

Monthly Indicators

North San Diego County
Association of REALTORS®



November 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

Closed Sales increased 14.9 percent for Detached homes and 1.1 percent for Attached homes. Pending Sales increased 3.6 percent for Detached homes but decreased 8.8 percent for Attached homes.

The Median Sales Price was up 12.7 percent to \$789,000 for Detached homes and 11.9 percent to \$525,000 for Attached homes. Days on Market decreased 51.2 percent for Detached homes and 50.0 percent for Attached homes. Supply decreased 59.3 percent for Detached homes and 57.1 percent for Attached homes.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Monthly Snapshot

\$789,000 **\$525,000** **\$720,000**

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
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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			11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	11-2018	11-2019	11-2020						
New Listings				912	685	- 24.9%	16,352	14,414	- 11.9%
Pending Sales				842	872	+ 3.6%	11,073	11,809	+ 6.6%
Closed Sales				860	988	+ 14.9%	10,668	11,089	+ 3.9%
Days on Market				41	20	- 51.2%	39	30	- 23.1%
Median Sales Price				\$700,000	\$789,000	+ 12.7%	\$680,000	\$740,000	+ 8.8%
Average Sales Price				\$897,587	\$1,030,743	+ 14.8%	\$865,319	\$964,108	+ 11.4%
Pct. of Orig. Price Received				96.7%	99.7%	+ 3.1%	96.7%	98.5%	+ 1.9%
Housing Affordability Index				51	50	- 2.0%	53	53	0.0%
Inventory of Homes for Sale				2,613	1,135	- 56.6%	--	--	--
Months Supply of Inventory				2.7	1.1	- 59.3%	--	--	--

Single-Family Attached Activity Overview

North San Diego County
Association of REALTORS®



HOMEDEX

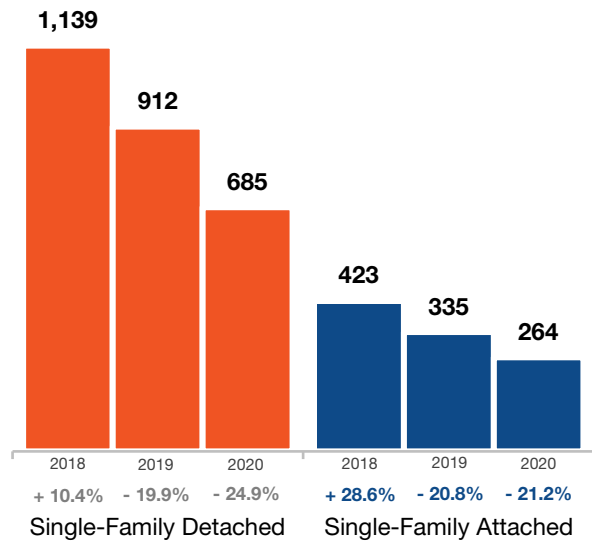
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	11-2018	11-2019	11-2020						
New Listings				335	264	- 21.2%	5,666	4,742	- 16.3%
Pending Sales				342	312	- 8.8%	3,986	3,902	- 2.1%
Closed Sales				283	286	+ 1.1%	3,811	3,667	- 3.8%
Days on Market				32	16	- 50.0%	32	27	- 15.6%
Median Sales Price				\$469,000	\$525,000	+ 11.9%	\$459,000	\$495,000	+ 7.8%
Average Sales Price				\$544,266	\$587,366	+ 7.9%	\$521,903	\$557,268	+ 6.8%
Pct. of Orig. Price Received				97.8%	99.6%	+ 1.8%	97.5%	98.8%	+ 1.3%
Housing Affordability Index				76	75	- 1.3%	78	80	+ 2.6%
Inventory of Homes for Sale				739	308	- 58.3%	--	--	--
Months Supply of Inventory				2.1	0.9	- 57.1%	--	--	--

