

Monthly Indicators

September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

Closed Sales decreased 24.7 percent for Detached homes but increased 13.9 percent for Attached homes. Pending Sales decreased 30.9 percent for Detached homes but increased 9.7 percent for Attached homes.

The Median Sales Price was up 20.7 percent to \$916,250 for Detached homes and 14.3 percent to \$600,000 for Attached homes. Days on Market decreased 29.2 percent for Detached homes and 40.9 percent for Attached homes. Supply decreased 57.1 percent for Detached homes and 46.2 percent for Attached homes.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

Monthly Snapshot

\$916,250 **\$600,000** **\$825,000**

Median Sales Price
Detached Homes

Median Sales Price
Attached Homes










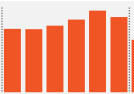
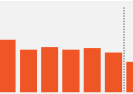







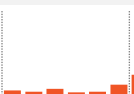



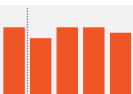


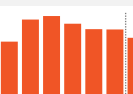


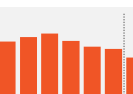

Median Sales Price
All Properties Combined

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			9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	09-2019	09-2020	09-2021						
New Listings				1,581	944	- 40.3%	12,500	11,187	- 10.5%
Pending Sales				1,481	1,024	- 30.9%	9,683	9,813	+ 1.3%
Closed Sales				1,380	1,039	- 24.7%	8,773	9,527	+ 8.6%
Days on Market				24	17	- 29.2%	32	16	- 50.0%
Median Sales Price				\$758,990	\$916,250	+ 20.7%	\$734,000	\$920,000	+ 25.3%
Average Sales Price				\$982,870	\$1,235,365	+ 25.7%	\$941,124	\$1,234,594	+ 31.2%
Pct. of Orig. Price Received				99.3%	101.4%	+ 2.1%	98.2%	103.4%	+ 5.3%
Housing Affordability Index				51	41	- 19.6%	53	41	- 22.6%
Inventory of Homes for Sale				2,133	999	- 53.2%	--	--	--
Months Supply of Inventory				2.1	0.9	- 57.1%	--	--	--

Single-Family Attached Activity Overview

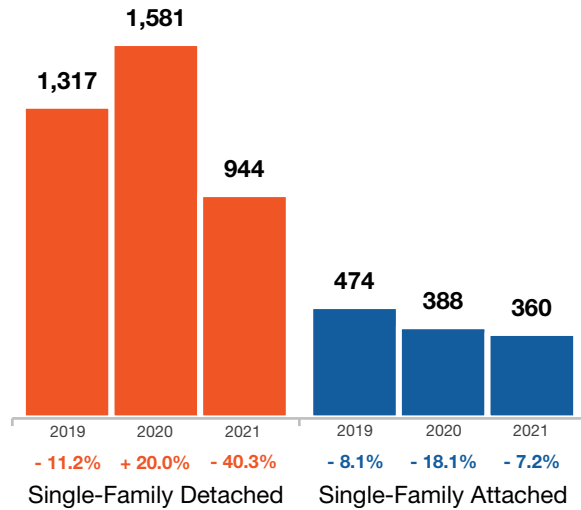
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	09-2019	09-2020	09-2021						
New Listings				388	360	- 7.2%	3,945	3,983	+ 1.0%
Pending Sales				329	361	+ 9.7%	3,158	3,658	+ 15.8%
Closed Sales				338	385	+ 13.9%	3,051	3,559	+ 16.7%
Days on Market				22	13	- 40.9%	29	13	- 55.2%
Median Sales Price				\$525,000	\$600,000	+ 14.3%	\$490,000	\$575,000	+ 17.3%
Average Sales Price				\$600,322	\$684,809	+ 14.1%	\$552,200	\$659,130	+ 19.4%
Pct. of Orig. Price Received				99.3%	101.9%	+ 2.6%	98.6%	102.8%	+ 4.3%
Housing Affordability Index				74	63	- 14.9%	79	66	- 16.5%
Inventory of Homes for Sale				436	259	- 40.6%	--	--	--
Months Supply of Inventory				1.3	0.7	- 46.2%	--	--	--

