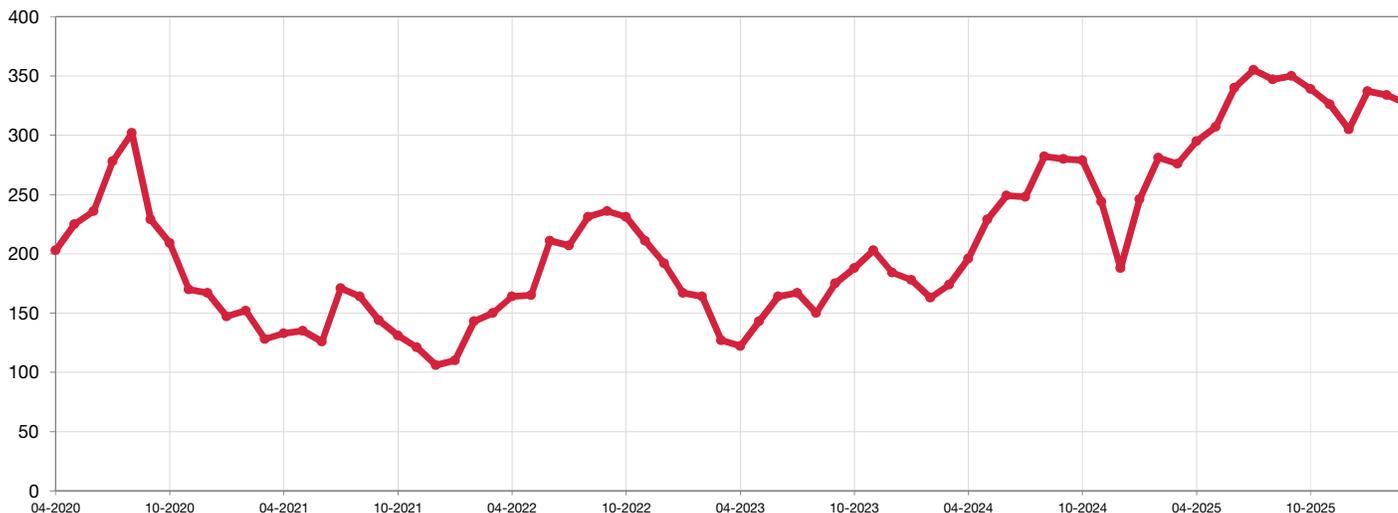


Lender-Mediated Properties Report

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

Inventory of Lender-Mediated Properties in San Diego County



March 2026

New Listings in San Diego County decreased 8.9 percent to 3,203

- Traditional New Listings decreased 10.1 percent to 3,034
- Lender-mediated New Listings increased 19.0 percent to 169
- Share of New Listings that were lender-mediated rose to 5.3 percent

Closed Sales were up 6.8 percent to 1,954

- Traditional Closed Sales were up 5.9 percent to 1,857
- Lender-mediated Closed Sales were up 27.6 percent to 97
- Share of Closed Sales that were lender-mediated rose to 5.0 percent

The overall Median Sales Price rose 0.8 percent to \$915,000

- The traditional Median Sales Price rose 0.9 percent to \$918,500
- The lender-mediated Median Sales Price declined 3.7 percent to \$842,475

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.

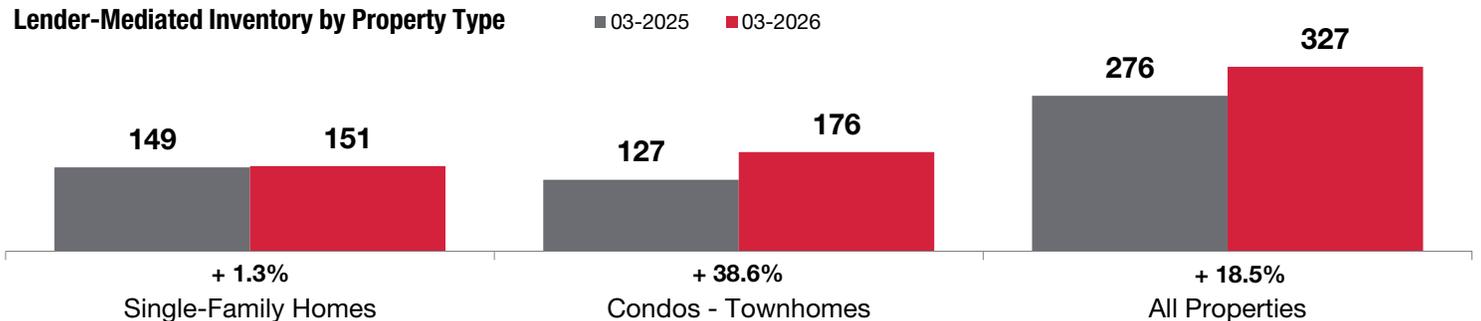
Lender-Mediated Properties Report

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 | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|-----------------------------------|-------------|
| | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 |
| Single-Family Homes | 149 | 151 | + 1.3% | 3,051 | 2,362 | - 22.6% | 3,200 | 2,513 | - 21.5% | 4.7% | 6.0% |
| Condos - Townhomes | 127 | 176 | + 38.6% | 2,169 | 2,193 | + 1.1% | 2,296 | 2,369 | + 3.2% | 5.5% | 7.4% |
| All Properties | 276 | 327 | + 18.5% | 5,220 | 4,555 | - 12.7% | 5,496 | 4,882 | - 11.2% | 5.0% | 6.7% |

