

# Monthly Indicators

North San Diego County  
Association of REALTORS®



## September 2020

Strong buyer activity has continued into the fall, which is normally the start of the seasonal slowing of the housing market. With stronger buyer activity in the market this year and the continued constrained supply of homes for sale, speedy sales and multiple offers are likely to remain a common occurrence and will keep the housing market hot even when the weather is cooling.

Closed Sales increased 41.8 percent for Detached homes but decreased 6.1 percent for Attached homes. Pending Sales increased 42.6 percent for Detached homes but decreased 7.3 percent for Attached homes.

The Median Sales Price was up 12.2 percent to \$761,250 for Detached homes and 13.7 percent to \$522,500 for Attached homes. Days on Market decreased 37.5 percent for Detached homes and 29.0 percent for Attached homes. Supply decreased 48.5 percent for Detached homes and 56.0 percent for Attached homes.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID-19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.

## Monthly Snapshot

**\$761,250**      **\$522,500**      **\$710,000**

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			9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	09-2018	09-2019	09-2020						
New Listings				1,315	<b>1,507</b>	+ 14.6%	14,161	<b>12,254</b>	- 13.5%
Pending Sales				953	<b>1,359</b>	+ 42.6%	9,287	<b>9,570</b>	+ 3.0%
Closed Sales				958	<b>1,358</b>	+ 41.8%	8,818	<b>8,717</b>	- 1.1%
Days on Market				40	<b>25</b>	- 37.5%	38	<b>32</b>	- 15.8%
Median Sales Price				\$678,500	<b>\$761,250</b>	+ 12.2%	\$677,500	<b>\$734,150</b>	+ 8.4%
Average Sales Price				\$895,426	<b>\$990,116</b>	+ 10.6%	\$861,215	<b>\$942,197</b>	+ 9.4%
Pct. of Orig. Price Received				96.4%	<b>99.3%</b>	+ 3.0%	96.8%	<b>98.2%</b>	+ 1.4%
Housing Affordability Index				53	<b>51</b>	- 3.8%	53	<b>53</b>	0.0%
Inventory of Homes for Sale				3,163	<b>1,698</b>	- 46.3%	--	--	--
Months Supply of Inventory				3.3	<b>1.7</b>	- 48.5%	--	--	--

# 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.**

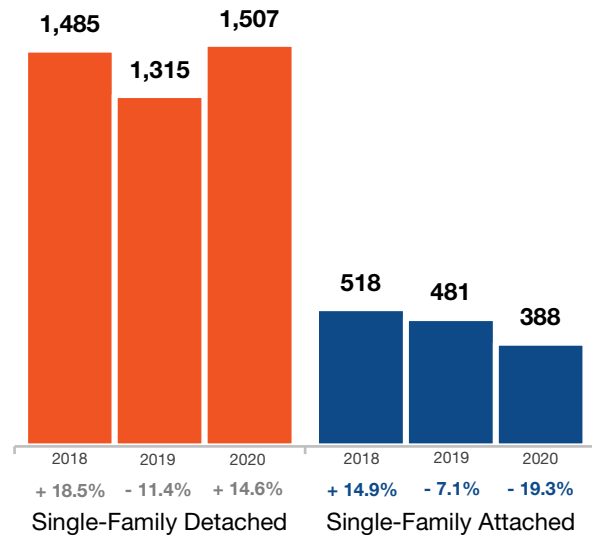
Key Metrics	Historical Sparkbars			9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	09-2018	09-2019	09-2020						
<b>New Listings</b>				481	<b>388</b>	- 19.3%	4,820	<b>4,043</b>	- 16.1%
<b>Pending Sales</b>				354	<b>328</b>	- 7.3%	3,311	<b>3,228</b>	- 2.5%
<b>Closed Sales</b>				363	<b>341</b>	- 6.1%	3,154	<b>3,075</b>	- 2.5%
<b>Days on Market</b>				31	<b>22</b>	- 29.0%	32	<b>29</b>	- 9.4%
<b>Median Sales Price</b>				\$459,450	<b>\$522,500</b>	+ 13.7%	\$455,000	<b>\$490,000</b>	+ 7.7%
<b>Average Sales Price</b>				\$509,698	<b>\$596,979</b>	+ 17.1%	\$518,554	<b>\$551,136</b>	+ 6.3%
<b>Pct. of Orig. Price Received</b>				97.3%	<b>99.3%</b>	+ 2.1%	97.4%	<b>98.6%</b>	+ 1.2%
<b>Housing Affordability Index</b>				79	<b>74</b>	- 6.3%	80	<b>79</b>	- 1.3%
<b>Inventory of Homes for Sale</b>				862	<b>392</b>	- 54.5%	--	--	--
<b>Months Supply of Inventory</b>				2.5	<b>1.1</b>	- 56.0%	--	--	--

# New Listings

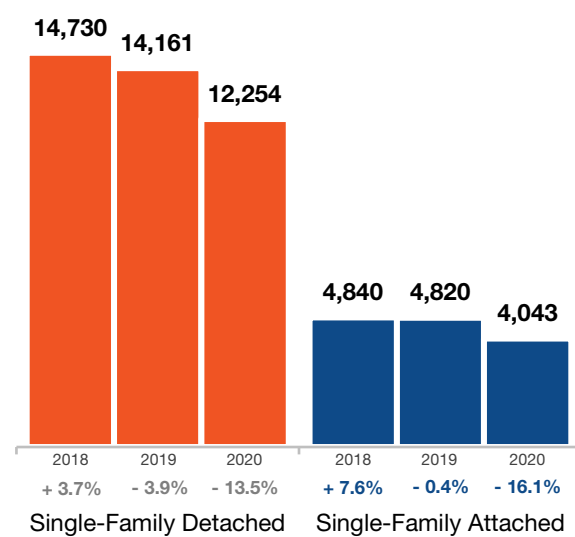
A count of the properties that have been newly listed on the market in a given month.