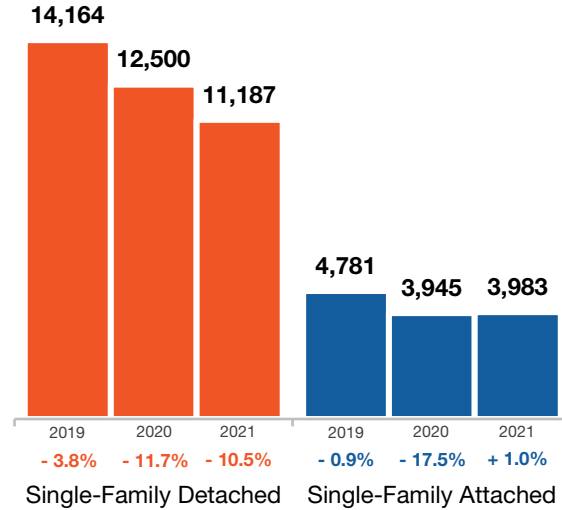
New Listings

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

September

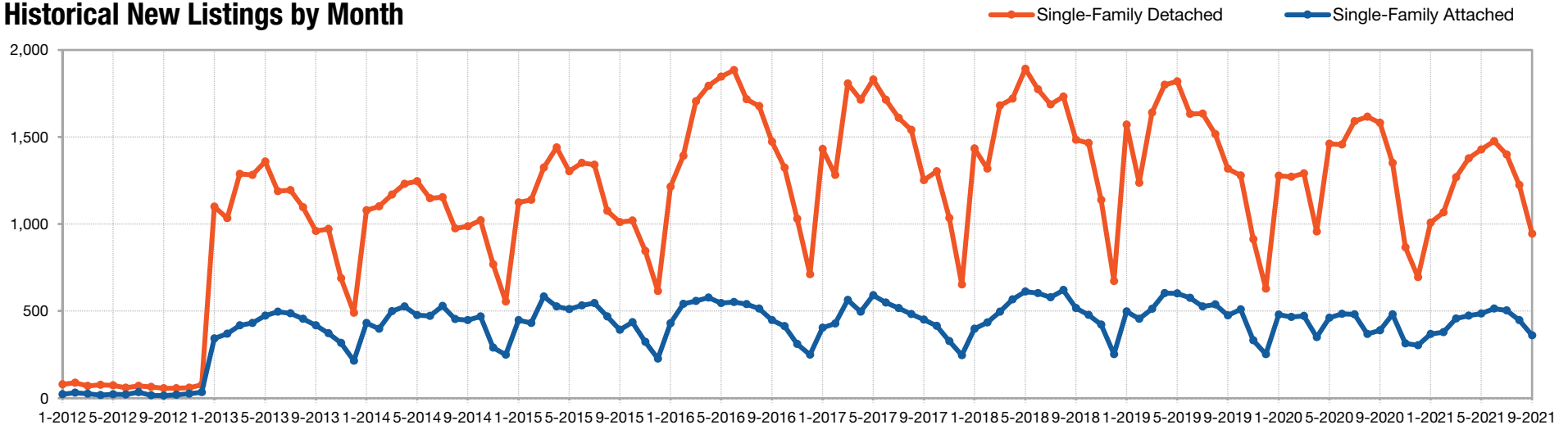


Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2020	1,351	+5.7%	480	-5.7%
Nov-2020	866	-5.1%	314	-5.4%
Dec-2020	694	+10.5%	303	+20.2%
Jan-2021	1,007	-21.1%	367	-23.4%
Feb-2021	1,066	-16.1%	378	-18.7%
Mar-2021	1,268	-1.8%	456	-3.2%
Apr-2021	1,377	+43.9%	473	+35.5%
May-2021	1,427	-2.3%	485	+5.2%
Jun-2021	1,475	+1.3%	513	+6.0%
Jul-2021	1,399	-12.0%	503	+4.6%
Aug-2021	1,224	-24.3%	448	+22.1%
Sep-2021	944	-40.3%	360	-7.2%
12-Month Avg	1,175	-8.0%	423	+0.8%

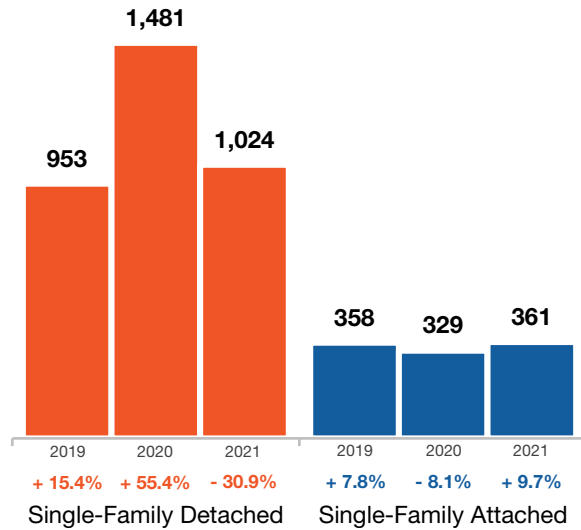
Historical New Listings by Month



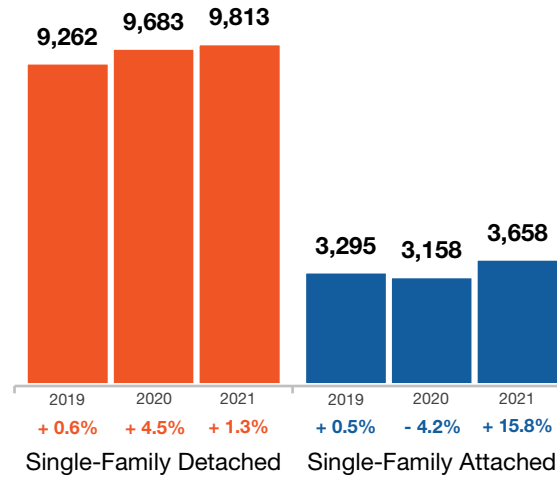
Pending Sales

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

September

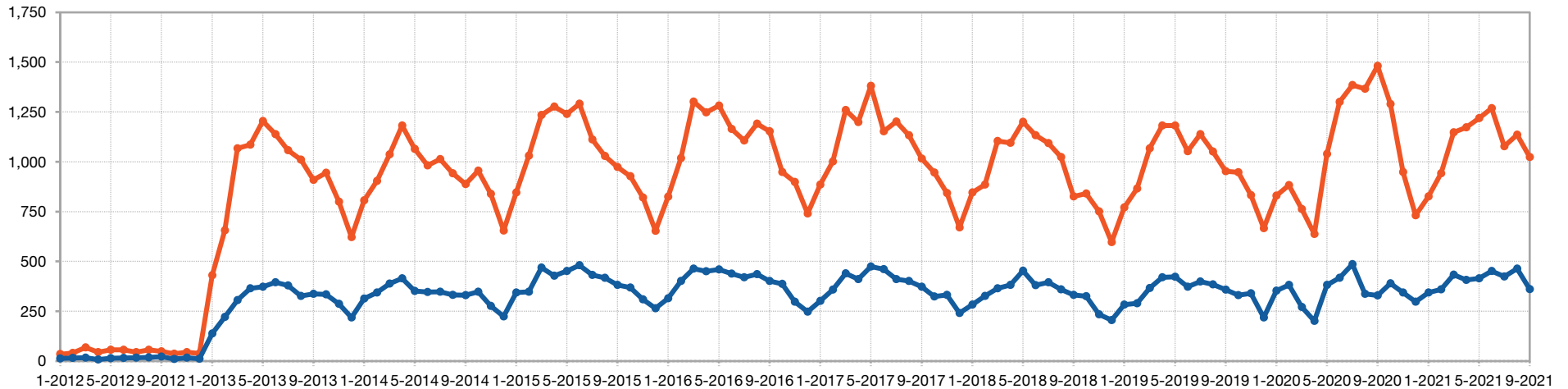


Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2020	1,290	+36.2%	390	+18.2%
Nov-2020	949	+14.1%	343	+1.2%
Dec-2020	731	+9.6%	298	+36.7%
Jan-2021	826	-0.5%	344	-2.5%
Feb-2021	942	+6.7%	359	-6.0%
Mar-2021	1,148	+50.7%	433	+59.8%
Apr-2021	1,172	+84.0%	407	+102.5%
May-2021	1,219	+17.3%	415	+8.6%
Jun-2021	1,269	-2.4%	451	+8.2%
Jul-2021	1,078	-22.2%	424	-12.8%
Aug-2021	1,135	-16.9%	464	+37.7%
Sep-2021	1,024	-30.9%	361	+9.7%
12-Month Avg	1,011	+5.4%	337	+15.9%

