

Monthly Indicators

August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

Closed Sales increased 3.0 percent for Detached homes but decreased 22.2 percent for Attached homes. Pending Sales decreased 4.3 percent for Detached homes but increased 17.2 percent for Attached homes.

The Median Sales Price was up 4.8 percent to \$1,210,000 for Detached homes and 1.2 percent to \$730,000 for Attached homes. Days on Market increased 50.0 percent for Detached homes and 50.0 percent for Attached homes. Supply decreased 2.9 percent for Detached homes but increased 12.9 percent for Attached homes.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Monthly Snapshot

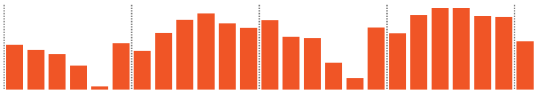
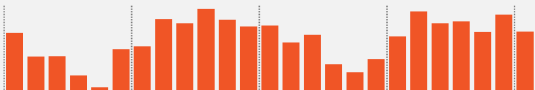
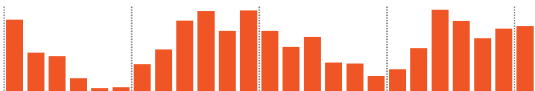
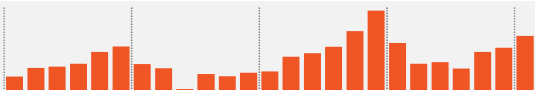

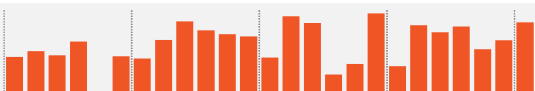



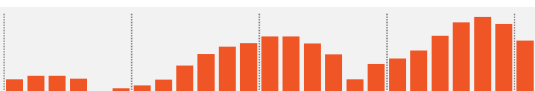
\$1,210,000	\$730,000	\$1,025,000
Median Sales Price Detached Homes	Median Sales Price Attached Homes	Median Sales Price All Properties Combined

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.

Single-Family Detached Activity Overview	2
Single-Family Attached Activity Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of Original List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Combined	14

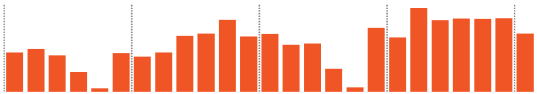

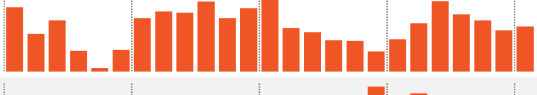
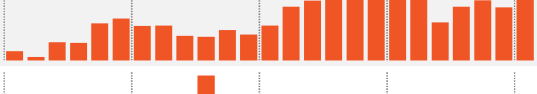
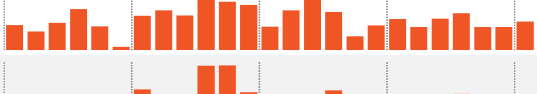



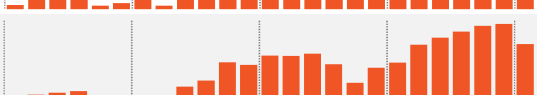

Single-Family Detached Activity Overview

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			8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	08-2023	08-2024	08-2025						
New Listings				1,024	806	- 21.3%	7,469	8,151	+ 9.1%
Pending Sales				634	607	- 4.3%	5,012	4,964	- 1.0%
Closed Sales				632	651	+ 3.0%	4,826	4,777	- 1.0%
Days on Market				24	36	+ 50.0%	24	32	+ 33.3%
Median Sales Price				\$1,155,000	\$1,210,000	+ 4.8%	\$1,178,500	\$1,200,000	+ 1.8%
Average Sales Price				\$1,479,433	\$1,598,561	+ 8.1%	\$1,537,875	\$1,558,655	+ 1.4%
Pct. of Orig. Price Received				98.1%	95.8%	- 2.3%	99.4%	97.5%	- 1.9%
Housing Affordability Index				24	23	- 4.2%	24	23	- 4.2%
Inventory of Homes for Sale				1,934	1,936	+ 0.1%	--	--	--
Months Supply of Inventory				3.4	3.3	- 2.9%	--	--	--

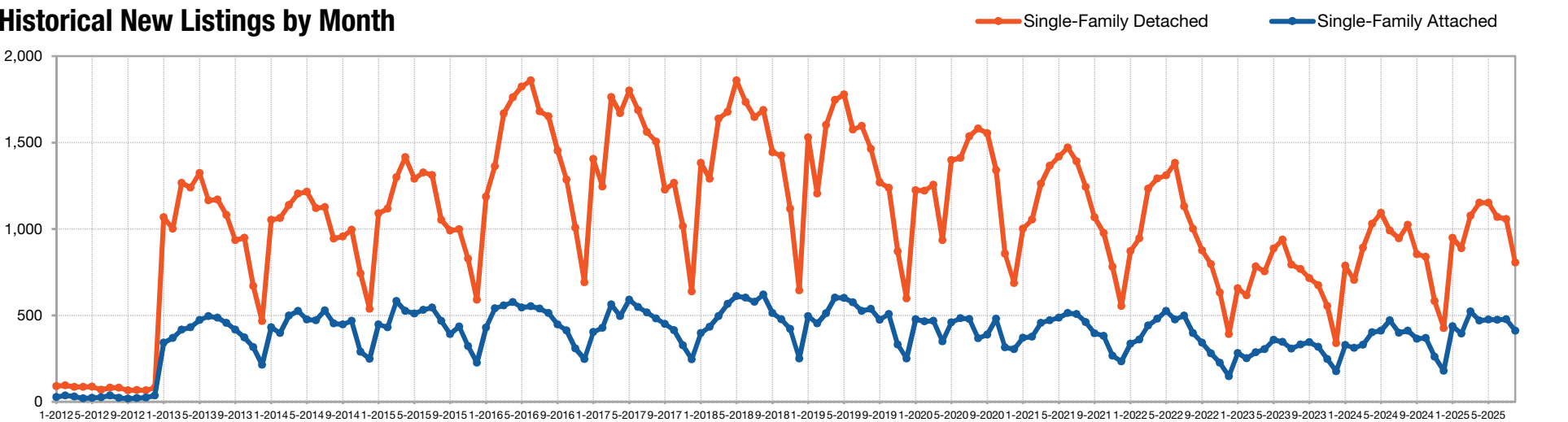
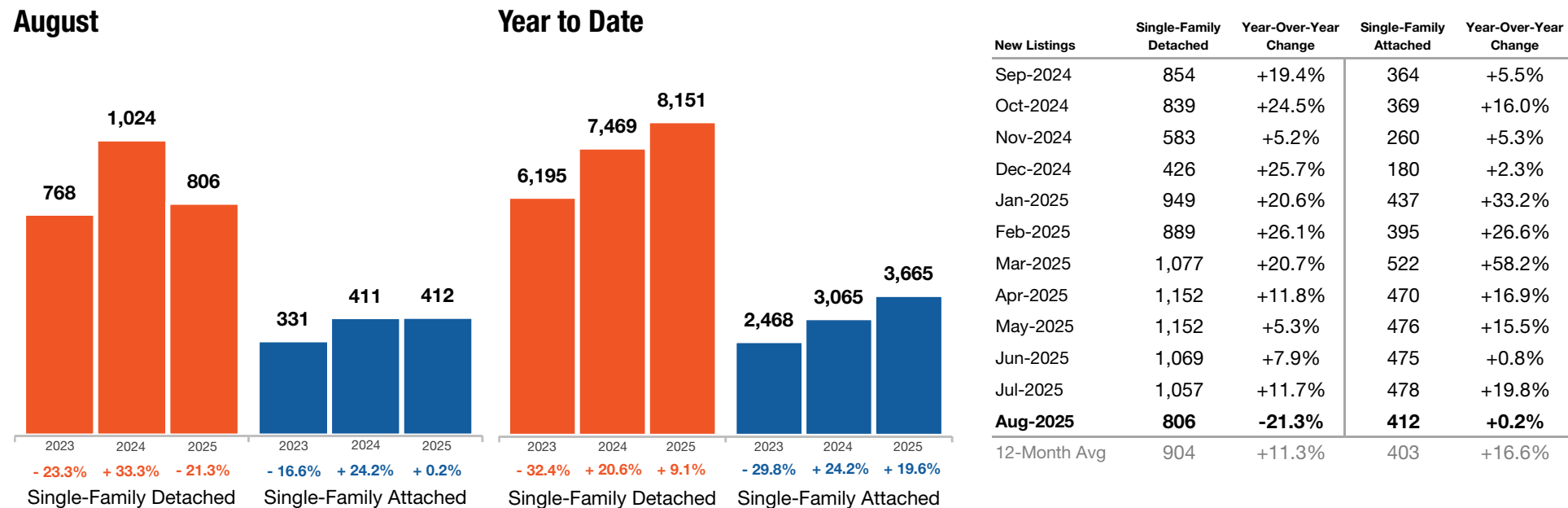
Single-Family Attached Activity Overview

