

Monthly Indicators

April 2021

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

Closed Sales increased 55.9 percent for Detached homes and 72.1 percent for Attached homes. Pending Sales increased 81.6 percent for Detached homes and 98.0 percent for Attached homes.

The Median Sales Price was up 32.4 percent to \$940,000 for Detached homes and 21.4 percent to \$575,000 for Attached homes. Days on Market decreased 50.0 percent for Detached homes and 45.8 percent for Attached homes. Supply decreased 70.4 percent for Detached homes and 73.9 percent for Attached homes.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

Monthly Snapshot

\$940,000 **\$575,000** **\$810,000**

Median Sales Price
Detached Homes

Median Sales Price
Attached Homes











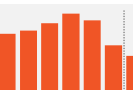













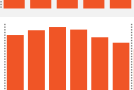


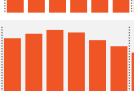


Median Sales Price
All Properties Combined

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

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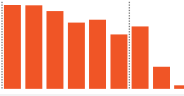
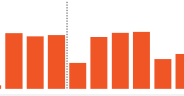
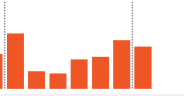
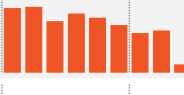

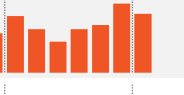




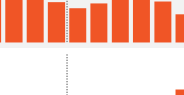


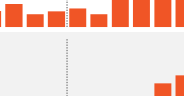

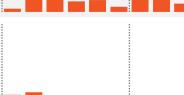


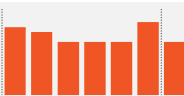
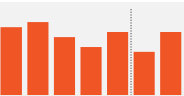
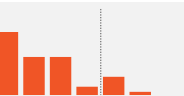
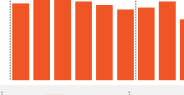
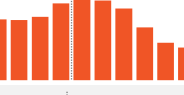







Single-Family Detached Activity Overview

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			4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	04-2019	04-2020	04-2021						
New Listings				956	1,180	+ 23.4%	4,795	4,462	- 6.9%
Pending Sales				637	1,157	+ 81.6%	3,114	4,073	+ 30.8%
Closed Sales				735	1,146	+ 55.9%	3,086	3,674	+ 19.1%
Days on Market				30	15	- 50.0%	39	19	- 51.3%
Median Sales Price				\$710,000	\$940,000	+ 32.4%	\$700,000	\$865,000	+ 23.6%
Average Sales Price				\$876,011	\$1,299,610	+ 48.4%	\$903,475	\$1,188,978	+ 31.6%
Pct. of Orig. Price Received				98.3%	104.2%	+ 6.0%	97.6%	102.5%	+ 5.0%
Housing Affordability Index				53	40	- 24.5%	54	44	- 18.5%
Inventory of Homes for Sale				2,486	915	- 63.2%	--	--	--
Months Supply of Inventory				2.7	0.8	- 70.4%	--	--	--

Single-Family Attached Activity Overview

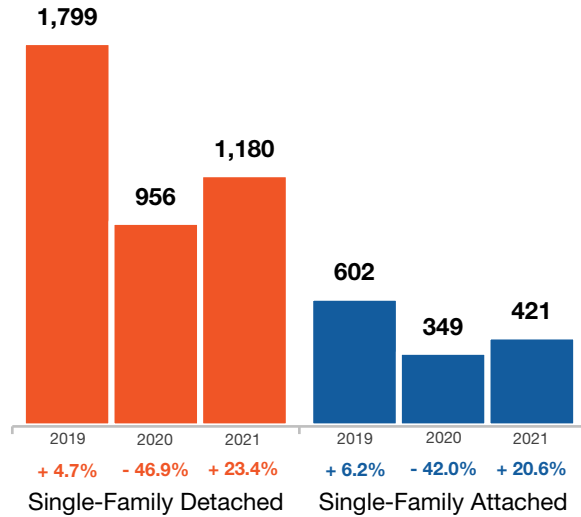
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	04-2019	04-2020	04-2021						
New Listings				349	421	+ 20.6%	1,765	1,611	- 8.7%
Pending Sales				201	398	+ 98.0%	1,207	1,535	+ 27.2%
Closed Sales				251	432	+ 72.1%	1,211	1,443	+ 19.2%
Days on Market				24	13	- 45.8%	31	16	- 48.4%
Median Sales Price				\$473,820	\$575,000	+ 21.4%	\$472,000	\$550,000	+ 16.5%
Average Sales Price				\$524,848	\$665,104	+ 26.7%	\$537,863	\$635,920	+ 18.2%
Pct. of Orig. Price Received				99.3%	103.4%	+ 4.1%	98.4%	101.9%	+ 3.6%
Housing Affordability Index				79	66	- 16.5%	80	69	- 13.8%
Inventory of Homes for Sale				774	229	- 70.4%	--	--	--
Months Supply of Inventory				2.3	0.6	- 73.9%	--	--	--

