



# Monthly Indicators

## September 2015

The third quarter of 2015 has ticked its last tock with the hands pointing firmly upon a reliable clock of a market. Although noon and 6:30 fluctuations are present even within the same states and cities, the overall tempo of real estate potential is experiencing a healthy number of good omens. The job market has shown continual improvement, jobless rates are down, real average hourly and weekly earnings have been up and there has been good news in new household formation.

Closed Sales increased 3.9 percent for Detached homes and 14.3 percent for Attached homes. Pending Sales increased 15.3 percent for Detached homes and 24.7 percent for Attached homes.

The Median Sales Price was dead even with last year for Detached homes, but decreased 0.6 percent for Attached homes. Days on Market decreased 13.3 percent for Detached homes and 17.1 percent for Attached homes. Supply decreased 31.0 percent for Detached homes and 43.3 percent for Attached homes.

With positive economic news coming from many angles, there are no imminent factors to prepare for beyond the typical seasonal drop-off. From the mouths of market-analyzing pundits, we are in the midst of one of the healthiest housing markets in the past 15 years. The one thing we were anticipating in September, an increase in interest rates, did not happen. It most likely will before year's end. Until then, get out and enjoy the season.

## Monthly Snapshot

**\$590,000**      **\$366,500**      **\$505,000**

Median Sales Price  
Detached Homes

Median Sales Price  
Attached Homes

Median Sales Price  
All Properties Combined

A research tool provided by the North San Diego County Association of REALTORS® for residential real estate activity in North San Diego County. Percent changes are calculated using rounded figures.

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# 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			9-2014	9-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
	09-2013	09-2014	09-2015						
<b>New Listings</b>				1,285	<b>1,214</b>	- 5.5%	12,968	<b>13,154</b>	+ 1.4%
<b>Pending Sales</b>				799	<b>921</b>	+ 15.3%	7,931	<b>9,092</b>	+ 14.6%
<b>Closed Sales</b>				827	<b>859</b>	+ 3.9%	7,642	<b>8,616</b>	+ 12.7%
<b>Days on Market</b>				45	<b>39</b>	- 13.3%	45	<b>42</b>	- 6.7%
<b>Median Sales Price</b>				\$590,000	<b>\$590,000</b>	0.0%	\$575,000	<b>\$599,000</b>	+ 4.2%
<b>Average Sales Price</b>				\$772,168	<b>\$753,031</b>	- 2.5%	\$744,218	<b>\$757,515</b>	+ 1.8%
<b>Pct. of Orig. Price Received</b>				95.0%	<b>96.1%</b>	+ 1.2%	96.2%	<b>96.5%</b>	+ 0.3%
<b>Housing Affordability Index</b>				57	<b>59</b>	+ 3.5%	59	<b>58</b>	- 1.7%
<b>Inventory of Homes for Sale</b>				3,513	<b>2,762</b>	- 21.4%	--	--	--
<b>Months Supply of Inventory</b>				4.2	<b>2.9</b>	- 31.0%	--	--	--

# 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.**

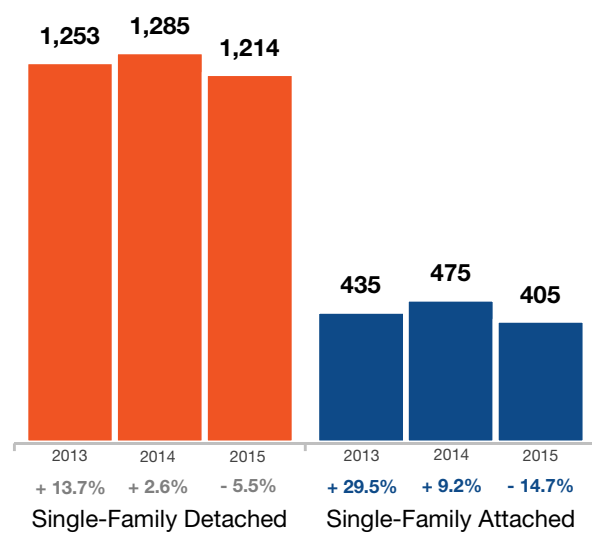
Key Metrics	Historical Sparkbars			9-2014	9-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
	09-2013	09-2014	09-2015						
<b>New Listings</b>		475	<b>405</b>	- 14.7%	4,484	<b>4,598</b>	+ 2.5%		
<b>Pending Sales</b>		328	<b>409</b>	+ 24.7%	3,118	<b>3,684</b>	+ 18.2%		
<b>Closed Sales</b>		336	<b>384</b>	+ 14.3%	3,002	<b>3,452</b>	+ 15.0%		
<b>Days on Market</b>		41	<b>34</b>	- 17.1%	38	<b>35</b>	- 7.9%		
<b>Median Sales Price</b>		\$368,750	<b>\$366,500</b>	- 0.6%	\$357,665	<b>\$367,000</b>	+ 2.6%		
<b>Average Sales Price</b>		\$400,479	<b>\$419,210</b>	+ 4.7%	\$400,171	<b>\$411,771</b>	+ 2.9%		
<b>Pct. of Orig. Price Received</b>		96.3%	<b>97.2%</b>	+ 0.9%	96.9%	<b>97.0%</b>	+ 0.1%		
<b>Housing Affordability Index</b>		91	<b>95</b>	+ 4.4%	94	<b>95</b>	+ 1.1%		
<b>Inventory of Homes for Sale</b>		982	<b>646</b>	- 34.2%	--	--	--		
<b>Months Supply of Inventory</b>		3.0	<b>1.7</b>	- 43.3%	--	--	--		

# New Listings

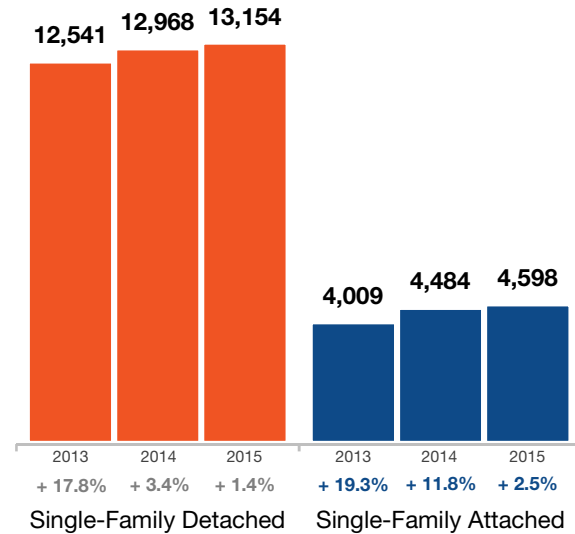
A count of the properties that have been newly listed on the market in a given month.



