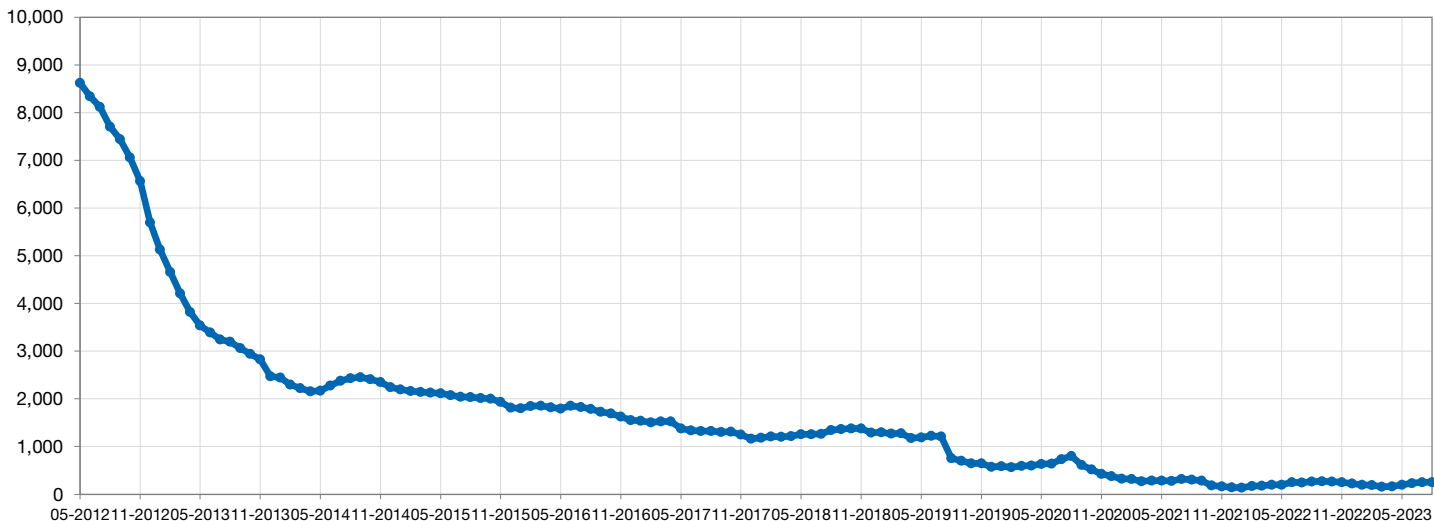


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Inventory of Lender-Mediated Properties in San Diego County



August 2023

New Listings in San Diego County decreased 28.6 percent to 2,323

- Traditional New Listings decreased 28.2 percent to 2,211
- Lender-mediated New Listings decreased 35.6 percent to 112
- Share of New Listings that were lender-mediated fell to 4.8 percent

Closed Sales were down 19.5 percent to 2,049

- Traditional Closed Sales were down 19.2 percent to 1,949
- Lender-mediated Closed Sales were down 24.2 percent to 100
- Share of Closed Sales that were lender-mediated fell to 4.9 percent

The overall Median Sales Price rose 10.6 percent to \$885,000

- The traditional Median Sales Price rose 11.3 percent to \$890,000
- The lender-mediated Median Sales Price rose 9.2 percent to \$775,000

| | |
|-------------------------------------|---|
| Inventory of Homes for Sale | 2 |
| New Listings & Closed Sales | 3 |
| Median Sales Price & Days on Market | 4 |
| Inventory & Closed Sales by Area | 5 |
| Median Sales Price by Area | 8 |

Explanation of Methodology

A property is considered to be "lender-mediated" when properties are those marked in the San Diego MLS with the following: Call Agent; Court Approval Required; Deed Restricted Program; Estate; HAP (Home Assistance Program); HUD (Housing and Urban Development); NOD Filed/Foreclosure Pending; Need Short Sale – No Lender Knowledge; Other/Remarks; Pre SS Pkg submitted to lenders(s), ready to consider offers; Probate Subject to Overbid; REO; Short Sale Approved. This list may be adjusted at any time. Residential activity only. Total Market is not necessarily a sum of traditional and lender-mediated activity, as some lender-mediated homes can be listed both as foreclosure and short sale.

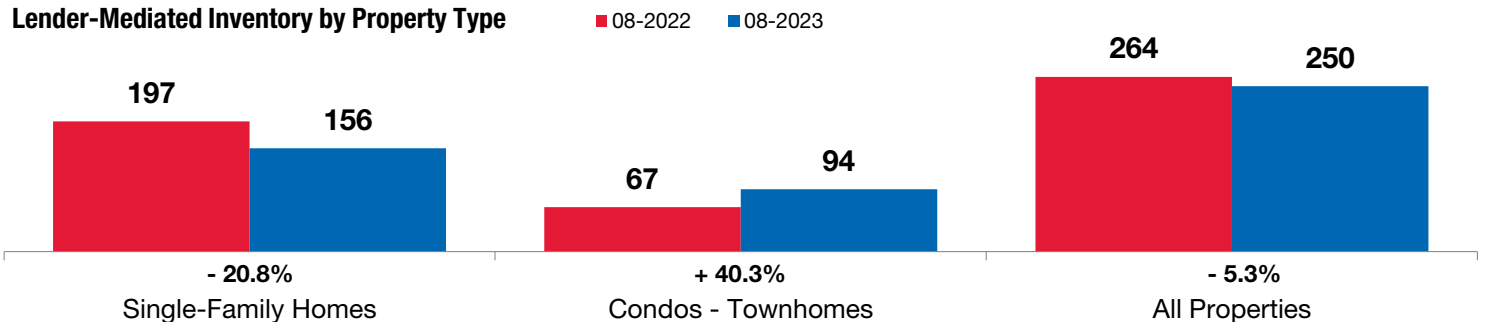
Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Inventory of Homes for Sale

| | Lender-Mediated | | | Traditional | | | Total Market | | | Share of Lender-Mediated Activity | |
|-----------------------|-----------------|------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|-----------------------------------|-------------|
| | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 |
| Single-Family Homes | 197 | 156 | - 20.8% | 3,201 | 2,995 | - 6.4% | 3,398 | 3,151 | - 7.3% | 5.8% | 5.0% |
| Condos - Townhomes | 67 | 94 | + 40.3% | 1,431 | 1,417 | - 1.0% | 1,498 | 1,511 | + 0.9% | 4.5% | 6.2% |
| All Properties | 264 | 250 | - 5.3% | 4,632 | 4,412 | - 4.7% | 4,896 | 4,662 | - 4.8% | 5.4% | 5.4% |

