

# Monthly Indicators

## November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

Closed Sales decreased 20.6 percent for Detached homes but increased 1.2 percent for Attached homes. Pending Sales decreased 10.7 percent for Detached homes and 11.4 percent for Attached homes.

The Median Sales Price was up 16.6 percent to \$915,000 for Detached homes and 25.7 percent to \$635,000 for Attached homes. Days on Market decreased 10.0 percent for Detached homes but increased 6.7 percent for Attached homes. Supply decreased 56.3 percent for Detached homes and 58.3 percent for Attached homes.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

## Monthly Snapshot

**\$915,000**      **\$635,000**      **\$831,000**

Median Sales Price  
Detached Homes

Median Sales Price  
Attached Homes

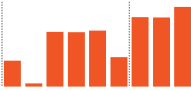
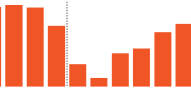

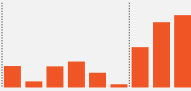
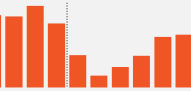

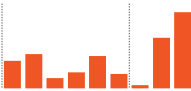
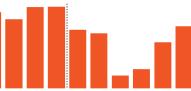

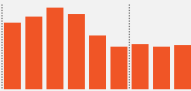
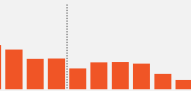

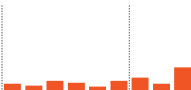
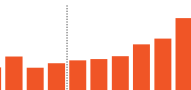


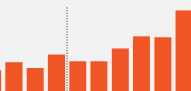

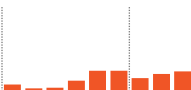
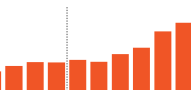




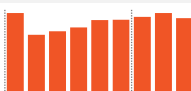


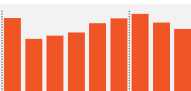


Median Sales Price  
All Properties Combined

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.

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

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			11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	11-2019	11-2020	11-2021						
<b>New Listings</b>				867	<b>729</b>	- 15.9%	14,721	<b>13,062</b>	- 11.3%
<b>Pending Sales</b>				949	<b>847</b>	- 10.7%	11,924	<b>11,659</b>	- 2.2%
<b>Closed Sales</b>				1,161	<b>922</b>	- 20.6%	11,319	<b>11,543</b>	+ 2.0%
<b>Days on Market</b>				20	<b>18</b>	- 10.0%	30	<b>16</b>	- 46.7%
<b>Median Sales Price</b>				\$785,000	<b>\$915,000</b>	+ 16.6%	\$741,000	<b>\$920,000</b>	+ 24.2%
<b>Average Sales Price</b>				\$1,018,954	<b>\$1,253,839</b>	+ 23.1%	\$963,179	<b>\$1,241,710</b>	+ 28.9%
<b>Pct. of Orig. Price Received</b>				99.6%	<b>101.6%</b>	+ 2.0%	98.5%	<b>103.1%</b>	+ 4.7%
<b>Housing Affordability Index</b>				50	<b>42</b>	- 16.0%	53	<b>42</b>	- 20.8%
<b>Inventory of Homes for Sale</b>				1,658	<b>764</b>	- 53.9%	--	--	--
<b>Months Supply of Inventory</b>				1.6	<b>0.7</b>	- 56.3%	--	--	--

# Single-Family Attached Activity Overview

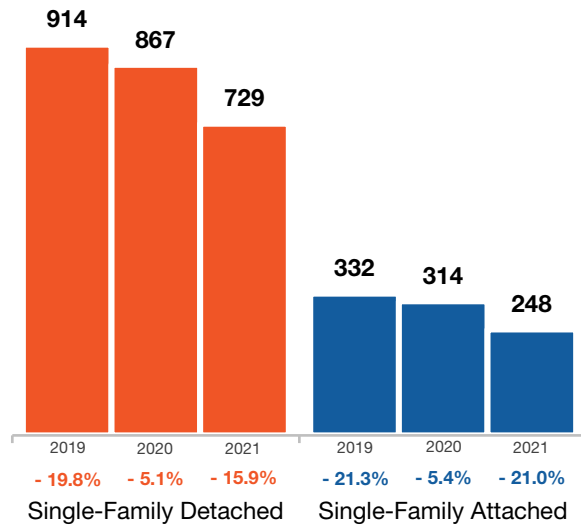
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	11-2019	11-2020	11-2021						
<b>New Listings</b>				314	<b>248</b>	- 21.0%	4,734	<b>4,650</b>	- 1.8%
<b>Pending Sales</b>				343	<b>304</b>	- 11.4%	3,887	<b>4,325</b>	+ 11.3%
<b>Closed Sales</b>				343	<b>347</b>	+ 1.2%	3,695	<b>4,317</b>	+ 16.8%
<b>Days on Market</b>				15	<b>16</b>	+ 6.7%	27	<b>13</b>	- 51.9%
<b>Median Sales Price</b>				\$505,000	<b>\$635,000</b>	+ 25.7%	\$494,990	<b>\$580,000</b>	+ 17.2%
<b>Average Sales Price</b>				\$569,257	<b>\$732,015</b>	+ 28.6%	\$557,051	<b>\$670,101</b>	+ 20.3%
<b>Pct. of Orig. Price Received</b>				99.5%	<b>102.1%</b>	+ 2.6%	98.8%	<b>102.6%</b>	+ 3.8%
<b>Housing Affordability Index</b>				78	<b>61</b>	- 21.8%	80	<b>67</b>	- 16.3%
<b>Inventory of Homes for Sale</b>				406	<b>184</b>	- 54.7%	--	--	--
<b>Months Supply of Inventory</b>				1.2	<b>0.5</b>	- 58.3%	--	--	--

