

# 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			7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	07-2017	07-2018	07-2019						
New Listings		1,568	<b>1,498</b>	- 4.5%	10,648	<b>10,474</b>	- 1.6%		
Pending Sales		1,009	<b>1,114</b>	+ 10.4%	6,761	<b>6,825</b>	+ 0.9%		
Closed Sales		1,034	<b>1,020</b>	- 1.4%	6,384	<b>6,135</b>	- 3.9%		
Days on Market		33	<b>32</b>	- 3.0%	31	<b>37</b>	+ 19.4%		
Median Sales Price		\$749,000	<b>\$720,000</b>	- 3.9%	\$711,000	<b>\$710,000</b>	- 0.1%		
Average Sales Price		\$908,333	<b>\$919,910</b>	+ 1.3%	\$899,193	<b>\$905,804</b>	+ 0.7%		
Pct. of Orig. Price Received		97.4%	<b>97.6%</b>	+ 0.2%	97.7%	<b>97.1%</b>	- 0.6%		
Housing Affordability Index		44	<b>49</b>	+ 11.4%	47	<b>49</b>	+ 4.3%		
Inventory of Homes for Sale		2,976	<b>2,667</b>	- 10.4%	--	--	--		
Months Supply of Inventory		3.2	<b>3.0</b>	- 6.3%	--	--	--		

# 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.**

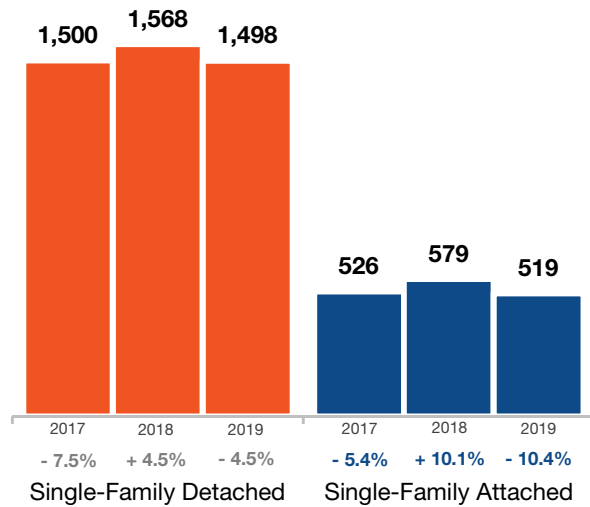
Key Metrics	Historical Sparkbars			7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	07-2017	07-2018	07-2019						
<b>New Listings</b>				579	<b>519</b>	- 10.4%	3,748	<b>3,785</b>	+ 1.0%
<b>Pending Sales</b>				388	<b>434</b>	+ 11.9%	2,594	<b>2,573</b>	- 0.8%
<b>Closed Sales</b>				390	<b>401</b>	+ 2.8%	2,465	<b>2,332</b>	- 5.4%
<b>Days on Market</b>				24	<b>30</b>	+ 25.0%	23	<b>33</b>	+ 43.5%
<b>Median Sales Price</b>				\$478,000	<b>\$470,000</b>	- 1.7%	\$456,000	<b>\$459,250</b>	+ 0.7%
<b>Average Sales Price</b>				\$545,825	<b>\$527,572</b>	- 3.3%	\$521,451	<b>\$521,381</b>	- 0.0%
<b>Pct. of Orig. Price Received</b>				98.6%	<b>97.7%</b>	- 0.9%	98.6%	<b>97.5%</b>	- 1.1%
<b>Housing Affordability Index</b>				70	<b>75</b>	+ 7.1%	73	<b>76</b>	+ 4.1%
<b>Inventory of Homes for Sale</b>				810	<b>780</b>	- 3.7%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>				2.3	<b>2.3</b>	0.0%	--	<b>--</b>	--

# New Listings

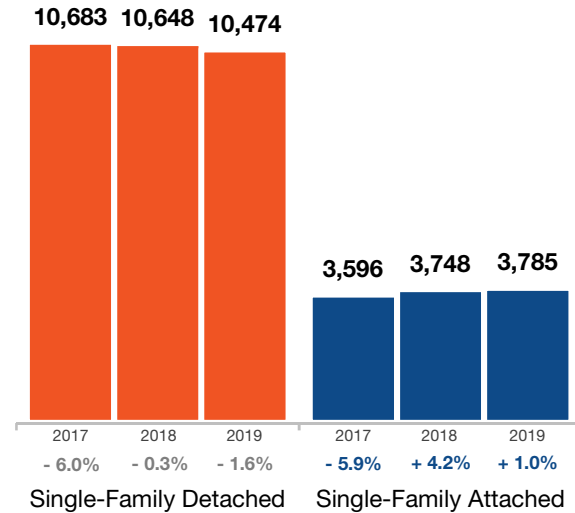
A count of the properties that have been newly listed on the market in a given month.



## July

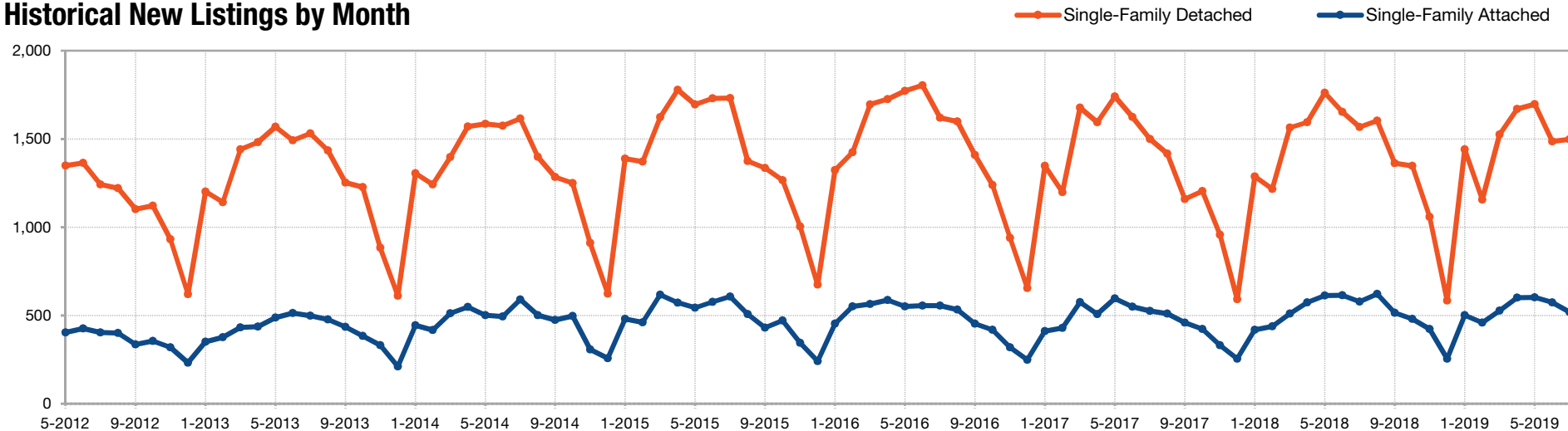


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2018	1,604	+13.2%	622	+21.7%
Sep-2018	1,363	+17.5%	515	+12.0%
Oct-2018	1,347	+11.8%	480	+13.2%
Nov-2018	1,058	+10.4%	424	+27.7%
Dec-2018	585	-1.2%	254	-0.4%
Jan-2019	1,441	+11.9%	502	+19.8%
Feb-2019	1,156	-5.0%	459	+4.8%
Mar-2019	1,525	-2.6%	527	+3.3%
Apr-2019	1,670	+4.8%	601	+4.7%
May-2019	1,697	-3.7%	603	-1.6%
Jun-2019	1,487	-10.1%	574	-6.7%
<b>Jul-2019</b>	<b>1,498</b>	<b>-4.5%</b>	<b>519</b>	<b>-10.4%</b>
12-Month Avg	1,369	+2.8%	507	+6.1%