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			8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	08-2023	08-2024	08-2025						
New Listings				411	412	+ 0.2%	3,065	3,665	+ 19.6%
Pending Sales				244	286	+ 17.2%	2,158	2,076	- 3.8%
Closed Sales				315	245	- 22.2%	2,148	1,970	- 8.3%
Days on Market				24	36	+ 50.0%	23	33	+ 43.5%
Median Sales Price				\$721,000	\$730,000	+ 1.2%	\$749,990	\$729,000	- 2.8%
Average Sales Price				\$807,383	\$854,739	+ 5.9%	\$878,659	\$854,902	- 2.7%
Pct. of Orig. Price Received				98.5%	96.7%	- 1.8%	99.4%	97.8%	- 1.6%
Housing Affordability Index				39	38	- 2.6%	37	38	+ 2.7%
Inventory of Homes for Sale				785	855	+ 8.9%	--	--	--
Months Supply of Inventory				3.1	3.5	+ 12.9%	--	--	--

New Listings

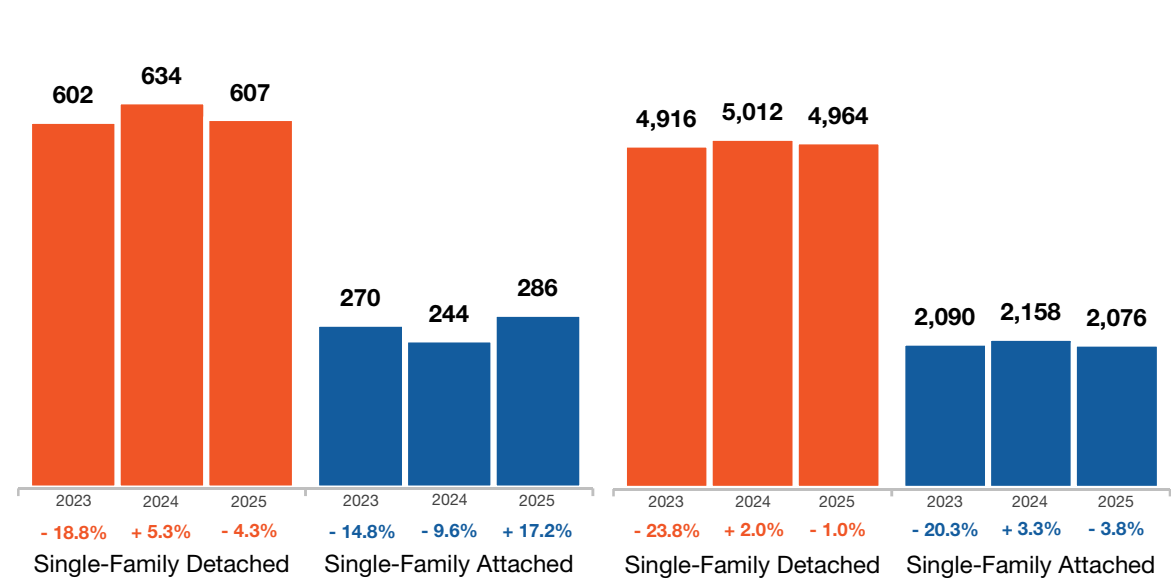
A count of the properties that have been newly listed on the market in a given month.