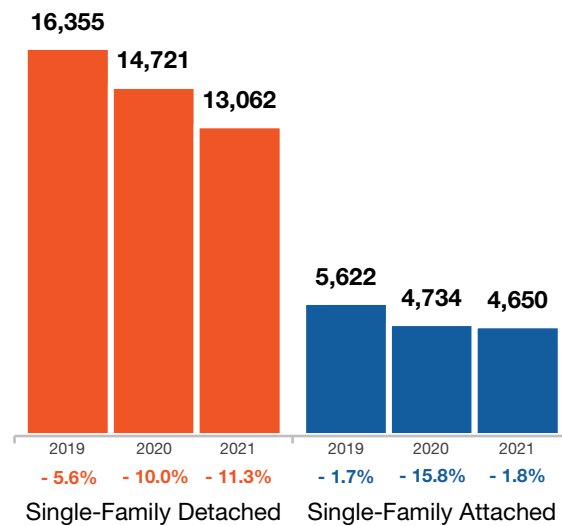
# New Listings

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

## November

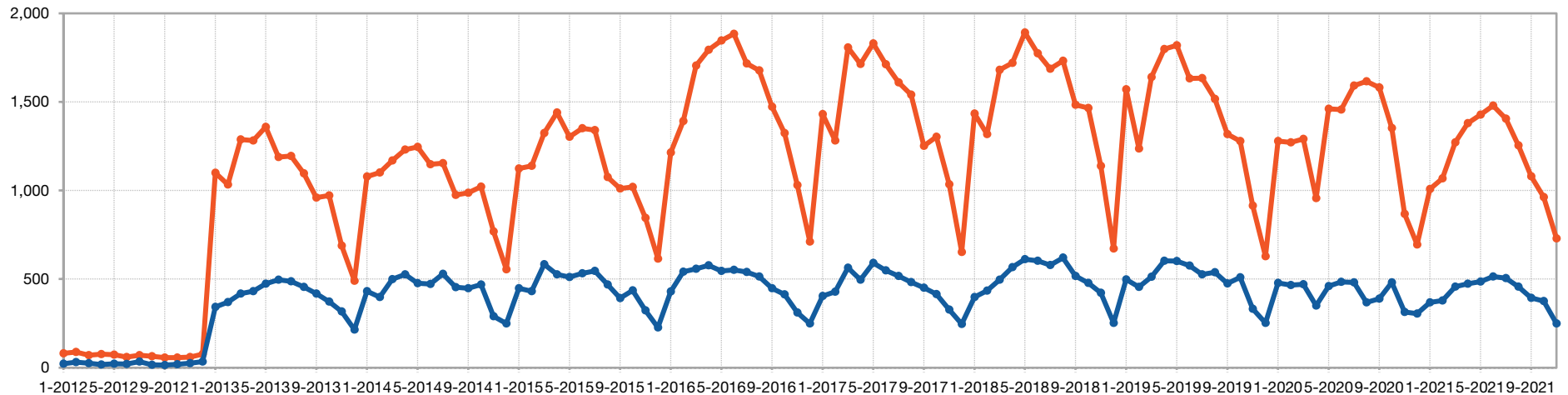


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2020	694	+10.5%	304	+20.6%
Jan-2021	1,007	-21.2%	367	-23.1%
Feb-2021	1,068	-16.0%	378	-18.7%
Mar-2021	1,271	-1.5%	456	-3.0%
Apr-2021	1,379	+44.1%	473	+35.5%
May-2021	1,428	-2.3%	485	+5.4%
Jun-2021	1,478	+1.5%	513	+6.2%
Jul-2021	1,405	-11.7%	505	+5.2%
Aug-2021	1,254	-22.4%	457	+24.5%
Sep-2021	1,080	-31.7%	393	+1.3%
Oct-2021	963	-28.8%	375	-22.0%
<b>Nov-2021</b>	<b>729</b>	<b>-15.9%</b>	<b>248</b>	<b>-21.0%</b>
12-Month Avg	1,146	-10.4%	413	-0.6%

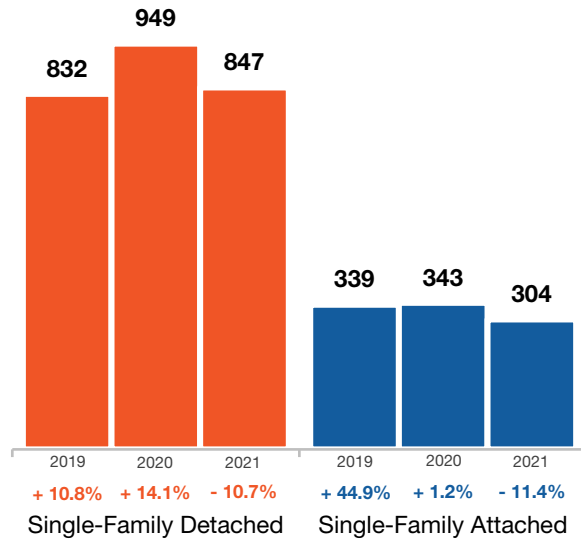
## Historical New Listings by Month



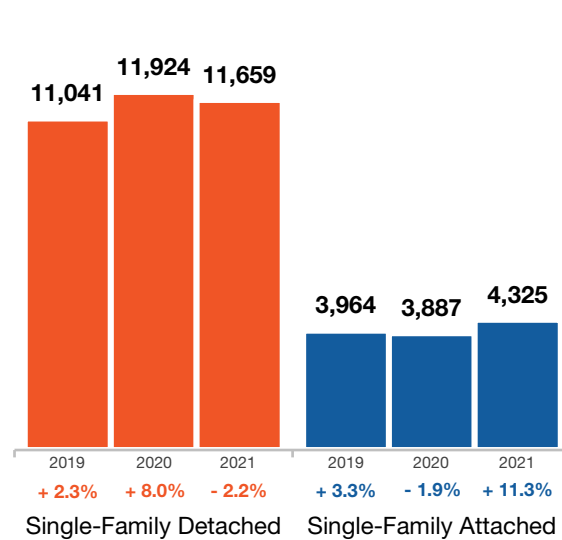
# Pending Sales

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

## November

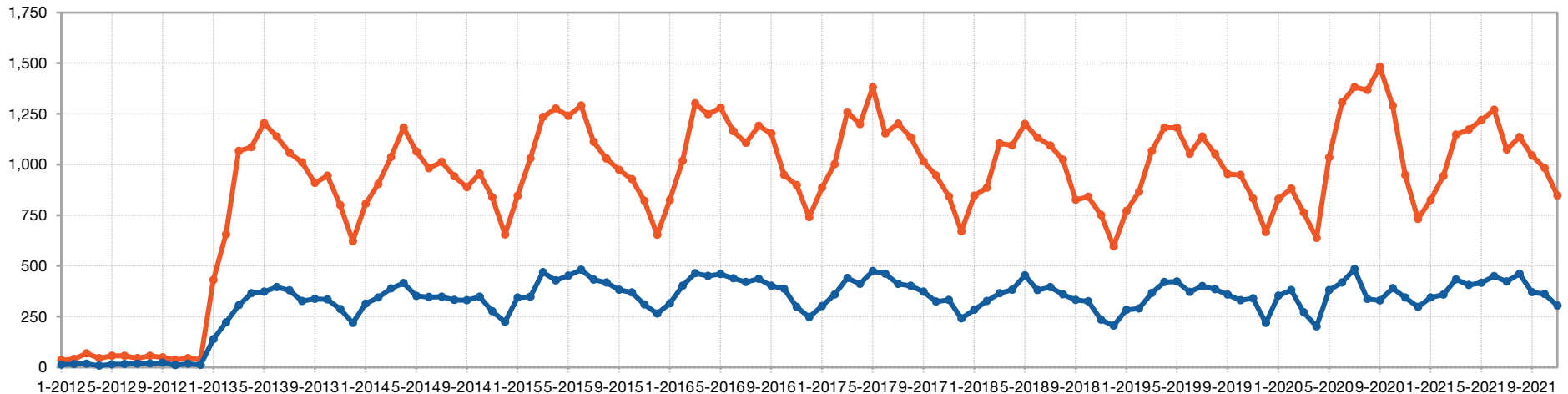


## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2020	731	+9.6%	298	+36.7%
Jan-2021	824	-0.7%	344	-2.5%
Feb-2021	943	+7.0%	358	-6.0%
Mar-2021	1,147	+50.5%	433	+59.8%
Apr-2021	1,172	+83.7%	406	+102.0%
May-2021	1,219	+17.7%	416	+9.5%
Jun-2021	1,270	-2.7%	449	+7.4%
Jul-2021	1,074	-22.3%	423	-12.6%
Aug-2021	1,136	-17.0%	461	+36.8%
Sep-2021	1,044	-29.6%	370	+12.5%
Oct-2021	983	-23.9%	361	-7.4%
<b>Nov-2021</b>	<b>847</b>	<b>-10.7%</b>	<b>304</b>	<b>-11.4%</b>
12-Month Avg	1,049	-1.6%	342	+12.6%

