

JULY 22, 2025 - WRITTEN BY STEVEN THOMAS

THE WAIT

IT IS THE SLOWEST SAN DIEGO COUNTY HOUSING MARKET IN YEARS,
AND MORE AND MORE SELLERS ARE SITTING FOR A VERY LONG TIME
WITHOUT SUCCESS.



Anyone who has fished for years can attest that there are seasons when the fishing is great and the bucket is filled with fish. Yet, there are also seasons when nothing is biting, and very few fish, if any, are reeled in and thrown in the bucket. Second-guessing the strategy is a big part of fishing. Is there a better bait? Maybe a different spot would be more advantageous? Perhaps it is the wrong time of the season to have a pole in the water. In fishing, success boils down to the right bait, the right spot, the right timing, and plenty of patience.

Today’s sellers are finding out the hard way that the “fishing is not great.” They are quickly realizing that selling a home in today’s market is not a quick and instantaneous process. Instead, it requires plenty of patience and persistence. There is a limited number of buyers in the marketplace due to affordability constraints. Yet, seller competition is at its highest level in years: there are plenty of other poles in the water.

With the increased competition, sellers have had to exercise considerable patience. Sellers who overprice their homes sit on the market without success. It is not a market to pad the asking price to leave room for negotiations. Price, condition, location, upgrades, and amenities all factor into the difference between success and languishing on the market.

An unbelievable 32% of all homes on the active listing inventory have been exposed to the market for more than 60 days. That is high considering 40% of the active listing market has come on within the last 30 days. Unsurprisingly, the luxury ranges take the longest to sell and have been waiting the longest to find success. Yet, many sellers in the most affordable ranges are sitting on the market waiting for a buyer to bring in an offer. Below \$750,000, 33% of the market has had to wait 60 days or more without success. Between \$750,000 and \$1.5 million, the hottest price ranges, between 25% and 30% have been waiting at least two months. It is nearly a third of all sellers between \$1.5 million and \$2 million. From there, the share of sellers who have been waiting to secure an agreed-upon offer grows between 36% to 62%, nearly two-thirds.

SITTING ON THE MARKET - SAN DIEGO COUNTY

	Current Actives	30+ Days on Market	Percent 30+ Days	60+ Days on Market	Percent 60+ Days	Market Time
\$0-\$750k	1,971	1,191	60%	643	33%	96 Days
\$750k-\$1m	1,409	720	51%	358	25%	83 Days
\$1m-\$1.5m	1,249	735	59%	372	30%	104 Days
\$1.5m-\$2m	652	357	55%	192	29%	117 Days
\$2m-\$4m	753	489	65%	272	36%	152 Days
\$4m-\$6m	181	123	68%	83	46%	236 Days
\$6m+	195	157	81%	121	62%	418 Days
All of S.D.	6,410	3,772	59%	2,041	32%	105 Days

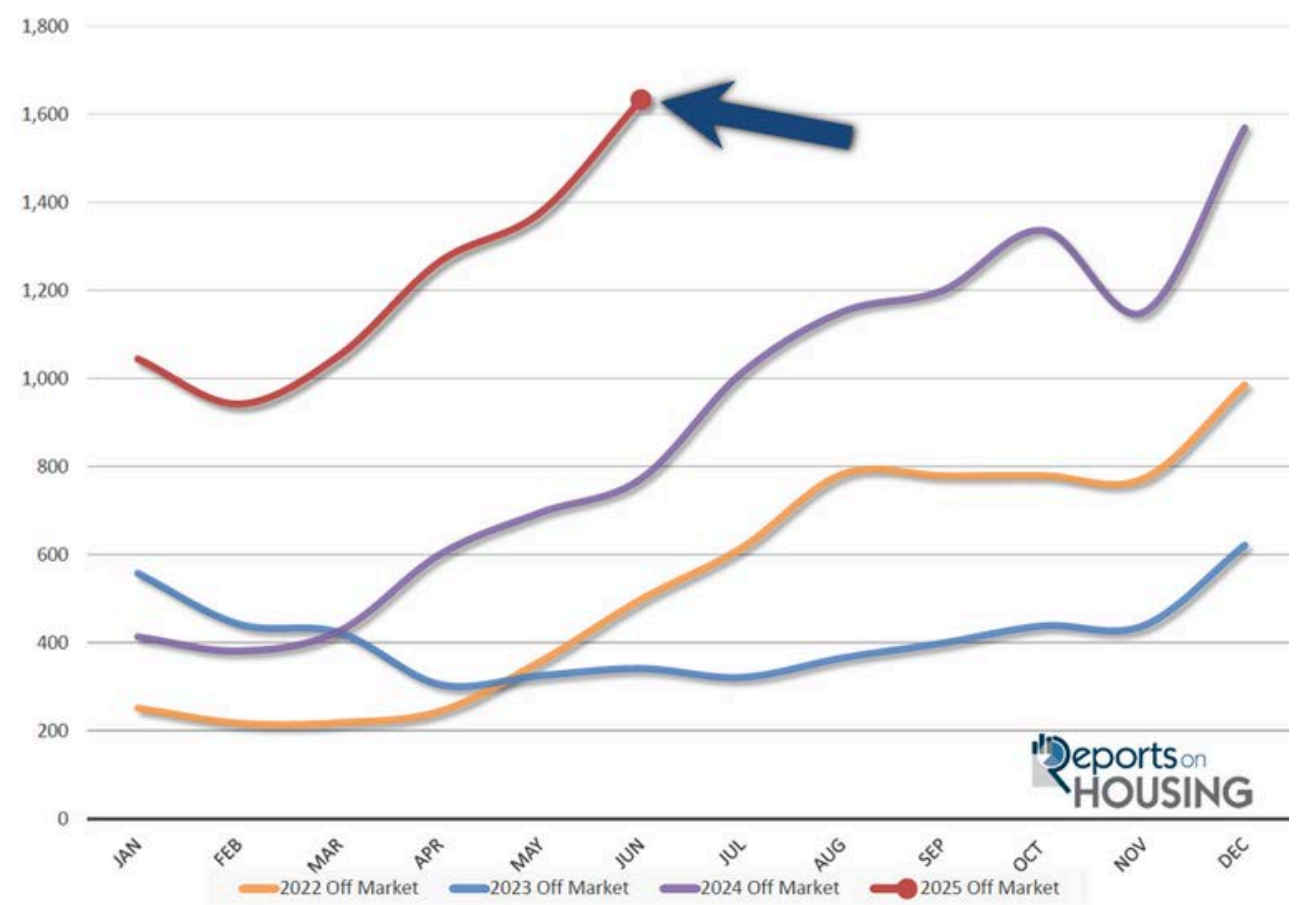
The storyline for 2025 is that there are far more sellers this year compared to the last

