

Monthly Indicators

June 2021

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

Closed Sales increased 16.7 percent for Detached homes and 15.9 percent for Attached homes. Pending Sales decreased 3.5 percent for Detached homes but increased 7.9 percent for Attached homes.

The Median Sales Price was up 37.2 percent to \$960,000 for Detached homes and 19.0 percent to \$589,000 for Attached homes. Days on Market decreased 60.0 percent for Detached homes and 73.5 percent for Attached homes. Supply decreased 61.5 percent for Detached homes and 66.7 percent for Attached homes.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

Monthly Snapshot

\$960,000 **\$589,000** **\$850,000**

Median Sales Price
Detached Homes

Median Sales Price
Attached Homes

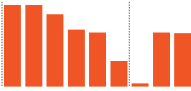
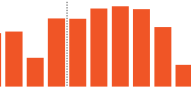

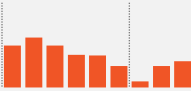
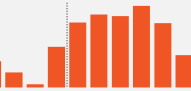

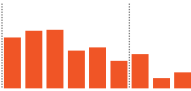
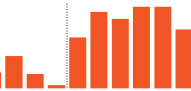

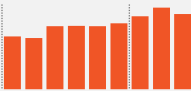
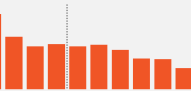

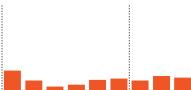
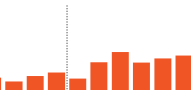




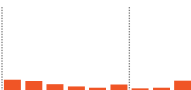
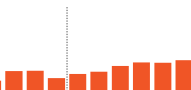



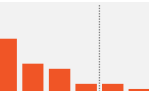

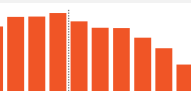

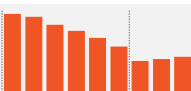


Median Sales Price
All Properties Combined

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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All Properties Combined	14































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			6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	06-2019	06-2020	06-2021						
New Listings				1,456	1,342	- 7.8%	7,714	7,433	- 3.6%
Pending Sales				1,299	1,254	- 3.5%	5,452	6,554	+ 20.2%
Closed Sales				1,085	1,266	+ 16.7%	4,798	6,108	+ 27.3%
Days on Market				30	12	- 60.0%	36	17	- 52.8%
Median Sales Price				\$699,900	\$960,000	+ 37.2%	\$700,000	\$900,000	+ 28.6%
Average Sales Price				\$903,299	\$1,281,790	+ 41.9%	\$902,009	\$1,227,535	+ 36.1%
Pct. of Orig. Price Received				97.9%	105.7%	+ 8.0%	97.6%	103.6%	+ 6.1%
Housing Affordability Index				54	39	- 27.8%	54	42	- 22.2%
Inventory of Homes for Sale				2,407	1,104	- 54.1%	--	--	--
Months Supply of Inventory				2.6	1.0	- 61.5%	--	--	--

Single-Family Attached Activity Overview

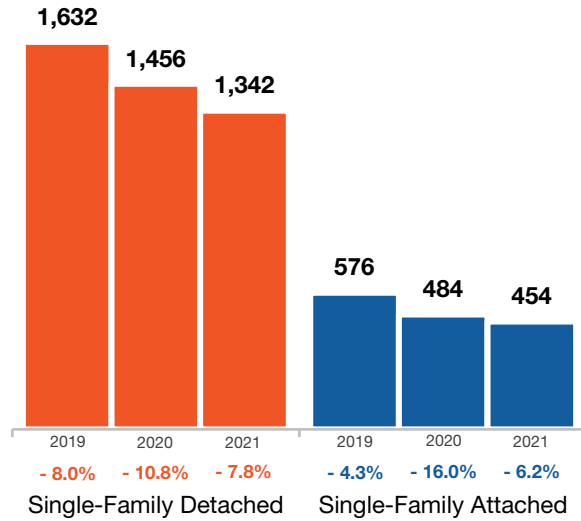
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	06-2019	06-2020	06-2021						
New Listings				484	454	- 6.2%	2,710	2,604	- 3.9%
Pending Sales				417	450	+ 7.9%	2,006	2,408	+ 20.0%
Closed Sales				365	423	+ 15.9%	1,802	2,271	+ 26.0%
Days on Market				34	9	- 73.5%	31	14	- 54.8%
Median Sales Price				\$495,000	\$589,000	+ 19.0%	\$475,000	\$560,000	+ 17.9%
Average Sales Price				\$531,260	\$680,370	+ 28.1%	\$534,799	\$647,246	+ 21.0%
Pct. of Orig. Price Received				98.3%	104.5%	+ 6.3%	98.4%	102.8%	+ 4.5%
Housing Affordability Index				77	64	- 16.9%	80	67	- 16.3%
Inventory of Homes for Sale				693	270	- 61.0%	--	--	--
Months Supply of Inventory				2.1	0.7	- 66.7%	--	--	--

