

# Monthly Indicators

North San Diego County  
Association of REALTORS®



## January 2018

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt to take advantage of rising prices, expect buyers to be more selective.

Closed Sales decreased 14.1 percent for Detached homes and 3.7 percent for Attached homes. Pending Sales increased 0.8 percent for Detached homes and 0.4 percent for Attached homes.

The Median Sales Price was up 0.2 percent to \$649,000 for Detached homes and 0.4 percent to \$415,000 for Attached homes. Days on Market decreased 21.3 percent for Detached homes but remained flat for Attached homes. Supply decreased 20.0 percent for Detached homes and 9.1 percent for Attached homes.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

## Monthly Snapshot

**\$649,000**      **\$415,000**      **\$590,000**

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			1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	01-2016	01-2017	01-2018						
<b>New Listings</b>		1,256	<b>1,159</b>	- 7.7%	1,256	<b>1,159</b>	- 7.7%		
<b>Pending Sales</b>		772	<b>778</b>	+ 0.8%	772	<b>778</b>	+ 0.8%		
<b>Closed Sales</b>		665	<b>571</b>	- 14.1%	665	<b>571</b>	- 14.1%		
<b>Days on Market</b>		47	<b>37</b>	- 21.3%	47	<b>37</b>	- 21.3%		
<b>Median Sales Price</b>		\$648,000	<b>\$649,000</b>	+ 0.2%	\$648,000	<b>\$649,000</b>	+ 0.2%		
<b>Average Sales Price</b>		\$807,438	<b>\$836,951</b>	+ 3.7%	\$807,438	<b>\$836,951</b>	+ 3.7%		
<b>Pct. of Orig. Price Received</b>		96.1%	<b>96.7%</b>	+ 0.6%	96.1%	<b>96.7%</b>	+ 0.6%		
<b>Housing Affordability Index</b>		52	<b>52</b>	0.0%	52	<b>52</b>	0.0%		
<b>Inventory of Homes for Sale</b>		1,922	<b>1,455</b>	- 24.3%	--	--	--		
<b>Months Supply of Inventory</b>		2.0	<b>1.6</b>	- 20.0%	--	--	--		

# 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.**

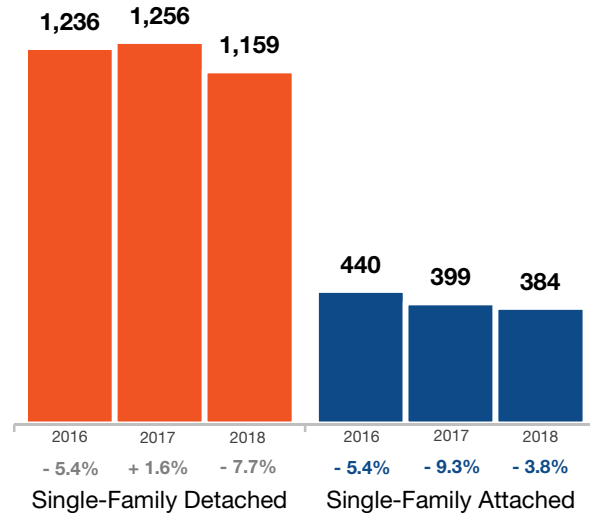
Key Metrics	Historical Sparkbars			1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	01-2016	01-2017	01-2018						
<b>New Listings</b>				399	<b>384</b>	- 3.8%	399	<b>384</b>	- 3.8%
<b>Pending Sales</b>				282	<b>283</b>	+ 0.4%	282	<b>283</b>	+ 0.4%
<b>Closed Sales</b>				244	<b>235</b>	- 3.7%	244	<b>235</b>	- 3.7%
<b>Days on Market</b>				27	<b>27</b>	0.0%	27	<b>27</b>	0.0%
<b>Median Sales Price</b>				\$413,500	<b>\$415,000</b>	+ 0.4%	\$413,500	<b>\$415,000</b>	+ 0.4%
<b>Average Sales Price</b>				\$456,641	<b>\$509,771</b>	+ 11.6%	\$456,641	<b>\$509,771</b>	+ 11.6%
<b>Pct. of Orig. Price Received</b>				97.6%	<b>98.0%</b>	+ 0.4%	97.6%	<b>98.0%</b>	+ 0.4%
<b>Housing Affordability Index</b>				81	<b>81</b>	0.0%	81	<b>81</b>	0.0%
<b>Inventory of Homes for Sale</b>				420	<b>351</b>	- 16.4%	--	--	--
<b>Months Supply of Inventory</b>				1.1	<b>1.0</b>	- 9.1%	--	--	--

# New Listings

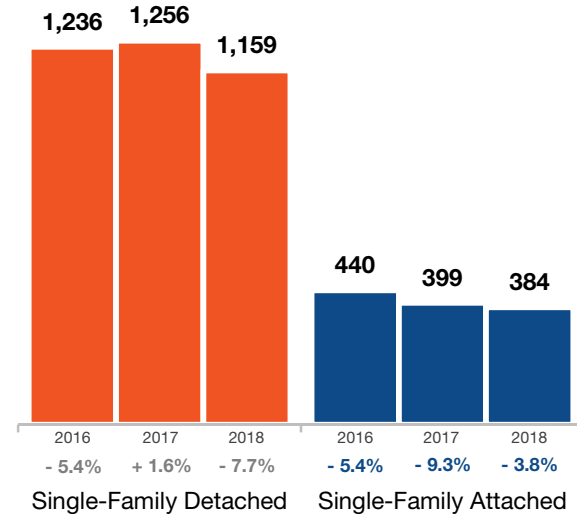
A count of the properties that have been newly listed on the market in a given month.



