

# Monthly Indicators

North San Diego County  
Association of REALTORS®



## December 2020

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market, buoyed by near-record low interest rates, continue to drive a healthy sales pace in the face of a new wave of COVID-19 infections and a softening jobs market.

Closed Sales increased 14.1 percent for Detached homes and 4.2 percent for Attached homes. Pending Sales increased 12.0 percent for Detached homes and 35.2 percent for Attached homes.

The Median Sales Price was up 15.4 percent to \$800,000 for Detached homes and 14.6 percent to \$538,500 for Attached homes. Days on Market decreased 47.7 percent for Detached homes and 43.6 percent for Attached homes. Supply decreased 63.6 percent for Detached homes and 61.1 percent for Attached homes.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

## Monthly Snapshot

**\$800,000**      **\$538,500**      **\$716,000**

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.

Single-Family Detached Activity Overview	2
Single-Family Attached Activity Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of Original List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Combined	14

# 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			12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	12-2018	12-2019	12-2020						
New Listings				627	589	- 6.1%	16,982	15,208	- 10.4%
Pending Sales				658	737	+ 12.0%	11,731	12,642	+ 7.8%
Closed Sales				923	1,053	+ 14.1%	11,592	12,339	+ 6.4%
Days on Market				44	23	- 47.7%	39	29	- 25.6%
Median Sales Price				\$693,500	\$800,000	+ 15.4%	\$682,000	\$747,000	+ 9.5%
Average Sales Price				\$870,382	\$1,031,884	+ 18.6%	\$865,803	\$969,532	+ 12.0%
Pct. of Orig. Price Received				96.2%	99.4%	+ 3.3%	96.7%	98.6%	+ 2.0%
Housing Affordability Index				52	49	- 5.8%	53	53	0.0%
Inventory of Homes for Sale				2,175	861	- 60.4%	--	--	--
Months Supply of Inventory				2.2	0.8	- 63.6%	--	--	--

# 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.**

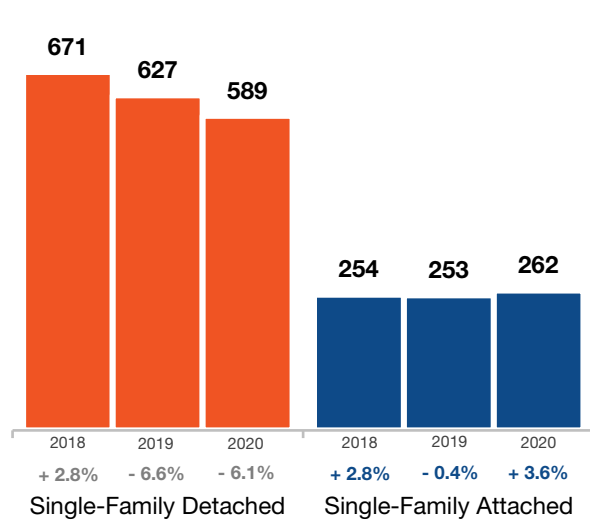
Key Metrics	Historical Sparkbars			12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	12-2018	12-2019	12-2020						
<b>New Listings</b>				253	<b>262</b>	+ 3.6%	5,917	<b>5,033</b>	- 14.9%
<b>Pending Sales</b>				219	<b>296</b>	+ 35.2%	4,205	<b>4,220</b>	+ 0.4%
<b>Closed Sales</b>				359	<b>374</b>	+ 4.2%	4,170	<b>4,089</b>	- 1.9%
<b>Days on Market</b>				39	<b>22</b>	- 43.6%	33	<b>27</b>	- 18.2%
<b>Median Sales Price</b>				\$470,000	<b>\$538,500</b>	+ 14.6%	\$460,000	<b>\$497,000</b>	+ 8.0%
<b>Average Sales Price</b>				\$514,775	<b>\$619,278</b>	+ 20.3%	\$521,283	<b>\$562,025</b>	+ 7.8%
<b>Pct. of Orig. Price Received</b>				97.2%	<b>99.5%</b>	+ 2.4%	97.4%	<b>98.8%</b>	+ 1.4%
<b>Housing Affordability Index</b>				76	<b>73</b>	- 3.9%	78	<b>79</b>	+ 1.3%
<b>Inventory of Homes for Sale</b>				636	<b>235</b>	- 63.1%	--	--	--
<b>Months Supply of Inventory</b>				1.8	<b>0.7</b>	- 61.1%	--	--	--

# New Listings

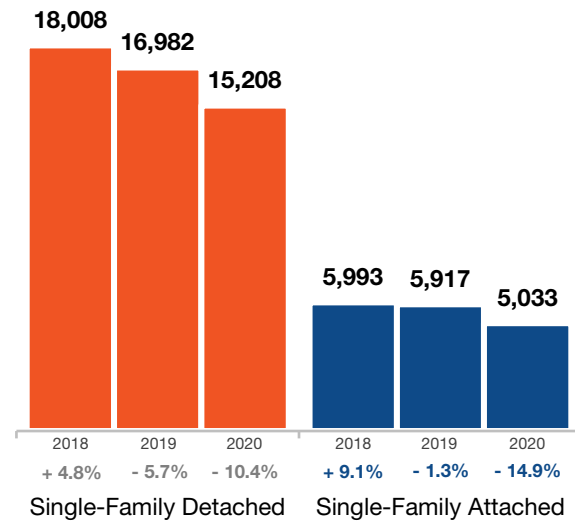
A count of the properties that have been newly listed on the market in a given month.



