



2020
SAN DIEGO

MARKET
REPORT

COMPASS

THE 2020 HOUSING MARKET

was unexpectedly turbulent towards the end of the first quarter due to the pandemic that spread across the country. As the first wave of COVID-19 hit in the spring, housing market activity slowed substantially before staging a dramatic comeback just a couple months later.

Buyer activity was the leader again in 2020. With mortgage interest rates setting record lows multiple times throughout the year and a strong drive by many buyers to secure a better housing situation—in part due to the new realities brought on by COVID-19—many segments of the market experienced a multiple-offer frenzy not seen in the last 15 years or more.

While markedly improved from their COVID-19 spring lows, seller activity continued to lag buyer demand, which had strengthened the ongoing seller's market for most housing segments as inventories remain at record lows.

SALES

Pending sales increased 5.5 percent, finishing 2020 at 17,059. Closed sales were up 4.0 percent to end the year at 16,623. Nationally, pending sales were up in 2020 but a handful of markets did see buyer demand lower for the year due to a combination of factors.

LISTINGS

Comparing 2020 to the prior year, the number of homes available for sale was lower by 64.0 percent. There were 1,150 active listings at the end of 2020. New listings decreased by 11.1 percent to finish the year at 20,464.

DISTRESSED

The foreclosure market continued to remain a small player in the overall market amid numerous forbearance efforts undertaken by the government and lenders. In 2020, the percentage of closed sales that were either foreclosure or short sale remained the same as last year, at 0.4 percent of the market. Foreclosure and short sale activity may tick higher in 2021 as forbearances expire with some homeowners unable to meet their obligations.

PRICES

Home prices were up compared to last year. The overall median sales price increased 9.0 percent to \$676,000 or the year. Single-Family Detached home prices were up 9.5 percent compared to last year, and Single-Family Attached home prices were up 8.0 percent.

LIST PRICE RECEIVED

Sellers received, on average, 98.6 percent of their original list price at sale, a year-over-year reduction of 1.6 percent. The housing market in 2020 proved to be incredibly resilient, ending the year on a high note. Home sales and prices were higher than 2019 across most market segments and across most of the country. Seller activity recovered significantly from the COVID-19 spring decline, but overall activity was still insufficient to build up the supply of homes for sale.

As we look to 2021, signals suggest buyer demand will remain elevated and tight inventory will continue to invite multiple offers and higher prices across much of the housing inventory. Mortgage rates are expected to remain low, helping buyers manage some of the increases in home prices and keep them motivated to lock in their housing costs for the long term. These factors will provide substantial tailwinds for the housing market into the new year.

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SOURCES

North San Diego County Association of REALTORS®

HomeDex

METHODOLOGY

GEOGRAPHY covered in this report is San Diego.

INVENTORY is calculated based on all properties actively listed during the quarter at the time the report is prepared.

CONTRACT SIGNED figures for the current quarter are based on publicly reported transactions at the time the report is prepared. The signed price reflects the latest available asking price.

RECORDED SALES figures for the current quarter are based on known closings recorded at the time the report is prepared.

MEDIAN PRICE is the middle price of a given dataset.

AVERAGE PRICE is the sum of all prices divided by the total number of properties.

MONTHS OF SUPPLY is an estimated time it would take to sell all current active listings based on the trailing 12-months sales rate.

TIME ON MARKET is calculated by how many properties entered contract during the quarter in the given period.

CURRENT QUARTER is reflective of the initial day of the quarter until the 20th day of the closing month of the quarter. These numbers will be updated in subsequent reports to reflect the dataset of the entire quarter.

