



## Jesse Zagorsky

Live, Love San Diego Homes  
2603 Camino Ramon, Suite 200  
San Ramon, CA 94583  
(858) 525-2991

<https://www.livelovesandiegohomes.com>

[jesse.zagorsky@exprealty.com](mailto:jesse.zagorsky@exprealty.com)

CA DRE #01437116

# The Real Estate Report

## Home Prices Rise, Sales Fall in 2023

The median sales price for single-family, re-sale homes was up 1.5% over 2022. The average sales price was up 1% compared to the year before.

Home sales were down 28.5% from the year before. There were 13,797 homes sold in San Diego County.

The sales price to list price ratio, or what buyers paid divided by what sellers were asking, fell 5.2 points to 99.9%.

The median sales price for re-sale condominiums was up 2.1% compared to 2022. The average sales price was up 1.5% year-over-year.

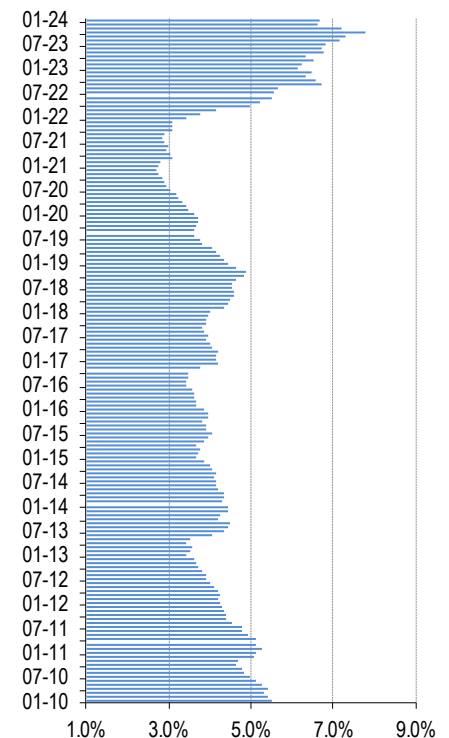
Condo sales were down 26.6% from 2022. There were 7,385 condos sold last year.

The sales price to list price ratio fell from 102.6% to 100.4%.

For assistance in this market, do not hesitate to contact me. If you are thinking of selling, I can provide a free comparative market analysis. Also, if you go to my on-line report and click on Recent Sales & Listings, you will see what has sold, what is for sale and what is pending in your neighborhood.

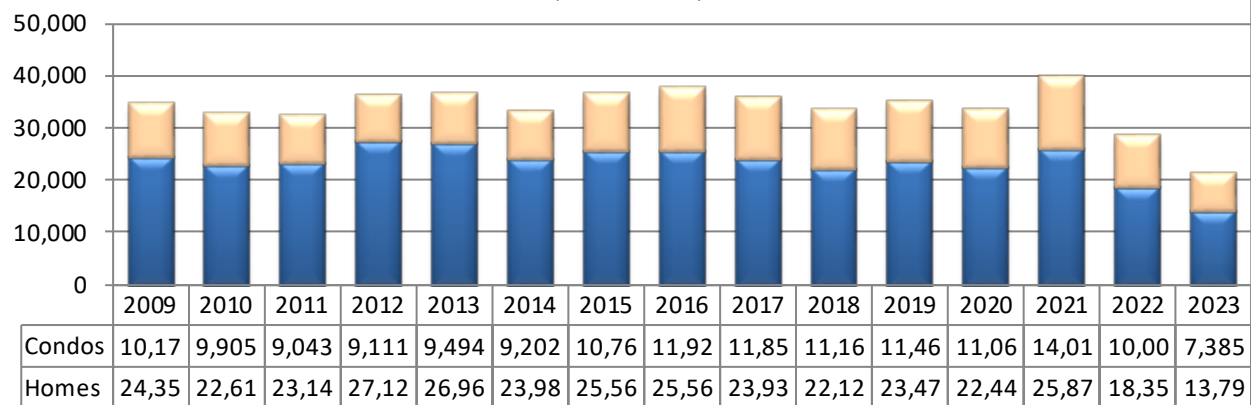
The on-line report is at:  
<https://zagorsky.rereport.com>

### 30-Year Fixed Mortgage Rates



### Property Sales

(Year-to-Date)



# 2023 North Coastal San Diego County Annual Real Estate Report

San Diego County								
SINGLE-FAMILY HOMES						% Change YOY		
Prices						Prices		
Year	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2012	27,121	\$ 370,000	\$ 484,858	97.9%	80			
2013	26,963	\$ 440,000	\$ 569,893	98.8%	75	-0.6%	18.9%	17.5%
2014	23,843	\$ 480,000	\$ 621,369	97.7%	141	-11.6%	9.1%	9.0%
2015	25,396	\$ 515,000	\$ 654,647	97.9%	60	6.5%	7.3%	5.4%
2016	25,564	\$ 543,000	\$ 689,216	98.1%	52	0.7%	5.4%	5.3%
2017	24,298	\$ 595,000	\$ 745,759	98.4%	37	-5.0%	9.6%	8.2%
2018	21,728	\$ 629,000	\$ 796,163	98.4%	56	-10.6%	5.7%	6.8%
2019	22,125	\$ 627,404	\$ 796,263	98.4%	33	1.8%	-0.3%	0.0%
2020	23,472	\$ 639,000	\$ 795,787	98.5%	34	6.1%	1.8%	-0.1%
2021	26,295	\$ 822,000	\$ 1,080,810	102.3%	48	12.0%	28.6%	35.8%
2022	19,299	\$ 902,000	\$ 1,194,680	105.1%	178	-26.6%	9.7%	10.5%
2023	13,797	\$ 915,808	\$ 1,207,054	99.9%	31	-28.5%	1.5%	1.0%

This information is brought to you by:

**JESSE ZAGORSKY**

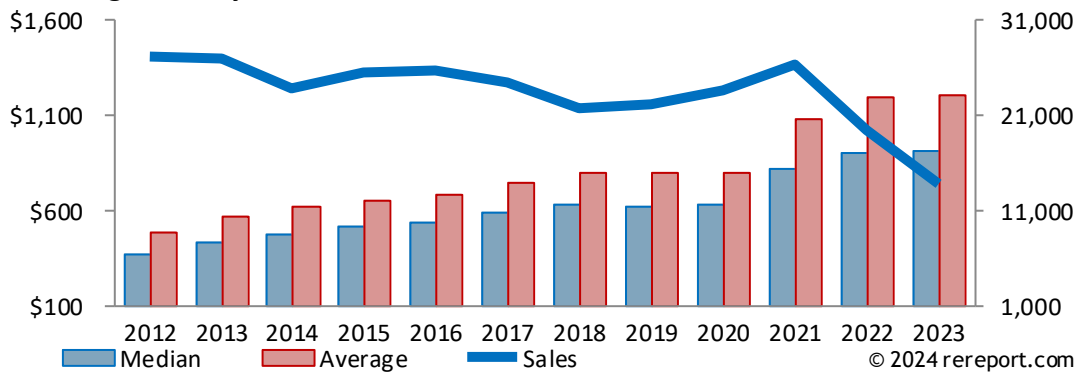
Live, Love San Diego Homes

(858) 525-2991

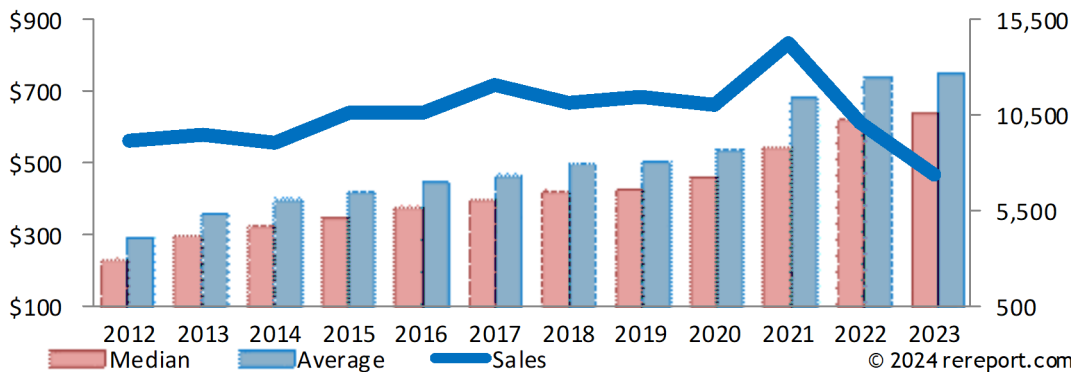
jesse.zagorsky@exprealty.com

CA DRE #01437116

## San Diego County Homes - Prices & Sales



## San Diego County Condos - Prices & Sales



San Diego County								
CONDOMINIUMS						% Change YOY		
Prices						Prices		
Year	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2012	9,111	\$ 234,990	\$ 293,905	98.5%	83			
2013	9,494	\$ 300,000	\$ 360,569	99.8%	72	4.2%	27.7%	22.7%
2014	9,038	\$ 330,000	\$ 400,370	97.9%	123	-4.8%	10.0%	11.0%
2015	10,597	\$ 350,000	\$ 420,263	98.0%	44	17.2%	6.1%	5.0%
2016	10,627	\$ 379,000	\$ 448,738	98.4%	32	0.3%	8.3%	6.8%
2017	12,051	\$ 399,000	\$ 467,693	99.1%	27	13.4%	5.3%	4.2%
2018	11,165	\$ 420,000	\$ 500,458	99.0%	29	-7.4%	5.3%	7.0%
2019	11,468	\$ 429,000	\$ 504,902	98.9%	34	2.7%	2.1%	0.9%
2020	11,062	\$ 460,000	\$ 541,932	99.6%	21	-3.5%	7.2%	7.3%
2021	14,292	\$ 546,250	\$ 683,213	109.5%	36	29.2%	18.8%	26.1%
2022	10,066	\$ 625,000	\$ 741,591	102.6%	136	-29.6%	14.4%	8.5%
2023	7,385	\$ 637,875	\$ 752,646	100.4%	29	-26.6%	2.1%	1.5%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

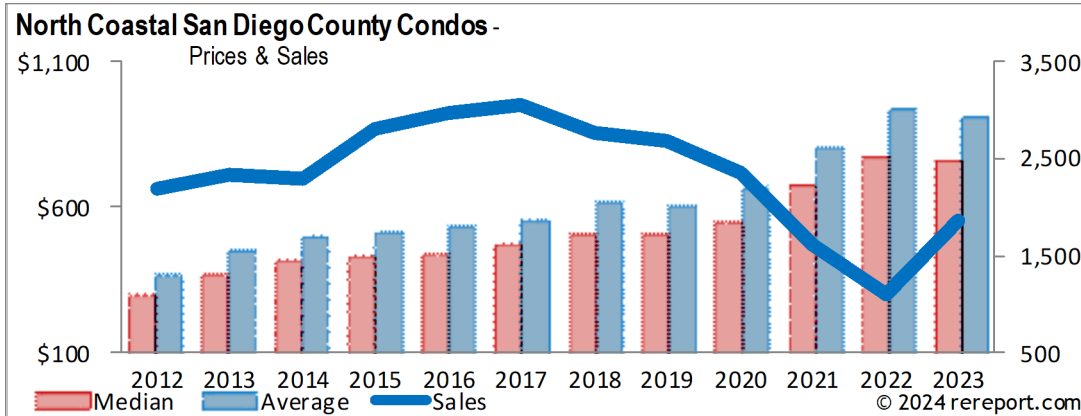
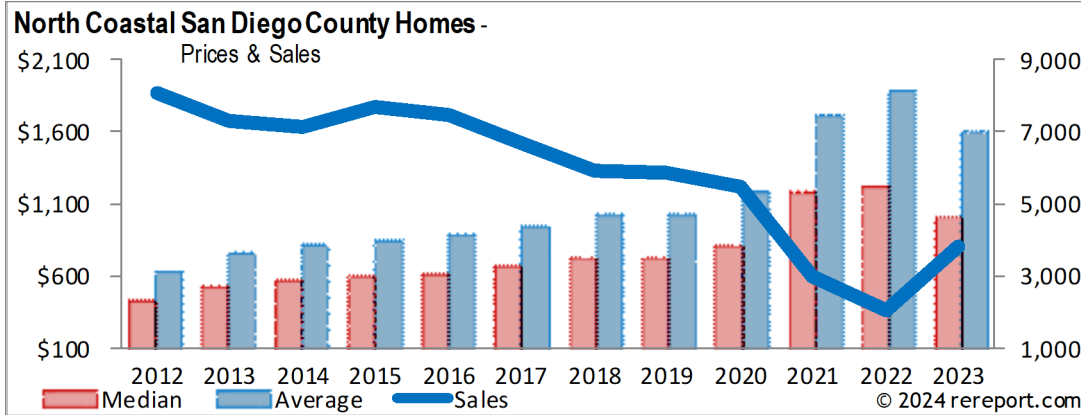
Data maintained by the MLS may not reflect all real estate activity in the market.

