

# Monthly Indicators

## November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

Closed Sales decreased 2.0 percent for Detached homes but increased 6.8 percent for Attached homes. Pending Sales increased 0.6 percent for Detached homes but decreased 8.3 percent for Attached homes.

The Median Sales Price was up 6.5 percent to \$1,150,000 for Detached homes and 1.0 percent to \$754,400 for Attached homes. Days on Market increased 27.3 percent for Detached homes and 29.4 percent for Attached homes. Supply decreased 21.9 percent for Detached homes and 19.4 percent for Attached homes.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

## Monthly Snapshot

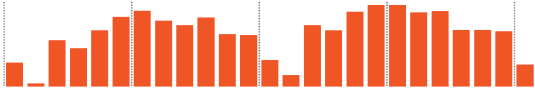
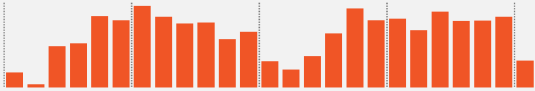
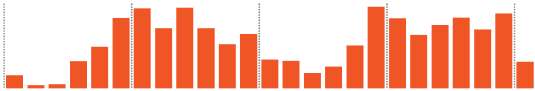
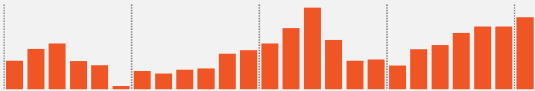
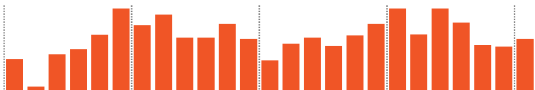
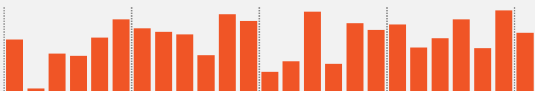
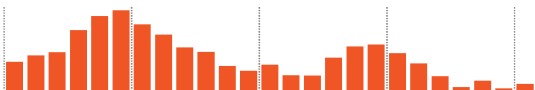



\$1,150,000	\$754,400	\$989,000
Median Sales Price Detached Homes	Median Sales Price Attached Homes	Median Sales Price All Properties Combined

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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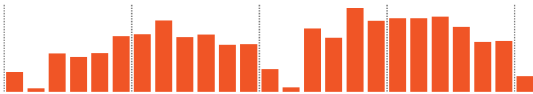

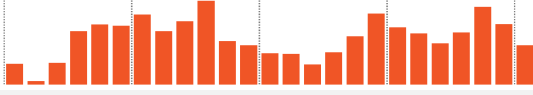







# Single-Family Detached Activity Overview

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			11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	11-2023	11-2024	11-2025						
New Listings				583	536	- 8.1%	9,746	10,604	+ 8.8%
Pending Sales				464	467	+ 0.6%	6,630	6,760	+ 2.0%
Closed Sales				507	497	- 2.0%	6,508	6,618	+ 1.7%
Days on Market				33	42	+ 27.3%	26	34	+ 30.8%
Median Sales Price				\$1,080,000	\$1,150,000	+ 6.5%	\$1,170,000	\$1,175,000	+ 0.4%
Average Sales Price				\$1,421,959	\$1,555,462	+ 9.4%	\$1,541,542	\$1,561,272	+ 1.3%
Pct. of Orig. Price Received				97.3%	96.1%	- 1.2%	98.8%	97.1%	- 1.7%
Housing Affordability Index				25	25	0.0%	23	24	+ 4.3%
Inventory of Homes for Sale				1,880	1,480	- 21.3%	--	--	--
Months Supply of Inventory				3.2	2.5	- 21.9%	--	--	--

# Single-Family Attached Activity Overview

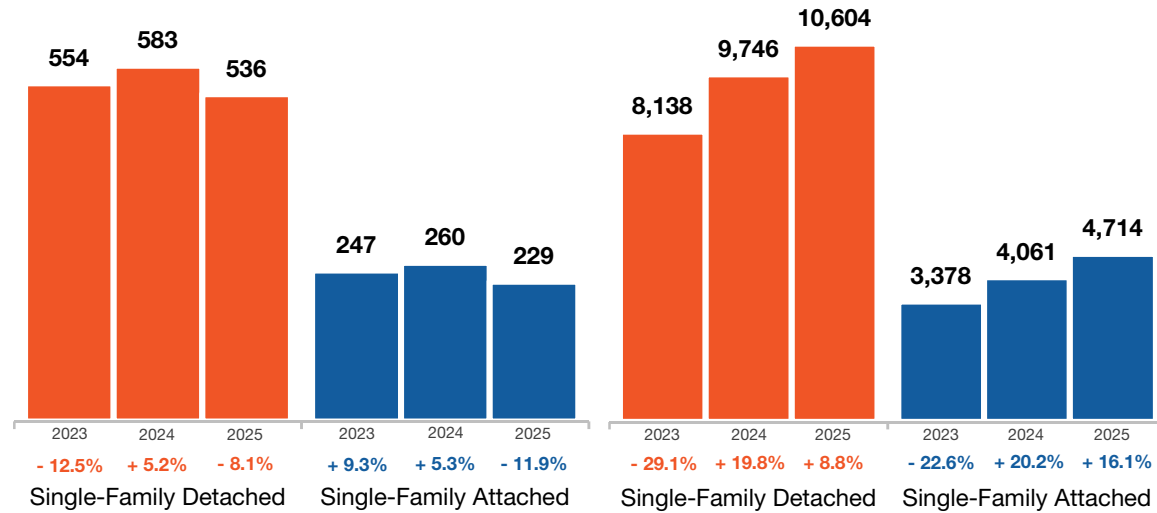
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	11-2023	11-2024	11-2025						
New Listings				260	<b>229</b>	- 11.9%	4,061	<b>4,714</b>	+ 16.1%
Pending Sales				216	<b>198</b>	- 8.3%	2,857	<b>2,852</b>	- 0.2%
Closed Sales				220	<b>235</b>	+ 6.8%	2,845	<b>2,796</b>	- 1.7%
Days on Market				34	<b>44</b>	+ 29.4%	25	<b>34</b>	+ 36.0%
Median Sales Price				\$746,875	<b>\$754,400</b>	+ 1.0%	\$750,000	<b>\$726,500</b>	- 3.1%
Average Sales Price				\$891,534	<b>\$932,977</b>	+ 4.6%	\$876,954	<b>\$865,229</b>	- 1.3%
Pct. of Orig. Price Received				97.4%	<b>96.1%</b>	- 1.3%	99.0%	<b>97.5%</b>	- 1.5%
Housing Affordability Index				36	<b>38</b>	+ 5.6%	36	<b>39</b>	+ 8.3%
Inventory of Homes for Sale				782	<b>631</b>	- 19.3%	--	--	--
Months Supply of Inventory				3.1	<b>2.5</b>	- 19.4%	--	--	--

