

# Monthly Indicators

## October 2020

October continued to be busier than the calendar normally suggests. Buyer activity remains higher than normal for this time of year, while in many segments of the market housing supply remains much lower than one year ago. Multiple offers remain a common occurrence in many areas, keeping housing hot while the temperatures continue to fall.

Closed Sales decreased 20.7 percent for Detached homes and 11.0 percent for Attached homes. Pending Sales decreased 19.3 percent for Detached homes but increased 0.4 percent for Attached homes. Inventory decreased 46.8 percent for Detached homes and 27.6 percent for Attached homes.

The Median Sales Price was up 15.3 percent to \$755,000 for Detached homes and 13.0 percent to \$479,500 for Attached homes. Days on Market decreased 36.4 percent for Detached homes and 36.7 percent for Attached homes. Supply decreased 43.5 percent for Detached homes and 30.4 percent for Attached homes.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

## Monthly Snapshot

**- 17.5%**

**+ 12.4%**

**- 40.6%**

One Year Change in  
**Closed Sales**  
All Properties

One Year Change in  
**Median Sales Price**  
All Properties

One Year Change in  
**Homes for Sale**  
All Properties

Residential real estate activity in San Diego County composed of single family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Detached Market 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			10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	10-2018	10-2019	10-2020						
<b>New Listings</b>		3,634	<b>2,458</b>	- 32.4%	41,231	<b>33,596</b>	- 18.5%		
<b>Pending Sales</b>		2,754	<b>2,223</b>	- 19.3%	28,186	<b>26,929</b>	- 4.5%		
<b>Closed Sales</b>		2,762	<b>2,190</b>	- 20.7%	26,956	<b>24,991</b>	- 7.3%		
<b>Median Sales Price</b>		\$655,000	<b>\$755,000</b>	+ 15.3%	\$645,000	<b>\$700,000</b>	+ 8.5%		
<b>Average Sales Price</b>		\$836,169	<b>\$1,042,067</b>	+ 24.6%	\$819,283	<b>\$913,672</b>	+ 11.5%		
<b>\$ Volume of Closed Sales (in millions)</b>		\$2,307	<b>\$2,281</b>	- 1.1%	\$21,997	<b>\$22,821</b>	+ 3.7%		
<b>Pct. of Orig. Price Received</b>		97.1%	<b>100.1%</b>	+ 3.1%	97.3%	<b>99.0%</b>	+ 1.7%		
<b>Days on Market Until Sale</b>		33	<b>21</b>	- 36.4%	32	<b>26</b>	- 18.8%		
<b>Housing Affordability Index</b>		56	<b>52</b>	- 7.1%	57	<b>56</b>	- 1.8%		
<b>Inventory of Homes for Sale</b>		6,196	<b>3,298</b>	- 46.8%	--	--	--		
<b>Months Supply of Inventory</b>		2.3	<b>1.3</b>	- 43.5%	--	--	--		

# Attached Market Overview

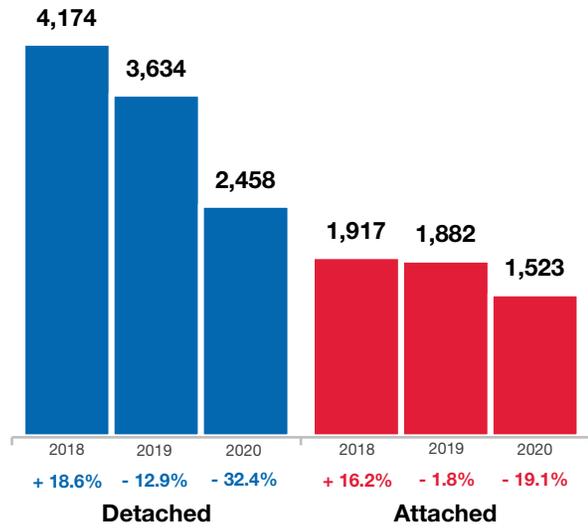
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	10-2018	10-2019	10-2020						
<b>New Listings</b>		1,882	<b>1,523</b>	- 19.1%	19,745	<b>18,056</b>	- 8.6%		
<b>Pending Sales</b>		1,272	<b>1,277</b>	+ 0.4%	13,439	<b>13,438</b>	- 0.0%		
<b>Closed Sales</b>		1,336	<b>1,189</b>	- 11.0%	12,935	<b>12,290</b>	- 5.0%		
<b>Median Sales Price</b>		\$424,303	<b>\$479,500</b>	+ 13.0%	\$422,000	<b>\$455,000</b>	+ 7.8%		
<b>Average Sales Price</b>		\$501,420	<b>\$568,031</b>	+ 13.3%	\$499,753	<b>\$536,217</b>	+ 7.3%		
<b>\$ Volume of Closed Sales (in millions)</b>		\$669	<b>\$675</b>	+ 0.9%	\$6,432	<b>\$6,577</b>	+ 2.3%		
<b>Pct. of Orig. Price Received</b>		97.9%	<b>99.6%</b>	+ 1.7%	97.8%	<b>98.9%</b>	+ 1.1%		
<b>Days on Market Until Sale</b>		30	<b>19</b>	- 36.7%	30	<b>25</b>	- 16.7%		
<b>Housing Affordability Index</b>		86	<b>82</b>	- 4.7%	87	<b>86</b>	- 1.1%		
<b>Inventory of Homes for Sale</b>		2,929	<b>2,121</b>	- 27.6%	--	--	--		
<b>Months Supply of Inventory</b>		2.3	<b>1.6</b>	- 30.4%	--	--	--		

