

Monthly Indicators

February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

Closed Sales decreased 8.6 percent for Detached homes and 17.7 percent for Attached homes. Pending Sales increased 2.0 percent for Detached homes and 2.9 percent for Attached homes.

The Median Sales Price was up 2.3 percent to \$1,142,750 for Detached homes but decreased 1.4 percent to \$730,000 for Attached homes. Days on Market increased 25.9 percent for Detached homes and 45.8 percent for Attached homes. Supply increased 4.8 percent for Detached homes and 21.1 percent for Attached homes.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

Monthly Snapshot

\$1,142,750 **\$730,000** **\$961,250**

Median Sales Price
Detached Homes

Median Sales Price
Attached Homes

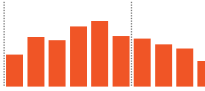
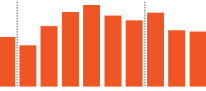
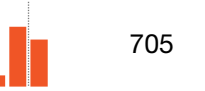
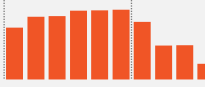

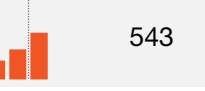
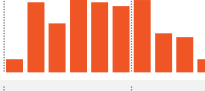

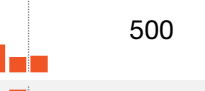


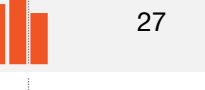
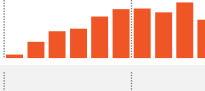




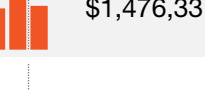

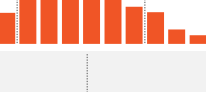
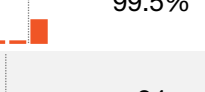

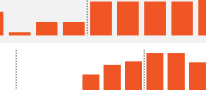
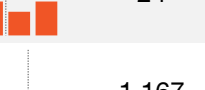


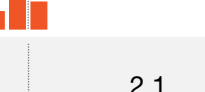



Median Sales Price
All Properties Combined

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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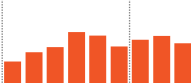














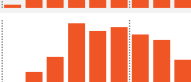





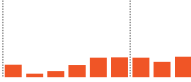








Single-Family Detached Activity Overview

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			2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	02-2023	02-2024	02-2025						
New Listings				705	759	+ 7.7%	1,490	1,642	+ 10.2%
Pending Sales				543	554	+ 2.0%	1,073	1,035	- 3.5%
Closed Sales				500	457	- 8.6%	908	909	+ 0.1%
Days on Market				27	34	+ 25.9%	29	40	+ 37.9%
Median Sales Price				\$1,117,000	\$1,142,750	+ 2.3%	\$1,104,900	\$1,150,000	+ 4.1%
Average Sales Price				\$1,476,331	\$1,470,636	- 0.4%	\$1,479,784	\$1,550,136	+ 4.8%
Pct. of Orig. Price Received				99.5%	97.8%	- 1.7%	98.9%	97.2%	- 1.7%
Housing Affordability Index				24	24	0.0%	24	24	0.0%
Inventory of Homes for Sale				1,167	1,296	+ 11.1%	--	--	--
Months Supply of Inventory				2.1	2.2	+ 4.8%	--	--	--

Single-Family Attached Activity Overview

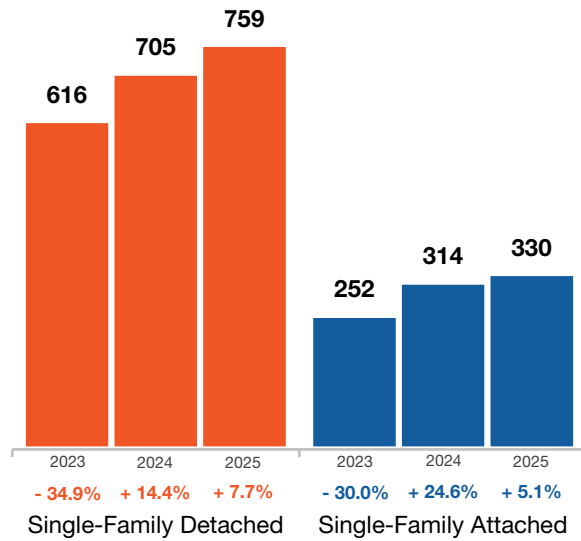
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	02-2023	02-2024	02-2025						
New Listings				314	330	+ 5.1%	642	757	+ 17.9%
Pending Sales				242	249	+ 2.9%	499	468	- 6.2%
Closed Sales				260	214	- 17.7%	463	412	- 11.0%
Days on Market				24	35	+ 45.8%	25	37	+ 48.0%
Median Sales Price				\$740,000	\$730,000	- 1.4%	\$725,000	\$729,500	+ 0.6%
Average Sales Price				\$893,508	\$789,168	- 11.7%	\$855,063	\$819,105	- 4.2%
Pct. of Orig. Price Received				99.1%	98.2%	- 0.9%	98.7%	98.1%	- 0.6%
Housing Affordability Index				36	37	+ 2.8%	37	37	0.0%
Inventory of Homes for Sale				461	576	+ 24.9%	--	--	--
Months Supply of Inventory				1.9	2.3	+ 21.1%	--	--	--

