

JANUARY 20, 2026 - WRITTEN BY STEVEN THOMAS

PREPARE FOR LAUNCH

IT IS OFFICIALLY THE START OF THE WINTER MARKET WHEN BUYER
DEMAND SURGES HIGHER, INVENTORY RISES AT A SLOWER PACE, AND
THE MARKET SPEEDS UP NOTICEABLY.



So many are anticipating the return of the summer Olympics to Los Angeles in 2028. The opening ceremonies, track and field, swimming, basketball, soccer, gymnastics, cycling, volleyball, and a variety of other sports are all converging on Southern California in 2½ years. Just about everyone has their favorite. For those who want to attend one of the events in person, the presale registration opened up on January 14th at 7 a.m. There were over 1.5 million ticket registrations in the first 24 hours, the most in Olympic history. There was so much interest that wait times exceeded an hour. Demand for tickets surged, and the LA28 Olympic Committee expects to sell 14 million tickets, breaking the record set at the Paris 2024 Games.

Now that housing has reached mid-January, it feels like tickets just went on sale for buyers to tour houses, write offers, and secure their next home. While the San Diego County housing market is not going to set any sales records, housing demand will surge higher over the next several weeks. Housing is transitioning from the Holiday Market, which runs from mid-November through the first couple of weeks of the New Year, the slowest time of the year with very little buyer activity, to the Winter Market, running from mid-January through mid-March, when buyer demand explodes higher. The supply of available homes increases, but at a slower pace than demand, leading the market to accelerate noticeably.

Regardless of the year or economic conditions, the housing market always improves dramatically starting in mid-January. Buyer demand (a snapshot of the number of new pending sales over the prior month) rockets higher. It started the Winter Market last year with 1,143 pending sales, and by mid-March, demand had grown to 1,836, an increase of 693, or 61%. In 2023, it jumped by 44%, and in 2024, it grew by 43%. The 3-year average before COVID (2017-2019) was a 40% rise.

San Diego County Winter Market

	Inventory Rise from mid-January to mid-March	Demand Rise from mid-January to mid-March	Expected Market Time Drop from mid-January to mid-March
2025	+21%	+61%	-25 Days
2024	+8%	+43%	-15 Days
2023	-20%	+44%	-27 Days
3-Year Average (2017 to 2019)	+4%	+40%	-20 Days

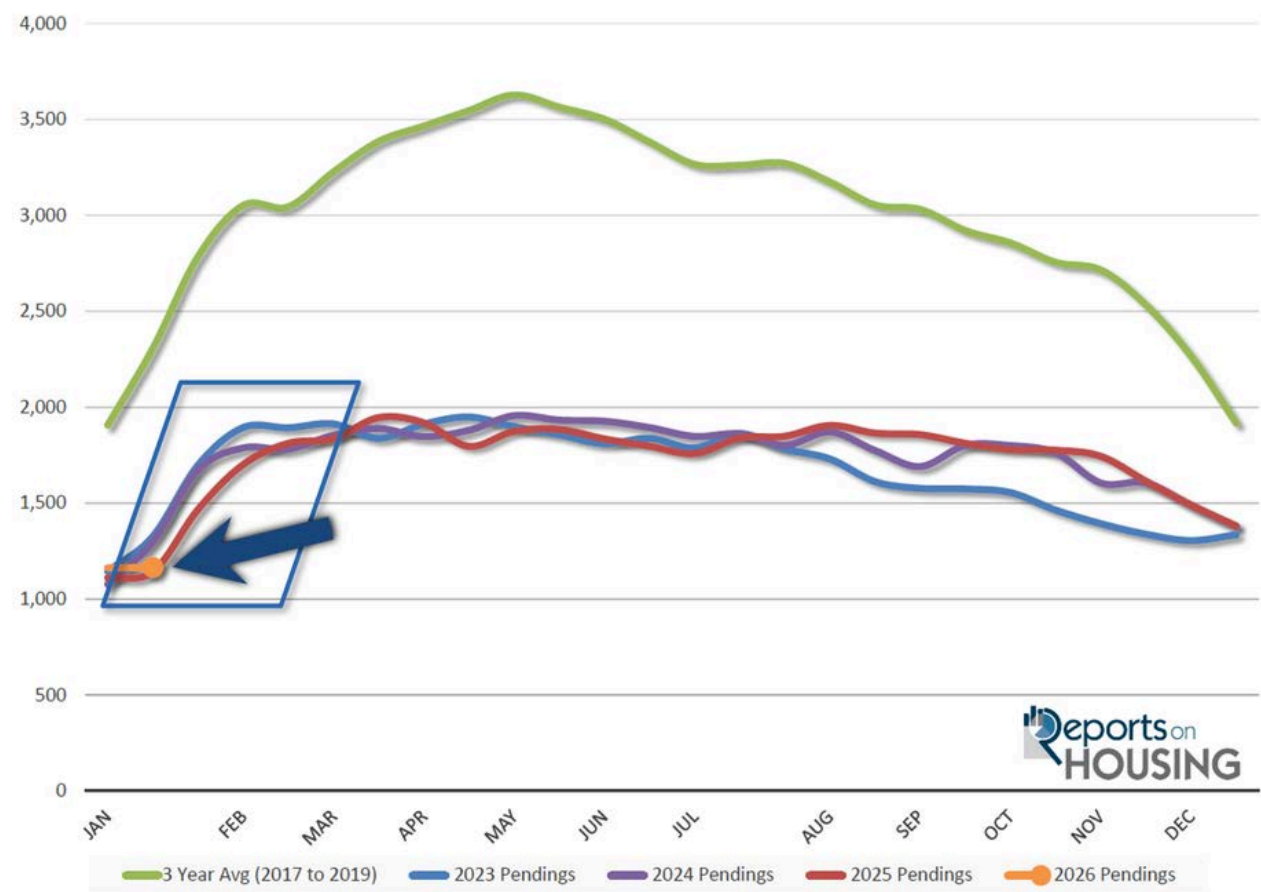
The supply of available homes, on the other hand, rises much more slowly than demand. The inventory to start the Winter Market last year was 3,770, and by mid-March, it had

