

Single-Family Detached Activity Overview

North San Diego County
Association of REALTORS®



HOMEDEX

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Detached homes only.**

Key Metrics	Historical Sparkbars			9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	09-2015	09-2016	09-2017						
New Listings				1,321	1,056	- 20.1%	13,471	12,251	- 9.1%
Pending Sales				1,015	903	- 11.0%	9,094	8,976	- 1.3%
Closed Sales				989	853	- 13.8%	8,583	8,597	+ 0.2%
Days on Market				37	33	- 10.8%	37	33	- 10.8%
Median Sales Price				\$634,450	\$679,000	+ 7.0%	\$630,000	\$675,000	+ 7.1%
Average Sales Price				\$770,807	\$854,659	+ 10.9%	\$785,590	\$852,496	+ 8.5%
Pct. of Orig. Price Received				96.4%	97.1%	+ 0.7%	96.9%	97.5%	+ 0.6%
Housing Affordability Index				57	52	- 8.8%	58	53	- 8.6%
Inventory of Homes for Sale				2,806	1,967	- 29.9%	--	--	--
Months Supply of Inventory				3.0	2.1	- 30.0%	--	--	--

Single-Family Attached Activity Overview

North San Diego County
Association of REALTORS®



HOMEDEX

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

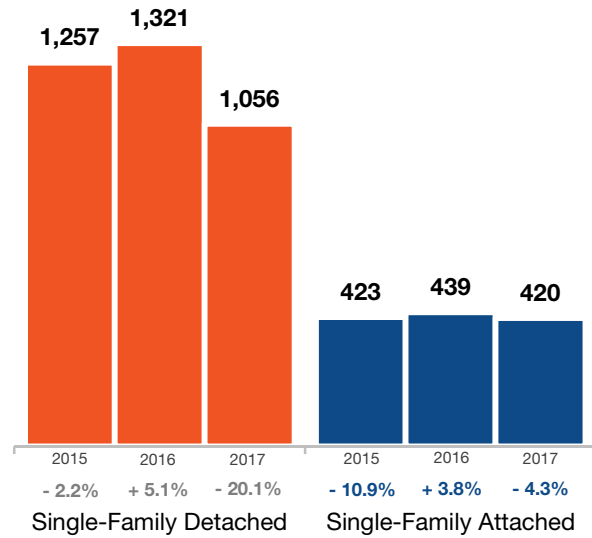
Key Metrics	Historical Sparkbars			9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	09-2015	09-2016	09-2017						
New Listings		439	420	- 4.3%	4,626	4,339	- 6.2%		
Pending Sales		382	386	+ 1.0%	3,672	3,546	- 3.4%		
Closed Sales		388	350	- 9.8%	3,519	3,369	- 4.3%		
Days on Market		27	23	- 14.8%	27	22	- 18.5%		
Median Sales Price		\$395,000	\$439,000	+ 11.1%	\$395,961	\$430,000	+ 8.6%		
Average Sales Price		\$456,089	\$479,814	+ 5.2%	\$440,110	\$482,455	+ 9.6%		
Pct. of Orig. Price Received		98.1%	98.2%	+ 0.1%	97.8%	98.6%	+ 0.8%		
Housing Affordability Index		92	81	- 12.0%	92	83	- 9.8%		
Inventory of Homes for Sale		610	466	- 23.6%	--	--	--		
Months Supply of Inventory		1.6	1.3	- 18.8%	--	--	--		

New Listings

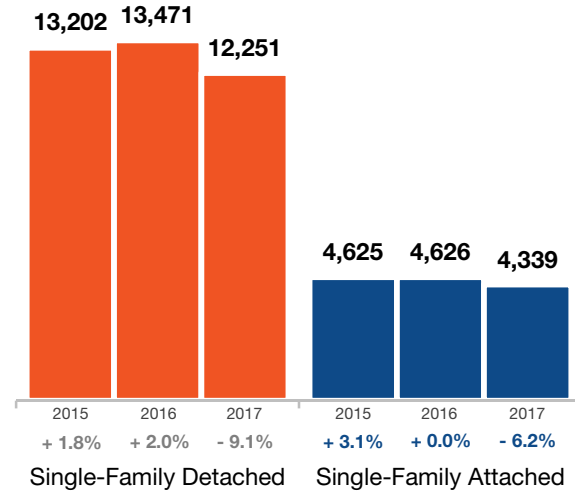
A count of the properties that have been newly listed on the market in a given month.



September

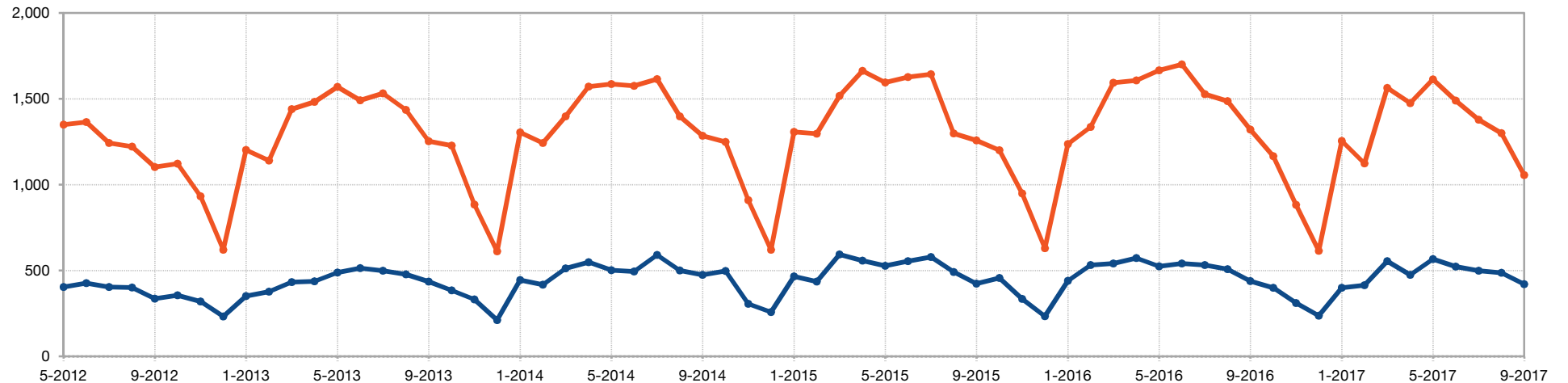


Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2016	1,165	-2.9%	399	-12.7%
Nov-2016	883	-7.0%	310	-7.5%
Dec-2016	614	-2.5%	236	+0.9%
Jan-2017	1,255	+1.5%	399	-9.3%
Feb-2017	1,123	-15.9%	415	-22.0%
Mar-2017	1,563	-1.9%	555	+2.8%
Apr-2017	1,474	-8.3%	474	-17.1%
May-2017	1,612	-3.2%	567	+8.2%
Jun-2017	1,490	-12.4%	523	-3.1%
Jul-2017	1,378	-9.8%	499	-6.0%
Aug-2017	1,300	-12.6%	487	-4.1%
Sep-2017	1,056	-20.1%	420	-4.3%
12-Month Avg	1,243	-8.2%	440	-6.5%