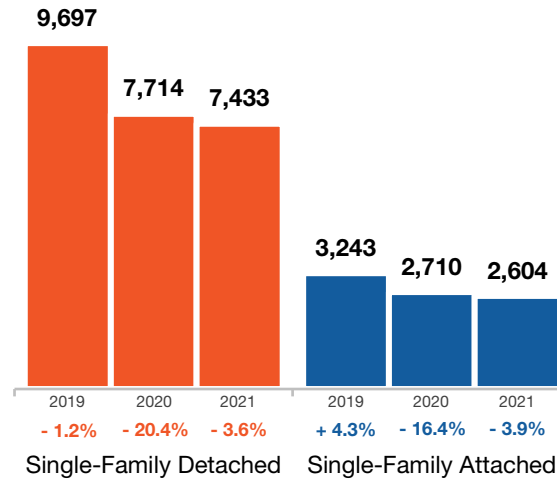
New Listings

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

June

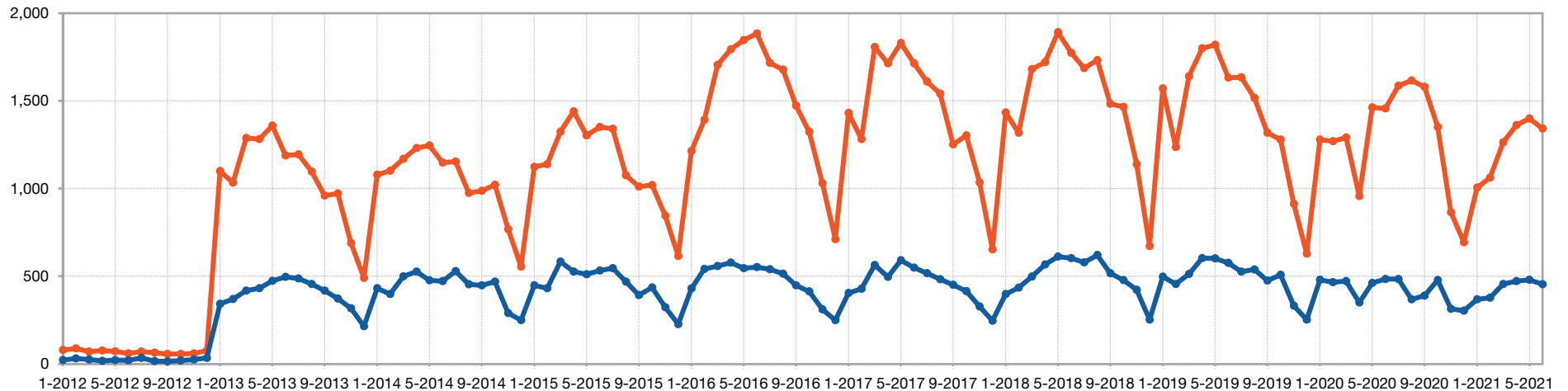


Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2020	1,586	-2.9%	484	-8.0%
Aug-2020	1,615	+6.5%	367	-31.8%
Sep-2020	1,579	+19.9%	388	-18.1%
Oct-2020	1,350	+5.6%	478	-5.9%
Nov-2020	865	-5.3%	314	-5.4%
Dec-2020	693	+10.4%	303	+20.2%
Jan-2021	1,005	-21.4%	367	-23.4%
Feb-2021	1,062	-16.4%	377	-19.1%
Mar-2021	1,263	-2.2%	455	-3.4%
Apr-2021	1,362	+42.3%	472	+35.2%
May-2021	1,399	-4.3%	479	+3.9%
Jun-2021	1,342	-7.8%	454	-6.2%
12-Month Avg	1,260	+0.8%	412	-7.5%

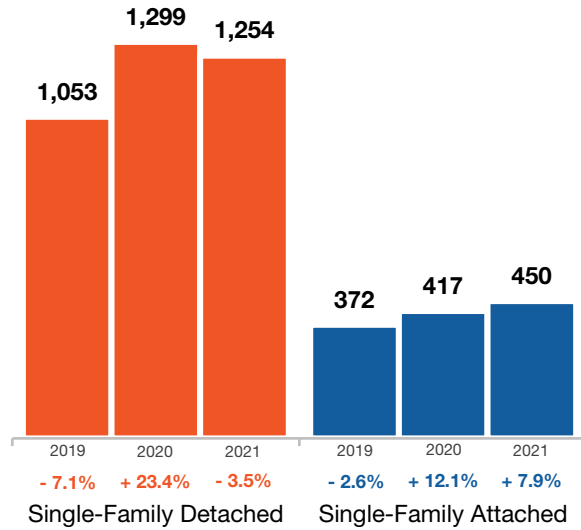
Historical New Listings by Month



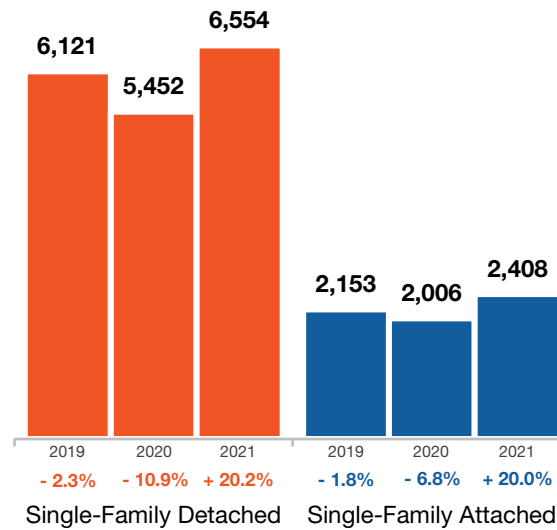
Pending Sales

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

June

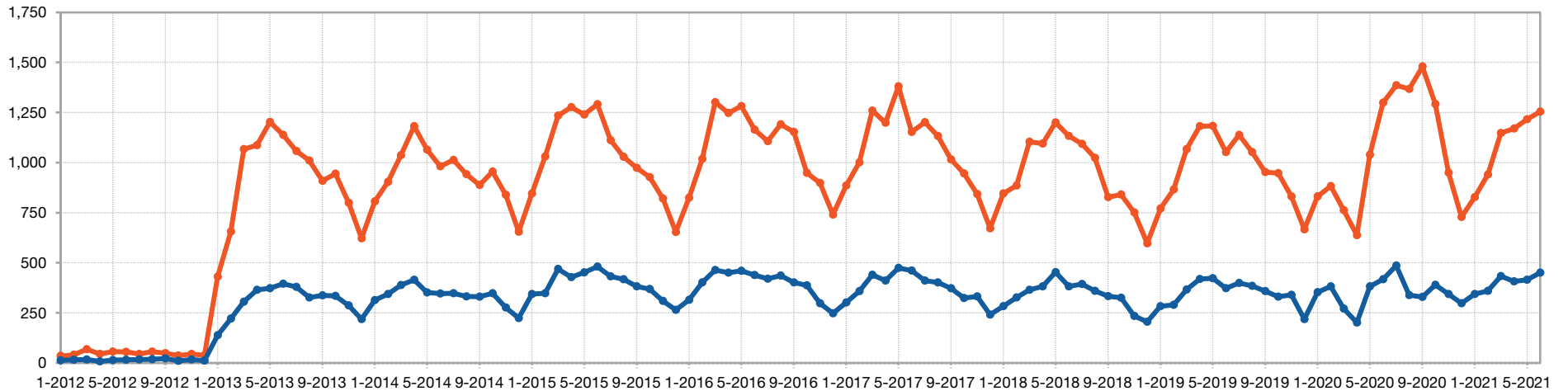


Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2020	1,386	+21.8%	486	+21.8%
Aug-2020	1,367	+29.9%	338	-12.0%
Sep-2020	1,479	+55.2%	329	-8.1%
Oct-2020	1,292	+36.4%	390	+18.2%
Nov-2020	950	+14.3%	343	+1.2%
Dec-2020	729	+9.3%	298	+36.7%
Jan-2021	827	-0.5%	344	-2.5%
Feb-2021	940	+6.5%	359	-6.0%
Mar-2021	1,147	+50.3%	433	+59.8%
Apr-2021	1,170	+83.7%	407	+102.5%
May-2021	1,216	+17.0%	415	+8.6%
Jun-2021	1,254	-3.5%	450	+7.9%
12-Month Avg	920	+24.6%	336	+13.8%