## September

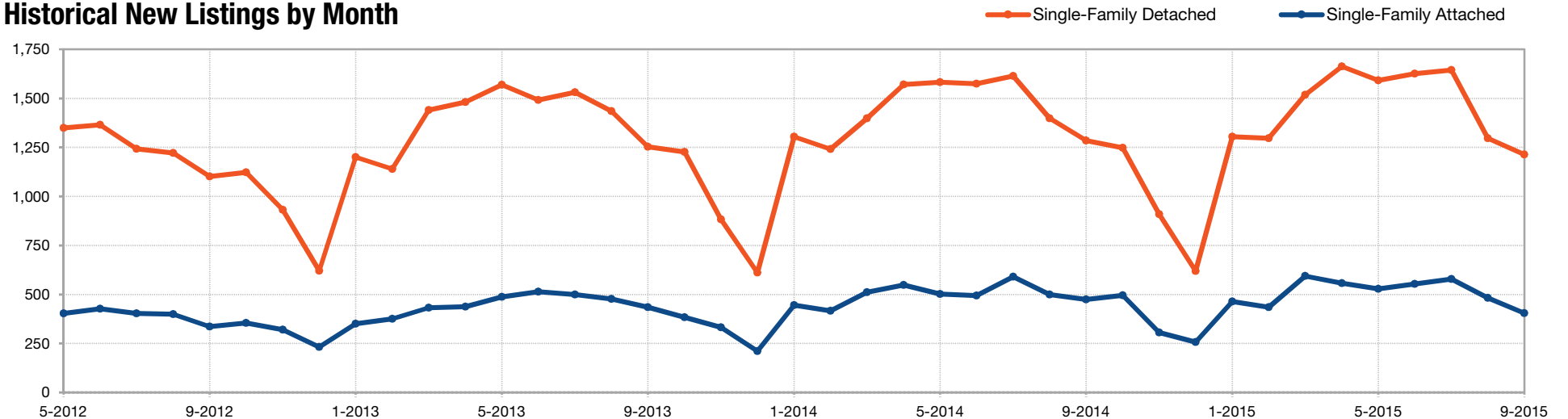


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2014	1,248	+1.7%	496	+29.2%
Nov-2014	909	+2.9%	306	-7.8%
Dec-2014	620	+1.5%	257	+21.8%
Jan-2015	1,305	+0.1%	464	+4.3%
Feb-2015	1,297	+4.5%	435	+4.3%
Mar-2015	1,518	+8.6%	594	+16.0%
Apr-2015	1,663	+5.9%	557	+1.6%
May-2015	1,591	+0.5%	528	+5.2%
Jun-2015	1,626	+3.2%	553	+11.9%
Jul-2015	1,644	+1.9%	579	-2.0%
Aug-2015	1,296	-7.3%	483	-3.4%
<b>Sep-2015</b>	<b>1,214</b>	<b>-5.5%</b>	<b>405</b>	<b>-14.7%</b>
12-Month Avg	1,328	+1.5%	471	+4.5%

## Historical New Listings by Month



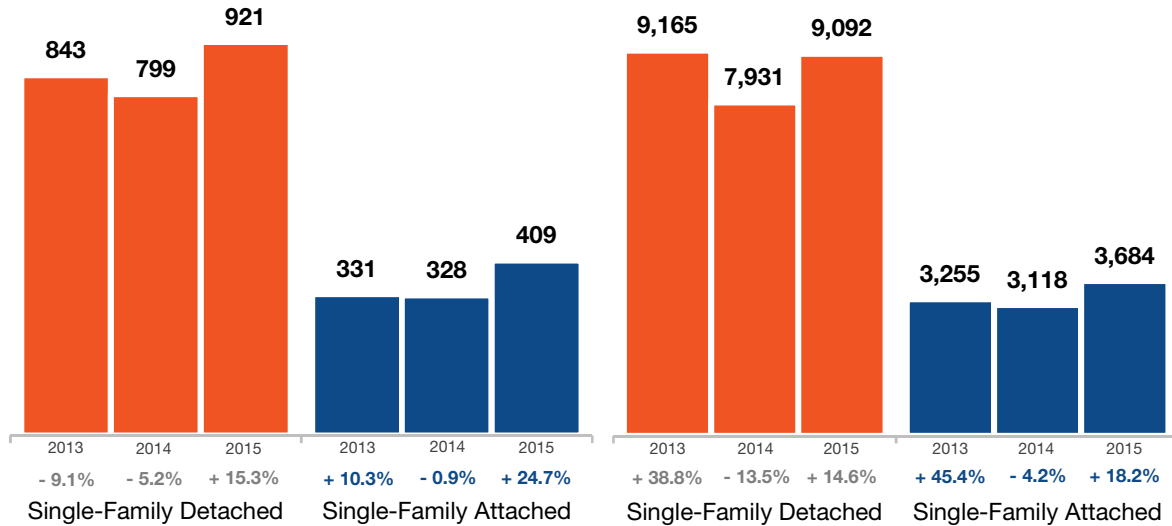
# Pending Sales

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



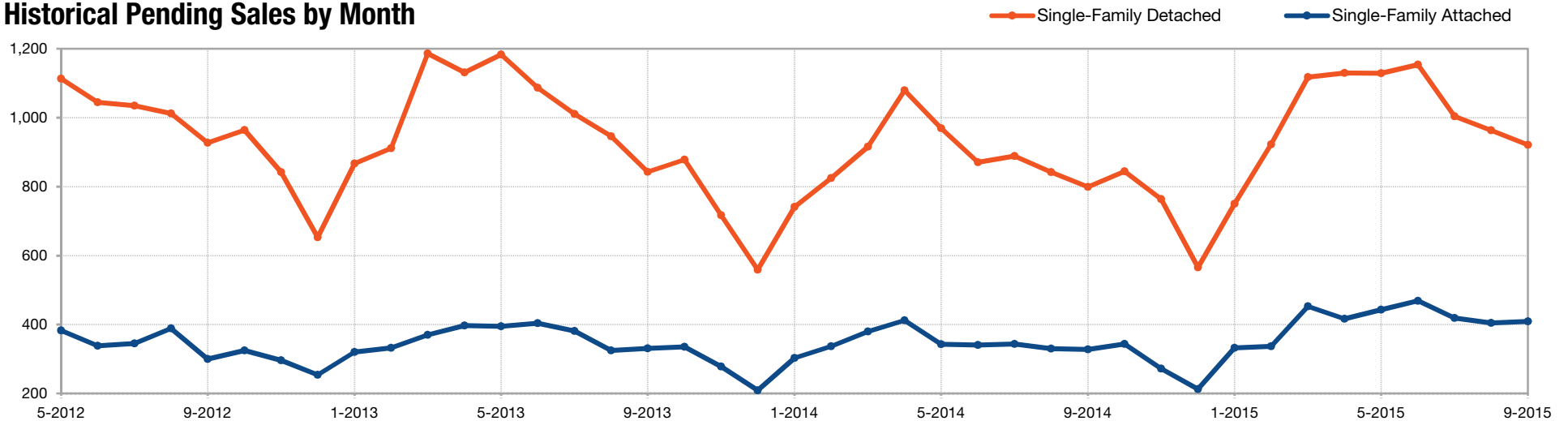
## September

## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2014	844	-3.9%	344	+2.7%
Nov-2014	764	+6.6%	272	-2.2%
Dec-2014	566	+1.3%	213	+1.9%
Jan-2015	750	+1.2%	332	+9.6%
Feb-2015	923	+11.9%	337	0.0%
Mar-2015	1,118	+22.1%	453	+19.2%
Apr-2015	1,130	+4.7%	417	+1.2%
May-2015	1,129	+16.5%	443	+29.2%
Jun-2015	1,154	+32.5%	469	+37.5%
Jul-2015	1,004	+12.9%	419	+21.8%
Aug-2015	963	+14.4%	405	+22.7%
<b>Sep-2015</b>	<b>921</b>	<b>+15.3%</b>	<b>409</b>	<b>+24.7%</b>
12-Month Avg	840	+11.7%	328	+14.5%