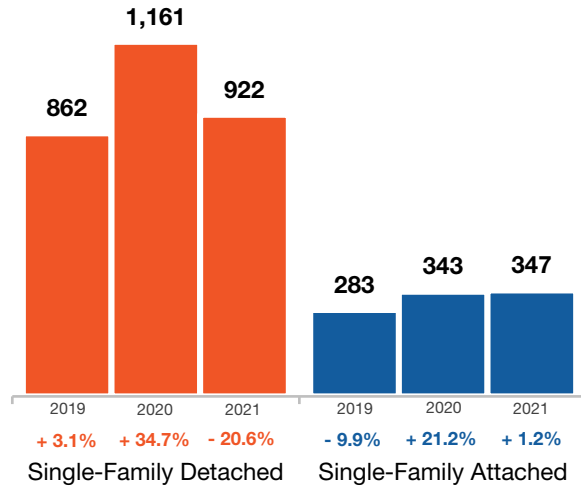
## Historical Pending Sales by Month



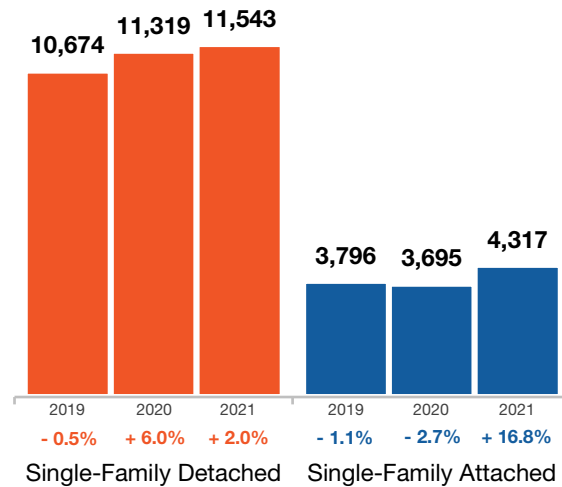
# Closed Sales

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

## November

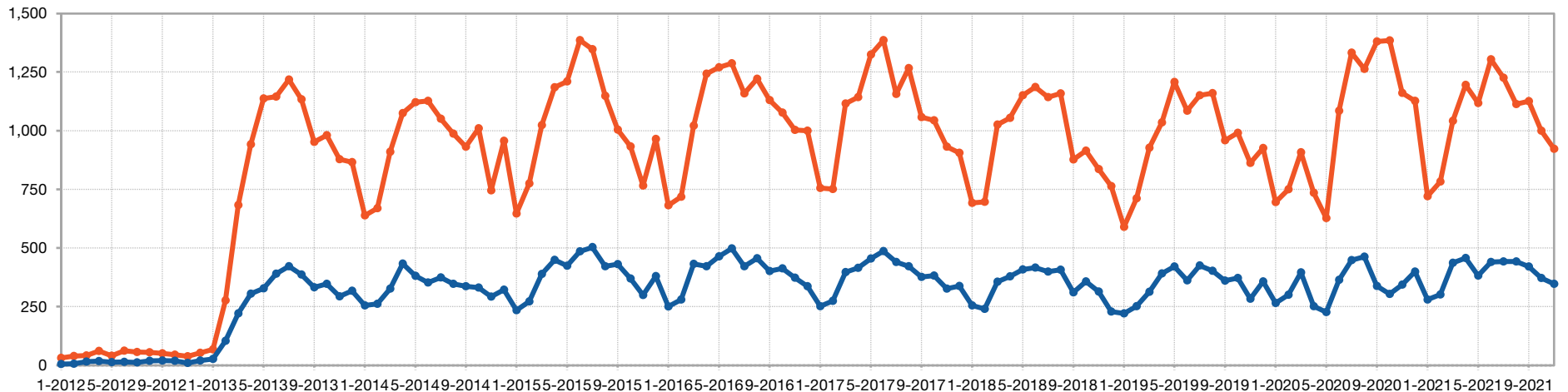


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2020	1,127	+21.7%	399	+11.8%
Jan-2021	720	+3.6%	279	+5.3%
Feb-2021	782	+4.3%	301	+0.3%
Mar-2021	1,041	+14.8%	436	+10.4%
Apr-2021	1,195	+62.6%	457	+82.1%
May-2021	1,117	+78.1%	382	+69.0%
Jun-2021	1,304	+20.2%	440	+20.9%
Jul-2021	1,225	-8.0%	442	-1.3%
Aug-2021	1,113	-11.9%	442	-4.3%
Sep-2021	1,125	-18.5%	420	+24.3%
Oct-2021	999	-27.8%	371	+22.4%
<b>Nov-2021</b>	<b>922</b>	<b>-20.6%</b>	<b>347</b>	<b>+1.2%</b>
12-Month Avg	1,020	+3.5%	338	+16.4%