## September

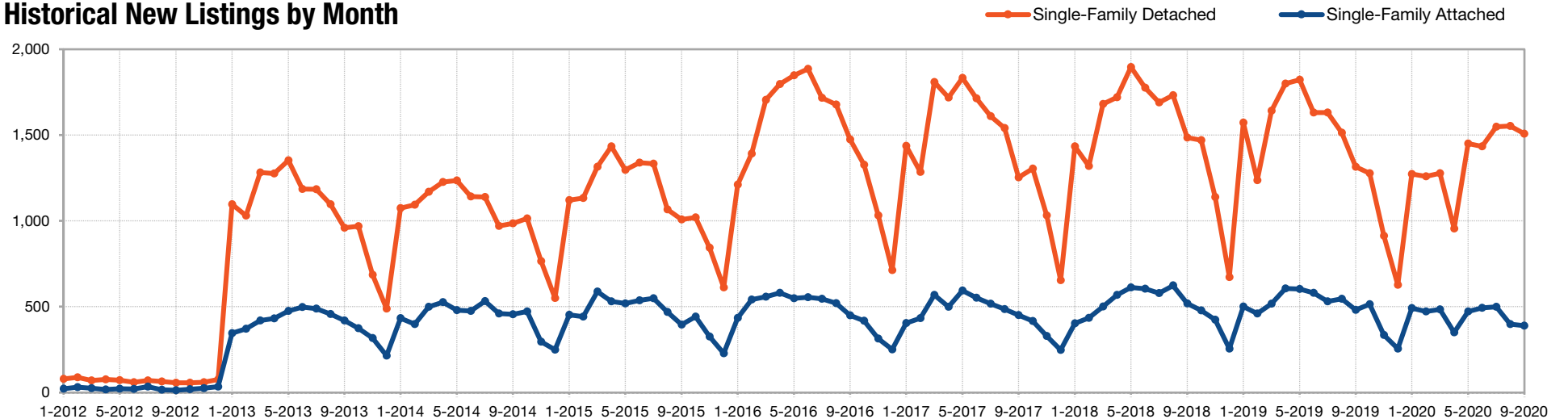


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2019	1,277	-13.1%	513	+7.3%
Nov-2019	912	-19.9%	335	-20.8%
Dec-2019	627	-6.7%	255	+0.4%
Jan-2020	1,272	-19.1%	491	-1.8%
Feb-2020	1,259	+1.8%	472	+2.8%
Mar-2020	1,277	-22.2%	483	-6.4%
Apr-2020	955	-46.9%	349	-42.4%
May-2020	1,450	-20.4%	472	-21.7%
Jun-2020	1,434	-12.1%	492	-15.2%
Jul-2020	1,548	-5.1%	499	-5.8%
Aug-2020	1,552	+2.6%	397	-27.2%
<b>Sep-2020</b>	<b>1,507</b>	<b>+14.6%</b>	<b>388</b>	<b>-19.3%</b>
12-Month Avg	1,256	-13.6%	429	-13.9%

## Historical New Listings by Month

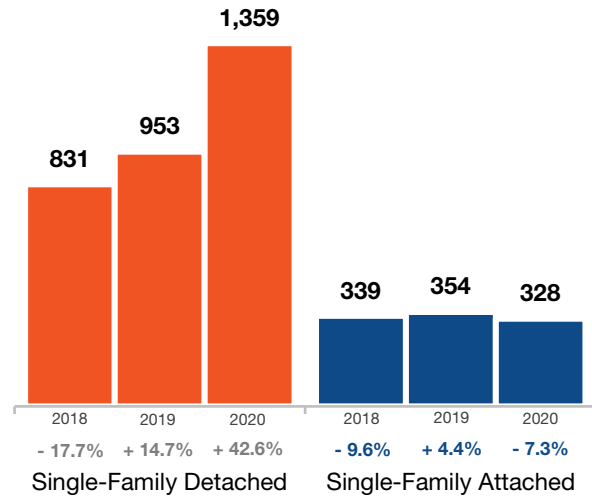


# Pending Sales

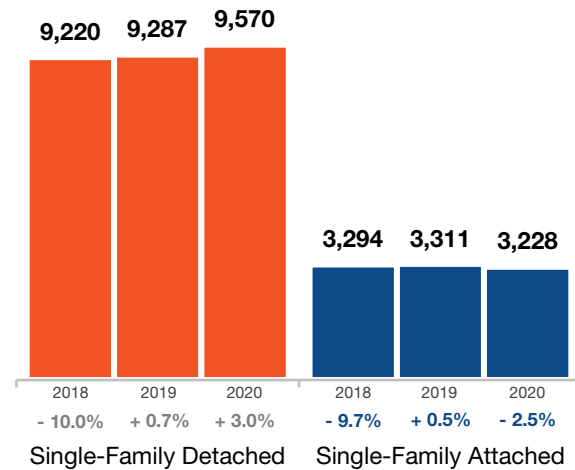
A count of the properties on which offers have been accepted in a given month.



## September

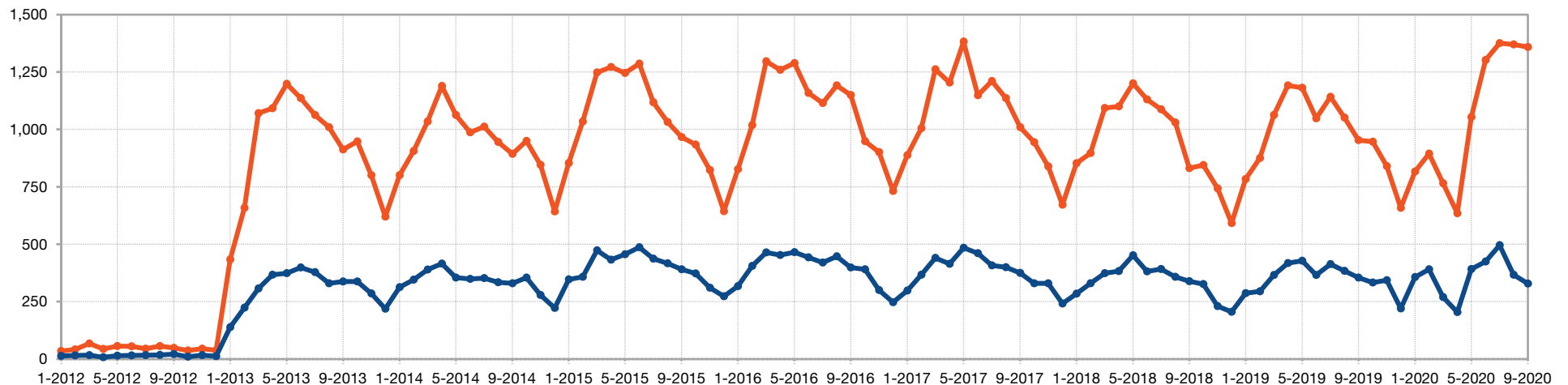


## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2019	946	+12.0%	333	+2.1%
Nov-2019	840	+13.1%	343	+49.1%
Dec-2019	658	+11.1%	220	+7.3%
Jan-2020	816	+4.2%	357	+24.4%
Feb-2020	894	+2.2%	390	+32.2%
Mar-2020	765	-28.0%	270	-26.2%
Apr-2020	635	-46.7%	204	-51.2%
May-2020	1,054	-10.8%	392	-8.4%
Jun-2020	1,302	+24.2%	424	+15.8%
Jul-2020	1,375	+20.4%	496	+20.1%
Aug-2020	1,370	+30.4%	367	-4.4%
<b>Sep-2020</b>	<b>1,359</b>	<b>+42.6%</b>	<b>328</b>	<b>-7.3%</b>
12-Month Avg	956	+4.8%	339	+1.3%