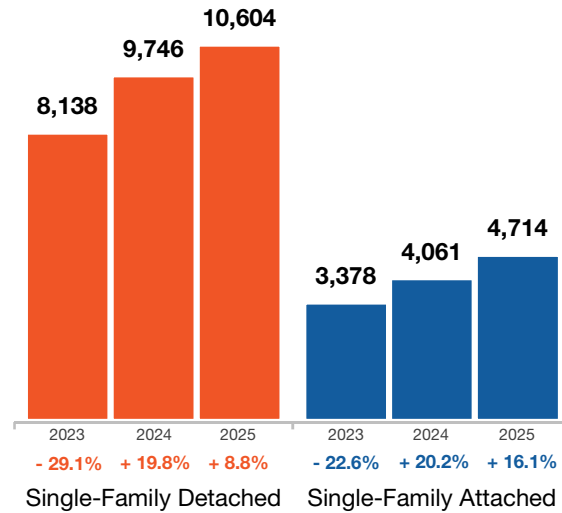
# New Listings

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

## November

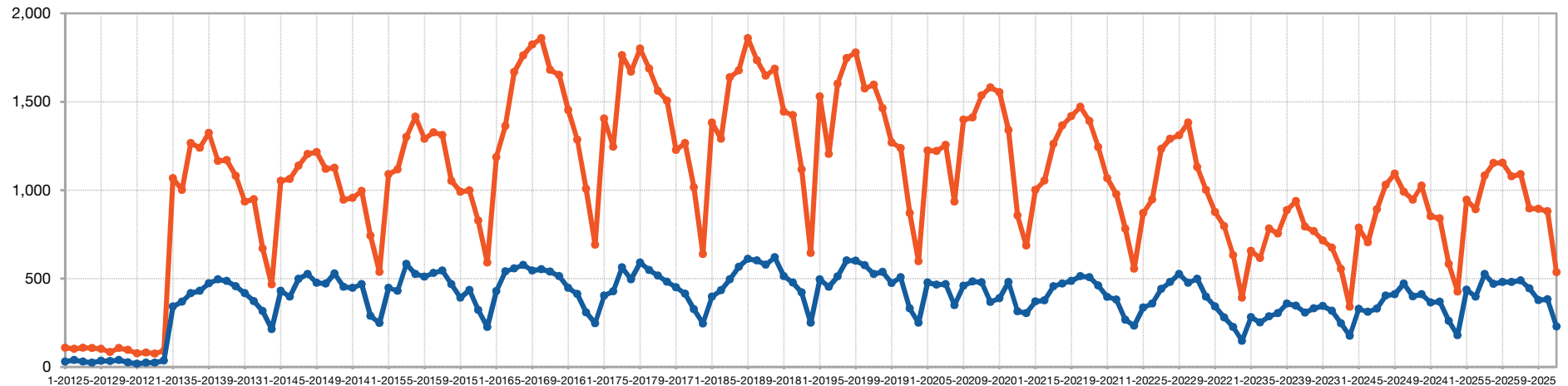


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2024	426	+25.3%	180	+2.3%
Jan-2025	945	+20.1%	437	+33.2%
Feb-2025	891	+26.4%	397	+27.2%
Mar-2025	1,083	+21.4%	526	+59.4%
Apr-2025	1,154	+12.0%	470	+16.3%
May-2025	1,155	+5.6%	481	+16.7%
Jun-2025	1,078	+8.8%	481	+2.1%
Jul-2025	1,091	+15.3%	489	+22.6%
Aug-2025	896	-12.6%	444	+8.0%
Sep-2025	894	+4.8%	378	+3.6%
Oct-2025	881	+4.9%	382	+3.5%
<b>Nov-2025</b>	<b>536</b>	<b>-8.1%</b>	<b>229</b>	<b>-11.9%</b>
12-Month Avg	919	+9.4%	408	+15.5%