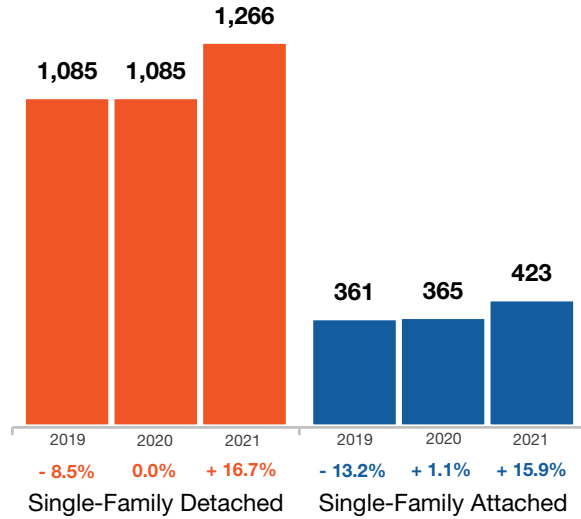
Historical Pending Sales by Month



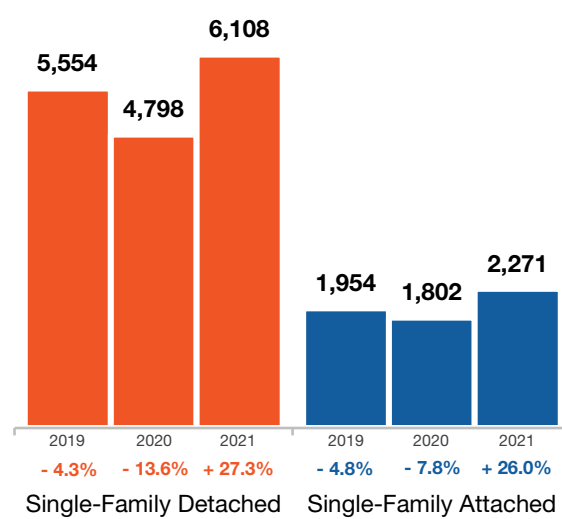
Closed Sales

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

June

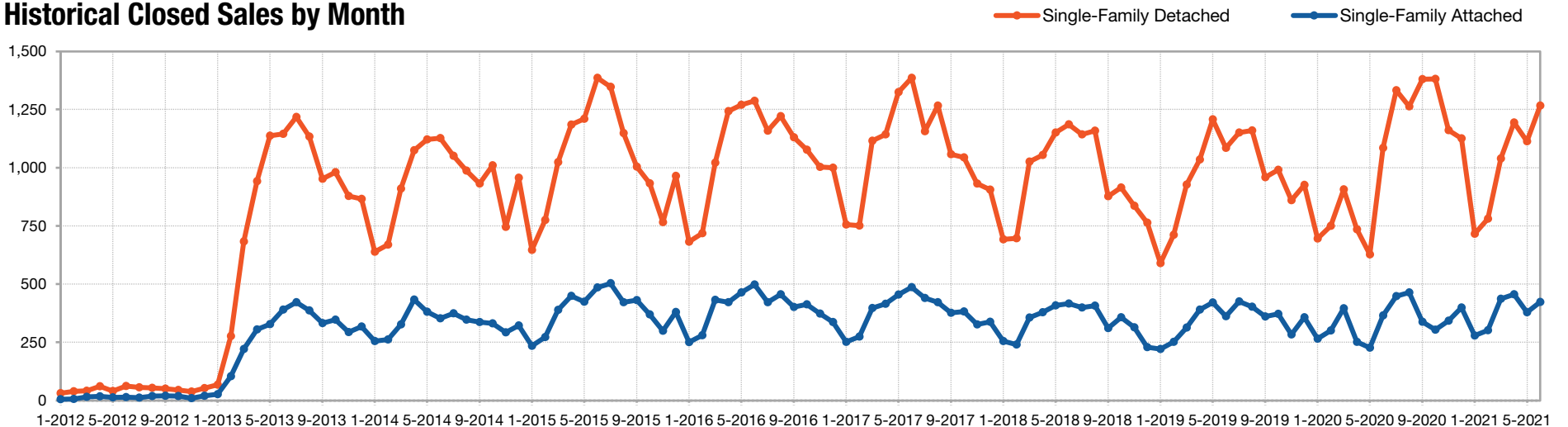


Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2020	1,332	+15.8%	448	+5.4%
Aug-2020	1,263	+9.0%	463	+15.2%
Sep-2020	1,380	+43.9%	338	-6.1%
Oct-2020	1,381	+39.5%	303	-18.3%
Nov-2020	1,161	+35.0%	342	+20.8%
Dec-2020	1,125	+21.5%	399	+11.8%
Jan-2021	716	+3.0%	278	+4.9%
Feb-2021	780	+4.0%	301	+0.3%
Mar-2021	1,039	+14.7%	436	+10.4%
Apr-2021	1,194	+62.4%	455	+81.3%
May-2021	1,113	+77.5%	378	+67.3%
Jun-2021	1,266	+16.7%	423	+15.9%
12-Month Avg	904	+26.8%	333	+14.1%

