

MARCH 3, 2026 - WRITTEN BY STEVEN THOMAS

BUYING CONDITIONS IMPROVE

MORTGAGE RATES ARE SUBSTANTIALLY LOWER COMPARED TO A YEAR AGO, AND THERE ARE MORE HOMES AVAILABLE TO PURCHASE, MAKING THIS A MUCH MORE FAVORABLE TIME TO BE A BUYER.



The Southern California coastline is stunning. Its rolling sets of crashing waves beckon beachgoers to splash in the surf. For first-timers ready to jump in the water after basking in the sun, they are unexpectedly greeted by a very cold Pacific Ocean, where temperatures average the mid-50s during the winter and the upper 60s in late summer. Occasionally, when all the stars align, the water is perfect, reaching the mid-70s.

In recent years, the housing market has felt very cold and unwelcoming for buyers. The supply of available homes, especially in the lower price ranges, had been especially limited, and mortgage rates had been stuck between 6.5% and 7.5% since September 2022. Yet, the conditions have been changing. For buyers new to the market, as they test the waters and dip their toes into the housing arena, they are finding the stars are finally beginning to align. There are more homes available in the more affordable price points, and mortgage rates have dropped to 6%.

Digging deeper into the numbers, there are a total of 4,406 homes available in San Diego County. That's up 3%, or 132 homes, compared to last year's 3,274. The increase is not coming from luxury, above \$2 million. In fact, luxury is down 7% or 52 homes compared to a year ago. The rest of the market, homes under \$2 million, there are 3,695 today compared to 3,511 last year, up 184 or 5%. The lowest price points have grown the most, an excellent development for entry-level, first-time buyers. The supply of properties below \$500,000 is up 142 or 25%. From \$500,000 to \$750,000, it is up 92 or 11%.

SAN DIEGO COUNTY YEAR-OVER-YEAR INVENTORY COMPARISON

Price Range	Inventory Levels Feb. 26, 2026	Inventory Levels Feb. 27, 2025	YOY Inventory Change	Percent Change
\$0 - \$500k	705	563	+142	 +25%
\$500k - \$750k	932	840	+92	 +11%
\$750k - \$1m	898	940	-50	 -4%
\$1m - \$1.5m	780	780	+0	 +0%
\$1.5m - \$2m	380	388	-8	 -2%
\$2m+	711	763	-52	 -7%
Overall	4,406	4,274	+132	 +3%

the chronically low supply. In 2024, there were 2,591 available homes, 41% fewer than today. In 2023, there were 2,216, 50% fewer, and in 2022, there were 1,655, 62% less. Today's 4,406 is the highest end-of-February reading since 2020's 4,652 homes, 6% more than today.

Mortgage rates had been stuck between 6.5% to 7.5% ever since they spiked above 6.5% in September 2022, three-and-a-half years ago. Occasionally, they would drop slightly below 6.5% or rise above 7.5% for a few days, but for the most part, they were stuck right around 7%. With a weakening labor market in 2025, they dipped below 6.5% on September 3rd and have never looked back. It has now been 6 months, indicating that this new, lower-rate environment is here to stay. Recently, rates have been dancing right at 6%, their lowest levels since September 2022, 41 months ago. With today's higher property values, affordability remains squeezed, but the year-over-year improvement is eye-opening.

Buyers desirous of a \$5,000 per month principal and interest payment with 20% down would have been looking at a \$940,000 home last year, when mortgage rates bobbed around 7% (it was last above 7% at the end of May). Today, with mortgage rates right at 6%, that same buyer is looking at a \$1,042,500 home, or an additional \$102,500 in purchasing power. At the same time, home values have ebbed slightly year-over-year, down 2.2% according to the Zillow Home Value Index (values turned positive monthly starting in November).

Interest Rates Impact on Affordability

	5.5%	5.75%	6.0%	6.25%	6.5%	6.75%	7.0%	7.5%
\$5,000 Desired Monthly Payment	↓ Price of Home Able to Afford ↓							
	\$1,101,250	\$1,071,250	\$1,042,500	\$1,015,000	\$988,750	\$963,750	\$940,000	\$893,750

*Mortgage Payment is Principal & Interest Only & 20% Down Payment

If the U.S. economy were to downshift further in the coming months, mortgage rates could fall further to 5.75%. When the economy cools, investors shift their focus from stock market volatility to the long-term safety of government treasury bonds and mortgage-backed securities. The buyer seeking that \$5,000 payment would be looking at a \$1,071,250 home.

Another way to look at the improvement in affordability is to compare the payment on a specific-priced home as rates drop. For a \$1 million home with 20% down, at 7%, the payment is \$5,322. The payment drops to \$4,796 per month at 6%, a \$526-per-month savings, or \$6,307 per year.