## Historical Pending Sales by Month

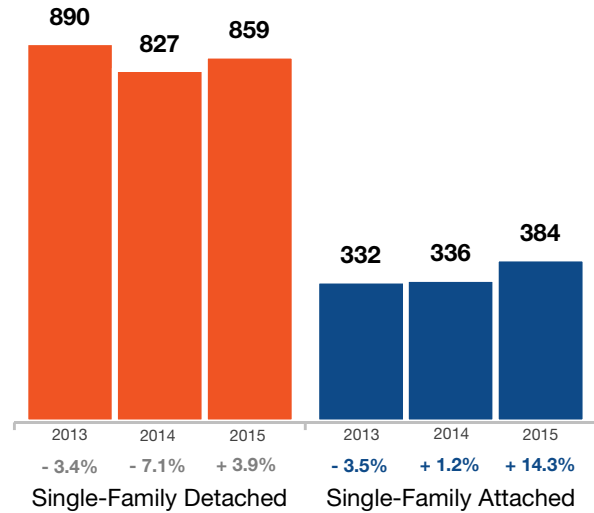


# Closed Sales

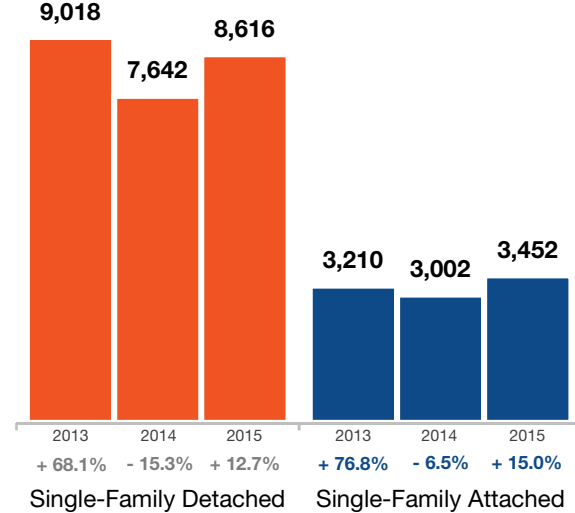
A count of the actual sales that closed in a given month.



## September

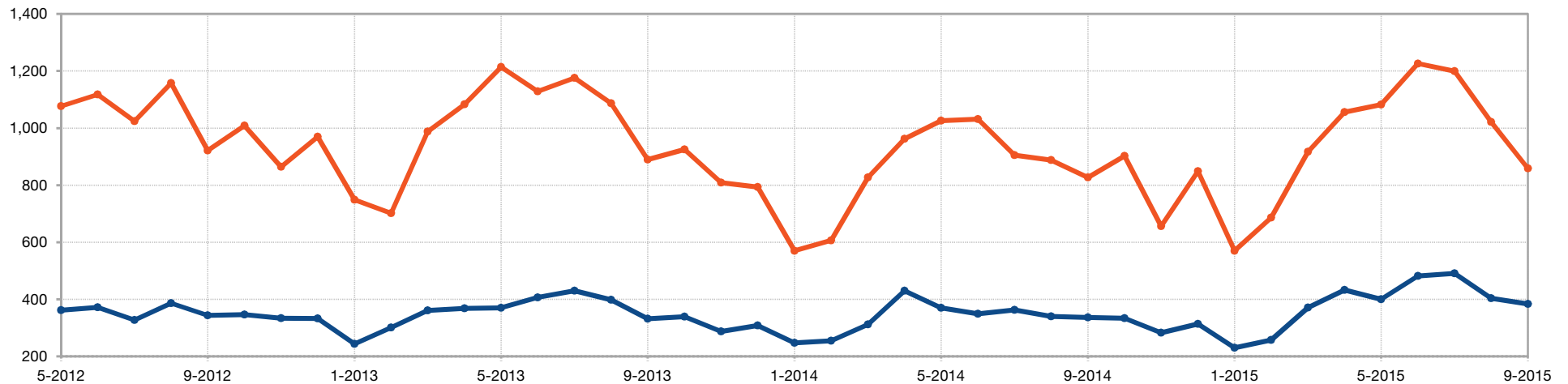


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2014	902	-2.5%	334	-1.5%
Nov-2014	656	-18.9%	283	-1.4%
Dec-2014	849	+7.1%	314	+1.9%
Jan-2015	570	0.0%	230	-6.9%
Feb-2015	686	+13.2%	257	+0.8%
Mar-2015	917	+10.9%	371	+18.9%
Apr-2015	1,056	+9.8%	433	+0.7%
May-2015	1,082	+5.5%	400	+8.1%
Jun-2015	1,226	+18.9%	482	+38.1%
Jul-2015	1,199	+32.5%	491	+35.3%
Aug-2015	1,021	+15.0%	404	+18.8%
<b>Sep-2015</b>	<b>859</b>	<b>+3.9%</b>	<b>384</b>	<b>+14.3%</b>
12-Month Avg	847	+8.4%	328	+11.4%