Historical Closed Sales by Month

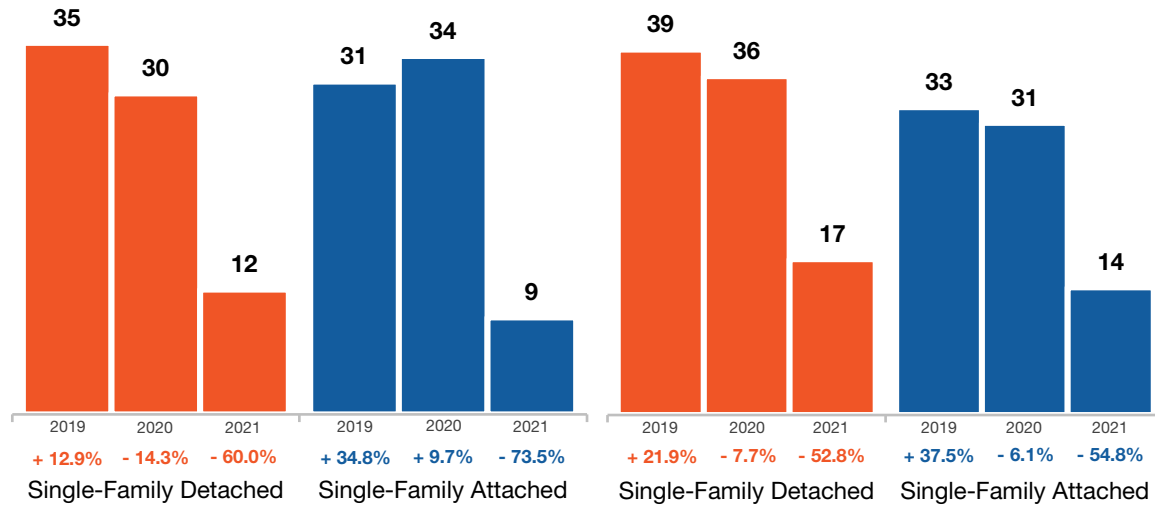


Days on Market Until Sale

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

June

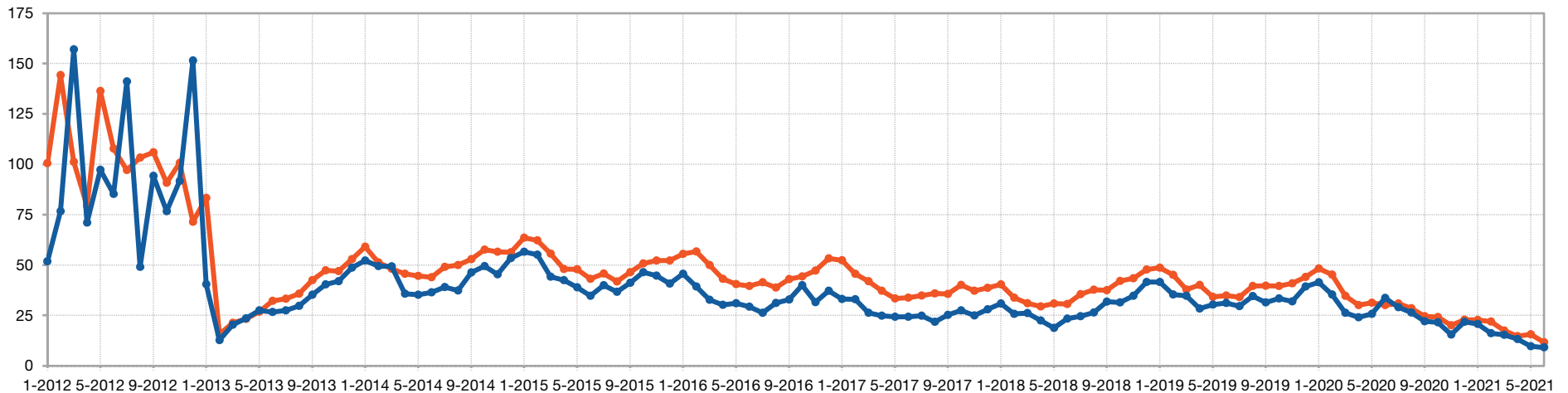
Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
May-2021	16	-48.4%	10	-61.5%
Jun-2021	12	-60.0%	9	-73.5%
12-Month Avg*	38	-43.5%	32	-43.0%

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

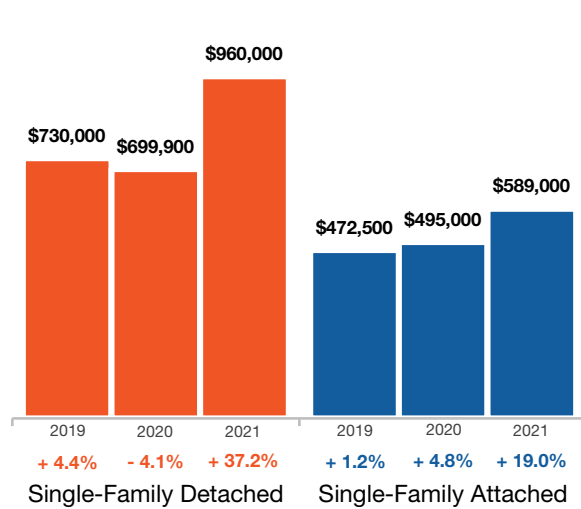
Historical Days on Market Until Sale by Month



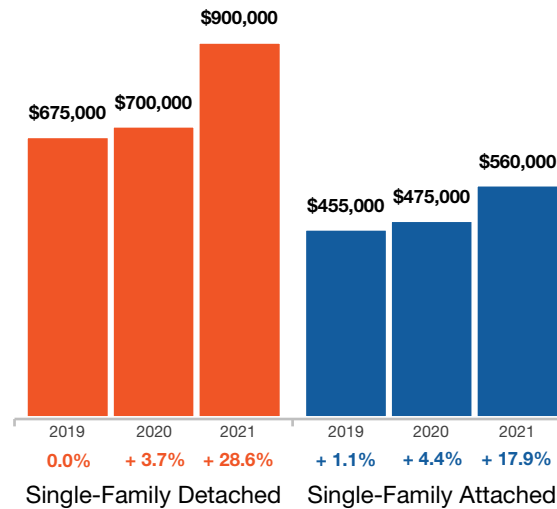
Median Sales Price

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

June



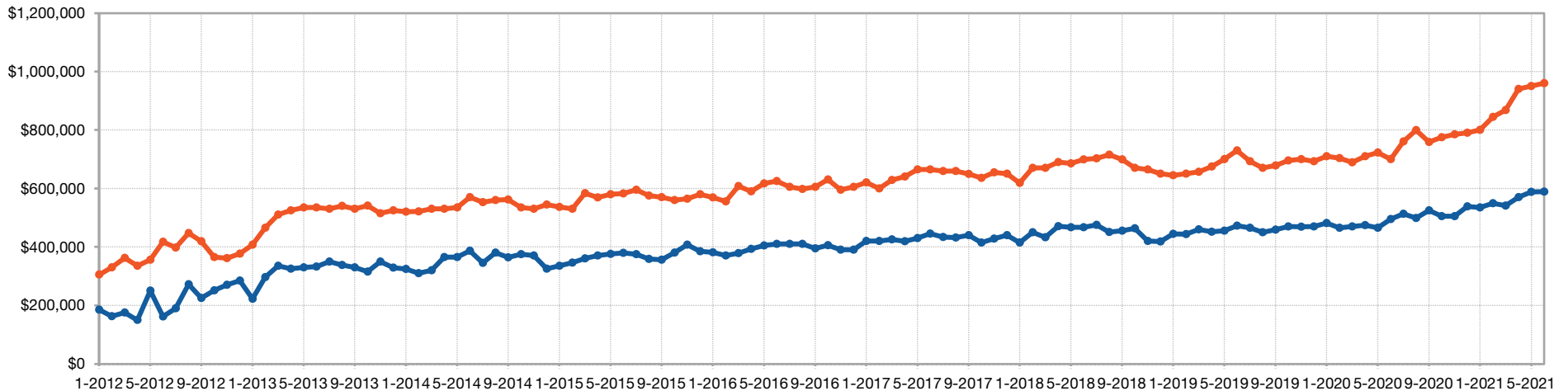
Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2020	\$760,000	+9.7%	\$512,990	+10.3%
Aug-2020	\$799,000	+19.3%	\$498,900	+10.9%
Sep-2020	\$758,990	+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%	\$538,000	+14.5%
Jan-2021	\$800,000	+12.7%	\$535,000	+11.2%
Feb-2021	\$844,500	+20.0%	\$549,000	+18.1%
Mar-2021	\$867,500	+25.9%	\$541,000	+15.2%
Apr-2021	\$940,000	+32.4%	\$570,000	+20.3%
May-2021	\$950,000	+31.6%	\$587,500	+26.3%
Jun-2021	\$960,000	+37.2%	\$589,000	+19.0%
12-Month Avg*	\$695,000	+19.4%	\$469,000	+14.1%