## December

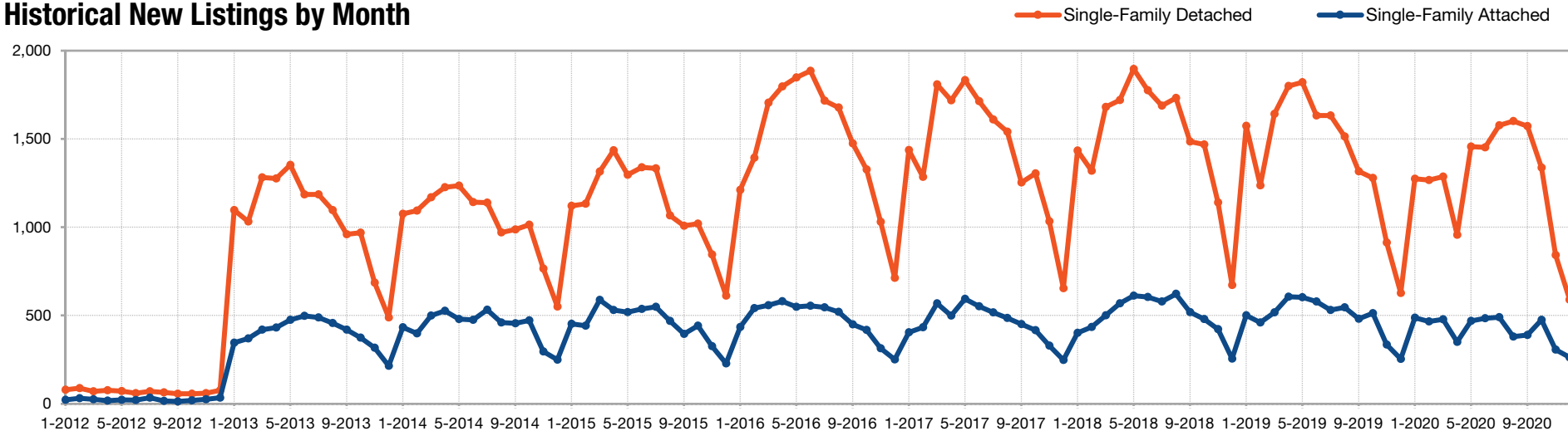


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2020	1,274	-19.0%	487	-2.6%
Feb-2020	1,267	+2.4%	466	+1.5%
Mar-2020	1,286	-21.6%	478	-7.4%
Apr-2020	957	-46.8%	349	-42.3%
May-2020	1,456	-20.0%	469	-22.2%
Jun-2020	1,452	-11.0%	483	-16.6%
Jul-2020	1,576	-3.4%	489	-7.7%
Aug-2020	1,600	+5.7%	380	-30.3%
Sep-2020	1,572	+19.5%	389	-19.0%
Oct-2020	1,337	+4.6%	475	-7.2%
Nov-2020	842	-7.7%	306	-8.7%
<b>Dec-2020</b>	<b>589</b>	<b>-6.1%</b>	<b>262</b>	<b>+3.6%</b>
12-Month Avg	1,267	-10.4%	419	-14.9%

## Historical New Listings by Month

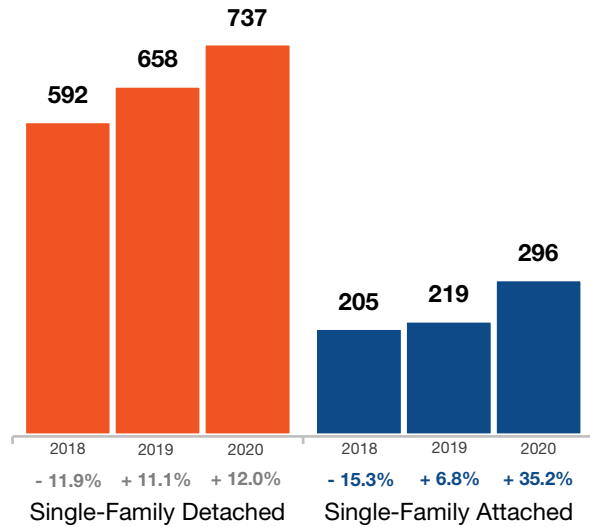


# Pending Sales

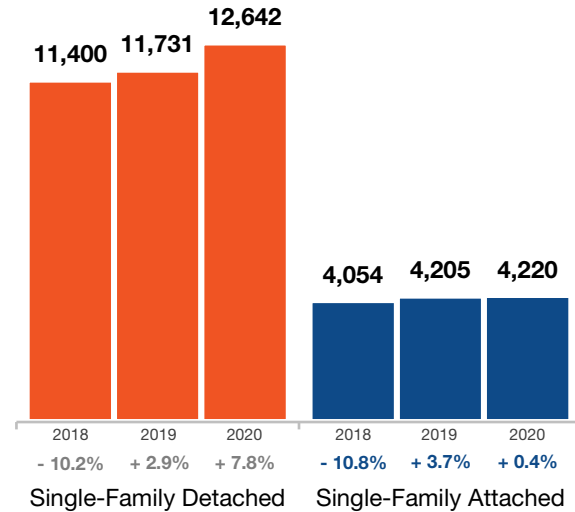
A count of the properties on which offers have been accepted in a given month.



## December

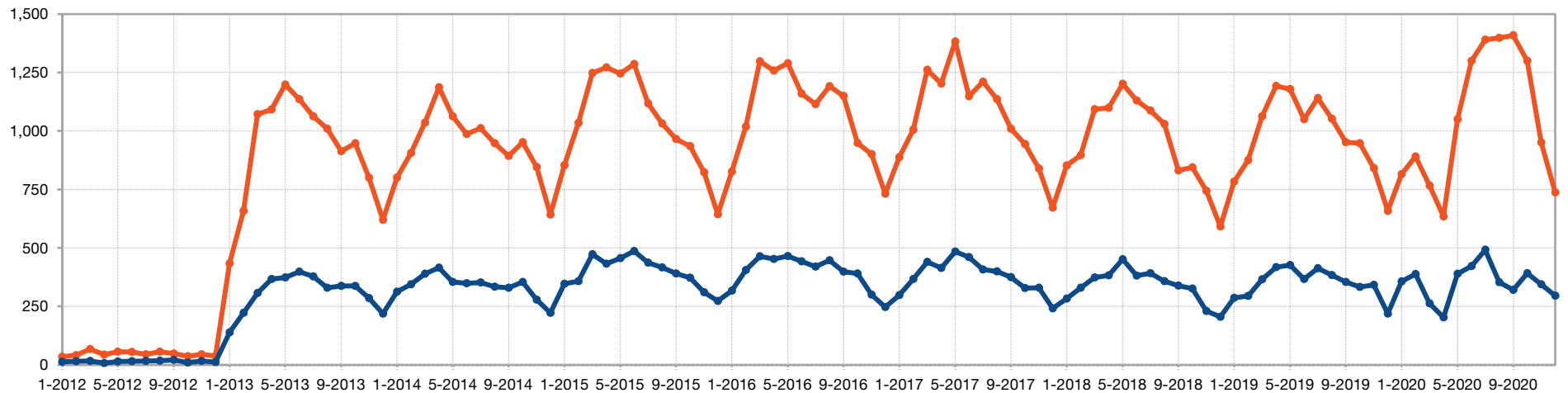


## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2020	815	+4.1%	357	+24.4%
Feb-2020	891	+1.8%	388	+31.5%
Mar-2020	767	-27.8%	263	-28.1%
Apr-2020	634	-46.8%	203	-51.4%
May-2020	1,050	-10.9%	389	-8.9%
Jun-2020	1,300	+23.8%	422	+15.0%
Jul-2020	1,390	+21.9%	492	+19.1%
Aug-2020	1,398	+32.9%	353	-8.1%
Sep-2020	1,409	+48.0%	321	-9.3%
Oct-2020	1,300	+37.3%	392	+17.7%
Nov-2020	951	+13.1%	344	+0.6%
<b>Dec-2020</b>	<b>737</b>	<b>+12.0%</b>	<b>296</b>	<b>+35.2%</b>
12-Month Avg	978	+7.8%	350	+0.4%