Interest Rates Impact on Affordability

	5.5%	5.75%	6.0%	6.25%	6.5%	6.75%	7.0%	7.5%
↓ Mortgage Payment on a \$1 Million Home with \$800,000 Loan ↓								
Payment	\$4,542	\$4,669	\$4,796	\$4,926	\$5,057	\$5,189	\$5,322	\$5,594
Extra Annual Cost	-\$9,356	-\$7,841	-\$6,307	-\$4,755	-\$3,185	-\$1,599	\$0	\$3,261

The market may have appeared frozen over the past few years, with a limited supply and higher mortgage rates, but San Diego County housing has been slowly thawing behind the scenes. The buying conditions have improved dramatically with a growing inventory of

available homes and a much more favorable mortgage rate environment. For many, it may be time to dip their toes into the water.



ACTIVE LISTINGS

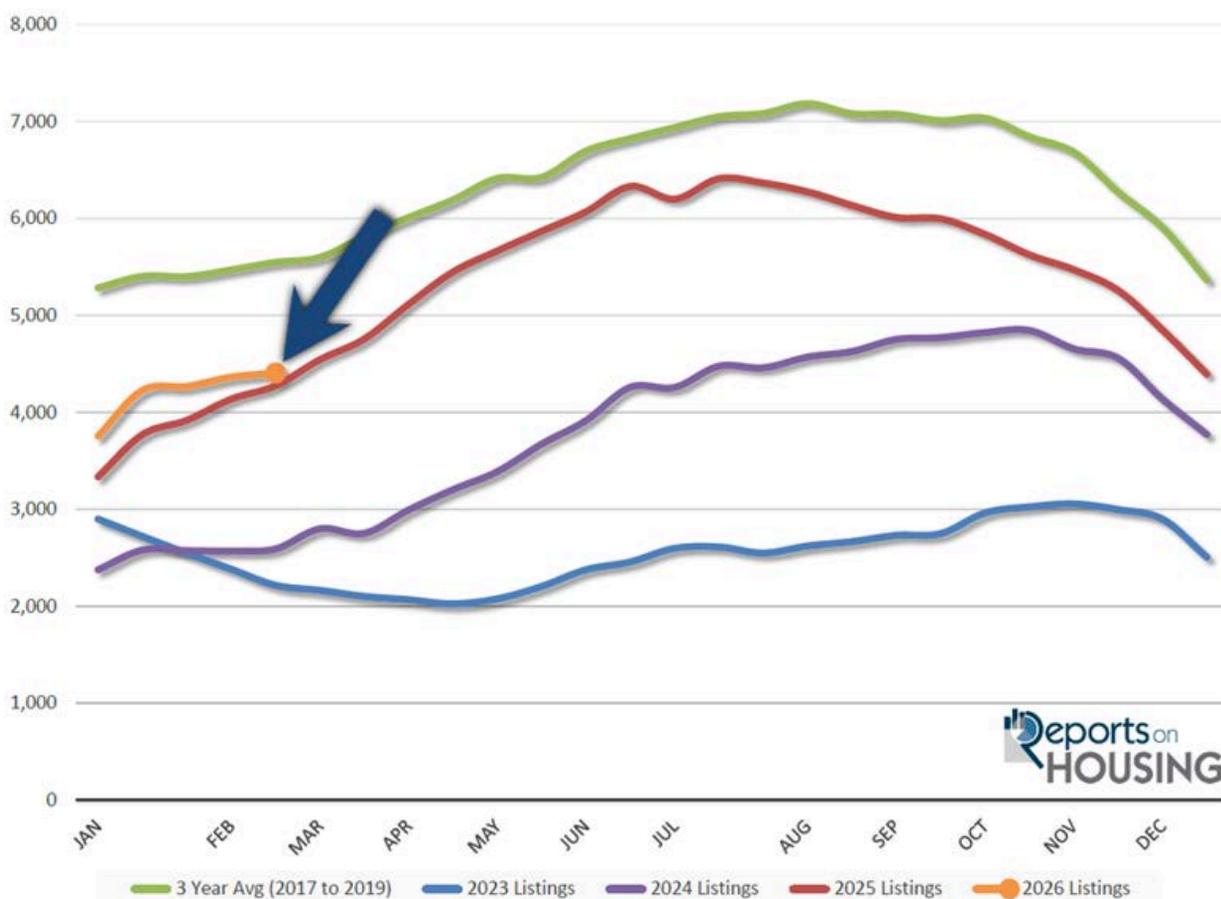
THE INVENTORY INCREASED BY 1% IN THE PAST COUPLE OF WEEKS.

The active listing inventory increased by 43 homes over the past two weeks, up 1%, and now sits at 4,406, its highest end of February level since 2020, when it reached 4,652. The San Diego County inventory is not growing as quickly as last year and is about to fall below last year's level. The supply of available homes will slowly but methodically climb until it peaks around the end of July, start of August, lower than last year's peak. So far this year, through February, 6% fewer homes have been placed on the market compared to last year, 367 fewer homes. If demand increases and the same number of homes, or slightly fewer, are placed on the market, then the inventory will have trouble growing.

Last year, the inventory was at 4,274 homes, **3% lower, or 132 fewer**. The 3-year average before COVID (2017 through 2019) was 5,547, an additional 1,141 homes, or 26% more.

