

Monthly Indicators

North San Diego County
Association of REALTORS®



March 2016

Negative housing headlines should be read with calm or skepticism, not alarm. National housing trends, like the steady rise in home prices and decline in inventory, should certainly be observed with care, but tracking wider economic conditions is also necessary. Buyers want to get into the market, but unlike the rising-price sales environment of ten years ago, people are not diving headlong into risky mortgages or uncomfortable situations. This carefulness should be celebrated, not feared.

Closed Sales decreased 8.8 percent for Detached homes but increased 1.3 percent for Attached homes. Pending Sales increased 6.7 percent for Detached homes and 5.7 percent for Attached homes.

The Median Sales Price was up 6.6 percent to \$650,000 for Detached homes and 0.7 percent to \$369,900 for Attached homes. Days on Market decreased 18.8 percent for Detached homes and 24.3 percent for Attached homes. Supply decreased 19.4 percent for Detached homes and 39.1 percent for Attached homes.

Employment figures are positive, wages are going up and employers are hiring. Consumers are holding for the right deal, even in the face of extremely low mortgage rates. As seller and builder confidence increases, we should see more activity in Q2 2016. The second quarter tends to rank as the best time to list a home for sale. But if inventory stays low, it will be difficult to sustain sales increases in year-over-year comparisons. Prices are seemingly not so high as to stall the market completely. Demand is present but an abundance of choice is not, and therein lies the rub.

Monthly Snapshot

\$650,000 **\$369,900** **\$537,000**

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 Association of 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

North San Diego County
Association of REALTORS®



HOMEDEX

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 | | | 3-2015 | 3-2016 | Percent Change | YTD 2015 | YTD 2016 | Percent Change |
|-------------------------------------|----------------------|---------|---------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 03-2014 | 03-2015 | 03-2016 | | | | | | |
| New Listings | | | | 1,518 | 1,531 | + 0.9% | 4,122 | 4,084 | - 0.9% |
| Pending Sales | | | | 1,117 | 1,192 | + 6.7% | 2,788 | 2,826 | + 1.4% |
| Closed Sales | | | | 917 | 836 | - 8.8% | 2,175 | 2,041 | - 6.2% |
| Days on Market | | | | 48 | 39 | - 18.8% | 52 | 44 | - 15.4% |
| Median Sales Price | | | | \$610,000 | \$650,000 | + 6.6% | \$580,000 | \$610,000 | + 5.2% |
| Average Sales Price | | | | \$788,416 | \$805,569 | + 2.2% | \$760,952 | \$777,432 | + 2.2% |
| Pct. of Orig. Price Received | | | | 96.4% | 96.9% | + 0.5% | 95.8% | 96.5% | + 0.7% |
| Housing Affordability Index | | | | 57 | 54 | - 5.3% | 60 | 58 | - 3.3% |
| Inventory of Homes for Sale | | | | 2,675 | 2,303 | - 13.9% | -- | -- | -- |
| Months Supply of Inventory | | | | 3.1 | 2.5 | - 19.4% | -- | -- | -- |

Single-Family Attached Activity Overview

North San Diego County
Association of REALTORS®



HOMEDEX

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

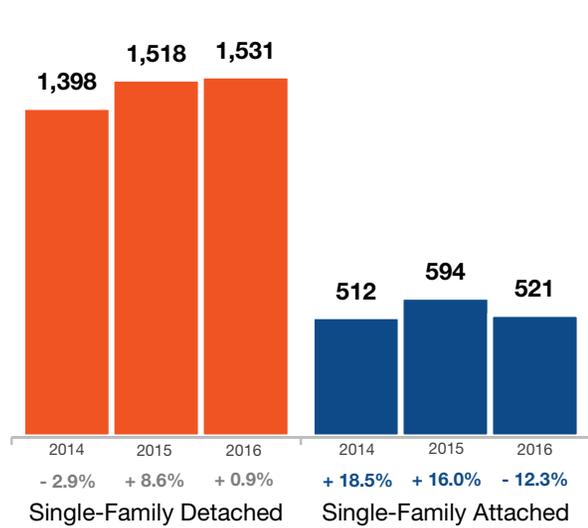
| Key Metrics | Historical Sparkbars | | | 3-2015 | 3-2016 | Percent Change | YTD 2015 | YTD 2016 | Percent Change |
|-------------------------------------|----------------------|---------|---------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 03-2014 | 03-2015 | 03-2016 | | | | | | |
| New Listings | | | | 594 | 521 | - 12.3% | 1,494 | 1,483 | - 0.7% |
| Pending Sales | | | | 453 | 479 | + 5.7% | 1,121 | 1,189 | + 6.1% |
| Closed Sales | | | | 372 | 377 | + 1.3% | 859 | 885 | + 3.0% |
| Days on Market | | | | 37 | 28 | - 24.3% | 43 | 32 | - 25.6% |
| Median Sales Price | | | | \$367,250 | \$369,900 | + 0.7% | \$350,000 | \$370,000 | + 5.7% |
| Average Sales Price | | | | \$400,160 | \$419,481 | + 4.8% | \$391,348 | \$418,037 | + 6.8% |
| Pct. of Orig. Price Received | | | | 96.9% | 98.2% | + 1.3% | 96.3% | 97.5% | + 1.2% |
| Housing Affordability Index | | | | 95 | 96 | + 1.1% | 100 | 96 | - 4.0% |
| Inventory of Homes for Sale | | | | 790 | 545 | - 31.0% | -- | -- | -- |
| Months Supply of Inventory | | | | 2.3 | 1.4 | - 39.1% | -- | -- | -- |

New Listings

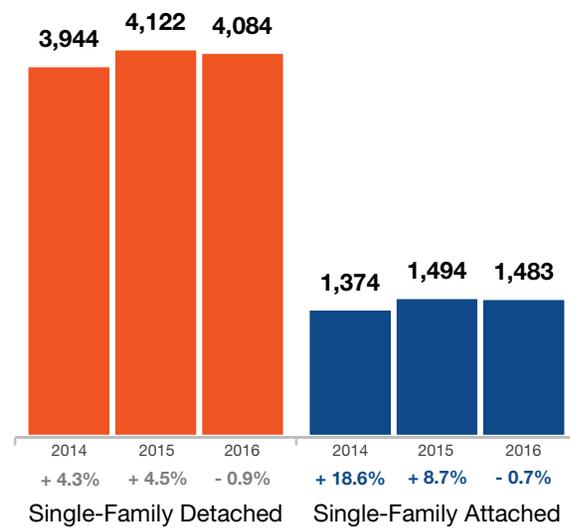
A count of the properties that have been newly listed on the market in a given month.