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

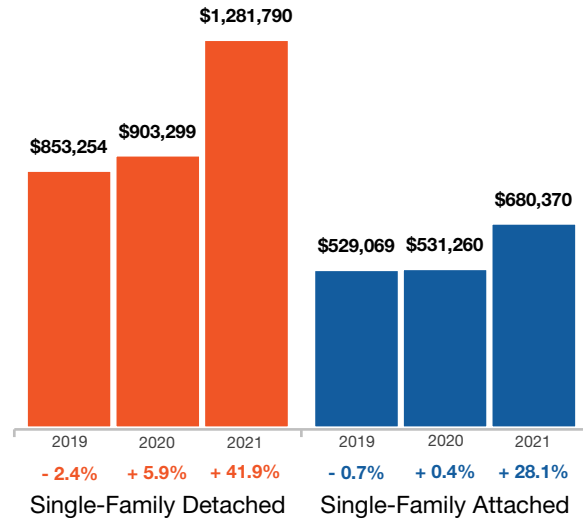
Historical Median Sales Price by Month



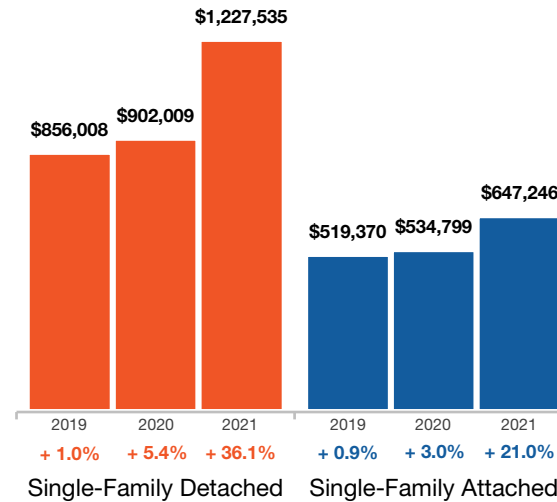
Average Sales Price

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

June



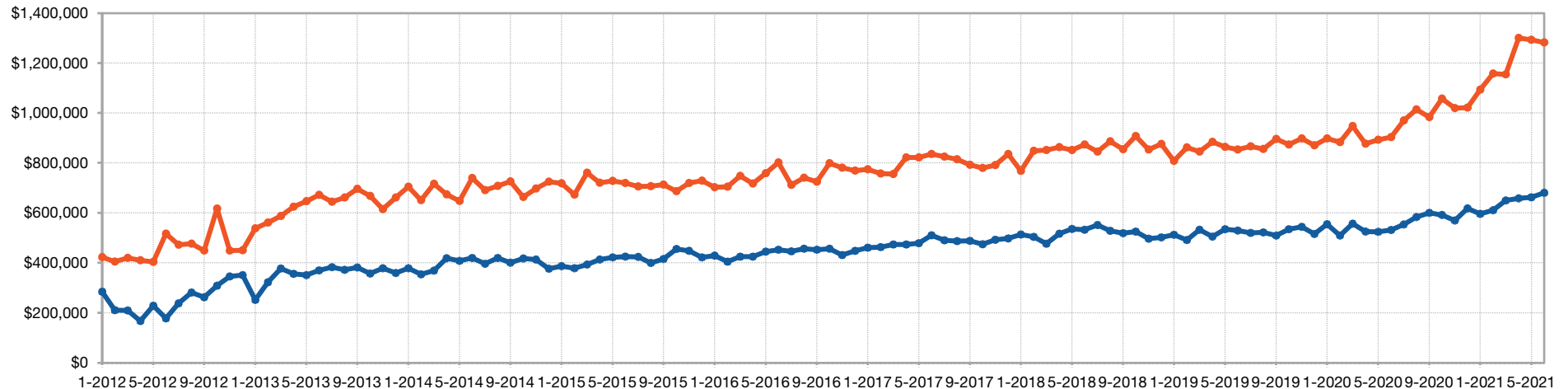
Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2020	\$969,778	+12.0%	\$553,656	+6.5%
Aug-2020	\$1,013,748	+18.6%	\$583,495	+11.8%
Sep-2020	\$982,870	+9.8%	\$600,322	+18.0%
Oct-2020	\$1,057,476	+21.1%	\$590,956	+10.5%
Nov-2020	\$1,019,018	+13.5%	\$569,562	+4.6%
Dec-2020	\$1,021,200	+17.4%	\$617,555	+19.8%
Jan-2021	\$1,092,458	+21.7%	\$595,399	+7.4%
Feb-2021	\$1,157,602	+31.1%	\$610,624	+19.8%
Mar-2021	\$1,153,596	+21.8%	\$649,212	+16.7%
Apr-2021	\$1,300,198	+48.4%	\$658,290	+25.4%
May-2021	\$1,292,731	+44.8%	\$661,914	+26.3%
Jun-2021	\$1,281,790	+41.9%	\$680,370	+28.1%
12-Month Avg*	\$1,111,872	+24.8%	\$614,279	+16.6%