Pending Sales

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

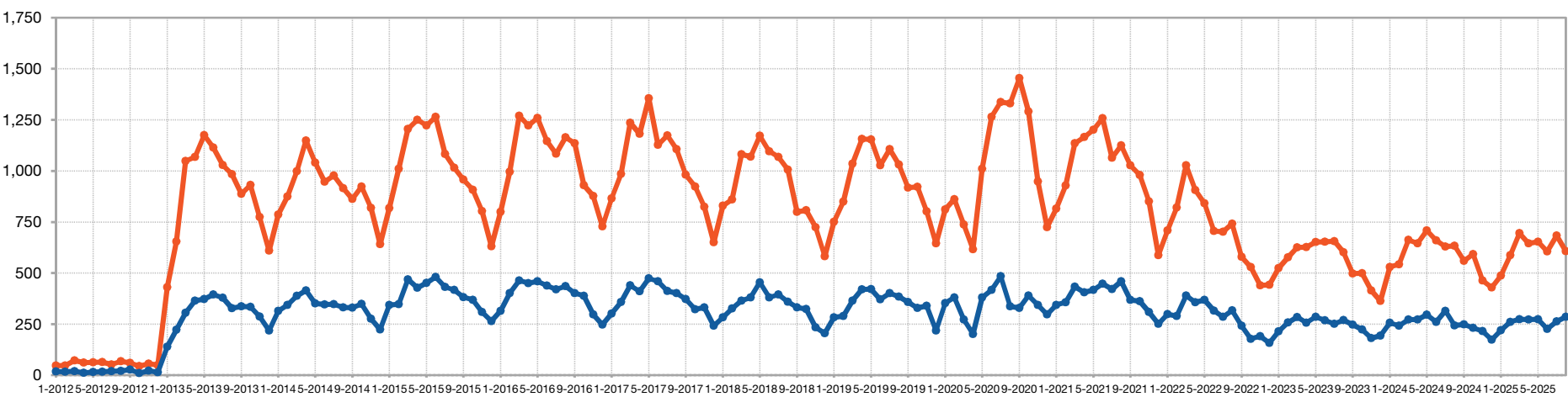
August



Year to Date

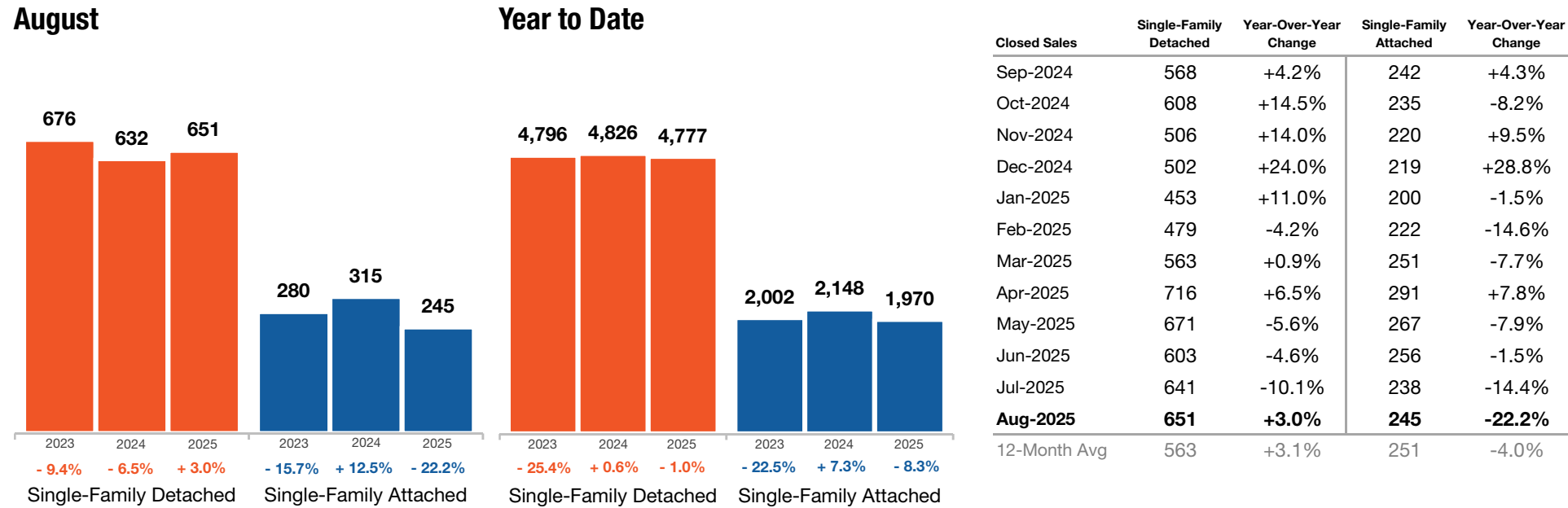
Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Sep-2024	560	+12.4%	249	+0.8%
Oct-2024	593	+18.8%	232	+3.6%
Nov-2024	464	+11.8%	216	+18.7%
Dec-2024	429	+18.2%	173	-10.4%
Jan-2025	487	-8.1%	220	-14.4%
Feb-2025	587	+8.1%	260	+7.4%
Mar-2025	696	+5.1%	274	+0.7%
Apr-2025	645	0.0%	273	+0.4%
May-2025	653	-7.8%	274	-7.4%
Jun-2025	606	-8.2%	226	-13.1%
Jul-2025	683	+8.4%	263	-16.5%
Aug-2025	607	-4.3%	286	+17.2%
12-Month Avg	566	+3.3%	250	-1.9%

