

MARCH 17, 2026 - WRITTEN BY STEVEN THOMAS

# GLOBAL INFLUENCES ON HOUSING

A STEADY STREAM OF INTERNATIONAL TENSIONS CONTINUES TO MAKE HEADLINES, AT TIMES INFLUENCING THE HOUSING MARKET BY PUSHING MORTGAGE RATES HIGHER.



# RIISING RATES CAN IMPACT DEMAND

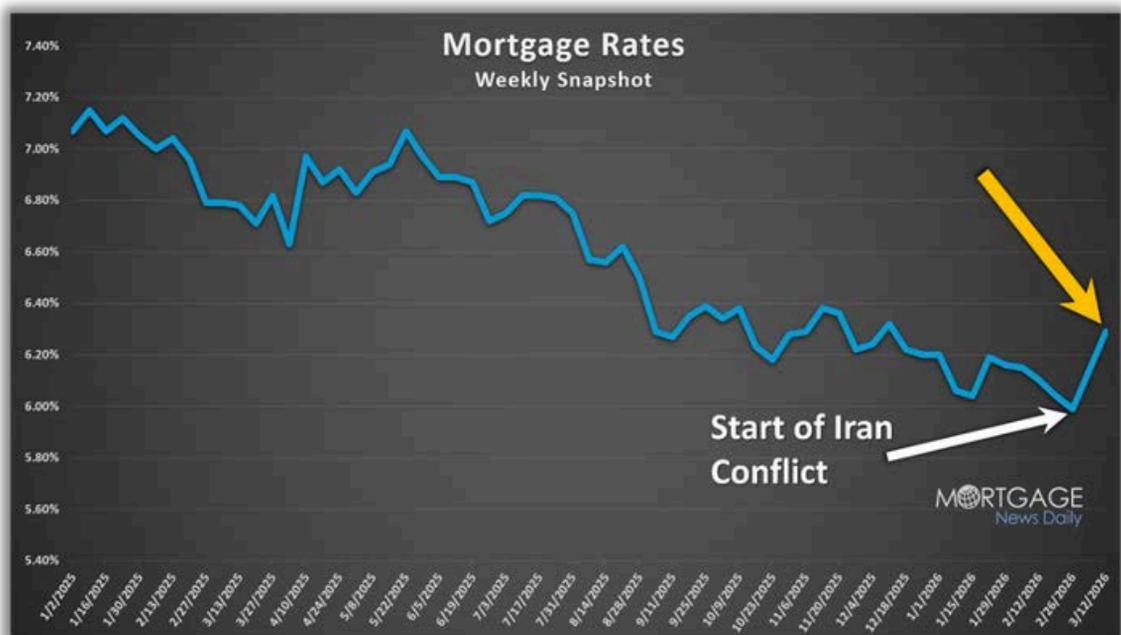
AFTER DROPPING TO 5.99% A FEW WEEKS AGO, MORTGAGE RATES HAVE INCREASED TO 6.29% AMID RISING GAS PRICES AND THE THREAT OF HIGHER INFLATION.

The economic term “exogenous shock” refers to an unexpected, external, unpredictable event that disrupts a system from the outside. For example, a sudden heat wave hits a kid’s lemonade stand, where demand skyrockets. The kid had nothing to do with the instant change in the weather, yet lemonade sales went through the roof. Or when a hit TV show is filmed in a small town. In the blink of an eye, hotels and vacation rentals are completely booked, and there are no more restaurant reservations available. The sleepy town quickly became a tourist destination when it was unexpectedly featured on TV.

There are many examples of exogenous shocks that have had a major impact on the economy. A prime example is the U.S. COVID-19 lockdown of March 2020, six years ago. It was the largest worldwide pandemic in a century, and it touched almost every corner of the economy for years.

The Iran conflict, which began on February 28, 2026, is the latest exogenous shock to hit the U.S. and global economies. Due to the effective closure of the Strait of Hormuz, gas prices abruptly soared. According to AAA, a gallon of gas in California was \$4.64 on February 28<sup>th</sup>, and today it has soared to \$5.54, an increase of \$0.90, or 19%. With the rapid change in prices, many are turning to COSTCO for gas, averaging \$5.12 per gallon across the state, a substantial savings.

The sudden shift in gas prices has many economists and investors concerned about inflation and, ultimately, the Federal Reserve’s response to the threat to price stability. As a result, according to Mortgage News Daily, mortgage rates have climbed from 5.99% on February 27<sup>th</sup> to 6.29% today. That means that a \$1 million mortgage has increased monthly from \$5,989 to \$6,183, up \$194 per month, or \$2,328 per year. They had risen to 6.41% before retreating to 6.29%.



Even with the recent climb in mortgage rates, it is still below last year’s level. It was at 6.8% a year ago, and eclipsed 7% in April and in May. At 6.8%, that \$1 million mortgage increases to \$6,519, up \$336 from today, and at 7%, it would be \$6,653, up \$470, or \$5,640 per year.