SAN DIEGO COUNTY

ACTIVE LISTING INVENTORY YEAR-OVER-YEAR

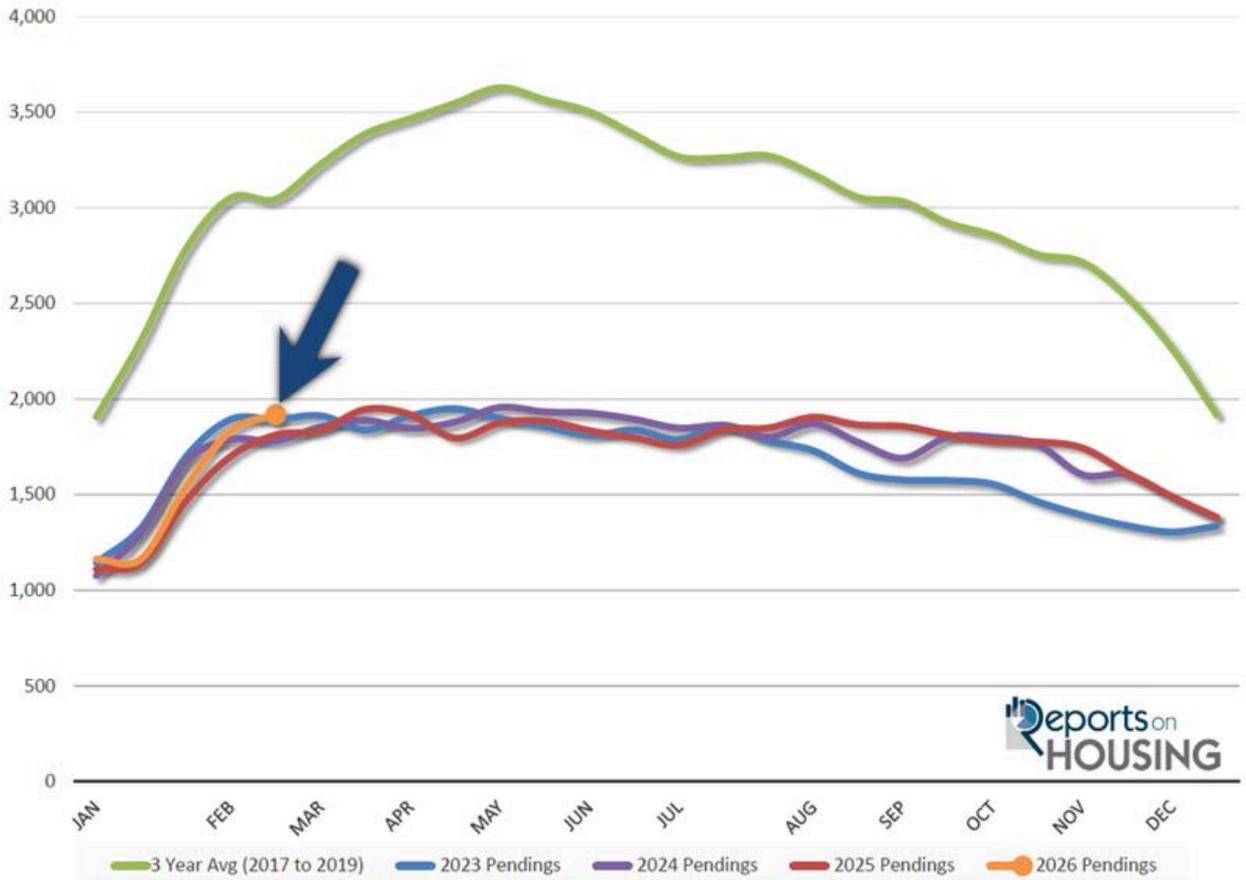


Homeowners continue to “hunker down” in their homes, unwilling to move because of their current, underlying, locked-in, low fixed-rate mortgage. This trend has been easing from the lows established in 2023. Through February, 6,155 homes were placed on the market in San Diego County, 2,088 fewer than the 3-year average before COVID (2017-2019), 25% less. In 2025, 6,522 homes entered the market (6% more), compared to 5,261 in 2024 (15% less), and 4,400 in 2023 (29% less). Slightly fewer homes have been coming on the market this year compared to last.

Demand, a snapshot of the number of new pending sales over the prior month, increased from 1,834 to 1,919 in the past couple of weeks, up 85 pending sales, or 5%, the highest level since last April. Despite much-improved buyer conditions and a more favorable mortgage rate environment hovering around 6%, buyer demand has not shown much impact yet. From dystopian AI fears over the past month to geopolitical volatility and uncertainty, some buyers have been holding off on big purchases. There have been other temporary impacts on demand over the years, from the mass adoption of the Internet, to Y2K, to 9-11, to the government pandemic lockdowns, to the implementation of tariffs. Yet, even with the headwinds, year-over-year demand is slightly positive.

Last year, demand was 1,812, with **107 fewer pending sales, or 5% less**. It was 87 fewer just two weeks ago. The 3-year average before COVID (2017 to 2019) was 3,045 pending sales, **59% more than today, or an additional 1,126**.