March

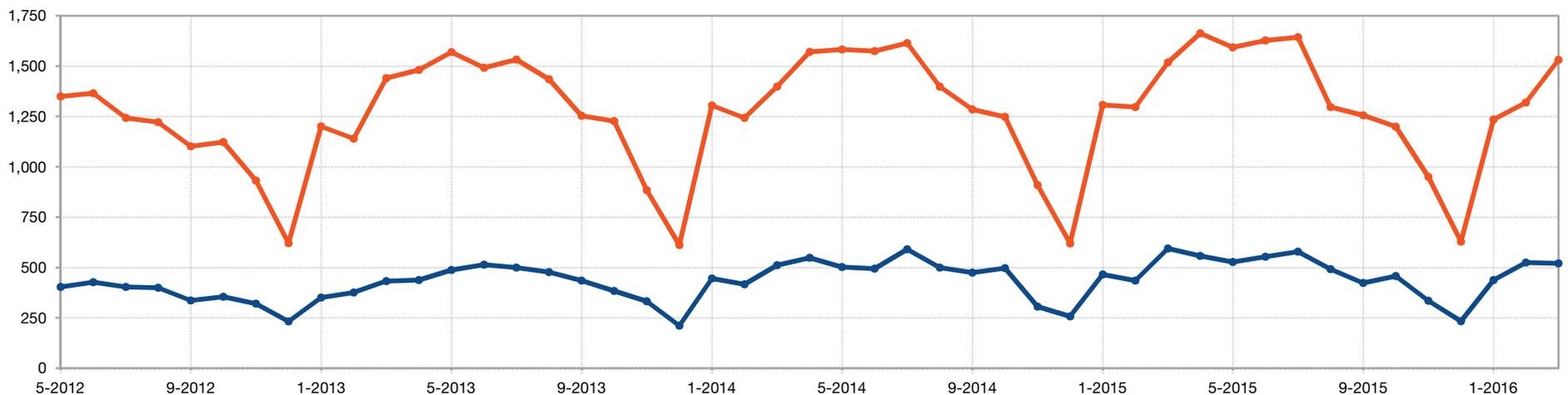


Year to Date



| New Listings | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Apr-2015 | 1,663 | +5.9% | 557 | +1.6% |
| May-2015 | 1,593 | +0.6% | 527 | +5.0% |
| Jun-2015 | 1,627 | +3.3% | 553 | +11.9% |
| Jul-2015 | 1,643 | +1.8% | 579 | -2.0% |
| Aug-2015 | 1,297 | -7.2% | 491 | -1.8% |
| Sep-2015 | 1,256 | -2.3% | 423 | -10.9% |
| Oct-2015 | 1,199 | -3.9% | 457 | -8.0% |
| Nov-2015 | 950 | +4.5% | 335 | +9.5% |
| Dec-2015 | 628 | +1.3% | 234 | -8.9% |
| Jan-2016 | 1,234 | -5.6% | 437 | -6.0% |
| Feb-2016 | 1,319 | +1.7% | 525 | +20.7% |
| Mar-2016 | 1,531 | +0.9% | 521 | -12.3% |
| 12-Month Avg | 1,328 | +0.1% | 470 | -0.4% |

Historical New Listings by Month

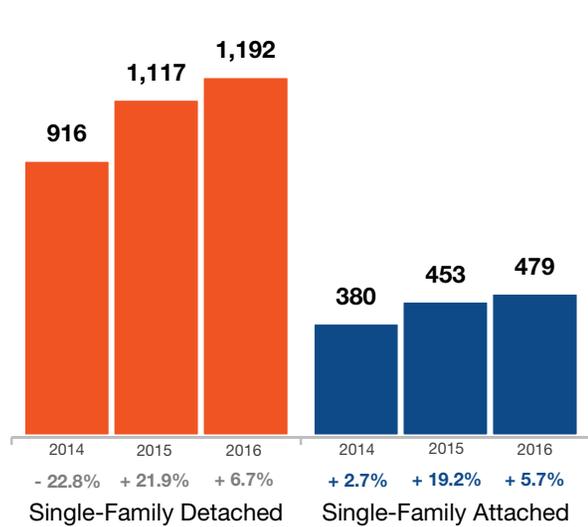


Pending Sales

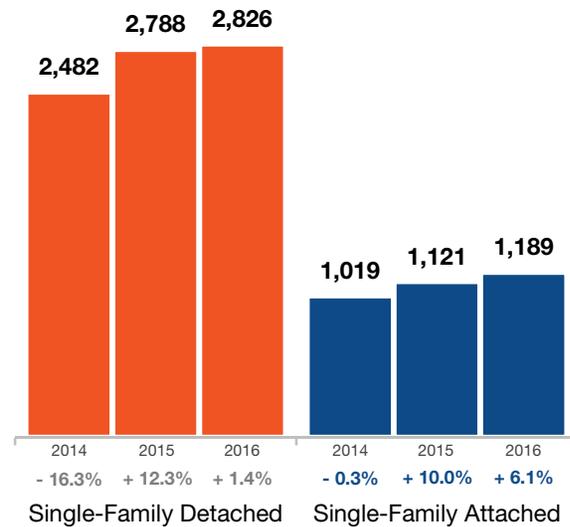
A count of the properties on which offers have been accepted in a given month.



March

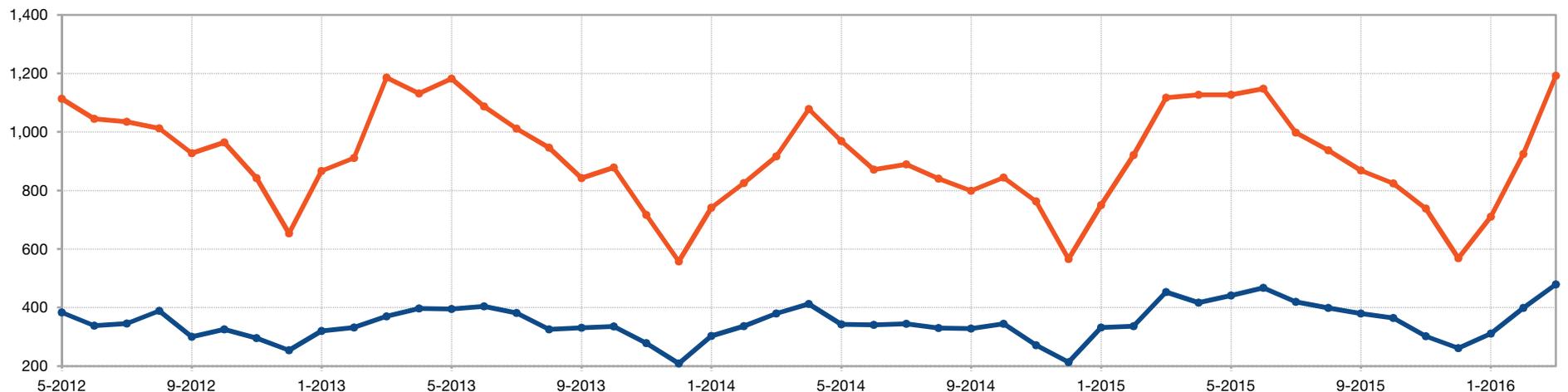


Year to Date



| Pending Sales | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Apr-2015 | 1,127 | +4.5% | 417 | +1.2% |
| May-2015 | 1,127 | +16.3% | 441 | +28.6% |
| Jun-2015 | 1,148 | +31.8% | 467 | +37.0% |
| Jul-2015 | 998 | +12.3% | 419 | +21.8% |
| Aug-2015 | 937 | +11.5% | 399 | +20.9% |
| Sep-2015 | 868 | +8.6% | 380 | +15.9% |
| Oct-2015 | 824 | -2.4% | 364 | +5.8% |
| Nov-2015 | 738 | -3.3% | 302 | +11.4% |
| Dec-2015 | 568 | +0.4% | 261 | +22.5% |
| Jan-2016 | 710 | -5.3% | 311 | -6.3% |
| Feb-2016 | 924 | +0.3% | 399 | +18.8% |
| Mar-2016 | 1,192 | +6.7% | 479 | +5.7% |
| 12-Month Avg | 867 | +7.2% | 337 | +14.6% |

