

Monthly Indicators

July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

Closed Sales decreased 10.4 percent for Detached homes and 6.0 percent for Attached homes. Pending Sales decreased 22.4 percent for Detached homes and 12.3 percent for Attached homes.

The Median Sales Price was up 28.3 percent to \$975,293 for Detached homes and 13.5 percent to \$582,000 for Attached homes. Days on Market decreased 54.8 percent for Detached homes and 65.5 percent for Attached homes. Supply decreased 54.2 percent for Detached homes and 47.1 percent for Attached homes.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Monthly Snapshot

\$975,293 **\$582,000** **\$850,000**

Median Sales Price
Detached Homes

Median Sales Price
Attached Homes

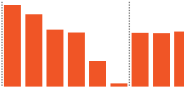
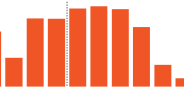


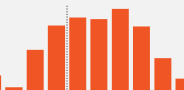


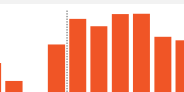





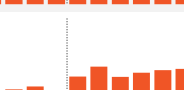











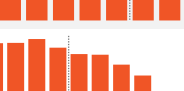

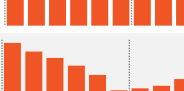
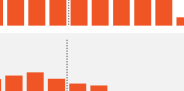

Median Sales Price
All Properties Combined

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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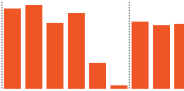
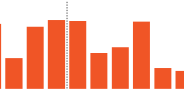


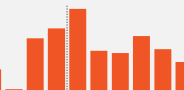




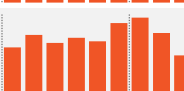
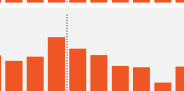


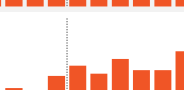













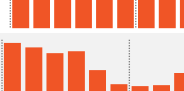
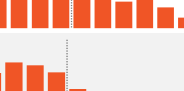

Single-Family Detached Activity Overview

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			7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	07-2019	07-2020	07-2021						
New Listings				1,590	1,243	- 21.8%	9,302	8,821	- 5.2%
Pending Sales				1,386	1,076	- 22.4%	6,837	7,652	+ 11.9%
Closed Sales				1,332	1,194	- 10.4%	6,130	7,342	+ 19.8%
Days on Market				31	14	- 54.8%	35	16	- 54.3%
Median Sales Price				\$760,000	\$975,293	+ 28.3%	\$716,000	\$915,000	+ 27.8%
Average Sales Price				\$969,778	\$1,285,859	+ 32.6%	\$916,742	\$1,235,352	+ 34.8%
Pct. of Orig. Price Received				98.2%	104.6%	+ 6.5%	97.8%	103.7%	+ 6.0%
Housing Affordability Index				51	39	- 23.5%	54	42	- 22.2%
Inventory of Homes for Sale				2,301	1,192	- 48.2%	--	--	--
Months Supply of Inventory				2.4	1.1	- 54.2%	--	--	--

Single-Family Attached Activity Overview

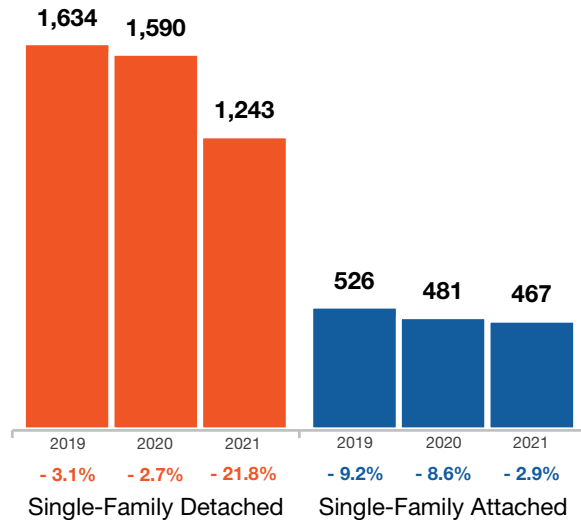
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	07-2019	07-2020	07-2021						
New Listings				481	467	- 2.9%	3,191	3,126	- 2.0%
Pending Sales				486	426	- 12.3%	2,492	2,834	+ 13.7%
Closed Sales				448	421	- 6.0%	2,250	2,711	+ 20.5%
Days on Market				29	10	- 65.5%	31	13	- 58.1%
Median Sales Price				\$512,990	\$582,000	+ 13.5%	\$484,000	\$565,000	+ 16.7%
Average Sales Price				\$553,656	\$686,783	+ 24.0%	\$538,557	\$653,541	+ 21.4%
Pct. of Orig. Price Received				99.0%	103.8%	+ 4.8%	98.5%	103.0%	+ 4.6%
Housing Affordability Index				75	65	- 13.3%	80	67	- 16.3%
Inventory of Homes for Sale				569	327	- 42.5%	--	--	--
Months Supply of Inventory				1.7	0.9	- 47.1%	--	--	--