SAN DIEGO COUNTY DEMAND YEAR-OVER-YEAR



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 is jobs week, which includes wages and the number of jobs created or lost, one of the month's most important economic data points. Additionally, retail sales will be released on Friday. Next week, the Producer Price Index (PPI) and the Consumer Price Index (CPI) will be released, two crucial inflation indicators. It will be a pivotal two weeks for mortgage rates.

EXPECTED MARKET TIME

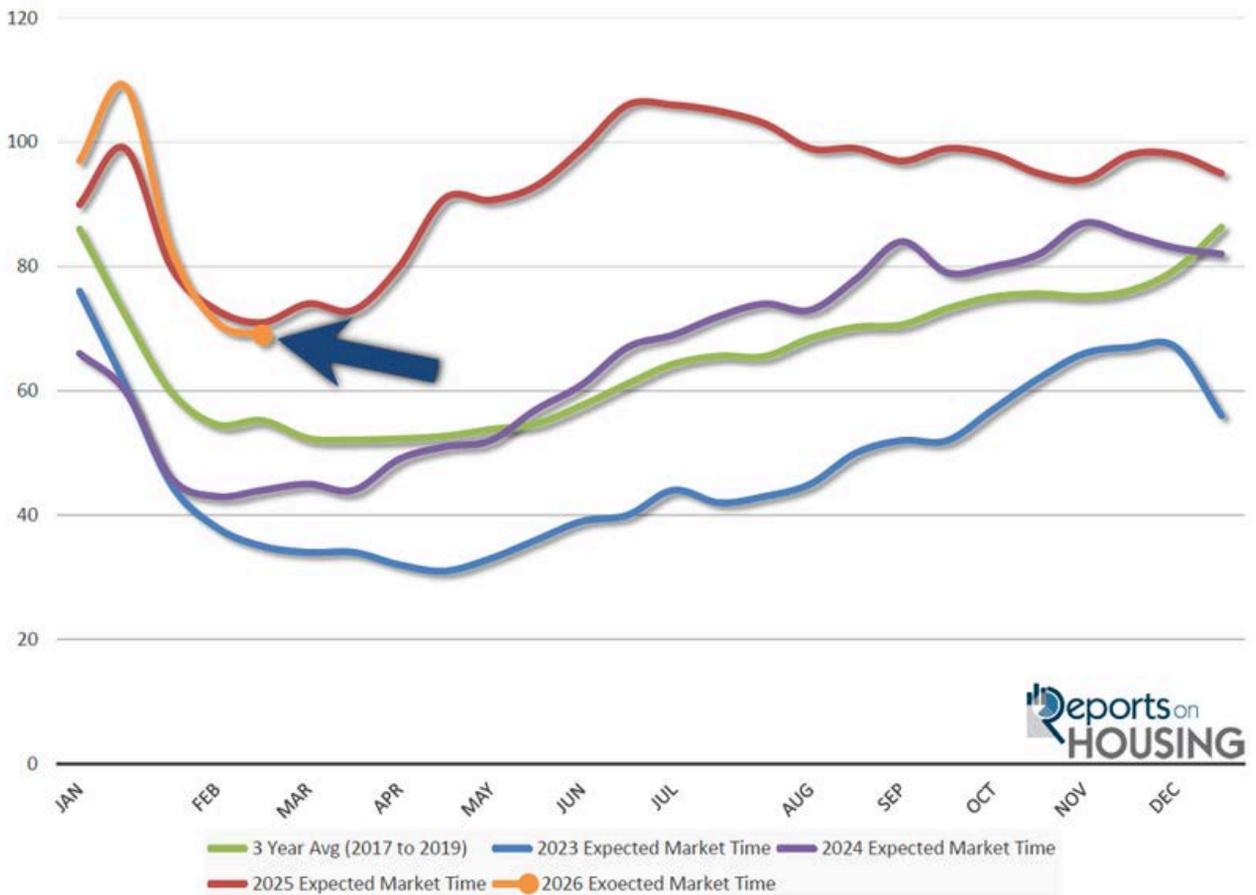
IN THE PAST TWO WEEKS, THE MARKET TIME DECREASED BY TWO DAYS.

With the supply of available homes rising by 43 homes, **up 1%**, and demand rising by 85 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 71 to 69 days in the past couple of weeks, lower than last year's strongest reading at 71 days.

Last year, it was 71 days, similar to today. The 3-year average before COVID (2017 to 2019) was 55 days, quicker than today.

The Expected Market Time for condominiums and townhomes decreased from 90 to 80 days in the past two weeks. It was at 82 days last year. For detached homes, the Expected Market Time remained unchanged at 63 days. It was 65 days a year ago, nearly the same as today. The detached-home market is faster 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 681 to 711 homes, up 30 homes, or 4%. Luxury demand dropped by one pending sale, down 1%, and now sits at 178, its first decline since mid-January. With supply rising and demand starting to decline, the Expected Market Time for luxury homes priced above \$2 million rose from 114 to 120 days, a six-day rise. The luxury market should gradually slow for the remainder of the year.

Year over year, the active luxury inventory is down by 52 homes, or 7%, and luxury demand is down by 30 pending sales, or 14%. Last year's Expected Market Time was 110 days, faster than today.