## Historical New Listings by Month

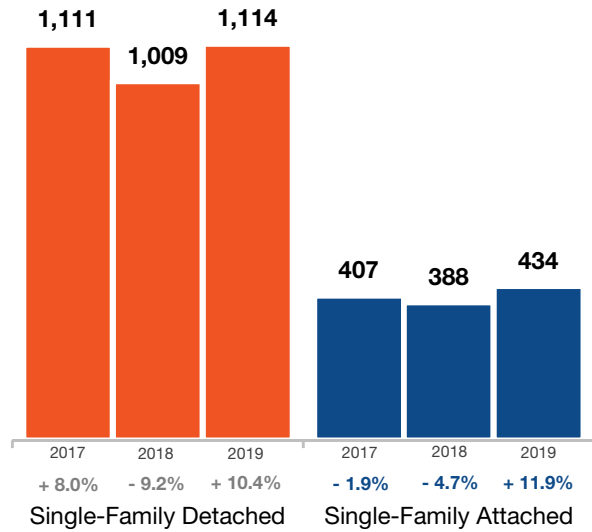


# Pending Sales

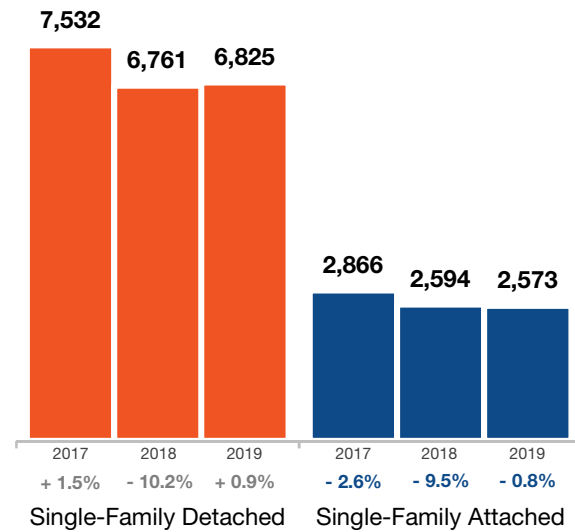
A count of the properties on which offers have been accepted in a given month.



## July

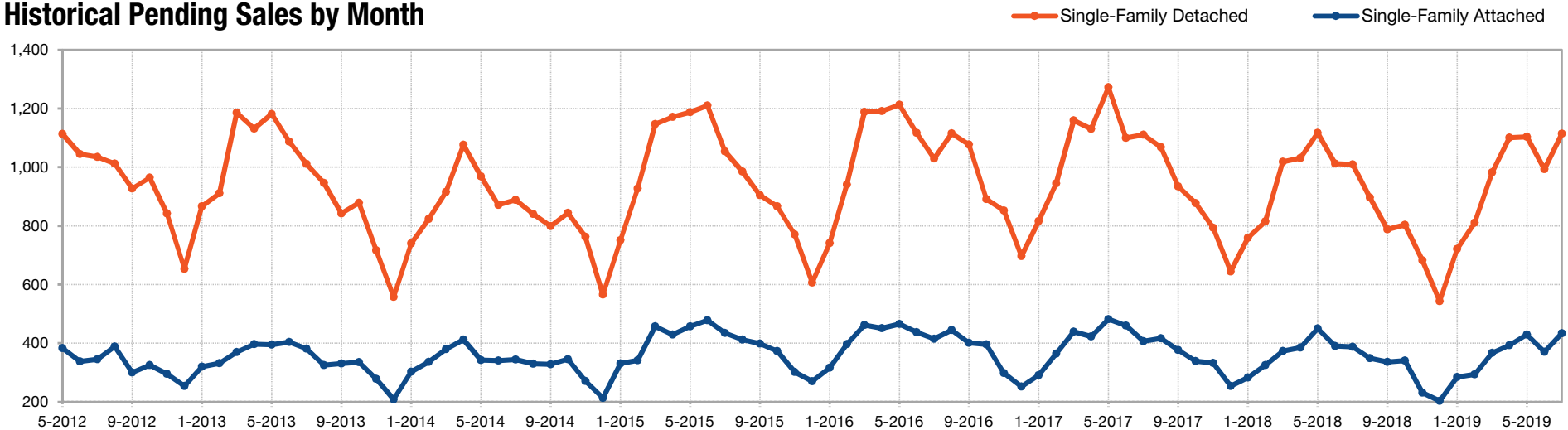


## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2018	896	-16.1%	349	-16.3%
Sep-2018	788	-15.6%	336	-10.9%
Oct-2018	803	-8.4%	341	+0.6%
Nov-2018	682	-14.0%	231	-30.6%
Dec-2018	543	-15.7%	203	-20.1%
Jan-2019	721	-5.0%	285	+0.7%
Feb-2019	811	-0.5%	294	-9.5%
Mar-2019	982	-3.5%	367	-1.6%
Apr-2019	1,101	+6.8%	393	+2.1%
May-2019	1,103	-1.3%	429	-4.7%
Jun-2019	993	-1.9%	371	-4.9%
<b>Jul-2019</b>	<b>1,114</b>	<b>+10.4%</b>	<b>434</b>	<b>+11.9%</b>
12-Month Avg	923	-4.9%	360	-6.5%