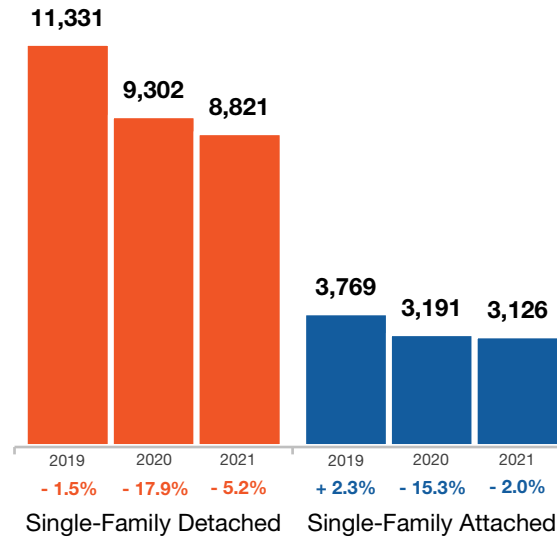
New Listings

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

July

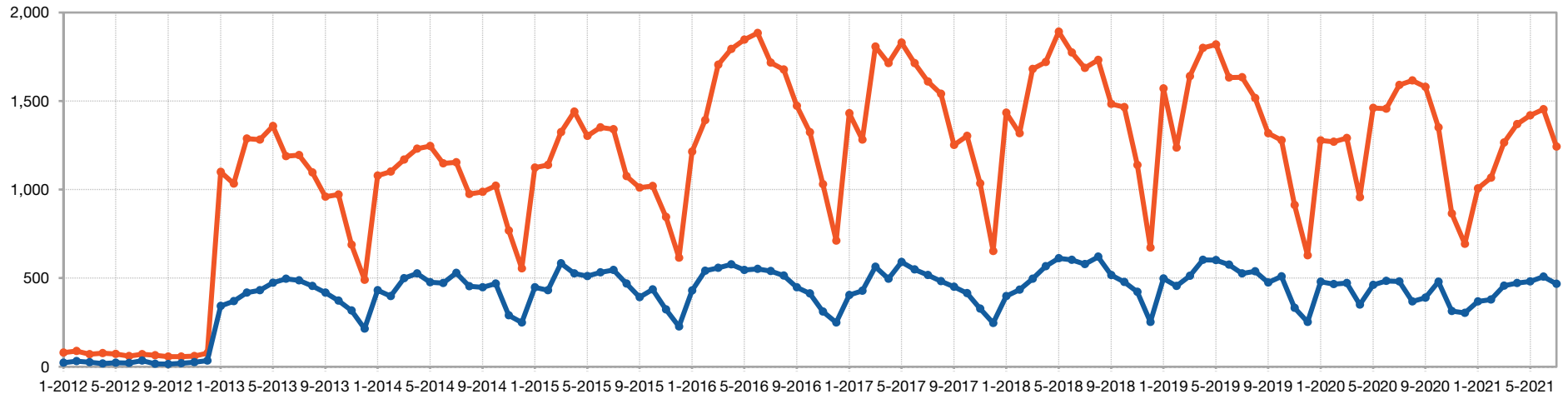


Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2020	1,615	+6.5%	367	-31.8%
Sep-2020	1,579	+19.9%	388	-18.1%
Oct-2020	1,350	+5.6%	479	-5.9%
Nov-2020	865	-5.3%	314	-5.4%
Dec-2020	693	+10.4%	303	+20.2%
Jan-2021	1,006	-21.2%	367	-23.4%
Feb-2021	1,066	-16.1%	378	-18.9%
Mar-2021	1,265	-2.0%	456	-3.2%
Apr-2021	1,369	+43.1%	471	+35.0%
May-2021	1,419	-2.9%	480	+4.1%
Jun-2021	1,453	-0.2%	507	+4.8%
Jul-2021	1,243	-21.8%	467	-2.9%
12-Month Avg	1,244	-0.2%	415	-6.0%

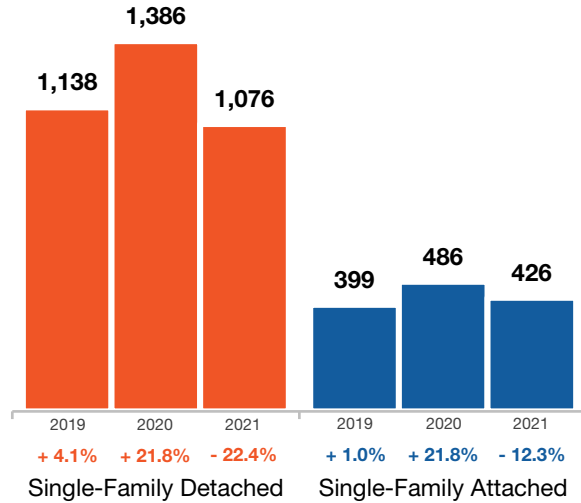
Historical New Listings by Month



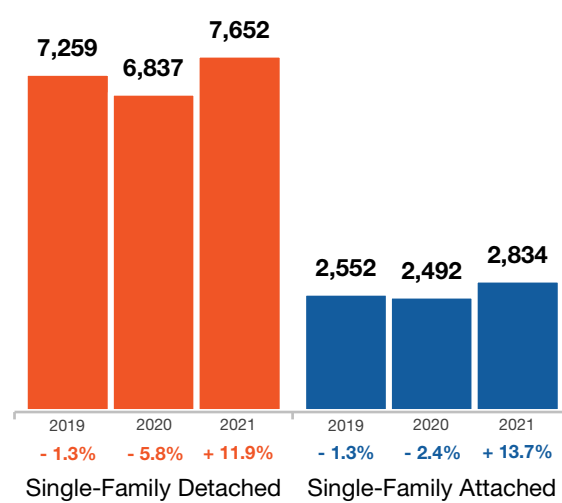
Pending Sales

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

July

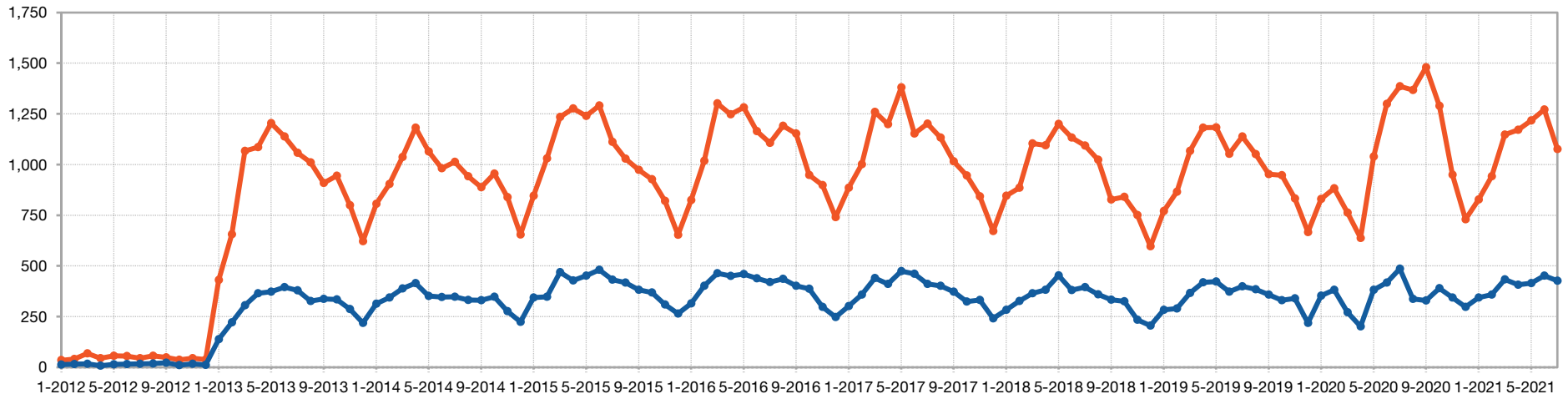


Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2020	1,368	+30.2%	337	-12.2%
Sep-2020	1,480	+55.3%	329	-8.1%
Oct-2020	1,290	+36.2%	390	+18.2%
Nov-2020	950	+14.2%	343	+1.2%
Dec-2020	730	+9.4%	298	+36.7%
Jan-2021	827	-0.4%	344	-2.5%
Feb-2021	942	+6.7%	358	-6.3%
Mar-2021	1,148	+50.5%	433	+59.8%
Apr-2021	1,171	+83.8%	407	+102.5%
May-2021	1,217	+17.1%	415	+8.6%
Jun-2021	1,271	-2.2%	451	+8.2%
Jul-2021	1,076	-22.4%	426	-12.3%
12-Month Avg	941	+19.3%	343	+9.9%