Historical Pending Sales by Month

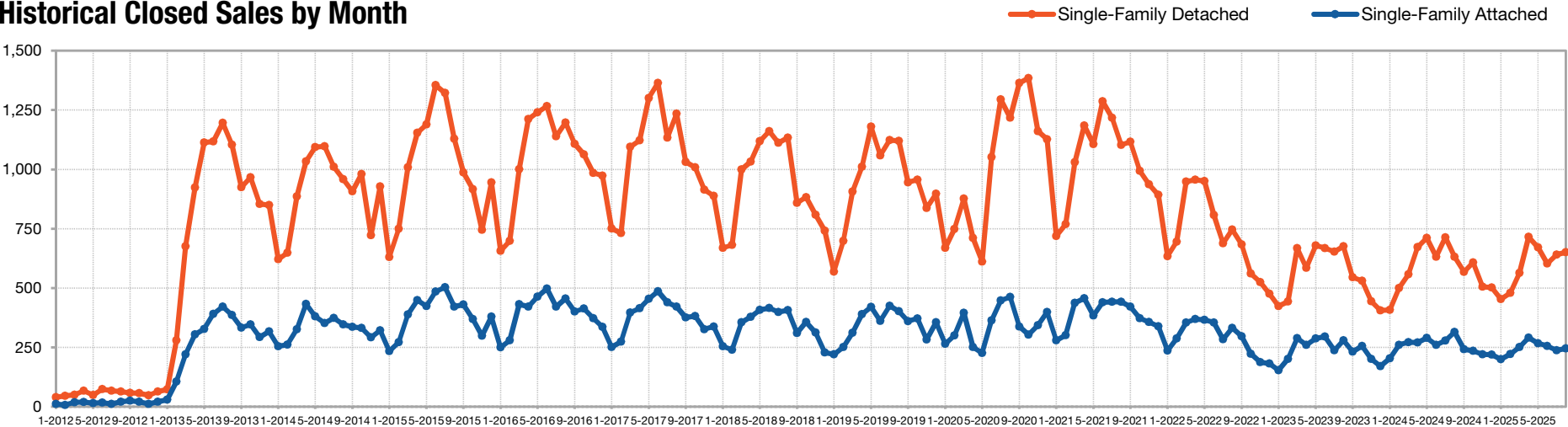


Closed Sales

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



Historical Closed Sales by Month

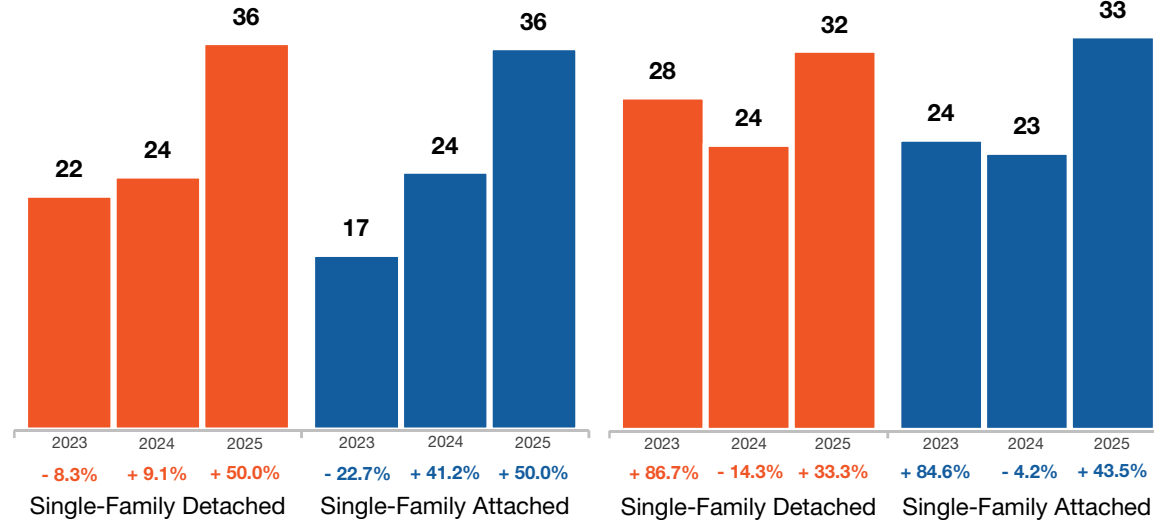


Days on Market Until Sale

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

August

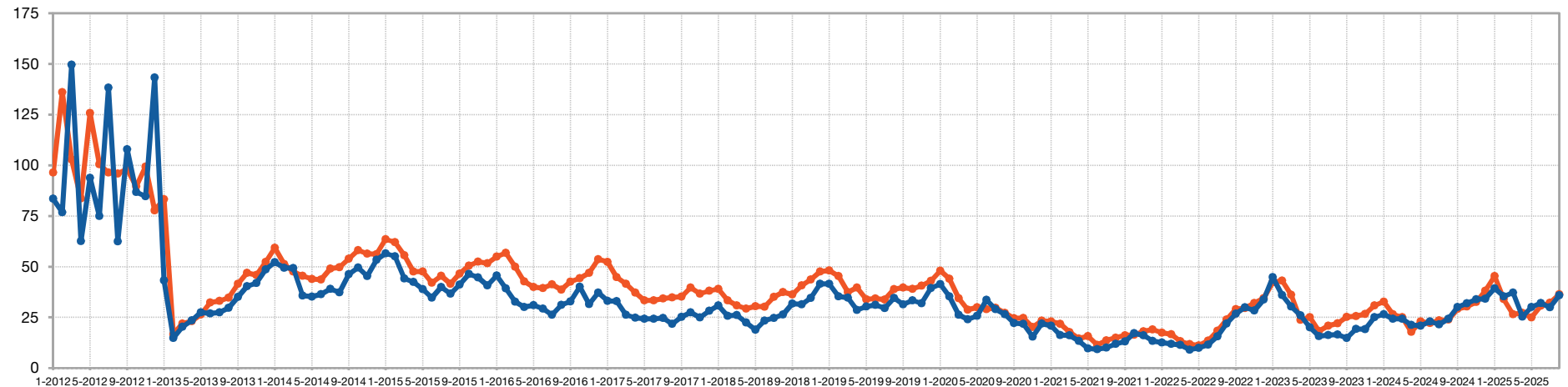
Year to Date



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	25	+29.0%	22	+48.6%

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

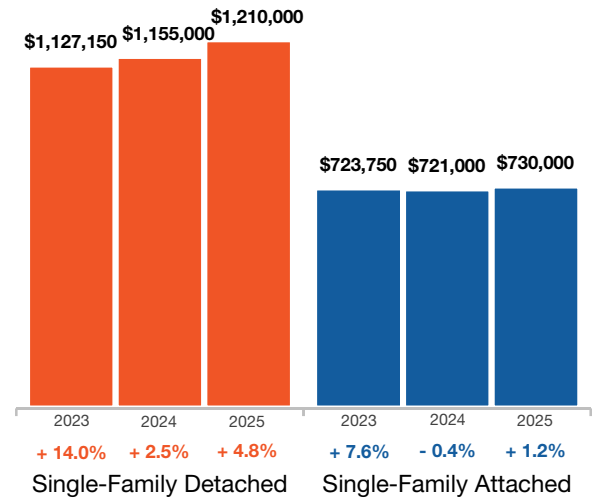
Historical Days on Market Until Sale by Month



