

# Local Market Update for September 2023

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## Metro San Diego County

ZIP Codes: 92037, 92101, 92102, 92103, 92104, 92105, 92106, 92107, 92108, 92109, 92110, 92111, 92113, 92114, 92115, 92116, 92117, 92118, 92119, 92120, 92121, 92122, 92123, 92124, 92126, 92131, 92139

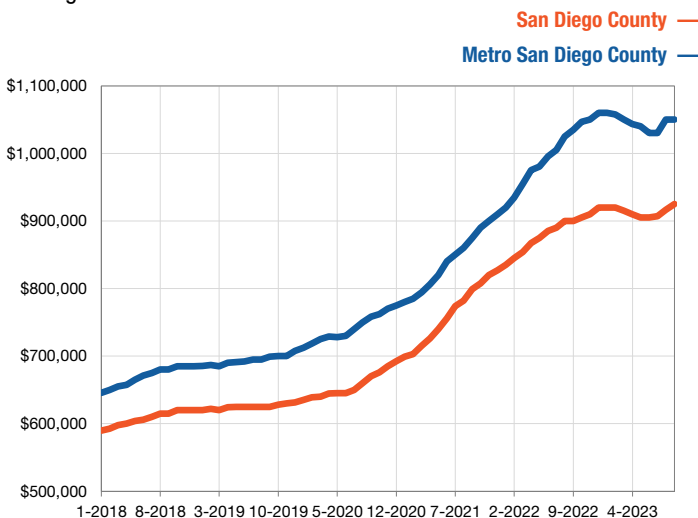
| Detached Single-Family                   | September   |             |                | Rolling 12 Months |             |                |
|--|-------------|-------------|----------------|-------------------|-------------|----------------|
|  | 2022        | 2023        | Percent Change | Thru 9-2022       | Thru 9-2023 | Percent Change |
| <b>Key Metrics</b>                       |             |             |                |                   |             |                |
| New Listings                             | 562         | 384         | - 31.7%        | 6,823             | 4,804       | - 29.6%        |
| Pending Sales                            | 343         | 296         | - 13.7%        | 5,152             | 3,708       | - 28.0%        |
| Closed Sales                             | 411         | 291         | - 29.2%        | 5,361             | 3,720       | - 30.6%        |
| Days on Market Until Sale                | 23          | 17          | - 26.1%        | 17                | 22          | + 29.4%        |
| Median Sales Price*                      | \$1,000,000 | \$1,070,000 | + 7.0%         | \$1,035,000       | \$1,050,000 | + 1.4%         |
| Average Sales Price*                     | \$1,279,022 | \$1,393,291 | + 8.9%         | \$1,390,004       | \$1,396,259 | + 0.4%         |
| Percent of Original List Price Received* | 96.1%       | 100.4%      | + 4.5%         | 102.5%            | 98.9%       | - 3.5%         |
| Percent of List Price Received*          | 98.6%       | 100.8%      | + 2.2%         | 102.5%            | 100.0%      | - 2.4%         |
| Inventory of Homes for Sale              | 957         | 455         | - 52.5%        | --                | --          | --             |
| Months Supply of Inventory               | 2.2         | 1.5         | - 31.8%        | --                | --          | --             |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Attached Single-Family                   | September |           |                | Rolling 12 Months |             |                |
|--|-----------|-----------|----------------|-------------------|-------------|----------------|
|  | 2022      | 2023      | Percent Change | Thru 9-2022       | Thru 9-2023 | Percent Change |
| <b>Key Metrics</b>                       |           |           |                |                   |             |                |
| New Listings                             | 422       | 314       | - 25.6%        | 5,846             | 4,173       | - 28.6%        |
| Pending Sales                            | 284       | 259       | - 8.8%         | 4,772             | 3,343       | - 29.9%        |
| Closed Sales                             | 331       | 256       | - 22.7%        | 4,981             | 3,339       | - 33.0%        |
| Days on Market Until Sale                | 24        | 21        | - 12.5%        | 16                | 24          | + 50.0%        |
| Median Sales Price*                      | \$620,000 | \$701,000 | + 13.1%        | \$650,000         | \$655,000   | + 0.8%         |
| Average Sales Price*                     | \$742,836 | \$910,923 | + 22.6%        | \$785,431         | \$808,594   | + 2.9%         |
| Percent of Original List Price Received* | 96.9%     | 100.2%    | + 3.4%         | 103.1%            | 99.3%       | - 3.7%         |
| Percent of List Price Received*          | 99.1%     | 100.6%    | + 1.5%         | 102.9%            | 100.2%      | - 2.6%         |
| Inventory of Homes for Sale              | 725       | 433       | - 40.3%        | --                | --          | --             |
| Months Supply of Inventory               | 1.8       | 1.6       | - 11.1%        | --                | --          | --             |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price – Detached Single-Family  
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family  
Rolling 12-Month Calculation