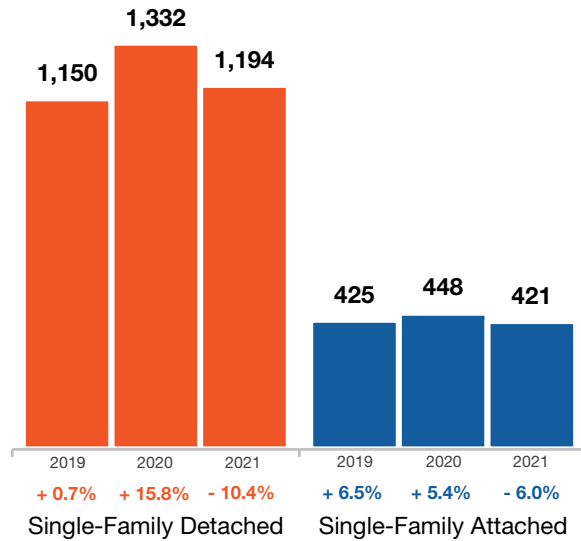
Historical Pending Sales by Month



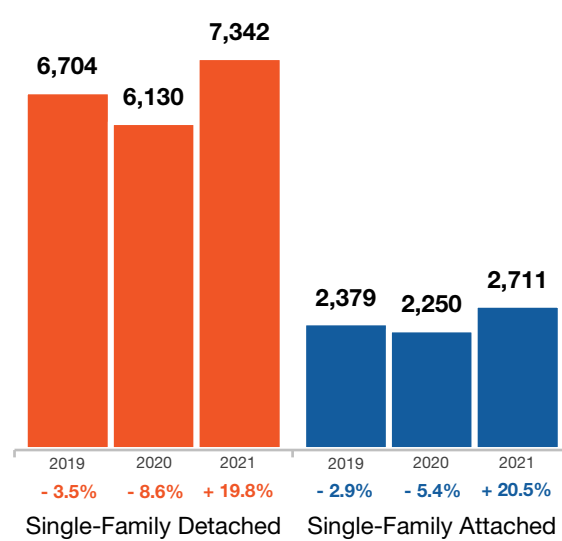
Closed Sales

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

July

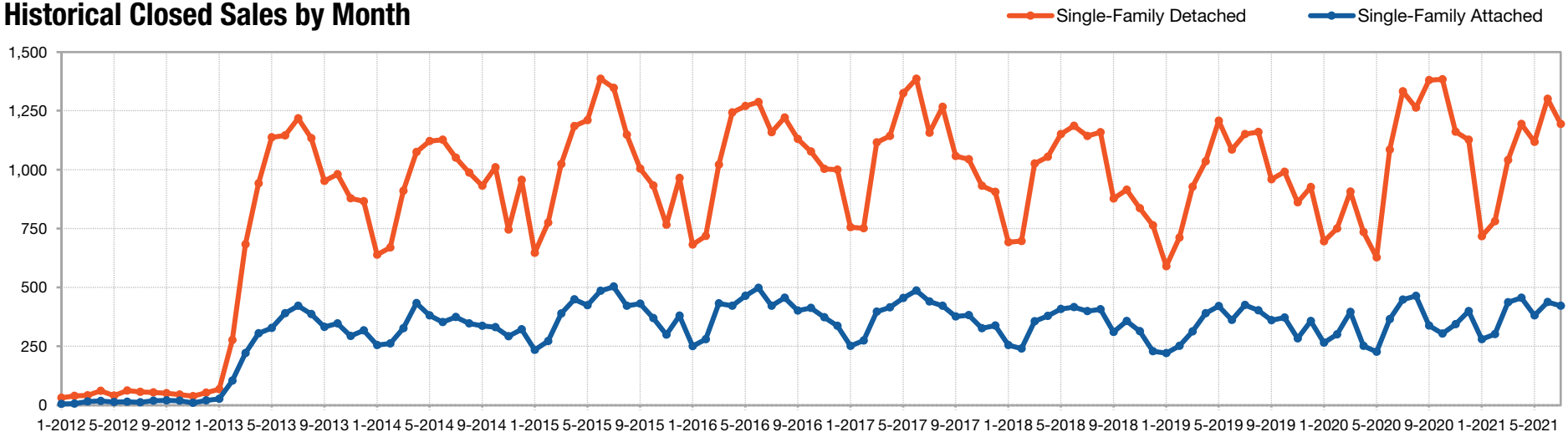


Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2020	1,263	+9.0%	463	+15.2%
Sep-2020	1,380	+43.9%	338	-6.1%
Oct-2020	1,383	+39.7%	303	-18.3%
Nov-2020	1,161	+34.8%	343	+21.2%
Dec-2020	1,127	+21.7%	399	+11.8%
Jan-2021	717	+3.2%	279	+5.3%
Feb-2021	780	+4.0%	301	+0.3%
Mar-2021	1,040	+14.8%	436	+10.4%
Apr-2021	1,194	+62.4%	456	+81.7%
May-2021	1,117	+78.1%	381	+68.6%
Jun-2021	1,300	+19.8%	437	+19.7%
Jul-2021	1,194	-10.4%	421	-6.0%
12-Month Avg	919	+23.9%	335	+13.3%