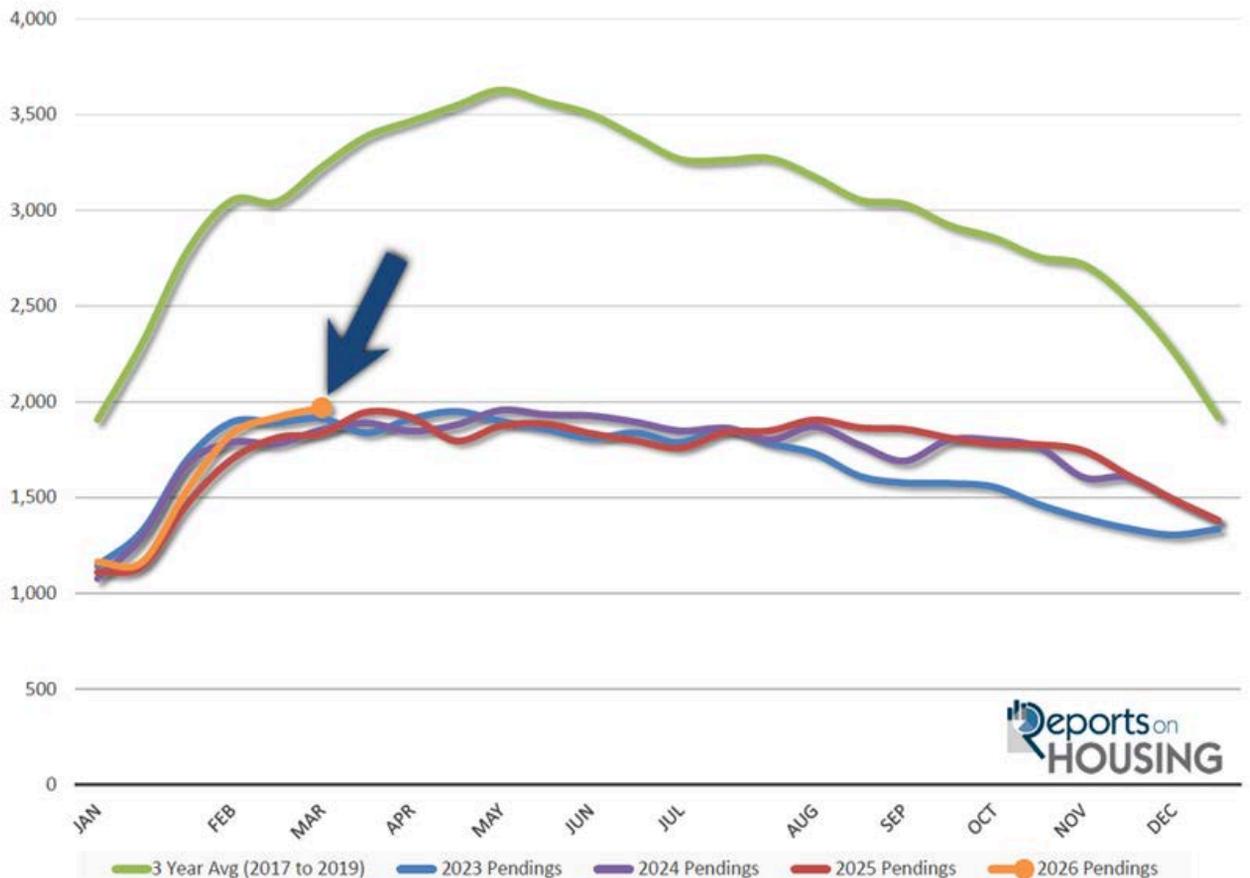
The Federal Reserve's dual mandate is to maintain price stability and promote maximum employment. According to CPI, after rising during the second half of 2025, inflation had been slowly easing. In addition, the labor market was showing further signs of weakening. On March 6<sup>th</sup>, the February Jobs Report was released, revealing that the U.S. had lost 92,000 jobs. Without the conflict in Iran, mortgage rates would have dropped below their recent 5.99% lows to levels not seen since August 2022.

Housing is about to transition to the Spring Market, the busiest time of the year for buyer activity, which typically peaks between April and May. Where will buyer demand go from here? That largely depends on mortgage rates.

If mortgage rates eclipse 6.5% as prices at the pump continue to climb, expect year-over-year differences in buyer demand and closed sales volume to be nearly the same. However, if the Iran conflict is resolved soon or the Strait of Hormuz reopens, gas prices would drop, easing inflation concerns and putting downward pressure on mortgage rates. The Federal Reserve would likely shift its focus back to the weakening job market and reconsider cutting the Federal Funds Rate. Mortgage rates could fall back to 6%, or even lower if upcoming jobs reports are weak, a substantial year-over-year improvement in affordability. This would likely push buyer demand (a snapshot of the number of new pending sales over the prior month) and closed sales activity higher than levels seen over the past three years.

San Diego County demand is currently at 1,970 pending sales, up 134 from last year's 1,836 level, or 7% more. In 2024, it was at 1,854 pending sales (-6%), and in 2023, it was at 1,913 (-3%). The 3-year average buyer demand before the pandemic (2017 to 2019) was 3,227 (+64%).

