

# Monthly Indicators

North San Diego County  
Association of REALTORS®



## January 2021

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

Closed Sales increased 0.6 percent for Detached homes but decreased 1.9 percent for Attached homes. Pending Sales decreased 1.3 percent for Detached homes and 0.6 percent for Attached homes.

The Median Sales Price was up 12.7 percent to \$800,000 for Detached homes and 11.7 percent to \$537,250 for Attached homes. Days on Market decreased 54.2 percent for Detached homes and 48.8 percent for Attached homes. Supply decreased 66.7 percent for Detached homes and 61.1 percent for Attached homes.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

## Monthly Snapshot

<b>\$800,000</b>	<b>\$537,250</b>	<b>\$725,000</b>
------------------	------------------	------------------

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			1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	01-2019	01-2020	01-2021						
New Listings				1,278	845	- 33.9%	1,278	845	- 33.9%
Pending Sales				831	820	- 1.3%	831	820	- 1.3%
Closed Sales				694	698	+ 0.6%	694	698	+ 0.6%
Days on Market				48	22	- 54.2%	48	22	- 54.2%
Median Sales Price				\$710,000	\$800,000	+ 12.7%	\$710,000	\$800,000	+ 12.7%
Average Sales Price				\$897,490	\$1,096,962	+ 22.2%	\$897,490	\$1,096,962	+ 22.2%
Pct. of Orig. Price Received				96.3%	100.4%	+ 4.3%	96.3%	100.4%	+ 4.3%
Housing Affordability Index				52	49	- 5.8%	52	49	- 5.8%
Inventory of Homes for Sale				2,308	891	- 61.4%	--	--	--
Months Supply of Inventory				2.4	0.8	- 66.7%	--	--	--

# 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.**

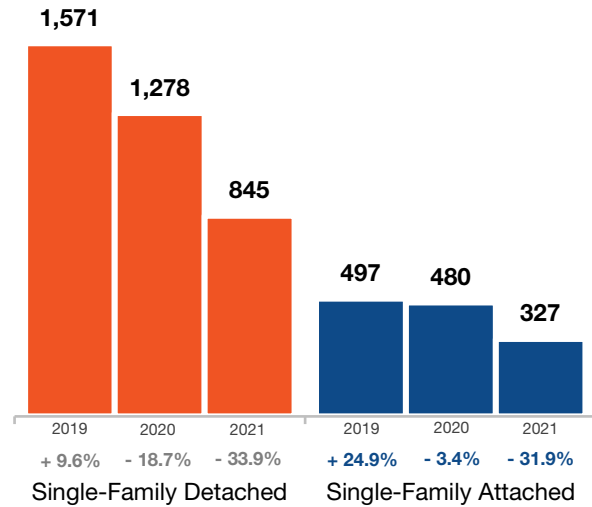
Key Metrics	Historical Sparkbars			1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	01-2019	01-2020	01-2021						
New Listings				480	<b>327</b>	- 31.9%	480	<b>327</b>	- 31.9%
Pending Sales				354	<b>352</b>	- 0.6%	354	<b>352</b>	- 0.6%
Closed Sales				265	<b>260</b>	- 1.9%	265	<b>260</b>	- 1.9%
Days on Market				41	<b>21</b>	- 48.8%	41	<b>21</b>	- 48.8%
Median Sales Price				\$480,990	<b>\$537,250</b>	+ 11.7%	\$480,990	<b>\$537,250</b>	+ 11.7%
Average Sales Price				\$554,542	<b>\$597,725</b>	+ 7.8%	\$554,542	<b>\$597,725</b>	+ 7.8%
Pct. of Orig. Price Received				97.3%	<b>100.2%</b>	+ 3.0%	97.3%	<b>100.2%</b>	+ 3.0%
Housing Affordability Index				76	<b>73</b>	- 3.9%	76	<b>73</b>	- 3.9%
Inventory of Homes for Sale				636	<b>228</b>	- 64.2%	--	--	--
Months Supply of Inventory				1.8	<b>0.7</b>	- 61.1%	--	--	--

# New Listings

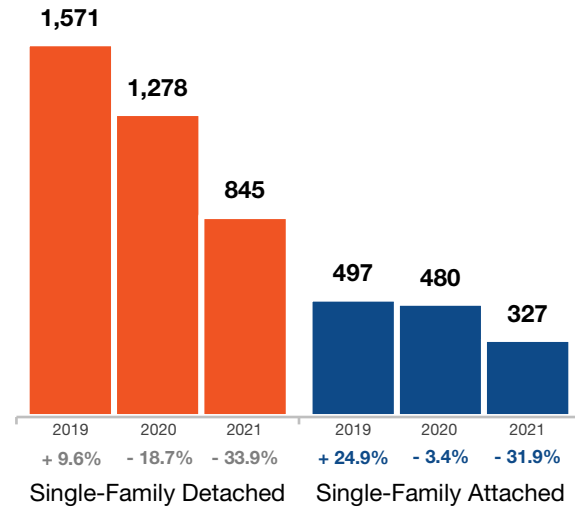
A count of the properties that have been newly listed on the market in a given month.



