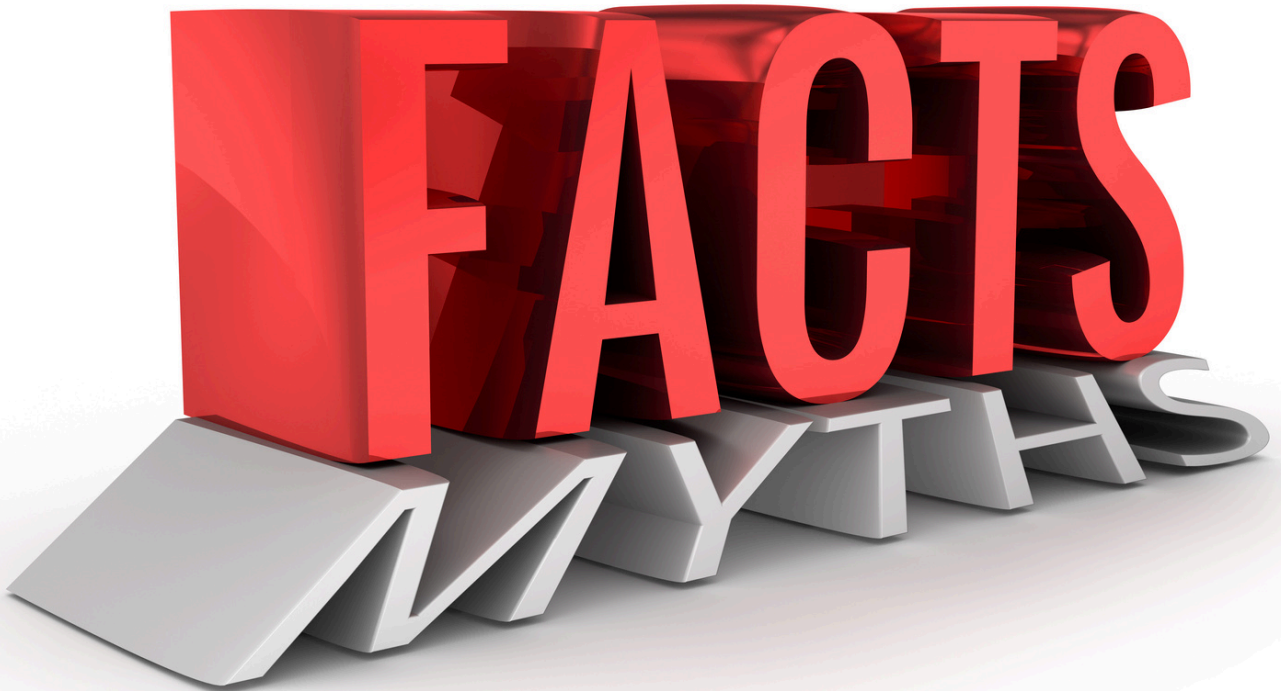


MAY 28, 2025 - WRITTEN BY STEVEN THOMAS

MYTH CRUSHING

WHEN IT COMES TO HOUSING, FAR TOO MANY PEOPLE JUMP TO
IMMEDIATE CONCLUSIONS WITHOUT CONSIDERING ALL THE FACTS,
WHICH IS HOW MYTHS ARE CREATED.



With over 50% of millennials and 70% of Gen Z expecting a housing crash, it is no wonder that numerous YouTube, TikTok, Instagram, X, and Facebook posts are devoted to the demise of the housing market. Negativity sells. It gets the clicks. It supports the narrative that far too many are banking on. First-time homebuyers had to contend with skyrocketing values during the COVID-19 pandemic, and many missed the opportunity to purchase. Today, record-high home prices persist alongside a more elevated mortgage rate environment. When will prices plunge? When will it be the right time to make a purchase? They ultimately turn to social channels that have been habitually incorrect, steering countless consumers in the wrong direction for years. The better strategy is to uncover the facts and ignore the myths.

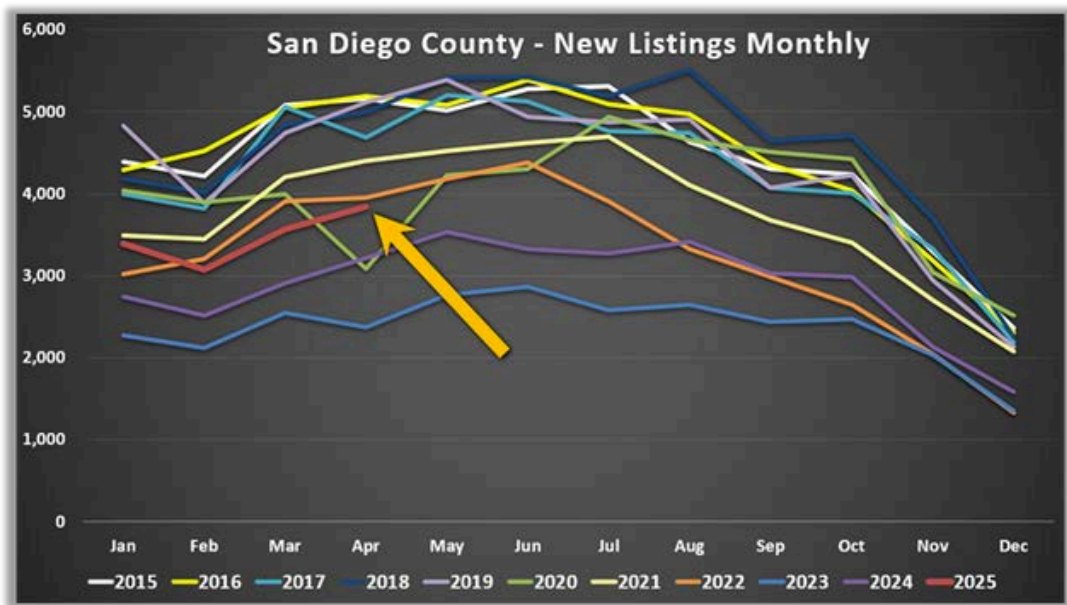
MYTH—Housing is flooded with homes on the market. Across the U.S., the active inventory grew to 1.45 million homes in April, 21% higher than in the same month last year and 39% higher than two years ago. Yes, there are more homes on the market in almost every city and neighborhood; yet, the inventory is rising from record-low levels. It is all about perspective. In April 2019, there were 1.83 million homes, 26% higher than today. In 2016, it was at 2.12 million homes, 46% higher. Yet, those data points were during the housing market's expansion years from 2012 through 2019. In April 2006, before the Great Recession, there were 3.42 million homes, nearly 2 million more homes on the market. Inventory levels reached 3.81 million in 2008, a substantial 162% higher than today. While demand levels are considerably muted due to the higher mortgage rate environment, they are matched against a limited supply compared to the significantly higher levels of the Great Recession. This fact is one of the main reasons housing prices have been so resilient.