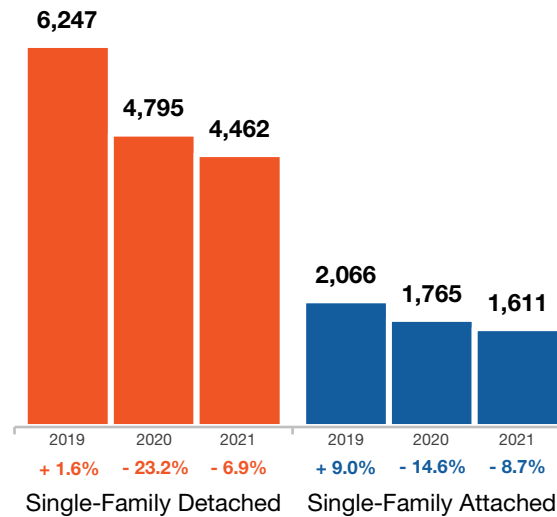
New Listings

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

April

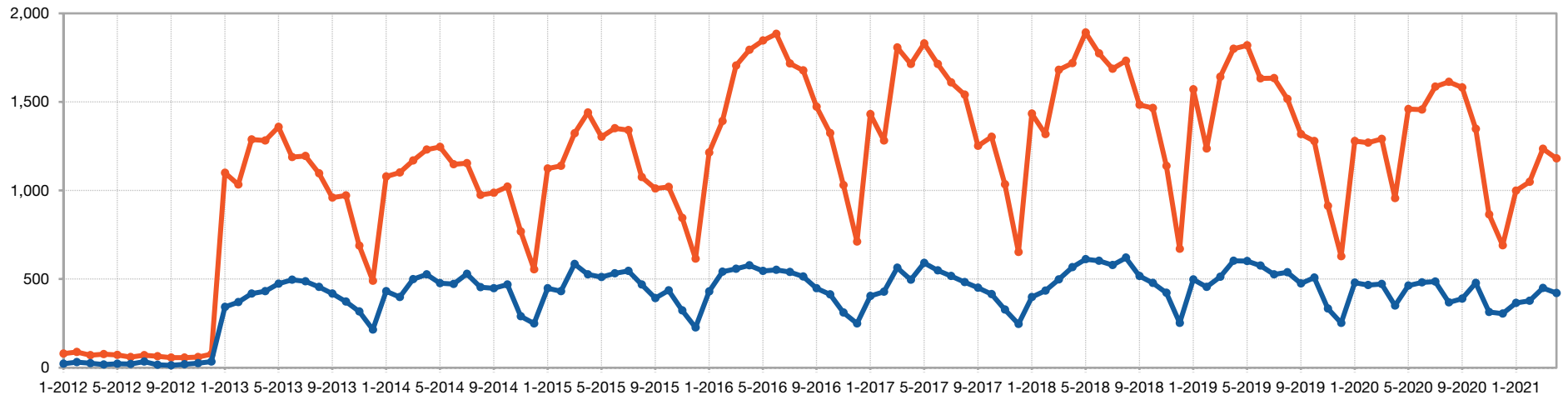


Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2020	1,459	-19.8%	462	-23.1%
Jun-2020	1,456	-10.8%	481	-16.5%
Jul-2020	1,585	-3.0%	485	-7.8%
Aug-2020	1,613	+6.4%	367	-31.8%
Sep-2020	1,581	+20.0%	388	-18.1%
Oct-2020	1,347	+5.4%	478	-5.9%
Nov-2020	865	-5.2%	314	-5.7%
Dec-2020	690	+9.9%	304	+20.6%
Jan-2021	999	-21.8%	365	-23.8%
Feb-2021	1,048	-17.5%	376	-19.3%
Mar-2021	1,235	-4.3%	449	-4.7%
Apr-2021	1,180	+23.4%	421	+20.6%
12-Month Avg	1,255	-3.0%	408	-12.3%

Historical New Listings by Month

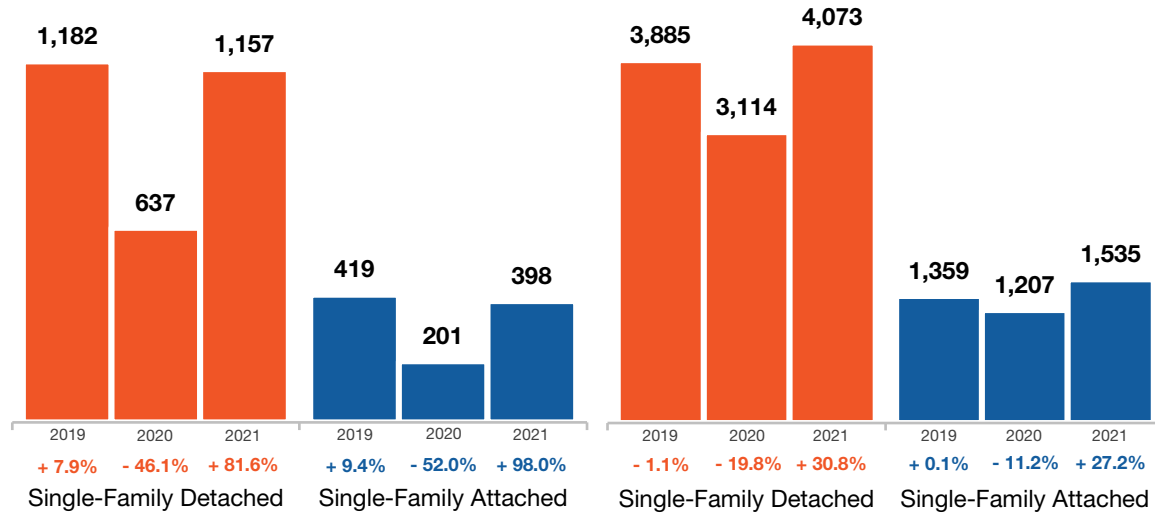


Pending Sales

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

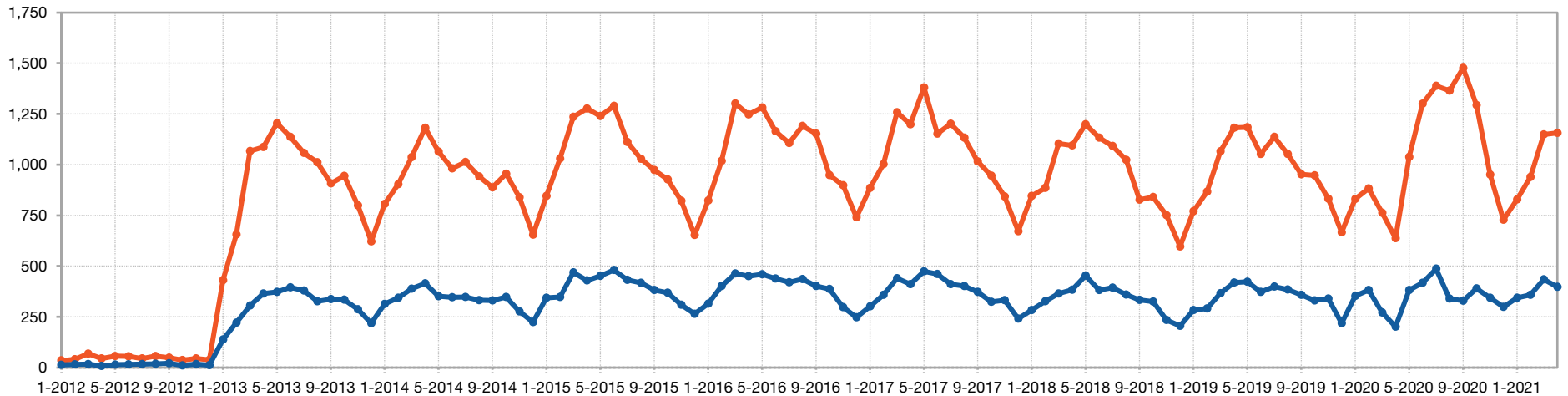
April

Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2020	1,038	-12.3%	382	-9.7%
Jun-2020	1,300	+23.5%	417	+12.1%
Jul-2020	1,388	+22.1%	487	+22.1%
Aug-2020	1,365	+29.6%	339	-11.7%
Sep-2020	1,477	+55.0%	329	-8.1%
Oct-2020	1,293	+36.5%	390	+18.2%
Nov-2020	951	+14.3%	343	+1.2%
Dec-2020	728	+9.1%	299	+37.2%
Jan-2021	828	-0.4%	344	-2.5%
Feb-2021	939	+6.3%	358	-6.3%
Mar-2021	1,149	+50.6%	435	+60.5%
Apr-2021	1,157	+81.6%	398	+98.0%
12-Month Avg	912	+24.4%	336	+12.2%