In the past two weeks, the expected market time for homes priced between \$2 million and \$4 million increased from 85 to 92 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 215 to 148 days. For homes priced above \$6 million, the Expected Market Time increased from 270 to 390 days. At 120 days, a seller would be looking to place their home in escrow around **July 2026**.

SAN DIEGO COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0 - \$750k	73 Days	37%	35%	73 Days
\$750k - \$1m	55 Days	20%	26%	56 Days
\$1m - \$1.25m	53 Days	10%	13%	55 Days
\$1.25m - \$1.5m	72 Days	8%	7%	68 Days
\$1.5m - \$2m	64 Days	9%	9%	86 Days
\$2m - \$4m	92 Days	10%	7%	83 Days
\$4M - \$6M	148 Days	3%	2%	158 Days
\$6m +	390 Days	3%	1%	400 Days

- **INVENTORY:** The active listing inventory over the past couple of weeks increased by 43 homes, or 1%, and now stands at 4,406. Last year, there were 4,274 homes on the market, 132 fewer homes, or 3% less. The 3-year average before COVID (2017-2019) was 5,547, which is 26% higher. Through February, 25% fewer homes came on the market compared to the 3-year average before COVID (2017-2019), 2,088 less. Additionally, 367 fewer sellers came on the market this year than last year, but 894 more than in 2024, and 1,755 more than in 2023.
- **DEMAND:** Buyer demand, the number of pending sales over the prior month, surged from 1,834 to 1,919, up by 85 pending sales, or 5%. Last year, there were 1,812 pending sales, **6% fewer than today**. The 3-year average before COVID (2017-2019) was 3,045, which is 59% higher.
- **MARKET TIME:** With demand rising faster than supply, the Expected Market Time, the number of days to sell all San Diego County listings at the current buying pace, fell from 71 to 69 days in the past couple of weeks, the strongest reading since July 2024. Last year, it was 71 days, similar to today. The 3-year average before COVID (2017-2019) was 55 days, which is faster than today.
- **LUXURY:** In the past two weeks, the expected market time for homes priced between \$2 million and \$4 million increased from 85 to 92 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 215 to 148 days. For homes priced above \$6 million, the Expected Market Time increased from 270 to 390 days.
- **DISTRESSED HOMES:** Short sales and foreclosures combined, comprised only 1.2% of all listings and 1.2% of demand. Only 18 foreclosures and 34 short sales are available today in San Diego County, with a total of 52 distressed homes on the active market, down one from two weeks ago. Last year, 24 distressed homes were on the market, fewer than today.
- **CLOSED SALES:** There were 1,330 closed residential resales in January, down 10% compared to January 2025's 1,479, and down 28% from December 2025. The sales-to-list price ratio was 99.3% for San Diego County. Foreclosures accounted for 0.2% of all closed sales, and short sales accounted for 0.3% of all closed sales. That means that 99.5% of all sales were sellers with equity.

SAN DIEGO COUNTY MARKET TIME REPORT

MARCH 3, 2026 - BUYING CONDITIONS IMPROVE

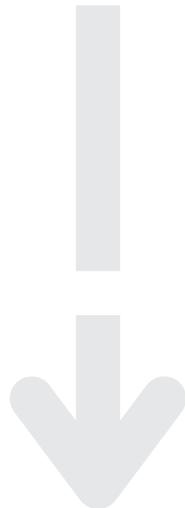
SAN DIEGO COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
2/26/2026								
Alpine	31	19	49	47	108	84	34	\$1.1m
Bonita	23	8	86	68	71	47	23	\$1.3m
Bonsall	23	9	77	174	280	94	102	\$1.0m
Borrego Springs	51	6	255	144	184	138	73	\$360k
Campo	16	6	80	85	120	Infinite	150	\$547k
Cardiff by the Sea	9	5	54	60	78	60	43	\$2.2m
Carlsbad	188	109	52	64	77	64	43	\$1.3m
Carmel Valley	53	10	159	73	79	57	46	\$2.0m
Chula Vista	203	126	48	63	80	48	27	\$775k
City Heights	41	24	51	55	108	51	21	\$699k
Clairemont	42	33	38	46	74	59	34	\$1.1m
Coronado	81	15	162	173	183	132	91	\$3.5m
Del Cerro	34	30	34	53	57	54	27	\$787k
Del Mar	39	12	98	79	127	220	108	\$4.5m
Downtown	293	35	251	222	274	225	148	\$720k
El Cajon	161	85	57	61	62	74	34	\$740k
Encanto	36	20	54	43	45	52	40	\$760k
Encinitas	91	39	70	69	102	61	91	\$2.9m
Escondido	240	112	64	76	73	68	32	\$855k
Fallbrook	151	52	87	83	84	65	57	\$1.1m
Imperial Beach	49	10	147	163	245	126	105	\$900k
Jamul	19	7	81	60	64	155	70	\$1.1m
Julian	41	4	308	200	171	150	36	\$759k
La Jolla	170	38	134	126	162	96	69	\$2.8m
La Mesa	77	53	44	43	67	49	35	\$948k
Lakeside	53	27	59	87	79	45	40	\$720k
Lemon Grove	23	15	46	56	58	47	44	\$750k
Linda Vista	40	33	36	51	46	56	24	\$699k
Mira Mesa	65	38	51	57	55	47	16	\$949k
Mission Hills/Hillcrest	82	26	95	67	68	92	83	\$839k
Mission Valley	86	28	92	93	91	96	34	\$509k
National City	15	9	50	32	35	87	150	\$695k
Normal Heights	28	17	49	51	53	56	31	\$1.1m
North Park	42	24	53	54	60	50	46	\$847k
Ocean Beach	29	16	54	62	90	80	58	\$1.2m
Oceanside	245	143	51	57	69	58	37	\$865k
Old Town SD	49	17	86	94	107	73	30	\$840k
Otay Mesa	59	28	63	58	73	53	25	\$680k
Pacific/Mission Beach	86	27	96	92	124	98	97	\$1.5m
Paradise Hills	15	14	32	28	44	22	6	\$665k
Pauma Valley	19	2	285	570	200	360	480	\$1.4m
Pine Valley	10	2	150	100	330	36	Infinite	\$662k
Point Loma	40	18	67	80	68	159	72	\$2.2m
Poway	56	31	54	56	70	104	38	\$1.4m
Ramona	73	32	68	55	102	73	43	\$850k
Rancho Bernardo	103	49	63	77	86	54	28	\$795k
Rancho Peñasquitos	48	22	65	94	55	48	34	\$1.3m
Rancho Santa Fe	79	16	148	195	270	192	156	\$6.5m
San Carlos	18	14	39	38	28	38	42	\$787k
San Diego	1,571	654	72	69	77	70	42	\$829k
San Marcos	139	73	57	63	81	66	47	\$839k