several years, yet year-over-year demand has been almost unchanged. Currently, the supply of available homes has climbed to 6,410, up 43% compared to last year and 145% higher than in 2023, more than double. Demand, on the other hand, is 1% lower than both last year and two years ago. As a result of increased supply and nearly unchanged demand, the Expected Market Time (the number of days it takes to sell all San Diego County listings at the current buying pace) is at 105 days, its highest level for mid-July since tracking began in 2012. It was at 72 days last year and 42 days two years ago.

Affordability has remained relatively unchanged, and so have demand levels. With so many sellers competing against each other, homes have been sitting on the market for much longer this year. The Spring Market and half of the Summer Market are in the rearview mirror. As the upcoming school year draws closer, the window of opportunity to take advantage of the summer season is closing. As a result, an increased number of sellers are throwing in the proverbial towel, pulling their homes off the market, and changing their real estate plans. Some may come on the market later this year. Others will wait until the spring. Many will ultimately wait until housing shifts back in favor of sellers down the road.

In June, 1,633 sellers threw in the towel, the most since January 2019. That is 17% of the total active inventory. From January through June, 7,313 sellers have pulled their homes off the market, which is up 122% compared to last year, over double. Cyclically, the number of homes that come off the market rises from month to month through the end of the year. Expect many more homes to be pulled from the active inventory going forward as housing transitions to its slower seasons.

**SAN DIEGO COUNTY
OFF MARKET YEAR-OVER-YEAR**



As the best time of the year to sell, the Spring and Summer Markets, come to a close, careful, deliberate pricing is absolutely essential in securing success. There will be many more sellers this year who will be unable to isolate a buyer willing to bring in an offer to purchase. Contracts will expire. Thus, the number of homes pulled off the market will spike

as the year progresses.

ATTENTION SELLERS: It is time to choose between pricing a home according to its Fair Market Value or throwing in the towel and pulling it off the market altogether. It may sound simple, but far too many sellers do not spend enough time arriving at an accurate asking price, carefully considering all recent comparable closed and pending sales. Sellers cannot get out of their own way, unwilling to listen to real estate experts and take the necessary steps to achieve their goals in selling.

ATTENTION BUYERS: Looking for a “deal” in today’s market is a waste of time. Very few sellers really have to sell and are willing to sacrifice substantially in price for a swift sale. There is a real stickiness to pricing. Today’s market is leaning in the buyer’s favor in terms of negotiations, yet prices are not plunging. Sellers are not desperate. Instead, similar to sellers, buyers will be able to successfully isolate and purchase a home by carefully arriving at a home’s Fair Market Value.



