

# 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			8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	08-2017	08-2018	08-2019						
<b>New Listings</b>		1,604	<b>1,349</b>	- 15.9%	12,252	<b>11,865</b>	- 3.2%		
<b>Pending Sales</b>		896	<b>993</b>	+ 10.8%	7,657	<b>7,768</b>	+ 1.4%		
<b>Closed Sales</b>		1,038	<b>962</b>	- 7.3%	7,422	<b>7,158</b>	- 3.6%		
<b>Days on Market</b>		36	<b>37</b>	+ 2.8%	31	<b>37</b>	+ 19.4%		
<b>Median Sales Price</b>		\$740,000	<b>\$720,000</b>	- 2.7%	\$718,000	<b>\$710,000</b>	- 1.1%		
<b>Average Sales Price</b>		\$937,478	<b>\$930,043</b>	- 0.8%	\$904,550	<b>\$908,942</b>	+ 0.5%		
<b>Pct. of Orig. Price Received</b>		96.8%	<b>97.1%</b>	+ 0.3%	97.6%	<b>97.1%</b>	- 0.5%		
<b>Housing Affordability Index</b>		45	<b>51</b>	+ 13.3%	46	<b>52</b>	+ 13.0%		
<b>Inventory of Homes for Sale</b>		3,056	<b>2,576</b>	- 15.7%	--	--	--		
<b>Months Supply of Inventory</b>		3.4	<b>2.9</b>	- 14.7%	--	--	--		

# 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.**

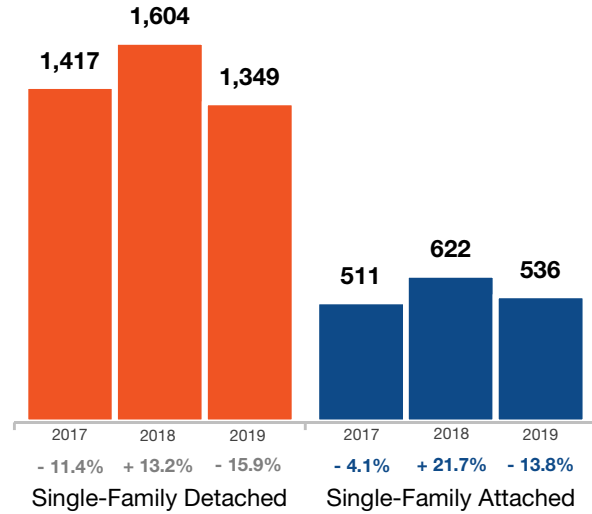
Key Metrics	Historical Sparkbars			8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	08-2017	08-2018	08-2019						
<b>New Listings</b>		622	<b>536</b>	- 13.8%	4,370	<b>4,336</b>	- 0.8%		
<b>Pending Sales</b>		349	<b>416</b>	+ 19.2%	2,943	<b>2,974</b>	+ 1.1%		
<b>Closed Sales</b>		405	<b>372</b>	- 8.1%	2,870	<b>2,733</b>	- 4.8%		
<b>Days on Market</b>		26	<b>33</b>	+ 26.9%	24	<b>33</b>	+ 37.5%		
<b>Median Sales Price</b>		\$452,750	<b>\$447,500</b>	- 1.2%	\$455,000	<b>\$456,111</b>	+ 0.2%		
<b>Average Sales Price</b>		\$527,531	<b>\$519,331</b>	- 1.6%	\$522,309	<b>\$520,008</b>	- 0.4%		
<b>Pct. of Orig. Price Received</b>		97.6%	<b>97.0%</b>	- 0.6%	98.5%	<b>97.5%</b>	- 1.0%		
<b>Housing Affordability Index</b>		73	<b>82</b>	+ 12.3%	73	<b>80</b>	+ 9.6%		
<b>Inventory of Homes for Sale</b>		894	<b>745</b>	- 16.7%	--	--	--		
<b>Months Supply of Inventory</b>		2.5	<b>2.2</b>	- 12.0%	--	--	--		

# New Listings

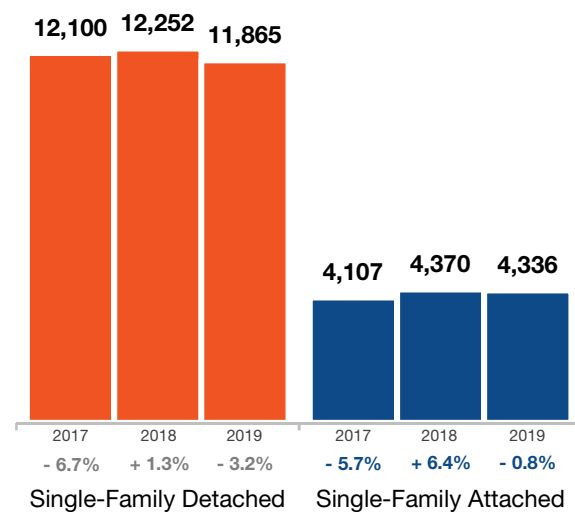
A count of the properties that have been newly listed on the market in a given month.