MYTH—The drop in home values during the second half of the year will lead to plunging prices. The pressure on home values to fall is building as the inventory has grown extensively, even though demand has remained relatively unchanged. In San Diego County, there are 5,868 homes on the market, 60% higher than last year's 3,672 homes, and more than double May 2023's 2,204 homes. Today's demand (a snapshot of the number of new pending sales over the prior month) is at 1,884 pending sales, 3% less than last year's 1,933

reading, or 1% more than two years ago's 1,857 pending sales. In examining supply and demand, the supply is increasing, while demand has remained relatively unchanged. This increases the pricing pressure. According to the Freddie Mac House Price Index, the San Diego County metro area experienced an 11% year-over-year gain in March 2024. It dropped to an annual increase of 2% in March 2025. As the inventory continues to grow and demand remains at similar muted annual levels, home values could start to fall slightly. Yet, far too many people get ahead of themselves and expect any drop in home values to be the beginning of a significant downturn that will develop into rapidly falling home prices. The inventory is returning to pre-pandemic levels, which are still significantly lower than those of the Great Recession and previous decades. Today's United States housing stock is the strongest ever. Ever since the Great Recession, buyers have been purchasing homes with strict qualifications, strong credit, great jobs, and low fixed payments. There is a record amount of tappable equity (the amount of equity a homeowner can use for a loan while still retaining at least 20% equity), a record number of equity-rich properties (those with 50% or more equity), and a record number of homeowners who own their homes free and clear. There will be no housing crash because of the strength of the homeowner and the limited supply, even if the supply returns to pre-pandemic levels.

MYTH—Homeowners are not moving because they are “locked into” low mortgage rates. In California, 80% of all mortgages have an interest rate of 5% or lower. 64% have a rate at or below 4%, and 29% have a rate at or below 3%. With mortgage rates bumping around 7% for the past few years, the argument has been that the “mortgage lock-in effect” has prevented homeowners from placing their homes on the market. While very few homeowners put their homes on the market in 2023, the first full year of the higher mortgage rate environment following a rise from 3.25% to 7.37% in 2022, more homeowners are participating in the housing market. In the first quarter of 2022, 89% of all homeowners with a mortgage had a rate at or below 5%. It dropped to 80% at the end of 2024, meaning many homeowners gave up their low fixed rate, placed a "For Sale" sign in their yard, and moved. In San Diego County through April, there were 22% more "For Sale" signs than in the same period last year, and 49% more than in 2023, representing an additional 4,556 signs.



MYTH—Timing the market is the best strategy in purchasing a home. Many people believe that if they wait a little longer, home prices will magically drop to a point where they'll snag a “deal of a lifetime.” This myth is perpetuated by news and social media headlines that continuously call for a housing correction or slowdown. The burn of the Great Recession is

still fresh in people's minds, so they feel a crash is coming. Yet, since World War 2, home values have only dropped considerably during the 1990s Savings and Loan crisis (isolated to Southern California and the Bay Area), and the Great Recession. Major turns in housing values do not occur after a specific number of years. There was a 17-year gap between the turn in housing values from 1990 to 2007. Timing the market is nearly impossible. Nobody knows when the perfect "dip" will happen. Prices could plateau instead of dropping, and they might not come down much at all. Interest rates could change, too. Even a small dip in mortgage rates to 6% has resulted in a considerable jump in demand, with improved affordability. If the economy downshifts further and the job market deteriorates, rates will drop as the Federal Reserve steps in and lowers the Federal Funds Rate. Instantly, there will be a significant increase in demand, especially for entry-level homes. Housing will quickly change from sellers competing with each other to buyers competing with multiple bids for a property. Ultimately, buyers should take advantage of motivated sellers today. If someone is ready to buy with good credit, a stable income, and manageable debt, that's more important than waiting for the "perfect" time to purchase.

The bottom line: ignore social media's megaphone of negative housing narratives and turn to facts and data. The data does not lie.