grown to 4,543, an increase of 773 homes, up 21%. In 2023, it dropped by 20%; in 2024, it rose by 8%. The 3-year average before COVID was a 4% increase.

With demand soaring while inventory climbs more slowly, the market accelerates rapidly from week to week. Last year, the Expected Market Time (the number of days it takes to sell all San Diego County listings at the current buying pace) was 99 days in mid-January and decreased to 74 days in mid-March, a noticeable 25-day drop. In 2023, it plunged by 27 days, and in 2024, it dropped by 15 days. The 3-year average decline before COVID was 20 days.

Demand will increase substantially from now through mid-March. Today's 1,165 demand reading is the second lowest mid-January level since tracking began in 2012, only behind last year's 1,143 pending sales. The pre-pandemic average was 2,308, a sizable 98% more than today, nearly double. Nonetheless, there will be a lot more activity. An increasing number of buyers will begin searching for a home. The number of new prospective buyers will outpace the number of homes coming on the market, even at these muted levels.

**SAN DIEGO COUNTY
DEMAND YEAR-OVER-YEAR**



Many wonder why the market improves so rapidly in January and February. It all boils down to supply and demand. The hordes of buyers who placed their home searching efforts on hold to enjoy the holidays reemerge and jump right back into the housing market in mid-January. With today's lower mortgage rate environment, between 6% and 6.5% since September 3rd of last year, affordability has dramatically improved compared to 2025, when it was stuck above 7% to start the year. Today's 6.21% rate is nearly a whole percentage point better than last year's 7.08%. In fact, rates have not been at these levels for a duration since the Federal Reserve began increasing the Federal Funds rate in 2022.

Yet, the inventory does not increase as rapidly as demand. Many sellers wait until the Spring Market, when demand hits its annual peak, the busiest time of the year. It is also

when more homes are listed for sale. January and February are slower months for new sellers. February is the third-lowest month of the year for new FOR SALE signs, only behind November and December. January is not much different. The pace of homes coming on the market does not really accelerate until March, the start of spring.

San Diego County Homes Coming on the Market
3-Year Average (2023 to 2025)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Homes Placed on Market	2,823	2,571	3,032	3,145	3,400	3,300	3,183	3,098	2,853	2,901	2,100	1,538
% of Annual Homes Placed on Market	8.3%	7.6%	8.9%	9.3%	10.0%	9.7%	9.4%	9.1%	8.4%	8.5%	6.2%	4.5%
Month Rank	#9	#10	#6	#4	#1	#2	#3	#5	#8	#7	#11	#12