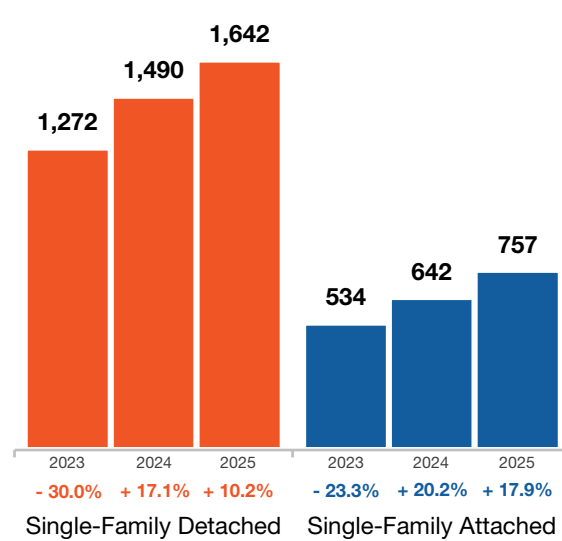
New Listings

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

February

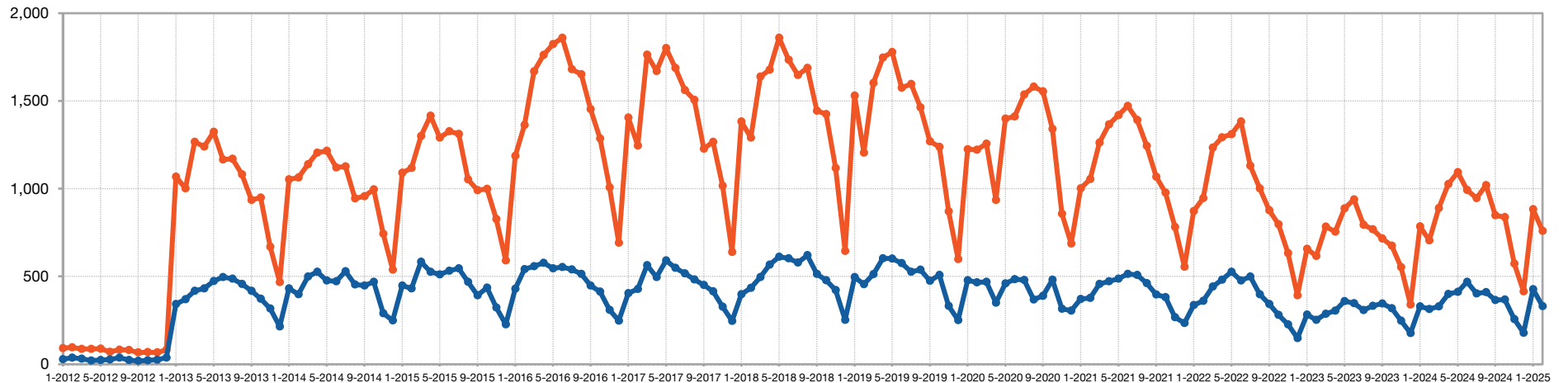


Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Mar-2024	888	+13.4%	329	+15.0%
Apr-2024	1,025	+35.9%	399	+31.3%
May-2024	1,093	+23.2%	411	+14.5%
Jun-2024	992	+5.8%	469	+35.2%
Jul-2024	945	+19.2%	402	+30.9%
Aug-2024	1,019	+32.7%	410	+23.9%
Sep-2024	848	+18.6%	365	+5.8%
Oct-2024	837	+24.2%	367	+15.4%
Nov-2024	573	+3.6%	256	+3.6%
Dec-2024	414	+22.1%	178	+1.1%
Jan-2025	883	+12.5%	427	+30.2%
Feb-2025	759	+7.7%	330	+5.1%
12-Month Avg	856	+18.2%	362	+18.6%

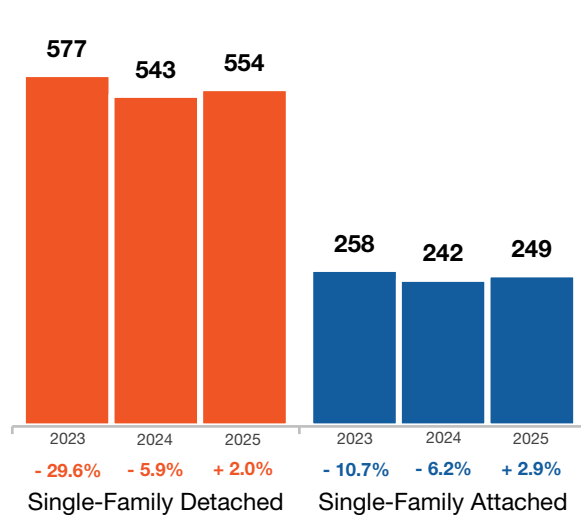
Historical New Listings by Month



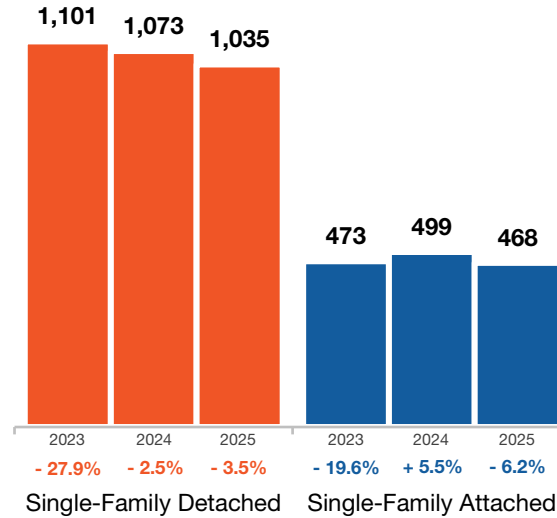
Pending Sales

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

February

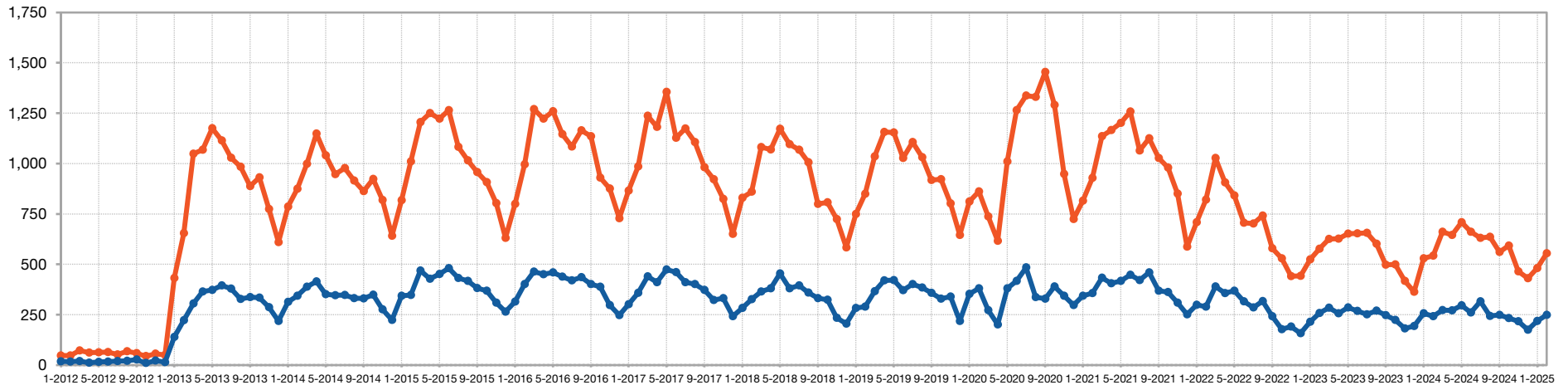


Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Mar-2024	661	+5.8%	272	-4.2%
Apr-2024	645	+2.9%	271	+5.4%
May-2024	708	+8.6%	296	+3.5%
Jun-2024	661	+1.2%	260	-3.3%
Jul-2024	631	-3.8%	316	+25.9%
Aug-2024	636	+5.6%	244	-9.6%
Sep-2024	561	+12.7%	249	+0.8%
Oct-2024	592	+18.6%	233	+4.0%
Nov-2024	465	+11.5%	217	+19.2%
Dec-2024	431	+18.7%	175	-9.3%
Jan-2025	481	-9.2%	219	-14.8%
Feb-2025	554	+2.0%	249	+2.9%
12-Month Avg	555	+5.4%	247	+1.3%