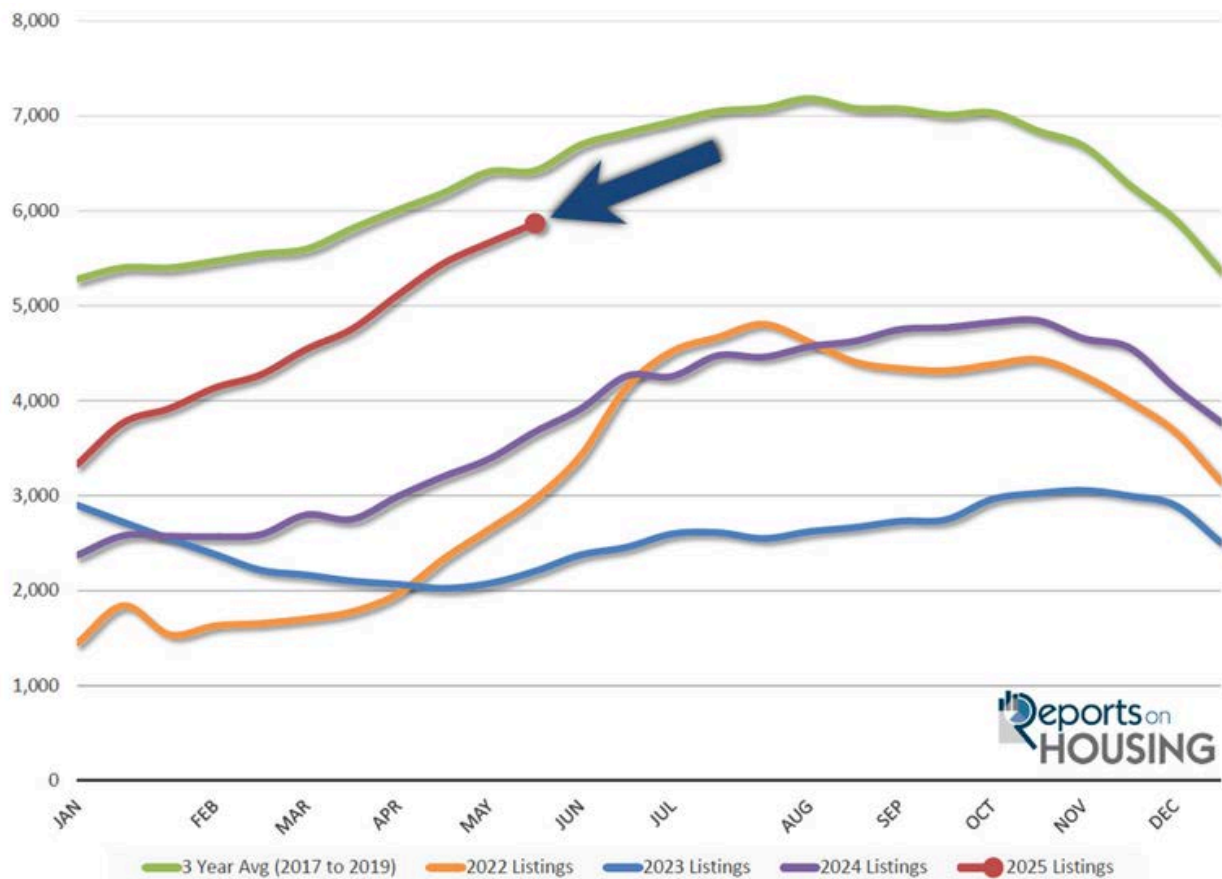
Reports on
HOUSING
Your Local Real Estate Snapshot

ACTIVE LISTINGS

THE INVENTORY HAS GROWN BY 4% OVER THE PAST COUPLE OF WEEKS.

The active listing inventory increased by 203 homes over the past two weeks, representing a 4% rise, and now stands at 5,868. It is the highest inventory level since November 2019. The Spring Market is about to transition to the Summer Market starting June 1st.

SAN DIEGO COUNTY
ACTIVE LISTING INVENTORY YEAR-OVER-YEAR



Summer is when more homes continue to come on the market, and a peak is typically established between July and August in San Diego County. Yet, the inventory peak has occurred during the fall in recent years due to higher rates at the end of the year. Expect the

inventory to continue to climb for at least the next few months.

Last year, the inventory was at 3,672 homes, **37% lower, or 2,196 fewer**. The 3-year average before COVID (2017-2019) was 6,424, an additional 556 homes, or 9% 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 April, 13,876 homes were placed on the market in San Diego County, 4,175 fewer than the 3-year average before COVID (2017-2019), 23% less. In 2024, only 11,394 homes entered the market, and in 2023, it was only 9,320. More sellers are opting to sell in 2025.