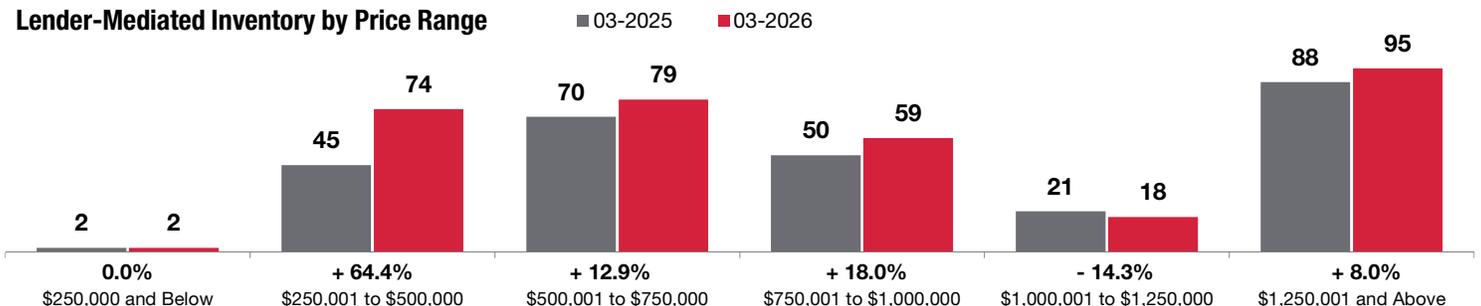
Lender-Mediated Inventory by Property Type



Inventory by Price Range

| | Lender-Mediated | | | Traditional | | | Total Market | | | Share of Lender-Mediated Activity | |
|----------------------------|-----------------|------------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|-----------------------------------|-------------|
| | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 |
| \$250,000 and Below | 2 | 2 | 0.0% | 17 | 12 | - 29.4% | 19 | 14 | - 26.3% | 10.5% | 14.3% |
| \$250,001 to \$500,000 | 45 | 74 | + 64.4% | 572 | 629 | + 10.0% | 617 | 703 | + 13.9% | 7.3% | 10.5% |
| \$500,001 to \$750,000 | 70 | 79 | + 12.9% | 1,025 | 932 | - 9.1% | 1,095 | 1,011 | - 7.7% | 6.4% | 7.8% |
| \$750,001 to \$1,000,000 | 50 | 59 | + 18.0% | 1,171 | 969 | - 17.3% | 1,221 | 1,028 | - 15.8% | 4.1% | 5.7% |
| \$1,000,001 to \$1,250,000 | 21 | 18 | - 14.3% | 587 | 501 | - 14.7% | 608 | 519 | - 14.6% | 3.5% | 3.5% |
| \$1,250,001 and Above | 88 | 95 | + 8.0% | 1,848 | 1,512 | - 18.2% | 1,936 | 1,607 | - 17.0% | 4.5% | 5.9% |
| All Prices | 276 | 327 | + 18.5% | 5,220 | 4,555 | - 12.7% | 5,496 | 4,882 | - 11.2% | 5.0% | 6.7% |

Lender-Mediated Inventory by Price Range



Lender-Mediated Properties Report

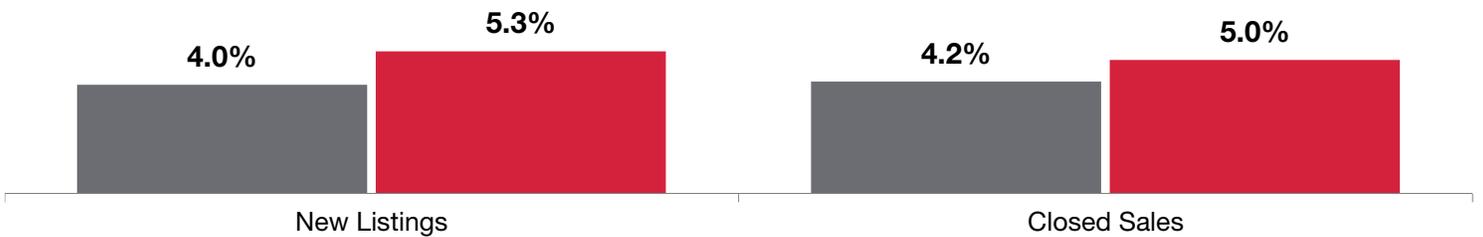
A RESEARCH TOOL PROVIDED BY THE GREATER SAN DIEGO ASSOCIATION OF REALTORS®

New Listings and Closed Sales

| | Lender-Mediated | | | Traditional | | | Total Market | | | Share of Lender-Mediated Activity | |
|--------------|-----------------|---------|---------|-------------|---------|---------|--------------|---------|--------|-----------------------------------|---------|
| | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 |
| New Listings | 142 | 169 | + 19.0% | 3,373 | 3,034 | - 10.1% | 3,515 | 3,203 | - 8.9% | 4.0% | 5.3% |
| Closed Sales | 76 | 97 | + 27.6% | 1,753 | 1,857 | + 5.9% | 1,829 | 1,954 | + 6.8% | 4.2% | 5.0% |

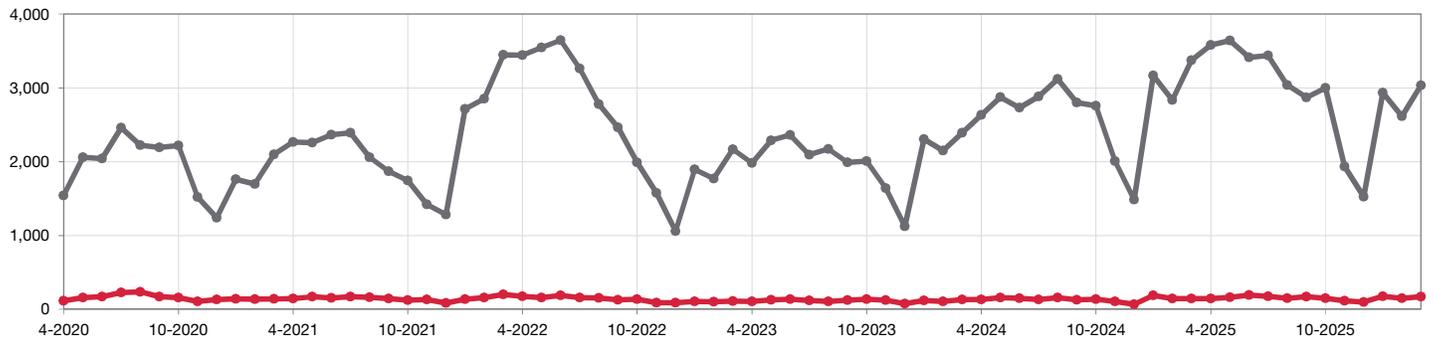
Share of Activity that was Lender-Mediated