## January

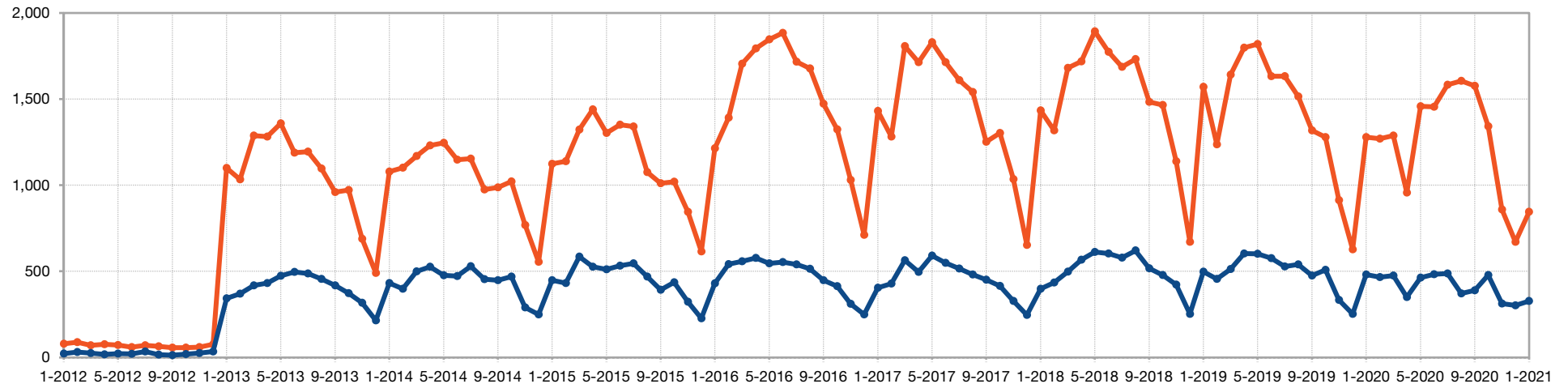


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2020	1,269	+2.7%	465	+2.2%
Mar-2020	1,287	-21.6%	474	-7.4%
Apr-2020	956	-46.8%	349	-42.0%
May-2020	1,457	-19.9%	463	-23.0%
Jun-2020	1,455	-10.8%	482	-16.3%
Jul-2020	1,582	-3.1%	487	-7.6%
Aug-2020	1,605	+5.9%	371	-31.2%
Sep-2020	1,577	+19.7%	389	-18.1%
Oct-2020	1,341	+4.9%	477	-6.1%
Nov-2020	859	-5.8%	312	-6.3%
Dec-2020	670	+6.9%	301	+19.4%
<b>Jan-2021</b>	<b>845</b>	<b>-33.9%</b>	<b>327</b>	<b>-31.9%</b>
12-Month Avg	1,242	-10.7%	408	-16.4%

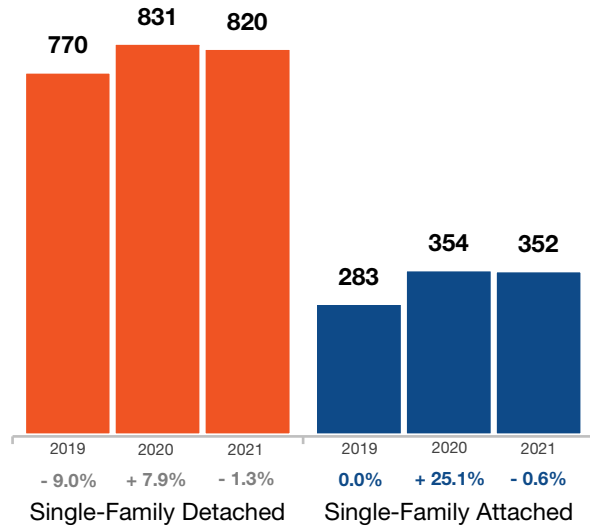
## Historical New Listings by Month



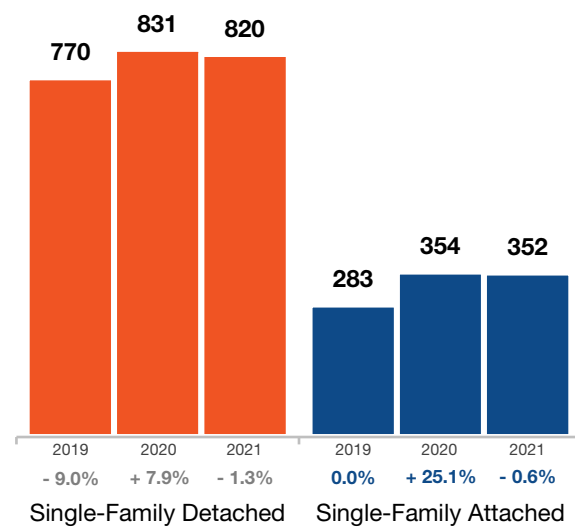
# Pending Sales

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

## January

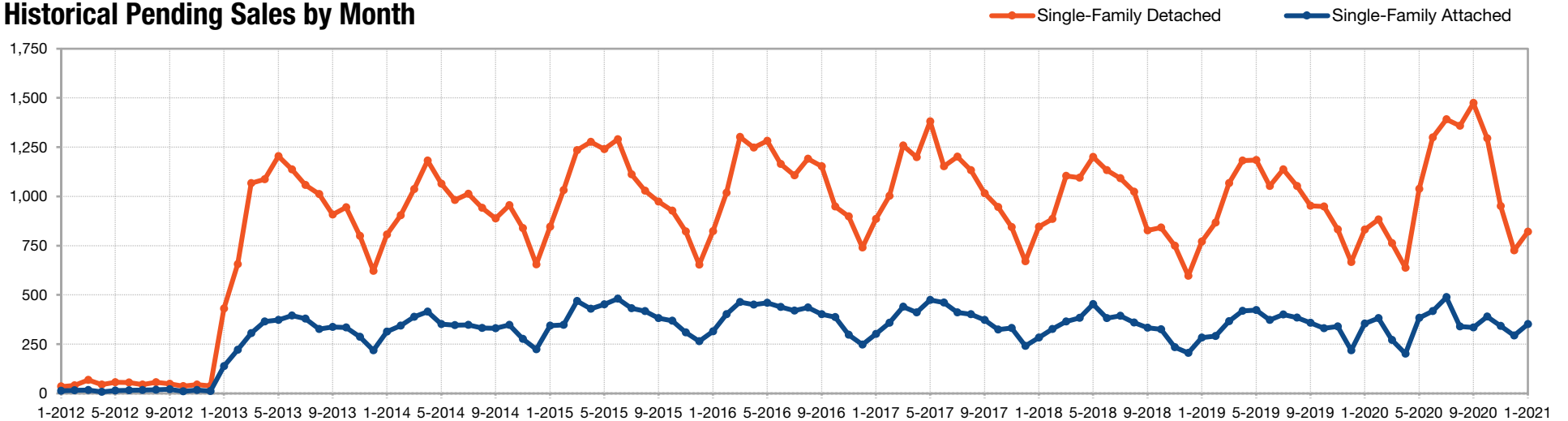


## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2020	883	+1.8%	382	+31.3%
Mar-2020	763	-28.5%	271	-26.0%
Apr-2020	638	-46.0%	201	-52.0%
May-2020	1,038	-12.3%	383	-9.5%
Jun-2020	1,299	+23.5%	417	+12.1%
Jul-2020	1,391	+22.3%	488	+22.0%
Aug-2020	1,358	+29.0%	340	-11.5%
Sep-2020	1,474	+54.7%	334	-6.7%
Oct-2020	1,295	+36.5%	390	+18.2%
Nov-2020	951	+14.3%	342	+0.9%
Dec-2020	726	+9.0%	294	+34.9%
<b>Jan-2021</b>	<b>820</b>	<b>-1.3%</b>	<b>352</b>	<b>-0.6%</b>
12-Month Avg	981	+7.3%	355	-1.4%