## August

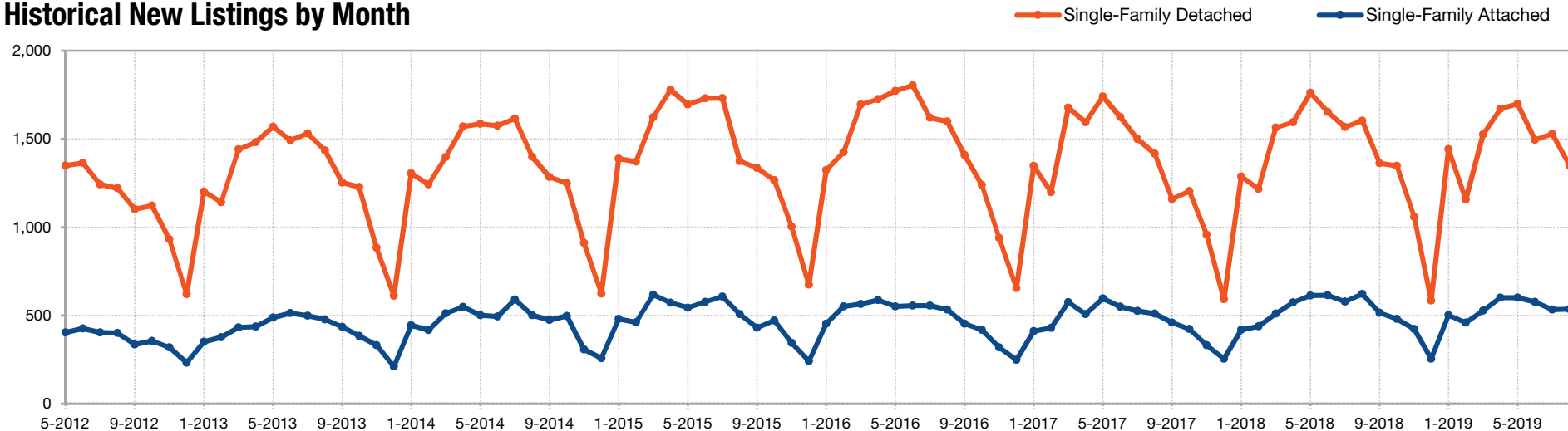


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Sep-2018	1,363	+17.5%	515	+12.0%
Oct-2018	1,347	+11.8%	480	+13.2%
Nov-2018	1,059	+10.5%	424	+27.7%
Dec-2018	584	-1.4%	254	-0.4%
Jan-2019	1,442	+12.0%	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	1,699	-3.6%	601	-2.0%
Jun-2019	1,495	-9.6%	577	-6.2%
Jul-2019	1,529	-2.5%	533	-7.9%
<b>Aug-2019</b>	<b>1,349</b>	<b>-15.9%</b>	<b>536</b>	<b>-13.8%</b>
12-Month Avg	1,352	+0.3%	501	+2.9%

## Historical New Listings by Month

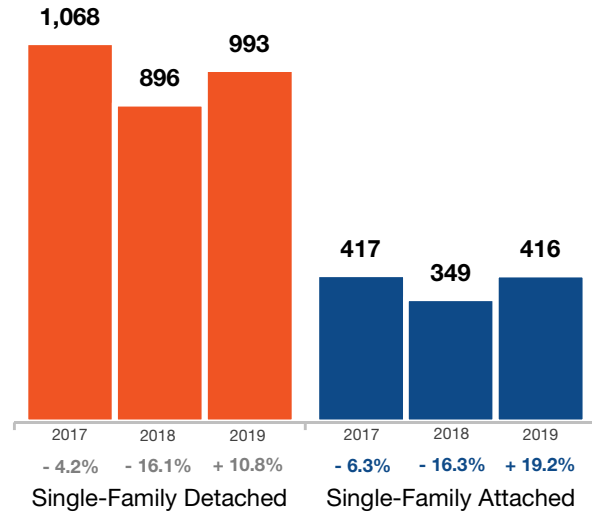


# Pending Sales

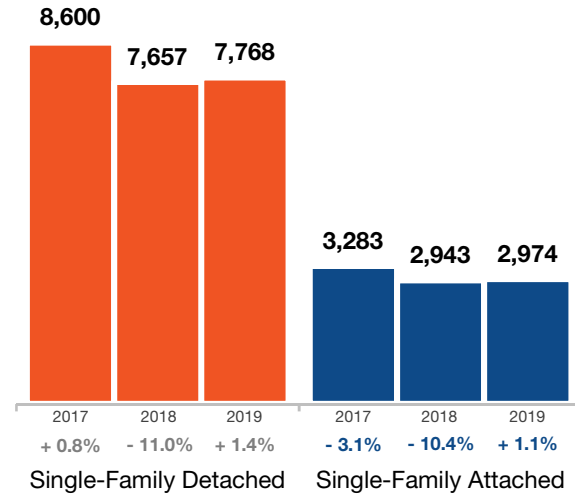
A count of the properties on which offers have been accepted in a given month.



## August

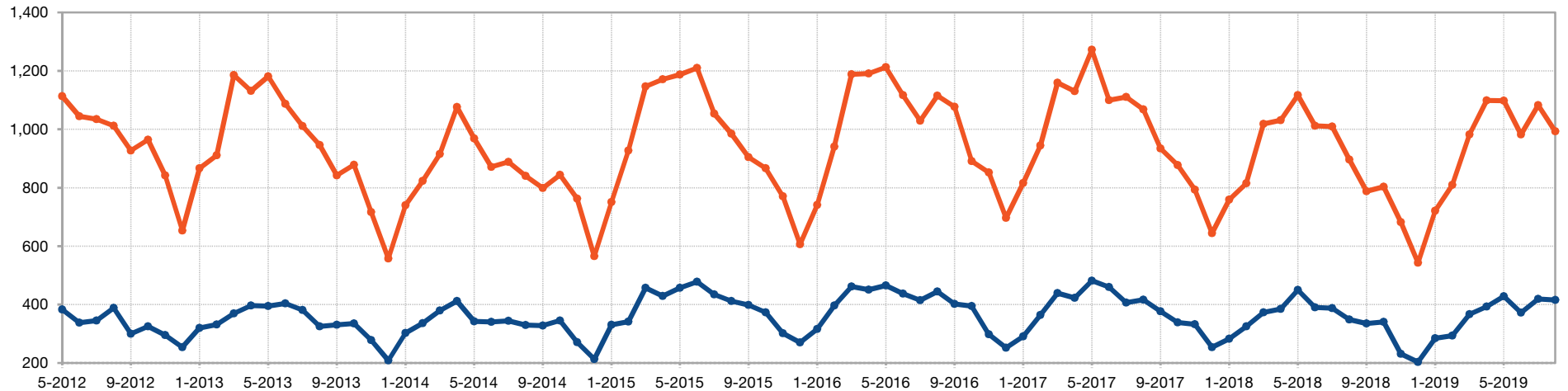


## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Sep-2018	788	-15.6%	335	-11.1%
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	810	-0.6%	294	-9.5%
Mar-2019	982	-3.5%	367	-1.6%
Apr-2019	1,099	+6.6%	393	+2.1%
May-2019	1,098	-1.7%	428	-4.9%
Jun-2019	982	-3.0%	372	-4.6%
Jul-2019	1,083	+7.3%	419	+8.0%
<b>Aug-2019</b>	<b>993</b>	<b>+10.8%</b>	<b>416</b>	<b>+19.2%</b>
12-Month Avg	909	-2.9%	354	-3.8%

