

# Monthly Indicators

North San Diego County  
Association of REALTORS®



## April 2019

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

Closed Sales decreased 6.4 percent for Detached homes and 10.3 percent for Attached homes. Pending Sales increased 11.2 percent for Detached homes and 5.7 percent for Attached homes.

The Median Sales Price was down 4.0 percent to \$694,150 for Detached homes and 2.4 percent to \$459,500 for Attached homes. Days on Market increased 32.1 percent for Detached homes and 38.1 percent for Attached homes. Supply increased 11.5 percent for Detached homes and 35.3 percent for Attached homes.

Although hiring and wage gains have been below expectations, the national unemployment rate held firm at 3.8 percent. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, and yet inventory is straining to keep pace in the most competitive price ranges.

## Monthly Snapshot

**\$694,150**      **\$459,500**      **\$635,000**

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			4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	04-2017	04-2018	04-2019						
<b>New Listings</b>		1,594	<b>1,632</b>	+ 2.4%	5,664	<b>5,745</b>	+ 1.4%		
<b>Pending Sales</b>		1,031	<b>1,146</b>	+ 11.2%	3,625	<b>3,671</b>	+ 1.3%		
<b>Closed Sales</b>		972	<b>910</b>	- 6.4%	3,185	<b>2,953</b>	- 7.3%		
<b>Days on Market</b>		28	<b>37</b>	+ 32.1%	31	<b>41</b>	+ 32.3%		
<b>Median Sales Price</b>		\$723,000	<b>\$694,150</b>	- 4.0%	\$698,000	<b>\$680,000</b>	- 2.6%		
<b>Average Sales Price</b>		\$913,144	<b>\$931,685</b>	+ 2.0%	\$889,166	<b>\$900,051</b>	+ 1.2%		
<b>Pct. of Orig. Price Received</b>		98.0%	<b>97.4%</b>	- 0.6%	97.7%	<b>96.7%</b>	- 1.0%		
<b>Housing Affordability Index</b>		46	<b>49</b>	+ 6.5%	47	<b>50</b>	+ 6.4%		
<b>Inventory of Homes for Sale</b>		2,435	<b>2,504</b>	+ 2.8%	--	--	--		
<b>Months Supply of Inventory</b>		2.6	<b>2.9</b>	+ 11.5%	--	--	--		

# 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.**

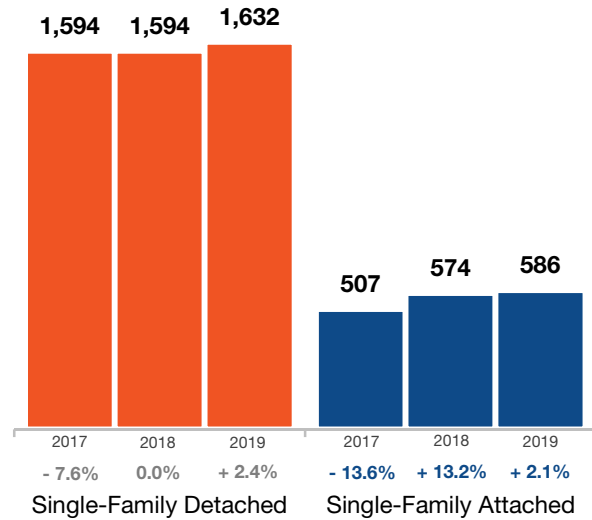
Key Metrics	Historical Sparkbars			4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	04-2017	04-2018	04-2019						
<b>New Listings</b>				574	<b>586</b>	+ 2.1%	1,940	<b>2,071</b>	+ 6.8%
<b>Pending Sales</b>				385	<b>407</b>	+ 5.7%	1,365	<b>1,359</b>	- 0.4%
<b>Closed Sales</b>				378	<b>339</b>	- 10.3%	1,245	<b>1,124</b>	- 9.7%
<b>Days on Market</b>				21	<b>29</b>	+ 38.1%	25	<b>35</b>	+ 40.0%
<b>Median Sales Price</b>				\$471,000	<b>\$459,500</b>	- 2.4%	\$440,000	<b>\$450,000</b>	+ 2.3%
<b>Average Sales Price</b>				\$516,183	<b>\$511,745</b>	- 0.9%	\$504,229	<b>\$515,070</b>	+ 2.2%
<b>Pct. of Orig. Price Received</b>				98.8%	<b>97.9%</b>	- 0.9%	98.6%	<b>97.2%</b>	- 1.4%
<b>Housing Affordability Index</b>				70	<b>75</b>	+ 7.1%	75	<b>76</b>	+ 1.3%
<b>Inventory of Homes for Sale</b>				630	<b>786</b>	+ 24.8%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>				1.7	<b>2.3</b>	+ 35.3%	--	<b>--</b>	--

# New Listings

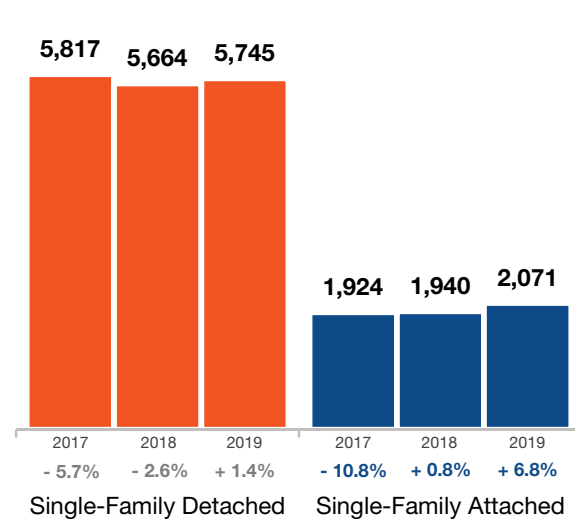
A count of the properties that have been newly listed on the market in a given month.