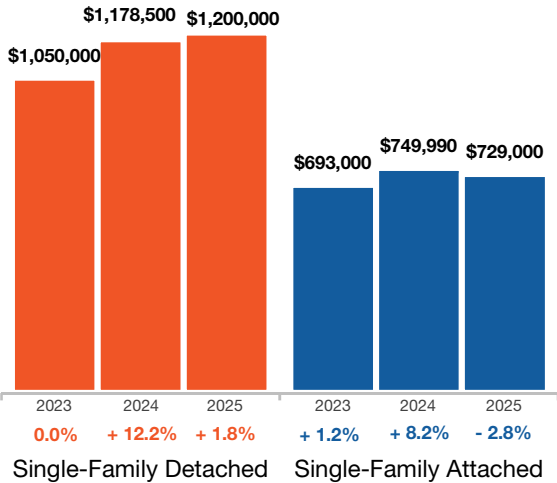
Median Sales Price

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

August



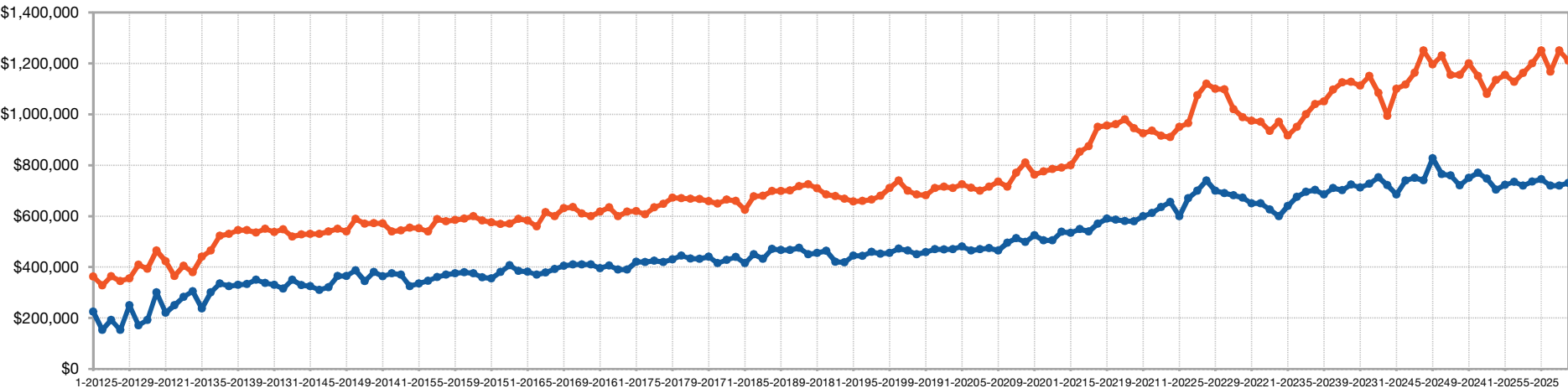
Year to Date



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	\$1,135,125	+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	\$1,167,500	-5.1%	\$719,950	-5.9%
Jul-2025	\$1,250,000	+8.2%	\$720,000	-5.2%
Aug-2025	\$1,210,000	+4.8%	\$730,000	+1.2%
12-Month Avg*	\$1,150,000	+2.4%	\$740,000	-0.7%

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

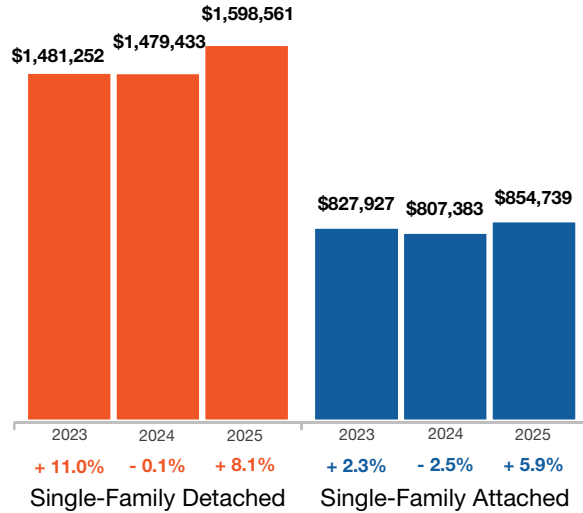
Historical Median Sales Price by Month



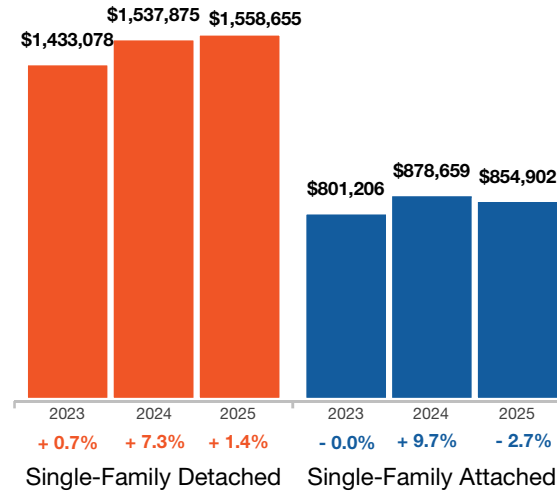
Average Sales Price

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

August



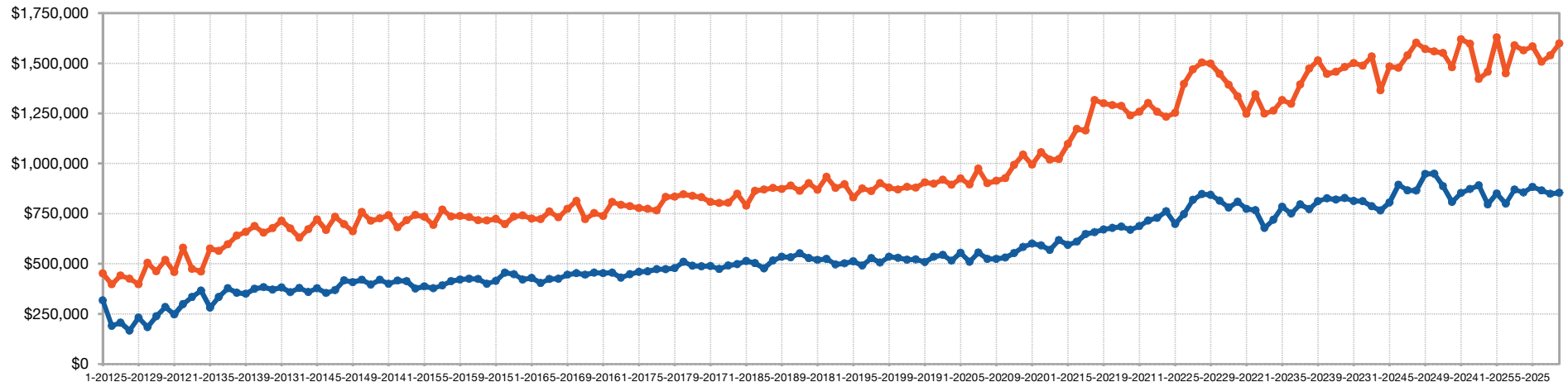
Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Sep-2024	\$1,619,408	+7.9%	\$852,586	+4.9%
Oct-2024	\$1,596,588	+7.4%	\$872,774	+7.5%
Nov-2024	\$1,422,003	-7.2%	\$891,534	+13.3%
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	\$1,564,629	-2.3%	\$855,889	-1.1%
May-2025	\$1,584,046	+0.8%	\$883,688	-6.8%
Jun-2025	\$1,507,506	-3.3%	\$865,333	-8.8%
Jul-2025	\$1,538,295	-0.8%	\$849,118	-4.3%
Aug-2025	\$1,598,561	+8.1%	\$854,739	+5.9%
12-Month Avg*	\$1,546,330	+1.9%	\$853,520	-0.1%

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

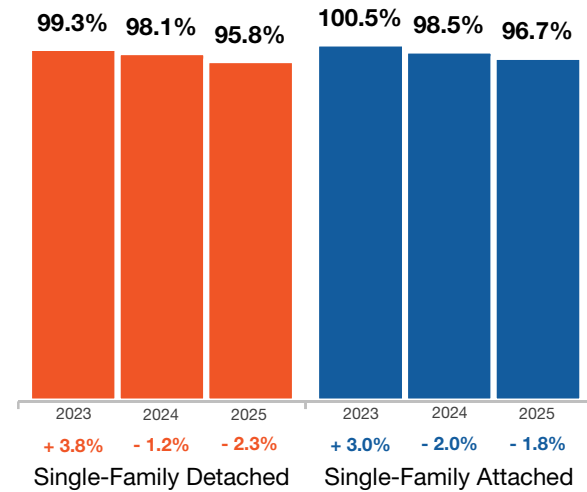
Historical Average Sales Price by Month



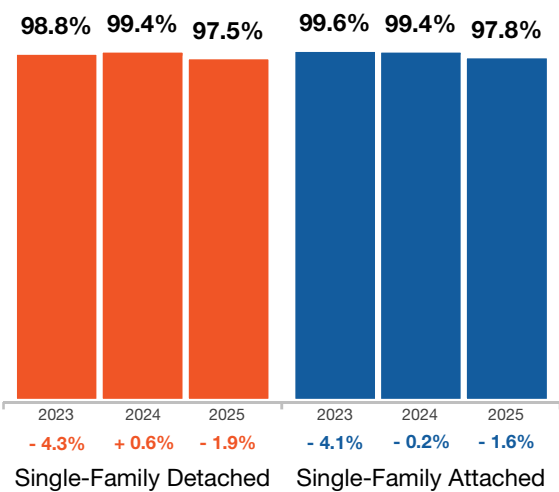
Percent of Original List Price Received

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.