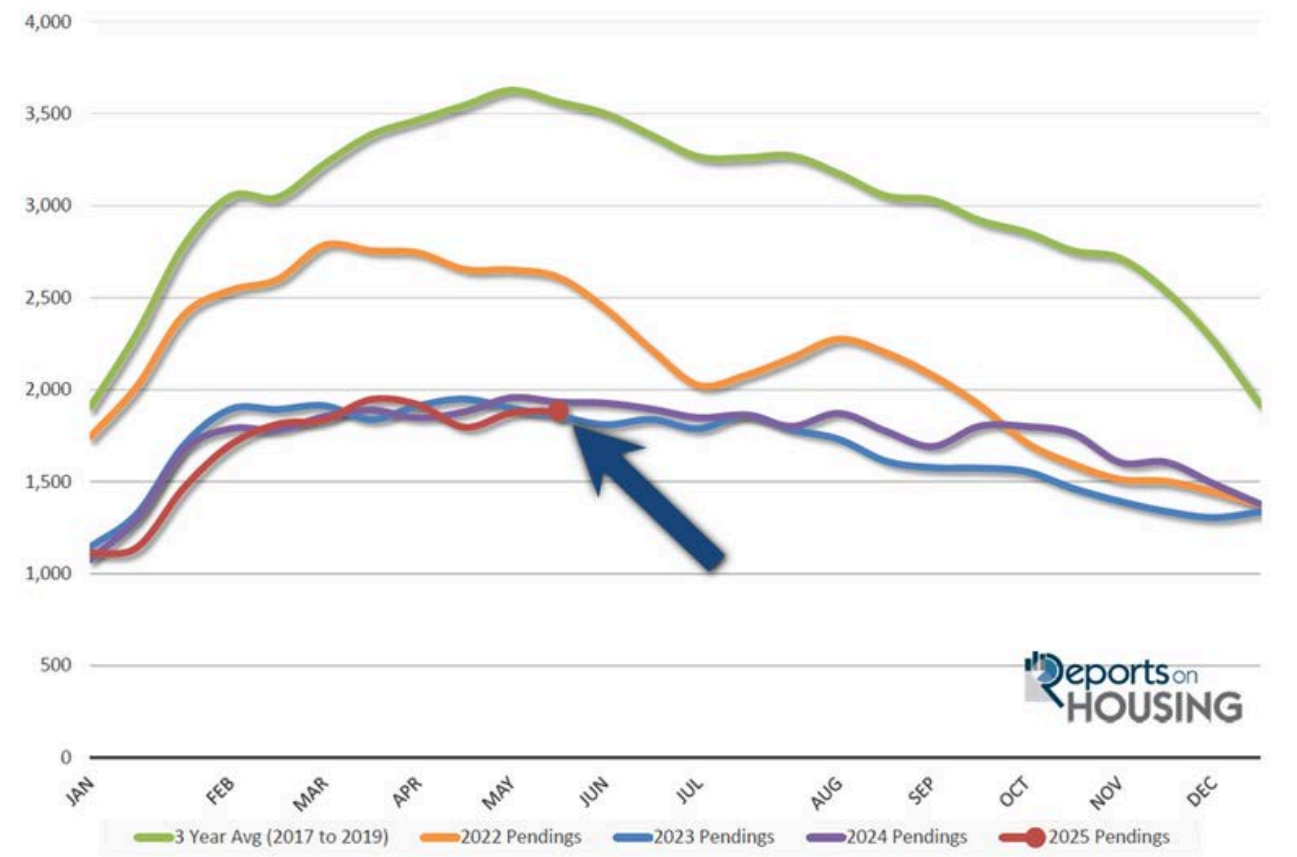


DEMAND
DEMAND ROSE BY 1% IN THE PAST COUPLE OF WEEKS.

Demand, a snapshot of the number of new pending sales over the prior month, increased from 1,874 to 1,884 in the past couple of weeks, representing a 10-pending-sale rise, or 1%. It was the second-lowest reading for the end of May since tracking began, only behind 2023's 1,857. Interest rates have risen since the start of April, when tariffs were first announced. They have slowly increased from 6.75% to 7% today. Higher rates affect buyer demand due to further constraining affordability. As housing transitions to the Summer Market, expect demand to fall slowly.

Last year, demand reached 1,933, with 49 additional pending sales, representing a 3% increase. The 3-year average before COVID (2017-2019) was 3,564 pending sales, **89% more than today, or an additional 1,680**.

SAN DIEGO COUNTY
DEMAND YEAR-OVER-YEAR



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, the Personal Consumption Expenditures – Price Index (PCE), the Fed’s preferred inflation gauge, will be released on Friday. Next week is a very busy week, with two manufacturing releases from the Institute for Supply Management, and it 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

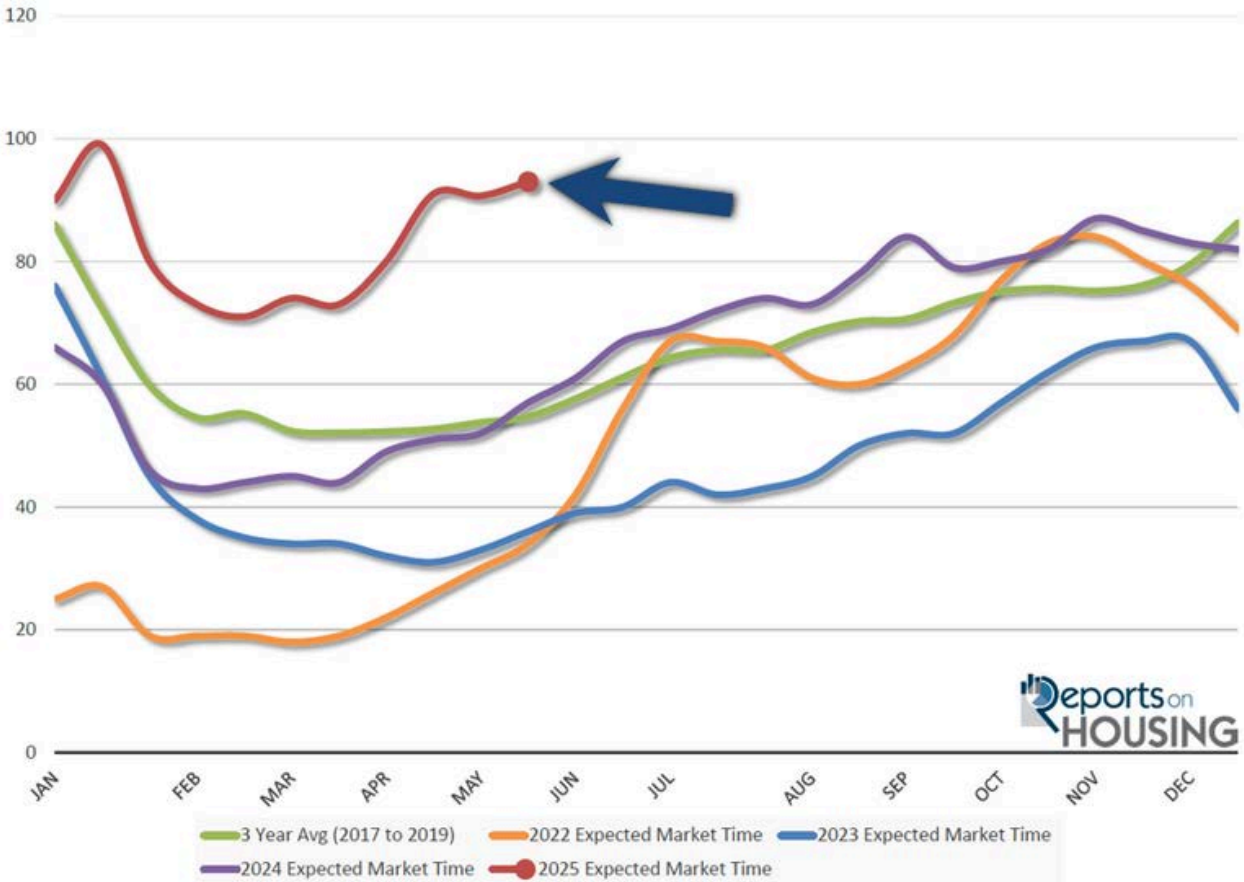
THE EXPECTED MARKET TIME ROSE BY 2 DAYS.