## April

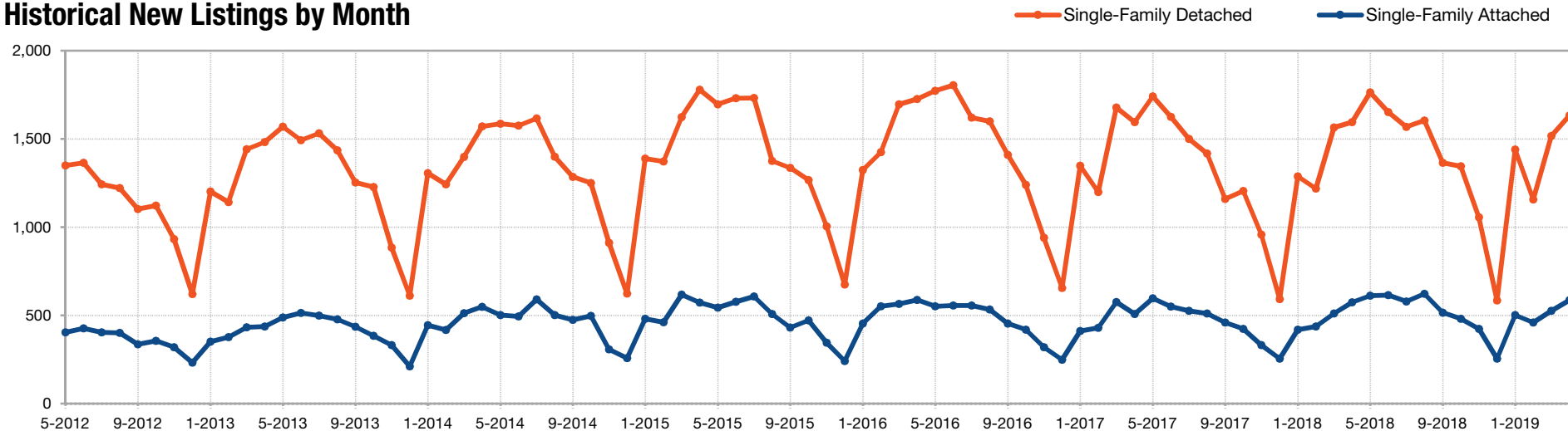


## Year to Date



New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2018	1,763	+1.3%	612	+2.7%
Jun-2018	1,652	+1.7%	615	+11.8%
Jul-2018	1,568	+4.5%	579	+10.1%
Aug-2018	1,603	+13.1%	622	+21.7%
Sep-2018	1,364	+17.6%	515	+12.0%
Oct-2018	1,345	+11.6%	481	+13.4%
Nov-2018	1,056	+10.2%	424	+27.7%
Dec-2018	584	-1.4%	255	0.0%
Jan-2019	1,440	+11.8%	501	+19.6%
Feb-2019	1,157	-5.0%	459	+5.0%
Mar-2019	1,516	-3.1%	525	+2.9%
<b>Apr-2019</b>	<b>1,632</b>	<b>+2.4%</b>	<b>586</b>	<b>+2.1%</b>
12-Month Avg	1,390	+5.2%	515	+10.4%

## Historical New Listings by Month

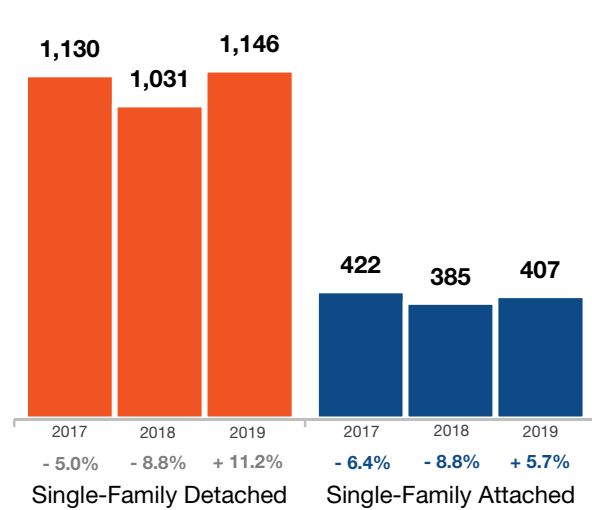


# Pending Sales

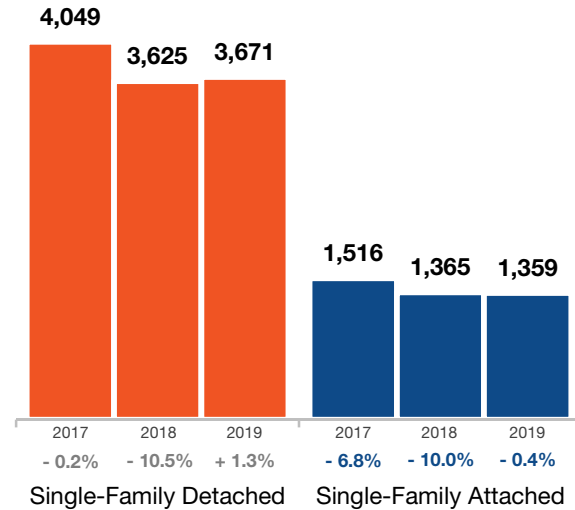
A count of the properties on which offers have been accepted in a given month.



## April

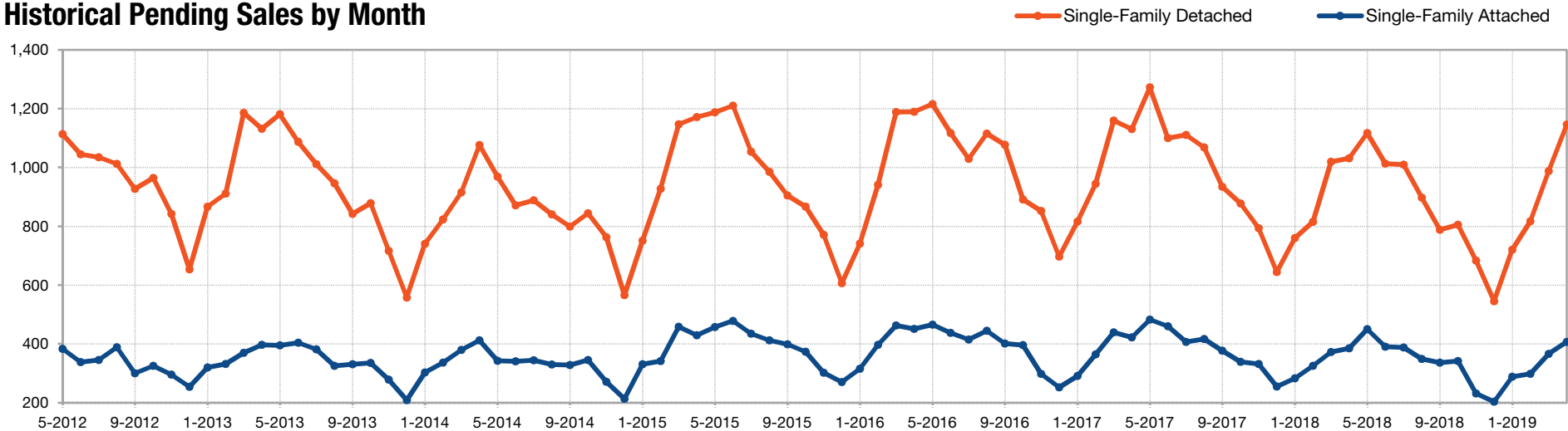


## Year to Date



Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2018	1,117	-12.2%	450	-6.8%
Jun-2018	1,013	-7.9%	390	-15.2%
Jul-2018	1,009	-9.2%	388	-4.7%
Aug-2018	897	-16.0%	349	-16.3%
Sep-2018	788	-15.6%	336	-10.9%
Oct-2018	805	-8.2%	342	+0.9%
Nov-2018	683	-13.9%	231	-30.4%
Dec-2018	545	-15.4%	203	-20.4%
Jan-2019	720	-5.3%	288	+1.8%
Feb-2019	817	+0.2%	298	-8.3%
Mar-2019	988	-3.0%	366	-1.6%
<b>Apr-2019</b>	<b>1,146</b>	<b>+11.2%</b>	<b>407</b>	<b>+5.7%</b>
12-Month Avg	952	-7.8%	370	-8.7%