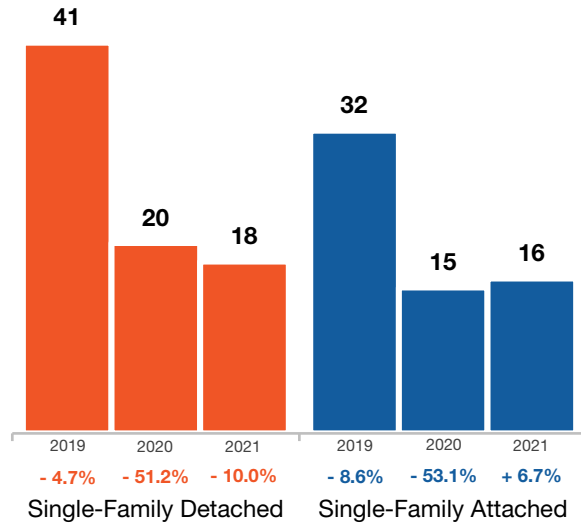
## Historical Closed Sales by Month



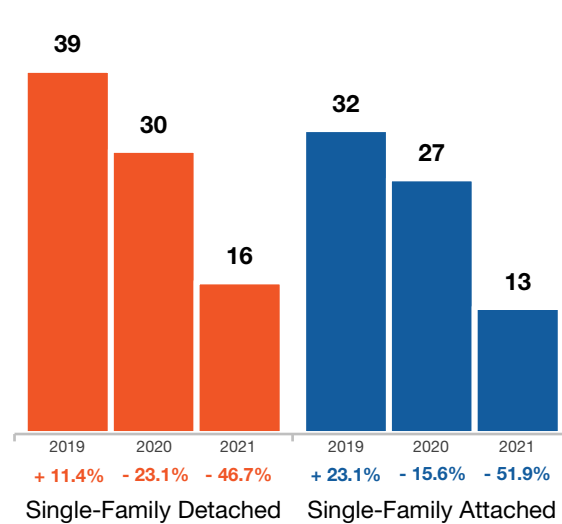
# Days on Market Until Sale

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

## November



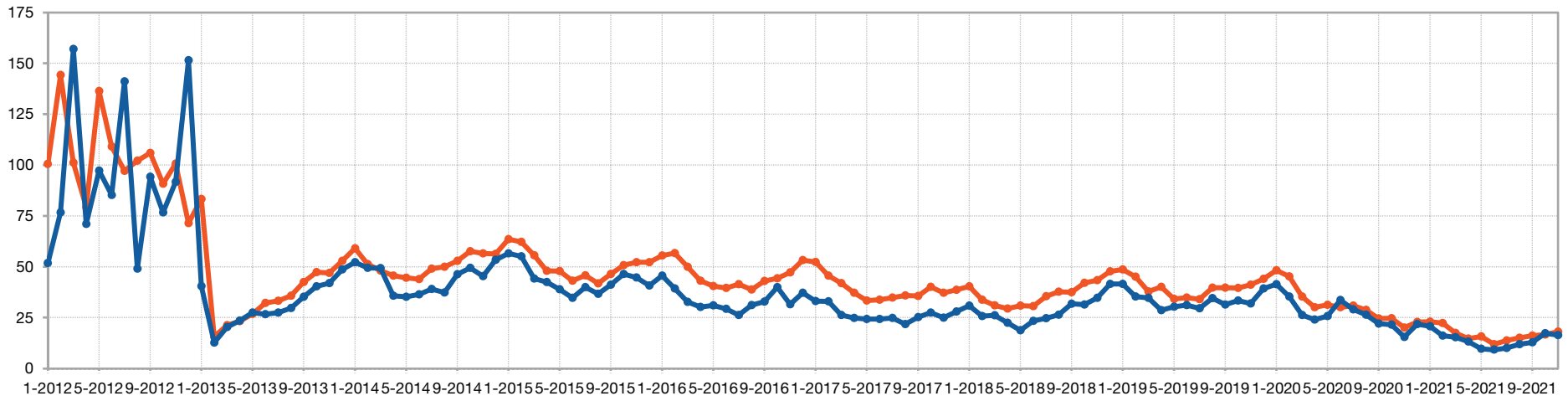
## Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	16	-33.3%	13	-40.9%
Oct-2021	17	-32.0%	17	-22.7%
<b>Nov-2021</b>	<b>18</b>	<b>-10.0%</b>	<b>16</b>	<b>+6.7%</b>
12-Month Avg*	31	-46.2%	28	-49.8%

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

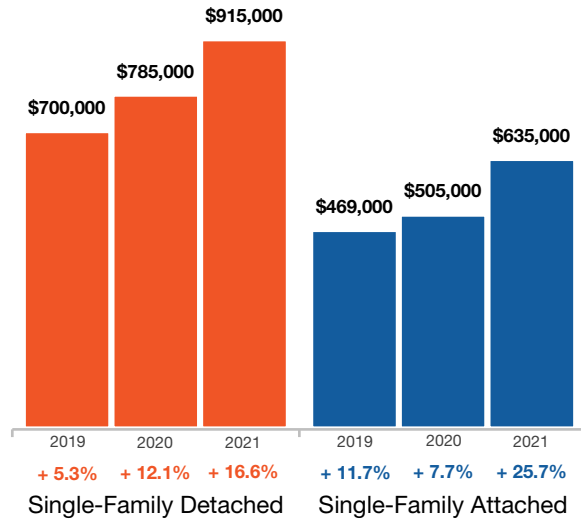
## Historical Days on Market Until Sale by Month



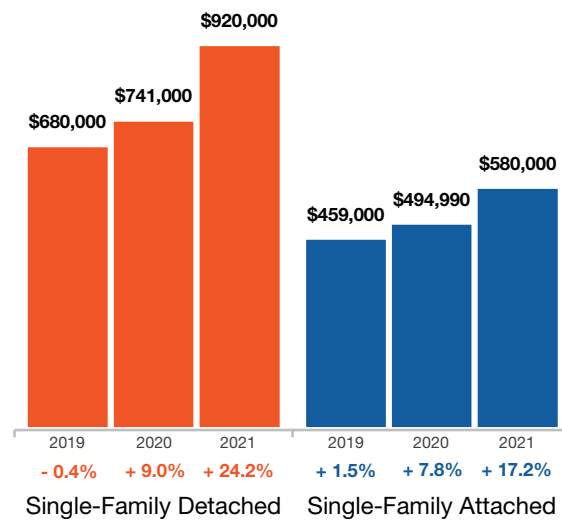
# Median Sales Price

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

## November



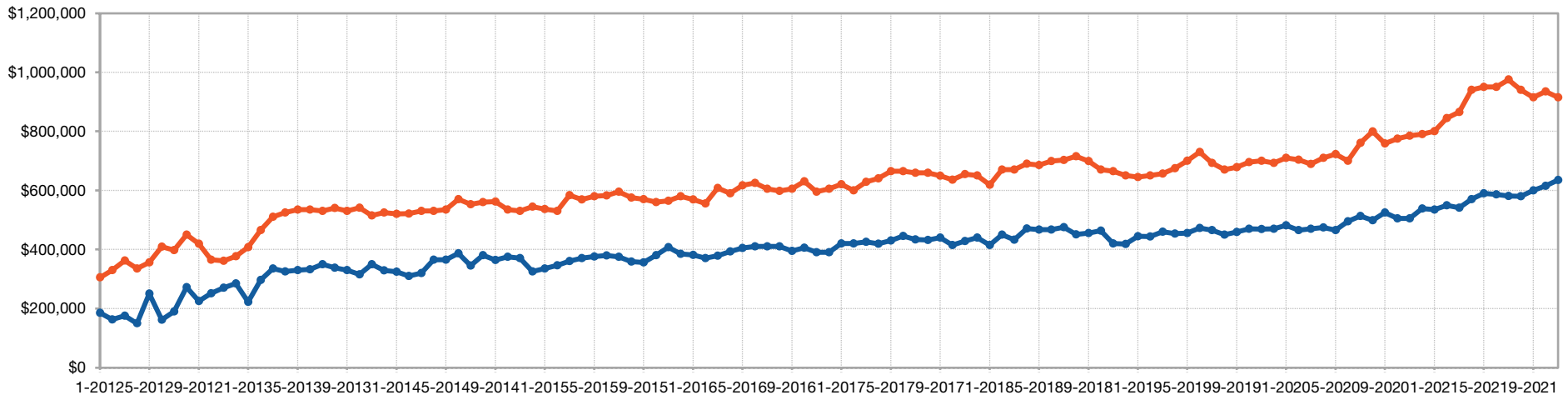
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2020	\$790,000	+14.0%	\$538,000	+14.5%
Jan-2021	\$800,000	+12.7%	\$535,000	+11.2%
Feb-2021	\$844,000	+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%	\$585,980	+18.4%
Jul-2021	\$975,000	+28.3%	\$580,500	+13.2%
Aug-2021	\$940,000	+17.6%	\$580,000	+16.2%
Sep-2021	\$915,000	+20.6%	\$600,000	+14.3%
Oct-2021	\$935,000	+20.6%	\$615,000	+21.8%
<b>Nov-2021</b>	<b>\$915,000</b>	<b>+16.6%</b>	<b>\$635,000</b>	<b>+25.7%</b>
12-Month Avg*	\$740,000	+22.3%	\$490,091	+17.3%