### SAN DIEGO COUNTY DEMAND YEAR-OVER-YEAR



**ATTENTION SELLERS: Rather than betting on the trajectory of mortgage rates, the better**

**strategy is to price with precision and carefully arrive at a home's Fair Market Value.** Carefully consider all recent comparable closed and pending sales. Do NOT overprice. It will only result in wasted market time and less fanfare when the home is properly priced. In a market with plenty of seller competition, pricing is the ultimate strategy.

**ATTENTION BUYERS: Even with the recent rise in mortgage rates, they are still lower than last year.** With the Spring Market upon us, there will be plenty of buyer competition, and homes that are attractive and expertly priced will fly off the market. Waiting on the sidelines for conditions to improve is often an exercise in futility and in missing plenty of timely opportunities.

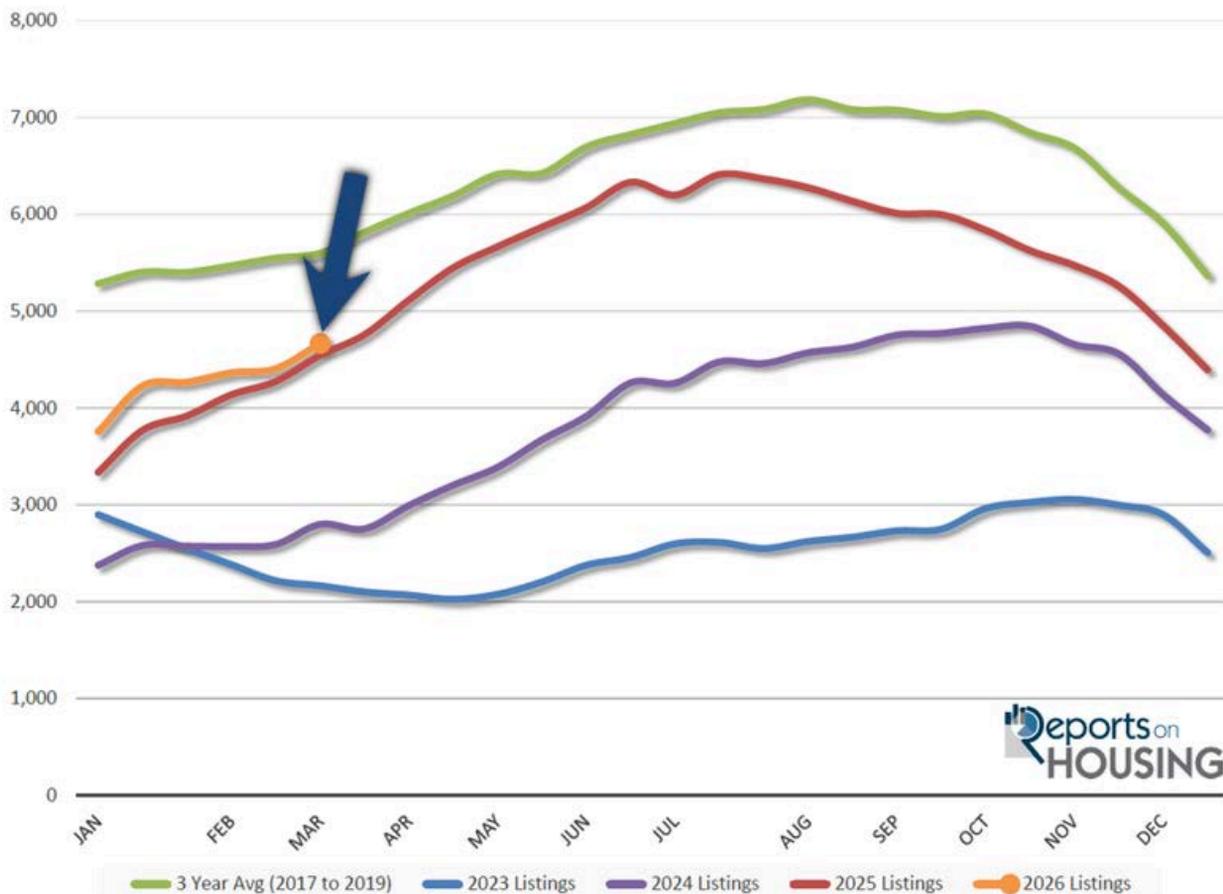
# ACTIVE LISTINGS

THE INVENTORY INCREASED BY 6% IN THE PAST COUPLE OF WEEKS.

The active listing inventory increased by 261 homes over the past two weeks, up 6%, to 4,667. As San Diego County transitions to the Spring Market, expect the inventory to slowly but surely climb from now until it reaches its peak, sometime between July and August. So far this year, the inventory has climbed from 3,755 homes to 4,667, up 24% or 912 homes.

Last year, the inventory was at 4,543 homes, **3% lower, or 124 fewer.** The year-over-year gap is narrowing. The 3-year average before COVID (2017 through 2019) was 5,598, an additional 931 homes, or 20% 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

DEMAND INCREASED BY 3% IN THE PAST COUPLE OF WEEKS.

Demand, a snapshot of the number of new pending sales over the prior month, increased from 1,919 to 1,970 in the past couple of weeks, up 51 pending sales, or 3%, the highest level since September 2022. During the upcoming Spring Market, expect demand to peak sometime between April and May. From there, demand will fall at a very slow pace through the Spring and Summer Markets. The changes in buyer demand will be almost undetectable within the market. A key caveat to this outlook would be a sudden easing of inflation concerns driven by falling gas prices. That would result in lower mortgage rates and could ultimately boost demand. Only time will tell.