■ 03-2025 ■ 03-2026



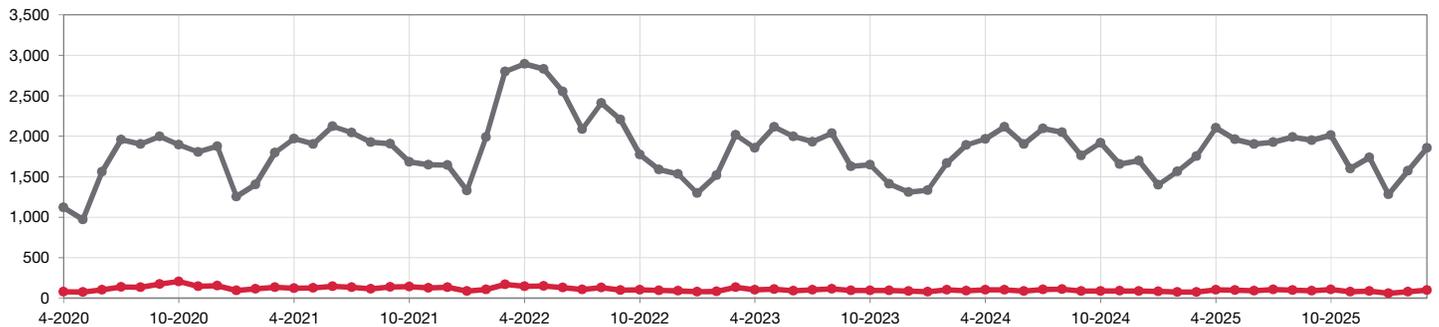
Historical New Listing Activity

— Traditional — Lender-Mediated



Historical Closed Sales Activity

— Traditional — Lender-Mediated



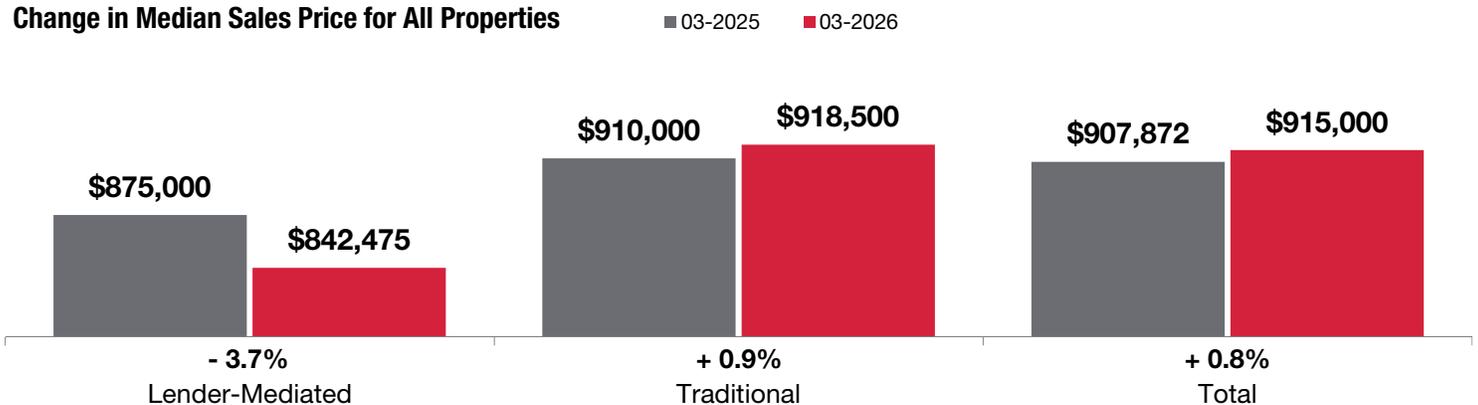
Lender-Mediated Properties Report

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

Median Sales Price

| | Lender-Mediated | | | Traditional | | | Total Market | | |
|-----------------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|
| | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 | + / - |
| Single-Family Homes | \$1,040,000 | \$945,750 | - 9.1% | \$1,075,000 | \$1,100,000 | + 2.3% | \$1,074,250 | \$1,100,000 | + 2.4% |
| Condos - Townhomes | \$511,063 | \$634,000 | + 24.1% | \$680,000 | \$675,000 | - 0.7% | \$677,450 | \$670,000 | - 1.1% |
| All Properties | \$875,000 | \$842,475 | - 3.7% | \$910,000 | \$918,500 | + 0.9% | \$907,872 | \$915,000 | + 0.8% |