## Historical Pending Sales by Month

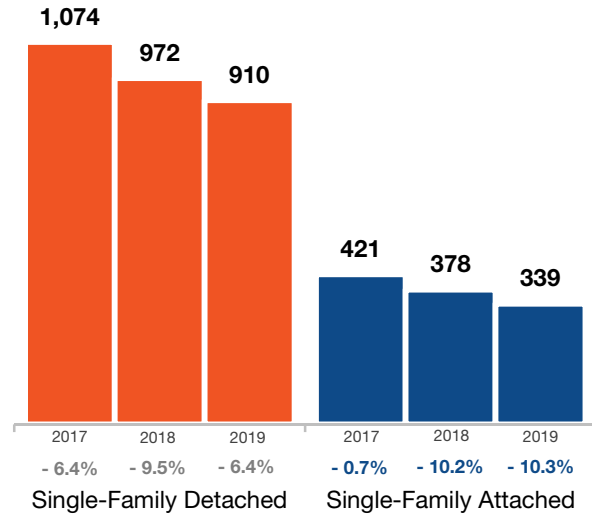


# Closed Sales

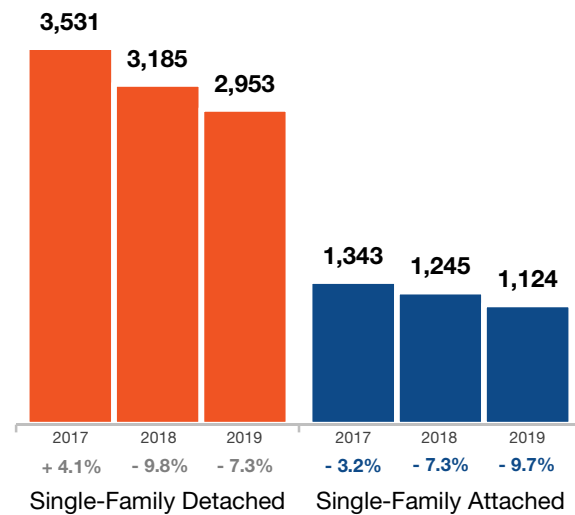
A count of the actual sales that closed in a given month.



## April

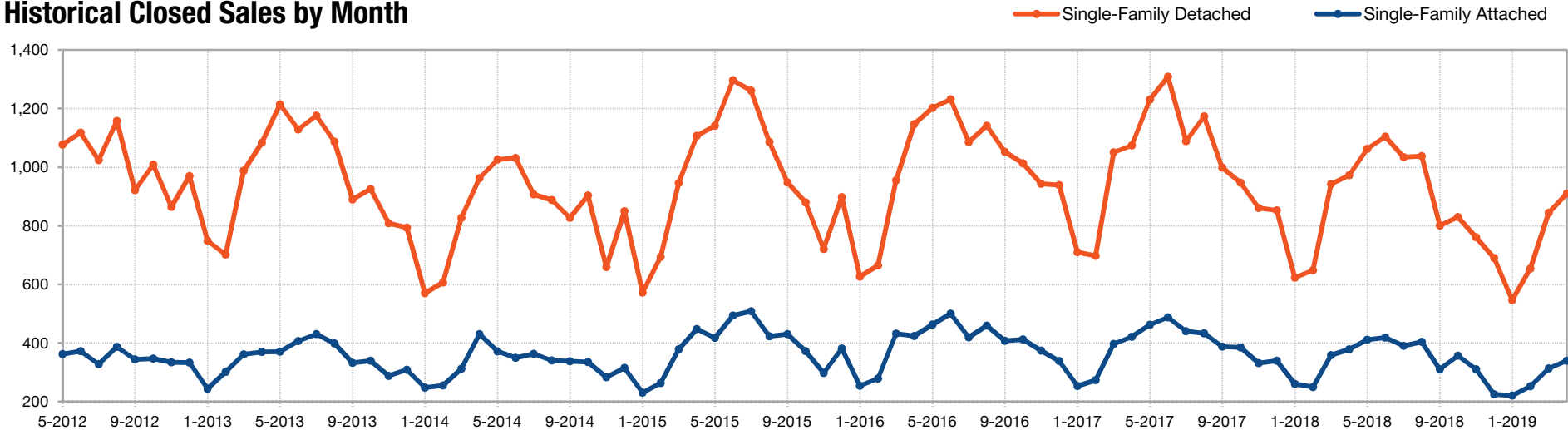


## Year to Date



Closed Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2018	1,062	-13.7%	411	-11.0%
Jun-2018	1,104	-15.6%	418	-14.2%
Jul-2018	1,034	-5.1%	390	-11.4%
Aug-2018	1,038	-11.5%	404	-6.7%
Sep-2018	801	-19.8%	310	-19.9%
Oct-2018	830	-12.4%	356	-7.5%
Nov-2018	761	-11.6%	310	-6.3%
Dec-2018	690	-19.0%	225	-33.6%
Jan-2019	546	-12.4%	220	-15.4%
Feb-2019	653	+0.8%	252	+1.2%
Mar-2019	844	-10.4%	313	-12.6%
<b>Apr-2019</b>	<b>910</b>	<b>-6.4%</b>	<b>339</b>	<b>-10.3%</b>
12-Month Avg	970	-11.8%	376	-12.4%