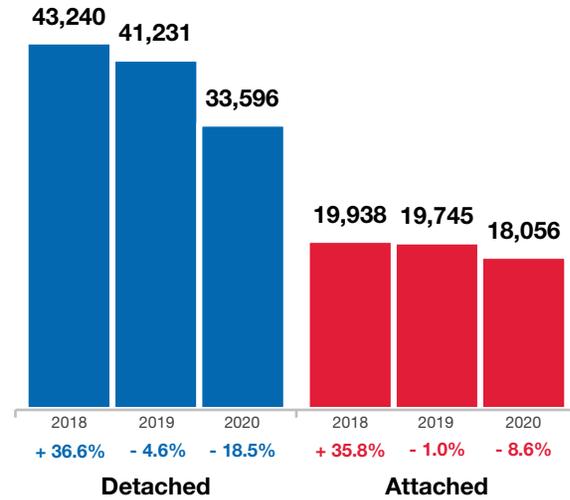
# New Listings

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

## October

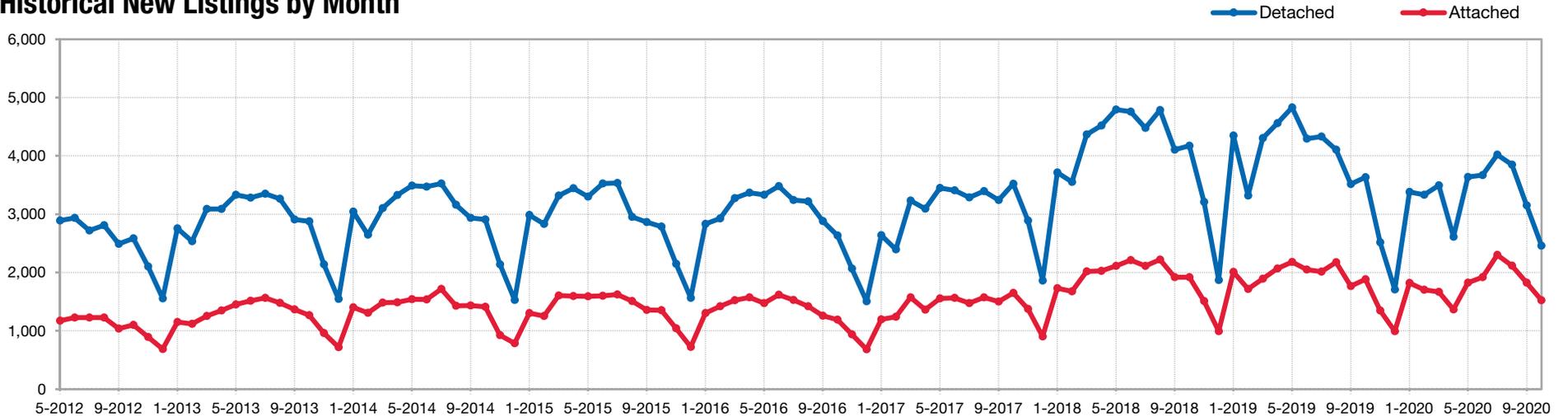


## Year to Date



New Listings	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Nov-2019	2,515	-21.7%	1,346	-10.7%
Dec-2019	1,705	-8.8%	992	+0.1%
Jan-2020	3,381	-22.2%	1,819	-9.5%
Feb-2020	3,333	+0.5%	1,703	-0.9%
Mar-2020	3,491	-18.9%	1,665	-12.0%
Apr-2020	2,611	-42.7%	1,364	-34.0%
May-2020	3,638	-24.7%	1,824	-16.3%
Jun-2020	3,667	-14.6%	1,919	-6.3%
Jul-2020	4,020	-7.2%	2,301	+14.3%
Aug-2020	3,847	-6.3%	2,116	-2.6%
Sep-2020	3,150	-10.4%	1,822	+3.3%
<b>Oct-2020</b>	<b>2,458</b>	<b>-32.4%</b>	<b>1,523</b>	<b>-19.1%</b>
12-Month Avg	3,151	-18.3%	1,700	-8.3%