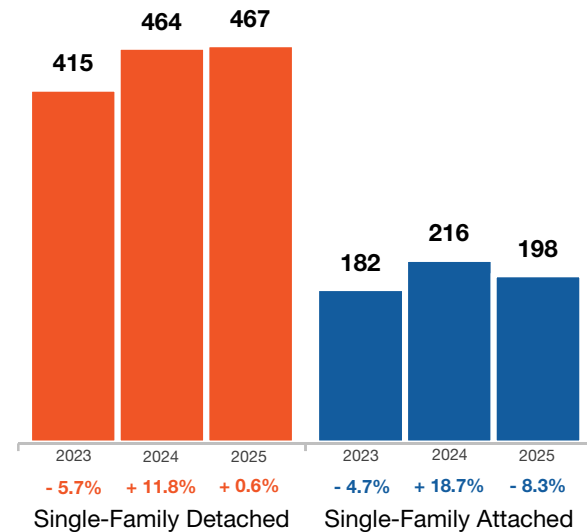
## Historical New Listings by Month



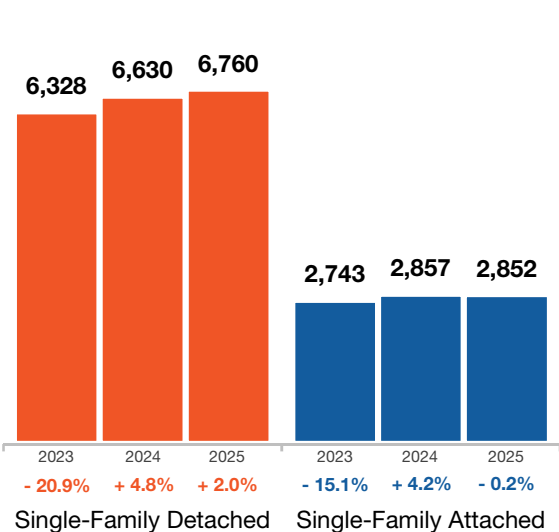
# Pending Sales

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

## November

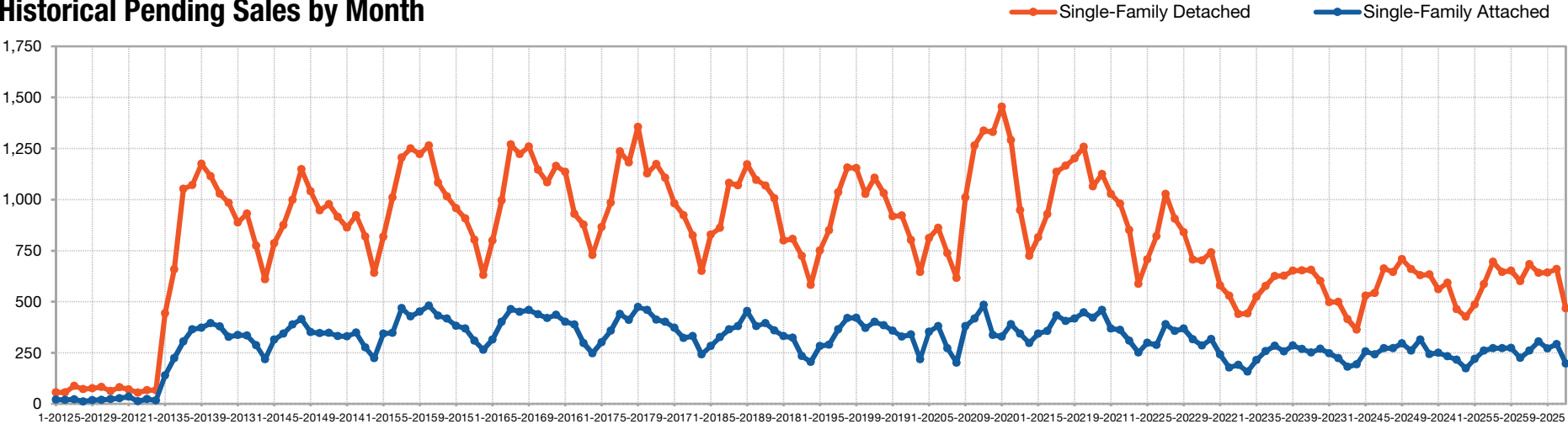


## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2024	427	+17.6%	173	-10.4%
Jan-2025	486	-8.3%	220	-14.4%
Feb-2025	586	+7.9%	260	+7.4%
Mar-2025	696	+5.1%	273	+0.4%
Apr-2025	645	0.0%	273	+0.4%
May-2025	652	-7.9%	274	-7.4%
Jun-2025	601	-8.9%	225	-13.5%
Jul-2025	683	+8.4%	260	-17.5%
Aug-2025	641	+1.1%	306	+25.4%
Sep-2025	643	+14.6%	271	+8.4%
Oct-2025	660	+11.3%	292	+25.3%
Nov-2025	467	+0.6%	198	-8.3%
12-Month Avg	583	+2.8%	254	-0.8%

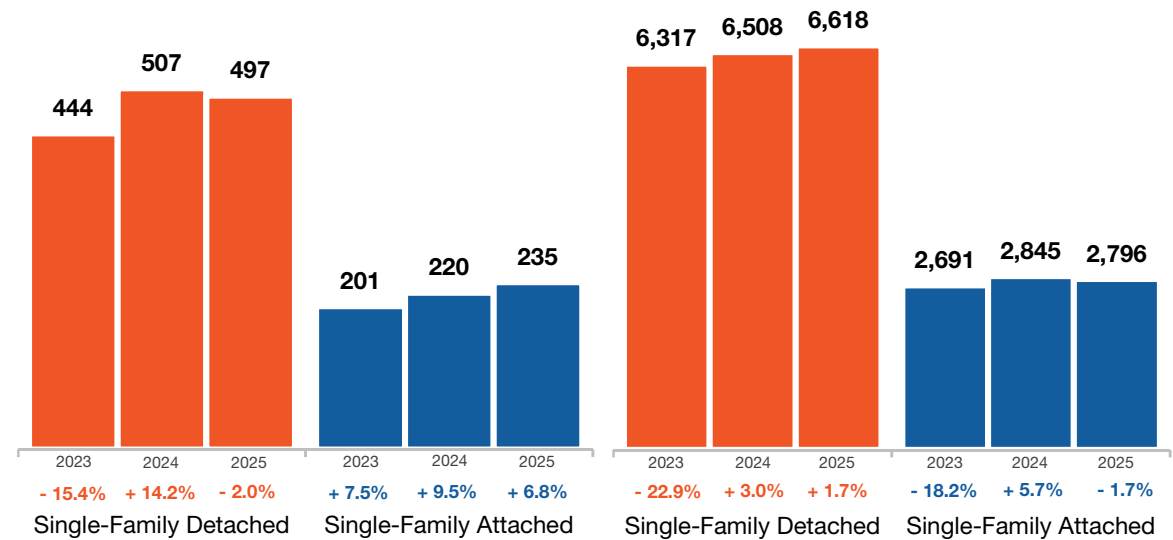
## Historical Pending Sales by Month



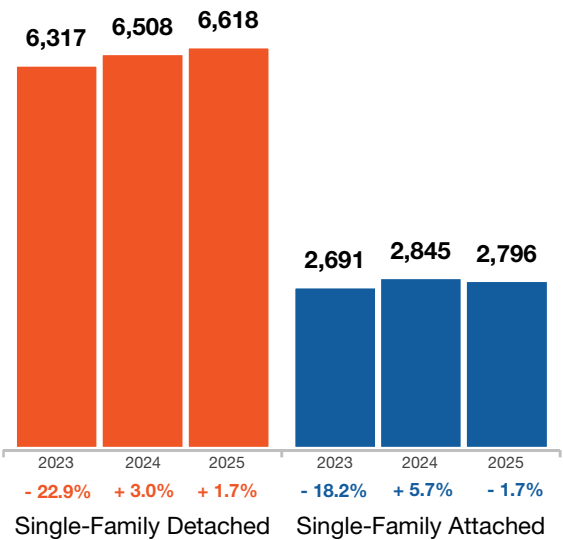
# Closed Sales

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

## November

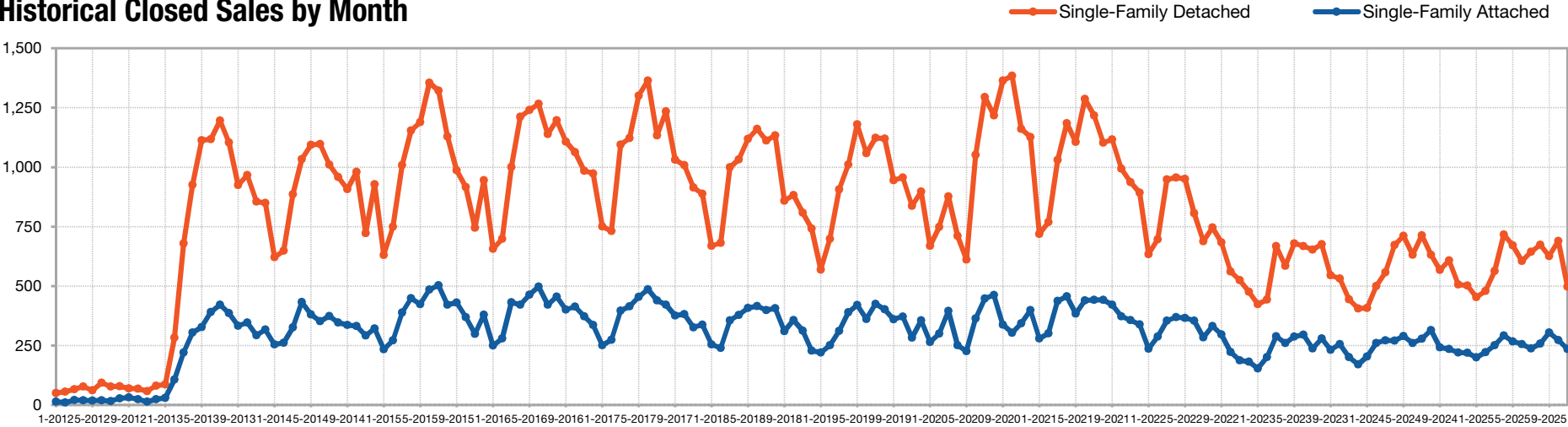


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2024	502	+24.0%	219	+28.8%
Jan-2025	453	+11.0%	200	-1.5%
Feb-2025	479	-4.2%	222	-14.6%
Mar-2025	563	+0.9%	251	-7.7%
Apr-2025	717	+6.7%	292	+8.1%
May-2025	671	-5.6%	267	-7.9%
Jun-2025	605	-4.1%	256	-1.5%
Jul-2025	644	-9.7%	238	-14.4%
Aug-2025	673	+6.5%	258	-18.1%
Sep-2025	626	+10.2%	304	+25.6%
Oct-2025	690	+13.5%	273	+16.2%
Nov-2025	497	-2.0%	235	+6.8%
12-Month Avg	576	+3.0%	251	0.0%