Historical Pending Sales by Month

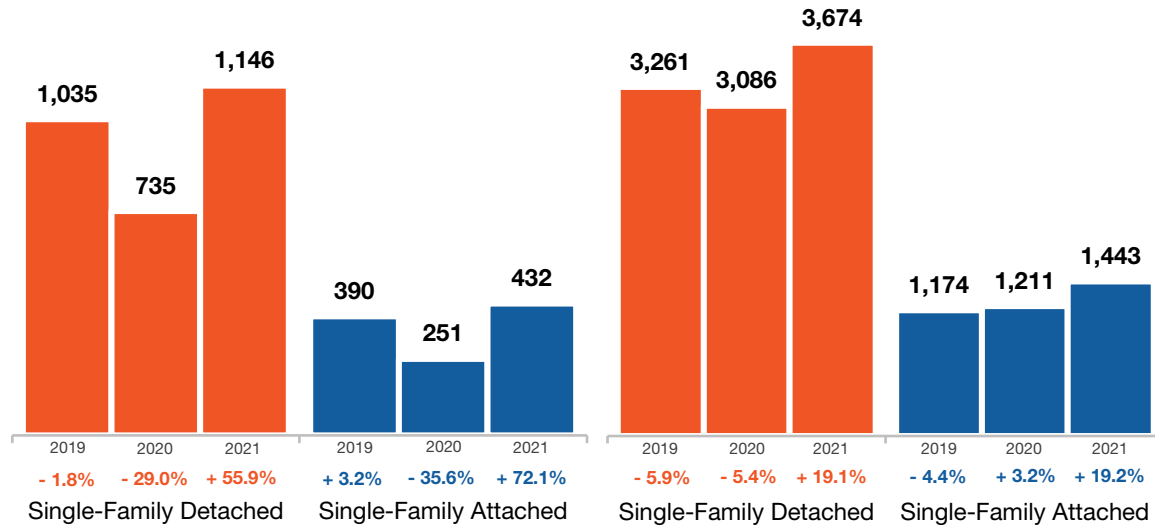


Closed Sales

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

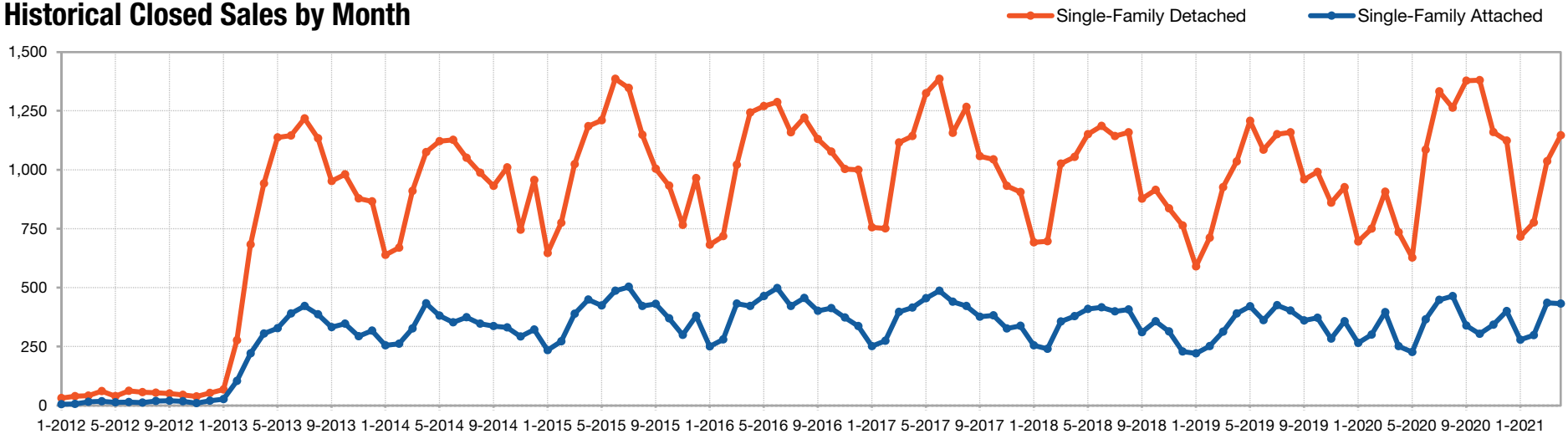
April

Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2020	627	-48.1%	226	-46.2%
Jun-2020	1,085	0.0%	365	+1.1%
Jul-2020	1,332	+15.8%	448	+5.4%
Aug-2020	1,263	+9.1%	463	+15.2%
Sep-2020	1,378	+43.7%	339	-5.8%
Oct-2020	1,380	+39.4%	303	-18.3%
Nov-2020	1,160	+34.9%	342	+20.8%
Dec-2020	1,123	+21.3%	400	+12.0%
Jan-2021	716	+3.0%	278	+4.9%
Feb-2021	776	+3.5%	298	-0.7%
Mar-2021	1,036	+14.3%	435	+10.1%
Apr-2021	1,146	+55.9%	432	+72.1%
12-Month Avg	952	+14.0%	349	+3.3%