Last year, demand was 1,836, with **134 fewer pending sales, or 7% less**. The 3-year average before COVID (2017 to 2019) was 3,227 pending sales, **64% more than today, or an additional 1,257**.

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, the Federal Reserve will meet and hold a press conference to announce its decision on the Federal Funds rate. They will ultimately reveal their appetite to cut rates in the near future and into 2026. It will be a pivotal week for mortgage rates.

## EXPECTED MARKET TIME

IN THE PAST TWO WEEKS, THE MARKET TIME HAS INCREASED BY TWO DAYS.

With the supply of available homes rising by 261 homes, **up 6%**, and demand rising by 51 pending sales, **up 3%**, the Expected Market Time (the number of days it takes to sell all San Diego County listings at the current buying pace) increased from 69 to 71 days in the past couple of weeks, identical to one month ago.

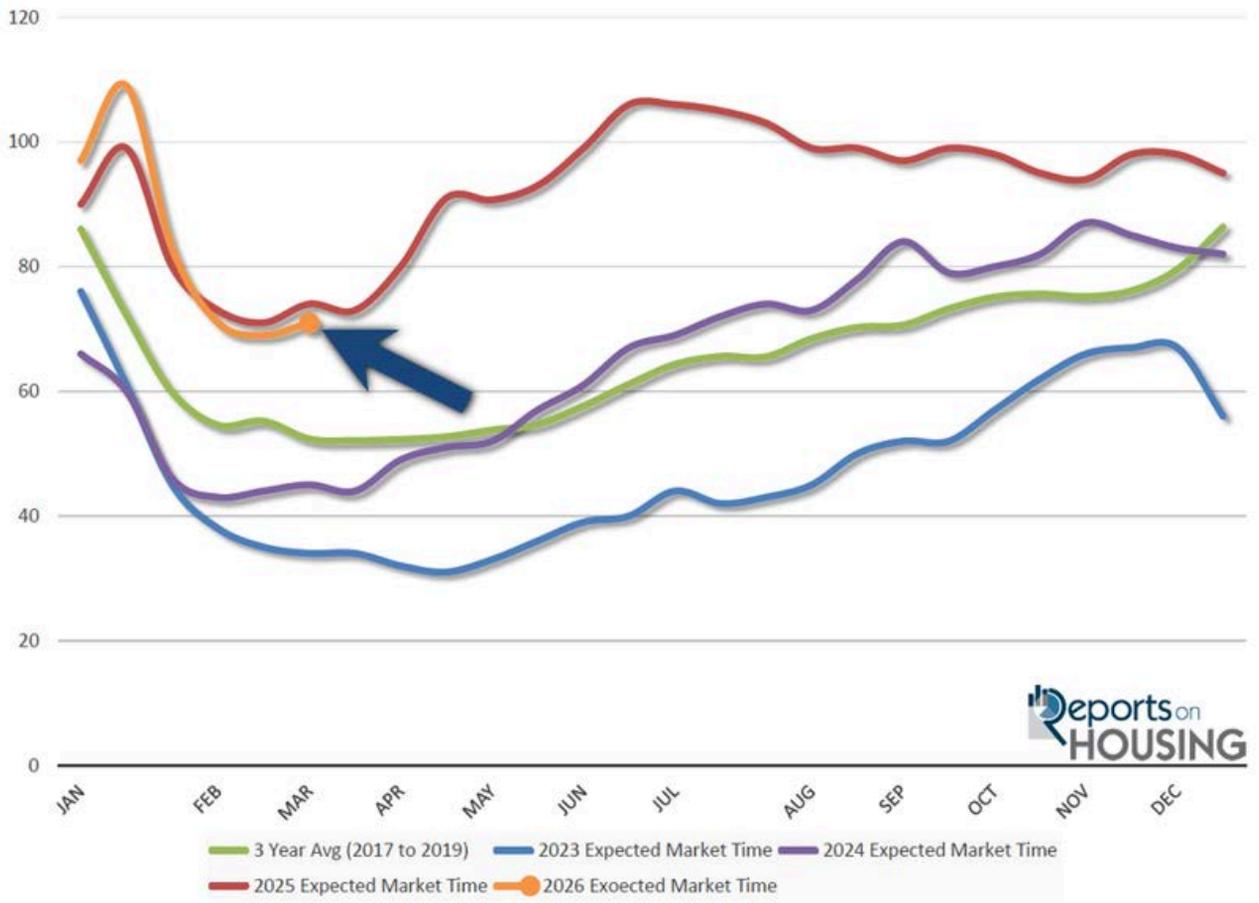
Last year, it was 74 days, similar to today. The 3-year average before COVID (2017 to 2019) was 52 days, quicker than today.

The Expected Market Time for condominiums and townhomes increased from 80 to 86 days in the past two weeks. It was at 86 days last year. For detached homes, the Expected Market Time increased from 63 to 64 days. It was 68 days a year ago, similar to today. The detached-home market is faster than the attached-home market.