# 2023 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

North Coastal San Diego County								
SINGLE-FAMILY HOMES						% Change YOY		
Prices						Prices		
Year	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2012	8,085	\$ 450,000	\$ 659,713	97.3%	81			
2013	7,291	\$ 547,450	\$ 778,545	98.2%	36	-9.8%	21.7%	18.0%
2014	7,145	\$ 581,000	\$ 831,877	97.4%	44	-2.0%	6.1%	6.9%
2015	7,680	\$ 608,000	\$ 865,659	97.6%	35	7.5%	4.6%	4.1%
2016	7,450	\$ 630,000	\$ 896,814	97.8%	28	-3.0%	3.6%	3.6%
2017	6,680	\$ 679,000	\$ 962,578	98.1%	23	-10.3%	7.8%	7.3%
2018	5,921	\$ 735,000	\$ 1,035,500	98.0%	32	-11.4%	8.2%	7.6%
2019	5,853	\$ 730,000	\$ 1,041,990	98.0%	47	-1.1%	-0.7%	0.6%
2020	5,453	\$ 815,000	\$ 1,193,350	98.7%	15	-6.8%	11.6%	14.5%
2021	2,990	\$ 1,180,000	\$ 1,722,490	101.9%	65	-45.2%	44.8%	44.3%
2022	2,041	\$ 1,217,500	\$ 1,875,750	101.6%	237	-31.7%	3.2%	8.9%
2023	3,841	\$ 1,012,539	\$ 1,603,954	99.1%	37	88.2%	-16.8%	-14.5%



North Coastal San Diego County								
CONDOMINIUMS						% Change YOY		
Prices						Prices		
Year	Sales	Median	Average	SP/LP	DOI	Sales	Med	Ave
2012	2,198	\$ 305,000	\$ 375,085	98.0%	84			
2013	2,341	\$ 378,990	\$ 459,236	99.1%	65	6.5%	24.3%	22.4%
2014	2,294	\$ 425,000	\$ 506,013	97.7%	47	-2.0%	12.1%	10.2%
2015	2,795	\$ 434,000	\$ 518,571	97.8%	25	21.8%	2.1%	2.5%
2016	2,977	\$ 444,700	\$ 536,784	98.3%	22	6.5%	2.5%	3.5%
2017	3,056	\$ 475,000	\$ 558,160	98.8%	19	2.7%	6.8%	4.0%
2018	2,755	\$ 515,000	\$ 623,740	98.7%	28	-9.8%	8.4%	11.7%
2019	2,684	\$ 515,000	\$ 611,534	98.5%	38	-2.6%	0.0%	-2.0%
2020	2,347	\$ 555,000	\$ 666,673	99.0%	14	-12.6%	7.8%	9.0%
2021	1,617	\$ 675,000	\$ 809,840	101.9%	35	-31.1%	21.6%	21.5%
2022	1,099	\$ 775,000	\$ 936,295	102.1%	147	-32.0%	14.8%	15.6%
2023	1,852	\$ 756,422	\$ 907,538	99.8%	31	68.5%	-2.4%	-3.1%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

# 2023 North Coastal San Diego County Annual Real Estate Report

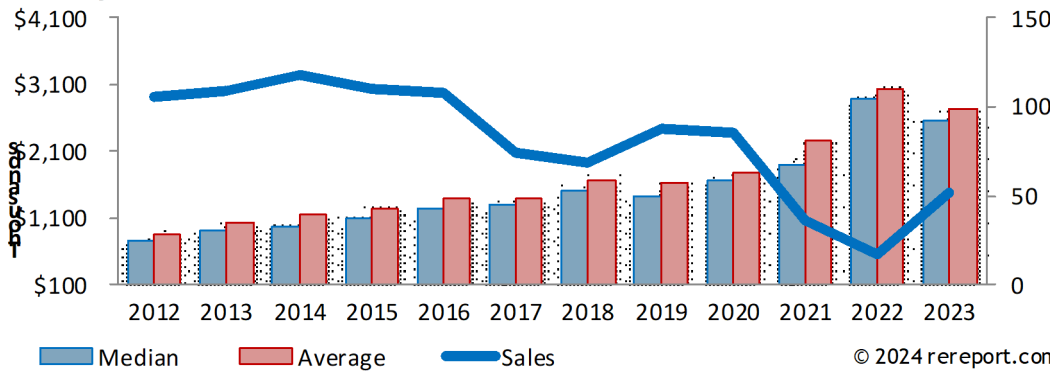
## Cardiff by the Sea

SINGLE-FAMILY HOMES						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 750,000	\$ 850,897	105	70	96.2%			
2013	\$ 900,000	\$ 1,042,000	109	57	97.1%	20.0%	22.5%	3.8%
2014	\$ 962,500	\$ 1,140,660	118	130	96.3%	6.9%	9.5%	8.3%
2015	\$ 1,094,500	\$ 1,246,280	110	66	97.8%	13.7%	9.3%	-6.8%
2016	\$ 1,250,000	\$ 1,386,610	108	61	96.6%	14.2%	11.3%	-1.8%
2017	\$ 1,300,000	\$ 1,394,670	74	20	98.5%	4.0%	0.6%	-31.5%
2018	\$ 1,512,500	\$ 1,651,030	68	37	96.3%	16.3%	18.4%	-8.1%
2019	\$ 1,408,000	\$ 1,641,830	87	50	96.9%	-6.9%	-0.6%	27.9%
2020	\$ 1,670,030	\$ 1,791,400	85	21	98.0%	18.6%	9.1%	-2.3%
2021	\$ 1,897,500	\$ 2,242,490	36	71	99.6%	13.6%	25.2%	-57.6%
2022	\$ 2,895,000	\$ 3,026,300	17	278	99.8%	52.6%	35.0%	-52.8%
2023	\$ 2,551,926	\$ 2,730,319	52	67	96.8%	-11.9%	-9.8%	205.9%

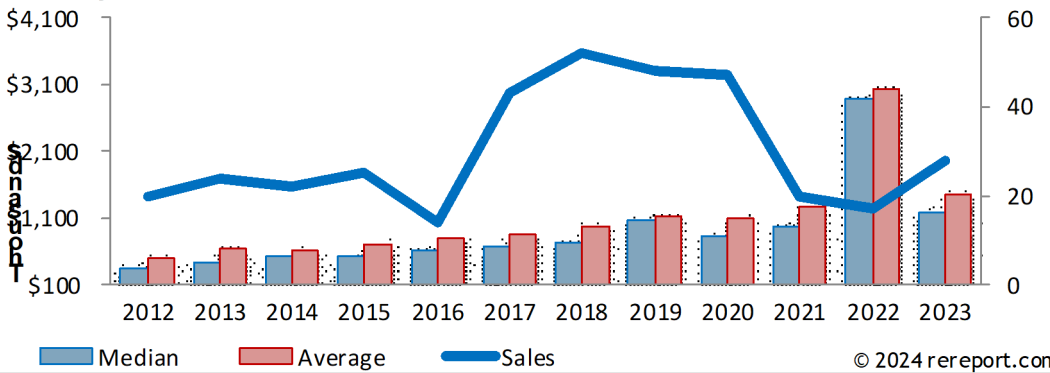
This information is brought to you by:

Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

Cardiff by the Sea Homes - Prices & Sales



Cardiff by the Sea Condos - Prices & Sales



## Cardiff by the Sea

Condominiums						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 355,000	\$ 496,040	20	91	95.6%			
2013	\$ 444,500	\$ 638,408	24	15	98.8%	25.2%	28.7%	20.0%
2014	\$ 537,758	\$ 627,421	22	83	97.1%	21.0%	-1.7%	-8.3%
2015	\$ 530,000	\$ 711,796	25	0	98.2%	-1.4%	13.4%	13.6%
2016	\$ 621,000	\$ 798,600	14	52	99.3%	17.2%	12.2%	-44.0%
2017	\$ 685,000	\$ 843,727	43	8	99.1%	10.3%	5.7%	207.1%
2018	\$ 739,000	\$ 974,271	52	14	99.1%	7.9%	15.5%	20.9%
2019	\$ 1,060,000	\$ 1,130,310	48	23	98.8%	43.4%	16.0%	-7.7%
2020	\$ 835,000	\$ 1,097,130	47	0	99.6%	-21.2%	-2.9%	-2.1%
2021	\$ 970,000	\$ 1,264,950	20	36	103.5%	16.2%	15.3%	-57.4%
2022	\$ 2,895,000	\$ 3,026,300	17	278	99.8%	198.5%	139.2%	-15.0%
2023	\$ 1,169,500	\$ 1,442,146	28	27	90.0%	-59.6%	-52.3%	64.7%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

# 2023 North Coastal San Diego County Annual Real Estate Report

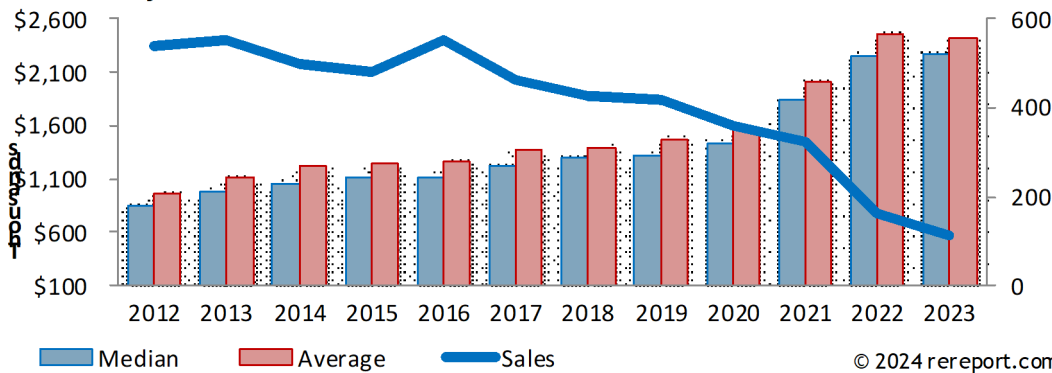
## Carmel Valley

SINGLE-FAMILY HOMES						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 845,000	\$ 957,398	537	63	96.9%			
2013	\$ 973,500	\$ 1,113,670	550	58	98.0%	15.2%	16.3%	2.4%
2014	\$ 1,049,500	\$ 1,223,040	500	108	97.7%	7.8%	9.8%	-9.1%
2015	\$ 1,107,500	\$ 1,244,140	481	79	97.8%	5.5%	1.7%	-3.8%
2016	\$ 1,105,000	\$ 1,264,170	551	45	98.0%	-0.2%	1.6%	14.6%
2017	\$ 1,216,800	\$ 1,364,110	461	13	98.9%	10.1%	7.9%	-16.3%
2018	\$ 1,305,000	\$ 1,390,990	425	15	98.6%	7.2%	2.0%	-7.8%
2019	\$ 1,320,000	\$ 1,461,590	417	30	98.1%	1.1%	5.1%	-1.9%
2020	\$ 1,433,400	\$ 1,562,610	360	12	98.9%	8.6%	6.9%	-13.7%
2021	\$ 1,830,000	\$ 2,013,270	323	24	104.3%	27.7%	28.8%	-10.3%
2022	\$ 2,250,000	\$ 2,462,480	161	210	103.0%	23.0%	22.3%	-50.2%
2023	\$ 2,266,537	\$ 2,407,286	114	27	99.6%	0.7%	-2.2%	-29.2%