Historical New Listings by Month



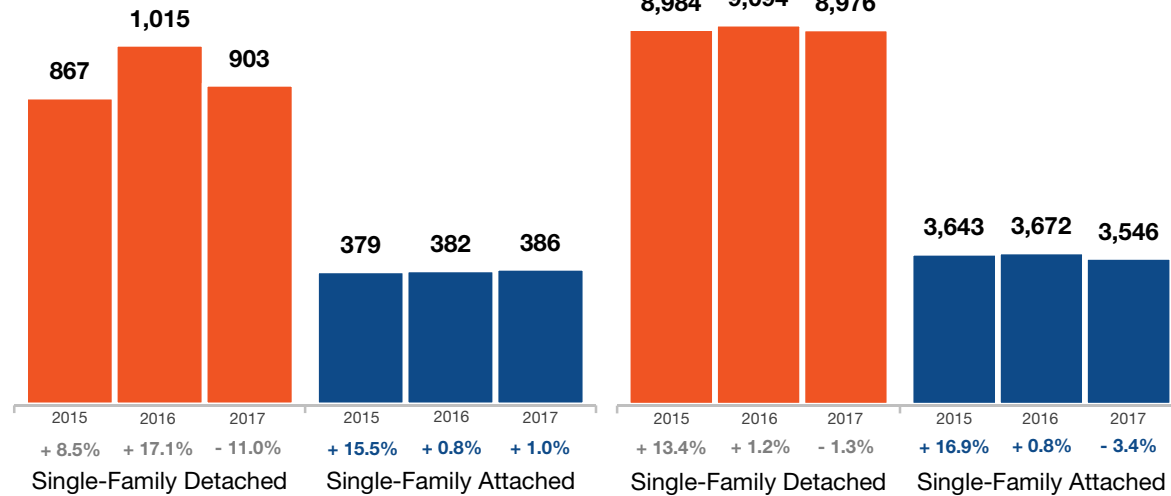
Pending Sales

A count of the properties on which offers have been accepted in a given month.



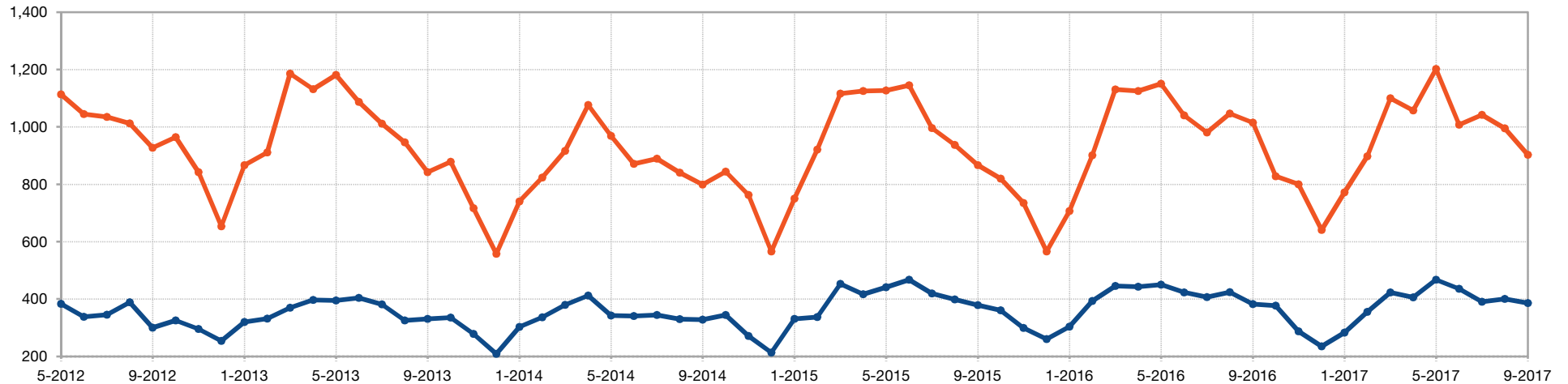
September

Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2016	828	+1.0%	377	+4.4%
Nov-2016	800	+8.8%	287	-4.0%
Dec-2016	641	+13.3%	235	-9.6%
Jan-2017	772	+9.2%	283	-6.9%
Feb-2017	897	-0.4%	355	-9.7%
Mar-2017	1,100	-2.7%	423	-5.2%
Apr-2017	1,057	-6.0%	406	-8.4%
May-2017	1,202	+4.5%	467	+3.8%
Jun-2017	1,008	-3.1%	436	+3.1%
Jul-2017	1,042	+6.3%	390	-4.2%
Aug-2017	995	-4.9%	400	-5.7%
Sep-2017	903	-11.0%	386	+1.0%
12-Month Avg	935	+0.3%	383	-3.2%

Historical Pending Sales by Month

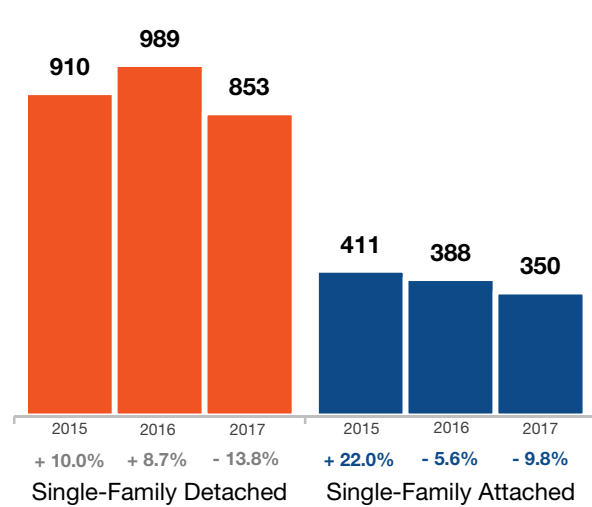


Closed Sales

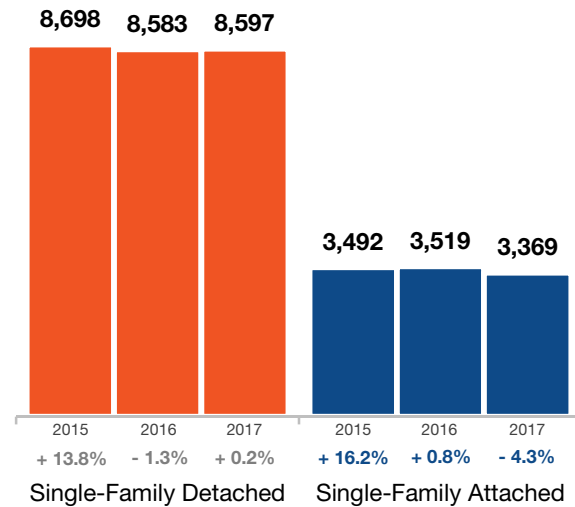
A count of the actual sales that closed in a given month.