## Historical Closed Sales by Month



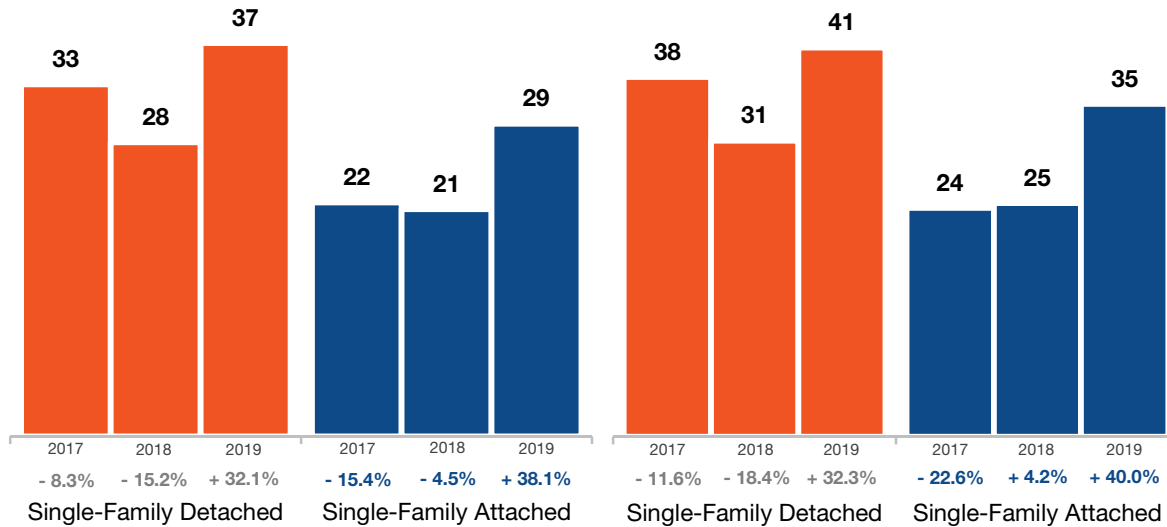
# Days on Market Until Sale

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



## April

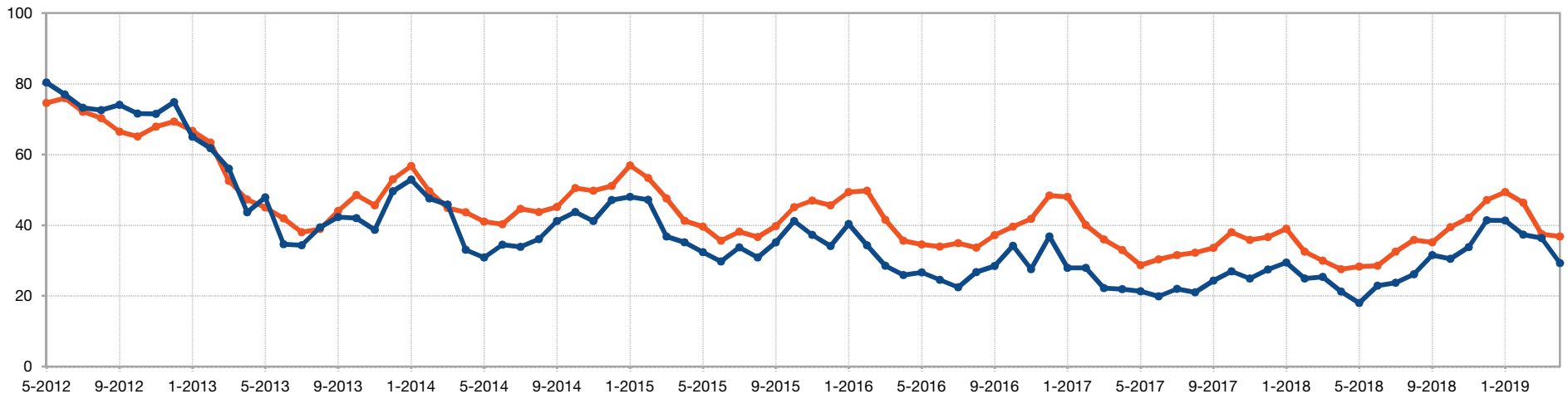
## Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2018	28	-3.4%	18	-14.3%
Jun-2018	29	-3.3%	23	+15.0%
Jul-2018	33	+3.1%	24	+9.1%
Aug-2018	36	+12.5%	26	+23.8%
Sep-2018	35	+2.9%	32	+33.3%
Oct-2018	39	+2.6%	31	+14.8%
Nov-2018	42	+16.7%	34	+36.0%
Dec-2018	47	+27.0%	41	+51.9%
Jan-2019	49	+25.6%	41	+41.4%
Feb-2019	46	+39.4%	37	+48.0%
Mar-2019	37	+23.3%	36	+44.0%
<b>Apr-2019</b>	<b>37</b>	<b>+32.1%</b>	<b>29</b>	<b>+38.1%</b>
12-Month Avg*	33	+13.7%	24	+25.4%

\* Days on Market for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

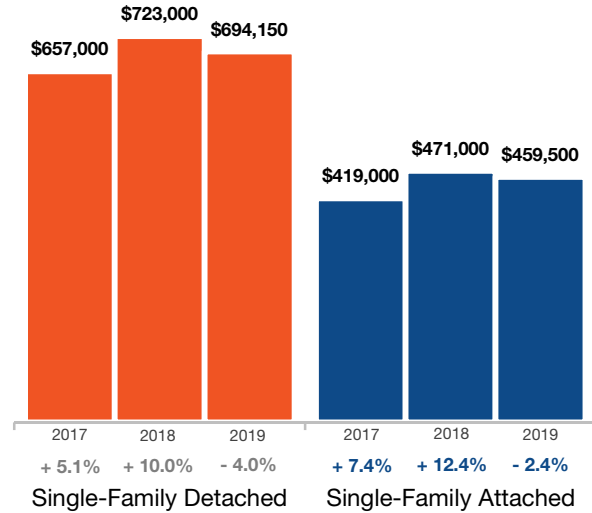


# Median Sales Price

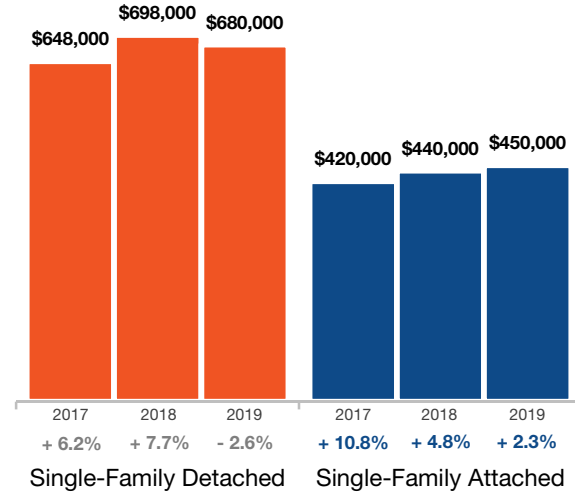


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

## April



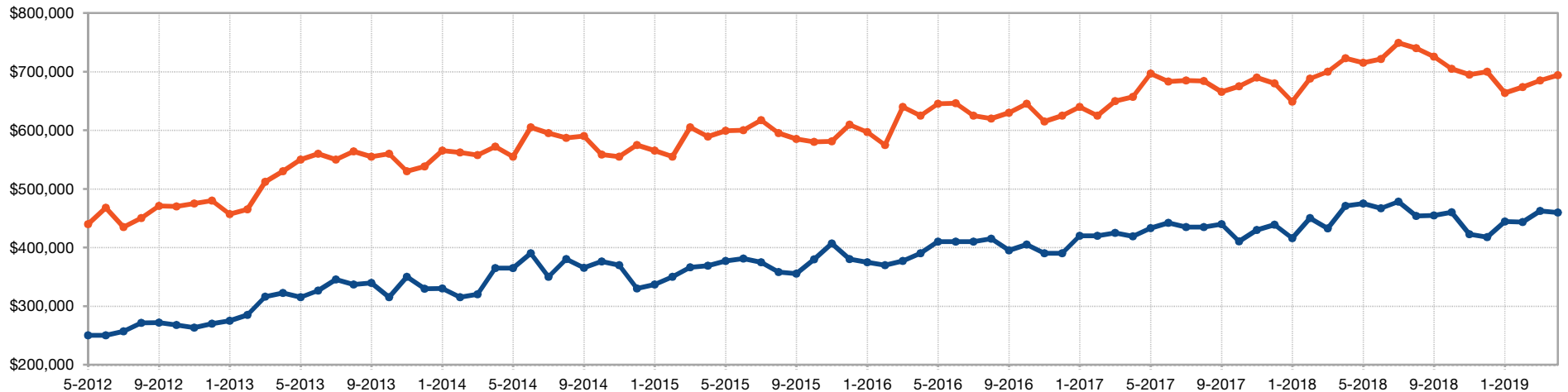
## Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2018	\$715,000	+2.6%	\$475,000	+9.7%
Jun-2018	\$721,500	+5.6%	\$467,000	+5.7%
Jul-2018	\$749,000	+9.3%	\$478,000	+9.9%
Aug-2018	\$740,000	+8.2%	\$453,875	+4.3%
Sep-2018	\$725,750	+9.1%	\$454,500	+3.3%
Oct-2018	\$705,000	+4.4%	\$460,000	+12.1%
Nov-2018	\$695,000	+0.7%	\$422,850	-1.7%
Dec-2018	\$700,000	+2.9%	\$417,500	-4.9%
Jan-2019	\$663,500	+2.2%	\$444,500	+6.9%
Feb-2019	\$673,500	-2.1%	\$443,500	-1.4%
Mar-2019	\$685,000	-2.1%	\$462,500	+6.9%
<b>Apr-2019</b>	<b>\$694,150</b>	<b>-4.0%</b>	<b>\$459,500</b>	<b>-2.4%</b>
12-Month Avg*	\$685,000	+3.6%	\$435,000	+4.6%