## Historical Pending Sales by Month

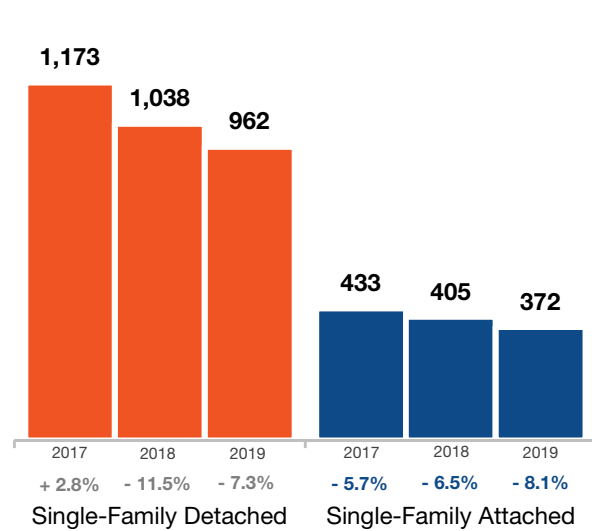


# Closed Sales

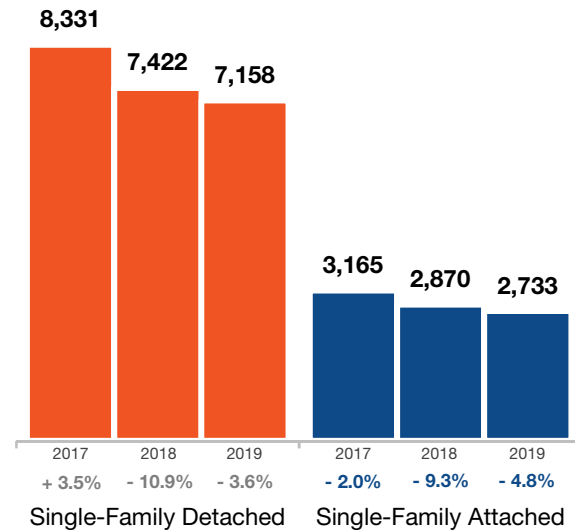
A count of the actual sales that closed in a given month.



## August

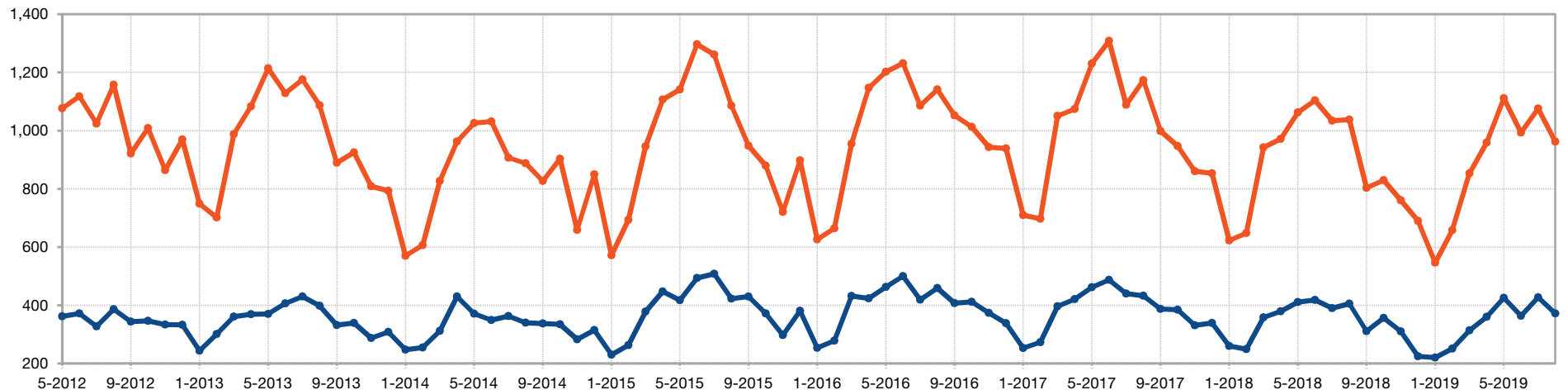


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	360	-5.0%
May-2019	1,111	+4.6%	425	+3.4%
Jun-2019	993	-10.1%	364	-12.9%
Jul-2019	1,076	+4.1%	427	+9.5%
<b>Aug-2019</b>	<b>962</b>	<b>-7.3%</b>	<b>372</b>	<b>-8.1%</b>
12-Month Avg	924	-7.6%	359	-8.7%