## Historical Closed Sales by Month

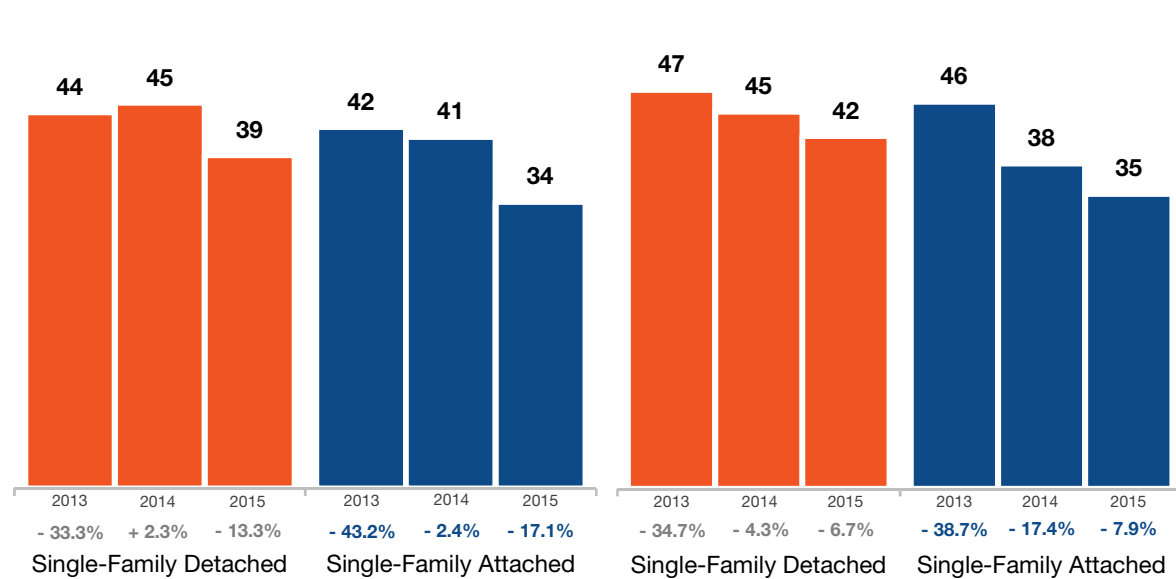


# Days on Market Until Sale

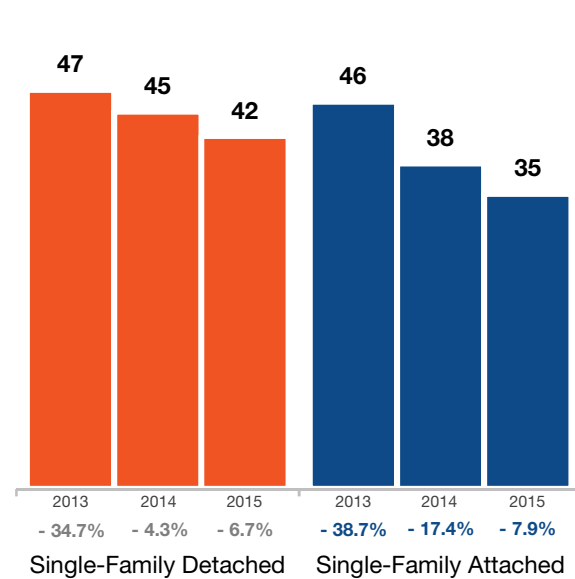
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



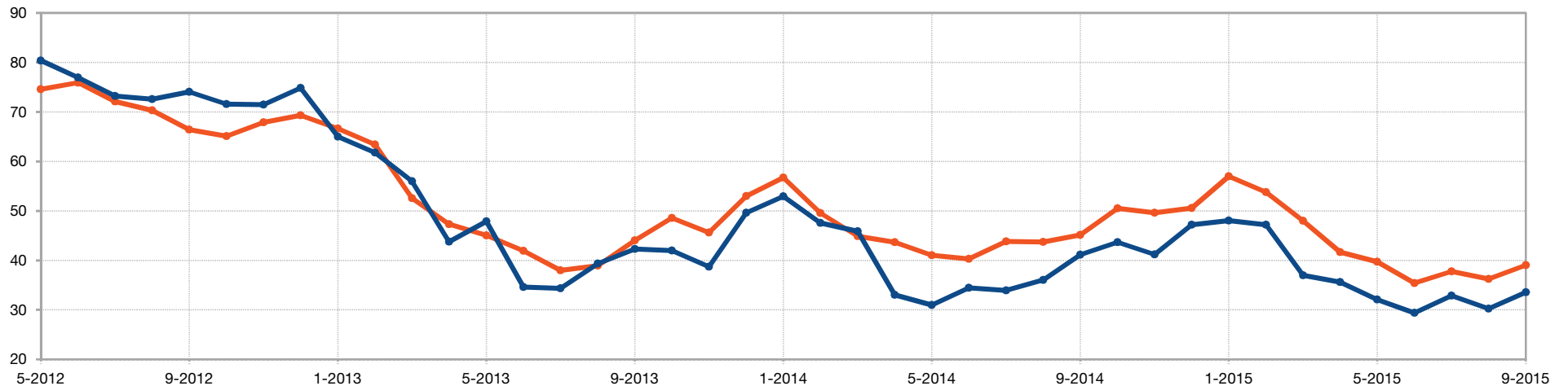
## Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2014	51	+4.1%	44	+4.8%
Nov-2014	50	+8.7%	41	+5.1%
Dec-2014	51	-3.8%	47	-6.0%
Jan-2015	57	0.0%	48	-9.4%
Feb-2015	54	+8.0%	47	-2.1%
Mar-2015	48	+6.7%	37	-19.6%
Apr-2015	42	-4.5%	36	+9.1%
May-2015	40	-2.4%	32	+3.2%
Jun-2015	35	-12.5%	29	-14.7%
Jul-2015	38	-13.6%	33	-2.9%
Aug-2015	36	-18.2%	30	-16.7%
<b>Sep-2015</b>	<b>39</b>	<b>-13.3%</b>	<b>34</b>	<b>-17.1%</b>
12-Month Avg*	46	-4.6%	40	-7.1%

\* Days on Market for all properties from October 2014 through September 2015. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