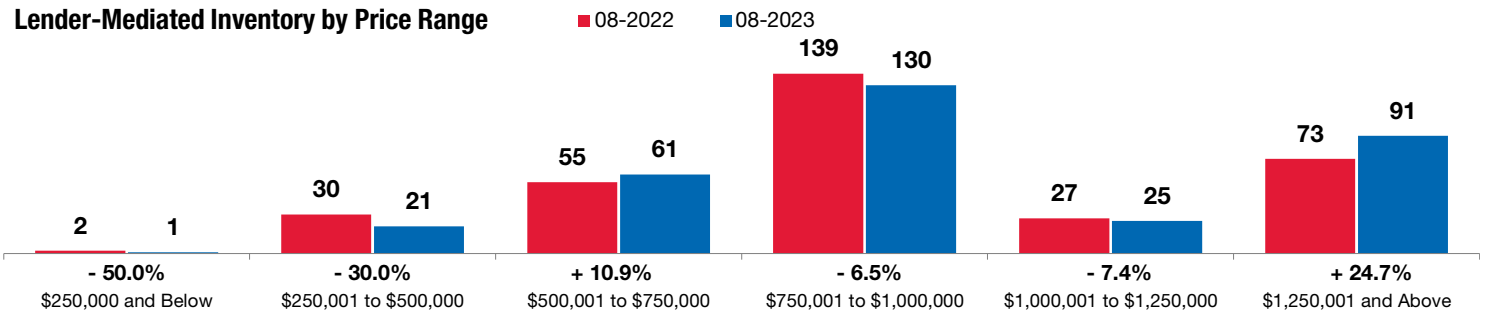
Lender-Mediated Inventory by Property Type



Inventory by Price Range

| | Lender-Mediated | | | Traditional | | | Total Market | | | Share of Lender-Mediated Activity | |
|----------------------------|-----------------|------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|-----------------------------------|-------------|
| | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 |
| \$250,000 and Below | 2 | 1 | - 50.0% | 12 | 14 | + 16.7% | 14 | 15 | + 7.1% | 14.3% | 6.7% |
| \$250,001 to \$500,000 | 30 | 21 | - 30.0% | 338 | 248 | - 26.6% | 368 | 269 | - 26.9% | 8.2% | 7.8% |
| \$500,001 to \$750,000 | 55 | 61 | + 10.9% | 1,178 | 635 | - 46.1% | 1,233 | 696 | - 43.6% | 4.5% | 8.8% |
| \$750,001 to \$1,000,000 | 139 | 130 | - 6.5% | 2,969 | 1,742 | - 41.3% | 3,108 | 1,872 | - 39.8% | 4.5% | 6.9% |
| \$1,000,001 to \$1,250,000 | 27 | 25 | - 7.4% | 556 | 409 | - 26.4% | 583 | 434 | - 25.6% | 4.6% | 5.8% |
| \$1,250,001 and Above | 73 | 91 | + 24.7% | 1,574 | 1,877 | + 19.3% | 1,647 | 1,968 | + 19.5% | 4.4% | 4.6% |
| All Prices | 264 | 250 | - 5.3% | 4,632 | 4,412 | - 4.7% | 4,896 | 4,662 | - 4.8% | 5.4% | 5.4% |

Lender-Mediated Inventory by Price Range



Lender-Mediated Properties Report

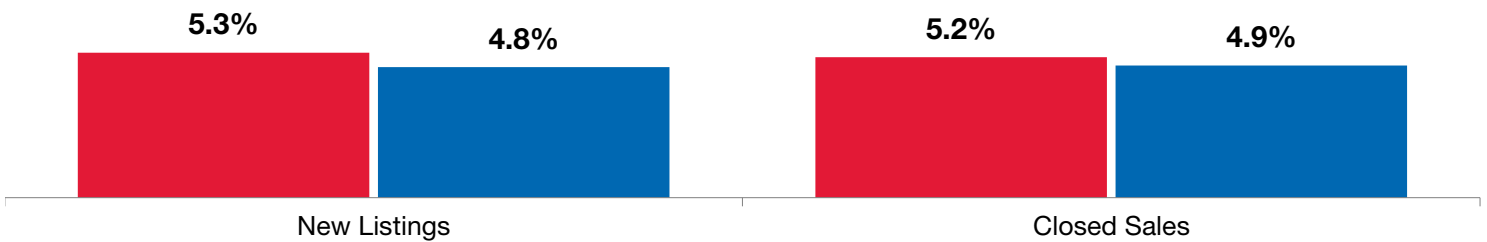
A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

New Listings and Closed Sales

| | Lender-Mediated | | | Traditional | | | Total Market | | | Share of Lender-Mediated Activity | |
|--------------|-----------------|---------|---------|-------------|---------|---------|--------------|---------|---------|-----------------------------------|---------|
| | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 |
| New Listings | 174 | 112 | - 35.6% | 3,079 | 2,211 | - 28.2% | 3,253 | 2,323 | - 28.6% | 5.3% | 4.8% |
| Closed Sales | 132 | 100 | - 24.2% | 2,412 | 1,949 | - 19.2% | 2,544 | 2,049 | - 19.5% | 5.2% | 4.9% |