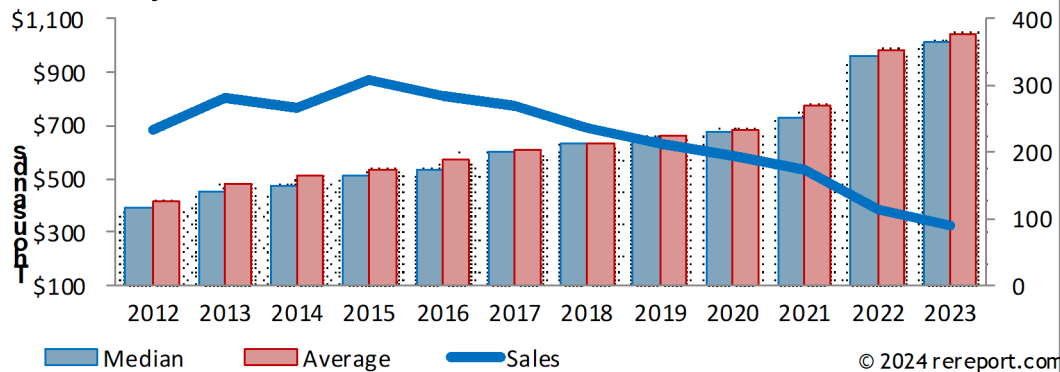
This information is brought to you by:

Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

### Carmel Valley Homes - Prices & Sales



### Carmel Valley Condos - Prices & Sales



## Carmel Valley

Condominiums						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 390,000	\$ 413,047	233	45	98.1%			
2013	\$ 455,500	\$ 479,694	282	37	99.4%	16.8%	16.1%	21.0%
2014	\$ 475,000	\$ 513,684	265	88	98.4%	4.3%	7.1%	-6.0%
2015	\$ 509,500	\$ 533,400	308	31	98.4%	7.3%	3.8%	16.2%
2016	\$ 538,000	\$ 573,973	283	13	98.9%	5.6%	7.6%	-8.1%
2017	\$ 600,000	\$ 605,742	269	4	99.8%	11.5%	5.5%	-4.9%
2018	\$ 630,000	\$ 633,170	235	20	99.8%	5.0%	4.5%	-12.6%
2019	\$ 655,000	\$ 657,778	214	14	98.7%	4.0%	3.9%	-8.9%
2020	\$ 674,500	\$ 684,823	196	11	99.3%	3.0%	4.1%	-8.4%
2021	\$ 727,000	\$ 775,617	173	17	104.0%	7.8%	13.3%	-11.7%
2022	\$ 962,500	\$ 980,256	114	172	103.3%	32.4%	26.4%	-34.1%
2023	\$ 1,011,129	\$ 1,040,083	91	23	101.4%	5.1%	6.1%	-20.2%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.



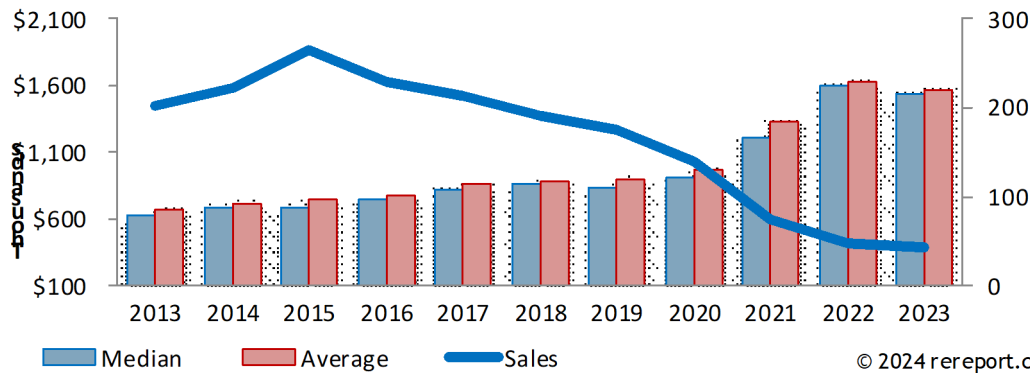
# 2023 North Coastal San Diego County Annual Real Estate Report

Carlsbad East								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2013	\$ 632,500	\$ 672,594	203	34	98.8%			
2014	\$ 686,500	\$ 719,302	222	44	98.1%	8.5%	6.9%	9.4%
2015	\$ 692,500	\$ 744,232	265	26	98.1%	0.9%	3.5%	19.4%
2016	\$ 745,500	\$ 778,052	229	26	98.6%	7.7%	4.5%	-13.6%
2017	\$ 826,000	\$ 861,066	214	12	99.1%	10.8%	10.7%	-6.6%
2018	\$ 865,000	\$ 886,591	191	19	99.3%	4.7%	3.0%	-10.7%
2019	\$ 840,000	\$ 894,794	175	21	98.8%	-2.9%	0.9%	-8.4%
2020	\$ 915,000	\$ 969,950	139	8	99.7%	8.9%	8.4%	-20.6%
2021	\$ 1,210,000	\$ 1,323,560	74	44	105.4%	32.2%	36.5%	-46.8%
2022	\$ 1,600,000	\$ 1,618,030	47	310	104.9%	32.2%	22.2%	-36.5%

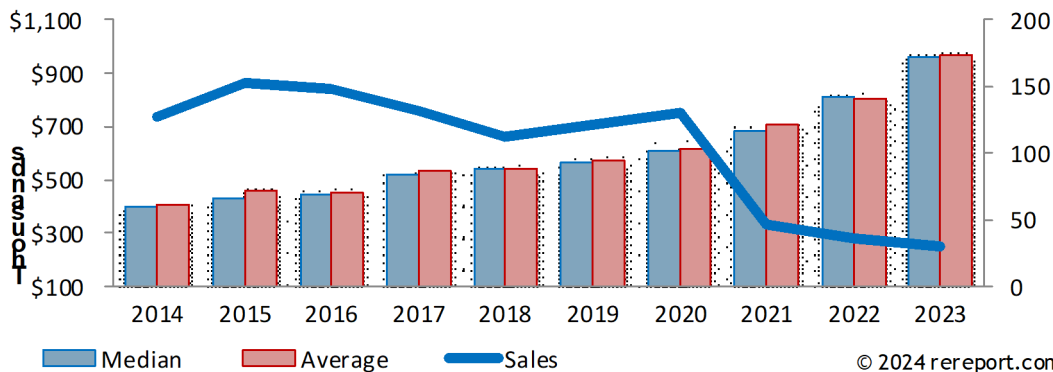
This information is brought to you by:

Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

Carlsbad East Homes - Prices & Sales



Carlsbad East Condos - Prices & Sales



Carlsbad East								
Condominiums						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2013	\$ 350,000	\$ 350,099	139	31	101.3%			
2014	\$ 400,000	\$ 405,876	127	46	99.5%	14.3%	15.9%	-8.6%
2015	\$ 432,250	\$ 459,850	152	22	98.7%	8.1%	13.3%	19.7%
2016	\$ 447,500	\$ 455,568	148	5	98.6%	3.5%	-0.9%	-2.6%
2017	\$ 516,221	\$ 537,871	131	28	99.8%	15.4%	18.1%	-11.5%
2018	\$ 545,000	\$ 539,583	112	20	99.5%	5.6%	0.3%	-14.5%
2019	\$ 568,000	\$ 572,395	121	36	99.4%	4.2%	6.1%	8.0%
2020	\$ 606,211	\$ 614,177	130	6	99.4%	6.7%	7.3%	7.4%
2021	\$ 680,000	\$ 708,512	46	32	103.3%	12.2%	15.4%	-64.6%
2022	\$ 812,275	\$ 802,063	36	101	101.6%	19.5%	13.2%	-21.7%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

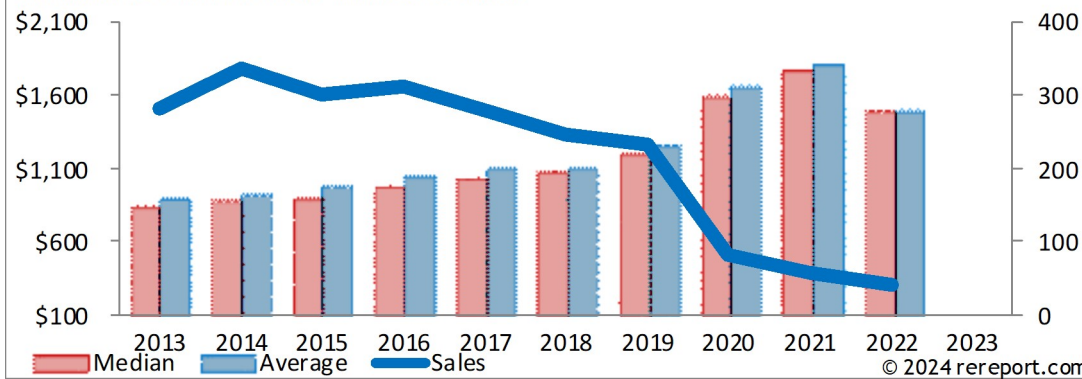
# 2023 North Coastal San Diego County Annual Real Estate Report

Carlsbad South								
SINGLE-FAMILY HOMES				% Change from Year Before				
Prices					Prices			
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2013	\$ 785,990	\$ 832,791	283	19	98.5%			
2014	\$ 840,000	\$ 891,096	281	32	97.8%	6.9%	7.0%	-0.7%
2015	\$ 875,000	\$ 922,113	336	23	98.1%	4.2%	3.5%	19.6%
2016	\$ 890,000	\$ 976,787	301	24	98.1%	1.7%	5.9%	-10.4%
2017	\$ 977,000	\$ 1,044,730	313	9	98.4%	9.8%	7.0%	4.0%
2018	\$ 1,030,000	\$ 1,100,310	279	26	98.4%	5.4%	5.3%	-10.9%
2019	\$ 1,070,000	\$ 1,091,920	245	18	98.4%	3.9%	-0.8%	-12.2%
2020	\$ 1,200,000	\$ 1,250,840	233	5	99.2%	12.1%	14.6%	-4.9%
2021	\$ 1,575,000	\$ 1,648,340	81	22	104.1%	31.3%	31.8%	-65.2%
2022	\$ 1,755,000	\$ 1,801,230	57	134	102.9%	11.4%	9.3%	-29.6%