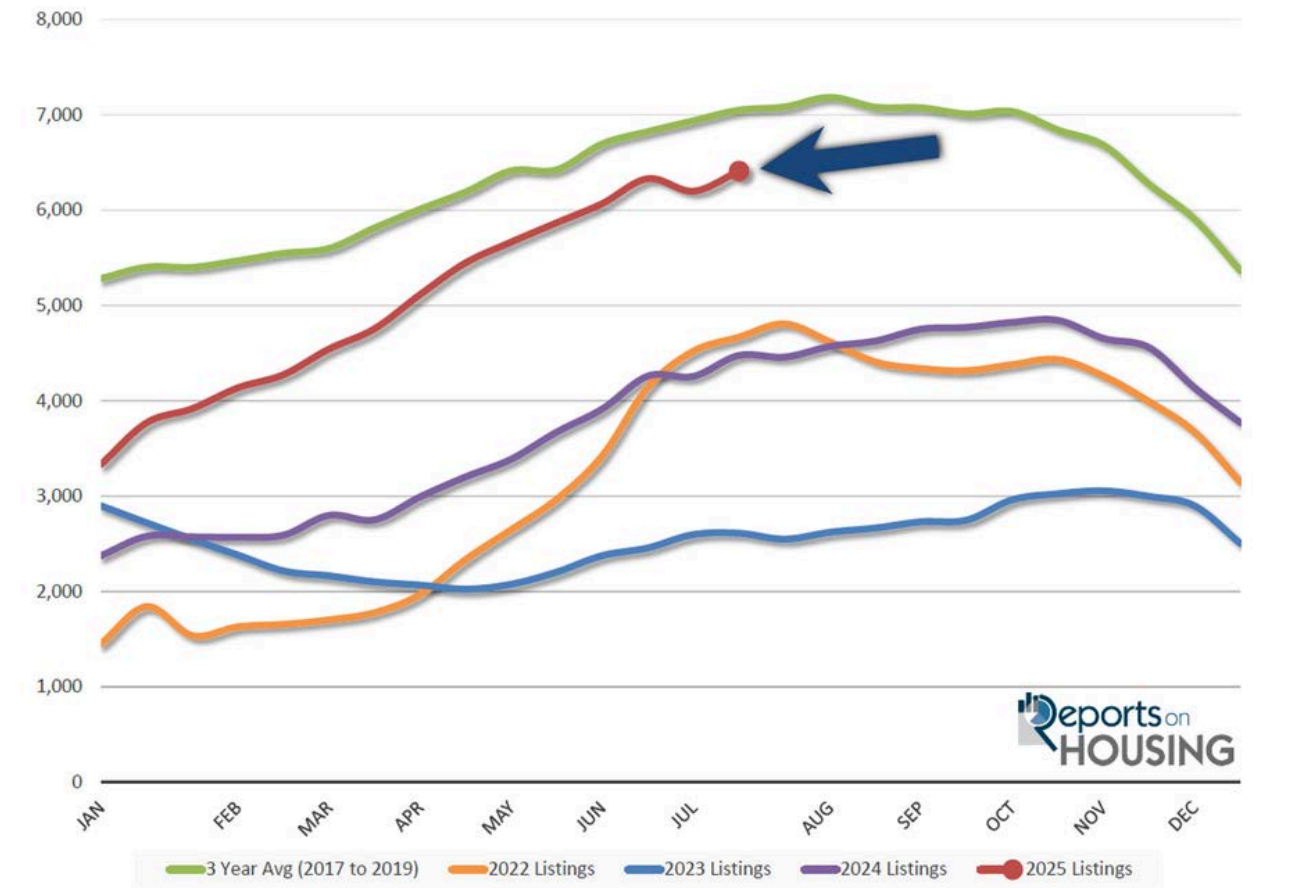
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ACTIVE LISTINGS

THE INVENTORY JUMPED BY 3% OVER THE PAST COUPLE OF WEEKS.

The active listing inventory increased by 211 homes over the past two weeks, representing a 3% rise, and now stands at 6,410, its highest level since October 2019.

SAN DIEGO COUNTY
ACTIVE LISTING INVENTORY YEAR-OVER-YEAR



San Diego County housing peaks typically occur between July and August. Then the inventory slowly falls and picks up steam, falling at a much faster pace starting in October and continuing through the year’s end. Yet, over the past several years, the peaks have been coming later in the year and then slowly falling, not dropping rapidly until the Holiday Market, from mid-November through year’s end. With mortgage rates not changing much

and more sellers throwing in the towel and pulling their homes off the market this year, it will be interesting to see if an earlier peak is achieved and inventory levels drop more significantly than in recent years.

Last year, the inventory was at 4,476 homes, **30% lower, or 1,934 fewer**. The 3-year average before COVID (2017-2019) was 7,049, an additional 639 homes, or 10% more.

Homeowners continue to “hunker down” in their homes, unwilling to move due to their current underlying, locked-in, low fixed-rate mortgage. This trend has been easing from the lows established in 2023. Through June, 21,589 homes were placed on the market in San Diego County, 6,960 fewer than the 3-year average before COVID (2017-2019), 24% less. In 2024, only 18,253 homes entered the market, and in 2023, it was only 14,962. More sellers are opting to sell in 2025.