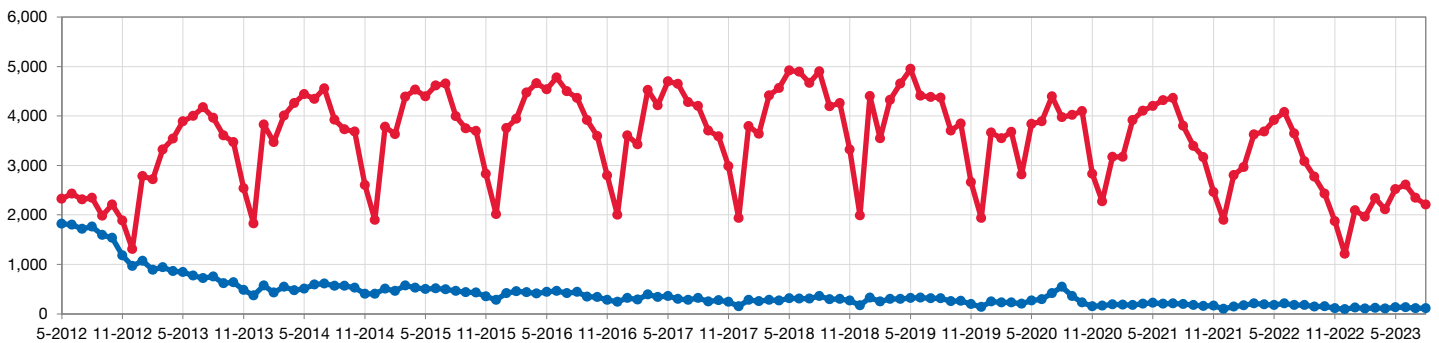
Share of Activity that was Lender-Mediated

■ 08-2022 ■ 08-2023



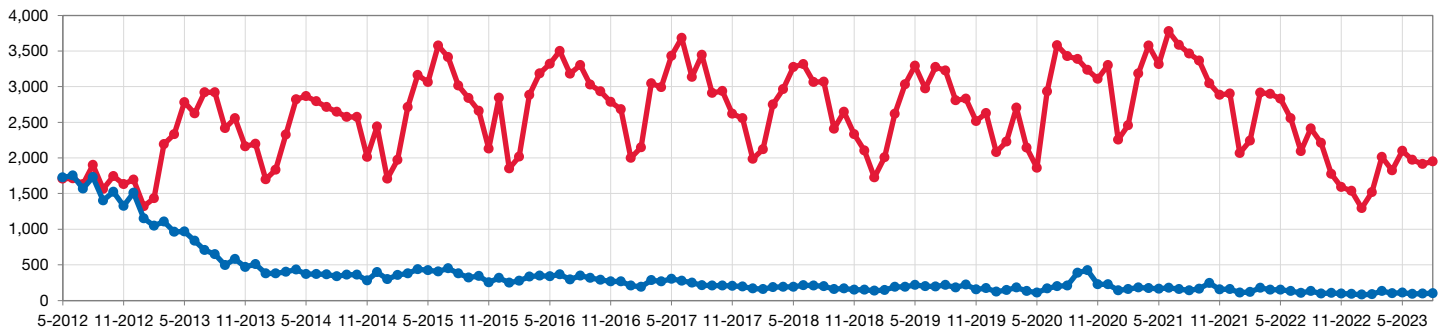
Historical New Listing Activity

— Traditional — Lender-Mediated



Historical Closed Sales Activity

— Traditional — Lender-Mediated



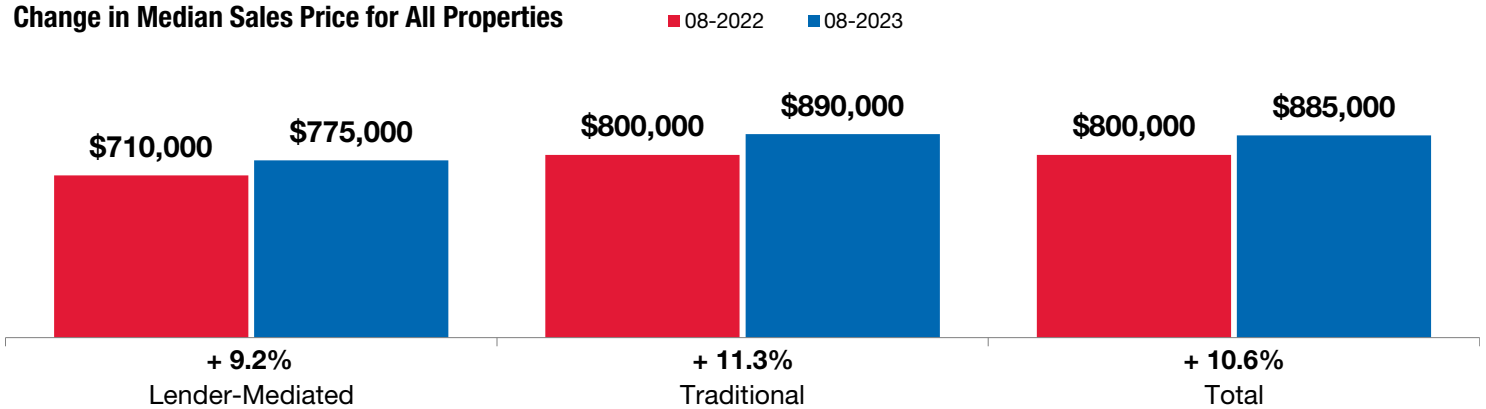
Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Median Sales Price

| | Lender-Mediated | | | Traditional | | | Total Market | | |
|-----------------------|------------------|------------------|---------------|------------------|------------------|----------------|------------------|------------------|----------------|
| | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 | + / - |
| Single-Family Homes | \$802,000 | \$975,000 | + 21.6% | \$910,000 | \$1,030,000 | + 13.2% | \$903,000 | \$1,025,000 | + 13.5% |
| Condos - Townhomes | \$555,000 | \$549,000 | - 1.1% | \$625,000 | \$683,515 | + 9.4% | \$622,000 | \$677,000 | + 8.8% |
| All Properties | \$710,000 | \$775,000 | + 9.2% | \$800,000 | \$890,000 | + 11.3% | \$800,000 | \$885,000 | + 10.6% |