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

Historical Average Sales Price by Month

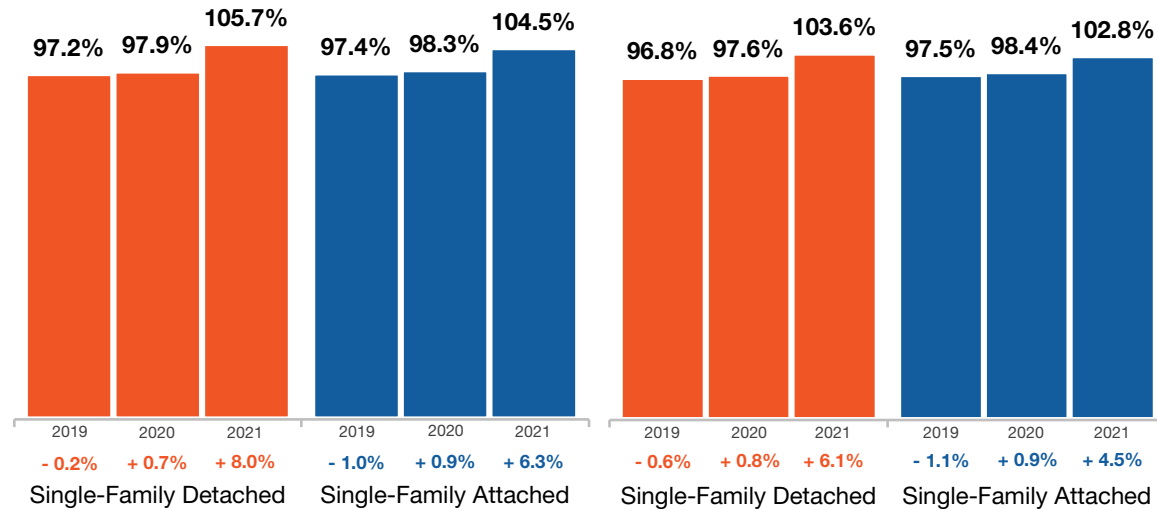


Percent of Original List Price Received

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.

June

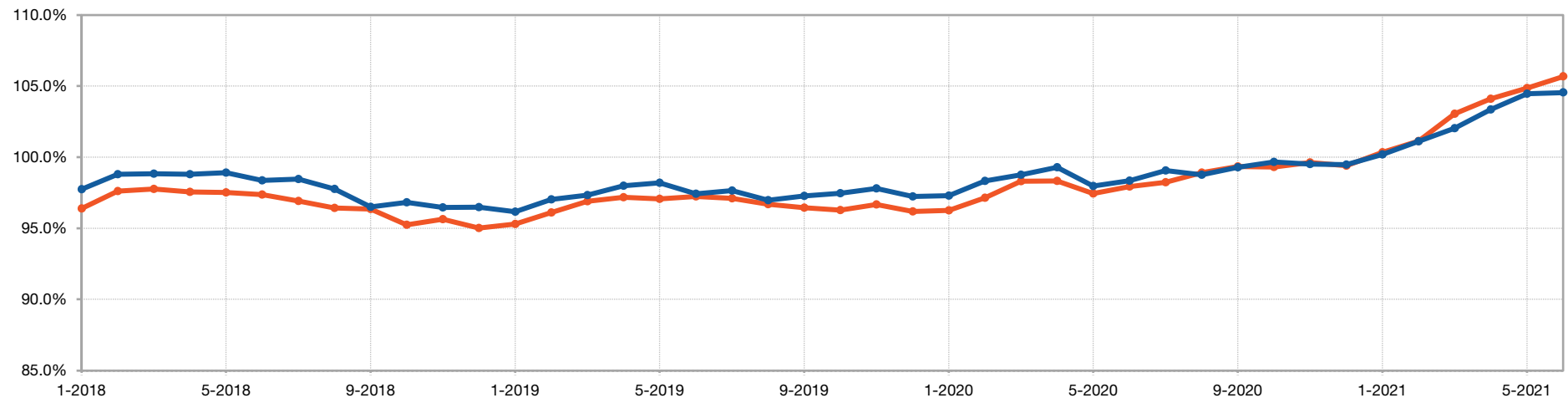
Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	104.1%	+5.9%	103.3%	+4.0%
May-2021	104.8%	+7.6%	104.5%	+6.6%
Jun-2021	105.7%	+8.0%	104.5%	+6.3%
12-Month Avg*	101.2%	+4.2%	100.9%	+3.3%

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

Historical Percent of Original List Price Received by Month

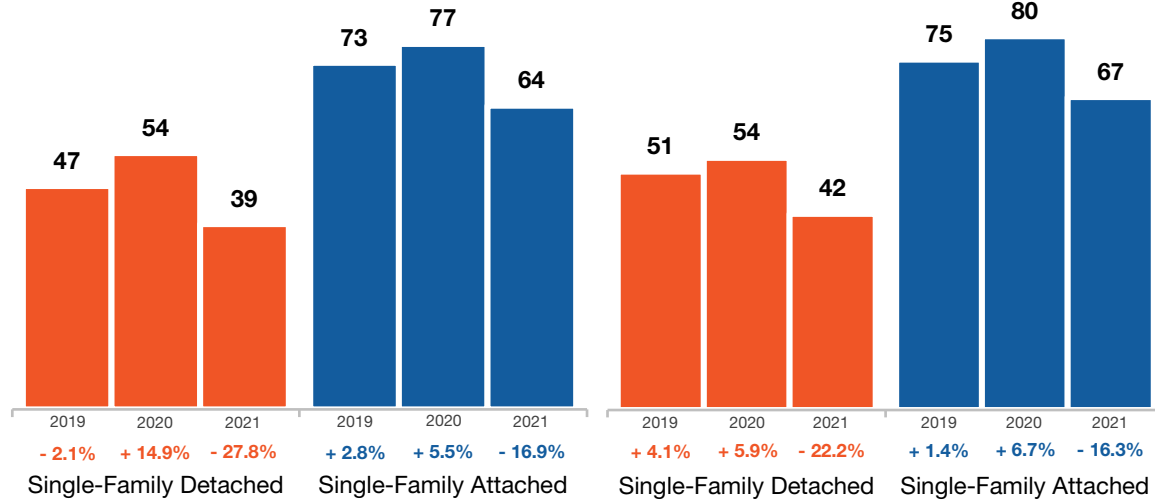


Housing Affordability Index

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.