SAN DIEGO COUNTY EXPECTED MARKET TIME Y-O-Y CHART



# 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 711 to 759 homes, up 48 homes, or 7%. Luxury demand rose by 20 pending sales, up 11%, and now sits at 198, its highest level since last July. With demand rising faster than supply, the Expected Market Time for luxury homes priced above \$2 million dropped from 120 to 115 days, a five-day decline. Due to the increased volatility of Wall Street and the uncertainty surrounding the economy, luxury may slow from here.

Year over year, the active luxury inventory is down by 106 homes, or 12%, and luxury demand is up by 10 pending sales, or 5. Last year's Expected Market Time was 138 days, slower than today.

In the past two weeks, the expected market time for homes priced between \$2 million and \$4 million increased from 92 to 93 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 148 to 122 days. For homes priced above \$6 million, the Expected Market Time increased from 390 to 435 days. At 115 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	75 Days	36%	34%	80 Days
\$750k - \$1m	57 Days	21%	26%	57 Days
\$1m - \$1.25m	60 Days	11%	12%	57 Days
\$1.25m - \$1.5m	75 Days	8%	8%	63 Days
\$1.5m - \$2m	60 Days	8%	9%	73 Days
\$2m - \$4m	93 Days	10%	8%	108 Days
\$4M - \$6M	122 Days	3%	2%	196 Days
\$6m +	435 Days	3%	1%	471 Days

- **INVENTORY:** The active listing inventory over the past couple of weeks increased by 261 homes, or 6%, and now stands at 4,667. Last year, there were 4,543 homes on the market, 124 fewer homes, or 3% less. The 3-year average before COVID (2017-2019) was 5,598, which is 20% 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 1,919 to 1,970, up by 51 pending sales, or 3%, surpassing last year's peak of 1,946, and the highest reading since September 2022. Last year, there were 1,836 pending sales, **7% fewer than today**. The 3-year average before COVID (2017-2019) was 3,227, which is 64% higher.
- **MARKET TIME:** With supply rising faster than demand, the Expected Market Time, the number of days to sell all San Diego County listings at the current buying pace, rose from 69 to 71 days in the past couple of weeks. Last year, it was 74 days, similar to today. The 3-year average before COVID (2017-2019) was 52 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 92 to 93 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 148 to 122 days. For homes priced above \$6 million, the Expected Market Time increased from 390 to 435 days.
- **DISTRESSED HOMES:** Short sales and foreclosures combined, comprised only 1.1% of all listings and 1.3% of demand. Only 17 foreclosures and 36 short sales are available today in San Diego County, for a total of 53 distressed homes on the active market, up by 1 from two weeks ago. Last year, 20 distressed homes were on the market, slightly fewer than today.
- **CLOSED SALES:** There were 1,688 closed residential resales in February, up 2% compared to February 2025's 1,650, and up 27% from January. The sales-to-list price ratio in San Diego County was 100.0%. Foreclosures accounted for 0.4% of all closed sales, and short sales accounted for 0.5% of all closed sales. That means 99.1% of all sales were made by sellers with equity.

# SAN DIEGO COUNTY MARKET TIME REPORT

MARCH 17, 2026 - GLOBAL INFLUENCES ON HOUSING

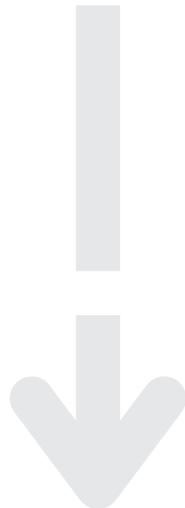
SAN DIEGO COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
3/12/2026								
Alpine	24	18	40	49	47	98	51	\$1.2m
Bonita	19	14	41	86	68	71	30	\$1.3m
Bonsall	25	8	94	77	174	165	255	\$1.1m
Borrego Springs	50	9	167	255	144	155	96	\$350k
Campo	15	10	45	80	85	330	120	\$550k
Cardiff by the Sea	11	5	66	54	60	63	53	\$2.2m
Carlsbad	202	101	60	52	64	82	41	\$1.4m
Carmel Valley	52	22	71	159	73	61	34	\$1.8m
Chula Vista	199	132	45	48	63	55	30	\$800k
City Heights	38	22	52	51	55	86	32	\$682k
Clairemont	48	33	44	38	46	37	27	\$1.1m
Coronado	89	17	157	162	173	294	112	\$3.5m
Del Cerro	37	27	41	34	53	66	24	\$589k
Del Mar	41	12	103	98	79	120	220	\$4.7m
Downtown	310	43	216	251	222	162	119	\$710k
El Cajon	172	95	54	57	61	99	44	\$719k
Encanto	35	23	46	54	43	68	33	\$795k
Encinitas	85	48	53	70	69	78	56	\$2.7m
Escondido	272	111	74	64	76	66	39	\$875k
Fallbrook	173	52	100	87	83	79	38	\$1.0m
Imperial Beach	50	14	107	147	163	78	123	\$931k
Jamul	17	9	57	81	60	109	56	\$1.3m
Julian	41	3	410	308	200	180	94	\$749k
La Jolla	172	52	99	134	126	99	94	\$2.8m
La Mesa	86	45	57	44	43	52	48	\$922k
Lakeside	54	28	58	59	87	52	27	\$780k
Lemon Grove	19	12	48	46	56	55	49	\$650k
Linda Vista	40	26	46	36	51	53	23	\$727k
Mira Mesa	71	34	63	51	57	45	15	\$1.0m
Mission Hills/Hillcrest	92	32	86	95	67	114	63	\$923k
Mission Valley	95	20	143	92	93	94	62	\$529k
National City	17	5	102	50	32	113	60	\$765k
Normal Heights	34	18	57	49	51	60	57	\$1.3m
North Park	52	19	82	53	54	80	37	\$769k
Ocean Beach	29	24	36	54	62	55	82	\$1.4m
Oceanside	255	136	56	51	57	51	41	\$875k
Old Town SD	54	20	81	86	94	43	42	\$847k
Otay Mesa	65	33	59	63	58	51	38	\$660k
Pacific/Mission Beach	93	18	155	96	92	97	82	\$1.5m
Paradise Hills	23	10	69	32	28	21	25	\$685k
Pauma Valley	23	0		285	570	Infinite	480	\$1.0m
Pine Valley	9	2	135	150	100	30	Infinite	\$799k
Point Loma	47	14	101	67	80	101	50	\$2.2m
Poway	66	36	55	54	56	118	28	\$1.4m
Ramona	73	28	78	68	55	116	38	\$900k
Rancho Bernardo	120	47	77	63	77	67	39	\$832k
Rancho Peñasquitos	50	29	52	65	94	51	17	\$1.2m
Rancho Santa Fe	86	12	215	148	195	219	143	\$6.0m
San Carlos	18	17	32	39	38	40	22	\$760k
San Diego	1,704	669	76	72	69	69	44	\$849k
San Marcos	131	70	56	57	63	83	40	\$802k