August



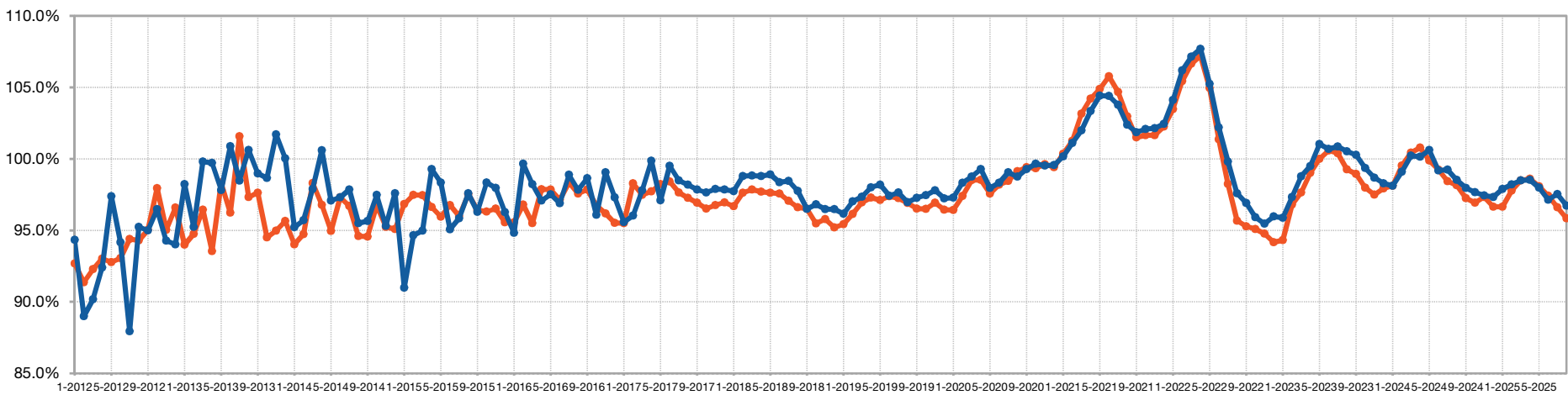
Year to Date



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	96.7%	-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%	98.5%	-1.6%
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	95.8%	-2.3%	96.7%	-1.8%
12-Month Avg*	97.3%	-1.7%	97.7%	-1.6%

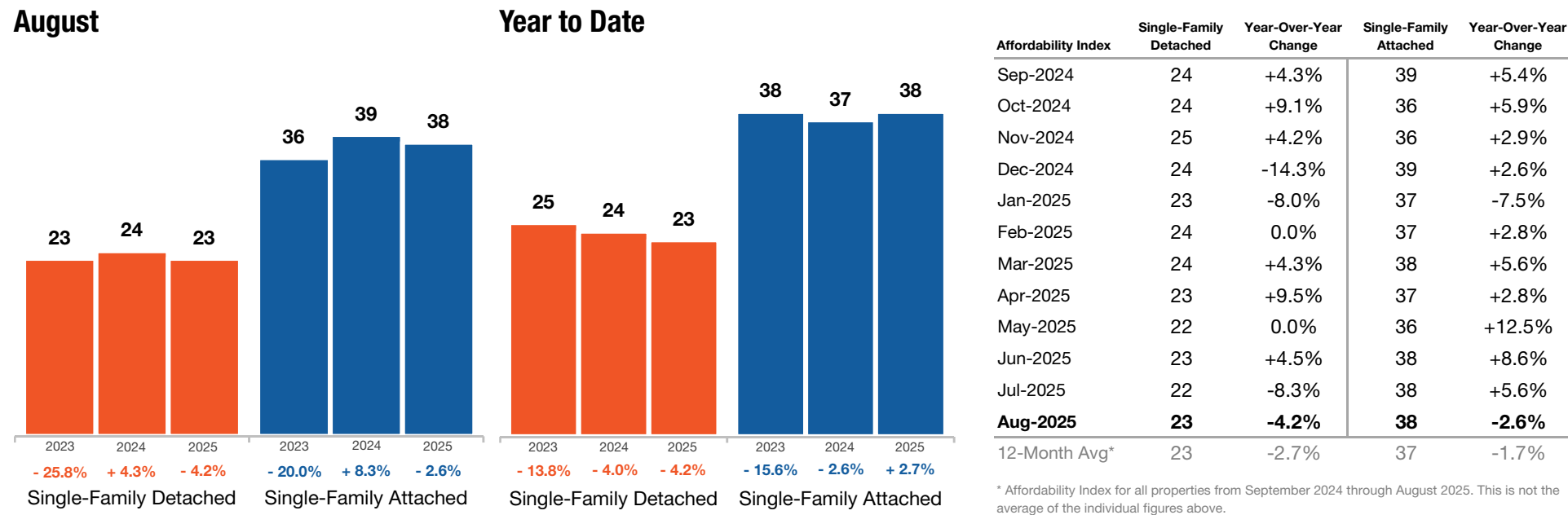
* Pct. of Orig. Price Received for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

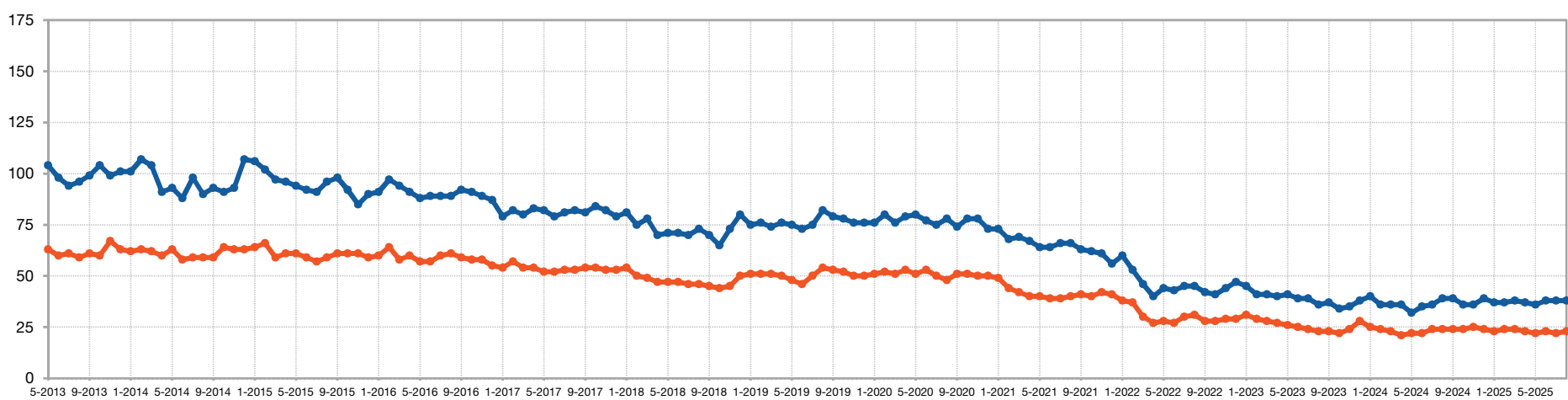


Housing Affordability Index

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.