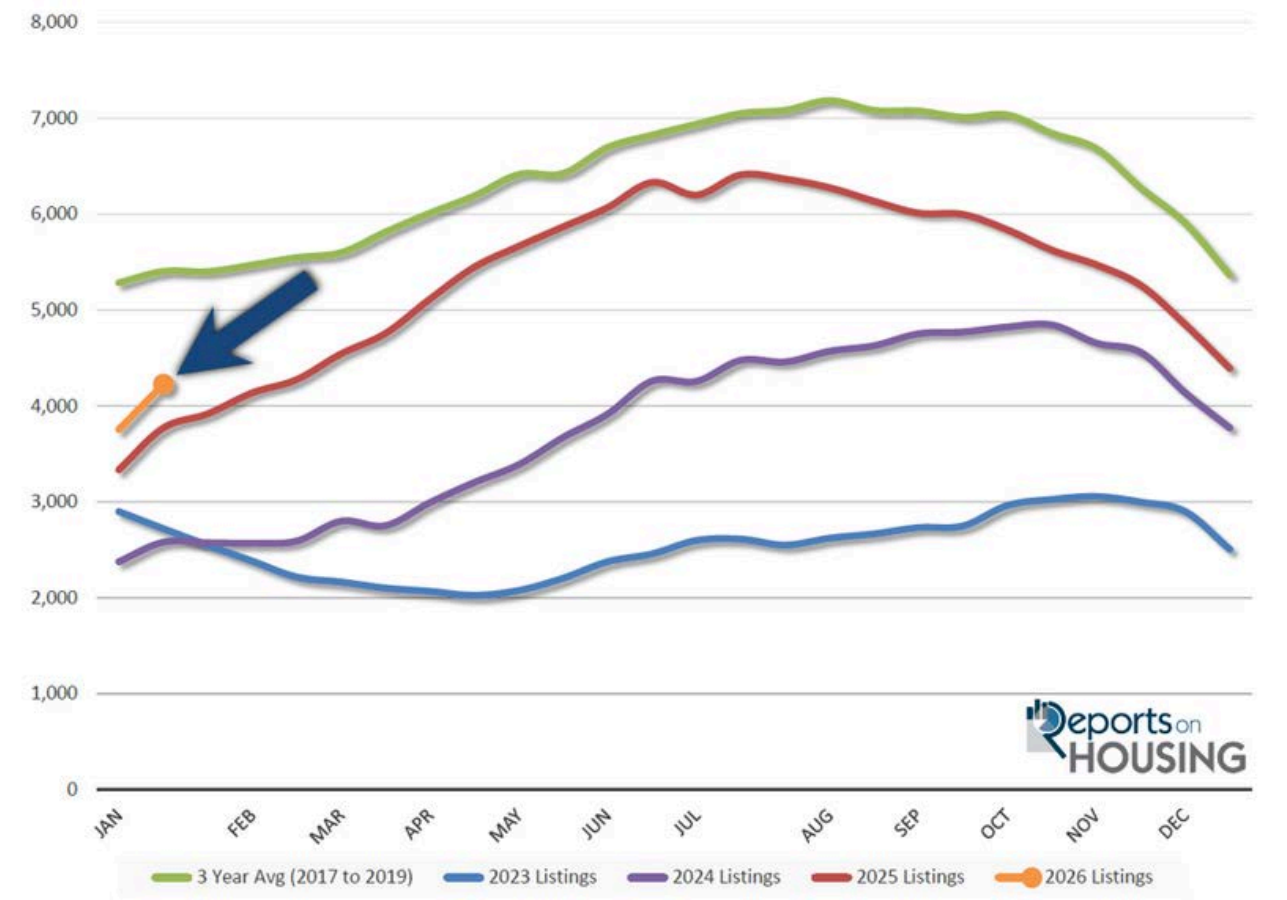
The Winter Market has officially arrived. Buyers are finally back, and they are matched up with a limited number of available homes to start the year. Prepare for launch!



ACTIVE LISTINGS
THE INVENTORY INCREASED BY 13% IN THE PAST COUPLE OF WEEKS.

The active listing inventory increased by 472 homes in the past two weeks, up 13%, and now sits at 4,227, its highest mid-January level since 2020 when it reached 4,658.

SAN DIEGO COUNTY
ACTIVE LISTING INVENTORY YEAR-OVER-YEAR



The two-week rise was higher than usual. The 3-year average rise before COVID (2017-

2019) was 2% or 113 homes. The sharper increase also occurred last year and is most likely due to the large number of homes that delisted during the holiday, only to come back on over the past couple of weeks. Similar to last year, expect the rise over the next two weeks to be only slight as demand surges, making it much harder to build inventory for the remainder of January. The inventory should rise faster in February and continue growing until peaking sometime during the summer.

Last year, the inventory was at 3,770 homes, **11% lower, or 457 fewer**. The 3-year average before COVID (2017 through 2019) was 5,402, an additional 1,175 homes, or 28% more.

Homeowners continue to “hunker down” in their homes, unwilling to move because of their current, underlying, locked-in, low fixed-rate mortgage. This trend has been easing from the lows established in 2023. Through December, 38,681 homes were placed on the market in San Diego County, 13,948 fewer than the 3-year average before COVID (2017-2019), 27% less. In 2024, 34,667 homes entered the market, compared to 28,485 in 2023. More sellers opted to sell in 2025. Yet, fewer homes were placed on the market year over year from August to November.



DEMAND

DEMAND ROSE BY ONLY TWO PENDING SALES OVER THE PAST COUPLE OF WEEKS.

Demand, a snapshot of the number of new pending sales over the prior month, increased from 1,163 to 1,165 in the past couple of weeks, up only two pending sales, nearly unchanged. The two-week stall was highly unusual. Last year it rose by 3%, and in 2024 it jumped by 21%. That is all about to change as buyers finally reemerge from their holiday slumber. Expect demand to surge over the next several weeks, far outpacing the rise in inventory. It will continuously rise until peaking between April and May. It will be interesting to see the year-over-year demand difference as momentum builds and mortgage rates remain substantially lower than they were at this time last year.

Last year, demand was 1,143, with **22 fewer pending sales, or 2% less**. The 3-year average before COVID (2017 to 2019) was 2,218 pending sales, **90% more than today, or an additional 1,053**.

As the Federal Reserve has indicated, it is essential to watch all economic releases for signs of slowing. That is the only path to lower mortgage rates at this time. These releases can cause mortgage rates to rise or fall, depending on how they compare with market expectations. This week marks the release of the S&P Global Manufacturing and Services Purchasing Managers Index (PMI), which tracks the strength of the U.S. manufacturing and services sectors. Next week, the Federal Reserve meets and will conduct a press conference to announce its decision on the Federal Funds rate. Finally, the Personal Consumption Expenditures – Price Index (PCE), the Fed’s preferred inflation gauge, will be released on Friday, January 30th.



EXPECTED MARKET TIME

THE MARKET SLOWED IMMENSELY OVER THE PAST COUPLE OF WEEKS.