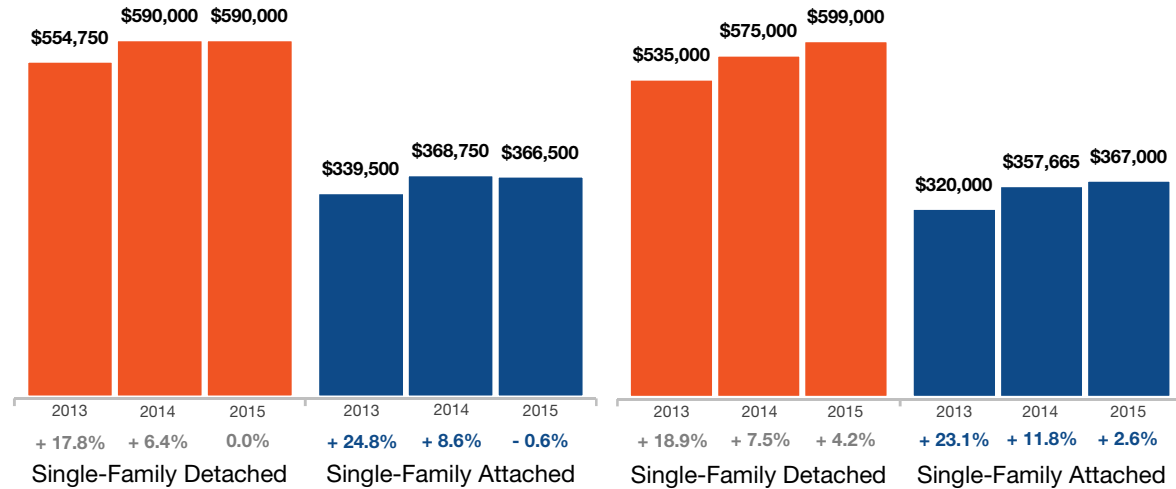
# Median Sales Price

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

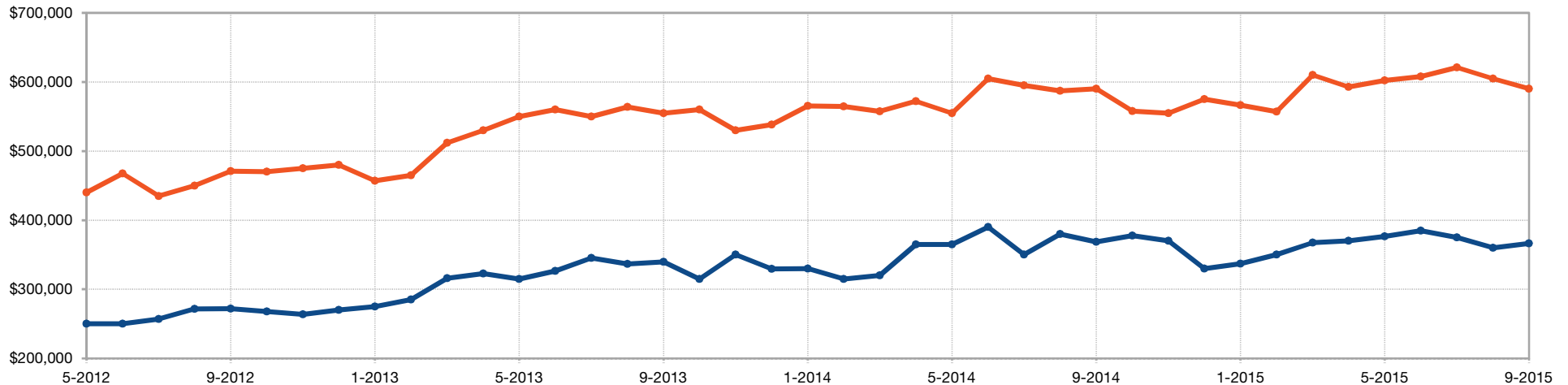
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2014	\$558,000	-0.4%	\$377,500	+19.8%
Nov-2014	\$555,000	+4.7%	\$370,000	+5.7%
Dec-2014	\$575,000	+6.8%	\$330,000	+0.2%
Jan-2015	\$566,500	+0.2%	\$337,000	+2.1%
Feb-2015	\$557,000	-1.3%	\$350,000	+11.1%
Mar-2015	\$610,000	+9.4%	\$367,500	+14.8%
Apr-2015	\$592,750	+3.6%	\$369,950	+1.4%
May-2015	\$602,250	+8.5%	\$376,500	+3.2%
Jun-2015	\$608,000	+0.5%	\$384,750	-1.3%
Jul-2015	\$621,000	+4.4%	\$375,000	+7.1%
Aug-2015	\$605,000	+3.1%	\$360,000	-5.3%
<b>Sep-2015</b>	<b>\$590,000</b>	<b>0.0%</b>	<b>\$366,500</b>	<b>-0.6%</b>
12-Month Avg*	\$568,000	+3.9%	\$350,000	+4.3%

\* Median Sales Price for all properties from October 2014 through September 2015. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



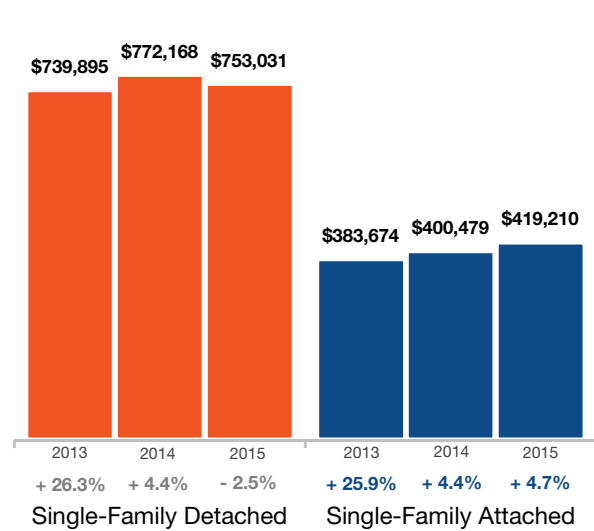


# Average Sales Price

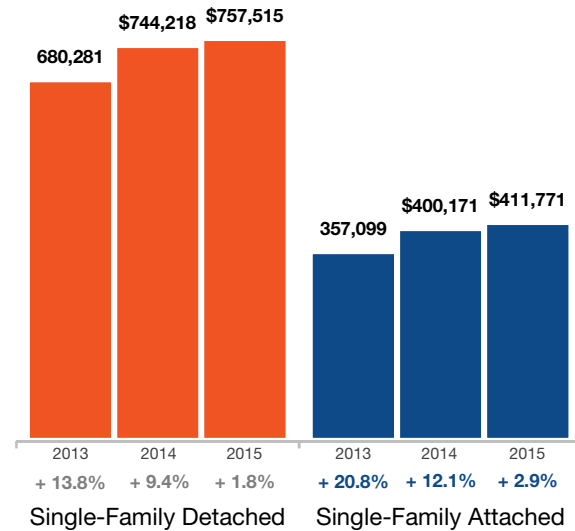
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



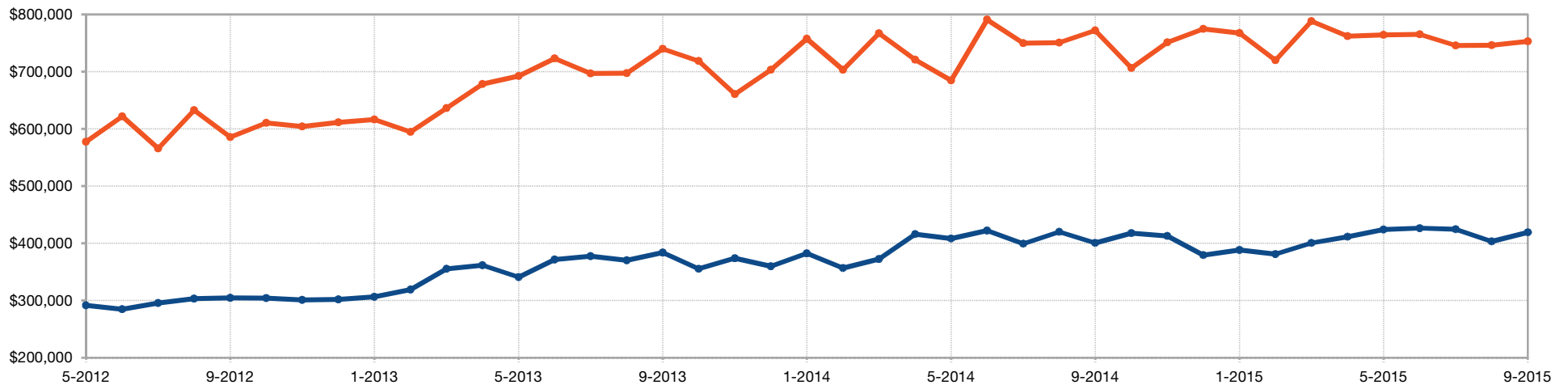
## Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2014	\$706,509	-1.7%	\$417,530	+17.5%
Nov-2014	\$750,951	+13.6%	\$412,625	+10.4%
Dec-2014	\$774,914	+10.2%	\$379,383	+5.5%
Jan-2015	\$767,300	+1.3%	\$388,360	+1.5%
Feb-2015	\$720,142	+2.4%	\$381,266	+6.9%
Mar-2015	\$788,416	+2.8%	\$400,365	+7.5%
Apr-2015	\$761,940	+5.7%	\$411,247	-1.1%
May-2015	\$764,337	+11.7%	\$423,901	+3.8%
Jun-2015	\$764,968	-3.3%	\$426,525	+1.0%
Jul-2015	\$745,897	-0.5%	\$424,554	+6.4%
Aug-2015	\$746,129	-0.6%	\$403,319	-4.0%
<b>Sep-2015</b>	<b>\$753,031</b>	<b>-2.5%</b>	<b>\$419,210</b>	<b>+4.7%</b>
12-Month Avg*	753,711	+3.0%	407,357	+4.8%