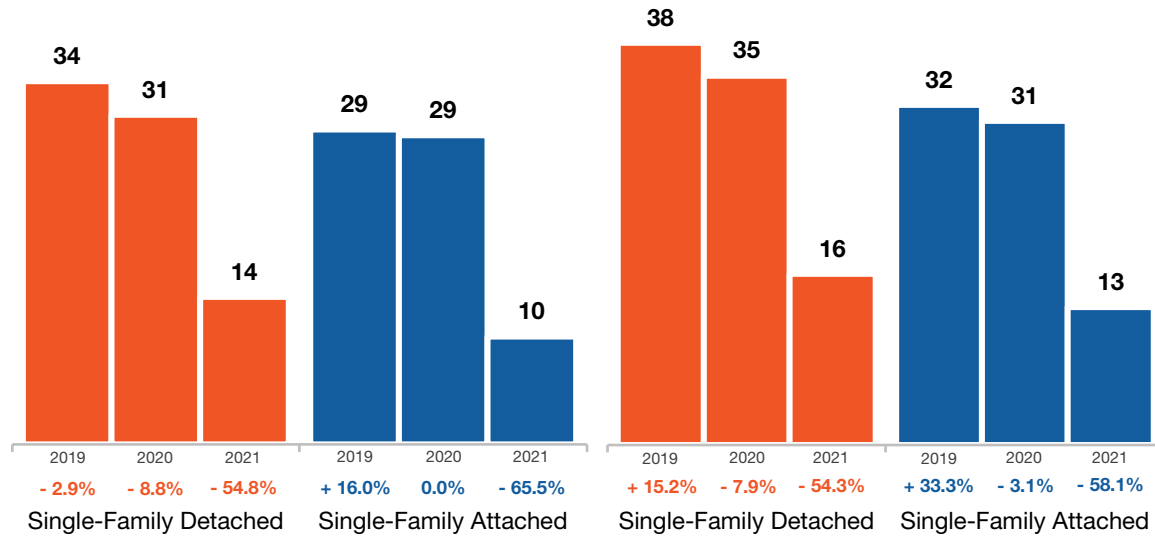
Historical Closed Sales by Month



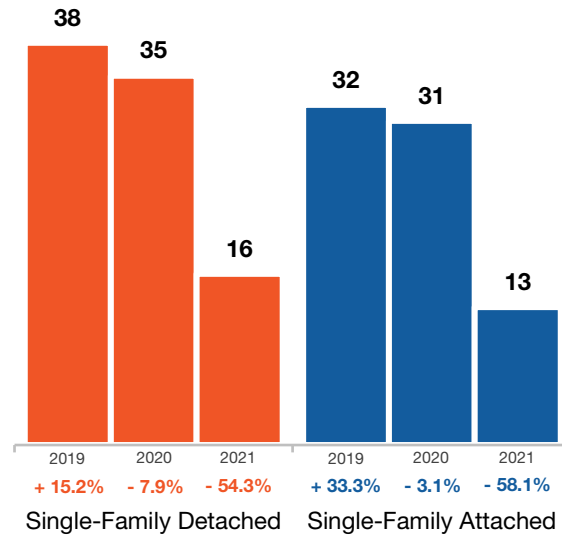
Days on Market Until Sale

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

July



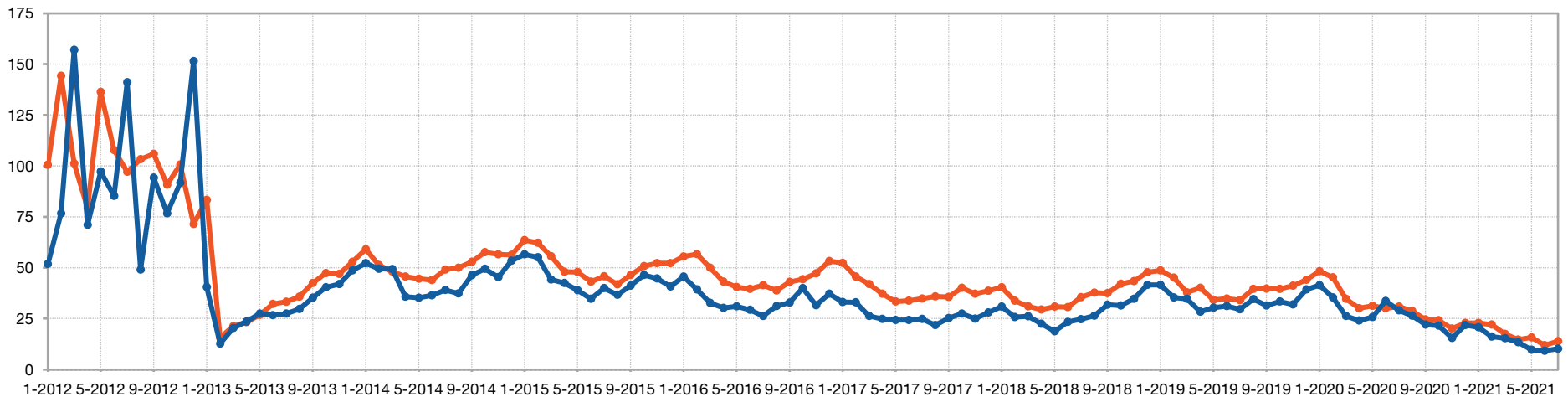
Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
Jul-2021	14	-54.8%	10	-65.5%
12-Month Avg*	37	-47.0%	32	-48.6%

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

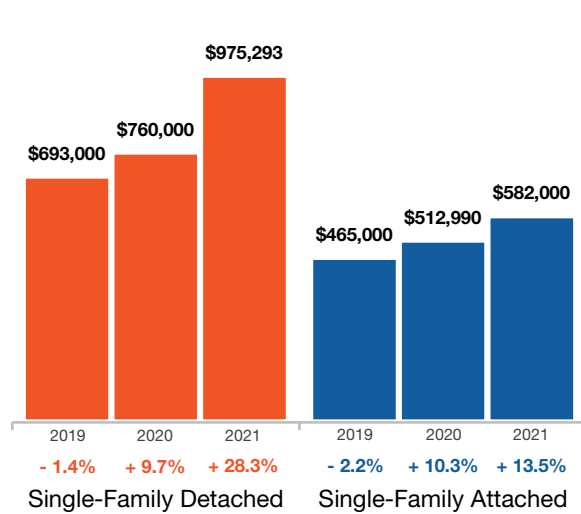
Historical Days on Market Until Sale by Month