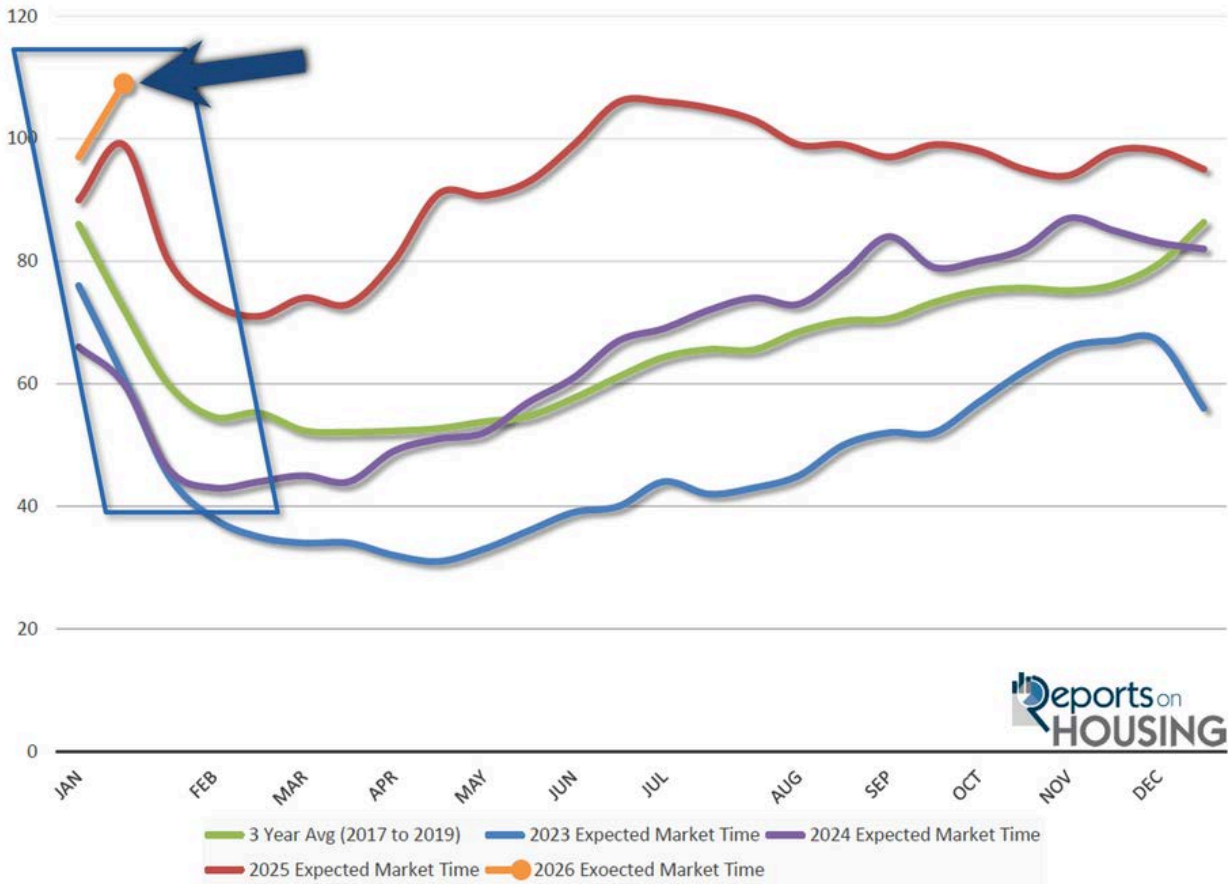
With the supply of available homes rising by 472 homes, **up 13%**, and demand only rising by two pending sales, **nearly unchanged**, the Expected Market Time (the number of days it takes to sell all San Diego County listings at the current buying pace) jumped from 97 to

109 days in the past couple of weeks. It is the slowest speed for San Diego County since January 2019.

Last year, it was 99 days, faster than today. The 3-year average before COVID (2017 to 2019) was 74 days, which is significantly quicker than today.

The Expected Market Time for condominiums and townhomes decreased from 116 to 103 days in the past two weeks. It was at 107 days last year. For detached homes, the Expected Market Time increased from 88 to 111 days. It was 94 days a year ago, faster than today. The detached-home market is slower than the attached-home market.

SAN DIEGO COUNTY
EXPECTED MARKET TIME YEAR-OVER-YEAR (IN DAYS)



SAN DIEGO COUNTY
LUXURY END BREAKDOWN






In the past couple of weeks, the luxury inventory of homes priced above \$2 million (the top 10% of the San Diego County housing market) increased from 598 to 669 homes, up 71 or 12%. Luxury demand fell by 13 pending sales, down 12%, and now sits at 94, its lowest level since January 2024. With supply rising and demand falling, the Expected Market Time for luxury homes priced above \$2 million rose from 168 to 214 days, representing a 46-day rise. The luxury market will improve extensively over the next couple of months.

Year over year, the active luxury inventory is only up by four homes, and luxury demand is down by six pending sales Last year’s Expected Market Time was 200 days, similar to today.