## Historical Pending Sales by Month

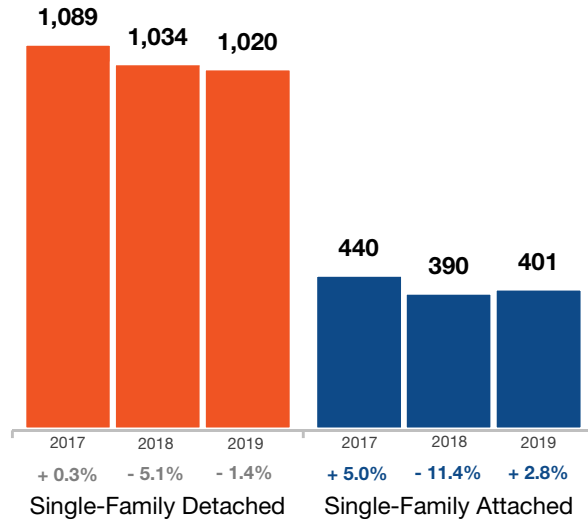


# Closed Sales

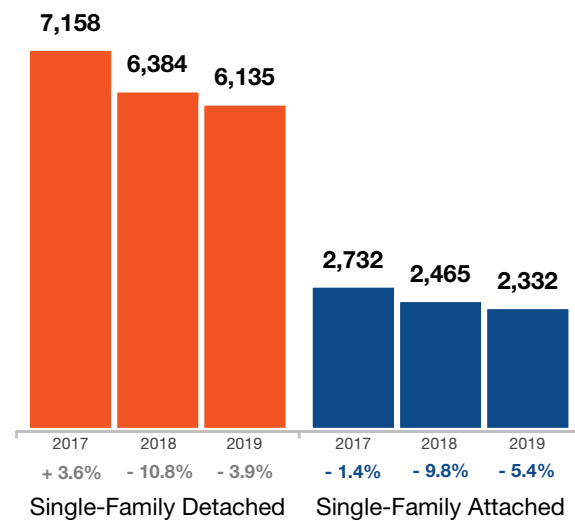
A count of the actual sales that closed in a given month.



## July

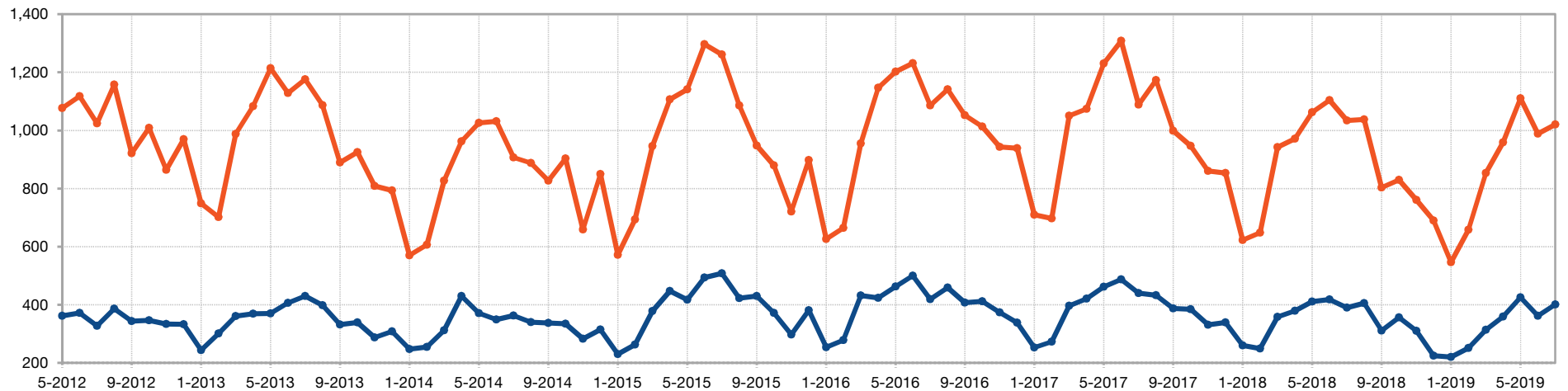


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2018	1,038	-11.5%	405	-6.5%
Sep-2018	803	-19.6%	311	-19.6%
Oct-2018	830	-12.4%	356	-7.5%
Nov-2018	761	-11.6%	310	-6.3%
Dec-2018	690	-19.1%	225	-33.6%
Jan-2019	546	-12.4%	220	-15.4%
Feb-2019	658	+1.5%	251	+0.8%
Mar-2019	853	-9.4%	314	-12.3%
Apr-2019	959	-1.2%	359	-5.3%
May-2019	1,110	+4.5%	425	+3.4%
Jun-2019	989	-10.4%	362	-13.4%
<b>Jul-2019</b>	<b>1,020</b>	<b>-1.4%</b>	<b>401</b>	<b>+2.8%</b>
12-Month Avg	935	-8.6%	362	-9.2%