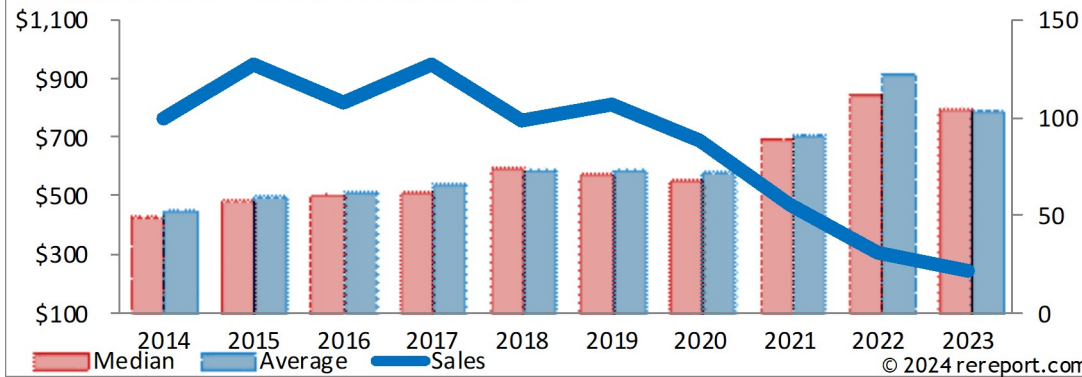
This information is brought to you by:

Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

**Carlsbad South Homes - Prices & Sales**



**Carlsbad South Condos - Prices & Sales**



Carlsbad South								
Condominiums				% Change from Year Before				
Prices					Prices			
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2013	\$ 423,500	\$ 415,458	110	23	98.8%			
2014	\$ 426,500	\$ 449,396	100	55	97.7%	0.7%	8.2%	-9.1%
2015	\$ 485,000	\$ 494,880	127	20	97.8%	13.7%	10.1%	27.0%
2016	\$ 503,000	\$ 508,496	108	37	98.3%	3.7%	2.8%	-15.0%
2017	\$ 509,900	\$ 539,094	127	3	98.8%	1.4%	6.0%	17.6%
2018	\$ 592,500	\$ 588,423	98	30	98.7%	16.2%	9.2%	-22.8%
2019	\$ 570,000	\$ 584,108	107	7	98.5%	-3.8%	-0.7%	9.2%
2020	\$ 552,500	\$ 579,800	88	17	99.2%	-3.1%	-0.7%	-17.8%
2021	\$ 685,000	\$ 700,256	55	40	103.2%	24.0%	20.8%	-37.5%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

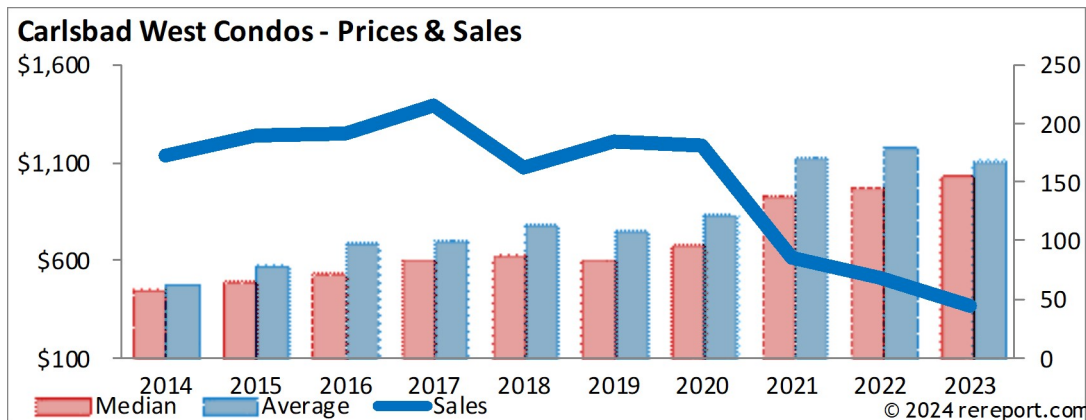
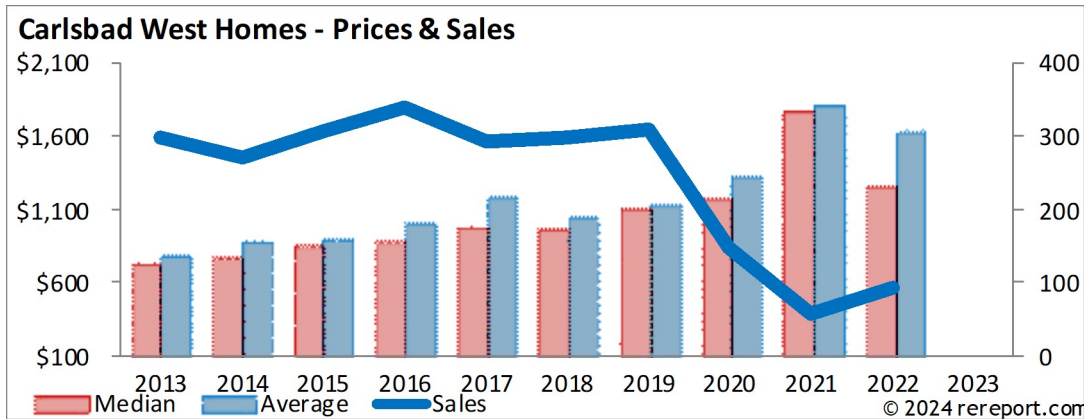
Data maintained by the MLS may not reflect all real estate activity in the market.

# 2023 North Coastal San Diego County Annual Real Estate Report

2023	\$ 788,513	\$ 782,161	21	26	91.2%	-6.1%	-14.0%	-32.3%
Carlsbad West								
SINGLE-FAMILY HOMES % Change from Year Before								
Prices					Prices			
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2013	\$ 700,000	\$ 805,871	299	41	97.8%			
2014	\$ 727,500	\$ 787,716	297	28	97.4%	3.9%	-2.3%	-0.7%
2015	\$ 765,000	\$ 874,210	271	27	97.3%	5.2%	11.0%	-8.8%
2016	\$ 850,500	\$ 899,865	306	38	98.0%	11.2%	2.9%	12.9%
2017	\$ 885,000	\$ 996,922	339	31	97.9%	4.1%	10.8%	10.8%
2018	\$ 975,000	\$ 1,180,600	292	26	97.9%	10.2%	18.4%	-13.9%
2019	\$ 959,900	\$ 1,043,250	297	45	98.1%	-1.5%	-11.6%	1.7%
2020	\$ 1,100,000	\$ 1,129,930	310	16	98.6%	14.6%	8.3%	4.4%

This information is brought to you by:

Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116



2022	\$ 1,755,000	\$ 1,801,230	57	134	102.9%	50.9%	36.4%	-61.5%
2023	\$ 1,254,200	\$ 1,620,555	92	47	98.6%	-28.5%	-10.0%	61.4%
Carlsbad West								
Condominiums % Change from Year Before								
Prices					Prices			
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2013	\$416,000	\$461,334	143	46	99.9%	Column1	Column2	Column3
2014	\$ 445,000	\$ 481,099	173	38	97.4%	7.0%	4.3%	21.0%
2015	\$ 491,000	\$ 571,338	189	25	98.1%	10.3%	18.8%	9.2%
2016	\$ 535,000	\$ 680,697	192	27	98.0%	9.0%	19.1%	1.6%
2017	\$ 601,000	\$ 698,481	215	20	98.8%	12.3%	2.6%	12.0%
2018	\$ 620,000	\$ 771,855	162	36	98.6%	3.2%	10.5%	-24.7%
2019	\$ 606,000	\$ 743,485	185	79	98.1%	-2.3%	-3.7%	14.2%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings. Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.



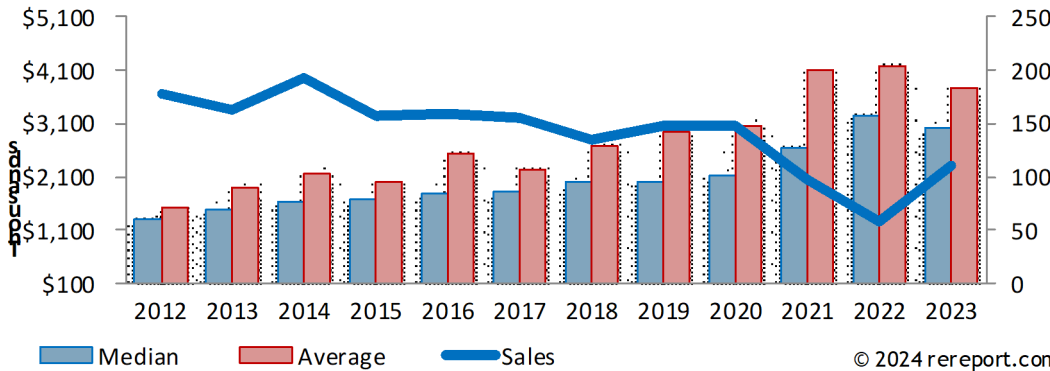
# 2023 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

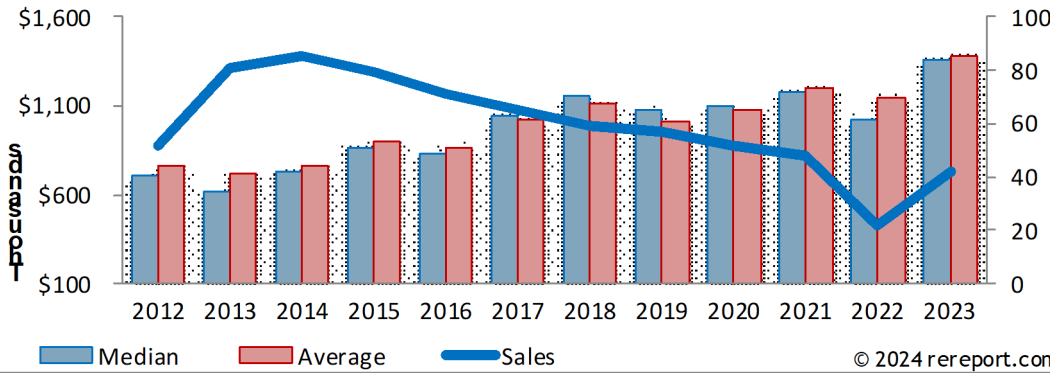
Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

Del Mar								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 1,300,000	\$ 1,537,540	177	138	93.9%			
2013	\$ 1,500,000	\$ 1,899,190	163	69	94.7%	15.4%	23.5%	-7.9%
2014	\$ 1,625,000	\$ 2,173,160	193	57	94.2%	8.3%	14.4%	18.4%
2015	\$ 1,677,500	\$ 2,008,890	158	39	95.5%	3.2%	-7.6%	-18.1%
2016	\$ 1,800,000	\$ 2,532,390	159	39	95.1%	7.3%	26.1%	0.6%
2017	\$ 1,812,500	\$ 2,232,430	156	42	95.5%	0.7%	-11.8%	-1.9%
2018	\$ 2,015,000	\$ 2,677,950	134	49	94.6%	11.2%	20.0%	-14.1%
2019	\$ 2,000,000	\$ 2,932,840	147	97	94.8%	-0.7%	9.5%	9.7%
2020	\$ 2,128,640	\$ 3,053,750	148	30	95.7%	6.4%	4.1%	0.7%
2021	\$ 2,650,000	\$ 4,083,370	97	120	99.4%	24.5%	33.7%	-34.5%
2022	\$ 3,225,000	\$ 4,155,410	59	401	97.6%	21.7%	1.8%	-39.2%
2023	\$ 3,028,695	\$ 3,754,269	110	57	96.3%	-6.1%	-9.7%	86.4%

