

Monthly Indicators

June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

Closed Sales decreased 5.9 percent for Detached homes and 5.4 percent for Attached homes. Pending Sales decreased 12.1 percent for Detached homes and 18.1 percent for Attached homes.

The Median Sales Price was down 5.3 percent to \$1,165,000 for Detached homes and 6.5 percent to \$715,000 for Attached homes. Days on Market increased 40.9 percent for Detached homes and 39.1 percent for Attached homes. Supply increased 12.9 percent for Detached homes and 20.0 percent for Attached homes.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

Monthly Snapshot

\$1,165,000 \$715,000 \$1,011,000

Median Sales Price
Detached Homes

Median Sales Price
Attached Homes

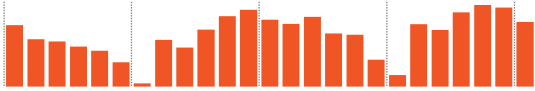

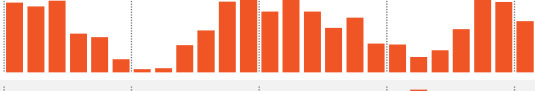


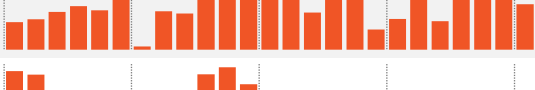


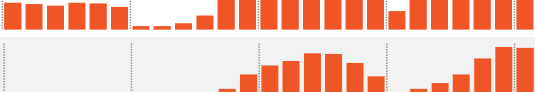

Median Sales Price
All Properties Combined

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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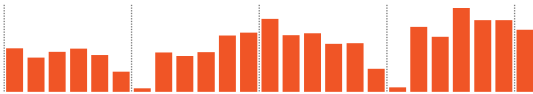
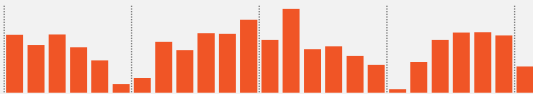
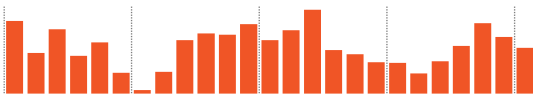

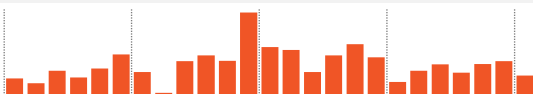
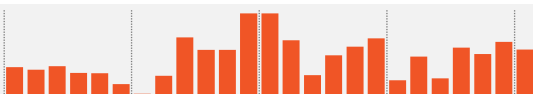
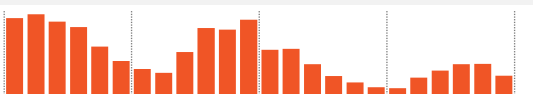



Single-Family Detached Activity Overview

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			6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	06-2023	06-2024	06-2025						
New Listings				992	970	- 2.2%	5,500	6,135	+ 11.5%
Pending Sales				660	580	- 12.1%	3,748	3,650	- 2.6%
Closed Sales				632	595	- 5.9%	3,481	3,476	- 0.1%
Days on Market				22	31	+ 40.9%	24	31	+ 29.2%
Median Sales Price				\$1,230,000	\$1,165,000	- 5.3%	\$1,190,000	\$1,180,000	- 0.8%
Average Sales Price				\$1,558,544	\$1,507,937	- 3.2%	\$1,545,838	\$1,555,123	+ 0.6%
Pct. of Orig. Price Received				99.2%	97.4%	- 1.8%	99.8%	97.9%	- 1.9%
Housing Affordability Index				22	23	+ 4.5%	23	23	0.0%
Inventory of Homes for Sale				1,779	2,046	+ 15.0%	--	--	--
Months Supply of Inventory				3.1	3.5	+ 12.9%	--	--	--

Single-Family Attached Activity Overview

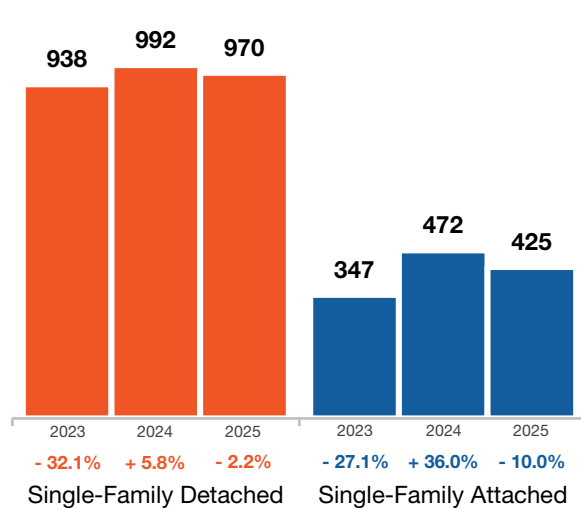
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	06-2023	06-2024	06-2025						
New Listings				472	425	- 10.0%	2,258	2,707	+ 19.9%
Pending Sales				260	213	- 18.1%	1,598	1,509	- 5.6%
Closed Sales				260	246	- 5.4%	1,554	1,475	- 5.1%
Days on Market				23	32	+ 39.1%	23	33	+ 43.5%
Median Sales Price				\$765,000	\$715,000	- 6.5%	\$750,000	\$730,000	- 2.7%
Average Sales Price				\$948,587	\$866,160	- 8.7%	\$891,619	\$855,889	- 4.0%
Pct. of Orig. Price Received				99.2%	97.1%	- 2.1%	99.6%	98.1%	- 1.5%
Housing Affordability Index				35	38	+ 8.6%	36	37	+ 2.8%
Inventory of Homes for Sale				731	871	+ 19.2%	--	--	--
Months Supply of Inventory				3.0	3.6	+ 20.0%	--	--	--