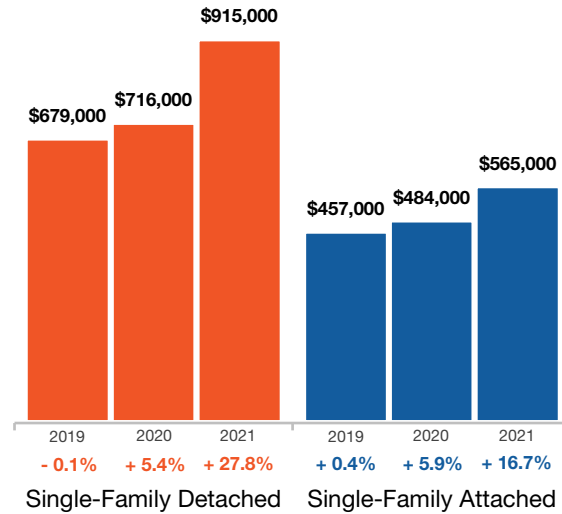
Median Sales Price

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

July



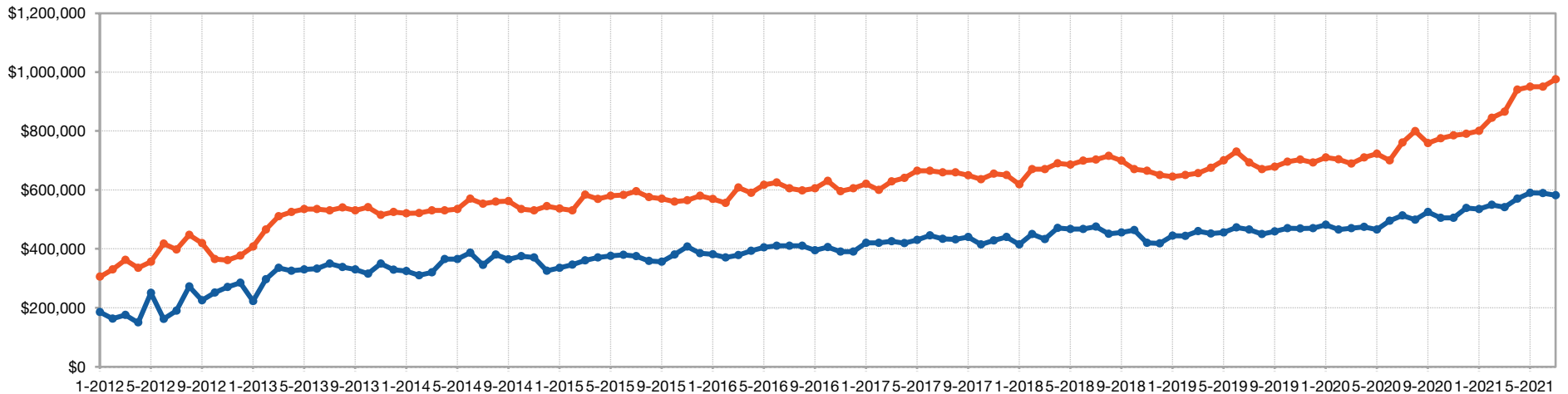
Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	+11.7%	\$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	\$865,000	+25.5%	\$541,000	+15.2%
Apr-2021	\$940,000	+32.4%	\$570,000	+20.3%
May-2021	\$950,000	+31.6%	\$590,000	+26.9%
Jun-2021	\$950,000	+35.7%	\$589,000	+19.0%
Jul-2021	\$975,293	+28.3%	\$582,000	+13.5%
12-Month Avg*	\$700,000	+21.4%	\$475,000	+14.1%

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

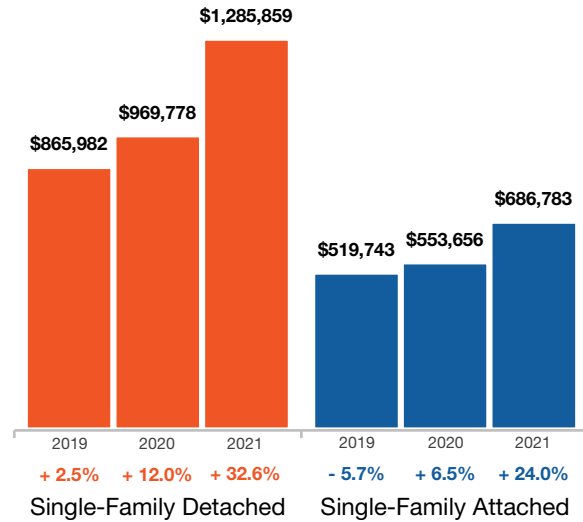
Historical Median Sales Price by Month



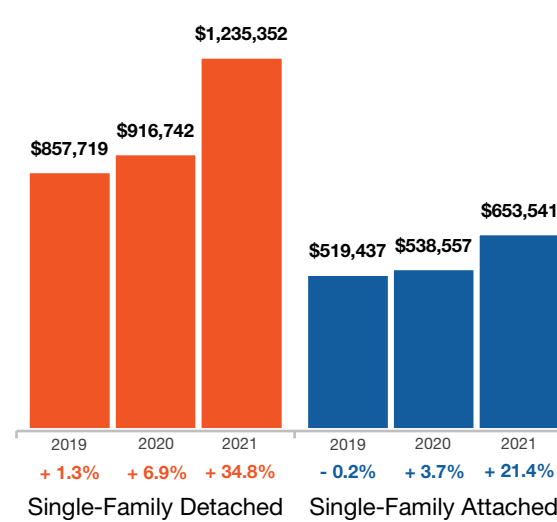
Average Sales Price

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

July



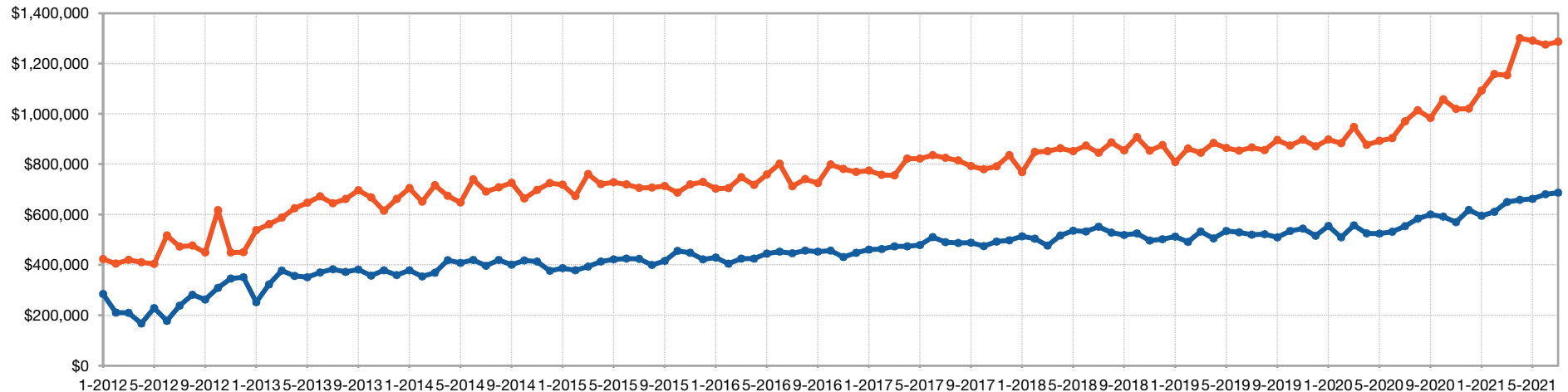
Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2020	\$1,013,748	+18.6%	\$583,495	+11.8%
Sep-2020	\$982,870	+9.8%	\$600,322	+18.0%
Oct-2020	\$1,056,740	+21.1%	\$590,956	+10.5%
Nov-2020	\$1,019,018	+13.5%	\$569,257	+4.6%
Dec-2020	\$1,020,420	+17.3%	\$617,555	+19.8%
Jan-2021	\$1,091,590	+21.6%	\$594,943	+7.3%
Feb-2021	\$1,157,602	+31.1%	\$610,624	+19.8%
Mar-2021	\$1,153,006	+21.7%	\$649,212	+16.7%
Apr-2021	\$1,300,198	+48.4%	\$657,999	+25.4%
May-2021	\$1,289,888	+44.5%	\$662,496	+26.5%
Jun-2021	\$1,274,297	+41.1%	\$680,349	+28.1%
Jul-2021	\$1,285,859	+32.6%	\$686,783	+24.0%
12-Month Avg*	\$1,137,103	+26.3%	\$625,333	+18.2%