## Historical Pending Sales by Month

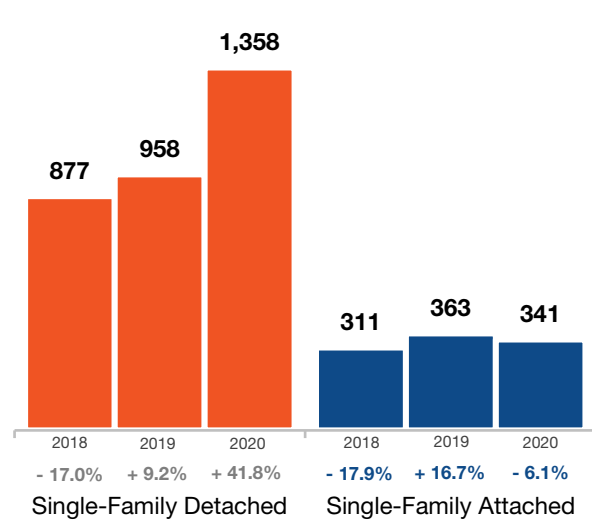


# Closed Sales

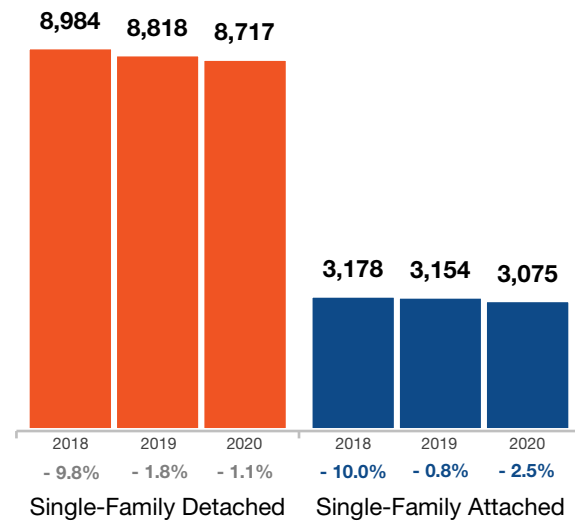
A count of the actual sales that closed in a given month.



## September

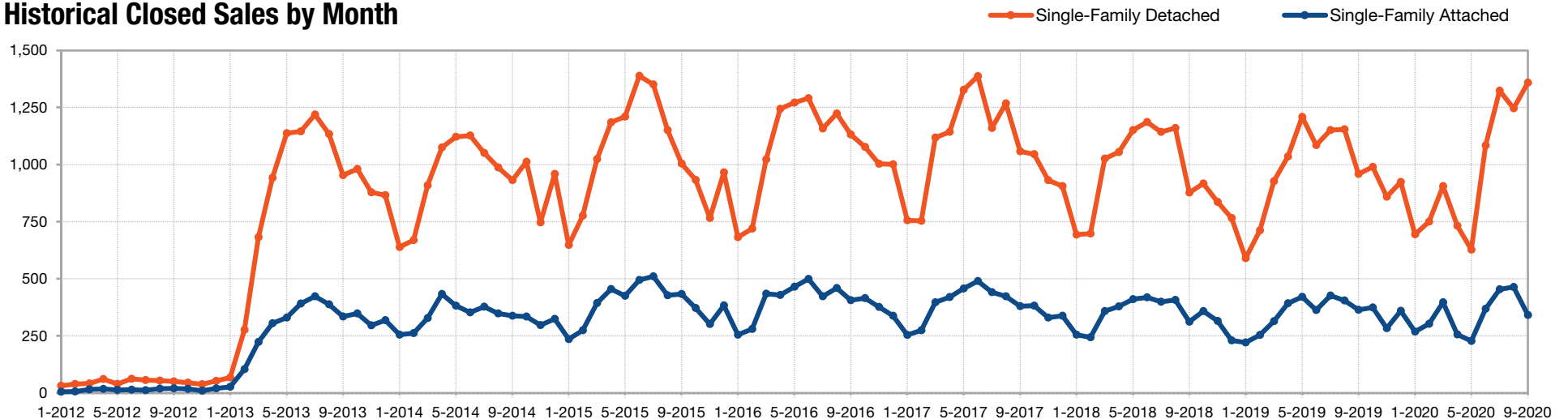


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2019	989	+8.0%	374	+4.5%
Nov-2019	859	+2.8%	283	-10.2%
Dec-2019	923	+20.7%	359	+56.8%
Jan-2020	694	+17.6%	268	+21.8%
Feb-2020	750	+5.5%	302	+19.4%
Mar-2020	905	-2.4%	396	+26.1%
Apr-2020	731	-29.4%	256	-34.7%
May-2020	627	-48.1%	227	-46.0%
Jun-2020	1,083	-0.2%	368	+1.7%
Jul-2020	1,323	+15.0%	453	+6.3%
Aug-2020	1,246	+8.0%	464	+14.9%
<b>Sep-2020</b>	<b>1,358</b>	<b>+41.8%</b>	<b>341</b>	<b>-6.1%</b>
12-Month Avg	945	+1.3%	338	+0.9%

## Historical Closed Sales by Month

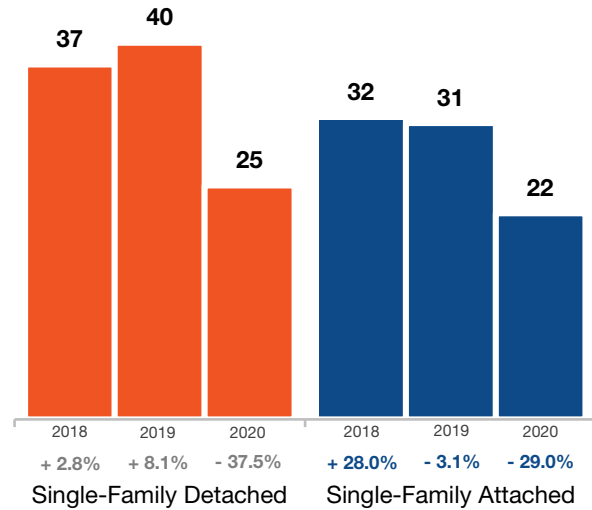


# Days on Market Until Sale

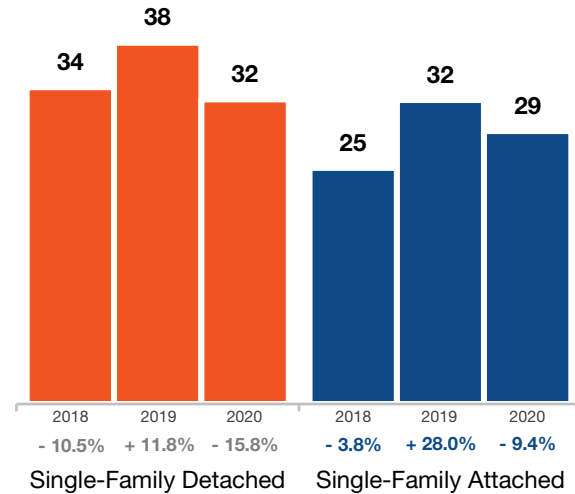
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