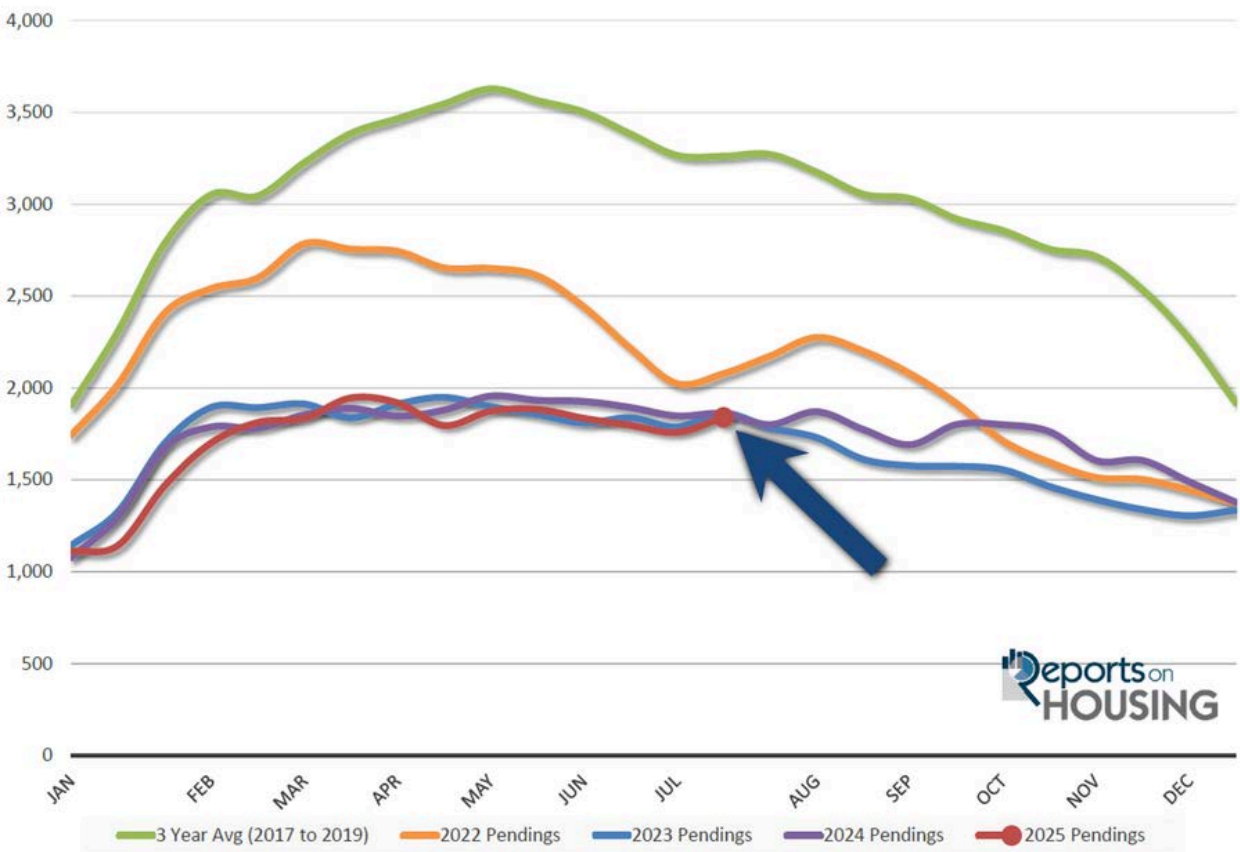


DEMAND

DEMAND INCREASED BY 81 PENDING SALES IN THE PAST COUPLE OF WEEKS.

Demand, a snapshot of the number of new pending sales over the prior month, increased from 1,759 to 1,840 in the past couple of weeks, representing an 81-pending-sale rise, or 5%, its largest rise since March. As the Summer Market winds down, expect demand to continue to fall slowly through August. From there, it depends on what happens to mortgage rates. If rates continue to bounce between 6.75% to 7%, then demand will continue to fall through the Autumn Market slowly, and then drop at a faster pace during the holidays, from mid-November through New Year’s Eve. If rates drop below 6.5% and remain there for an extended period, demand levels will rise and could even surpass their March peak.

SAN DIEGO COUNTY DEMAND YEAR-OVER-YEAR



Last year, demand was 1,861, with **21 additional pending sales, or 1% more**. The 3-year average before COVID (2017-2019) was 3,261 pending sales, **77% higher than today**,

representing an additional 1,421 sales.

As the Federal Reserve has indicated, watching all economic releases for signs of slowing is essential. That is the only path to lower mortgage rates at this time. These releases can cause mortgage rates to move higher or lower, depending on how they compare to 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 Personal Consumption Expenditures – Price Index (PCE), the Fed’s preferred inflation gauge, will be released on Thursday. Next week is also jobs week, which includes the number of job openings, wages, and the number of jobs created or lost, one of the month’s most important economic data points.



EXPECTED MARKET TIME

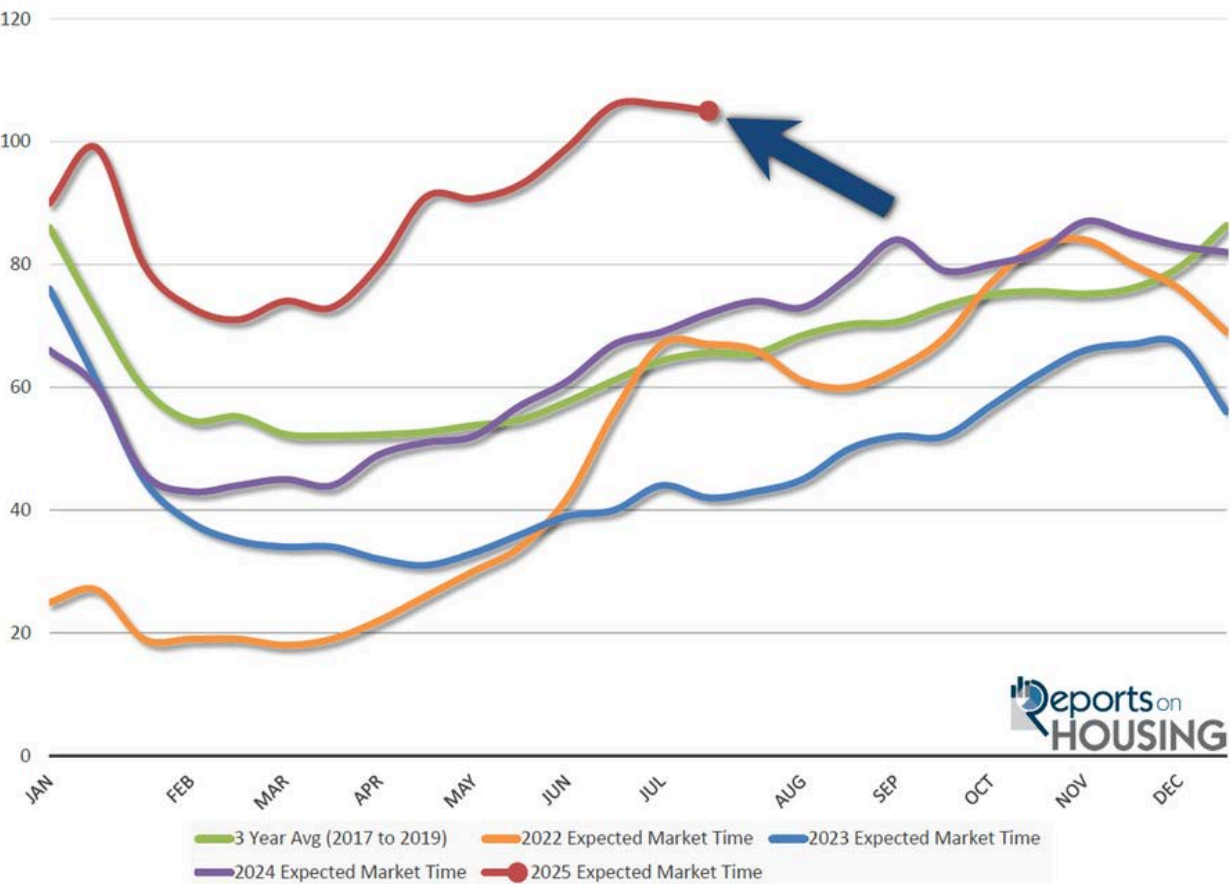
THE EXPECTED MARKET TIME FELL BY ONE DAY OVER THE PAST COUPLE OF WEEKS.