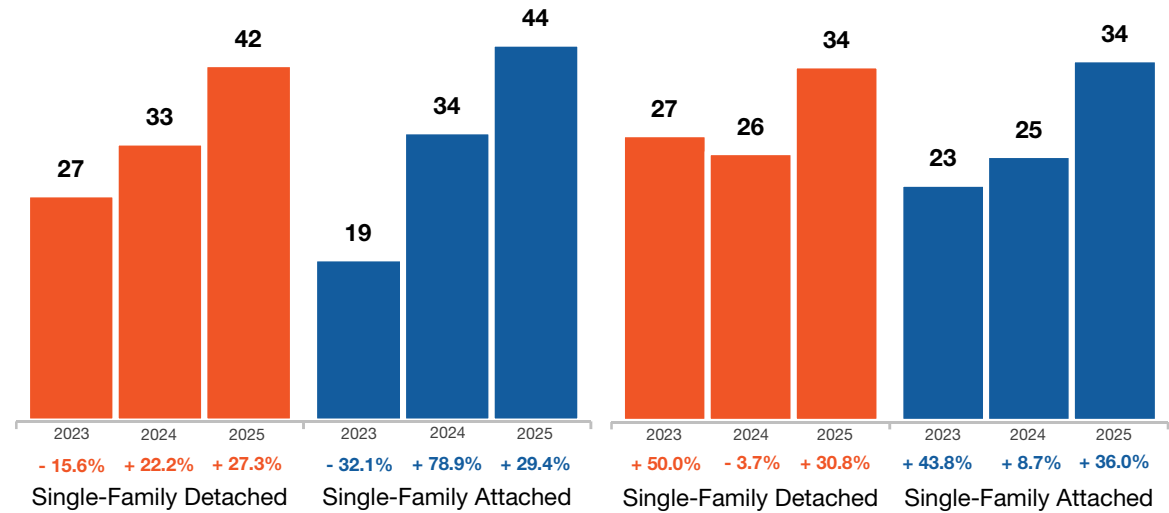
## Historical Closed Sales by Month



# 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.

## November

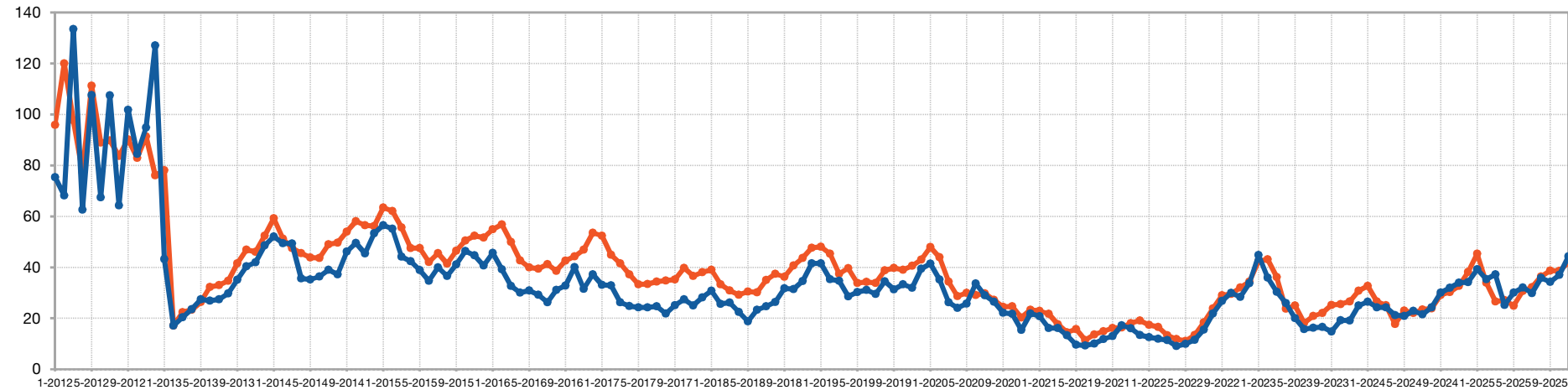


## Year to Date

Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
Jul-2025	32	+39.1%	30	+36.4%
Aug-2025	36	+50.0%	36	+50.0%
Sep-2025	39	+34.5%	34	+13.3%
Oct-2025	39	+30.0%	37	+15.6%
Nov-2025	42	+27.3%	44	+29.4%
12-Month Avg*	26	+31.8%	25	+35.8%

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

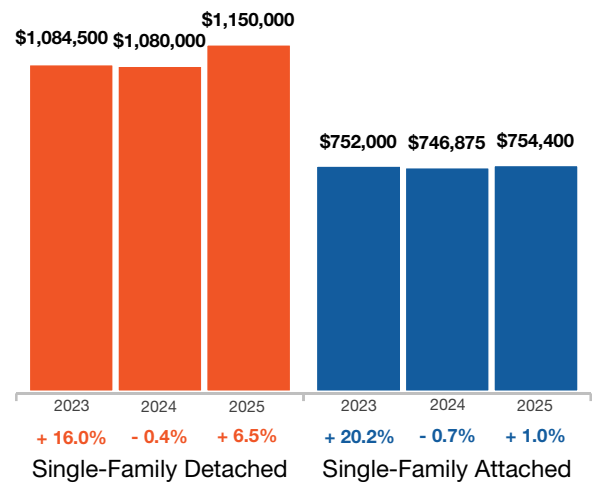
## Historical Days on Market Until Sale by Month