QUARTERS

1Q: January 1 – March 31

2Q: April 1 – June 30

3Q: July 1 – September 30

4Q: October 1 – December 31



THE 2020 MARKET AT A GLANCE

SALES NUMBERS FOR TOTAL UNITS
IN ALL RESIDENTIAL STYLES

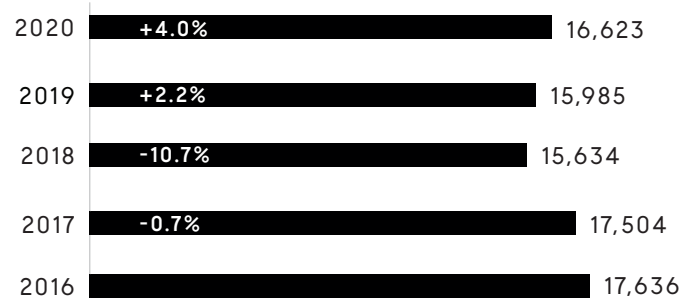
NEW LISTINGS



PENDING SALES



CLOSED SALES



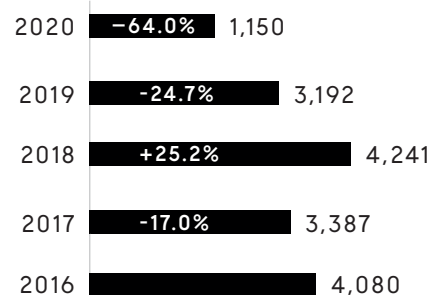
MEDIAN SALES PRICE



THE 2020 MARKET AT A GLANCE

SALES NUMBERS FOR TOTAL UNITS
IN ALL RESIDENTIAL STYLES

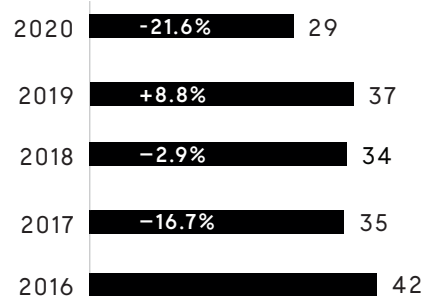
INVENTORY OF HOMES FOR SALE



AVERAGE SALES PRICE



DAYS ON MARKET UNTIL SALE



PERCENT OF ORIGINAL LIST PRICE RECEIVED



PROPERTY TYPE REVIEW

29

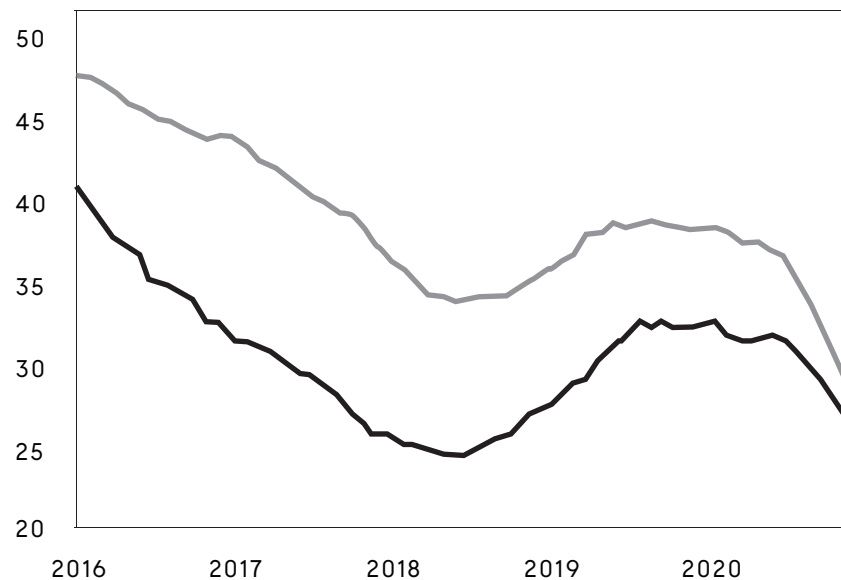
AVERAGE DAYS ON MARKET
SINGLE-FAMILY DETACHED

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.



Single-Family Detached Single-Family Attached

TOP AREAS: SINGLE-FAMILY ATTACHED MARKET SHARE IN 2020

92101 - San Diego Downtown	95.8%
92108 - Mission Valley	92.1%
92122 - University City	63.3%
92110 - Old Town	62.6%
92103 - Mission Hills-Hillcrest-Midtown	61.9%
92109 - Pacific Beach	58.0%
92173 - San Ysidro	53.2%
92121 - Sorrento Valley	51.9%
92075 - Solana Beach	49.8%
92111 - Linda Vista	46.3%
91932 - Imperial Beach	46.0%
91915 - Chula Vista	45.5%
92104 - North Park	44.2%
92037 - La Jolla	44.0%
92128 - Rancho Bernardo	42.1%
92118 - Coronado	41.4%
92054 - Oceanside	41.3%
92139 - Paradise Hills	40.2%
91913 - Chula Vista	40.1%
92124 - Tierrasanta	38.9%
92107 - Ocean Beach	38.9%
92010 - Carlsbad	37.3%
92105 - East San Diego	37.2%
92116 - Normal Heights	36.7%
92091 - Rancho Santa Fe	36.5%
92131 - Scripps Miramar	36.4%