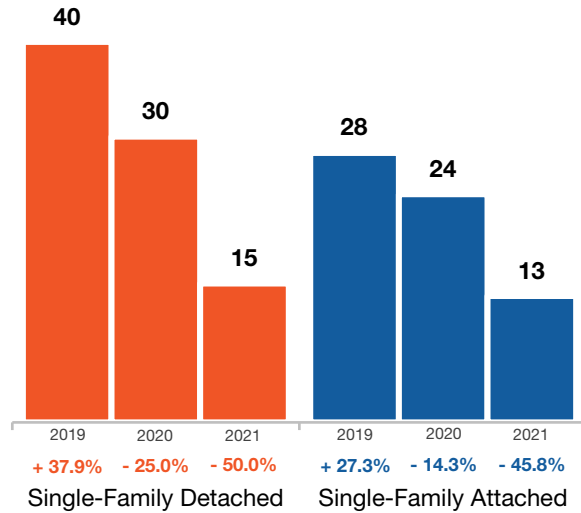
Historical Closed Sales by Month



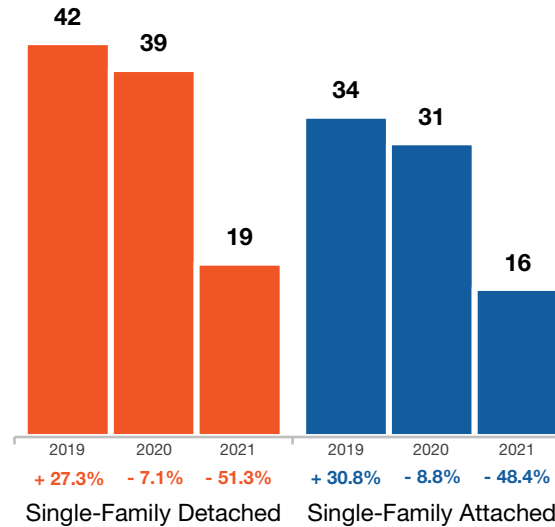
Days on Market Until Sale

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

April



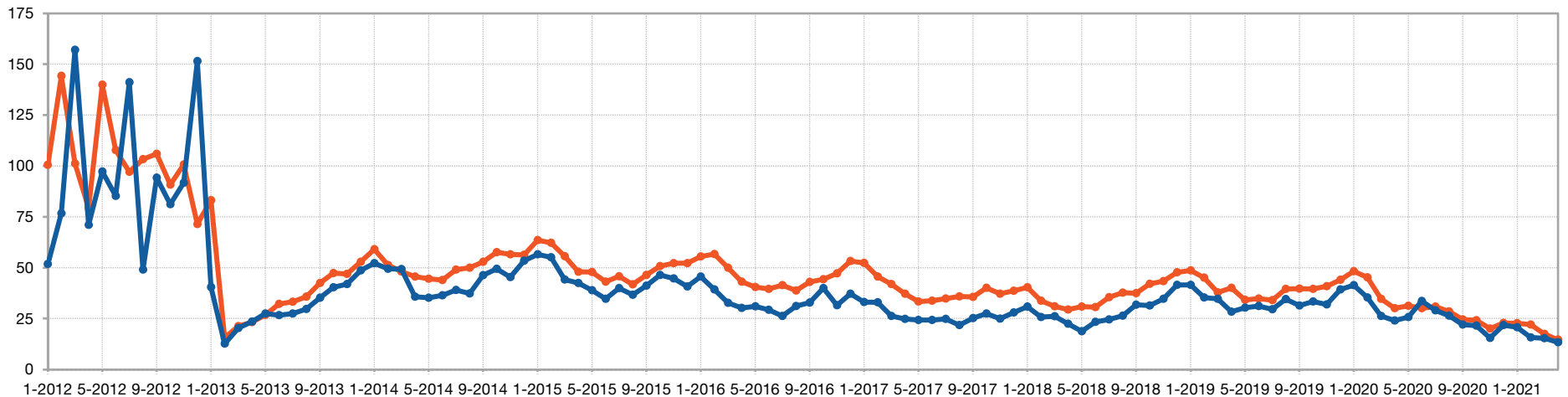
Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	-40.0%	22	-33.3%
Nov-2020	20	-51.2%	15	-53.1%
Dec-2020	23	-47.7%	22	-43.6%
Jan-2021	23	-52.1%	21	-48.8%
Feb-2021	22	-51.1%	16	-54.3%
Mar-2021	17	-51.4%	15	-42.3%
Apr-2021	15	-50.0%	13	-45.8%
12-Month Avg*	38	-37.2%	32	-32.5%

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

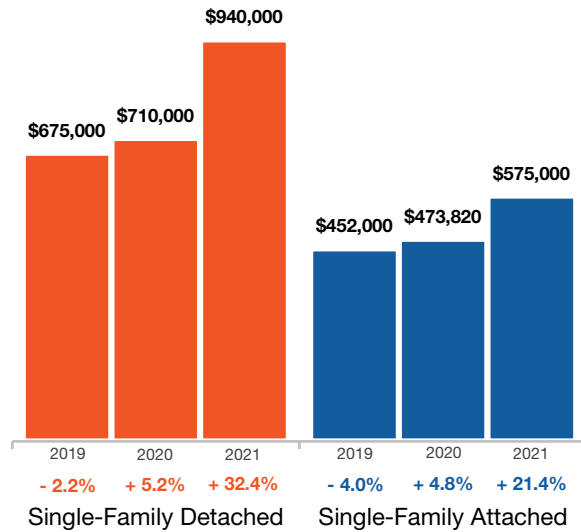
Historical Days on Market Until Sale by Month



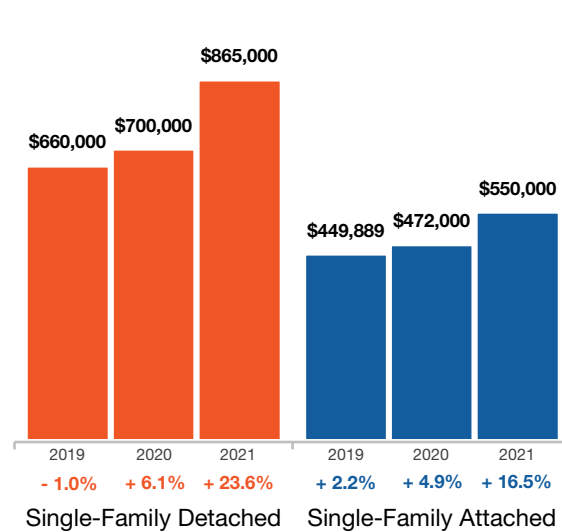
Median Sales Price

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

April



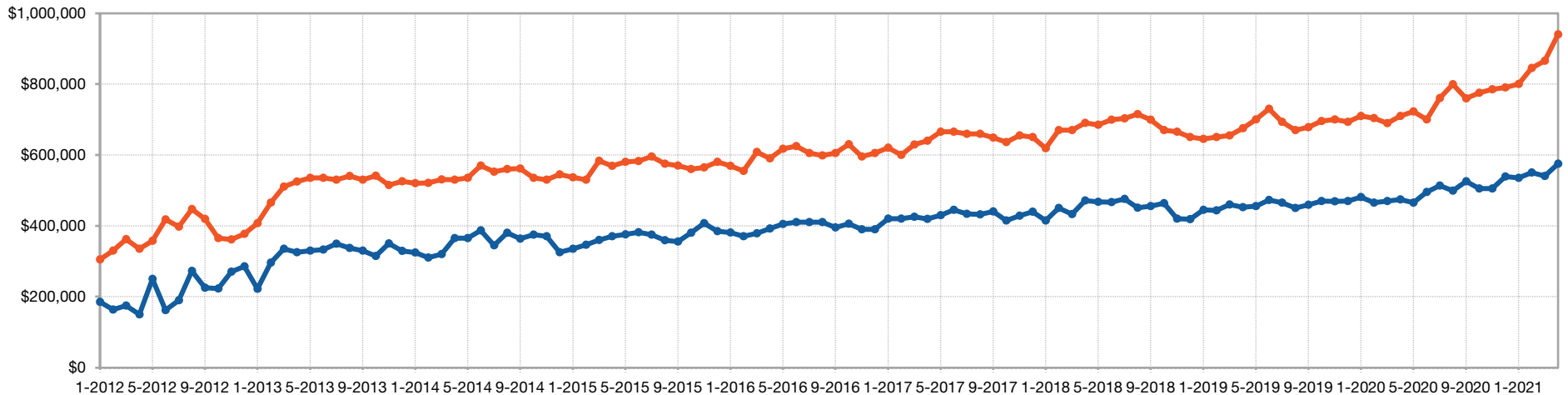
Year to Date



Month	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2020	\$722,111	+3.2%	\$465,000	+2.2%
Jun-2020	\$699,900	-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	+14.4%
Oct-2020	\$775,000	+11.5%	\$505,000	+7.4%
Nov-2020	\$785,000	+12.1%	\$505,000	+7.7%
Dec-2020	\$790,000	+14.0%	\$538,500	+14.6%
Jan-2021	\$800,000	+12.7%	\$535,000	+11.2%
Feb-2021	\$845,000	+20.1%	\$550,000	+18.3%
Mar-2021	\$865,000	+25.5%	\$540,000	+15.0%
Apr-2021	\$940,000	+32.4%	\$575,000	+21.4%
12-Month Avg*	\$696,000	+13.5%	\$465,000	+12.3%