## Historical Pending Sales by Month

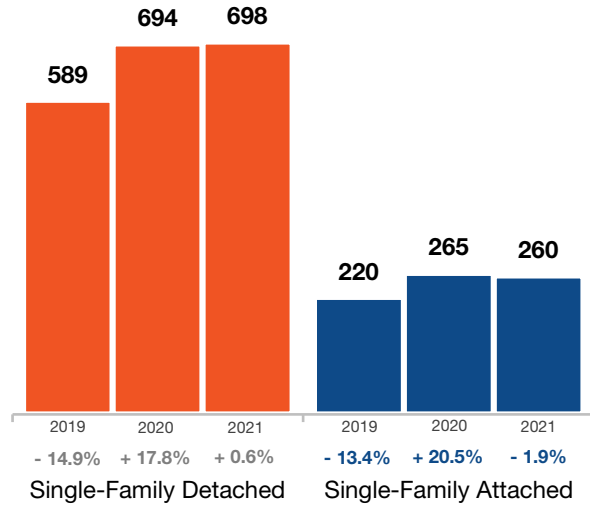


# Closed Sales

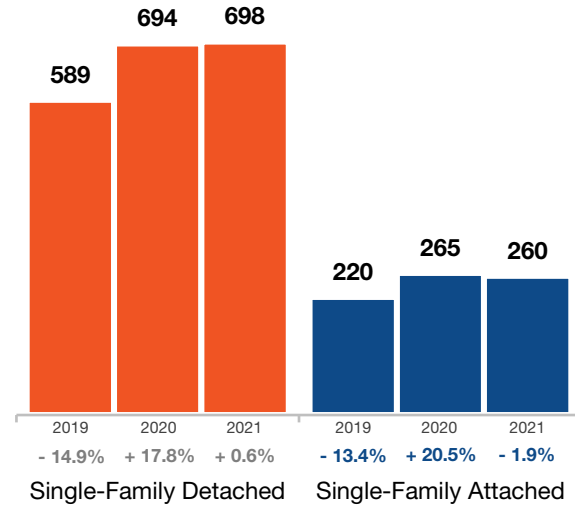
A count of the actual sales that closed in a given month.



## January

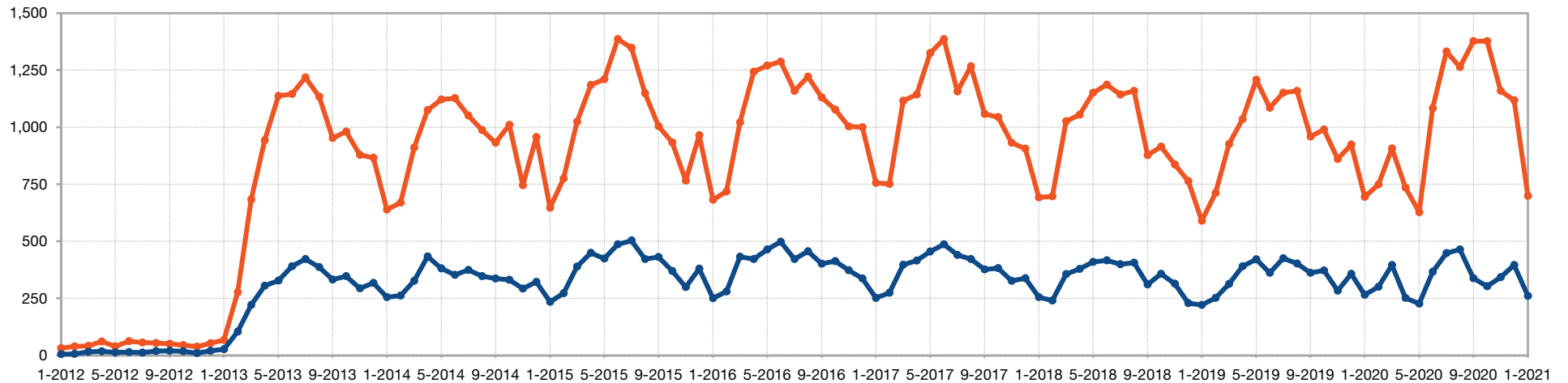


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2020	749	+5.3%	300	+19.5%
Mar-2020	906	-2.2%	395	+26.2%
Apr-2020	735	-29.0%	251	-35.6%
May-2020	627	-48.1%	226	-46.2%
Jun-2020	1,083	-0.2%	366	+1.4%
Jul-2020	1,331	+15.7%	448	+5.4%
Aug-2020	1,263	+9.1%	463	+15.2%
Sep-2020	1,376	+43.6%	338	-6.4%
Oct-2020	1,376	+39.1%	302	-18.6%
Nov-2020	1,158	+34.7%	342	+20.8%
Dec-2020	1,117	+21.0%	395	+10.6%
<b>Jan-2021</b>	<b>698</b>	<b>+0.6%</b>	<b>260</b>	<b>-1.9%</b>
12-Month Avg	975	+6.2%	350	-2.7%