\* Median Sales Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



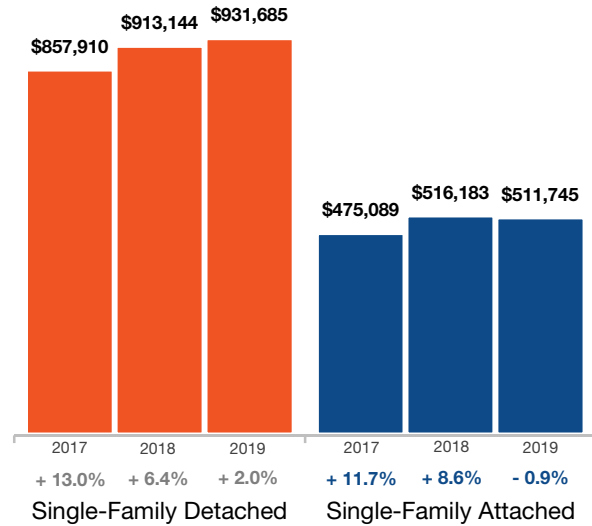


# Average Sales Price

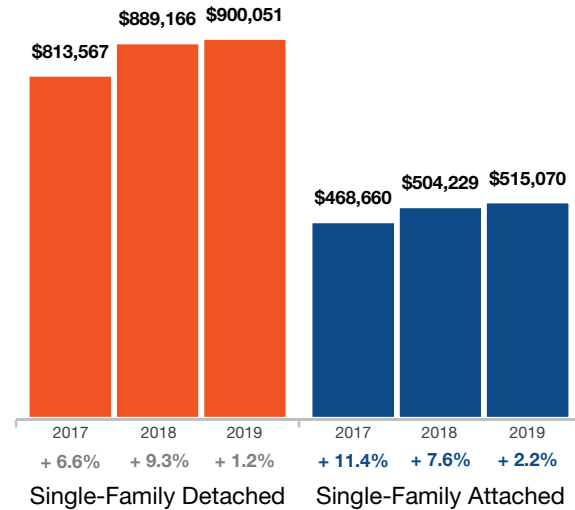
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



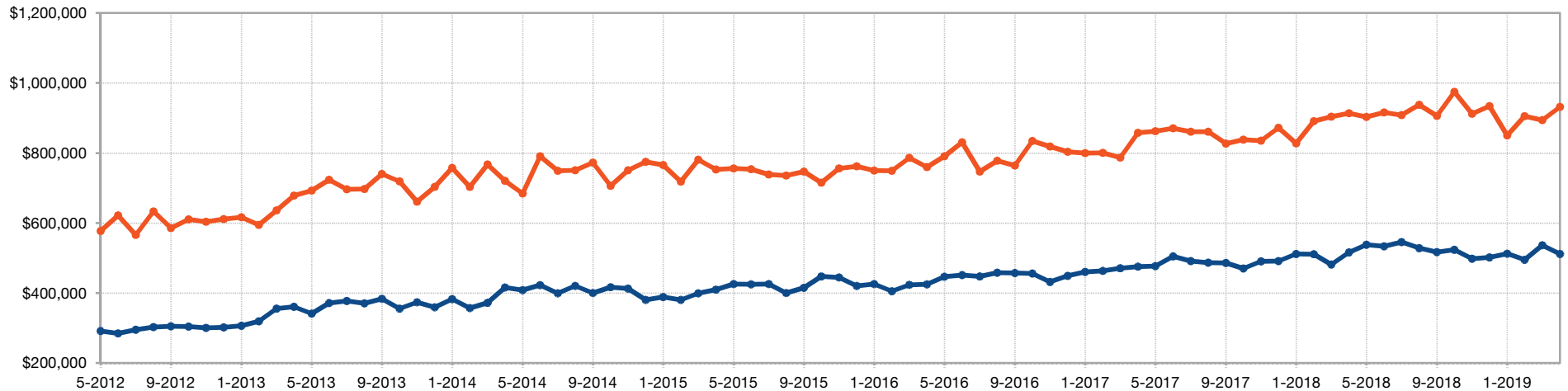
## Year to Date



	Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2018		\$903,039	+4.8%	\$537,811	+12.7%
Jun-2018		\$915,599	+5.2%	\$533,723	+5.7%
Jul-2018		\$908,333	+5.5%	\$545,825	+11.2%
Aug-2018		\$937,478	+8.9%	\$528,144	+8.6%
Sep-2018		\$905,909	+9.6%	\$517,104	+6.5%
Oct-2018		\$974,957	+16.4%	\$523,805	+11.4%
Nov-2018		\$912,246	+9.3%	\$498,222	+1.6%
Dec-2018		\$933,943	+7.1%	\$501,487	+2.1%
Jan-2019		\$850,144	+2.7%	\$512,405	+0.1%
Feb-2019		\$905,239	+1.6%	\$494,879	-3.1%
Mar-2019		\$894,209	-1.1%	\$536,802	+11.4%
<b>Apr-2019</b>		<b>\$931,685</b>	<b>+2.0%</b>	<b>\$511,745</b>	<b>-0.9%</b>
12-Month Avg*		\$914,398	+6.1%	\$520,163	+6.2%