With the supply of available homes rising by 203 homes, up 4%, and demand increasing by 10, up 1%, the Expected Market Time (the number of days it takes to sell all San Diego County listings at the current buying pace) increased from 91 to 93 days in the past couple of weeks, up 3% and its highest reading since January.

Last year, it was 57 days, substantially faster than today. The 3-year average before COVID was 55 days, which is also much quicker than today.

The Expected Market Time for condominiums and townhomes rose from 108 days to 117 days in the past two weeks. It was at 62 days last year. For detached homes, the Expected Market Time rose from 82 to 83 days. It was 55 days a year ago. The detached homes market is significantly stronger than the attached home 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) increased from 1,038 to 1,073 homes, up 35 or 3%. Luxury demand increased by 2 pending sales, up 1%, and now sits at 183. The Expected Market Time for luxury homes priced above \$2 million rose slightly from 172 to 176 days. The luxury market in San Diego County remains impacted by the volatility in financial markets and declining consumer sentiment. The recent improvements on the trade front and consumer sentiment should start to impact the luxury market.

In the past two weeks, the Expected Market Time for homes priced between \$2 million and \$4 million decreased from 135 to 133 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 260 to 308 days. For homes priced above \$6 million, the Expected Market Time increased from 583 to 633 days. At 633 days, a seller would be looking at placing their home into escrow around **February 2027**.

SAN DIEGO COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0 - \$750k 	86 Days	31%	33%	54 Days
\$750k - \$1m 	77 Days	21%	26%	41 Days
\$1m - \$1.25m 	86 Days	11%	12%	47 Days
\$1.25m - \$1.5m 	92 Days	9%	9%	49 Days
\$1.5m - \$2m 	91 Days	10%	10%	70 Days
\$2m - \$4m 	133 Days	12%	8%	93 Days
\$4M - \$6M 	308 Days	3%	1%	147 Days
\$6m + 	633 Days	3%	1%	400 Days



- **INVENTORY:** The active listing inventory in the past couple of weeks increased by 203 homes, up 4%, and now sits at 5,868, its **highest level since November 2019**. Last year, there were 3,672 homes on the market, 2,196 fewer homes, or 37% less. The 3-year average before COVID (2017-2019) was 6,424, which is 9% higher. From January through April, 23% fewer homes came on the market compared to the 3-year average before COVID (2017-2019), 4,175 less. Yet, 2,482 more sellers came on the market this year than last, and 4,556 more compared to 2023.
- **DEMAND:** Buyer demand, the number of pending sales over the prior month, increased from 1,874 to 1,884, up 10 pending sales, or 1%. Last year, there were 1,933 pending sales, **3% more**. The 3-year average before COVID (2017-2019) was 3,564, which is 89% higher.
- **MARKET TIME:** With supply rising slightly faster than demand, the Expected Market Time, the number of days to sell all San Diego County listings at the current buying pace, increased from 91 to 93 days in the past couple of weeks. Last year, it was 57 days, substantially faster than today. The 3-year average before COVID (2017-2019) was 55 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 135 to 133 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 260 to 308 days. For homes priced above \$6 million, the Expected Market Time increased from 583 to 633 days.
- **DISTRESSED HOMES:** Short sales and foreclosures combined, comprised only 0.5% of all listings and 0.5% of demand. Only nine foreclosures and 19 short sales are available today in San Diego County, with a total of 28 distressed homes on the active market, up one from two weeks ago. Last year, 16 distressed homes were on the market, similar to today.
- **CLOSED SALES:** There were 2,248 closed residential resales in April, up 7% compared to April 2024's 2,095 and up 21% from March 2025. The sales-to-list price ratio was 99.1% for San Diego County. Foreclosures accounted for 0.3% of all closed sales, and short sales accounted for 0.1% of all closed sales. That means that 99.6% of all sales were sellers with equity.