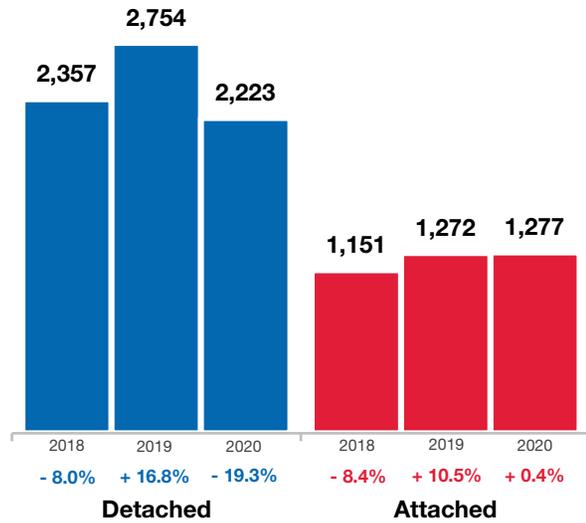
## Historical New Listings by Month



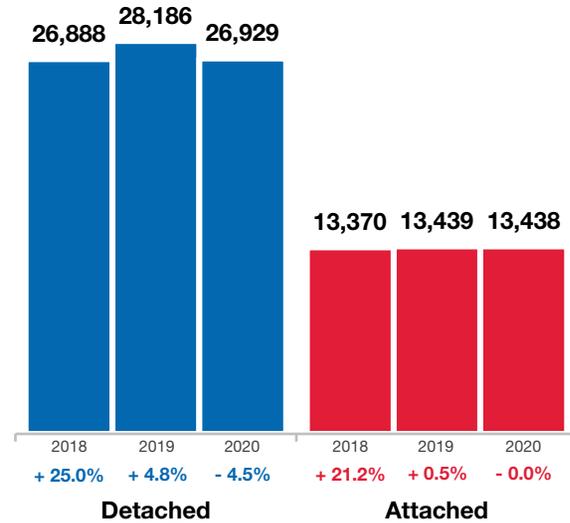
# Pending Sales

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

## October

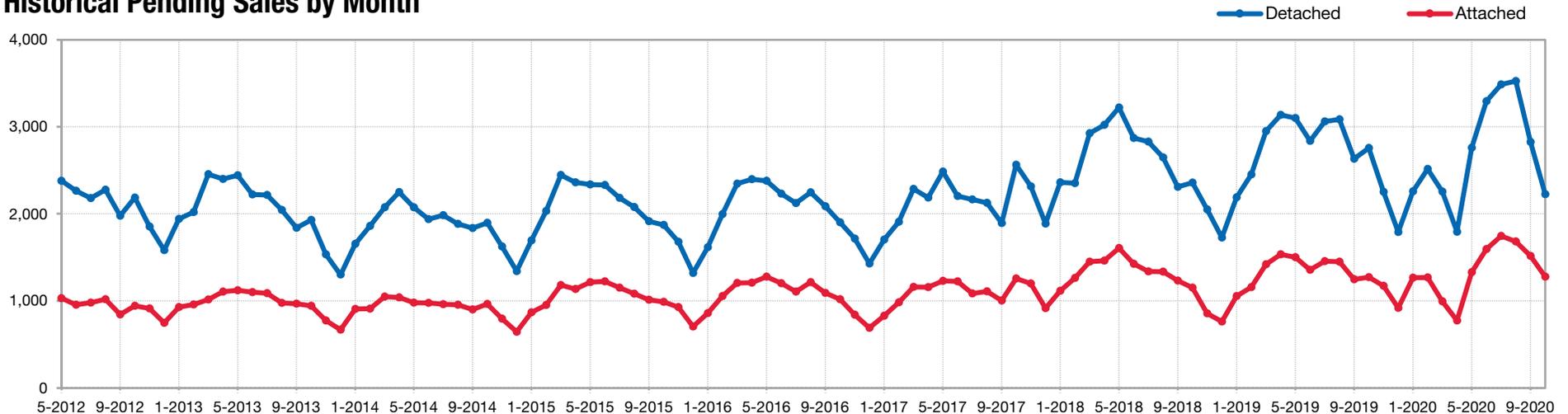


## Year to Date



Pending Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Nov-2019	2,250	+9.9%	1,171	+37.0%
Dec-2019	1,789	+3.6%	919	+20.8%
Jan-2020	2,256	+3.1%	1,265	+20.0%
Feb-2020	2,515	+2.6%	1,269	+9.9%
Mar-2020	2,255	-23.5%	992	-30.1%
Apr-2020	1,792	-42.8%	774	-49.5%
May-2020	2,758	-11.0%	1,329	-11.4%
Jun-2020	3,293	+16.1%	1,593	+17.6%
Jul-2020	3,485	+13.9%	1,745	+19.9%
Aug-2020	3,526	+14.3%	1,680	+16.0%
Sep-2020	2,826	+7.3%	1,514	+21.3%
<b>Oct-2020</b>	<b>2,223</b>	<b>-19.3%</b>	<b>1,277</b>	<b>+0.4%</b>
12-Month Avg	2,663	-3.1%	1,255	+3.1%