## Historical Closed Sales by Month



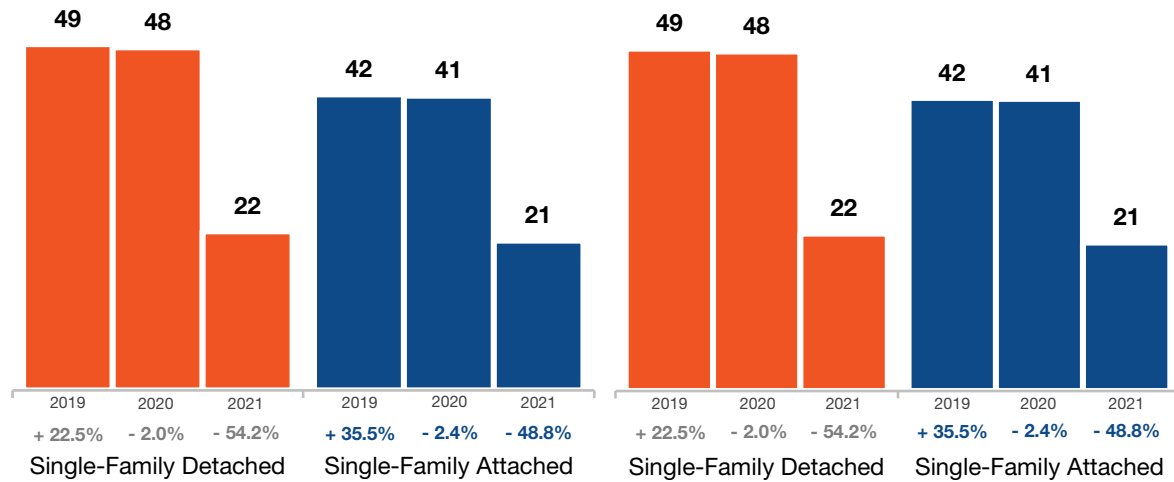
# Days on Market Until Sale

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



## January

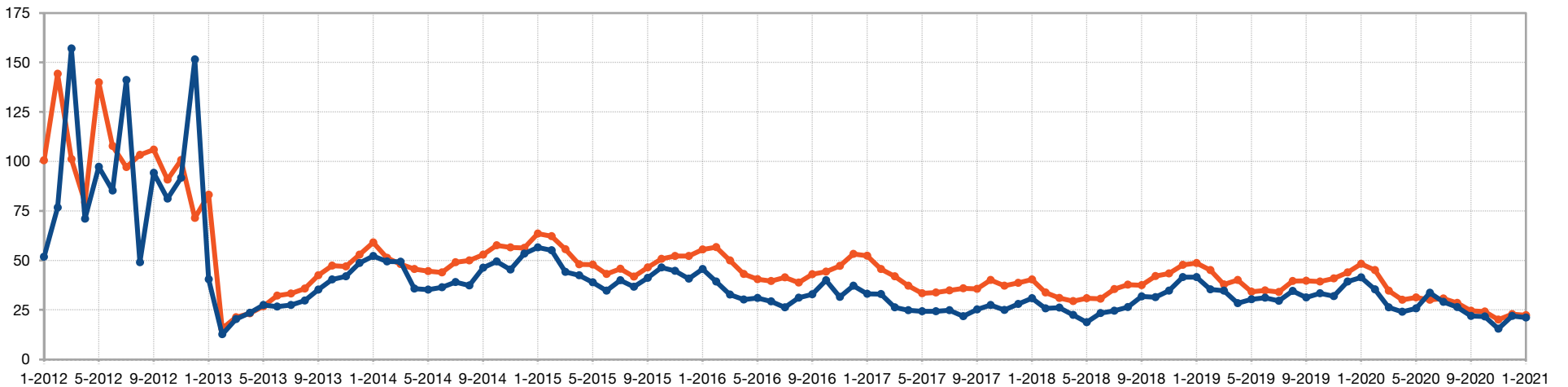
## Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2020	45	0.0%	35	0.0%
Mar-2020	35	-7.9%	26	-25.7%
Apr-2020	30	-25.0%	24	-14.3%
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	-33.3%
Nov-2020	20	-51.2%	15	-53.1%
Dec-2020	23	-47.7%	22	-43.6%
<b>Jan-2021</b>	<b>22</b>	<b>-54.2%</b>	<b>21</b>	<b>-48.8%</b>
12-Month Avg*	39	-28.6%	33	-23.4%

\* Days on Market for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

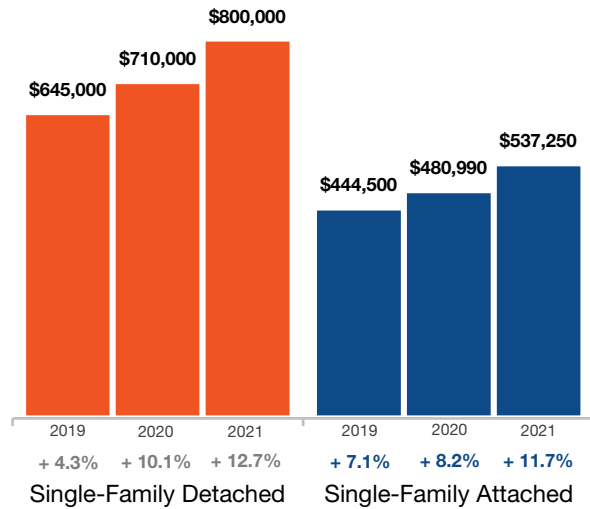


# Median Sales Price

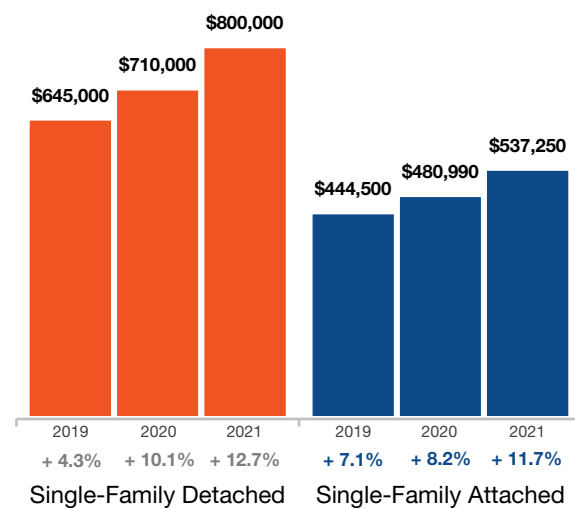
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



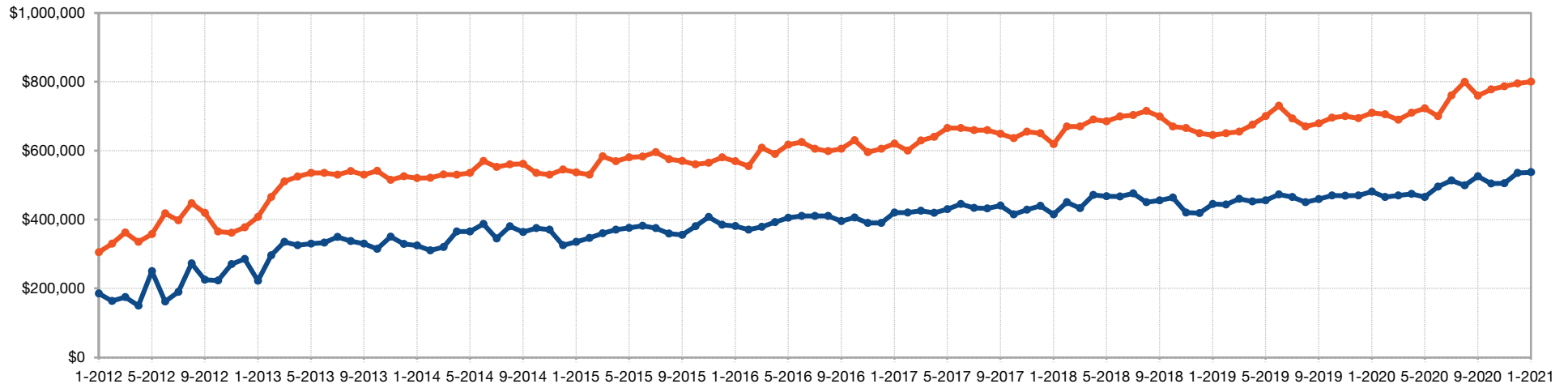
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2020	\$705,000	+8.5%	\$465,000	+4.8%
Mar-2020	\$689,000	+5.2%	\$469,500	+2.1%
Apr-2020	\$710,000	+5.2%	\$473,820	+4.8%
May-2020	\$722,111	+3.2%	\$465,000	+2.2%
Jun-2020	\$699,950	-4.1%	\$495,000	+4.8%
Jul-2020	\$760,000	+9.7%	\$512,990	+10.3%
Aug-2020	\$799,000	+19.3%	\$498,900	+10.9%
Sep-2020	\$759,000	+11.9%	\$525,000	+14.3%
Oct-2020	\$777,000	+11.8%	\$504,000	+7.2%
Nov-2020	\$786,500	+12.4%	\$505,000	+7.7%
Dec-2020	\$795,000	+14.6%	\$535,000	+13.8%
<b>Jan-2021</b>	<b>\$800,000</b>	<b>+12.7%</b>	<b>\$537,250</b>	<b>+11.7%</b>
12-Month Avg*	\$685,000	+9.5%	\$461,000	+8.5%