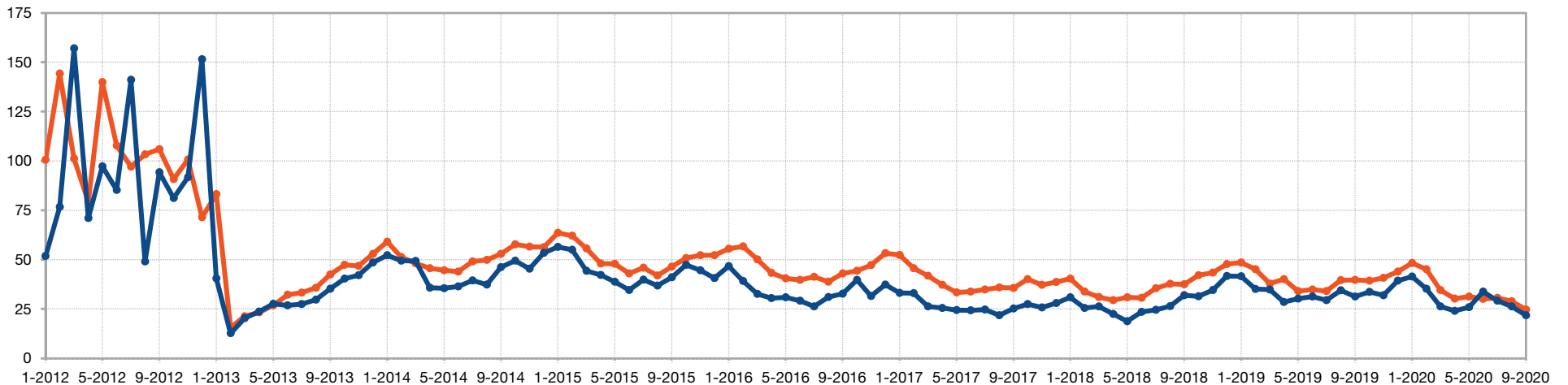
## Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2019	39	-7.1%	34	+9.7%
Nov-2019	41	-4.7%	32	-8.6%
Dec-2019	44	-8.3%	39	-7.1%
Jan-2020	48	-2.0%	41	-2.4%
Feb-2020	45	0.0%	35	0.0%
Mar-2020	35	-7.9%	26	-25.7%
Apr-2020	30	-25.0%	24	-17.2%
May-2020	31	-8.8%	26	-13.3%
Jun-2020	30	-14.3%	34	+9.7%
Jul-2020	31	-8.8%	29	0.0%
Aug-2020	29	-27.5%	26	-23.5%
<b>Sep-2020</b>	<b>25</b>	<b>-37.5%</b>	<b>22</b>	<b>-29.0%</b>
12-Month Avg*	40	-13.0%	33	-7.3%

\* Days on Market for all properties from October 2019 through September 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

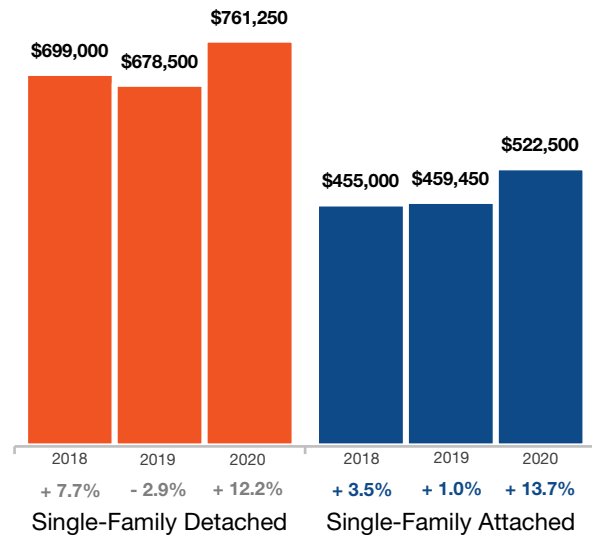


# Median Sales Price

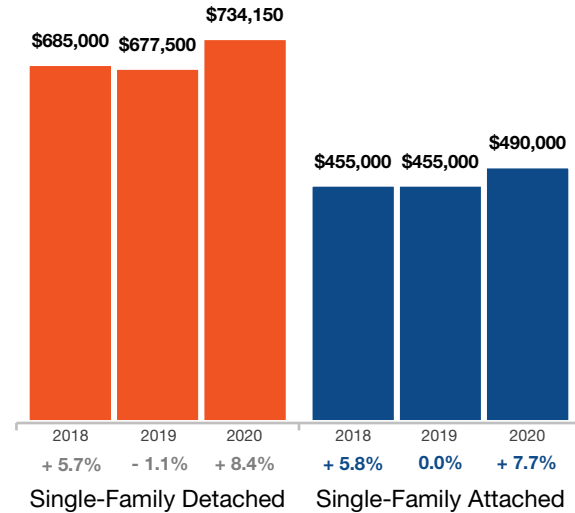
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



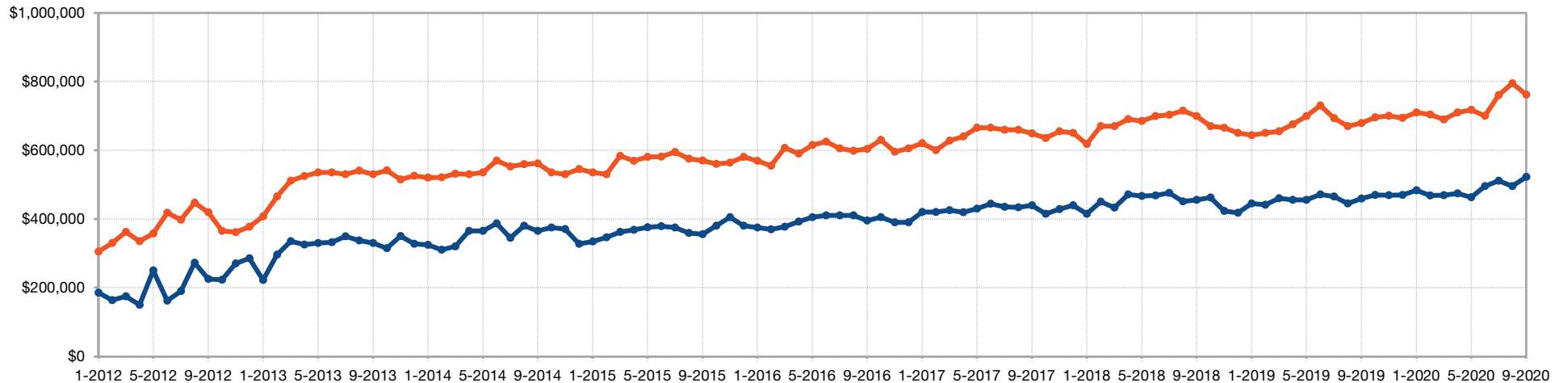
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2019	\$695,000	+3.7%	\$469,995	+1.8%
Nov-2019	\$700,000	+5.3%	\$469,000	+10.9%
Dec-2019	\$693,500	+6.7%	\$470,000	+12.6%
Jan-2020	\$710,000	+10.3%	\$482,995	+8.7%
Feb-2020	\$703,500	+8.2%	\$468,000	+6.1%
Mar-2020	\$689,000	+5.2%	\$469,000	+2.0%
Apr-2020	\$710,000	+5.2%	\$473,820	+4.1%
May-2020	\$717,000	+2.5%	\$462,500	+1.6%
Jun-2020	\$699,950	-4.1%	\$495,000	+5.0%
Jul-2020	\$760,000	+9.7%	\$511,250	+9.9%
Aug-2020	\$795,000	+18.7%	\$495,250	+11.3%
<b>Sep-2020</b>	<b>\$761,250</b>	<b>+12.2%</b>	<b>\$522,500</b>	<b>+13.7%</b>
12-Month Avg*	\$675,000	+7.4%	\$452,000	+7.3%