In the past two weeks, the expected market time for homes priced between \$2 million and \$4 million increased from 129 to 158 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 259 to 307 days. For homes priced above \$6 million, the Expected Market Time increased from 341 to 816 days. At 214 days, a seller would be looking at placing their home into escrow around **August 2026**.

SAN DIEGO COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0 - \$750k 	116 Days	38%	35%	90 Days
\$750k - \$1m 	82 Days	21%	28%	76 Days
\$1m - \$1.25m 	81 Days	9%	12%	79 Days
\$1.25m - \$1.5m 	94 Days	7%	9%	108 Days
\$1.5m - \$2m 	124 Days	9%	8%	139 Days
\$2m - \$4m 	158 Days	10%	6%	151 Days
\$4M - \$6M 	307 Days	3%	1%	292 Days
\$6m + 	816 Days	3%	1%	816 Days

SAN DIEGO COUNTY HOUSING SUMMARY

JANUARY 20, 2026 - PREPARE FOR LAUNCH

- **INVENTORY:** The active listing inventory over the past couple of weeks increased by 472 homes, or 13%, and now stands at 4,227. Last year, there were 3,770 homes on the market, 457 fewer homes, or 11% less. The 3-year average before COVID (2017-2019) was 5,401, which is 28% higher. From January through December, 27% fewer homes came on the market compared to the 3-year average before COVID (2017-2019), 13,948 less. Yet 4,014 more sellers came on the market this year than last year, and 10,196 more than in 2023.
- **DEMAND:** Buyer demand, the number of pending sales over the prior month, rose from 1,163 to 1,165, up by only two pending sales. Last year, there were 1,143 pending sales, **2% fewer than today**. The 3-year average before COVID (2017-2019) was 2,218, which is 90% higher.
- **MARKET TIME:** With demand falling faster than supply, the Expected Market Time, the number of days to sell all San Diego County listings at the current buying pace, increased from 97 to 109 days in the past couple of weeks. Last year, it was 99 days, faster than today. The 3-year average before COVID (2017-2019) was 74 days, which is significantly quicker than today.
- **LUXURY:** In the past two weeks, the expected market time for homes priced between \$2 million and \$4 million increased from 129 to 158 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 259 to 307 days. For homes priced above \$6 million, the Expected Market Time increased from 341 to 816 days.
- **DISTRESSED HOMES:** Short sales and foreclosures combined, comprised only 1.6% of all listings and 1.2% of demand. Only 22 foreclosures and 44 short sales are available today in San Diego County, with a total of 66 distressed homes on the active market, up 15 from two weeks ago. Last year, 17 distressed homes were on the market, fewer than today.
- **CLOSED SALES:** There were 1,848 closed residential resales in December, up 3% compared to December 2024's 1,787, and up 12% from November 2025. The sales-to-list price ratio was 98.2% for San Diego County. Foreclosures accounted for 0.1% of all closed sales, and short sales accounted for 0.2% of all closed sales. That means that 99.7% of all sales were sellers with equity.

SAN DIEGO COUNTY MARKET TIME REPORT

JANUARY 20, 2026 - PREPARE FOR LAUNCH

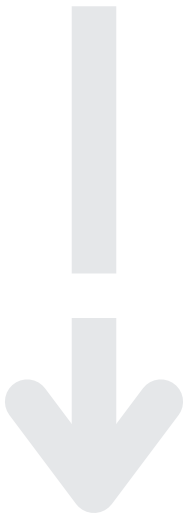
SAN DIEGO COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
1/15/2026								
Alpine	40	11	109	140	110	56	64	\$996k
Bonita	17	9	57	60	79	145	75	\$1.3m
Bonsall	22	6	110	90	103	300	100	\$1.1m
Borrego Springs	45	11	123	125	255	147	94	\$370k
Campo	17	3	170	120	84	98	78	\$550k
Cardiff by the Sea	11	5	66	90	56	96	102	\$3.2m
Carlsbad	181	50	109	95	94	104	85	\$1.4m
Carmel Valley	36	8	135	84	60	66	40	\$1.6m
Chula Vista	201	74	81	71	65	75	32	\$750k
City Heights	33	8	124	70	50	65	45	\$590k
Clairemont	46	9	153	81	61	105	20	\$1.1m
Coronado	69	8	259	330	213	199	138	\$3.6m
Del Cerro	30	22	41	39	58	123	32	\$720k
Del Mar	37	5	222	159	146	330	146	\$4.3m
Downtown	236	18	393	433	398	219	151	\$725k
El Cajon	171	60	86	79	76	99	48	\$650k
Encanto	34	20	51	47	60	58	44	\$780k
Encinitas	99	14	212	180	110	104	53	\$2.8m
Escondido	222	63	106	73	88	95	42	\$868k
Fallbrook	143	33	130	102	126	98	75	\$985k
Imperial Beach	43	3	430	585	630	132	245	\$825k
Jamul	17	3	170	210	90	145	113	\$1.1m
Julian	41	7	176	176	165	465	156	\$842k
La Jolla	150	26	173	152	162	217	146	\$3.2m
La Mesa	74	25	89	51	75	57	48	\$986k
Lakeside	43	16	81	94	63	114	28	\$625k
Lemon Grove	34	10	102	133	120	53	80	\$625k
Linda Vista	45	21	64	75	72	50	32	\$850k
Mira Mesa	66	27	73	80	65	77	30	\$1.0m
Mission Hills/Hillcrest	64	19	101	88	102	100	65	\$1.1m
Mission Valley	77	17	136	200	148	106	76	\$580k
National City	17	10	51	86	168	87	150	\$639k
Normal Heights	35	11	95	240	143	120	55	\$1.3m
North Park	48	10	144	68	60	96	60	\$810k
Ocean Beach	30	6	150	101	69	98	82	\$1.3m
Oceanside	265	90	88	92	109	83	55	\$849k
Old Town SD	58	12	145	177	145	50	30	\$780k
Otay Mesa	62	25	74	49	69	53	56	\$680k
Pacific/Mission Beach	84	15	168	104	96	230	97	\$1.8m
Paradise Hills	20	7	86	68	38	90	54	\$683k
Pauma Valley	16	3	160	450	480	105	210	\$1.1m
Pine Valley	12	0	0	390	420	135	75	\$588k
Point Loma	36	8	135	141	133	225	98	\$1.8m
Poway	49	18	82	81	72	137	53	\$1.8m
Ramona	74	20	111	123	95	63	38	\$828k
Rancho Bernardo	109	26	126	134	100	99	63	\$869k
Rancho Peñasquitos	35	20	53	44	67	48	18	\$1.0m
Rancho Santa Fe	80	6	400	227	148	364	117	\$5.9m
San Carlos	24	9	80	39	43	93	32	\$800k
San Diego	1,468	415	106	90	88	98	58	\$822k
San Marcos	114	33	104	106	110	77	49	\$849k

