

# Monthly Indicators

## December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

Closed Sales increased 9.0 percent for Detached homes but decreased 1.8 percent for Attached homes. Pending Sales decreased 0.9 percent for Detached homes and 12.1 percent for Attached homes.

The Median Sales Price was down 0.4 percent to \$1,130,990 for Detached homes but increased 1.6 percent to \$715,000 for Attached homes. Days on Market increased 10.5 percent for Detached homes and 26.5 percent for Attached homes. Supply decreased 30.8 percent for Detached homes and 20.0 percent for Attached homes.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

## Monthly Snapshot

**\$1,130,990**   **\$715,000**   **\$982,500**

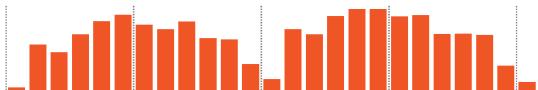
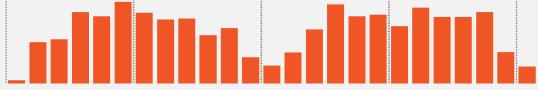
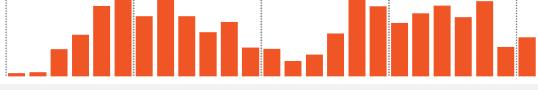
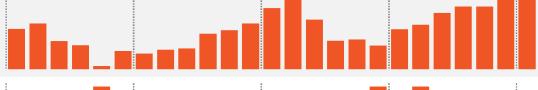
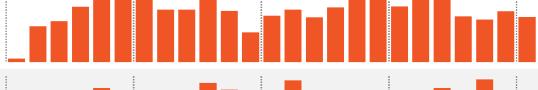
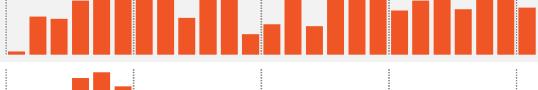
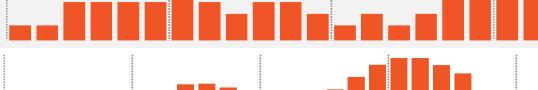
Median Sales Price Detached Homes	Median Sales Price Attached Homes	Median Sales Price All Properties Combined
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A research tool provided by the North San Diego County REALTORS® for residential real estate activity in North San Diego County. Percent changes are calculated using rounded figures.

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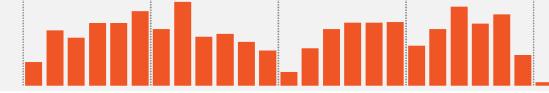
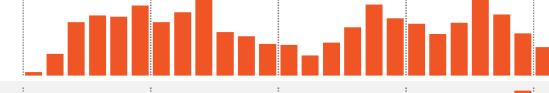
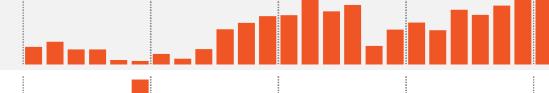
# Single-Family Detached Activity Overview

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			12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	12-2023	12-2024	12-2025						
New Listings				425	395	- 7.1%	10,170	11,044	+ 8.6%
Pending Sales				427	423	- 0.9%	7,056	7,203	+ 2.1%
Closed Sales				502	547	+ 9.0%	7,009	7,178	+ 2.4%
Days on Market				38	42	+ 10.5%	26	34	+ 30.8%
Median Sales Price				\$1,135,125	\$1,130,990	- 0.4%	\$1,168,500	\$1,175,000	+ 0.6%
Average Sales Price				\$1,457,768	\$1,514,237	+ 3.9%	\$1,535,685	\$1,558,467	+ 1.5%
Pct. of Orig. Price Received				96.7%	96.3%	- 0.4%	98.6%	97.0%	- 1.6%
Housing Affordability Index				24	25	+ 4.2%	23	24	+ 4.3%
Inventory of Homes for Sale				1,516	1,100	- 27.4%	--	--	--
Months Supply of Inventory				2.6	1.8	- 30.8%	--	--	--

# 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			12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	12-2023	12-2024	12-2025						
New Listings				182	170	- 6.6%	4,244	<b>4,919</b>	+ 15.9%
Pending Sales				173	152	- 12.1%	3,031	<b>3,012</b>	- 0.6%
Closed Sales				219	215	- 1.8%	3,065	<b>3,021</b>	- 1.4%
Days on Market				34	43	+ 26.5%	26	<b>35</b>	+ 34.6%
Median Sales Price				\$704,000	<b>\$715,000</b>	+ 1.6%	\$749,000	<b>\$725,000</b>	- 3.2%
Average Sales Price				\$795,898	<b>\$887,919</b>	+ 11.6%	\$871,062	<b>\$866,733</b>	- 0.5%
Pct. of Orig. Price Received				97.3%	<b>96.8%</b>	- 0.5%	98.9%	<b>97.5%</b>	- 1.4%
Housing Affordability Index				39	40	+ 2.6%	36	<b>40</b>	+ 11.1%
Inventory of Homes for Sale				639	<b>508</b>	- 20.5%	--	--	--
Months Supply of Inventory				2.5	<b>2.0</b>	- 20.0%	--	--	--

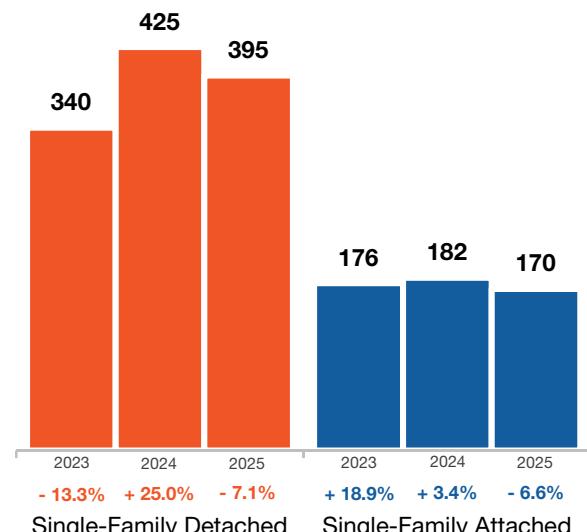
# New Listings

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

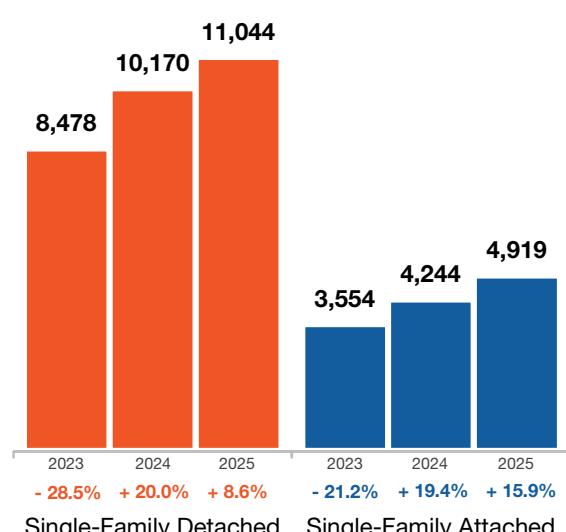
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## December