## January

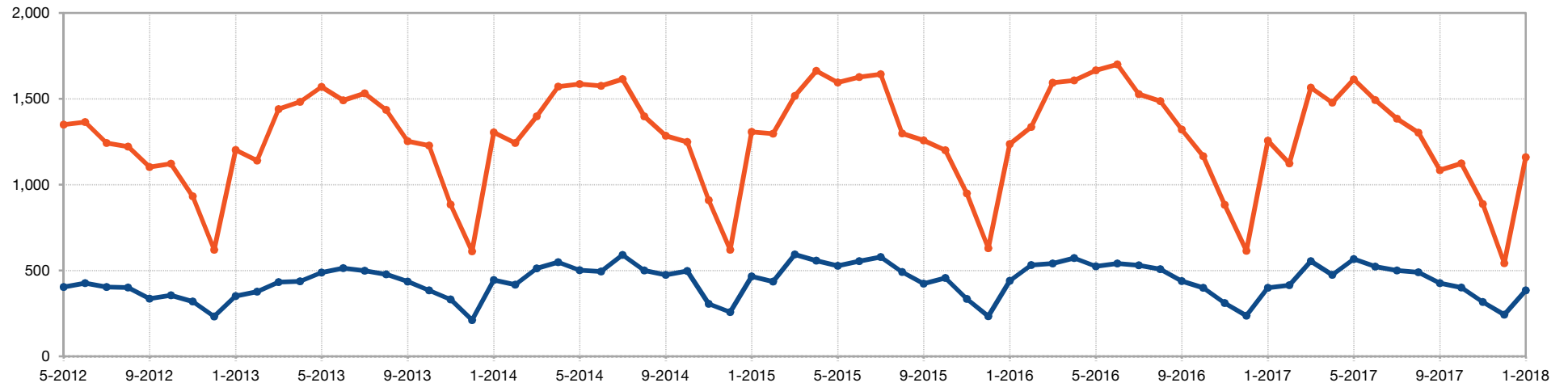


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2017	1,124	-15.8%	415	-22.0%
Mar-2017	1,565	-1.8%	555	+2.8%
Apr-2017	1,477	-8.1%	475	-17.0%
May-2017	1,612	-3.2%	567	+8.2%
Jun-2017	1,493	-12.2%	523	-3.1%
Jul-2017	1,384	-9.4%	500	-5.7%
Aug-2017	1,303	-12.4%	489	-3.7%
Sep-2017	1,085	-17.9%	427	-2.7%
Oct-2017	1,123	-3.6%	401	+0.5%
Nov-2017	887	+0.5%	316	+1.9%
Dec-2017	542	-11.9%	243	+3.0%
<b>Jan-2018</b>	<b>1,159</b>	<b>-7.7%</b>	<b>384</b>	<b>-3.8%</b>
12-Month Avg	1,230	-8.7%	441	-4.2%

## Historical New Listings by Month

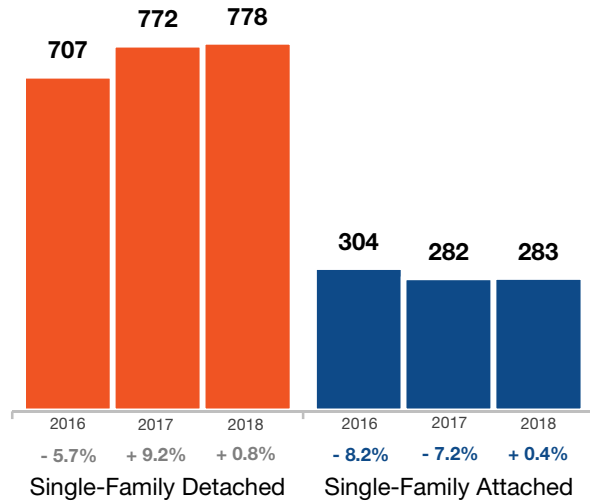


# Pending Sales

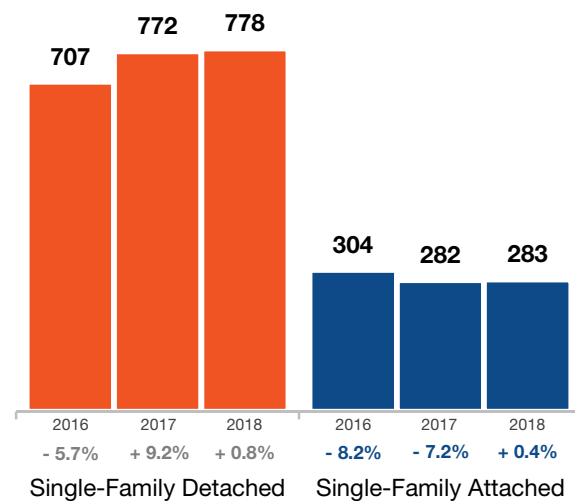
A count of the properties on which offers have been accepted in a given month.



## January

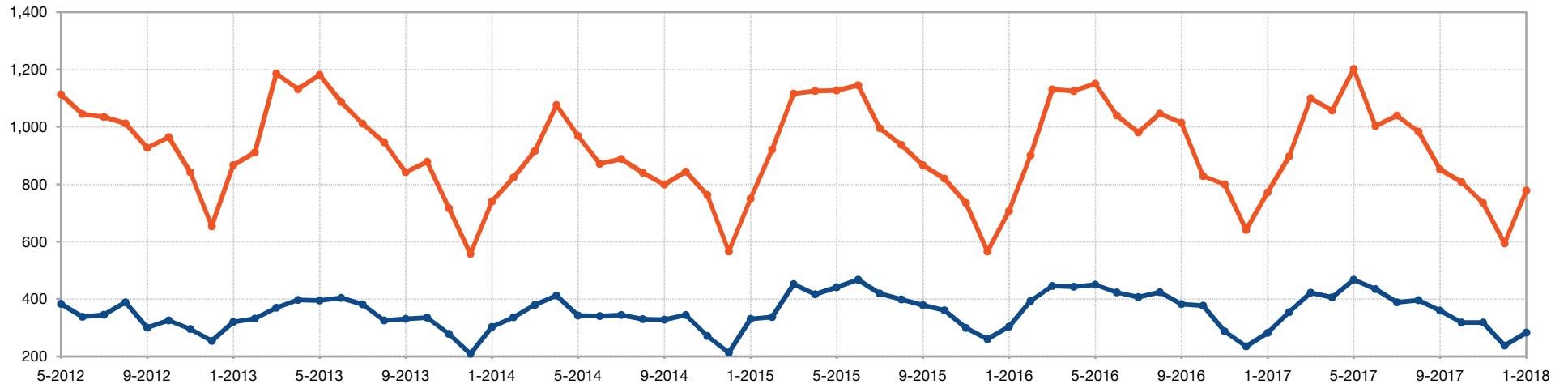


## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2017	897	-0.4%	354	-9.9%
Mar-2017	1,100	-2.7%	422	-5.4%
Apr-2017	1,057	-6.0%	406	-8.4%
May-2017	1,202	+4.5%	467	+3.8%
Jun-2017	1,003	-3.6%	435	+2.8%
Jul-2017	1,039	+6.0%	389	-4.4%
Aug-2017	983	-6.0%	396	-6.6%
Sep-2017	852	-16.1%	360	-5.8%
Oct-2017	808	-2.5%	318	-15.6%
Nov-2017	735	-8.1%	318	+10.8%
Dec-2017	594	-7.3%	238	+1.3%
<b>Jan-2018</b>	<b>778</b>	<b>+0.8%</b>	<b>283</b>	<b>+0.4%</b>
12-Month Avg	952	-3.3%	379	-3.6%