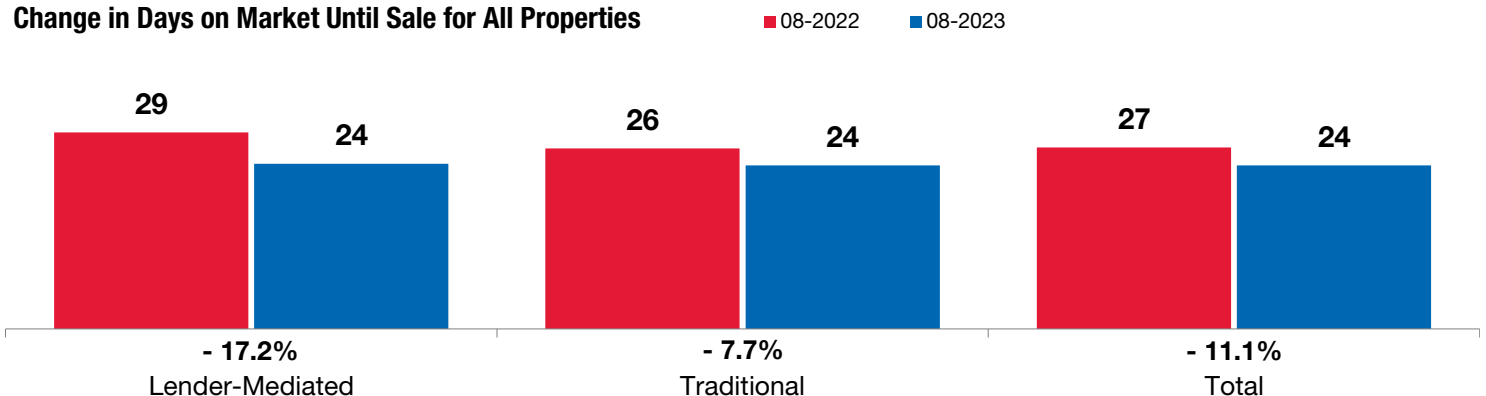
Change in Median Sales Price for All Properties



Days on Market Until Sale

| | Lender-Mediated | | | Traditional | | | Total Market | | |
|-----------------------|-----------------|-----------|----------------|-------------|-----------|---------------|--------------|-----------|----------------|
| | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 | + / - | 08-2022 | 08-2023 | + / - |
| Single-Family Homes | 31 | 29 | - 6.5% | 27 | 25 | - 7.4% | 28 | 25 | - 10.7% |
| Condos - Townhomes | 25 | 16 | - 36.0% | 25 | 22 | - 12.0% | 25 | 22 | - 12.0% |
| All Properties | 29 | 24 | - 17.2% | 26 | 24 | - 7.7% | 27 | 24 | - 11.1% |

Change in Days on Market Until Sale for All Properties



Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Inventory and Closed Sales by Area

Total represents all traditional and lender-mediated activity. Share represents the market share of lender-mediated sales.

| | Inventory for August 2023 | | | Closed Sales for September 2022 through August 2023 | | |
|--------------------------------|---------------------------|-----------------|-------|---|-----------------|-------|
| | Total Market | Lender-Mediated | Share | Total Market | Lender-Mediated | Share |
| 91901 – Alpine | 41 | 1 | 2.4% | 187 | 16 | 8.6% |
| 91902 – Bonita | 28 | 0 | 0.0% | 112 | 7 | 6.3% |
| 91905 – Boulevard | 8 | 0 | 0.0% | 19 | 4 | 21.1% |
| 91906 – Campo | 13 | 0 | 0.0% | 36 | 7 | 19.4% |
| 91910 – Chula Vista North | 35 | 7 | 20.0% | 281 | 16 | 5.7% |
| 91911 – Chula Vista South | 36 | 3 | 8.3% | 293 | 13 | 4.4% |
| 91913 – Chula Vista – Eastlake | 57 | 1 | 1.8% | 457 | 14 | 3.1% |
| 91914 – Chula Vista NE | 19 | 0 | 0.0% | 117 | 5 | 4.3% |
| 91915 – Chula Vista SE | 31 | 2 | 6.5% | 331 | 14 | 4.2% |
| 91916 – Descanso | 2 | 0 | 0.0% | 26 | 2 | 7.7% |
| 91917 – Dulzura | 3 | 0 | 0.0% | 9 | 0 | 0.0% |
| 91931 – Guatay | 2 | 0 | 0.0% | 0 | 0 | -- |
| 91932 – Imperial Beach | 71 | 7 | 9.9% | 143 | 12 | 8.4% |
| 91934 – Jacumba | 4 | 1 | 25.0% | 6 | 0 | 0.0% |
| 91935 – Jamul | 25 | 1 | 4.0% | 72 | 4 | 5.6% |
| 91941 – La Mesa, Mount Helix | 40 | 6 | 15.0% | 244 | 21 | 8.6% |
| 91942 – La Mesa, Grossmont | 29 | 3 | 10.3% | 333 | 26 | 7.8% |
| 91945 – Lemon Grove | 15 | 0 | 0.0% | 146 | 12 | 8.2% |
| 91948 – Mount Laguna | 2 | 0 | 0.0% | 10 | 0 | 0.0% |
| 91950 – National City | 26 | 1 | 3.8% | 165 | 16 | 9.7% |
| 91962 – Pine Valley | 11 | 0 | 0.0% | 42 | 2 | 4.8% |
| 91963 – Potrero | 5 | 0 | 0.0% | 4 | 2 | 50.0% |
| 91977 – Spring Valley | 57 | 5 | 8.8% | 450 | 25 | 5.6% |
| 91978 – Rancho San Diego | 8 | 0 | 0.0% | 73 | 5 | 6.8% |
| 92003 – Bonsall | 32 | 1 | 3.1% | 68 | 1 | 1.5% |
| 92004 – Borrego Springs | 29 | 2 | 6.9% | 83 | 2 | 2.4% |
| 92007 – Cardiff | 33 | 4 | 12.1% | 77 | 2 | 2.6% |
| 92008 – Carlsbad NW | 69 | 1 | 1.4% | 222 | 6 | 2.7% |
| 92009 – Carlsbad SE | 105 | 2 | 1.9% | 423 | 9 | 2.1% |
| 92010 – Carlsbad NE | 19 | 1 | 5.3% | 147 | 4 | 2.7% |
| 92011 – Carlsbad SW | 60 | 3 | 5.0% | 188 | 7 | 3.7% |
| 92014 – Del Mar | 61 | 3 | 4.9% | 149 | 3 | 2.0% |
| 92019 – El Cajon | 57 | 5 | 8.8% | 327 | 17 | 5.2% |