\* Median Sales Price for all properties from October 2019 through September 2020. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



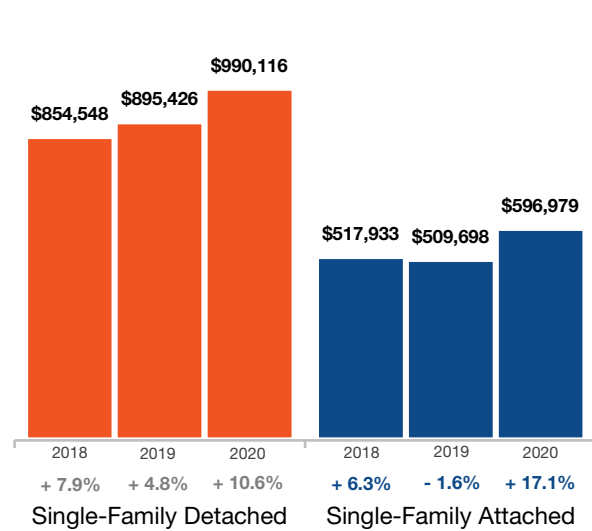


# Average Sales Price

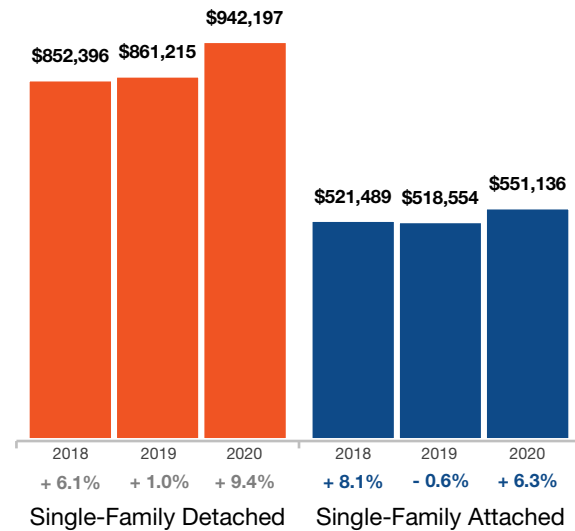
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



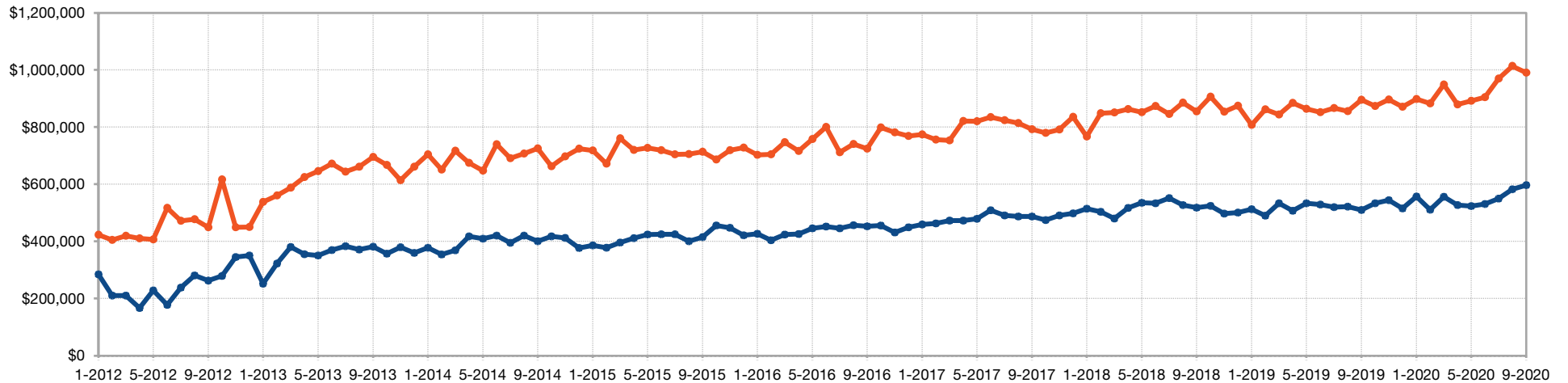
## Year to Date



	Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2019		\$873,249	-3.6%	\$532,967	+1.6%
Nov-2019		\$895,832	+5.0%	\$544,266	+9.4%
Dec-2019		\$870,382	-0.4%	\$514,775	+2.8%
Jan-2020		\$897,560	+11.2%	\$556,528	+8.6%
Feb-2020		\$882,882	+2.5%	\$510,260	+4.2%
Mar-2020		\$948,086	+12.4%	\$555,770	+4.2%
Apr-2020		\$878,857	-0.6%	\$526,572	+3.9%
May-2020		\$891,233	+3.2%	\$523,143	-1.9%
Jun-2020		\$903,975	+6.1%	\$530,646	+0.4%
Jul-2020		\$969,280	+11.9%	\$549,835	+5.9%
Aug-2020		\$1,013,277	+18.4%	\$581,687	+11.6%
<b>Sep-2020</b>		<b>\$990,116</b>	<b>+10.6%</b>	<b>\$596,979</b>	<b>+17.1%</b>
12-Month Avg*		\$917,894	+7.2%	\$543,619	+5.7%

\* Avg. Sales Price for all properties from October 2019 through September 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