September

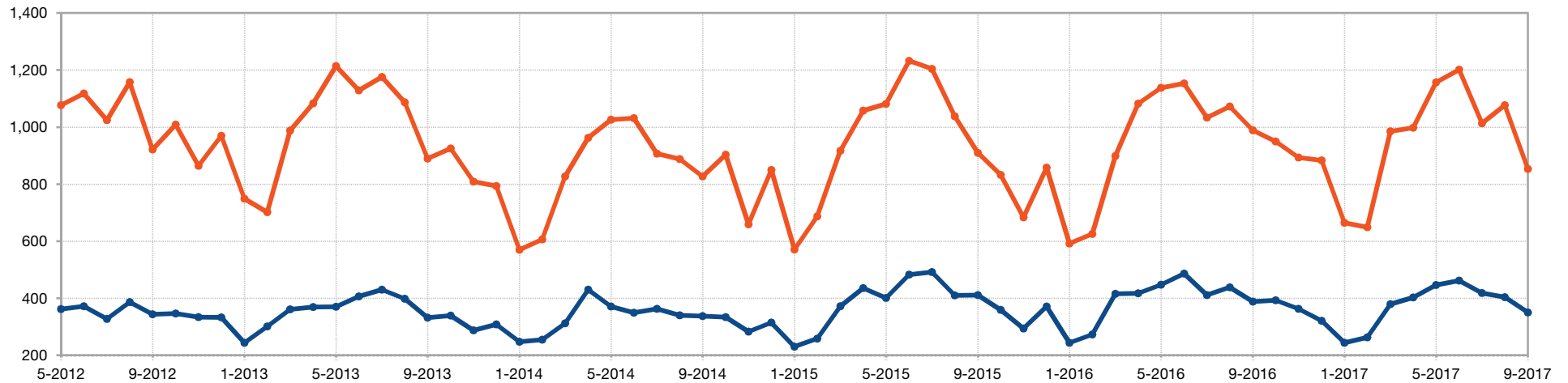


Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2016	950	+14.2%	393	+9.5%
Nov-2016	893	+30.7%	363	+23.5%
Dec-2016	883	+2.9%	321	-13.5%
Jan-2017	664	+12.2%	244	0.0%
Feb-2017	649	+3.8%	263	-3.7%
Mar-2017	985	+9.6%	379	-8.7%
Apr-2017	998	-7.8%	403	-3.4%
May-2017	1,157	+1.7%	446	-0.2%
Jun-2017	1,201	+4.2%	462	-4.9%
Jul-2017	1,013	-1.9%	418	+1.7%
Aug-2017	1,077	+0.5%	404	-7.8%
Sep-2017	853	-13.8%	350	-9.8%
12-Month Avg	913	+3.3%	379	-2.1%

Historical Closed Sales by Month

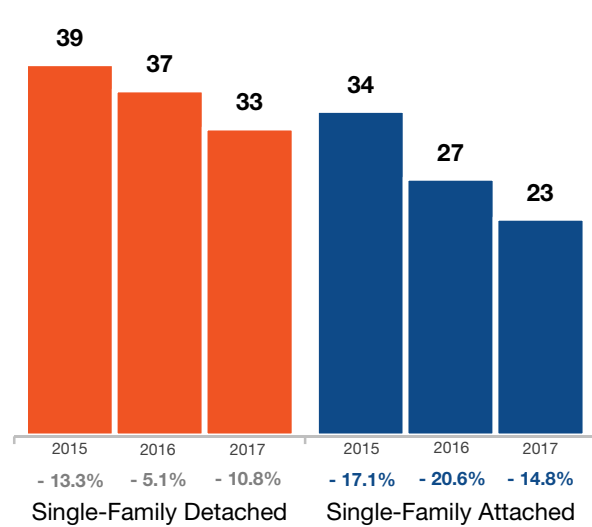


Days on Market Until Sale

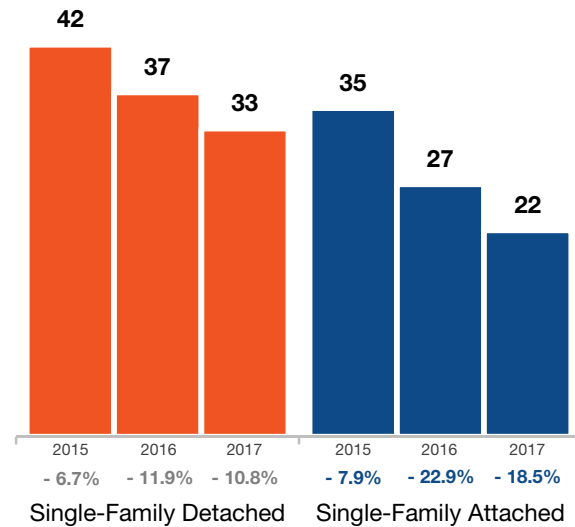
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