## Historical Closed Sales by Month



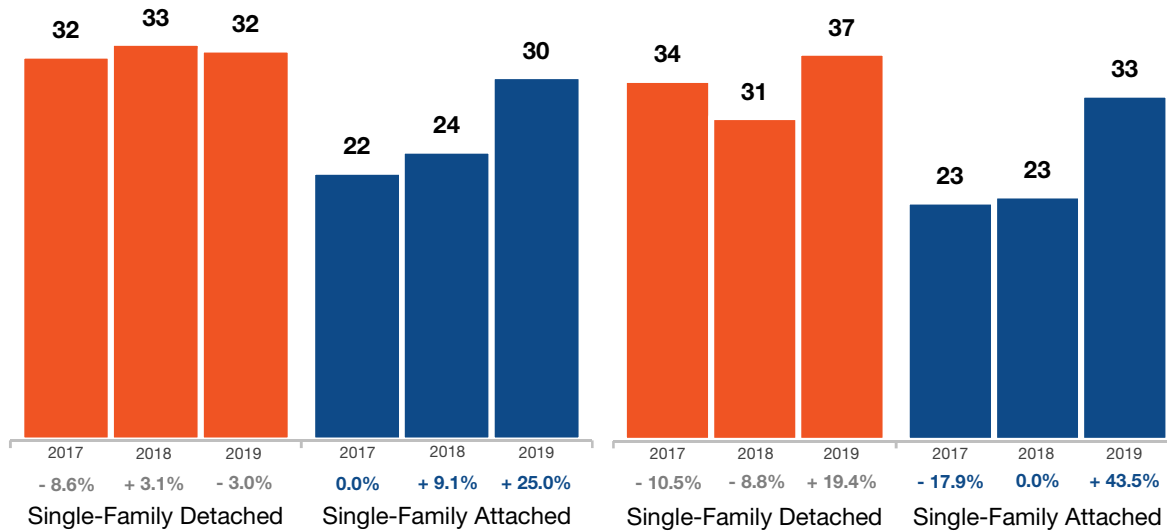
# Days on Market Until Sale

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



## July

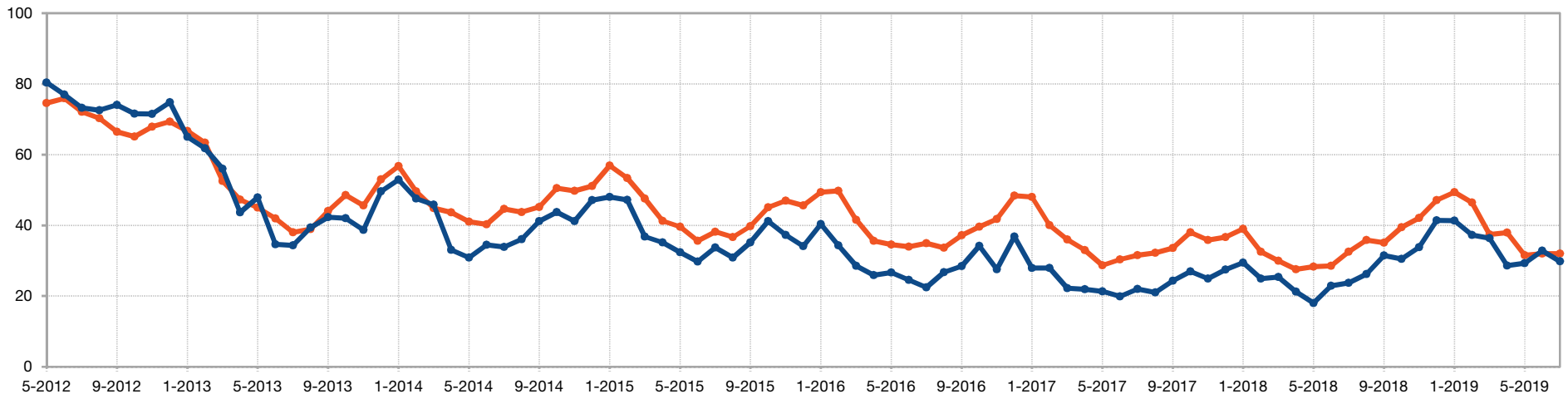
## Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2018	36	+12.5%	26	+23.8%
Sep-2018	35	+2.9%	32	+33.3%
Oct-2018	39	+2.6%	31	+14.8%
Nov-2018	42	+16.7%	34	+36.0%
Dec-2018	47	+27.0%	41	+51.9%
Jan-2019	49	+25.6%	41	+41.4%
Feb-2019	46	+39.4%	37	+48.0%
Mar-2019	37	+23.3%	36	+44.0%
Apr-2019	38	+35.7%	29	+38.1%
May-2019	32	+14.3%	29	+61.1%
Jun-2019	32	+10.3%	33	+43.5%
<b>Jul-2019</b>	<b>32</b>	<b>-3.0%</b>	<b>30</b>	<b>+25.0%</b>
12-Month Avg*	33	+16.2%	24	+35.5%

\* Days on Market for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

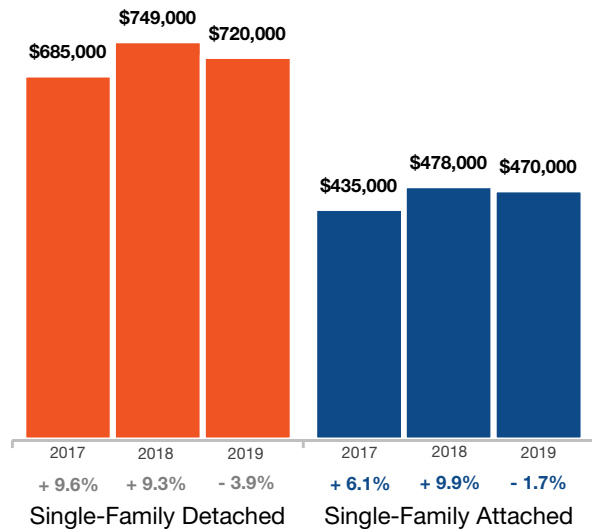


# Median Sales Price

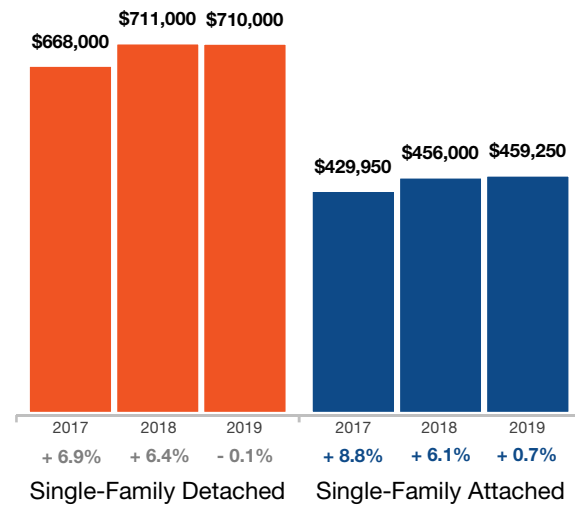
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



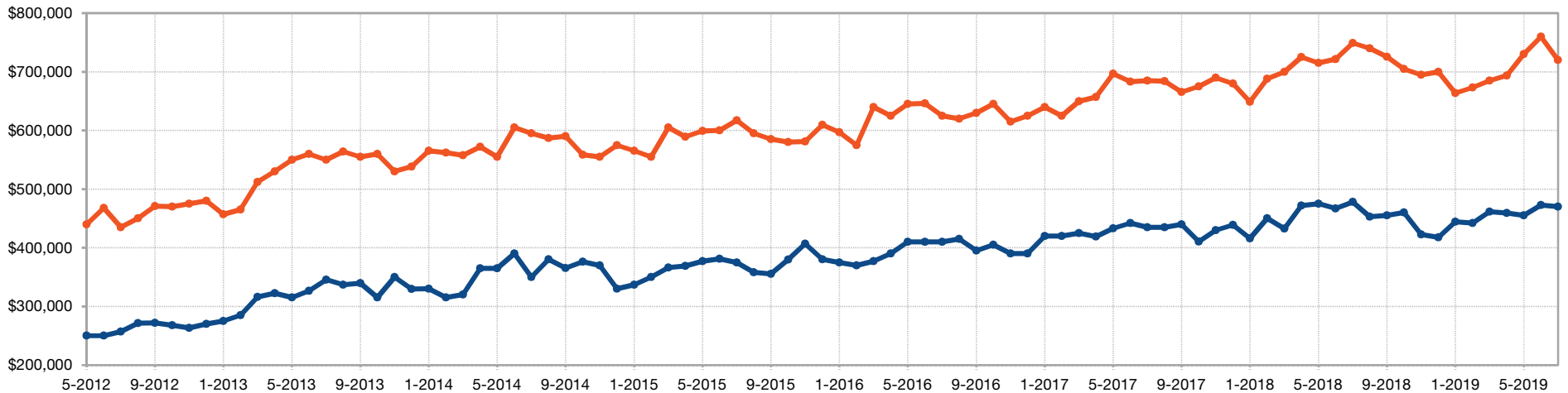
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2018	\$740,000	+8.2%	\$452,750	+4.1%
Sep-2018	\$725,750	+9.1%	\$455,000	+3.4%
Oct-2018	\$705,000	+4.4%	\$460,000	+12.1%
Nov-2018	\$695,000	+0.7%	\$422,850	-1.7%
Dec-2018	\$700,000	+2.9%	\$417,500	-4.9%
Jan-2019	\$663,500	+2.2%	\$444,500	+6.9%
Feb-2019	\$673,000	-2.2%	\$442,000	-1.8%
Mar-2019	\$685,000	-2.1%	\$461,250	+6.7%
Apr-2019	\$693,300	-4.4%	\$459,000	-2.8%
May-2019	\$730,000	+2.1%	\$455,000	-4.2%
Jun-2019	\$760,000	+5.3%	\$472,750	+1.2%
<b>Jul-2019</b>	<b>\$720,000</b>	<b>-3.9%</b>	<b>\$470,000</b>	<b>-1.7%</b>
12-Month Avg*	\$699,000	+2.3%	\$445,000	+2.2%