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

Historical Average Sales Price by Month

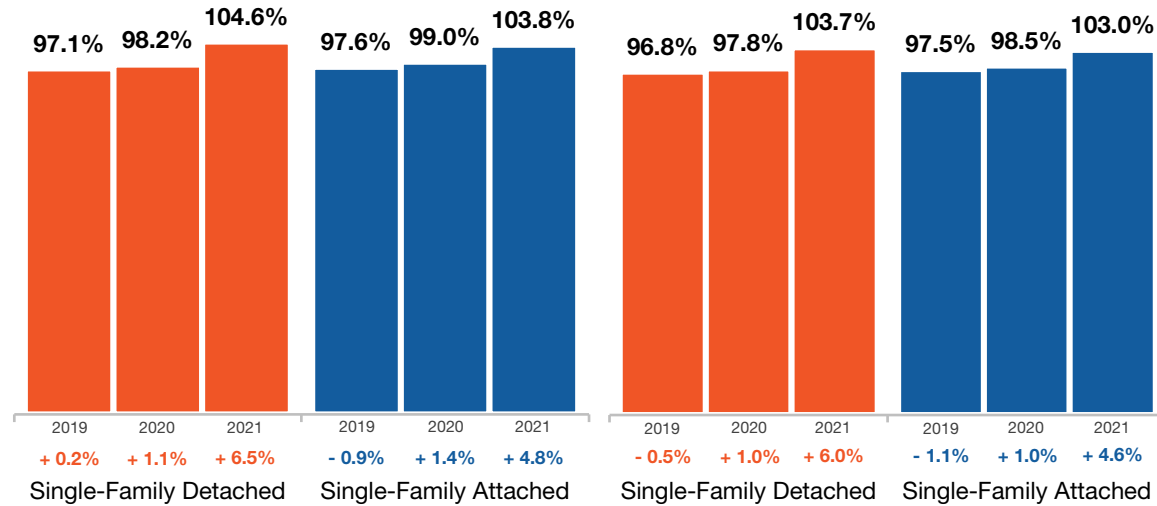


Percent of Original List Price Received

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.

July

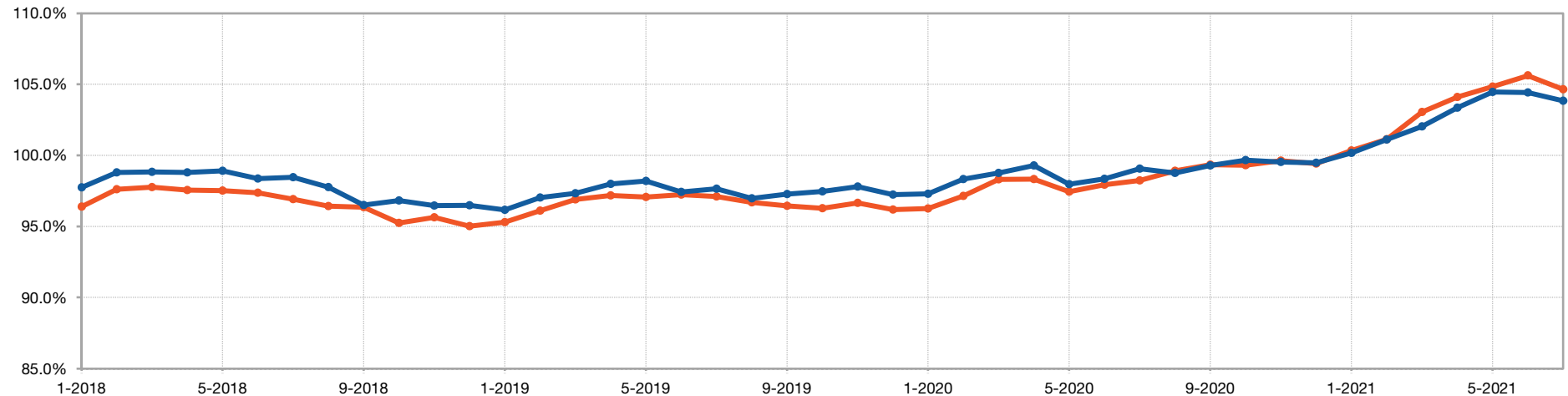
Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	+3.1%	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	105.6%	+7.9%	104.4%	+6.2%
Jul-2021	104.6%	+6.5%	103.8%	+4.8%
12-Month Avg*	101.7%	+4.6%	101.3%	+3.6%

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

Historical Percent of Original List Price Received by Month

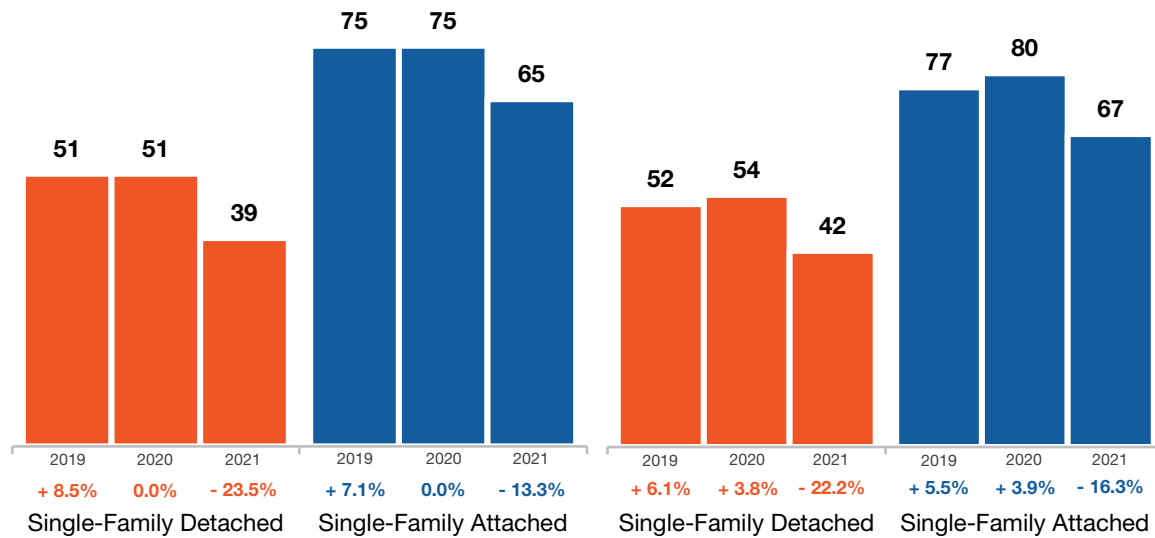


Housing Affordability Index

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.