PROPERTY TYPE REVIEW

+ 9.5%

ONE-YEAR CHANGE IN PRICE
SINGLE-FAMILY DETACHED

+ 8.0%

ONE-YEAR CHANGE IN PRICE
SINGLE-FAMILY ATTACHED

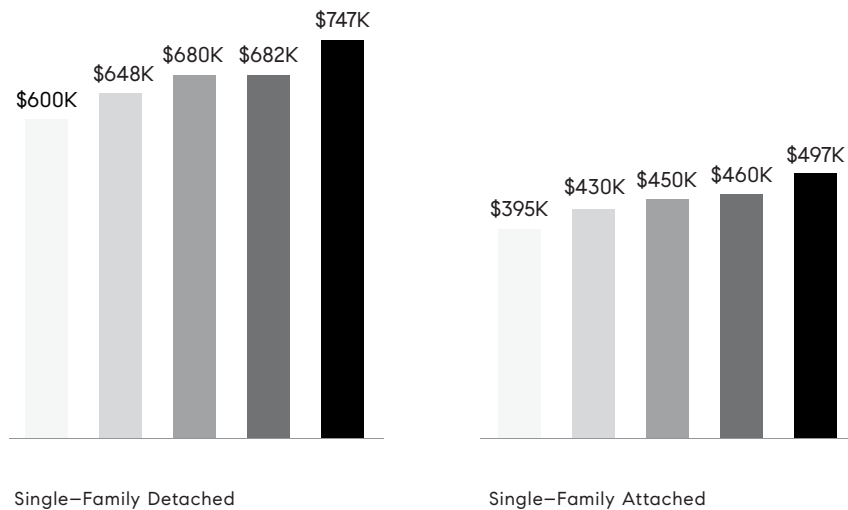
98.6%

PCT. OF ORIG. PRICE RECEIVED
SINGLE-FAMILY DETACHED

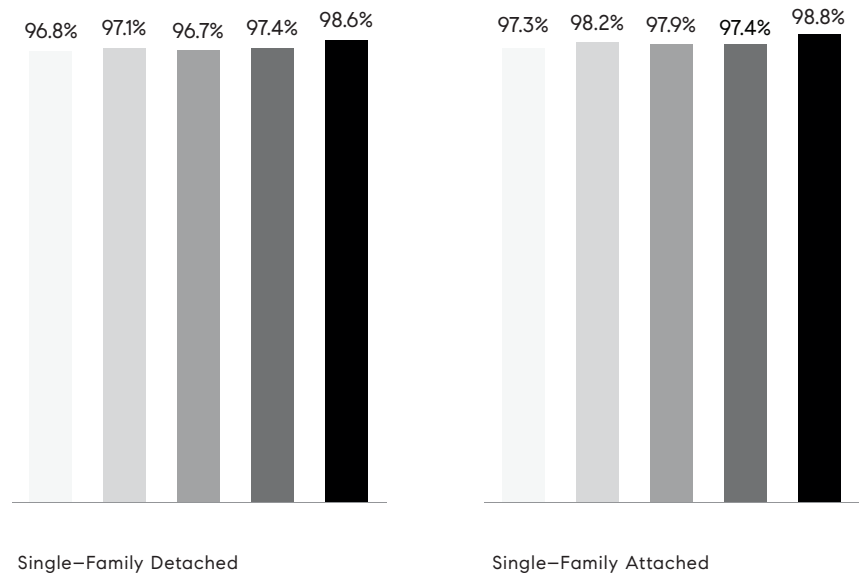
98.8%

PCT. OF ORIG. PRICE RECEIVED
SINGLE-FAMILY ATTACHED

MEDIAN SALES PRICE



PERCENT OF ORIGINAL LIST PRICE RECEIVED



2016 2017 2018 2019 2020

PRICE RANGE REVIEW

**\$300,001
to \$450,000**

PRICE RANGE WITH SHORTEST
AVERAGE MARKET TIME

**\$1,250,001
or More**

PRICE RANGE WITH LONGEST
AVERAGE MARKET TIME

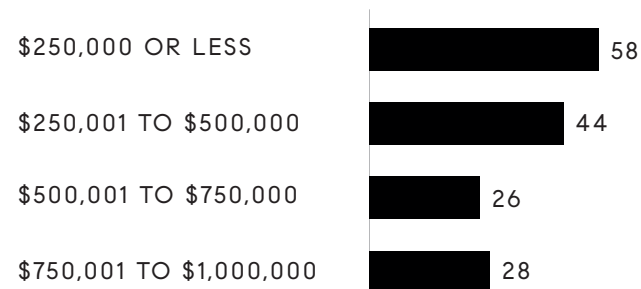
10.8%

OF HOMES FOR SALE AT YEAR
END PRICED \$250,000 OR LESS

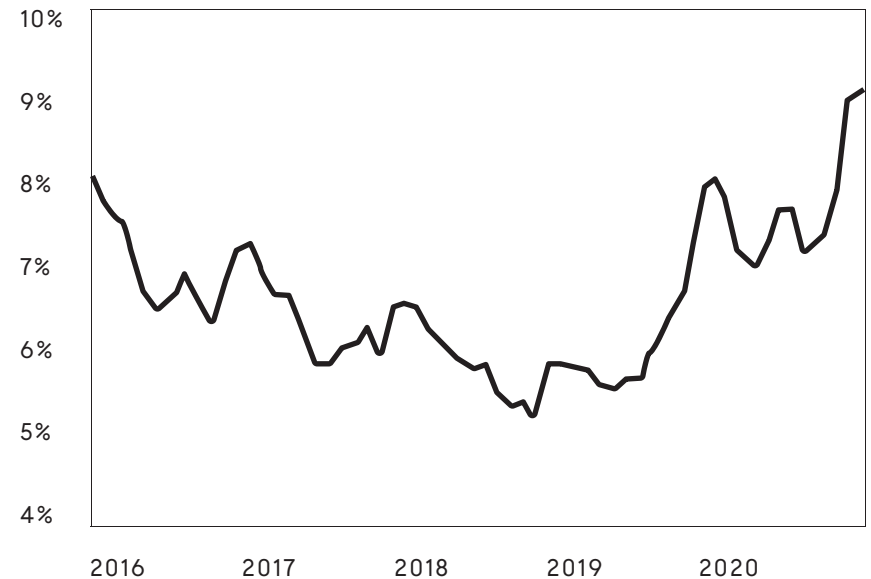
+ 16.3%

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 \$150,001 TO \$300,000



PRICE RANGE REVIEW

**\$450,001
or More**

PRICE RANGE WITH THE
MOST CLOSED SALES

+ 11.5%

PRICE RANGE WITH STRONGEST
ONE-YEAR CHANGE IN SALES
\$500,001 TO \$750,000

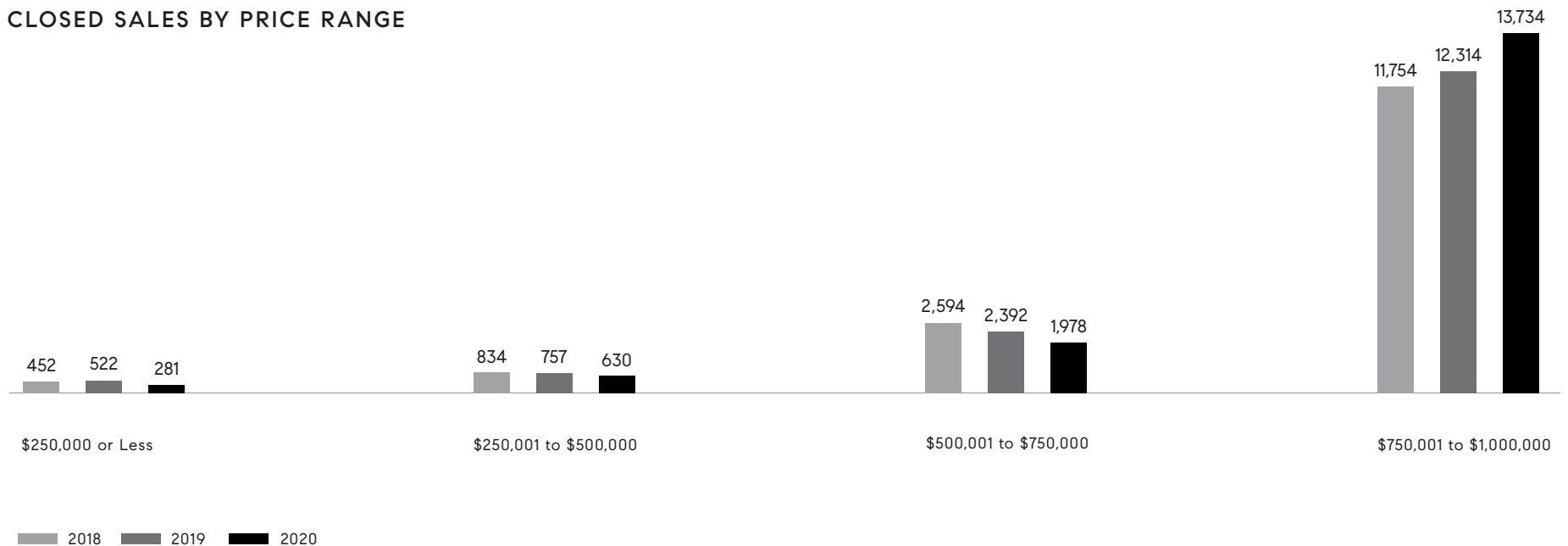
**\$250,000
or Less**