## Historical Pending Sales by Month

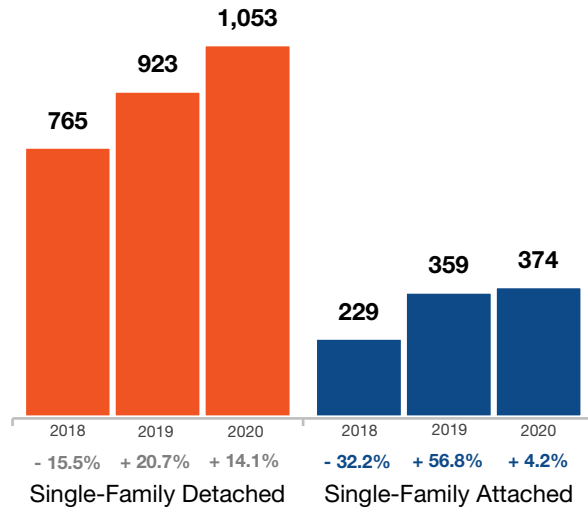


# Closed Sales

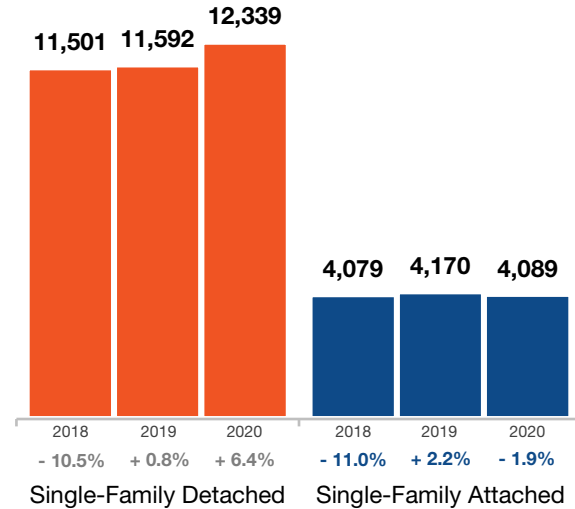
A count of the actual sales that closed in a given month.



## December

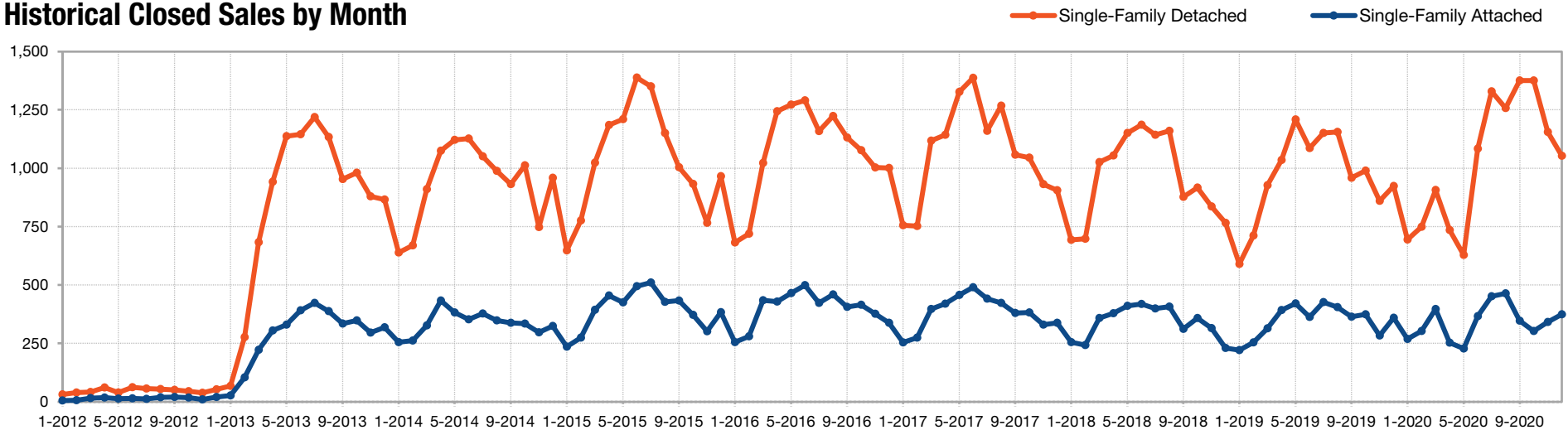


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2020	694	+17.6%	268	+21.8%
Feb-2020	749	+5.3%	302	+19.4%
Mar-2020	906	-2.3%	396	+26.1%
Apr-2020	735	-29.0%	252	-35.7%
May-2020	628	-48.0%	227	-46.0%
Jun-2020	1,083	-0.3%	366	+1.1%
Jul-2020	1,329	+15.6%	451	+5.9%
Aug-2020	1,257	+8.8%	464	+14.9%
Sep-2020	1,375	+43.5%	346	-4.7%
Oct-2020	1,375	+39.0%	302	-19.3%
Nov-2020	1,155	+34.3%	341	+20.5%
<b>Dec-2020</b>	<b>1,053</b>	<b>+14.1%</b>	<b>374</b>	<b>+4.2%</b>
12-Month Avg	966	+6.4%	348	-1.9%

## Historical Closed Sales by Month

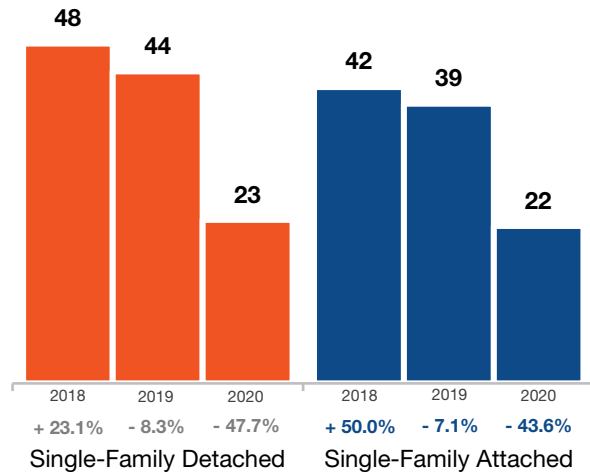


# Days on Market Until Sale

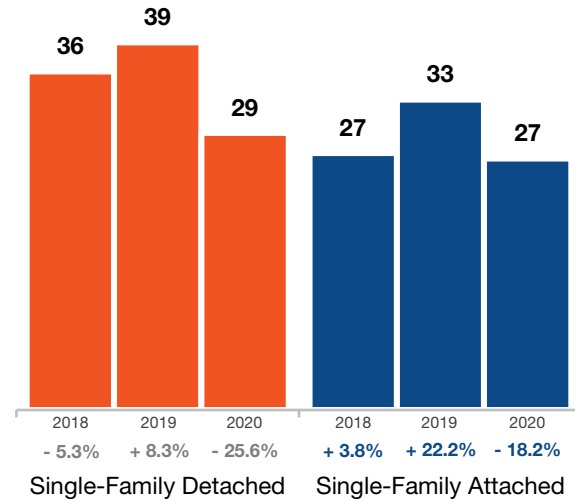
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



