

# Monthly Indicators

## July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

Closed Sales decreased 13.7 percent for Detached homes and 17.3 percent for Attached homes. Pending Sales increased 1.1 percent for Detached homes but decreased 17.5 percent for Attached homes.

The Median Sales Price was up 8.2 percent to \$1,250,000 for Detached homes but decreased 5.2 percent to \$720,000 for Attached homes. Days on Market increased 43.5 percent for Detached homes and 36.4 percent for Attached homes. Supply increased 9.4 percent for Detached homes and 27.6 percent for Attached homes.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

## Monthly Snapshot

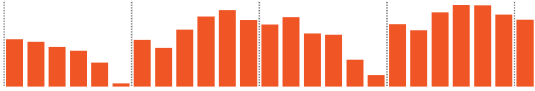
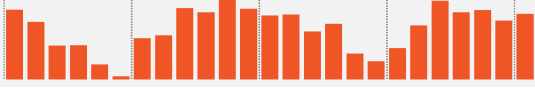
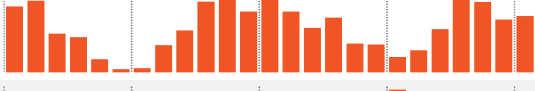





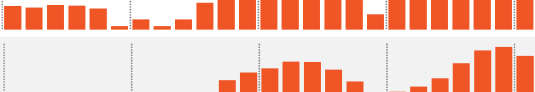

<b>\$1,250,000</b>	<b>\$720,000</b>	<b>\$1,099,900</b>
Median Sales Price Detached Homes	Median Sales Price Attached Homes	Median Sales Price All Properties Combined

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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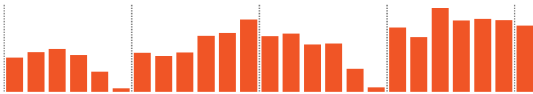
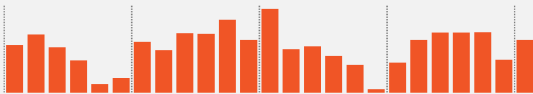
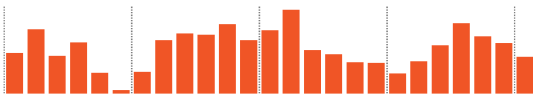
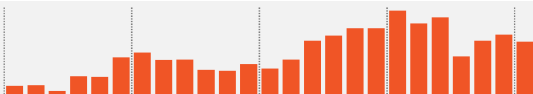




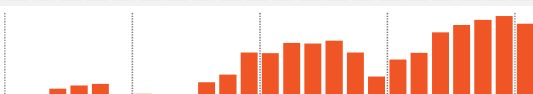

# Single-Family Detached Activity Overview

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			7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	07-2023	07-2024	07-2025						
New Listings				946	<b>994</b>	+ 5.1%	6,444	<b>7,242</b>	+ 12.4%
Pending Sales				630	<b>637</b>	+ 1.1%	4,378	<b>4,313</b>	- 1.5%
Closed Sales				713	<b>615</b>	- 13.7%	4,194	<b>4,097</b>	- 2.3%
Days on Market				23	<b>33</b>	+ 43.5%	24	<b>31</b>	+ 29.2%
Median Sales Price				\$1,155,000	<b>\$1,250,000</b>	+ 8.2%	\$1,180,000	<b>\$1,197,924</b>	+ 1.5%
Average Sales Price				\$1,550,757	<b>\$1,543,492</b>	- 0.5%	\$1,546,674	<b>\$1,553,396</b>	+ 0.4%
Pct. of Orig. Price Received				98.4%	<b>96.5%</b>	- 1.9%	99.5%	<b>97.7%</b>	- 1.8%
Housing Affordability Index				24	<b>22</b>	- 8.3%	23	<b>23</b>	0.0%
Inventory of Homes for Sale				1,825	<b>2,067</b>	+ 13.3%	--	<b>--</b>	--
Months Supply of Inventory				3.2	<b>3.5</b>	+ 9.4%	--	<b>--</b>	--

# Single-Family Attached Activity Overview

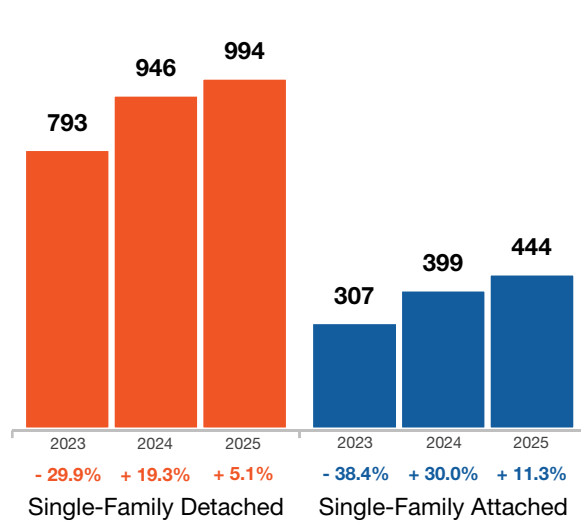
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	07-2023	07-2024	07-2025						
New Listings				399	444	+ 11.3%	2,656	3,204	+ 20.6%
Pending Sales				315	260	- 17.5%	1,913	1,785	- 6.7%
Closed Sales				278	230	- 17.3%	1,832	1,716	- 6.3%
Days on Market				22	30	+ 36.4%	23	32	+ 39.1%
Median Sales Price				\$759,500	\$720,000	- 5.2%	\$750,000	\$729,000	- 2.8%
Average Sales Price				\$886,954	\$853,899	- 3.7%	\$890,911	\$855,426	- 4.0%
Pct. of Orig. Price Received				99.2%	97.5%	- 1.7%	99.6%	98.0%	- 1.6%
Housing Affordability Index				36	38	+ 5.6%	36	38	+ 5.6%
Inventory of Homes for Sale				725	904	+ 24.7%	--	--	--
Months Supply of Inventory				2.9	3.7	+ 27.6%	--	--	--