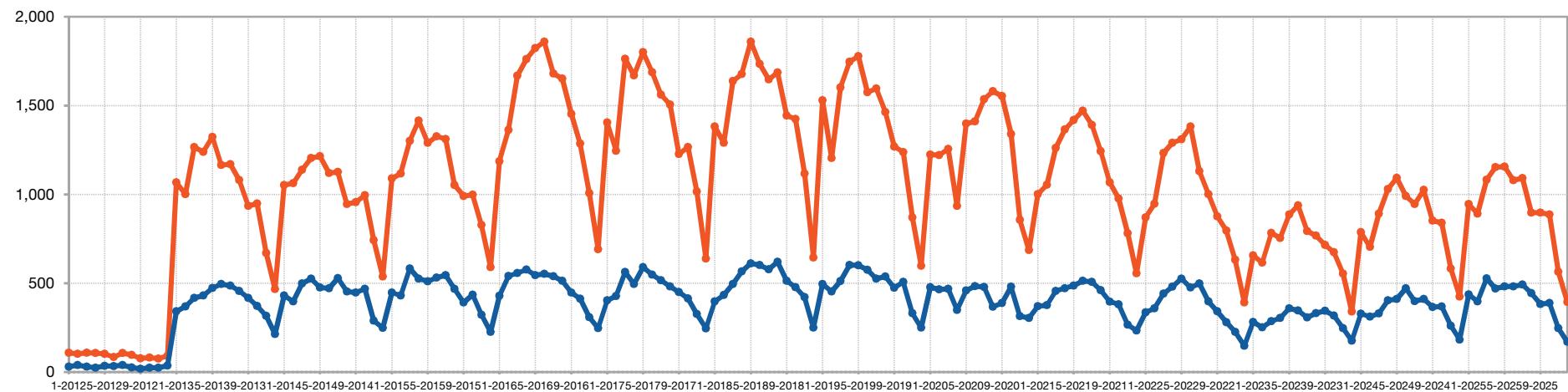


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2025	945	+20.1%	437	+33.2%
Feb-2025	892	+26.5%	397	+27.2%
Mar-2025	1,083	+21.4%	527	+59.7%
Apr-2025	1,154	+12.0%	470	+16.3%
May-2025	1,156	+5.7%	482	+17.0%
Jun-2025	1,080	+9.0%	482	+2.3%
Jul-2025	1,092	+15.4%	492	+23.3%
Aug-2025	897	-12.5%	444	+8.0%
Sep-2025	898	+5.4%	382	+4.4%
Oct-2025	887	+5.6%	389	+5.4%
Nov-2025	565	-3.1%	247	-5.0%
Dec-2025	395	-7.1%	170	-6.6%
12-Month Avg	920	+8.6%	410	+15.9%