SAN DIEGO COUNTY MARKET TIME REPORT

JANUARY 20, 2026 - PREPARE FOR LAUNCH

SAN DIEGO COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
1/15/2026								
San Ysidro	9	3	90	165	195	270	70	\$510k
Santaluz	60	23	78	61	80	220	29	\$1.6m
Santee	76	17	134	94	71	45	24	\$690k
Scripps Ranch	33	13	76	44	67	41	80	\$1.3m
Solana Beach	21	3	210	114	165	210	60	\$2.9m
Spring Valley	68	30	68	71	62	52	43	\$750k
Tierrasanta	19	8	71	30	30	190	21	\$835k
University City	46	18	77	92	90	98	97	\$647k
Valley Center	53	18	88	113	183	152	87	\$1.1m
Vista	115	32	108	94	68	79	37	\$1.0m
All of S.D.	4,227	1,165	109	97	95	99	60	\$895k

SAN DIEGO COUNTY PRICE RANGES REPORT



SAN DIEGO COUNTY PRICE RANGE REPORT

JANUARY 20, 2026 - PREPARE FOR LAUNCH

SAN DIEGO COUNTY ATTACHED HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
1/15/2026								
All of S.D.	1,050	306	103	116	116	107	61	\$669k
S.D. \$0-\$500k	281	83	102	122	122	126	69	\$419k
S.D. \$500k-\$750k	366	119	92	99	99	85	48	\$625k
S.D. \$750k-\$1m	188	59	96	127	131	92	59	\$859k
S.D. \$1m-\$2m	144	35	123	133	128	145	75	\$1.3m
S.D. \$2m+	71	10	213	160	174	416	134	\$3.2m

SAN DIEGO COUNTY DETACHED HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
1/15/2026								
All of S.D.	3,177	859	111	88	85	94	59	\$995k
S.D. \$0-\$500k	359	61	177	183	149	150	115	\$420k
S.D. \$500k-\$750k	581	146	119	72	69	57	33	\$640k
S.D. \$750k-\$1m	694	265	79	67	64	70	34	\$865k
S.D. \$1m-\$1.25m	338	129	79	61	75	71	44	\$1.1m
S.D. \$1.25m-\$1.5m	280	92	91	76	76	106	66	\$1.4m
S.D. \$1.5m-\$2m	327	82	120	110	93	125	76	\$1.7m
S.D. \$2m-\$4m	346	69	150	123	106	131	118	\$2.8m
S.D. \$4m-\$6m	121	10	363	324	257	265	248	\$5.0m
S.D. \$6m+	131	5	786	327	283	816	465	\$9.5m

SAN DIEGO COUNTY ALL HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
1/15/2026								
All of S.D.	4,227	1,165	109	97	95	99	60	\$895k
S.D. \$0-\$500k	640	144	133	139	130	132	81	\$419k
S.D. \$500k-\$750k	947	265	107	87	86	74	41	\$639k
S.D. \$750k-\$1m	882	324	82	78	77	76	40	\$865k
S.D. \$1m-\$1.25m	396	146	81	66	81	79	44	\$1.1m
S.D. \$1.25m-\$1.5m	316	101	94	84	81	108	72	\$1.4m
S.D. \$1.5m-\$2m	377	91	124	117	102	139	82	\$1.7m
S.D. \$2m-\$4m	400	76	158	129	114	151	117	\$2.8m
S.D. \$4m-\$6m	133	13	307	259	227	292	254	\$5.0m
S.D. \$6m+	136	5	816	341	296	816	476	\$9.5m

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Due to Range Price listings, "All Homes," "Attached" and "Detached" totals do not add up and are slightly off.