## Historical Pending Sales by Month

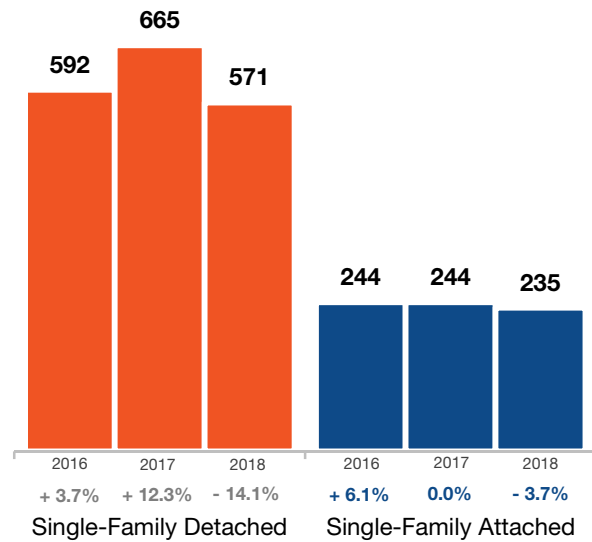


# Closed Sales

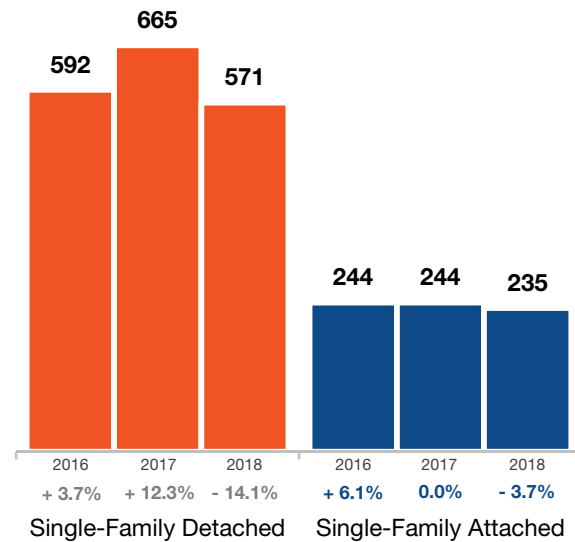
A count of the actual sales that closed in a given month.



## January

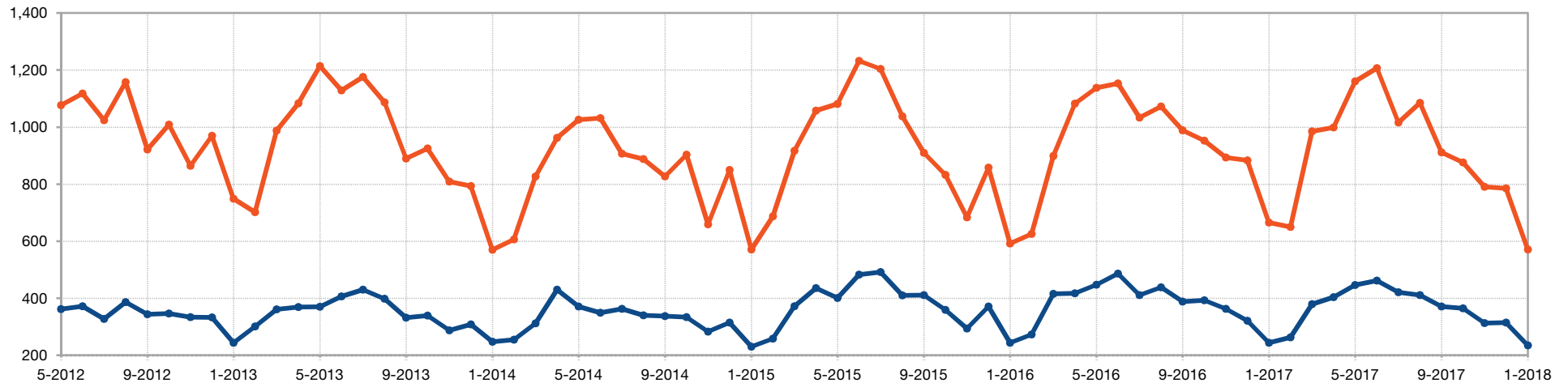


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2017	650	+4.0%	263	-3.7%
Mar-2017	985	+9.6%	379	-8.7%
Apr-2017	999	-7.7%	404	-3.1%
May-2017	1,160	+1.9%	446	-0.2%
Jun-2017	1,207	+4.7%	462	-4.9%
Jul-2017	1,016	-1.6%	421	+2.4%
Aug-2017	1,085	+1.2%	411	-6.2%
Sep-2017	911	-7.9%	371	-4.4%
Oct-2017	876	-8.0%	365	-7.1%
Nov-2017	791	-11.4%	313	-13.8%
Dec-2017	785	-11.1%	315	-1.9%
<b>Jan-2018</b>	<b>571</b>	<b>-14.1%</b>	<b>235</b>	<b>-3.7%</b>
12-Month Avg	949	-3.1%	383	-4.6%