PRICE RANGE WITH THE
FEWEST CLOSED SALES

− 46.2%

PRICE RANGE WITH WEAKEST
ONE-YEAR CHANGE IN SALES
\$250,000 OR LESS

CLOSED SALES BY PRICE RANGE



DISTRESSED HOMES REVIEW

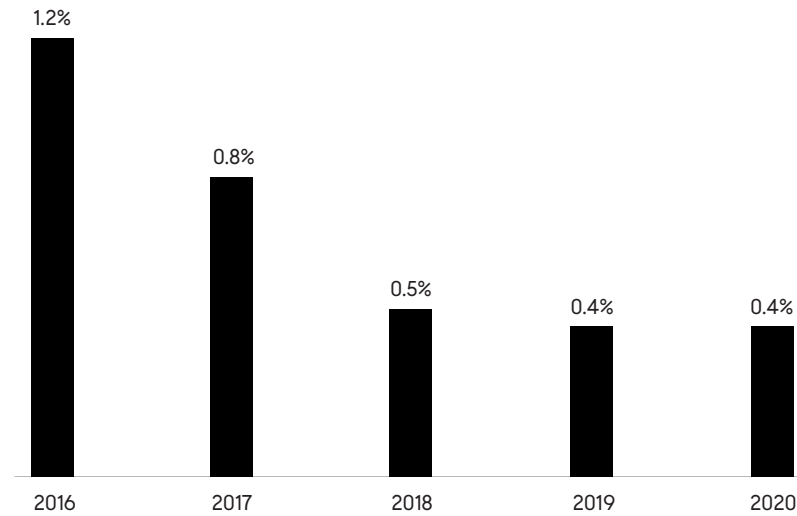
0.4%

PERCENT OF CLOSED SALES IN
2020 THAT WERE DISTRESSED

0.0%

ONE-YEAR CHANGE IN SALES
OF LENDER-MEDIATED

PERCENT OF SALES THAT WERE DISTRESSED



TOP AREAS: LENDER-MEDIATED MARKET SHARE IN 2020

92061 – Pauma Valley	6.7%
92091 – Rancho Santa Fe	2.7%
92173 – San Ysidro	1.2%
92139 – Paradise Hills	1.2%
92029 – Escondido	1.1%
92084 – Vista	0.9%
92025 – Escondido	0.9%
92082 – Valley Center	0.9%
92065 – Ramona	0.9%
92083 – Vista	0.9%
92028 – Fallbrook	0.8%
92024 – Encinitas	0.8%
92067 – Rancho Santa Fe	0.7%
92064 – Poway	0.5%
92122 – University City	0.5%
92075 – Solana Beach	0.5%
92026 – Escondido	0.4%
92014 – Del Mar	0.4%
92056 – Oceanside	0.4%
92128 – Rancho Bernardo	0.3%
92027 – Escondido	0.3%
92078 – San Marcos	0.3%
92057 – Oceanside	0.3%
92009 – Carlsbad	0.2%
92081 – Vista	0.2%
92127 – Rancho Bernardo	0.2%