Historical Pending Sales by Month

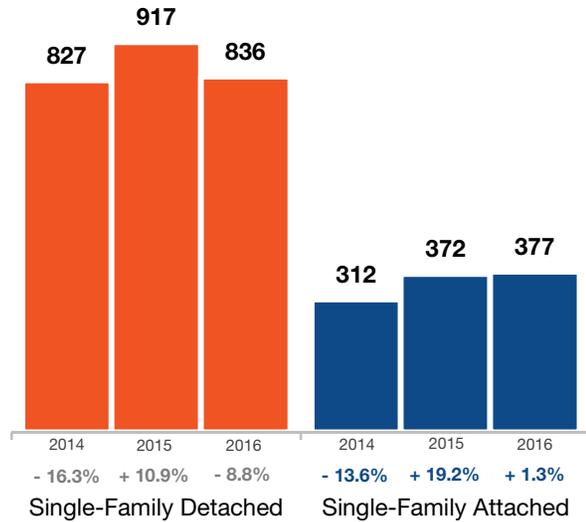


Closed Sales

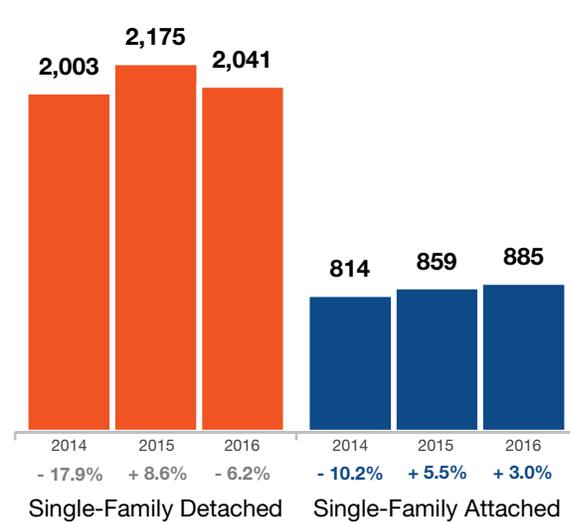
A count of the actual sales that closed in a given month.



March

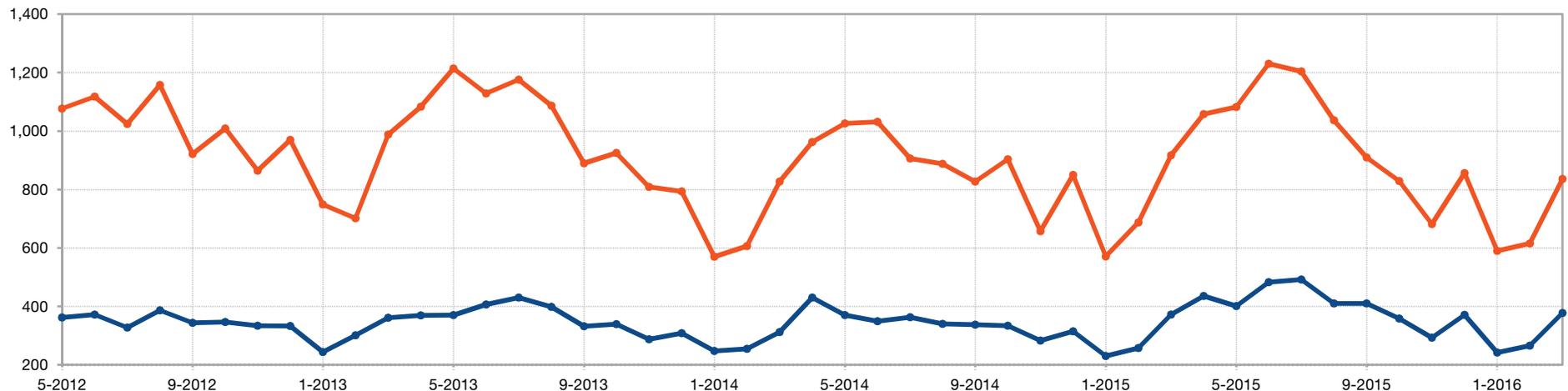


Year to Date



| Closed Sales | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Apr-2015 | 1,058 | +10.0% | 435 | +1.2% |
| May-2015 | 1,082 | +5.5% | 401 | +8.4% |
| Jun-2015 | 1,230 | +19.3% | 483 | +38.4% |
| Jul-2015 | 1,204 | +32.9% | 492 | +35.5% |
| Aug-2015 | 1,037 | +16.8% | 410 | +20.6% |
| Sep-2015 | 910 | +10.0% | 410 | +21.7% |
| Oct-2015 | 829 | -8.2% | 358 | +7.2% |
| Nov-2015 | 682 | +3.8% | 293 | +3.5% |
| Dec-2015 | 856 | +0.7% | 371 | +17.8% |
| Jan-2016 | 590 | +3.3% | 242 | +5.2% |
| Feb-2016 | 615 | -10.5% | 266 | +3.5% |
| Mar-2016 | 836 | -8.8% | 377 | +1.3% |
| 12-Month Avg | 852 | +6.9% | 332 | +14.0% |

Historical Closed Sales by Month

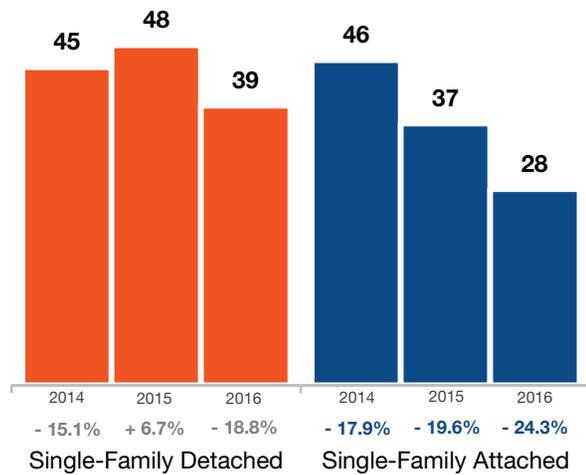


Days on Market Until Sale

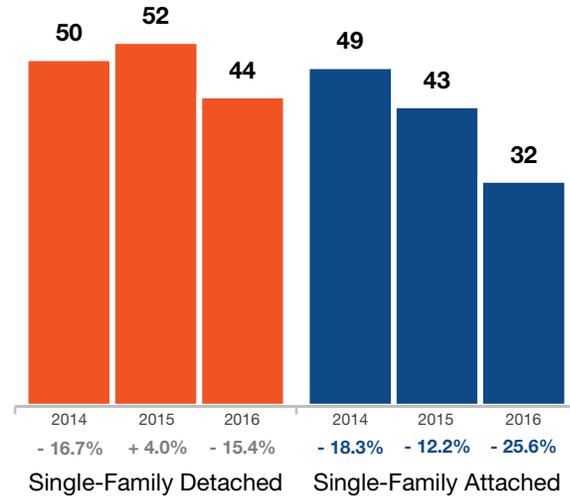
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