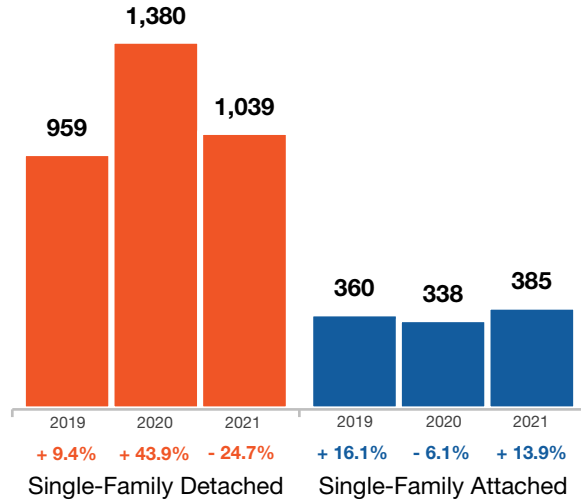
Historical Pending Sales by Month



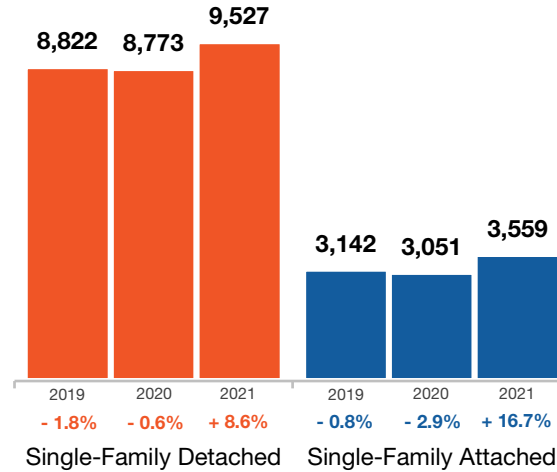
Closed Sales

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

September

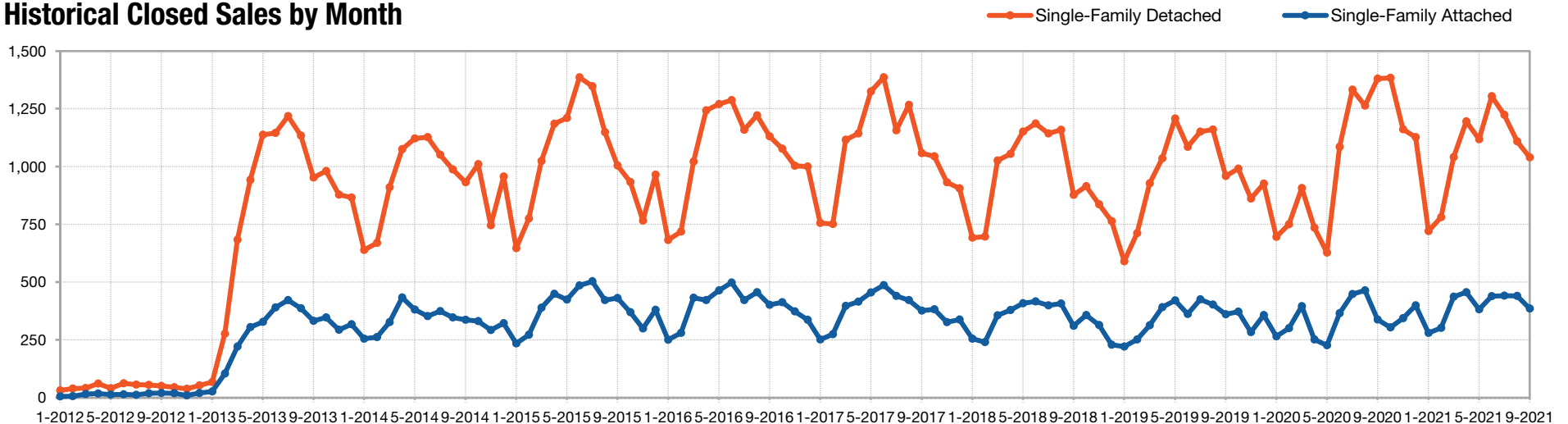


Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	720	+3.6%	279	+5.3%
Feb-2021	780	+4.0%	301	+0.3%
Mar-2021	1,040	+14.8%	436	+10.4%
Apr-2021	1,195	+62.6%	456	+81.7%
May-2021	1,117	+78.1%	382	+69.0%
Jun-2021	1,304	+20.2%	439	+20.3%
Jul-2021	1,223	-8.2%	441	-1.6%
Aug-2021	1,109	-12.2%	440	-5.0%
Sep-2021	1,039	-24.7%	385	+13.9%
12-Month Avg	963	+14.3%	339	+13.3%