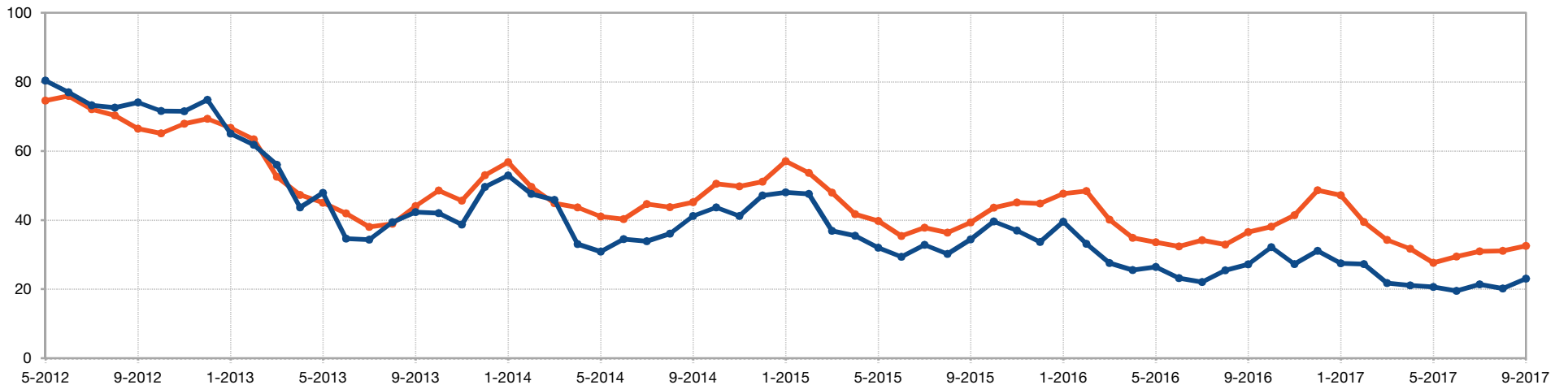
Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2016	38	-13.6%	32	-20.0%
Nov-2016	41	-8.9%	27	-27.0%
Dec-2016	49	+8.9%	31	-8.8%
Jan-2017	47	-2.1%	27	-30.8%
Feb-2017	39	-18.8%	27	-18.2%
Mar-2017	34	-15.0%	22	-21.4%
Apr-2017	32	-8.6%	21	-19.2%
May-2017	28	-17.6%	21	-19.2%
Jun-2017	29	-9.4%	20	-13.0%
Jul-2017	31	-8.8%	21	-4.5%
Aug-2017	31	-6.1%	20	-20.0%
Sep-2017	33	-10.8%	23	-14.8%
12-Month Avg*	38	-8.3%	29	-17.7%

* Days on Market for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

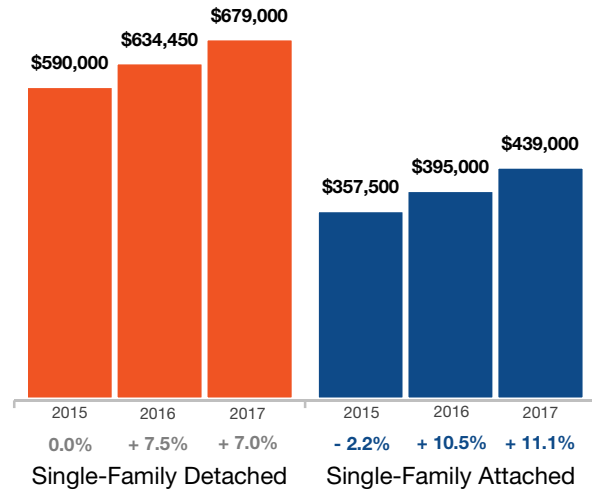


Median Sales Price

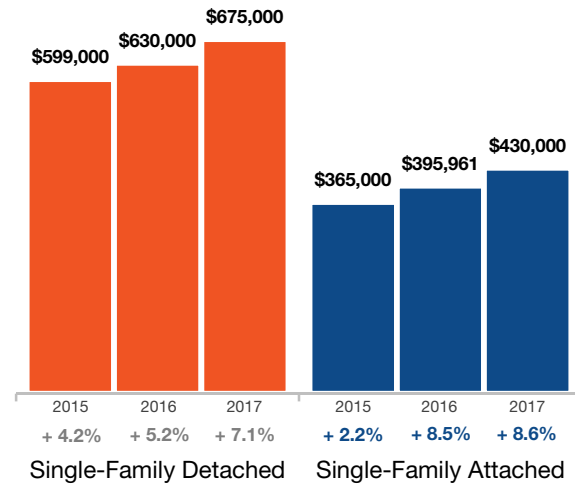
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



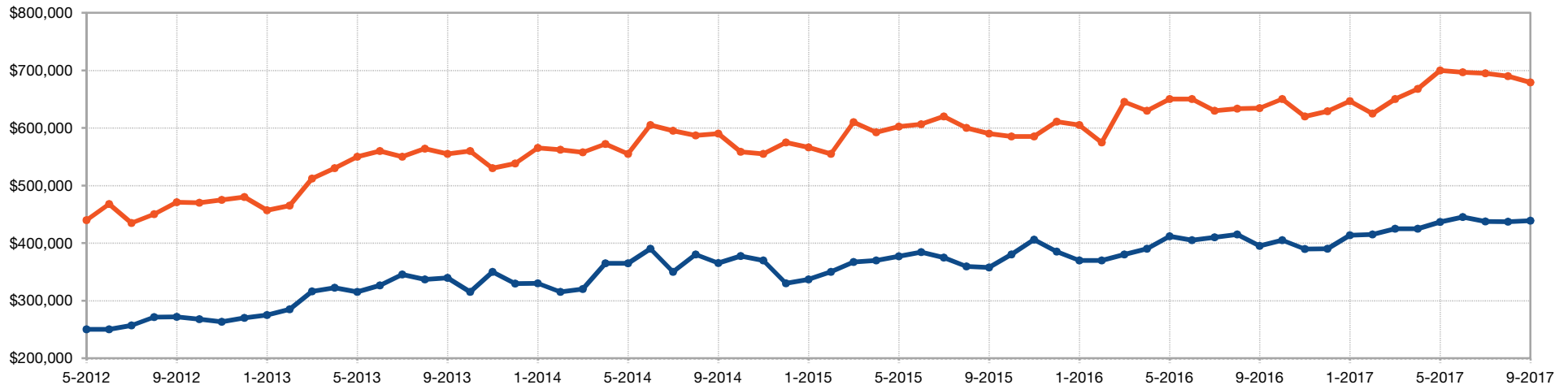
Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2016	\$650,000	+11.1%	\$405,000	+6.6%
Nov-2016	\$620,000	+6.0%	\$389,900	-4.0%
Dec-2016	\$629,000	+3.0%	\$390,000	+1.3%
Jan-2017	\$646,500	+6.9%	\$413,500	+11.8%
Feb-2017	\$625,000	+8.7%	\$415,000	+12.2%
Mar-2017	\$650,000	+0.8%	\$425,000	+11.8%
Apr-2017	\$667,750	+6.0%	\$425,000	+9.0%
May-2017	\$700,000	+7.7%	\$436,450	+5.9%
Jun-2017	\$696,500	+7.2%	\$445,000	+9.9%
Jul-2017	\$695,000	+10.3%	\$437,500	+6.7%
Aug-2017	\$690,000	+8.9%	\$437,000	+5.3%
Sep-2017	\$679,000	+7.0%	\$439,000	+11.1%
12-Month Avg*	\$624,000	+6.6%	\$395,000	+6.6%