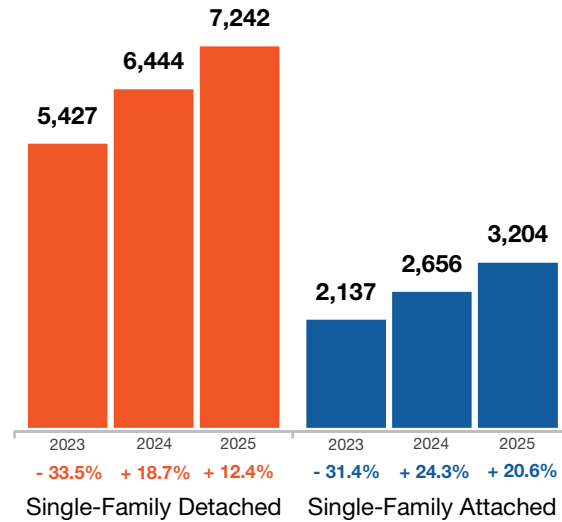
# New Listings

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

## July

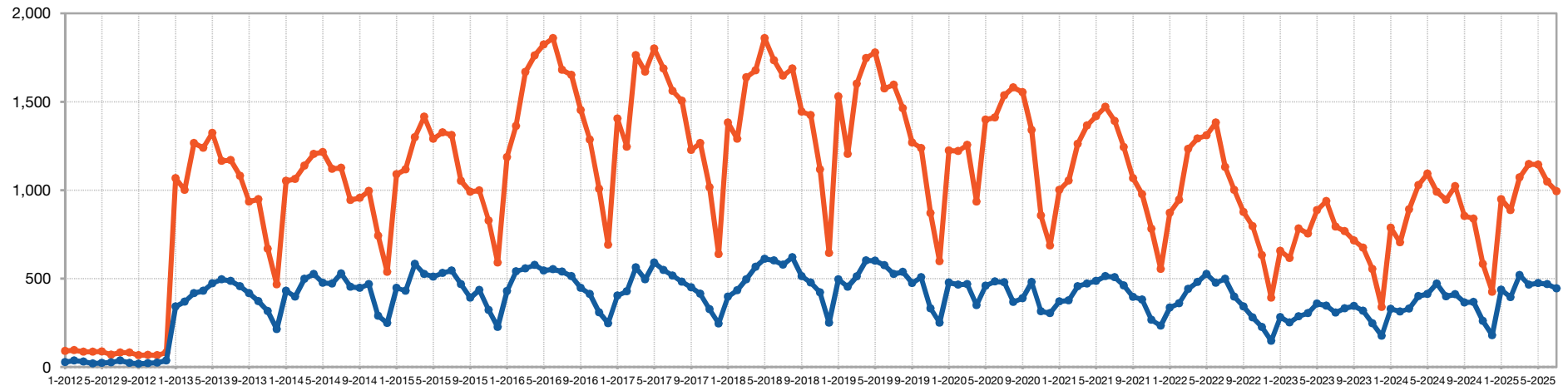


## Year to Date



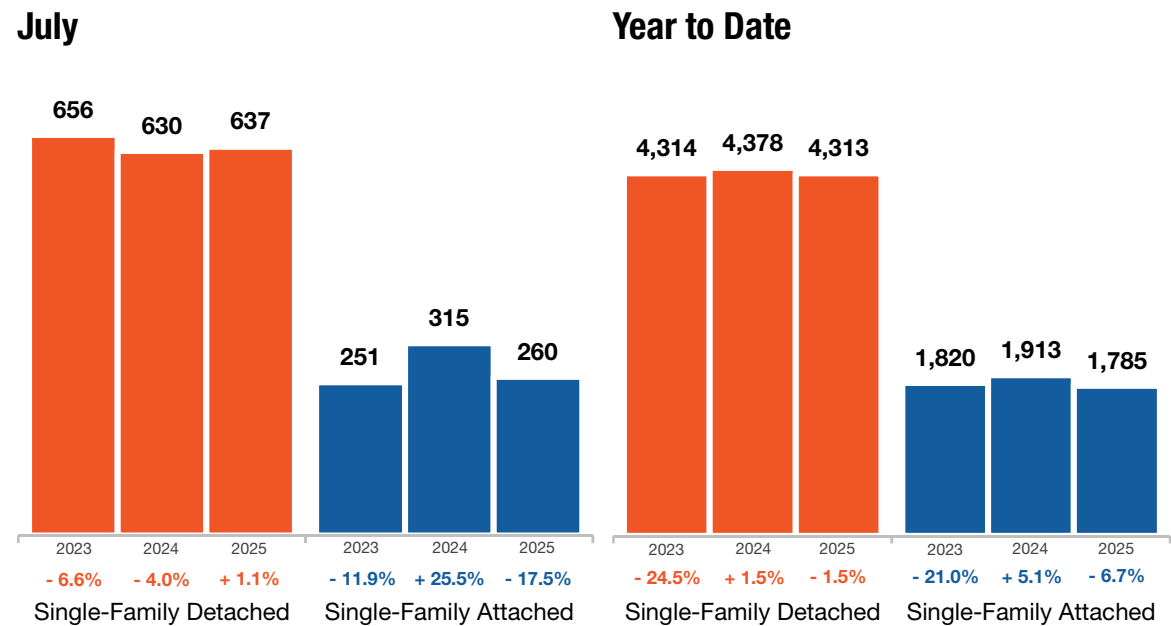
New Listings	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2024	1,023	+33.2%	411	+24.2%
Sep-2024	854	+19.4%	364	+5.5%
Oct-2024	839	+24.5%	368	+15.7%
Nov-2024	583	+5.2%	260	+5.3%
Dec-2024	425	+25.4%	180	+2.3%
Jan-2025	949	+20.6%	437	+33.2%
Feb-2025	887	+25.8%	395	+25.8%
Mar-2025	1,072	+20.2%	520	+57.6%
Apr-2025	1,148	+11.6%	466	+16.2%
May-2025	1,144	+4.6%	474	+14.8%
Jun-2025	1,048	+5.8%	468	-0.6%
<b>Jul-2025</b>	<b>994</b>	<b>+5.1%</b>	<b>444</b>	<b>+11.3%</b>
12-Month Avg	914	+15.5%	399	+17.5%