With the supply of available homes rising by 211 homes, **up 3%**, and demand rising by 81 pending sales, **up 5%**, the Expected Market Time (the number of days it takes to sell all San Diego County listings at the current buying pace) decreased from 106 to 105 days in the past couple of weeks, its first decline since late-March and slowest mid-July level since tracking began in 2012.

Last year, it was 72 days, substantially faster than today. The 3-year average before COVID was 66 days, which is also much quicker than today.

The Expected Market Time for condominiums and townhomes decreased from 131 to 123 days in the past two weeks. It was at 76 days last year. For detached homes, the Expected Market Time increased from 94 to 95 days. It was 70 days a year ago. The detached homes market is much stronger than the attached homes market.

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



The luxury inventory of homes priced above \$2 million (the top 10% of the San Diego County housing market) decreased by five homes, remaining nearly unchanged, and now stands at 1,129 homes. Luxury demand increased by 12 pending sales, up 7%, and now sits at 186. The Expected Market Time for luxury homes priced above \$2 million decreased from 196 to 182 days, a 14-day decrease. It was at 209 four weeks ago. Recent improvements on the trade front and in consumer sentiment may have influenced the luxury market in San Diego County.

Year over year, the active luxury inventory is up by 188 homes or 20%, and luxury demand is up by 32 pending sales, or 21%. Last year's Expected Market Time was 183 days, nearly identical to today.

In the past two weeks, the Expected Market Time for homes priced between \$2 million and \$4 million decreased from 164 to 152 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 207 to 236 days. For homes priced above \$6 million, the Expected Market Time decreased from 597 to 418 days. Luxury is at 182 days overall. At this pace, a seller would be looking at becoming a pending sale around **January 2026**.

SAN DIEGO COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0 - \$750k 	96 Days	31%	33%	59 Days
\$750k - \$1m 	83 Days	22%	28%	55 Days
\$1m - \$1.25m 	106 Days	11%	11%	56 Days
\$1.25m - \$1.5m 	101 Days	8%	9%	83 Days
\$1.5m - \$2m 	117 Days	10%	9%	87 Days
\$2m - \$4m 	152 Days	12%	8%	146 Days
\$4M - \$6M 	236 Days	3%	1%	268 Days
\$6m + 	418 Days	3%	1%	483 Days

SAN DIEGO COUNTY HOUSING SUMMARY

JULY 22, 2025 - THE WAIT

- **INVENTORY:** The active listing inventory over the past couple of weeks increased by 211 homes, up 3%, and now stands at 6,410, its highest level since October 2019. Last year, there were 4,476 homes on the market, 1,934 fewer homes, or 30% less. The 3-year average before COVID (2017-2019) was 7,049, which is 10% higher. From January through June, 24% fewer homes came on the market compared to the 3-year average before COVID (2017-2019), 6,960 less. Yet, 3,336 more sellers came on the market this year than last, and 6,627 more compared to 2023.
- **DEMAND:** Buyer demand, the number of pending sales over the prior month, surged from 1,759 to 1,840, up 81 pending sales, or 5%. Last year, there were 1,861 pending sales, **1% more**. The 3-year average before COVID (2017-2019) was 3,261, which is 77% higher.
- **MARKET TIME:** With demand rising slightly faster than supply, the Expected Market Time, the number of days to sell all San Diego County listings at the current buying pace, decreased from 106 to 105 days in the past couple of weeks. Last year, it was 72 days, substantially faster than today. The 3-year average before COVID (2017-2019) was 66 days, which is also significantly faster than today.
- **LUXURY:** In the past two weeks, the Expected Market Time for homes priced between \$2 million and \$4 million decreased from 164 to 152 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 207 to 236 days. For homes priced above \$6 million, the Expected Market Time decreased from 597 to 418 days.
- **DISTRESSED HOMES:** Short sales and foreclosures combined, comprised only 0.4% of all listings and 0.9% of demand. Only nine foreclosures and 18 short sales are available today in San Diego County, with a total of 27 distressed homes on the active market, down two from two weeks ago. Last year, 12 distressed homes were on the market, similar to today.
- **CLOSED SALES:** There were 2,009 closed residential resales in June, up 1% compared to June 2024's 1,996 and down 4% from May 2025. The sales-to-list price ratio was 98.8% for San Diego County. Foreclosures accounted for 0.1% of all closed sales, and short sales accounted for 0.3% of all closed sales. That means that 99.6% of all sales were sellers with equity.