\* Median Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



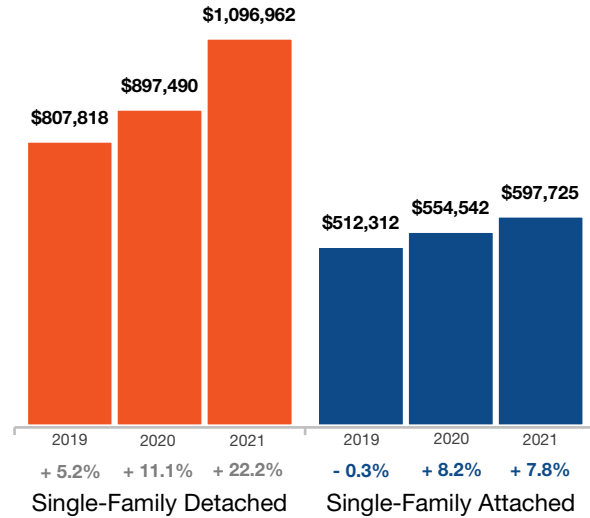


# Average Sales Price

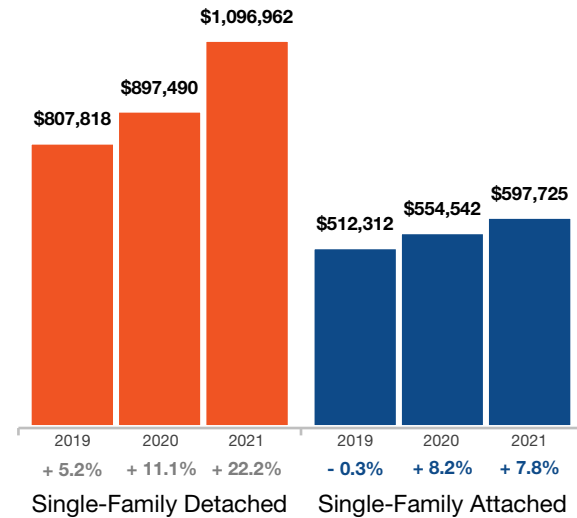
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



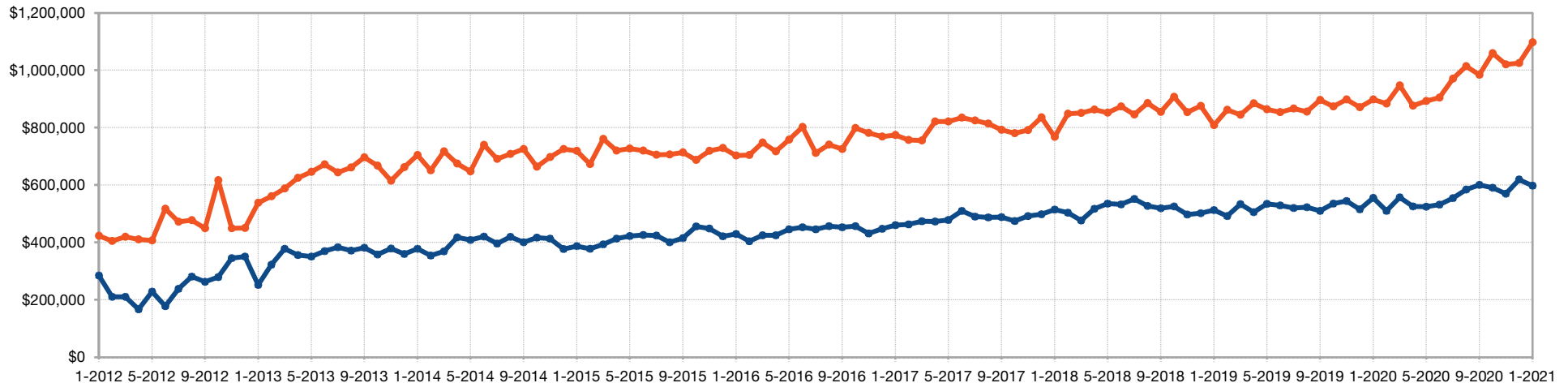
## Year to Date



	Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2020		\$883,306	+2.5%	\$509,613	+3.8%
Mar-2020		\$947,147	+12.2%	\$556,394	+4.4%
Apr-2020		\$876,011	-0.9%	\$524,848	+3.9%
May-2020		\$892,536	+3.4%	\$523,890	-1.9%
Jun-2020		\$903,975	+5.9%	\$531,380	+0.4%
Jul-2020		\$970,064	+12.0%	\$553,656	+6.5%
Aug-2020		\$1,013,748	+18.5%	\$583,495	+11.8%
Sep-2020		\$983,998	+9.9%	\$600,310	+17.9%
Oct-2020		\$1,059,085	+21.3%	\$590,513	+10.4%
Nov-2020		\$1,019,935	+13.6%	\$569,562	+4.6%
Dec-2020		\$1,024,639	+17.7%	\$618,976	+20.1%
<b>Jan-2021</b>		<b>\$1,096,962</b>	<b>+22.2%</b>	<b>\$597,725</b>	<b>+7.8%</b>
12-Month Avg*		\$972,617	+12.6%	\$563,363	+7.9%

