

# Monthly Indicators

## October 2024

U.S. existing-home sales unexpectedly slipped 1.0% month-over-month and 3.5% year-over-year to a seasonally adjusted annual rate of 3.84 million, the lowest level in more than a decade, according to the National Association of REALTORS® (NAR). Prospective buyers have pulled back in recent months, despite lower mortgage rates and more home choices compared to the same time last year.

Closed Sales increased 11.7 percent for Detached homes but decreased 12.9 percent for Attached homes. Pending Sales increased 13.6 percent for Detached homes and 2.2 percent for Attached homes.

The Median Sales Price was up 0.7 percent to \$1,157,500 for Detached homes and 6.5 percent to \$775,000 for Attached homes. Days on Market increased 15.4 percent for Detached homes and 63.2 percent for Attached homes. Supply increased 13.0 percent for Detached homes and 25.0 percent for Attached homes.

There were 1.39 million homes for sale heading into October, a 1.5% increase from the previous month and a 23% increase from the same period last year, for a 4.3-month supply at the current sales pace, according to NAR. Even with improving supply and the slower sales pace, home prices have continued to rise nationwide, with NAR reporting a median existing-home price of \$404,500 as of last measure, a 3% increase from one year ago.

## Monthly Snapshot

**\$1,157,500**    **\$775,000**    **\$990,000**

Median Sales Price  
Detached Homes

Median Sales Price  
Attached Homes

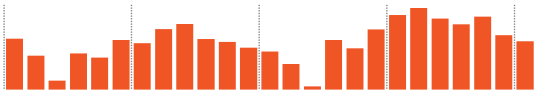

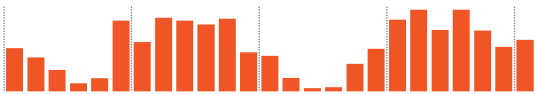
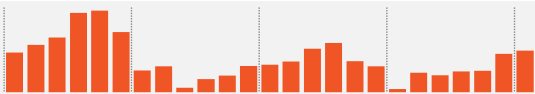

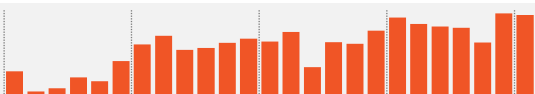



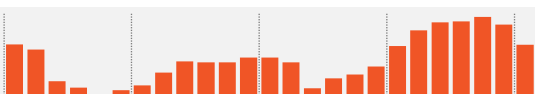



Median Sales Price  
All Properties Combined

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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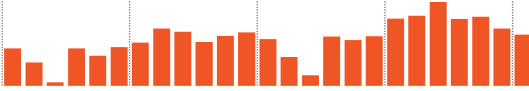
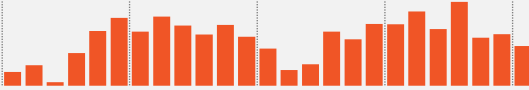
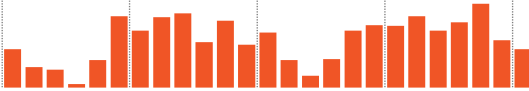

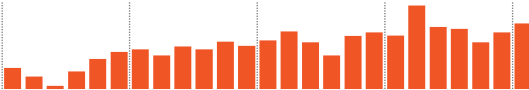
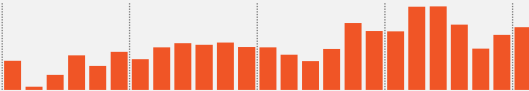
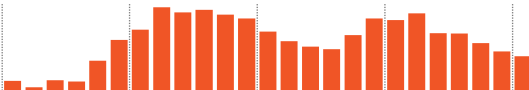

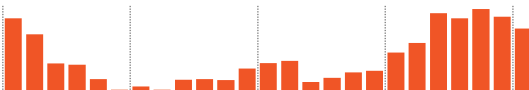




# Single-Family Detached Activity Overview

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			10-2023	10-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	10-2022	10-2023	10-2024						
<b>New Listings</b>				673	<b>772</b>	+ 14.7%	7,576	<b>9,023</b>	+ 19.1%
<b>Pending Sales</b>				499	<b>567</b>	+ 13.6%	5,913	<b>6,152</b>	+ 4.0%
<b>Closed Sales</b>				531	<b>593</b>	+ 11.7%	5,872	<b>5,981</b>	+ 1.9%
<b>Days on Market</b>				26	<b>30</b>	+ 15.4%	27	<b>25</b>	- 7.4%
<b>Median Sales Price</b>				\$1,150,000	<b>\$1,157,500</b>	+ 0.7%	\$1,060,000	<b>\$1,179,000</b>	+ 11.2%
<b>Average Sales Price</b>				\$1,486,937	<b>\$1,612,787</b>	+ 8.5%	\$1,444,280	<b>\$1,553,677</b>	+ 7.6%
<b>Pct. of Orig. Price Received</b>				98.0%	<b>97.0%</b>	- 1.0%	98.7%	<b>98.9%</b>	+ 0.2%
<b>Housing Affordability Index</b>				22	<b>24</b>	+ 9.1%	24	<b>24</b>	0.0%
<b>Inventory of Homes for Sale</b>				1,319	<b>1,474</b>	+ 11.8%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>				2.3	<b>2.6</b>	+ 13.0%	--	<b>--</b>	--

# Single-Family Attached Activity Overview

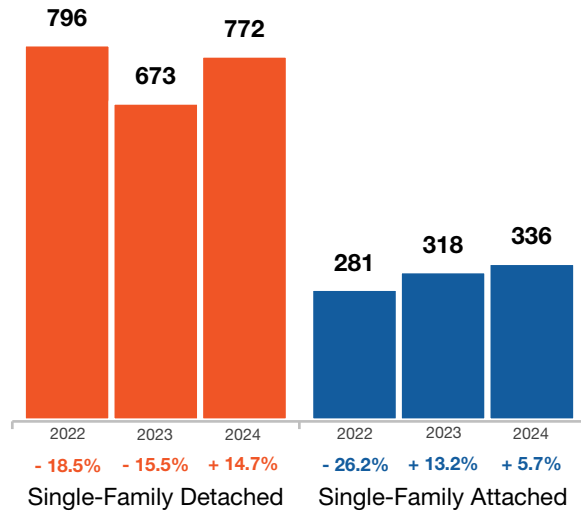
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			10-2023	10-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	10-2022	10-2023	10-2024						
New Listings				318	<b>336</b>	+ 5.7%	3,131	<b>3,742</b>	+ 19.5%
Pending Sales				224	<b>229</b>	+ 2.2%	2,561	<b>2,641</b>	+ 3.1%
Closed Sales				256	<b>223</b>	- 12.9%	2,490	<b>2,608</b>	+ 4.7%
Days on Market				19	<b>31</b>	+ 63.2%	23	<b>24</b>	+ 4.3%
Median Sales Price				\$727,450	<b>\$775,000</b>	+ 6.5%	\$699,000	<b>\$750,000</b>	+ 7.3%
Average Sales Price				\$811,593	<b>\$879,219</b>	+ 8.3%	\$803,337	<b>\$876,783</b>	+ 9.1%
Pct. of Orig. Price Received				99.4%	<b>97.6%</b>	- 1.8%	99.6%	<b>99.1%</b>	- 0.5%
Housing Affordability Index				34	<b>36</b>	+ 5.9%	36	<b>37</b>	+ 2.8%
Inventory of Homes for Sale				487	<b>627</b>	+ 28.7%	--	<b>--</b>	--
Months Supply of Inventory				2.0	<b>2.5</b>	+ 25.0%	--	<b>--</b>	--