Del Mar Homes - Prices & Sales



Del Mar Condos - Prices & Sales



Del Mar								
Condominiums						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 703,750	\$ 763,012	52	126	95.1%			
2013	\$ 620,000	\$ 713,173	81	58	98.1%	-11.9%	-6.5%	55.8%
2014	\$ 725,000	\$ 758,797	85	34	96.3%	16.9%	6.4%	4.9%
2015	\$ 859,000	\$ 899,947	79	18	97.1%	18.5%	18.6%	-7.1%
2016	\$ 825,000	\$ 866,574	71	26	97.6%	-4.0%	-3.7%	-10.1%
2017	\$ 1,045,000	\$ 1,020,650	65	22	97.0%	26.7%	17.8%	-8.5%
2018	\$ 1,149,000	\$ 1,107,450	59	37	97.6%	10.0%	8.5%	-9.2%
2019	\$ 1,075,000	\$ 1,013,900	57	70	97.7%	-6.4%	-8.4%	-3.4%
2020	\$ 1,100,000	\$ 1,073,500	52	7	97.9%	2.3%	5.9%	-8.8%
2021	\$ 1,180,000	\$ 1,201,350	48	30	100.0%	7.3%	11.9%	-7.7%
2022	\$ 1,020,000	\$ 1,144,350	22	232	102.1%	-13.6%	-4.7%	-54.2%
2023	\$ 1,356,677	\$ 1,381,221	42	24	89.9%	33.0%	20.7%	90.9%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

# 2023 North Coastal San Diego County Annual Real Estate Report

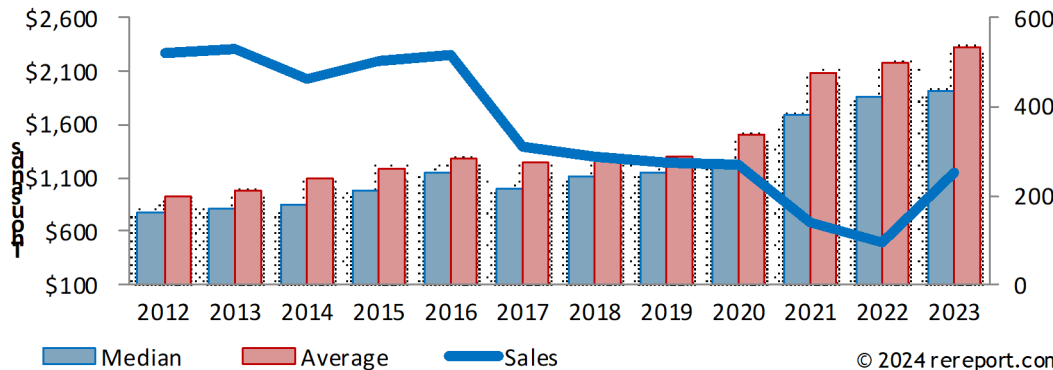
## Encinitas

SINGLE-FAMILY HOMES						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 774,950	\$ 934,048	518	85	96.3%			
2013	\$ 820,000	\$ 979,999	528	68	98.1%	5.8%	4.9%	1.9%
2014	\$ 850,000	\$ 1,100,800	463	143	97.2%	3.7%	12.3%	-12.3%
2015	\$ 990,000	\$ 1,184,030	504	42	97.5%	16.5%	7.6%	8.9%
2016	\$ 1,150,000	\$ 1,277,310	515	50	97.9%	16.2%	7.9%	2.2%
2017	\$ 1,005,000	\$ 1,236,460	311	15	98.2%	-12.6%	-3.2%	-39.6%
2018	\$ 1,120,000	\$ 1,255,610	287	23	98.2%	11.4%	1.5%	-7.7%
2019	\$ 1,158,000	\$ 1,305,330	276	49	98.0%	3.4%	4.0%	-3.8%
2020	\$ 1,239,500	\$ 1,494,760	270	11	98.3%	7.0%	14.5%	-2.2%
2021	\$ 1,690,000	\$ 2,084,260	139	60	102.2%	36.3%	39.4%	-48.5%
2022	\$ 1,850,000	\$ 2,175,670	97	229	101.4%	9.5%	4.4%	-30.2%
2023	\$ 1,920,479	\$ 2,321,573	252	36	98.7%	3.8%	6.7%	159.8%

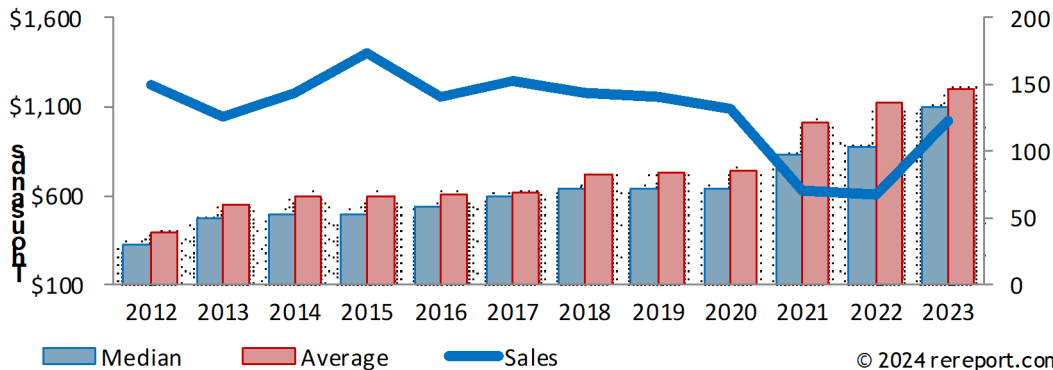
This information is brought to you by:

Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

### Encinitas Homes - Prices & Sales



### Encinitas Condos - Prices & Sales



## Encinitas

Condominiums						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 325,000	\$ 393,535	150	34	97.4%			
2013	\$ 475,000	\$ 552,782	125	38	98.7%	46.2%	40.5%	-16.7%
2014	\$ 498,500	\$ 589,940	144	73	97.6%	4.9%	6.7%	15.2%
2015	\$ 499,000	\$ 591,521	174	29	97.7%	0.1%	0.3%	20.8%
2016	\$ 538,500	\$ 609,087	140	29	98.2%	7.9%	3.0%	-19.5%
2017	\$ 597,000	\$ 612,348	153	2	98.9%	10.9%	0.5%	9.3%
2018	\$ 639,000	\$ 717,878	144	23	99.3%	7.0%	17.2%	-5.9%
2019	\$ 640,000	\$ 731,151	141	23	98.5%	0.2%	1.8%	-2.1%
2020	\$ 635,000	\$ 742,294	132	3	99.4%	-0.8%	1.5%	-6.4%
2021	\$ 835,000	\$ 1,005,730	70	52	102.1%	31.5%	35.5%	-47.0%
2022	\$ 870,000	\$ 1,124,960	68	96	101.9%	4.2%	11.9%	-2.9%
2023	\$ 1,094,125	\$ 1,197,049	122	35	99.8%	25.8%	6.4%	79.4%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

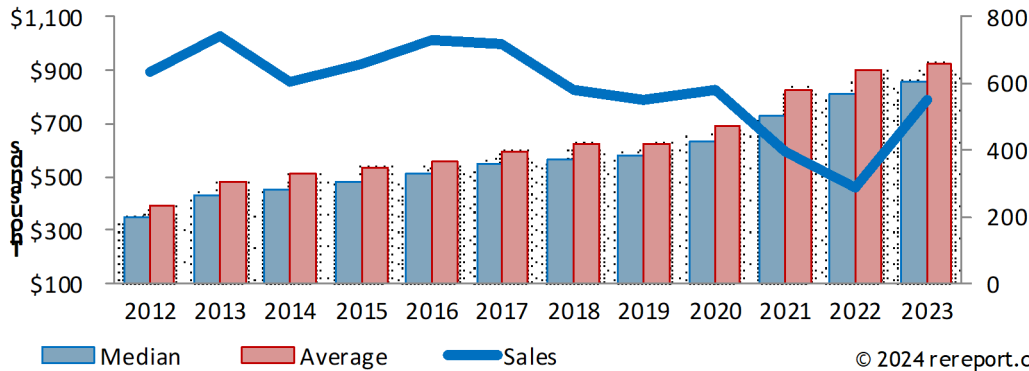
# 2023 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

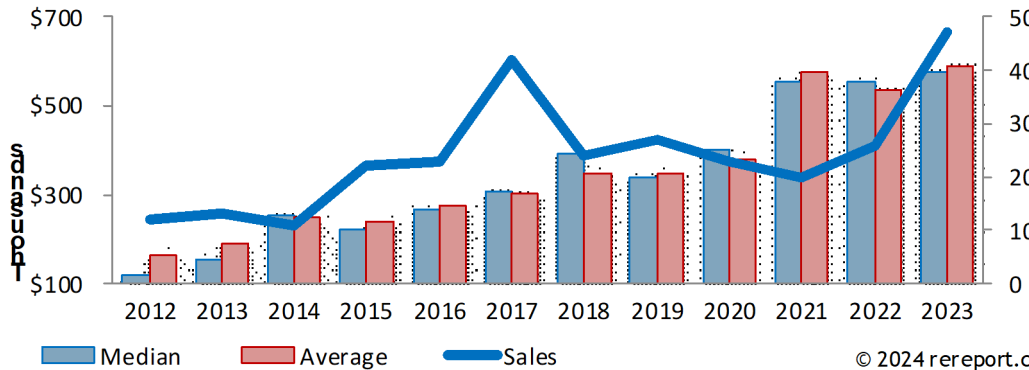
Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

Fallbrook								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 349,900	\$ 395,493	631	117	97.6%			
2013	\$ 429,450	\$ 480,986	740	103	98.2%	22.7%	21.6%	17.3%
2014	\$ 450,000	\$ 512,846	602	216	97.0%	4.8%	6.6%	-18.6%
2015	\$ 483,000	\$ 536,576	658	112	97.5%	7.3%	4.6%	9.3%
2016	\$ 515,000	\$ 560,148	732	81	97.8%	6.6%	4.4%	11.2%
2017	\$ 550,000	\$ 592,810	719	26	97.9%	6.8%	5.8%	-1.8%
2018	\$ 566,000	\$ 622,095	580	27	97.4%	2.9%	4.9%	-19.3%
2019	\$ 579,450	\$ 625,522	550	66	98.3%	2.4%	0.6%	-5.2%
2020	\$ 630,000	\$ 689,970	583	14	99.3%	8.7%	10.3%	6.0%
2021	\$ 730,000	\$ 823,082	398	59	101.5%	15.9%	19.3%	-31.7%
2022	\$ 810,000	\$ 897,498	289	228	102.0%	11.0%	9.0%	-27.4%
2023	\$ 856,028	\$ 923,732	552	39	99.4%	5.7%	2.9%	91.0%