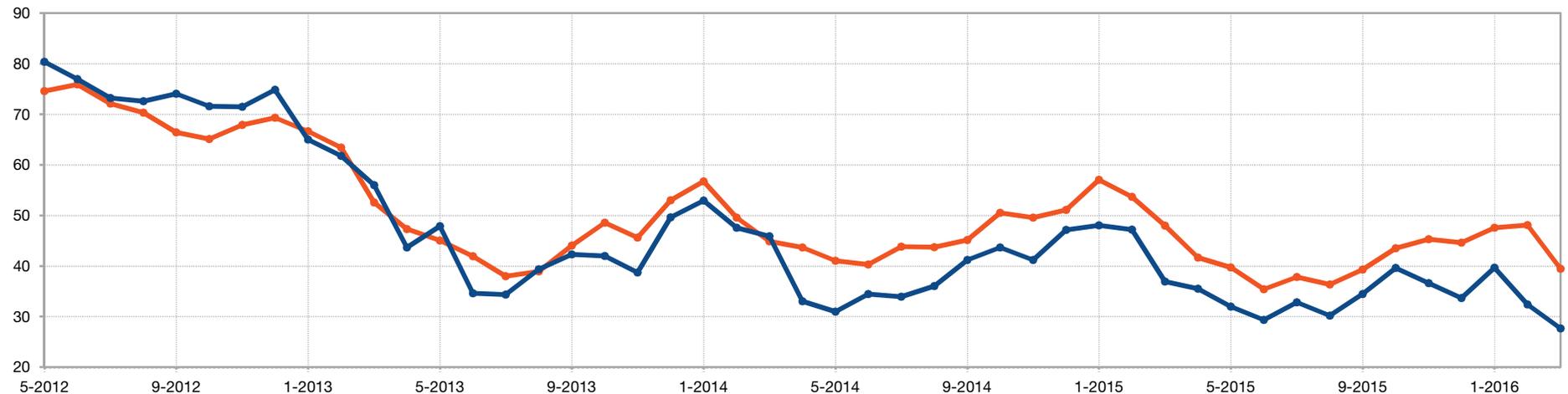
Year to Date



| Days on Market | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Apr-2015 | 42 | -4.5% | 35 | +6.1% |
| May-2015 | 40 | -2.4% | 32 | +3.2% |
| Jun-2015 | 35 | -12.5% | 29 | -14.7% |
| Jul-2015 | 38 | -13.6% | 33 | -2.9% |
| Aug-2015 | 36 | -18.2% | 30 | -16.7% |
| Sep-2015 | 39 | -13.3% | 34 | -17.1% |
| Oct-2015 | 43 | -15.7% | 40 | -9.1% |
| Nov-2015 | 45 | -10.0% | 37 | -9.8% |
| Dec-2015 | 45 | -11.8% | 34 | -27.7% |
| Jan-2016 | 48 | -15.8% | 40 | -16.7% |
| Feb-2016 | 48 | -11.1% | 32 | -31.9% |
| Mar-2016 | 39 | -18.8% | 28 | -24.3% |
| 12-Month Avg* | 47 | -12.6% | 39 | -14.0% |

* Days on Market for all properties from April 2015 through March 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

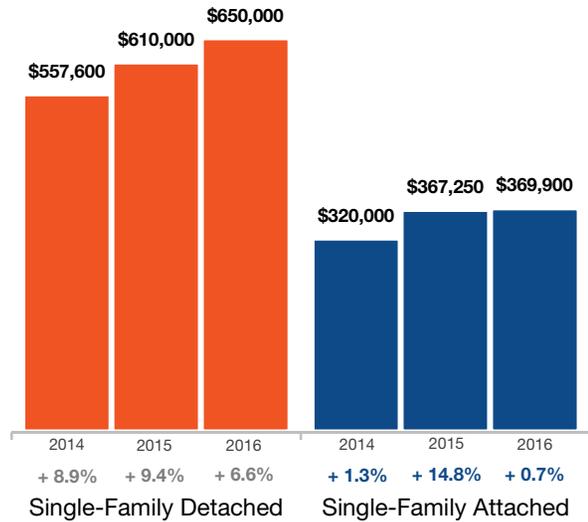


Median Sales Price

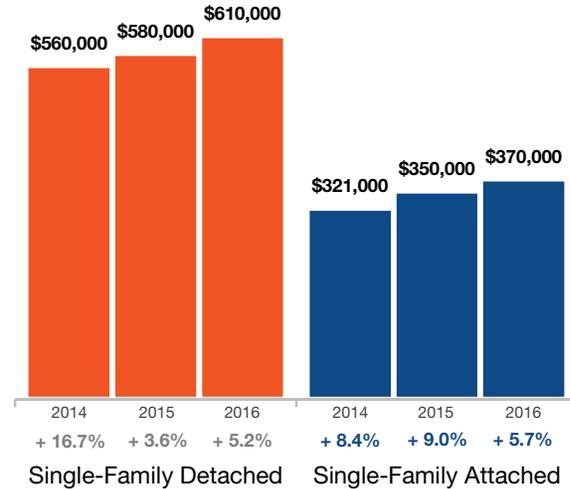
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



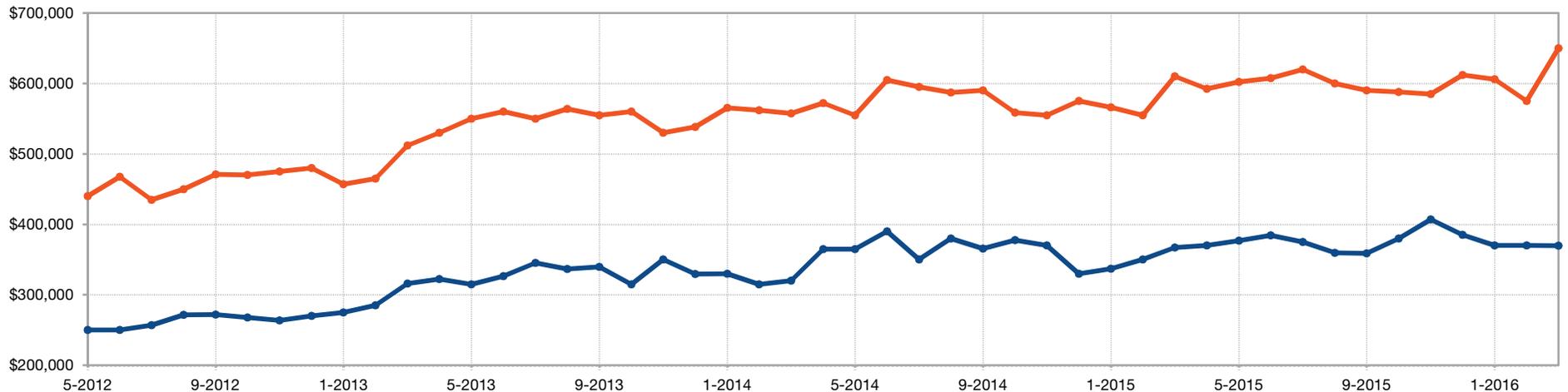
Year to Date



| Median Sales Price | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|--------------------|------------------------|-----------------------|------------------------|-----------------------|
| Apr-2015 | \$592,250 | +3.5% | \$369,950 | +1.4% |
| May-2015 | \$602,250 | +8.5% | \$377,000 | +3.3% |
| Jun-2015 | \$607,500 | +0.4% | \$384,500 | -1.4% |
| Jul-2015 | \$620,000 | +4.2% | \$375,000 | +7.1% |
| Aug-2015 | \$600,000 | +2.2% | \$359,500 | -5.4% |
| Sep-2015 | \$590,000 | 0.0% | \$358,750 | -1.8% |
| Oct-2015 | \$588,000 | +5.3% | \$380,000 | +0.7% |
| Nov-2015 | \$585,000 | +5.4% | \$407,000 | +10.0% |
| Dec-2015 | \$611,950 | +6.4% | \$385,000 | +16.7% |
| Jan-2016 | \$606,000 | +7.1% | \$370,000 | +9.8% |
| Feb-2016 | \$575,000 | +3.6% | \$370,000 | +5.7% |
| Mar-2016 | \$650,000 | +6.6% | \$369,900 | +0.7% |
| 12-Month Avg* | \$577,750 | +3.9% | \$365,000 | +2.7% |