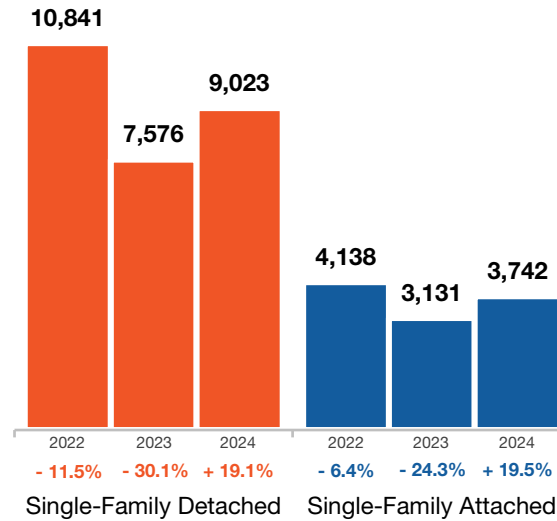
# New Listings

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

## October

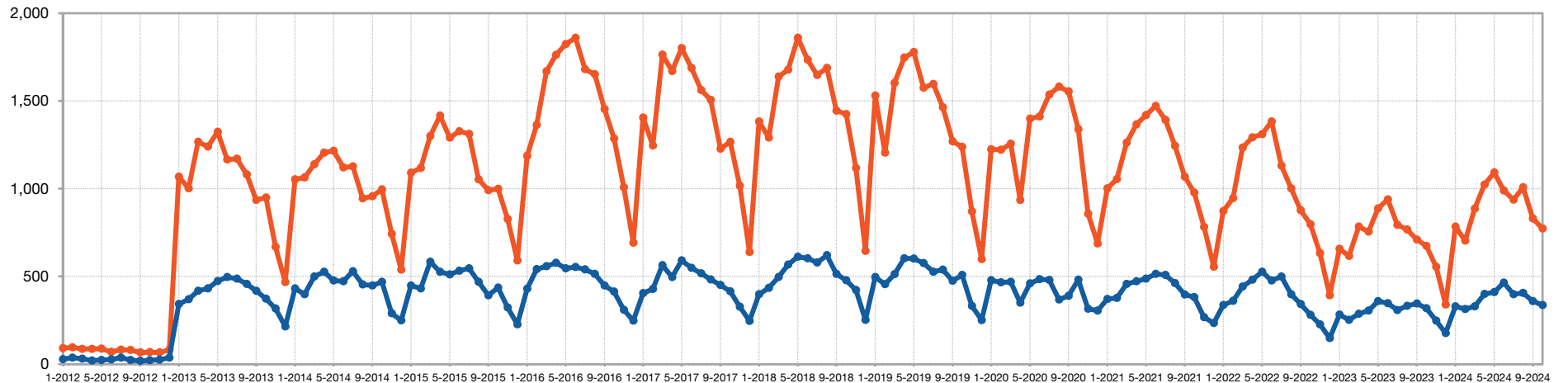


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Nov-2023	554	-12.5%	247	+9.3%
Dec-2023	339	-13.5%	176	+18.9%
Jan-2024	783	+19.4%	328	+16.3%
Feb-2024	703	+14.1%	314	+24.6%
Mar-2024	886	+13.2%	329	+15.0%
Apr-2024	1,023	+35.7%	399	+31.3%
May-2024	1,092	+23.1%	410	+14.2%
Jun-2024	990	+5.5%	464	+33.7%
Jul-2024	936	+18.0%	397	+29.3%
Aug-2024	1,008	+31.6%	406	+22.7%
Sep-2024	830	+16.9%	359	+4.1%
<b>Oct-2024</b>	<b>772</b>	<b>+14.7%</b>	<b>336</b>	<b>+5.7%</b>
12-Month Avg	826	+15.3%	347	+18.8%