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Inventory and Closed Sales by Area

Total represents all traditional and lender-mediated activity. Share represents the market share of lender-mediated sales.

| | Inventory for August 2023 | | | Closed Sales for September 2022 through August 2023 | | |
|-----------------------------|---------------------------|-----------------|-------|---|-----------------|-------|
| | Total Market | Lender-Mediated | Share | Total Market | Lender-Mediated | Share |
| 92020 – El Cajon | 43 | 2 | 4.7% | 313 | 15 | 4.8% |
| 92021 – El Cajon | 63 | 2 | 3.2% | 407 | 21 | 5.2% |
| 92024 – Encinitas | 102 | 3 | 2.9% | 413 | 16 | 3.9% |
| 92025 – Escondido South | 47 | 4 | 8.5% | 247 | 10 | 4.0% |
| 92026 – Escondido North | 66 | 0 | 0.0% | 436 | 12 | 2.8% |
| 92027 – Escondido East | 41 | 2 | 4.9% | 359 | 17 | 4.7% |
| 92028 – Fallbrook | 171 | 6 | 3.5% | 573 | 18 | 3.1% |
| 92029 – Escondido West | 54 | 2 | 3.7% | 187 | 4 | 2.1% |
| 92036 – Julian | 35 | 1 | 2.9% | 91 | 5 | 5.5% |
| 92037 – La Jolla | 229 | 16 | 7.0% | 500 | 36 | 7.2% |
| 92040 – Lakeside | 37 | 1 | 2.7% | 350 | 15 | 4.3% |
| 92054 – Oceanside South | 99 | 1 | 1.0% | 284 | 8 | 2.8% |
| 92056 – Oceanside East | 62 | 2 | 3.2% | 603 | 26 | 4.3% |
| 92057 – Oceanside North | 76 | 1 | 1.3% | 554 | 15 | 2.7% |
| 92058 – Oceanside (Central) | 25 | 1 | 4.0% | 155 | 6 | 3.9% |
| 92059 – Pala | 1 | 0 | 0.0% | 0 | 0 | -- |
| 92060 – Palomar Mountain | 8 | 1 | 12.5% | 13 | 0 | 0.0% |
| 92061 – Pauma Valley | 13 | 0 | 0.0% | 16 | 1 | 6.3% |
| 92064 – Poway | 83 | 3 | 3.6% | 376 | 12 | 3.2% |
| 92065 – Ramona | 74 | 5 | 6.8% | 389 | 11 | 2.8% |
| 92066 – Ranchita | 5 | 0 | 0.0% | 7 | 1 | 14.3% |
| 92067 – Rancho Santa Fe | 115 | 1 | 0.9% | 160 | 11 | 6.9% |
| 92069 – San Marcos South | 28 | 0 | 0.0% | 260 | 8 | 3.1% |
| 92070 – Santa Ysabel | 8 | 1 | 12.5% | 8 | 0 | 0.0% |
| 92071 – Santee | 36 | 2 | 5.6% | 586 | 24 | 4.1% |
| 92075 – Solana Beach | 63 | 3 | 4.8% | 134 | 5 | 3.7% |
| 92078 – San Marcos South | 63 | 3 | 4.8% | 435 | 11 | 2.5% |
| 92081 – Vista South | 27 | 1 | 3.7% | 235 | 14 | 6.0% |
| 92082 – Valley Center | 76 | 3 | 3.9% | 235 | 15 | 6.4% |
| 92083 – Vista West | 24 | 2 | 8.3% | 175 | 5 | 2.9% |
| 92084 – Vista East | 79 | 1 | 1.3% | 289 | 7 | 2.4% |
| 92086 – Warner Springs | 10 | 1 | 10.0% | 15 | 0 | 0.0% |
| 92091 – Rancho Santa Fe | 12 | 2 | 16.7% | 48 | 8 | 16.7% |

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Inventory and Closed Sales by Area

Total represents all traditional and lender-mediated activity. Share represents the market share of lender-mediated sales.