\* Avg. Sales Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



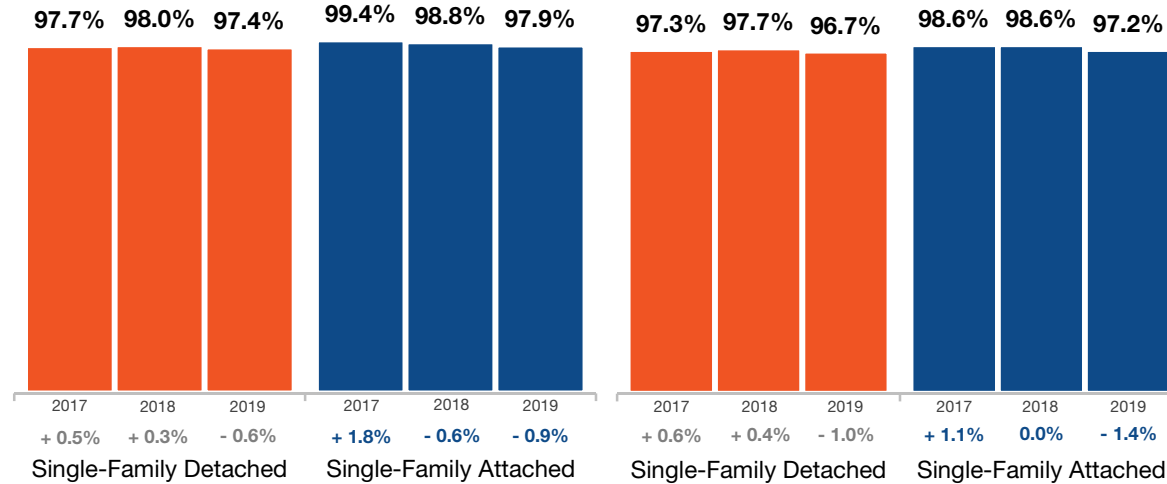
# Percent of Original List Price Received



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.

## April

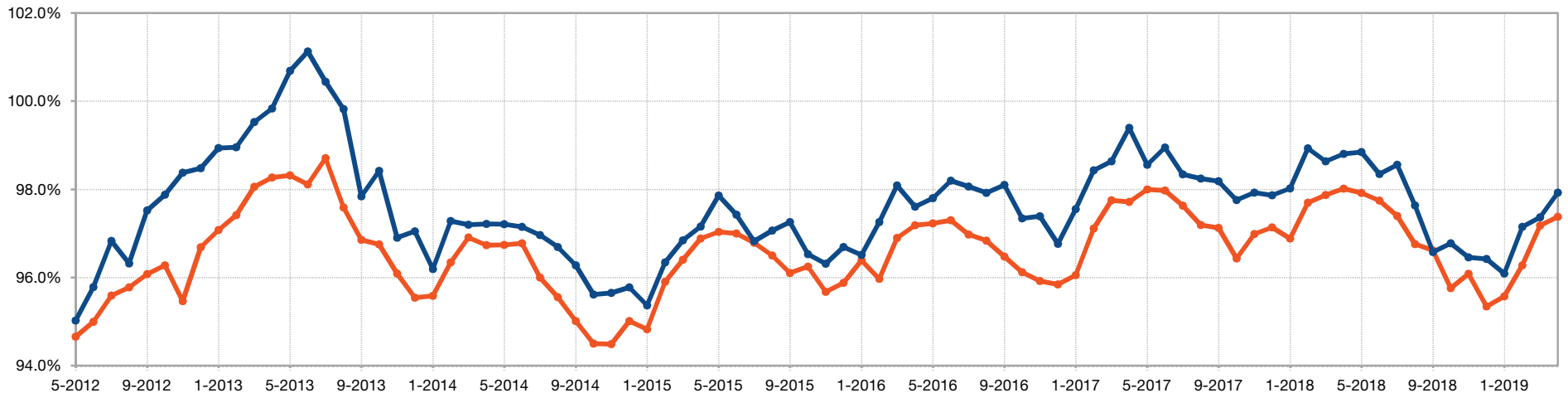
## Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2018	97.9%	-0.1%	98.8%	+0.2%
Jun-2018	97.7%	-0.3%	98.3%	-0.6%
Jul-2018	97.4%	-0.2%	98.6%	+0.3%
Aug-2018	96.8%	-0.4%	97.6%	-0.6%
Sep-2018	96.6%	-0.5%	96.6%	-1.6%
Oct-2018	95.8%	-0.6%	96.8%	-1.0%
Nov-2018	96.1%	-0.9%	96.5%	-1.4%
Dec-2018	95.3%	-1.9%	96.4%	-1.5%
Jan-2019	95.6%	-1.3%	96.1%	-1.9%
Feb-2019	96.3%	-1.4%	97.1%	-1.8%
Mar-2019	97.2%	-0.7%	97.4%	-1.2%
<b>Apr-2019</b>	<b>97.4%</b>	<b>-0.6%</b>	<b>97.9%</b>	<b>-0.9%</b>
12-Month Avg*	96.7%	-0.7%	97.3%	-0.9%

\* Pct. of Orig. Price Received for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



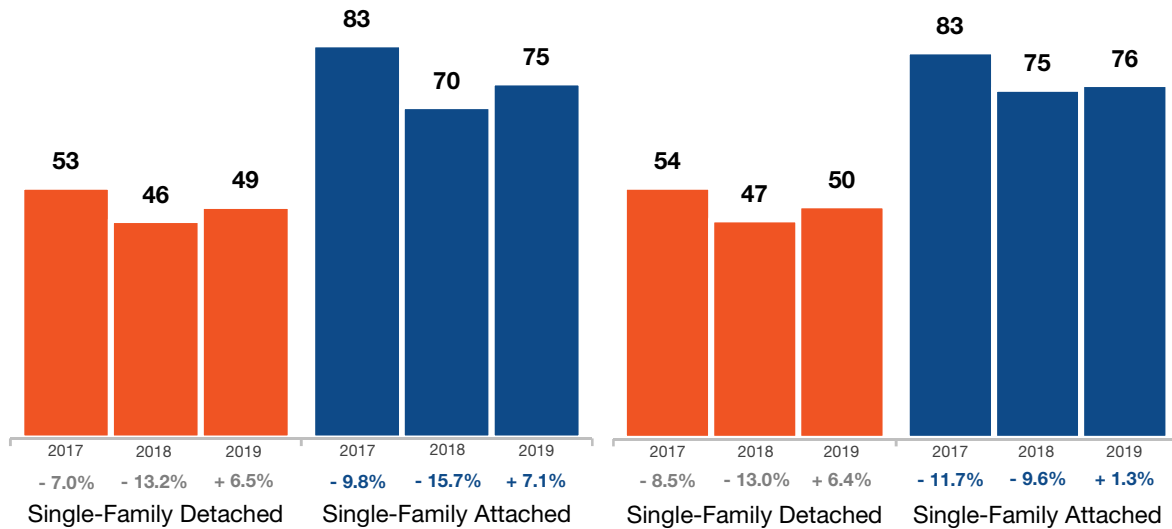
# Housing Affordability Index



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.