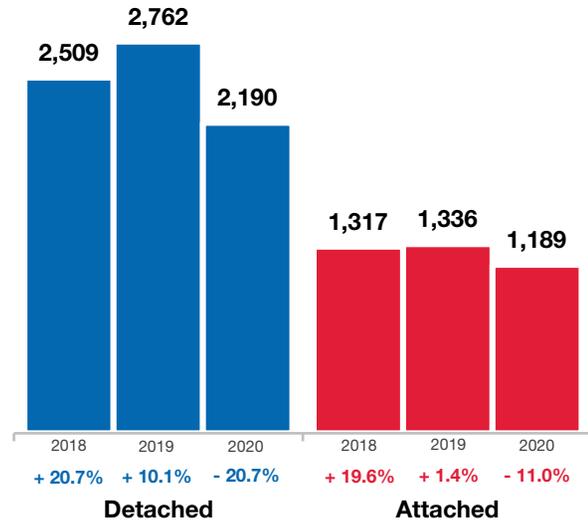
## Historical Pending Sales by Month



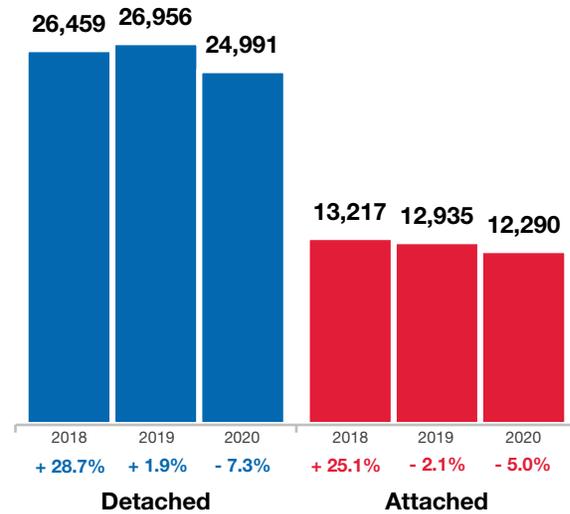
# Closed Sales

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

## October

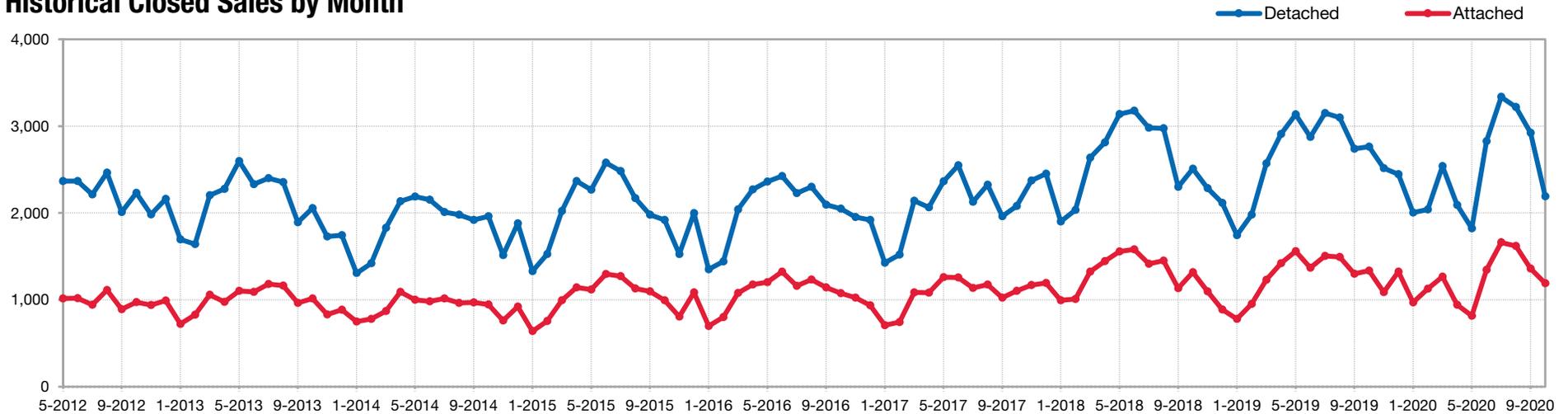


## Year to Date



	Closed Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Nov-2019		2,516	+10.2%	1,088	-0.7%
Dec-2019		2,444	+15.6%	1,322	+48.9%
Jan-2020		2,003	+15.0%	969	+24.6%
Feb-2020		2,041	+3.2%	1,126	+18.3%
Mar-2020		2,538	-1.2%	1,266	+2.9%
Apr-2020		2,091	-28.1%	943	-33.5%
May-2020		1,821	-41.9%	816	-47.6%
Jun-2020		2,826	-1.6%	1,343	-1.8%
Jul-2020		3,337	+6.0%	1,661	+10.4%
Aug-2020		3,220	+3.9%	1,618	+8.5%
Sep-2020		2,924	+6.8%	1,359	+4.6%
<b>Oct-2020</b>	<b>2,190</b>	<b>2,190</b>	<b>-20.7%</b>	<b>1,189</b>	<b>-11.0%</b>
12-Month Avg		2,613	-4.5%	1,243	-1.5%