\* Avg. Sales Price for all properties from October 2014 through September 2015. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



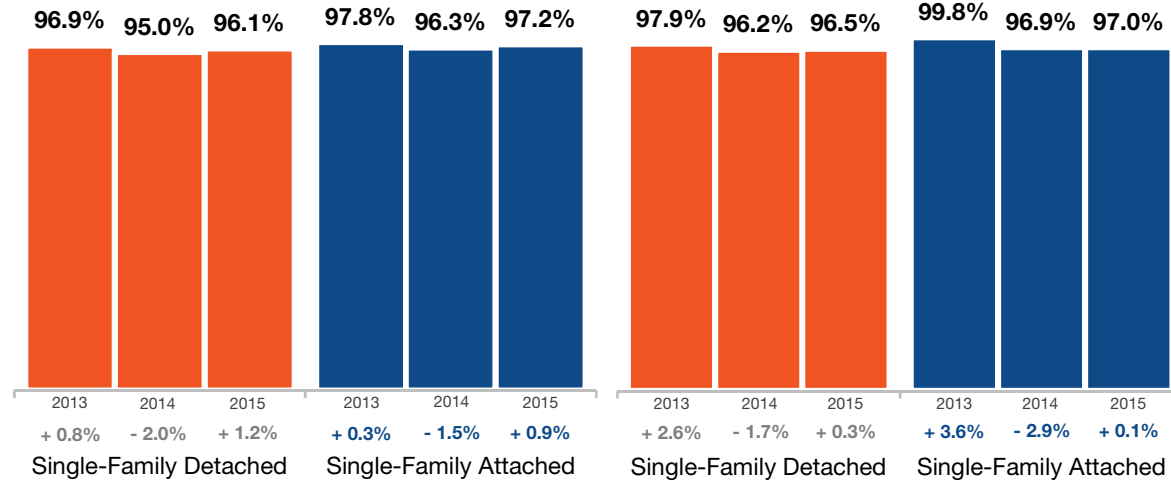
# Percent of Original List Price Received



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

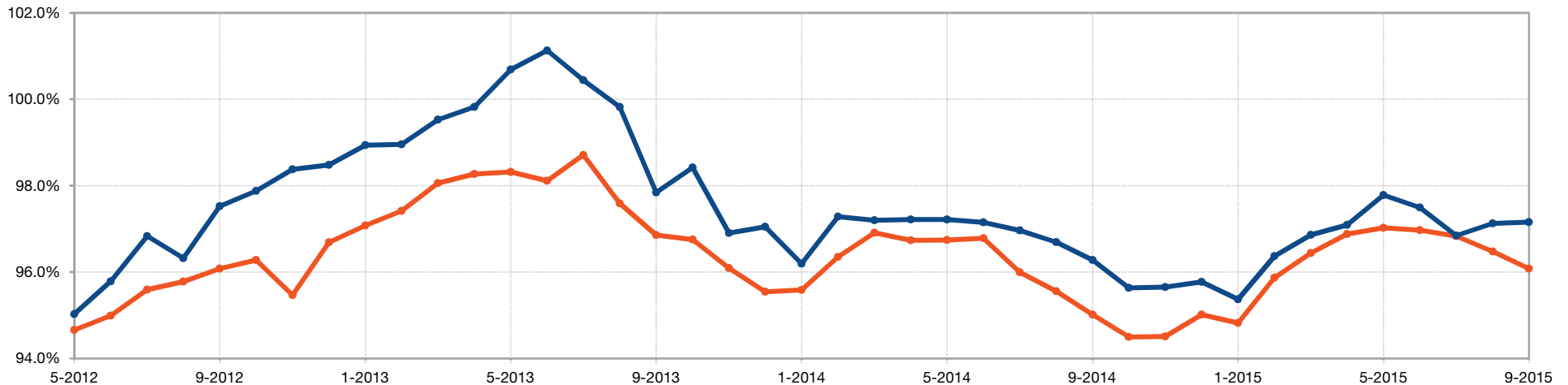
## Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2014	94.5%	-2.4%	95.6%	-2.8%
Nov-2014	94.5%	-1.7%	95.7%	-1.2%
Dec-2014	95.0%	-0.5%	95.8%	-1.2%
Jan-2015	94.8%	-0.8%	95.4%	-0.8%
Feb-2015	95.9%	-0.5%	96.4%	-0.9%
Mar-2015	96.4%	-0.5%	96.9%	-0.3%
Apr-2015	96.9%	+0.2%	97.1%	-0.1%
May-2015	97.0%	+0.3%	97.8%	+0.6%
Jun-2015	97.0%	+0.2%	97.5%	+0.4%
Jul-2015	96.8%	+0.8%	96.8%	-0.2%
Aug-2015	96.5%	+0.9%	97.1%	+0.4%
<b>Sep-2015</b>	<b>96.1%</b>	<b>+1.2%</b>	<b>97.2%</b>	<b>+0.9%</b>
12-Month Avg*	95.9%	-0.1%	96.6%	-0.4%

\* Pct. of Orig. Price Received for all properties from October 2014 through September 2015. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



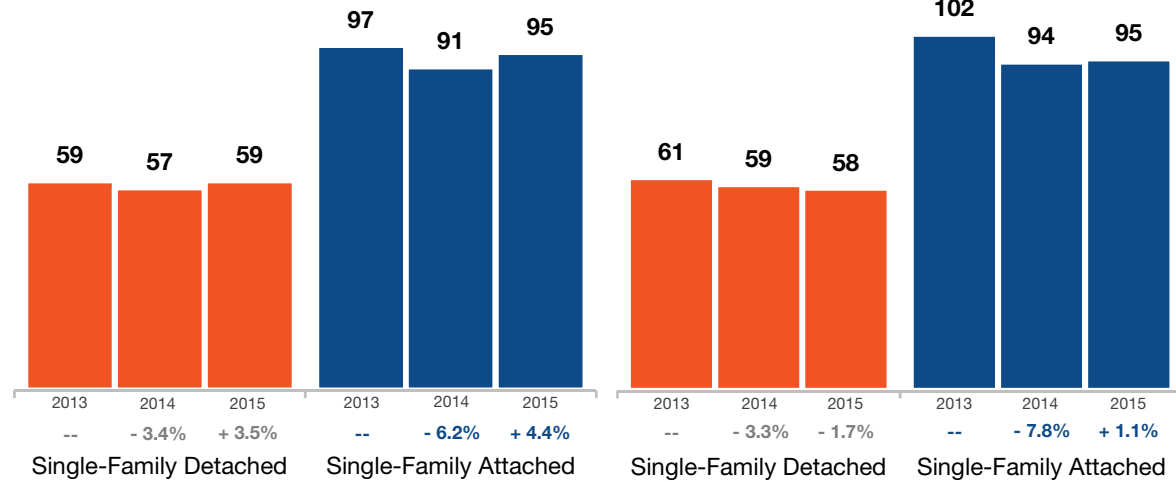
# Housing Affordability Index



This index measures housing affordability for the region. 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.