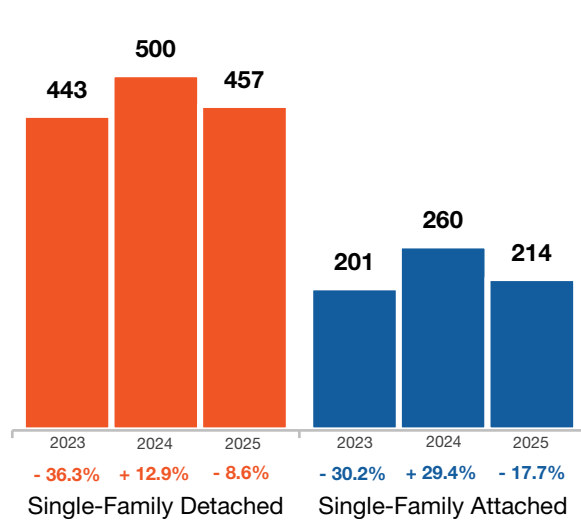
Historical Pending Sales by Month



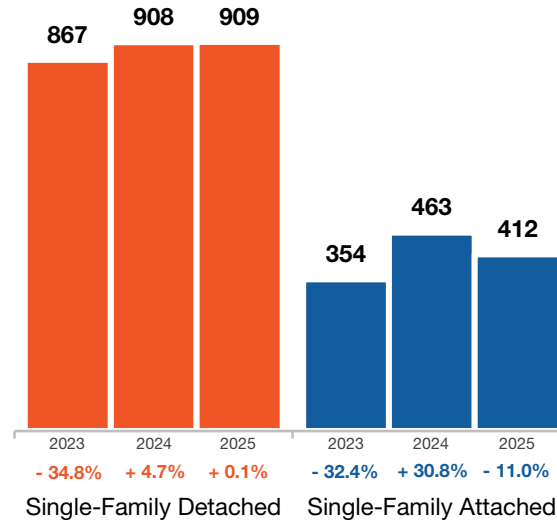
Closed Sales

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

February

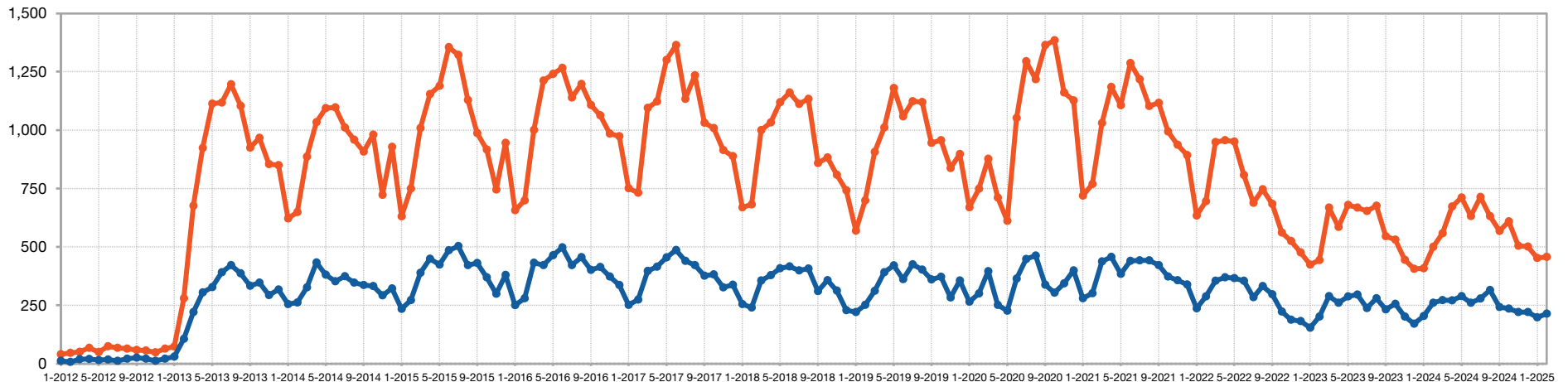


Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Mar-2024	558	-16.5%	272	-5.9%
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	713	+9.2%	278	+17.3%
Aug-2024	632	-6.5%	315	+12.5%
Sep-2024	568	+4.2%	242	+4.3%
Oct-2024	609	+14.7%	235	-8.2%
Nov-2024	504	+13.5%	220	+9.5%
Dec-2024	501	+23.7%	220	+29.4%
Jan-2025	452	+10.8%	198	-2.5%
Feb-2025	457	-8.6%	214	-17.7%
12-Month Avg	564	+3.7%	248	+1.4%