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

## Historical Median Sales Price by Month

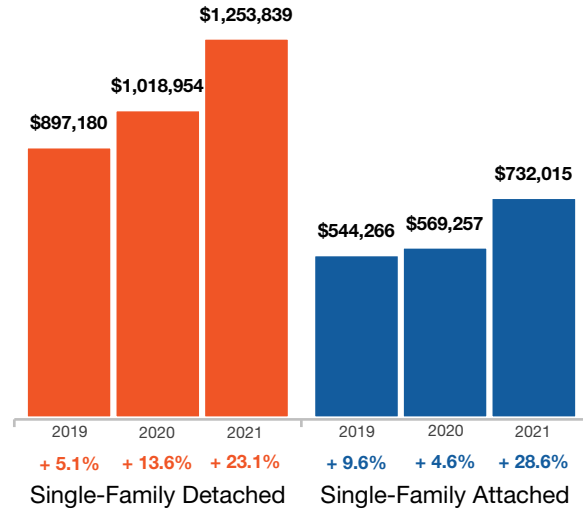




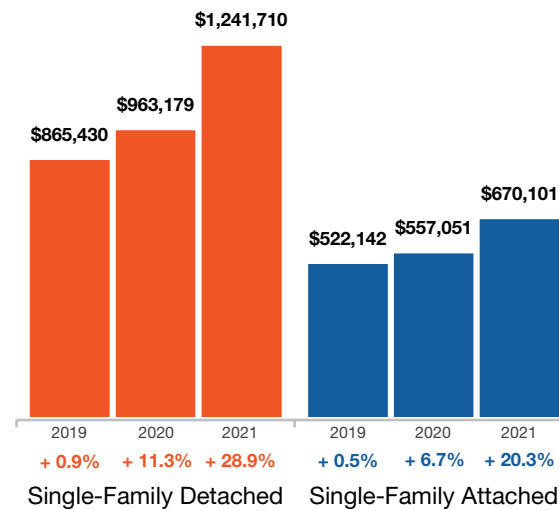
# Average Sales Price

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

## November



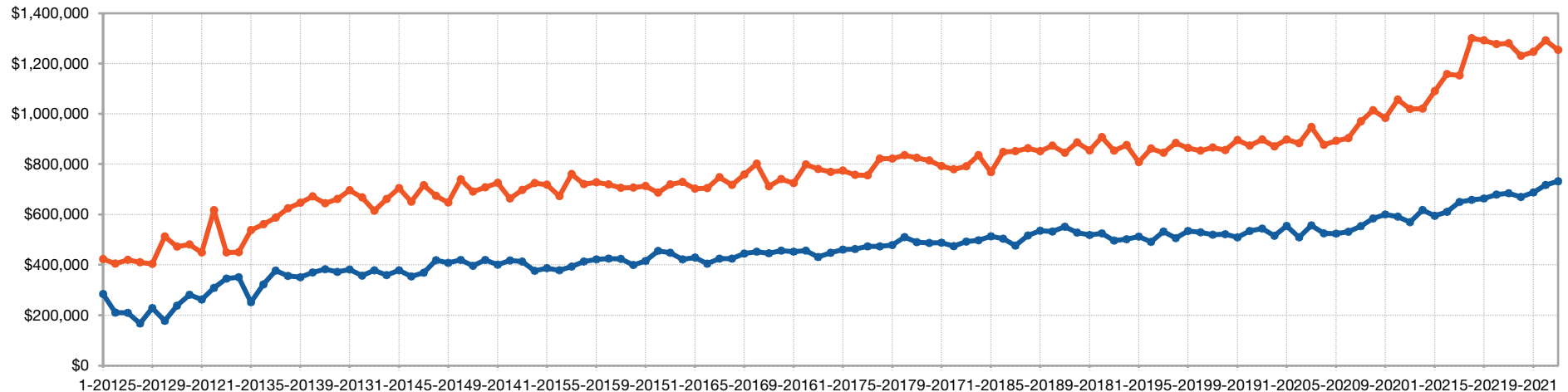
## Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2020	\$1,020,420	+17.3%	\$617,555	+19.8%
Jan-2021	\$1,089,439	+21.4%	\$594,943	+7.3%
Feb-2021	\$1,156,939	+31.0%	\$610,624	+19.8%
Mar-2021	\$1,152,032	+21.7%	\$649,212	+16.7%
Apr-2021	\$1,300,115	+48.4%	\$657,708	+25.3%
May-2021	\$1,291,499	+44.7%	\$663,000	+26.6%
Jun-2021	\$1,276,653	+41.3%	\$678,688	+27.7%
Jul-2021	\$1,279,420	+31.9%	\$684,661	+23.7%
Aug-2021	\$1,229,754	+21.3%	\$669,467	+14.6%
Sep-2021	\$1,245,708	+26.7%	\$687,722	+14.6%
Oct-2021	\$1,291,377	+22.3%	\$717,367	+21.4%
<b>Nov-2021</b>	<b>\$1,253,839</b>	<b>+23.1%</b>	<b>\$732,015</b>	<b>+28.6%</b>
12-Month Avg*	\$1,215,600	+27.8%	\$663,580	+20.3%

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

## Historical Average Sales Price by Month

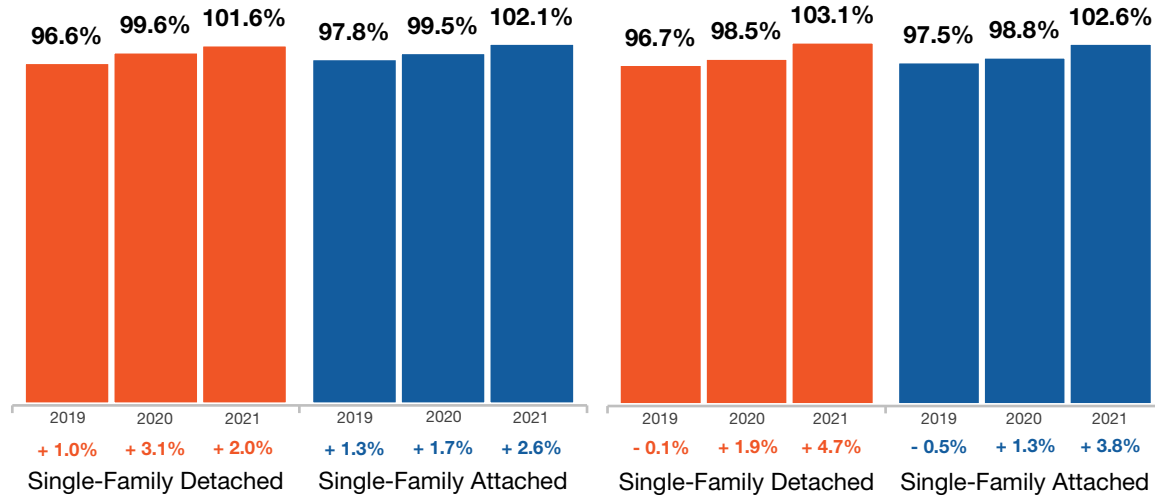


# Percent of Original List Price Received

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.