\* Median Sales Price for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

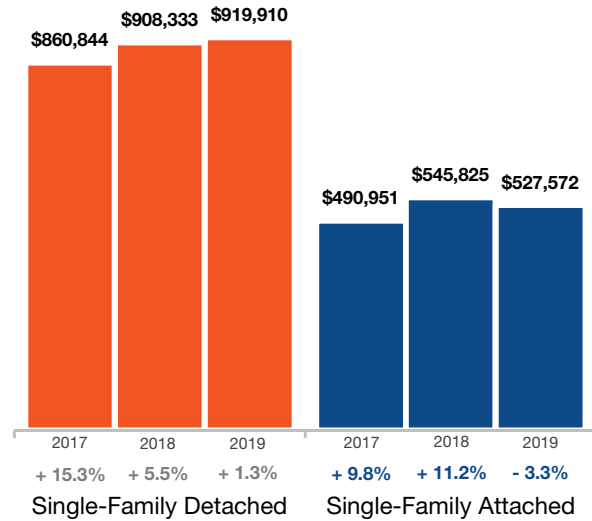


# Average Sales Price

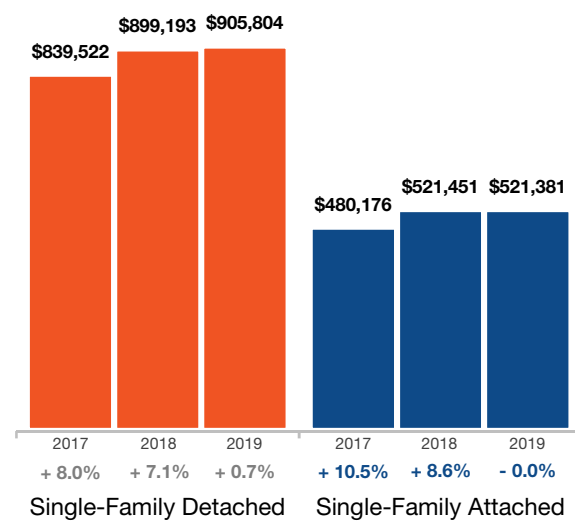
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



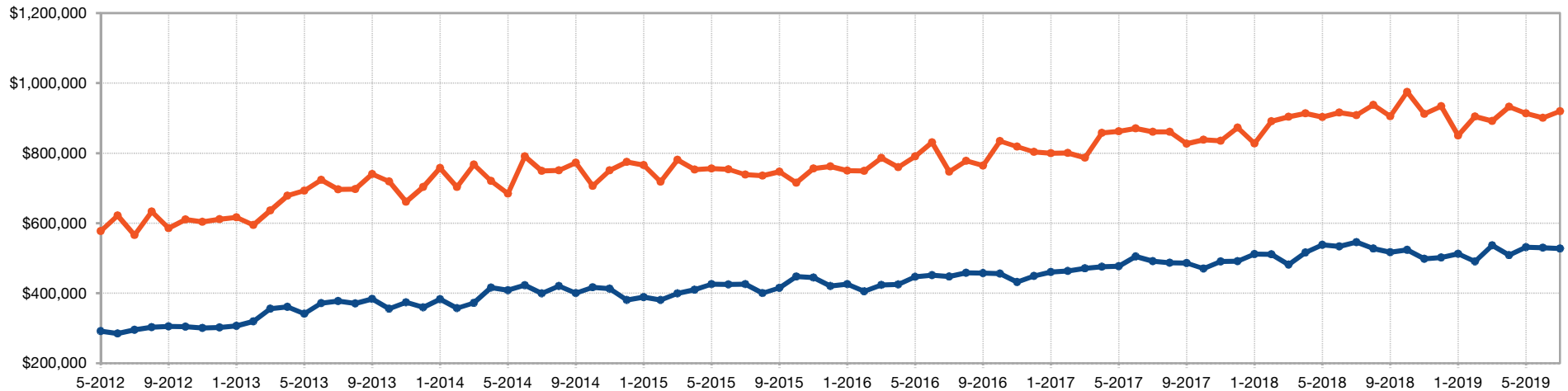
## Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2018	\$937,478	+8.9%	\$527,531	+8.4%
Sep-2018	\$905,143	+9.5%	\$517,126	+6.5%
Oct-2018	\$974,957	+16.4%	\$523,805	+11.4%
Nov-2018	\$912,193	+9.3%	\$498,222	+1.6%
Dec-2018	\$933,943	+7.0%	\$501,487	+2.1%
Jan-2019	\$850,144	+2.7%	\$512,405	+0.1%
Feb-2019	\$904,248	+1.5%	\$490,360	-4.0%
Mar-2019	\$891,548	-1.4%	\$536,284	+11.3%
Apr-2019	\$932,618	+2.1%	\$508,430	-1.5%
May-2019	\$913,558	+1.2%	\$531,546	-1.2%
Jun-2019	\$900,609	-1.6%	\$529,469	-0.8%
<b>Jul-2019</b>	<b>\$919,910</b>	<b>+1.3%</b>	<b>\$527,572</b>	<b>-3.3%</b>
12-Month Avg*	\$914,696	+4.6%	\$517,020	+2.7%

\* Avg. Sales Price for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





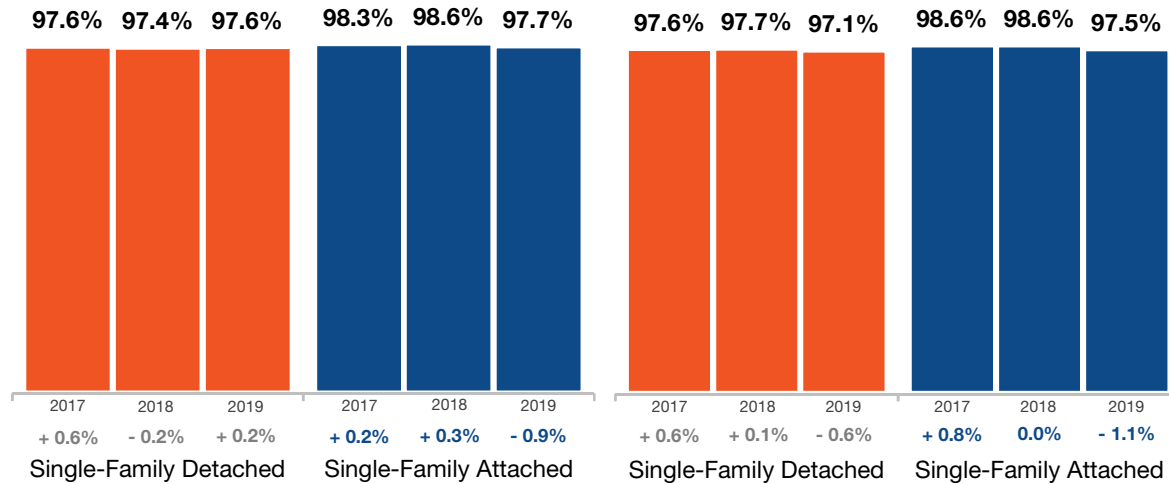
# Percent of Original List Price Received



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.