DISTRESSED HOMES REVIEW

+ 10.5%

THREE-YEAR CHANGE IN PRICE
ALL PROPERTIES

+ 12.5%

THREE-YEAR CHANGE IN PRICE
TRADITIONAL PROPERTIES

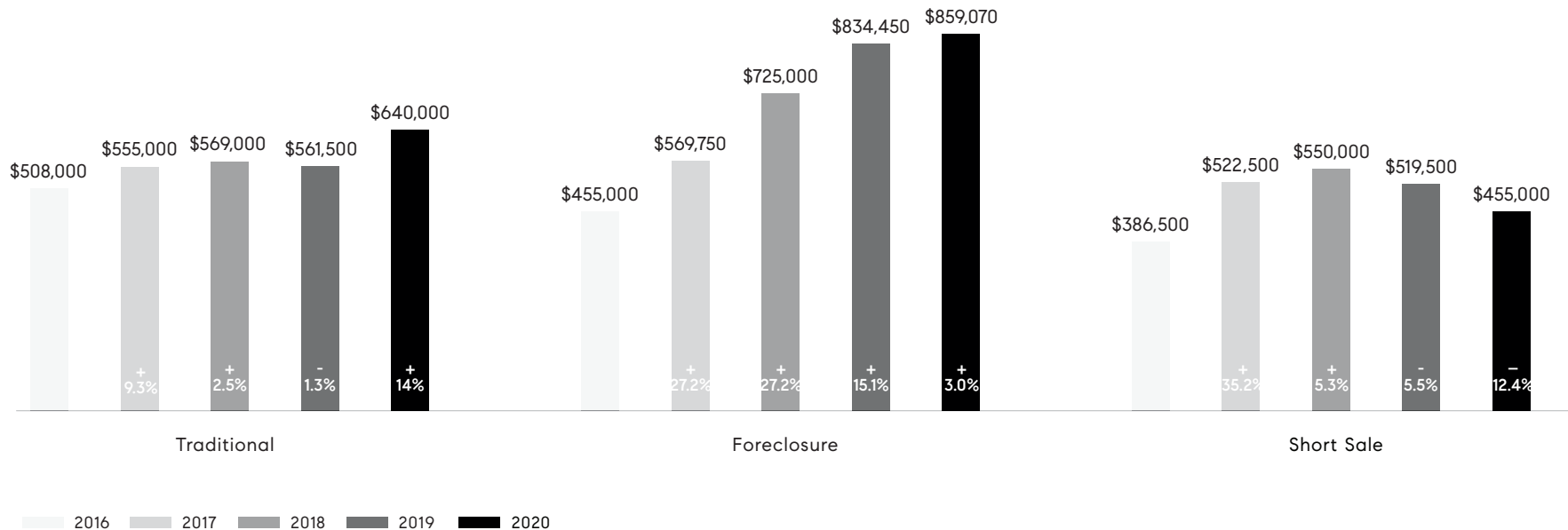
+ 18.5%

THREE-YEAR CHANGE IN PRICE
FORECLOSURE

- 17.3%

THREE-YEAR CHANGE IN PRICE
SHORT SALE

MEDIAN SALES PRICE



AREA OVERVIEWS

BY ZIP CODE

ZIP CODE	TOTAL CLOSED SALES	CHANGE FROM 2019	PERCENT SINGLE-FAMILY ATTACHED	PERCENT FORECLOSURES	NEW LISTINGS	DAYS ON MARKET	PENDING SALES
91901 – Alpine	286	+ 9.6%	10.8%	0.0%	357	26	295
91902 – Bonita	202	- 1.9%	14.4%	0.0%	254	21	211
91905 – Boulevard	28	+ 55.6%	0.0%	0.0%	44	66	28
91906 – Campo	66	- 7.0%	0.0%	0.0%	82	41	67
91910 – Chula Vista	490	- 8.1%	26.7%	0.0%	582	19	507
91911 – Chula Vista	492	- 8.0%	21.1%	0.0%	595	21	520
91913 – Chula Vista	720	- 11.1%	40.1%	0.0%	830	17	744
91914 – Chula Vista	218	- 8.8%	29.4%	0.0%	248	22	227
91915 – Chula Vista	481	- 11.9%	45.5%	0.0%	538	15	488
91916 – Descanso	44	+ 83.3%	0.0%	0.0%	49	60	44
91917 – Dulzura	5	- 37.5%	0.0%	0.0%	9	20	7
91931 – Guatay	4	0.0%	0.0%	0.0%	7	85	6
91932 – Imperial Beach	224	0.0%	46.0%	0.0%	342	36	232
91934 – Jacumba	8	0.0%	0.0%	0.0%	30	52	9
91935 – Jamul	130	+ 3.2%	0.0%	0.0%	157	33	128
91941 – La Mesa	410	- 2.8%	10.0%	0.0%	523	19	417
91942 – La Mesa	478	+ 10.6%	34.5%	0.0%	572	15	502
91945 – Lemon Grove	235	- 0.8%	5.5%	0.0%	292	15	263
91948 – Mount Laguna	7	- 12.5%	0.0%	0.0%	5	81	5
91950 – National City	194	- 9.8%	18.6%	0.0%	276	17	215
91962 – Pine Valley	36	- 7.7%	2.8%	0.0%	48	28	37

AREA OVERVIEWS

BY ZIP CODE

ZIP CODE	TOTAL CLOSED SALES	CHANGE FROM 2019	PERCENT SINGLE-FAMILY ATTACHED	PERCENT FORECLOSURES	NEW LISTINGS	DAYS ON MARKET	PENDING SALES
91963 – Potrero	11	+ 22.2%	0.0%	0.0%	14	97	13
91977 – Spring Valley	649	- 3.90%	18.3%	0.0%	743	19	658
91978 – Spring Valley	113	+ 24.2%	26.5%	0.0%	145	17	120
91980 – Tecate	0	--	0.0%	0.0%	1	0	0
92003 – Bonsall	123	+ 66.2%	20.3%	0.0%	152	45	126
92004 – Borrego Springs	154	+ 16.7%	14.3%	0.0%	238	103	155
92007 – Cardiff	174	+ 22.5%	35.1%	0.0%	261	33	174
92008 – Carlsbad	368	+ 10.8%	34.8%	0.0%	530	34	377
92009 – Carlsbad	868	+ 13.6%	35.3%	0.0%	1,078	24	891
92010 – Carlsbad	284	- 6.30%	37.3%	0.0%	337	24	290
92011 – Carlsbad	459	+ 24.7%	23.1%	0.0%	550	30	453
92014 – Del Mar	253	+ 9.1%	26.5%	0.0%	406	49	262
92019 – El Cajon	576	+ 7.7%	23.8%	0.0%	754	17	617
92020 – El Cajon	510	- 1.2%	21.4%	0.0%	687	19	524
92021 – El Cajon	625	- 9.3%	21.8%	0.0%	742	26	643
92024 – Encinitas	693	+ 7.3%	25.0%	0.0%	929	32	719
92025 – Escondido	420	+ 6.6%	20.7%	0.0%	483	24	431
92026 – Escondido	735	- 6.0%	16.7%	0.0%	887	27	746
92027 – Escondido	606	0.0%	17.3%	0.00	720	22	629
92028 – Fallbrook	973	+ 10.8%	3.5%	0.0%	1,161	39	995
92029 – Escondido	370	+ 9.8%	4.9%	0.0%	434	33	365

AREA OVERVIEWS

BY ZIP CODE

ZIP CODE	TOTAL CLOSED SALES	CHANGE FROM 2019	PERCENT SINGLE-FAMILY ATTACHED	PERCENT FORECLOSURES	NEW LISTINGS	DAYS ON MARKET	PENDING SALES
92036 – Julian	129	+ 63.3%	0.0%	0.0%	155	67	134
92037 – La Jolla	768	+ 5.6%	44.0%	0.0%	1,312	46	796
92040 – Lakeside	575	+ 14.1%	18.8%	0.0%	689	24	607
92054 – Oceanside	496	+ 8.3%	41.3%	0.0%	684	38	527
92056 – Oceanside	834	- 1.4%	36.0%	0.0%	965	20	843
92057 – Oceanside	961	- 0.4%	31.4%	0.0%	1,117	24	989
92058 – Oceanside	255	- 16.90%	32.9%	0.0%	331	25	276
92059 – Pala	6	0.0%	0.0%	0.0%	8	20	6
92061 – Pauma Valley	44	+ 33.3%	22.7%	0.0%	66	73	53
92064 – Poway	568	- 4.40%	9.5%	0.0%	678	21	575
92065 – Ramona	639	+ 6.1%	7.4%	0.0%	734	29	658
92066 – Ranchita	3	- 75.0%	0.0%	0.0%	11	17	5
92067 – Rancho Santa Fe	280	+ 34.6%	2.9%	0.0%	495	75	298
92069 – San Marcos	445	- 17.6%	19.8%	0.0%	546	22	473
92070 – Santa Ysabel	13	- 13.3%	0.0%	0.0%	24	83	14
92071 – Santee	833	- 3.6%	31.6%	0.0%	978	16	865
92075 – Solana Beach	201	+ 8.1%	49.8%	0.0%	299	41	197
92078 – San Marcos	928	+ 1.2%	28.9%	0.0%	1,058	28	935
92081 – Vista	444	+ 13.3%	23.4%	0.00	487	27	450
92082 – Valley Center	289	+ 10.3%	0.0%	0.0%	395	52	306
92083 – Vista	343	+ 12.5%	21.6%	0.0%	414	26	361