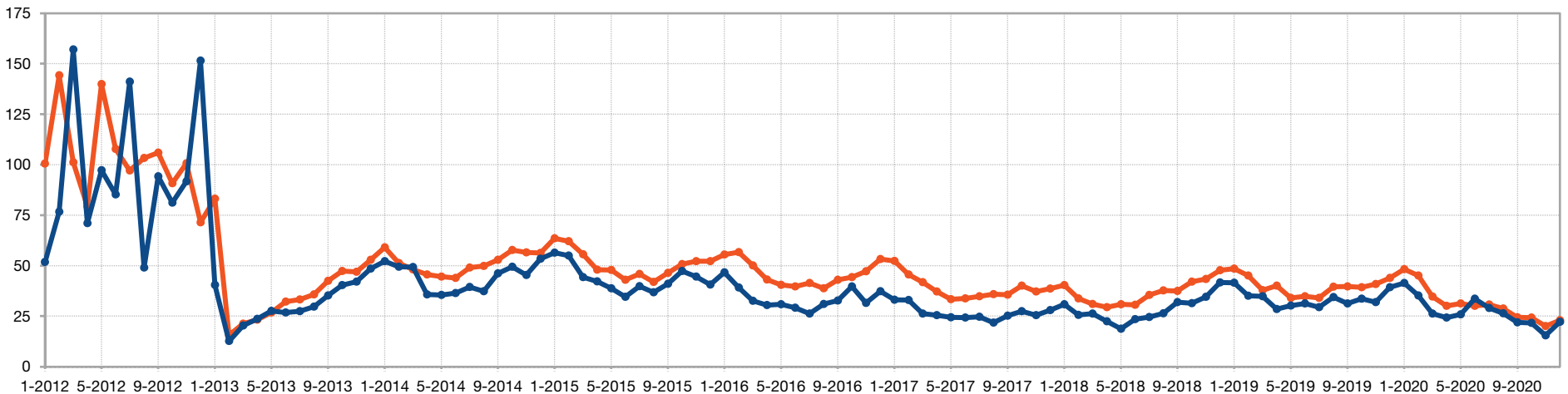
## Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	24	-40.0%	22	-29.0%
Oct-2020	24	-38.5%	22	-35.3%
Nov-2020	20	-51.2%	15	-53.1%
<b>Dec-2020</b>	<b>23</b>	<b>-47.7%</b>	<b>22</b>	<b>-43.6%</b>
12-Month Avg*	39	-24.6%	33	-19.0%

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

## Historical Days on Market Until Sale by Month

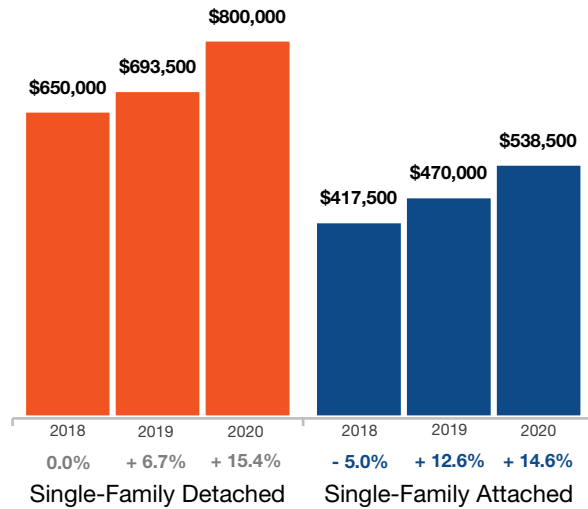


# Median Sales Price

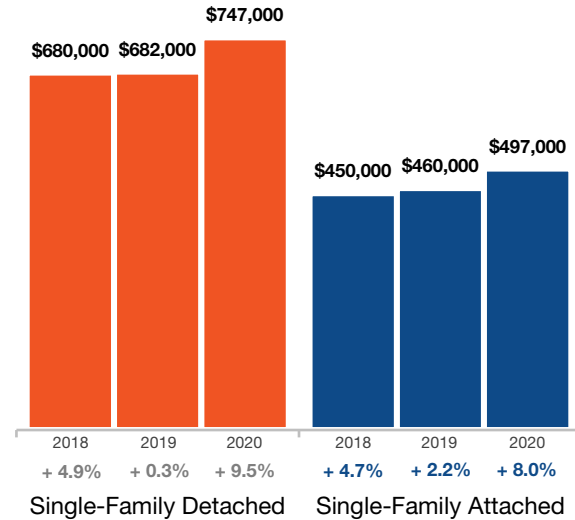
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