# SAN DIEGO COUNTY MARKET TIME REPORT

MARCH 17, 2026 - GLOBAL INFLUENCES ON HOUSING

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
3/12/2026								
San Ysidro	10	2	150	Infinite	60	105	30	\$638k
Santaluz	74	27	82	79	57	84	29	\$1.5m
Santee	67	39	52	45	57	50	25	\$780k
Scripps Ranch	29	21	41	41	37	79	25	\$1.3m
Solana Beach	26	8	98	79	105	185	55	\$2.5m
Spring Valley	74	49	45	48	58	50	29	\$775k
Tierrasanta	8	20	12	45	34	25	19	\$678k
University City	52	23	68	73	63	43	78	\$700k
Valley Center	65	21	93	95	71	80	79	\$1.1m
Vista	131	63	62	65	62	57	20	\$1000k
All of S.D.	4,667	1,970	71	69	71	74	45	\$915k

## SAN DIEGO COUNTY PRICE RANGES REPORT



# SAN DIEGO COUNTY PRICE RANGE REPORT

MARCH 17, 2026 - GLOBAL INFLUENCES ON HOUSING

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
3/12/2026								
All of S.D.	1,829	638	86	80	90	86	47	\$686k
S.D. \$0-\$500k	458	141	97	108	122	99	47	\$425k
S.D. \$500k-\$750k	627	267	70	61	69	76	40	\$630k
S.D. \$750k-\$1m	354	125	85	84	90	81	39	\$850k
S.D. \$1m-\$2m	282	87	97	78	92	84	65	\$1.3m
S.D. \$2m+	108	18	180	186	176	167	163	\$3.1m

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
3/12/2026								
All of S.D.	2,838	1,332	64	63	63	68	44	\$1.1m
S.D. \$0-\$500k	262	66	119	115	129	159	61	\$399k
S.D. \$500k-\$750k	351	205	51	53	46	52	31	\$650k
S.D. \$750k-\$1m	602	381	47	46	48	49	27	\$895k
S.D. \$1m-\$1.25m	378	202	56	51	59	55	36	\$1.1m
S.D. \$1.25m-\$1.5m	301	134	67	68	56	57	35	\$1.4m
S.D. \$1.5m-\$2m	293	164	54	58	60	67	56	\$1.7m
S.D. \$2m-\$4m	385	136	85	86	79	100	70	\$2.7m
S.D. \$4m-\$6m	172	39	132	142	173	187	150	\$5.3m
S.D. \$6m+	94	5	564	698	440	517	357	\$12.0m

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
3/12/2026								
All of S.D.	4,667	1,970	71	69	71	74	45	\$915k
S.D. \$0-\$500k	720	207	104	110	125	110	51	\$415k
S.D. \$500k-\$750k	978	472	62	58	59	67	37	\$640k
S.D. \$750k-\$1m	956	506	57	55	58	57	30	\$875k
S.D. \$1m-\$1.25m	500	248	60	53	62	57	38	\$1.1m
S.D. \$1.25m-\$1.5m	374	150	75	72	61	63	40	\$1.4m
S.D. \$1.5m-\$2m	380	189	60	64	69	73	62	\$1.7m
S.D. \$2m-\$4m	472	153	93	92	85	108	78	\$2.7m
S.D. \$4m-\$6m	142	35	122	148	215	196	140	\$5.0m
S.D. \$6m+	145	10	435	390	270	471	375	\$9.9m