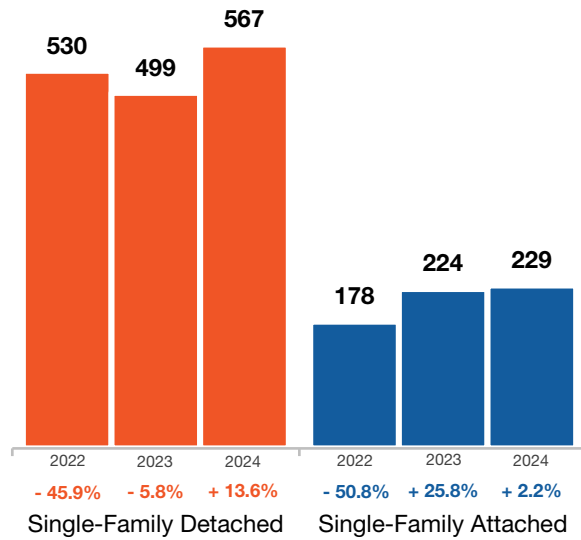
## Historical New Listings by Month



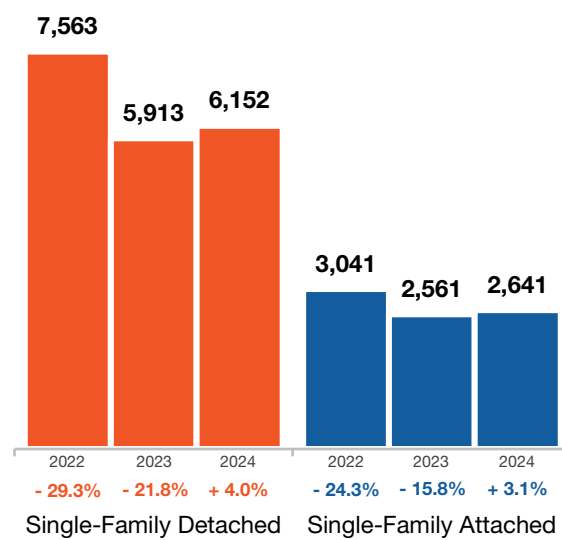
# Pending Sales

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

## October

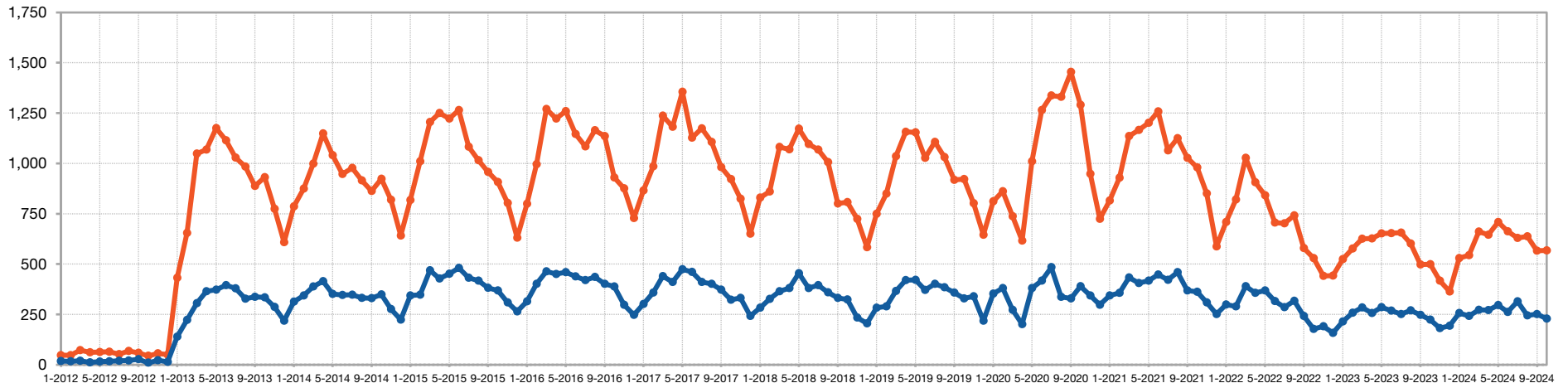


## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Nov-2023	417	-5.4%	182	-4.7%
Dec-2023	363	-17.9%	193	+22.2%
Jan-2024	530	+1.1%	257	+19.5%
Feb-2024	544	-5.7%	242	-6.2%
Mar-2024	661	+5.8%	272	-4.2%
Apr-2024	646	+3.0%	271	+5.4%
May-2024	709	+8.7%	296	+3.5%
Jun-2024	662	+1.4%	262	-2.6%
Jul-2024	630	-4.0%	315	+25.5%
Aug-2024	637	+5.8%	245	-9.3%
Sep-2024	566	+13.7%	252	+2.0%
<b>Oct-2024</b>	<b>567</b>	<b>+13.6%</b>	<b>229</b>	<b>+2.2%</b>
12-Month Avg	566	+2.0%	243	+3.6%

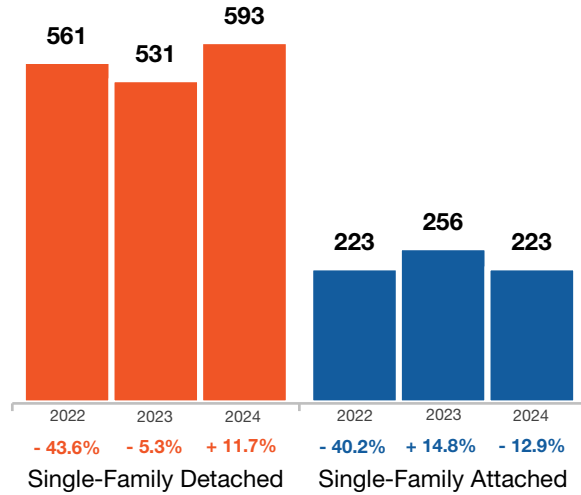
## Historical Pending Sales by Month



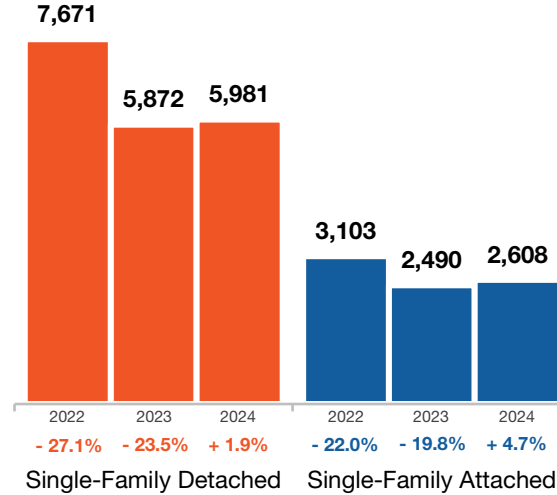
# Closed Sales

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

## October

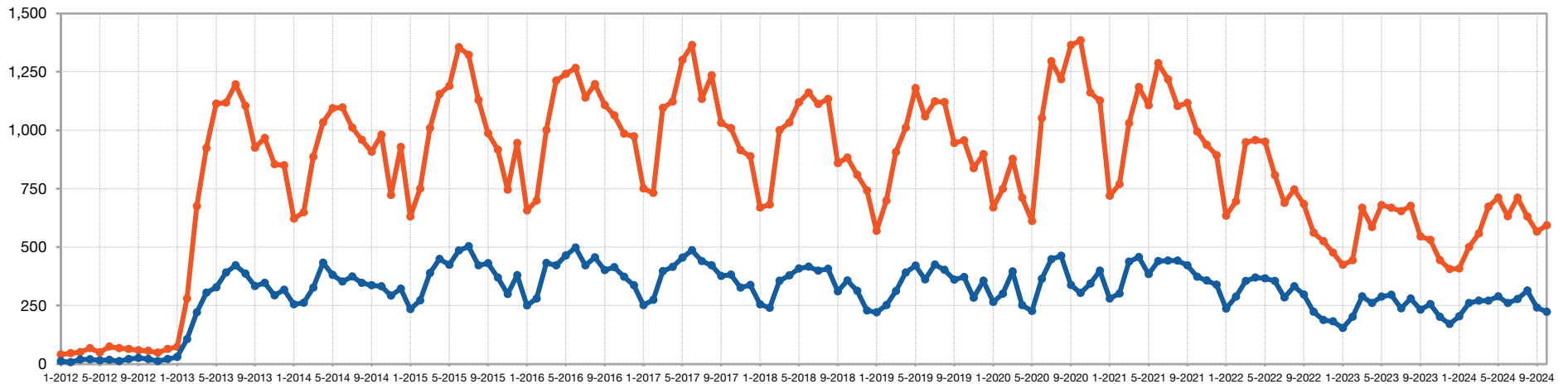


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Nov-2023	444	-15.4%	201	+7.5%
Dec-2023	405	-14.9%	170	-6.6%
Jan-2024	408	-3.8%	203	+32.7%
Feb-2024	500	+12.9%	260	+29.4%
Mar-2024	558	-16.5%	271	-6.2%
Apr-2024	672	+14.9%	270	+3.8%
May-2024	711	+4.7%	289	+0.7%
Jun-2024	632	-5.4%	260	-11.9%
Jul-2024	711	+8.9%	277	+16.9%
Aug-2024	630	-6.8%	314	+12.1%
Sep-2024	566	+3.9%	241	+3.9%
<b>Oct-2024</b>	<b>593</b>	<b>+11.7%</b>	<b>223</b>	<b>-12.9%</b>
12-Month Avg	573	-0.6%	238	+4.2%