## Historical Closed Sales by Month



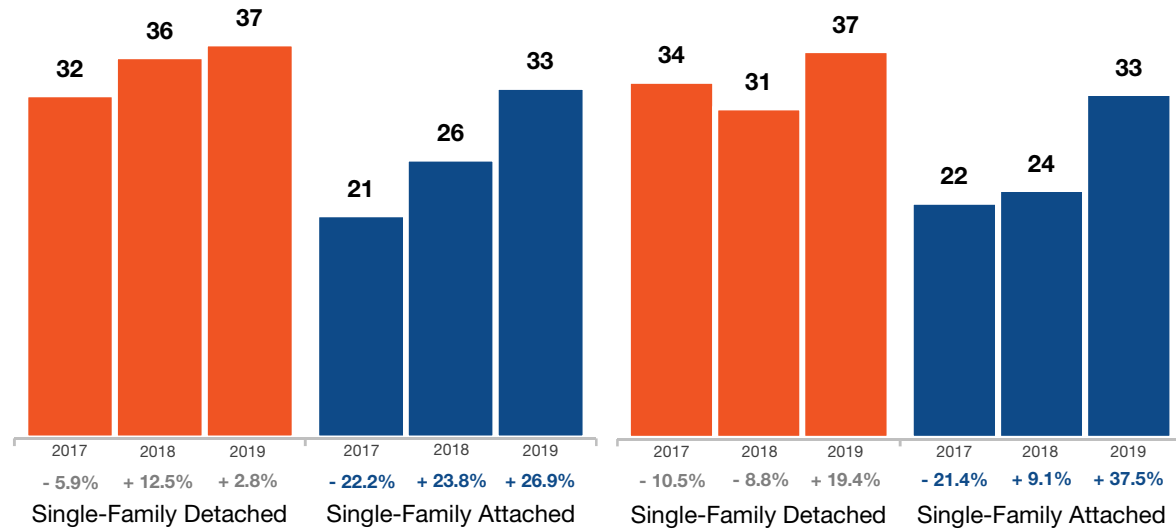
# Days on Market Until Sale

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



## August

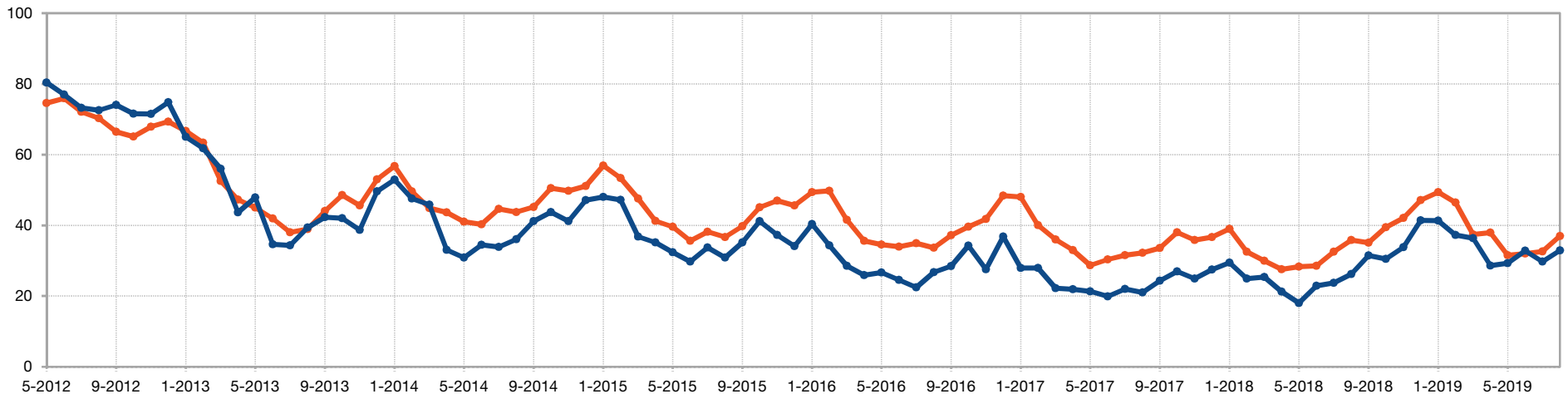
## Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
Jul-2019	33	0.0%	30	+25.0%
<b>Aug-2019</b>	<b>37</b>	<b>+2.8%</b>	<b>33</b>	<b>+26.9%</b>
12-Month Avg*	33	+15.5%	24	+35.4%

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

## Historical Days on Market Until Sale by Month

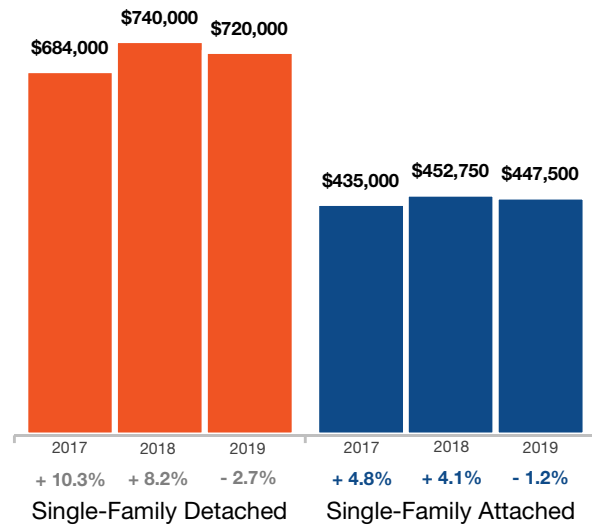


# Median Sales Price

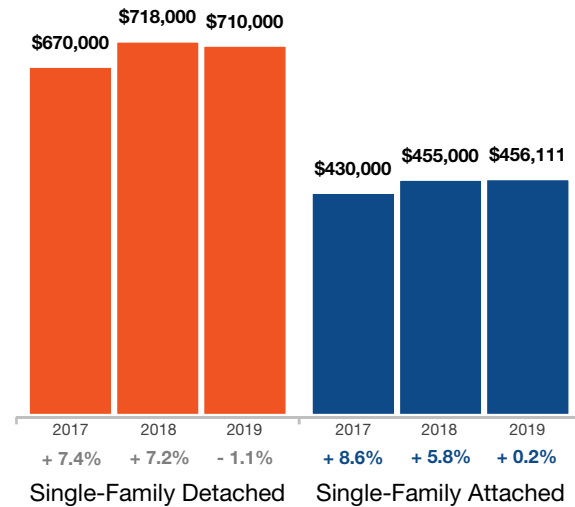
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



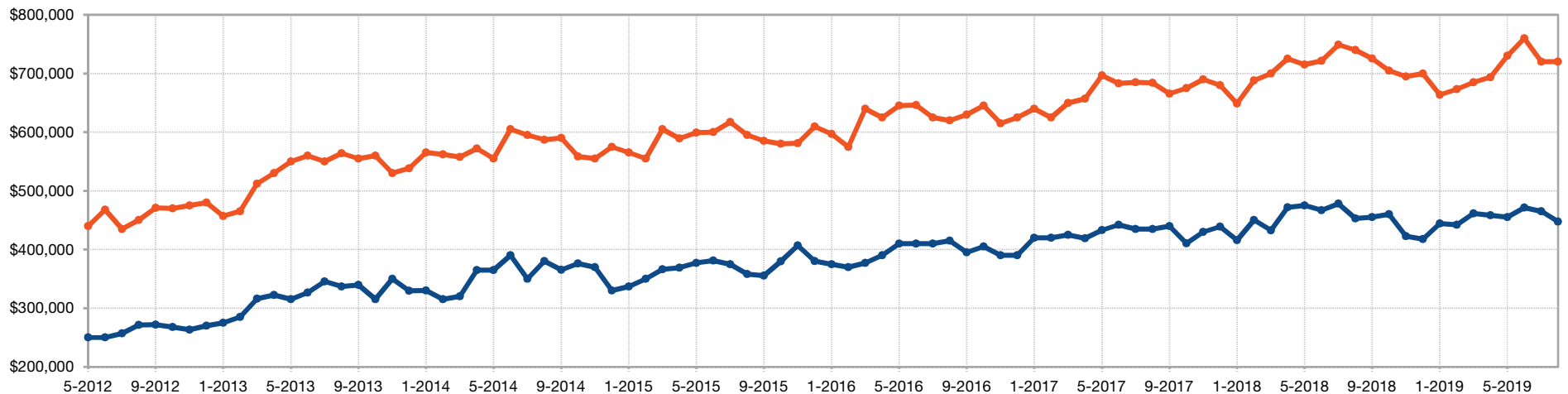
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	\$458,500	-2.9%
May-2019	\$730,000	+2.1%	\$455,000	-4.2%
Jun-2019	\$760,000	+5.3%	\$471,250	+0.9%
Jul-2019	\$720,000	-3.9%	\$464,990	-2.7%
<b>Aug-2019</b>	<b>\$720,000</b>	<b>-2.7%</b>	<b>\$447,500</b>	<b>-1.2%</b>
12-Month Avg*	\$700,000	+1.4%	\$447,500	+1.0%