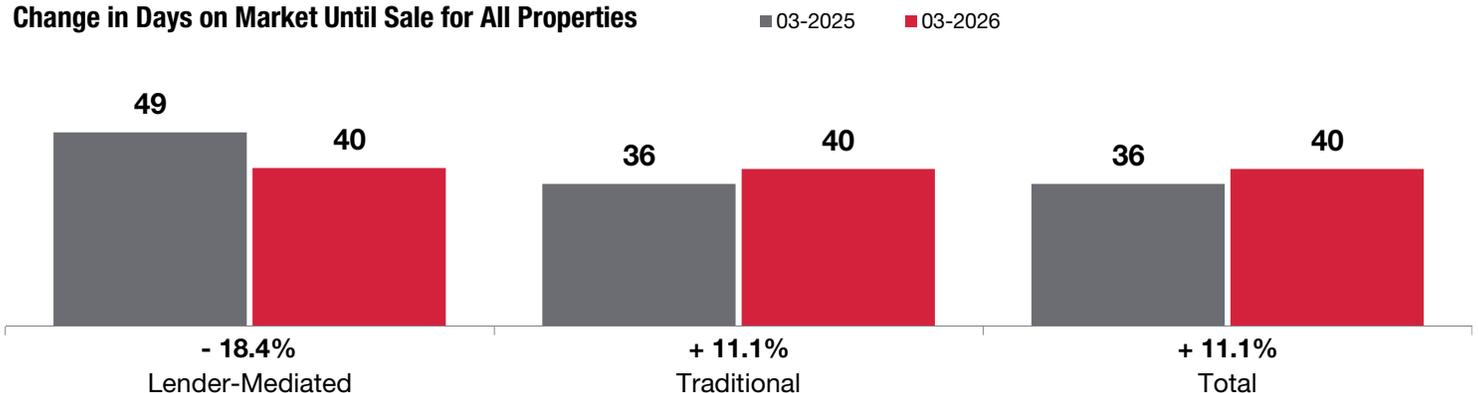
Change in Median Sales Price for All Properties



Days on Market Until Sale

| | Lender-Mediated | | | Traditional | | | Total Market | | |
|-----------------------|-----------------|-----------|----------------|-------------|-----------|----------------|--------------|-----------|----------------|
| | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 | + / - | 03-2025 | 03-2026 | + / - |
| Single-Family Homes | 49 | 38 | - 22.4% | 33 | 37 | + 12.1% | 34 | 37 | + 8.8% |
| Condos - Townhomes | 49 | 43 | - 12.2% | 35 | 45 | + 28.6% | 40 | 45 | + 12.5% |
| All Properties | 49 | 40 | - 18.4% | 36 | 40 | + 11.1% | 36 | 40 | + 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 March 2026 | | | Closed Sales for April 2025 through March 2026 | | |
|--------------------------------|--------------------------|-----------------|-------|--|-----------------|-------|
| | Total Market | Lender-Mediated | Share | Total Market | Lender-Mediated | Share |
| 91901 – Alpine | 30 | 2 | 6.7% | 163 | 9 | 5.5% |
| 91902 – Bonita | 21 | 5 | 23.8% | 121 | 10 | 8.3% |
| 91905 – Boulevard | 14 | 0 | 0.0% | 12 | 2 | 16.7% |
| 91906 – Campo | 8 | 2 | 25.0% | 40 | 4 | 10.0% |
| 91910 – Chula Vista North | 59 | 11 | 18.6% | 301 | 14 | 4.7% |
| 91911 – Chula Vista South | 46 | 2 | 4.3% | 312 | 22 | 7.1% |
| 91913 – Chula Vista – Eastlake | 71 | 6 | 8.5% | 432 | 17 | 3.9% |
| 91914 – Chula Vista NE | 31 | 1 | 3.2% | 98 | 5 | 5.1% |
| 91915 – Chula Vista SE | 32 | 1 | 3.1% | 263 | 7 | 2.7% |
| 91916 – Descanso | 6 | 0 | 0.0% | 29 | 4 | 13.8% |
| 91917 – Dulzura | 2 | 1 | 50.0% | 5 | 0 | 0.0% |
| 91931 – Guatay | 1 | 0 | 0.0% | 1 | 0 | 0.0% |
| 91932 – Imperial Beach | 53 | 2 | 3.8% | 146 | 14 | 9.6% |
| 91934 – Jacumba | 4 | 0 | 0.0% | 5 | 0 | 0.0% |
| 91935 – Jamul | 18 | 0 | 0.0% | 82 | 2 | 2.4% |
| 91941 – La Mesa, Mount Helix | 43 | 9 | 20.9% | 268 | 21 | 7.8% |
| 91942 – La Mesa, Grossmont | 48 | 1 | 2.1% | 296 | 21 | 7.1% |
| 91945 – Lemon Grove | 13 | 1 | 7.7% | 166 | 8 | 4.8% |
| 91948 – Mount Laguna | 1 | 0 | 0.0% | 8 | 1 | 12.5% |
| 91950 – National City | 16 | 3 | 18.8% | 136 | 9 | 6.6% |
| 91962 – Pine Valley | 8 | 0 | 0.0% | 27 | 0 | 0.0% |
| 91963 – Potrero | 3 | 0 | 0.0% | 8 | 0 | 0.0% |
| 91977 – Spring Valley | 60 | 8 | 13.3% | 399 | 29 | 7.3% |
| 91978 – Rancho San Diego | 5 | 0 | 0.0% | 61 | 8 | 13.1% |
| 92003 – Bonsall | 28 | 3 | 10.7% | 75 | 7 | 9.3% |
| 92004 – Borrego Springs | 46 | 2 | 4.3% | 74 | 2 | 2.7% |
| 92007 – Cardiff | 12 | 0 | 0.0% | 94 | 3 | 3.2% |
| 92008 – Carlsbad NW | 69 | 2 | 2.9% | 287 | 10 | 3.5% |
| 92009 – Carlsbad SE | 106 | 4 | 3.8% | 474 | 17 | 3.6% |
| 92010 – Carlsbad NE | 21 | 0 | 0.0% | 134 | 6 | 4.5% |
| 92011 – Carlsbad SW | 29 | 2 | 6.9% | 210 | 3 | 1.4% |
| 92014 – Del Mar | 48 | 3 | 6.3% | 138 | 4 | 2.9% |
| 92019 – El Cajon | 53 | 6 | 11.3% | 365 | 13 | 3.6% |