## Historical Closed Sales by Month



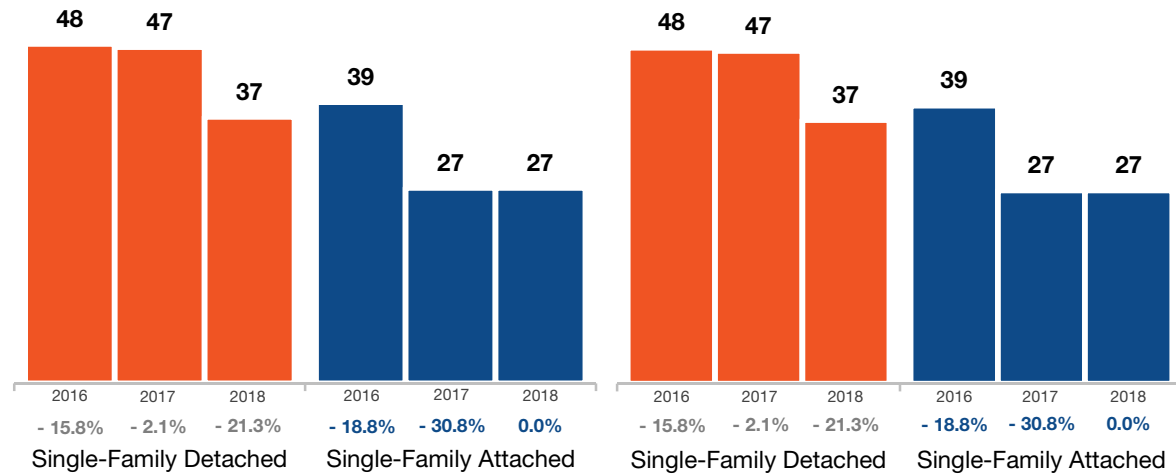
# Days on Market Until Sale

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



## January

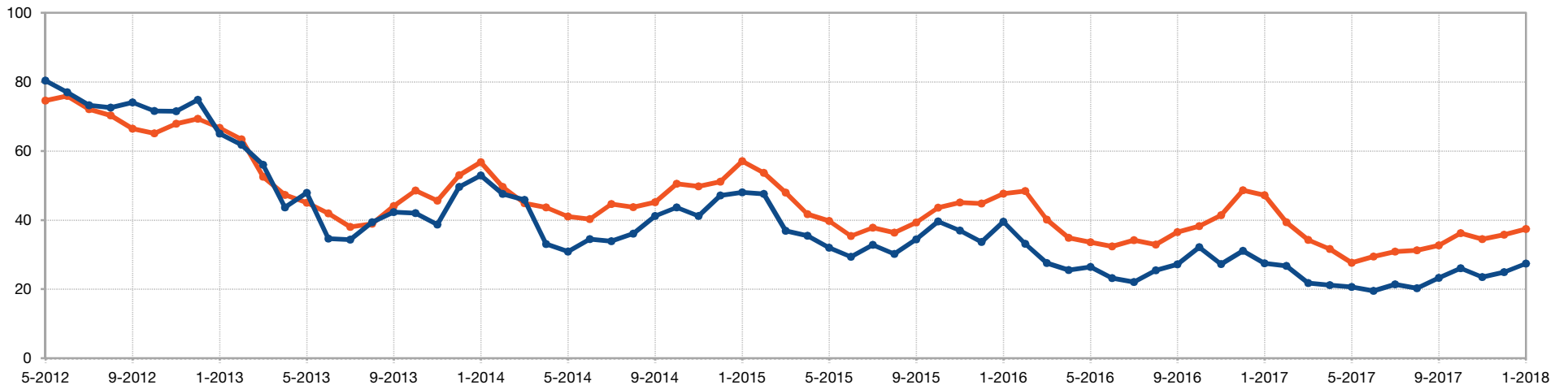
## Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2017	39	-18.8%	27	-18.2%
Mar-2017	34	-15.0%	22	-21.4%
Apr-2017	32	-8.6%	21	-19.2%
May-2017	28	-17.6%	21	-19.2%
Jun-2017	29	-9.4%	20	-13.0%
Jul-2017	31	-8.8%	21	-4.5%
Aug-2017	31	-6.1%	20	-20.0%
Sep-2017	33	-10.8%	23	-14.8%
Oct-2017	36	-5.3%	26	-18.8%
Nov-2017	35	-14.6%	23	-14.8%
Dec-2017	36	-26.5%	25	-19.4%
<b>Jan-2018</b>	<b>37</b>	<b>-21.3%</b>	<b>27</b>	<b>0.0%</b>
12-Month Avg*	38	-14.0%	27	-16.3%

\* Days on Market for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

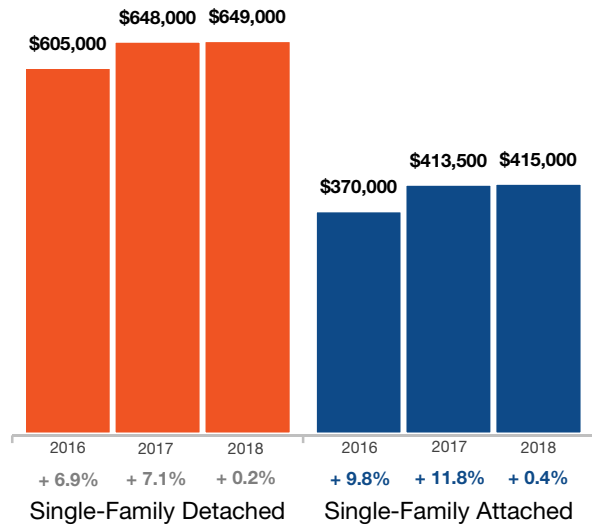


# Median Sales Price

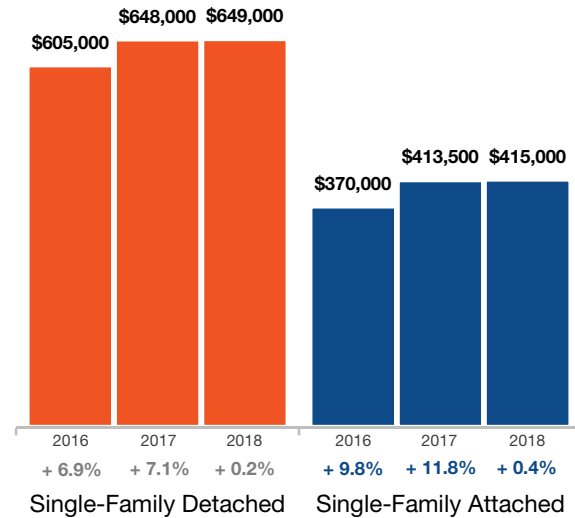
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



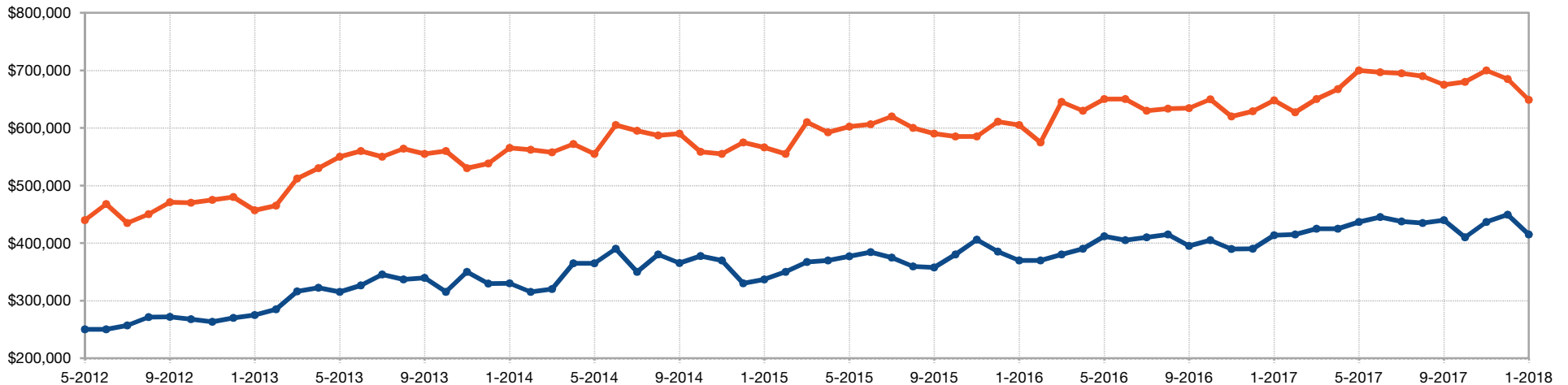
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2017	\$627,000	+9.0%	\$415,000	+12.2%
Mar-2017	\$650,000	+0.8%	\$425,000	+11.8%
Apr-2017	\$667,500	+6.0%	\$425,000	+9.0%
May-2017	\$700,000	+7.7%	\$436,450	+5.9%
Jun-2017	\$696,500	+7.2%	\$445,000	+9.9%
Jul-2017	\$695,000	+10.3%	\$437,500	+6.7%
Aug-2017	\$690,000	+8.9%	\$435,000	+4.8%
Sep-2017	\$675,000	+6.4%	\$440,000	+11.4%
Oct-2017	\$680,000	+4.7%	\$410,000	+1.2%
Nov-2017	\$699,900	+12.9%	\$436,500	+12.0%
Dec-2017	\$685,000	+8.9%	\$449,500	+15.3%
<b>Jan-2018</b>	<b>\$649,000</b>	<b>+0.2%</b>	<b>\$415,000</b>	<b>+0.4%</b>
12-Month Avg*	\$635,000	+6.9%	\$397,500	+8.2%