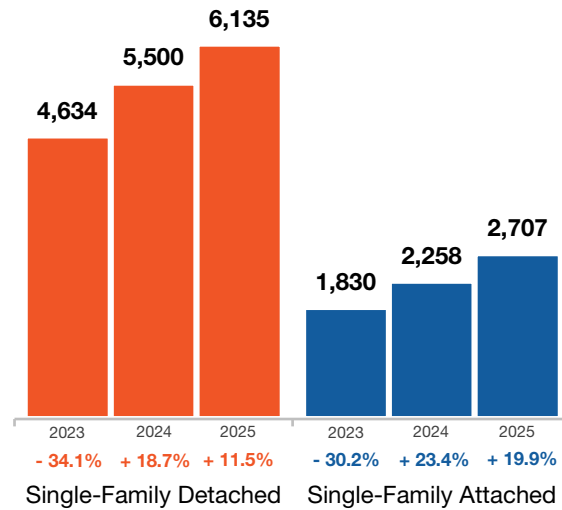
New Listings

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

June

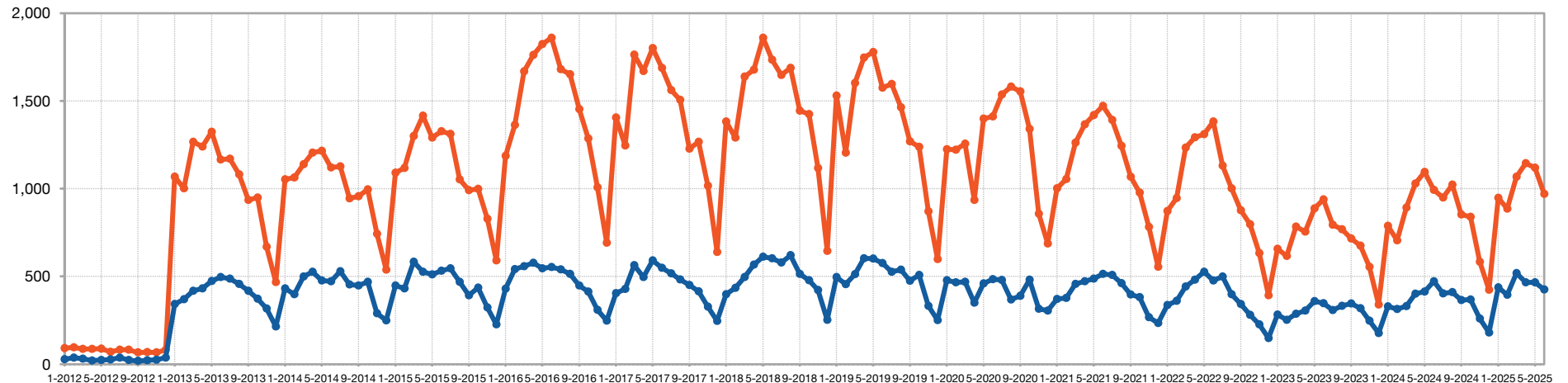


Year to Date



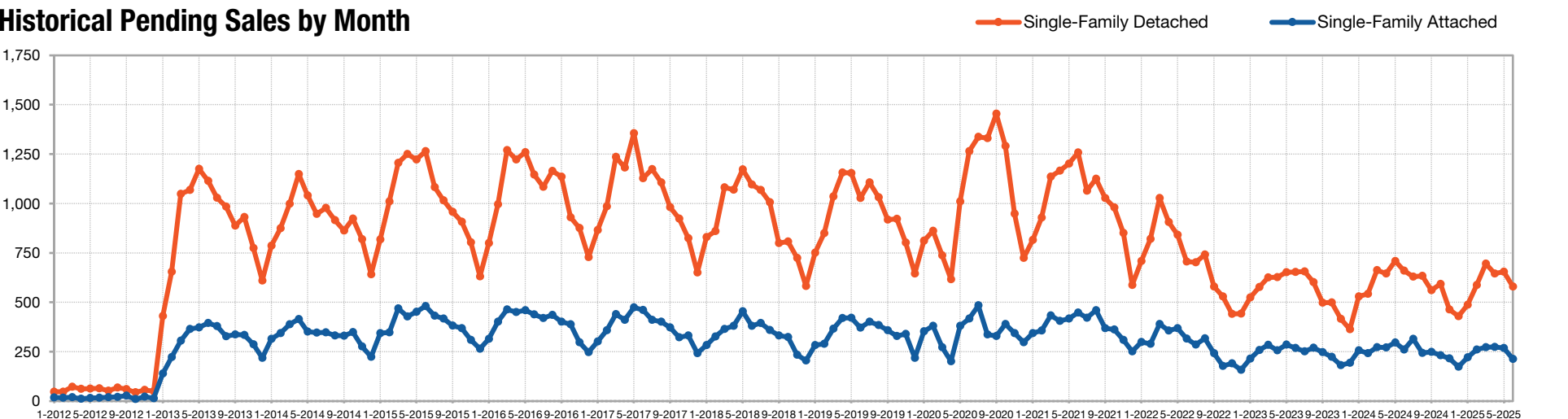
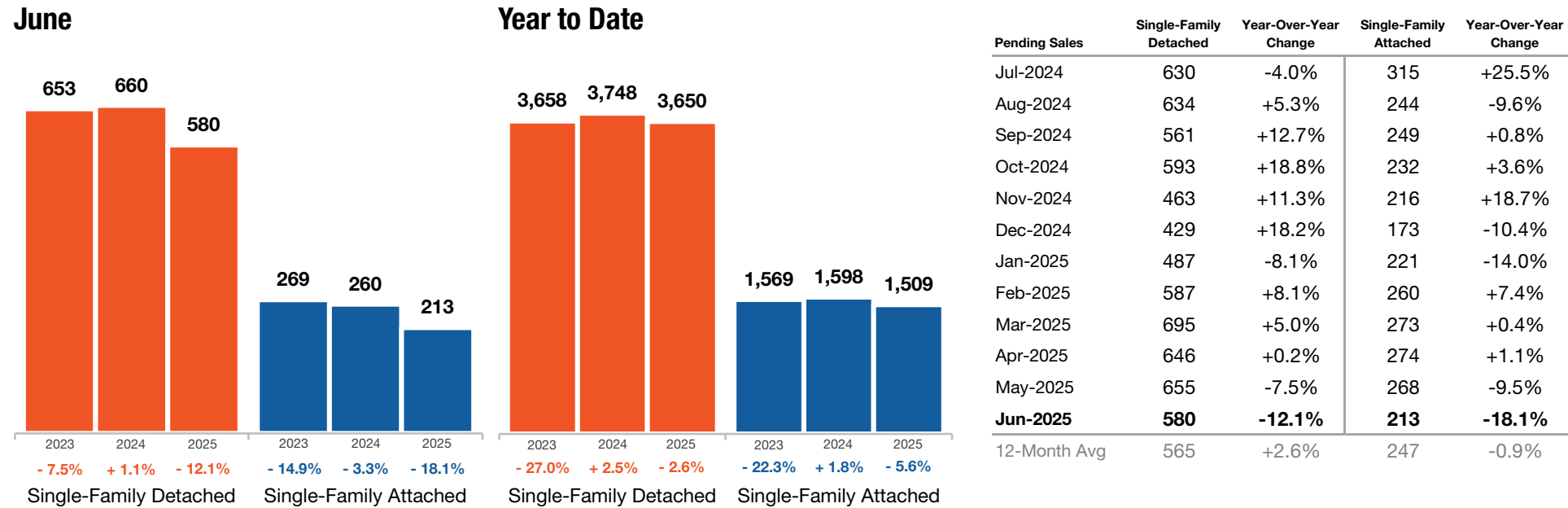
New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2024	949	+19.7%	402	+30.9%
Aug-2024	1,022	+33.1%	410	+23.9%
Sep-2024	852	+19.2%	365	+5.8%
Oct-2024	839	+24.5%	368	+15.7%
Nov-2024	583	+5.2%	259	+4.9%
Dec-2024	424	+25.1%	180	+2.3%
Jan-2025	948	+20.5%	437	+33.2%
Feb-2025	886	+25.7%	395	+25.8%
Mar-2025	1,067	+19.6%	518	+57.0%
Apr-2025	1,145	+11.3%	466	+16.2%
May-2025	1,119	+2.2%	466	+12.8%
Jun-2025	970	-2.2%	425	-10.0%
12-Month Avg	900	+15.6%	391	+17.8%