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 March 2026 | | | Closed Sales for April 2025 through March 2026 | | |
|-----------------------------|--------------------------|-----------------|-------|--|-----------------|-------|
| | Total Market | Lender-Mediated | Share | Total Market | Lender-Mediated | Share |
| 92020 – El Cajon | 70 | 5 | 7.1% | 301 | 13 | 4.3% |
| 92021 – El Cajon | 57 | 2 | 3.5% | 352 | 11 | 3.1% |
| 92024 – Encinitas | 99 | 6 | 6.1% | 471 | 13 | 2.8% |
| 92025 – Escondido South | 69 | 6 | 8.7% | 243 | 11 | 4.5% |
| 92026 – Escondido North | 91 | 6 | 6.6% | 486 | 11 | 2.3% |
| 92027 – Escondido East | 65 | 5 | 7.7% | 339 | 15 | 4.4% |
| 92028 – Fallbrook | 182 | 5 | 2.7% | 577 | 17 | 2.9% |
| 92029 – Escondido West | 38 | 1 | 2.6% | 196 | 2 | 1.0% |
| 92036 – Julian | 41 | 2 | 4.9% | 76 | 3 | 3.9% |
| 92037 – La Jolla | 149 | 12 | 8.1% | 544 | 27 | 5.0% |
| 92040 – Lakeside | 52 | 7 | 13.5% | 293 | 20 | 6.8% |
| 92054 – Oceanside South | 81 | 2 | 2.5% | 326 | 12 | 3.7% |
| 92056 – Oceanside East | 75 | 2 | 2.7% | 604 | 24 | 4.0% |
| 92057 – Oceanside North | 110 | 13 | 11.8% | 614 | 27 | 4.4% |
| 92058 – Oceanside (Central) | 26 | 1 | 3.8% | 111 | 4 | 3.6% |
| 92059 – Pala | 2 | 0 | 0.0% | 2 | 0 | 0.0% |
| 92060 – Palomar Mountain | 10 | 1 | 10.0% | 15 | 1 | 6.7% |
| 92061 – Pauma Valley | 20 | 1 | 5.0% | 27 | 1 | 3.7% |
| 92064 – Poway | 59 | 1 | 1.7% | 386 | 14 | 3.6% |
| 92065 – Ramona | 66 | 7 | 10.6% | 376 | 8 | 2.1% |
| 92066 – Ranchita | 1 | 0 | 0.0% | 7 | 1 | 14.3% |
| 92067 – Rancho Santa Fe | 70 | 2 | 2.9% | 168 | 5 | 3.0% |
| 92069 – San Marcos South | 55 | 2 | 3.6% | 283 | 12 | 4.2% |
| 92070 – Santa Ysabel | 6 | 0 | 0.0% | 8 | 1 | 12.5% |
| 92071 – Santee | 78 | 10 | 12.8% | 498 | 20 | 4.0% |
| 92075 – Solana Beach | 36 | 2 | 5.6% | 134 | 3 | 2.2% |
| 92078 – San Marcos South | 73 | 3 | 4.1% | 495 | 12 | 2.4% |
| 92081 – Vista South | 40 | 1 | 2.5% | 235 | 4 | 1.7% |
| 92082 – Valley Center | 69 | 5 | 7.2% | 188 | 12 | 6.4% |
| 92083 – Vista West | 28 | 2 | 7.1% | 130 | 4 | 3.1% |
| 92084 – Vista East | 70 | 2 | 2.9% | 307 | 10 | 3.3% |
| 92086 – Warner Springs | 10 | 3 | 30.0% | 14 | 2 | 14.3% |
| 92091 – Rancho Santa Fe | 9 | 0 | 0.0% | 34 | 0 | 0.0% |