SAN DIEGO COUNTY MARKET TIME REPORT

JULY 22, 2025 - THE WAIT

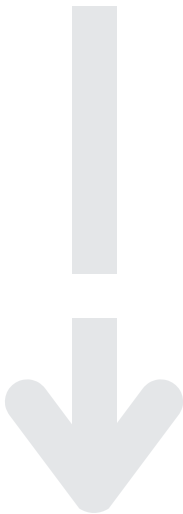
SAN DIEGO COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
7/17/2025								
Alpine	51	7	219	73	105	95	33	\$1.0m
Bonita	27	8	101	87	124	83	33	\$1.1m
Bonsall	34	7	146	94	79	135	190	\$1.4m
Borrego Springs	34	7	146	285	176	INF	78	\$413k
Campo	17	4	128	160	225	70	53	\$540k
Cardiff by the Sea	24	5	144	90	68	96	66	\$2.1m
Carlsbad	275	76	109	81	70	77	49	\$1.7m
Carmel Valley	96	31	93	106	161	103	54	\$1.7m
Chula Vista	314	112	84	73	72	60	28	\$849k
City Heights	58	16	109	109	106	38	52	\$650k
Clairemont	90	28	96	89	123	43	32	\$1.2m
Coronado	122	23	159	236	300	146	85	\$3.3m
Del Cerro	57	23	74	102	107	52	32	\$995k
Del Mar	67	8	251	670	1,005	201	97	\$3.0m
Downtown	287	38	227	202	222	198	61	\$785k
El Cajon	209	85	74	66	75	53	30	\$799k
Encanto	47	22	64	60	83	49	26	\$785k
Encinitas	129	31	125	124	134	79	58	\$2.5m
Escondido	361	99	109	107	109	61	31	\$899k
Fallbrook	211	54	117	121	122	74	54	\$1.0m
Imperial Beach	53	13	122	142	138	138	117	\$888k
Jamul	19	6	95	99	58	218	60	\$1.1m
Julian	55	3	550	206	127	79	54	\$795k
La Jolla	211	44	144	126	175	137	91	\$3.0m
La Mesa	115	43	80	71	75	51	25	\$1.1m
Lakeside	77	31	75	108	106	62	34	\$835k
Lemon Grove	42	12	105	195	147	62	34	\$690k
Linda Vista	60	25	72	68	57	48	21	\$828k
Mira Mesa	79	33	72	71	63	50	16	\$950k
Mission Hills/Hillcrest	113	23	147	124	136	87	63	\$1.1m
Mission Valley	101	19	159	173	145	122	32	\$600k
National City	41	13	95	220	150	50	32	\$730k
Normal Heights	69	22	94	168	162	69	23	\$1.3m
North Park	63	21	90	145	50	79	13	\$899k
Ocean Beach	44	12	110	103	92	81	41	\$2.2m
Oceanside	387	137	85	83	85	67	41	\$875k
Old Town SD	55	19	87	70	110	47	45	\$738k
Otay Mesa	69	28	74	105	85	33	51	\$699k
Pacific/Mission Beach	108	26	125	206	170	86	53	\$1.6m
Paradise Hills	24	10	72	73	46	49	20	\$755k
Pauma Valley	19	1	570	140	72	105	53	\$975k
Pine Valley	17	4	128	240	225	180	270	\$759k
Point Loma	68	14	146	248	283	125	47	\$2.1m
Poway	130	22	177	149	122	85	46	\$1.6m
Ramona	115	37	93	114	159	75	52	\$899k
Rancho Bernardo	156	48	98	110	108	42	49	\$889k
Rancho Peñasquitos	70	29	72	90	67	47	23	\$1.2m
Rancho Santa Fe	130	15	260	335	309	263	141	\$6.2m
San Carlos	52	22	71	75	59	48	15	\$877k
San Diego	2,252	664	102	108	108	70	37	\$900k
San Marcos	213	62	103	81	86	48	40	\$900k

SAN DIEGO COUNTY MARKET TIME REPORT

JULY 22, 2025 - THE WAIT

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
7/17/2025								
San Ysidro	7	5	42	60	100	270	60	\$599k
Santaluz	116	22	158	157	113	77	33	\$1.6m
Santee	116	44	79	92	84	36	18	\$757k
Scripps Ranch	61	28	65	106	180	57	35	\$1.4m
Solana Beach	50	16	94	171	214	62	93	\$2.4m
Spring Valley	104	35	89	75	66	54	35	\$775k
Tierrasanta	33	7	141	99	60	76	25	\$950k
University City	79	24	99	76	101	96	27	\$715k
Valley Center	88	19	139	156	148	120	67	\$1.1m
Vista	170	61	84	109	112	50	30	\$959k
All of S.D.	6,410	1,840	105	106	106	72	42	\$975k

SAN DIEGO COUNTY PRICE RANGES REPORT



SAN DIEGO COUNTY PRICE RANGE REPORT

JULY 22, 2025 - THE WAIT

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
7/17/2025								
All of S.D.	2,533	618	123	131	125	76	37	\$690k
S.D. \$0-\$500k	589	137	129	119	117	74	27	\$425k
S.D. \$500k-\$750k	905	272	100	113	112	66	30	\$625k
S.D. \$750k-\$1m	467	108	130	140	129	69	37	\$849k
S.D. \$1m-\$2m	414	78	159	163	138	93	-	\$1.3m
S.D. \$2m+	158	23	206	289	289	187	-	\$2.9m

