

# San Diego's Beachfront Homes Hit Historic Prices As Inventory Remains At Record Lows

Prices for San Diego's beachfront homes continue to rise as demand increases and supply dwindles.

Willis Allen Real Estate

San Diego's beachfront homes continue to fetch historic prices on the open market as inventory remains at record lows. On the sand properties in San Diego have always been in demand and there are surprisingly fewer than you'd think.

"There is a limited number of true oceanfront properties around San Diego," explains Andrew Nelson, owner of leading San Diego brokerage Willis Allen Real Estate. "You have Camp Pendleton to the north and Mexico to the South which limits true oceanfront property in San Diego."

Willis Allen Real Estate recently represented the buyer in the February 2022 sale of an oceanfront ... [+] Del Mar home. The property with 50 feet of beachfront sold for \$18.9 million.

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According to Nelson, Del Mar is one of the priciest spots in terms of price-per-square-foot. "[Del Mar] has the highest per square foot oceanfront homes located on a sandy beach." Those Del Mar prices range from around \$4,000-\$6,000 a square foot. Compare that to La Jolla Shores' (with its sandy beachfront) where homes are in the \$2,000-\$2,500 a square foot price range.

Even with those ultra-luxury prices, you won't find many oceanfront listings currently around San Diego. In Del Mar, a 2,729-square-foot beachfront home recently sold for \$18,900,000.

Over in La Jolla, this beachfront residence sold in January for more than \$12.25 million. The ... [+] 2,848-square-foot home was designed by Bokal & Sneed.

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Prior to coming to market, the Del Mar property was beautifully remodeled with walls of glass and unending ocean views. Located on private and gated Sandy Lane with 50 feet of direct and unobstructed direct beach access.

“Del Mar is convenient to the freeway and the people who know Del Mar Racetrack often buy there. As well as the affluent homeowners from inland Rancho Santa Fe who want a home at the beach,” Nelson explains.

Del Mar is a popular spot for second-home owners, particularly affluent residents from inland Rancho ... [+] Santa Fe and other parts of Southern California.

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La Jolla south of Del Mar noted for its signature coastline and rugged bluffs have some in-demand beachfront homes. Though there are not many on the market today. A five-bedroom six-bath classic beachfront residence with a listed price of \$12,900,000 is also currently “pending.” No surprise since the lower-level beachfront covered terrace is perfect for five-star entertaining with an outdoor shower and private beach access. There is also an attached guest suite, massage room with sauna, and steam shower.

There are limited beachfront lots in La Jolla currently. Available properties include a 16,000-square-foot oceanfront lot, which on the market for \$8,750,000. The property comes with proposed plans by a well-known architectural firm.

With so few lots, La Jolla’s beachfront residences’ see high demand year-round. This oceanfront ... [+] property in the Beach Barber Tract is currently listed as pending with an asking price of \$8.75 million.

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The beach communities north of Del Mar lining the San Diego County coast include Solana Beach, Cardiff-by-the-Sea, Leucadia, Encinitas, Carlsbad and Oceanside. Given the geography, some San Diego beach communities don’t have direct on the sand living.

Nelson makes a good not often heard point on oceanfront living: “When you own a home on the ocean as soon as the sun goes down and it’s dark you have no view. It’s dark out there. People don’t think about not having a view at night. Though that is offset by listening to the sound of breaking waves falling asleep.”

Away from the beach, estate properties can run upwards of \$50 million-plus. The Foxhill Estate, La ... [+] Jolla’s largest contiguous residential property, is currently listed for \$55 million.

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That said living on the sand in San Diego is living the dream.

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*Willis Allen Real Estate is a founding member of Forbes Global Properties, a consumer marketplace and membership network of elite brokerages selling the world's most luxurious homes.*

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