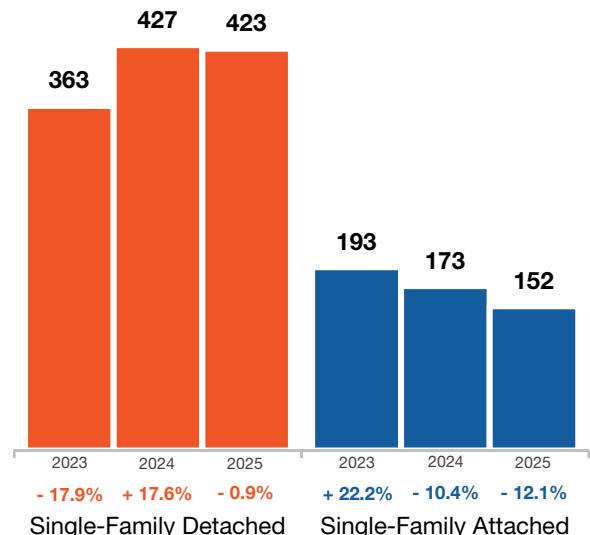
## Historical New Listings by Month



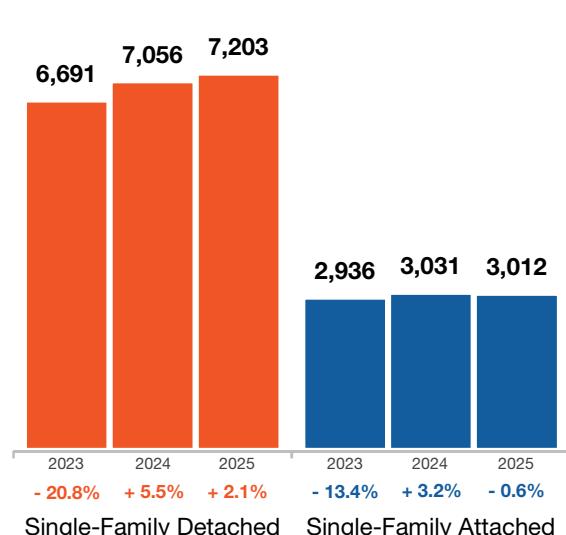
# Pending Sales

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

## December

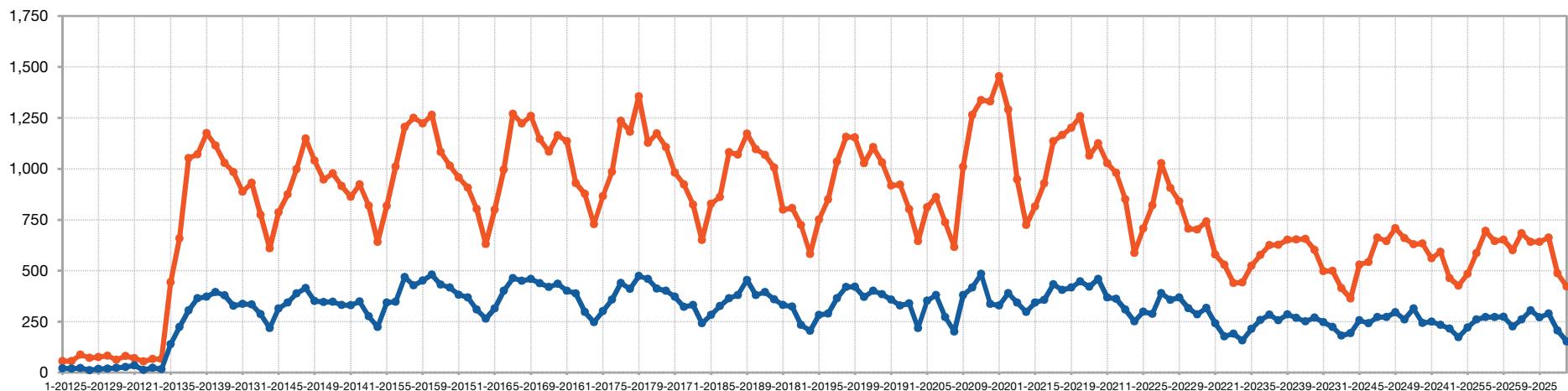


## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2025	485	-8.5%	221	-14.0%
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	600	-9.1%	226	-13.1%
Jul-2025	683	+8.4%	260	-17.5%
Aug-2025	641	+1.1%	305	+25.0%
Sep-2025	642	+14.4%	271	+8.4%
Oct-2025	663	+12.0%	290	+23.9%
Nov-2025	487	+5.0%	207	-4.2%
Dec-2025	423	-0.9%	152	-12.1%
12-Month Avg	588	+2.1%	253	-0.6%

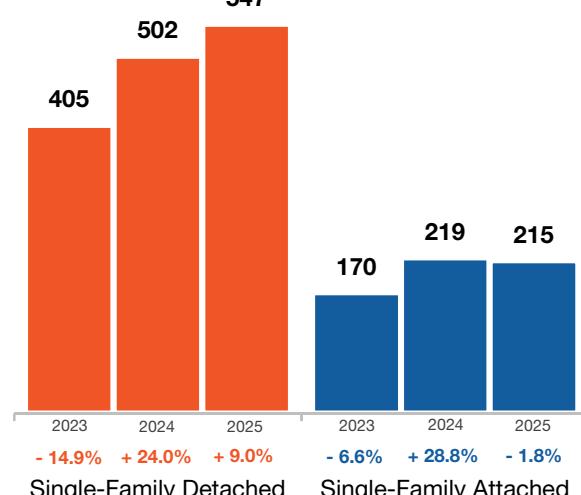
## Historical Pending Sales by Month



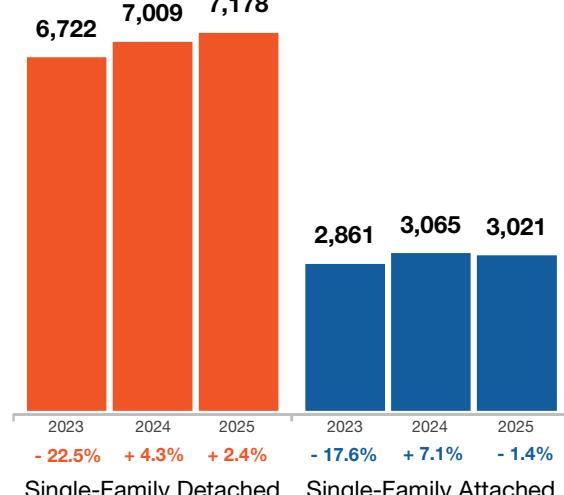
# Closed Sales

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

## December

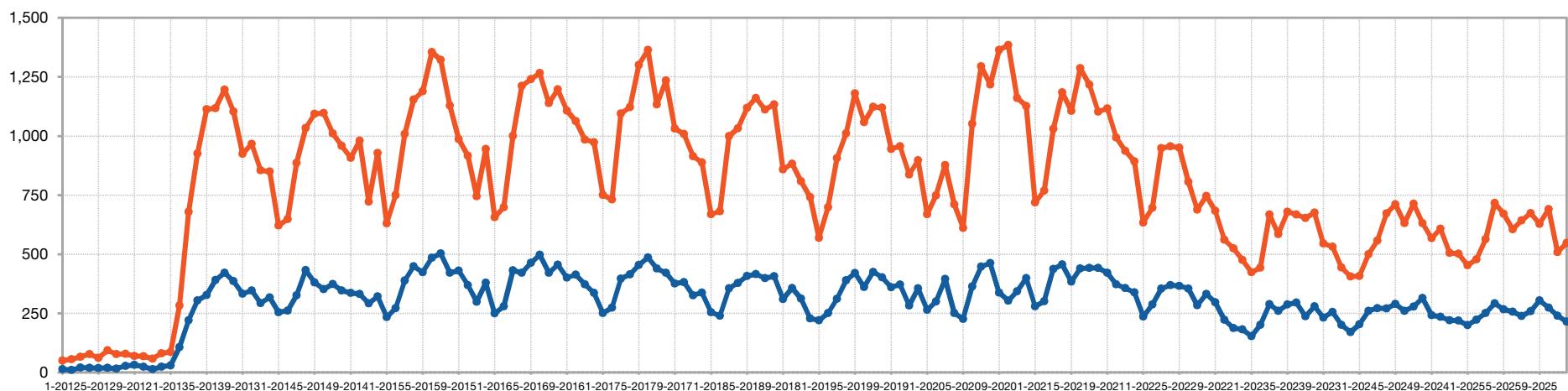


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2025	453	+11.0%	200	-1.5%
Feb-2025	478	-4.4%	223	-14.2%
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%	257	-1.2%
Jul-2025	643	-9.8%	239	-14.0%
Aug-2025	673	+6.5%	259	-17.8%
Sep-2025	628	+10.6%	304	+25.6%
Oct-2025	691	+13.7%	274	+16.6%
Nov-2025	509	+0.6%	240	+8.6%
Dec-2025	547	+9.0%	215	-1.8%
12-Month Avg	584	+2.4%	255	-1.4%

