  | \$2,441,000 | \$2,350,000   | -3.7%  | \$2,275,000            | \$1,655,000 | -27.3%  | \$2,220,062 | \$2,719,266   | +22.5%  | \$3,008,865            | \$2,239,054 | -25.6% |  |
| 92040 - Lakeside        | 80   | 4                   | 5.0%  | 333   | 21                  | 6.3%  | \$592,500   | \$610,000     | +3.0%  | \$762,906              | \$800,000   | +4.9%   | \$590,400   | \$629,776     | +6.7%   | \$739,073              | \$789,757   | +6.9%  |  |
| 92054 - Oceanside       | 98   | 4                   | 4.1%  | 351   | 22                  | 6.3%  | \$1,117,500 | \$1,080,000   | -3.4%  | \$1,122,500            | \$1,159,500 | +3.3%   | \$1,438,125 | \$1,180,227   | -17.9%  | \$1,249,158            | \$1,231,697 | -1.4%  |  |
| 92056 - Oceanside       | 113  | 20                  | 17.7% | 601   | 59                  | 9.8%  | \$840,000   | \$790,000     | -6.0%  | \$865,000              | \$860,000   | -0.6%   | \$822,279   | \$825,124     | +0.3%   | \$869,273              | \$874,246   | +0.6%  |  |
| 92057 - Oceanside       | 143  | 17                  | 11.9% | 621   | 68                  | 11.0% | \$567,500   | \$562,500     | -0.9%  | \$695,000              | \$713,750   | +2.7%   | \$645,576   | \$642,350     | -0.5%   | \$719,277              | \$750,057   | +4.3%  |  |
| 92058 - Oceanside       | 26   | 0                   | 0.0%  | 142   | 8                   | 5.6%  | \$880,000   | \$650,000     | -26.1% | \$652,000              | \$737,500   | +13.1%  | \$870,558   | \$692,863     | -20.4%  | \$717,748              | \$751,847   | +4.8%  |  |

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|   | InventoryClosed SalesCurrent MonthLast 12 Months |                     |       |       |                     |       |             |                     |        | ales Prie   |                 | Average Sales Price<br>For the 12 Months Ending |             |               |        |                        |             |        |  |
|---|--|---------------------|-------|-------|---------------------|-------|-------------|---------------------|--------|-------------|-----------------|---|-------------|---------------|--------|------------------------|-------------|--------|--|
|   |  |                     |       |       |                     |       | 5-2024      | 5-2024 5-2025 + / - |        | 5-2024      | 5-2025          | +/-   | 5-2024      | 5-2025        | +/-    | 5-2024                 | 5-2025      | +/-    |  |
| May 2025                                | Total  | Lender-<br>Mediated | Share | Total | Lender-<br>Mediated | Share | Lei         | nder-Mediated       |        | Tradi       | tional Properti | es  | Ler         | nder-Mediated |        | Traditional Properties |             |        |  |
| 92059 - Pala                            | 2  | 0                   | 0.0%  | 1     | 0                   | 0.0%  | \$0         | \$0                 |        | \$750,000   | \$1,165,000     | +55.3%  | \$0         | \$0           |        | \$750,000              | \$1,165,000 | +55.3% |  |
| 92061 - Pauma Valley                    | 16   | 0                   | 0.0%  | 20    | 3                   | 15.0% | \$597,500   | \$945,000           | +58.2% | \$700,000   | \$645,000       | -7.9%   | \$597,500   | \$996,000     | +66.7% | \$1,005,462            | \$741,000   | -26.3% |  |
| 92064 - Poway                           | 117  | 2                   | 1.7%  | 345   | 10                  | 2.9%  | \$987,500   | \$1,240,000         | +25.6% | \$1,077,500 | \$1,162,500     | +7.9%   | \$921,750   | \$1,288,700   | +39.8% | \$1,477,350            | \$1,428,095 | -3.3%  |  |