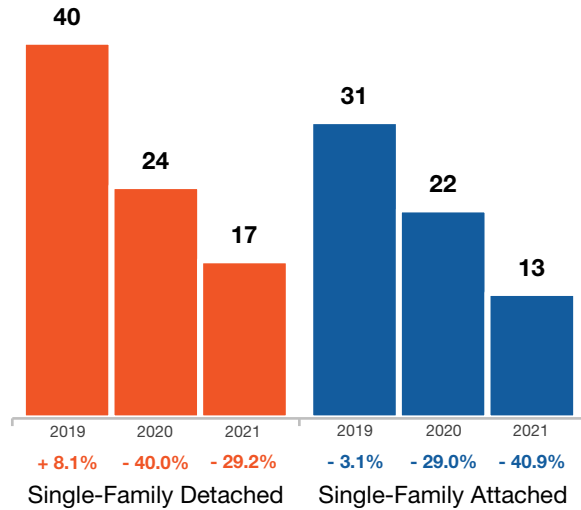
Historical Closed Sales by Month



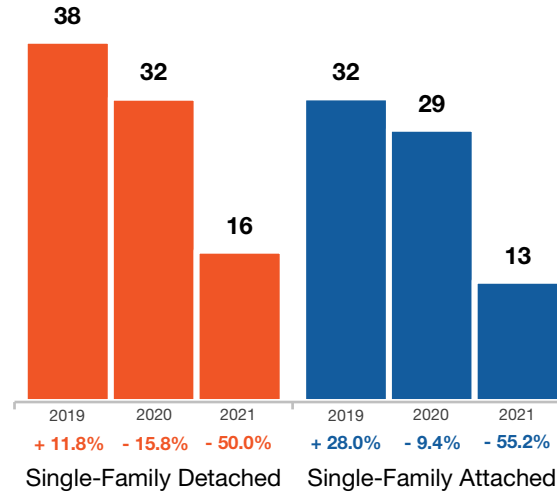
Days on Market Until Sale

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

September



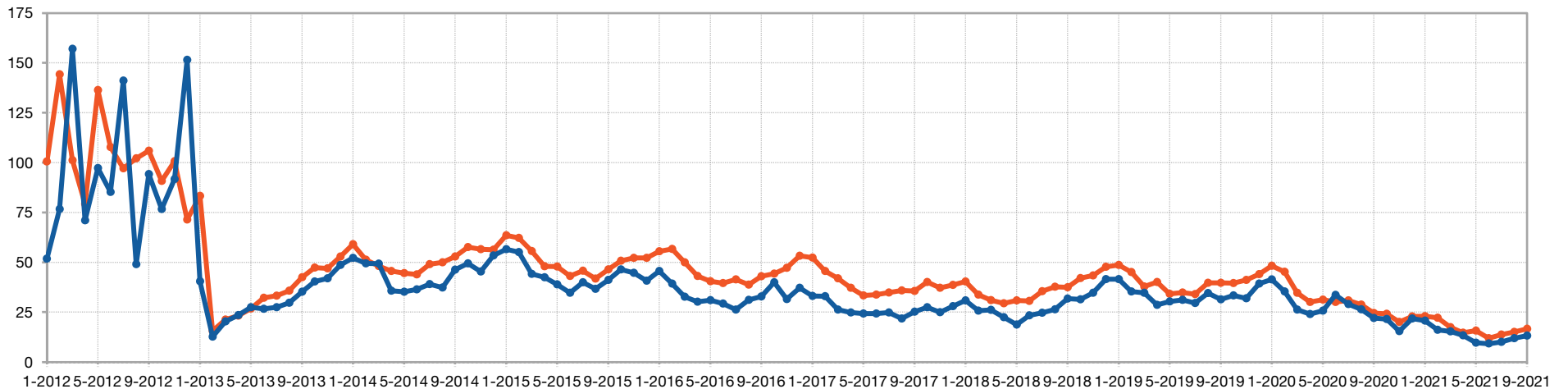
Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
Aug-2021	15	-48.3%	12	-53.8%
Sep-2021	17	-29.2%	13	-40.9%
12-Month Avg*	35	-48.4%	31	-52.9%

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

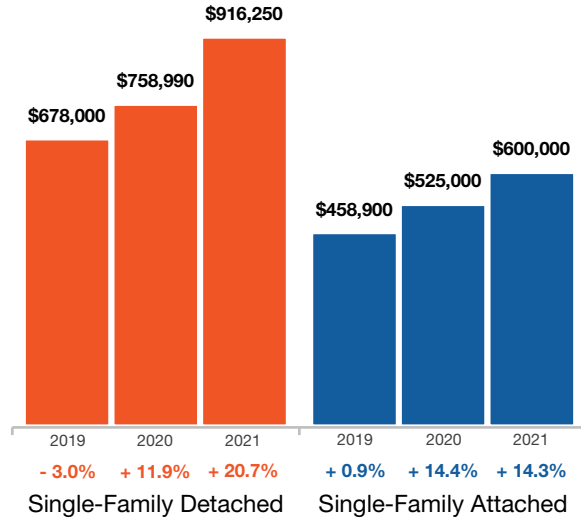
Historical Days on Market Until Sale by Month



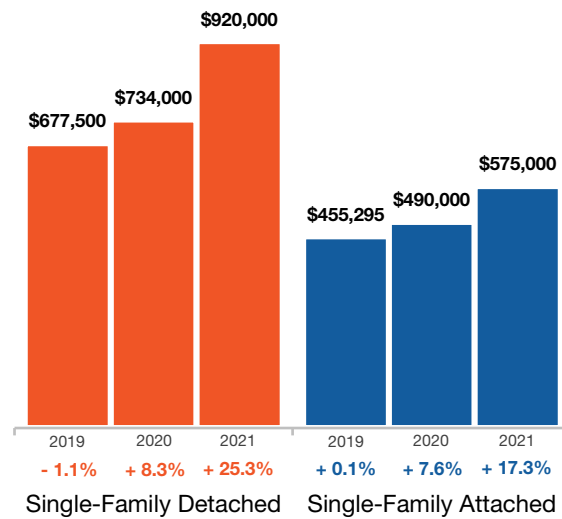
Median Sales Price

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

September



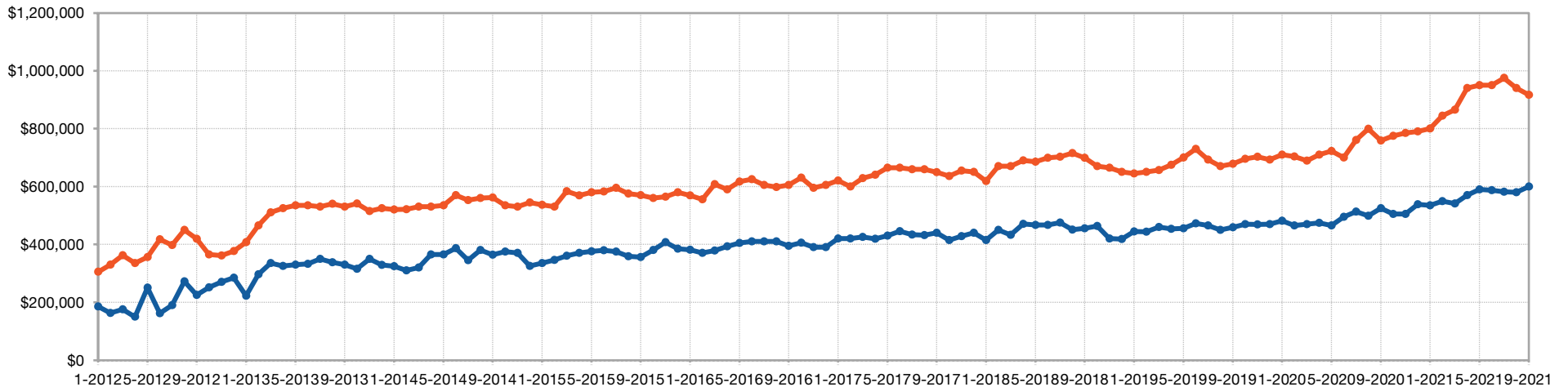
Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	\$586,960	+18.6%
Jul-2021	\$975,000	+28.3%	\$582,000	+13.5%
Aug-2021	\$940,000	+17.6%	\$580,000	+16.3%
Sep-2021	\$916,250	+20.7%	\$600,000	+14.3%
12-Month Avg*	\$725,000	+20.7%	\$485,000	+15.5%