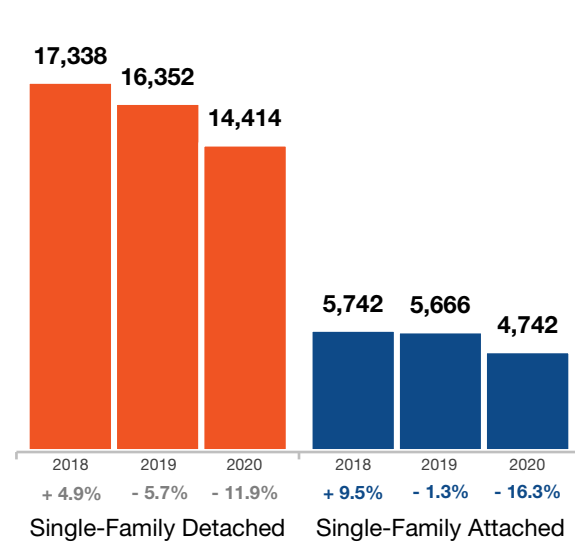
New Listings

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

November

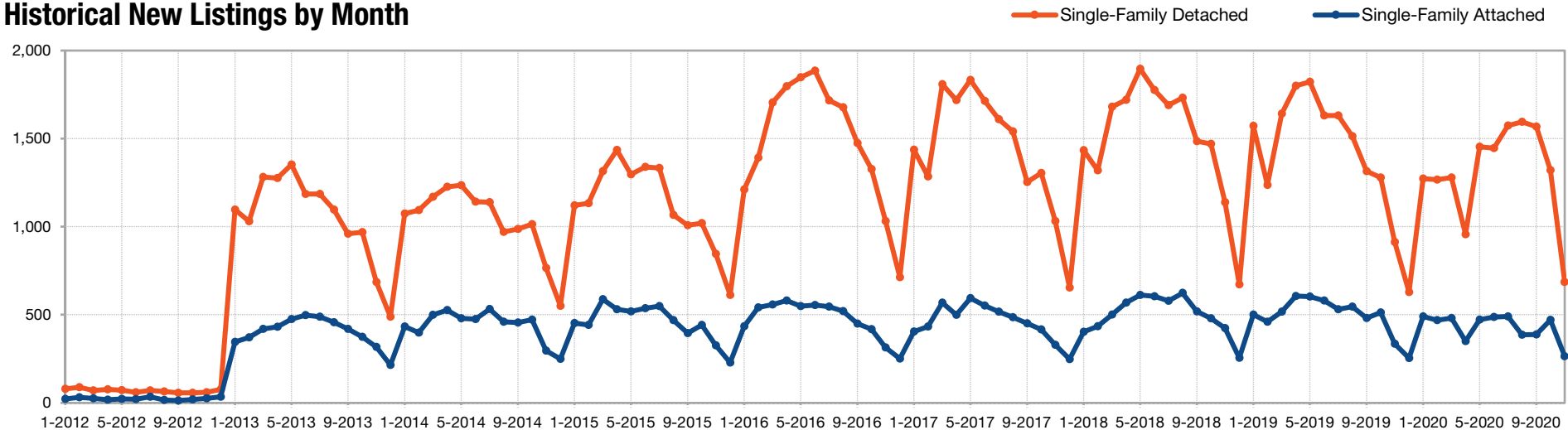


Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2019	628	-6.4%	253	-0.4%
Jan-2020	1,273	-19.0%	490	-2.0%
Feb-2020	1,266	+2.3%	468	+2.0%
Mar-2020	1,279	-22.1%	481	-6.8%
Apr-2020	956	-46.9%	349	-42.3%
May-2020	1,453	-20.3%	471	-21.9%
Jun-2020	1,445	-11.4%	487	-16.0%
Jul-2020	1,574	-3.5%	490	-7.5%
Aug-2020	1,594	+5.3%	385	-29.4%
Sep-2020	1,568	+19.2%	387	-19.5%
Oct-2020	1,321	+3.4%	470	-8.2%
Nov-2020	685	-24.9%	264	-21.2%
12-Month Avg	1,254	-11.6%	416	-15.6%

Historical New Listings by Month

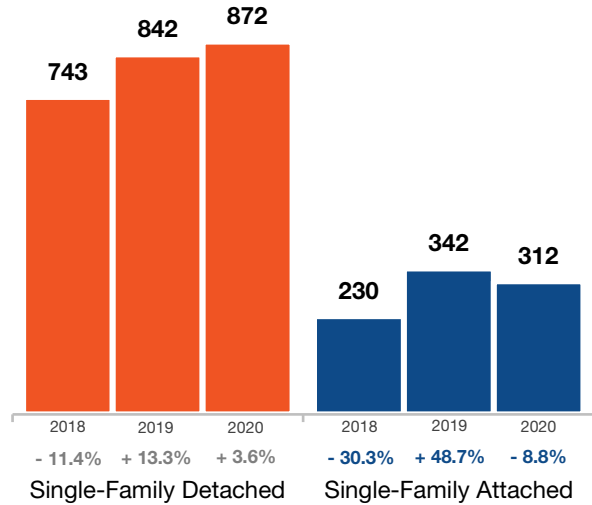


Pending Sales

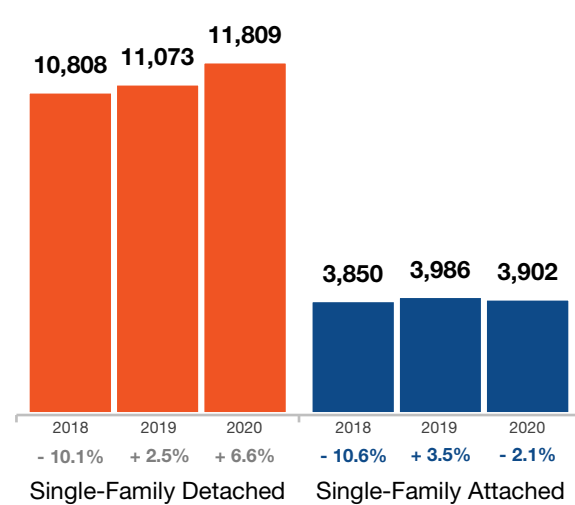
A count of the properties on which offers have been accepted in a given month.



November

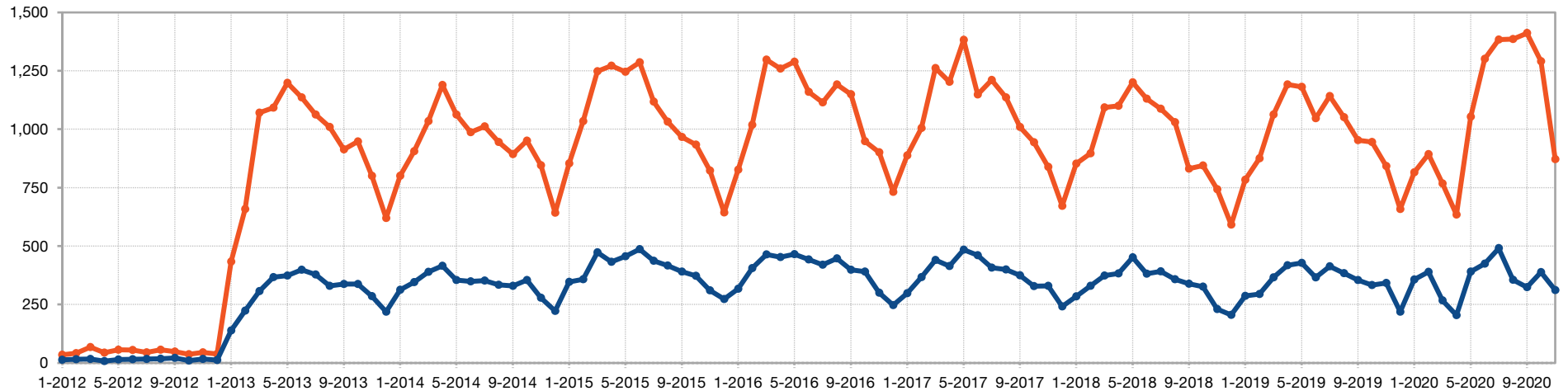


Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2019	658	+11.1%	219	+6.8%
Jan-2020	815	+4.1%	357	+24.4%
Feb-2020	893	+2.1%	389	+31.9%
Mar-2020	768	-27.8%	267	-27.0%
Apr-2020	635	-46.7%	204	-51.2%
May-2020	1,054	-10.8%	391	-8.6%
Jun-2020	1,301	+24.3%	424	+15.8%
Jul-2020	1,383	+21.1%	491	+18.9%
Aug-2020	1,386	+31.9%	355	-7.6%
Sep-2020	1,411	+48.1%	324	-8.5%
Oct-2020	1,291	+36.6%	388	+16.5%
Nov-2020	872	+3.6%	312	-8.8%
12-Month Avg	972	+6.9%	349	-1.7%