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 March 2026 | | | Closed Sales for April 2025 through March 2026 | | |
|--------------------------------------|--------------------------|-----------------|-------|---|-----------------|-------|
| | Total Market | Lender-Mediated | Share | Total Market | Lender-Mediated | Share |
| 92101 – Downtown | 327 | 16 | 4.9% | 519 | 23 | 4.4% |
| 92102 – Golden Hills | 33 | 4 | 12.1% | 132 | 16 | 12.1% |
| 92103 – Hillcrest, Mission Hills | 94 | 8 | 8.5% | 347 | 14 | 4.0% |
| 92104 – North Park | 55 | 4 | 7.3% | 268 | 15 | 5.6% |
| 92105 – City Heights | 47 | 4 | 8.5% | 214 | 17 | 7.9% |
| 92106 – Point Loma | 43 | 4 | 9.3% | 186 | 14 | 7.5% |
| 92107 – Ocean Beach | 32 | 1 | 3.1% | 190 | 15 | 7.9% |
| 92108 – Mission Valley | 105 | 4 | 3.8% | 250 | 10 | 4.0% |
| 92109 – Pacific Beach, Mission Beach | 93 | 8 | 8.6% | 331 | 15 | 4.5% |
| 92110 – Morena | 53 | 5 | 9.4% | 250 | 20 | 8.0% |
| 92111 – Linda Vista | 45 | 4 | 8.9% | 338 | 19 | 5.6% |
| 92113 – Logan Heights | 29 | 2 | 6.9% | 114 | 8 | 7.0% |
| 92114 – Encanto | 41 | 3 | 7.3% | 309 | 19 | 6.1% |
| 92115 – College | 80 | 7 | 8.8% | 390 | 34 | 8.7% |
| 92116 – Kensington, Normal Heights | 40 | 4 | 10.0% | 226 | 11 | 4.9% |
| 92117 – Clairemont | 43 | 1 | 2.3% | 427 | 30 | 7.0% |
| 92118 – Coronado | 91 | 9 | 9.9% | 265 | 21 | 7.9% |
| 92119 – San Carlos | 25 | 2 | 8.0% | 255 | 14 | 5.5% |
| 92120 – Allied Gardens, Del Cerro | 33 | 2 | 6.1% | 292 | 10 | 3.4% |
| 92121 – Sorrento Valley | 10 | 0 | 0.0% | 33 | 2 | 6.1% |
| 92122 – University City | 72 | 1 | 1.4% | 273 | 15 | 5.5% |
| 92123 – Serra Mesa | 32 | 3 | 9.4% | 214 | 11 | 5.1% |
| 92124 – Tierrasanta | 16 | 3 | 18.8% | 176 | 6 | 3.4% |
| 92126 – Mira Mesa | 65 | 2 | 3.1% | 395 | 22 | 5.6% |
| 92127 – Rancho Bernardo West | 86 | 3 | 3.5% | 369 | 16 | 4.3% |
| 92128 – Rancho Bernardo East | 126 | 7 | 5.6% | 605 | 26 | 4.3% |
| 92129 – Penasquitos | 57 | 2 | 3.5% | 341 | 18 | 5.3% |
| 92130 – Carmel Valley | 56 | 6 | 10.7% | 355 | 10 | 2.8% |
| 92131 – Scripps Ranch | 34 | 0 | 0.0% | 240 | 12 | 5.0% |
| 92139 – Paradise Hills | 20 | 0 | 0.0% | 172 | 9 | 5.2% |
| 92154 – Nestor | 71 | 12 | 16.9% | 384 | 24 | 6.3% |
| 92173 – San Ysidro | 14 | 2 | 14.3% | 53 | 3 | 5.7% |

Lender-Mediated Properties Report

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

Median Sales Price by Area

| | Lender-Mediated | | | Traditional | | |
|--------------------------------|----------------------------|----------------------------|----------|----------------------------|----------------------------|---------|
| | 04-2024 through 03-2025 | 04-2025 through 03-2026 | + / - | 04-2024 through 03-2025 | 04-2025 through 03-2026 | + / - |
| 91901 – Alpine | \$654,900 | \$835,000 | + 27.5% | \$956,250 | \$925,000 | - 3.3% |
| 91902 – Bonita | \$855,000 | \$1,028,500 | + 20.3% | \$1,190,000 | \$1,100,000 | - 7.6% |
| 91905 – Boulevard | \$240,000 | \$285,250 | + 18.9% | \$352,500 | \$491,500 | + 39.4% |
| 91906 – Campo | \$418,000 | \$444,500 | + 6.3% | \$480,000 | \$492,500 | + 2.6% |
| 91910 – Chula Vista North | \$795,000 | \$782,000 | - 1.6% | \$782,605 | \$775,000 | - 1.0% |
| 91911 – Chula Vista South | \$632,500 | \$676,500 | + 7.0% | \$770,000 | \$755,000 | - 1.9% |
| 91913 – Chula Vista – Eastlake | \$848,000 | \$720,000 | - 15.1% | \$825,000 | \$825,000 | 0.0% |
| 91914 – Chula Vista NE | \$807,000 | \$1,500,000 | + 85.9% | \$1,240,000 | \$1,179,500 | - 4.9% |
| 91915 – Chula Vista SE | \$845,000 | \$711,000 | - 15.9% | \$792,500 | \$815,000 | + 2.8% |
| 91916 – Descanso | \$402,000 | \$501,500 | + 24.8% | \$645,000 | \$715,000 | + 10.9% |
| 91917 – Dulzura | \$0 | \$0 | -- | \$690,000 | \$690,000 | 0.0% |
| 91931 – Guatay | \$0 | \$0 | -- | \$632,500 | \$760,500 | + 20.2% |
| 91932 – Imperial Beach | \$1,190,000 | \$794,500 | - 33.2% | \$830,000 | \$813,000 | - 2.0% |
| 91934 – Jacumba | \$0 | \$0 | -- | \$319,000 | \$299,999 | - 6.0% |
| 91935 – Jamul | \$495,500 | \$639,500 | + 29.1% | \$1,100,000 | \$970,000 | - 11.8% |
| 91941 – La Mesa, Mount Helix | \$1,000,000 | \$975,000 | - 2.5% | \$1,010,000 | \$1,082,500 | + 7.2% |
| 91942 – La Mesa, Grossmont | \$755,000 | \$714,000 | - 5.4% | \$795,000 | \$780,000 | - 1.9% |
| 91945 – Lemon Grove | \$720,000 | \$757,500 | + 5.2% | \$760,000 | \$753,500 | - 0.9% |
| 91948 – Mount Laguna | \$0 | \$294,000 | -- | \$204,000 | \$200,000 | - 2.0% |
| 91950 – National City | \$572,000 | \$660,000 | + 15.4% | \$690,000 | \$715,000 | + 3.6% |
| 91962 – Pine Valley | \$0 | \$0 | -- | \$640,000 | \$675,000 | + 5.5% |
| 91963 – Potrero | \$0 | \$0 | -- | \$494,500 | \$552,500 | + 11.7% |
| 91977 – Spring Valley | \$640,000 | \$705,000 | + 10.2% | \$740,000 | \$765,000 | + 3.4% |
| 91978 – Rancho San Diego | \$592,500 | \$875,000 | + 47.7% | \$857,500 | \$825,500 | - 3.7% |
| 92003 – Bonsall | \$0 | \$785,000 | -- | \$1,074,177 | \$1,105,000 | + 2.9% |
| 92004 – Borrego Springs | \$300,000 | \$329,625 | + 9.9% | \$350,000 | \$336,650 | - 3.8% |
| 92007 – Cardiff | \$1,555,000 | \$1,512,000 | - 2.8% | \$2,225,000 | \$2,255,000 | + 1.3% |
| 92008 – Carlsbad NW | \$1,331,250 | \$1,312,500 | - 1.4% | \$1,697,700 | \$1,774,000 | + 4.5% |
| 92009 – Carlsbad SE | \$1,590,500 | \$820,000 | - 48.4% | \$1,612,500 | \$1,475,000 | - 8.5% |
| 92010 – Carlsbad NE | \$720,000 | \$1,832,500 | + 154.5% | \$1,300,000 | \$1,323,000 | + 1.8% |
| 92011 – Carlsbad SW | \$1,327,000 | \$1,600,000 | + 20.6% | \$1,525,000 | \$1,614,000 | + 5.8% |
| 92014 – Del Mar | \$3,620,000 | \$2,349,876 | - 35.1% | \$2,950,000 | \$2,687,500 | - 8.9% |
| 92019 – El Cajon | \$598,000 | \$1,118,430 | + 87.0% | \$804,000 | \$785,000 | - 2.4% |