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

## Historical Median Sales Price by Month

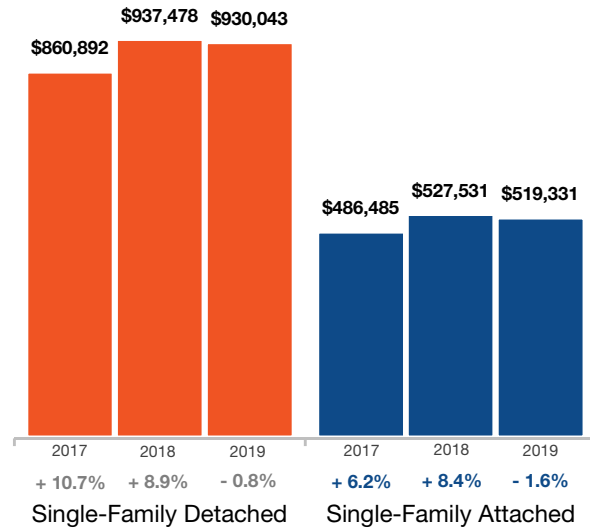


# Average Sales Price

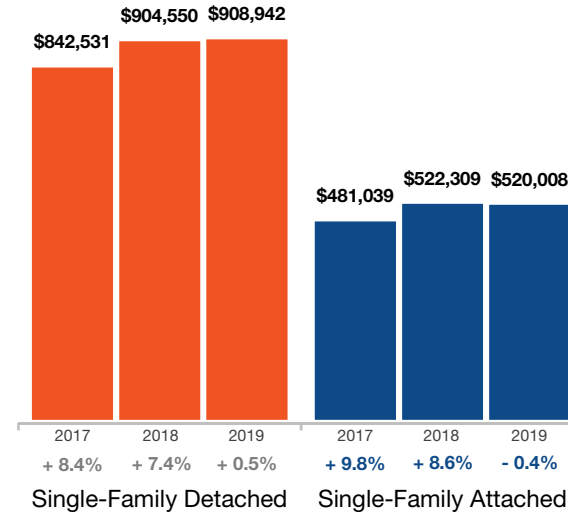
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



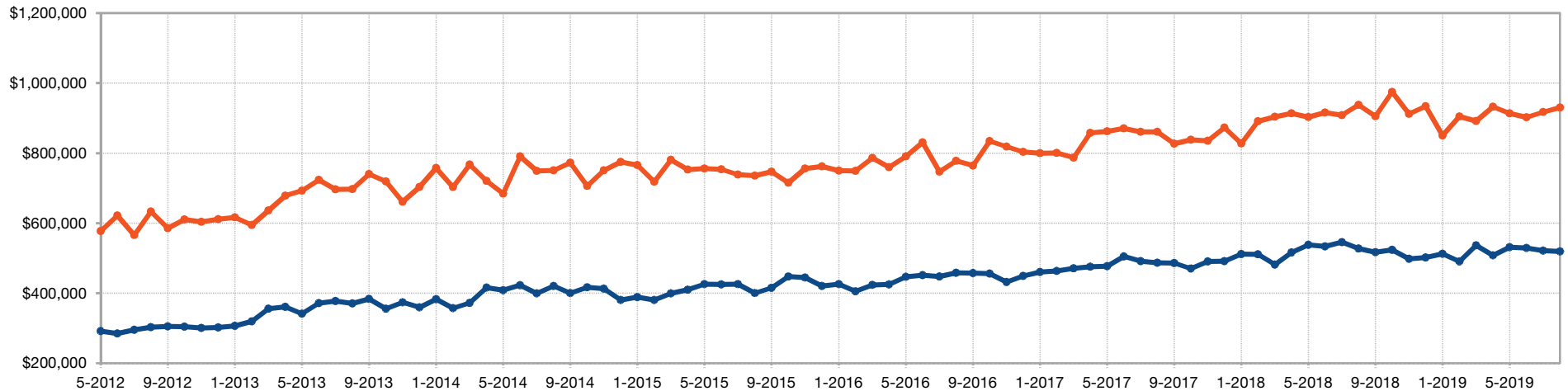
## Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	\$508,059	-1.6%
May-2019	\$913,308	+1.1%	\$531,546	-1.2%
Jun-2019	\$901,901	-1.5%	\$528,763	-0.9%
Jul-2019	\$917,446	+1.0%	\$521,103	-4.5%
<b>Aug-2019</b>	<b>\$930,043</b>	<b>-0.8%</b>	<b>\$519,331</b>	<b>-1.6%</b>
12-Month Avg*	\$913,958	+3.6%	\$515,708	+1.5%