SAN DIEGO COUNTY MARKET TIME REPORT

MAY 28, 2025 - MYTH CRUSHING

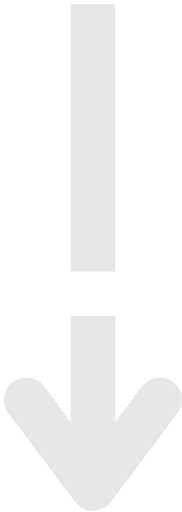
SAN DIEGO COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
5/22/2025								
Alpine	48	17	85	85	86	75	44	\$1.0m
Bonita	23	20	35	80	150	60	43	\$1.2m
Bonsall	37	4	278	255	124	75	47	\$1.6m
Borrego Springs	46	8	173	135	136	150	120	\$370k
Campo	11	11	30	140	195	83	30	\$520k
Cardiff by the Sea	17	7	73	114	86	64	143	\$2.5m
Carlsbad	247	100	74	72	86	60	50	\$1.5m
Carmel Valley	88	32	83	96	69	64	64	\$1.5m
Chula Vista	248	118	63	63	67	36	19	\$855k
City Heights	45	17	79	71	112	42	19	\$599k
Clairemont	80	32	75	97	94	34	29	\$1.3m
Coronado	113	20	170	144	140	178	101	\$2.9m
Del Cerro	64	15	128	74	51	31	22	\$1.1m
Del Mar	62	9	207	153	218	125	44	\$4.0m
Downtown	302	42	216	255	254	116	75	\$730k
El Cajon	213	94	68	63	71	54	27	\$814k
Encanto	54	20	81	63	44	31	19	\$789k
Encinitas	121	28	130	101	113	80	38	\$2.6m
Escondido	311	102	91	92	70	51	24	\$994k
Fallbrook	194	49	119	113	79	50	66	\$1.1m
Imperial Beach	57	11	155	197	147	177	45	\$928k
Jamul	24	9	80	94	99	63	98	\$1.2m
Julian	53	12	133	163	230	222	38	\$676k
La Jolla	178	34	157	163	162	116	85	\$3.1m
La Mesa	103	47	66	76	79	62	17	\$930k
Lakeside	72	31	70	61	52	49	17	\$832k
Lemon Grove	37	16	69	72	71	46	43	\$690k
Linda Vista	59	25	71	49	77	42	16	\$875k
Mira Mesa	64	24	80	56	68	25	33	\$963k
Mission Hills/Hillcrest	110	29	114	102	132	82	40	\$1.2m
Mission Valley	104	21	149	175	171	60	25	\$609k
National City	23	13	53	38	65	55	77	\$648k
Normal Heights	70	14	150	133	103	47	26	\$1.2m
North Park	64	15	128	80	95	81	18	\$860k
Ocean Beach	56	12	140	147	180	79	115	\$1.6m
Oceanside	378	132	86	82	75	49	31	\$889k
Old Town SD	56	14	120	90	116	45	52	\$777k
Otay Mesa	53	33	48	70	43	57	29	\$715k
Pacific/Mission Beach	109	27	121	135	133	58	68	\$1.7m
Paradise Hills	13	15	26	57	56	55	13	\$635k
Pauma Valley	16	2	240	480	420	120	135	\$950k
Pine Valley	12	1	360	100	100	0	75	\$853k
Point Loma	52	18	87	148	221	84	65	\$2.0m
Poway	107	37	87	96	88	50	37	\$1.8m
Ramona	101	36	84	68	64	57	24	\$899k
Rancho Bernardo	149	44	102	88	93	33	16	\$870k
Rancho Peñasquitos	61	21	87	63	55	26	18	\$1.2m
Rancho Santa Fe	140	9	467	207	300	155	120	\$6.3m
San Carlos	38	20	57	48	77	39	12	\$877k
San Diego	2,127	637	100	98	100	53	33	\$914k
San Marcos	158	68	70	69	61	41	28	\$958k

SAN DIEGO COUNTY MARKET TIME REPORT

MAY 28, 2025 - MYTH CRUSHING

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
5/22/2025								
San Ysidro	11	6	55	83	110	45	30	\$600k
Santaluz	103	32	97	95	89	39	36	\$1.6m
Santee	83	44	57	73	77	27	11	\$740k
Scripps Ranch	68	28	73	99	105	35	20	\$1.4m
Solana Beach	56	10	168	162	180	62	52	\$2.5m
Spring Valley	84	35	72	61	55	29	25	\$787k
Tierrasanta	31	11	85	53	60	28	9	\$830k
University City	64	19	101	138	102	50	46	\$759k
Valley Center	72	17	127	93	116	124	53	\$1.1m
Vista	170	65	78	73	86	62	33	\$999k
All of S.D.	5,868	1,884	93	91	91	57	36	\$995k

SAN DIEGO COUNTY PRICE RANGES REPORT



SAN DIEGO COUNTY PRICE RANGE REPORT

MAY 28, 2025 - MYTH CRUSHING

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
5/22/2025								
All of S.D.	2,295	591	117	108	109	62	30	\$695k
S.D. \$0-\$500k	519	151	103	110	104	58	19	\$430k
S.D. \$500k-\$750k	824	236	105	92	100	55	22	\$630k
S.D. \$750k-\$1m	447	100	134	111	100	56	23	\$849k
S.D. \$1m-\$2m	367	84	131	122	134	80	-	\$1.3m
S.D. \$2m+	138	20	207	233	194	124	-	\$3.0m