| | Inventory for August 2023 | | | Closed Sales for September 2022 through August 2023 | | |
|--------------------------------------|---------------------------|-----------------|-------|---|-----------------|-------|
| | Total Market | Lender-Mediated | Share | Total Market | Lender-Mediated | Share |
| 92101 – Downtown | 263 | 18 | 6.8% | 580 | 21 | 3.6% |
| 92102 – Golden Hills | 34 | 4 | 11.8% | 152 | 10 | 6.6% |
| 92103 – Hillcrest, Mission Hills | 82 | 3 | 3.7% | 314 | 21 | 6.7% |
| 92104 – North Park | 39 | 3 | 7.7% | 279 | 19 | 6.8% |
| 92105 – City Heights | 38 | 3 | 7.9% | 203 | 14 | 6.9% |
| 92106 – Point Loma | 60 | 4 | 6.7% | 159 | 15 | 9.4% |
| 92107 – Ocean Beach | 44 | 2 | 4.5% | 156 | 10 | 6.4% |
| 92108 – Mission Valley | 29 | 2 | 6.9% | 256 | 8 | 3.1% |
| 92109 – Pacific Beach, Mission Beach | 110 | 8 | 7.3% | 304 | 26 | 8.6% |
| 92110 – Morena | 35 | 5 | 14.3% | 206 | 15 | 7.3% |
| 92111 – Linda Vista | 34 | 2 | 5.9% | 292 | 24 | 8.2% |
| 92113 – Logan Heights | 33 | 2 | 6.1% | 111 | 13 | 11.7% |
| 92114 – Encanto | 54 | 7 | 13.0% | 347 | 35 | 10.1% |
| 92115 – College | 72 | 5 | 6.9% | 367 | 20 | 5.4% |
| 92116 – Kensington, Normal Heights | 43 | 0 | 0.0% | 240 | 16 | 6.7% |
| 92117 – Clairemont | 49 | 2 | 4.1% | 384 | 25 | 6.5% |
| 92118 – Coronado | 86 | 8 | 9.3% | 213 | 19 | 8.9% |
| 92119 – San Carlos | 27 | 0 | 0.0% | 273 | 13 | 4.8% |
| 92120 – Allied Gardens, Del Cerro | 34 | 3 | 8.8% | 299 | 22 | 7.4% |
| 92121 – Sorrento Valley | 6 | 0 | 0.0% | 37 | 2 | 5.4% |
| 92122 – University City | 44 | 1 | 2.3% | 284 | 16 | 5.6% |
| 92123 – Serra Mesa | 29 | 0 | 0.0% | 194 | 6 | 3.1% |
| 92124 – Tierrasanta | 10 | 2 | 20.0% | 182 | 11 | 6.0% |
| 92126 – Mira Mesa | 36 | 5 | 13.9% | 367 | 20 | 5.4% |
| 92127 – Rancho Bernardo West | 96 | 4 | 4.2% | 449 | 23 | 5.1% |
| 92128 – Rancho Bernardo East | 95 | 4 | 4.2% | 614 | 36 | 5.9% |
| 92129 – Penasquitos | 38 | 4 | 10.5% | 303 | 12 | 4.0% |
| 92130 – Carmel Valley | 112 | 6 | 5.4% | 344 | 14 | 4.1% |
| 92131 – Scripps Ranch | 38 | 2 | 5.3% | 286 | 19 | 6.6% |
| 92139 – Paradise Hills | 20 | 2 | 10.0% | 179 | 12 | 6.7% |
| 92154 – Nestor | 51 | 5 | 9.8% | 346 | 19 | 5.5% |
| 92173 – San Ysidro | 9 | 1 | 11.1% | 56 | 8 | 14.3% |

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Median Sales Price by Area

| | Lender-Mediated | | | Traditional | | |
|--------------------------------|----------------------------|----------------------------|----------|----------------------------|----------------------------|----------|
| | 09-2021 through 08-2022 | 09-2022 through 08-2023 | + / - | 09-2021 through 08-2022 | 09-2022 through 08-2023 | + / - |
| 91901 – Alpine | \$657,000 | \$779,375 | + 18.6% | \$912,500 | \$910,000 | - 0.3% |
| 91902 – Bonita | \$962,706 | \$875,000 | - 9.1% | \$1,055,000 | \$990,000 | - 6.2% |
| 91905 – Boulevard | \$305,000 | \$482,500 | + 58.2% | \$331,000 | \$455,500 | + 37.6% |
| 91906 – Campo | \$420,000 | \$410,000 | - 2.4% | \$465,000 | \$470,000 | + 1.1% |
| 91910 – Chula Vista North | \$650,000 | \$677,500 | + 4.2% | \$729,000 | \$730,000 | + 0.1% |
| 91911 – Chula Vista South | \$618,000 | \$700,000 | + 13.3% | \$690,000 | \$699,000 | + 1.3% |
| 91913 – Chula Vista – Eastlake | \$745,000 | \$710,000 | - 4.7% | \$754,000 | \$769,900 | + 2.1% |
| 91914 – Chula Vista NE | \$950,000 | \$850,000 | - 10.5% | \$1,042,500 | \$997,500 | - 4.3% |
| 91915 – Chula Vista SE | \$764,000 | \$680,500 | - 10.9% | \$725,000 | \$725,000 | 0.0% |
| 91916 – Descanso | \$0 | \$430,000 | -- | \$663,113 | \$712,000 | + 7.4% |
| 91917 – Dulzura | \$0 | \$0 | -- | \$550,000 | \$650,000 | + 18.2% |
| 91931 – Guatay | \$0 | \$0 | -- | \$495,000 | \$0 | - 100.0% |
| 91932 – Imperial Beach | \$725,000 | \$645,000 | - 11.0% | \$768,750 | \$845,000 | + 9.9% |
| 91934 – Jacumba | \$294,500 | \$0 | - 100.0% | \$277,500 | \$280,000 | + 0.9% |
| 91935 – Jamul | \$580,000 | \$750,000 | + 29.3% | \$900,000 | \$1,000,000 | + 11.1% |
| 91941 – La Mesa, Mount Helix | \$915,000 | \$899,000 | - 1.7% | \$927,500 | \$987,000 | + 6.4% |
| 91942 – La Mesa, Grossmont | \$665,000 | \$730,000 | + 9.8% | \$720,000 | \$710,000 | - 1.4% |
| 91945 – Lemon Grove | \$612,500 | \$605,000 | - 1.2% | \$690,000 | \$680,000 | - 1.4% |
| 91948 – Mount Laguna | \$0 | \$0 | -- | \$180,000 | \$206,500 | + 14.7% |
| 91950 – National City | \$592,500 | \$537,000 | - 9.4% | \$640,000 | \$625,000 | - 2.3% |
| 91962 – Pine Valley | \$550,000 | \$365,500 | - 33.5% | \$630,000 | \$627,250 | - 0.4% |
| 91963 – Potrero | \$0 | \$392,500 | -- | \$512,500 | \$502,000 | - 2.0% |
| 91977 – Spring Valley | \$675,000 | \$660,000 | - 2.2% | \$670,000 | \$685,000 | + 2.2% |
| 91978 – Rancho San Diego | \$825,000 | \$849,000 | + 2.9% | \$750,000 | \$735,000 | - 2.0% |
| 92003 – Bonsall | \$1,049,000 | \$470,000 | - 55.2% | \$723,325 | \$1,030,000 | + 42.4% |
| 92004 – Borrego Springs | \$325,000 | \$310,000 | - 4.6% | \$315,000 | \$329,000 | + 4.4% |
| 92007 – Cardiff | \$1,102,500 | \$1,942,500 | + 76.2% | \$1,880,000 | \$1,875,000 | - 0.3% |
| 92008 – Carlsbad NW | \$1,370,000 | \$1,762,500 | + 28.6% | \$1,499,000 | \$1,466,500 | - 2.2% |
| 92009 – Carlsbad SE | \$865,000 | \$1,280,000 | + 48.0% | \$1,285,000 | \$1,350,000 | + 5.1% |
| 92010 – Carlsbad NE | \$1,101,500 | \$1,522,500 | + 38.2% | \$1,125,000 | \$1,150,000 | + 2.2% |
| 92011 – Carlsbad SW | \$1,105,500 | \$1,250,000 | + 13.1% | \$1,450,000 | \$1,400,000 | - 3.4% |
| 92014 – Del Mar | \$1,800,000 | \$2,600,000 | + 44.4% | \$2,720,000 | \$2,500,000 | - 8.1% |
| 92019 – El Cajon | \$746,000 | \$800,000 | + 7.2% | \$760,000 | \$734,500 | - 3.4% |