Historical New Listings by Month



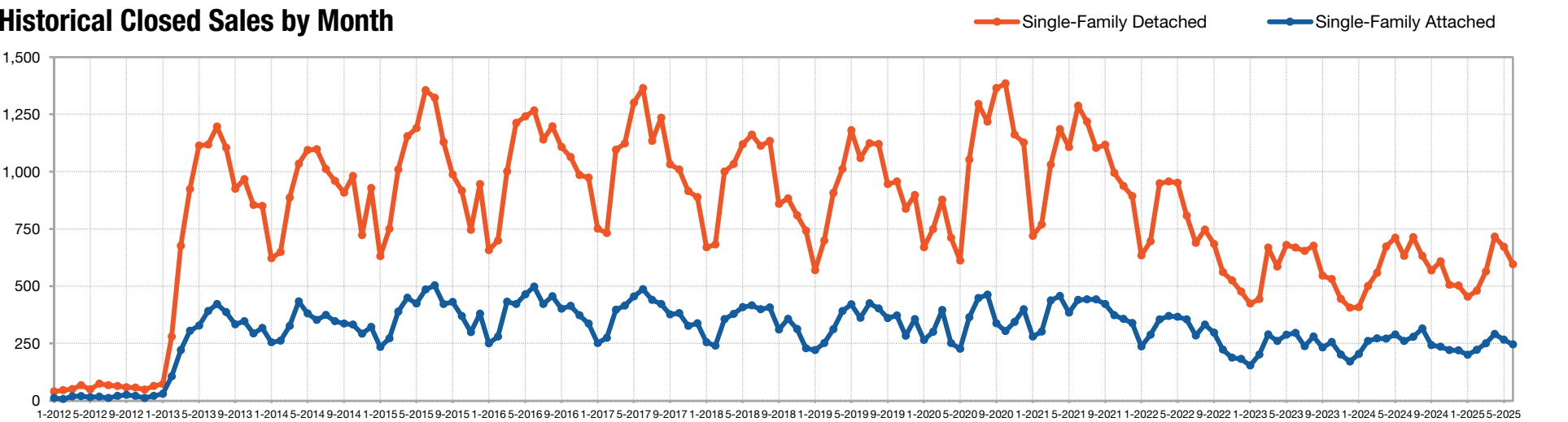
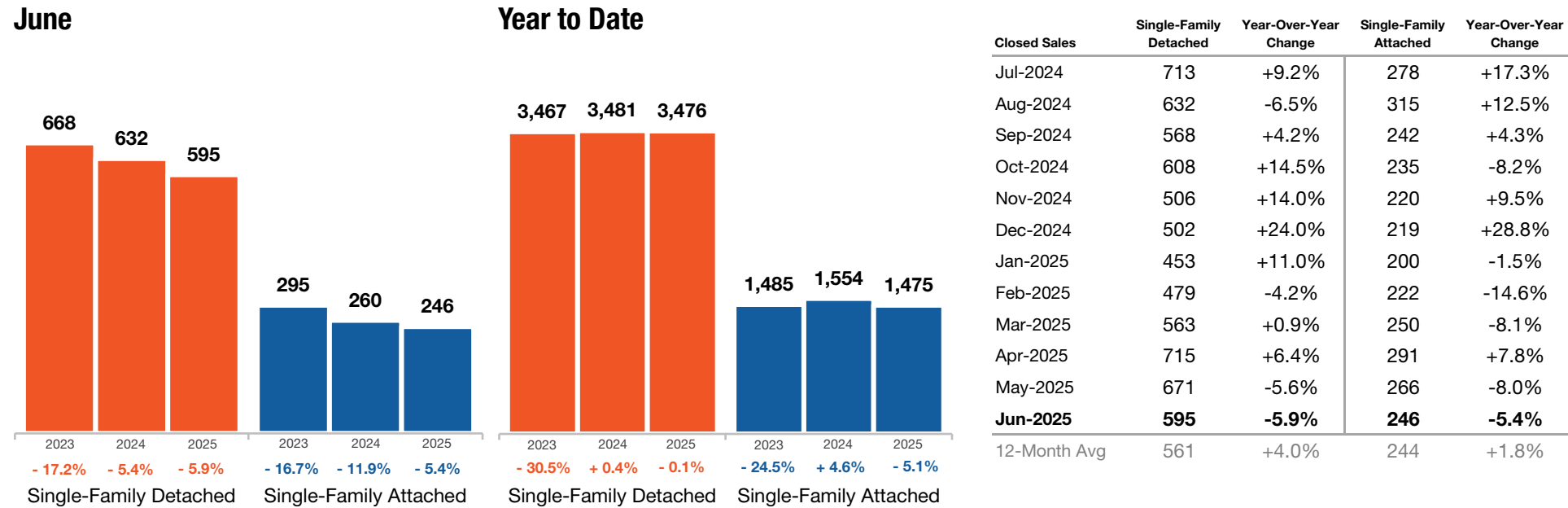
Pending Sales