## July

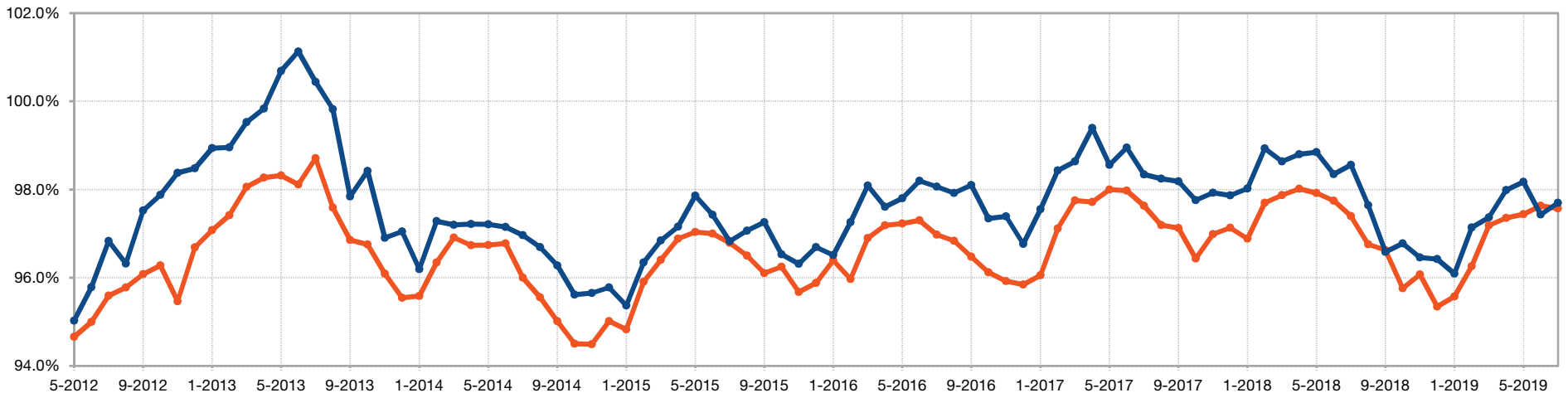
## Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2018	96.8%	-0.4%	97.6%	-0.6%
Sep-2018	96.6%	-0.5%	96.6%	-1.6%
Oct-2018	95.8%	-0.6%	96.8%	-1.0%
Nov-2018	96.1%	-0.9%	96.5%	-1.4%
Dec-2018	95.3%	-1.9%	96.4%	-1.5%
Jan-2019	95.6%	-1.3%	96.1%	-1.9%
Feb-2019	96.3%	-1.4%	97.1%	-1.8%
Mar-2019	97.2%	-0.7%	97.4%	-1.2%
Apr-2019	97.4%	-0.6%	98.0%	-0.8%
May-2019	97.4%	-0.5%	98.2%	-0.6%
Jun-2019	97.6%	-0.1%	97.4%	-0.9%
<b>Jul-2019</b>	<b>97.6%</b>	<b>+0.2%</b>	<b>97.7%</b>	<b>-0.9%</b>
12-Month Avg*	96.6%	-0.6%	97.1%	-1.1%

\* Pct. of Orig. Price Received for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



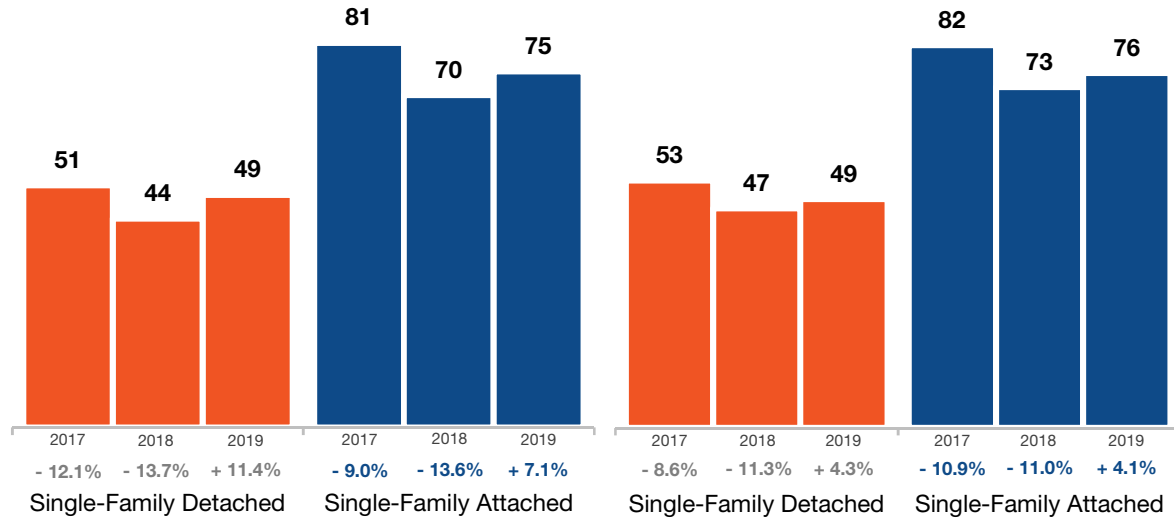
# Housing Affordability Index



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.