\* Median Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



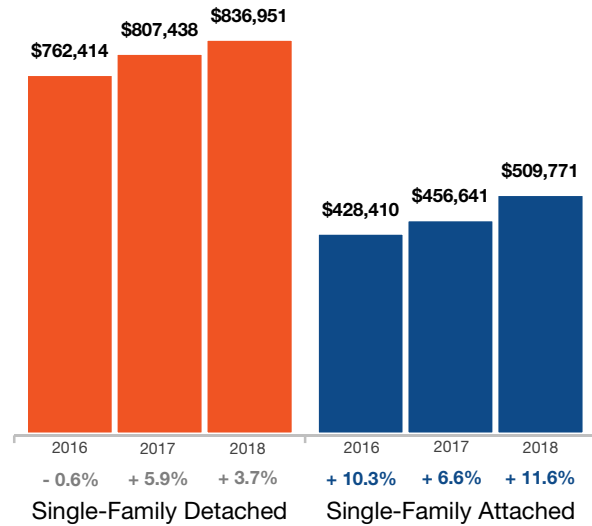


# Average Sales Price

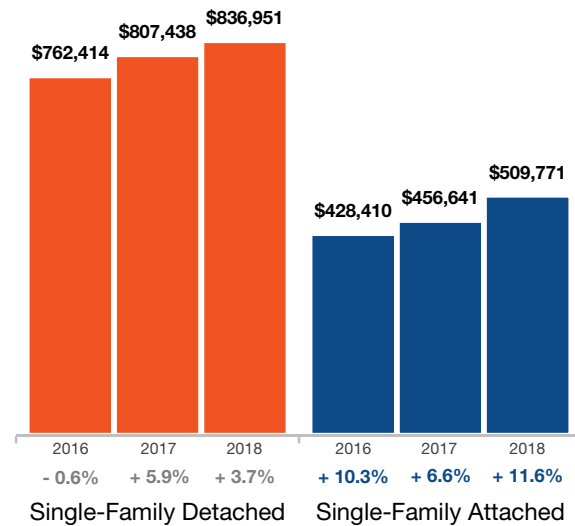
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



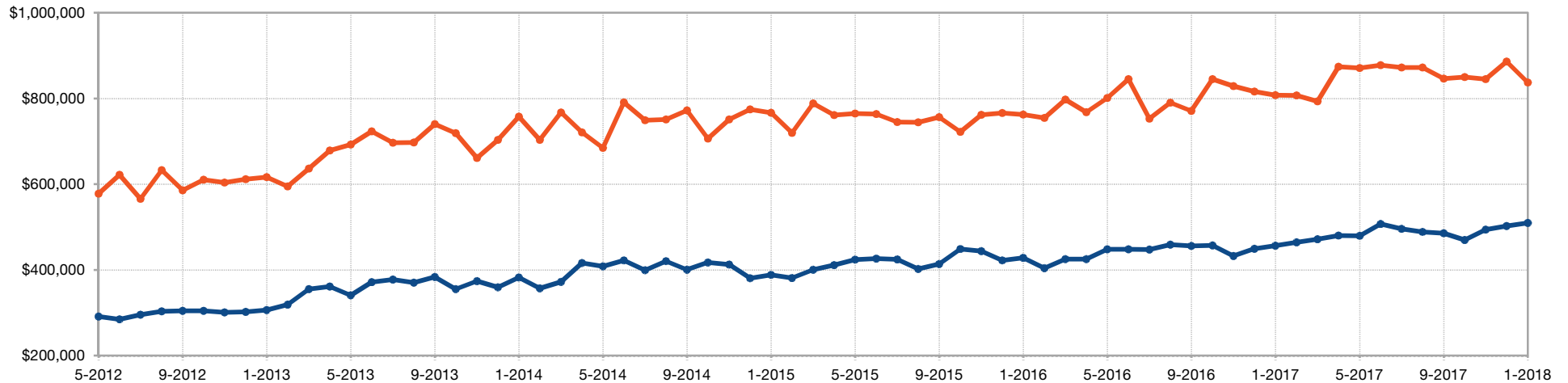
## Year to Date



	Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2017		\$807,154	+7.0%	\$464,177	+14.9%
Mar-2017		\$793,100	-0.5%	\$471,622	+10.8%
Apr-2017		\$874,152	+13.9%	\$479,901	+12.8%
May-2017		\$870,952	+8.7%	\$479,480	+7.0%
Jun-2017		\$877,558	+3.8%	\$507,495	+13.3%
Jul-2017		\$872,358	+15.9%	\$495,871	+10.8%
Aug-2017		\$871,994	+10.4%	\$488,333	+6.4%
Sep-2017		\$846,099	+9.8%	\$485,527	+6.5%
Oct-2017		\$849,723	+0.6%	\$469,603	+2.7%
Nov-2017		\$845,047	+2.0%	\$494,193	+14.3%
Dec-2017		\$886,208	+8.6%	\$502,521	+11.9%
<b>Jan-2018</b>		<b>\$836,951</b>	<b>+3.7%</b>	<b>\$509,771</b>	<b>+11.6%</b>
12-Month Avg*		\$852,608	+7.1%	\$487,375	+10.0%