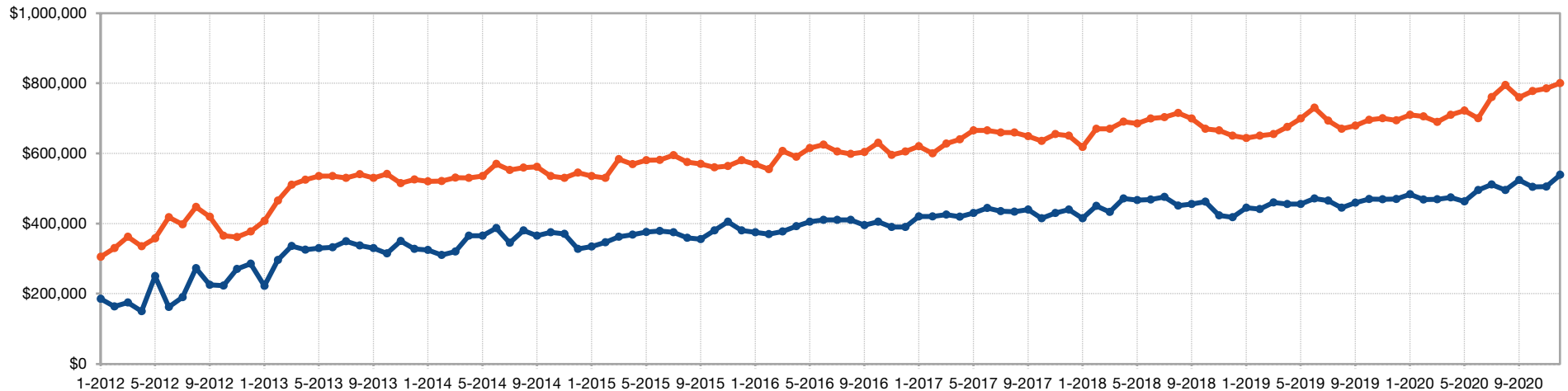
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2020	\$710,000	+10.3%	\$482,995	+8.7%
Feb-2020	\$705,000	+8.5%	\$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	\$722,000	+3.2%	\$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%
Sep-2020	\$758,995	+11.9%	\$523,750	+14.0%
Oct-2020	\$777,000	+11.8%	\$504,000	+7.2%
Nov-2020	\$785,000	+12.1%	\$505,000	+7.7%
<b>Dec-2020</b>	<b>\$800,000</b>	<b>+15.4%</b>	<b>\$538,500</b>	<b>+14.6%</b>
12-Month Avg*	\$682,000	+9.5%	\$460,000	+8.0%

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

## Historical Median Sales Price by Month



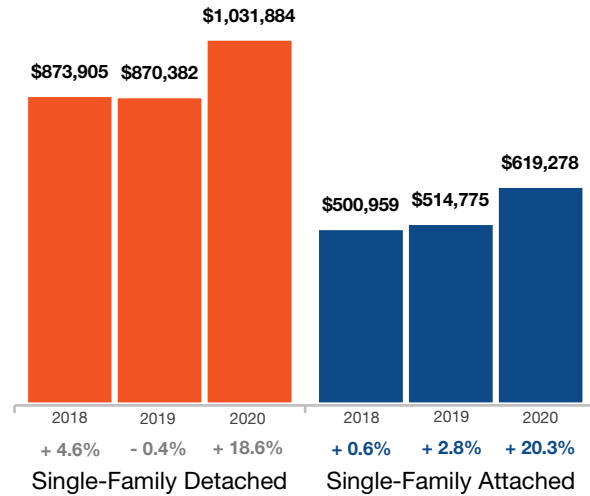


# Average Sales Price

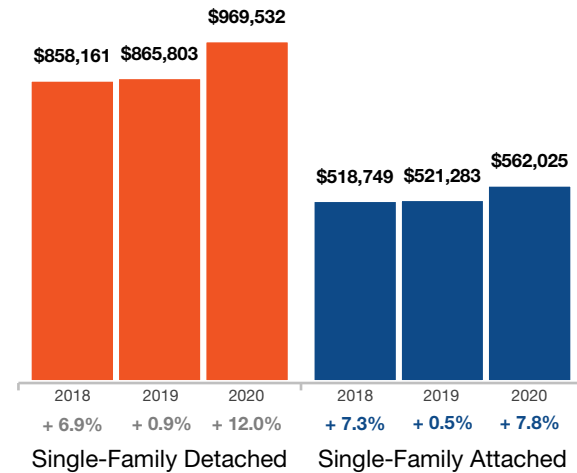
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



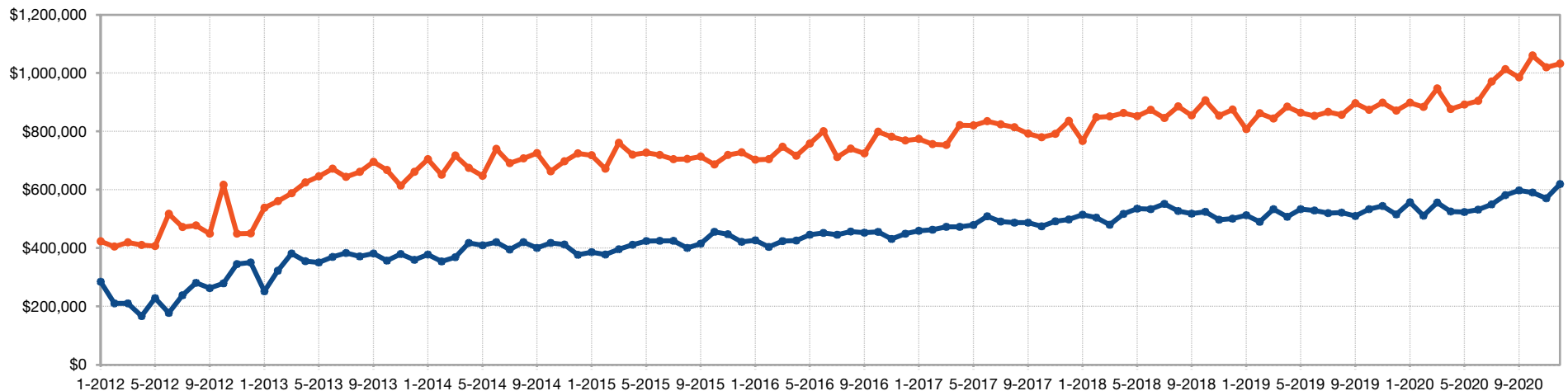
## Year to Date



	Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2020		\$897,490	+11.2%	\$556,528	+8.6%
Feb-2020		\$883,440	+2.5%	\$510,260	+4.2%
Mar-2020		\$947,147	+12.3%	\$555,770	+4.2%
Apr-2020		\$876,011	-0.9%	\$524,848	+3.6%
May-2020		\$891,628	+3.3%	\$523,143	-1.9%
Jun-2020		\$903,975	+6.0%	\$531,380	+0.5%
Jul-2020		\$970,352	+12.1%	\$549,879	+5.9%
Aug-2020		\$1,013,047	+18.3%	\$581,372	+11.5%
Sep-2020		\$984,338	+9.9%	\$597,484	+17.2%
Oct-2020		\$1,059,776	+21.4%	\$590,513	+10.8%
Nov-2020		\$1,018,847	+13.5%	\$570,590	+4.8%
<b>Dec-2020</b>		<b>\$1,031,884</b>	<b>+18.6%</b>	<b>\$619,278</b>	<b>+20.3%</b>
12-Month Avg*		\$956,495	+12.0%	\$559,254	+7.8%