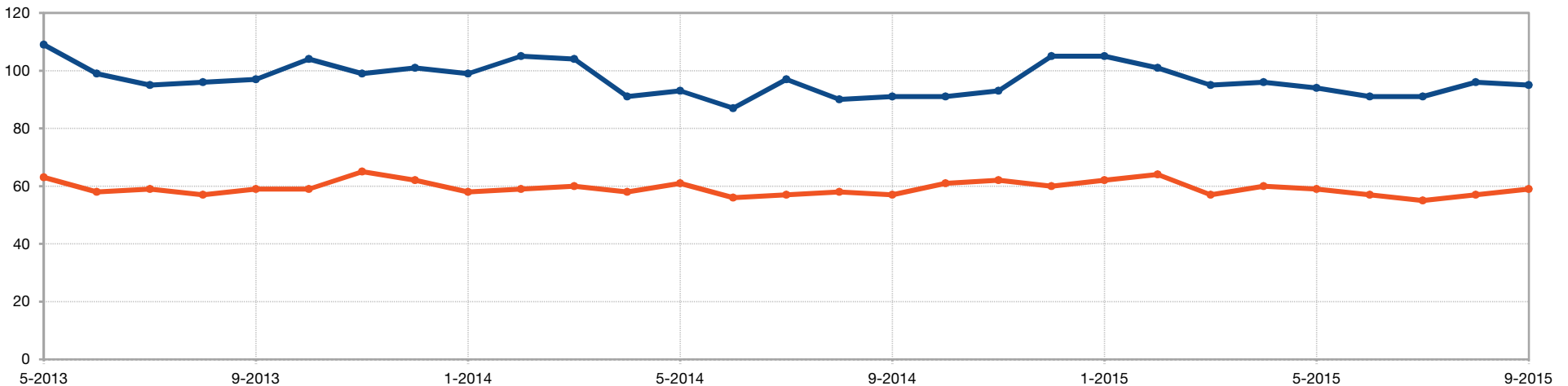
## September

## Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2014	61	+3.4%	91	-12.5%
Nov-2014	62	-4.6%	93	-6.1%
Dec-2014	60	-3.2%	105	+4.0%
Jan-2015	62	+6.9%	105	+6.1%
Feb-2015	64	+8.5%	101	-3.8%
Mar-2015	57	-5.0%	95	-8.7%
Apr-2015	60	+3.4%	96	+5.5%
May-2015	59	-3.3%	94	+1.1%
Jun-2015	57	+1.8%	91	+4.6%
Jul-2015	55	-3.5%	91	-6.2%
Aug-2015	57	-1.7%	96	+6.7%
<b>Sep-2015</b>	<b>59</b>	<b>+3.5%</b>	<b>95</b>	<b>+4.4%</b>
12-Month Avg	59	-0.3%	96	-1.8%

## Historical Housing Affordability Index by Month

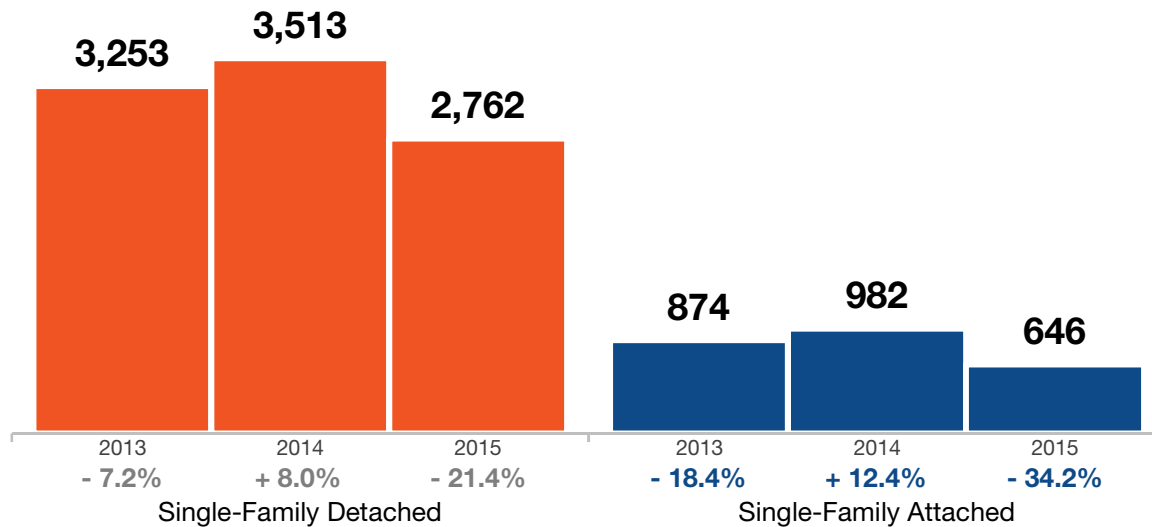


# Inventory of Homes for Sale

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



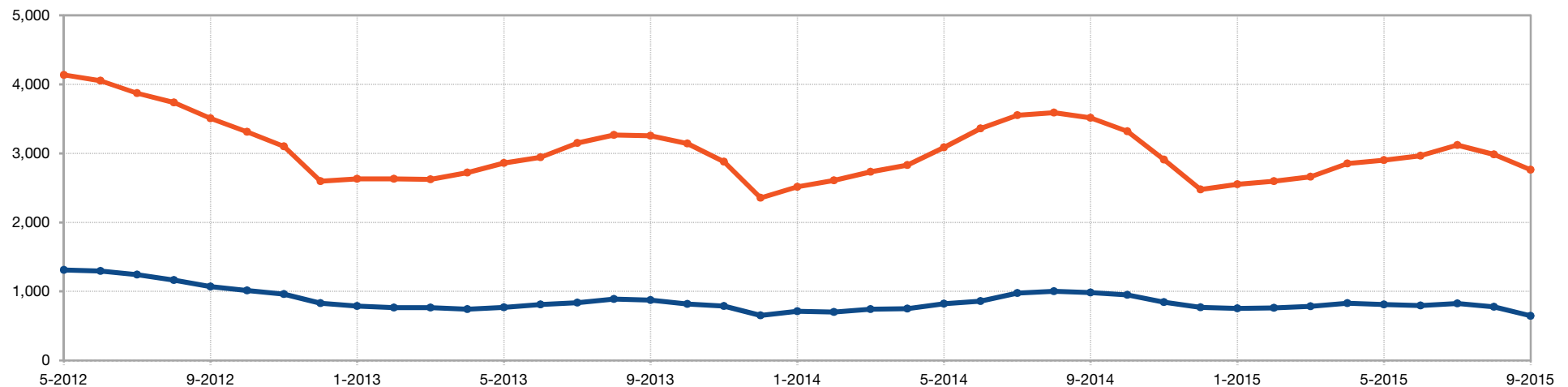
## September



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2014	3,317	+5.6%	948	+15.9%
Nov-2014	2,909	+1.0%	843	+7.0%
Dec-2014	2,476	+5.1%	768	+18.0%
Jan-2015	2,550	+1.4%	755	+6.0%
Feb-2015	2,598	-0.4%	759	+8.1%
Mar-2015	2,661	-2.6%	784	+5.8%
Apr-2015	2,854	+0.9%	827	+10.6%
May-2015	2,901	-5.9%	811	-1.1%
Jun-2015	2,967	-11.7%	796	-7.4%
Jul-2015	3,120	-12.2%	826	-15.3%
Aug-2015	2,983	-16.9%	774	-22.6%
<b>Sep-2015</b>	<b>2,762</b>	<b>-21.4%</b>	<b>646</b>	<b>-34.2%</b>
12-Month Avg*	3,013	-5.7%	816	-2.7%

\* Homes for Sale for all properties from October 2014 through September 2015. This is not the average of the individual figures above.