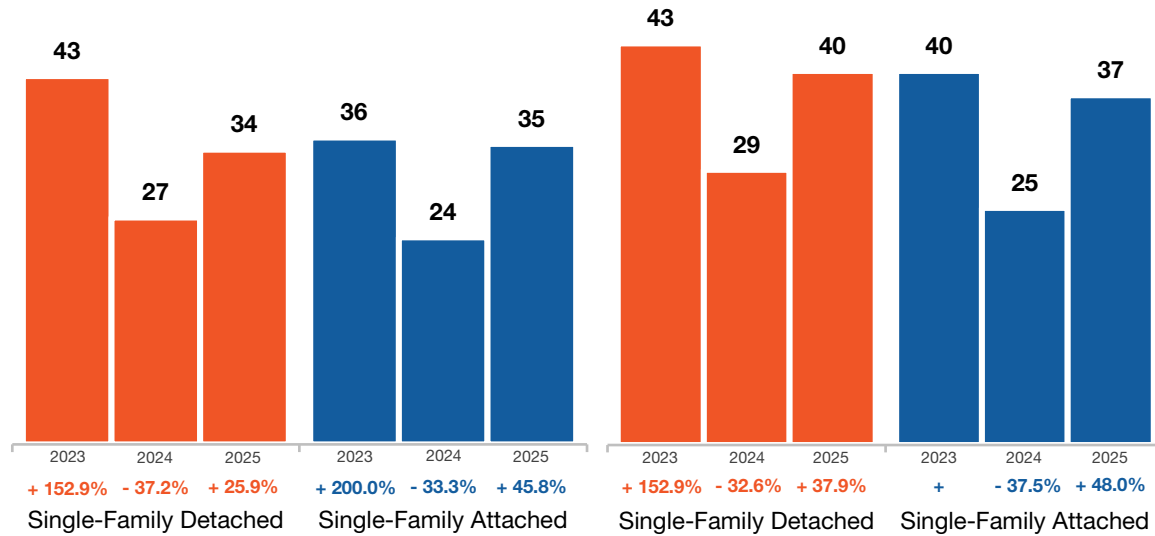
Historical Closed Sales by Month



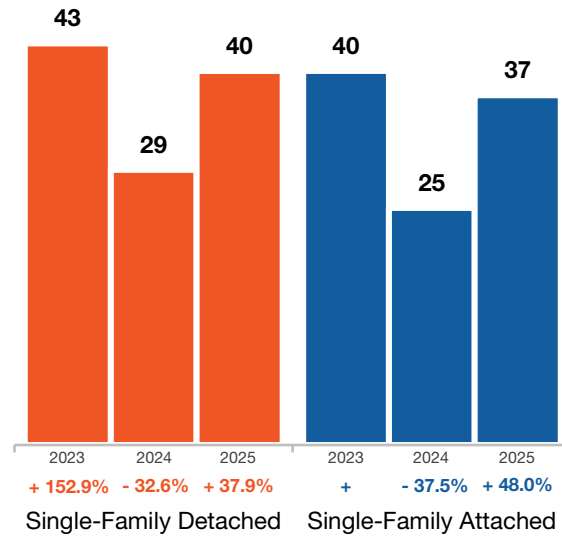
Days on Market Until Sale

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

February



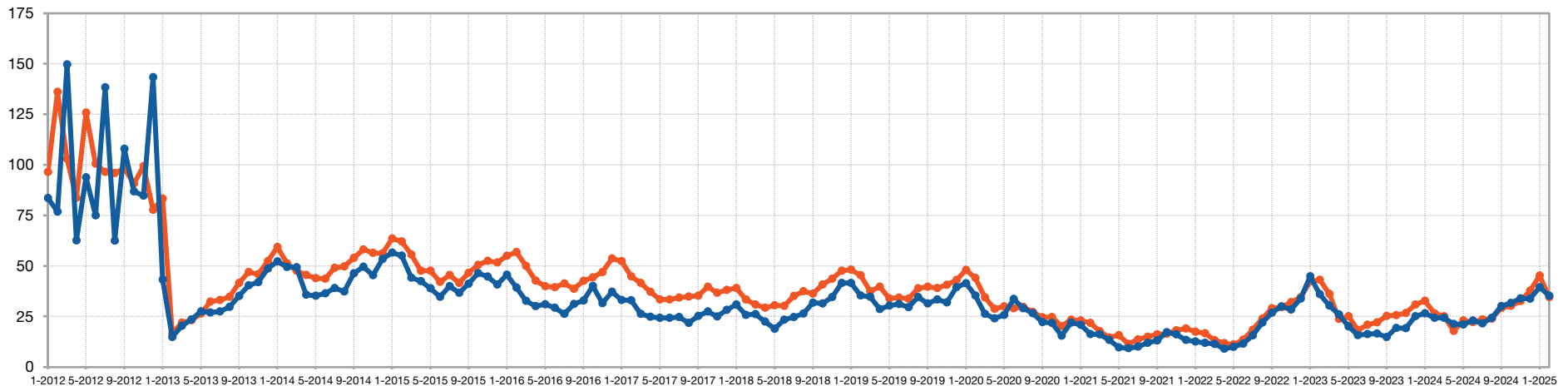
Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	26	+7.9%	21	+30.9%

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

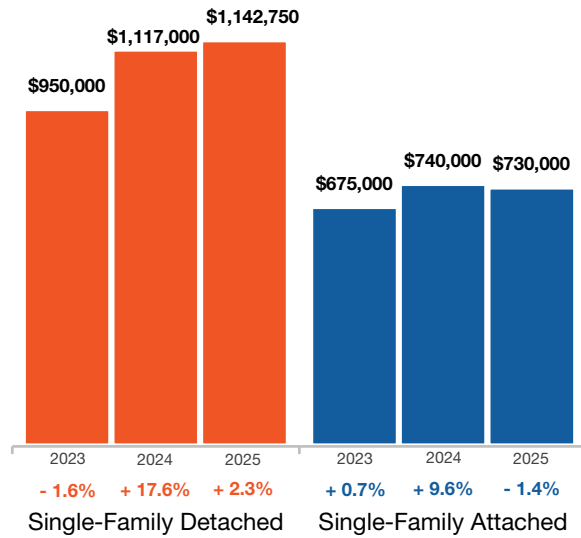
Historical Days on Market Until Sale by Month