## July

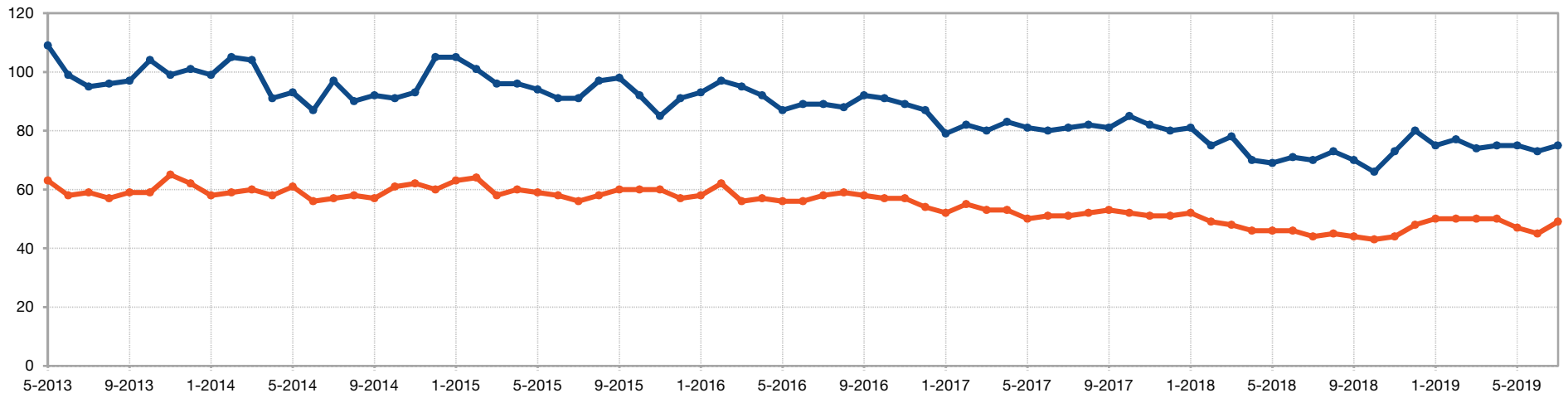
## Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2018	45	-13.5%	73	-11.0%
Sep-2018	44	-17.0%	70	-13.6%
Oct-2018	43	-17.3%	66	-22.4%
Nov-2018	44	-13.7%	73	-11.0%
Dec-2018	48	-5.9%	80	0.0%
Jan-2019	50	-3.8%	75	-7.4%
Feb-2019	50	+2.0%	77	+2.7%
Mar-2019	50	+4.2%	74	-5.1%
Apr-2019	50	+8.7%	75	+7.1%
May-2019	47	+2.2%	75	+8.7%
Jun-2019	45	-2.2%	73	+2.8%
<b>Jul-2019</b>	<b>49</b>	<b>+11.4%</b>	<b>75</b>	<b>+7.1%</b>
12-Month Avg*	47	-0.3%	74	-2.6%

\* Affordability Index for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Housing Affordability Index by Month

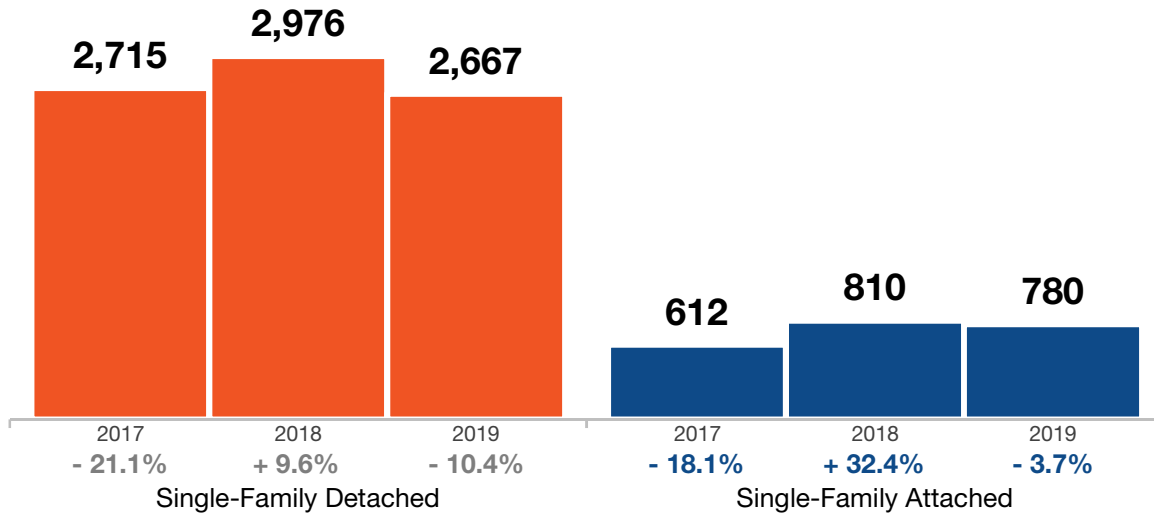


# Inventory of Homes for Sale

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

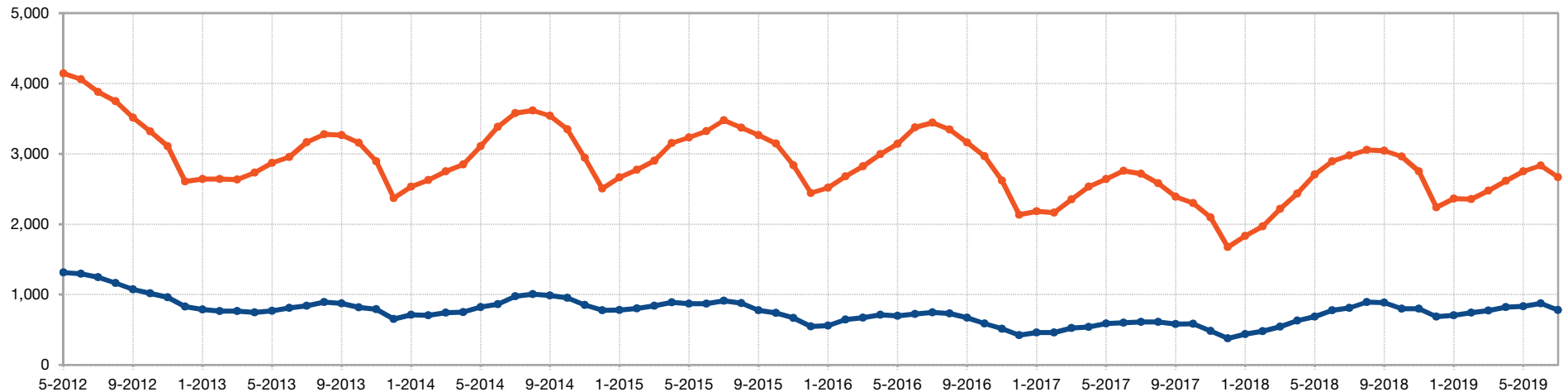


## July



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2018	3,054	+18.2%	894	+46.8%
Sep-2018	3,044	+27.4%	886	+52.8%
Oct-2018	2,962	+28.8%	798	+36.4%
Nov-2018	2,751	+31.2%	797	+65.7%
Dec-2018	2,240	+33.8%	685	+82.2%
Jan-2019	2,364	+29.0%	703	+60.9%
Feb-2019	2,355	+19.7%	743	+54.8%
Mar-2019	2,476	+11.7%	773	+42.9%
Apr-2019	2,616	+7.4%	822	+30.5%
May-2019	2,752	+1.7%	833	+21.4%
Jun-2019	2,833	-2.0%	872	+12.7%
<b>Jul-2019</b>	<b>2,667</b>	<b>-10.4%</b>	<b>780</b>	<b>-3.7%</b>
12-Month Avg	2,339	+14.4%	582	+37.2%