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
7/17/2025								
All of S.D.	3,877	1,222	95	94	96	70	45	\$1.2m
S.D. \$0-\$500k	163	42	116	127	107	87	54	\$360k
S.D. \$500k-\$750k	314	162	58	49	47	35	24	\$685k
S.D. \$750k-\$1m	942	404	70	72	78	50	33	\$879k
S.D. \$1m-\$1.25m	545	169	97	82	89	54	29	\$1.1m
S.D. \$1.25m-\$1.5m	422	140	90	91	90	76	38	\$1.4m
S.D. \$1.5m-\$2m	520	142	110	120	118	80	53	\$1.7m
S.D. \$2m-\$4m	616	127	146	149	165	143	99	\$2.7m
S.D. \$4m-\$6m	166	22	226	206	194	250	-	\$5.0m
S.D. \$6m+	189	14	405	579	637	474	-	\$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
7/17/2025								
All of S.D.	6,410	1,840	105	106	106	72	42	\$975k
S.D. \$0-\$500k	752	179	126	121	114	77	35	\$420k
S.D. \$500k-\$750k	1,219	434	84	85	82	52	27	\$635k
S.D. \$750k-\$1m	1,409	512	83	86	90	55	34	\$869k
S.D. \$1m-\$1.25m	707	201	106	92	96	56	29	\$1.1m
S.D. \$1.25m-\$1.5m	542	161	101	93	93	83	39	\$1.4m
S.D. \$1.5m-\$2m	652	167	117	137	129	87	59	\$1.7m
S.D. \$2m-\$4m	753	149	152	164	179	146	101	\$2.7m
S.D. \$4m-\$6m	181	23	236	207	202	268	158	\$5.0m
S.D. \$6m+	195	14	418	597	650	483	234	\$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

JULY 22, 2025 - THE WAIT

SAN DIEGO COUNTY CITIES	UNITS SOLD JUNE 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 JUNE 2024
Alpine	16	\$1,000,000	\$987,500	100.6%	\$725,000	\$1,399,000	2,371	\$422	7	9
Bonita	14	\$1,062,500	\$1,098,950	98.0%	\$486,000	\$1,475,000	2,195	\$484	16	10
Bonsall	7	\$1,430,000	\$1,488,000	95.8%	\$360,000	\$2,100,000	2,778	\$515	53	6
Borrego Springs	6	\$337,100	\$334,950	100.0%	\$209,250	\$3,200,000	1,548	\$218	42	5
Campo	5	\$519,000	\$519,000	96.5%	\$284,999	\$1,170,000	1,879	\$276	29	2
Cardiff by the Sea	6	\$1,970,000	\$2,122,000	96.5%	\$935,000	\$2,870,000	1,478	\$1,333	7	10
Carlsbad	117	\$1,500,000	\$1,500,000	98.9%	\$495,000	\$5,625,000	1,889	\$794	18	94
Carmel Valley	22	\$2,070,000	\$2,103,194	98.6%	\$589,000	\$5,800,000	2,399	\$863	15	31
Chula Vista	123	\$840,000	\$839,000	100.1%	\$142,000	\$2,250,000	1,592	\$528	15	123
City Heights	16	\$638,450	\$634,450	99.6%	\$308,000	\$999,900	932	\$685	10	14
Clairemont	33	\$1,070,000	\$1,099,000	99.0%	\$288,000	\$1,850,000	1,332	\$803	18	36
Coronado	25	\$2,632,500	\$2,700,000	97.2%	\$1,000,000	\$4,700,000	1,680	\$1,567	29	17
Del Cerro	18	\$1,274,500	\$1,299,000	99.9%	\$387,000	\$2,400,000	1,830	\$696	18	26
Del Mar	8	\$2,572,000	\$2,612,000	94.7%	\$1,525,000	\$6,190,000	2,352	\$1,094	28	16
Downtown	51	\$775,000	\$799,999	97.7%	\$350,000	\$3,200,000	1,195	\$649	39	54
El Cajon	83	\$825,000	\$819,000	100.0%	\$390,000	\$2,210,000	1,507	\$547	11	89
Encanto	18	\$784,000	\$740,000	101.0%	\$460,000	\$1,160,000	1,360	\$576	14	19
Encinitas	38	\$2,072,500	\$2,122,450	98.1%	\$555,000	\$7,999,000	2,075	\$999	26	28
Escondido	104	\$895,000	\$897,500	99.1%	\$280,000	\$1,748,035	1,835	\$488	16	113
Fallbrook	52	\$811,500	\$812,450	98.8%	\$365,000	\$2,100,000	1,944	\$417	21	62
Imperial Beach	13	\$816,000	\$839,999	96.1%	\$580,000	\$1,175,000	1,114	\$732	30	17
Jamul	12	\$1,140,000	\$1,159,500	98.2%	\$730,000	\$1,725,000	2,650	\$430	29	12
Julian	11	\$535,000	\$525,000	97.5%	\$396,500	\$1,713,720	1,075	\$498	26	7
La Jolla	31	\$2,300,000	\$2,500,000	98.1%	\$599,000	\$6,682,687	2,026	\$1,135	21	49
La Mesa	49	\$860,000	\$850,000	99.8%	\$400,000	\$1,690,000	1,472	\$584	12	48
Lakeside	29	\$789,000	\$815,000	98.3%	\$304,997	\$1,730,000	1,748	\$451	17	30
Lemon Grove	15	\$750,000	\$750,000	101.2%	\$675,000	\$925,000	1,406	\$533	14	12
Linda Vista	29	\$965,000	\$965,000	100.2%	\$470,000	\$1,249,000	1,271	\$759	11	24
Mira Mesa	34	\$972,500	\$967,950	99.7%	\$402,900	\$1,450,000	1,319	\$737	16	44
Mission Hills/Hillcrest	31	\$1,170,000	\$1,199,000	98.2%	\$490,900	\$3,300,000	1,342	\$872	20	39
Mission Valley	19	\$499,000	\$499,000	99.2%	\$334,000	\$1,220,000	894	\$558	44	27
National City	8	\$742,500	\$714,500	101.9%	\$480,000	\$818,888	1,224	\$607	5	10
Normal Heights	25	\$1,095,000	\$1,095,000	99.4%	\$414,000	\$2,623,000	1,207	\$907	19	16
North Park	19	\$820,000	\$813,000	99.4%	\$290,000	\$2,815,000	885	\$927	16	19
Ocean Beach	18	\$1,206,000	\$1,247,500	99.6%	\$600,000	\$2,838,750	1,009	\$1,195	13	14
Oceanside	154	\$837,000	\$839,500	99.3%	\$245,000	\$2,875,000	1,424	\$588	24	140
Old Town SD	22	\$889,000	\$888,500	97.5%	\$450,000	\$2,100,000	1,144	\$777	28	9
Otay Mesa	33	\$663,000	\$650,000	100.4%	\$384,781	\$1,055,000	1,377	\$481	17	24
Pacific/Mission Beach	33	\$1,450,000	\$1,399,000	99.2%	\$400,000	\$2,620,350	1,278	\$1,135	20	27
Paradise Hills	17	\$725,000	\$690,000	102.2%	\$474,000	\$870,000	1,226	\$591	13	14
Pauma Valley	1	\$1,163,000	\$1,199,900	96.9%	\$1,163,000	\$1,163,000	3,750	\$310	62	4
Pine Valley	2	\$627,500	\$632,450	99.2%	\$265,000	\$990,000	2,069	\$303	40	3
Point Loma	22	\$1,605,000	\$1,599,500	98.5%	\$390,000	\$5,350,000	1,762	\$911	16	16
Poway	28	\$1,190,000	\$1,189,500	97.5%	\$610,000	\$5,667,000	1,876	\$634	13	27
Ramona	32	\$820,000	\$812,500	100.4%	\$515,000	\$1,565,000	2,011	\$408	28	27
Rancho Bernardo	54	\$817,500	\$814,450	99.5%	\$420,000	\$3,100,000	1,431	\$571	20	60
Rancho Penasquitos	31	\$1,415,000	\$1,400,000	100.9%	\$460,000	\$1,850,000	1,850	\$765	17	34
Rancho Santa Fe	9	\$4,900,000	\$5,495,000	93.5%	\$3,100,000	\$12,250,000	5,191	\$944	55	18
San Carlos	21	\$600,000	\$575,000	99.4%	\$419,000	\$2,100,000	1,302	\$461	11	21
San Diego	726	\$948,000	\$955,000	99.0%	\$288,000	\$6,500,000	1,382	\$686	18	755
San Marcos	67	\$1,150,000	\$1,100,000	98.6%	\$248,000	\$2,950,000	2,022	\$569	23	76
San Ysidro	4	\$487,500	\$484,500	101.5%	\$445,000	\$807,500	974	\$501	17	3
Santaluz	33	\$2,050,000	\$2,099,000	98.9%	\$571,500	\$6,500,000	2,588	\$792	14	47
Santee	55	\$805,000	\$799,999	99.9%	\$405,000	\$1,350,000	1,392	\$578	16	15
Scripps Ranch	27	\$1,427,000	\$1,449,000	97.8%	\$629,000	\$2,315,000	1,920	\$743	19	25
Solana Beach	11	\$1,600,000	\$1,649,000	98.7%	\$725,000	\$3,995,000	1,375	\$1,164	23	19