## November

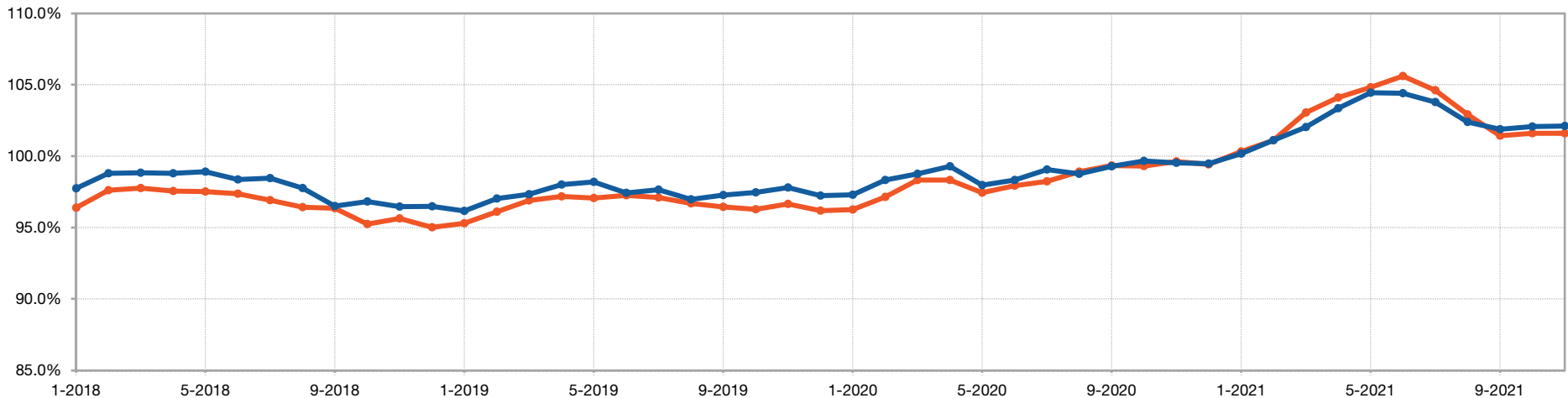
## Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	103.4%	+4.1%
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%
Oct-2021	101.6%	+2.3%	102.1%	+2.5%
<b>Nov-2021</b>	<b>101.6%</b>	<b>+2.0%</b>	<b>102.1%</b>	<b>+2.6%</b>
12-Month Avg*	102.5%	+4.5%	102.3%	+3.8%

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

## Historical Percent of Original List Price Received by Month

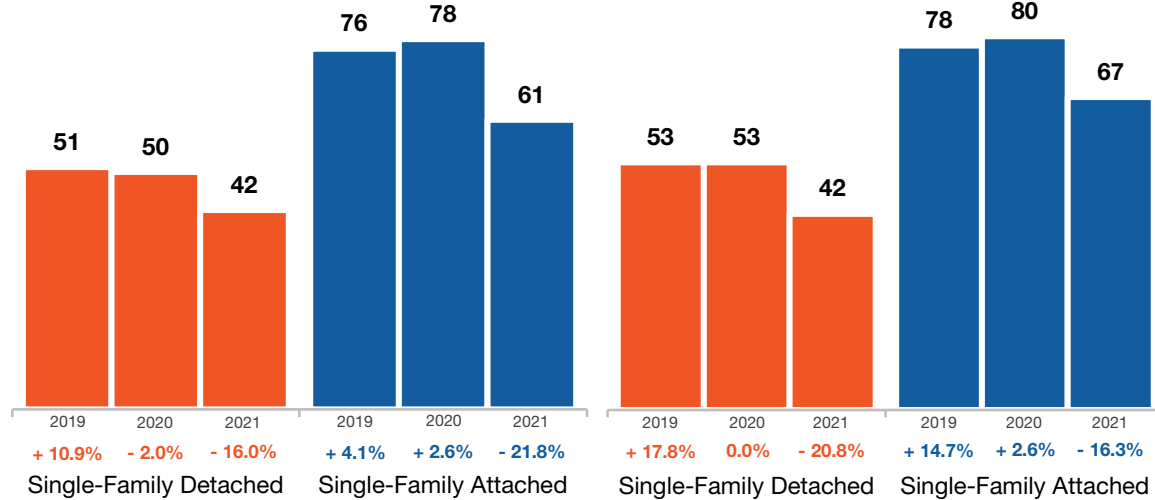


# Housing Affordability Index

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.

## November

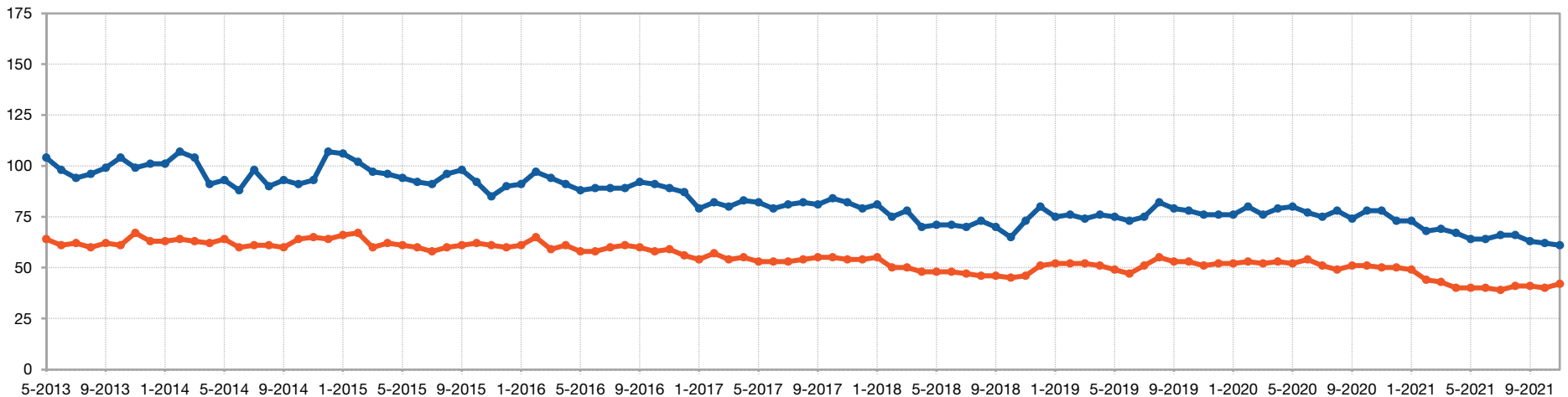
## Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	66	-12.0%
Aug-2021	41	-16.3%	66	-15.4%
Sep-2021	41	-19.6%	63	-14.9%
Oct-2021	40	-21.6%	62	-20.5%
<b>Nov-2021</b>	<b>42</b>	<b>-16.0%</b>	<b>61</b>	<b>-21.8%</b>
12-Month Avg*	42	-16.4%	66	-12.9%