Lender-Mediated Properties Report

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

Median Sales Price by Area

| | Lender-Mediated | | | Traditional | | |
|-----------------------------|----------------------------|----------------------------|----------|----------------------------|----------------------------|---------|
| | 04-2024 through 03-2025 | 04-2025 through 03-2026 | + / - | 04-2024 through 03-2025 | 04-2025 through 03-2026 | + / - |
| 92020 – El Cajon | \$722,500 | \$740,000 | + 2.4% | \$825,000 | \$849,000 | + 2.9% |
| 92021 – El Cajon | \$677,000 | \$625,000 | - 7.7% | \$780,000 | \$775,000 | - 0.6% |
| 92024 – Encinitas | \$1,425,000 | \$1,462,274 | + 2.6% | \$1,850,000 | \$1,900,000 | + 2.7% |
| 92025 – Escondido South | \$730,000 | \$810,000 | + 11.0% | \$846,000 | \$801,000 | - 5.3% |
| 92026 – Escondido North | \$778,800 | \$810,000 | + 4.0% | \$855,000 | \$830,000 | - 2.9% |
| 92027 – Escondido East | \$762,000 | \$690,900 | - 9.3% | \$757,000 | \$805,000 | + 6.3% |
| 92028 – Fallbrook | \$751,875 | \$915,000 | + 21.7% | \$867,000 | \$879,552 | + 1.4% |
| 92029 – Escondido West | \$1,239,000 | \$727,500 | - 41.3% | \$1,280,000 | \$1,352,500 | + 5.7% |
| 92036 – Julian | \$405,000 | \$521,000 | + 28.6% | \$642,500 | \$580,000 | - 9.7% |
| 92037 – La Jolla | \$2,500,000 | \$2,850,000 | + 14.0% | \$2,316,000 | \$2,325,000 | + 0.4% |
| 92040 – Lakeside | \$725,000 | \$725,000 | 0.0% | \$801,000 | \$805,000 | + 0.5% |
| 92054 – Oceanside South | \$982,500 | \$1,018,750 | + 3.7% | \$1,150,000 | \$1,169,000 | + 1.7% |
| 92056 – Oceanside East | \$800,000 | \$835,250 | + 4.4% | \$875,000 | \$873,000 | - 0.2% |
| 92057 – Oceanside North | \$590,000 | \$694,000 | + 17.6% | \$750,000 | \$777,000 | + 3.6% |
| 92058 – Oceanside (Central) | \$680,000 | \$724,000 | + 6.5% | \$695,000 | \$710,000 | + 2.2% |
| 92059 – Pala | \$0 | \$0 | -- | \$1,165,000 | \$1,095,000 | - 6.0% |
| 92060 – Palomar Mountain | \$0 | \$381,000 | -- | \$379,000 | \$421,000 | + 11.1% |
| 92061 – Pauma Valley | \$600,000 | \$943,000 | + 57.2% | \$745,000 | \$899,500 | + 20.7% |
| 92064 – Poway | \$905,000 | \$1,260,000 | + 39.2% | \$1,278,000 | \$1,200,000 | - 6.1% |
| 92065 – Ramona | \$709,000 | \$495,000 | - 30.2% | \$804,883 | \$810,000 | + 0.6% |
| 92066 – Ranchita | \$399,000 | \$350,000 | - 12.3% | \$560,000 | \$585,000 | + 4.5% |
| 92067 – Rancho Santa Fe | \$5,175,000 | \$5,670,000 | + 9.6% | \$4,899,999 | \$4,900,000 | + 0.0% |
| 92069 – San Marcos South | \$882,500 | \$774,500 | - 12.2% | \$923,250 | \$890,000 | - 3.6% |
| 92070 – Santa Ysabel | \$0 | \$998,000 | -- | \$867,500 | \$799,000 | - 7.9% |
| 92071 – Santee | \$750,000 | \$676,750 | - 9.8% | \$785,000 | \$797,900 | + 1.6% |
| 92075 – Solana Beach | \$1,487,500 | \$2,002,500 | + 34.6% | \$2,058,000 | \$1,873,581 | - 9.0% |
| 92078 – San Marcos South | \$1,000,000 | \$690,000 | - 31.0% | \$985,000 | \$1,005,000 | + 2.0% |
| 92081 – Vista South | \$865,000 | \$697,500 | - 19.4% | \$868,103 | \$958,000 | + 10.4% |
| 92082 – Valley Center | \$975,000 | \$842,500 | - 13.6% | \$935,000 | \$920,425 | - 1.6% |
| 92083 – Vista West | \$742,000 | \$733,250 | - 1.2% | \$800,000 | \$773,999 | - 3.3% |
| 92084 – Vista East | \$745,000 | \$827,500 | + 11.1% | \$910,000 | \$910,000 | 0.0% |
| 92086 – Warner Springs | \$0 | \$697,500 | -- | \$520,500 | \$567,500 | + 9.0% |
| 92091 – Rancho Santa Fe | \$5,178,500 | \$0 | - 100.0% | \$1,815,000 | \$2,172,500 | + 19.7% |