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
5/22/2025								
All of S.D.	3,573	1,293	83	82	82	55	39	\$1.3m
S.D. \$0-\$500k	171	46	112	127	150	78	61	\$360k
S.D. \$500k-\$750k	291	196	45	50	56	41	22	\$669k
S.D. \$750k-\$1m	796	386	62	57	54	36	23	\$879k
S.D. \$1m-\$1.25m	493	187	79	79	77	43	30	\$1.1m
S.D. \$1.25m-\$1.5m	438	153	86	83	82	46	35	\$1.4m
S.D. \$1.5m-\$2m	449	162	83	85	85	62	45	\$1.7m
S.D. \$2m-\$4m	571	138	124	124	124	93	92	\$2.8m
S.D. \$4m-\$6m	176	16	330	272	268	134	-	\$5.0m
S.D. \$6m+	188	9	627	573	611	380	-	\$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
5/22/2025								
All of S.D.	5,868	1,884	93	91	91	57	36	\$995k
S.D. \$0-\$500k	690	197	105	113	113	63	29	\$420k
S.D. \$500k-\$750k	1,115	432	77	75	83	50	22	\$640k
S.D. \$750k-\$1m	1,243	486	77	70	65	41	23	\$874k
S.D. \$1m-\$1.25m	634	222	86	86	86	47	33	\$1.1m
S.D. \$1.25m-\$1.5m	544	177	92	87	87	49	38	\$1.4m
S.D. \$1.5m-\$2m	569	187	91	93	94	70	53	\$1.7m
S.D. \$2m-\$4m	688	155	133	135	131	93	103	\$2.8m
S.D. \$4m-\$6m	195	19	308	260	300	147	157	\$5.0m
S.D. \$6m+	190	9	633	583	498	400	258	\$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

MAY 28, 2025 - MYTH CRUSHING

SAN DIEGO COUNTY CITIES	UNITS SOLD APR 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 APR 2024
Alpine	9	\$990,000	\$990,000	92.9%	\$450,000	\$1,650,000	2,116	\$468	15	17
Bonita	6	\$1,500,000	\$1,500,000	98.7%	\$1,149,000	\$1,850,000	2,593	\$578	13	8
Bonsall	2	\$846,000	\$874,750	96.7%	\$492,000	\$1,200,000	2,327	\$364	19	8
Borrego Springs	15	\$375,000	\$385,000	97.6%	\$150,000	\$695,000	1,410	\$266	37	13
Campo	3	\$450,000	\$440,000	100.4%	\$430,000	\$570,000	1,503	\$299	14	4
Cardiff by the Sea	13	\$2,700,000	\$2,795,000	97.2%	\$1,175,000	\$3,570,000	2,072	\$1,303	13	9
Carlsbad	108	\$1,392,500	\$1,397,500	98.6%	\$495,000	\$4,949,000	1,800	\$774	15	112
Carmel Valley	40	\$2,010,000	\$1,995,000	100.4%	\$625,000	\$6,500,000	2,316	\$868	10	45
Chula Vista	130	\$797,500	\$772,500	99.9%	\$99,000	\$4,200,000	1,510	\$528	14	112
City Heights	21	\$655,000	\$700,000	99.9%	\$440,000	\$990,000	1,190	\$550	12	25
Clairemont	44	\$1,115,000	\$1,112,000	98.1%	\$365,000	\$2,492,000	1,494	\$746	9	30
Coronado	21	\$2,888,000	\$2,975,000	97.9%	\$1,150,000	\$6,100,000	2,320	\$1,245	22	27
Del Cerro	27	\$1,180,000	\$1,149,000	101.1%	\$419,000	\$2,100,000	1,664	\$709	14	23
Del Mar	17	\$2,712,000	\$2,950,000	97.8%	\$819,000	\$5,300,000	1,655	\$1,639	25	15
Downtown	48	\$751,250	\$767,500	98.9%	\$430,000	\$1,985,000	1,176	\$639	26	49
El Cajon	96	\$765,000	\$757,500	99.9%	\$75,000	\$1,825,000	1,433	\$534	13	98
Encanto	40	\$740,000	\$735,000	99.3%	\$370,000	\$1,075,000	1,371	\$540	15	18
Encinitas	42	\$2,046,500	\$2,023,500	99.7%	\$430,000	\$5,970,000	2,020	\$1,013	10	37
Escondido	133	\$804,000	\$820,000	99.7%	\$311,000	\$2,385,000	1,581	\$509	18	105
Fallbrook	64	\$962,500	\$948,874	99.8%	\$325,000	\$3,500,000	2,157	\$446	21	60
Imperial Beach	17	\$784,000	\$795,000	98.1%	\$400,000	\$1,138,000	1,416	\$554	34	12
Jamul	11	\$892,000	\$899,000	99.5%	\$550,000	\$1,475,000	1,975	\$452	27	7
Julian	5	\$470,000	\$470,000	99.7%	\$50,000	\$3,999,000	2,145	\$219	58	5
La Jolla	61	\$2,300,000	\$2,350,000	97.9%	\$645,000	\$13,863,000	1,931	\$1,191	15	47
La Mesa	49	\$875,000	\$869,000	100.4%	\$360,000	\$2,000,000	1,590	\$550	11	48
Lakeside	38	\$800,000	\$784,950	100.0%	\$274,500	\$2,345,000	1,411	\$567	13	32
Lemon Grove	20	\$729,950	\$736,950	98.0%	\$433,000	\$866,000	1,233	\$592	18	11
Linda Vista	30	\$965,000	\$940,000	1499.4%	\$315,000	\$403,500,000	1,240	\$778	10	20
Mira Mesa	36	\$969,000	\$969,000	100.1%	\$365,000	\$2,320,000	1,302	\$744	10	30
Mission Hills/Hillcrest	36	\$984,250	\$999,950	97.0%	\$350,000	\$4,075,000	1,427	\$690	18	31
Mission Valley	20	\$900,000	\$924,000	99.4%	\$356,000	\$1,835,888	1,413	\$637	8	27
National City	12	\$772,000	\$757,500	103.8%	\$287,500	\$995,000	1,411	\$547	28	12
Normal Heights	17	\$969,000	\$949,000	100.6%	\$419,000	\$1,660,000	880	\$1,101	6	16
North Park	19	\$1,060,000	\$999,000	101.7%	\$275,000	\$1,875,000	832	\$1,274	10	18
Ocean Beach	13	\$1,600,000	\$1,550,000	101.5%	\$449,000	\$2,675,000	1,586	\$1,009	7	18
Oceanside	172	\$847,000	\$837,500	99.8%	\$160,000	\$2,430,000	1,422	\$596	15	174
Old Town SD	15	\$925,000	\$925,000	98.9%	\$425,000	\$2,145,000	1,408	\$657	20	18
Otay Mesa	39	\$716,565	\$700,000	100.0%	\$512,500	\$985,000	1,396	\$513	14	39
Pacific/Mission Beach	32	\$1,494,444	\$1,444,444	98.4%	\$475,000	\$4,800,000	1,304	\$1,146	15	28
Paradise Hills	19	\$730,000	\$730,000	101.0%	\$490,000	\$840,000	1,547	\$472	19	14
Pauma Valley	3	\$795,000	\$795,000	97.2%	\$560,000	\$943,000	2,124	\$374	64	4
Pine Valley	5	\$675,000	\$699,000	101.1%	\$400,000	\$875,000	1,831	\$369	30	2
Point Loma	19	\$1,599,000	\$1,595,000	97.4%	\$432,000	\$3,800,000	1,725	\$927	10	17
Poway	32	\$1,218,500	\$1,239,000	98.4%	\$592,000	\$4,400,000	1,915	\$636	12	42
Ramona	36	\$817,500	\$809,398	99.0%	\$445,000	\$2,650,000	2,123	\$385	14	30
Rancho Bernardo	52	\$982,500	\$989,000	100.7%	\$450,000	\$2,250,000	1,596	\$616	10	49
Rancho Penasquitos	37	\$1,350,000	\$1,374,900	101.3%	\$410,000	\$2,313,000	1,913	\$706	12	30
Rancho Santa Fe	20	\$3,602,500	\$3,646,900	95.0%	\$2,100,000	\$13,250,000	3,539	\$1,018	16	22
San Carlos	22	\$871,500	\$882,000	100.1%	\$387,000	\$1,715,000	1,459	\$597	9	25
San Diego	811	\$955,000	\$950,000	142.0%	\$275,000	\$403,500,000	1,427	\$669	12	785
San Marcos	74	\$949,500	\$944,000	99.2%	\$145,000	\$3,689,000	1,781	\$533	14	61
San Ysidro	4	\$795,000	\$792,450	100.4%	\$455,000	\$850,000	1,729	\$460	40	8
Santaluz	44	\$1,662,500	\$1,646,944	99.2%	\$385,000	\$5,642,323	2,294	\$725	9	40
Santee	48	\$800,000	\$797,000	101.6%	\$400,000	\$1,510,000	1,368	\$585	11	21
Scripps Ranch	14	\$1,615,000	\$1,615,000	102.0%	\$595,000	\$2,900,000	2,054	\$786	7	24
Solana Beach	11	\$1,559,000	\$1,698,000	97.7%	\$695,000	\$3,900,000	1,548	\$1,007	15	15