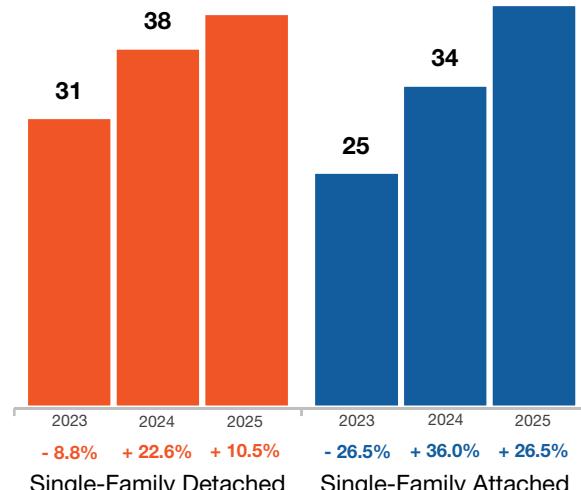
## Historical Closed Sales by Month



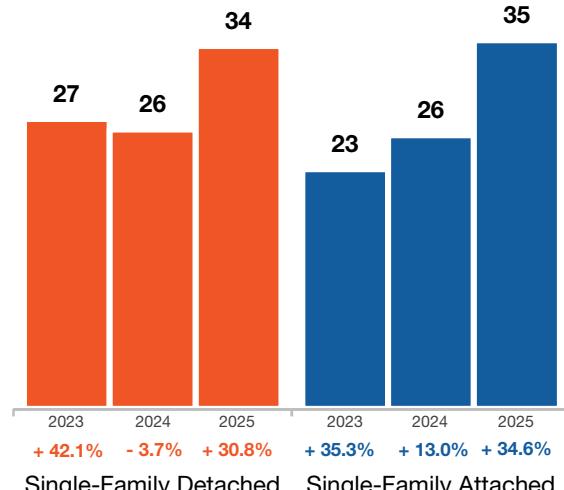
# Days on Market Until Sale

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

## December



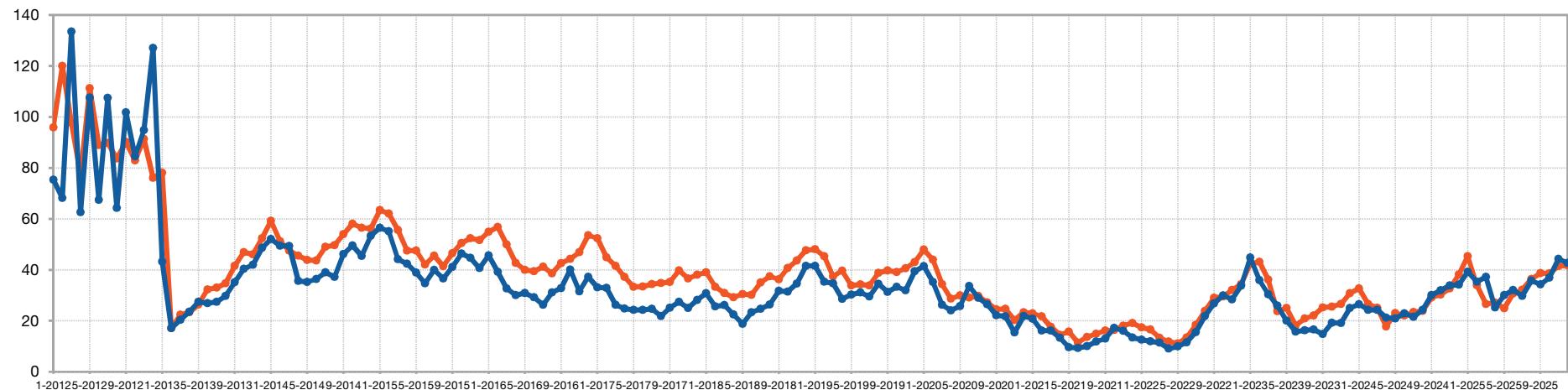
## Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	41	+24.2%	44	+29.4%
<b>Dec-2025</b>	<b>42</b>	<b>+10.5%</b>	<b>43</b>	<b>+26.5%</b>
12-Month Avg*	26	+29.9%	26	+34.7%

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

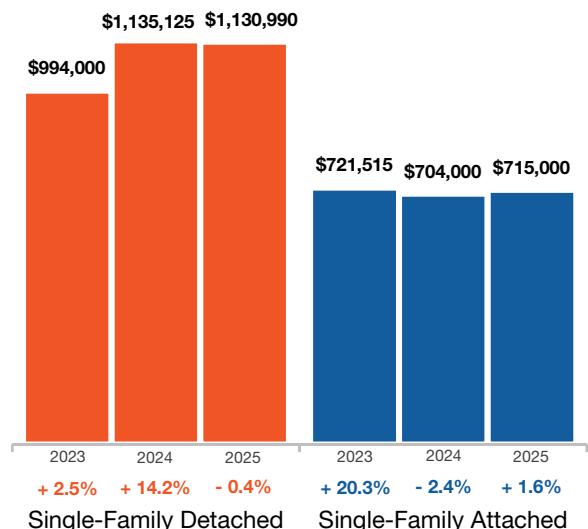
## Historical Days on Market Until Sale by Month