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

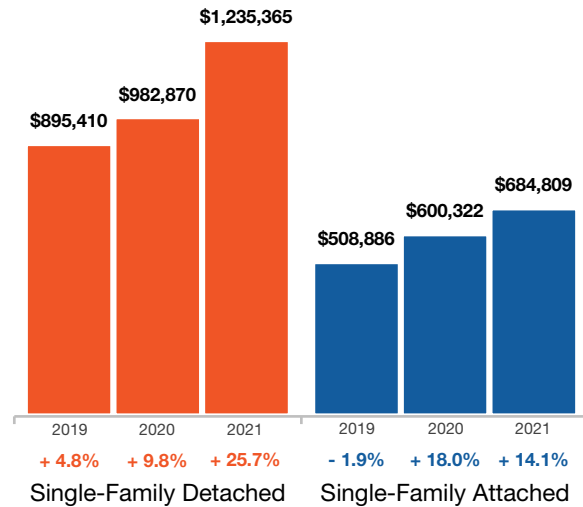
Historical Median Sales Price by Month



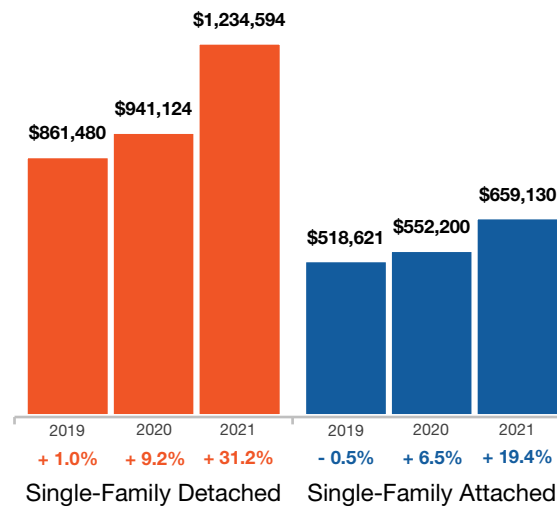
Average Sales Price

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

September



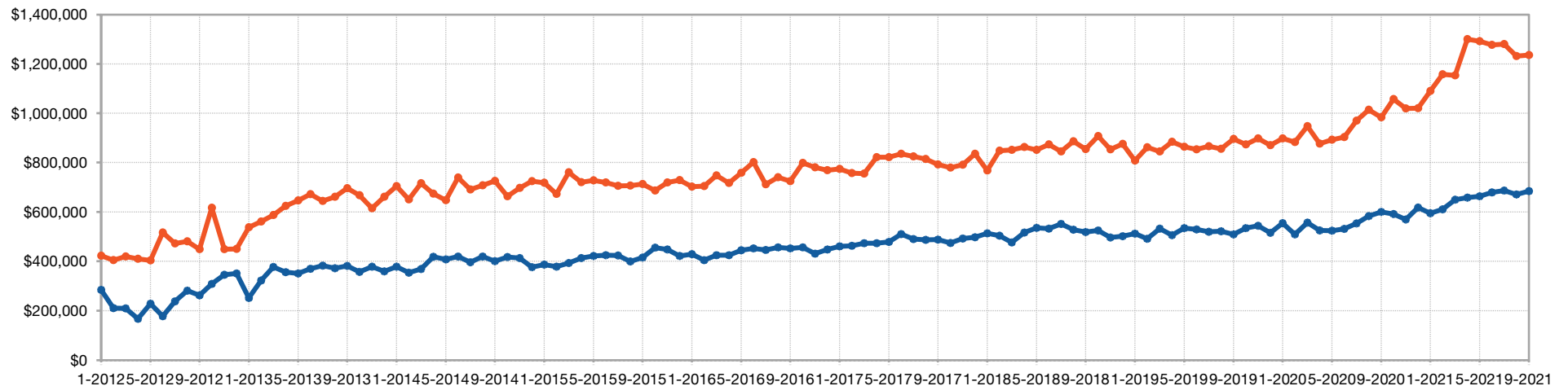
Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2020	\$1,056,740	+21.1%	\$590,956	+10.5%
Nov-2020	\$1,018,954	+13.5%	\$569,257	+4.6%
Dec-2020	\$1,020,420	+17.3%	\$617,555	+19.8%
Jan-2021	\$1,089,439	+21.4%	\$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	\$1,300,115	+48.4%	\$657,999	+25.4%
May-2021	\$1,291,499	+44.7%	\$663,000	+26.6%
Jun-2021	\$1,276,653	+41.3%	\$679,061	+27.8%
Jul-2021	\$1,279,738	+32.0%	\$686,814	+24.1%
Aug-2021	\$1,231,547	+21.5%	\$670,609	+14.9%
Sep-2021	\$1,235,365	+25.7%	\$684,809	+14.1%
12-Month Avg*	\$1,175,923	+27.2%	\$639,570	+17.8%

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

Historical Average Sales Price by Month

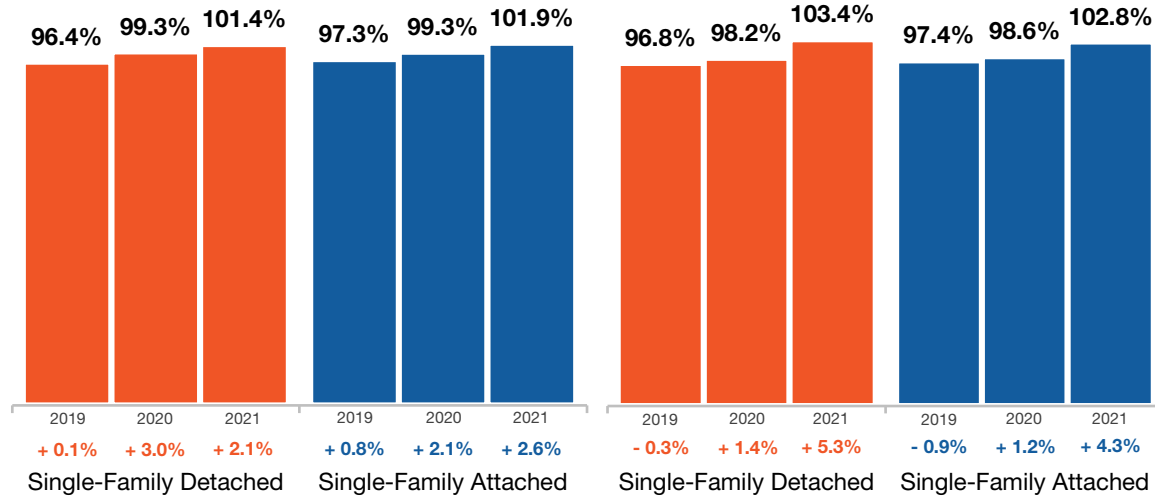


Percent of Original List Price Received

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.