| 92065 - Ramona                          | 118  | 7                   | 5.9%  | 348   | 15                  | 4.3%  | \$707,500   | \$745,000           | +5.3%  | \$795,000   | \$800,000       | +0.6%   | \$767,291   | \$759,567     | -1.0%  | \$831,156              | \$924,545   | +11.2% |  |
| 92066 - Ranchita                        | 6  | 0                   | 0.0%  | 5     | 1                   | 20.0% | \$0         | \$399,000           |        | \$540,000   | \$505,000       | -6.5%   | \$0         | \$399,000     |        | \$594,571              | \$473,333   | -20.4% |  |
| 92067 - Rancho Santa Fe                 | 106  | 3                   | 2.8%  | 161   | 7                   | 4.3%  | \$2,965,000 | \$3,820,000         | +28.8% | \$4,800,000 | \$5,222,500     | +8.8%   | \$3,170,250 | \$3,931,439   | +24.0% | \$5,534,865            | \$6,160,077 | +11.3% |  |
| 92069 - San Marcos                      | 80   | 2                   | 2.5%  | 293   | 20                  | 6.8%  | \$945,000   | \$825,000           | -12.7% | \$920,000   | \$888,531       | -3.4%   | \$1,030,714 | \$767,850     | -25.5% | \$971,902              | \$947,427   | -2.5%  |  |
| 92070 - Santa Ysabel                    | 3  | 0                   | 0.0%  | 8     | 0                   | 0.0%  | \$0         | \$0                 |        | \$747,000   | \$832,713       | +11.5%  | \$0         | \$0           |        | \$765,667              | \$1,217,071 | +59.0% |  |
| 92071 - Santee                          | 92   | 7                   | 7.6%  | 540   | 30                  | 5.6%  | \$675,000   | \$701,000           | +3.9%  | \$725,000   | \$780,000       | +7.6%   | \$688,231   | \$739,124     | +7.4%  | \$726,016              | \$781,814   | +7.7%  |  |
| 92075 - Solana Beach                    | 56   | 2                   | 3.6%  | 136   | 8                   | 5.9%  | \$1,375,000 | \$1,548,750         | +12.6% | \$1,900,000 | \$2,215,000     | +16.6%  | \$1,548,571 | \$1,830,313   | +18.2% | \$2,359,945            | \$2,423,749 | +2.7%  |  |
| 92078 - San Marcos                      | 110  | 6                   | 5.5%  | 492   | 31                  | 6.3%  | \$750,000   | \$845,000           | +12.7% | \$926,500   | \$972,500       | +5.0%   | \$697,727   | \$885,976     | +27.0% | \$1,039,153            | \$1,102,433 | +6.1%  |  |
| 92081 - Vista                           | 56   | 2                   | 3.6%  | 301   | 31                  | 10.3% | \$852,500   | \$850,000           | -0.3%  | \$893,000   | \$869,000       | -2.7%   | \$807,892   | \$894,768     | +10.8% | \$899,750              | \$914,808   | +1.7%  |  |
| 92082 - Valley Center                   | 83   | 7                   | 8.4%  | 226   | 15                  | 6.6%  | \$765,000   | \$930,000           | +21.6% | \$880,000   | \$975,000       | +10.8%  | \$786,000   | \$961,758     | +22.4% | \$975,919              | \$1,022,646 | +4.8%  |  |
| 92083 - Vista                           | 39   | 2                   | 5.1%  | 148   | 9                   | 6.1%  | \$605,000   | \$735,000           | +21.5% | \$770,000   | \$794,450       | +3.2%   | \$549,863   | \$744,000     | +35.3% | \$784,423              | \$763,893   | -2.6%  |  |
| 92084 - Vista                           | 100  | 8                   | 8.0%  | 306   | 21                  | 6.9%  | \$879,500   | \$885,000           | +0.6%  | \$850,000   | \$900,000       | +5.9%   | \$1,028,122 | \$858,124     | -16.5% | \$933,349              | \$970,870   | +4.0%  |  |