SAN DIEGO COUNTY SOLD REPORT

MAY 28, 2025 - MYTH CRUSHING

SAN DIEGO COUNTY CITIES	UNITS SOLD APR 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 APR 2024
Spring Valley	41	\$799,999	\$779,900	100.4%	\$322,000	\$1,100,000	1,550	\$516	15	29
Tierrasanta	22	\$954,500	\$929,950	100.3%	\$625,000	\$1,900,000	1,563	\$611	10	18
University City	24	\$890,000	\$892,500	99.0%	\$350,000	\$1,875,000	1,284	\$693	14	21
Valley Center	27	\$1,185,000	\$1,185,000	99.6%	\$730,000	\$1,460,000	2,813	\$421	21	20
Vista	71	\$905,000	\$899,900	100.5%	\$260,000	\$3,650,000	1,826	\$496	10	60
All of S.D.	2,248	\$910,000	\$899,900	99.1%	\$50,000	\$13,863,000	1,562	\$583	14	2,095
\$0-\$500k	195	\$430,000	\$430,000	98.6%	\$50,000	\$500,000	882	\$488	22	179
\$500k-\$750k	509	\$645,000	\$649,000	99.5%	\$501,000	\$750,000	1,175	\$549	17	479
\$750k-\$1m	604	\$861,543	\$856,500	100.3%	\$752,500	\$1,000,000	1,531	\$563	13	559
\$1m-\$1.25m	294	\$1,135,000	\$1,149,000	99.4%	\$1,004,000	\$1,250,000	1,833	\$619	11	265
\$1.25m-\$1.5m	192	\$1,357,500	\$1,374,450	99.7%	\$1,255,000	\$1,500,000	2,026	\$670	12	178
\$1.5m-\$2m	196	\$1,700,000	\$1,699,450	100.0%	\$1,507,777	\$2,000,000	2,238	\$760	11	194
\$2m-\$4m	211	\$2,575,000	\$2,600,000	98.6%	\$2,009,000	\$4,000,000	2,967	\$868	15	199
\$4m-\$6m	32	\$4,850,000	\$4,945,000	98.1%	\$4,050,000	\$5,970,000	3,990	\$1,216	14	25
\$6m+	15	\$7,250,000	\$7,250,000	94.7%	\$6,100,000	\$13,863,000	5,854	\$1,238	38	17

SAN DIEGO COUNTY
HYPERLINKS

(SHARABLE AND NON-SHAREABLE)