AREA OVERVIEWS

BY ZIP CODE

ZIP CODE	TOTAL CLOSED SALES	CHANGE FROM 2019	PERCENT SINGLE-FAMILY ATTACHED	PERCENT FORECLOSURES	NEW LISTINGS	DAYS ON MARKET	PENDING SALES
92084 – Vista	503	+ 7.2%	9.9%	0.0%	608	30	507
92086 – Warner Springs	46	+ 7.0%	0.0%	0.0%	62	80	47
92091 – Rancho Santa Fe	74	+ 27.6%	36.5%	0.0%	101	71	71
92101 – Downtown SD	920	+ 13.2%	95.8%	0.0%	1,845	38	937
92102 – Golden Hill	275	+ 34.8%	36.0%	0.0%	374	19	286
92103 – Mission Hills / Hillcrest–Midtown	493	0.0%	61.9%	0.0%	826	30	508
92104 – North Park	471	+ 14.0%	44.2%	0.0%	617	20	482
92105 – East San Diego	336	+ 0.9%	37.2%	0.0%	444	23	350
92106 – Point Loma	303	+ 19.3%	24.1%	0.0%	465	25	302
92107 – Ocean Beach	296	+ 21.3%	38.9%	0.0%	376	31	289
92108 – Mission Valley	516	+ 14.4%	92.1%	0.0%	666	23	526
92109 – Pacific Beach	564	+ 11.7%	58.0%	0.0%	856	31	603
92110 – Old Town	321	- 4.2%	62.6%	0.0%	446	21	339
92111 – Linda Vista	417	- 7.5%	46.3%	0.0%	511	16	431
92113 – Logan Heights	171	+ 17.1%	28.1%	0.0%	223	27	176
92114 – Encanto	443	- 12.1%	2.9%	0.0%	520	19	462
92115 – San Diego	569	- 3.4%	36.0%	0.0%	745	19	587
92116 – Normal Heights	390	- 3.2%	36.7%	0.0%	502	20	401
92117 – Clairemont Mesa	543	- 4.7%	20.3%	0.0%	644	16	560

AREA OVERVIEWS

BY ZIP CODE

ZIP CODE	TOTAL CLOSED SALES	CHANGE FROM 2019	PERCENT SINGLE-FAMILY ATTACHED	PERCENT FORECLOSURES	NEW LISTINGS	DAYS ON MARKET	PENDING SALES
92118 – Coronado	343	+ 14.7%	41.4%	0.0%	504	59	353
92119 – San Carlos	351	- 14.2%	31.1%	0.0%	422	14	364
92120 – Del Cerro	473	+ 2.8%	28.8%	0.0%	542	16	484
92121 – Sorrento Valley	52	+ 8.3%	51.9%	0.0%	64	18	54
92122 – University City	400	- 2.7%	63.3%	0.0%	543	24	412
92123 – Mission Valley	296	+ 8.0%	31.8%	0.0%	355	16	313
92124 – Tierrasanta	239	- 2.8%	38.9%	0.0%	279	15	245
92126 – Mira Mesa	534	- 9.8%	33.1%	0.0%	622	13	542
92127 – Rancho Bernardo	881	+ 11.8%	31.2%	0.0%	1,036	23	888
92128 – Rancho Bernardo	923	- 3.2%	42.1%	0.0%	1,057	18	951
92129 – Rancho Penasquitos	453	- 12.4%	31.3%	0.0%	510	16	471
92130 – Carmel Valley	729	+ 1.3%	30.6%	0.0%	946	24	765
92131 – Scripps Miramar	494	+ 1.2%	36.4%	0.0%	565	18	505
92139 – Paradise Hills	251	- 12.8%	40.2%	0.0%	302	14	254
92154 – Otay Mesa	518	- 7.5%	34.4%	0.0%	597	20	526
92173 – San Ysidro	77	- 28.7%	53.2%	0.0%	101	18	84

AREA HISTORICAL MEDIAN PRICES

BY ZIP CODE

ZIP CODE	2016	2017	2018	2019	2020	CHANGE FROM 2019	CHANGE FROM 2016
91901 – Alpine	\$540,000	\$572,500	\$620,000	\$630,000	\$667,500	+ 6.0%	+ 23.6%
91902 – Bonita	\$614,750	\$637,000	\$693,500	\$677,500	\$756,000	+ 11.6%	+ 23.0%
91905 – Boulevard	\$259,750	\$242,500	\$279,500	\$312,500	\$361,250	+ 15.6%	+ 39.1%
91906 – Campo	\$260,000	\$300,000	\$312,000	\$316,000	\$360,000	+ 13.9%	+ 38.5%
91910 – Chula Vista	\$430,000	\$474,950	\$505,000	\$525,000	\$560,000	+ 6.7%	+ 30.2%
91911 – Chula Vista	\$405,000	\$435,750	\$458,000	\$470,000	\$530,000	+ 12.8%	+ 30.9%
91913 – Chula Vista	\$468,500	\$500,000	\$526,000	\$544,500	\$575,000	+ 5.6%	+ 22.7%
91914 – Chula Vista	\$617,500	\$650,000	\$710,000	\$681,000	\$727,500	+ 6.8%	+ 17.8%
91915 – Chula Vista	\$460,000	\$478,000	\$500,000	\$507,000	\$550,000	+ 8.5%	+ 19.6%
91916 – Descanso	\$423,500	\$442,500	\$449,000	\$471,500	\$484,000	+ 2.7%	+ 14.3%
91917 – Dulzura	\$398,500	\$410,000	\$407,500	\$490,000	\$498,900	+ 1.8%	+ 25.2%
91931 – Guatay	\$22,000	\$75,000	\$0	\$395,000	\$109,500	- 72.3%	+ 397.7%
91932 – Imperial Beach	\$465,000	\$549,950	\$580,000	\$575,000	\$640,000	+ 11.3%	+ 37.6%
91934 – Jacumba	\$162,250	\$130,000	\$178,000	\$177,500	\$222,000	+ 25.1%	+ 36.8%
91935 – Jamul	\$559,000	\$620,000	\$625,000	\$670,000	\$775,000	+ 15.7%	+ 38.6%
91941 – La Mesa	\$545,000	\$610,000	\$625,000	\$649,500	\$730,000	+ 12.4%	+ 33.9%
91942 – La Mesa	\$430,000	\$460,000	\$504,000	\$510,000	\$560,500	+ 9.9%	+ 30.3%
91945 – Lemon Grove	\$408,000	\$433,900	\$456,500	\$474,000	\$527,000	+ 11.2%	+ 29.2%
91948 – Mount Laguna	\$255,000	\$110,000	\$145,000	\$140,000	\$125,000	- 10.7%	- 51.0%
91950 – National City	\$350,000	\$400,000	\$420,000	\$440,000	\$475,000	+ 8.0%	+ 35.7%
91962 – Pine Valley	\$420,000	\$438,250	\$451,250	\$466,000	\$485,500	+ 4.2%	+ 15.6%