## Historical Closed Sales by Month

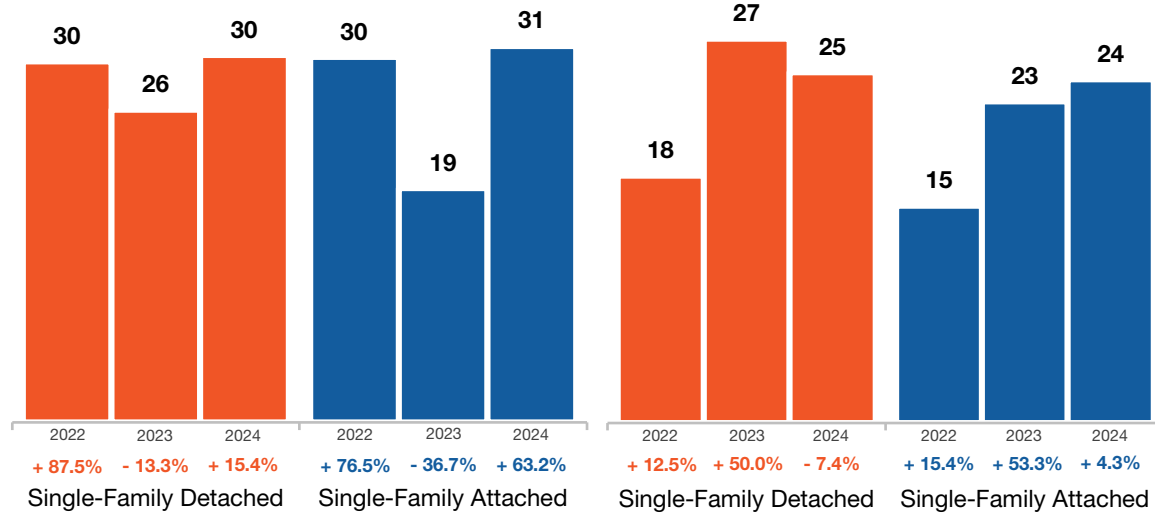


# Days on Market Until Sale

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

## October

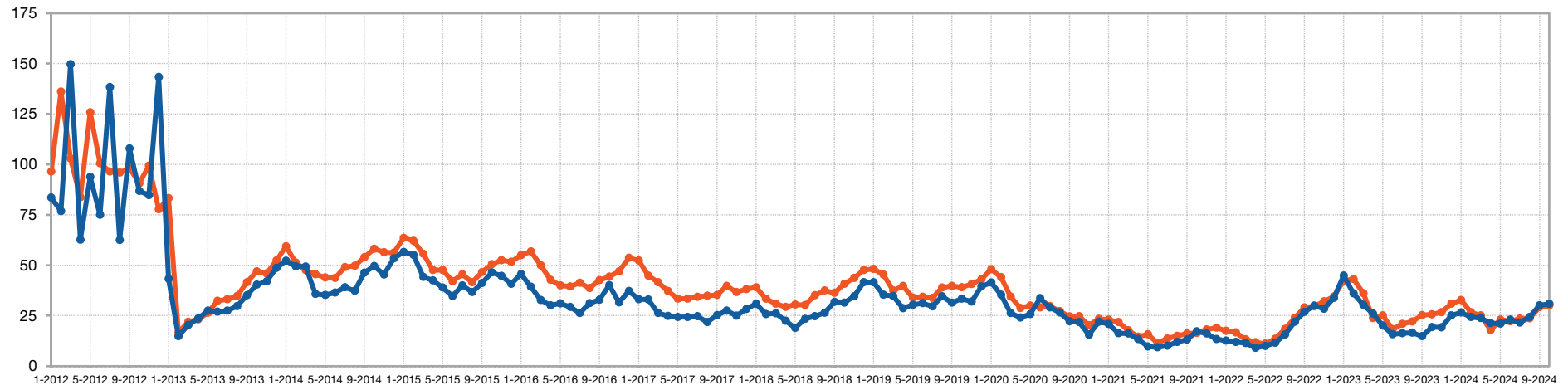
## Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Nov-2023	27	-15.6%	19	-32.1%
Dec-2023	31	-8.8%	25	-26.5%
Jan-2024	33	-21.4%	26	-42.2%
Feb-2024	27	-37.2%	24	-33.3%
Mar-2024	25	-30.6%	24	-20.0%
Apr-2024	18	-25.0%	21	-19.2%
May-2024	23	-8.0%	21	+5.0%
Jun-2024	22	+22.2%	23	+43.8%
Jul-2024	23	+9.5%	22	+37.5%
Aug-2024	24	+9.1%	24	+41.2%
Sep-2024	29	+16.0%	30	+100.0%
<b>Oct-2024</b>	<b>30</b>	<b>+15.4%</b>	<b>31</b>	<b>+63.2%</b>
12-Month Avg*	28	-9.9%	24	+0.8%

\* Days on Market for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

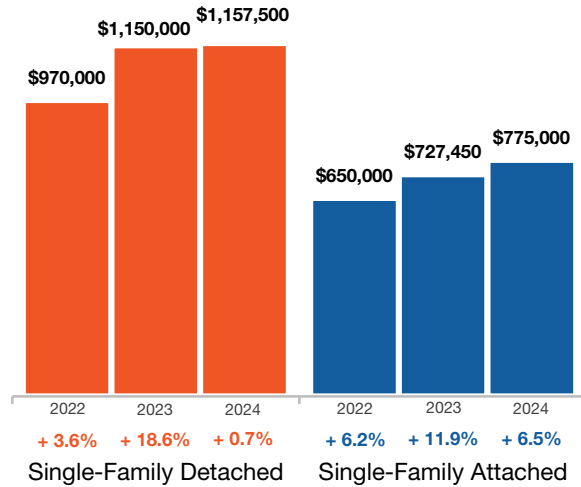
## Historical Days on Market Until Sale by Month