SAN DIEGO COUNTY SOLD REPORT

JANUARY 20, 2026 - PREPARE FOR LAUNCH

SAN DIEGO COUNTY CITIES	UNITS SOLD DEC 2025	MEDIAN SALES PRICE	MEDIAN LIST PRICE	SALES TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM	UNITS SOLD DEC 2024
Alpine	10	\$1,064,500	\$1,064,500	95.5%	\$600,000	\$2,300,000	2,221	\$479	42	14
Bonita	7	\$1,268,800	\$1,275,000	98.7%	\$1,000,000	\$1,800,000	2,488	\$510	10	12
Bonsall	5	\$1,325,000	\$1,350,000	98.8%	\$519,000	\$1,735,000	3,155	\$420	208	1
Borrego Springs	4	\$432,500	\$437,500	92.1%	\$340,000	\$650,000	1,433	\$302	59	9
Campo	3	\$399,000	\$399,000	102.1%	\$379,000	\$603,437	672	\$594	17	6
Cardiff by the Sea	4	\$3,207,400	\$3,325,000	92.5%	\$2,100,000	\$4,275,000	3,193	\$1,005	66	4
Carlsbad	92	\$1,655,000	\$1,685,000	98.6%	\$500,000	\$3,495,000	2,152	\$769	29	93
Carmel Valley	26	\$1,870,000	\$1,840,000	97.9%	\$640,000	\$4,210,000	2,355	\$794	43	28
Chula Vista	113	\$775,000	\$770,000	100.4%	\$289,000	\$2,494,500	1,663	\$466	23	107
City Heights	25	\$585,000	\$575,000	99.9%	\$285,000	\$945,000	1,100	\$532	25	20
Clairemont	41	\$1,265,000	\$1,300,000	98.3%	\$264,900	\$2,675,000	1,597	\$792	28	35
Coronado	26	\$2,437,010	\$2,499,000	95.1%	\$990,000	\$9,250,000	1,917	\$1,271	47	17
Del Cerro	20	\$1,057,500	\$1,089,500	100.6%	\$457,500	\$2,325,000	1,645	\$643	13	26
Del Mar	9	\$2,500,000	\$2,500,000	91.0%	\$518,000	\$15,100,000	2,369	\$1,055	55	8
Downtown	36	\$782,500	\$798,450	99.1%	\$230,000	\$2,335,000	1,099	\$712	46	42
El Cajon	87	\$775,000	\$750,000	99.3%	\$149,999	\$1,950,000	1,464	\$529	28	91
Encanto	26	\$762,500	\$754,500	100.6%	\$505,535	\$939,000	1,472	\$518	18	21
Encinitas	44	\$1,852,500	\$1,898,000	98.6%	\$440,000	\$5,799,000	1,789	\$1,035	26	27
Escondido	109	\$820,000	\$825,000	98.5%	\$285,000	\$3,050,000	1,632	\$502	32	92
Fallbrook	50	\$802,922	\$799,000	99.2%	\$429,000	\$1,950,000	2,210	\$363	27	45
Imperial Beach	9	\$720,000	\$775,000	99.1%	\$495,000	\$1,525,000	1,200	\$600	51	18
Jamul	6	\$897,000	\$897,000	97.1%	\$610,000	\$925,000	2,113	\$425	57	5
Julian	7	\$585,000	\$599,900	97.7%	\$340,000	\$1,800,000	1,041	\$562	61	9
La Jolla	32	\$2,430,000	\$2,527,500	96.1%	\$490,000	\$18,000,000	2,090	\$1,163	20	37
La Mesa	49	\$869,000	\$900,000	99.7%	\$315,000	\$1,900,000	1,536	\$566	21	37
Lakeside	16	\$725,000	\$700,000	99.8%	\$99,999	\$1,215,000	1,474	\$492	27	22
Lemon Grove	7	\$745,000	\$699,000	105.2%	\$349,000	\$765,000	1,307	\$570	8	17
Linda Vista	32	\$889,450	\$937,000	96.3%	\$284,000	\$1,265,000	1,464	\$608	16	26
Mira Mesa	32	\$990,000	\$990,763	99.3%	\$329,900	\$1,910,990	1,593	\$621	20	28
Mission Hills/Hillcrest	21	\$1,500,000	\$1,499,000	99.3%	\$330,000	\$2,895,000	1,750	\$857	23	28
Mission Valley	30	\$1,030,000	\$1,062,000	98.2%	\$323,880	\$1,984,161	1,542	\$668	41	19
National City	11	\$725,000	\$725,000	100.5%	\$220,000	\$919,000	1,408	\$515	9	7
Normal Heights	14	\$940,000	\$929,000	101.1%	\$612,000	\$2,080,000	1,109	\$848	10	18
North Park	21	\$890,000	\$921,000	98.8%	\$387,000	\$2,250,000	1,021	\$872	25	20
Ocean Beach	18	\$1,925,157	\$1,999,500	94.9%	\$525,000	\$4,000,000	1,852	\$1,040	21	17
Oceanside	111	\$879,000	\$875,000	99.4%	\$260,000	\$2,748,000	1,482	\$593	30	129
Old Town SD	18	\$740,000	\$742,000	98.6%	\$455,000	\$1,850,000	1,167	\$634	27	13
Otay Mesa	36	\$750,000	\$757,500	100.8%	\$360,000	\$1,182,000	1,509	\$497	20	33
Pacific/Mission Beach	33	\$1,325,000	\$1,325,000	97.0%	\$400,000	\$3,795,000	1,193	\$1,111	20	36
Paradise Hills	14	\$699,950	\$699,450	100.8%	\$499,000	\$800,000	1,586	\$441	11	17
Pauma Valley	3	\$1,250,000	\$1,339,999	94.3%	\$680,000	\$1,350,000	1,750	\$714	43	1
Pine Valley	3	\$715,000	\$699,000	100.7%	\$649,000	\$939,900	1,650	\$433	30	3
Point Loma	12	\$1,572,500	\$1,572,500	99.5%	\$857,000	\$3,595,000	1,712	\$919	37	18
Poway	20	\$1,544,750	\$1,597,500	98.7%	\$705,000	\$4,450,000	2,301	\$671	29	19
Ramona	22	\$772,000	\$772,000	99.3%	\$275,000	\$1,160,000	2,030	\$380	34	27
Rancho Bernardo	57	\$875,000	\$895,000	98.8%	\$389,566	\$2,550,000	1,454	\$602	38	40
Rancho Penasquitos	22	\$1,220,000	\$1,224,950	99.0%	\$425,000	\$6,300,000	1,740	\$701	38	24
Rancho Santa Fe	20	\$4,802,500	\$4,990,000	96.1%	\$1,575,000	\$12,995,000	5,719	\$840	44	10
San Carlos	22	\$497,350	\$492,450	101.4%	\$387,000	\$1,250,000	1,114	\$446	17	29
San Diego	690	\$900,000	\$899,925	98.7%	\$230,000	\$6,300,000	1,429	\$630	21	706
San Marcos	70	\$800,000	\$799,999	98.3%	\$384,000	\$2,510,000	1,510	\$530	24	53
San Ysidro	2	\$705,000	\$717,500	98.3%	\$590,000	\$820,000	1,180	\$597	139	2
Santaluz	26	\$1,509,500	\$1,549,500	97.7%	\$254,849	\$5,500,000	2,231	\$677	34	20
Santee	43	\$800,990	\$799,900	100.0%	\$380,000	\$1,550,000	1,340	\$598	22	5
Scripps Ranch	16	\$1,715,500	\$1,725,000	99.3%	\$655,000	\$2,420,000	2,449	\$700	14	27
Solana Beach	7	\$1,575,000	\$1,550,000	97.1%	\$1,299,000	\$3,925,000	1,426	\$1,104	13	10