June

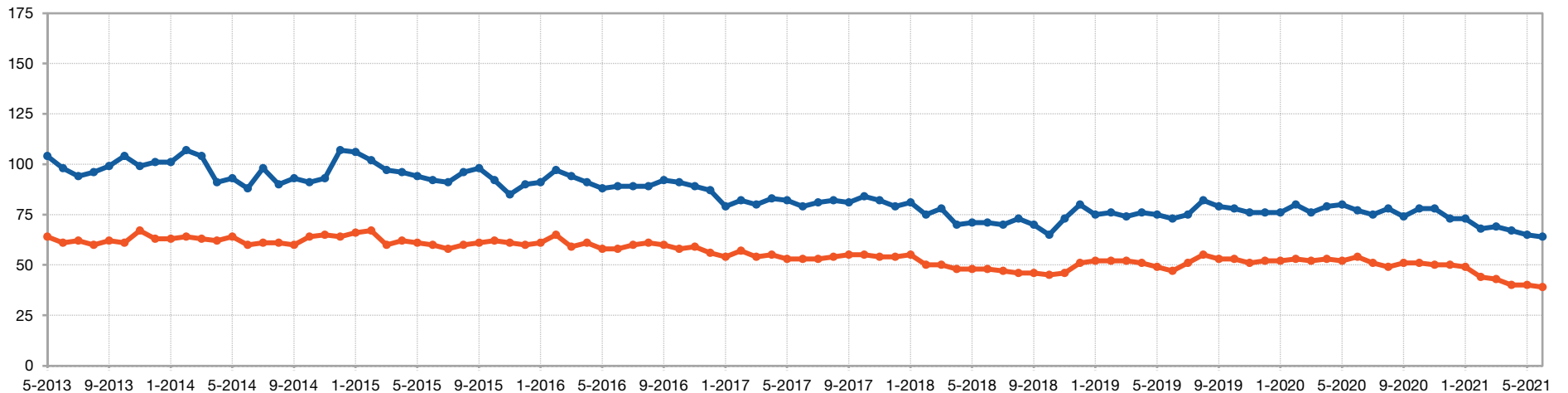
Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	68	-15.0%
Mar-2021	43	-17.3%	69	-9.2%
Apr-2021	40	-24.5%	67	-15.2%
May-2021	40	-23.1%	65	-18.8%
Jun-2021	39	-27.8%	64	-16.9%
12-Month Avg*	46	-15.3%	72	-10.3%

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

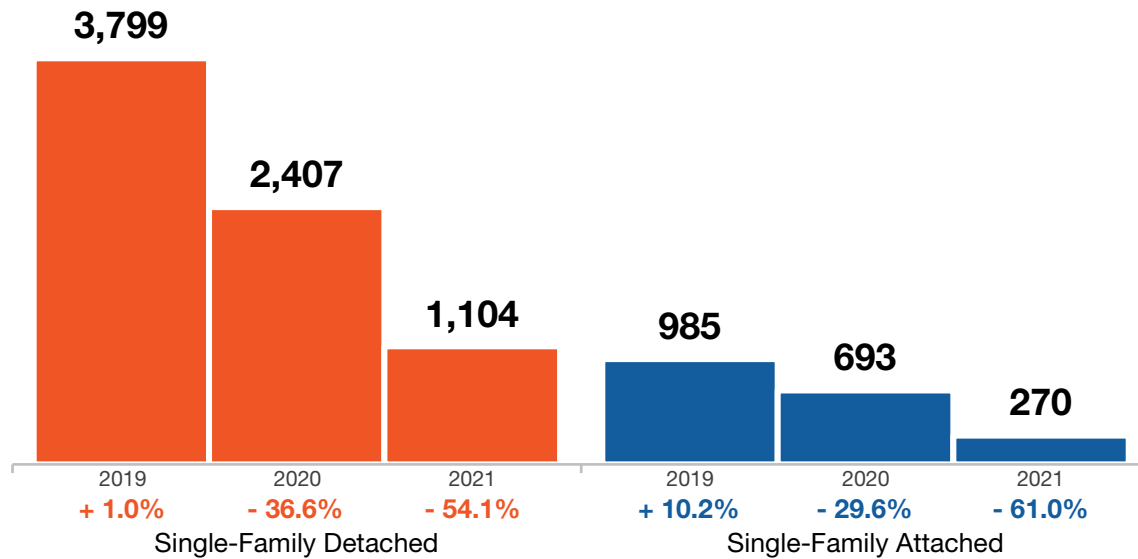
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

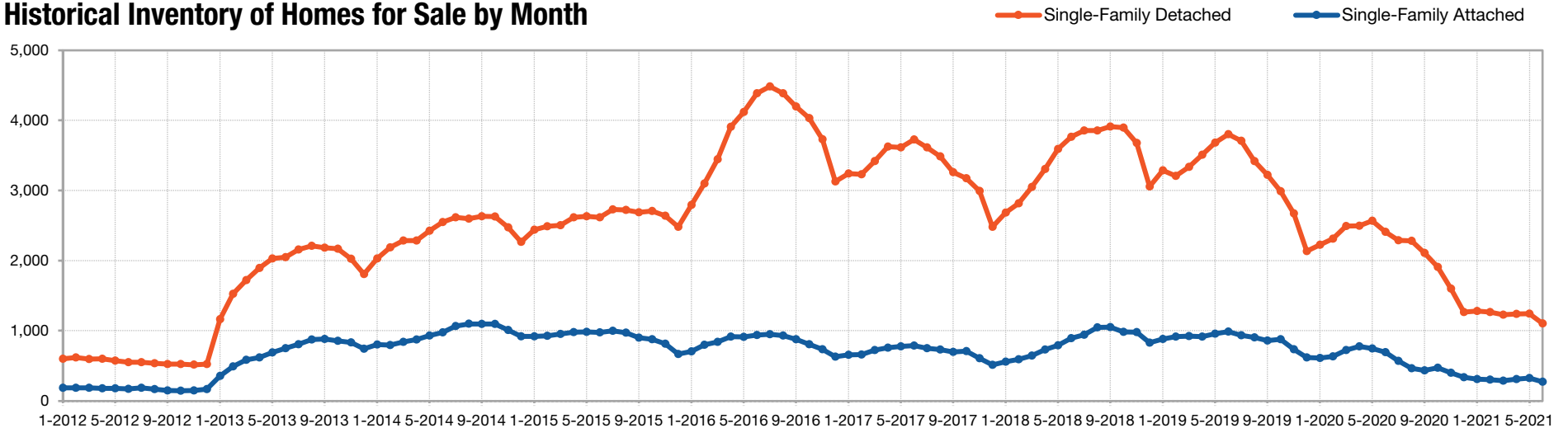
The number of properties available for sale in active status at the end of a given month.