\* Avg. Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



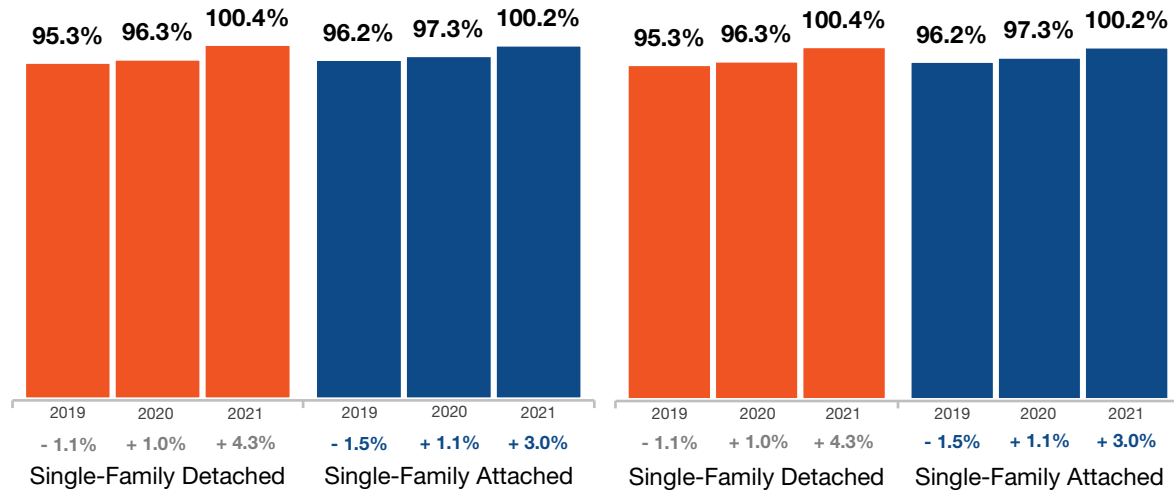
# Percent of Original List Price Received



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.

## January

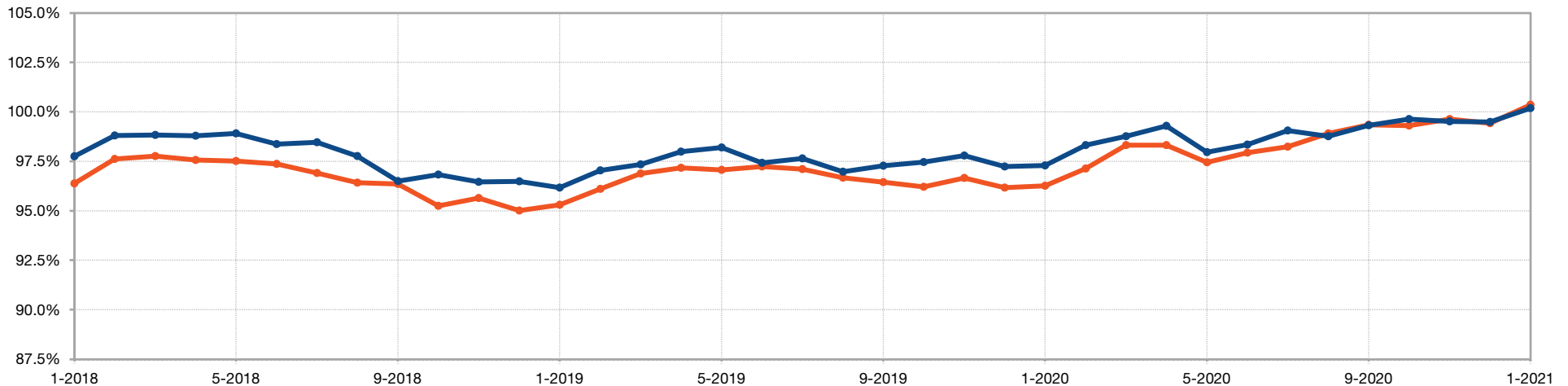
## Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	98.0%	-0.2%
Jun-2020	97.9%	+0.7%	98.3%	+0.9%
Jul-2020	98.2%	+1.1%	99.0%	+1.4%
Aug-2020	98.9%	+2.3%	98.8%	+1.9%
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%
Dec-2020	99.4%	+3.3%	99.5%	+2.4%
<b>Jan-2021</b>	<b>100.4%</b>	<b>+4.3%</b>	<b>100.2%</b>	<b>+3.0%</b>
12-Month Avg*	98.7%	+2.1%	99.1%	+1.6%

\* Pct. of Orig. Price Received for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



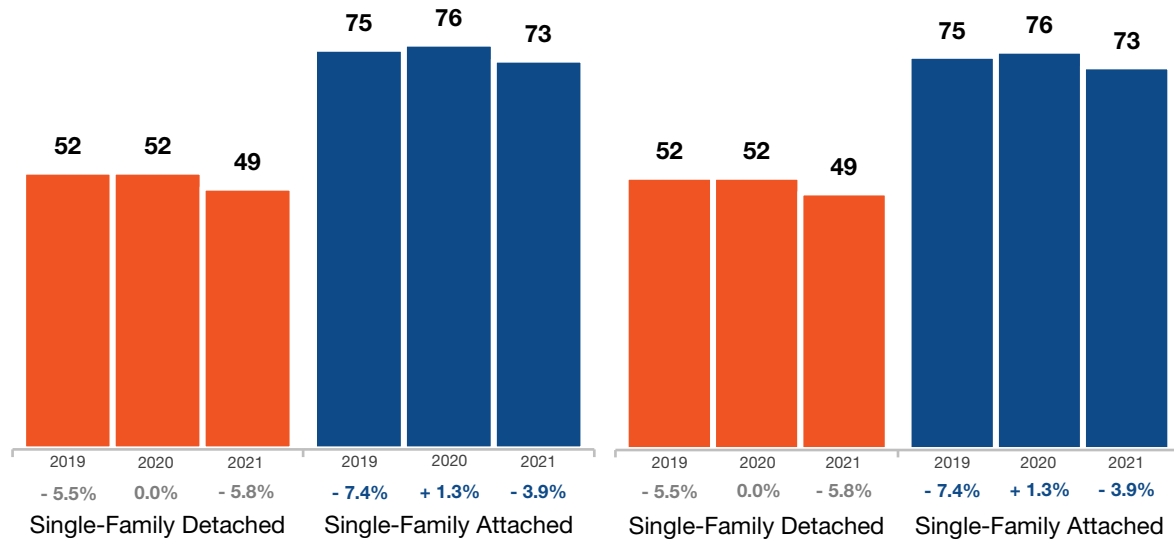
# Housing Affordability Index



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.