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

## Historical Average Sales Price by Month



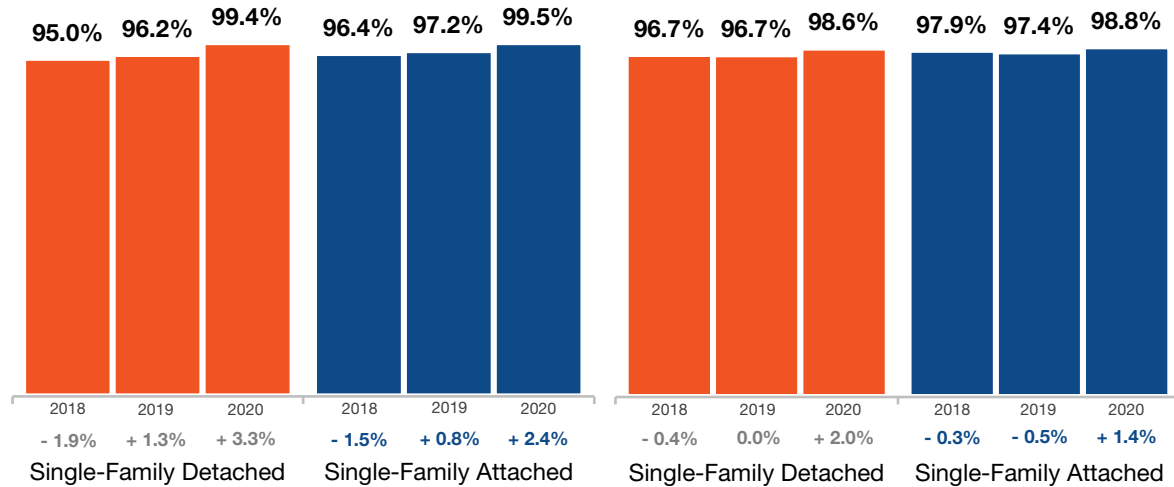
# Percent of Original List Price Received



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.

## December

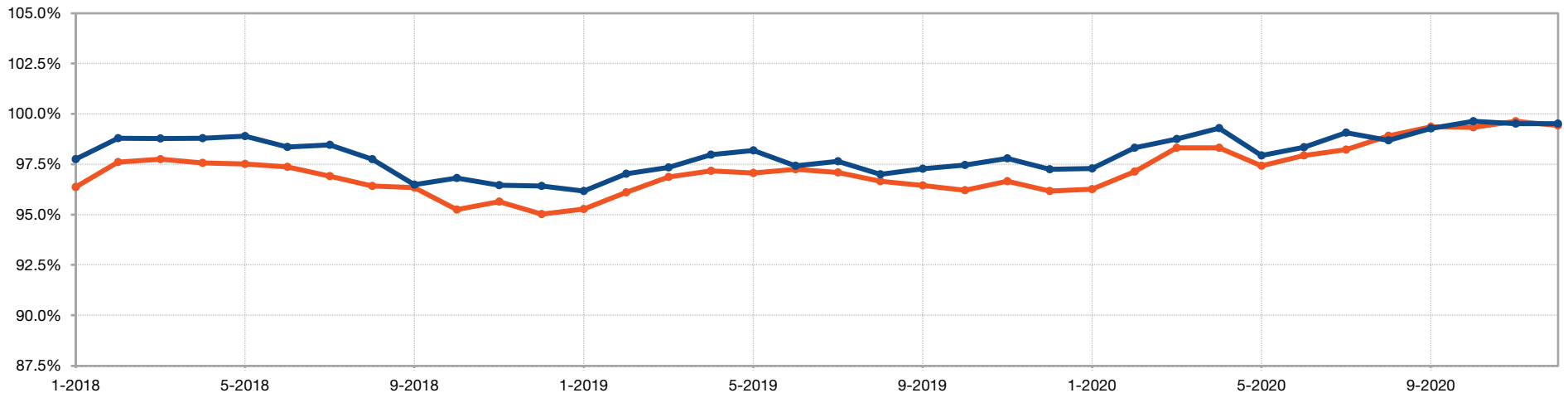
## Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	99.3%	+1.3%
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	99.6%	+3.0%	99.5%	+1.7%
<b>Dec-2020</b>	<b>99.4%</b>	<b>+3.3%</b>	<b>99.5%</b>	<b>+2.4%</b>
12-Month Avg*	98.4%	+2.0%	98.8%	+1.5%

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

## Historical Percent of Original List Price Received by Month



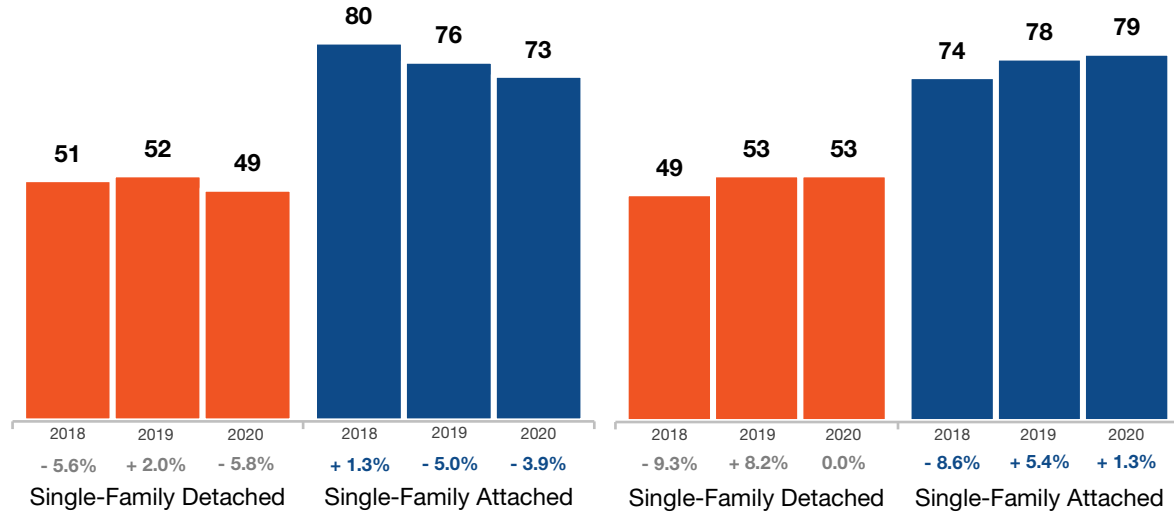
# Housing Affordability Index



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.