* Median Sales Price for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Median Sales Price by Month

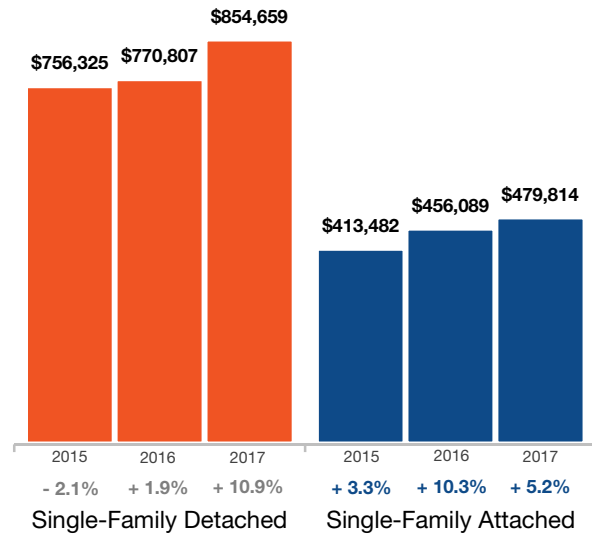


Average Sales Price

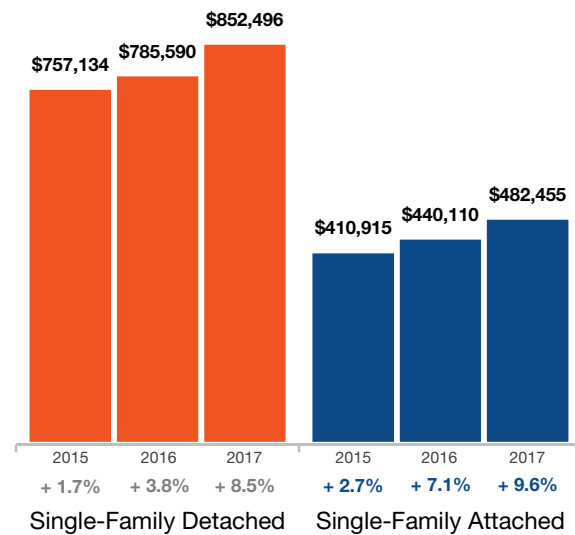
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



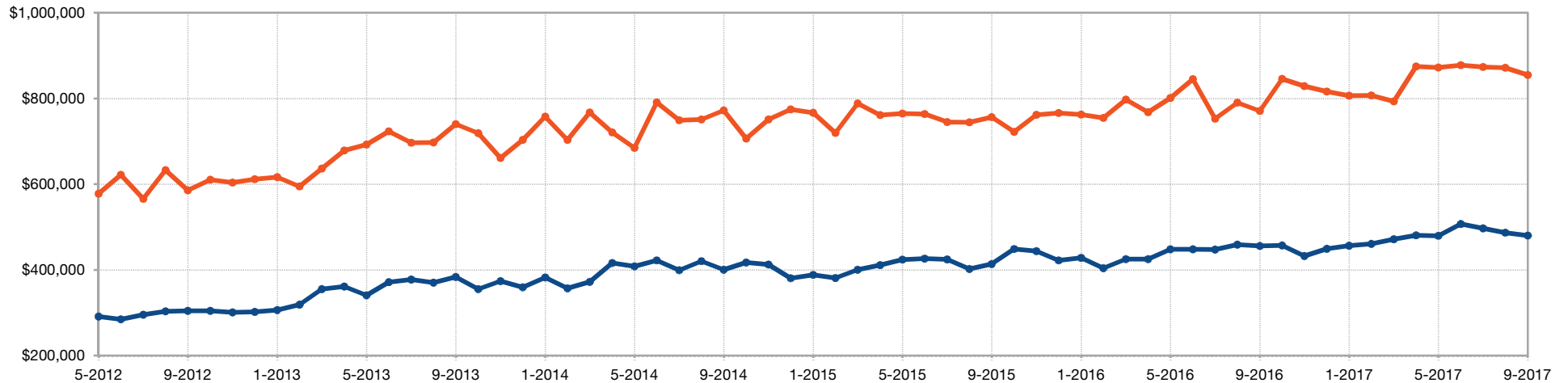
Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2016	\$845,900	+17.2%	\$457,061	+1.9%
Nov-2016	\$828,800	+8.8%	\$432,380	-2.6%
Dec-2016	\$816,011	+6.5%	\$449,229	+6.4%
Jan-2017	\$806,320	+5.8%	\$456,641	+6.6%
Feb-2017	\$806,918	+7.0%	\$460,982	+14.1%
Mar-2017	\$793,100	-0.5%	\$471,622	+10.8%
Apr-2017	\$874,431	+13.9%	\$480,377	+12.9%
May-2017	\$872,043	+8.9%	\$479,480	+7.0%
Jun-2017	\$877,774	+3.8%	\$507,495	+13.3%
Jul-2017	\$873,426	+16.1%	\$496,667	+10.9%
Aug-2017	\$871,840	+10.4%	\$486,492	+6.0%
Sep-2017	\$854,659	+10.9%	\$479,814	+5.2%
12-Month Avg*	\$843,435	+8.9%	\$471,520	+7.8%

* Avg. Sales Price for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Average Sales Price by Month