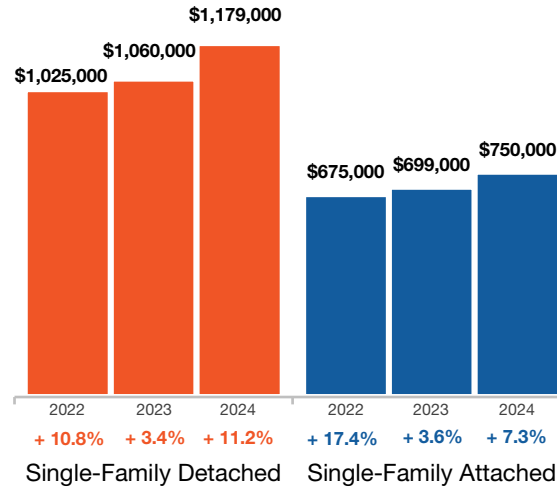
# Median Sales Price

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

## October



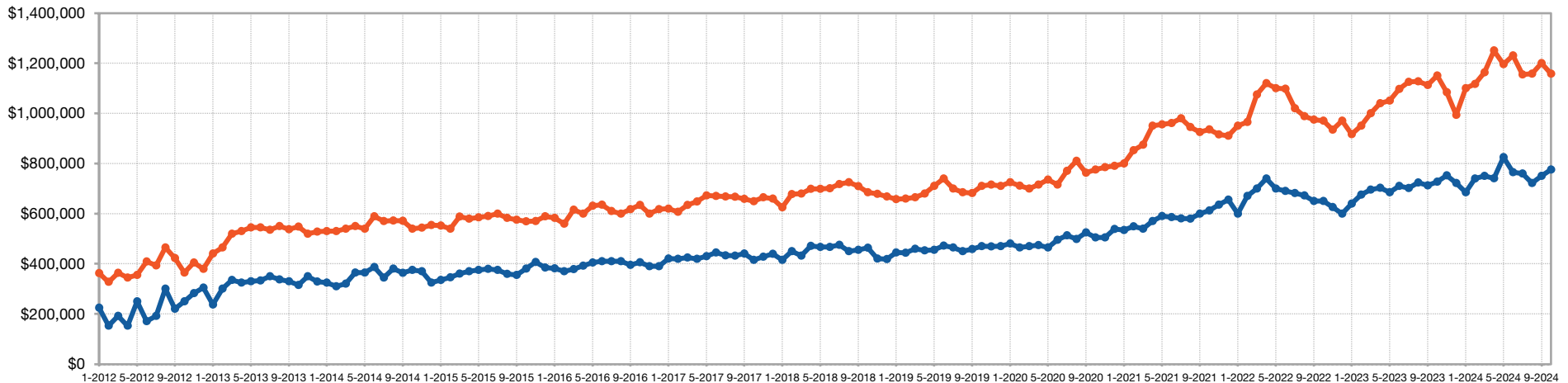
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Nov-2023	\$1,084,500	+16.0%	\$752,000	+20.2%
Dec-2023	\$994,000	+2.5%	\$721,515	+20.3%
Jan-2024	\$1,100,000	+20.1%	\$685,000	+7.0%
Feb-2024	\$1,117,000	+17.6%	\$740,000	+9.6%
Mar-2024	\$1,163,500	+16.4%	\$749,990	+7.9%
Apr-2024	\$1,250,000	+20.2%	\$740,500	+5.4%
May-2024	\$1,195,599	+13.9%	\$825,000	+20.4%
Jun-2024	\$1,230,000	+12.1%	\$765,000	+7.7%
Jul-2024	\$1,155,000	+2.7%	\$760,000	+8.3%
Aug-2024	\$1,158,000	+2.7%	\$722,000	-0.2%
Sep-2024	\$1,200,000	+7.8%	\$750,000	+5.3%
<b>Oct-2024</b>	<b>\$1,157,500</b>	<b>+0.7%</b>	<b>\$775,000</b>	<b>+6.5%</b>
12-Month Avg*	\$1,050,000	+10.5%	\$688,000	+9.0%

\* Median Sales Price for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

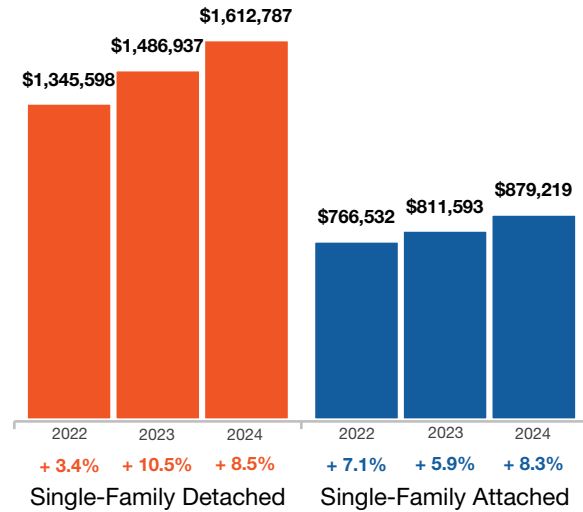




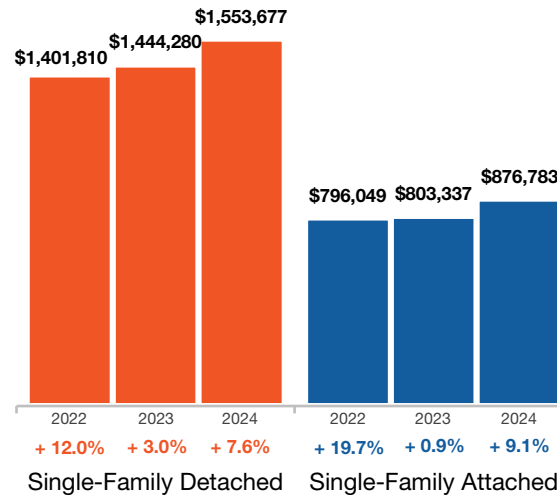
# Average Sales Price

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

## October



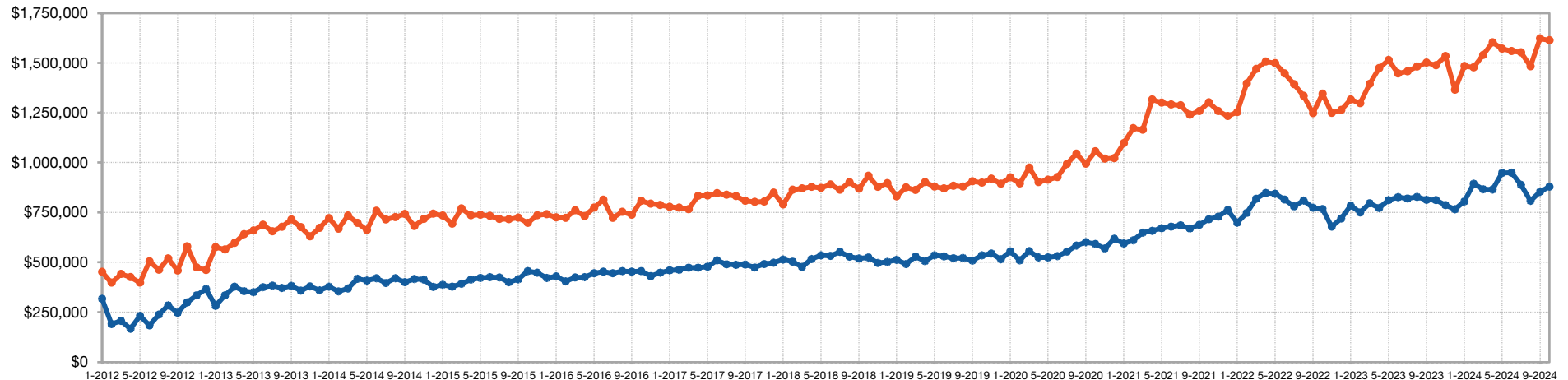
## Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Nov-2023	\$1,533,124	+22.8%	\$786,919	+15.9%
Dec-2023	\$1,364,518	+8.0%	\$765,133	+6.4%
Jan-2024	\$1,484,026	+12.7%	\$805,822	+2.7%
Feb-2024	\$1,476,331	+13.8%	\$893,508	+19.2%
Mar-2024	\$1,538,988	+10.4%	\$866,548	+8.9%
Apr-2024	\$1,601,854	+8.8%	\$865,241	+12.1%
May-2024	\$1,571,259	+3.7%	\$948,305	+16.9%
Jun-2024	\$1,558,544	+7.7%	\$949,462	+15.0%
Jul-2024	\$1,552,111	+6.5%	\$888,441	+8.3%
Aug-2024	\$1,482,200	+0.1%	\$807,662	-2.4%
Sep-2024	\$1,621,432	+8.0%	\$853,081	+5.0%
<b>Oct-2024</b>	<b>\$1,612,787</b>	<b>+8.5%</b>	<b>\$879,219</b>	<b>+8.3%</b>
12-Month Avg*	\$1,533,098	+8.8%	\$859,112	+9.4%