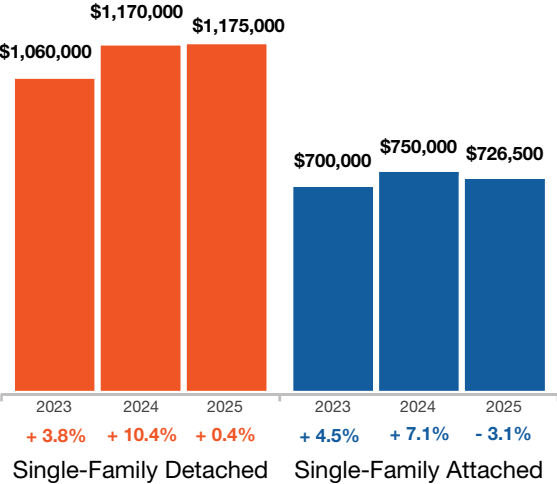
# Median Sales Price

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

## November



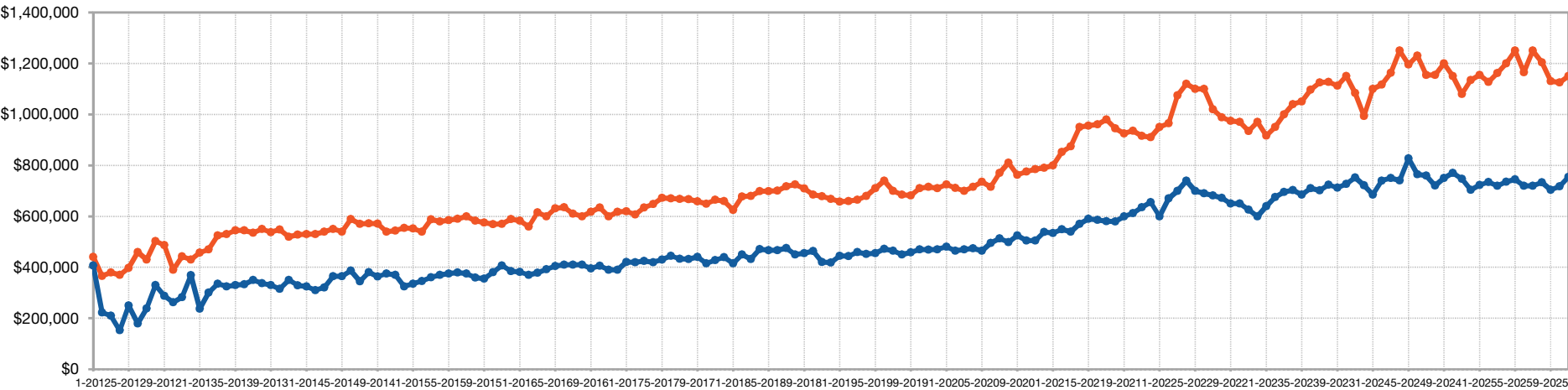
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	\$744,500	-10.0%
Jun-2025	\$1,165,000	-5.3%	\$719,950	-5.9%
Jul-2025	\$1,250,000	+8.2%	\$720,000	-5.2%
Aug-2025	\$1,203,750	+4.2%	\$733,500	+1.7%
Sep-2025	\$1,130,000	-5.8%	\$703,500	-6.2%
Oct-2025	\$1,125,000	-2.2%	\$717,500	-6.8%
Nov-2025	\$1,150,000	+6.5%	\$754,400	+1.0%
12-Month Avg*	\$1,155,555	+1.7%	\$749,990	-3.3%

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

## Historical Median Sales Price by Month

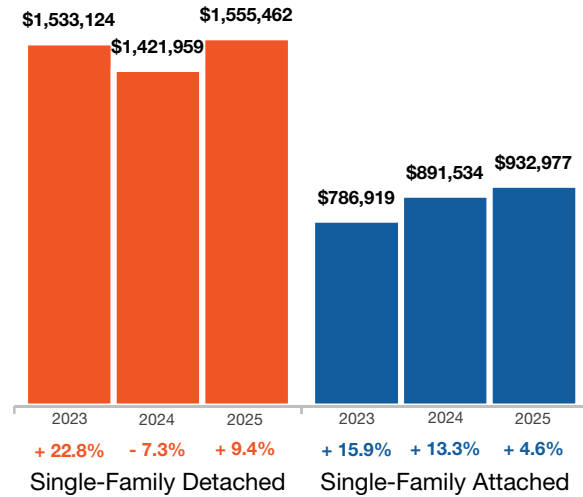




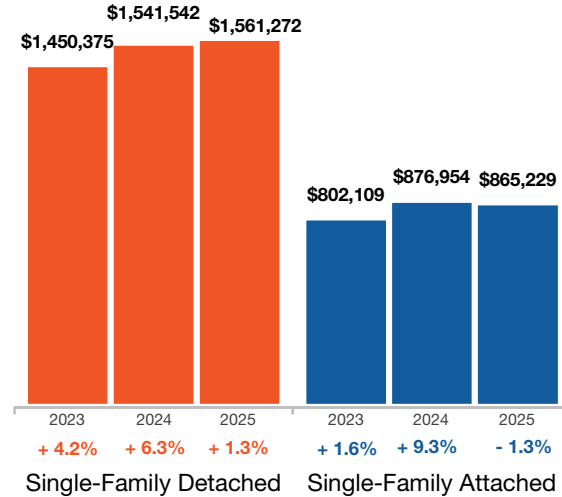
# Average Sales Price

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

## November



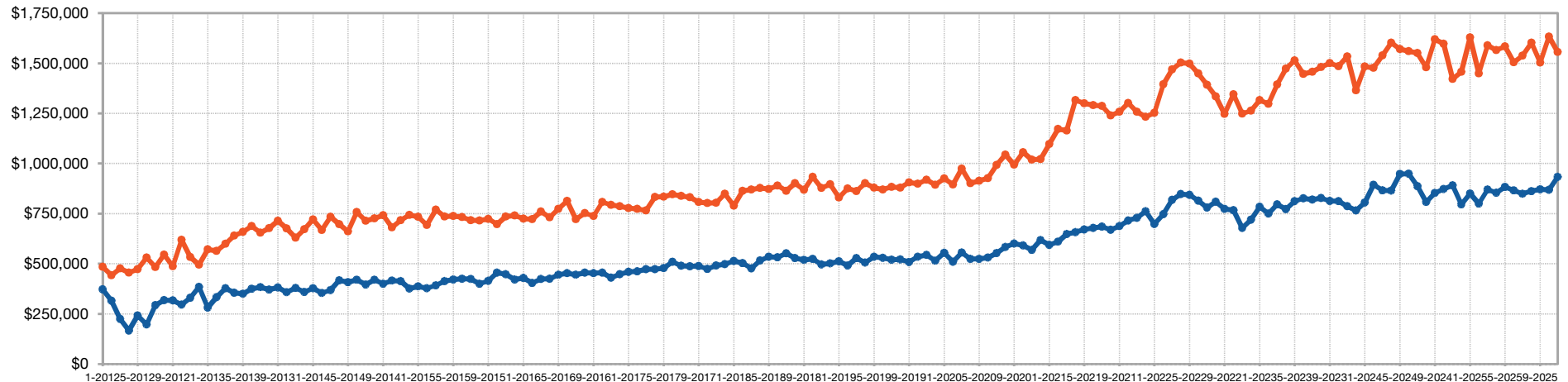
## Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	\$870,455	+0.6%
Apr-2025	\$1,565,992	-2.2%	\$854,465	-1.2%
May-2025	\$1,584,046	+0.8%	\$883,688	-6.8%
Jun-2025	\$1,505,164	-3.5%	\$865,333	-8.8%
Jul-2025	\$1,537,501	-0.9%	\$849,118	-4.3%
Aug-2025	\$1,601,739	+8.3%	\$862,612	+6.8%
Sep-2025	\$1,503,423	-7.2%	\$871,738	+2.2%
Oct-2025	\$1,633,213	+2.3%	\$868,975	-0.4%
<b>Nov-2025</b>	<b>\$1,555,462</b>	<b>+9.4%</b>	<b>\$932,977</b>	<b>+4.6%</b>
12-Month Avg*	\$1,550,955	+1.5%	\$858,791	-1.2%

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

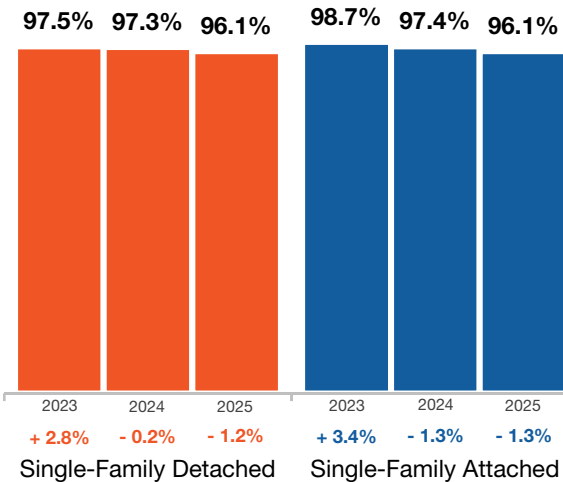
## Historical Average Sales Price by Month