Fallbrook Homes - Prices & Sales



Fallbrook Condos - Prices & Sales



Fallbrook								
Condominiums						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 121,250	\$ 164,208	12	122	94.6%			
2013	\$ 155,000	\$ 190,692	13	28	99.5%	27.8%	16.1%	8.3%
2014	\$ 255,000	\$ 250,509	11	298	101.4%	64.5%	31.4%	-15.4%
2015	\$ 223,000	\$ 237,745	22	33	97.1%	-12.5%	-5.1%	100.0%
2016	\$ 267,500	\$ 277,704	23	32	96.9%	20.0%	16.8%	4.5%
2017	\$ 305,000	\$ 303,436	42	9	97.6%	14.0%	9.3%	82.6%
2018	\$ 391,500	\$ 345,573	24	30	98.3%	28.4%	13.9%	-42.9%
2019	\$ 339,000	\$ 346,311	27	40	98.4%	-13.4%	0.2%	12.5%
2020	\$ 400,000	\$ 376,620	23	0	98.8%	18.0%	8.8%	-14.8%
2021	\$ 555,000	\$ 573,600	20	55	101.5%	38.8%	52.3%	-13.0%
2022	\$ 552,334	\$ 535,137	26	70	101.9%	-0.5%	-6.7%	30.0%
2023	\$ 575,469	\$ 587,291	47	45	100.4%	4.2%	9.7%	80.8%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

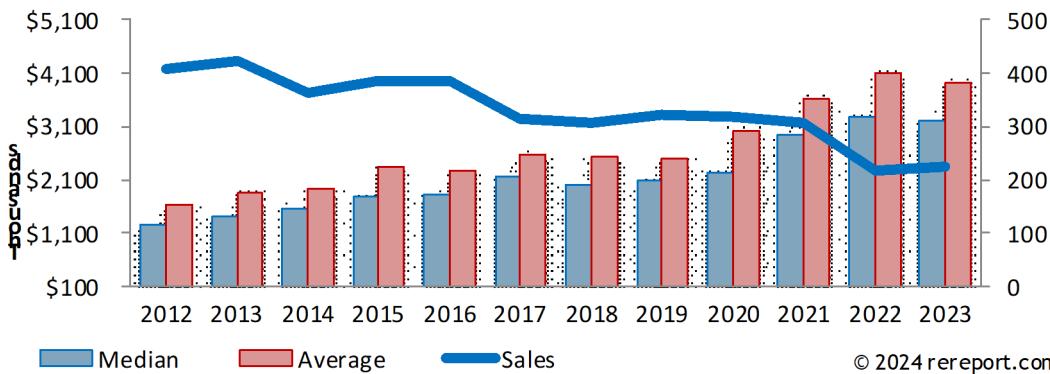
# 2023 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

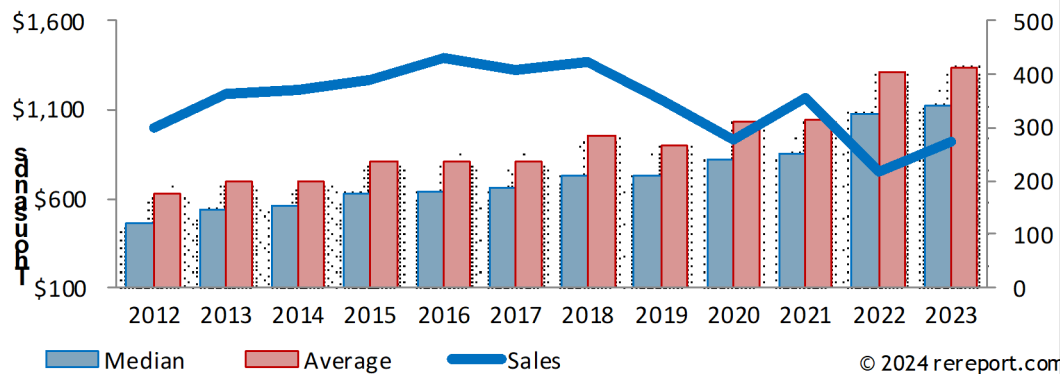
Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

La Jolla								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 1,250,000	\$ 1,634,880	408	156	93.9%			
2013	\$ 1,427,500	\$ 1,857,960	422	154	95.8%	14.2%	13.6%	3.4%
2014	\$ 1,550,000	\$ 1,944,290	363	281	95.0%	8.6%	4.6%	-14.0%
2015	\$ 1,800,000	\$ 2,350,700	385	165	95.2%	16.1%	20.9%	6.1%
2016	\$ 1,820,000	\$ 2,264,520	385	157	95.2%	1.1%	-3.7%	0.0%
2017	\$ 2,175,000	\$ 2,554,660	315	43	94.8%	19.5%	12.8%	-18.2%
2018	\$ 1,995,000	\$ 2,550,230	307	57	96.2%	-8.3%	-0.2%	-2.5%
2019	\$ 2,102,350	\$ 2,511,350	322	109	95.7%	5.4%	-1.5%	4.9%
2020	\$ 2,249,950	\$ 3,036,330	318	76	96.3%	7.0%	20.9%	-1.2%
2021	\$ 2,937,500	\$ 3,606,270	306	186	98.9%	30.6%	18.8%	-3.8%
2022	\$ 3,262,500	\$ 4,084,340	216	458	99.3%	11.1%	13.3%	-29.4%
2023	\$ 3,221,155	\$ 3,899,541	224	72	97.6%	-1.3%	-4.5%	3.7%

La Jolla Homes - Prices & Sales



La Jolla Condos - Prices & Sales



La Jolla								
Condominiums						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 460,000	\$ 627,398	300	123	96.4%			
2013	\$ 535,000	\$ 696,694	361	102	97.6%	16.3%	11.0%	20.3%
2014	\$ 559,000	\$ 694,524	371	146	97.1%	4.5%	-0.3%	2.8%
2015	\$ 627,500	\$ 802,828	388	99	96.9%	12.3%	15.6%	4.6%
2016	\$ 640,000	\$ 802,160	428	40	97.6%	2.0%	-0.1%	10.3%
2017	\$ 667,500	\$ 809,965	408	21	98.3%	4.3%	1.0%	-4.7%
2018	\$ 725,000	\$ 958,578	421	29	98.3%	8.6%	18.3%	3.2%
2019	\$ 725,000	\$ 899,248	351	63	97.7%	0.0%	-6.2%	-16.6%
2020	\$ 824,050	\$ 1,033,410	278	59	97.7%	13.7%	14.9%	-20.8%
2021	\$ 851,563	\$ 1,042,780	356	60	101.3%	3.3%	0.9%	28.1%
2022	\$ 1,075,000	\$ 1,309,970	217	195	101.9%	26.2%	25.6%	-39.0%
2023	\$ 1,115,292	\$ 1,336,056	273	46	99.3%	3.7%	2.0%	25.8%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.



# 2023 North Coastal San Diego County Annual Real Estate Report

## Oceanside

### SINGLE-FAMILY HOMES

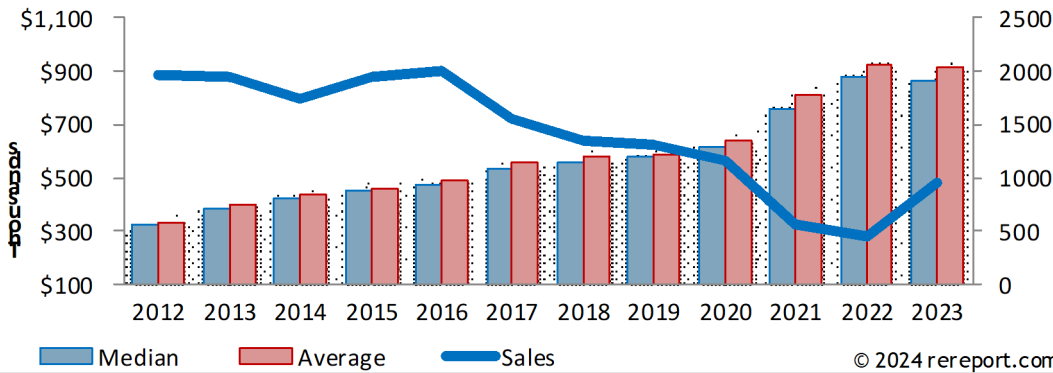
% Change from Year Before

Year	Prices			Prices			Prices		
	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales	
2012	\$ 326,000	\$ 331,089	1958	63	98.2%				
2013	\$ 385,000	\$ 396,693	1944	53	99.3%	18.1%	19.8%	-0.7%	
2014	\$ 420,000	\$ 437,154	1746	102	97.9%	9.1%	10.2%	-10.2%	
2015	\$ 450,000	\$ 462,617	1950	38	98.3%	7.1%	5.8%	11.7%	
2016	\$ 478,000	\$ 488,074	2001	25	98.7%	6.2%	5.5%	2.6%	
2017	\$ 538,000	\$ 557,614	1559	18	99.0%	12.6%	14.2%	-22.1%	
2018	\$ 560,000	\$ 579,530	1339	29	98.8%	4.1%	3.9%	-14.1%	
2019	\$ 576,500	\$ 585,984	1308	24	98.9%	2.9%	1.1%	-2.3%	
2020	\$ 620,000	\$ 635,768	1154	4	99.6%	7.5%	8.5%	-11.8%	
2021	\$ 760,000	\$ 811,051	571	38	103.0%	22.6%	27.6%	-50.5%	
2022	\$ 880,000	\$ 924,182	457	166	101.5%	15.8%	13.9%	-20.0%	
2023	\$ 866,095	\$ 912,412	963	30	100.0%	-1.6%	-1.3%	110.7%	

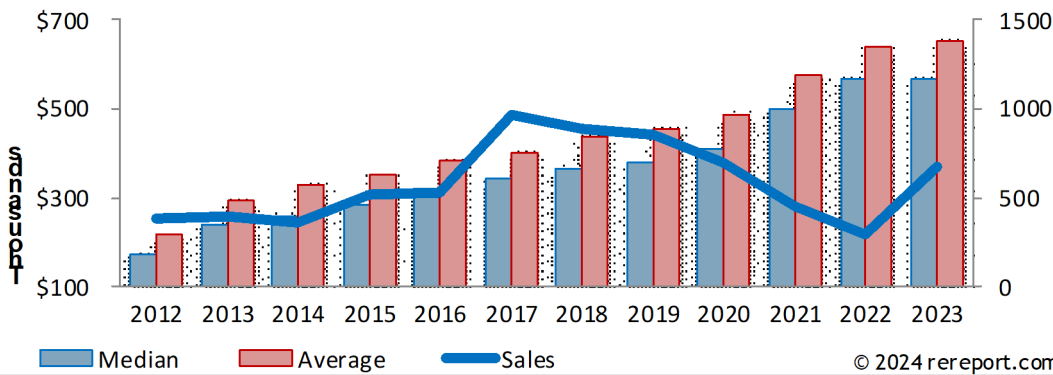
This information is brought to you by:

Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

### Oceanside Homes - Prices & Sales



### Oceanside Condos - Prices & Sales



## Oceanside

### Condominiums

% Change from Year Before

Year	Prices			Prices			Prices		
	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales	
2012	\$ 172,000	\$ 218,154	382	94	98.0%				
2013	\$ 239,000	\$ 294,263	390	83	99.7%	39.0%	34.9%	2.1%	
2014	\$ 260,000	\$ 328,912	364	169	98.2%	8.8%	11.8%	-6.7%	
2015	\$ 285,000	\$ 350,577	515	48	97.8%	9.6%	6.6%	41.5%	
2016	\$ 320,000	\$ 381,926	534	29	98.2%	12.3%	8.9%	3.7%	
2017	\$ 342,500	\$ 402,193	960	30	98.5%	7.0%	5.3%	79.8%	
2018	\$ 365,000	\$ 436,912	891	28	98.4%	6.6%	8.6%	-7.2%	
2019	\$ 380,000	\$ 453,223	857	35	98.6%	4.1%	3.7%	-3.8%	
2020	\$ 410,000	\$ 486,320	692	8	99.1%	7.9%	7.3%	-19.3%	
2021	\$ 500,254	\$ 573,453	450	25	101.6%	22.0%	17.9%	-35.0%	
2022	\$ 565,000	\$ 638,946	293	132	101.6%	12.9%	11.4%	-34.9%	
2023	\$ 566,979	\$ 651,216	678	31	99.8%	0.4%	1.9%	131.4%	