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

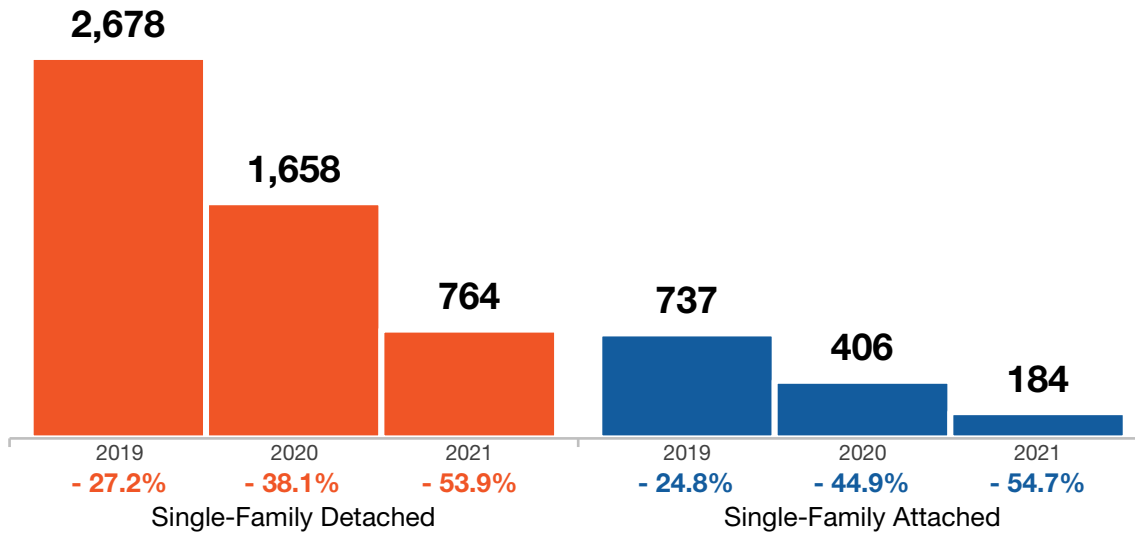
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

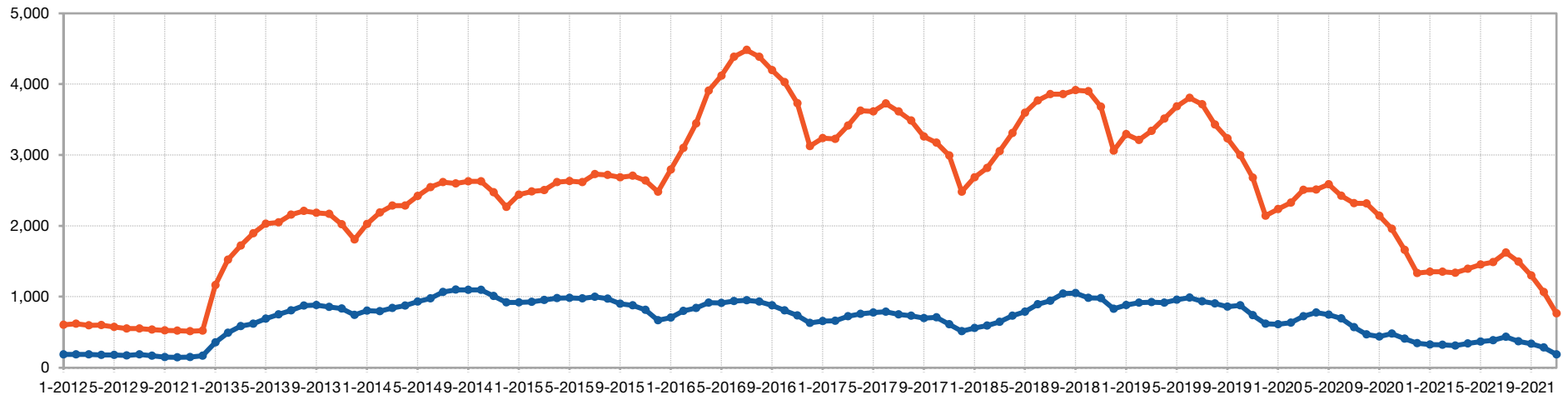
The number of properties available for sale in active status at the end of a given month.

## November



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2020	1,334	-37.7%	345	-44.1%
Jan-2021	1,353	-39.4%	324	-47.0%
Feb-2021	1,351	-41.9%	319	-49.4%
Mar-2021	1,335	-46.7%	310	-57.1%
Apr-2021	1,392	-44.6%	340	-56.1%
May-2021	1,454	-43.8%	367	-50.7%
Jun-2021	1,486	-38.7%	386	-44.3%
Jul-2021	1,621	-30.0%	432	-24.1%
Aug-2021	1,495	-35.4%	369	-20.8%
Sep-2021	1,298	-39.4%	336	-22.9%
Oct-2021	1,067	-45.4%	282	-41.0%
<b>Nov-2021</b>	<b>764</b>	<b>-53.9%</b>	<b>184</b>	<b>-54.7%</b>
12-Month Avg	2,260	-41.2%	596	-44.1%

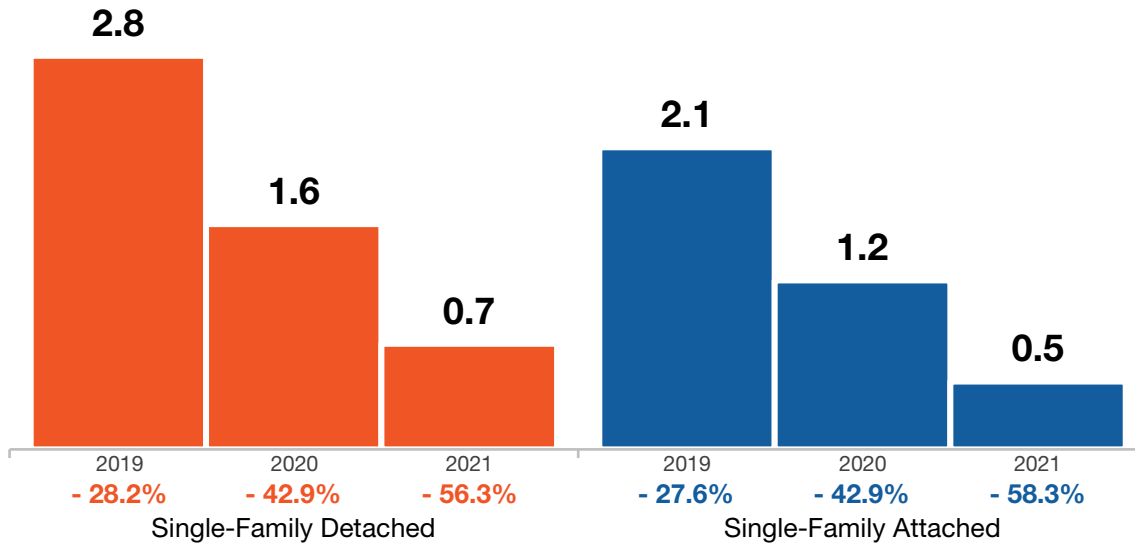
## Historical Inventory of Homes for Sale by Month