September

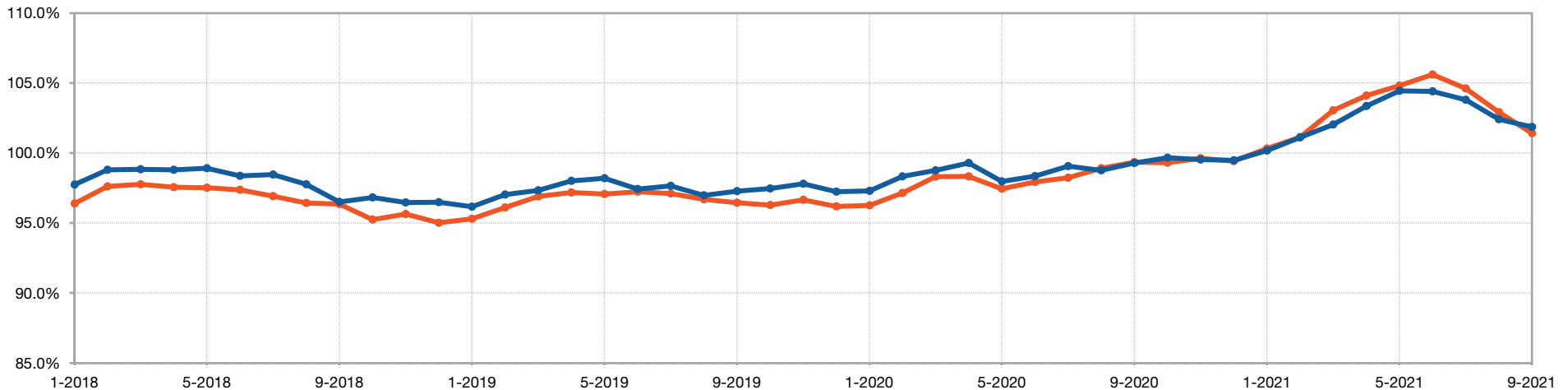
Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	104.4%	+6.5%
Jun-2021	105.6%	+7.9%	104.4%	+6.2%
Jul-2021	104.6%	+6.5%	103.8%	+4.8%
Aug-2021	102.9%	+4.0%	102.4%	+3.6%
Sep-2021	101.4%	+2.1%	101.9%	+2.6%
12-Month Avg*	102.2%	+4.6%	101.8%	+3.8%

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

Historical Percent of Original List Price Received by Month

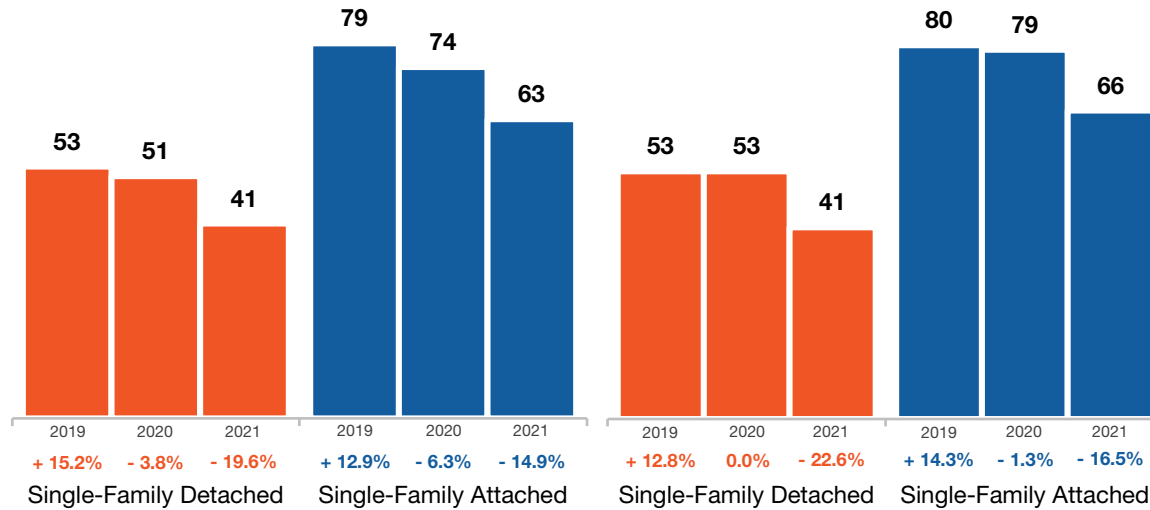


Housing Affordability Index

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.

September

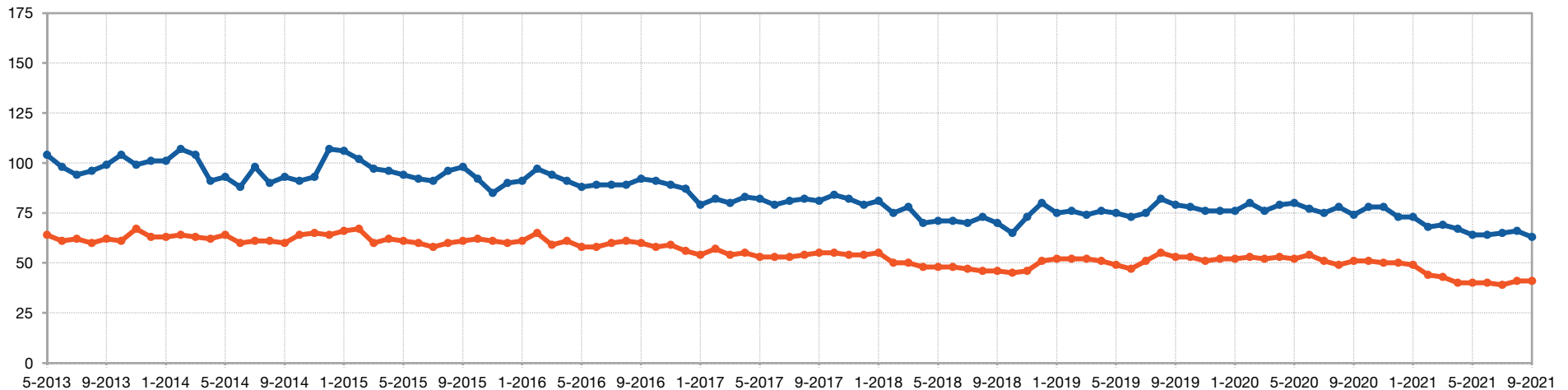
Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
Aug-2021	41	-16.3%	66	-15.4%
Sep-2021	41	-19.6%	63	-14.9%
12-Month Avg*	44	-14.7%	69	-10.9%