\* Avg. Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



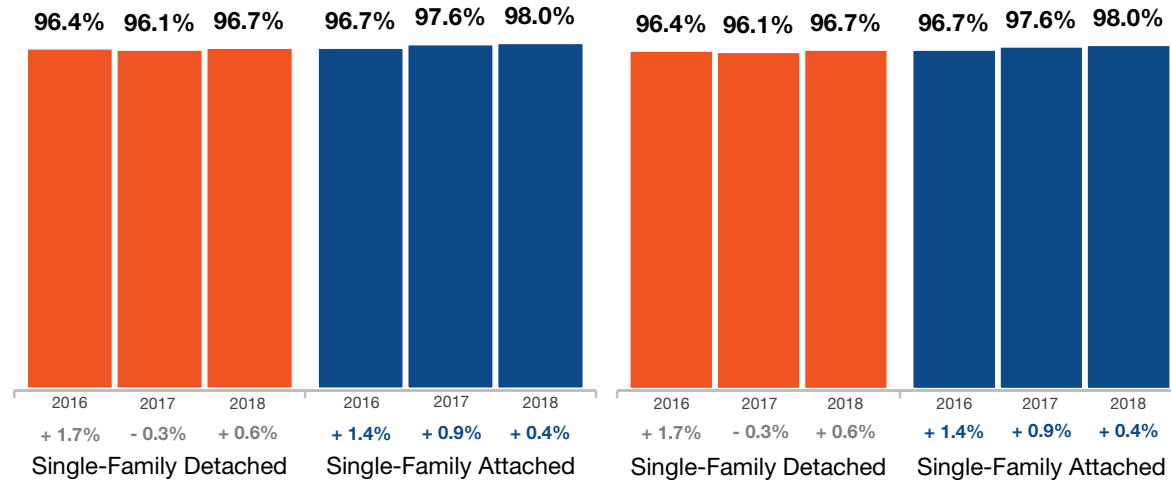
# Percent of Original List Price Received



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.

## January

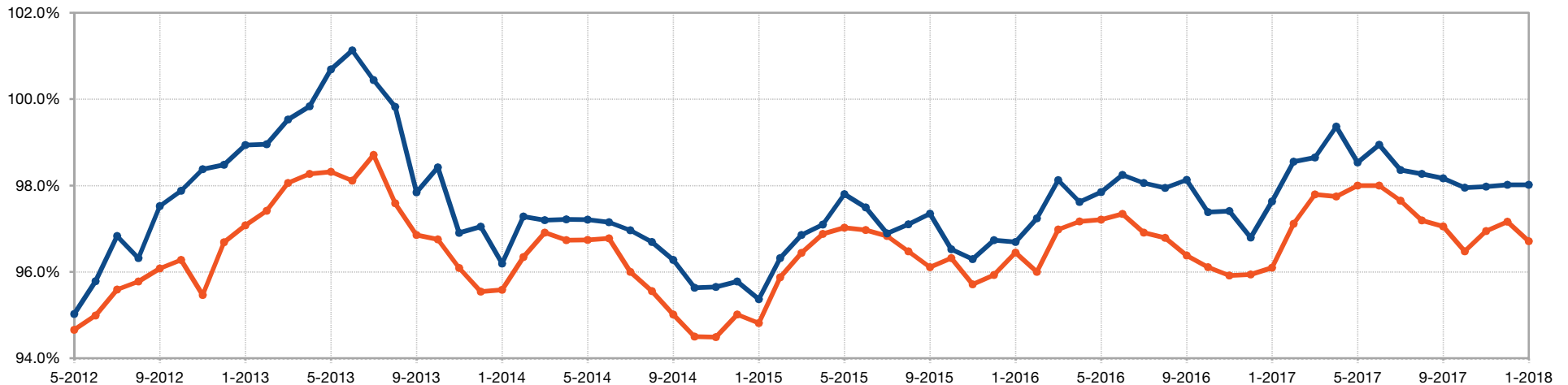
## Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2017	97.1%	+1.1%	98.5%	+1.3%
Mar-2017	97.8%	+0.8%	98.6%	+0.5%
Apr-2017	97.7%	+0.5%	99.4%	+1.8%
May-2017	98.0%	+0.8%	98.5%	+0.7%
Jun-2017	98.0%	+0.7%	98.9%	+0.7%
Jul-2017	97.6%	+0.7%	98.4%	+0.3%
Aug-2017	97.2%	+0.4%	98.3%	+0.4%
Sep-2017	97.1%	+0.7%	98.2%	+0.1%
Oct-2017	96.5%	+0.4%	98.0%	+0.6%
Nov-2017	96.9%	+1.0%	98.0%	+0.6%
Dec-2017	97.2%	+1.4%	98.0%	+1.2%
<b>Jan-2018</b>	<b>96.7%</b>	<b>+0.6%</b>	<b>98.0%</b>	<b>+0.4%</b>
12-Month Avg*	97.3%	+0.8%	98.4%	+0.7%

\* Pct. of Orig. Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



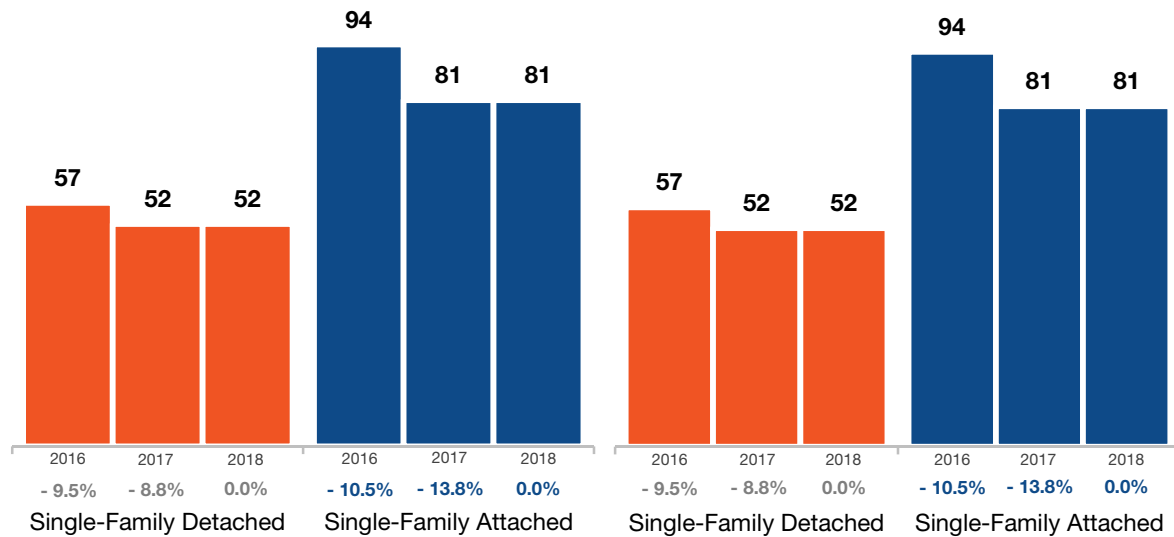
# Housing Affordability Index



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.