SAN DIEGO COUNTY MARKET TIME REPORT

MARCH 3, 2026 - BUYING CONDITIONS IMPROVE

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
2/26/2026								
San Ysidro	9	0	Infinite	60	60	Infinite	60	\$675k
Santaluz	71	27	79	57	71	78	31	\$1.5m
Santee	60	40	45	57	52	49	11	\$767k
Scripps Ranch	30	22	41	37	62	56	9	\$1.4m
Solana Beach	21	8	79	105	79	90	77	\$2.8m
Spring Valley	77	48	48	58	66	59	22	\$750k
Tierrasanta	18	12	45	34	43	28	20	\$917k
University City	44	18	73	63	73	80	45	\$654k
Valley Center	57	18	95	71	77	99	70	\$1.1m
Vista	124	57	65	62	87	56	35	\$1.0m
All of S.D.	4,406	1,919	69	71	83	71	44	\$900k

SAN DIEGO COUNTY PRICE RANGES REPORT



SAN DIEGO COUNTY PRICE RANGE REPORT

MARCH 3, 2026 - BUYING CONDITIONS IMPROVE

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
2/26/2026								
All of S.D.	1,717	642	80	90	105	82	46	\$679k
S.D. \$0-\$500k	463	129	108	122	111	94	48	\$429k
S.D. \$500k-\$750k	576	282	61	69	93	73	34	\$635k
S.D. \$750k-\$1m	323	116	84	90	104	79	42	\$849k
S.D. \$1m-\$2m	256	99	78	92	109	83	75	\$1.3m
S.D. \$2m+	99	16	186	176	235	119	180	\$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
2/26/2026								
All of S.D.	2,689	1,277	63	63	73	65	42	\$1.2m
S.D. \$0-\$500k	242	63	115	129	119	143	53	\$399k
S.D. \$500k-\$750k	356	203	53	46	61	43	26	\$660k
S.D. \$750k-\$1m	575	376	46	48	54	49	28	\$895k
S.D. \$1m-\$1.25m	337	200	51	59	60	54	39	\$1.1m
S.D. \$1.25m-\$1.5m	273	120	68	56	65	61	30	\$1.4m
S.D. \$1.5m-\$2m	294	153	58	60	71	82	57	\$1.7m
S.D. \$2m-\$4m	349	122	86	79	99	79	67	\$2.7m
S.D. \$4m-\$6m	170	36	142	173	313	147	122	\$5.3m
S.D. \$6m+	93	4	698	440	352	395	206	\$11.8m

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
2/26/2026								
All of S.D.	4,406	1,919	69	71	83	71	44	\$900k
S.D. \$0-\$500k	705	192	110	125	114	104	49	\$420k
S.D. \$500k-\$750k	932	485	58	59	79	61	31	\$649k
S.D. \$750k-\$1m	898	492	55	58	65	56	32	\$875k
S.D. \$1m-\$1.25m	441	252	53	62	67	55	42	\$1.1m
S.D. \$1.25m-\$1.5m	339	142	72	61	71	68	36	\$1.4m
S.D. \$1.5m-\$2m	380	178	64	69	78	86	65	\$1.7m
S.D. \$2m-\$4m	425	138	92	85	109	83	78	\$2.8m
S.D. \$4m-\$6m	143	29	148	215	323	158	121	\$5.0m
S.D. \$6m+	143	11	390	270	371	400	189	\$9.3m