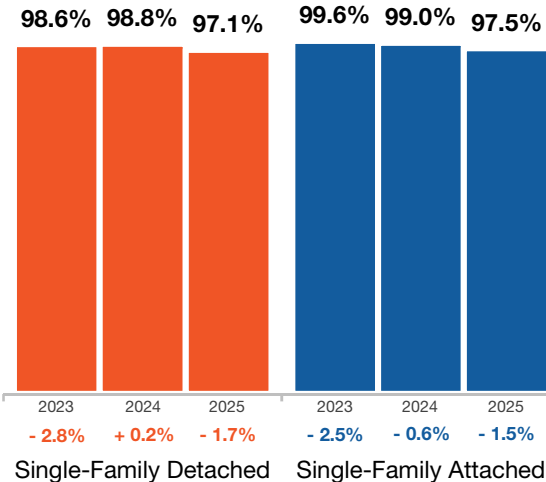
# Percent of Original List Price Received

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.

## November



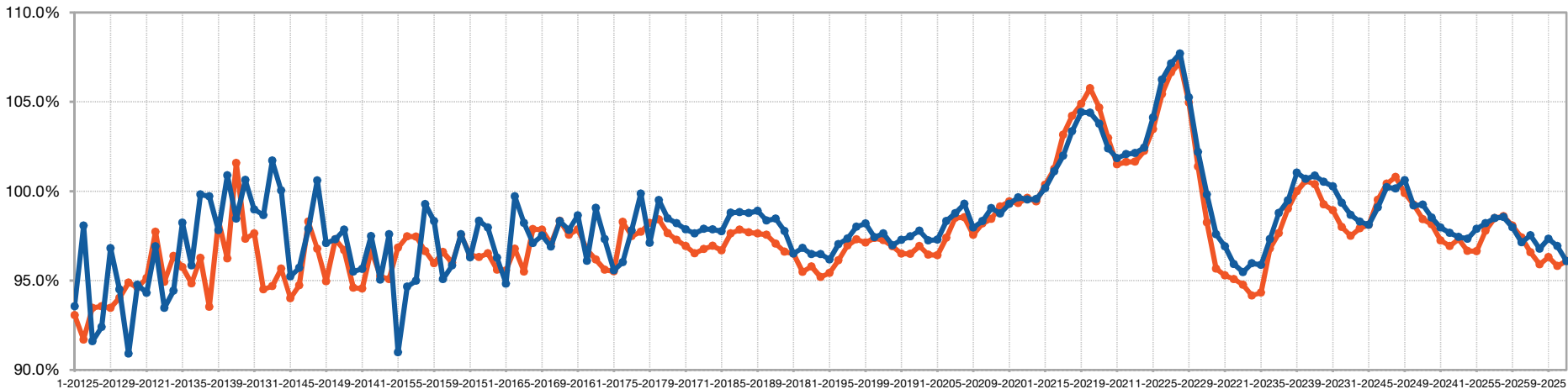
## Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2024	96.7%	-1.2%	97.3%	-1.0%
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%	98.6%	-1.5%
May-2025	98.1%	-1.8%	98.0%	-2.6%
Jun-2025	97.4%	-1.8%	97.1%	-2.1%
Jul-2025	96.6%	-1.8%	97.5%	-1.7%
Aug-2025	95.9%	-2.2%	96.8%	-1.7%
Sep-2025	96.3%	-0.9%	97.3%	-0.7%
Oct-2025	95.8%	-1.1%	96.9%	-0.8%
Nov-2025	96.1%	-1.2%	96.1%	-1.3%
12-Month Avg*	97.0%	-1.7%	97.5%	-1.5%

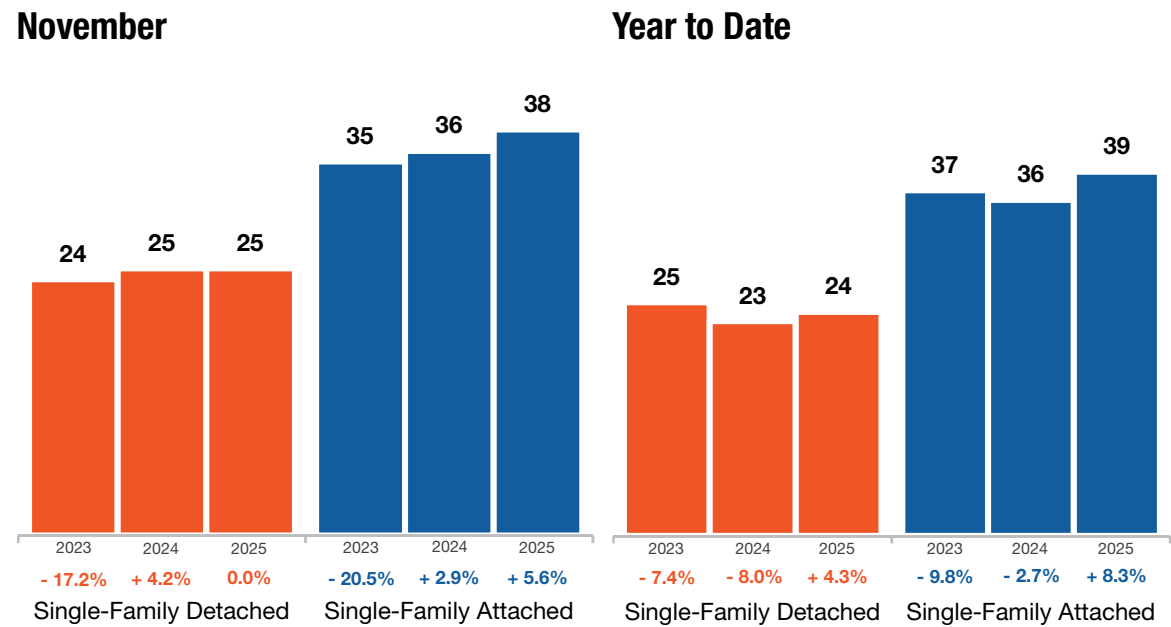
\* Pct. of Orig. Price Received for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