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

Historical Median Sales Price by Month

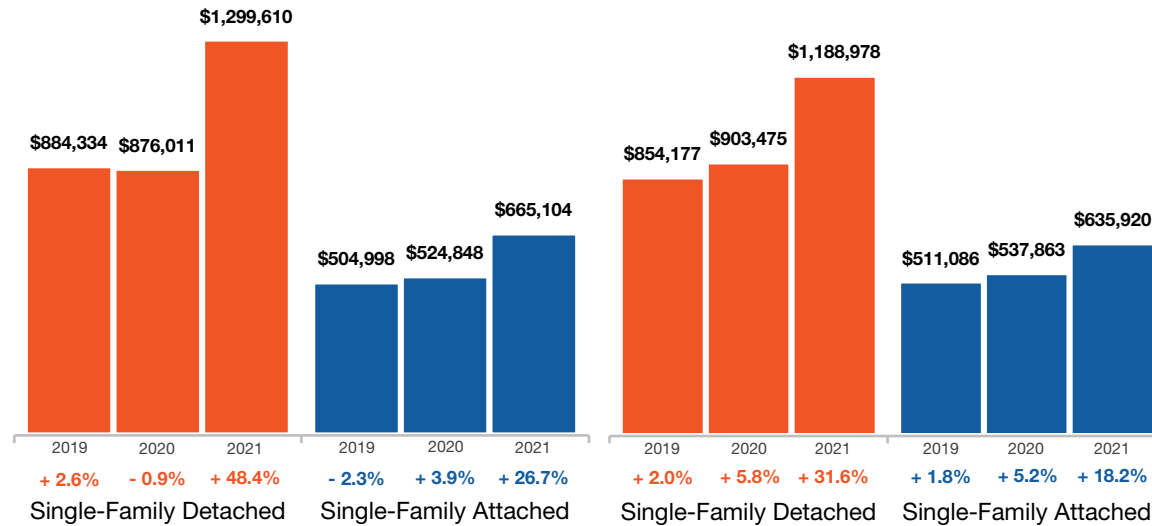


Average Sales Price

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

April

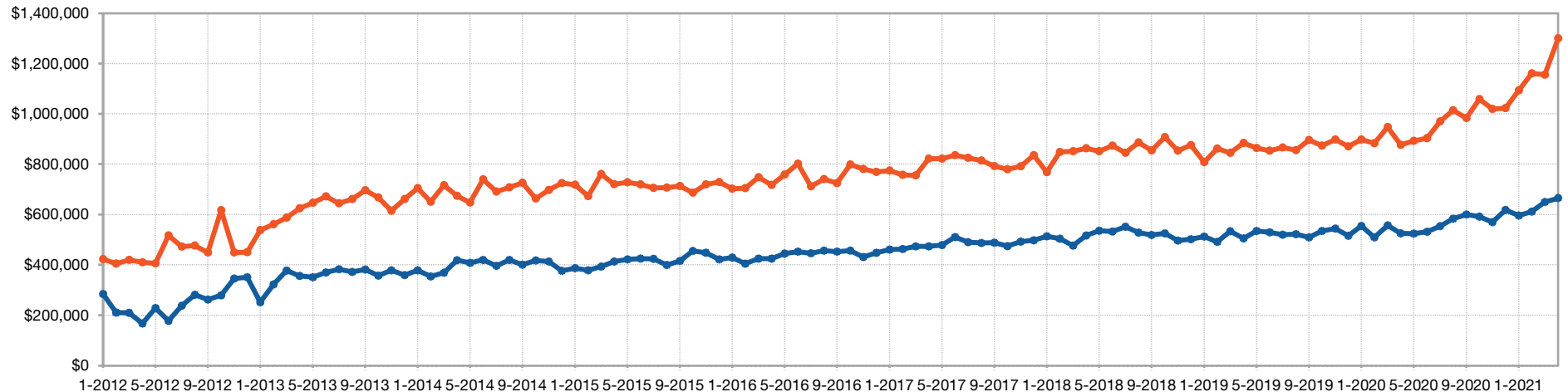
Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2020	\$892,536	+3.4%	\$523,890	-1.9%
Jun-2020	\$903,299	+5.9%	\$531,260	+0.4%
Jul-2020	\$969,778	+12.0%	\$553,656	+6.5%
Aug-2020	\$1,013,748	+18.5%	\$583,495	+11.8%
Sep-2020	\$983,613	+9.9%	\$599,660	+17.8%
Oct-2020	\$1,057,651	+21.2%	\$590,956	+10.5%
Nov-2020	\$1,019,052	+13.5%	\$569,562	+4.6%
Dec-2020	\$1,022,259	+17.5%	\$617,849	+19.9%
Jan-2021	\$1,092,458	+21.7%	\$595,399	+7.4%
Feb-2021	\$1,160,361	+31.4%	\$611,927	+20.1%
Mar-2021	\$1,154,679	+21.9%	\$649,336	+16.7%
Apr-2021	\$1,299,610	+48.4%	\$665,104	+26.7%
12-Month Avg*	\$1,047,420	+19.0%	\$591,008	+12.3%

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

Historical Average Sales Price by Month

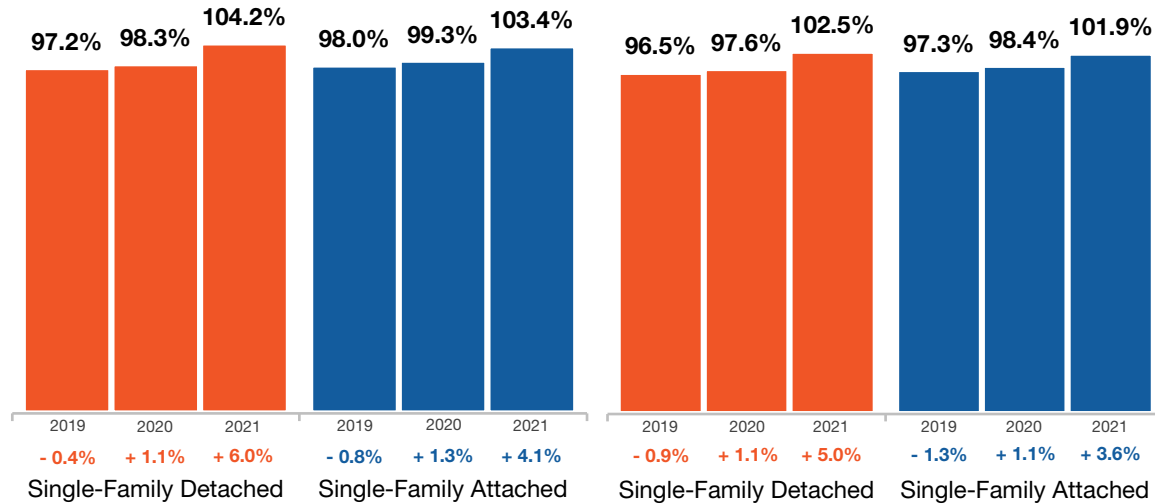


Percent of Original List Price Received

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.