* Median Sales Price for all properties from April 2015 through March 2016. This is not the average of the individual figures above.

Historical Median Sales Price by Month

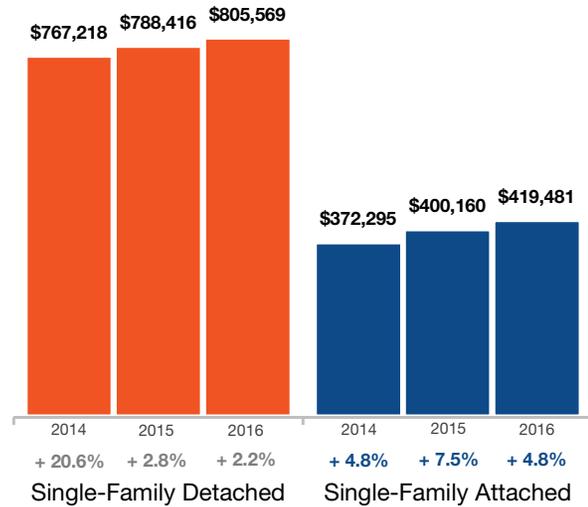


Average Sales Price

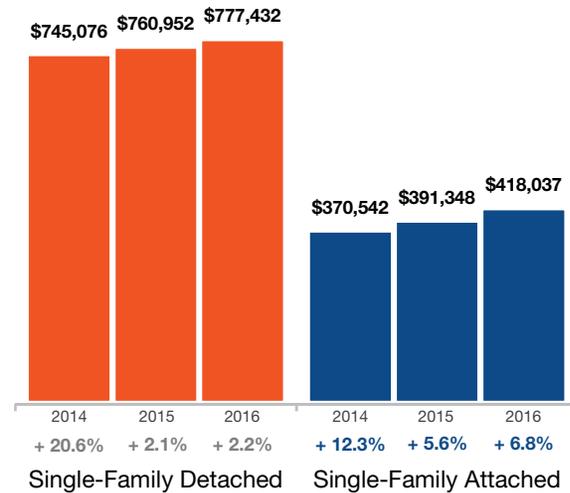
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



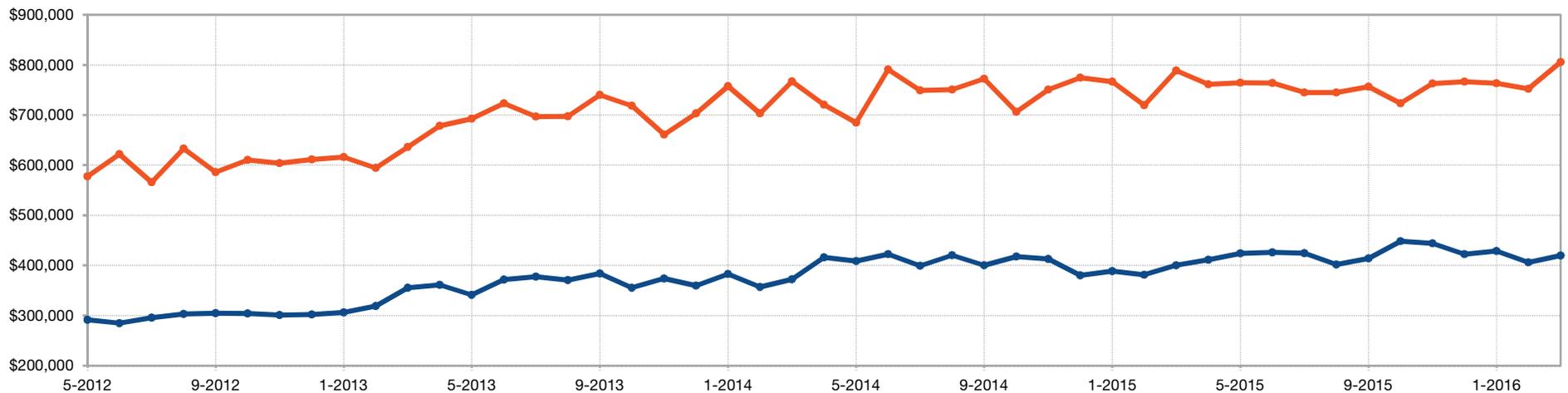
Year to Date



| Avg. Sales Price | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|------------------|------------------------|-----------------------|------------------------|-----------------------|
| Apr-2015 | \$761,305 | +5.6% | \$411,092 | -1.2% |
| May-2015 | \$764,323 | +11.6% | \$423,891 | +3.8% |
| Jun-2015 | \$764,069 | -3.4% | \$426,315 | +1.0% |
| Jul-2015 | \$744,771 | -0.6% | \$424,572 | +6.4% |
| Aug-2015 | \$744,625 | -0.8% | \$402,001 | -4.3% |
| Sep-2015 | \$756,325 | -2.1% | \$413,912 | +3.4% |
| Oct-2015 | \$723,160 | +2.4% | \$448,109 | +7.3% |
| Nov-2015 | \$763,048 | +1.7% | \$444,215 | +7.7% |
| Dec-2015 | \$766,754 | -1.0% | \$422,367 | +11.1% |
| Jan-2016 | \$763,559 | -0.4% | \$428,810 | +10.4% |
| Feb-2016 | \$752,491 | +4.6% | \$406,189 | +6.5% |
| Mar-2016 | \$805,569 | +2.2% | \$419,481 | +4.8% |
| 12-Month Avg* | \$759,167 | +1.6% | \$422,579 | +4.2% |

* Avg. Sales Price for all properties from April 2015 through March 2016. This is not the average of the individual figures above.