\* Avg. Sales Price for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

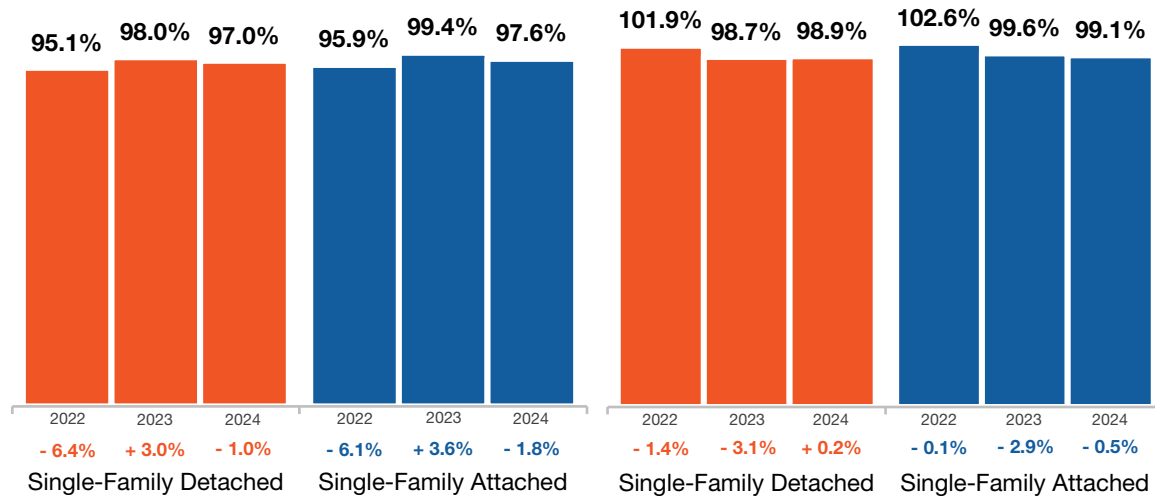


# Percent of Original List Price Received

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.

## October

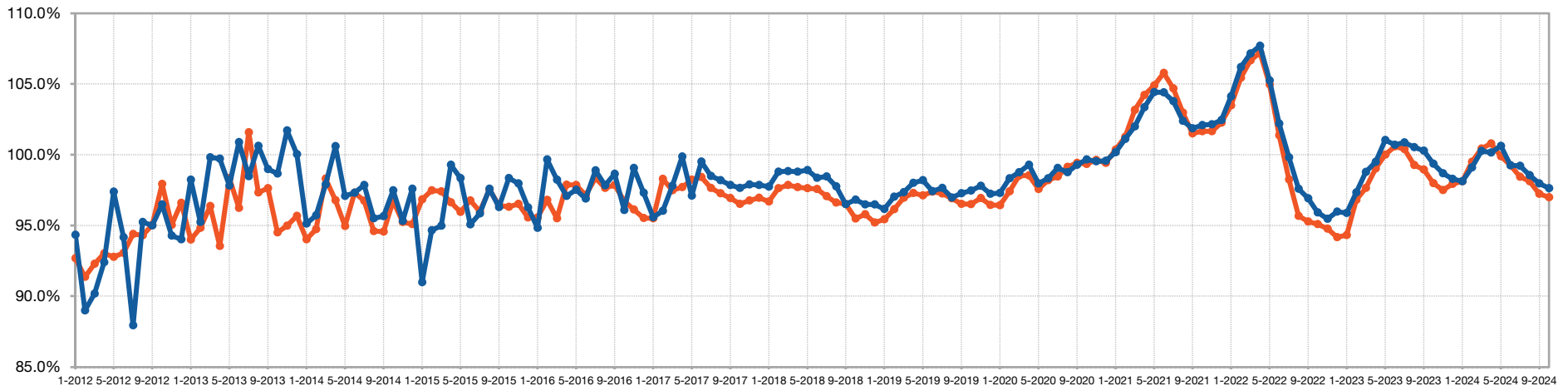
## Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Nov-2023	97.5%	+2.8%	98.7%	+3.4%
Dec-2023	97.9%	+3.9%	98.3%	+2.4%
Jan-2024	98.1%	+4.0%	98.1%	+2.3%
Feb-2024	99.5%	+2.8%	99.1%	+1.8%
Mar-2024	100.4%	+2.9%	100.3%	+1.5%
Apr-2024	100.8%	+1.8%	100.1%	+0.6%
May-2024	99.9%	-0.1%	100.6%	-0.4%
Jun-2024	99.2%	-1.4%	99.2%	-1.5%
Jul-2024	98.4%	-2.0%	99.2%	-1.7%
Aug-2024	98.1%	-1.2%	98.5%	-2.0%
Sep-2024	97.2%	-1.7%	98.0%	-2.3%
<b>Oct-2024</b>	<b>97.0%</b>	<b>-1.0%</b>	<b>97.6%</b>	<b>-1.8%</b>
12-Month Avg*	98.7%	+0.7%	99.0%	-0.1%

\* Pct. of Orig. Price Received for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

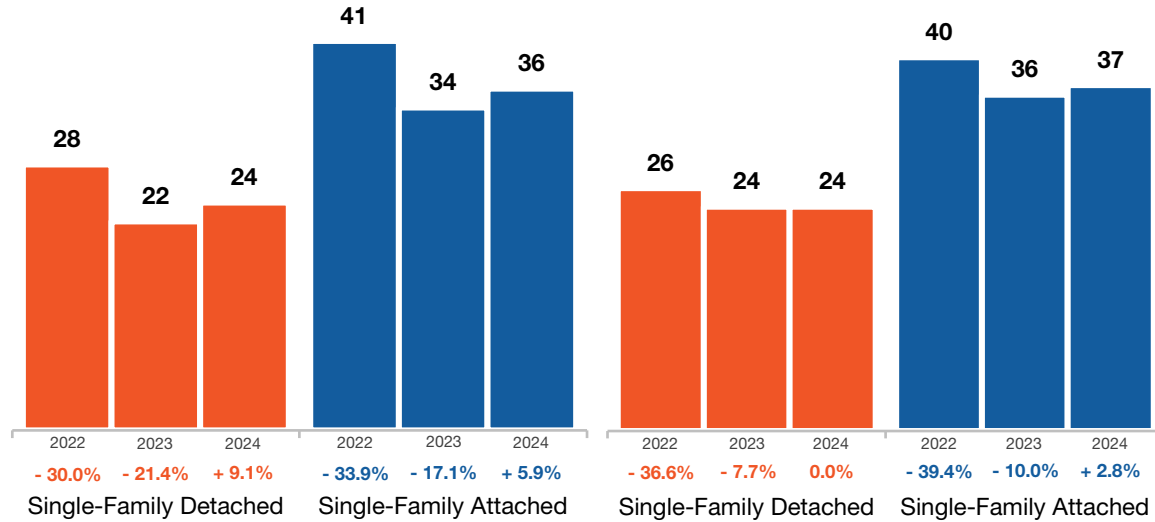


# Housing Affordability Index

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.