## December

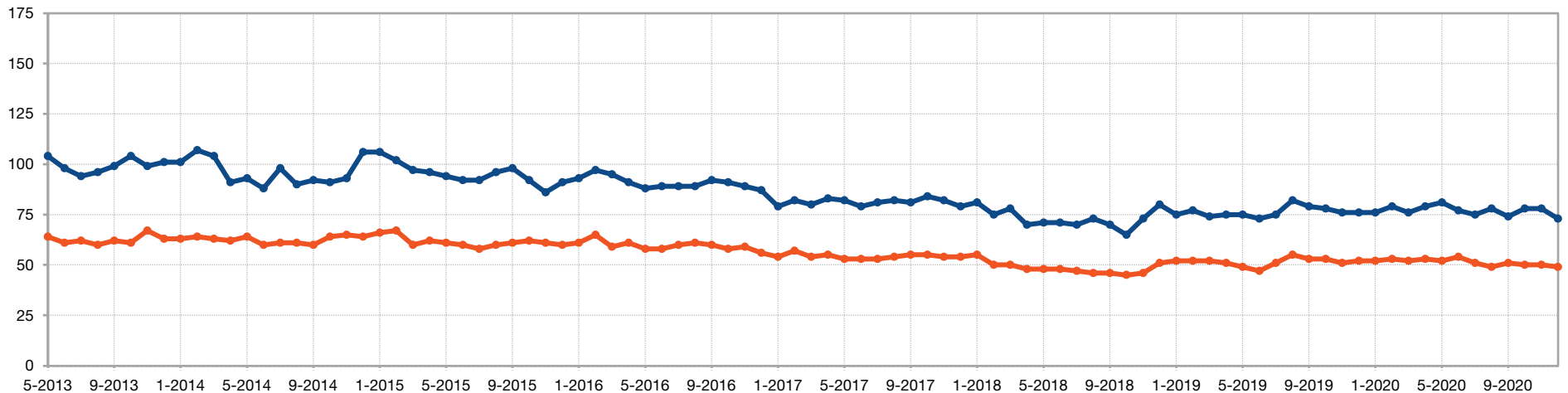
## Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	78	+2.6%
<b>Dec-2020</b>	<b>49</b>	<b>-5.8%</b>	<b>73</b>	<b>-3.9%</b>
12-Month Avg*	51	0.0%	77	+1.2%

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

## Historical Housing Affordability Index by Month

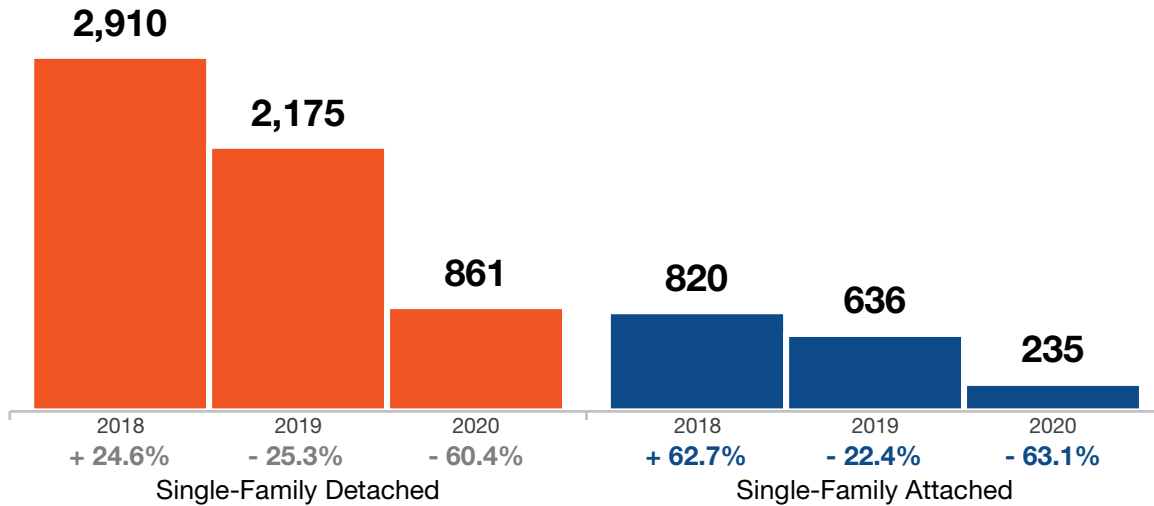


# Inventory of Homes for Sale

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

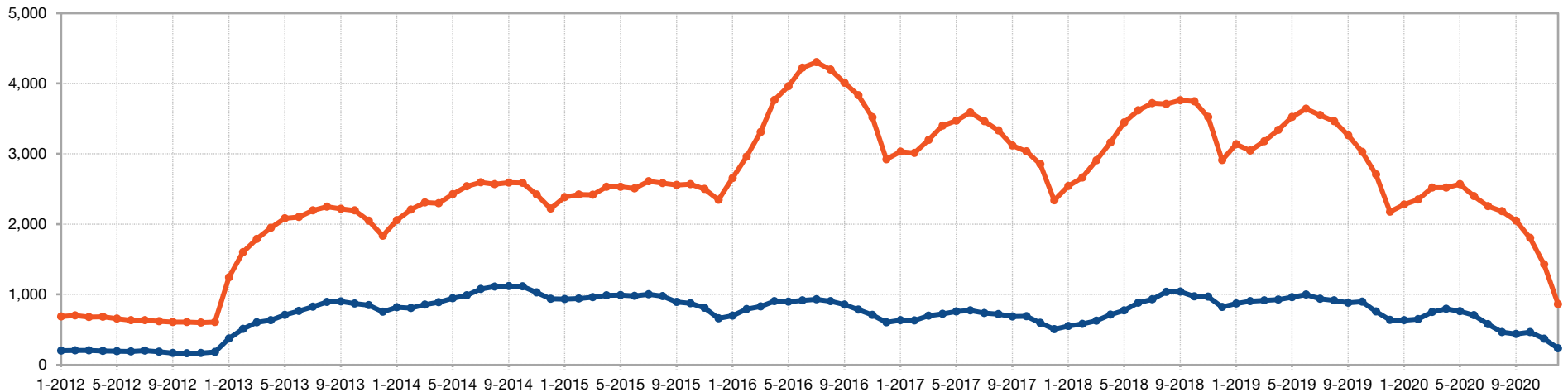


## December



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2020	2,276	-27.4%	634	-27.1%
Feb-2020	2,350	-22.8%	647	-28.4%
Mar-2020	2,519	-20.7%	748	-18.2%
Apr-2020	2,519	-24.6%	794	-14.4%
May-2020	2,568	-27.0%	762	-20.8%
Jun-2020	2,396	-34.2%	704	-29.5%
Jul-2020	2,253	-36.5%	575	-38.6%
Aug-2020	2,184	-36.9%	464	-49.3%
Sep-2020	2,049	-37.2%	437	-50.4%
Oct-2020	1,802	-40.4%	462	-48.6%
Nov-2020	1,428	-47.2%	370	-51.2%
<b>Dec-2020</b>	<b>861</b>	<b>-60.4%</b>	<b>235</b>	<b>-63.1%</b>
12-Month Avg	3,169	-33.7%	883	-35.5%