Historical Pending Sales by Month

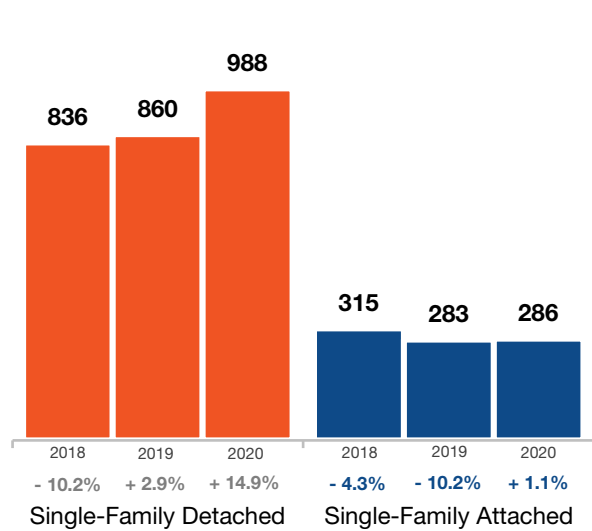


Closed Sales

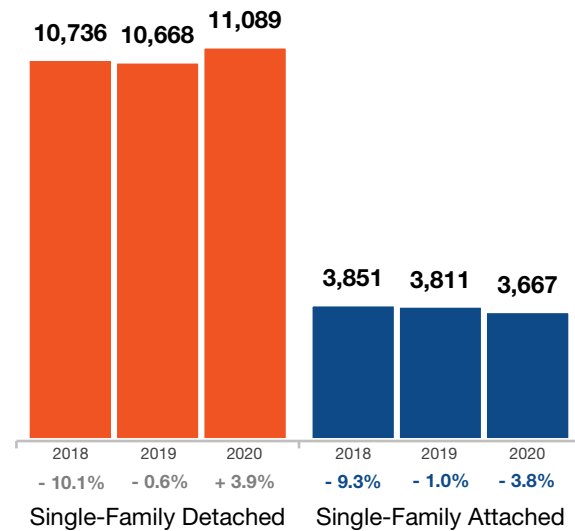
A count of the actual sales that closed in a given month.



November

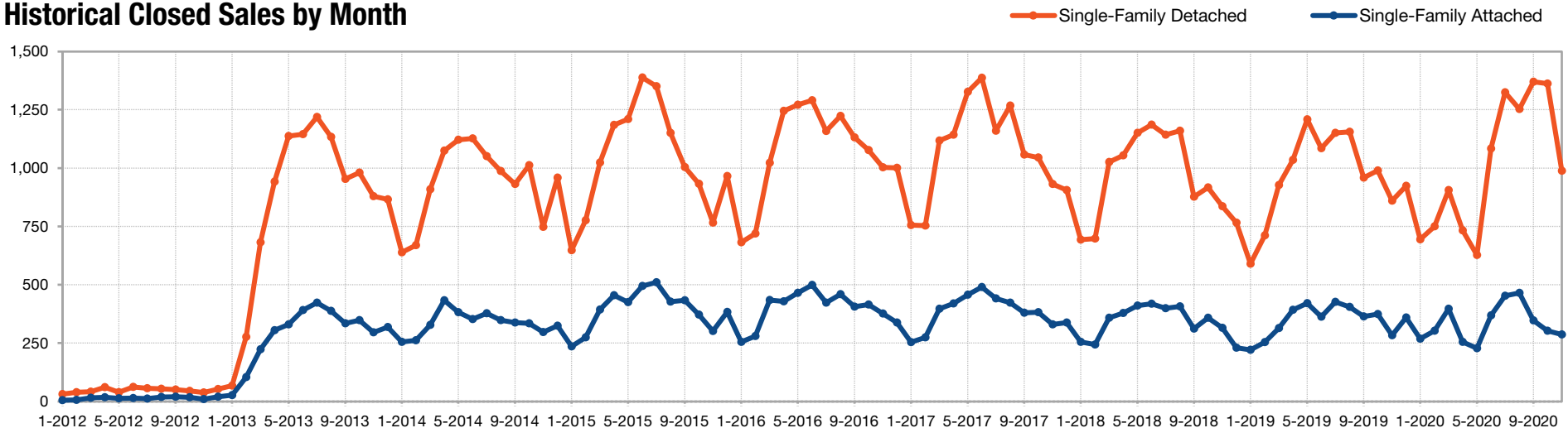


Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	733	-29.2%	255	-34.9%
May-2020	627	-48.1%	227	-46.0%
Jun-2020	1,083	-0.2%	368	+1.7%
Jul-2020	1,324	+15.1%	452	+6.1%
Aug-2020	1,253	+8.5%	465	+15.1%
Sep-2020	1,370	+43.0%	346	-4.7%
Oct-2020	1,362	+37.7%	302	-19.3%
Nov-2020	988	+14.9%	286	+1.1%
12-Month Avg	953	+5.1%	337	-0.3%

Historical Closed Sales by Month

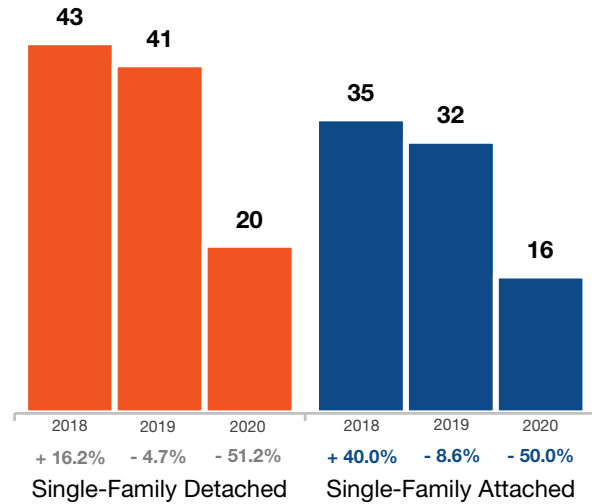


Days on Market Until Sale

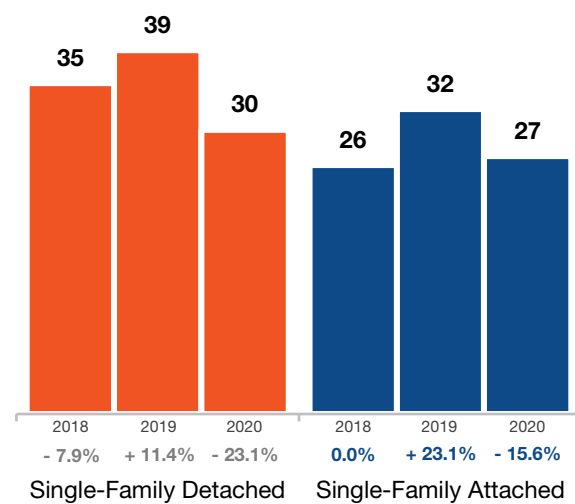
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