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



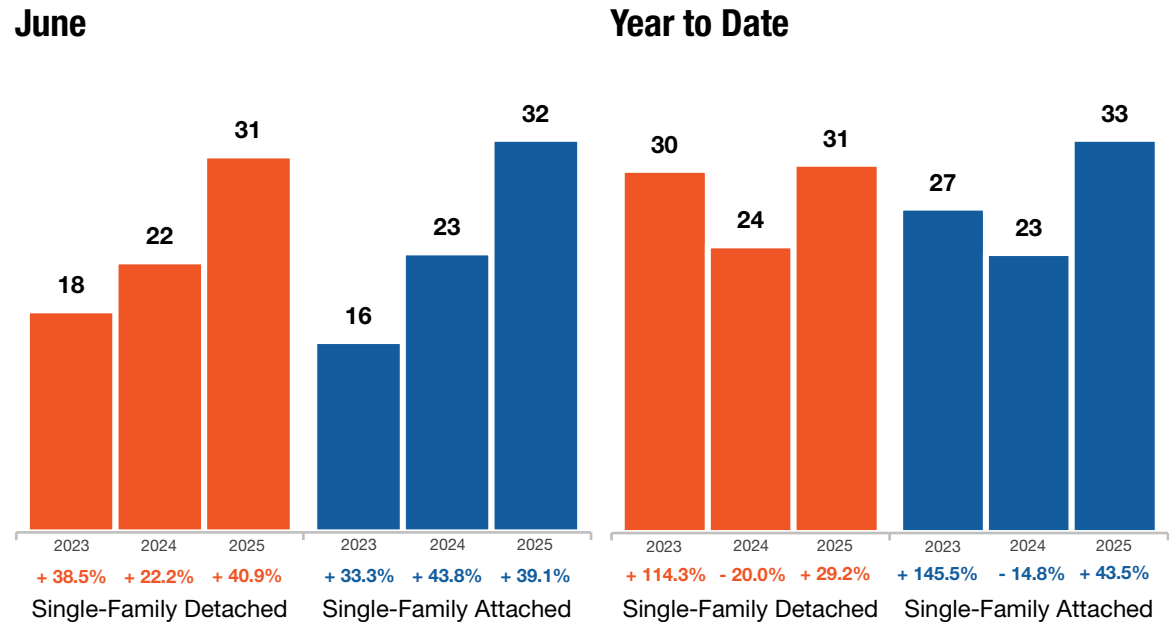
Closed Sales

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



Days on Market Until Sale

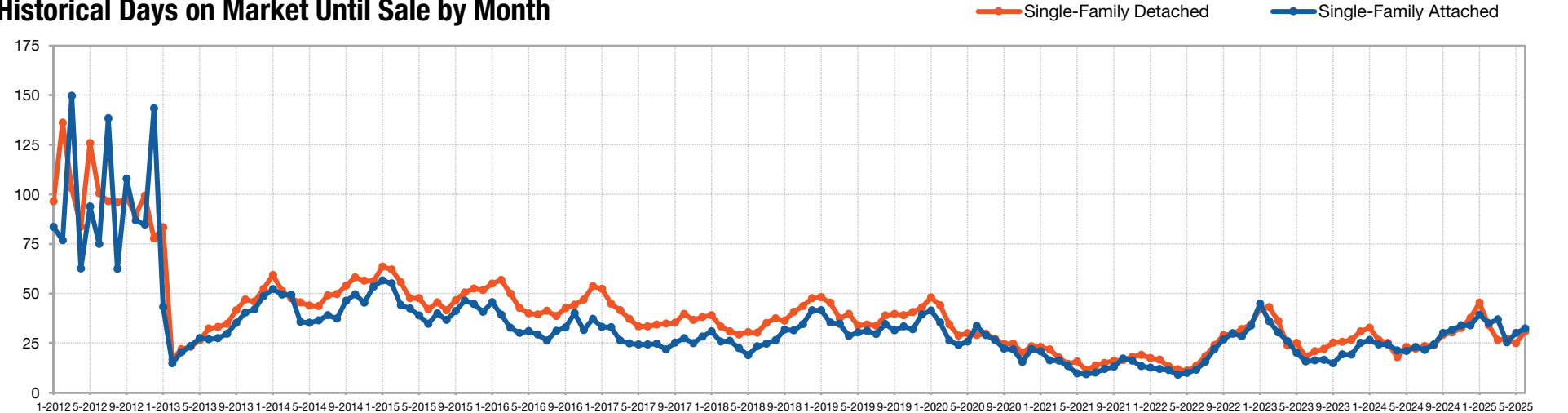
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2024	23	+9.5%	22	+37.5%
Aug-2024	24	+9.1%	24	+41.2%
Sep-2024	29	+16.0%	30	+100.0%
Oct-2024	30	+15.4%	32	+68.4%
Nov-2024	33	+22.2%	34	+78.9%
Dec-2024	38	+22.6%	34	+36.0%
Jan-2025	45	+36.4%	39	+50.0%
Feb-2025	34	+25.9%	35	+45.8%
Mar-2025	27	+8.0%	37	+54.2%
Apr-2025	27	+50.0%	25	+19.0%
May-2025	25	+8.7%	30	+42.9%
Jun-2025	31	+40.9%	32	+39.1%
12-Month Avg*	24	+22.8%	21	+47.3%

* Days on Market for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

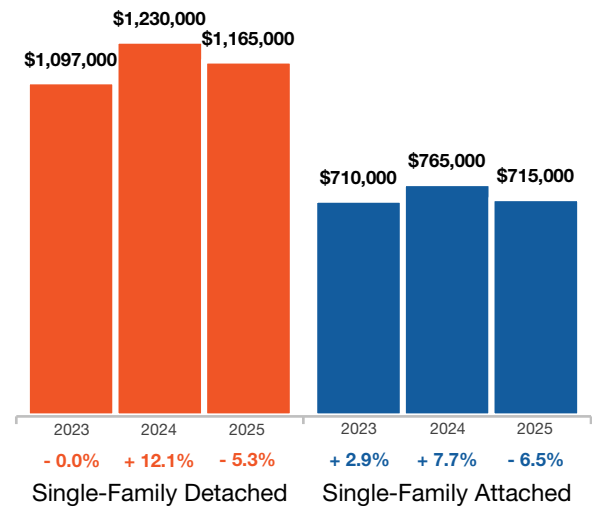
Historical Days on Market Until Sale by Month



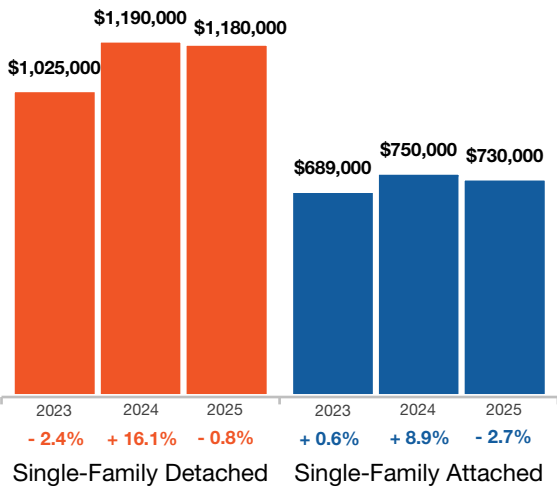
Median Sales Price

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

June



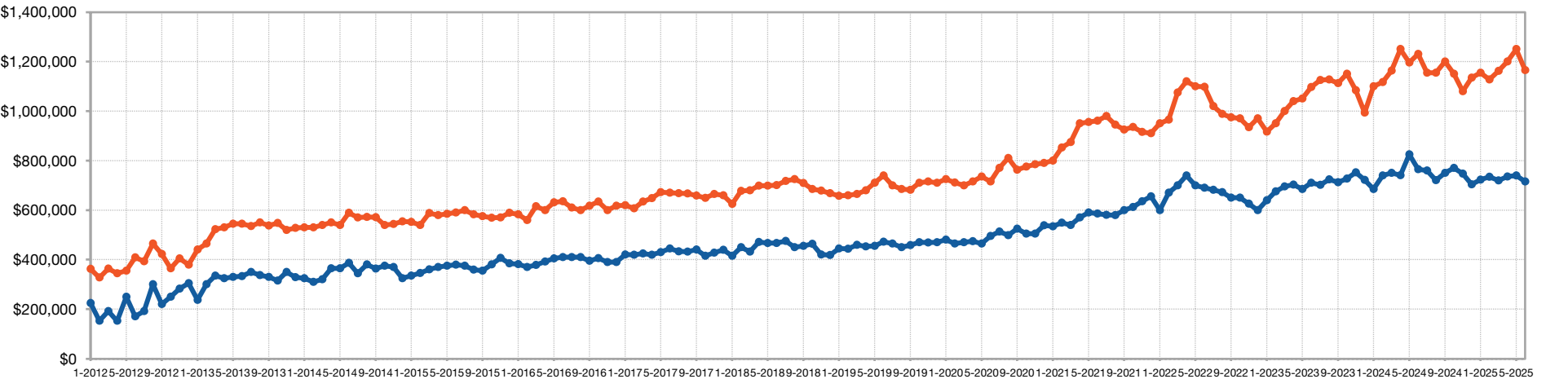
Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2024	\$1,155,000	+2.7%	\$759,500	+8.2%
Aug-2024	\$1,155,000	+2.5%	\$721,000	-0.4%
Sep-2024	\$1,200,000	+7.8%	\$750,000	+5.3%
Oct-2024	\$1,150,000	0.0%	\$770,000	+5.8%
Nov-2024	\$1,080,000	-0.4%	\$746,875	-0.7%
Dec-2024	\$1,135,125	+14.2%	\$704,000	-2.4%
Jan-2025	\$1,155,000	+5.0%	\$723,250	+5.6%
Feb-2025	\$1,127,388	+0.9%	\$734,500	-0.7%
Mar-2025	\$1,162,000	-0.1%	\$720,000	-4.0%
Apr-2025	\$1,200,000	-4.0%	\$735,000	-0.7%
May-2025	\$1,250,000	+4.6%	\$740,000	-10.3%
Jun-2025	\$1,165,000	-5.3%	\$715,000	-6.5%
12-Month Avg*	\$1,150,000	+1.3%	\$735,000	+0.1%