## Historical Inventory of Homes for Sale by Month

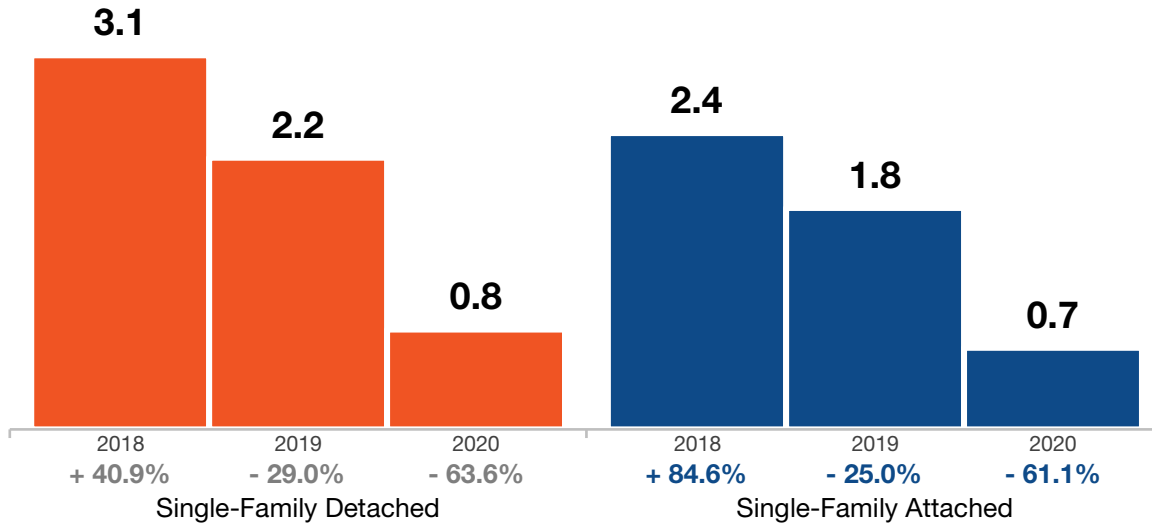


# Months Supply of Inventory



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.

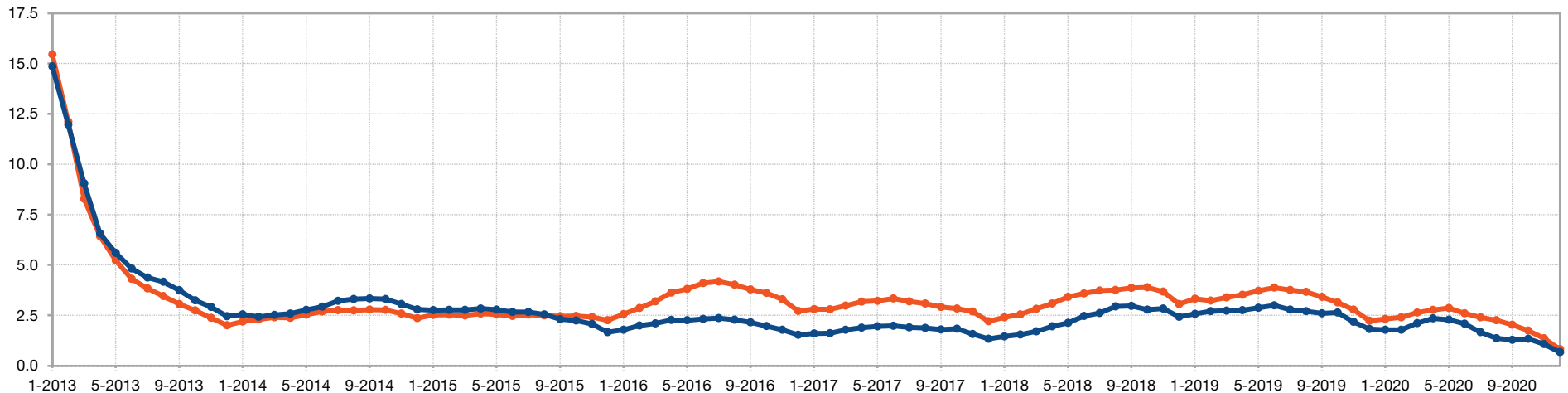
## December



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2020	2.3	-30.3%	1.8	-30.8%
Feb-2020	2.4	-25.0%	1.8	-33.3%
Mar-2020	2.6	-23.5%	2.1	-22.2%
Apr-2020	2.8	-20.0%	2.4	-11.1%
May-2020	2.9	-21.6%	2.3	-20.7%
Jun-2020	2.6	-33.3%	2.1	-30.0%
Jul-2020	2.4	-36.8%	1.7	-39.3%
Aug-2020	2.3	-37.8%	1.4	-48.1%
Sep-2020	2.0	-41.2%	1.3	-50.0%
Oct-2020	1.7	-45.2%	1.3	-50.0%
Nov-2020	1.4	-50.0%	1.1	-50.0%
<b>Dec-2020</b>	<b>0.8</b>	<b>-63.6%</b>	<b>0.7</b>	<b>-61.1%</b>
12-Month Avg*	3.3	-34.6%	2.6	-36.9%

\* Months Supply for all properties from January 2020 through December 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			12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	12-2018	12-2019	12-2020						
New Listings		896	<b>889</b>	- 0.8%	23,027	<b>20,464</b>	- 11.1%		
Pending Sales		891	<b>1,076</b>	+ 20.8%	16,163	<b>17,059</b>	+ 5.5%		
Closed Sales		1,300	<b>1,469</b>	+ 13.0%	15,985	<b>16,623</b>	+ 4.0%		
Days on Market		42	<b>22</b>	- 47.6%	37	<b>29</b>	- 21.6%		
Median Sales Price		\$610,000	<b>\$716,000</b>	+ 17.4%	\$620,000	<b>\$676,000</b>	+ 9.0%		
Average Sales Price		\$772,235	<b>\$923,285</b>	+ 19.6%	\$776,100	<b>\$868,524</b>	+ 11.9%		
Pct. of Orig. Price Received		96.5%	<b>99.5%</b>	+ 3.1%	96.9%	<b>98.6%</b>	+ 1.8%		
Housing Affordability Index		59	<b>55</b>	- 6.8%	58	<b>58</b>	0.0%		
Inventory of Homes for Sale		3,192	<b>1,150</b>	- 64.0%	--	<b>--</b>	--		
Months Supply of Inventory		2.4	<b>0.8</b>	- 66.7%	--	<b>--</b>	--		