## Historical New Listings by Month



# Pending Sales

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



1,820

1,913

1,785

2023

2024

2025

- 21.0%

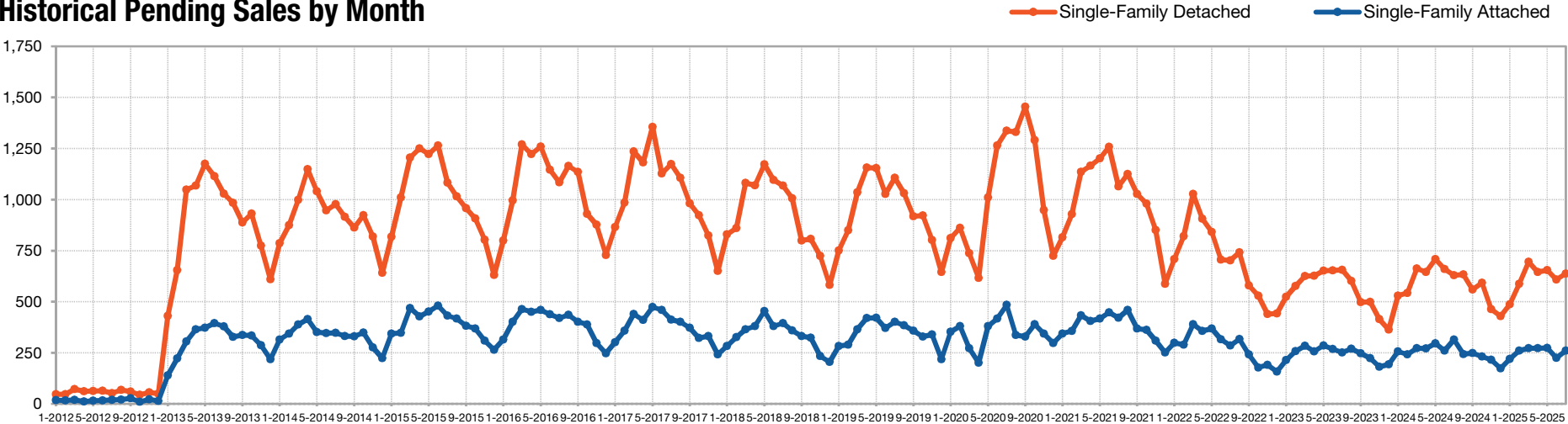
+ 5.1%

- 6.7%

Single-Family Attached

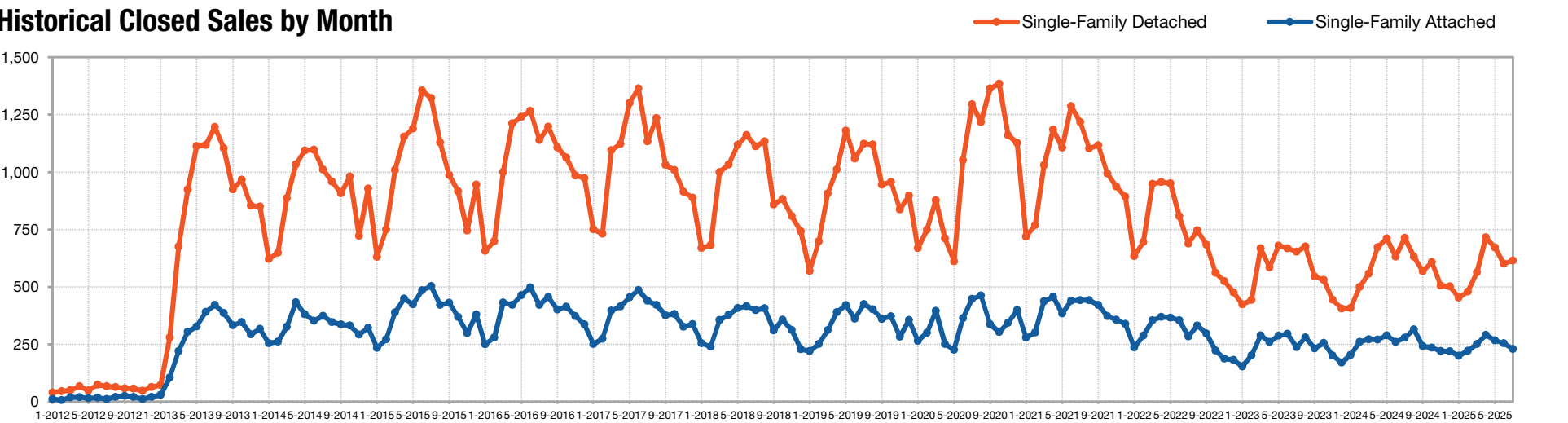
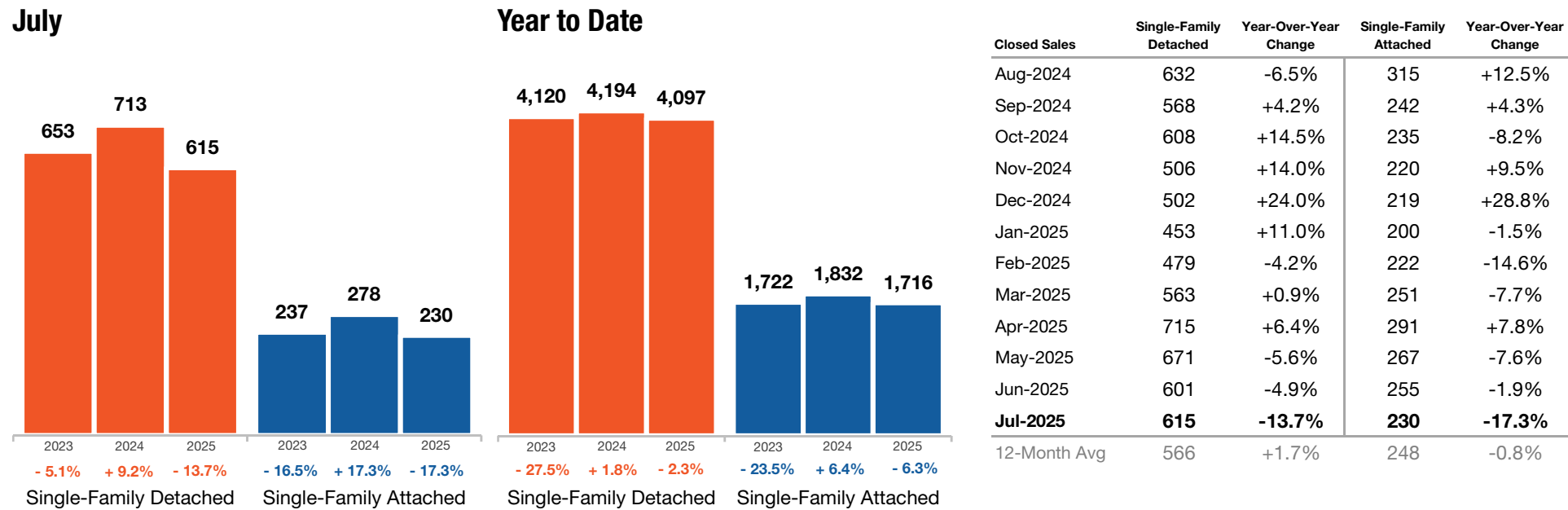
Pending Sales	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2024	634	+5.3%	244	-9.6%
Sep-2024	560	+12.4%	249	+0.8%
Oct-2024	593	+18.8%	232	+3.6%
Nov-2024	463	+11.6%	216	+18.7%
Dec-2024	429	+18.2%	173	-10.4%
Jan-2025	487	-8.1%	220	-14.4%
Feb-2025	587	+8.1%	260	+7.4%
Mar-2025	695	+5.0%	273	+0.4%
Apr-2025	645	0.0%	273	+0.7%
May-2025	654	-7.6%	274	-7.4%
Jun-2025	608	-7.9%	225	-13.5%
Jul-2025	637	+1.1%	260	-17.5%
12-Month Avg	563	+3.5%	252	-4.3%