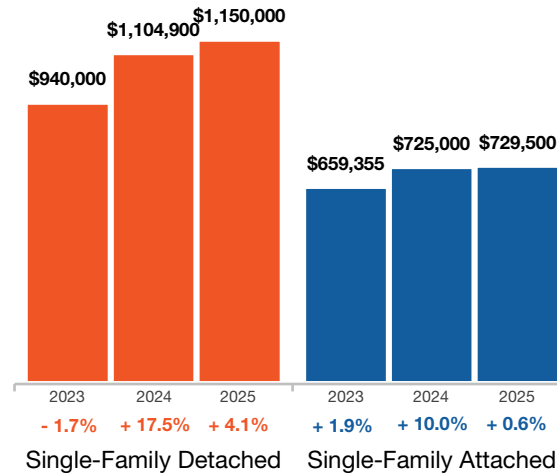
Median Sales Price

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

February



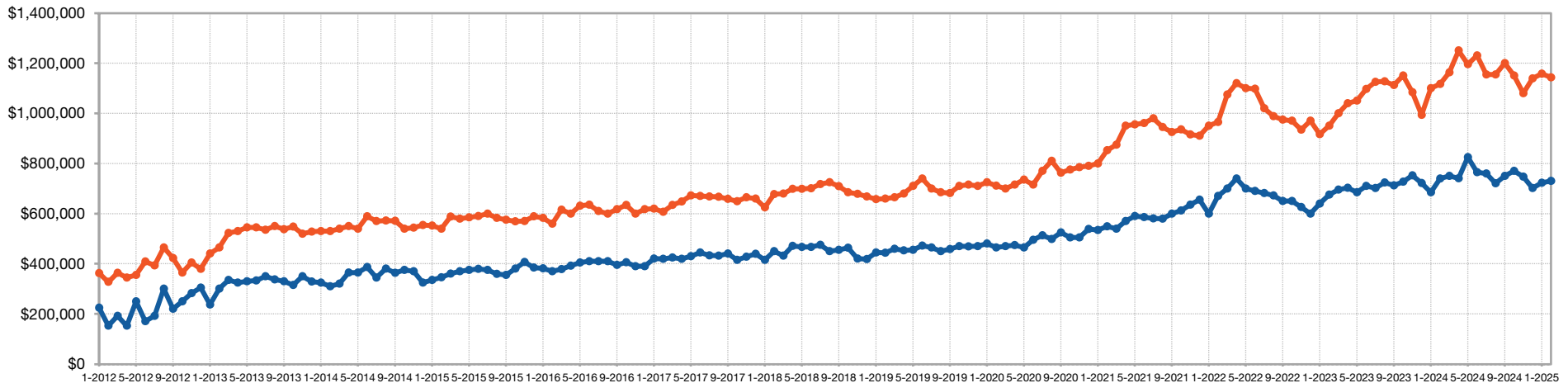
Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%	\$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	\$1,138,813	+14.6%	\$702,000	-2.7%
Jan-2025	\$1,157,500	+5.2%	\$723,250	+5.6%
Feb-2025	\$1,142,750	+2.3%	\$730,000	-1.4%
12-Month Avg*	\$1,089,000	+7.5%	\$710,000	+5.6%

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

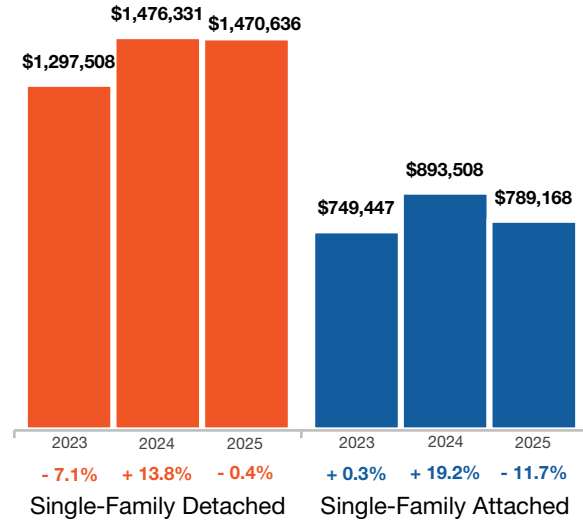
Historical Median Sales Price by Month



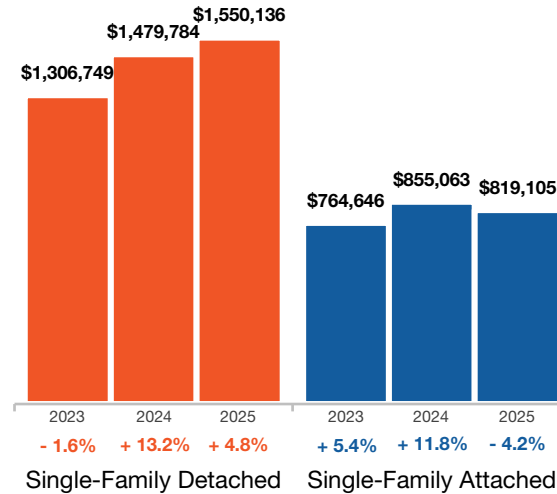
Average Sales Price

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

February



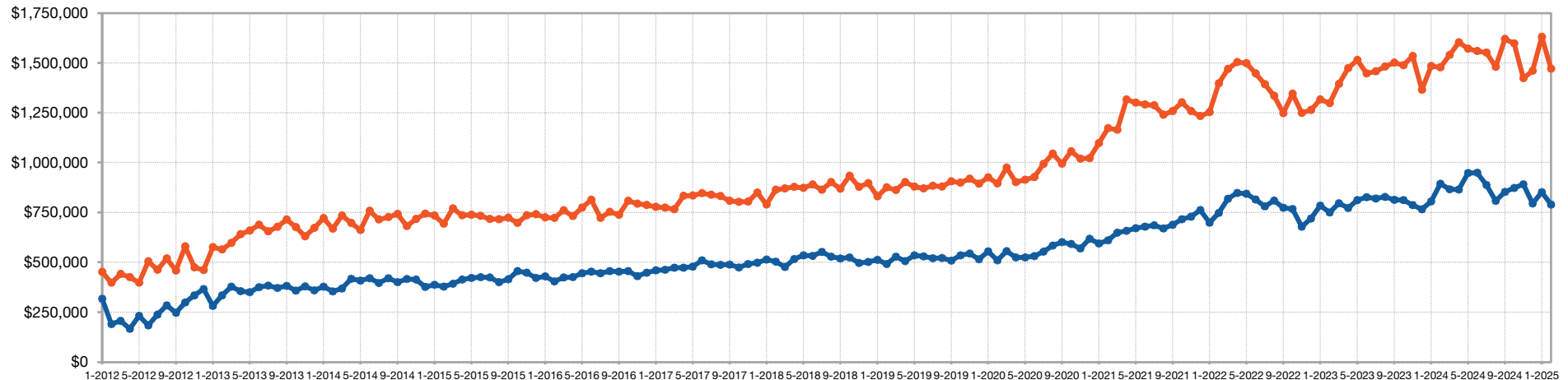
Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Mar-2024	\$1,538,988	+10.4%	\$865,347	+8.7%
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%	\$948,587	+14.9%
Jul-2024	\$1,550,757	+6.4%	\$886,954	+8.2%
Aug-2024	\$1,479,433	-0.1%	\$807,383	-2.5%
Sep-2024	\$1,619,232	+7.9%	\$852,586	+4.9%
Oct-2024	\$1,596,588	+7.4%	\$872,774	+7.5%
Nov-2024	\$1,423,035	-7.2%	\$891,534	+13.3%
Dec-2024	\$1,459,386	+7.0%	\$794,544	+3.8%
Jan-2025	\$1,630,339	+9.9%	\$851,462	+5.7%
Feb-2025	\$1,470,636	-0.4%	\$789,168	-11.7%
12-Month Avg*	\$1,541,671	+5.3%	\$864,490	+6.6%