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings. Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

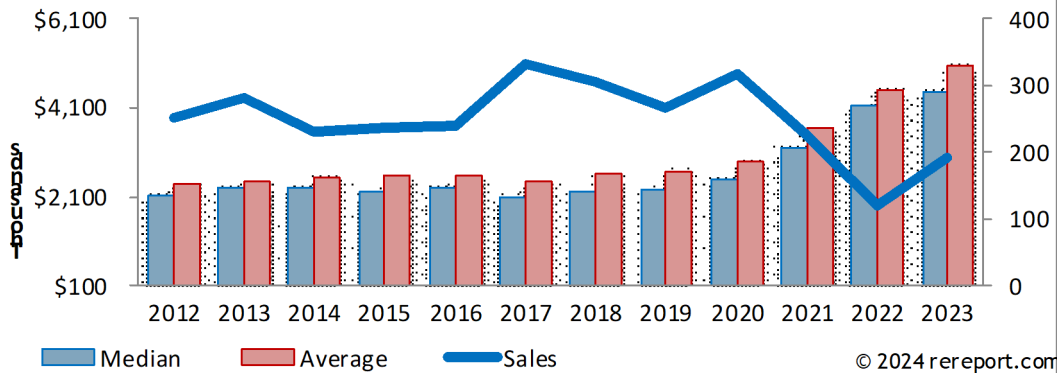
# 2023 North Coastal San Diego County Annual Real Estate Report

This information is brought to you by:

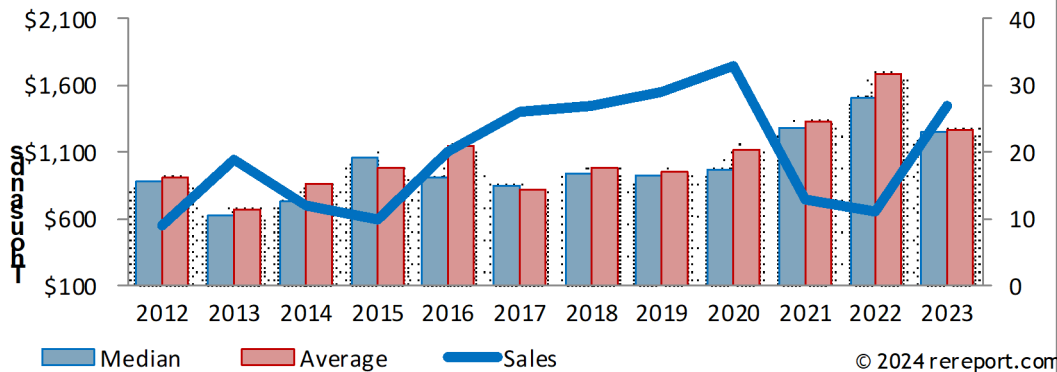
Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

Rancho Santa Fe								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 2,112,500	\$ 2,397,040	250	279	92.6%			
2013	\$ 2,300,000	\$ 2,452,280	282	227	92.7%	8.9%	2.3%	12.8%
2014	\$ 2,295,000	\$ 2,531,860	230	437	93.9%	-0.2%	3.2%	-18.4%
2015	\$ 2,218,750	\$ 2,565,790	236	342	92.9%	-3.3%	1.3%	2.6%
2016	\$ 2,286,250	\$ 2,571,670	240	354	93.1%	3.0%	0.2%	1.7%
2017	\$ 2,100,000	\$ 2,439,480	331	63	93.8%	-8.1%	-5.1%	37.9%
2018	\$ 2,200,000	\$ 2,621,870	305	68	94.2%	4.8%	7.5%	-7.9%
2019	\$ 2,250,000	\$ 2,640,640	265	203	94.2%	2.3%	0.7%	-13.1%
2020	\$ 2,500,000	\$ 2,889,270	318	46	95.2%	11.1%	9.4%	20.0%
2021	\$ 3,200,000	\$ 3,649,320	225	94	97.8%	28.0%	26.3%	-29.2%
2022	\$ 4,150,000	\$ 4,504,980	121	310	99.7%	29.7%	23.4%	-46.2%
2023	\$ 4,454,750	\$ 5,031,419	193	79	95.6%	7.3%	11.7%	59.5%

Rancho Santa Fe Homes - Prices & Sales



Rancho Santa Fe Condos - Prices & Sales



Rancho Santa Fe								
Condominiums						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 875,000	\$ 905,444	9	81	93.7%			
2013	\$ 620,000	\$ 675,732	19	192	96.6%	-29.1%	-25.4%	111.1%
2014	\$ 737,500	\$ 865,250	12	243	94.1%	19.0%	28.0%	-36.8%
2015	\$ 1,057,500	\$ 982,050	10	182	94.9%	43.4%	13.5%	-16.7%
2016	\$ 906,625	\$ 1,146,210	20	91	95.6%	-14.3%	16.7%	100.0%
2017	\$ 842,500	\$ 822,049	26	56	97.3%	-7.1%	-28.3%	30.0%
2018	\$ 935,000	\$ 979,405	27	67	96.9%	11.0%	19.1%	3.8%
2019	\$ 925,275	\$ 950,707	29	88	96.2%	-1.0%	-2.9%	7.4%
2020	\$ 966,000	\$ 1,113,820	33	0	97.1%	4.4%	17.2%	13.8%
2021	\$ 1,275,000	\$ 1,332,620	13	0	99.7%	32.0%	19.6%	-60.6%
2022	\$ 1,500,000	\$ 1,680,000	11	99	99.4%	17.6%	26.1%	-15.4%
2023	\$ 1,252,760	\$ 1,264,962	27	38	80.6%	-16.5%	-24.7%	145.5%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

# 2023 North Coastal San Diego County Annual Real Estate Report

## San Marcos

### SINGLE-FAMILY HOMES

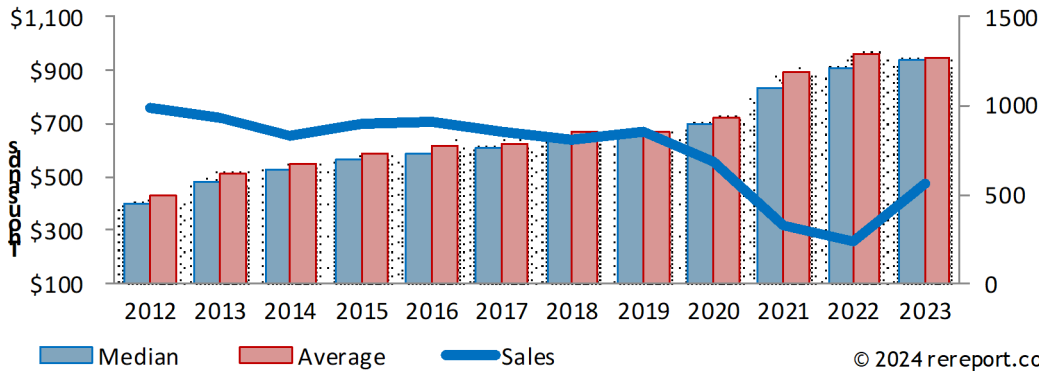
% Change from Year Before

Year	Prices			DOI	SP/LP	Prices		
	Median	Average	Sales			Med	Ave	Sales
2012	\$ 400,000	\$ 429,520	990	58	98.4%			
2013	\$ 485,000	\$ 513,877	929	54	99.1%	21.3%	19.6%	-6.2%
2014	\$ 530,000	\$ 546,302	828	109	98.1%	9.3%	6.3%	-10.9%
2015	\$ 568,000	\$ 587,436	895	41	98.4%	7.2%	7.5%	8.1%
2016	\$ 590,000	\$ 620,005	904	22	98.5%	3.9%	5.5%	1.0%
2017	\$ 612,000	\$ 621,253	851	19	98.7%	3.7%	0.2%	-5.9%
2018	\$ 653,000	\$ 669,801	806	35	98.6%	6.7%	7.8%	-5.3%
2019	\$ 656,000	\$ 667,982	858	29	98.6%	0.5%	-0.3%	6.5%
2020	\$ 700,000	\$ 720,318	686	4	99.3%	6.7%	7.8%	-20.0%
2021	\$ 833,000	\$ 894,081	323	34	103.0%	19.0%	24.1%	-52.9%
2022	\$ 910,500	\$ 955,785	234	146	102.9%	9.3%	6.9%	-27.6%
2023	\$ 935,410	\$ 942,211	562	27	99.4%	2.7%	-1.4%	140.2%

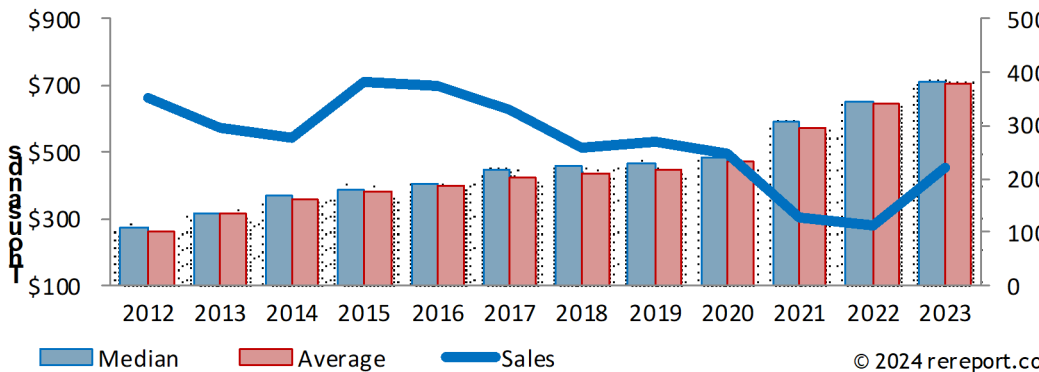
This information is brought to you by:

Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

### San Marcos Homes - Prices & Sales



### San Marcos Condos - Prices & Sales



## San Marcos

### Condominiums

% Change from Year Before

Year	Prices			DOI	SP/LP	Prices		
	Median	Average	Sales			Med	Ave	Sales
2012	\$ 276,378	\$ 264,058	353	66	99.7%			
2013	\$ 319,000	\$ 317,160	295	41	99.1%	15.4%	20.1%	-16.4%
2014	\$ 368,000	\$ 356,648	278	124	97.7%	15.4%	12.5%	-5.8%
2015	\$ 390,000	\$ 379,383	383	28	98.2%	6.0%	6.4%	37.8%
2016	\$ 406,250	\$ 401,634	374	17	98.6%	4.2%	5.9%	-2.3%
2017	\$ 446,500	\$ 423,597	328	4	99.3%	9.9%	5.5%	-12.3%
2018	\$ 461,000	\$ 438,677	260	29	99.1%	3.2%	3.6%	-20.7%
2019	\$ 465,000	\$ 445,668	269	16	98.8%	0.9%	1.6%	3.5%
2020	\$ 484,500	\$ 471,031	248	6	100.0%	4.2%	5.7%	-7.8%
2021	\$ 591,500	\$ 574,699	126	38	102.7%	22.1%	22.0%	-49.2%
2022	\$ 649,900	\$ 642,739	113	139	102.9%	9.9%	11.8%	-10.3%
2023	\$ 710,219	\$ 704,643	222	31	100.5%	9.3%	9.6%	96.5%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