* Median Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

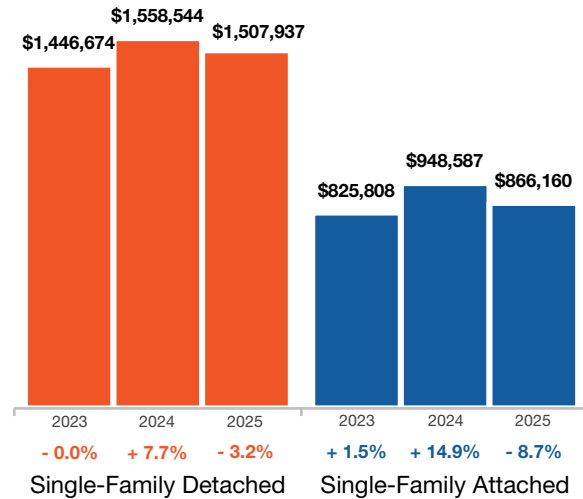
Historical Median Sales Price by Month



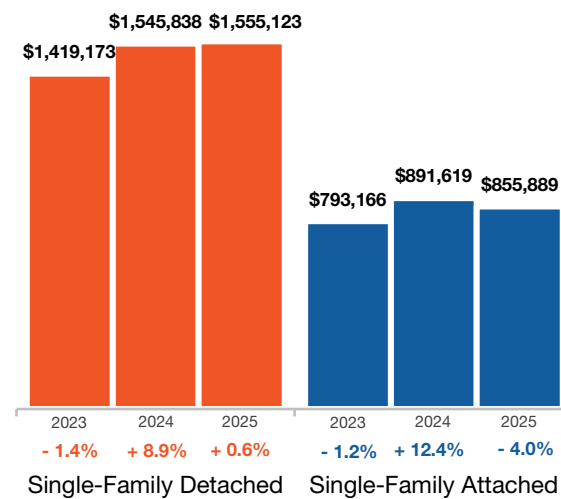
Average Sales Price

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

June



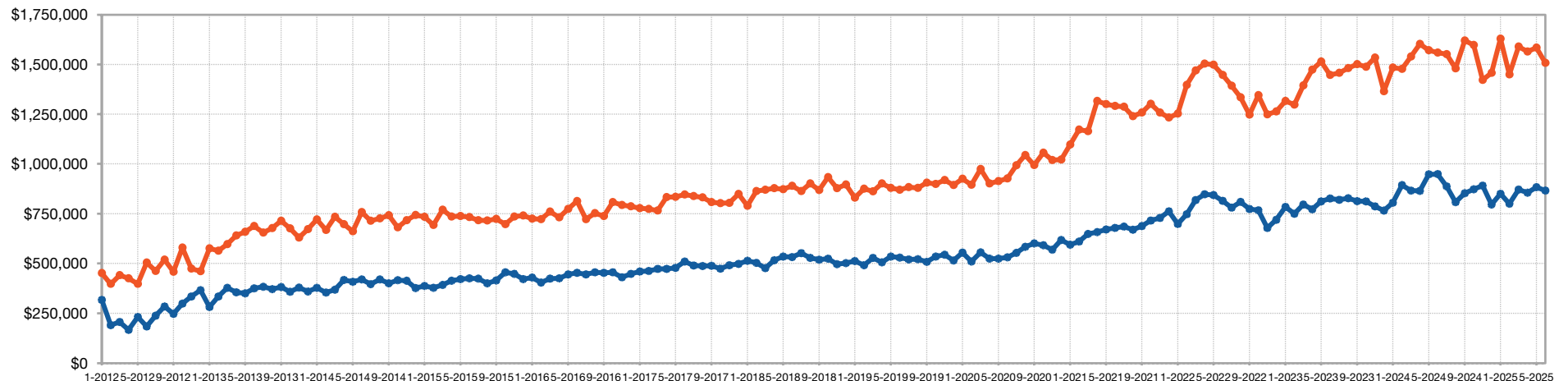
Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2024	\$1,550,757	+6.4%	\$886,954	+8.2%
Aug-2024	\$1,479,433	-0.1%	\$807,383	-2.5%
Sep-2024	\$1,619,408	+7.9%	\$852,586	+4.9%
Oct-2024	\$1,596,588	+7.4%	\$872,774	+7.5%
Nov-2024	\$1,422,003	-7.2%	\$891,534	+13.3%
Dec-2024	\$1,457,768	+6.8%	\$795,898	+4.0%
Jan-2025	\$1,629,003	+9.8%	\$849,772	+5.5%
Feb-2025	\$1,449,533	-1.8%	\$800,458	-10.4%
Mar-2025	\$1,588,619	+3.2%	\$870,737	+0.6%
Apr-2025	\$1,564,636	-2.3%	\$855,889	-1.1%
May-2025	\$1,584,046	+0.8%	\$883,400	-6.8%
Jun-2025	\$1,507,937	-3.2%	\$866,160	-8.7%
12-Month Avg*	\$1,537,478	+1.9%	\$852,795	+0.1%

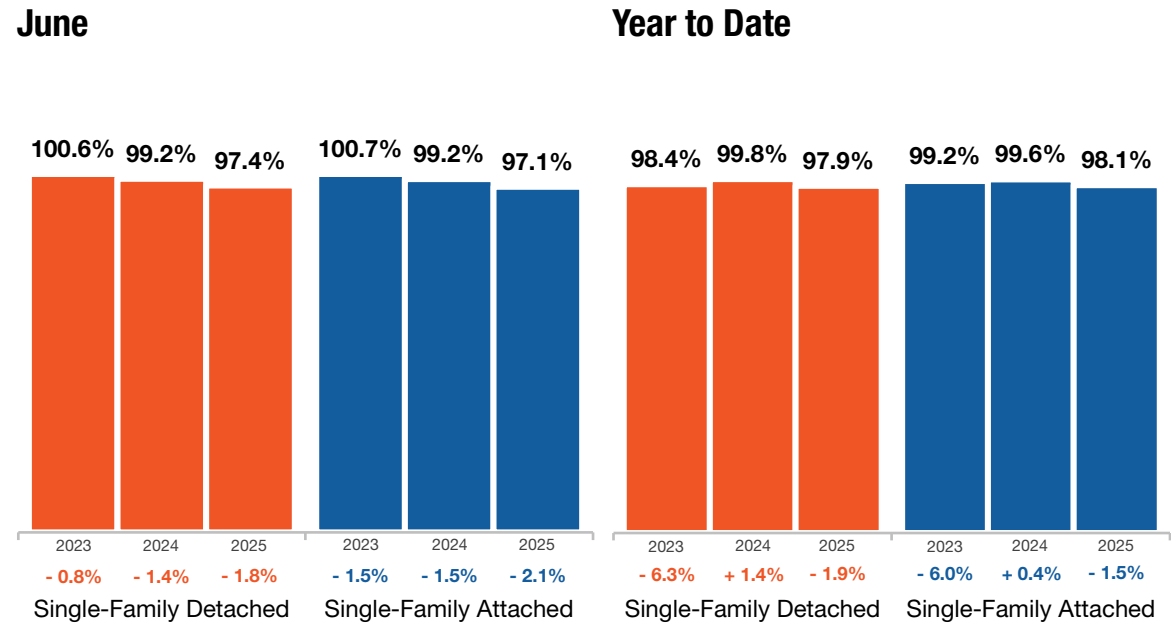
* Avg. Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of Original List Price Received