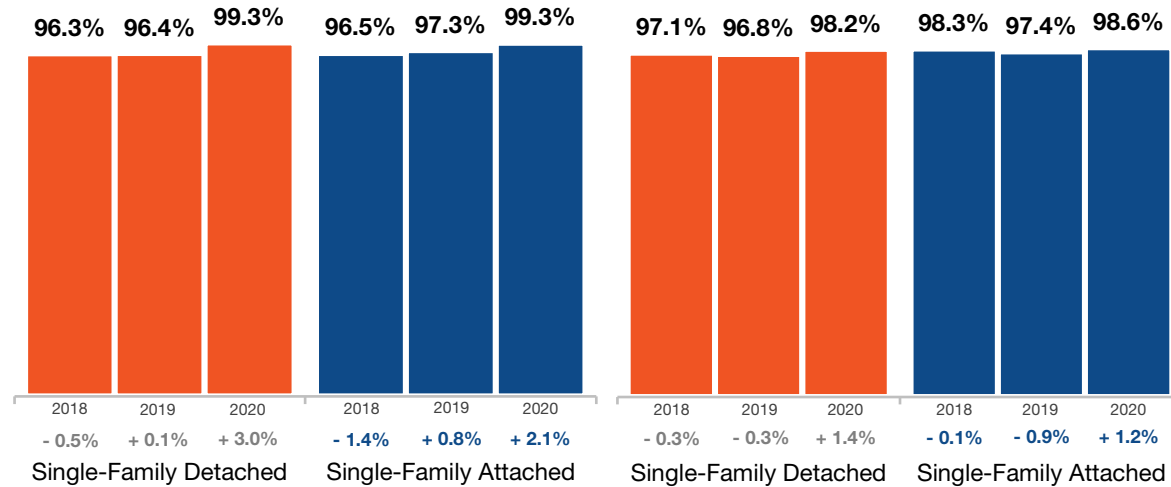
# Percent of Original List Price Received



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

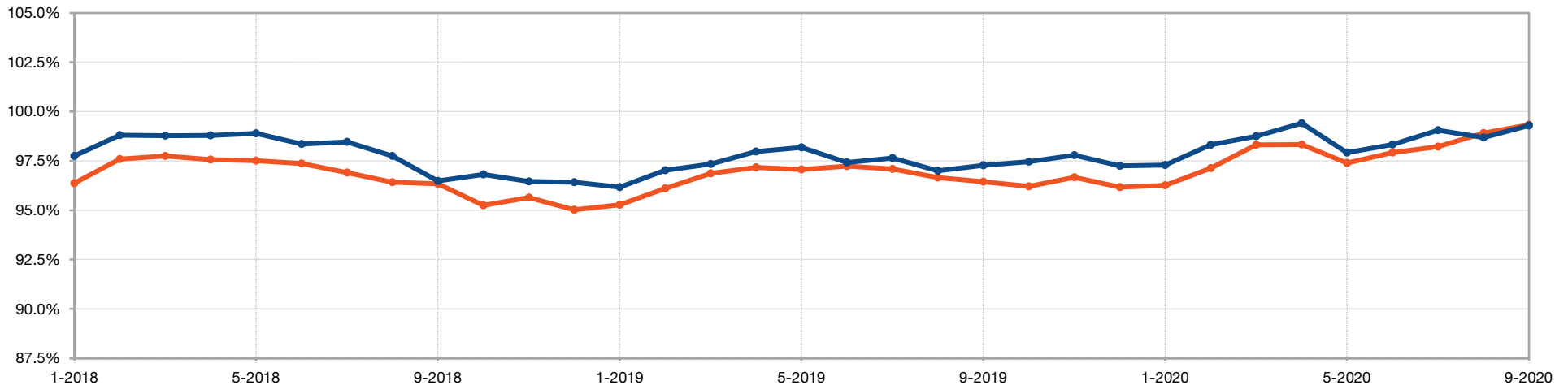
## Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2019	96.2%	+1.1%	97.5%	+0.7%
Nov-2019	96.7%	+1.2%	97.8%	+1.3%
Dec-2019	96.2%	+1.3%	97.2%	+0.8%
Jan-2020	96.3%	+1.0%	97.3%	+1.1%
Feb-2020	97.1%	+1.0%	98.3%	+1.3%
Mar-2020	98.3%	+1.4%	98.8%	+1.5%
Apr-2020	98.3%	+1.1%	99.4%	+1.4%
May-2020	97.4%	+0.3%	97.9%	-0.3%
Jun-2020	97.9%	+0.7%	98.3%	+0.9%
Jul-2020	98.2%	+1.1%	99.1%	+1.5%
Aug-2020	98.9%	+2.3%	98.7%	+1.8%
<b>Sep-2020</b>	<b>99.3%</b>	<b>+3.0%</b>	<b>99.3%</b>	<b>+2.1%</b>
12-Month Avg*	97.6%	+1.3%	98.3%	+1.1%

\* Pct. of Orig. Price Received for all properties from October 2019 through September 2020. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