July

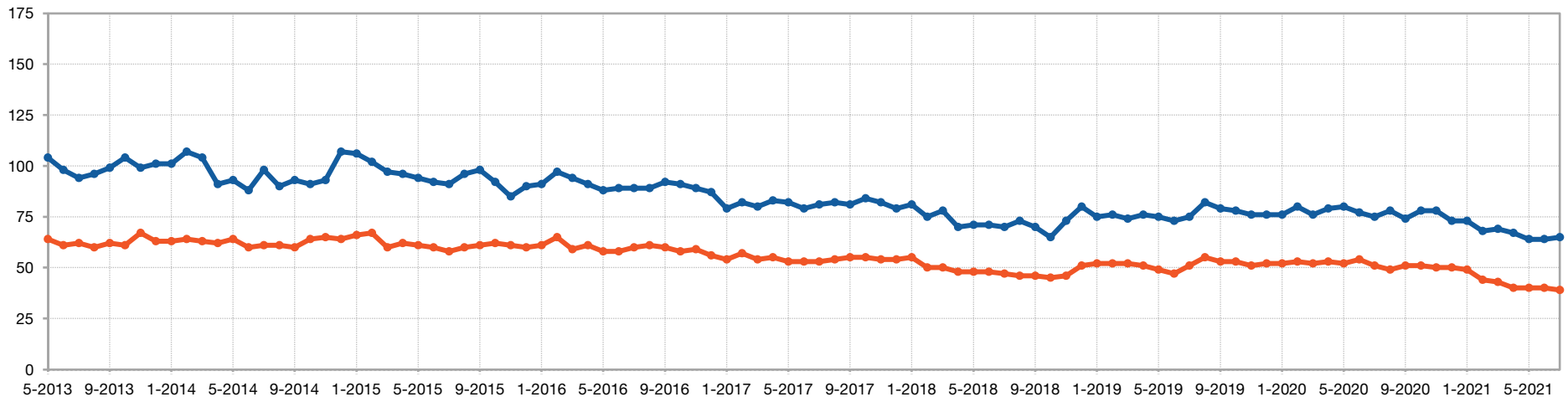
Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	64	-20.0%
Jun-2021	40	-25.9%	64	-16.9%
Jul-2021	39	-23.5%	65	-13.3%
12-Month Avg*	46	-16.9%	71	-11.5%

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

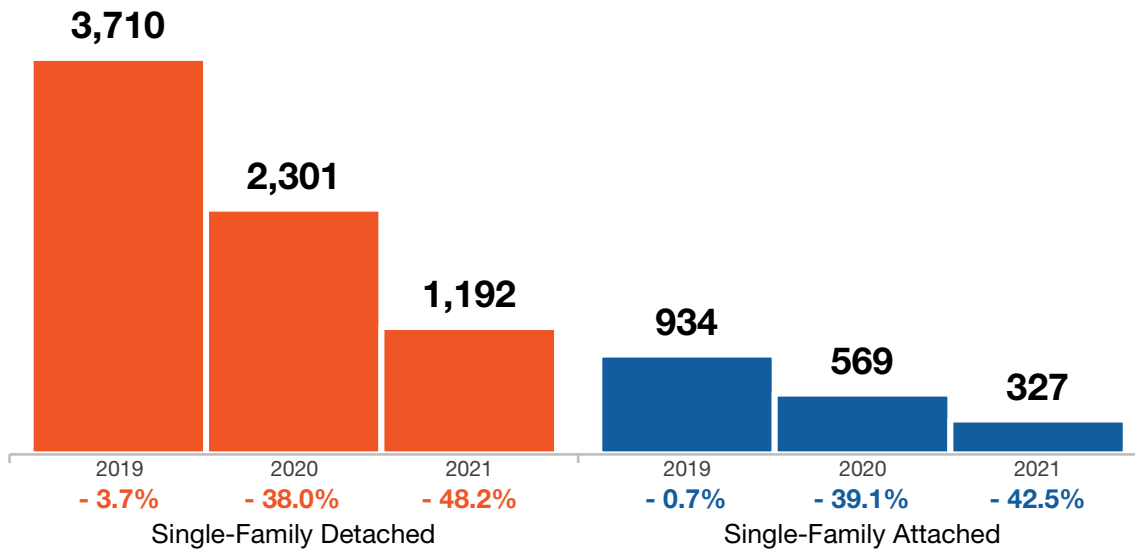
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

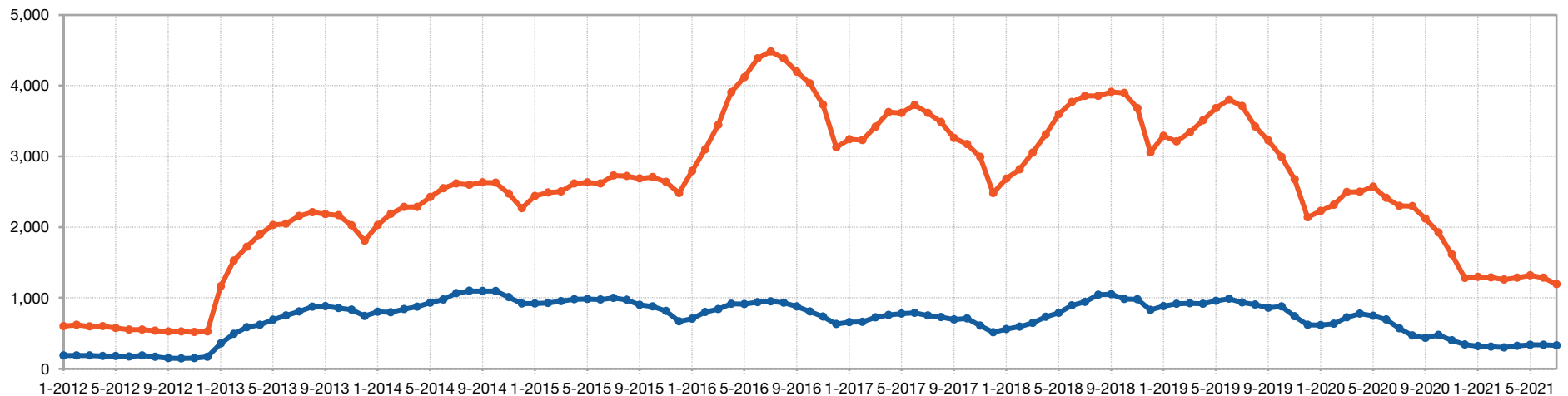
The number of properties available for sale in active status at the end of a given month.