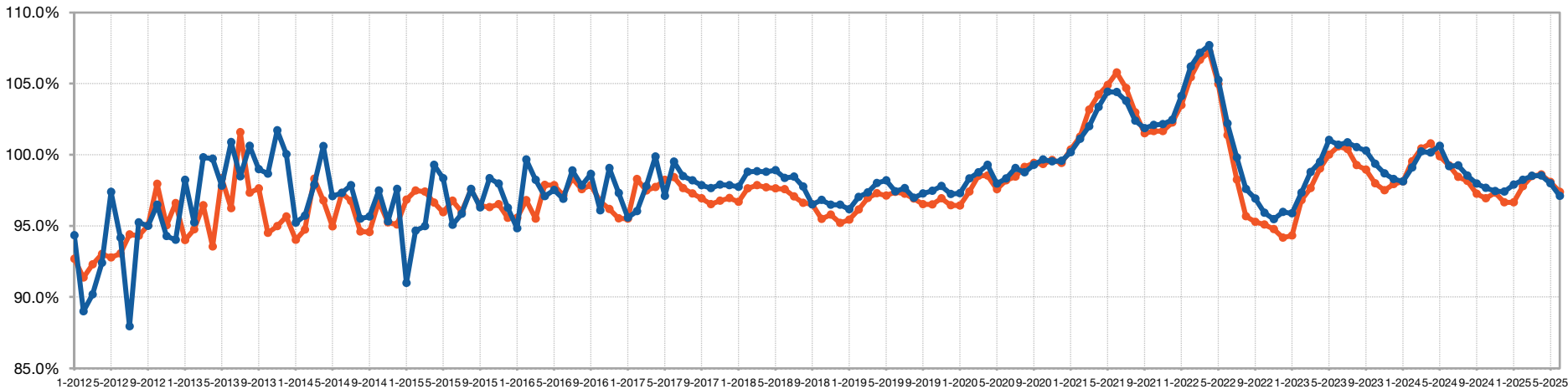
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
Oct-2024	96.9%	-1.1%	97.7%	-1.7%
Nov-2024	97.3%	-0.2%	97.4%	-1.3%
Dec-2024	96.7%	-1.2%	97.4%	-0.9%
Jan-2025	96.6%	-1.5%	97.9%	-0.2%
Feb-2025	97.8%	-1.7%	98.2%	-0.9%
Mar-2025	98.5%	-1.9%	98.5%	-1.7%
Apr-2025	98.6%	-2.2%	98.5%	-1.6%
May-2025	98.1%	-1.8%	98.0%	-2.6%
Jun-2025	97.4%	-1.8%	97.1%	-2.1%
12-Month Avg*	97.6%	-1.6%	98.0%	-1.6%

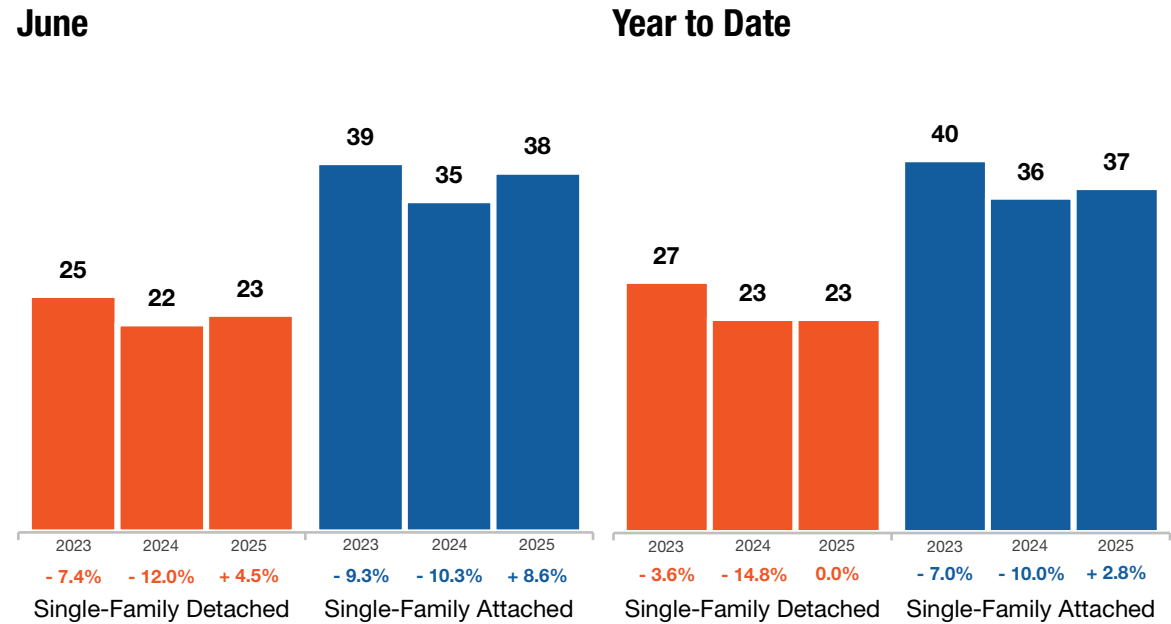
* Pct. of Orig. Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