April

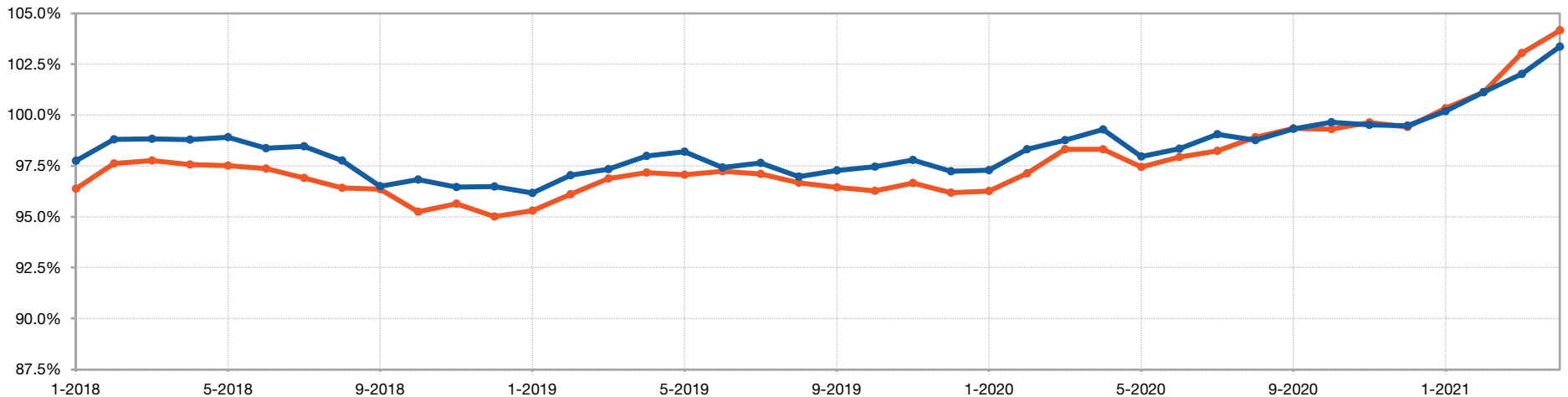
Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	+3.1%	99.6%	+2.2%
Nov-2020	99.6%	+3.0%	99.5%	+1.7%
Dec-2020	99.4%	+3.3%	99.5%	+2.4%
Jan-2021	100.3%	+4.2%	100.2%	+3.0%
Feb-2021	101.1%	+4.1%	101.1%	+2.8%
Mar-2021	103.0%	+4.8%	102.0%	+3.2%
Apr-2021	104.2%	+6.0%	103.4%	+4.1%
12-Month Avg*	99.9%	+3.0%	99.9%	+2.3%

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

Historical Percent of Original List Price Received by Month

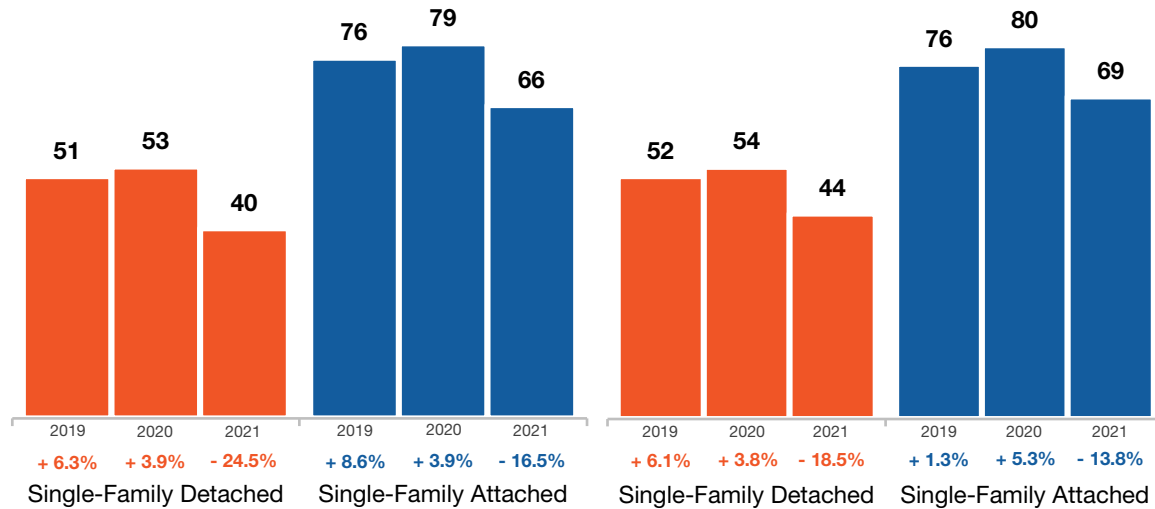


Housing Affordability Index

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.