*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

MARCH 3, 2026 - BUYING CONDITIONS IMPROVE

SAN DIEGO COUNTY CITIES	UNITS SOLD JAN 2026	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 JAN 2025
Alpine	14	\$889,950	\$874,450	93.3%	\$325,000	\$1,250,000	1,831	\$486	27	4
Bonita	9	\$1,190,000	\$1,150,000	101.2%	\$510,000	\$2,117,000	2,002	\$594	23	10
Bonsall	5	\$1,100,000	\$1,090,000	97.1%	\$675,000	\$1,850,000	2,305	\$477	132	2
Borrego Springs	4	\$317,500	\$329,500	96.1%	\$266,000	\$593,000	1,729	\$184	45	17
Campo	3	\$520,000	\$520,000	98.2%	\$500,000	\$535,000	1,688	\$308	76	3
Cardiff by the Sea	7	\$2,400,000	\$2,400,000	101.9%	\$1,034,225	\$3,700,000	1,883	\$1,275	45	8
Carlsbad	64	\$1,397,500	\$1,472,500	98.6%	\$520,000	\$8,500,000	1,977	\$707	16	66
Carmel Valley	12	\$1,325,000	\$1,349,500	97.0%	\$585,000	\$3,440,000	1,655	\$801	28	29
Chula Vista	79	\$830,000	\$829,000	100.0%	\$385,000	\$2,340,000	1,740	\$477	21	71
City Heights	20	\$667,500	\$655,000	99.6%	\$295,000	\$810,000	1,036	\$644	64	8
Clairemont	18	\$1,142,500	\$1,139,972	99.6%	\$499,000	\$1,795,000	1,437	\$795	32	20
Coronado	11	\$2,900,000	\$2,950,000	98.1%	\$1,780,000	\$16,500,000	1,838	\$1,578	10	18
Del Cerro	19	\$1,039,000	\$1,049,000	99.0%	\$445,000	\$2,400,000	1,586	\$655	14	15
Del Mar	5	\$2,325,000	\$2,399,000	98.6%	\$1,825,000	\$4,385,000	2,353	\$988	57	12
Downtown	17	\$585,000	\$599,000	97.9%	\$260,000	\$4,715,000	903	\$648	49	34
El Cajon	70	\$770,000	\$756,000	100.0%	\$155,000	\$2,700,000	1,452	\$530	17	61
Encanto	23	\$755,000	\$739,000	100.4%	\$550,000	\$900,000	1,352	\$558	15	27
Encinitas	22	\$1,727,750	\$1,799,995	98.5%	\$160,000	\$4,500,000	2,157	\$801	12	27
Escondido	89	\$798,888	\$799,000	98.7%	\$267,000	\$1,845,000	1,606	\$497	36	83
Fallbrook	31	\$875,000	\$875,000	98.7%	\$230,000	\$1,695,000	2,266	\$386	63	46
Imperial Beach	2	\$704,500	\$729,000	96.6%	\$389,000	\$1,020,000	1,522	\$463	77	9
Jamul	7	\$995,000	\$1,050,000	98.7%	\$380,000	\$1,300,000	2,310	\$431	65	3
Julian	5	\$600,000	\$665,000	91.3%	\$275,000	\$1,304,500	1,642	\$365	85	3
La Jolla	39	\$2,406,142	\$2,485,000	97.1%	\$583,000	\$22,250,000	1,907	\$1,262	34	32
La Mesa	33	\$780,000	\$799,000	98.5%	\$425,000	\$2,200,000	1,391	\$561	21	38
Lakeside	19	\$769,900	\$750,000	100.9%	\$90,000	\$1,399,990	1,536	\$501	32	21
Lemon Grove	8	\$776,250	\$789,495	100.4%	\$465,000	\$860,000	1,655	\$469	12	11
Linda Vista	24	\$792,500	\$824,450	98.4%	\$365,500	\$1,799,000	1,213	\$653	32	22
Mira Mesa	18	\$1,062,500	\$1,072,000	100.1%	\$372,000	\$2,063,828	1,609	\$660	41	32
Mission Hills/Hillcrest	25	\$1,540,000	\$1,650,000	96.8%	\$630,000	\$5,000,000	1,766	\$872	96	29
Mission Valley	15	\$475,000	\$475,000	99.6%	\$299,900	\$1,075,000	894	\$531	61	15
National City	10	\$625,000	\$614,500	98.5%	\$230,000	\$810,000	1,490	\$419	22	5
Normal Heights	11	\$670,000	\$675,000	94.7%	\$455,000	\$2,269,733	1,140	\$588	44	12
North Park	13	\$1,010,000	\$975,000	98.5%	\$245,000	\$1,530,000	1,008	\$1,002	17	12
Ocean Beach	9	\$1,800,000	\$1,900,000	98.0%	\$565,000	\$3,300,000	2,116	\$851	28	14
Oceanside	96	\$872,500	\$884,000	98.7%	\$292,000	\$3,311,000	1,543	\$565	41	98
Old Town SD	10	\$615,000	\$612,000	98.2%	\$380,000	\$1,915,000	997	\$617	14	14
Otay Mesa	25	\$710,000	\$675,000	102.0%	\$490,000	\$970,000	1,586	\$448	19	36
Pacific/Mission Beach	25	\$1,450,000	\$1,395,000	96.7%	\$207,500	\$4,325,000	1,300	\$1,115	63	21
Paradise Hills	7	\$650,000	\$625,000	102.1%	\$505,000	\$805,000	1,373	\$473	10	13
Pauma Valley	1	\$2,300,000	\$2,400,000	95.8%	\$2,300,000	\$2,300,000	3,536	\$650	6	4
Pine Valley	0	-	-	-	-	-	-	-	-	0
Point Loma	15	\$1,790,000	\$1,800,000	98.3%	\$976,500	\$6,277,000	1,828	\$979	20	9
Poway	21	\$1,150,000	\$1,149,000	98.0%	\$460,000	\$2,950,000	2,074	\$554	17	19
Ramona	26	\$837,750	\$857,250	96.5%	\$475,000	\$1,550,000	2,083	\$402	68	23
Rancho Bernardo	24	\$942,250	\$964,000	99.1%	\$469,000	\$1,600,000	1,421	\$663	133	32
Rancho Penasquitos	25	\$1,275,000	\$1,299,999	97.8%	\$585,000	\$2,500,000	1,876	\$680	59	19
Rancho Santa Fe	15	\$4,100,000	\$4,195,000	94.3%	\$795,000	\$10,000,000	5,218	\$786	103	21
San Carlos	13	\$945,000	\$895,000	100.4%	\$620,000	\$1,140,000	1,577	\$599	12	15
San Diego	497	\$905,000	\$895,000	98.4%	\$141,200	\$6,277,000	1,427	\$634	25	582
San Marcos	32	\$835,000	\$836,450	98.1%	\$392,000	\$1,630,000	1,645	\$508	36	48
San Ysidro	1	\$675,000	\$599,900	112.5%	\$675,000	\$675,000	1,238	\$545	8	2
Santaluz	31	\$2,020,000	\$2,025,000	97.2%	\$522,000	\$5,050,000	2,687	\$752	62	32
Santee	24	\$689,000	\$702,000	100.3%	\$141,200	\$941,000	1,323	\$521	36	2
Scripps Ranch	12	\$1,237,500	\$1,275,000	99.4%	\$390,000	\$2,350,000	1,603	\$772	18	11
Solana Beach	8	\$3,050,000	\$3,040,000	95.4%	\$800,000	\$9,150,000	2,366	\$1,289	75	8