## October

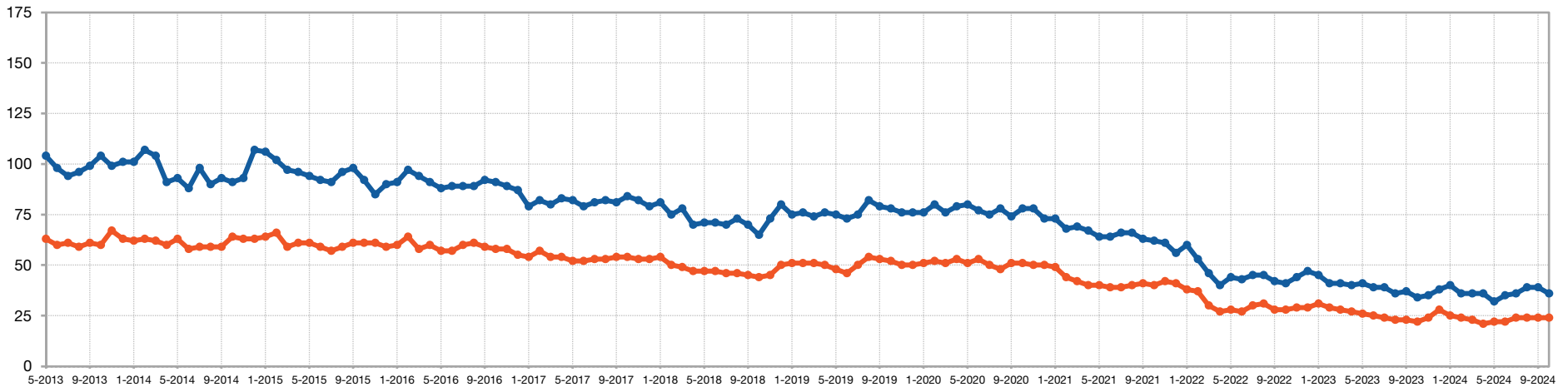
## Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Nov-2023	24	-17.2%	35	-20.5%
Dec-2023	28	-3.4%	38	-19.1%
Jan-2024	25	-19.4%	40	-11.1%
Feb-2024	24	-17.2%	36	-12.2%
Mar-2024	23	-17.9%	36	-12.2%
Apr-2024	21	-22.2%	36	-10.0%
May-2024	22	-15.4%	32	-22.0%
Jun-2024	22	-12.0%	35	-10.3%
Jul-2024	24	0.0%	36	-7.7%
Aug-2024	24	+4.3%	39	+8.3%
Sep-2024	24	+4.3%	39	+5.4%
<b>Oct-2024</b>	<b>24</b>	<b>+9.1%</b>	<b>36</b>	<b>+5.9%</b>
12-Month Avg*	24	0.0%	37	+1.8%

\* Affordability Index for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

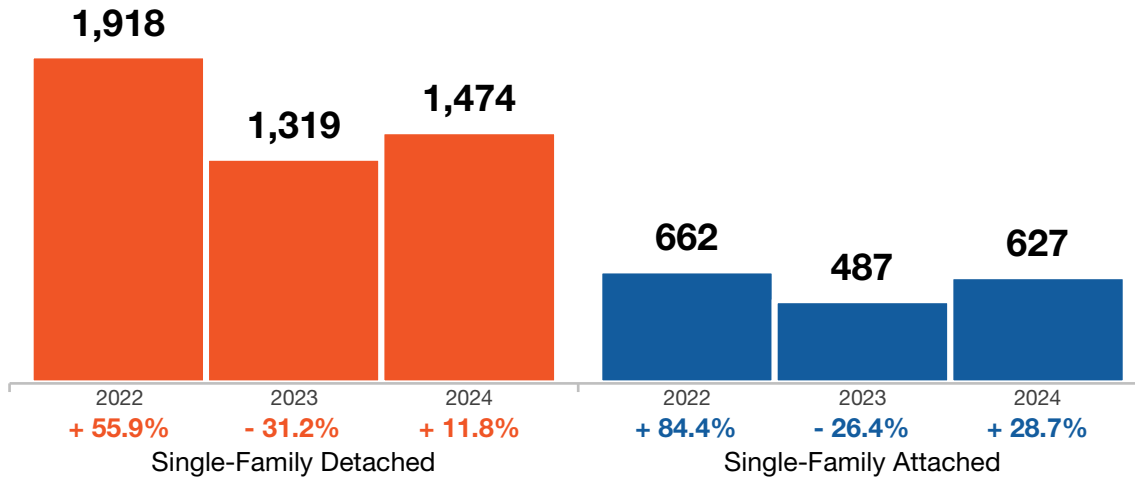
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

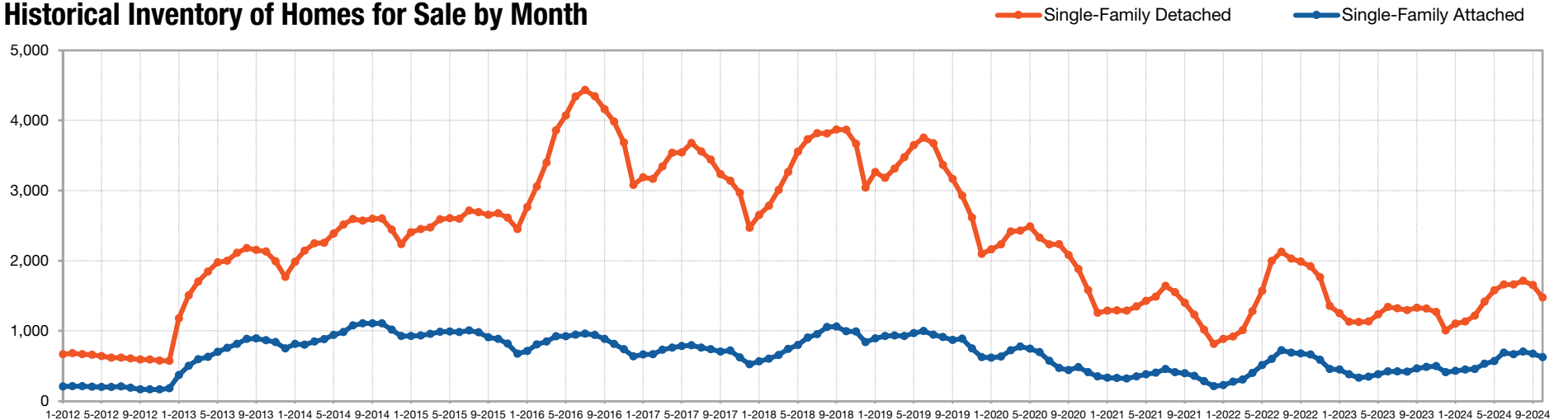
The number of properties available for sale in active status at the end of a given month.