## Historical Pending Sales by Month



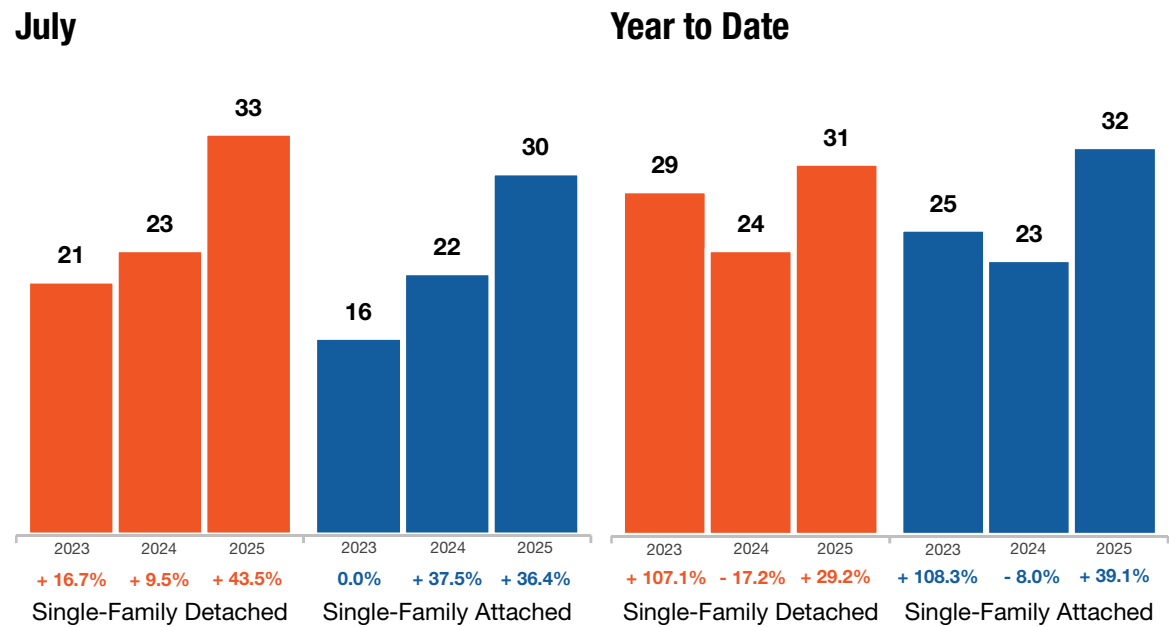
# Closed Sales

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



# Days on Market Until Sale

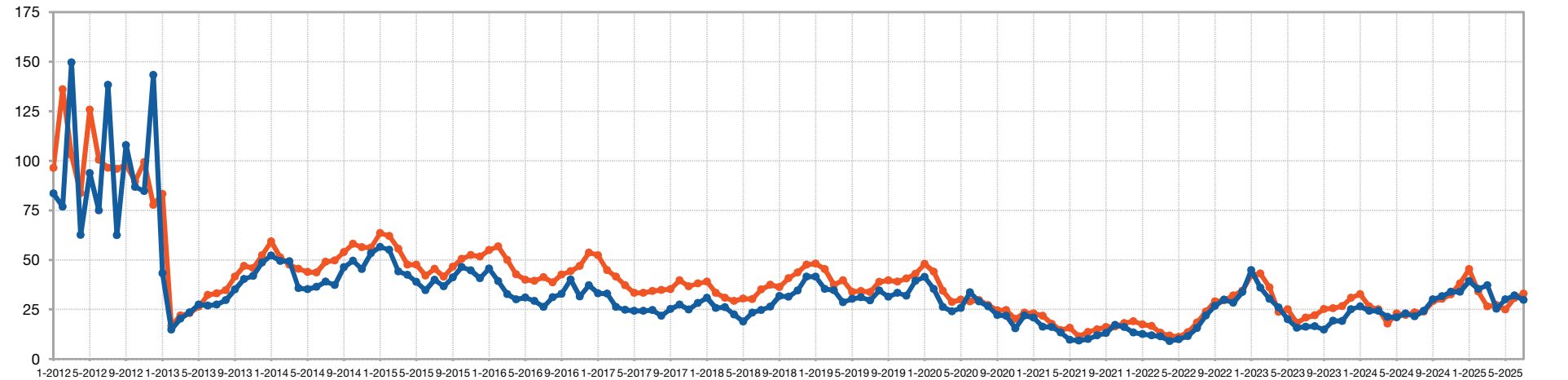
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
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	33	+43.5%	30	+36.4%
12-Month Avg*	24	+25.6%	21	+48.2%

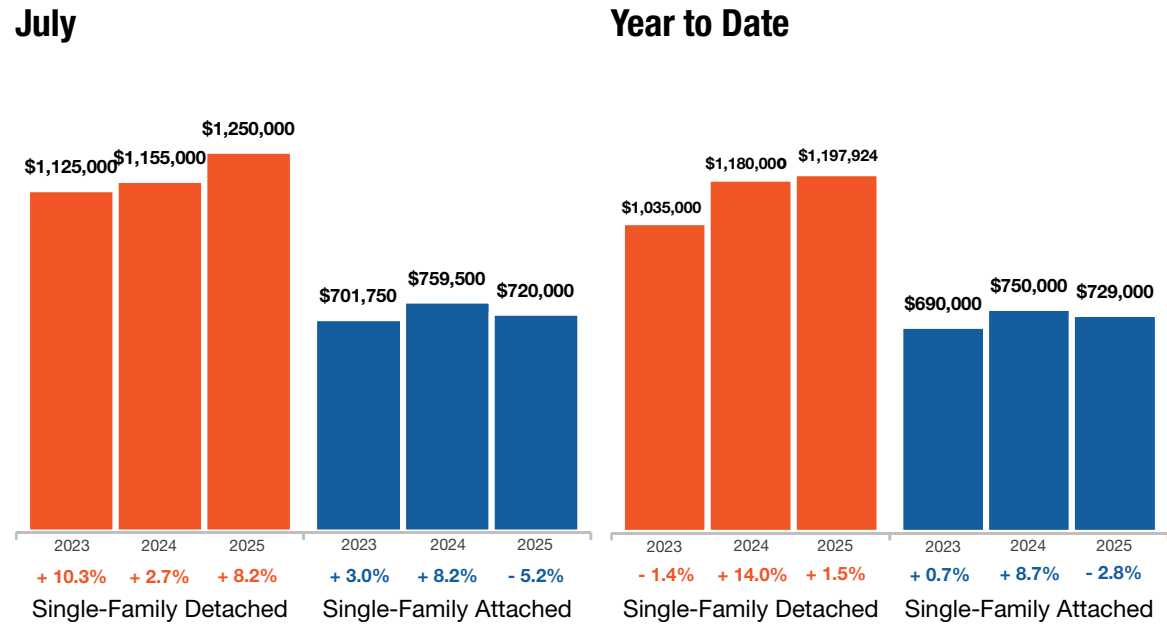
\* Days on Market for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