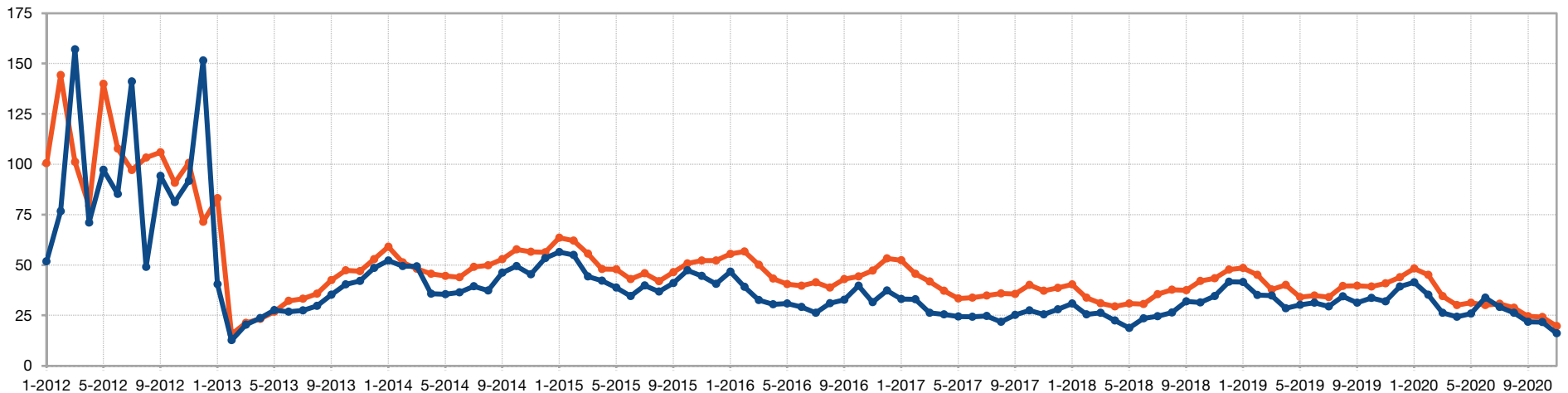
Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
Sep-2020	25	-37.5%	22	-29.0%
Oct-2020	24	-38.5%	22	-35.3%
Nov-2020	20	-51.2%	16	-50.0%
12-Month Avg*	39	-20.4%	33	-13.5%

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

Historical Days on Market Until Sale by Month

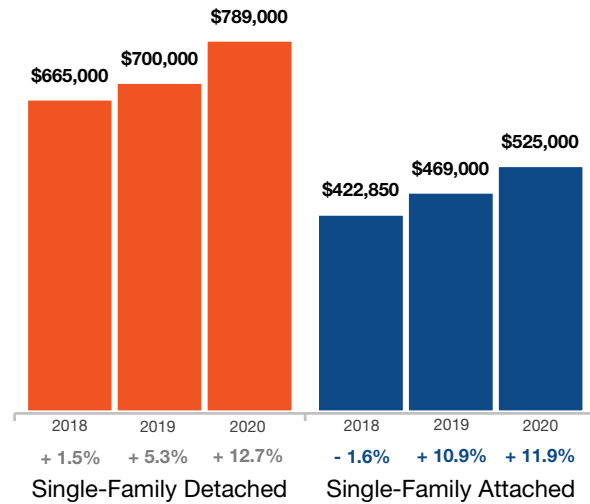


Median Sales Price

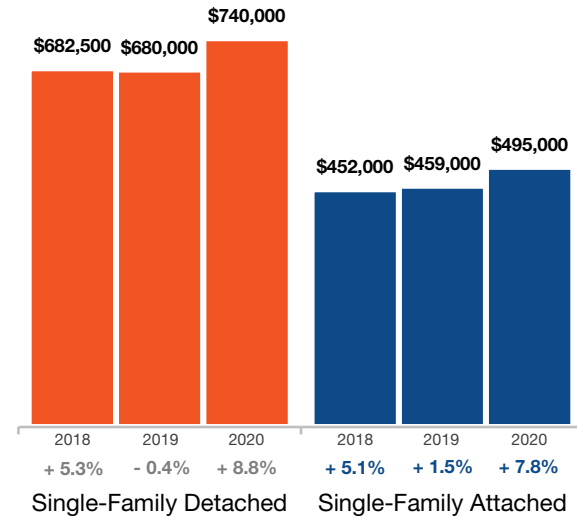
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



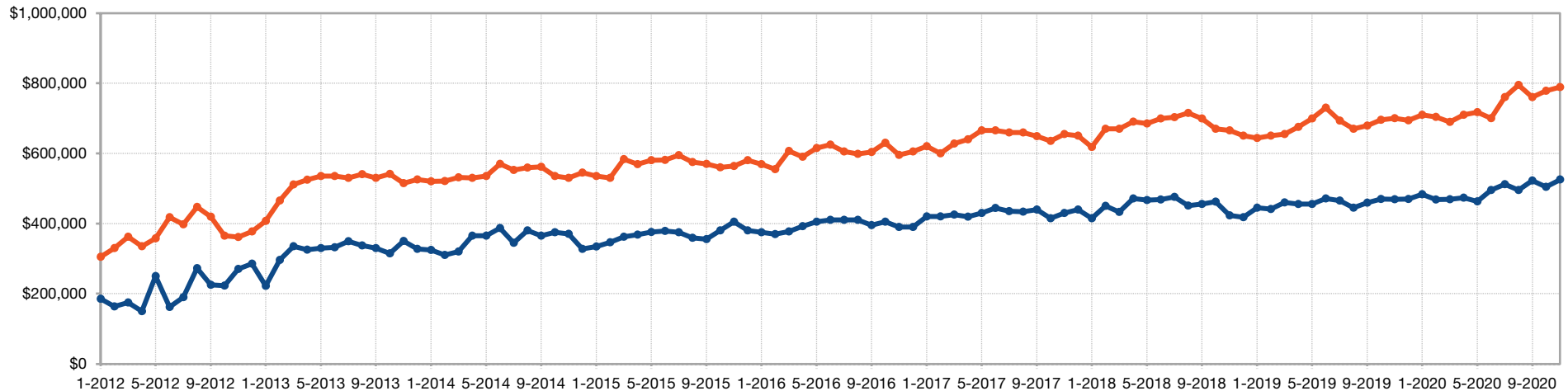
Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	\$473,410	+4.0%
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%	\$512,000	+10.1%
Aug-2020	\$795,000	+18.7%	\$495,500	+11.3%
Sep-2020	\$760,000	+12.0%	\$522,251	+13.7%
Oct-2020	\$778,000	+11.9%	\$504,000	+7.2%
Nov-2020	\$789,000	+12.7%	\$525,000	+11.9%
12-Month Avg*	\$680,000	+8.8%	\$457,000	+7.3%