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

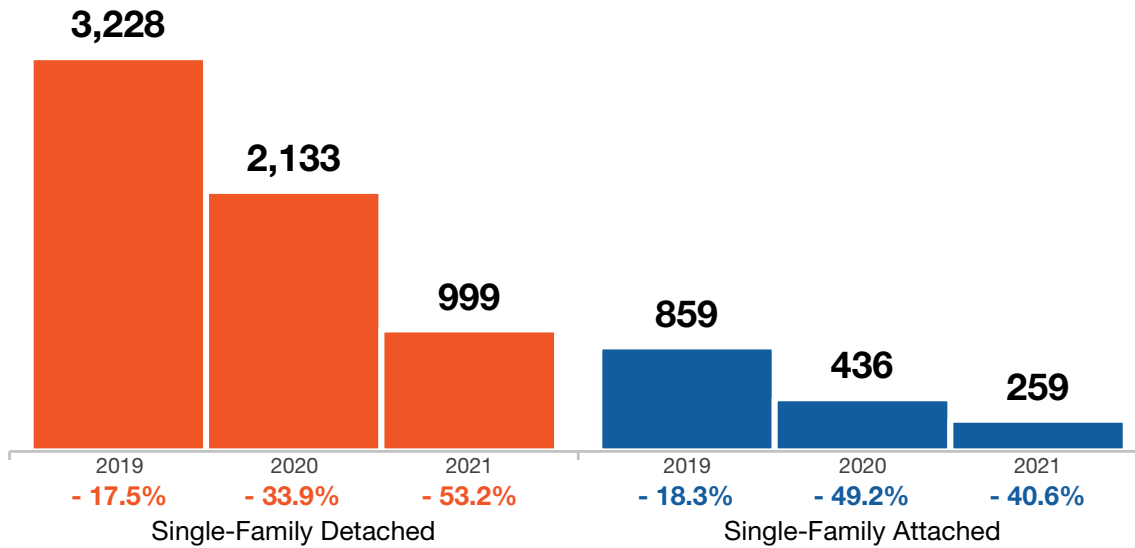
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

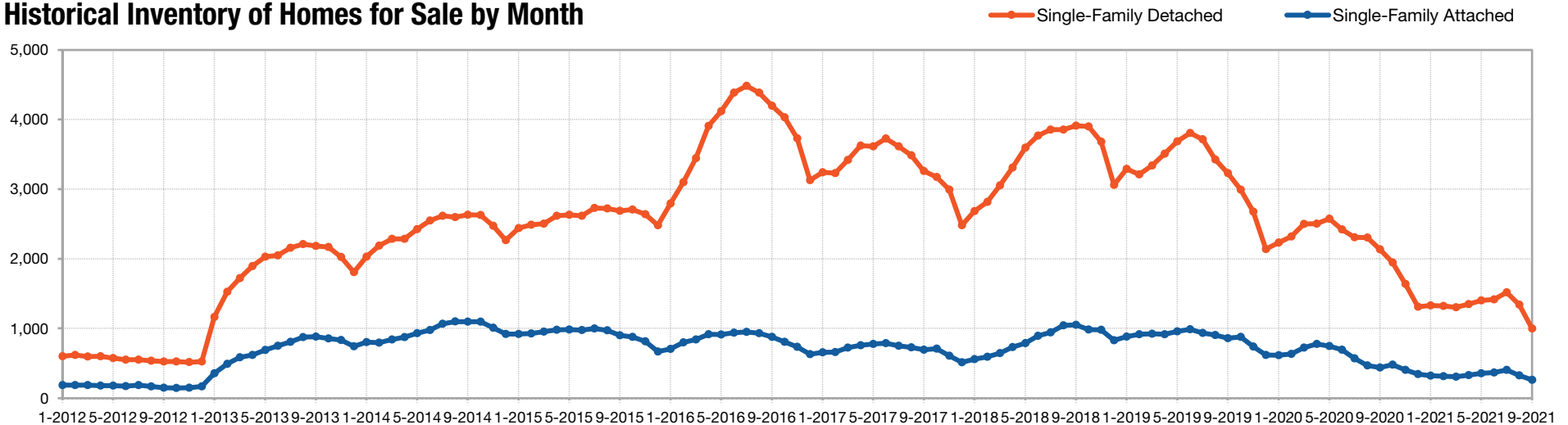
The number of properties available for sale in active status at the end of a given month.

September



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2020	1,944	-35.0%	477	-45.6%
Nov-2020	1,638	-38.8%	404	-45.2%
Dec-2020	1,309	-38.8%	342	-44.6%
Jan-2021	1,328	-40.4%	320	-47.8%
Feb-2021	1,322	-43.0%	314	-50.3%
Mar-2021	1,301	-48.0%	305	-57.9%
Apr-2021	1,348	-46.1%	330	-57.4%
May-2021	1,402	-45.6%	353	-52.6%
Jun-2021	1,416	-41.4%	365	-47.4%
Jul-2021	1,517	-34.2%	404	-29.0%
Aug-2021	1,341	-41.8%	323	-30.7%
Sep-2021	999	-53.2%	259	-40.6%
12-Month Avg	2,425	-42.0%	657	-46.8%