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Median Sales Price by Area

| | Lender-Mediated | | | Traditional | | |
|-----------------------------|----------------------------|----------------------------|----------|----------------------------|----------------------------|----------|
| | 09-2021 through 08-2022 | 09-2022 through 08-2023 | + / - | 09-2021 through 08-2022 | 09-2022 through 08-2023 | + / - |
| 92020 – El Cajon | \$660,000 | \$675,000 | + 2.3% | \$715,000 | \$735,000 | + 2.8% |
| 92021 – El Cajon | \$483,688 | \$645,000 | + 33.4% | \$700,000 | \$700,000 | 0.0% |
| 92024 – Encinitas | \$1,750,000 | \$1,550,000 | - 11.4% | \$1,700,000 | \$1,650,000 | - 2.9% |
| 92025 – Escondido South | \$610,000 | \$560,400 | - 8.1% | \$770,000 | \$725,000 | - 5.8% |
| 92026 – Escondido North | \$755,000 | \$591,500 | - 21.7% | \$755,000 | \$759,500 | + 0.6% |
| 92027 – Escondido East | \$565,000 | \$699,900 | + 23.9% | \$710,000 | \$700,000 | - 1.4% |
| 92028 – Fallbrook | \$687,500 | \$777,500 | + 13.1% | \$802,000 | \$830,000 | + 3.5% |
| 92029 – Escondido West | \$750,000 | \$1,016,125 | + 35.5% | \$1,150,000 | \$1,150,000 | 0.0% |
| 92036 – Julian | \$505,500 | \$420,000 | - 16.9% | \$525,000 | \$560,000 | + 6.7% |
| 92037 – La Jolla | \$2,025,000 | \$2,475,000 | + 22.2% | \$2,100,000 | \$1,822,500 | - 13.2% |
| 92040 – Lakeside | \$682,500 | \$675,000 | - 1.1% | \$740,000 | \$730,000 | - 1.4% |
| 92054 – Oceanside South | \$1,075,000 | \$895,500 | - 16.7% | \$965,000 | \$1,005,000 | + 4.1% |
| 92056 – Oceanside East | \$720,500 | \$622,389 | - 13.6% | \$790,000 | \$778,032 | - 1.5% |
| 92057 – Oceanside North | \$565,000 | \$560,000 | - 0.9% | \$700,000 | \$700,000 | 0.0% |
| 92058 – Oceanside (Central) | \$626,730 | \$725,000 | + 15.7% | \$657,000 | \$700,000 | + 6.5% |
| 92059 – Pala | \$0 | \$0 | -- | \$6,100,000 | \$0 | - 100.0% |
| 92060 – Palomar Mountain | \$0 | \$0 | -- | \$404,500 | \$450,000 | + 11.2% |
| 92061 – Pauma Valley | \$480,000 | \$907,000 | + 89.0% | \$740,025 | \$813,000 | + 9.9% |
| 92064 – Poway | \$862,500 | \$1,010,000 | + 17.1% | \$1,050,000 | \$1,090,000 | + 3.8% |
| 92065 – Ramona | \$665,000 | \$502,000 | - 24.5% | \$738,000 | \$747,500 | + 1.3% |
| 92066 – Ranchita | \$367,500 | \$175,000 | - 52.4% | \$437,500 | \$420,000 | - 4.0% |
| 92067 – Rancho Santa Fe | \$3,419,444 | \$2,800,000 | - 18.1% | \$4,400,000 | \$4,495,000 | + 2.2% |
| 92069 – San Marcos South | \$630,675 | \$806,500 | + 27.9% | \$846,000 | \$850,000 | + 0.5% |
| 92070 – Santa Ysabel | \$0 | \$0 | -- | \$747,250 | \$842,000 | + 12.7% |
| 92071 – Santee | \$679,000 | \$683,500 | + 0.7% | \$710,000 | \$717,500 | + 1.1% |
| 92075 – Solana Beach | \$1,142,500 | \$1,500,000 | + 31.3% | \$1,850,000 | \$1,710,000 | - 7.6% |
| 92078 – San Marcos South | \$760,000 | \$735,000 | - 3.3% | \$894,000 | \$906,500 | + 1.4% |
| 92081 – Vista South | \$930,000 | \$765,000 | - 17.7% | \$851,500 | \$882,500 | + 3.6% |
| 92082 – Valley Center | \$850,000 | \$900,000 | + 5.9% | \$870,000 | \$880,000 | + 1.1% |
| 92083 – Vista West | \$617,500 | \$550,000 | - 10.9% | \$716,000 | \$680,000 | - 5.0% |
| 92084 – Vista East | \$737,500 | \$915,000 | + 24.1% | \$850,000 | \$827,500 | - 2.6% |
| 92086 – Warner Springs | \$475,000 | \$0 | - 100.0% | \$494,000 | \$580,000 | + 17.4% |
| 92091 – Rancho Santa Fe | \$4,450,000 | \$3,875,000 | - 12.9% | \$1,500,000 | \$1,885,000 | + 25.7% |