## January

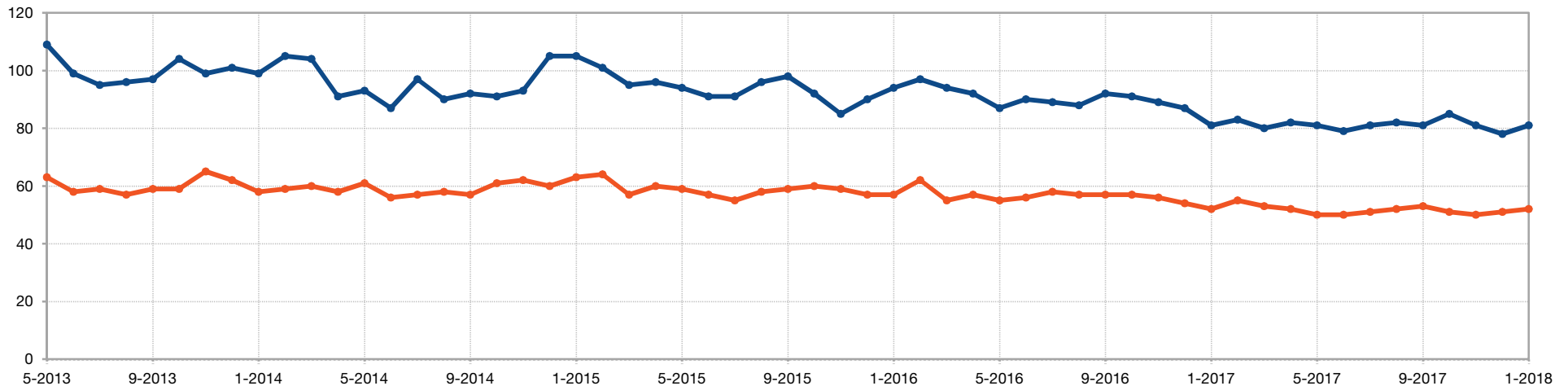
## Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2017	55	-11.3%	83	-14.4%
Mar-2017	53	-3.6%	80	-14.9%
Apr-2017	52	-8.8%	82	-10.9%
May-2017	50	-9.1%	81	-6.9%
Jun-2017	50	-10.7%	79	-12.2%
Jul-2017	51	-12.1%	81	-9.0%
Aug-2017	52	-8.8%	82	-6.8%
Sep-2017	53	-7.0%	81	-12.0%
Oct-2017	51	-10.5%	85	-6.6%
Nov-2017	50	-10.7%	81	-9.0%
Dec-2017	51	-5.6%	78	-10.3%
<b>Jan-2018</b>	<b>52</b>	<b>0.0%</b>	<b>81</b>	<b>0.0%</b>
12-Month Avg*	52	-7.7%	81	-9.7%

\* Affordability Index for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

## Historical Housing Affordability Index by Month

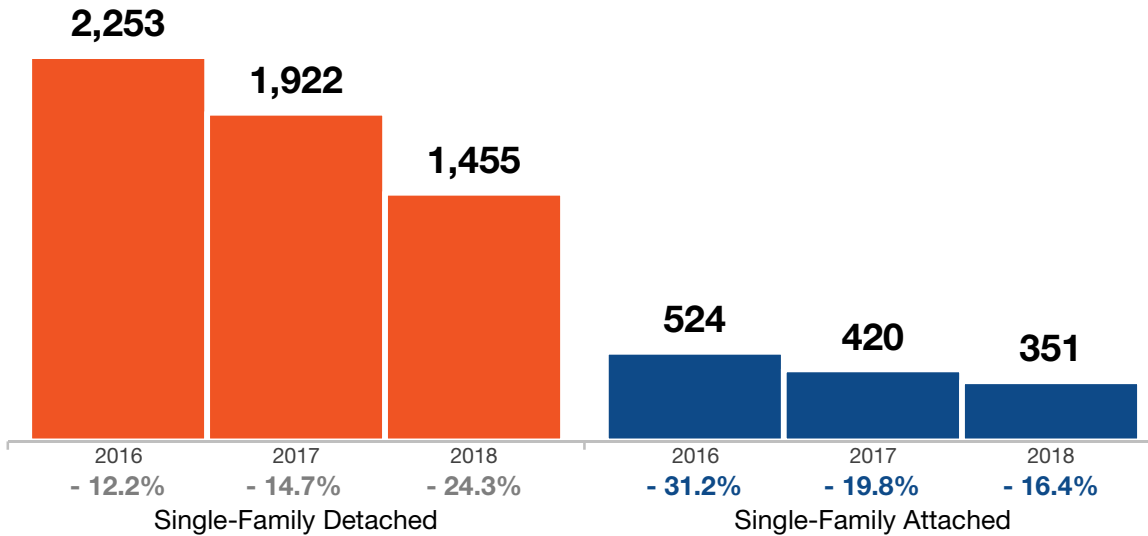


# Inventory of Homes for Sale

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

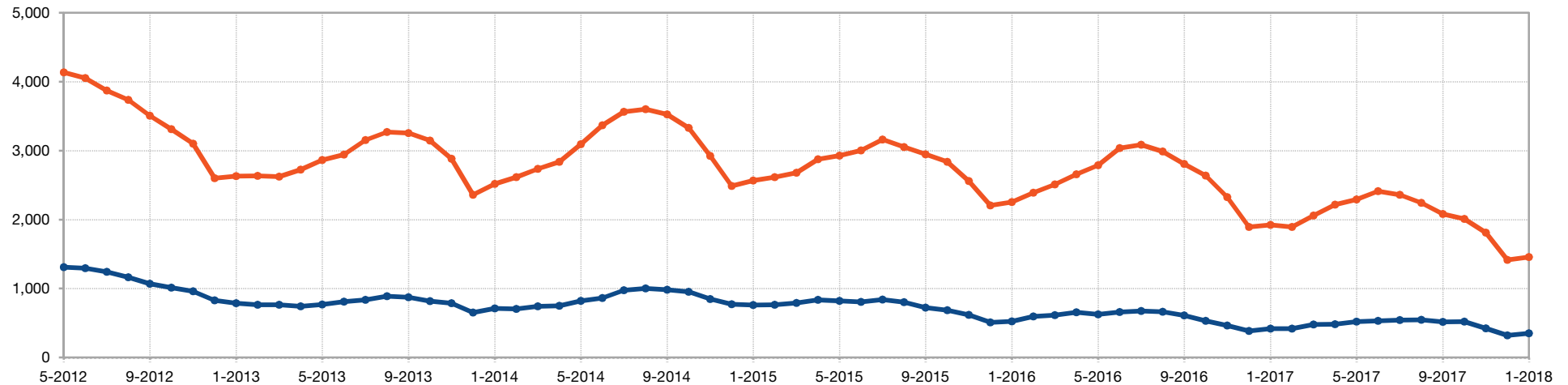


## January



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2017	1,893	-20.7%	417	-30.0%
Mar-2017	2,057	-18.0%	478	-22.3%
Apr-2017	2,216	-16.6%	481	-26.5%
May-2017	2,292	-17.8%	519	-17.2%
Jun-2017	2,411	-20.6%	531	-19.5%
Jul-2017	2,358	-23.6%	544	-19.5%
Aug-2017	2,242	-25.0%	548	-17.3%
Sep-2017	2,082	-25.8%	515	-15.6%
Oct-2017	2,008	-23.9%	520	-2.3%
Nov-2017	1,811	-22.1%	422	-9.1%
Dec-2017	1,415	-25.2%	322	-16.1%
<b>Jan-2018</b>	<b>1,455</b>	<b>-24.3%</b>	<b>351</b>	<b>-16.4%</b>
12-Month Avg	2,586	-21.9%	575	-18.2%