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

Historical Median Sales Price by Month

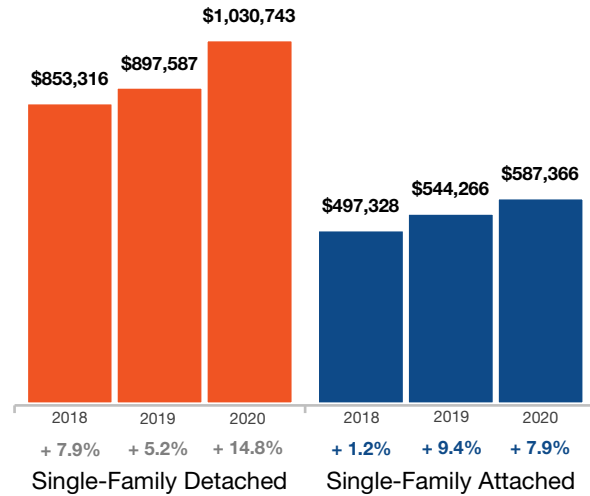


Average Sales Price

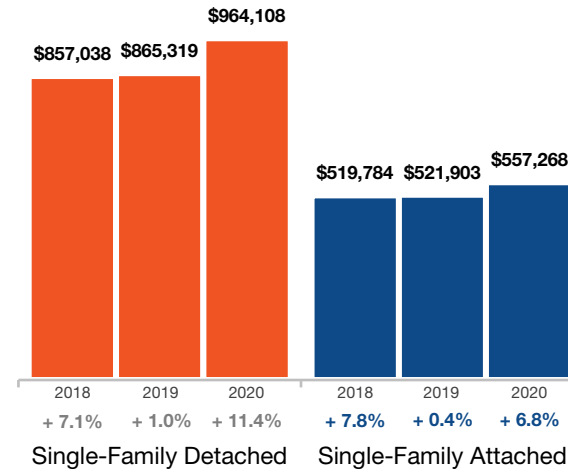
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



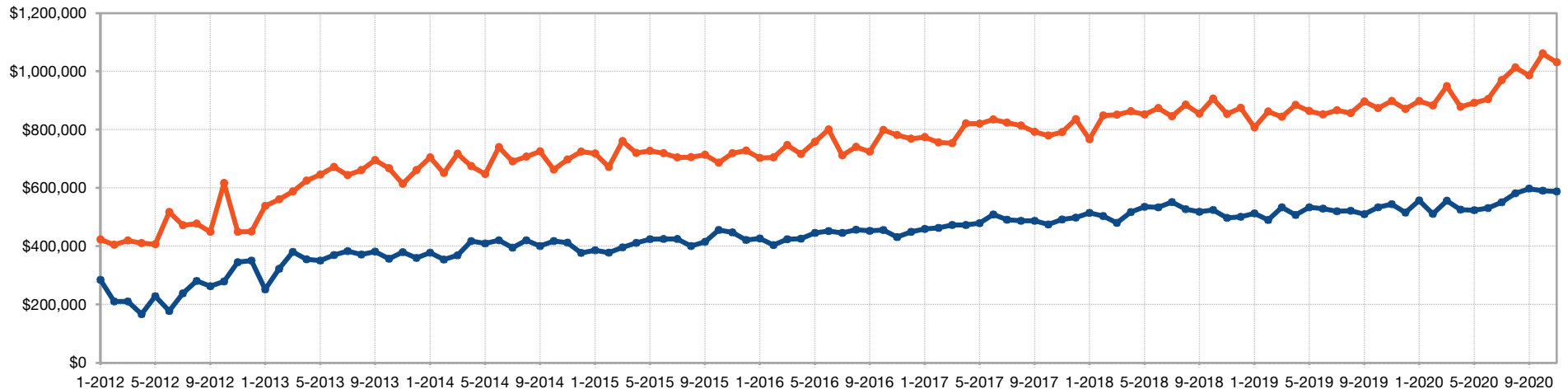
Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2019	\$870,382	-0.4%	\$514,775	+2.8%
Jan-2020	\$897,490	+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	\$878,171	-0.7%	\$525,447	+3.7%
May-2020	\$891,233	+3.2%	\$523,143	-1.9%
Jun-2020	\$903,975	+6.1%	\$530,646	+0.4%
Jul-2020	\$969,199	+11.9%	\$550,069	+5.9%
Aug-2020	\$1,013,105	+18.4%	\$581,606	+11.5%
Sep-2020	\$985,738	+10.1%	\$597,013	+17.1%
Oct-2020	\$1,060,631	+21.5%	\$590,529	+10.8%
Nov-2020	\$1,030,743	+14.8%	\$587,366	+7.9%
12-Month Avg*	\$944,303	+10.5%	\$551,929	+6.3%