# Median Sales Price

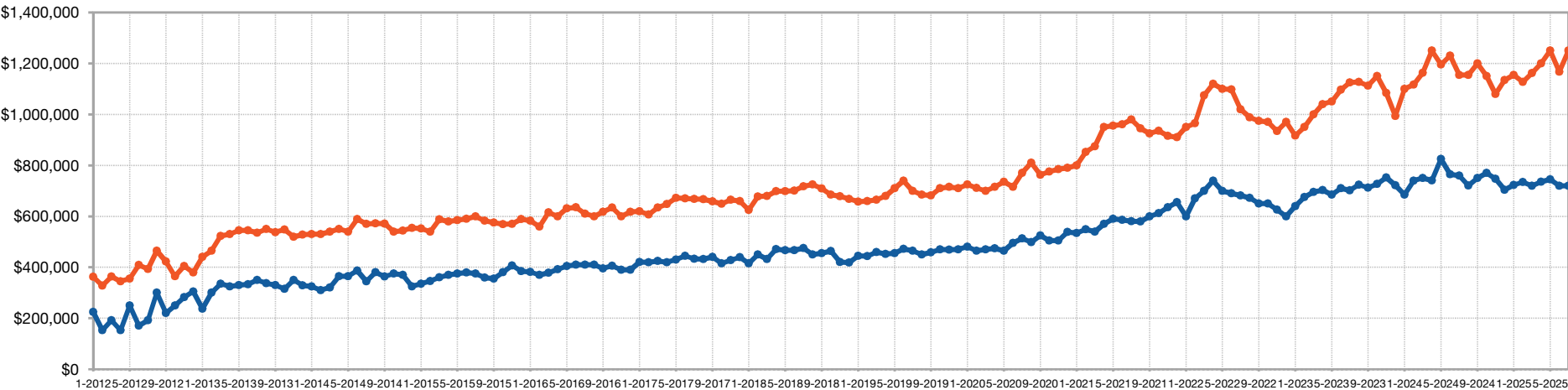
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



Median Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	\$1,135,125	+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	-9.8%
Jun-2025	\$1,167,500	-5.1%	\$719,900	-5.9%
Jul-2025	\$1,250,000	+8.2%	\$720,000	-5.2%
12-Month Avg*	\$1,150,000	+2.2%	\$740,000	-0.7%

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

## Historical Median Sales Price by Month

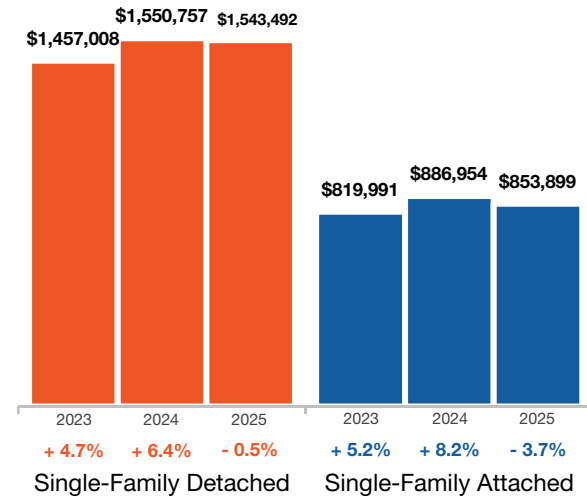




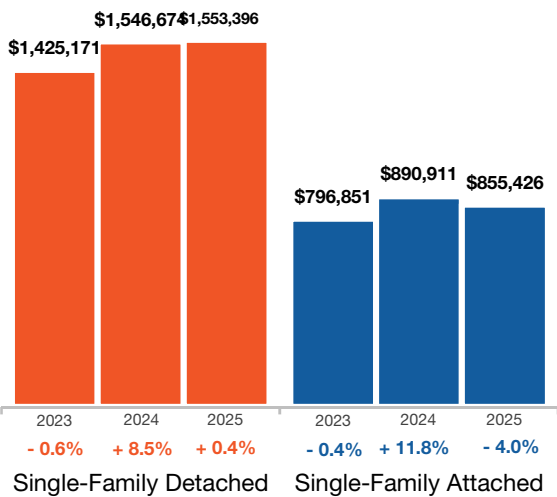
# Average Sales Price

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

## July



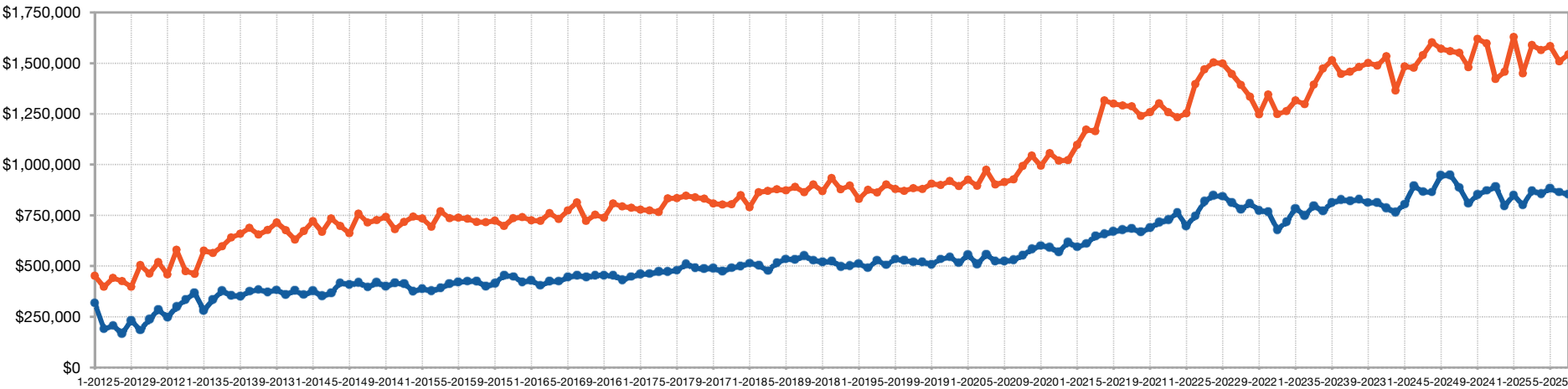
## Year to Date



Avg. Sales Price	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2024	\$1,479,433	-0.1%	\$807,383	-2.5%
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	\$1,564,636	-2.3%	\$855,889	-1.1%
May-2025	\$1,584,046	+0.8%	\$883,688	-6.8%
Jun-2025	\$1,508,512	-3.2%	\$864,280	-8.9%
Jul-2025	\$1,543,492	-0.5%	\$853,899	-3.7%
12-Month Avg*	\$1,536,920	+1.3%	\$849,885	-0.9%