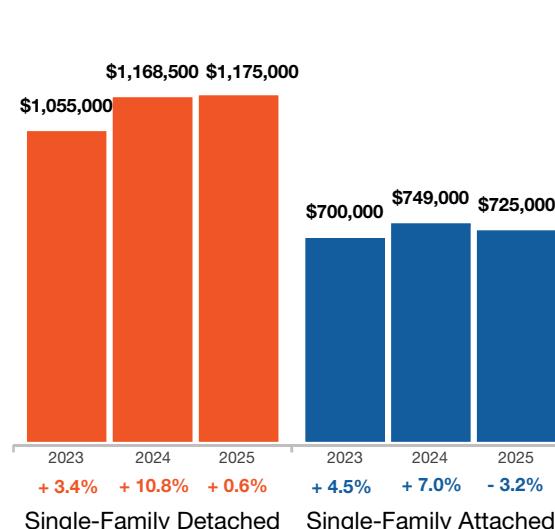
# Median Sales Price

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

## December



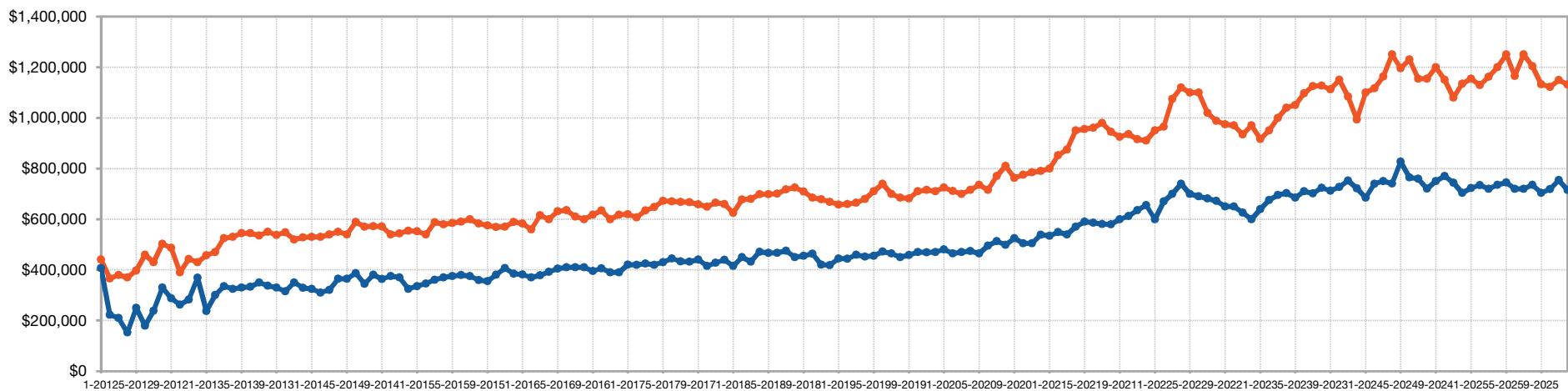
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2025	\$1,155,000	+5.0%	\$723,250	+5.6%
Feb-2025	\$1,129,000	+1.1%	\$734,000	-0.8%
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%	\$719,900	-5.9%
Jul-2025	\$1,250,000	+8.2%	\$720,000	-5.2%
Aug-2025	\$1,203,750	+4.2%	\$735,000	+1.9%
Sep-2025	\$1,133,000	-5.6%	\$703,500	-6.2%
Oct-2025	\$1,122,500	-2.4%	\$718,750	-6.7%
Nov-2025	\$1,149,500	+6.4%	\$754,000	+1.4%
Dec-2025	<b>\$1,130,990</b>	<b>-0.4%</b>	<b>\$715,000</b>	<b>+1.6%</b>
12-Month Avg*	\$1,168,500	+0.6%	\$749,000	-3.2%

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

## Historical Median Sales Price by Month



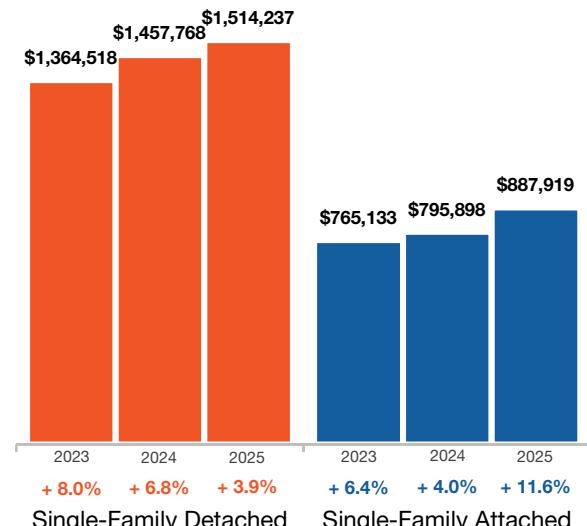
# Average Sales Price

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

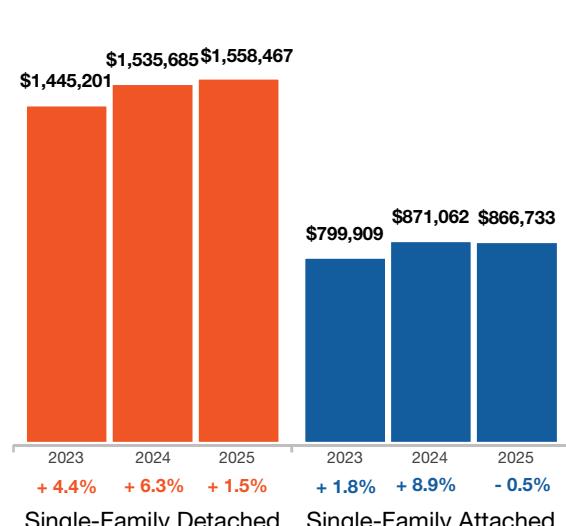
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## December



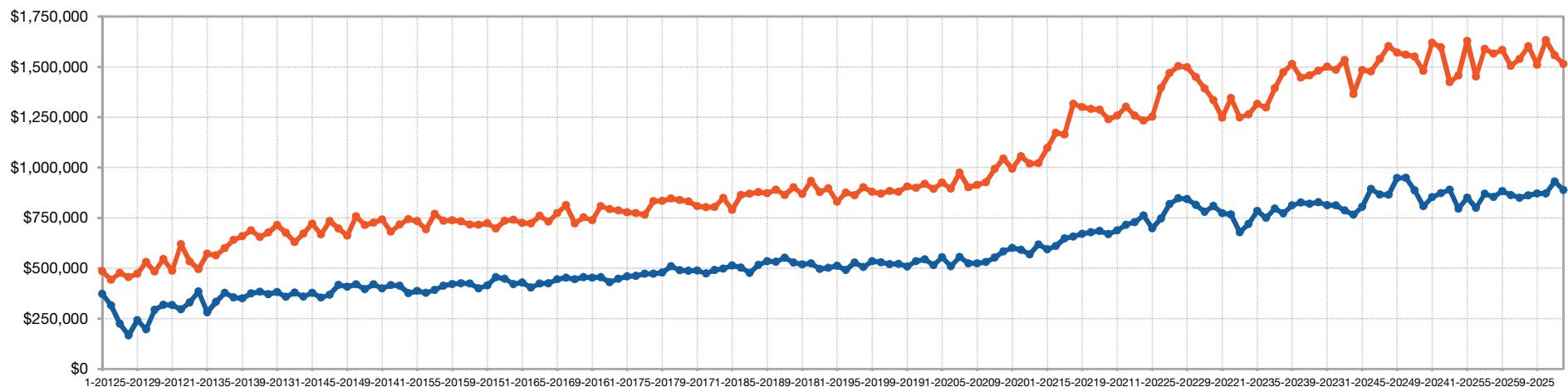
## Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2025	\$1,629,003	+9.8%	\$849,772	+5.5%
Feb-2025	\$1,451,314	-1.7%	\$799,559	-10.5%
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%	\$863,892	-8.9%
Jul-2025	\$1,538,417	-0.8%	\$849,544	-4.2%
Aug-2025	\$1,601,739	+8.3%	\$862,274	+6.8%
Sep-2025	\$1,509,300	-6.8%	\$871,738	+2.2%
Oct-2025	\$1,632,042	+2.2%	\$871,369	-0.2%
Nov-2025	\$1,557,944	+9.4%	\$930,135	+4.5%
<b>Dec-2025</b>	<b>\$1,514,237</b>	<b>+3.9%</b>	<b>\$887,919</b>	<b>+11.6%</b>
12-Month Avg*	\$1,556,485	+1.5%	\$866,234	-0.5%

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

## Historical Average Sales Price by Month

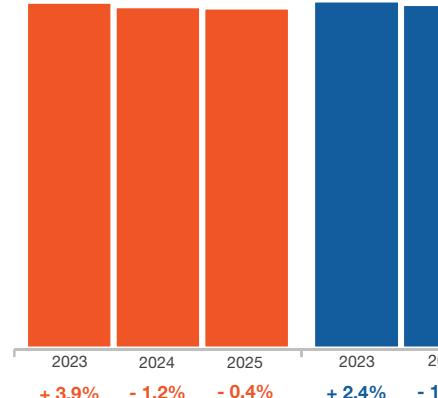


# Percent of Original List Price Received

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.