## October



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Nov-2023	1,268	-28.2%	497	-15.6%
Dec-2023	1,006	-25.9%	411	-9.7%
Jan-2024	1,102	-11.8%	428	-4.5%
Feb-2024	1,134	+0.4%	450	+17.8%
Mar-2024	1,215	+7.8%	457	+37.2%
Apr-2024	1,416	+24.9%	530	+52.3%
May-2024	1,578	+27.8%	569	+49.7%
Jun-2024	1,659	+23.9%	689	+63.7%
Jul-2024	1,660	+25.6%	668	+57.9%
Aug-2024	1,714	+32.3%	705	+68.3%
Sep-2024	1,654	+24.6%	674	+44.9%
<b>Oct-2024</b>	<b>1,474</b>	<b>+11.8%</b>	<b>627</b>	<b>+28.7%</b>
12-Month Avg	1,300	+8.2%	429	+30.2%

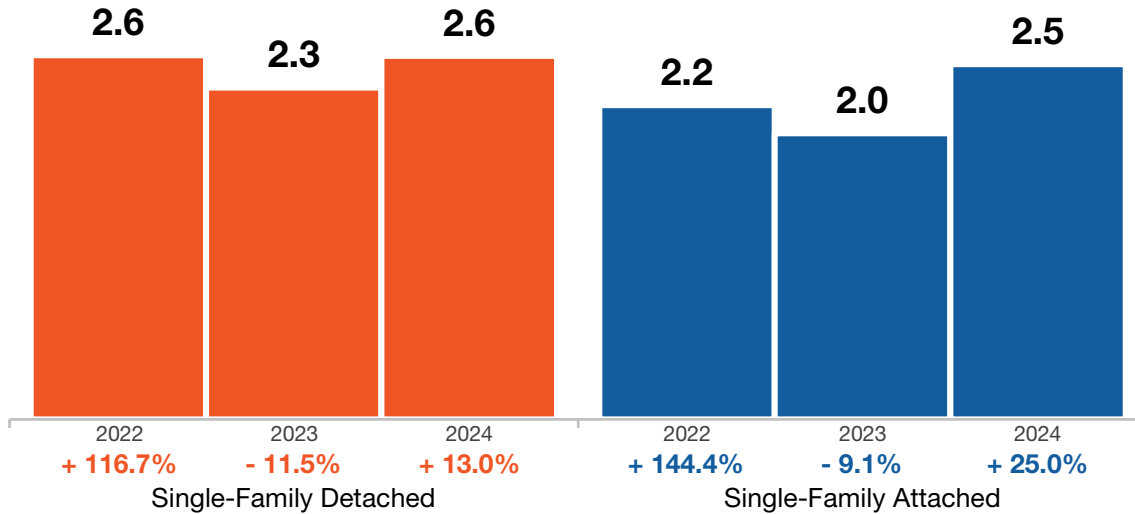
## Historical Inventory of Homes for Sale by Month



# 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.

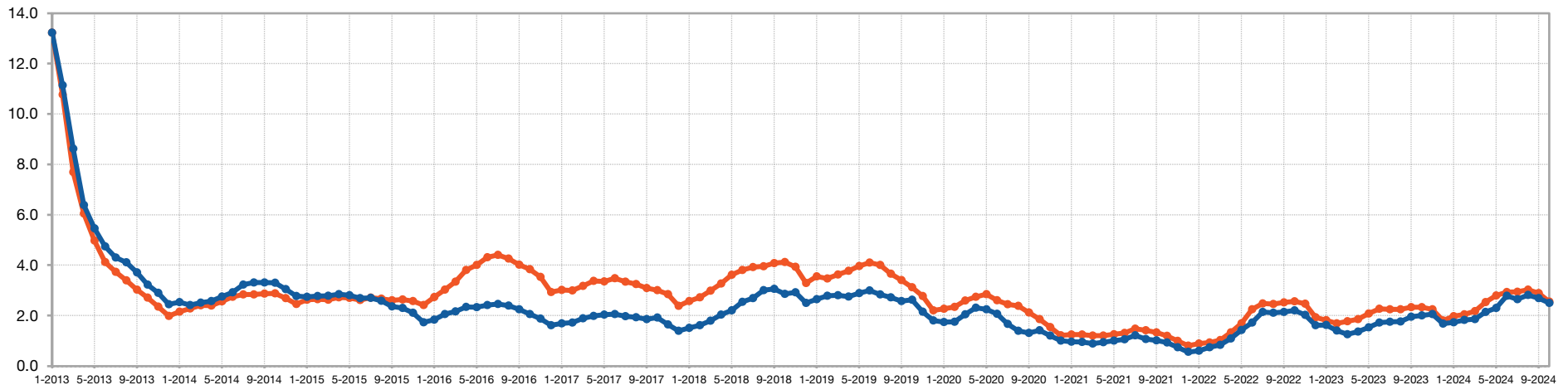
## October



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Nov-2023	2.2	-12.0%	2.1	+5.0%
Dec-2023	1.8	-5.3%	1.7	+6.3%
Jan-2024	2.0	+11.1%	1.7	+6.3%
Feb-2024	2.0	+17.6%	1.8	+28.6%
Mar-2024	2.2	+22.2%	1.9	+46.2%
Apr-2024	2.5	+31.6%	2.1	+50.0%
May-2024	2.8	+33.3%	2.3	+53.3%
Jun-2024	2.9	+26.1%	2.8	+64.7%
Jul-2024	2.9	+26.1%	2.6	+52.9%
Aug-2024	3.0	+30.4%	2.8	+55.6%
Sep-2024	2.9	+26.1%	2.7	+42.1%
<b>Oct-2024</b>	<b>2.6</b>	<b>+13.0%</b>	<b>2.5</b>	<b>+25.0%</b>
12-Month Avg*	2.1	+19.5%	1.7	+35.1%

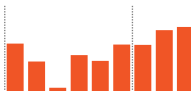

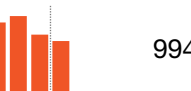
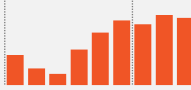



















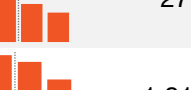





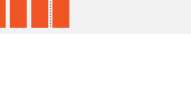
\* Months Supply for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## 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			10-2023	10-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	10-2022	10-2023	10-2024						
New Listings				994	<b>1,113</b>	+ 12.0%	10,741	<b>12,809</b>	+ 19.3%
Pending Sales				726	<b>800</b>	+ 10.2%	8,496	<b>8,822</b>	+ 3.8%
Closed Sales				790	<b>820</b>	+ 3.8%	8,382	<b>8,617</b>	+ 2.8%
Days on Market				24	<b>30</b>	+ 25.0%	26	<b>25</b>	- 3.8%
Median Sales Price				\$936,250	<b>\$990,000</b>	+ 5.7%	\$925,000	<b>\$999,500</b>	+ 8.1%
Average Sales Price				\$1,272,365	<b>\$1,409,686</b>	+ 10.8%	\$1,255,813	<b>\$1,347,624</b>	+ 7.3%
Pct. of Orig. Price Received				98.4%	<b>97.1%</b>	- 1.3%	99.0%	<b>99.0%</b>	0.0%
Housing Affordability Index				27	<b>28</b>	+ 3.7%	27	<b>28</b>	+ 3.7%
Inventory of Homes for Sale				1,816	<b>2,116</b>	+ 16.5%	--	--	--
Months Supply of Inventory				2.2	<b>2.5</b>	+ 13.6%	--	--	--