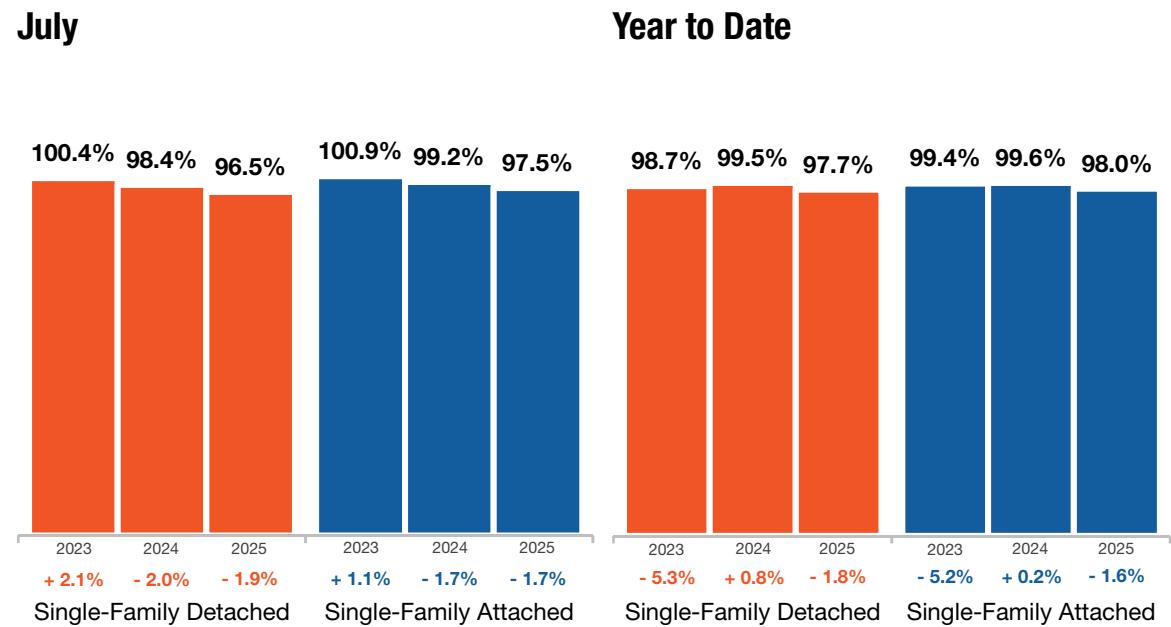
\* Avg. Sales Price for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



# Percent of Original List Price Received

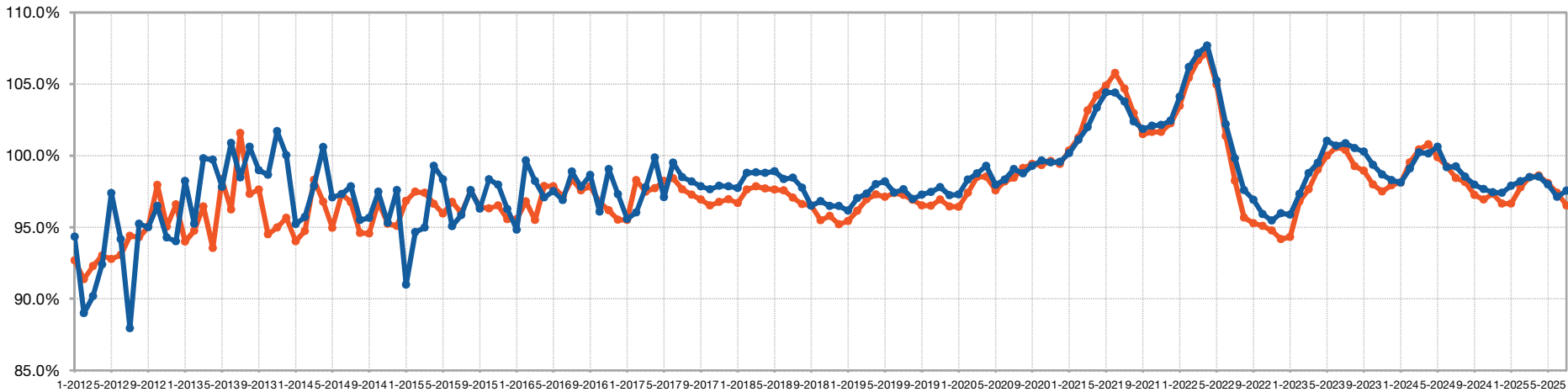
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of Orig. Price Received	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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	96.7%	-1.2%	97.4%	-0.9%
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	96.5%	-1.9%	97.5%	-1.7%
12-Month Avg*	97.5%	-1.6%	97.9%	-1.7%

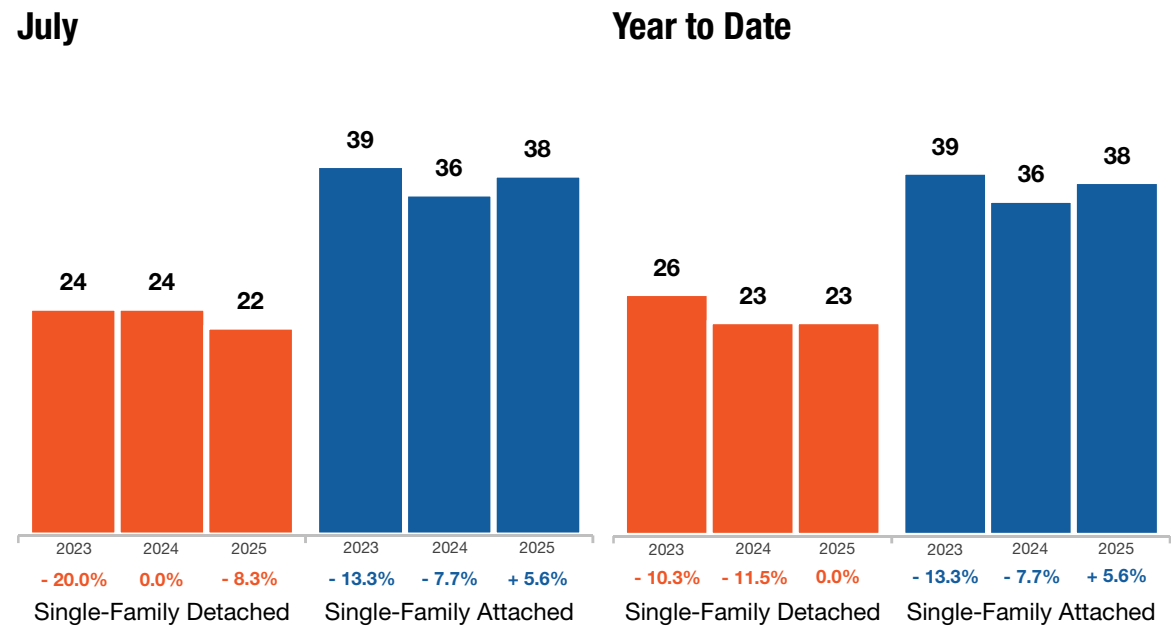
\* Pct. of Orig. Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