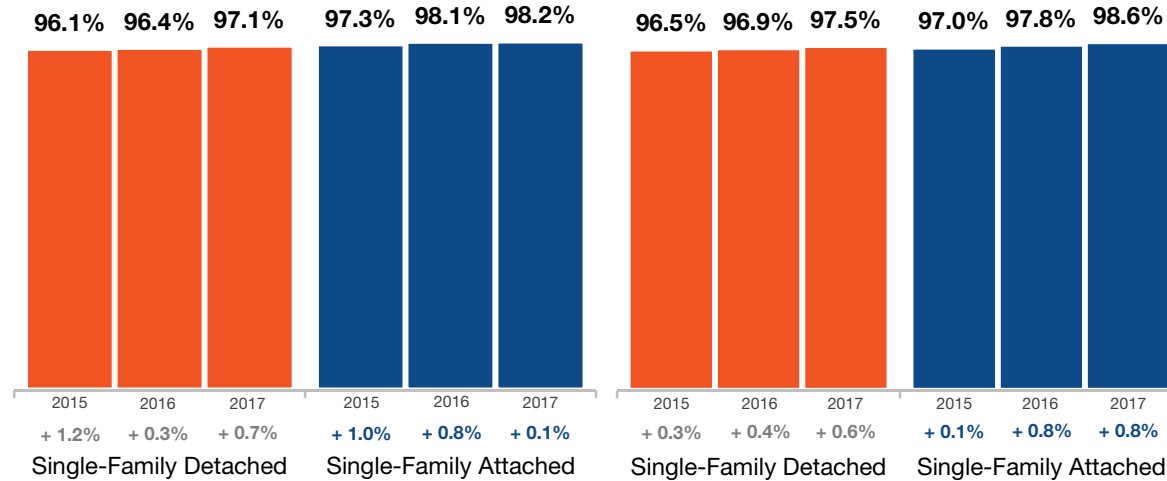
Percent of Original List Price Received



Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

September

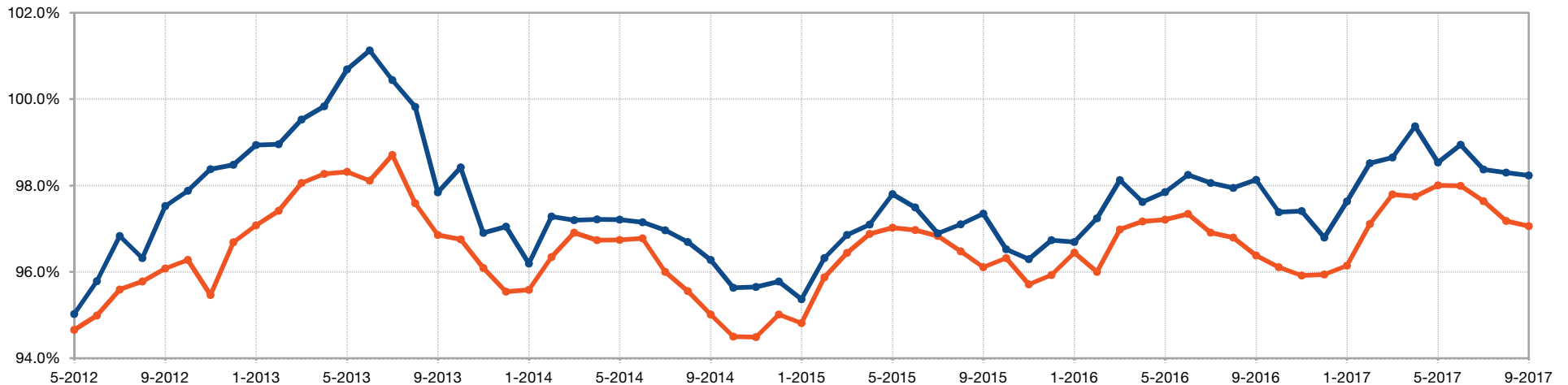
Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2016	96.1%	-0.2%	97.4%	+0.9%
Nov-2016	95.9%	+0.2%	97.4%	+1.1%
Dec-2016	95.9%	0.0%	96.8%	+0.1%
Jan-2017	96.1%	-0.3%	97.6%	+0.9%
Feb-2017	97.1%	+1.1%	98.5%	+1.3%
Mar-2017	97.8%	+0.8%	98.6%	+0.5%
Apr-2017	97.7%	+0.5%	99.4%	+1.8%
May-2017	98.0%	+0.8%	98.5%	+0.7%
Jun-2017	98.0%	+0.7%	98.9%	+0.7%
Jul-2017	97.6%	+0.7%	98.4%	+0.3%
Aug-2017	97.2%	+0.4%	98.3%	+0.4%
Sep-2017	97.1%	+0.7%	98.2%	+0.1%
12-Month Avg*	97.1%	+0.5%	98.2%	+0.7%

* Pct. of Orig. Price Received for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