Housing Affordability Index

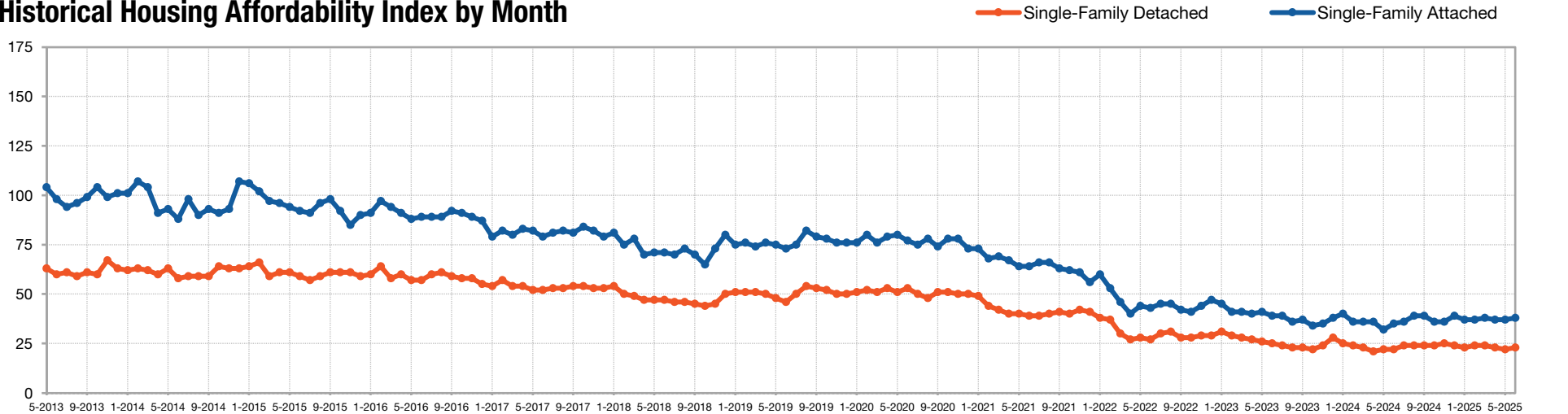
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2024	24	0.0%	36	-7.7%
Aug-2024	24	+4.3%	39	+8.3%
Sep-2024	24	+4.3%	39	+5.4%
Oct-2024	24	+9.1%	36	+5.9%
Nov-2024	25	+4.2%	36	+2.9%
Dec-2024	24	-14.3%	39	+2.6%
Jan-2025	23	-8.0%	37	-7.5%
Feb-2025	24	0.0%	37	+2.8%
Mar-2025	24	+4.3%	38	+5.6%
Apr-2025	23	+9.5%	37	+2.8%
May-2025	22	0.0%	37	+15.6%
Jun-2025	23	+4.5%	38	+8.6%
12-Month Avg*	24	0.0%	37	0.0%

* Affordability Index for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

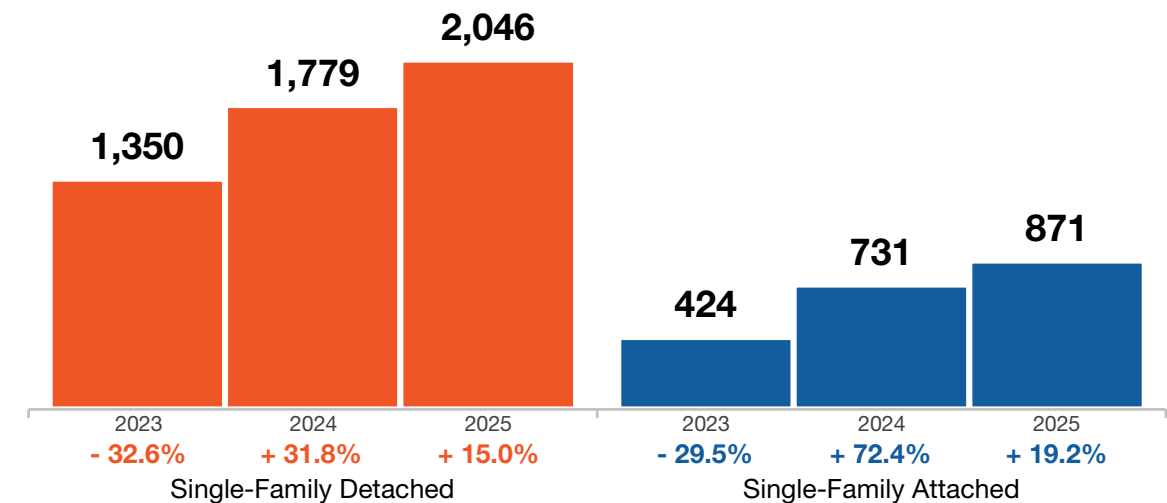
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

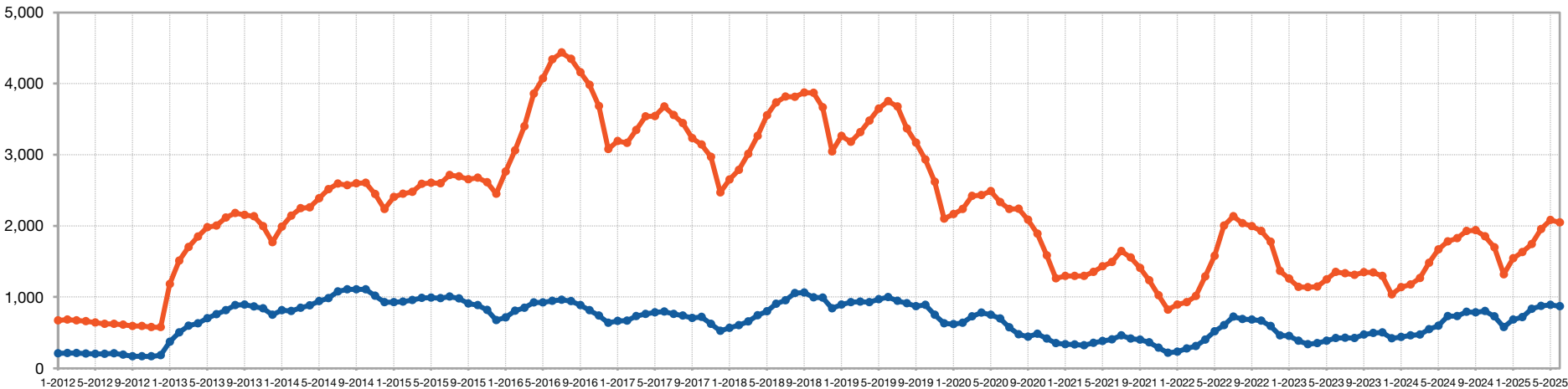
The number of properties available for sale in active status at the end of a given month.

June



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2024	1,827	+37.1%	729	+71.1%
Aug-2024	1,928	+47.1%	789	+86.5%
Sep-2024	1,938	+43.8%	785	+67.0%
Oct-2024	1,853	+38.1%	802	+63.0%
Nov-2024	1,696	+31.0%	726	+44.6%
Dec-2024	1,319	+27.4%	578	+38.6%
Jan-2025	1,545	+35.9%	680	+56.0%
Feb-2025	1,629	+38.8%	716	+55.3%
Mar-2025	1,744	+37.9%	831	+76.1%
Apr-2025	1,952	+31.9%	872	+59.1%
May-2025	2,083	+24.9%	890	+49.6%
Jun-2025	2,046	+15.0%	871	+19.2%
12-Month Avg	1,347	+33.4%	498	+55.2%

