

Local Market Update for November 2025

A Research Tool Provided by the Greater San Diego Association of REALTORS®

92103

Hillcrest, Mission Hills

| Detached | | November | | | Year to Date | | |
|--|--|-------------|-------------|----------------|--------------|--------------|----------------|
| Key Metrics | | 2024 | 2025 | Percent Change | Thru 11-2024 | Thru 11-2025 | Percent Change |
| New Listings | | 17 | 17 | 0.0% | 200 | 232 | + 16.0% |
| Pending Sales | | 10 | 9 | - 10.0% | 122 | 137 | + 12.3% |
| Closed Sales | | 12 | 10 | - 16.7% | 112 | 134 | + 19.6% |
| Median Sales Price* | | \$2,037,500 | \$1,475,000 | - 27.6% | \$1,750,000 | \$1,720,000 | - 1.7% |
| Percent of Original List Price Received* | | 95.5% | 96.0% | + 0.5% | 96.9% | 94.8% | - 2.2% |
| Days on Market Until Sale | | 35 | 47 | + 34.3% | 31 | 41 | + 32.3% |
| Inventory of Homes for Sale | | 35 | 36 | + 2.9% | -- | -- | -- |
| Months Supply of Inventory | | 3.2 | 3.1 | - 3.1% | -- | -- | -- |

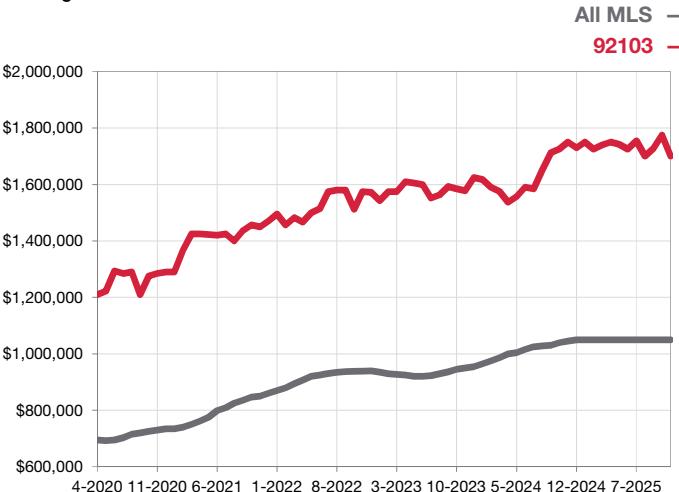
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Attached | | November | | | Year to Date | | |
|--|--|-----------|-----------|----------------|--------------|--------------|----------------|
| Key Metrics | | 2024 | 2025 | Percent Change | Thru 11-2024 | Thru 11-2025 | Percent Change |
| New Listings | | 25 | 16 | - 36.0% | 327 | 332 | + 1.5% |
| Pending Sales | | 17 | 13 | - 23.5% | 197 | 195 | - 1.0% |
| Closed Sales | | 20 | 7 | - 65.0% | 195 | 193 | - 1.0% |
| Median Sales Price* | | \$623,500 | \$700,000 | + 12.3% | \$763,325 | \$797,000 | + 4.4% |
| Percent of Original List Price Received* | | 95.5% | 96.3% | + 0.8% | 97.7% | 96.9% | - 0.8% |
| Days on Market Until Sale | | 41 | 54 | + 31.7% | 27 | 42 | + 55.6% |
| Inventory of Homes for Sale | | 55 | 41 | - 25.5% | -- | -- | -- |
| Months Supply of Inventory | | 3.1 | 2.3 | - 25.8% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price – Single Family

Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation