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

Historical Average Sales Price by Month



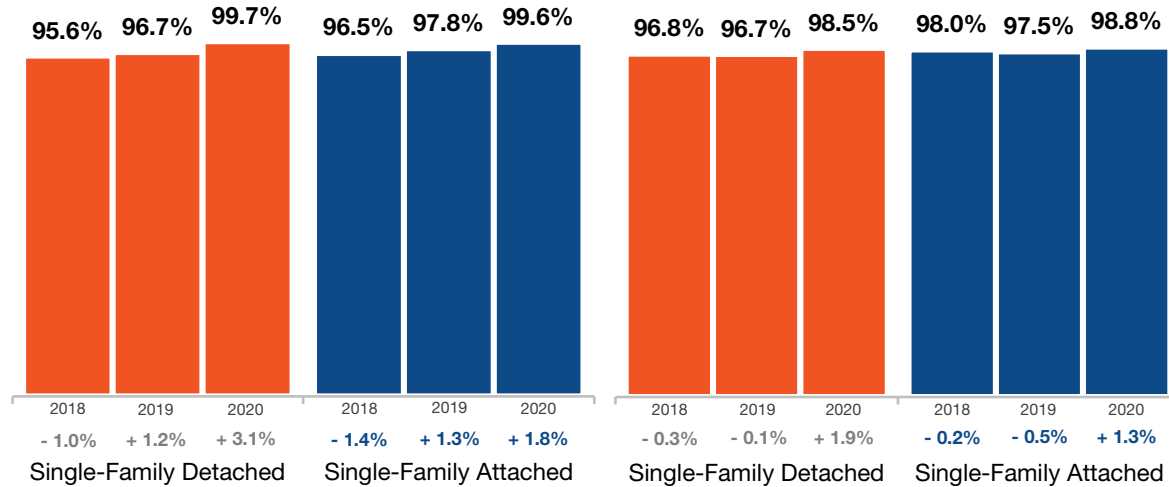
Percent of Original List Price Received



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.

November

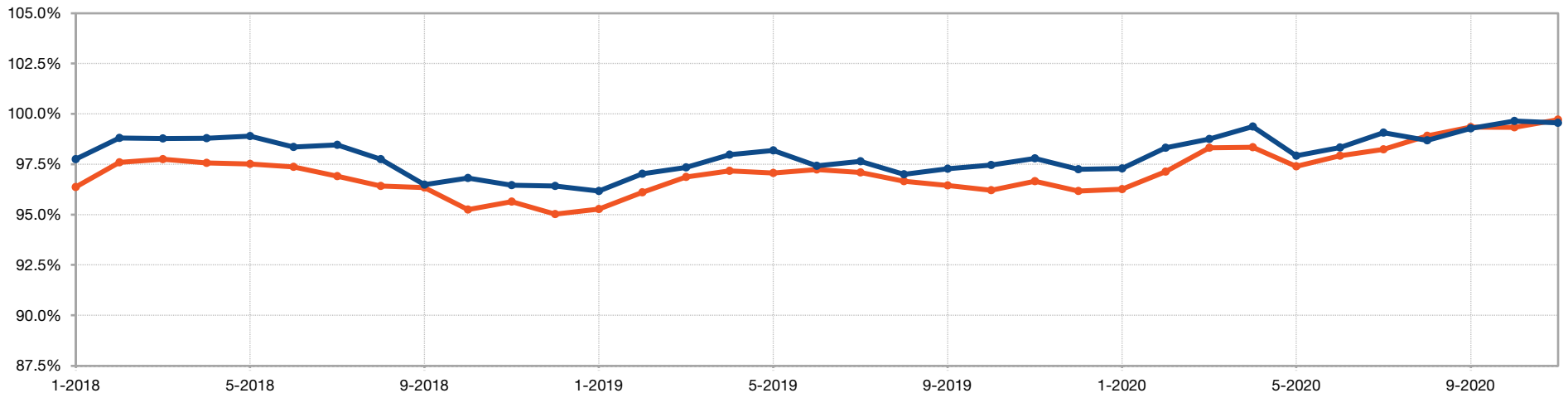
Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
Sep-2020	99.3%	+3.0%	99.3%	+2.1%
Oct-2020	99.3%	+3.2%	99.6%	+2.2%
Nov-2020	99.7%	+3.1%	99.6%	+1.8%
12-Month Avg*	98.1%	+1.8%	98.6%	+1.3%

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

Historical Percent of Original List Price Received by Month



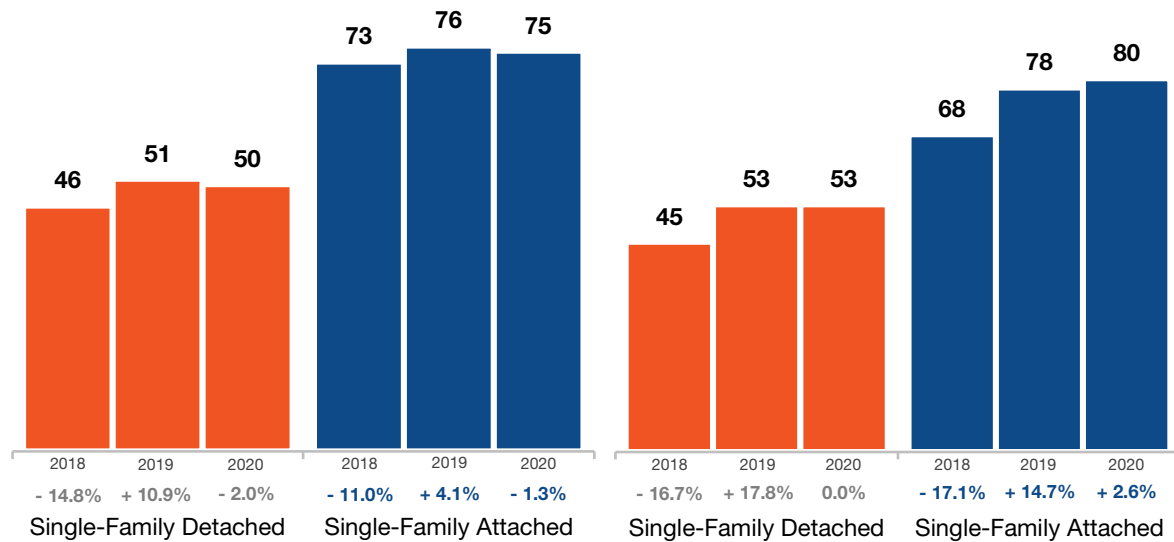
Housing Affordability Index



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.

November

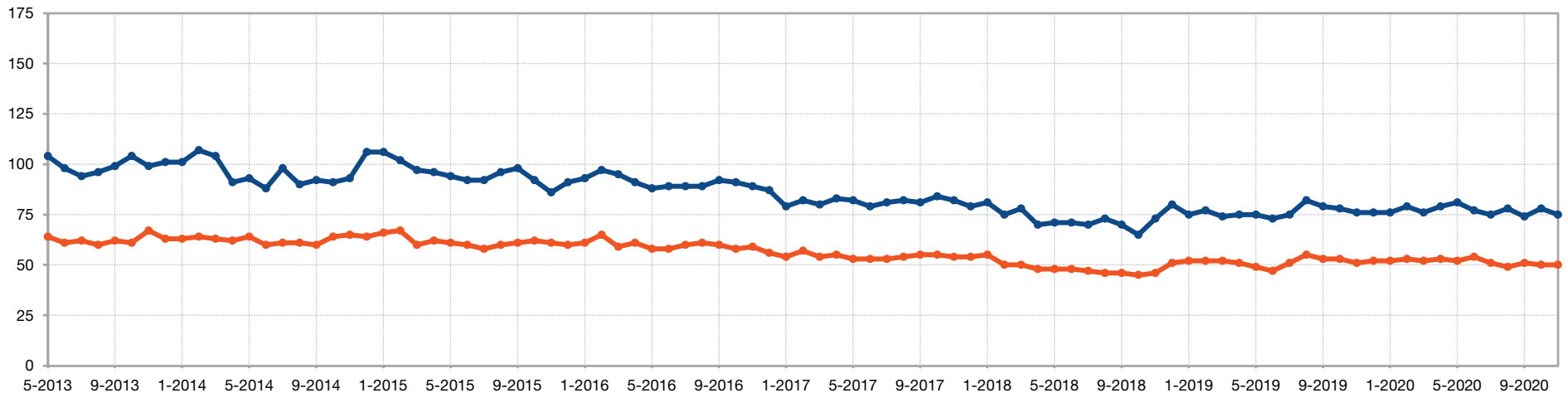
Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
Sep-2020	51	-3.8%	74	-6.3%
Oct-2020	50	-5.7%	78	0.0%
Nov-2020	50	-2.0%	75	-1.3%
12-Month Avg*	52	-3.5%	77	-2.4%

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

Historical Housing Affordability Index by Month

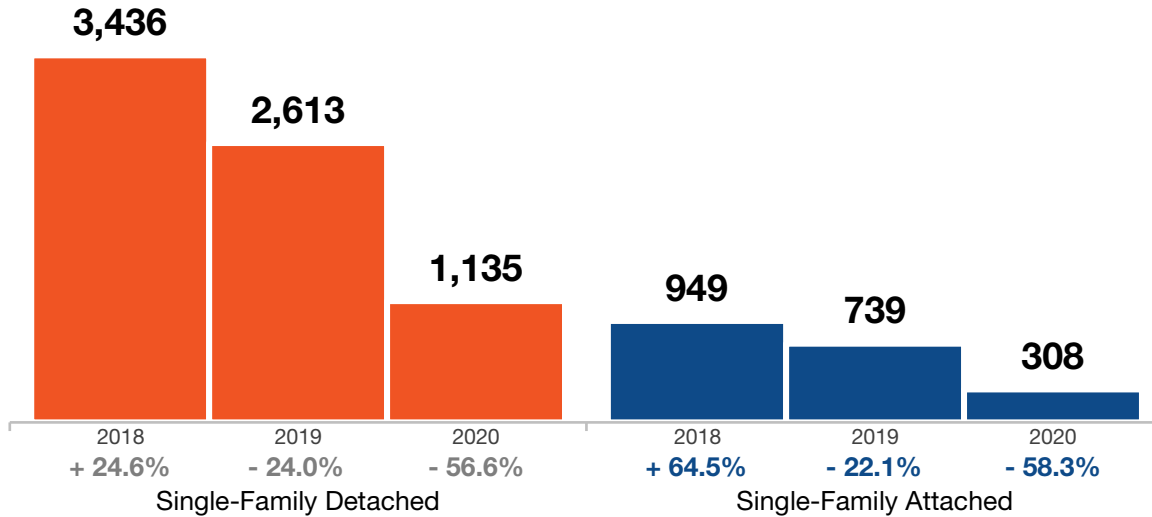


Inventory of Homes for Sale

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

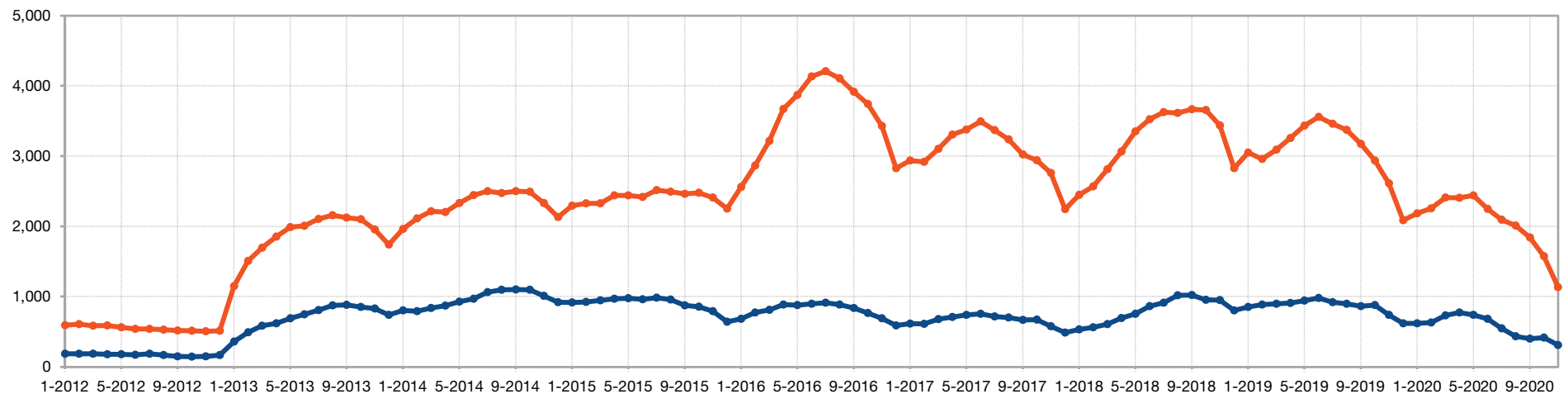


November



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2019	2,085	-26.2%	616	-23.1%
Jan-2020	2,181	-28.4%	616	-27.6%
Feb-2020	2,253	-23.8%	629	-28.9%
Mar-2020	2,409	-22.0%	729	-18.5%
Apr-2020	2,406	-26.0%	773	-15.0%
May-2020	2,440	-28.9%	739	-21.5%
Jun-2020	2,248	-36.7%	680	-30.6%
Jul-2020	2,091	-39.5%	547	-40.4%
Aug-2020	2,009	-40.4%	432	-51.7%
Sep-2020	1,841	-42.0%	398	-53.8%
Oct-2020	1,572	-46.5%	416	-52.7%
Nov-2020	1,135	-56.6%	308	-58.3%
12-Month Avg	3,143	-34.6%	880	-34.8%