June



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2020	2,288	-38.3%	569	-39.1%
Aug-2020	2,282	-33.2%	465	-48.4%
Sep-2020	2,106	-34.6%	434	-49.5%
Oct-2020	1,909	-36.1%	472	-46.1%
Nov-2020	1,600	-40.1%	398	-45.9%
Dec-2020	1,265	-40.7%	336	-45.5%
Jan-2021	1,279	-42.5%	311	-49.2%
Feb-2021	1,266	-45.2%	300	-52.5%
Mar-2021	1,227	-50.8%	287	-60.4%
Apr-2021	1,240	-50.3%	309	-60.1%
May-2021	1,242	-51.6%	326	-56.2%
Jun-2021	1,104	-54.1%	270	-61.0%
12-Month Avg	2,720	-42.4%	759	-50.8%

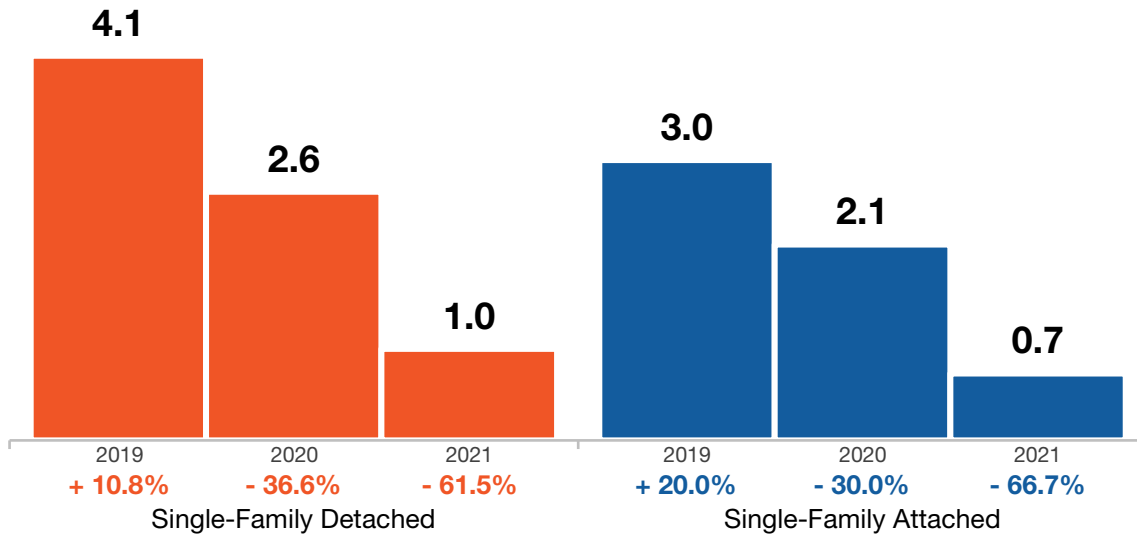
Historical Inventory of Homes for Sale by Month



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.

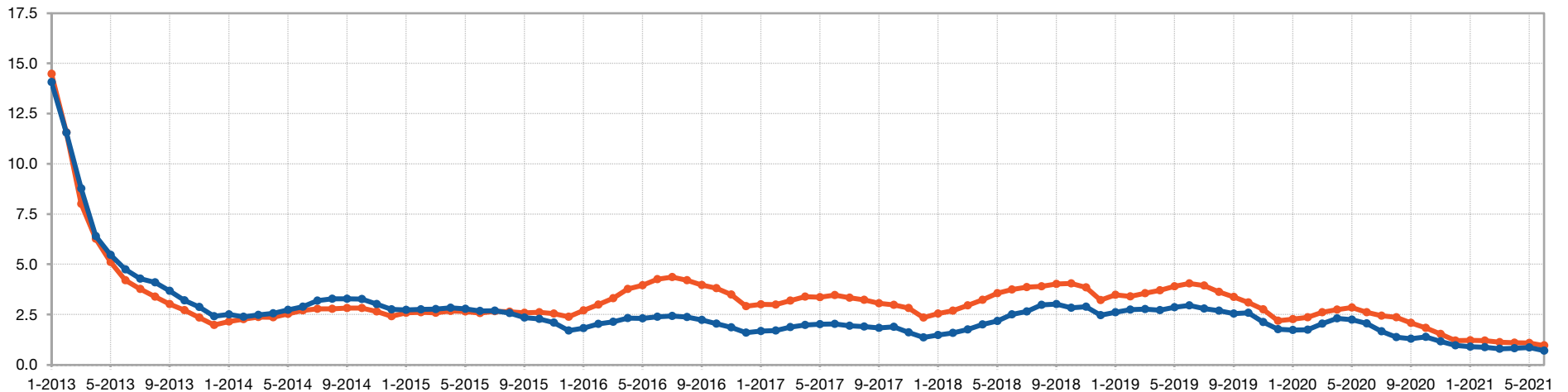
June



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2020	2.4	-38.5%	1.7	-39.3%
Aug-2020	2.4	-33.3%	1.4	-48.1%
Sep-2020	2.1	-38.2%	1.3	-48.0%
Oct-2020	1.8	-41.9%	1.4	-46.2%
Nov-2020	1.5	-46.4%	1.2	-42.9%
Dec-2020	1.2	-45.5%	1.0	-44.4%
Jan-2021	1.2	-47.8%	0.9	-47.1%
Feb-2021	1.2	-50.0%	0.9	-47.1%
Mar-2021	1.1	-57.7%	0.8	-60.0%
Apr-2021	1.1	-59.3%	0.8	-65.2%
May-2021	1.1	-62.1%	0.9	-59.1%
Jun-2021	1.0	-61.5%	0.7	-66.7%
12-Month Avg*	2.9	-47.4%	2.2	-52.1%

* Months Supply for all properties from July 2020 through June 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			6-2020	6-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	06-2019	06-2020	06-2021						
New Listings				1,961	1,811	- 7.6%	10,558	10,138	- 4.0%
Pending Sales				1,733	1,714	- 1.1%	7,565	9,055	+ 19.7%
Closed Sales				1,467	1,699	+ 15.8%	6,705	8,472	+ 26.4%
Days on Market				31	11	- 64.5%	34	16	- 52.9%
Median Sales Price				\$632,000	\$850,000	+ 34.5%	\$632,000	\$799,900	+ 26.6%
Average Sales Price				\$808,767	\$1,133,659	+ 40.2%	\$803,013	\$1,074,502	+ 33.8%
Pct. of Orig. Price Received				98.0%	105.4%	+ 7.6%	97.8%	103.3%	+ 5.6%
Housing Affordability Index				60	44	- 26.7%	60	47	- 21.7%
Inventory of Homes for Sale				3,155	1,394	- 55.8%	--	--	--
Months Supply of Inventory				2.5	0.9	- 64.0%	--	--	--