## January

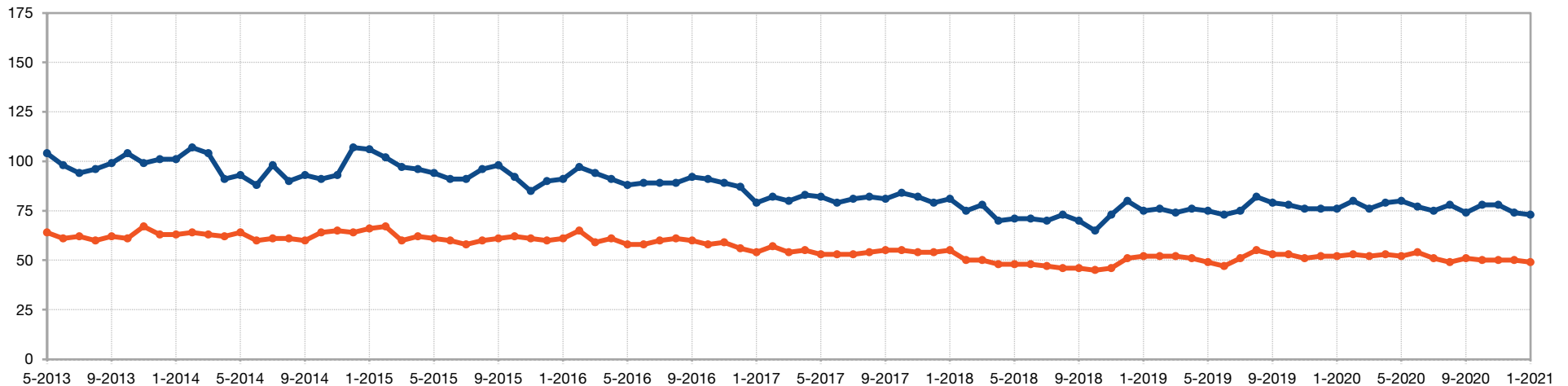
## Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2020	53	+1.9%	80	+5.3%
Mar-2020	52	0.0%	76	+2.7%
Apr-2020	53	+3.9%	79	+3.9%
May-2020	52	+6.1%	80	+6.7%
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%
Dec-2020	50	-3.8%	74	-2.6%
<b>Jan-2021</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 February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Housing Affordability Index by Month

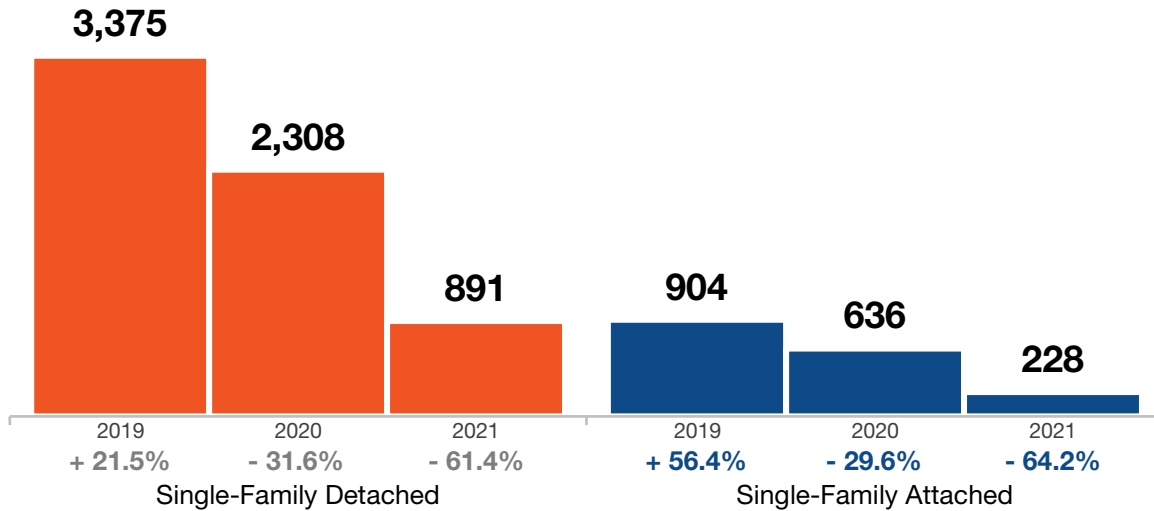


# Inventory of Homes for Sale

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

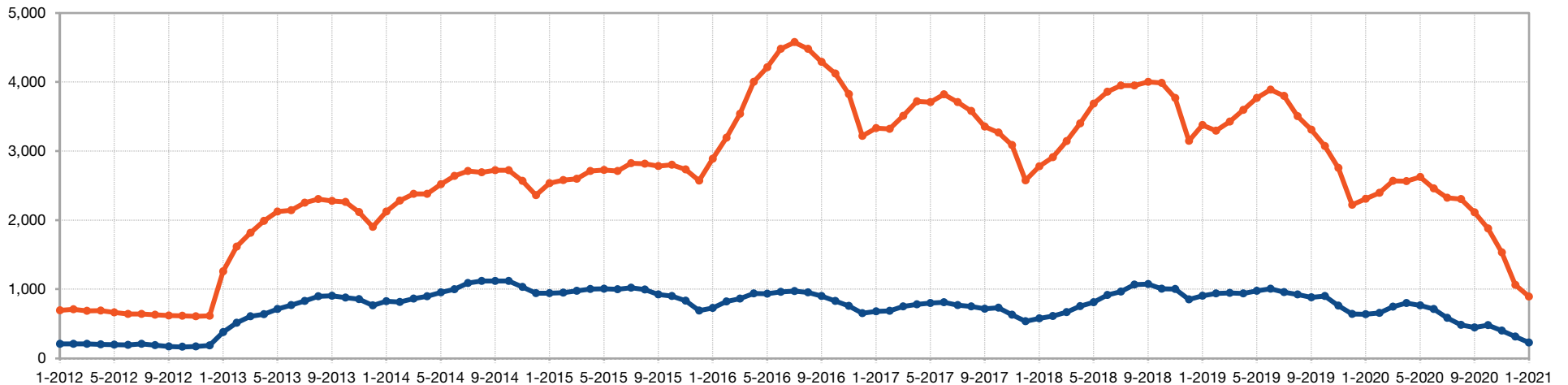


## January



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2020	2,393	-27.4%	655	-30.1%
Mar-2020	2,567	-25.0%	747	-20.9%
Apr-2020	2,563	-28.7%	797	-15.0%
May-2020	2,623	-30.4%	766	-21.5%
Jun-2020	2,457	-36.8%	712	-29.2%
Jul-2020	2,322	-38.8%	585	-38.7%
Aug-2020	2,304	-34.2%	482	-47.8%
Sep-2020	2,112	-36.1%	445	-49.5%
Oct-2020	1,877	-38.9%	478	-46.8%
Nov-2020	1,532	-44.4%	399	-47.5%
Dec-2020	1,063	-52.1%	312	-51.3%
<b>Jan-2021</b>	<b>891</b>	<b>-61.4%</b>	<b>228</b>	<b>-64.2%</b>
12-Month Avg	3,244	-36.5%	875	-37.1%