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

Historical Average Sales Price by Month

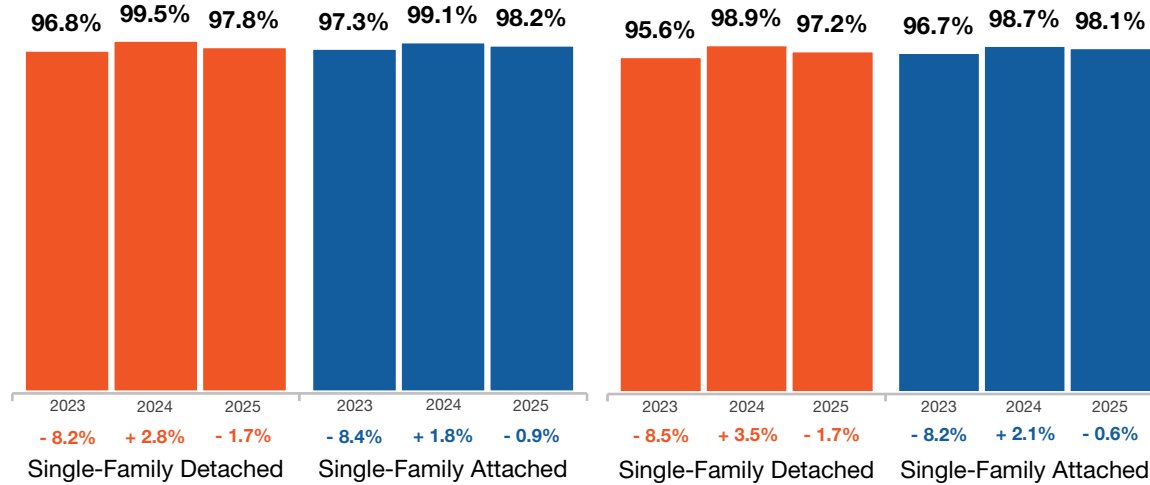


Percent of Original List Price Received

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.

February

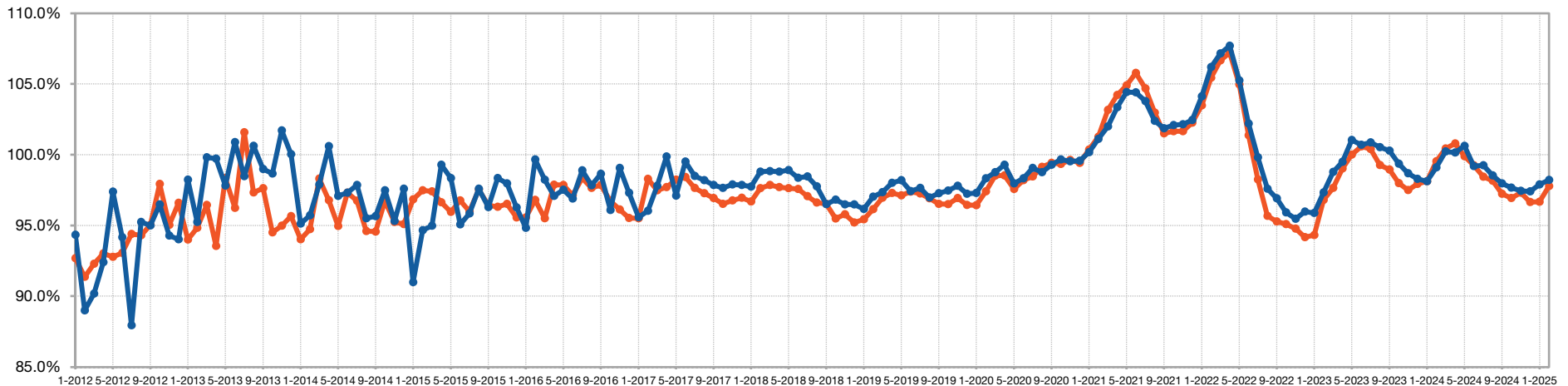
Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Mar-2024	100.4%	+2.9%	100.2%	+1.4%
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%
Oct-2024	96.9%	-1.1%	97.7%	-1.7%
Nov-2024	97.3%	-0.2%	97.4%	-1.3%
Dec-2024	96.6%	-1.3%	97.4%	-0.9%
Jan-2025	96.7%	-1.4%	97.9%	-0.2%
Feb-2025	97.8%	-1.7%	98.2%	-0.9%
12-Month Avg*	98.3%	-0.6%	98.7%	-0.9%

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

Historical Percent of Original List Price Received by Month

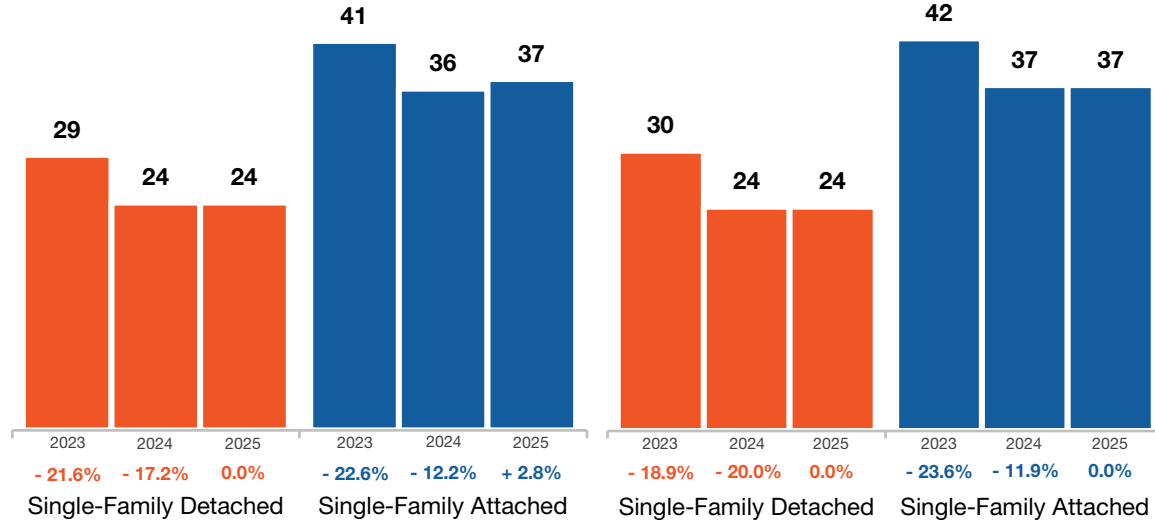


Housing Affordability Index

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.