| 92086 - Warner Springs                  | 26   | 0                   | 0.0%  | 23    | 3                   | 13.0% | \$216,000   | \$229,000           | +6.0%  | \$286,500   | \$315,000       | +9.9%   | \$213,667   | \$231,333     | +8.3%  | \$343,506              | \$389,909   | +13.5% |  |
| 92091 - Rancho Santa Fe                 | 22   | 0                   | 0.0%  | 47    | 4                   | 8.5%  | \$0         | \$1,723,500         |        | \$1,845,000 | \$2,050,000     | +11.1%  | \$0         | \$1,718,000   |        | \$2,842,460            | \$2,526,579 | -11.1% |  |
| 92101 - San Diego Downtown              | 302  | 5                   | 1.7%  | 573   | 4                   | 0.7%  | \$660,000   | \$585,700           | -11.3% | \$712,500   | \$711,000       | -0.2%   | \$711,000   | \$579,100     | -18.6% | \$809,473              | \$814,720   | +0.6%  |  |
| 92102 - San Diego Golden Hill           | 38   | 0                   | 0.0%  | 143   | 8                   | 5.6%  | \$661,000   | \$667,500           | +1.0%  | \$708,388   | \$672,500       | -5.1%   | \$659,200   | \$789,000     | +19.7% | \$770,012              | \$728,297   | -5.4%  |  |
| 92103 - Mission Hills-Hillcrest-Midtown | 111  | 4                   | 3.6%  | 385   | 17                  | 4.4%  | \$1,098,000 | \$1,300,000         | +18.4% | \$1,000,176 | \$899,500       | -10.1%  | \$1,247,625 | \$1,450,853   | +16.3% | \$1,197,086            | \$1,083,790 | -9.5%  |  |
| 92104 - North Park                      | 61   | 1                   | 1.6%  | 267   | 9                   | 3.4%  | \$877,500   | \$1,150,000         | +31.1% | \$755,000   | \$875,000       | +15.9%  | \$908,500   | \$1,076,111   | +18.4% | \$846,579              | \$877,833   | +3.7%  |  |
| 92105 - East San Diego                  | 52   | 2                   | 3.8%  | 222   | 12                  | 5.4%  | \$653,000   | \$670,000           | +2.6%  | \$655,000   | \$646,000       | -1.4%   | \$663,039   | \$671,507     | +1.3%  | \$619,434              | \$631,792   | +2.0%  |  |
| 92106 - Point Loma                      | 51   | 0                   | 0.0%  | 175   | 5                   | 2.9%  | \$1,625,000 | \$1,900,000         | +16.9% | \$1,660,000 | \$1,725,000     | +3.9%   | \$1,681,667 | \$2,030,600   | +20.7% | \$1,947,025            | \$2,099,836 | +7.8%  |  |
| 92107 - Ocean Beach                     | 60   | 4                   | 6.7%  | 179   | 15                  | 8.4%  | \$1,800,000 | \$1,525,000         | -15.3% | \$1,345,000 | \$1,479,000     | +10.0%  | \$1,631,620 | \$1,485,267   | -9.0%  | \$1,593,064            | \$1,589,685 | -0.2%  |  |
| 92108 - Mission Valley                  | 104  | 2                   | 1.9%  | 263   | 10                  | 3.8%  | \$458,000   | \$477,500           | +4.3%  | \$577,500   | \$525,000       | -9.1%   | \$521,400   | \$636,010     | +22.0% | \$660,869              | \$694,831   | +5.1%  |  |

### **Explanation of Methodology**

A property is considered to be "lender-mediated" when properties are those marked in the Shared Paragon Network with the following: Call Agent; Court Approval Required; Deed Restricted Program; Estate; HAP (Home Assistance Program); HUD (Housing and Urban Development); NOD Filed/Foreclosure Pending; Need Short Sale – No Lender Knowledge; Other/Remarks; Pre SS Pkg submitted to lenders(s), ready to consider offers; Probate Subject to Overbid; REO; Short Sale Approved. This list may be adjusted at any time. Residential activity only. Total Market is not necessarily a sum of traditional and lender-mediated activity, as some lender-mediated homes can be listed both as foreclosure and short sale.