Historical Inventory of Homes for Sale by Month

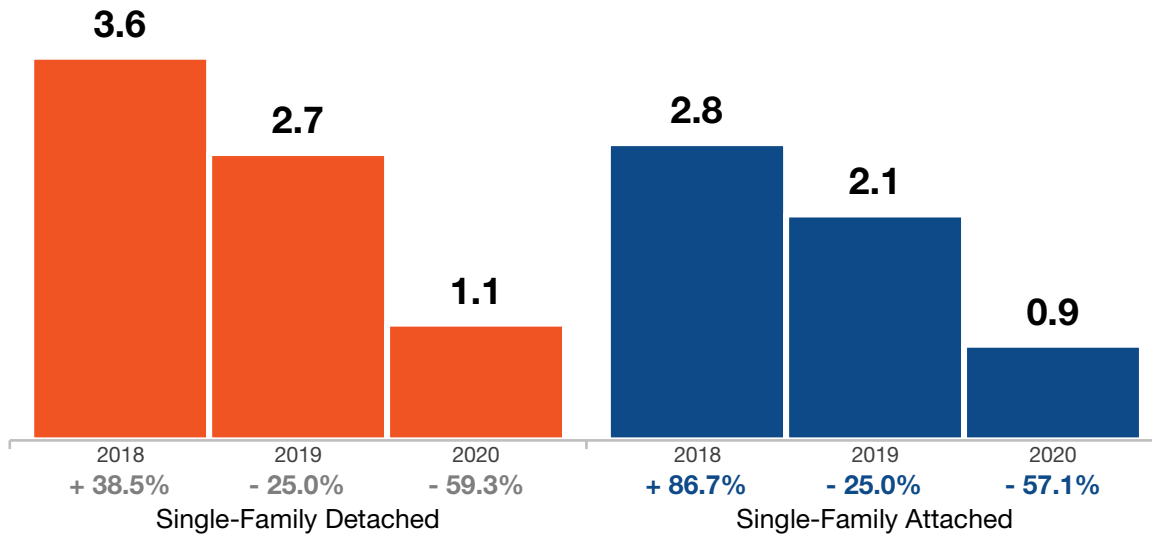


Months Supply of Inventory



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.

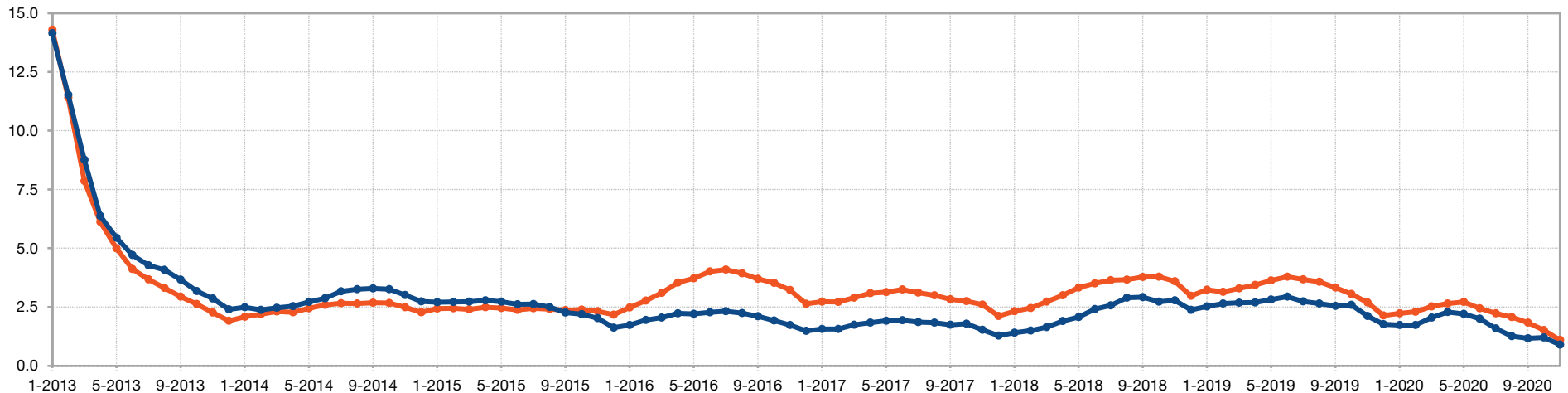
November



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	2.0	-25.9%
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	2.2	-40.5%	1.6	-40.7%
Aug-2020	2.1	-41.7%	1.3	-50.0%
Sep-2020	1.8	-45.5%	1.2	-52.0%
Oct-2020	1.5	-50.0%	1.2	-53.8%
Nov-2020	1.1	-59.3%	0.9	-57.1%
12-Month Avg*	3.3	-35.4%	2.6	-36.5%

* Months Supply for all properties from December 2019 through November 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®



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Key Metrics	Historical Sparkbars			11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	11-2018	11-2019	11-2020						
New Listings				1,263	980	- 22.4%	22,130	19,365	- 12.5%
Pending Sales				1,200	1,188	- 1.0%	15,273	15,869	+ 3.9%
Closed Sales				1,153	1,274	+ 10.5%	14,685	14,909	+ 1.5%
Days on Market				39	19	- 51.3%	37	29	- 21.6%
Median Sales Price				\$645,000	\$720,000	+ 11.6%	\$620,000	\$675,000	+ 8.9%
Average Sales Price				\$810,262	\$931,053	+ 14.9%	\$776,446	\$863,901	+ 11.3%
Pct. of Orig. Price Received				96.9%	99.7%	+ 2.9%	96.9%	98.5%	+ 1.7%
Housing Affordability Index				56	55	- 1.8%	58	58	0.0%
Inventory of Homes for Sale				3,382	1,493	- 55.9%	--	--	--
Months Supply of Inventory				2.5	1.1	- 56.0%	--	--	--