# 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.

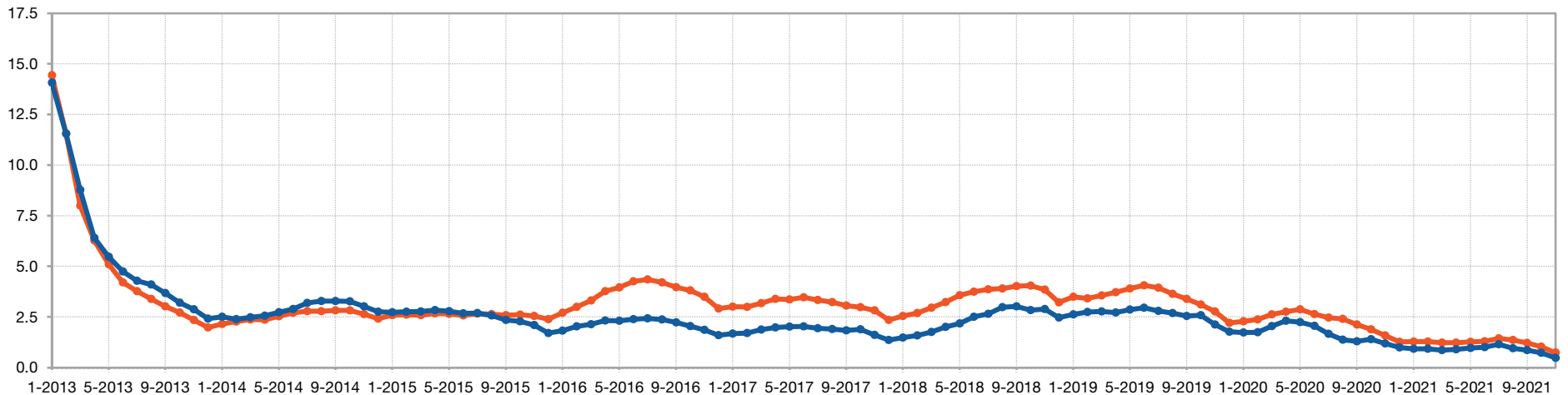
## November



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2020	1.3	-40.9%	1.0	-44.4%
Jan-2021	1.3	-43.5%	0.9	-47.1%
Feb-2021	1.3	-45.8%	0.9	-47.1%
Mar-2021	1.2	-53.8%	0.9	-55.0%
Apr-2021	1.2	-57.1%	0.9	-60.9%
May-2021	1.3	-55.2%	1.0	-54.5%
Jun-2021	1.3	-50.0%	1.0	-52.4%
Jul-2021	1.4	-44.0%	1.1	-35.3%
Aug-2021	1.4	-41.7%	1.0	-28.6%
Sep-2021	1.2	-42.9%	0.9	-30.8%
Oct-2021	1.0	-47.4%	0.7	-50.0%
<b>Nov-2021</b>	<b>0.7</b>	<b>-56.3%</b>	<b>0.5</b>	<b>-58.3%</b>
12-Month Avg*	2.3	-48.1%	1.7	-48.4%

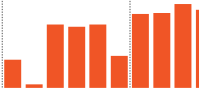
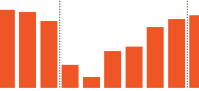
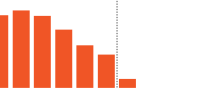
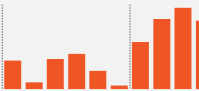
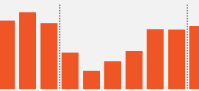
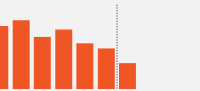
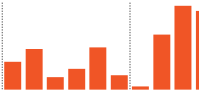
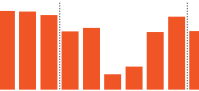
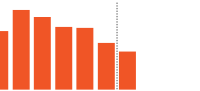
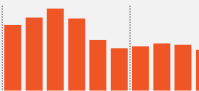
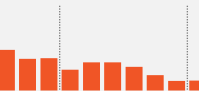
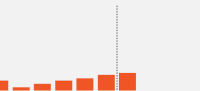
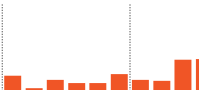
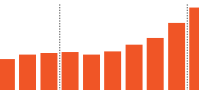
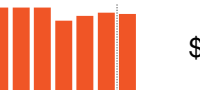

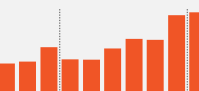
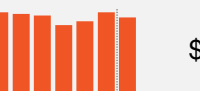
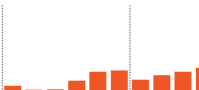
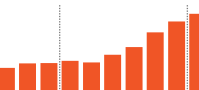
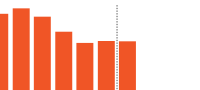






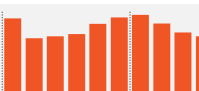


\* Months Supply for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

## 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			11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
	11-2019	11-2020	11-2021						
New Listings				1,187	<b>978</b>	- 17.6%	19,657	<b>17,821</b>	- 9.3%
Pending Sales				1,295	<b>1,154</b>	- 10.9%	15,982	<b>16,085</b>	+ 0.6%
Closed Sales				1,504	<b>1,271</b>	- 15.5%	15,184	<b>15,965</b>	+ 5.1%
Days on Market				19	<b>18</b>	- 5.3%	29	<b>15</b>	- 48.3%
Median Sales Price				\$717,750	<b>\$831,000</b>	+ 15.8%	\$675,000	<b>\$810,000</b>	+ 20.0%
Average Sales Price				\$916,396	<b>\$1,111,694</b>	+ 21.3%	\$862,919	<b>\$1,088,536</b>	+ 26.1%
Pct. of Orig. Price Received				99.6%	<b>101.7%</b>	+ 2.1%	98.5%	<b>102.9%</b>	+ 4.5%
Housing Affordability Index				55	<b>47</b>	- 14.5%	58	<b>48</b>	- 17.2%
Inventory of Homes for Sale				2,104	<b>964</b>	- 54.2%	--	--	--
Months Supply of Inventory				1.5	<b>0.7</b>	- 53.3%	--	--	--