A Research Tool Provided by the North San Diego County REALTORS®



|                            | InventoryClosed SalesCurrent MonthLast 12 Months |                     |       |       |                     |       |                     |               |        | ales Prie   |                  | Average Sales Price<br>For the 12 Months Ending |             |               |        |             |                 |        |
|----------------------------|--|---------------------|-------|-------|---------------------|-------|---------------------|---------------|--------|-------------|------------------|---|-------------|---------------|--------|-------------|-----------------|--------|
|                            |  |                     |       |       |                     |       | 5-2024 5-2025 + / - |               | 5-2024 | 5-2025      | +/-              | 5-2024  | 5-2025      | +/-           | 5-2024 | 5-2025      | +/-             |        |
| May 2025                   | Total  | Lender-<br>Mediated | Share | Total | Lender-<br>Mediated | Share | Lei                 | nder-Mediated |        | Tradi       | itional Properti | es  | Lei         | nder-Mediated |        | Tradi       | tional Properti | es     |
| 92109 - Pacific Beach      | 104  | 2                   | 1.9%  | 337   | 10                  | 3.0%  | \$1,460,000         | \$1,127,500   | -22.8% | \$1,565,000 | \$1,480,000      | -5.4%   | \$1,403,750 | \$1,739,800   | +23.9% | \$1,683,398 | \$1,686,395     | +0.2%  |
| 92110 - Old Town           | 63   | 3                   | 4.8%  | 202   | 10                  | 5.0%  | \$580,000           | \$1,035,000   | +78.4% | \$784,500   | \$915,000        | +16.6%  | \$667,800   | \$1,041,350   | +55.9% | \$883,258   | \$1,039,879     | +17.7% |
| 92111 - Linda Vista        | 65   | 3                   | 4.6%  | 305   | 15                  | 4.9%  | \$875,000           | \$845,000     | -3.4%  | \$888,000   | \$860,000        | -3.2%   | \$843,111   | \$872,093     | +3.4%  | \$873,109   | \$865,175       | -0.9%  |
| 92113 - Logan Heights      | 32   | 3                   | 9.4%  | 110   | 13                  | 11.8% | \$609,000           | \$630,000     | +3.4%  | \$655,000   | \$675,000        | +3.1%   | \$602,889   | \$633,538     | +5.1%  | \$666,202   | \$688,004       | +3.3%  |
| 92114 - Encanto            | 54   | 4                   | 7.4%  | 308   | 23                  | 7.5%  | \$607,500           | \$660,000     | +8.6%  | \$740,000   | \$754,000        | +1.9%   | \$629,909   | \$665,563     | +5.7%  | \$728,514   | \$752,077       | +3.2%  |
| 92115 - San Diego          | 103  | 3                   | 2.9%  | 360   | 13                  | 3.6%  | \$859,000           | \$700,000     | -18.5% | \$695,000   | \$700,000        | +0.7%   | \$854,750   | \$1,079,692   | +26.3% | \$730,422   | \$738,531       | +1.1%  |
| 92116 - Normal Heights     | 71   | 1                   | 1.4%  | 250   | 7                   | 2.8%  | \$670,000           | \$1,065,000   | +59.0% | \$735,000   | \$825,000        | +12.2%  | \$646,100   | \$1,097,429   | +69.9% | \$877,998   | \$985,454       | +12.2% |
| 92117 - Clairemont Mesa    | 84   | 2                   | 2.4%  | 420   | 20                  | 4.8%  | \$901,000           | \$1,026,250   | +13.9% | \$1,050,000 | \$1,125,000      | +7.1%   | \$944,264   | \$1,084,721   | +14.9% | \$1,028,884 | \$1,188,783     | +15.5% |
| 92118 - Coronado           | 124  | 3                   | 2.4%  | 241   | 11                  | 4.6%  | \$1,249,000         | \$2,075,000   | +66.1% | \$1,925,000 | \$2,362,500      | +22.7%  | \$1,249,000 | \$2,471,364   | +97.9% | \$2,895,702 | \$2,299,297     | -20.6% |
| 92119 - San Carlos         | 46   | 1                   | 2.2%  | 278   | 23                  | 8.3%  | \$644,500           | \$920,000     | +42.7% | \$943,000   | \$985,000        | +4.5%   | \$643,417   | \$882,800     | +37.2% | \$919,350   | \$957,567       | +4.2%  |