July



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2020	2,294	-33.0%	466	-48.3%
Sep-2020	2,118	-34.3%	435	-49.4%
Oct-2020	1,924	-35.7%	475	-45.8%
Nov-2020	1,615	-39.6%	401	-45.6%
Dec-2020	1,280	-40.1%	339	-45.1%
Jan-2021	1,296	-41.8%	316	-48.5%
Feb-2021	1,288	-44.4%	308	-51.3%
Mar-2021	1,259	-49.6%	297	-59.0%
Apr-2021	1,285	-48.6%	320	-58.8%
May-2021	1,316	-48.8%	337	-54.8%
Jun-2021	1,285	-46.7%	336	-51.6%
Jul-2021	1,192	-48.2%	327	-42.5%
12-Month Avg	2,606	-42.0%	729	-50.2%

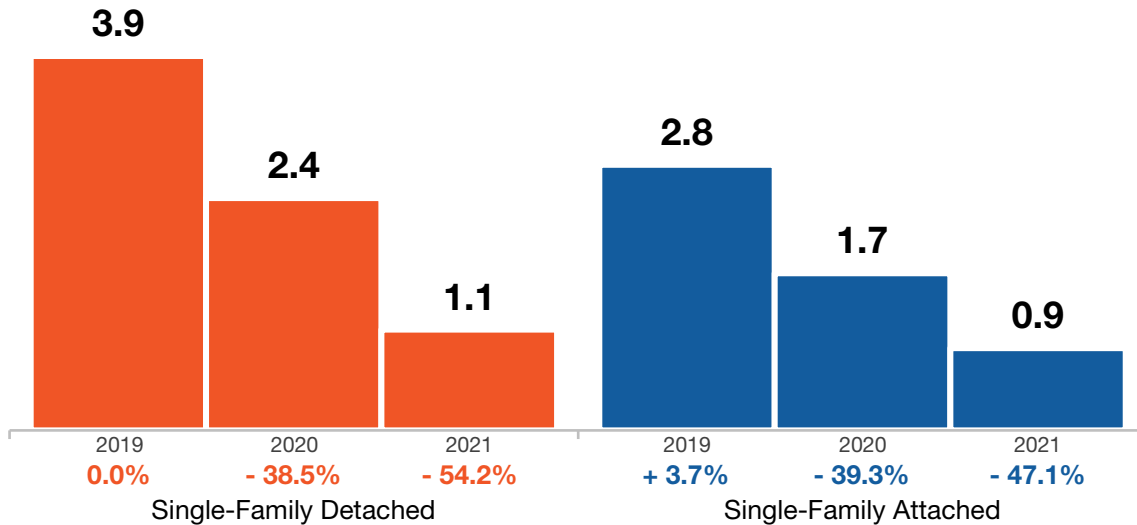
Historical Inventory of Homes for Sale by Month



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.

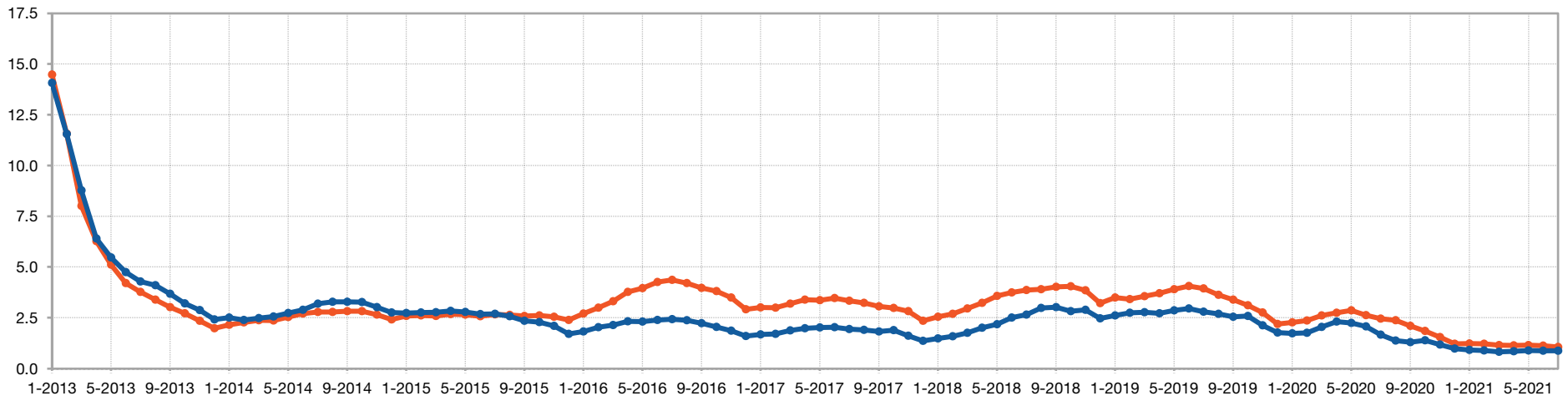
July



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2020	2.4	-33.3%	1.4	-48.1%
Sep-2020	2.1	-38.2%	1.3	-48.0%
Oct-2020	1.9	-38.7%	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	1.2	-53.8%	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	1.1	-57.7%	0.9	-57.1%
Jul-2021	1.1	-54.2%	0.9	-47.1%
12-Month Avg*	2.7	-48.0%	2.1	-51.8%

* Months Supply for all properties from August 2020 through July 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			7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	07-2019	07-2020	07-2021						
New Listings				2,093	1,717	- 18.0%	12,649	12,050	- 4.7%
Pending Sales				1,896	1,506	- 20.6%	9,460	10,580	+ 11.8%
Closed Sales				1,802	1,621	- 10.0%	8,507	10,152	+ 19.3%
Days on Market				30	13	- 56.7%	34	15	- 55.9%
Median Sales Price				\$695,000	\$850,000	+ 22.3%	\$645,000	\$805,000	+ 24.8%
Average Sales Price				\$863,455	\$1,128,386	+ 30.7%	\$815,826	\$1,081,744	+ 32.6%
Pct. of Orig. Price Received				98.4%	104.4%	+ 6.1%	98.0%	103.5%	+ 5.6%
Housing Affordability Index				55	45	- 18.2%	60	47	- 21.7%
Inventory of Homes for Sale				2,920	1,539	- 47.3%	--	--	--
Months Supply of Inventory				2.2	1.0	- 54.5%	--	--	--