

# Local Market Update for October 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

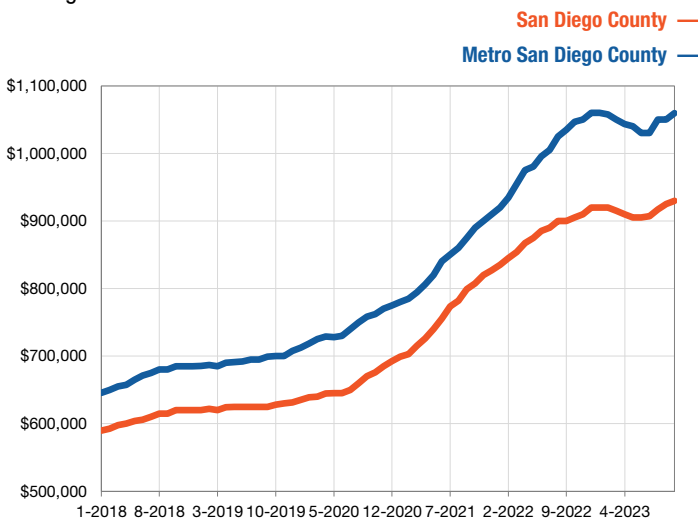
| Detached Single-Family                   | October     |                    |                | Rolling 12 Months |                    |                |
|--|-------------|--------------------|----------------|-------------------|--------------------|----------------|
|  | 2022        | 2023               | Percent Change | Thru 10-2022      | Thru 10-2023       | Percent Change |
| <b>Key Metrics</b>                       |             |                    |                |                   |                    |                |
| New Listings                             | 463         | <b>418</b>         | - 9.7%         | 6,694             | <b>4,803</b>       | - 28.2%        |
| Pending Sales                            | 288         | <b>297</b>         | + 3.1%         | 4,938             | <b>3,703</b>       | - 25.0%        |
| Closed Sales                             | 317         | <b>261</b>         | - 17.7%        | 5,159             | <b>3,676</b>       | - 28.7%        |
| Days on Market Until Sale                | 25          | <b>18</b>          | - 28.0%        | 17                | <b>22</b>          | + 29.4%        |
| Median Sales Price*                      | \$1,010,000 | <b>\$1,051,000</b> | + 4.1%         | \$1,046,500       | <b>\$1,059,500</b> | + 1.2%         |
| Average Sales Price*                     | \$1,332,323 | <b>\$1,404,357</b> | + 5.4%         | \$1,389,899       | <b>\$1,401,249</b> | + 0.8%         |
| Percent of Original List Price Received* | 95.8%       | <b>99.1%</b>       | + 3.4%         | 102.2%            | <b>99.2%</b>       | - 2.9%         |
| Percent of List Price Received*          | 98.1%       | <b>99.9%</b>       | + 1.8%         | 102.4%            | <b>100.1%</b>      | - 2.2%         |
| Inventory of Homes for Sale              | 922         | <b>502</b>         | - 45.6%        | --                | --                 | --             |
| Months Supply of Inventory               | 2.2         | <b>1.6</b>         | - 27.3%        | --                | --                 | --             |

\* 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                   | October   |                  |                | Rolling 12 Months |                  |                |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
|  | 2022      | 2023             | Percent Change | Thru 10-2022      | Thru 10-2023     | Percent Change |
| <b>Key Metrics</b>                       |           |                  |                |                   |                  |                |
| New Listings                             | 368       | <b>392</b>       | + 6.5%         | 5,752             | <b>4,208</b>     | - 26.8%        |
| Pending Sales                            | 267       | <b>243</b>       | - 9.0%         | 4,594             | <b>3,307</b>     | - 28.0%        |
| Closed Sales                             | 285       | <b>242</b>       | - 15.1%        | 4,803             | <b>3,309</b>     | - 31.1%        |
| Days on Market Until Sale                | 28        | <b>22</b>        | - 21.4%        | 16                | <b>23</b>        | + 43.8%        |
| Median Sales Price*                      | \$645,000 | <b>\$695,000</b> | + 7.8%         | \$650,000         | <b>\$660,000</b> | + 1.5%         |
| Average Sales Price*                     | \$777,097 | <b>\$894,293</b> | + 15.1%        | \$790,667         | <b>\$817,544</b> | + 3.4%         |
| Percent of Original List Price Received* | 97.4%     | <b>98.9%</b>     | + 1.5%         | 102.9%            | <b>99.5%</b>     | - 3.3%         |
| Percent of List Price Received*          | 99.3%     | <b>99.8%</b>     | + 0.5%         | 102.8%            | <b>100.3%</b>    | - 2.4%         |
| Inventory of Homes for Sale              | 705       | <b>495</b>       | - 29.8%        | --                | --               | --             |
| Months Supply of Inventory               | 1.8       | <b>1.8</b>       | 0.0%           | --                | --               | --             |

\* 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