## Historical Inventory of Homes for Sale by Month

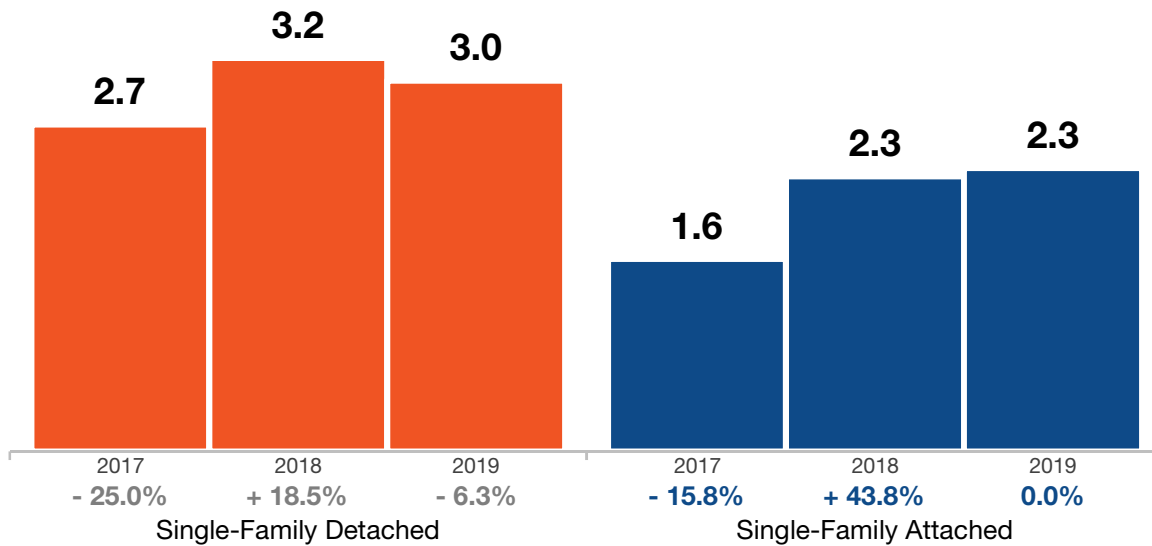


# Months Supply of Inventory



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.

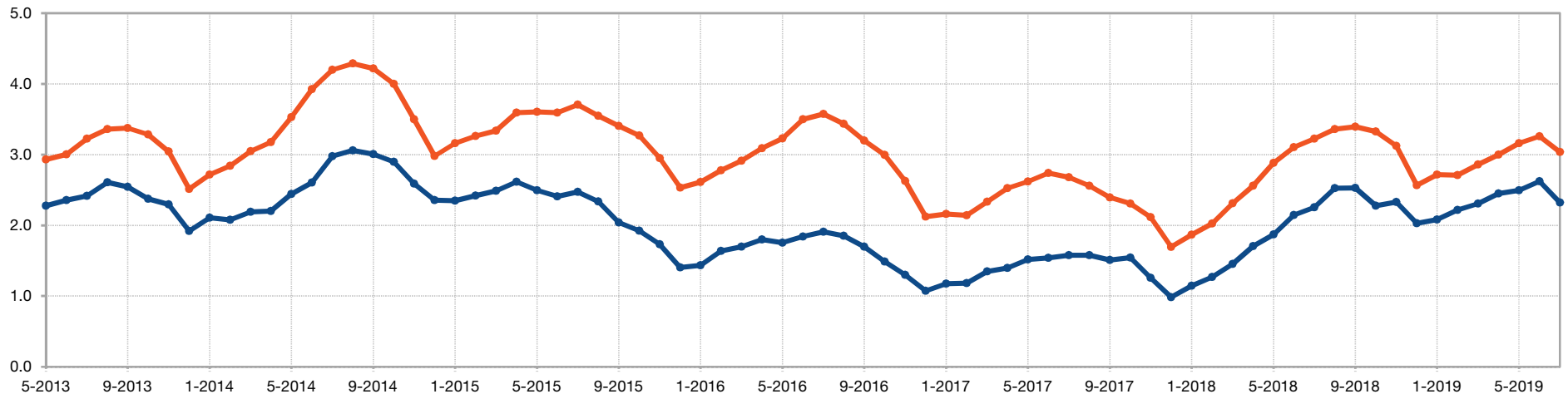
## July



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2018	3.4	+30.8%	2.5	+56.3%
Sep-2018	3.4	+41.7%	2.5	+66.7%
Oct-2018	3.3	+43.5%	2.3	+53.3%
Nov-2018	3.1	+47.6%	2.3	+76.9%
Dec-2018	2.6	+52.9%	2.0	+100.0%
Jan-2019	2.7	+42.1%	2.1	+90.9%
Feb-2019	2.7	+35.0%	2.2	+69.2%
Mar-2019	2.9	+26.1%	2.3	+53.3%
Apr-2019	3.0	+15.4%	2.4	+41.2%
May-2019	3.2	+10.3%	2.5	+31.6%
Jun-2019	3.3	+6.5%	2.6	+23.8%
<b>Jul-2019</b>	<b>3.0</b>	<b>-6.3%</b>	<b>2.3</b>	<b>0.0%</b>
12-Month Avg*	2.4	+25.7%	1.6	+50.6%

\* Months Supply for all properties from August 2018 through July 2019. 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			7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	07-2017	07-2018	07-2019						
<b>New Listings</b>		2,147	<b>2,017</b>	- 6.1%	14,396	<b>14,259</b>	- 1.0%		
<b>Pending Sales</b>		1,397	<b>1,548</b>	+ 10.8%	9,355	<b>9,398</b>	+ 0.5%		
<b>Closed Sales</b>		1,424	<b>1,421</b>	- 0.2%	8,849	<b>8,467</b>	- 4.3%		
<b>Days on Market</b>		30	<b>31</b>	+ 3.3%	29	<b>36</b>	+ 24.1%		
<b>Median Sales Price</b>		\$662,000	<b>\$640,000</b>	- 3.3%	\$635,000	<b>\$635,000</b>	0.0%		
<b>Average Sales Price</b>		\$808,911	<b>\$809,116</b>	+ 0.0%	\$793,933	<b>\$799,900</b>	+ 0.8%		
<b>Pct. of Orig. Price Received</b>		97.7%	<b>97.6%</b>	- 0.1%	97.9%	<b>97.3%</b>	- 0.6%		
<b>Housing Affordability Index</b>		50	<b>55</b>	+ 10.0%	52	<b>55</b>	+ 5.8%		
<b>Inventory of Homes for Sale</b>		3,786	<b>3,447</b>	- 9.0%	--	<b>--</b>	--		
<b>Months Supply of Inventory</b>		3.0	<b>2.8</b>	- 6.7%	--	<b>--</b>	--		