February

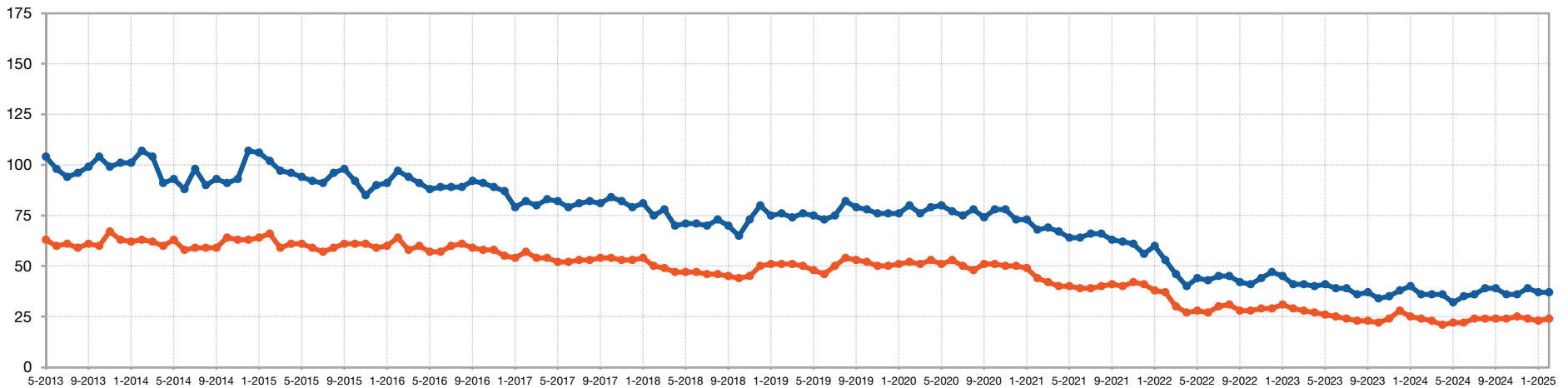
Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	23	-7.9%	37	-5.2%

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

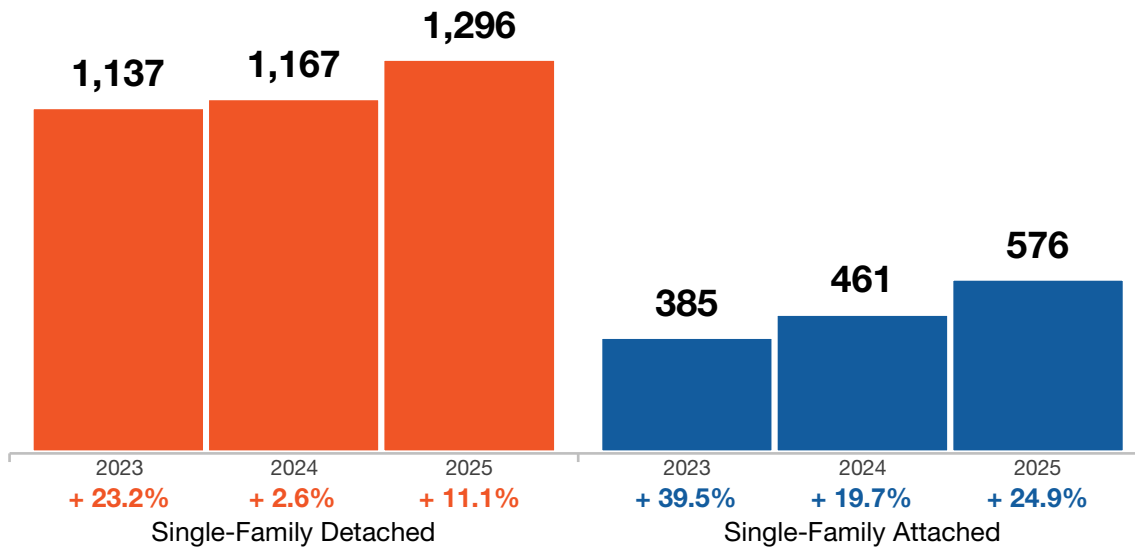
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

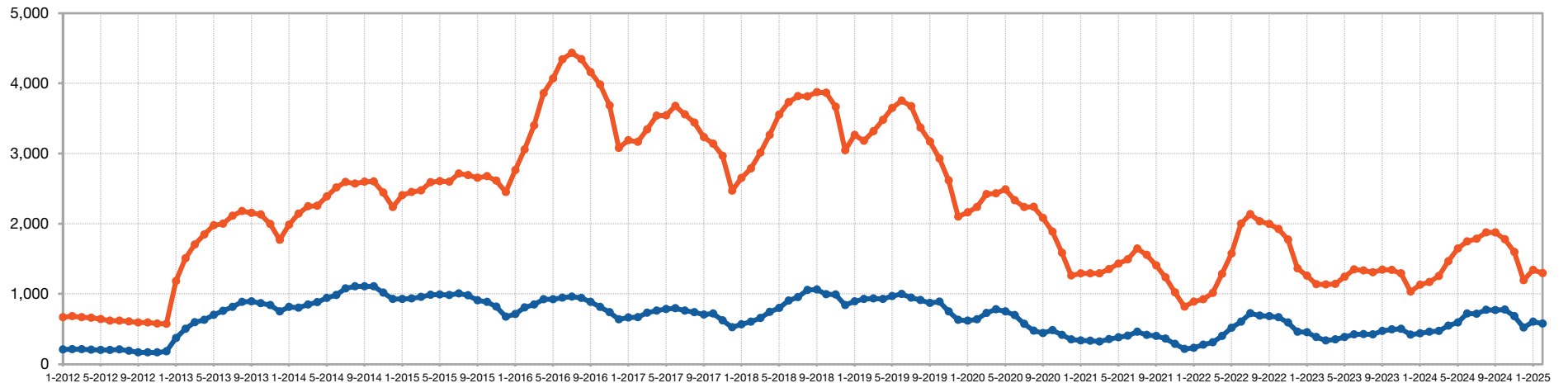
The number of properties available for sale in active status at the end of a given month.