SAN DIEGO COUNTY SOLD REPORT

JULY 22, 2025 - THE WAIT

SAN DIEGO COUNTY CITIES	UNITS SOLD JUNE 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 JUNE 2024
Spring Valley	42	\$800,000	\$799,000	99.4%	\$445,000	\$1,300,000	1,520	\$526	14	39
Tierrasanta	20	\$958,500	\$1,002,500	98.2%	\$522,000	\$1,700,000	1,533	\$625	13	17
University City	26	\$942,500	\$962,498	98.5%	\$398,000	\$1,800,360	1,267	\$744	29	15
Valley Center	15	\$900,000	\$885,000	100.2%	\$699,000	\$1,545,298	2,166	\$416	19	14
Vista	59	\$970,000	\$950,000	99.4%	\$329,900	\$1,965,000	1,803	\$538	24	58
All of S.D.	2,009	\$900,000	\$899,900	98.8%	\$142,000	\$12,250,000	1,563	\$576	18	1,996
\$0-\$500k	180	\$425,000	\$429,500	98.9%	\$142,000	\$500,000	851	\$500	27	171
\$500k-\$750k	475	\$645,000	\$649,000	99.5%	\$501,000	\$750,000	1,141	\$565	19	424
\$750k-\$1m	515	\$860,000	\$865,000	99.5%	\$751,000	\$1,000,000	1,560	\$551	15	527
\$1m-\$1.25m	284	\$1,140,000	\$1,150,000	98.9%	\$1,002,000	\$1,250,000	1,901	\$600	18	261
\$1.25m-\$1.5m	175	\$1,383,500	\$1,399,000	99.0%	\$1,251,000	\$1,500,000	2,091	\$662	15	203
\$1.5m-\$2m	187	\$1,700,000	\$1,699,900	98.7%	\$1,500,020	\$2,000,000	2,265	\$751	20	193
\$2m-\$4m	161	\$2,550,000	\$2,600,000	98.0%	\$2,020,000	\$3,995,000	2,874	\$887	19	170
\$4m-\$6m	24	\$4,872,500	\$4,972,500	98.8%	\$4,075,000	\$5,941,000	3,844	\$1,268	12	34
\$6m+	8	\$7,813,889	\$7,924,500	94.7%	\$6,190,000	\$12,250,000	6,027	\$1,297	45	13

SAN DIEGO COUNTY
HYPERLINKS
(SHARABLE AND NON-SHAREABLE)