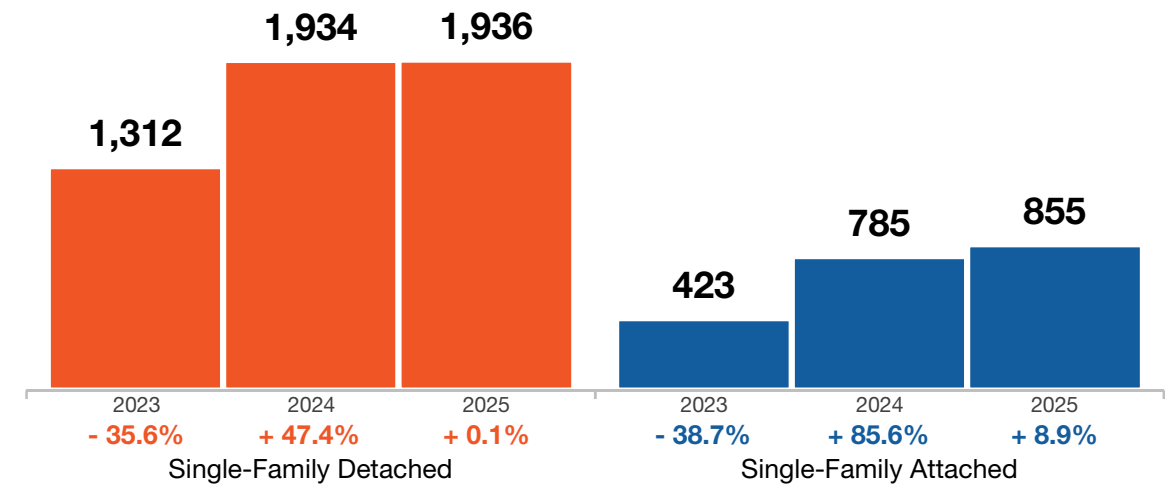
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

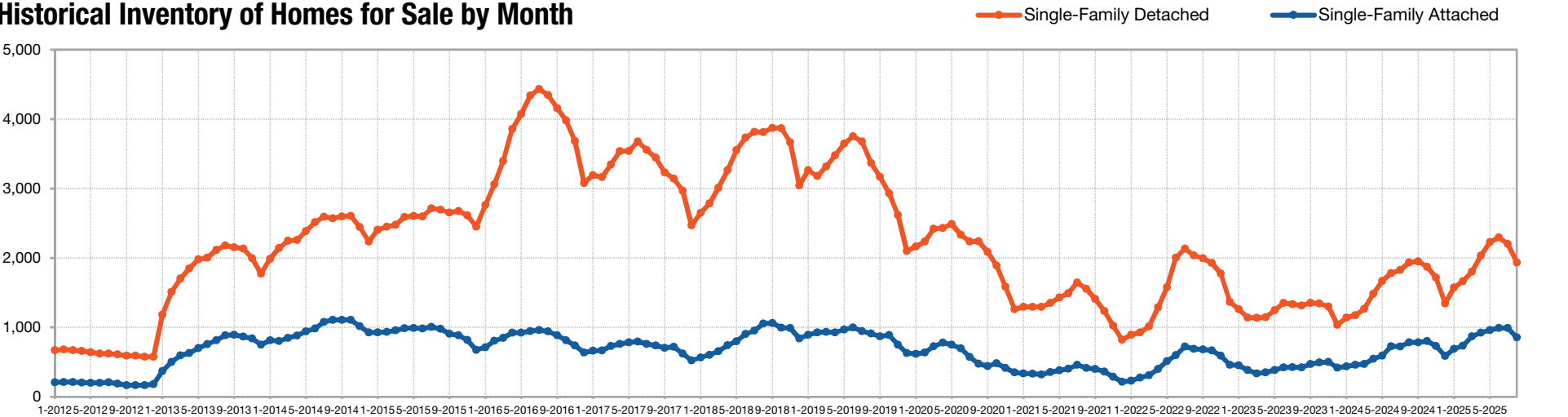
The number of properties available for sale in active status at the end of a given month.

August



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Sep-2024	1,951	+44.5%	784	+66.8%
Oct-2024	1,870	+39.1%	803	+63.2%
Nov-2024	1,715	+32.1%	732	+45.8%
Dec-2024	1,342	+29.4%	586	+40.5%
Jan-2025	1,573	+38.1%	691	+58.5%
Feb-2025	1,665	+41.6%	735	+60.1%
Mar-2025	1,801	+42.3%	869	+84.9%
Apr-2025	2,032	+37.1%	922	+68.9%
May-2025	2,228	+33.5%	961	+62.3%
Jun-2025	2,295	+29.0%	992	+36.5%
Jul-2025	2,200	+20.4%	989	+37.0%
Aug-2025	1,936	+0.1%	855	+8.9%
12-Month Avg	1,442	+30.7%	552	+49.9%

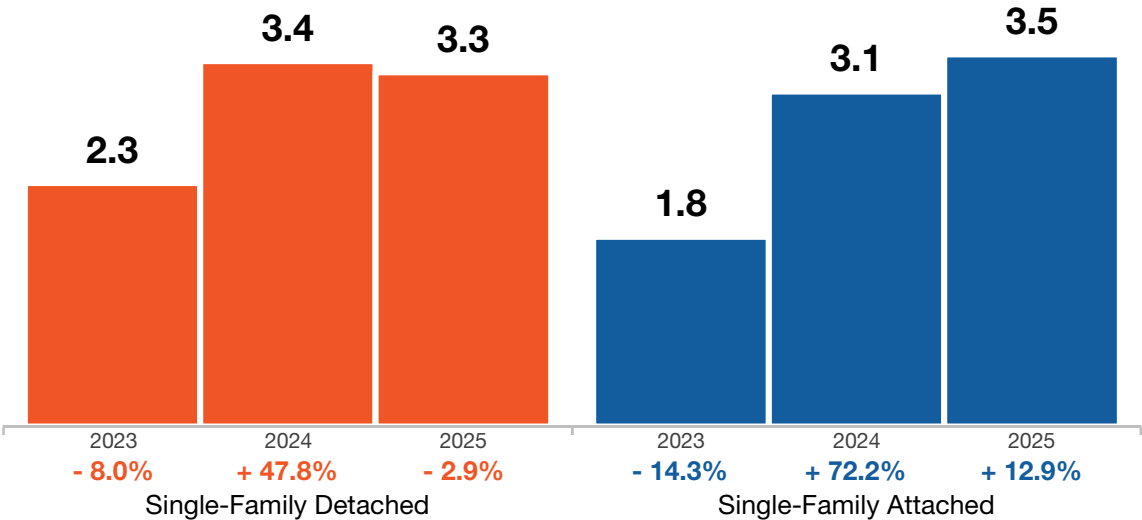
Historical Inventory of Homes for Sale by Month



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.