# Housing Affordability Index

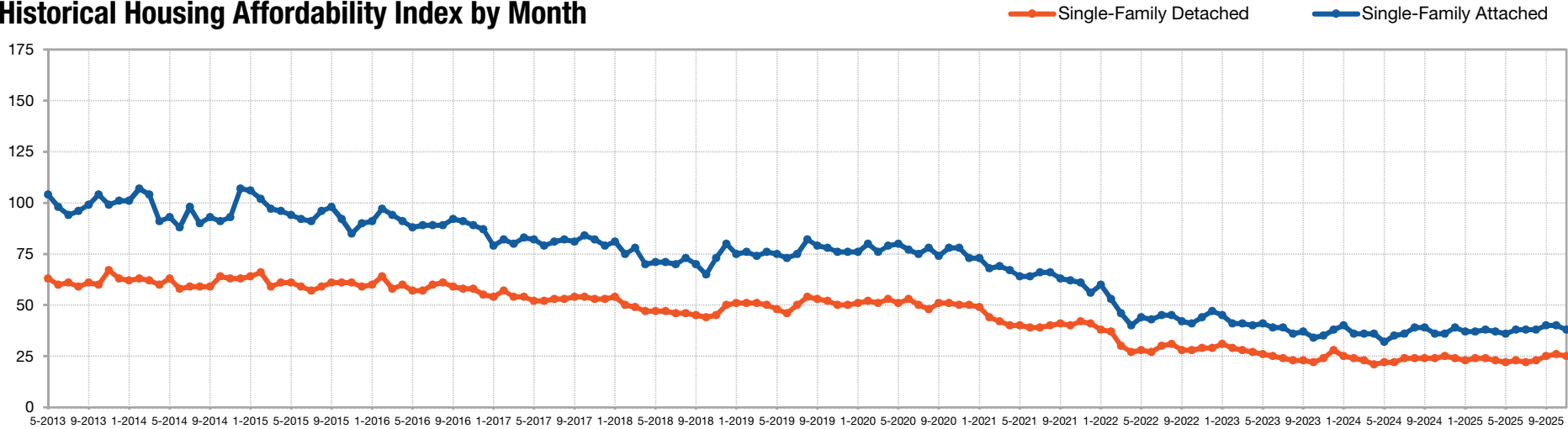
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	36	+12.5%
Jun-2025	23	+4.5%	38	+8.6%
Jul-2025	22	-8.3%	38	+5.6%
Aug-2025	23	-4.2%	38	-2.6%
Sep-2025	25	+4.2%	40	+2.6%
Oct-2025	26	+8.3%	40	+11.1%
Nov-2025	25	0.0%	38	+5.6%
12-Month Avg*	24	+2.8%	38	+9.1%

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

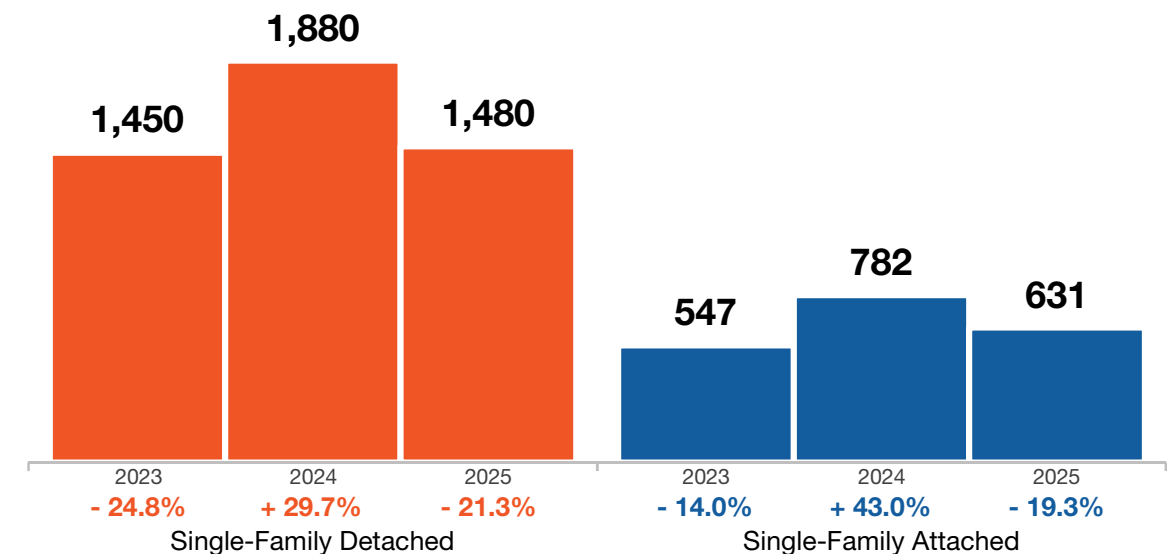
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

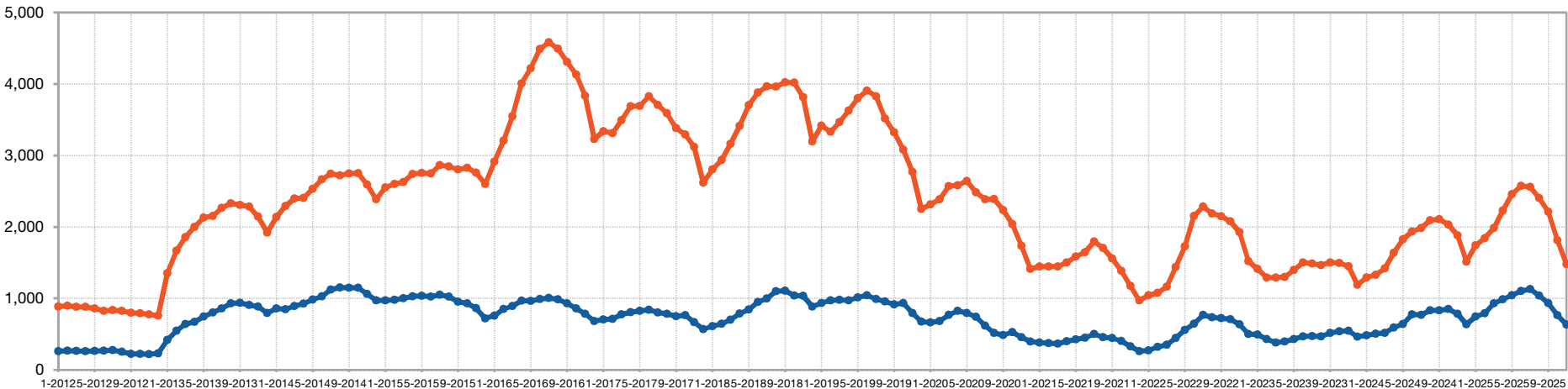
The number of properties available for sale in active status at the end of a given month.

## November



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2024	1,513	+27.0%	638	+38.1%
Jan-2025	1,744	+34.9%	744	+54.7%
Feb-2025	1,839	+38.3%	790	+56.7%
Mar-2025	1,984	+39.7%	931	+80.8%
Apr-2025	2,228	+36.1%	988	+66.6%
May-2025	2,457	+34.7%	1,044	+63.4%
Jun-2025	2,575	+33.1%	1,102	+42.4%
Jul-2025	2,559	+29.0%	1,131	+46.9%
Aug-2025	2,403	+14.8%	1,040	+24.7%
Sep-2025	2,212	+4.9%	935	+12.2%
Oct-2025	1,814	-10.8%	763	-10.4%
Nov-2025	1,480	-21.3%	631	-19.3%
12-Month Avg	1,727	+19.7%	670	+33.6%