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

## Historical Average Sales Price by Month





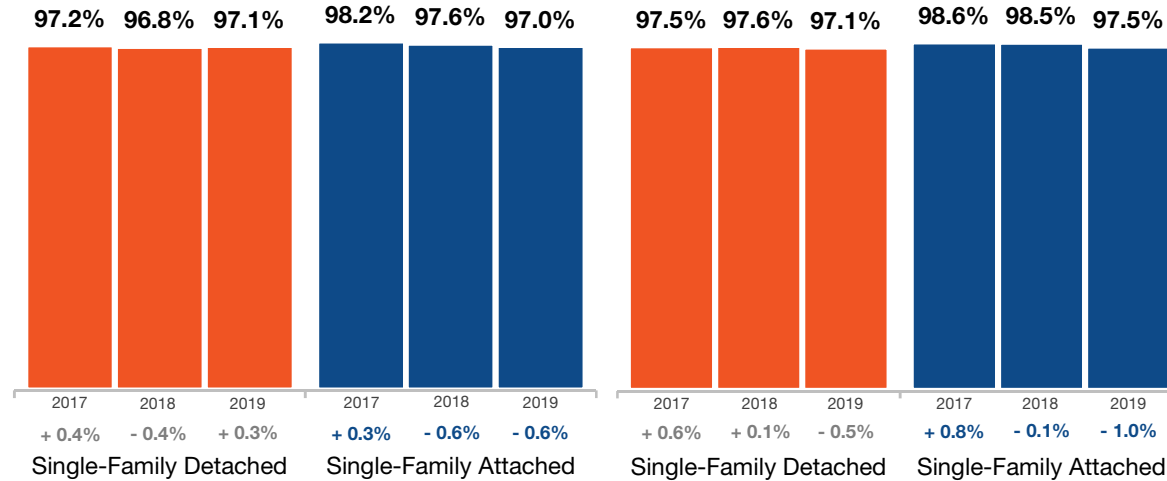
# Percent of Original List Price Received



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.

## August

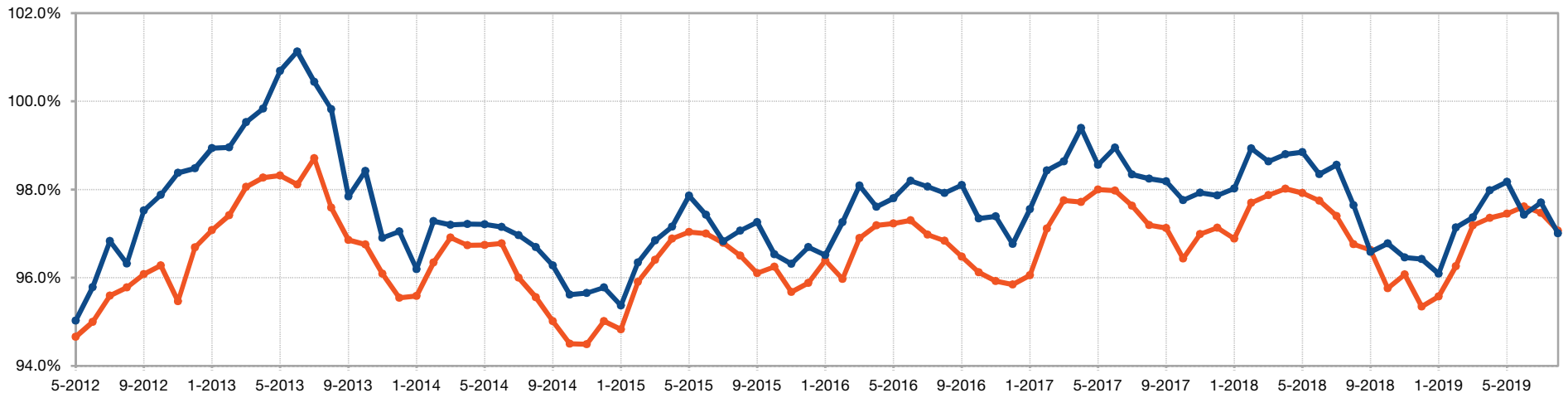
## Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	97.5%	-0.4%	98.2%	-0.6%
Jun-2019	97.6%	-0.1%	97.4%	-0.9%
Jul-2019	97.5%	+0.1%	97.7%	-0.9%
<b>Aug-2019</b>	<b>97.1%</b>	<b>+0.3%</b>	<b>97.0%</b>	<b>-0.6%</b>
12-Month Avg*	96.6%	-0.6%	97.1%	-1.1%

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

## Historical Percent of Original List Price Received by Month



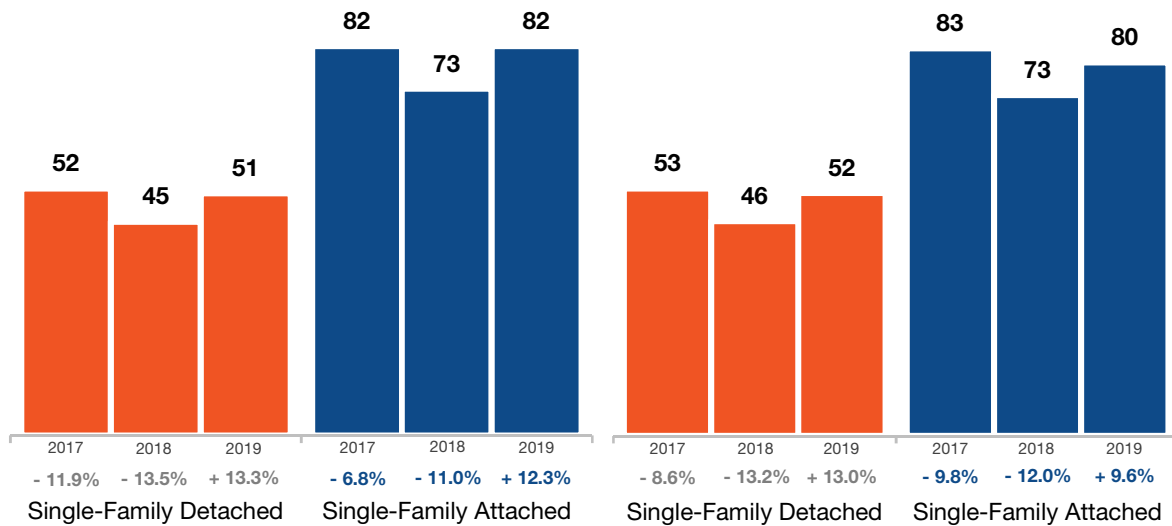
# Housing Affordability Index



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.