## Historical Inventory of Homes for Sale by Month

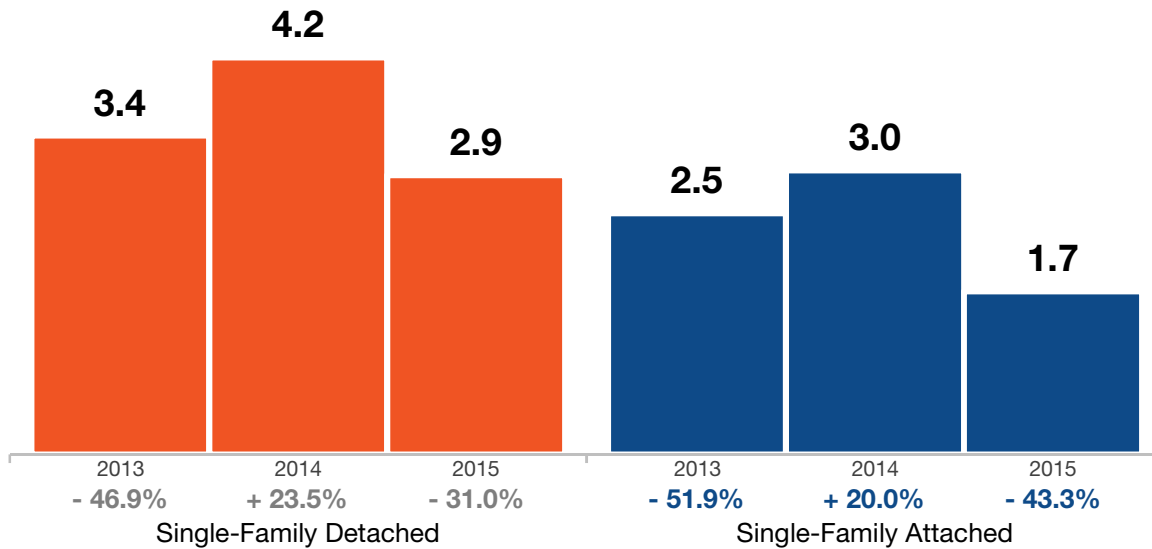


# Months Supply of Inventory



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.

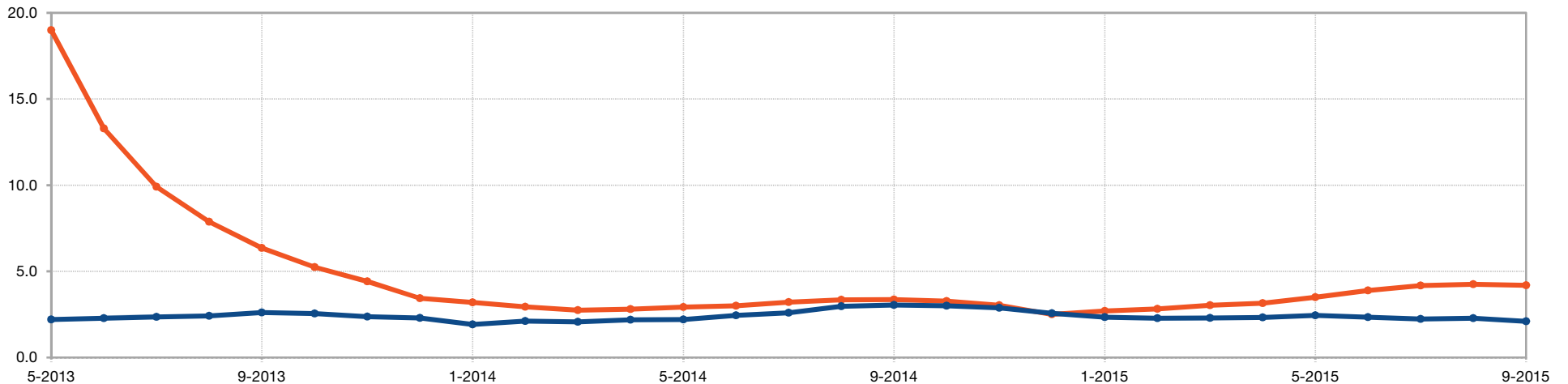
## September



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2014	4.0	+21.2%	2.9	+20.8%
Nov-2014	3.5	+16.7%	2.6	+13.0%
Dec-2014	2.9	+16.0%	2.3	+21.1%
Jan-2015	3.0	+11.1%	2.3	+9.5%
Feb-2015	3.1	+10.7%	2.3	+9.5%
Mar-2015	3.1	+3.3%	2.3	+4.5%
Apr-2015	3.3	+6.5%	2.4	+9.1%
May-2015	3.3	-5.7%	2.3	-4.2%
Jun-2015	3.3	-15.4%	2.2	-15.4%
Jul-2015	3.4	-19.0%	2.3	-23.3%
Aug-2015	3.2	-25.6%	2.1	-30.0%
<b>Sep-2015</b>	<b>2.9</b>	<b>-31.0%</b>	<b>1.7</b>	<b>-43.3%</b>
12-Month Avg*	3.4	-4.0%	2.4	-4.8%

\* Months Supply for all properties from October 2014 through September 2015. 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			9-2014	9-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
	09-2013	09-2014	09-2015						
<b>New Listings</b>		1,760	<b>1,619</b>	- 8.0%	17,452	<b>17,752</b>	+ 1.7%		
<b>Pending Sales</b>		1,127	<b>1,330</b>	+ 18.0%	11,049	<b>12,776</b>	+ 15.6%		
<b>Closed Sales</b>		1,163	<b>1,243</b>	+ 6.9%	10,644	<b>12,068</b>	+ 13.4%		
<b>Days on Market</b>		44	<b>37</b>	- 15.9%	43	<b>40</b>	- 7.0%		
<b>Median Sales Price</b>		\$510,000	<b>\$505,000</b>	- 1.0%	\$500,000	<b>\$520,000</b>	+ 4.0%		
<b>Average Sales Price</b>		\$664,784	<b>\$649,904</b>	- 2.2%	\$647,166	<b>\$658,620</b>	+ 1.8%		
<b>Pct. of Orig. Price Received</b>		95.4%	<b>96.4%</b>	+ 1.0%	96.4%	<b>96.7%</b>	+ 0.3%		
<b>Housing Affordability Index</b>		66	<b>69</b>	+ 4.5%	67	<b>67</b>	0.0%		
<b>Inventory of Homes for Sale</b>		4,495	<b>3,408</b>	- 24.2%	--	--	--		
<b>Months Supply of Inventory</b>		3.8	<b>2.6</b>	- 31.6%	--	--	--		