April

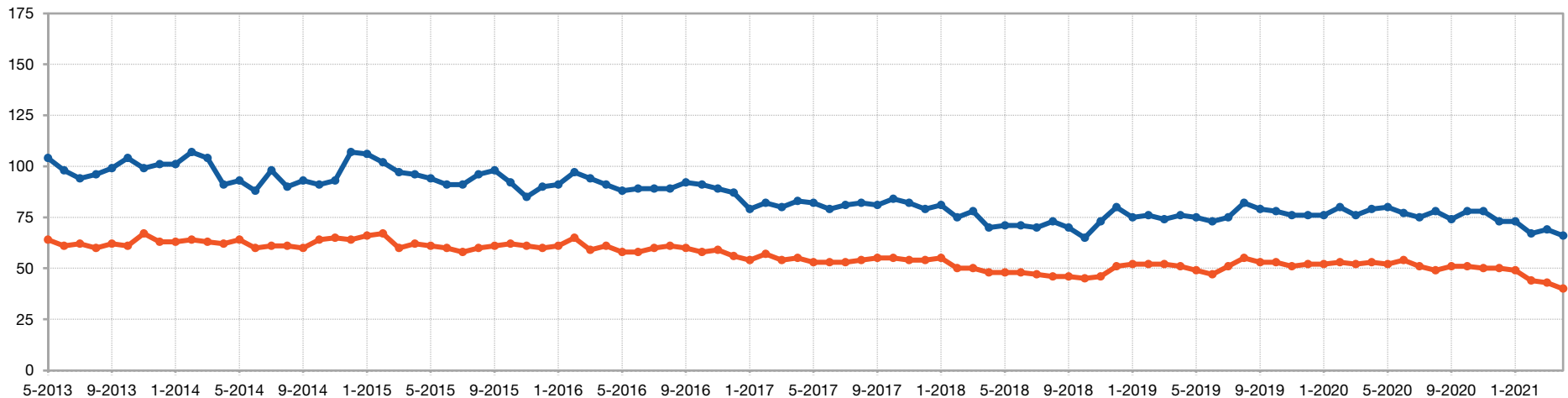
Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	51	-3.8%	78	0.0%
Nov-2020	50	-2.0%	78	+2.6%
Dec-2020	50	-3.8%	73	-3.9%
Jan-2021	49	-5.8%	73	-3.9%
Feb-2021	44	-17.0%	67	-16.3%
Mar-2021	43	-17.3%	69	-9.2%
Apr-2021	40	-24.5%	66	-16.5%
12-Month Avg*	49	-10.3%	74	-9.2%

* Affordability Index for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

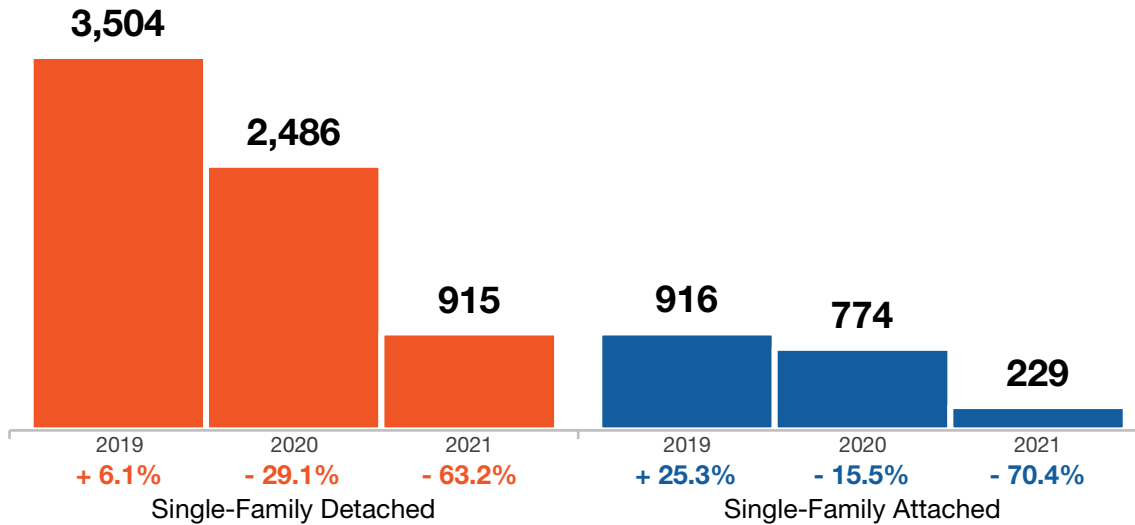
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

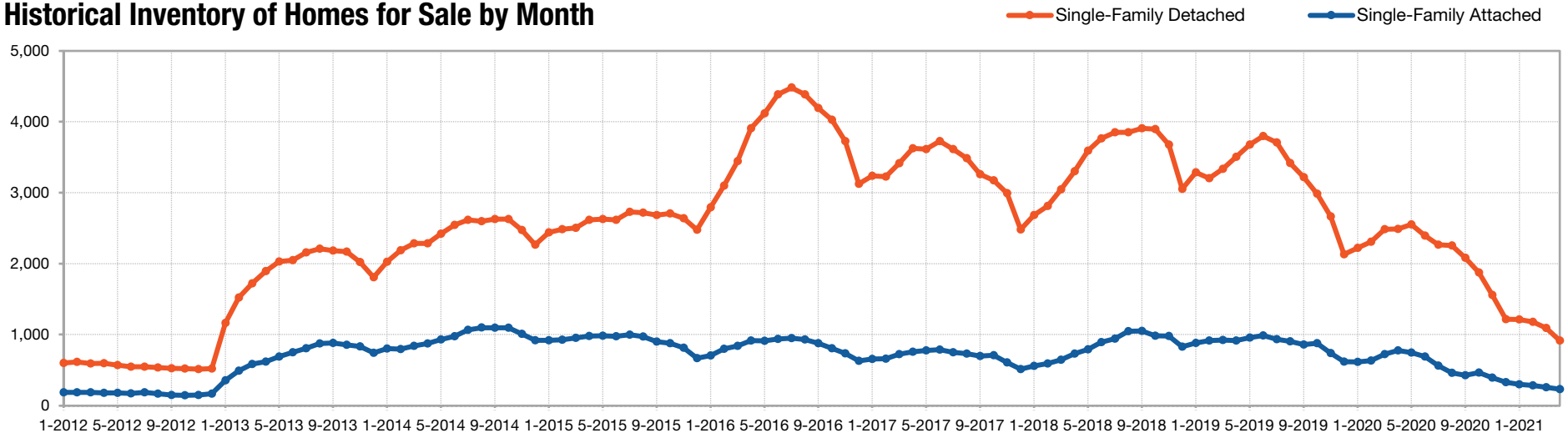
The number of properties available for sale in active status at the end of a given month.

April



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2020	2,552	-30.6%	744	-22.1%
Jun-2020	2,392	-37.0%	690	-29.9%
Jul-2020	2,266	-38.8%	563	-39.7%
Aug-2020	2,256	-33.9%	458	-49.2%
Sep-2020	2,080	-35.4%	427	-50.3%
Oct-2020	1,876	-37.1%	465	-46.9%
Nov-2020	1,560	-41.5%	391	-46.9%
Dec-2020	1,217	-42.9%	328	-46.8%
Jan-2021	1,214	-45.3%	297	-51.5%
Feb-2021	1,178	-48.9%	283	-55.3%
Mar-2021	1,091	-56.1%	256	-64.6%
Apr-2021	915	-63.2%	229	-70.4%
12-Month Avg	2,924	-41.3%	801	-46.6%