Historical Average Sales Price by Month



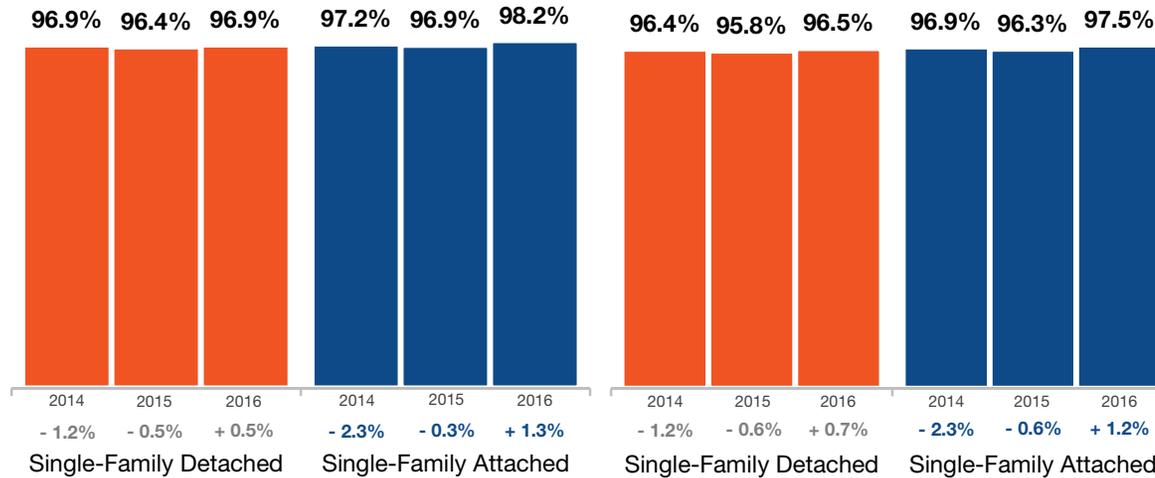
Percent of Original List Price Received



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.

March

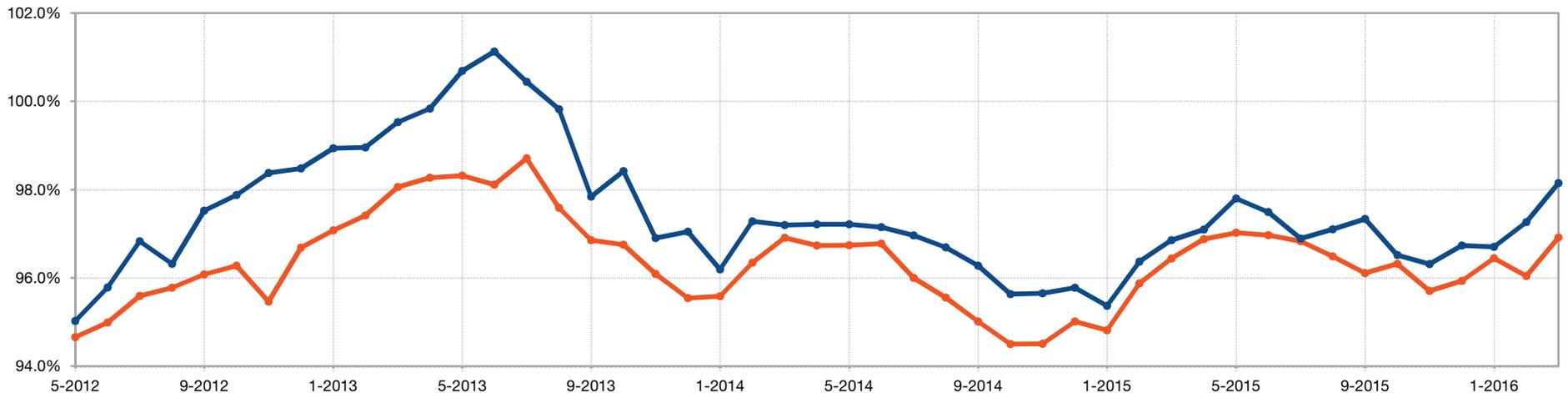
Year to Date



| Pct. of Orig. Price Received | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|------------------------------|------------------------|-----------------------|------------------------|-----------------------|
| Apr-2015 | 96.9% | +0.2% | 97.1% | -0.1% |
| May-2015 | 97.0% | +0.3% | 97.8% | +0.6% |
| Jun-2015 | 97.0% | +0.2% | 97.5% | +0.4% |
| Jul-2015 | 96.8% | +0.8% | 96.9% | -0.1% |
| Aug-2015 | 96.5% | +0.9% | 97.1% | +0.4% |
| Sep-2015 | 96.1% | +1.2% | 97.3% | +1.0% |
| Oct-2015 | 96.3% | +1.9% | 96.5% | +0.9% |
| Nov-2015 | 95.7% | +1.3% | 96.3% | +0.6% |
| Dec-2015 | 95.9% | +0.9% | 96.7% | +0.9% |
| Jan-2016 | 96.4% | +1.7% | 96.7% | +1.4% |
| Feb-2016 | 96.0% | +0.1% | 97.3% | +0.9% |
| Mar-2016 | 96.9% | +0.5% | 98.2% | +1.3% |
| 12-Month Avg* | 96.5% | +0.8% | 97.1% | +0.7% |

* Pct. of Orig. Price Received for all properties from April 2015 through March 2016. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



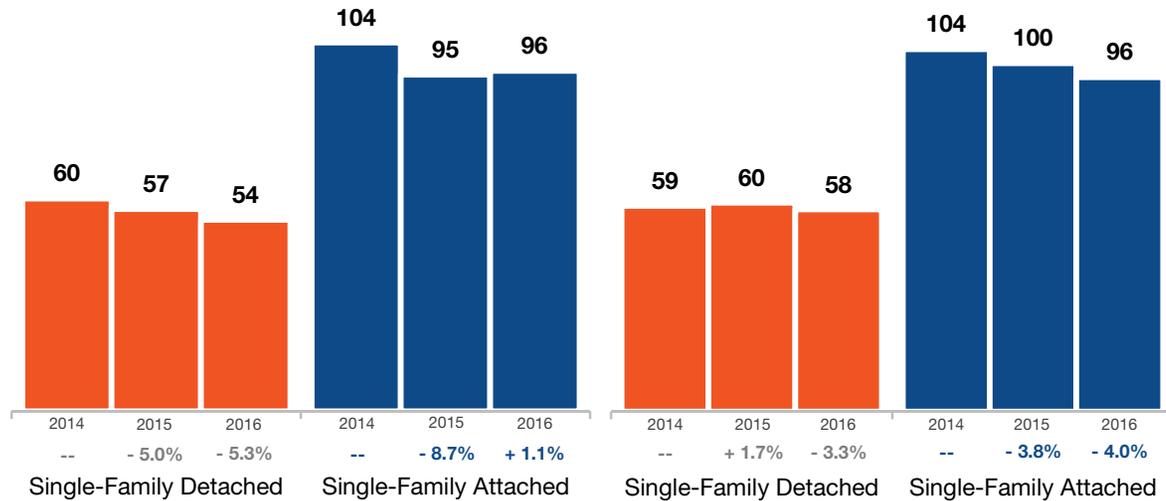
Housing Affordability Index



This index measures housing affordability for the region. 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.