## December

97.9% 96.7% 96.3%



Single-Family Detached

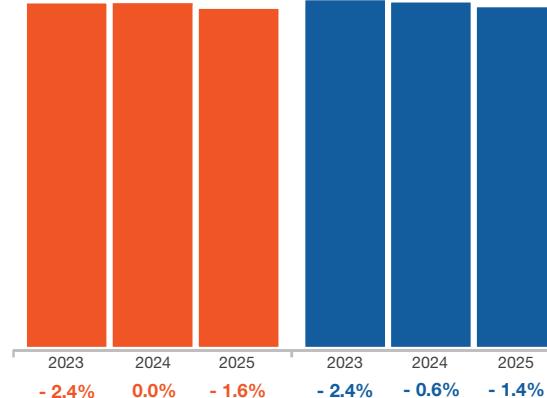
98.3% 97.3% 96.8%



Single-Family Attached

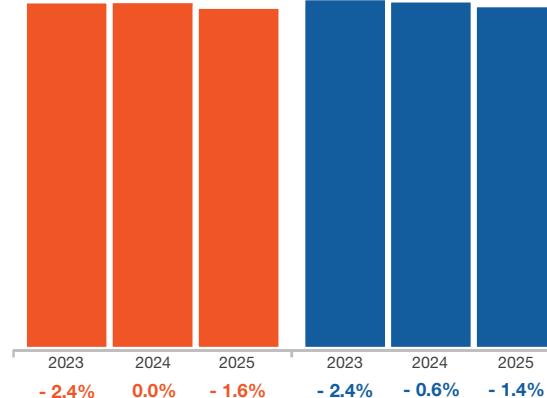
## Year to Date

98.6% 98.6% 97.0%



Single-Family Detached Single-Family Attached

99.5% 98.9% 97.5%

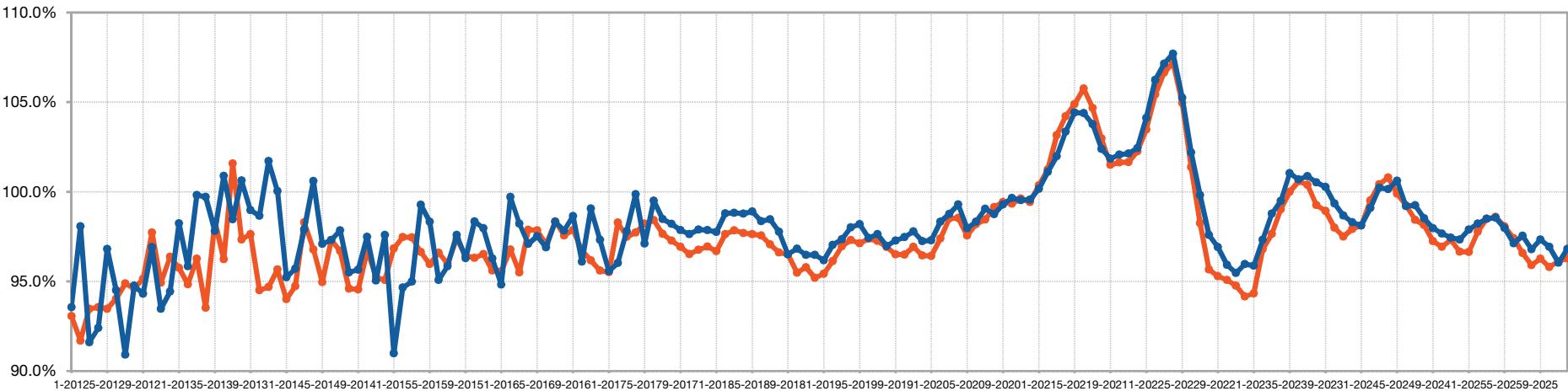


Single-Family Attached

Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	96.0%	-1.4%
<b>Dec-2025</b>	<b>96.3%</b>	<b>-0.4%</b>	<b>96.8%</b>	<b>-0.5%</b>
12-Month Avg*	97.0%	-1.7%	97.5%	-1.4%

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

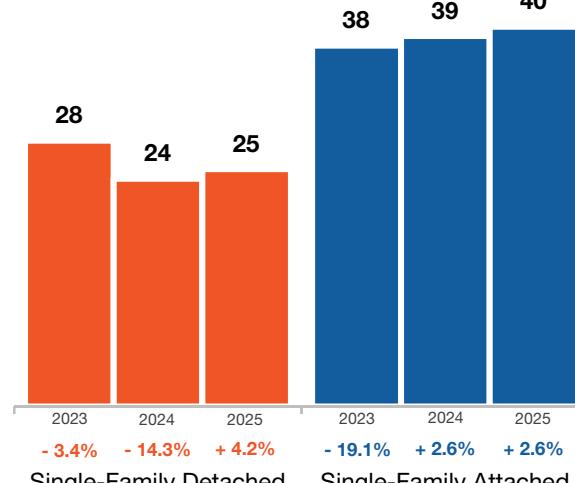
## Historical Percent of Original List Price Received by Month



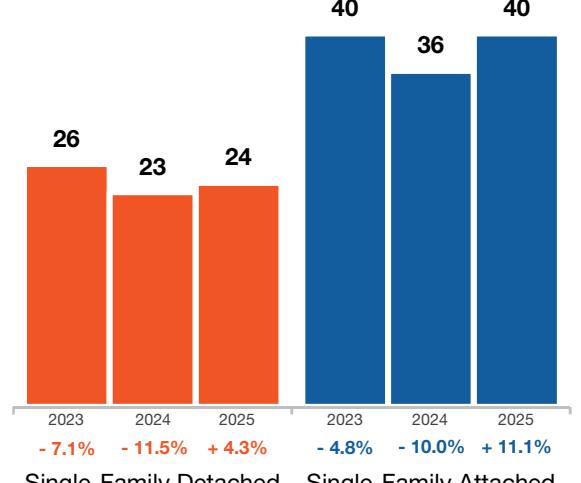
# Housing Affordability Index

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.