## Historical Inventory of Homes for Sale by Month

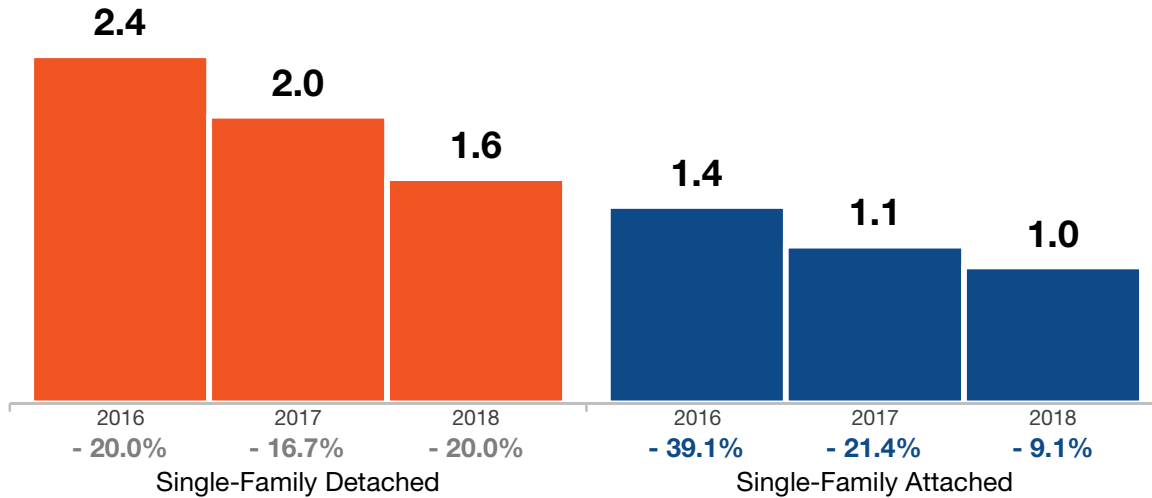


# Months Supply of Inventory



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.

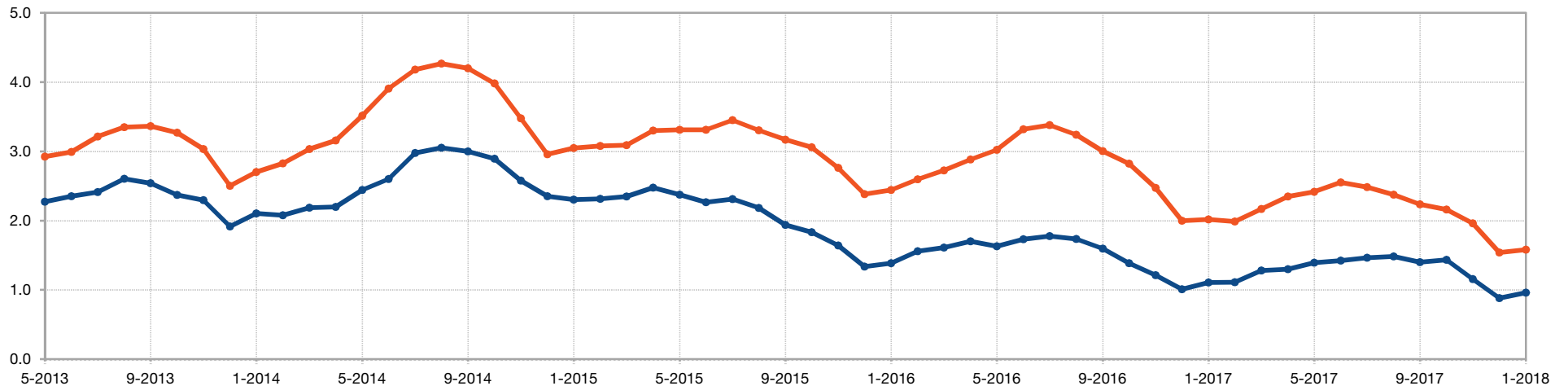
## January



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Feb-2017	2.0	-23.1%	1.1	-31.3%
Mar-2017	2.2	-18.5%	1.3	-18.8%
Apr-2017	2.3	-20.7%	1.3	-23.5%
May-2017	2.4	-20.0%	1.4	-12.5%
Jun-2017	2.6	-21.2%	1.4	-17.6%
Jul-2017	2.5	-26.5%	1.5	-16.7%
Aug-2017	2.4	-25.0%	1.5	-11.8%
Sep-2017	2.2	-26.7%	1.4	-12.5%
Oct-2017	2.2	-21.4%	1.4	0.0%
Nov-2017	2.0	-20.0%	1.2	0.0%
Dec-2017	1.5	-25.0%	0.9	-10.0%
<b>Jan-2018</b>	<b>1.6</b>	<b>-20.0%</b>	<b>1.0</b>	<b>-9.1%</b>
12-Month Avg*	2.8	-22.9%	1.5	-15.3%

\* Months Supply for all properties from February 2017 through January 2018. 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			1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	01-2016	01-2017	01-2018						
<b>New Listings</b>				1,655	<b>1,543</b>	- 6.8%	1,655	<b>1,543</b>	- 6.8%
<b>Pending Sales</b>				1,054	<b>1,061</b>	+ 0.7%	1,054	<b>1,061</b>	+ 0.7%
<b>Closed Sales</b>				909	<b>806</b>	- 11.3%	909	<b>806</b>	- 11.3%
<b>Days on Market</b>				42	<b>35</b>	- 16.7%	42	<b>35</b>	- 16.7%
<b>Median Sales Price</b>				\$575,000	<b>\$590,000</b>	+ 2.6%	\$575,000	<b>\$590,000</b>	+ 2.6%
<b>Average Sales Price</b>				\$713,275	<b>\$741,557</b>	+ 4.0%	\$713,275	<b>\$741,557</b>	+ 4.0%
<b>Pct. of Orig. Price Received</b>				96.5%	<b>97.1%</b>	+ 0.6%	96.5%	<b>97.1%</b>	+ 0.6%
<b>Housing Affordability Index</b>				58	<b>57</b>	- 1.7%	58	<b>57</b>	- 1.7%
<b>Inventory of Homes for Sale</b>				2,342	<b>1,806</b>	- 22.9%	--	--	--
<b>Months Supply of Inventory</b>				1.8	<b>1.4</b>	- 22.2%	--	--	--