## April

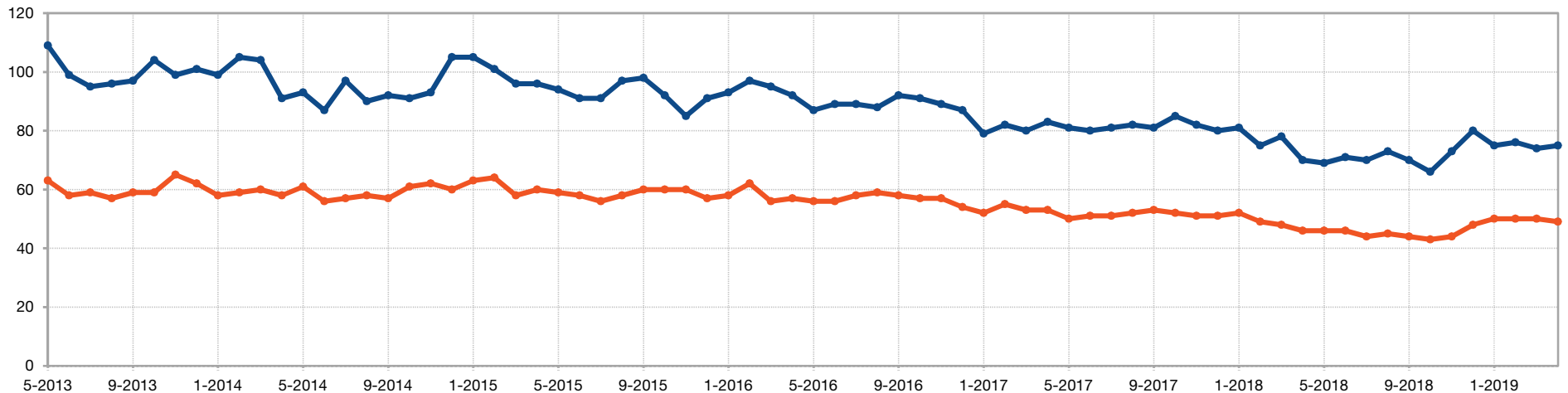
## Year to Date



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2018	46	-8.0%	69	-14.8%
Jun-2018	46	-9.8%	71	-11.3%
Jul-2018	44	-13.7%	70	-13.6%
Aug-2018	45	-13.5%	73	-11.0%
Sep-2018	44	-17.0%	70	-13.6%
Oct-2018	43	-17.3%	66	-22.4%
Nov-2018	44	-13.7%	73	-11.0%
Dec-2018	48	-5.9%	80	0.0%
Jan-2019	50	-3.8%	75	-7.4%
Feb-2019	50	+2.0%	76	+1.3%
Mar-2019	50	+4.2%	74	-5.1%
<b>Apr-2019</b>	<b>49</b>	<b>+6.5%</b>	<b>75</b>	<b>+7.1%</b>
12-Month Avg*	47	-3.0%	73	-5.9%

\* Affordability Index for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

## Historical Housing Affordability Index by Month

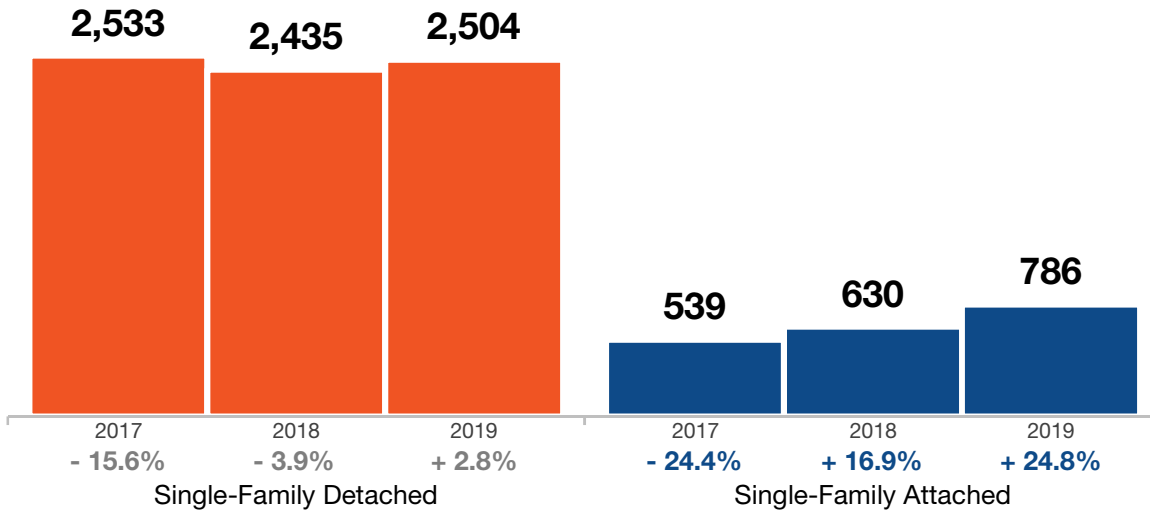


# Inventory of Homes for Sale

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

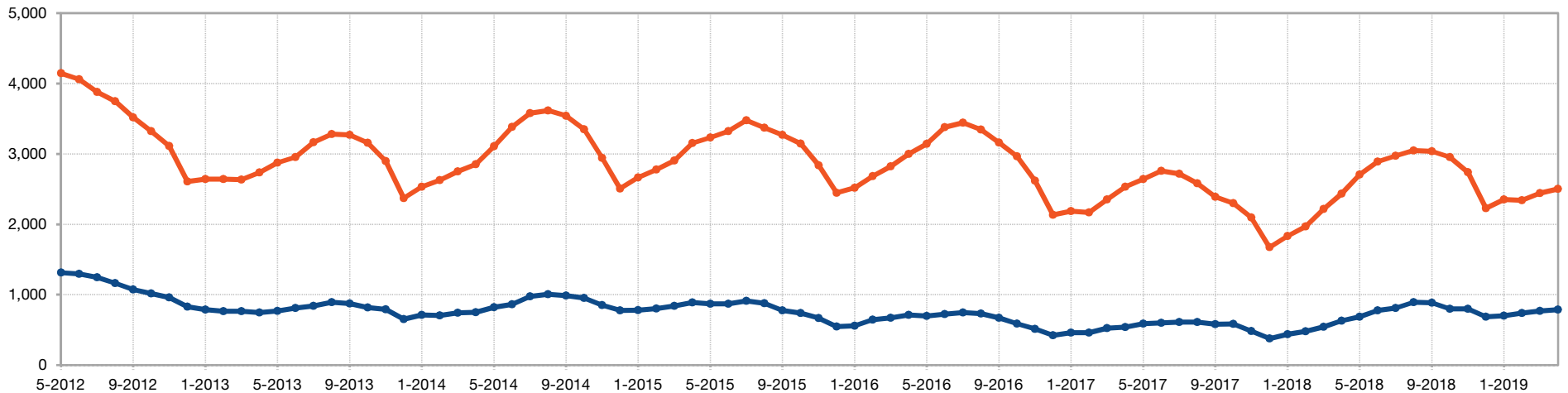


## April



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2018	2,704	+2.3%	686	+16.9%
Jun-2018	2,889	+4.7%	774	+29.4%
Jul-2018	2,972	+9.5%	810	+32.4%
Aug-2018	3,048	+18.0%	893	+46.6%
Sep-2018	3,037	+27.1%	885	+52.6%
Oct-2018	2,954	+28.4%	798	+36.4%
Nov-2018	2,739	+30.6%	797	+65.4%
Dec-2018	2,227	+33.0%	686	+82.4%
Jan-2019	2,352	+28.3%	701	+60.4%
Feb-2019	2,339	+18.9%	738	+54.1%
Mar-2019	2,444	+10.3%	767	+41.8%
<b>Apr-2019</b>	<b>2,504</b>	<b>+2.8%</b>	<b>786</b>	<b>+24.8%</b>
12-Month Avg	2,301	+16.6%	543	+43.0%