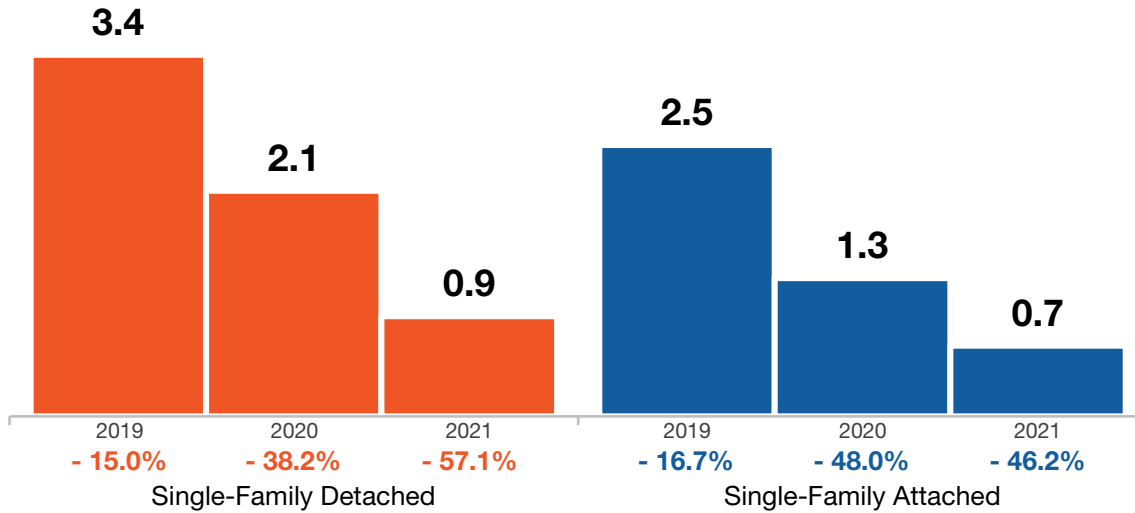
Historical Inventory of Homes for Sale by Month



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.

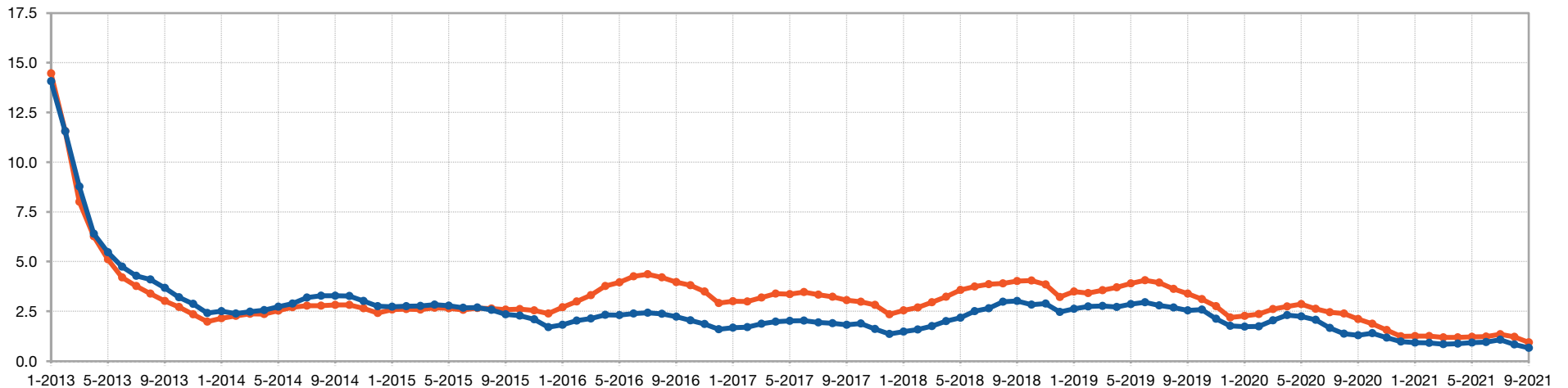
September



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Oct-2020	1.9	-38.7%	1.4	-46.2%
Nov-2020	1.6	-42.9%	1.2	-42.9%
Dec-2020	1.2	-45.5%	1.0	-44.4%
Jan-2021	1.3	-43.5%	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	1.2	-55.6%	0.9	-60.9%
May-2021	1.2	-58.6%	0.9	-59.1%
Jun-2021	1.2	-53.8%	1.0	-52.4%
Jul-2021	1.4	-44.0%	1.1	-35.3%
Aug-2021	1.2	-50.0%	0.8	-42.9%
Sep-2021	0.9	-57.1%	0.7	-46.2%
12-Month Avg*	2.5	-49.1%	1.9	-49.6%

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


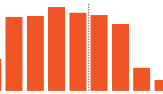
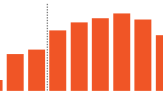

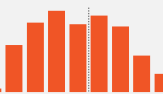
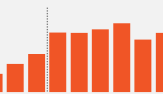

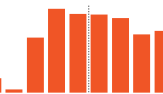
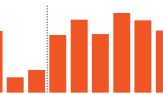
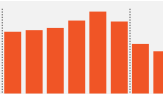
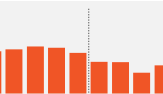
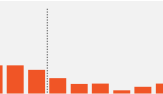




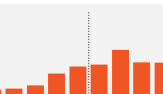

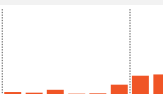









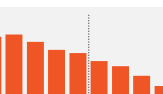
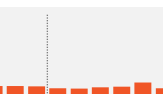
Historical Months Supply of Inventory by Month



— Single-Family Detached — Single-Family Attached

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			9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	09-2019	09-2020	09-2021						
New Listings				1,973	1,309	- 33.7%	16,629	15,276	- 8.1%
Pending Sales				1,828	1,386	- 24.2%	13,002	13,566	+ 4.3%
Closed Sales				1,734	1,424	- 17.9%	11,983	13,186	+ 10.0%
Days on Market				24	16	- 33.3%	31	15	- 51.6%
Median Sales Price				\$710,000	\$825,000	+ 16.2%	\$660,000	\$806,000	+ 22.1%
Average Sales Price				\$905,529	\$1,086,692	+ 20.0%	\$840,612	\$1,081,076	+ 28.6%
Pct. of Orig. Price Received				99.3%	101.5%	+ 2.2%	98.3%	103.2%	+ 5.0%
Housing Affordability Index				55	46	- 16.4%	59	47	- 20.3%
Inventory of Homes for Sale				2,605	1,278	- 50.9%	--	--	--
Months Supply of Inventory				1.9	0.9	- 52.6%	--	--	--