## Historical Inventory of Homes for Sale by Month

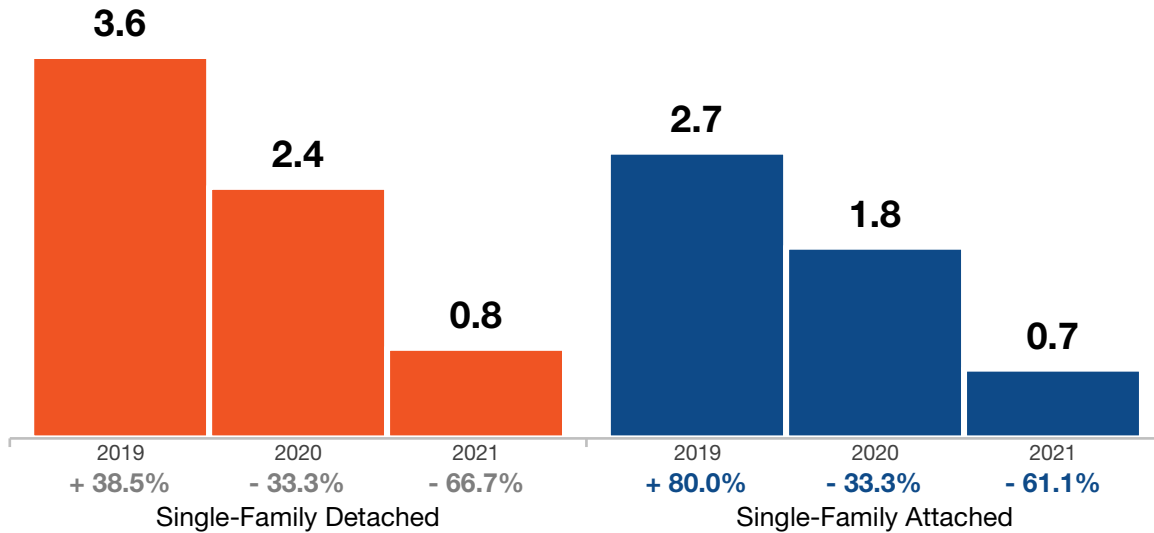


# Months Supply of Inventory



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.

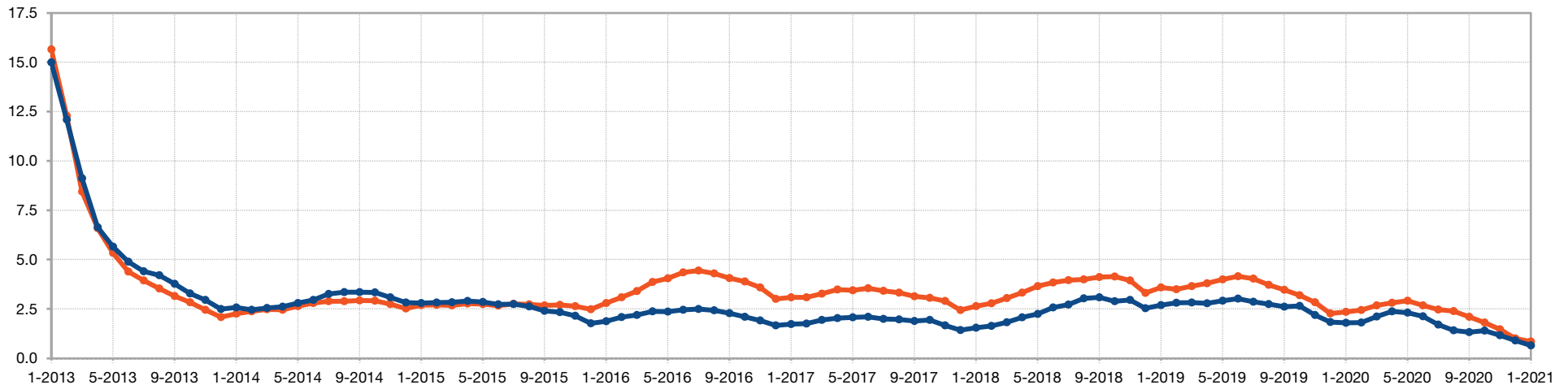
## January



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2020	2.4	-31.4%	1.8	-35.7%
Mar-2020	2.7	-25.0%	2.1	-25.0%
Apr-2020	2.8	-26.3%	2.4	-14.3%
May-2020	2.9	-27.5%	2.3	-20.7%
Jun-2020	2.7	-34.1%	2.1	-30.0%
Jul-2020	2.5	-37.5%	1.7	-41.4%
Aug-2020	2.4	-35.1%	1.4	-48.1%
Sep-2020	2.1	-40.0%	1.3	-50.0%
Oct-2020	1.8	-43.8%	1.4	-48.1%
Nov-2020	1.5	-46.4%	1.2	-45.5%
Dec-2020	1.0	-56.5%	0.9	-50.0%
<b>Jan-2021</b>	<b>0.8</b>	<b>-66.7%</b>	<b>0.7</b>	<b>-61.1%</b>
12-Month Avg*	3.4	-37.5%	2.6	-38.0%

\* Months Supply for all properties from February 2020 through January 2021. 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			1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	01-2019	01-2020	01-2021						
New Listings				1,787	<b>1,218</b>	- 31.8%	1,787	<b>1,218</b>	- 31.8%
Pending Sales				1,209	<b>1,188</b>	- 1.7%	1,209	<b>1,188</b>	- 1.7%
Closed Sales				976	<b>970</b>	- 0.6%	976	<b>970</b>	- 0.6%
Days on Market				46	<b>22</b>	- 52.2%	46	<b>22</b>	- 52.2%
Median Sales Price				\$635,000	<b>\$725,000</b>	+ 14.2%	\$635,000	<b>\$725,000</b>	+ 14.2%
Average Sales Price				\$805,174	<b>\$977,299</b>	+ 21.4%	\$805,174	<b>\$977,299</b>	+ 21.4%
Pct. of Orig. Price Received				96.5%	<b>100.3%</b>	+ 3.9%	96.5%	<b>100.3%</b>	+ 3.9%
Housing Affordability Index				58	<b>54</b>	- 6.9%	58	<b>54</b>	- 6.9%
Inventory of Homes for Sale				3,355	<b>1,170</b>	- 65.1%	--	--	--
Months Supply of Inventory				2.5	<b>0.8</b>	- 68.0%	--	--	--