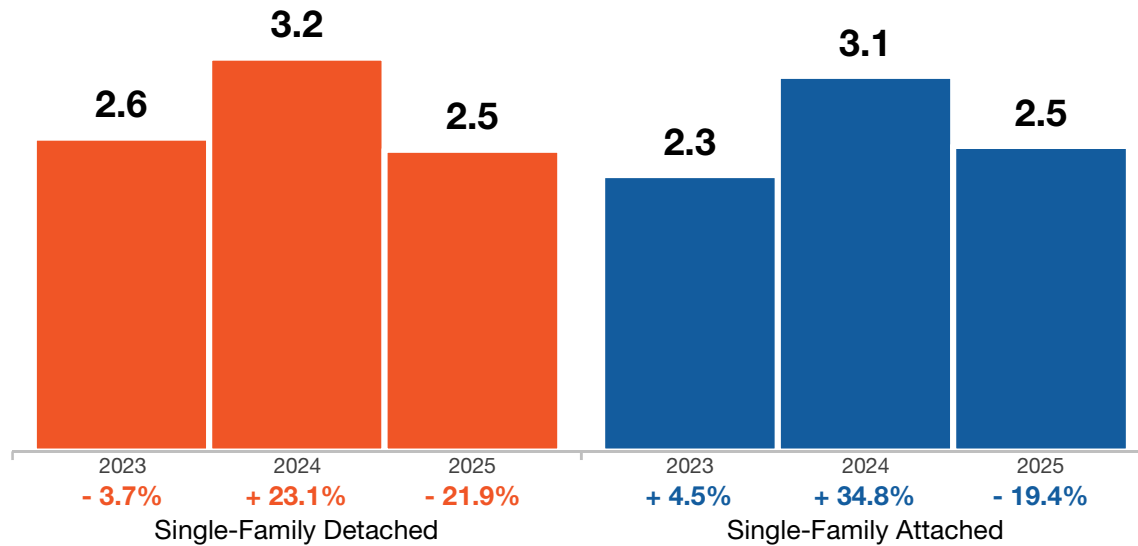
## Historical Inventory of Homes for Sale by Month



# 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.

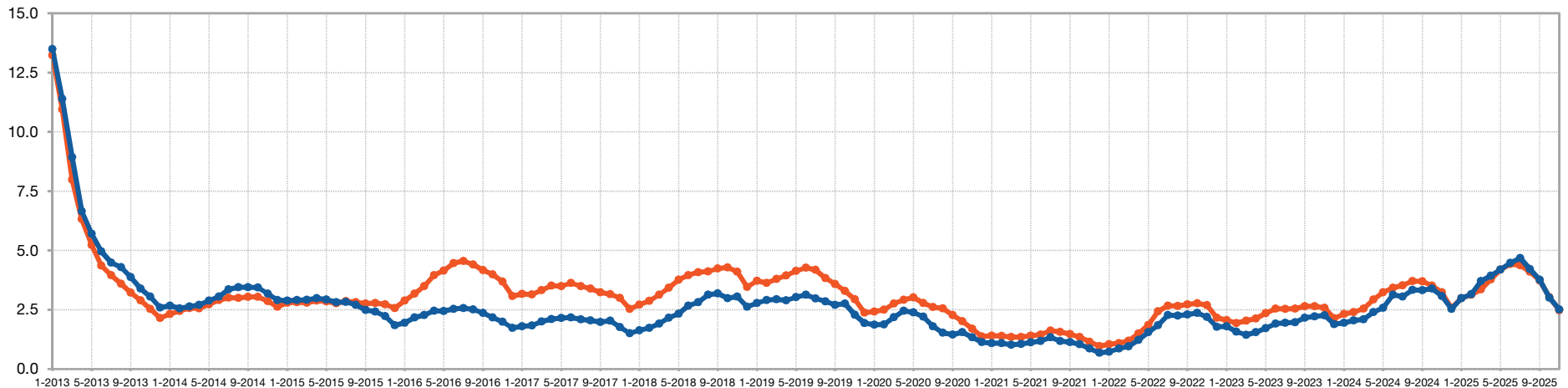
## November



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Dec-2024	2.6	+23.8%	2.5	+31.6%
Jan-2025	3.0	+30.4%	3.0	+57.9%
Feb-2025	3.1	+29.2%	3.1	+55.0%
Mar-2025	3.4	+36.0%	3.7	+76.2%
Apr-2025	3.8	+31.0%	3.9	+62.5%
May-2025	4.2	+31.3%	4.2	+61.5%
Jun-2025	4.4	+29.4%	4.5	+45.2%
Jul-2025	4.4	+25.7%	4.7	+56.7%
Aug-2025	4.1	+10.8%	4.2	+27.3%
Sep-2025	3.7	0.0%	3.8	+15.2%
Oct-2025	3.0	-14.3%	3.0	-11.8%
<b>Nov-2025</b>	<b>2.5</b>	<b>-21.9%</b>	<b>2.5</b>	<b>-19.4%</b>
12-Month Avg*	3.1	+15.0%	2.7	+33.8%

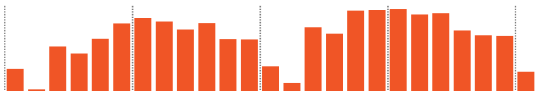

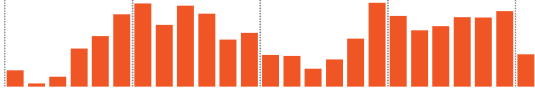
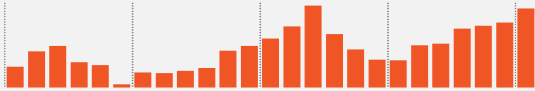
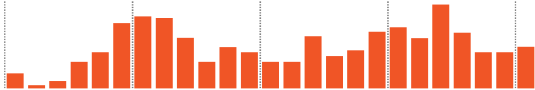
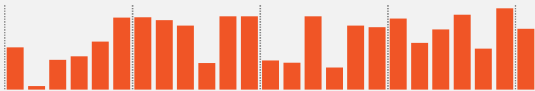
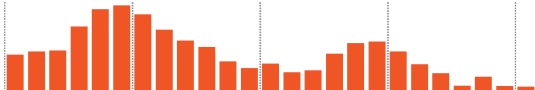

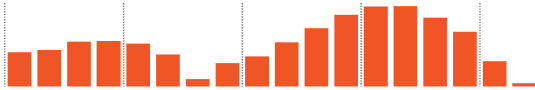

\* Months Supply for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

## 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			11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	11-2023	11-2024	11-2025						
New Listings				843	766	- 9.1%	13,848	15,337	+ 10.8%
Pending Sales				683	665	- 2.6%	9,519	9,621	+ 1.1%
Closed Sales				729	732	+ 0.4%	9,382	9,427	+ 0.5%
Days on Market				33	43	+ 30.3%	25	34	+ 36.0%
Median Sales Price				\$950,000	\$989,000	+ 4.1%	\$995,000	\$1,000,000	+ 0.5%
Average Sales Price				\$1,262,959	\$1,355,652	+ 7.3%	\$1,339,093	\$1,354,301	+ 1.1%
Pct. of Orig. Price Received				97.4%	96.1%	- 1.3%	98.8%	97.2%	- 1.6%
Housing Affordability Index				29	29	0.0%	27	29	+ 7.4%
Inventory of Homes for Sale				2,719	2,115	- 22.2%	--	--	--
Months Supply of Inventory				3.2	2.5	- 21.9%	--	--	--