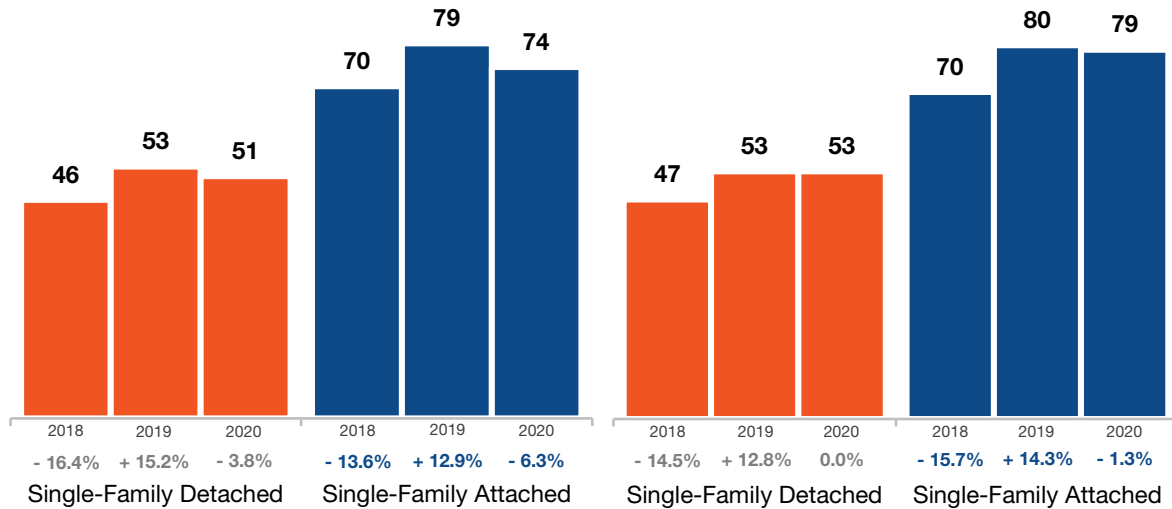
# Housing Affordability Index



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

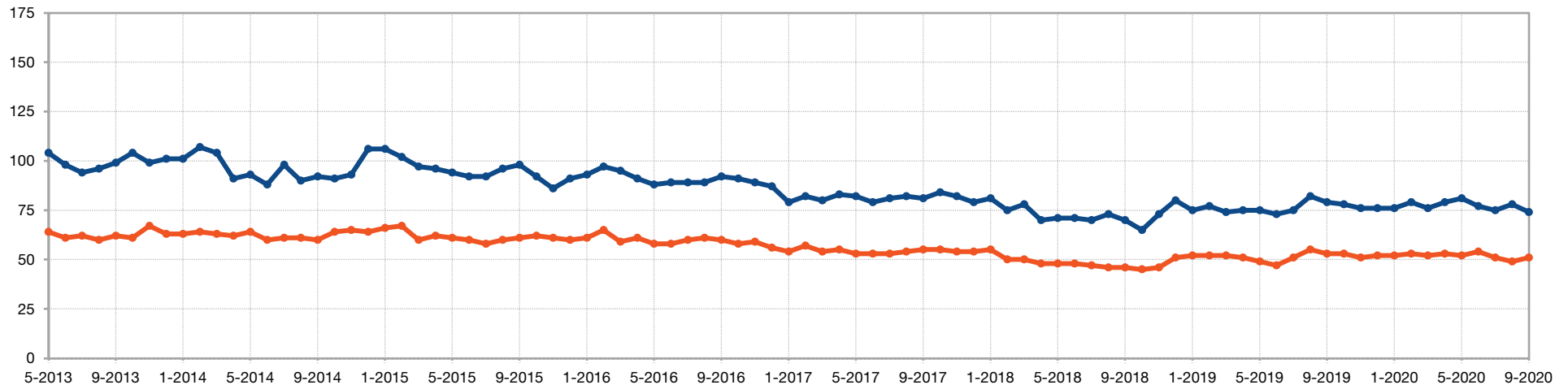
## Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2019	53	+17.8%	78	+20.0%
Nov-2019	51	+10.9%	76	+4.1%
Dec-2019	52	+2.0%	76	-5.0%
Jan-2020	52	0.0%	76	+1.3%
Feb-2020	53	+1.9%	79	+2.6%
Mar-2020	52	0.0%	76	+2.7%
Apr-2020	53	+3.9%	79	+5.3%
May-2020	52	+6.1%	81	+8.0%
Jun-2020	54	+14.9%	77	+5.5%
Jul-2020	51	0.0%	75	0.0%
Aug-2020	49	-10.9%	78	-4.9%
<b>Sep-2020</b>	<b>51</b>	<b>-3.8%</b>	<b>74</b>	<b>-6.3%</b>
12-Month Avg*	52	-3.4%	77	-2.3%

\* Affordability Index for all properties from October 2019 through September 2020. This is not the average of the individual figures above.

## Historical Housing Affordability Index by Month

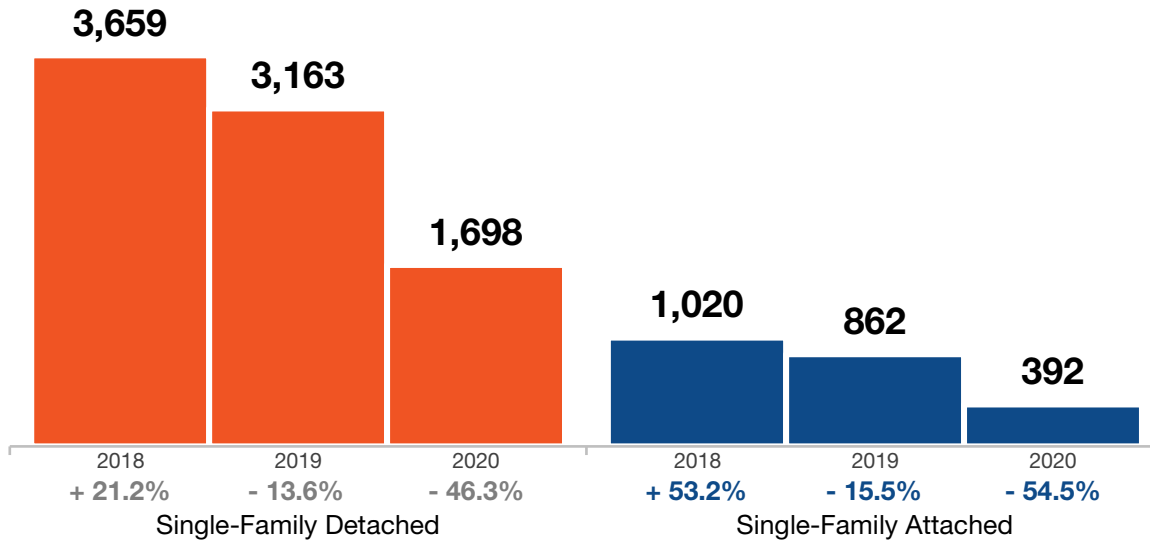


# Inventory of Homes for Sale

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

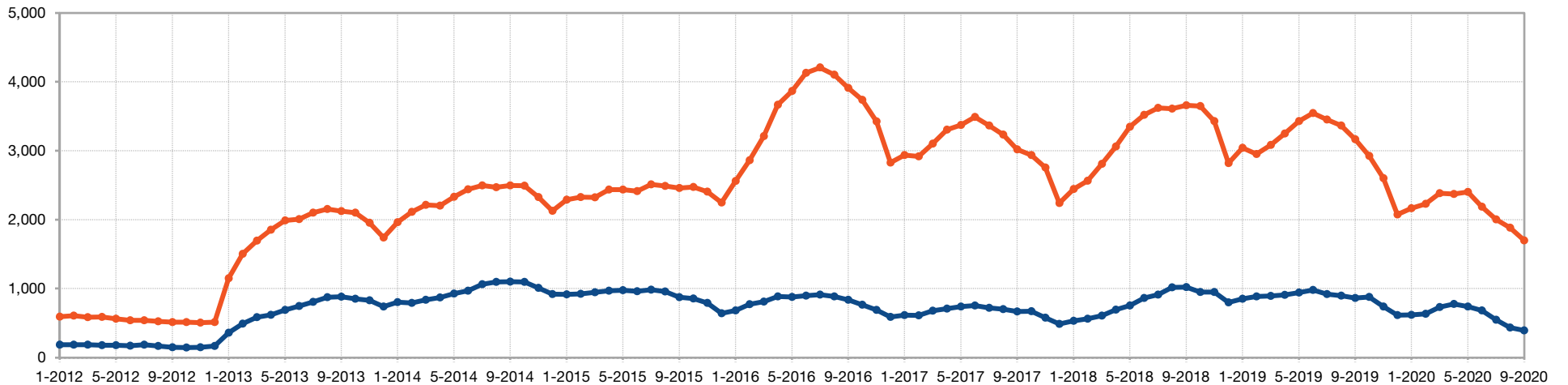


## September



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2019	2,924	-19.8%	879	-7.5%
Nov-2019	2,602	-24.1%	739	-22.0%
Dec-2019	2,072	-26.5%	615	-23.1%
Jan-2020	2,164	-28.8%	616	-27.5%
Feb-2020	2,228	-24.5%	632	-28.5%
Mar-2020	2,381	-22.8%	731	-18.2%
Apr-2020	2,372	-26.9%	775	-14.7%
May-2020	2,401	-29.9%	739	-21.5%
Jun-2020	2,186	-38.4%	682	-30.4%
Jul-2020	2,002	-42.0%	548	-40.3%
Aug-2020	1,881	-44.1%	433	-51.6%
<b>Sep-2020</b>	<b>1,698</b>	<b>-46.3%</b>	<b>392</b>	<b>-54.5%</b>
12-Month Avg	3,263	-31.3%	903	-28.2%