\*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 17, 2026 - GLOBAL INFLUENCES ON HOUSING

SAN DIEGO COUNTY CITIES	UNITS SOLD FEB 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 FEB 2025
Alpine	10	\$832,500	\$834,500	100.0%	\$364,000	\$2,080,000	1,888	\$441	22	10
Bonita	9	\$1,240,000	\$1,225,000	100.0%	\$950,000	\$1,545,000	2,204	\$563	13	14
Bonsall	9	\$1,035,000	\$1,035,000	100.0%	\$410,000	\$2,125,000	2,316	\$447	21	3
Borrego Springs	8	\$290,500	\$297,500	96.6%	\$165,000	\$645,000	1,512	\$192	58	4
Campo	4	\$460,000	\$454,750	100.5%	\$439,000	\$725,000	1,337	\$344	62	5
Cardiff by the Sea	7	\$2,563,409	\$2,600,000	96.9%	\$830,000	\$3,600,000	2,359	\$1,087	32	7
Carlsbad	83	\$1,355,000	\$1,299,000	100.0%	\$489,900	\$6,500,000	1,746	\$776	15	96
Carmel Valley	22	\$2,585,000	\$2,599,950	98.6%	\$510,000	\$6,350,000	3,269	\$791	11	29
Chula Vista	87	\$785,000	\$775,000	100.0%	\$455,000	\$2,650,000	1,592	\$493	27	89
City Heights	10	\$675,000	\$708,944	101.5%	\$348,500	\$920,000	1,283	\$526	9	12
Clairemont	27	\$1,075,000	\$1,099,995	99.8%	\$419,000	\$1,850,000	1,467	\$733	13	30
Coronado	12	\$2,287,500	\$2,549,500	97.2%	\$1,160,000	\$8,250,000	1,992	\$1,149	35	21
Del Cerro	19	\$1,135,250	\$1,149,900	99.7%	\$335,000	\$2,200,000	1,710	\$664	17	26
Del Mar	10	\$2,399,938	\$2,748,500	96.1%	\$765,000	\$6,925,000	2,044	\$1,174	37	8
Downtown	31	\$757,000	\$764,900	98.6%	\$269,000	\$2,450,000	1,215	\$623	50	40
El Cajon	69	\$715,000	\$699,999	100.0%	\$325,000	\$1,850,000	1,470	\$486	22	66
Encanto	17	\$777,000	\$777,000	100.0%	\$424,000	\$889,000	1,487	\$523	16	19
Encinitas	41	\$1,805,000	\$1,850,000	99.3%	\$610,000	\$5,350,000	1,986	\$909	14	22
Escondido	82	\$847,500	\$850,000	99.6%	\$210,000	\$1,870,000	1,719	\$493	16	100
Fallbrook	32	\$890,500	\$899,000	100.0%	\$365,000	\$1,485,000	2,324	\$383	41	50
Imperial Beach	7	\$665,000	\$724,000	100.0%	\$475,000	\$1,099,000	1,197	\$556	18	11
Jamul	5	\$830,000	\$799,999	96.3%	\$596,292	\$1,900,000	1,900	\$437	16	9
Julian	8	\$543,000	\$657,000	97.7%	\$347,000	\$1,350,000	1,364	\$398	84	3
La Jolla	32	\$1,992,500	\$1,997,500	98.4%	\$485,000	\$7,800,000	1,951	\$1,021	40	39
La Mesa	43	\$930,000	\$900,000	100.0%	\$372,900	\$2,600,000	1,668	\$558	12	41
Lakeside	17	\$762,000	\$750,000	100.0%	\$348,000	\$960,000	1,450	\$526	21	20
Lemon Grove	12	\$728,500	\$699,000	100.0%	\$467,500	\$922,500	1,445	\$504	11	12
Linda Vista	29	\$981,000	\$975,000	100.0%	\$250,000	\$1,270,000	1,346	\$729	13	23
Mira Mesa	44	\$1,042,500	\$1,062,250	99.7%	\$305,000	\$1,427,000	1,459	\$715	19	21
Mission Hills/Hillcrest	32	\$1,049,500	\$1,024,499	98.7%	\$559,000	\$2,750,000	1,339	\$784	15	28
Mission Valley	22	\$809,500	\$794,000	99.5%	\$350,000	\$1,389,000	1,377	\$588	18	14
National City	13	\$660,000	\$639,000	100.1%	\$216,000	\$880,000	1,367	\$483	23	13
Normal Heights	20	\$1,350,000	\$1,245,000	99.8%	\$395,000	\$5,025,000	1,697	\$796	18	18
North Park	20	\$731,250	\$742,000	100.2%	\$389,000	\$1,700,000	917	\$797	15	16
Ocean Beach	16	\$1,582,500	\$1,619,444	100.0%	\$435,000	\$3,268,000	1,466	\$1,079	12	16
Oceanside	142	\$835,000	\$849,000	100.0%	\$299,000	\$7,200,000	1,365	\$612	17	123
Old Town SD	20	\$654,500	\$677,000	99.5%	\$449,000	\$2,275,000	1,070	\$612	17	20
Otay Mesa	24	\$655,000	\$649,000	100.8%	\$285,000	\$1,110,000	1,503	\$436	20	24
Pacific/Mission Beach	19	\$1,495,000	\$1,545,000	97.5%	\$394,000	\$6,445,000	1,439	\$1,039	10	30
Paradise Hills	16	\$725,000	\$725,000	100.0%	\$368,000	\$960,000	1,412	\$513	17	11
Pauma Valley	3	\$1,200,000	\$1,798,747	87.2%	\$566,000	\$1,660,000	3,790	\$317	86	0
Pine Valley	1	\$525,000	\$510,000	102.9%	\$525,000	\$525,000	1,834	\$286	62	2
Point Loma	18	\$1,702,500	\$1,697,000	97.0%	\$465,000	\$6,350,000	1,939	\$878	14	14
Poway	21	\$1,284,500	\$1,339,000	99.6%	\$420,000	\$2,710,000	1,813	\$708	13	27
Ramona	26	\$800,557	\$795,057	100.0%	\$367,000	\$1,350,000	2,170	\$369	39	21
Rancho Bernardo	48	\$941,350	\$977,000	98.7%	\$400,000	\$2,025,000	1,541	\$611	15	39
Rancho Penasquitos	20	\$1,243,500	\$1,247,000	99.9%	\$530,000	\$2,200,888	1,670	\$745	16	24
Rancho Santa Fe	14	\$5,175,000	\$5,242,500	95.0%	\$1,600,000	\$10,300,000	5,387	\$961	71	11
San Carlos	19	\$885,000	\$899,000	100.0%	\$365,000	\$1,430,000	1,392	\$636	13	21
San Diego	642	\$910,000	\$919,950	99.8%	\$242,000	\$7,230,500	1,430	\$636	16	652
San Marcos	65	\$913,000	\$915,000	99.8%	\$372,000	\$2,915,000	1,598	\$571	13	42
San Ysidro	3	\$535,000	\$525,000	100.0%	\$280,000	\$695,000	960	\$557	58	3
Santaluz	29	\$1,700,000	\$1,636,000	100.0%	\$399,000	\$7,230,500	2,690	\$632	11	29
Santee	43	\$775,000	\$770,000	100.1%	\$384,500	\$1,360,000	1,368	\$567	16	45
Scripps Ranch	23	\$1,543,300	\$1,450,000	100.0%	\$445,000	\$3,200,000	2,058	\$750	19	26
Solana Beach	8	\$2,775,000	\$2,724,500	98.3%	\$970,494	\$5,500,000	2,075	\$1,337	9	8