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

Median Sales Price by Area

| | Lender-Mediated | | | Traditional | | |
|--------------------------------------|----------------------------|----------------------------|---------|----------------------------|----------------------------|---------|
| | 09-2021 through 08-2022 | 09-2022 through 08-2023 | + / - | 09-2021 through 08-2022 | 09-2022 through 08-2023 | + / - |
| 92101 – Downtown | \$637,500 | \$535,000 | - 16.1% | \$700,000 | \$726,341 | + 3.8% |
| 92102 – Golden Hills | \$713,000 | \$595,000 | - 16.5% | \$677,500 | \$675,500 | - 0.3% |
| 92103 – Hillcrest, Mission Hills | \$1,286,541 | \$1,510,000 | + 17.4% | \$850,000 | \$910,000 | + 7.1% |
| 92104 – North Park | \$603,000 | \$605,000 | + 0.3% | \$775,000 | \$835,000 | + 7.7% |
| 92105 – City Heights | \$585,000 | \$510,251 | - 12.8% | \$615,000 | \$600,000 | - 2.4% |
| 92106 – Point Loma | \$1,500,000 | \$1,501,000 | + 0.1% | \$1,575,000 | \$1,600,000 | + 1.6% |
| 92107 – Ocean Beach | \$1,400,000 | \$1,255,000 | - 10.4% | \$1,125,000 | \$1,400,000 | + 24.4% |
| 92108 – Mission Valley | \$695,000 | \$490,000 | - 29.5% | \$600,000 | \$556,500 | - 7.3% |
| 92109 – Pacific Beach, Mission Beach | \$1,300,000 | \$1,560,266 | + 20.0% | \$1,210,000 | \$1,350,000 | + 11.6% |
| 92110 – Morena | \$756,225 | \$737,000 | - 2.5% | \$702,500 | \$750,000 | + 6.8% |
| 92111 – Linda Vista | \$815,000 | \$797,500 | - 2.1% | \$795,000 | \$835,000 | + 5.0% |
| 92113 – Logan Heights | \$585,000 | \$520,000 | - 11.1% | \$593,500 | \$620,000 | + 4.5% |
| 92114 – Encanto | \$617,000 | \$625,000 | + 1.3% | \$676,000 | \$680,000 | + 0.6% |
| 92115 – College | \$585,000 | \$577,500 | - 1.3% | \$767,500 | \$750,000 | - 2.3% |
| 92116 – Kensington, Normal Heights | \$926,000 | \$701,000 | - 24.3% | \$850,000 | \$890,000 | + 4.7% |
| 92117 – Clairemont | \$897,500 | \$915,000 | + 1.9% | \$970,000 | \$975,000 | + 0.5% |
| 92118 – Coronado | \$2,530,500 | \$2,900,000 | + 14.6% | \$2,285,000 | \$2,217,500 | - 3.0% |
| 92119 – San Carlos | \$812,500 | \$785,000 | - 3.4% | \$860,000 | \$851,500 | - 1.0% |
| 92120 – Allied Gardens, Del Cerro | \$857,500 | \$895,000 | + 4.4% | \$940,000 | \$908,000 | - 3.4% |
| 92121 – Sorrento Valley | \$652,800 | \$1,242,000 | + 90.3% | \$899,500 | \$1,330,000 | + 47.9% |
| 92122 – University City | \$720,000 | \$724,000 | + 0.6% | \$840,000 | \$850,000 | + 1.2% |
| 92123 – Serra Mesa | \$842,500 | \$625,000 | - 25.8% | \$860,500 | \$882,500 | + 2.6% |
| 92124 – Tierrasanta | \$800,000 | \$925,000 | + 15.6% | \$900,000 | \$905,000 | + 0.6% |
| 92126 – Mira Mesa | \$790,000 | \$835,000 | + 5.7% | \$850,000 | \$855,000 | + 0.6% |
| 92127 – Rancho Bernardo West | \$1,145,000 | \$1,371,000 | + 19.7% | \$1,390,000 | \$1,326,861 | - 4.5% |
| 92128 – Rancho Bernardo East | \$880,000 | \$871,250 | - 1.0% | \$818,024 | \$834,000 | + 2.0% |
| 92129 – Penasquitos | \$1,242,500 | \$1,000,000 | - 19.5% | \$1,200,000 | \$1,150,000 | - 4.2% |
| 92130 – Carmel Valley | \$1,227,000 | \$1,930,000 | + 57.3% | \$1,742,500 | \$1,650,000 | - 5.3% |
| 92131 – Scripps Ranch | \$1,360,000 | \$1,362,000 | + 0.1% | \$1,200,000 | \$1,283,850 | + 7.0% |
| 92139 – Paradise Hills | \$627,500 | \$632,500 | + 0.8% | \$639,500 | \$630,000 | - 1.5% |
| 92154 – Nestor | \$575,000 | \$600,000 | + 4.3% | \$665,000 | \$670,000 | + 0.8% |
| 92173 – San Ysidro | \$435,000 | \$425,000 | - 2.3% | \$500,000 | \$491,750 | - 1.7% |