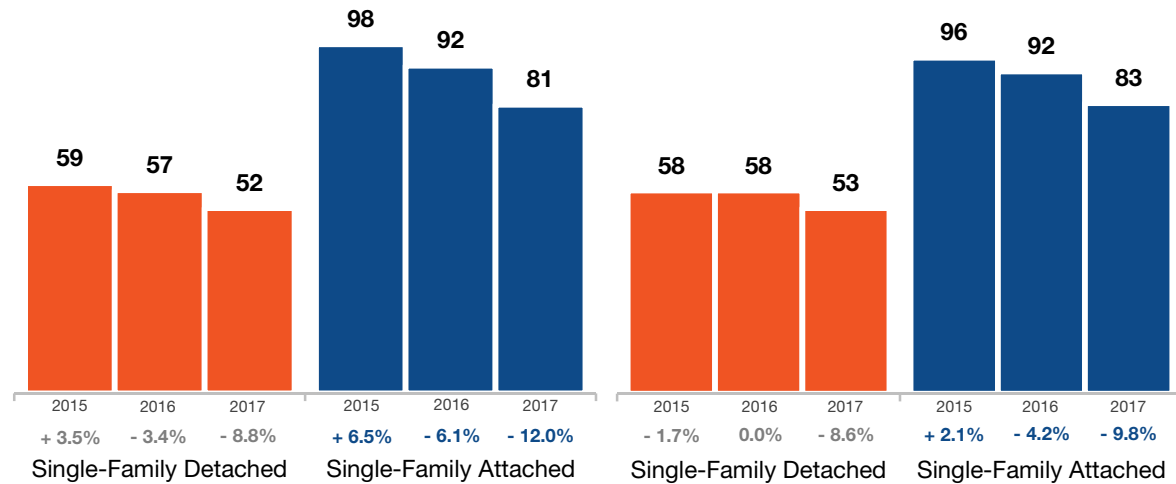
Housing Affordability Index



This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September

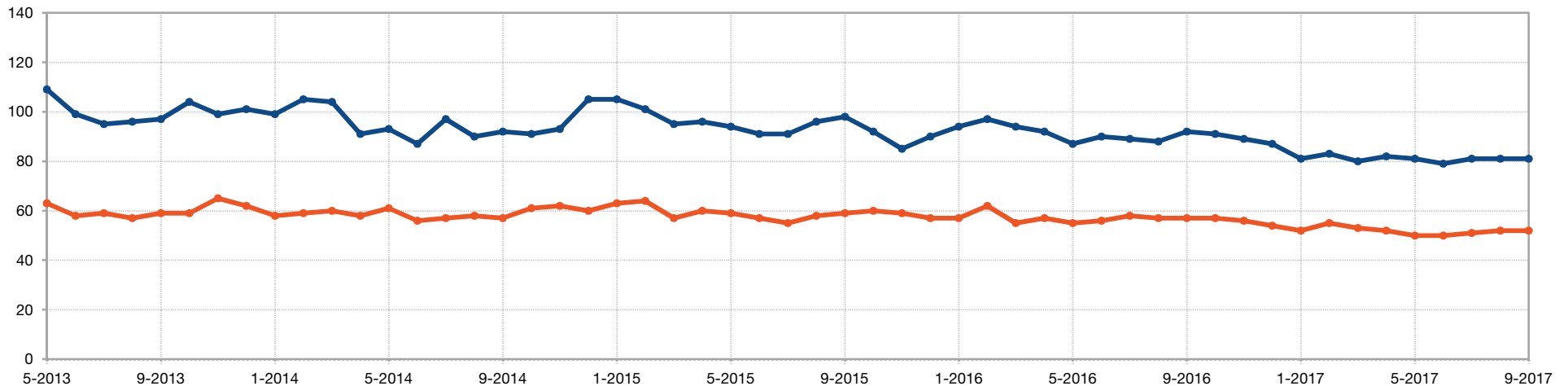
Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2016	57	-5.0%	91	-1.1%
Nov-2016	56	-5.1%	89	+4.7%
Dec-2016	54	-5.3%	87	-3.3%
Jan-2017	52	-8.8%	81	-13.8%
Feb-2017	55	-11.3%	83	-14.4%
Mar-2017	53	-3.6%	80	-14.9%
Apr-2017	52	-8.8%	82	-10.9%
May-2017	50	-9.1%	81	-6.9%
Jun-2017	50	-10.7%	79	-12.2%
Jul-2017	51	-12.1%	81	-9.0%
Aug-2017	52	-8.8%	81	-8.0%
Sep-2017	52	-8.8%	81	-12.0%
12-Month Avg*	53	-9.6%	83	-10.8%

* Affordability Index for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

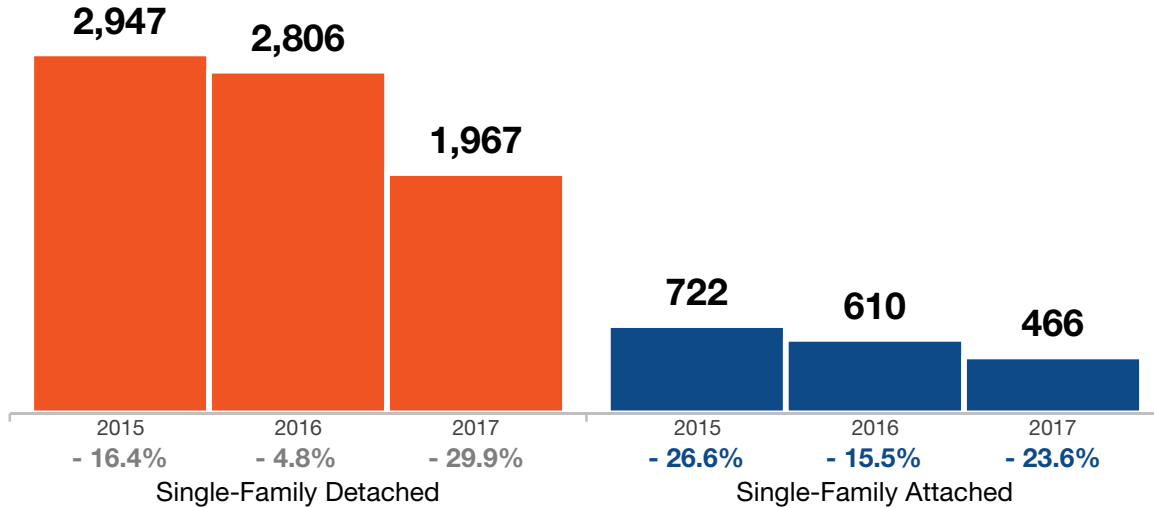


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

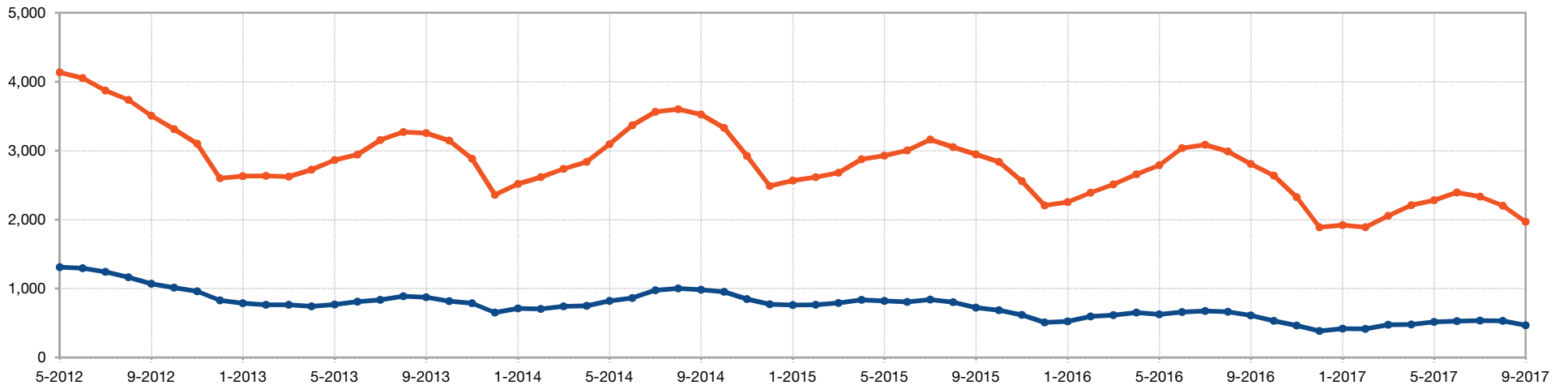


September



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2016	2,639	-7.0%	531	-22.6%
Nov-2016	2,325	-9.1%	463	-25.1%
Dec-2016	1,891	-14.2%	383	-24.6%
Jan-2017	1,920	-14.8%	418	-20.2%
Feb-2017	1,891	-20.8%	415	-30.4%
Mar-2017	2,053	-18.2%	475	-22.6%
Apr-2017	2,208	-16.9%	477	-27.0%
May-2017	2,281	-18.2%	515	-17.7%
Jun-2017	2,395	-21.1%	526	-20.2%
Jul-2017	2,333	-24.4%	534	-21.0%
Aug-2017	2,203	-26.3%	533	-19.6%
Sep-2017	1,967	-29.9%	466	-23.6%
12-Month Avg	2,676	-18.7%	619	-22.8%