## Historical Inventory of Homes for Sale by Month

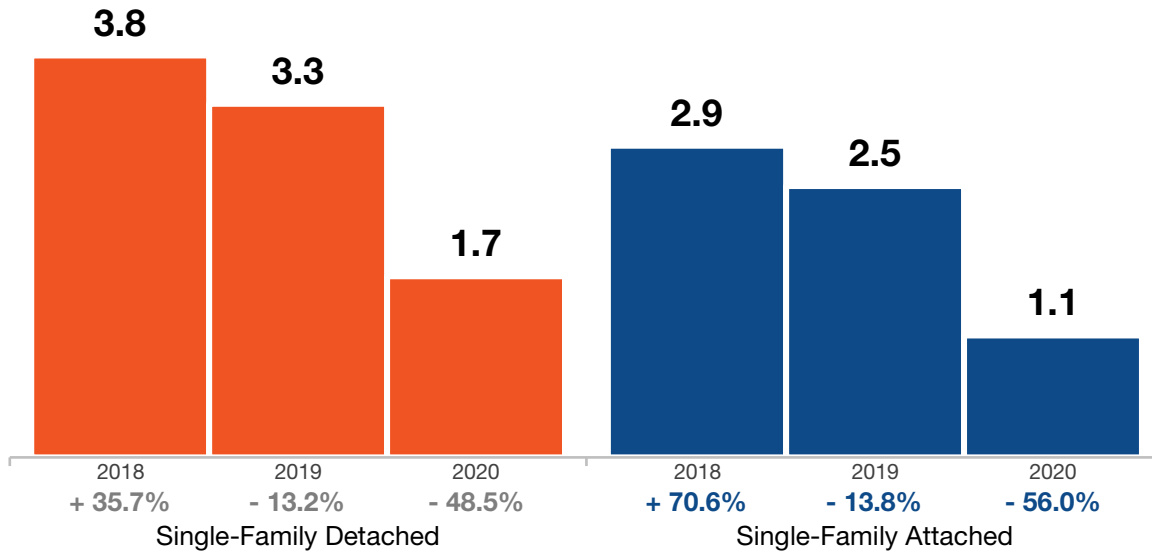


# Months Supply of Inventory



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.

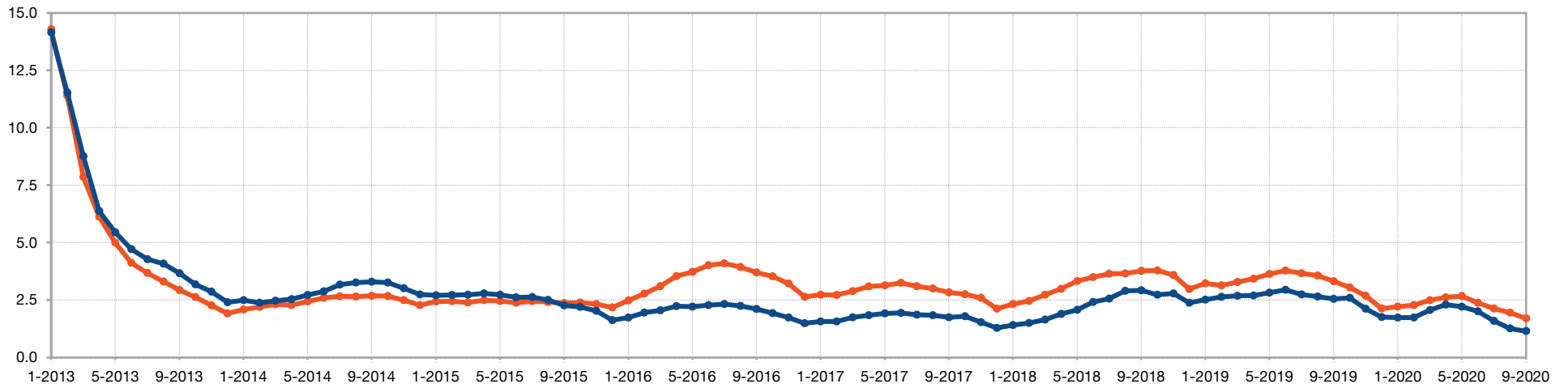
## September



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2019	3.0	-21.1%	2.6	-3.7%
Nov-2019	2.7	-25.0%	2.1	-25.0%
Dec-2019	2.1	-30.0%	1.8	-25.0%
Jan-2020	2.2	-31.3%	1.7	-32.0%
Feb-2020	2.3	-25.8%	1.7	-34.6%
Mar-2020	2.5	-24.2%	2.1	-22.2%
Apr-2020	2.6	-23.5%	2.3	-14.8%
May-2020	2.7	-25.0%	2.2	-21.4%
Jun-2020	2.4	-36.8%	2.0	-31.0%
Jul-2020	2.1	-43.2%	1.6	-40.7%
Aug-2020	1.9	-47.2%	1.3	-50.0%
<b>Sep-2020</b>	<b>1.7</b>	<b>-48.5%</b>	<b>1.1</b>	<b>-56.0%</b>
12-Month Avg*	3.4	-31.7%	2.7	-30.0%

\* Months Supply for all properties from October 2019 through September 2020. 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			9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	09-2018	09-2019	09-2020						
<b>New Listings</b>				1,805	<b>1,917</b>	+ 6.2%	19,060	<b>16,510</b>	- 13.4%
<b>Pending Sales</b>				1,314	<b>1,714</b>	+ 30.4%	12,781	<b>12,971</b>	+ 1.5%
<b>Closed Sales</b>				1,328	<b>1,714</b>	+ 29.1%	12,153	<b>11,942</b>	- 1.7%
<b>Days on Market</b>				37	<b>24</b>	- 35.1%	37	<b>31</b>	- 16.2%
<b>Median Sales Price</b>				\$615,000	<b>\$710,000</b>	+ 15.4%	\$618,000	<b>\$660,000</b>	+ 6.8%
<b>Average Sales Price</b>				\$792,157	<b>\$909,581</b>	+ 14.8%	\$772,528	<b>\$841,231</b>	+ 8.9%
<b>Pct. of Orig. Price Received</b>				96.7%	<b>99.3%</b>	+ 2.7%	96.9%	<b>98.3%</b>	+ 1.4%
<b>Housing Affordability Index</b>				59	<b>55</b>	- 6.8%	59	<b>59</b>	0.0%
<b>Inventory of Homes for Sale</b>				4,057	<b>2,127</b>	- 47.6%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>				3.1	<b>1.6</b>	- 48.4%	--	<b>--</b>	--