March

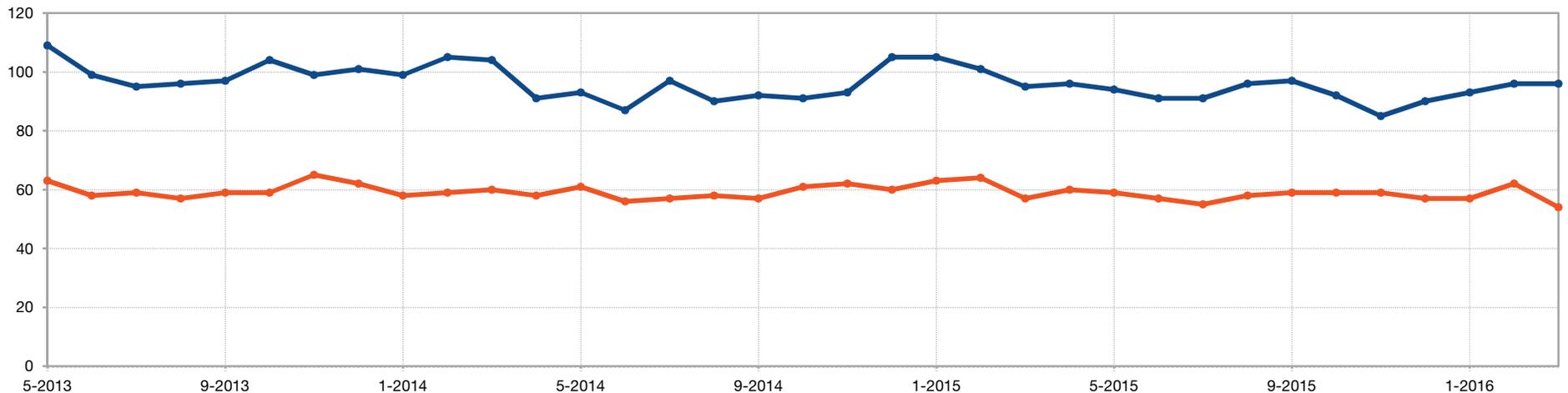
Year to Date



| Affordability Index | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|---------------------|------------------------|-----------------------|------------------------|-----------------------|
| Apr-2015 | 60 | +3.4% | 96 | +5.5% |
| May-2015 | 59 | -3.3% | 94 | +1.1% |
| Jun-2015 | 57 | +1.8% | 91 | +4.6% |
| Jul-2015 | 55 | -3.5% | 91 | -6.2% |
| Aug-2015 | 58 | 0.0% | 96 | +6.7% |
| Sep-2015 | 59 | +3.5% | 97 | +5.4% |
| Oct-2015 | 59 | -3.3% | 92 | +1.1% |
| Nov-2015 | 59 | -4.8% | 85 | -8.6% |
| Dec-2015 | 57 | -5.0% | 90 | -14.3% |
| Jan-2016 | 57 | -9.5% | 93 | -11.4% |
| Feb-2016 | 62 | -3.1% | 96 | -5.0% |
| Mar-2016 | 54 | -5.3% | 96 | +1.1% |
| 12-Month Avg* | 58 | -9.2% | 93 | +1.1% |

* Affordability Index for all properties from April 2015 through March 2016. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

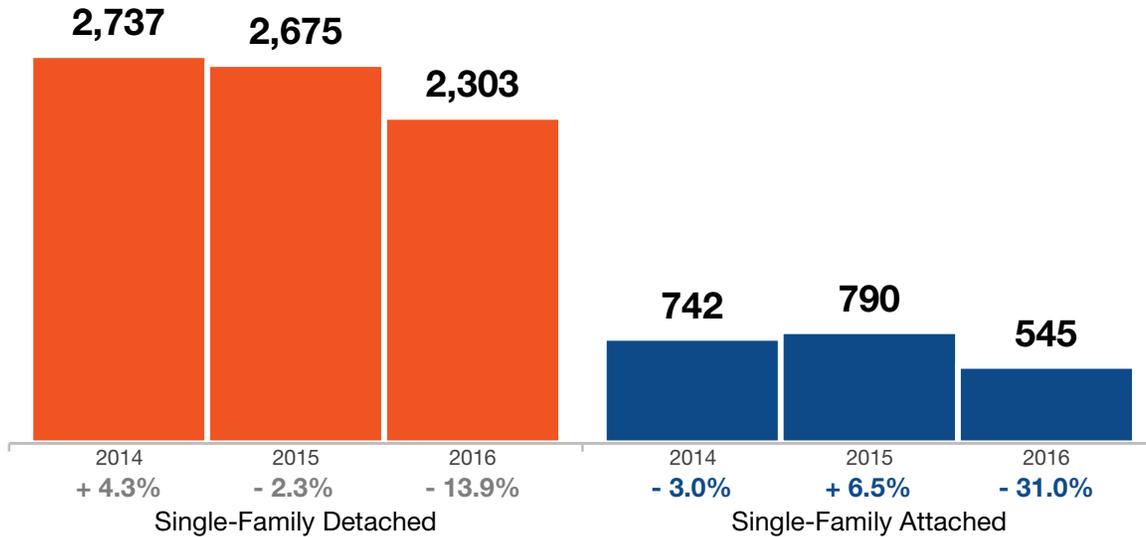


Inventory of Homes for Sale

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

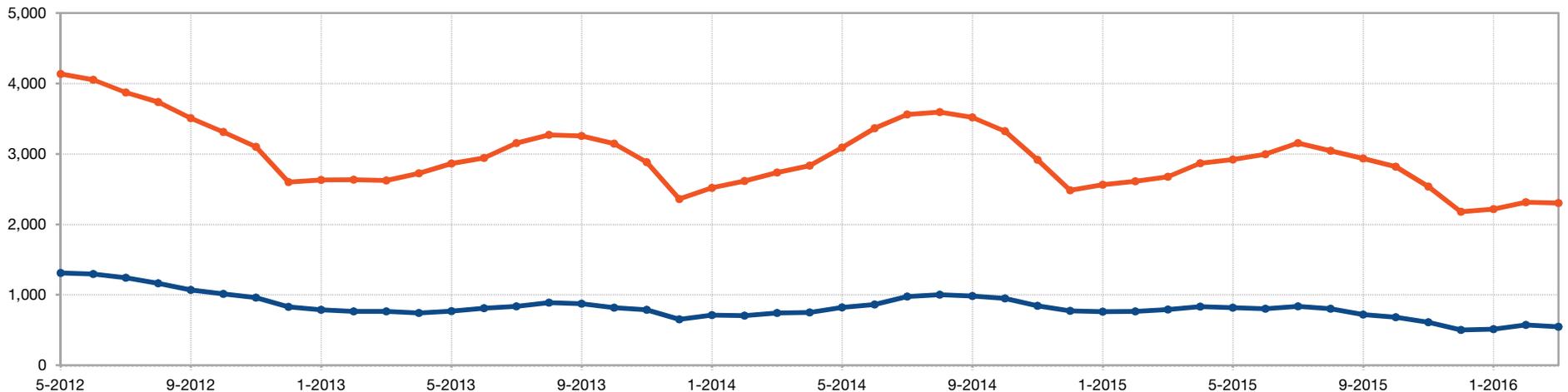


March



| Homes for Sale | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Apr-2015 | 2,869 | +1.2% | 834 | +11.3% |
| May-2015 | 2,921 | -5.5% | 819 | -0.2% |
| Jun-2015 | 2,995 | -11.0% | 804 | -6.6% |
| Jul-2015 | 3,153 | -11.4% | 835 | -14.4% |
| Aug-2015 | 3,044 | -15.3% | 801 | -20.0% |
| Sep-2015 | 2,935 | -16.6% | 719 | -26.9% |
| Oct-2015 | 2,817 | -15.2% | 681 | -28.3% |
| Nov-2015 | 2,536 | -13.1% | 612 | -27.6% |
| Dec-2015 | 2,178 | -12.3% | 501 | -35.0% |
| Jan-2016 | 2,217 | -13.5% | 511 | -32.7% |
| Feb-2016 | 2,316 | -11.3% | 574 | -24.9% |
| Mar-2016 | 2,303 | -13.9% | 545 | -31.0% |
| 12-Month Avg | 3,045 | -11.6% | 856 | -19.8% |