# Housing Affordability Index

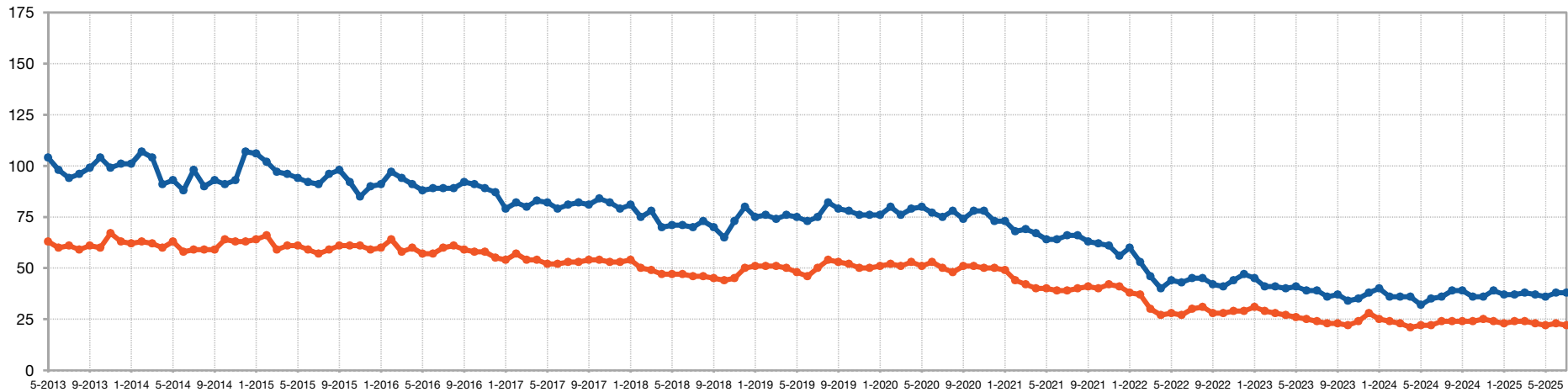
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Affordability Index	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	24	-2.8%	38	+1.8%

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

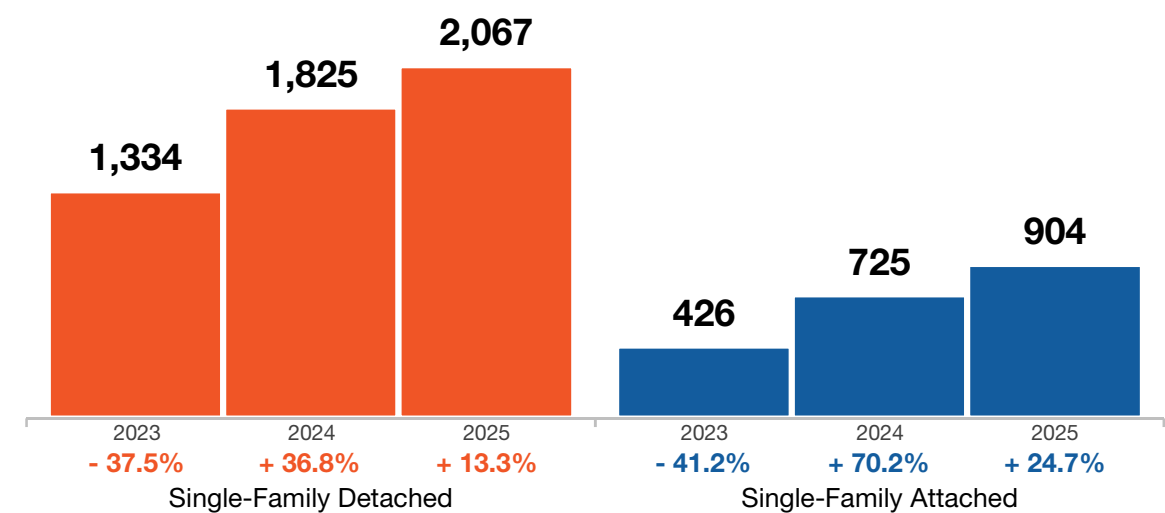
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

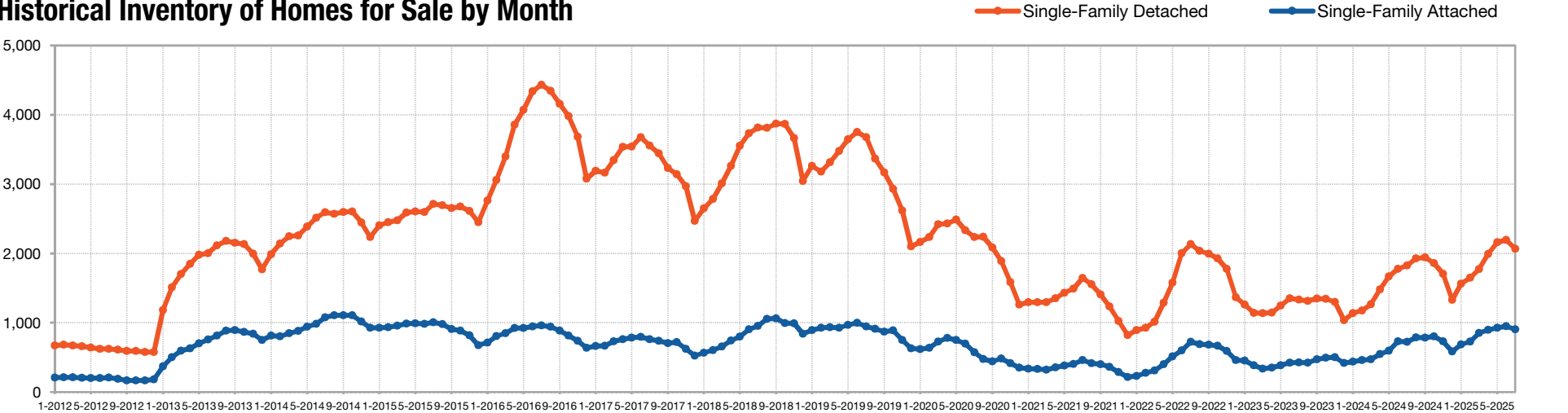
The number of properties available for sale in active status at the end of a given month.