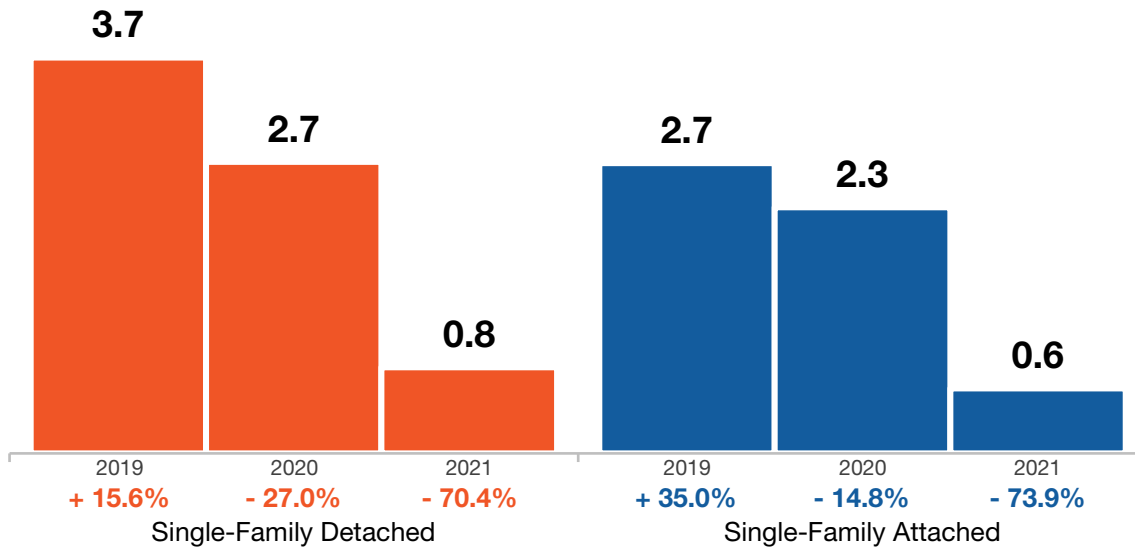
Historical Inventory of Homes for Sale by Month



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.

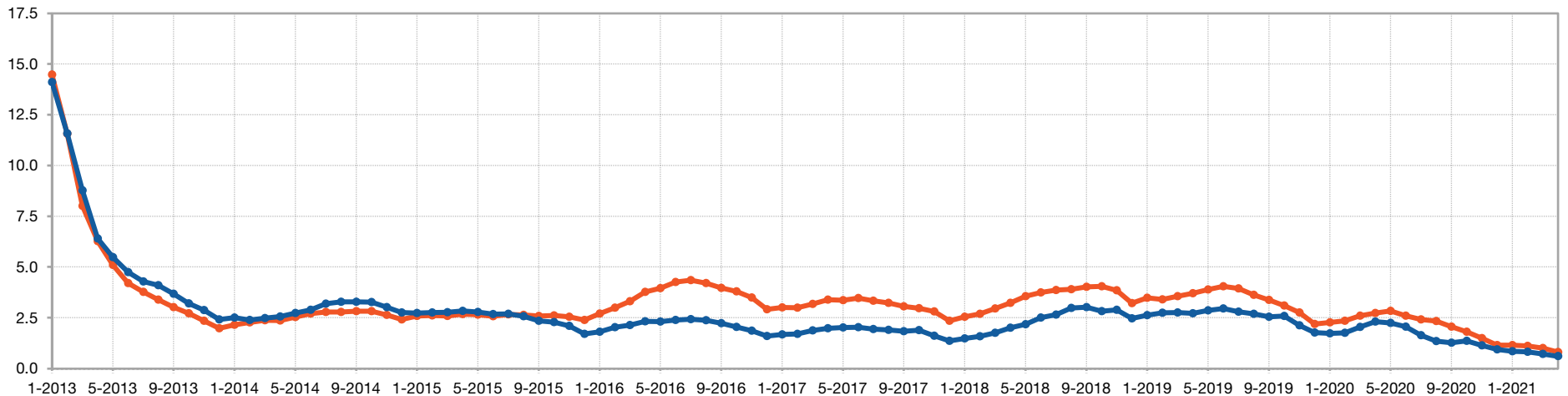
April



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2020	2.8	-28.2%	2.2	-24.1%
Jun-2020	2.6	-35.0%	2.1	-30.0%
Jul-2020	2.4	-38.5%	1.6	-42.9%
Aug-2020	2.3	-36.1%	1.3	-51.9%
Sep-2020	2.1	-38.2%	1.3	-48.0%
Oct-2020	1.8	-41.9%	1.4	-46.2%
Nov-2020	1.5	-44.4%	1.1	-47.6%
Dec-2020	1.2	-45.5%	0.9	-50.0%
Jan-2021	1.2	-47.8%	0.9	-47.1%
Feb-2021	1.1	-52.2%	0.8	-52.9%
Mar-2021	1.0	-61.5%	0.7	-65.0%
Apr-2021	0.8	-70.4%	0.6	-73.9%
12-Month Avg*	3.1	-43.7%	2.3	-46.8%

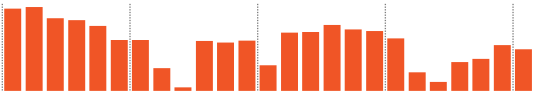
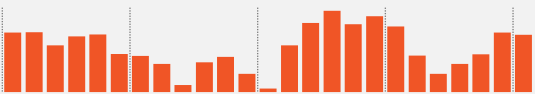
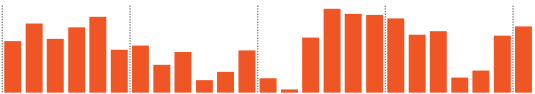
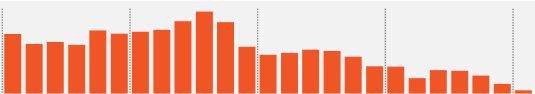





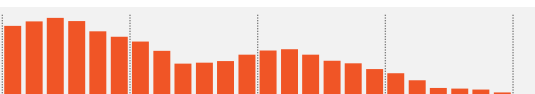
* Months Supply for all properties from May 2020 through April 2021. This is not the average of the individual figures above.

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.

Key Metrics	Historical Sparkbars			4-2020	4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	04-2019	04-2020	04-2021						
New Listings		1,320	1,626	+ 23.2%	6,651	6,156	- 7.4%		
Pending Sales		853	1,577	+ 84.9%	4,395	5,683	+ 29.3%		
Closed Sales		998	1,600	+ 60.3%	4,367	5,187	+ 18.8%		
Days on Market		29	14	- 51.7%	37	18	- 51.4%		
Median Sales Price		\$652,000	\$810,000	+ 24.2%	\$631,000	\$760,000	+ 20.4%		
Average Sales Price		\$787,816	\$1,125,666	+ 42.9%	\$803,074	\$1,038,157	+ 29.3%		
Pct. of Orig. Price Received		98.6%	103.9%	+ 5.4%	97.8%	102.3%	+ 4.6%		
Housing Affordability Index		58	47	- 19.0%	60	50	- 16.7%		
Inventory of Homes for Sale		3,312	1,166	- 64.8%	--	--	--		
Months Supply of Inventory		2.6	0.8	- 69.2%	--	--	--		