Historical Inventory of Homes for Sale by Month

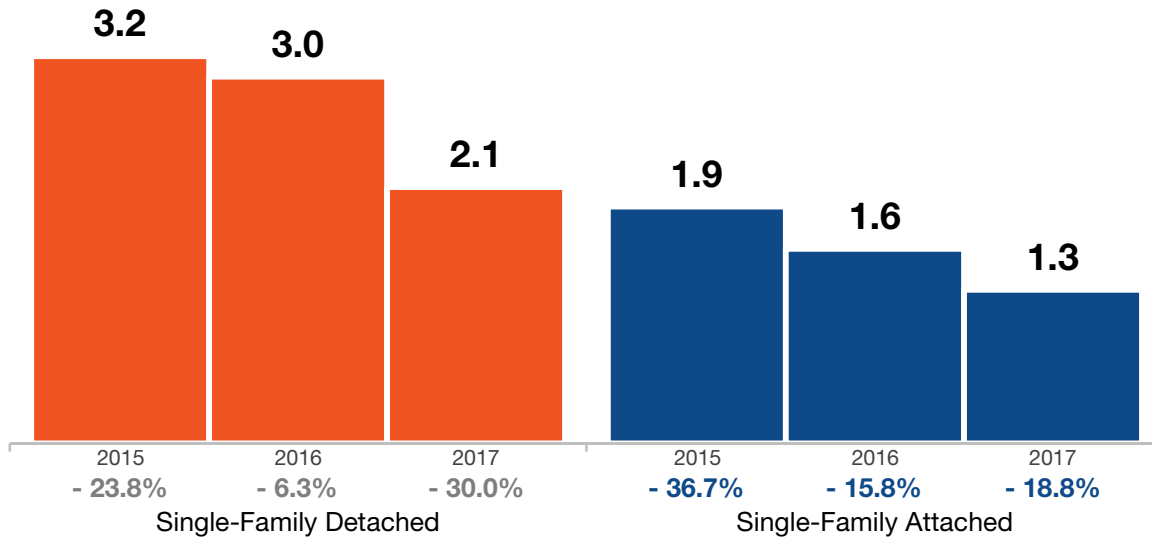


Months Supply of Inventory



The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

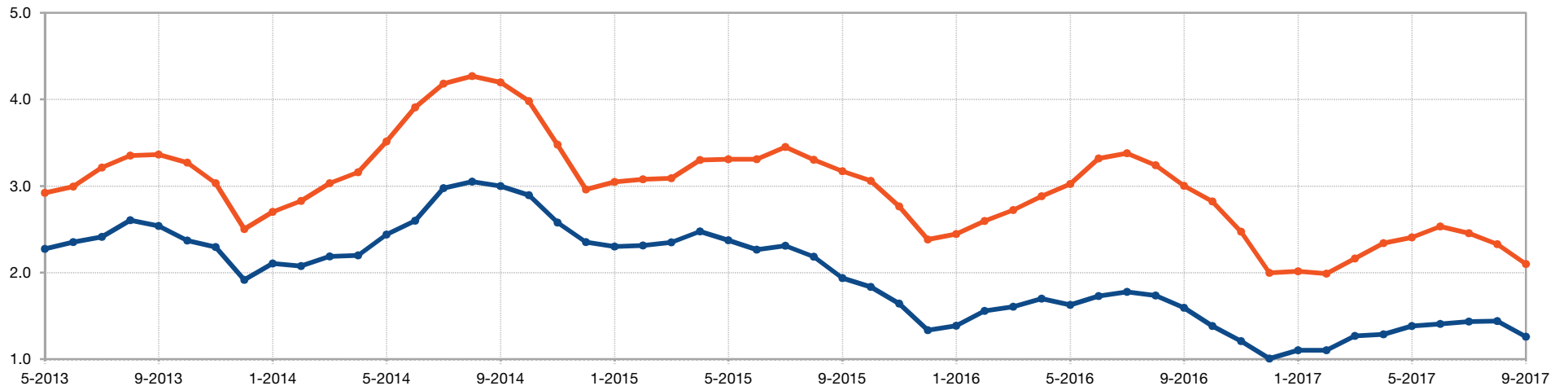
September



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2016	2.8	-9.7%	1.4	-22.2%
Nov-2016	2.5	-10.7%	1.2	-25.0%
Dec-2016	2.0	-16.7%	1.0	-23.1%
Jan-2017	2.0	-16.7%	1.1	-21.4%
Feb-2017	2.0	-23.1%	1.1	-31.3%
Mar-2017	2.2	-18.5%	1.3	-18.8%
Apr-2017	2.3	-20.7%	1.3	-23.5%
May-2017	2.4	-20.0%	1.4	-12.5%
Jun-2017	2.5	-24.2%	1.4	-17.6%
Jul-2017	2.5	-26.5%	1.4	-22.2%
Aug-2017	2.3	-28.1%	1.4	-17.6%
Sep-2017	2.1	-30.0%	1.3	-18.8%
12-Month Avg*	2.9	-20.7%	1.6	-21.7%

* Months Supply for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

North San Diego County
Association of REALTORS®



HOMEDEX

Key Metrics	Historical Sparkbars			9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	09-2015	09-2016	09-2017						
New Listings		1,760	1,476	- 16.1%	18,097	16,590	- 8.3%		
Pending Sales		1,397	1,289	- 7.7%	12,766	12,522	- 1.9%		
Closed Sales		1,377	1,203	- 12.6%	12,102	11,966	- 1.1%		
Days on Market		34	30	- 11.8%	34	30	- 11.8%		
Median Sales Price		\$550,000	\$599,000	+ 8.9%	\$549,000	\$599,000	+ 9.1%		
Average Sales Price		\$682,064	\$745,602	+ 9.3%	\$685,144	\$748,312	+ 9.2%		
Pct. of Orig. Price Received		96.9%	97.4%	+ 0.5%	97.2%	97.8%	+ 0.6%		
Housing Affordability Index		66	59	- 10.6%	66	59	- 10.6%		
Inventory of Homes for Sale		3,416	2,433	- 28.8%	--	--	--		
Months Supply of Inventory		2.6	1.9	- 26.9%	--	--	--		