# SAN DIEGO COUNTY SOLD REPORT

MARCH 17, 2026 - GLOBAL INFLUENCES ON HOUSING

SAN DIEGO COUNTY CITIES	UNITS SOLD FEB 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 FEB 2025
Spring Valley	31	\$795,000	\$795,000	100.1%	\$400,000	\$1,080,000	1,583	\$502	14	36
Tierrasanta	13	\$899,000	\$899,000	99.4%	\$583,000	\$1,799,000	1,741	\$516	38	11
University City	28	\$637,000	\$654,500	98.6%	\$330,000	\$2,000,000	1,117	\$571	24	17
Valley Center	16	\$892,500	\$894,950	100.0%	\$529,301	\$1,850,000	2,360	\$378	26	14
Vista	47	\$874,350	\$899,000	100.0%	\$525,000	\$2,250,000	1,697	\$515	20	45
<b>All of S.D.</b>	<b>1,688</b>	<b>\$889,000</b>	<b>\$899,000</b>	<b>100.0%</b>	<b>\$165,000</b>	<b>\$10,300,000</b>	<b>1,548</b>	<b>\$574</b>	<b>18</b>	<b>1,650</b>
\$0-\$500k	167	\$415,000	\$420,000	100.0%	\$165,000	\$500,000	827	\$502	25	146
\$500k-\$750k	389	\$645,000	\$649,000	100.0%	\$505,000	\$750,000	1,215	\$531	21	401
\$750k-\$1m	446	\$855,000	\$850,250	100.0%	\$750,500	\$1,000,000	1,510	\$566	15	433
\$1m-\$1.25m	237	\$1,142,000	\$1,149,156	100.0%	\$1,005,000	\$1,250,000	1,800	\$634	17	230
\$1.25m-\$1.5m	145	\$1,375,000	\$1,375,000	99.7%	\$1,257,000	\$1,500,000	1,989	\$691	17	132
\$1.5m-\$2m	136	\$1,699,444	\$1,699,000	100.0%	\$1,525,000	\$2,000,000	2,304	\$738	12	140
\$2m-\$4m	129	\$2,550,000	\$2,550,000	98.6%	\$2,020,000	\$3,995,000	2,910	\$876	17	135
\$4m-\$6m	23	\$5,000,000	\$4,995,000	97.6%	\$4,175,000	\$5,850,000	4,191	\$1,193	20	18
\$6m+	16	\$7,215,250	\$7,495,000	94.9%	\$6,250,000	\$10,300,000	4,941	\$1,460	108	15

## SAN DIEGO COUNTY HYPERLINKS

(SHARABLE AND NON-SHAREABLE)