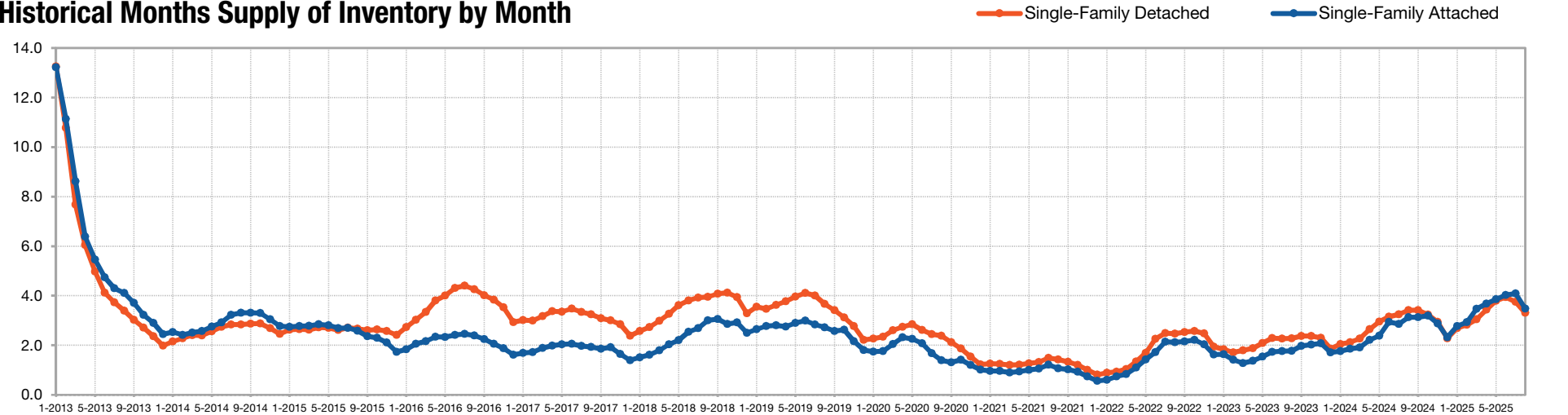
August



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Sep-2024	3.4	+41.7%	3.1	+55.0%
Oct-2024	3.2	+33.3%	3.2	+60.0%
Nov-2024	2.9	+26.1%	2.9	+38.1%
Dec-2024	2.3	+21.1%	2.3	+35.3%
Jan-2025	2.7	+35.0%	2.8	+55.6%
Feb-2025	2.8	+33.3%	2.9	+52.6%
Mar-2025	3.0	+30.4%	3.5	+84.2%
Apr-2025	3.4	+30.8%	3.7	+68.2%
May-2025	3.8	+26.7%	3.9	+62.5%
Jun-2025	3.9	+25.8%	4.0	+37.9%
Jul-2025	3.8	+18.8%	4.1	+41.4%
Aug-2025	3.3	-2.9%	3.5	+12.9%
12-Month Avg*	2.6	+25.8%	2.2	+48.4%

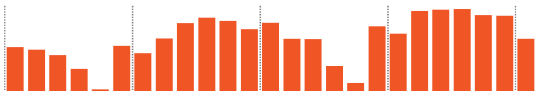
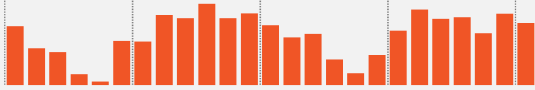
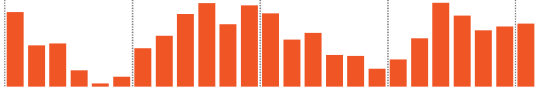
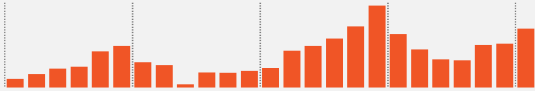
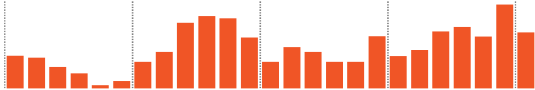
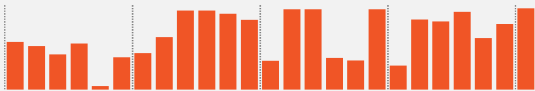
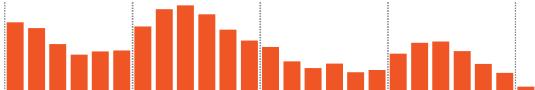

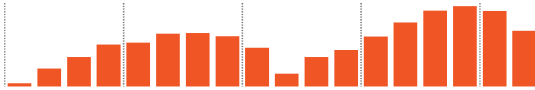
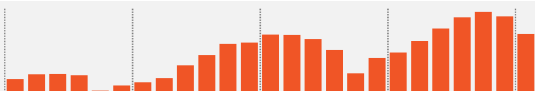
* Months Supply for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

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			8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	08-2023	08-2024	08-2025						
New Listings				1,441	1,219	- 15.4%	10,570	11,836	+ 12.0%
Pending Sales				880	893	+ 1.5%	7,192	7,048	- 2.0%
Closed Sales				950	896	- 5.7%	6,996	6,759	- 3.4%
Days on Market				24	36	+ 50.0%	24	32	+ 33.3%
Median Sales Price				\$950,000	\$1,025,000	+ 7.9%	\$1,000,000	\$1,015,000	+ 1.5%
Average Sales Price				\$1,254,682	\$1,394,945	+ 11.2%	\$1,334,375	\$1,352,903	+ 1.4%
Pct. of Orig. Price Received				98.3%	96.1%	- 2.2%	99.4%	97.6%	- 1.8%
Housing Affordability Index				30	27	- 10.0%	28	27	- 3.6%
Inventory of Homes for Sale				2,736	2,797	+ 2.2%	--	--	--
Months Supply of Inventory				3.3	3.4	+ 3.0%	--	--	--