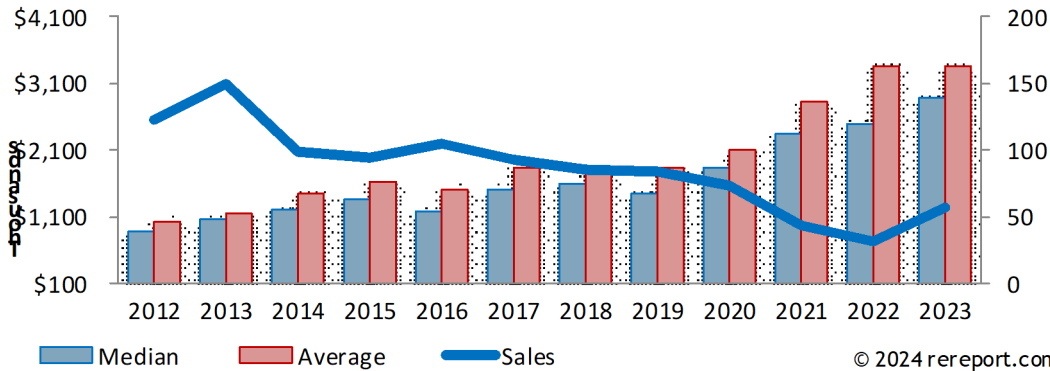
# 2023 North Coastal San Diego County Annual Real Estate Report

Solana Beach								
SINGLE-FAMILY HOMES						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 897,500	\$ 1,038,210	122	111	95.4%			
2013	\$ 1,061,500	\$ 1,164,800	149	71	95.6%	18.3%	12.2%	22.1%
2014	\$ 1,199,000	\$ 1,443,650	99	151	96.9%	13.0%	23.9%	-33.6%
2015	\$ 1,371,900	\$ 1,630,490	94	132	96.3%	14.4%	12.9%	-5.1%
2016	\$ 1,189,000	\$ 1,500,840	105	70	96.3%	-13.3%	-8.0%	11.7%
2017	\$ 1,500,000	\$ 1,840,810	93	39	96.2%	26.2%	22.7%	-11.4%
2018	\$ 1,600,000	\$ 1,768,530	85	17	98.3%	6.7%	-3.9%	-8.6%
2019	\$ 1,436,500	\$ 1,851,210	84	65	97.1%	-10.2%	4.7%	-1.2%
2020	\$ 1,825,000	\$ 2,107,820	73	20	95.5%	27.0%	13.9%	-13.1%
2021	\$ 2,350,000	\$ 2,830,070	44	83	101.0%	28.8%	34.3%	-39.7%
2022	\$ 2,480,000	\$ 3,369,690	32	296	101.0%	5.5%	19.1%	-27.3%
2023	\$ 2,895,313	\$ 3,361,362	57	70	98.1%	16.7%	-0.2%	78.1%

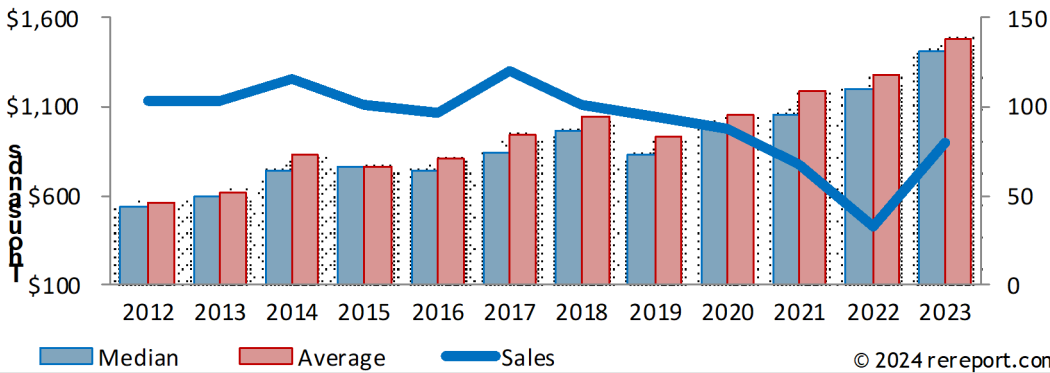
This information is brought to you by:

Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

**Solana Beach Homes - Prices & Sales**



**Solana Beach Condos - Prices & Sales**



Solana Beach								
Condominiums						% Change from Year Before		
Prices						Prices		
Year	Median	Average	Sales	DOI	SP/LP	Med	Ave	Sales
2012	\$ 540,000	\$ 565,268	103	120	96.8%			
2013	\$ 600,000	\$ 620,491	103	71	97.8%	11.1%	9.8%	0.0%
2014	\$ 742,500	\$ 826,965	115	73	97.0%	23.8%	33.3%	11.7%
2015	\$ 760,000	\$ 767,182	101	36	96.8%	2.4%	-7.2%	-12.2%
2016	\$ 739,000	\$ 806,618	96	30	97.9%	-2.8%	5.1%	-5.0%
2017	\$ 845,000	\$ 942,938	120	27	97.7%	14.3%	16.9%	25.0%
2018	\$ 965,000	\$ 1,045,840	101	36	98.0%	14.2%	10.9%	-15.8%
2019	\$ 825,000	\$ 926,737	94	50	98.0%	-14.5%	-11.4%	-6.9%
2020	\$ 1,000,000	\$ 1,058,440	87	25	97.3%	21.2%	14.2%	-7.4%
2021	\$ 1,049,000	\$ 1,184,920	67	22	99.8%	4.9%	11.9%	-23.0%
2022	\$ 1,200,000	\$ 1,282,060	33	210	101.7%	14.4%	8.2%	-50.7%
2023	\$ 1,412,333	\$ 1,478,750	80	37	98.3%	17.7%	15.3%	142.4%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.



# 2023 North Coastal San Diego County Annual Real Estate Report

## Vista

### SINGLE-FAMILY HOMES

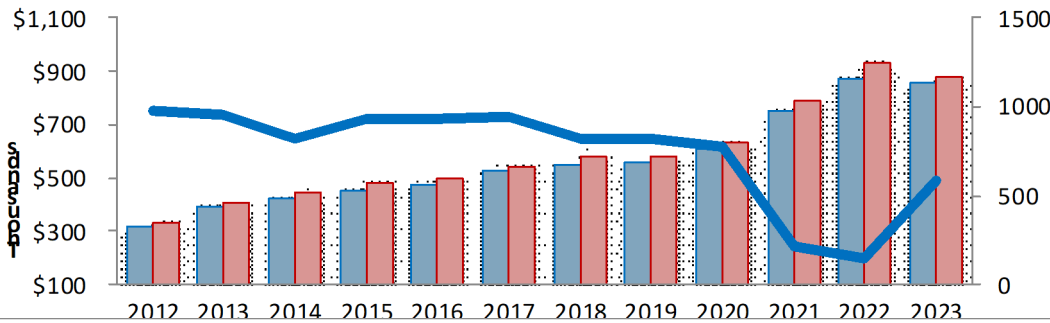
### % Change from Year Before

Year	Prices			DOI	SP/LP	Prices		
	Median	Average	Sales			Med	Ave	Sales
2012	\$ 320,000	\$ 336,941	980	70	98.3%			
2013	\$ 390,000	\$ 407,907	949	66	99.0%	21.9%	21.1%	-3.2%
2014	\$ 425,000	\$ 441,986	821	170	97.9%	9.0%	8.4%	-13.5%
2015	\$ 450,000	\$ 479,864	931	59	97.9%	5.9%	8.6%	13.4%
2016	\$ 476,500	\$ 500,027	930	40	98.2%	5.9%	4.2%	-0.1%
2017	\$ 525,000	\$ 539,290	942	22	98.5%	10.2%	7.9%	1.3%
2018	\$ 550,000	\$ 580,745	820	32	98.5%	4.8%	7.7%	-13.0%
2019	\$ 559,900	\$ 577,118	817	30	98.2%	1.8%	-0.6%	-0.4%
2020	\$ 609,000	\$ 634,912	773	3	99.7%	8.8%	10.0%	-5.4%
2021	\$ 750,000	\$ 790,479	221	38	103.1%	23.2%	24.5%	-71.4%
2022	\$ 871,000	\$ 927,111	149	171	103.4%	16.1%	17.3%	-32.6%
2023	\$ 852,504	\$ 877,493	581	31	99.6%	-2.1%	-5.4%	289.9%

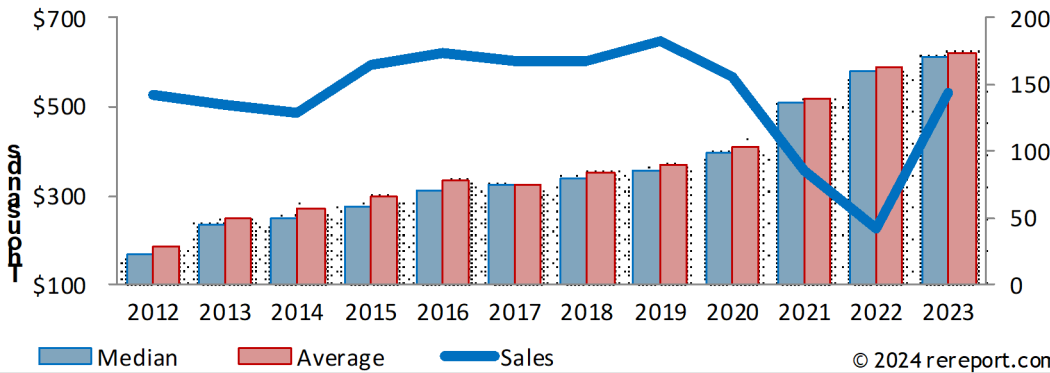
This information is brought to you by:

Live, Love San Diego Homes  
(858) 525-2991  
jesse.zagorsky@exprealty.com  
CA DRE #01437116

### Vista Homes - Prices & Sales



### Vista Condos - Prices & Sales



© 2024 rereport.com

## Vista

### Condominiums

### % Change from Year Before

Year	Prices			DOI	SP/LP	Prices		
	Median	Average	Sales			Med	Ave	Sales
2012	\$ 167,000	\$ 184,456	142	51	99.0%			
2013	\$ 235,000	\$ 250,815	134	57	100.7%	40.7%	36.0%	-5.6%
2014	\$ 249,000	\$ 271,428	129	127	98.3%	6.0%	8.2%	-3.7%
2015	\$ 275,000	\$ 297,352	164	40	98.3%	10.4%	9.6%	27.1%
2016	\$ 310,000	\$ 331,690	174	15	99.1%	12.7%	11.5%	6.1%
2017	\$ 325,000	\$ 323,015	168	17	99.0%	4.8%	-2.6%	-3.4%
2018	\$ 339,950	\$ 352,703	168	28	99.3%	4.6%	9.2%	0.0%
2019	\$ 355,000	\$ 370,510	182	36	99.3%	4.4%	5.0%	8.3%
2020	\$ 397,000	\$ 408,850	156	7	100.1%	11.8%	10.3%	-14.3%
2021	\$ 510,000	\$ 517,891	85	0	102.1%	28.5%	26.7%	-45.5%
2022	\$ 580,000	\$ 589,452	42	87	102.4%	13.7%	13.8%	-50.6%
2023	\$ 610,016	\$ 622,157	143	31	100.6%	5.2%	5.5%	240.5%

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.