Historical Inventory of Homes for Sale by Month

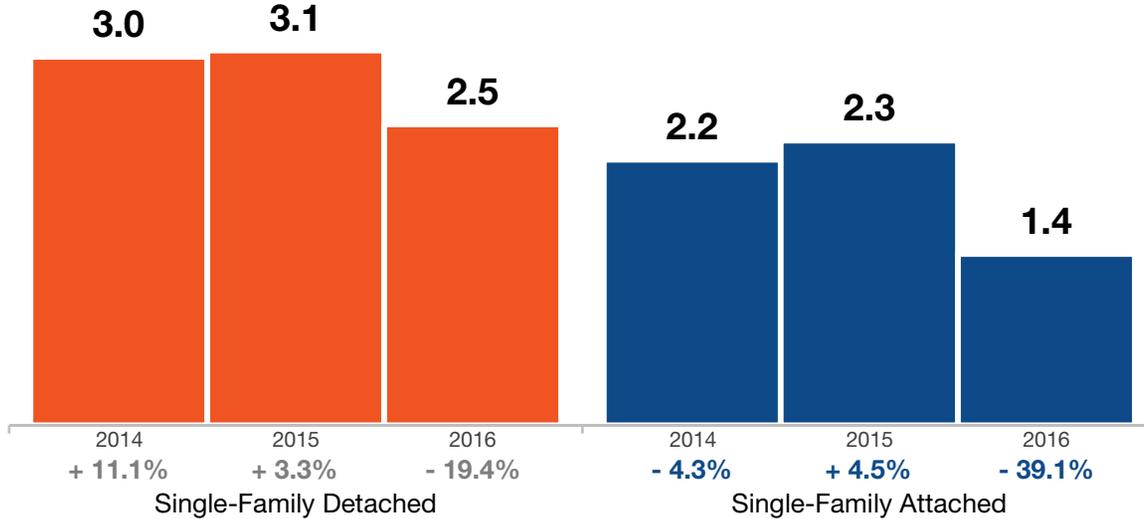


Months Supply of Inventory



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.

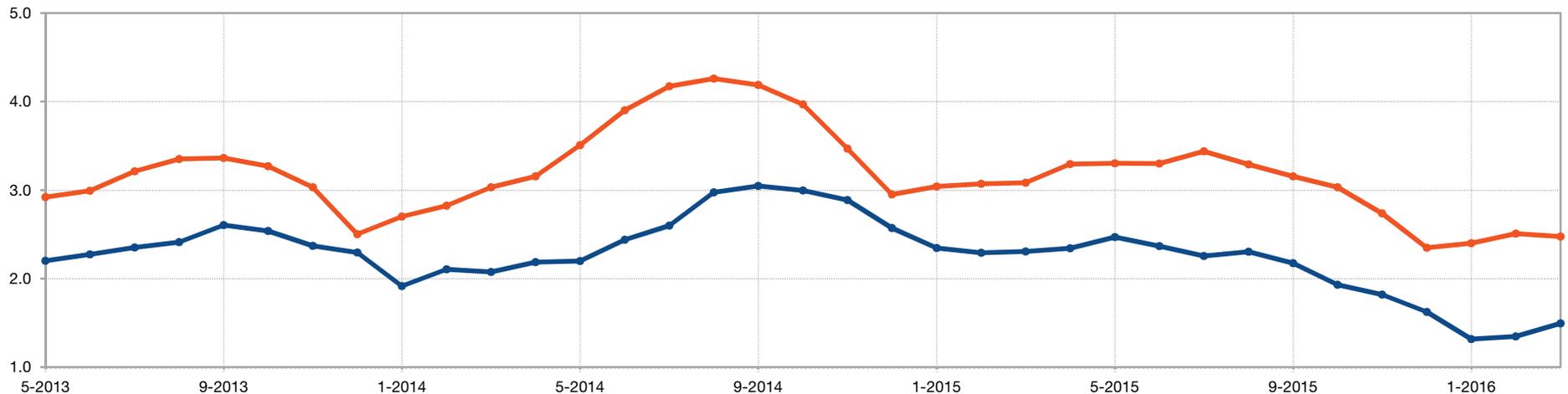
March



| Months Supply | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Apr-2015 | 3.3 | +3.1% | 2.5 | +13.6% |
| May-2015 | 3.3 | -5.7% | 2.4 | 0.0% |
| Jun-2015 | 3.3 | -15.4% | 2.3 | -11.5% |
| Jul-2015 | 3.4 | -19.0% | 2.3 | -23.3% |
| Aug-2015 | 3.3 | -23.3% | 2.2 | -26.7% |
| Sep-2015 | 3.2 | -23.8% | 1.9 | -36.7% |
| Oct-2015 | 3.0 | -25.0% | 1.8 | -37.9% |
| Nov-2015 | 2.7 | -22.9% | 1.6 | -38.5% |
| Dec-2015 | 2.3 | -23.3% | 1.3 | -43.5% |
| Jan-2016 | 2.4 | -20.0% | 1.3 | -43.5% |
| Feb-2016 | 2.5 | -19.4% | 1.5 | -34.8% |
| Mar-2016 | 2.5 | -19.4% | 1.4 | -39.1% |
| 12-Month Avg* | 3.6 | -17.5% | 2.6 | -27.4% |

* Months Supply for all properties from April 2015 through March 2016. 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.

North San Diego County
Association of REALTORS®



HOMEDEX

| Key Metrics | Historical Sparkbars | | | 3-2015 | 3-2016 | Percent Change | YTD 2015 | YTD 2016 | Percent Change |
|-------------------------------------|----------------------|---------|---------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 03-2014 | 03-2015 | 03-2016 | | | | | | |
| New Listings | | | | 2,112 | 2,052 | - 2.8% | 5,616 | 5,567 | - 0.9% |
| Pending Sales | | | | 1,570 | 1,671 | + 6.4% | 3,909 | 4,015 | + 2.7% |
| Closed Sales | | | | 1,289 | 1,213 | - 5.9% | 3,034 | 2,926 | - 3.6% |
| Days on Market | | | | 45 | 36 | - 20.0% | 50 | 41 | - 18.0% |
| Median Sales Price | | | | \$516,000 | \$537,000 | + 4.1% | \$500,000 | \$530,000 | + 6.0% |
| Average Sales Price | | | | \$676,193 | \$685,573 | + 1.4% | \$656,239 | \$668,729 | + 1.9% |
| Pct. of Orig. Price Received | | | | 96.6% | 97.3% | + 0.7% | 96.0% | 96.8% | + 0.8% |
| Housing Affordability Index | | | | 68 | 66 | - 2.9% | 70 | 67 | - 4.3% |
| Inventory of Homes for Sale | | | | 3,465 | 2,848 | - 17.8% | -- | -- | -- |
| Months Supply of Inventory | | | | 2.9 | 2.2 | - 24.1% | -- | -- | -- |