| 92120 - Del Cerro          | 62   | 1                   | 1.6%  | 305   | 17                  | 5.6%  | \$910,000           | \$1,100,000   | +20.9% | \$904,500   | \$945,000        | +4.5%   | \$932,441   | \$1,096,329   | +17.6% | \$946,036   | \$972,106       | +2.8%  |
| 92121 - Sorrento Valley    | 6  | 0                   | 0.0%  | 37    | 1                   | 2.7%  | \$1,605,000         | \$900,000     | -43.9% | \$1,250,000 | \$1,020,000      | -18.4%  | \$1,605,000 | \$900,000     | -43.9% | \$1,270,875 | \$1,237,524     | -2.6%  |
| 92122 - University City    | 63   | 0                   | 0.0%  | 263   | 14                  | 5.3%  | \$799,000           | \$1,365,000   | +70.8% | \$799,500   | \$822,500        | +2.9%   | \$949,750   | \$1,304,750   | +37.4% | \$940,050   | \$1,004,466     | +6.9%  |
| 92123 - Mission Valley     | 42   | 0                   | 0.0%  | 180   | 14                  | 7.8%  | \$847,500           | \$906,268     | +6.9%  | \$932,650   | \$933,000        | +0.0%   | \$798,750   | \$877,460     | +9.9%  | \$914,253   | \$876,929       | -4.1%  |
| 92124 - Tierrasanta        | 31   | 0                   | 0.0%  | 165   | 4                   | 2.4%  | \$1,120,000         | \$760,000     | -32.1% | \$933,500   | \$935,000        | +0.2%   | \$1,105,667 | \$761,250     | -31.2% | \$976,539   | \$990,253       | +1.4%  |
| 92126 - Mira Mesa          | 70   | 2                   | 2.9%  | 399   | 18                  | 4.5%  | \$750,000           | \$893,000     | +19.1% | \$925,000   | \$990,000        | +7.0%   | \$666,000   | \$836,000     | +25.5% | \$886,109   | \$971,545       | +9.6%  |
| 92127 - Rancho Bernardo    | 105  | 1                   | 1.0%  | 412   | 10                  | 2.4%  | \$979,000           | \$632,500     | -35.4% | \$1,480,000 | \$1,955,000      | +32.1%  | \$1,264,700 | \$876,656     | -30.7% | \$1,879,192 | \$2,239,863     | +19.2% |
| 92128 - Rancho Bernardo    | 152  | 4                   | 2.6%  | 584   | 17                  | 2.9%  | \$932,500           | \$920,000     | -1.3%  | \$875,500   | \$869,775        | -0.7%   | \$975,479   | \$977,643     | +0.2%  | \$946,517   | \$974,660       | +3.0%  |
| 92129 - Rancho Penasquitos | 57   | 0                   | 0.0%  | 344   | 7                   | 2.0%  | \$656,500           | \$1,138,000   | +73.3% | \$1,318,000 | \$1,312,500      | -0.4%   | \$656,500   | \$1,003,857   | +52.9% | \$1,225,217 | \$1,250,443     | +2.1%  |
| 92130 - Carmel Valley      | 94   | 2                   | 2.1%  | 389   | 12                  | 3.1%  | \$1,705,000         | \$973,750     | -42.9% | \$2,017,500 | \$2,012,500      | -0.2%   | \$1,705,000 | \$946,564     | -44.5% | \$2,157,455 | \$2,190,615     | +1.5%  |
| 92131 - Scripps Miramar    | 76   | 1                   | 1.3%  | 280   | 9                   | 3.2%  | \$1,125,000         | \$1,129,500   | +0.4%  | \$1,375,000 | \$1,200,000      | -12.7%  | \$978,333   | \$1,046,383   | +7.0%  | \$1,381,797 | \$1,346,188     | -2.6%  |
| 92139 - Paradise Hills     | 15   | 1                   | 6.7%  | 175   | 16                  | 9.1%  | \$630,000           | \$702,000     | +11.4% | \$717,500   | \$729,000        | +1.6%   | \$631,278   | \$669,354     | +6.0%  | \$684,400   | \$702,154       | +2.6%  |
| 92154 - Otay Mesa          | 59   | 6                   | 10.2% | 379   | 19                  | 5.0%  | \$677,500           | \$750,000     | +10.7% | \$720,000   | \$742,500        | +3.1%   | \$664,910   | \$711,126     | +7.0%  | \$722,282   | \$744,237       | +3.0%  |
| 92173 - San Ysidro         | 12   | 1                   | 8.3%  | 47    | 4                   | 8.5%  | \$586,000           | \$437,500     | -25.3% | \$445,000   | \$465,000        | +4.5%   | \$586,000   | \$502,500     | -14.2% | \$508,345   | \$560,975       | +10.4% |

#### **Explanation of Methodology**

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