February



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Mar-2024	1,255	+10.6%	471	+40.2%
Apr-2024	1,465	+28.3%	545	+55.3%
May-2024	1,644	+32.3%	590	+54.0%
Jun-2024	1,748	+29.7%	721	+70.0%
Jul-2024	1,784	+34.0%	716	+68.1%
Aug-2024	1,875	+43.3%	773	+82.7%
Sep-2024	1,874	+39.3%	768	+63.4%
Oct-2024	1,775	+32.6%	774	+57.3%
Nov-2024	1,596	+23.7%	683	+36.1%
Dec-2024	1,195	+16.0%	521	+24.9%
Jan-2025	1,340	+18.6%	602	+38.1%
Feb-2025	1,296	+11.1%	576	+24.9%
12-Month Avg	1,234	+27.3%	427	+51.1%

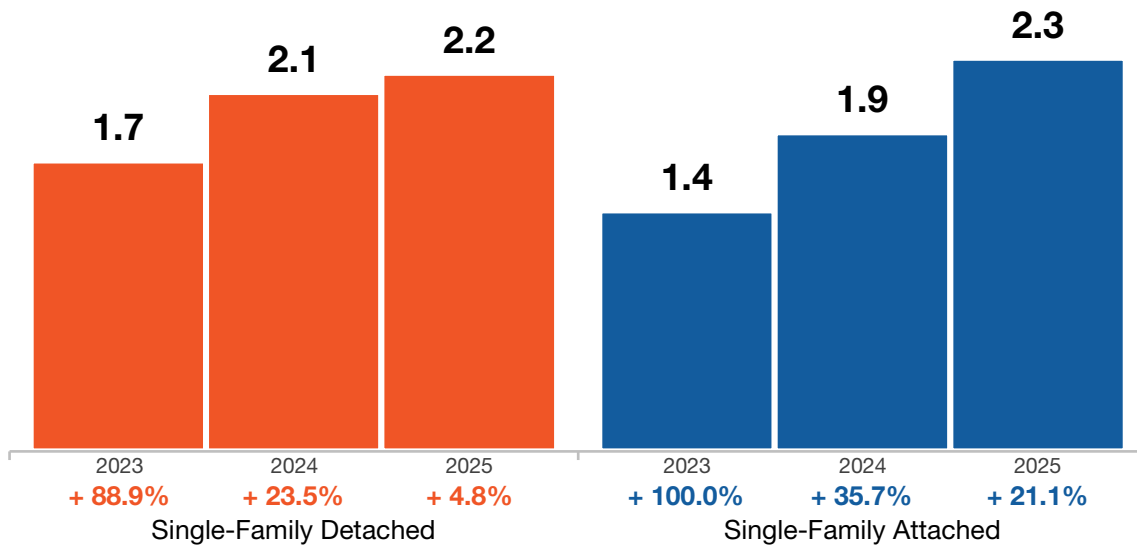
Historical Inventory of Homes for Sale by Month



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.

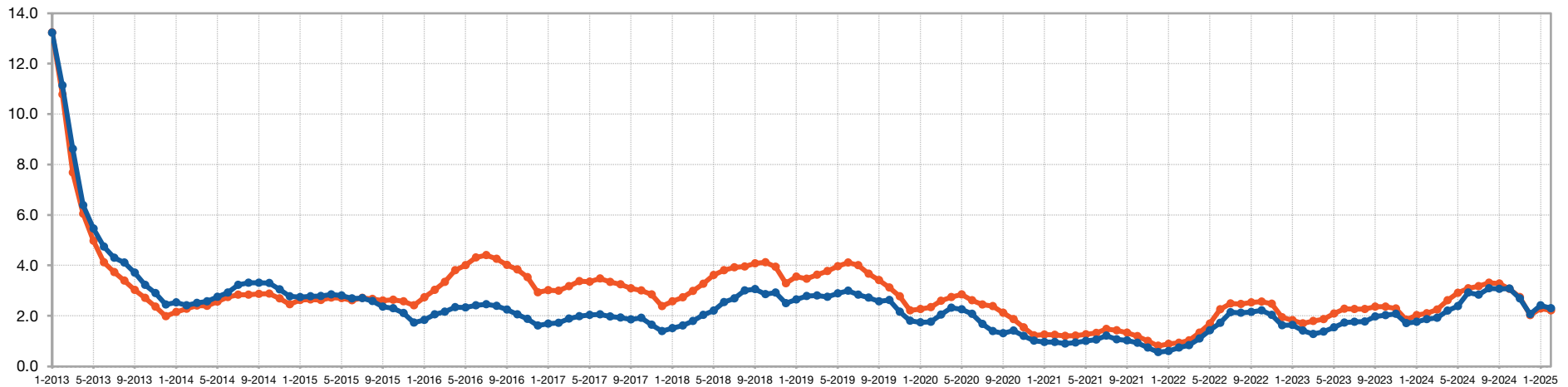
February



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Mar-2024	2.2	+22.2%	1.9	+46.2%
Apr-2024	2.6	+36.8%	2.2	+57.1%
May-2024	2.9	+38.1%	2.4	+60.0%
Jun-2024	3.1	+34.8%	2.9	+70.6%
Jul-2024	3.2	+39.1%	2.8	+55.6%
Aug-2024	3.3	+43.5%	3.1	+72.2%
Sep-2024	3.3	+37.5%	3.1	+55.0%
Oct-2024	3.1	+29.2%	3.1	+55.0%
Nov-2024	2.7	+17.4%	2.7	+28.6%
Dec-2024	2.0	+11.1%	2.1	+23.5%
Jan-2025	2.3	+15.0%	2.4	+33.3%
Feb-2025	2.2	+4.8%	2.3	+21.1%
12-Month Avg*	2.1	+29.0%	1.7	+48.5%

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

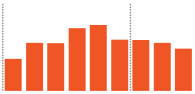
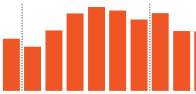




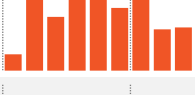























Historical Months Supply of Inventory by Month



— Single-Family Detached — Single-Family Attached

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			2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	02-2023	02-2024	02-2025						
New Listings				1,022	1,095	+ 7.1%	2,139	2,409	+ 12.6%
Pending Sales				787	806	+ 2.4%	1,577	1,508	- 4.4%
Closed Sales				764	675	- 11.6%	1,376	1,327	- 3.6%
Days on Market				26	35	+ 34.6%	28	39	+ 39.3%
Median Sales Price				\$950,000	\$961,250	+ 1.2%	\$935,000	\$986,000	+ 5.5%
Average Sales Price				\$1,275,254	\$1,250,930	- 1.9%	\$1,270,309	\$1,321,798	+ 4.1%
Pct. of Orig. Price Received				99.4%	97.9%	- 1.5%	98.8%	97.5%	- 1.3%
Housing Affordability Index				28	28	0.0%	29	28	- 3.4%
Inventory of Homes for Sale				1,640	1,881	+ 14.7%	--	--	--
Months Supply of Inventory				2.0	2.2	+ 10.0%	--	--	--