SAN DIEGO COUNTY SOLD REPORT

MARCH 3, 2026 - BUYING CONDITIONS IMPROVE

SAN DIEGO COUNTY CITIES	UNITS SOLD JAN 2026	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 JAN 2025
Spring Valley	28	\$662,500	\$678,000	101.0%	\$245,000	\$1,300,000	1,387	\$478	20	32
Tierrasanta	10	\$770,000	\$774,500	98.0%	\$563,000	\$1,120,000	1,598	\$482	55	12
University City	20	\$932,485	\$962,000	98.8%	\$437,500	\$2,625,000	1,404	\$664	34	23
Valley Center	12	\$872,250	\$868,500	97.9%	\$712,000	\$1,235,000	2,404	\$363	24	17
Vista	36	\$875,500	\$882,450	98.7%	\$485,000	\$2,485,000	1,655	\$529	23	54
All of S.D.	1,330	\$895,000	\$895,000	99.3%	\$90,000	\$22,250,000	1,598	\$560	29	1,479
\$0-\$500k	145	\$412,500	\$419,999	98.3%	\$90,000	\$500,000	879	\$469	55	135
\$500k-\$750k	307	\$639,900	\$640,000	100.0%	\$502,000	\$750,000	1,222	\$524	31	366
\$750k-\$1m	327	\$851,000	\$850,000	100.0%	\$750,001	\$1,000,000	1,609	\$529	24	367
\$1m-\$1.25m	202	\$1,124,556	\$1,149,000	98.7%	\$1,005,000	\$1,250,000	1,892	\$594	31	213
\$1.25m-\$1.5m	96	\$1,350,000	\$1,375,000	99.0%	\$1,251,000	\$1,500,000	2,188	\$617	24	120
\$1.5m-\$2m	107	\$1,700,000	\$1,750,000	98.4%	\$1,505,000	\$1,999,999	2,214	\$768	20	113
\$2m-\$4m	114	\$2,517,500	\$2,585,000	98.6%	\$2,020,000	\$4,000,000	2,807	\$897	20	132
\$4m-\$6m	20	\$4,600,000	\$4,622,500	96.7%	\$4,046,500	\$5,800,000	4,195	\$1,097	33	21
\$6m+	12	\$8,350,000	\$8,725,000	95.2%	\$6,050,000	\$22,250,000	5,677	\$1,471	51	12

SAN DIEGO COUNTY
HYPERLINKS

(SHARABLE AND NON-SHAREABLE)