## December



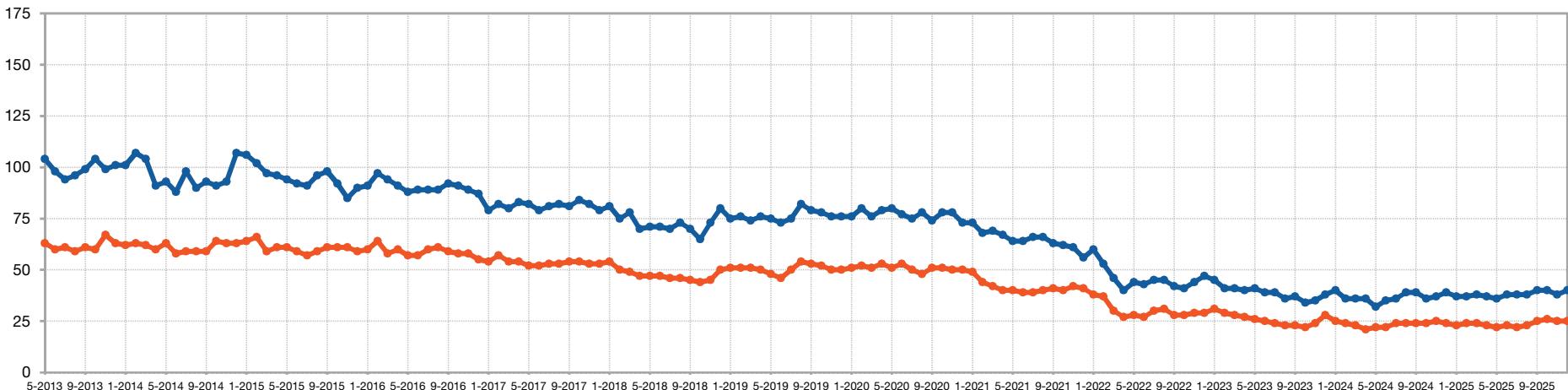
## Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	+2.7%
<b>Dec-2025</b>	<b>25</b>	<b>+4.2%</b>	<b>40</b>	<b>+2.6%</b>
12-Month Avg*	24	+5.7%	38	+9.1%

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

## Historical Housing Affordability Index by Month



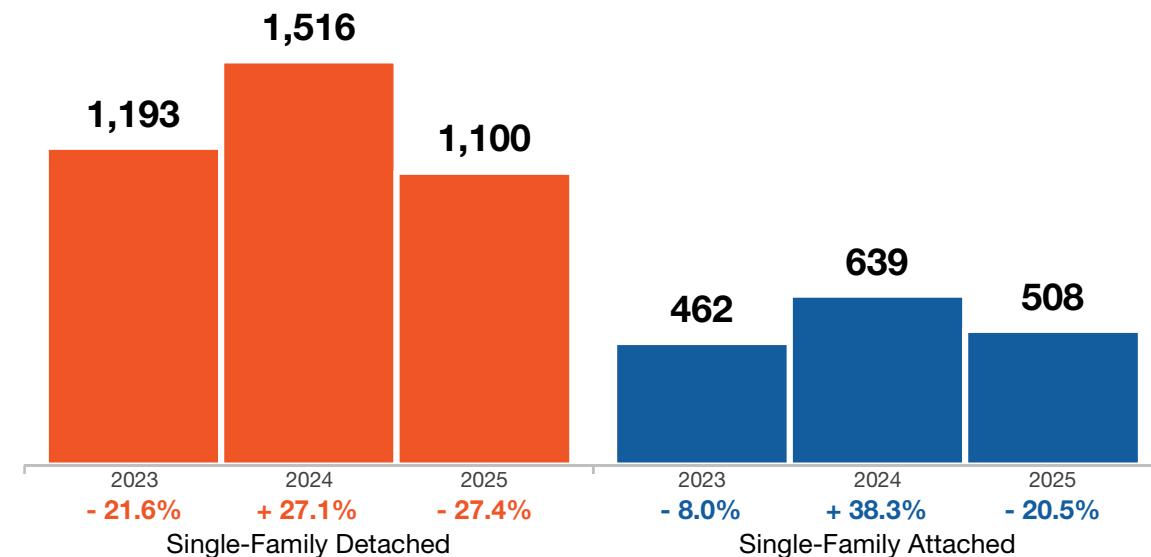
# Inventory of Homes for Sale

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

NORTH SAN DIEGO COUNTY REALTORS

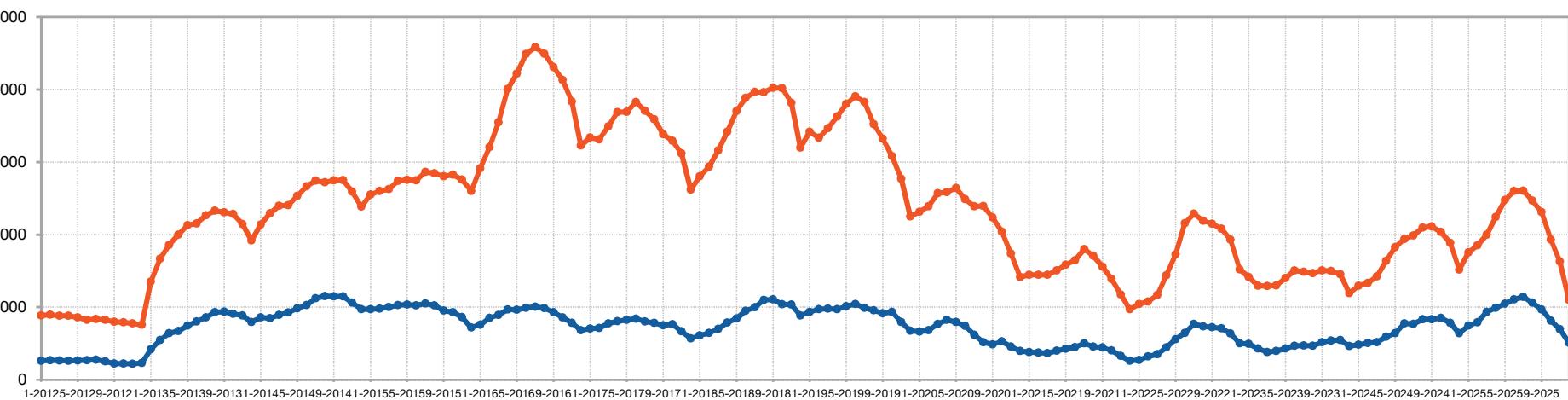


## December



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2025	1,752	+35.3%	744	+54.7%
Feb-2025	1,851	+39.0%	791	+56.9%
Mar-2025	1,998	+40.5%	933	+81.2%
Apr-2025	2,243	+36.9%	989	+66.8%
May-2025	2,476	+35.6%	1,046	+63.7%
Jun-2025	2,602	+34.3%	1,106	+42.9%
Jul-2025	2,605	+31.1%	1,141	+48.2%
Aug-2025	2,467	+17.6%	1,060	+27.1%
Sep-2025	2,309	+9.4%	967	+15.9%
Oct-2025	1,930	-5.3%	813	-4.6%
Nov-2025	1,628	-13.6%	695	-11.1%
Dec-2025	1,100	-27.4%	508	-20.5%
12-Month Avg	1,757	+18.4%	685	+31.3%