## Historical Inventory of Homes for Sale by Month

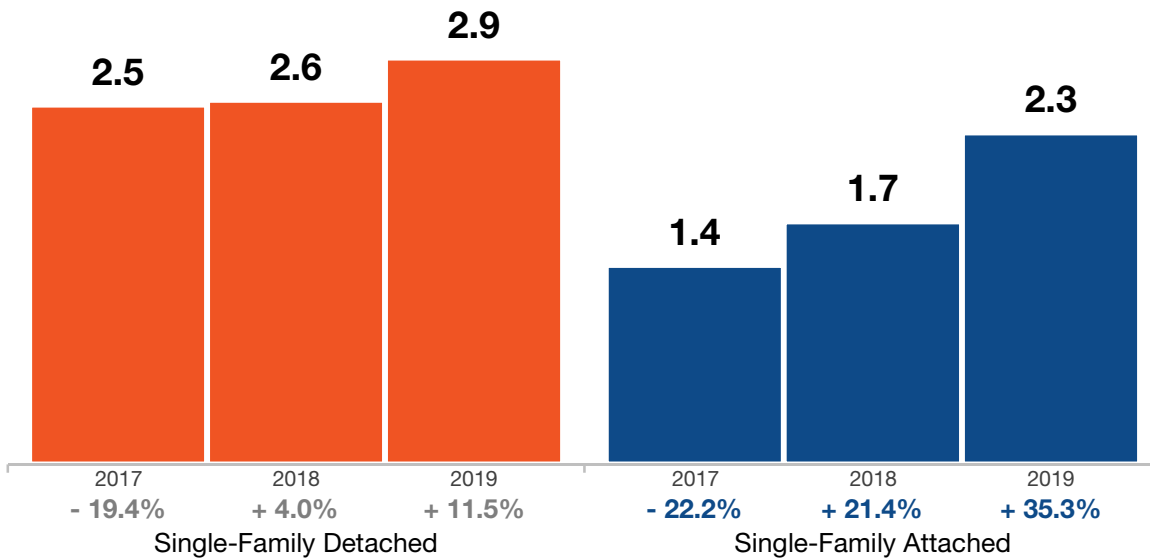


# Months Supply of Inventory



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.

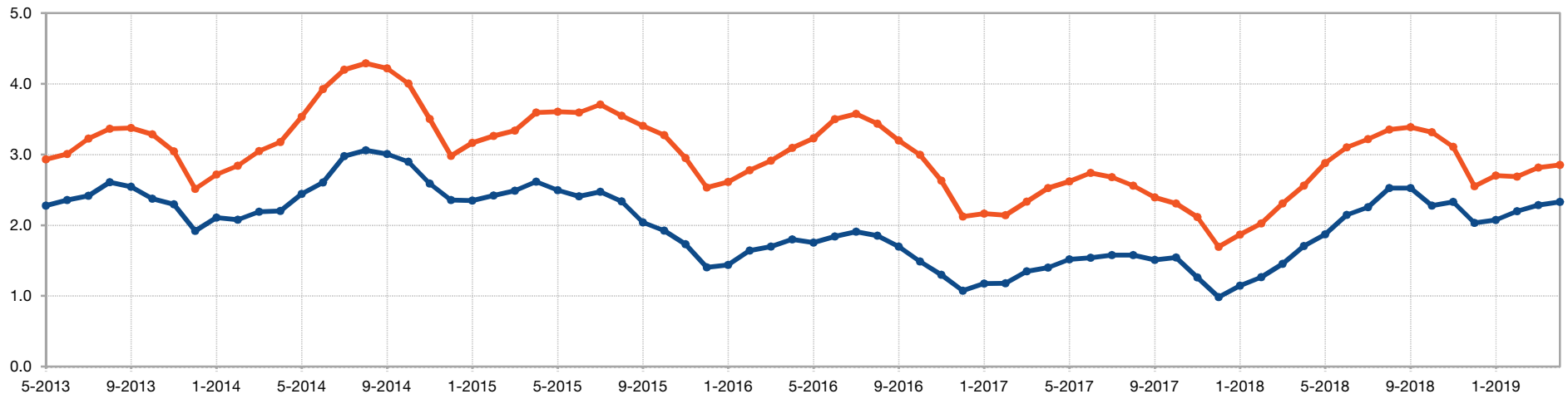
## April



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
May-2018	2.9	+11.5%	1.9	+26.7%
Jun-2018	3.1	+14.8%	2.1	+40.0%
Jul-2018	3.2	+18.5%	2.3	+43.8%
Aug-2018	3.4	+30.8%	2.5	+56.3%
Sep-2018	3.4	+41.7%	2.5	+66.7%
Oct-2018	3.3	+43.5%	2.3	+53.3%
Nov-2018	3.1	+47.6%	2.3	+76.9%
Dec-2018	2.5	+47.1%	2.0	+100.0%
Jan-2019	2.7	+42.1%	2.1	+90.9%
Feb-2019	2.7	+35.0%	2.2	+69.2%
Mar-2019	2.8	+21.7%	2.3	+53.3%
<b>Apr-2019</b>	<b>2.9</b>	<b>+11.5%</b>	<b>2.3</b>	<b>+35.3%</b>
12-Month Avg*	2.3	+29.1%	1.4	+57.2%

\* Months Supply for all properties from May 2018 through April 2019. 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			4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	04-2017	04-2018	04-2019						
<b>New Listings</b>		2,168	<b>2,218</b>	+ 2.3%	7,604	<b>7,816</b>	+ 2.8%		
<b>Pending Sales</b>		1,416	<b>1,553</b>	+ 9.7%	4,990	<b>5,030</b>	+ 0.8%		
<b>Closed Sales</b>		1,350	<b>1,249</b>	- 7.5%	4,430	<b>4,077</b>	- 8.0%		
<b>Days on Market</b>		26	<b>35</b>	+ 34.6%	30	<b>40</b>	+ 33.3%		
<b>Median Sales Price</b>		\$640,000	<b>\$635,000</b>	- 0.8%	\$615,000	<b>\$620,000</b>	+ 0.8%		
<b>Average Sales Price</b>		\$801,995	<b>\$817,706</b>	+ 2.0%	\$780,960	<b>\$793,889</b>	+ 1.7%		
<b>Pct. of Orig. Price Received</b>		98.2%	<b>97.5%</b>	- 0.7%	97.9%	<b>96.9%</b>	- 1.0%		
<b>Housing Affordability Index</b>		52	<b>54</b>	+ 3.8%	54	<b>55</b>	+ 1.9%		
<b>Inventory of Homes for Sale</b>		3,065	<b>3,290</b>	+ 7.3%	--	--	--		
<b>Months Supply of Inventory</b>		2.3	<b>2.7</b>	+ 17.4%	--	--	--		