July



Homes for Sale	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2024	1,928	+47.0%	788	+86.3%
Sep-2024	1,942	+44.0%	783	+66.6%
Oct-2024	1,859	+38.4%	801	+62.8%
Nov-2024	1,705	+31.5%	729	+45.2%
Dec-2024	1,330	+28.4%	583	+39.8%
Jan-2025	1,561	+37.2%	687	+57.6%
Feb-2025	1,648	+40.3%	727	+57.7%
Mar-2025	1,772	+40.1%	851	+80.3%
Apr-2025	1,990	+34.5%	896	+63.5%
May-2025	2,162	+29.7%	927	+55.8%
Jun-2025	2,195	+23.5%	950	+30.1%
Jul-2025	2,067	+13.3%	904	+24.7%
12-Month Avg	1,389	+33.0%	523	+53.5%

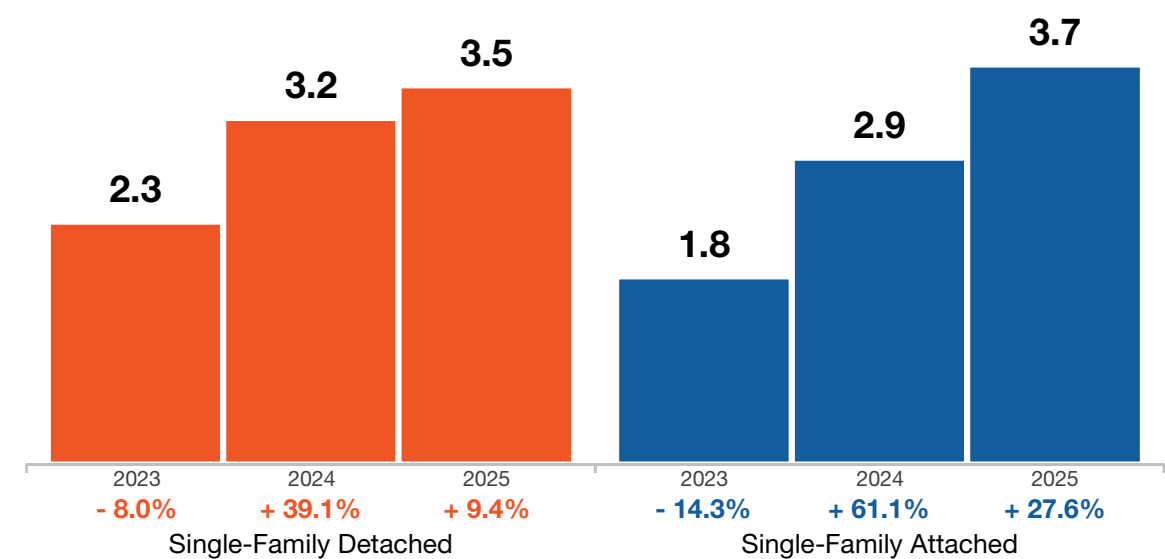
## Historical Inventory of Homes for Sale by Month



# 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.

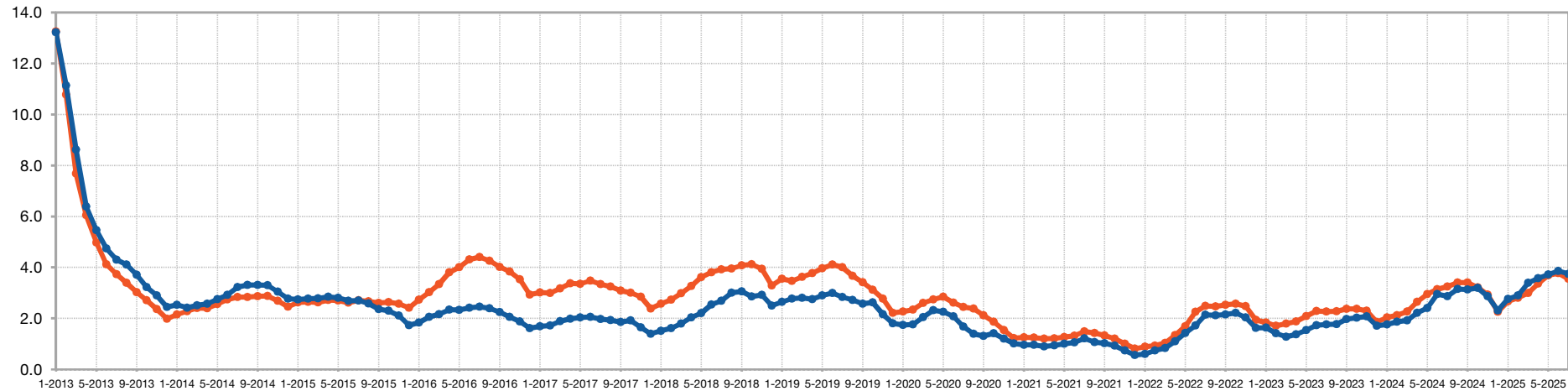
July



Months Supply	Single-Family Detached	Year-Over-Year Change	Single-Family Attached	Year-Over-Year Change
Aug-2024	3.4	+47.8%	3.1	+72.2%
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%	3.4	+78.9%
Apr-2025	3.4	+30.8%	3.6	+63.6%
May-2025	3.7	+23.3%	3.7	+54.2%
Jun-2025	3.8	+22.6%	3.9	+30.0%
Jul-2025	3.5	+9.4%	3.7	+27.6%
12-Month Avg*	2.5	+28.6%	2.1	+51.1%

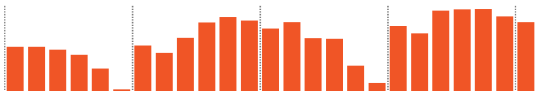
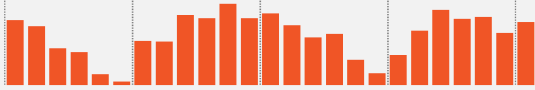








\* Months Supply for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

## 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			7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	07-2023	07-2024	07-2025						
New Listings				1,352	<b>1,441</b>	+ 6.6%	9,131	<b>10,476</b>	+ 14.7%
Pending Sales				949	<b>898</b>	- 5.4%	6,312	<b>6,108</b>	- 3.2%
Closed Sales				994	<b>847</b>	- 14.8%	6,046	<b>5,826</b>	- 3.6%
Days on Market				23	<b>32</b>	+ 39.1%	24	<b>31</b>	+ 29.2%
Median Sales Price				\$1,012,000	<b>\$1,099,900</b>	+ 8.7%	\$1,000,000	<b>\$1,015,000</b>	+ 1.5%
Average Sales Price				\$1,364,378	<b>\$1,357,378</b>	- 0.5%	\$1,346,890	<b>\$1,347,123</b>	+ 0.0%
Pct. of Orig. Price Received				98.6%	<b>96.8%</b>	- 1.8%	99.5%	<b>97.8%</b>	- 1.7%
Housing Affordability Index				27	<b>25</b>	- 7.4%	27	<b>27</b>	0.0%
Inventory of Homes for Sale				2,563	<b>2,986</b>	+ 16.5%	--	<b>--</b>	--
Months Supply of Inventory				3.1	<b>3.6</b>	+ 16.1%	--	<b>--</b>	--