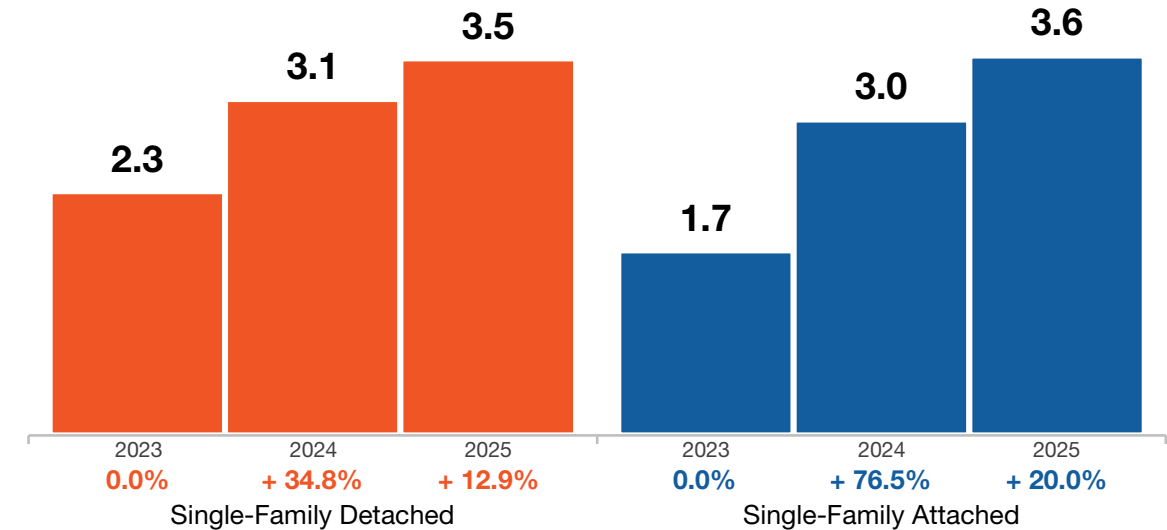
Historical Inventory of Homes for Sale by Month



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.

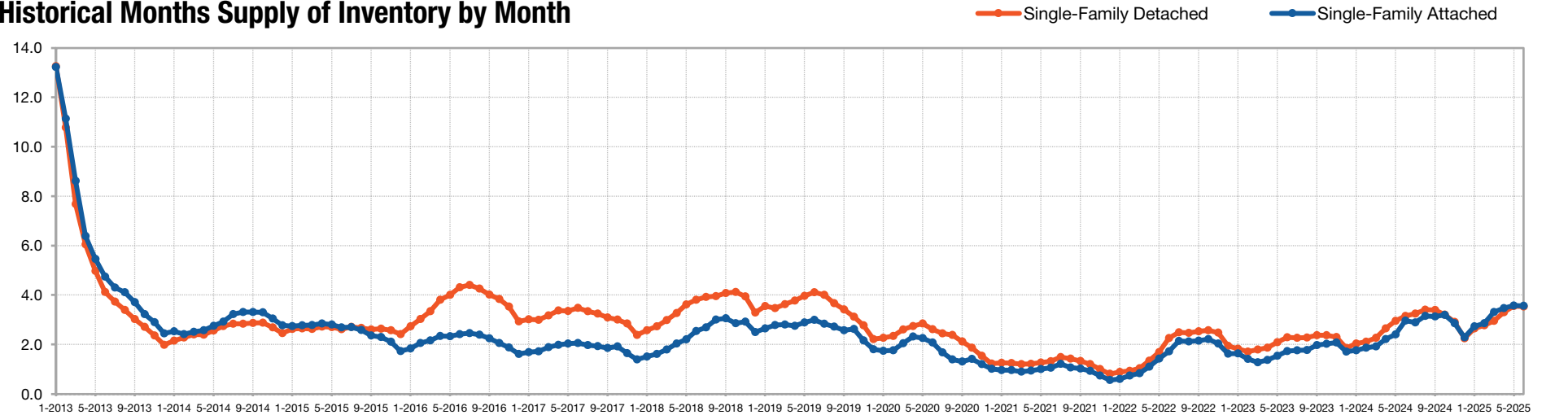
June



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jul-2024	3.2	+39.1%	2.9	+61.1%
Aug-2024	3.4	+47.8%	3.2	+77.8%
Sep-2024	3.4	+41.7%	3.1	+55.0%
Oct-2024	3.2	+33.3%	3.2	+60.0%
Nov-2024	2.9	+26.1%	2.9	+38.1%
Dec-2024	2.2	+15.8%	2.3	+35.3%
Jan-2025	2.6	+30.0%	2.7	+50.0%
Feb-2025	2.8	+33.3%	2.9	+52.6%
Mar-2025	3.0	+30.4%	3.3	+73.7%
Apr-2025	3.3	+26.9%	3.5	+59.1%
May-2025	3.6	+20.0%	3.6	+50.0%
Jun-2025	3.5	+12.9%	3.6	+20.0%
12-Month Avg*	2.4	+29.9%	2.0	+51.5%

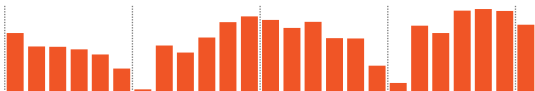
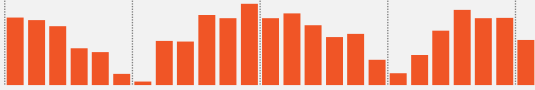
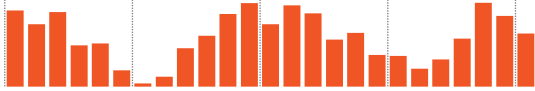
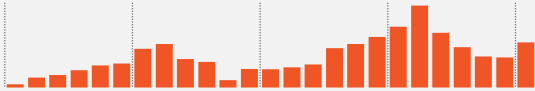
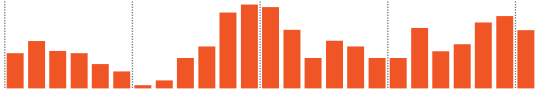
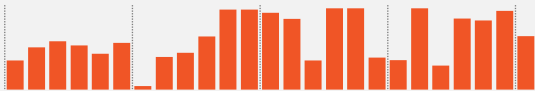
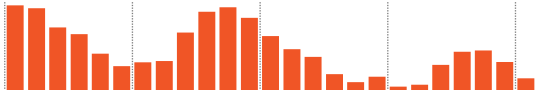

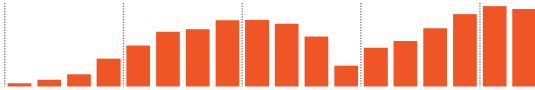
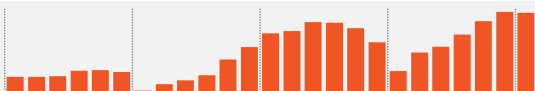
* Months Supply for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

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			6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	06-2023	06-2024	06-2025						
New Listings				1,467	1,399	- 4.6%	7,782	8,870	+ 14.0%
Pending Sales				921	796	- 13.6%	5,363	5,168	- 3.6%
Closed Sales				892	842	- 5.6%	5,052	4,962	- 1.8%
Days on Market				22	31	+ 40.9%	24	31	+ 29.2%
Median Sales Price				\$1,061,500	\$1,011,000	- 4.8%	\$1,000,000	\$1,000,000	0.0%
Average Sales Price				\$1,380,554	\$1,319,209	- 4.4%	\$1,343,452	\$1,346,273	+ 0.2%
Pct. of Orig. Price Received				99.2%	97.3%	- 1.9%	99.7%	97.9%	- 1.8%
Housing Affordability Index				25	27	+ 8.0%	27	27	0.0%
Inventory of Homes for Sale				2,523	2,934	+ 16.3%	--	--	--
Months Supply of Inventory				3.1	3.5	+ 12.9%	--	--	--