AREA HISTORICAL MEDIAN PRICES

BY ZIP CODE

ZIP CODE	2016	2017	2018	2019	2020	CHANGE FROM 2019	CHANGE FROM 2016
91963 – Potrero	\$281,500	\$407,500	\$405,000	\$277,000	\$245,000	- 11.6%	- 13.0%
91977 – Spring Valley	\$405,000	\$425,000	\$455,000	\$470,000	\$520,000	+ 10.6%	+ 28.4%
91978 – Spring Valley	\$412,000	\$455,450	\$479,000	\$529,900	\$569,000	+ 7.4%	+ 38.1%
91980 – Tecate	\$0	\$360,000	\$0	\$500,000	\$0	- 100.0%	--
92003 – Bonsall	\$541,500	\$581,500	\$592,500	\$615,500	\$669,000	+ 8.7%	+ 23.5%
92004 – Borrego Springs	\$173,000	\$181,000	\$187,500	\$170,000	\$185,500	+ 9.1%	+ 7.2%
92007 – Cardiff	\$1,175,000	\$1,180,000	\$1,275,000	\$1,325,000	\$1,550,000	+ 17.0%	+ 31.9%
92008 – Carlsbad	\$785,000	\$825,000	\$880,000	\$902,000	\$990,000	+ 9.8%	+ 26.1%
92009 – Carlsbad	\$747,000	\$827,500	\$870,000	\$856,250	\$895,750	+ 4.6%	+ 19.9%
92010 – Carlsbad	\$633,000	\$668,000	\$726,500	\$709,947	\$755,000	+ 6.3%	+ 19.3%
92011 – Carlsbad	\$730,900	\$812,750	\$830,000	\$872,450	\$950,000	+ 8.9%	+ 30.0%
92014 – Del Mar	\$1,460,750	\$1,573,000	\$1,737,500	\$1,700,000	\$1,680,000	- 1.2%	+ 15.0%
92019 – El Cajon	\$447,750	\$474,450	\$505,000	\$540,350	\$595,000	+ 10.1%	+ 32.9%
92020 – El Cajon	\$435,000	\$465,000	\$494,000	\$515,000	\$560,000	+ 8.7%	+ 28.7%
92021 – El Cajon	\$400,000	\$432,000	\$454,500	\$475,000	\$510,000	+ 7.4%	+ 27.5%
92024 – Encinitas	\$875,000	\$966,500	\$1,047,500	\$1,115,000	\$1,215,000	+ 9.0%	+ 38.9%
92025 – Escondido	\$480,000	\$480,000	\$510,500	\$513,750	\$575,000	+ 11.9%	+ 19.8%
92026 – Escondido	\$440,000	\$469,000	\$500,000	\$504,000	\$560,500	+ 11.2%	+ 27.4%
92027 – Escondido	\$419,500	\$440,000	\$464,000	\$484,625	\$530,000	+ 9.4%	+ 26.3%
92028 – Fallbrook	\$505,000	\$540,000	\$565,000	\$562,000	\$620,000	+ 10.3%	+ 22.8%
92029 – Escondido	\$597,400	\$647,816	\$639,500	\$703,043	\$742,102	+ 5.6%	+ 24.2%

AREA HISTORICAL MEDIAN PRICES

BY ZIP CODE

ZIP CODE	2016	2017	2018	2019	2020	CHANGE FROM 2019	CHANGE FROM 2016
92036 – Julian	\$329,000	\$347,000	\$395,000	\$375,000	\$442,500	+ 18.0%	+ 34.5%
92037 – La Jolla	\$1,060,000	\$1,230,000	\$1,300,000	\$1,395,000	\$1,550,000	+ 11.1%	+ 46.2%
92040 – Lakeside	\$430,000	\$475,000	\$485,000	\$505,000	\$550,000	+ 8.9%	+ 27.9%
92054 – Oceanside	\$540,000	\$595,000	\$625,000	\$639,000	\$675,500	+ 5.7%	+ 25.1%
92056 – Oceanside	\$460,500	\$502,000	\$540,000	\$540,000	\$575,000	+ 6.5%	+ 24.9%
92057 – Oceanside	\$410,000	\$449,990	\$452,000	\$475,000	\$520,000	+ 9.5%	+ 26.8%
92058 – Oceanside	\$360,000	\$345,000	\$378,000	\$382,500	\$411,000	+ 7.5%	+ 14.2%
92059 – Pala	\$452,000	\$589,937	\$480,000	\$606,000	\$675,000	+ 11.4%	+ 49.3%
92061 – Pauma Valley	\$385,500	\$502,450	\$422,500	\$494,950	\$505,250	+ 2.1%	+ 31.1%
92064 – Poway	\$615,000	\$700,000	\$735,000	\$720,750	\$807,500	+ 12.0%	+ 31.3%
92065 – Ramona	\$458,000	\$505,000	\$520,000	\$531,750	\$585,000	+ 10.0%	+ 27.7%
92066 – Ranchita	\$400,000	\$375,000	\$302,000	\$322,500	\$395,000	+ 22.5%	- 1.3%
92067 – Rancho Santa Fe	\$2,286,250	\$2,227,500	\$2,347,000	\$2,500,000	\$2,717,500	+ 8.7%	+ 18.9%
92069 – San Marcos	\$479,000	\$520,000	\$549,950	\$550,000	\$599,000	+ 8.9%	+ 25.1%
92070 – Santa Ysabel	\$435,000	\$539,000	\$565,500	\$535,000	\$525,000	- 1.9%	+ 20.7%
92071 – Santee	\$417,000	\$446,250	\$487,000	\$496,000	\$549,450	+ 10.8%	+ 31.8%
92075 – Solana Beach	\$965,000	\$1,132,000	\$1,275,000	\$1,192,600	\$1,255,000	+ 5.2%	+ 30.1%
92078 – San Marcos	\$499,000	\$555,000	\$605,000	\$606,500	\$629,000	+ 3.7%	+ 26.1%
92081 – Vista	\$476,750	\$530,000	\$555,000	\$547,000	\$600,000	+ 9.7%	+ 25.9%
92082 – Valley Center	\$535,000	\$598,500	\$625,000	\$605,500	\$685,000	+ 13.1%	+ 28.0%
92083 – Vista	\$390,000	\$423,000	\$443,750	\$463,750	\$530,000	+ 14.3%	+ 35.9%