SAN DIEGO COUNTY SOLD REPORT

JANUARY 20, 2026 - PREPARE FOR LAUNCH

SAN DIEGO COUNTY CITIES	UNITS SOLD DEC 2025	MEDIAN SALES PRICE	MEDIAN LIST PRICE	SALES TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ FT.	MEDIAN \$ PER SQ FT.	MEDIAN DOM	UNITS SOLD DEC 2024
Spring Valley	40	\$660,000	\$682,500	99.6%	\$385,000	\$1,200,000	1,297	\$509	31	46
Tierrasanta	18	\$836,800	\$847,750	99.4%	\$580,000	\$1,524,000	1,545	\$542	21	10
University City	20	\$1,245,000	\$1,248,500	100.2%	\$450,000	\$2,277,000	1,429	\$871	8	11
Valley Center	14	\$857,500	\$857,450	97.5%	\$400,000	\$3,900,000	2,054	\$417	100	20
Vista	72	\$903,307	\$894,750	99.1%	\$418,000	\$1,875,000	1,800	\$502	28	56
All of S.D.	1,848	\$895,000	\$898,994	98.2%	\$99,999	\$18,000,000	1,578	\$567	21	1,787
\$0-\$500k	201	\$420,000	\$425,000	97.9%	\$99,999	\$500,000	896	\$469	27	194
\$500k-\$750k	431	\$660,000	\$658,888	99.7%	\$500,100	\$750,000	1,210	\$545	22	430
\$750k-\$1m	482	\$869,000	\$862,450	99.6%	\$751,000	\$1,000,000	1,572	\$553	17	490
\$1m-\$1.25m	214	\$1,130,000	\$1,149,995	99.2%	\$1,005,000	\$1,250,000	1,910	\$592	20	197
\$1.25m-\$1.5m	152	\$1,339,500	\$1,350,000	99.1%	\$1,253,470	\$1,500,000	2,055	\$652	17	171
\$1.5m-\$2m	192	\$1,744,279	\$1,761,250	98.3%	\$1,505,000	\$2,000,000	2,346	\$744	19	150
\$2m-\$4m	140	\$2,472,500	\$2,500,000	97.0%	\$2,010,000	\$4,000,000	2,796	\$884	23	128
\$4m-\$6m	20	\$4,425,000	\$4,525,000	97.1%	\$4,090,000	\$5,799,000	4,372	\$1,012	40	20
\$6m+	16	\$9,211,556	\$9,525,000	93.5%	\$6,100,000	\$18,000,000	6,512	\$1,415	59	7

SAN DIEGO COUNTY
HYPERLINKS

(SHARABLE AND NON-SHAREABLE)