## August

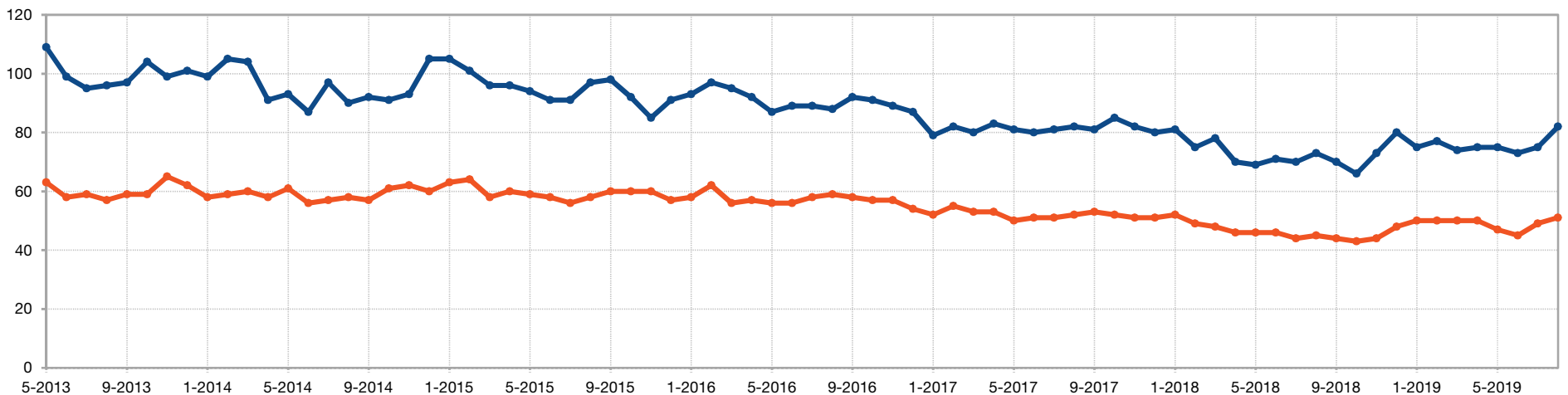
## Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
Jul-2019	49	+11.4%	75	+7.1%
<b>Aug-2019</b>	<b>51</b>	<b>+13.3%</b>	<b>82</b>	<b>+12.3%</b>
12-Month Avg*	48	+5.0%	75	+7.5%

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

## Historical Housing Affordability Index by Month

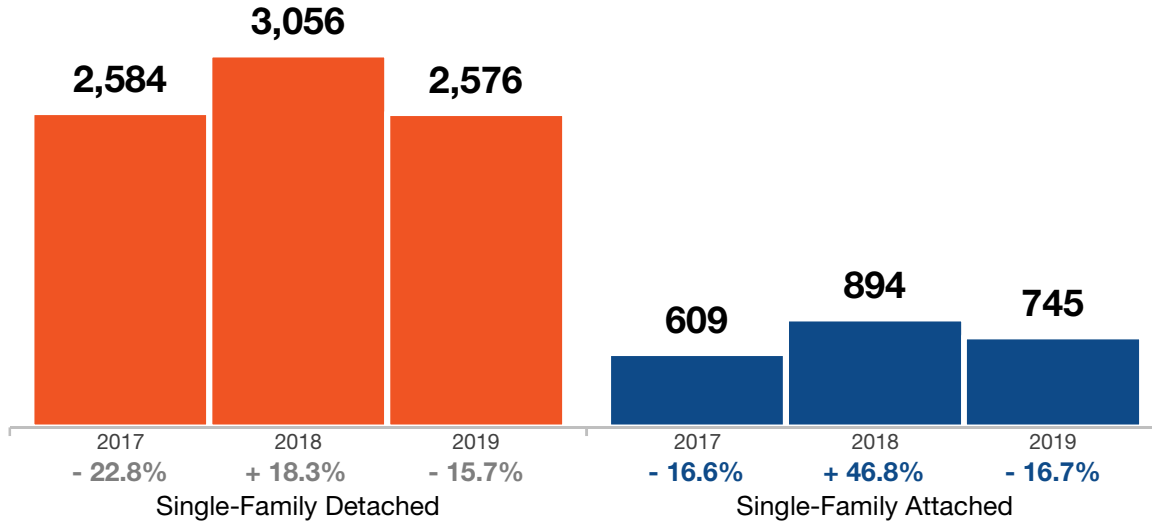


# Inventory of Homes for Sale

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

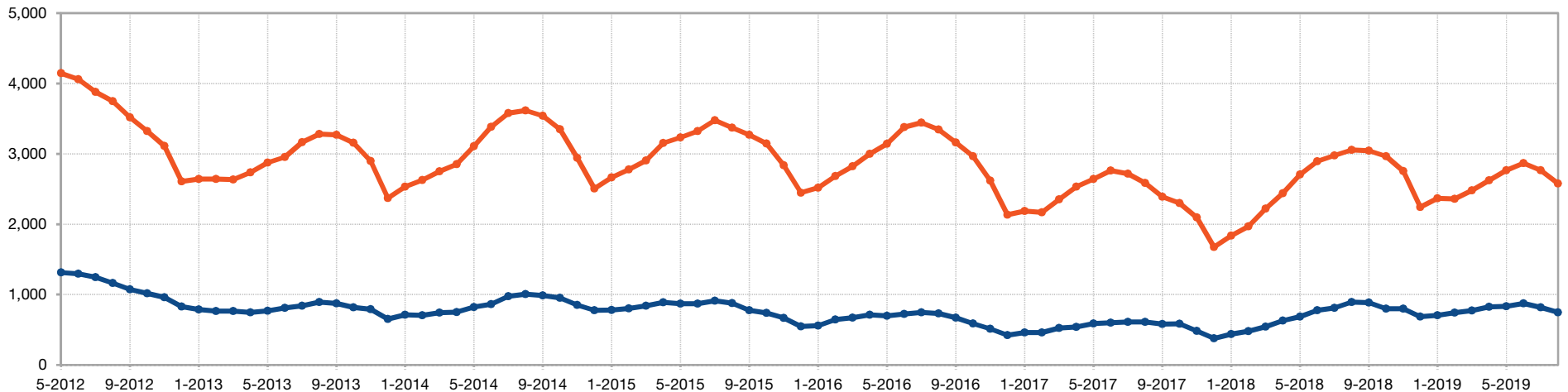


## August



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Sep-2018	3,046	+27.4%	886	+52.8%
Oct-2018	2,964	+28.8%	798	+36.4%
Nov-2018	2,754	+31.3%	797	+65.7%
Dec-2018	2,242	+33.9%	685	+82.2%
Jan-2019	2,367	+29.0%	703	+60.9%
Feb-2019	2,358	+19.8%	743	+54.8%
Mar-2019	2,479	+11.7%	773	+42.9%
Apr-2019	2,622	+7.5%	823	+30.6%
May-2019	2,767	+2.2%	833	+21.4%
Jun-2019	2,868	-0.9%	875	+13.0%
Jul-2019	2,766	-7.1%	817	+0.9%
<b>Aug-2019</b>	<b>2,576</b>	<b>-15.7%</b>	<b>745</b>	<b>-16.7%</b>
12-Month Avg	2,380	+11.4%	606	+30.3%