Lender-Mediated Properties Report

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

Median Sales Price by Area

| | Lender-Mediated | | | Traditional | | |
|--------------------------------------|----------------------------|----------------------------|---------|----------------------------|----------------------------|---------|
| | 04-2024 through 03-2025 | 04-2025 through 03-2026 | + / - | 04-2024 through 03-2025 | 04-2025 through 03-2026 | + / - |
| 92101 – Downtown | \$596,000 | \$664,500 | + 11.5% | \$735,000 | \$739,000 | + 0.5% |
| 92102 – Golden Hills | \$723,000 | \$621,875 | - 14.0% | \$700,888 | \$724,000 | + 3.3% |
| 92103 – Hillcrest, Mission Hills | \$1,232,500 | \$1,226,000 | - 0.5% | \$1,075,000 | \$1,100,000 | + 2.3% |
| 92104 – North Park | \$1,150,000 | \$800,000 | - 30.4% | \$828,500 | \$811,500 | - 2.1% |
| 92105 – City Heights | \$570,000 | \$675,000 | + 18.4% | \$698,000 | \$650,000 | - 6.9% |
| 92106 – Point Loma | \$1,700,000 | \$1,875,000 | + 10.3% | \$1,700,000 | \$1,720,000 | + 1.2% |
| 92107 – Ocean Beach | \$1,460,000 | \$1,245,000 | - 14.7% | \$1,360,000 | \$1,580,000 | + 16.2% |
| 92108 – Mission Valley | \$508,500 | \$427,500 | - 15.9% | \$632,500 | \$655,000 | + 3.6% |
| 92109 – Pacific Beach, Mission Beach | \$1,095,000 | \$2,147,000 | + 96.1% | \$1,475,000 | \$1,417,500 | - 3.9% |
| 92110 – Morena | \$694,500 | \$615,000 | - 11.4% | \$770,000 | \$757,500 | - 1.6% |
| 92111 – Linda Vista | \$800,000 | \$899,000 | + 12.4% | \$940,000 | \$922,500 | - 1.9% |
| 92113 – Logan Heights | \$684,000 | \$615,000 | - 10.1% | \$634,000 | \$672,500 | + 6.1% |
| 92114 – Encanto | \$648,750 | \$665,000 | + 2.5% | \$765,000 | \$762,000 | - 0.4% |
| 92115 – College | \$840,000 | \$754,500 | - 10.2% | \$800,000 | \$755,000 | - 5.6% |
| 92116 – Kensington, Normal Heights | \$817,000 | \$654,000 | - 20.0% | \$1,012,325 | \$985,000 | - 2.7% |
| 92117 – Clairemont | \$985,000 | \$920,000 | - 6.6% | \$1,149,000 | \$1,125,000 | - 2.1% |
| 92118 – Coronado | \$3,072,000 | \$2,950,000 | - 4.0% | \$2,450,000 | \$2,450,000 | 0.0% |
| 92119 – San Carlos | \$900,000 | \$822,100 | - 8.7% | \$990,000 | \$900,000 | - 9.1% |
| 92120 – Allied Gardens, Del Cerro | \$825,000 | \$925,000 | + 12.1% | \$1,040,000 | \$1,080,000 | + 3.8% |
| 92121 – Sorrento Valley | \$780,000 | \$942,500 | + 20.8% | \$987,500 | \$850,000 | - 13.9% |
| 92122 – University City | \$565,000 | \$1,070,000 | + 89.4% | \$906,500 | \$940,000 | + 3.7% |
| 92123 – Serra Mesa | \$820,000 | \$850,000 | + 3.7% | \$980,000 | \$966,975 | - 1.3% |
| 92124 – Tierrasanta | \$890,000 | \$844,300 | - 5.1% | \$985,000 | \$929,500 | - 5.6% |
| 92126 – Mira Mesa | \$662,500 | \$949,900 | + 43.4% | \$980,000 | \$990,000 | + 1.0% |
| 92127 – Rancho Bernardo West | \$917,500 | \$1,612,750 | + 75.8% | \$1,800,000 | \$1,595,000 | - 11.4% |
| 92128 – Rancho Bernardo East | \$888,150 | \$912,000 | + 2.7% | \$895,000 | \$900,000 | + 0.6% |
| 92129 – Penasquitos | \$1,600,000 | \$1,180,000 | - 26.3% | \$1,375,000 | \$1,300,000 | - 5.5% |
| 92130 – Carmel Valley | \$1,880,000 | \$1,416,500 | - 24.7% | \$1,991,850 | \$1,920,000 | - 3.6% |
| 92131 – Scripps Ranch | \$1,401,000 | \$1,080,538 | - 22.9% | \$1,321,000 | \$1,385,000 | + 4.8% |
| 92139 – Paradise Hills | \$630,500 | \$670,000 | + 6.3% | \$720,000 | \$725,000 | + 0.7% |
| 92154 – Nestor | \$715,000 | \$649,500 | - 9.2% | \$738,000 | \$725,000 | - 1.8% |
| 92173 – San Ysidro | \$437,500 | \$695,000 | + 58.9% | \$520,000 | \$608,625 | + 17.0% |