AREA HISTORICAL MEDIAN PRICES

BY ZIP CODE

ZIP CODE	2015	2016	2017	2018	2019	CHANGE FROM 2018	CHANGE FROM 2016
92084 – Vista	\$470,000	\$525,000	\$530,000	\$554,450	\$615,000	+ 10.9%	+ 30.9%
92086 – Warner Springs	\$250,000	\$169,900	\$189,900	\$265,000	\$292,500	+ 10.4%	+ 17.0%
92091 – Rancho Santa Fe	\$1,090,500	\$1,332,900	\$1,323,000	\$1,282,950	\$1,265,000	- 1.4%	+ 16.0%
92101 – Downtown SD	\$505,000	\$540,000	\$550,000	\$541,000	\$550,024	+ 1.7%	+ 8.9%
92102 – Golden Hill	\$379,500	\$396,750	\$427,000	\$440,000	\$491,000	+ 11.6%	+ 29.4%
92103 – Mission Hills / Hillcrest-Midtown	\$584,000	\$633,575	\$680,000	\$705,000	\$730,000	+ 3.5%	+ 25.0%
92104 – North Park	\$450,000	\$505,000	\$575,000	\$583,233	\$625,000	+ 7.2%	+ 38.9%
92105 – East San Diego	\$355,000	\$386,000	\$408,250	\$400,900	\$455,000	+ 13.5%	+ 28.2%
92106 – Point Loma	\$925,000	\$995,000	\$1,065,000	\$1,052,500	\$1,110,000	+ 5.5%	+ 20.0%
92107 – Ocean Beach	\$695,000	\$839,952	\$850,500	\$856,350	\$925,000	+ 8.0%	+ 33.1%
92108 – Mission Valley	\$352,500	\$375,000	\$385,000	\$416,518	\$449,500	+ 7.9%	+ 27.5%
92109 – Pacific Beach	\$696,500	\$789,000	\$849,000	\$900,000	\$915,000	+ 1.7%	+ 31.4%
92110 – Old Town	\$430,000	\$482,500	\$522,500	\$540,000	\$539,900	- 0.0%	+ 25.6%
92111 – Linda Vista	\$469,500	\$500,000	\$565,000	\$575,000	\$614,500	+ 6.9%	+ 30.9%
92113 – Logan Heights	\$317,500	\$369,000	\$395,000	\$410,000	\$457,000	+ 11.5%	+ 43.9%
92114 – Encanto	\$385,000	\$420,000	\$443,000	\$465,000	\$515,000	+ 10.8%	+ 33.8%
92115 – San Diego	\$440,000	\$463,000	\$485,000	\$529,000	\$545,000	+ 3.0%	+ 23.9%
92116 – Normal Heights	\$489,000	\$555,750	\$598,000	\$620,000	\$672,500	+ 8.5%	+ 37.5%
92117 – Clairemont Mesa	\$545,000	\$610,000	\$649,000	\$675,000	\$725,000	+ 7.4%	+ 33.0%
92118 – Coronado	\$1,475,000	\$1,564,375	\$1,661,637	\$1,698,000	\$1,797,500	+ 5.9%	+ 21.9%

AREA HISTORICAL MEDIAN PRICES

BY ZIP CODE

ZIP CODE	2016	2017	2018	2019	2020	CHANGE FROM 2019	CHANGE FROM 2016
92119 – San Carlos	\$525,000	\$555,000	\$565,000	\$612,000	\$660,000	+ 7.8%	+ 25.7%
92120 – Del Cerro	\$540,000	\$571,000	\$615,000	\$650,000	\$697,000	+ 7.2%	+ 29.1%
92121 – Sorrento Valley	\$560,000	\$606,250	\$675,000	\$696,000	\$699,500	+ 0.5%	+ 24.9%
92122 – University City	\$480,000	\$527,000	\$550,000	\$664,500	\$636,000	- 4.3%	+ 32.5%
92123 – Mission Valley	\$505,000	\$550,000	\$589,000	\$610,000	\$657,063	+ 7.7%	+ 30.1%
92124 – Tierrasanta	\$515,500	\$549,500	\$605,200	\$621,000	\$700,000	+ 12.7%	+ 35.8%
92126 – Mira Mesa	\$499,500	\$529,000	\$578,000	\$580,000	\$660,000	+ 13.8%	+ 32.1%
92127 – Rancho Bernardo	\$739,000	\$865,000	\$890,000	\$959,000	\$993,000	+ 3.5%	+ 34.4%
92128 – Rancho Bernardo	\$490,000	\$541,250	\$600,000	\$604,500	\$645,000	+ 6.7%	+ 31.6%
92129 – Rancho Penasquitos	\$660,000	\$712,750	\$750,000	\$770,000	\$820,750	+ 6.6%	+ 24.4%
92130 – Carmel Valley	\$913,945	\$989,900	\$1,125,000	\$1,145,000	\$1,201,000	+ 4.9%	+ 31.4%
92131 – Scripps Miramar	\$699,000	\$767,000	\$805,000	\$791,000	\$885,000	+ 11.9%	+ 26.6%
92139 – Paradise Hills	\$361,000	\$410,000	\$425,000	\$450,000	\$475,000	+ 5.6%	+ 31.6%
92154 – Otay Mesa	\$400,000	\$434,000	\$465,000	\$468,000	\$519,500	+ 11.0%	+ 29.9%
92173 – San Ysidro	\$350,000	\$365,000	\$293,700	\$372,000	\$375,000	+ 0.8%	+ 7.1%

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