## Historical Inventory of Homes for Sale by Month

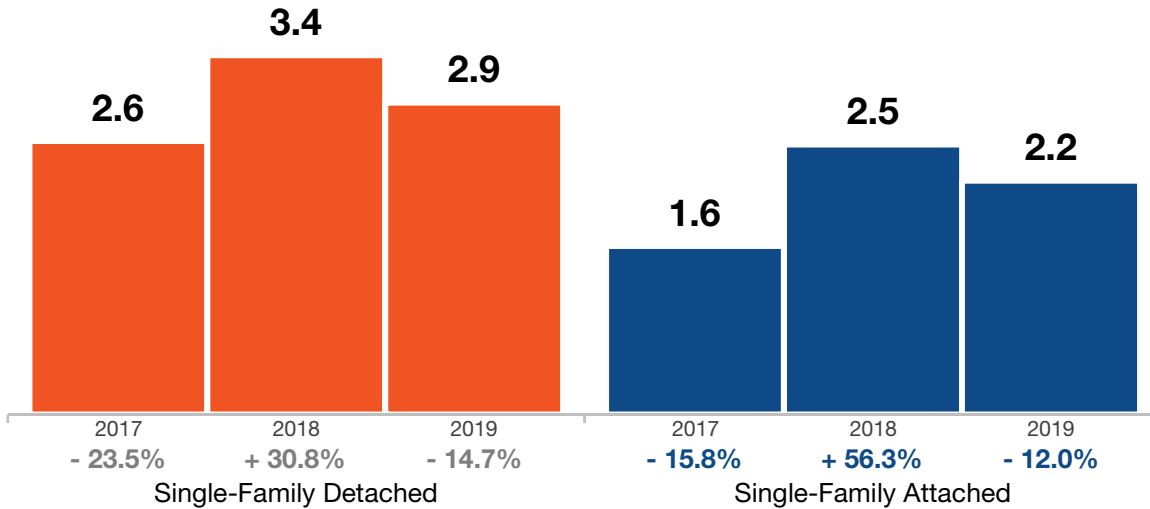


# Months Supply of Inventory

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.



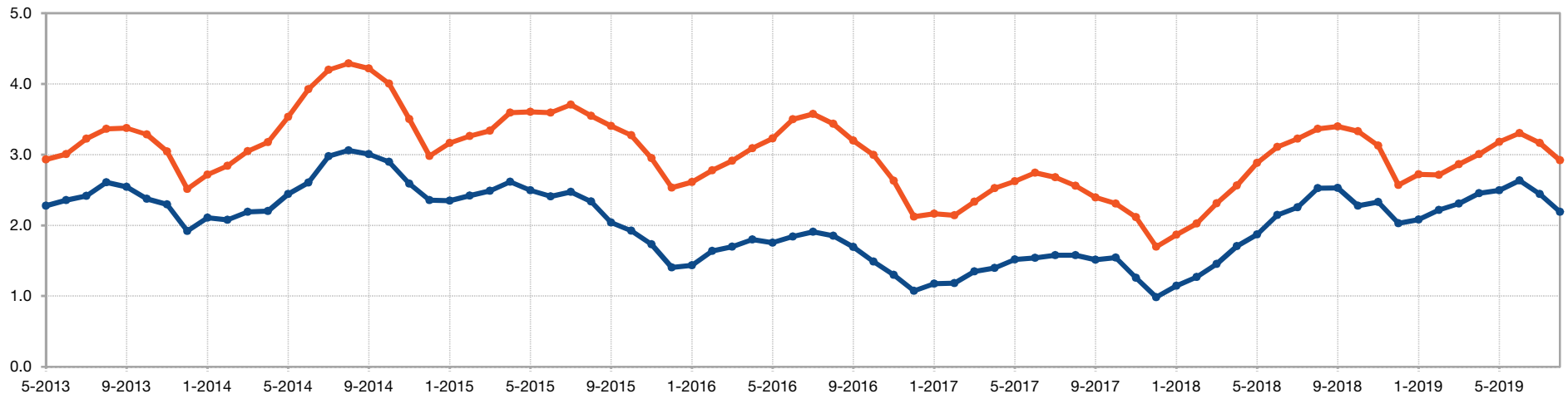
## August



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	2.5	+47.1%
May-2019	3.2	+10.3%	2.5	+31.6%
Jun-2019	3.3	+6.5%	2.6	+23.8%
Jul-2019	3.2	0.0%	2.4	+4.3%
<b>Aug-2019</b>	<b>2.9</b>	<b>-14.7%</b>	<b>2.2</b>	<b>-12.0%</b>
12-Month Avg*	2.5	+21.5%	1.6	+42.3%

\* Months Supply for all properties from September 2018 through August 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			8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	08-2017	08-2018	08-2019						
<b>New Listings</b>				2,226	<b>1,885</b>	- 15.3%	16,622	<b>16,201</b>	- 2.5%
<b>Pending Sales</b>				1,245	<b>1,409</b>	+ 13.2%	10,600	<b>10,742</b>	+ 1.3%
<b>Closed Sales</b>				1,443	<b>1,334</b>	- 7.6%	10,292	<b>9,891</b>	- 3.9%
<b>Days on Market</b>				33	<b>36</b>	+ 9.1%	29	<b>36</b>	+ 24.1%
<b>Median Sales Price</b>				\$655,000	<b>\$635,000</b>	- 3.1%	\$635,000	<b>\$635,000</b>	0.0%
<b>Average Sales Price</b>				\$822,420	<b>\$815,511</b>	- 0.8%	\$797,928	<b>\$801,464</b>	+ 0.4%
<b>Pct. of Orig. Price Received</b>				97.0%	<b>97.0%</b>	0.0%	97.8%	<b>97.2%</b>	- 0.6%
<b>Housing Affordability Index</b>				50	<b>58</b>	+ 16.0%	52	<b>58</b>	+ 11.5%
<b>Inventory of Homes for Sale</b>				3,950	<b>3,321</b>	- 15.9%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>				3.1	<b>2.7</b>	- 12.9%	--	<b>--</b>	--