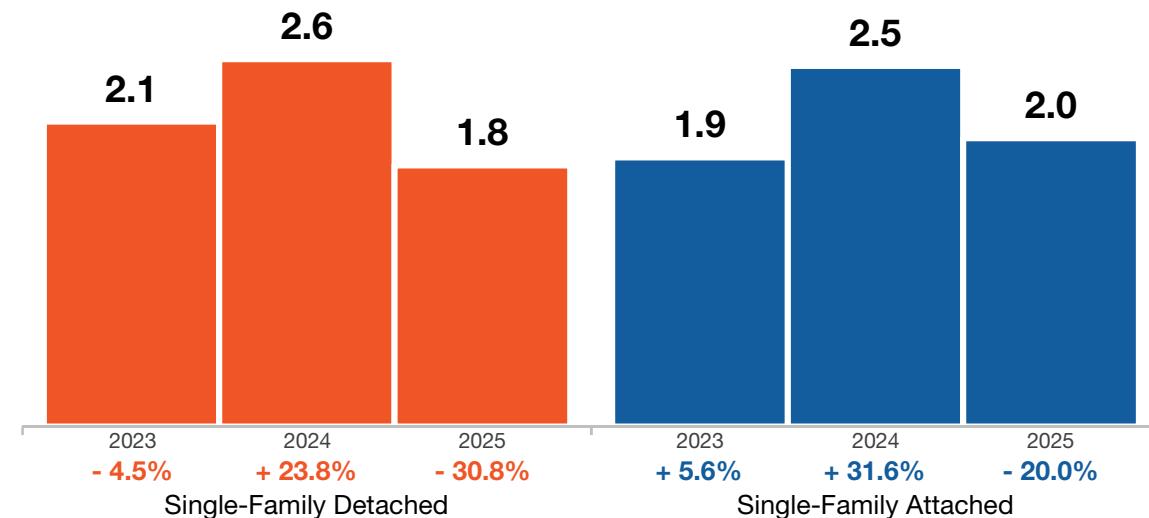
## Historical Inventory of Homes for Sale by Month



# 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.

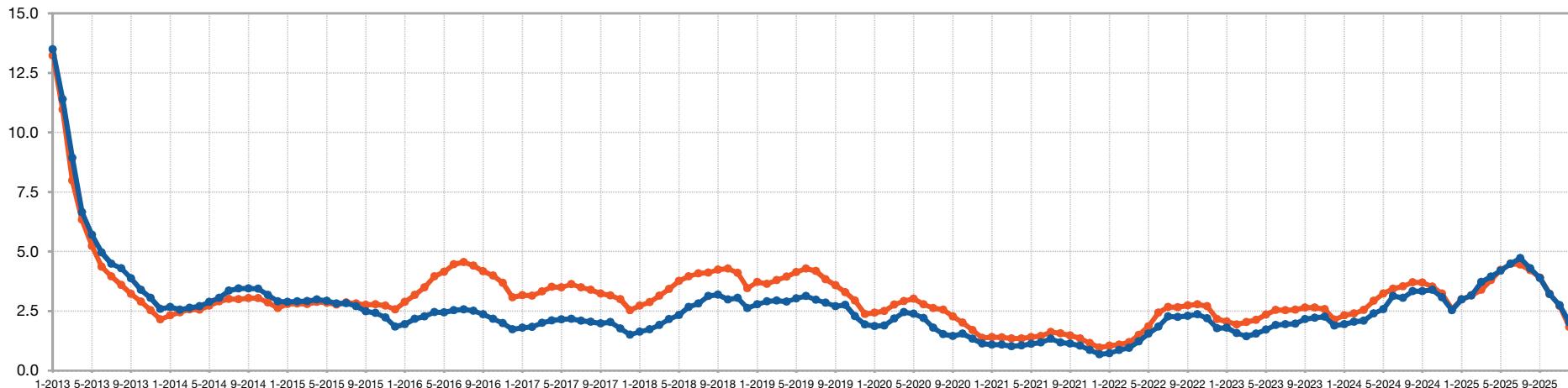
## December



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Jan-2025	3.0	+30.4%	3.0	+57.9%
Feb-2025	3.1	+29.2%	3.2	+60.0%
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	4.5	+32.4%	4.5	+45.2%
Jul-2025	4.4	+25.7%	4.7	+56.7%
Aug-2025	4.2	+13.5%	4.3	+30.3%
Sep-2025	3.9	+5.4%	3.9	+18.2%
Oct-2025	3.2	-8.6%	3.2	-5.9%
Nov-2025	2.7	-15.6%	2.7	-12.9%
<b>Dec-2025</b>	<b>1.8</b>	<b>-30.8%</b>	<b>2.0</b>	<b>-20.0%</b>
12-Month Avg*	3.1	+14.1%	2.7	+31.8%

\* Months Supply for all properties from January 2025 through December 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.

NORTH SAN DIEGO COUNTY REALTORS



Key Metrics	Historical Sparkbars			12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	12-2023	12-2024	12-2025						
<b>New Listings</b>				610	565	- 7.4%	14,458	<b>15,981</b>	+ 10.5%
<b>Pending Sales</b>				603	576	- 4.5%	10,122	<b>10,225</b>	+ 1.0%
<b>Closed Sales</b>				724	762	+ 5.2%	10,106	<b>10,212</b>	+ 1.0%
<b>Days on Market</b>				37	42	+ 13.5%	26	<b>35</b>	+ 34.6%
<b>Median Sales Price</b>				\$950,000	<b>\$982,500</b>	+ 3.4%	\$989,000	<b>\$1,000,000</b>	+ 1.1%
<b>Average Sales Price</b>				\$1,255,775	<b>\$1,337,879</b>	+ 6.5%	\$1,333,127	<b>\$1,353,397</b>	+ 1.5%
<b>Pct. of Orig. Price Received</b>				96.9%	<b>96.4%</b>	- 0.5%	98.7%	<b>97.1%</b>	- 1.6%
<b>Housing Affordability Index</b>				29	<b>29</b>	0.0%	27	<b>29</b>	+ 7.4%
<b>Inventory of Homes for Sale</b>				2,208	<b>1,611</b>	- 27.0%	--	--	--
<b>Months Supply of Inventory</b>				2.6	<b>1.9</b>	- 26.9%	--	--	--