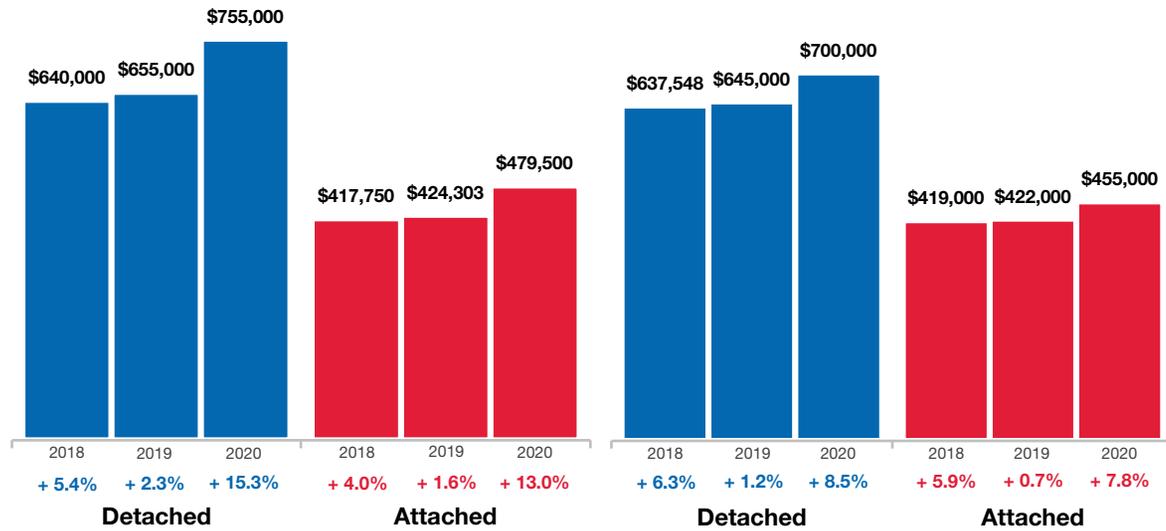
## Historical Closed Sales by Month



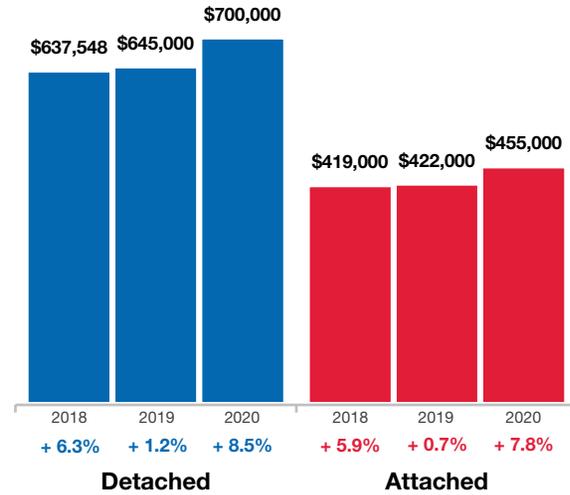
# Median Sales Price

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

## October



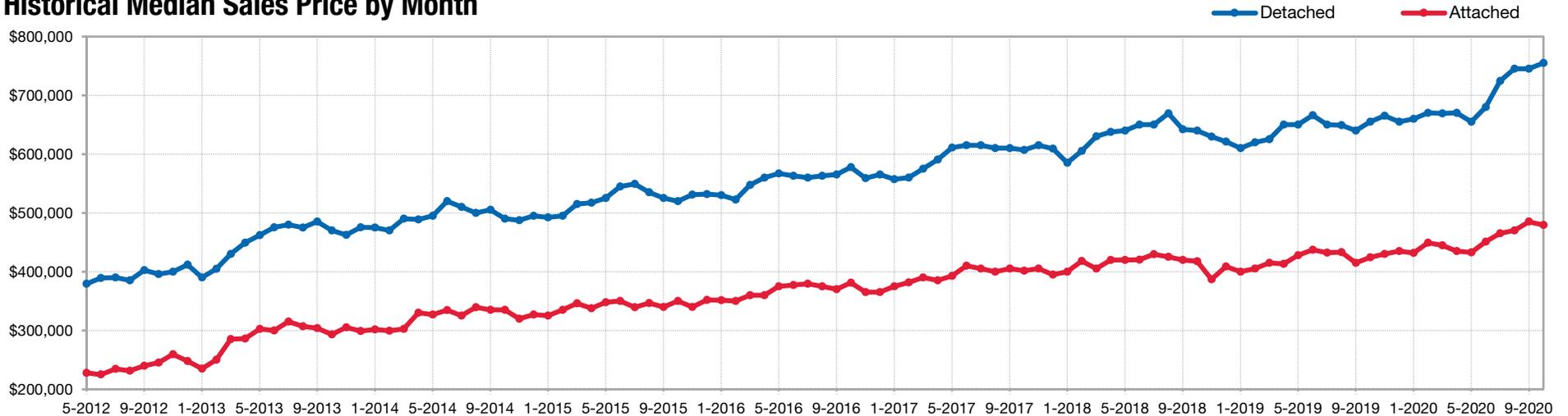
## Year to Date



Median Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Nov-2019	\$665,000	+5.6%	\$430,000	+11.1%
Dec-2019	\$655,000	+5.5%	\$435,000	+6.5%
Jan-2020	\$660,000	+8.2%	\$432,000	+8.0%
Feb-2020	\$670,000	+8.1%	\$449,000	+10.9%
Mar-2020	\$669,000	+7.0%	\$444,495	+7.1%
Apr-2020	\$670,000	+3.1%	\$435,000	+5.3%
May-2020	\$655,000	+0.8%	\$432,695	+1.1%
Jun-2020	\$680,000	+2.1%	\$450,937	+3.1%
Jul-2020	\$724,500	+11.5%	\$465,000	+7.6%
Aug-2020	\$745,000	+14.8%	\$470,000	+8.5%
Sep-2020	\$745,000	+16.4%	\$485,000	+16.9%
<b>Oct-2020</b>	<b>\$755,000</b>	<b>+15.3%</b>	<b>\$479,500</b>	<b>+13.0%</b>
12-Month Avg*	\$640,000	+8.6%	\$420,000	+7.1%

\* Median Sales Price for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

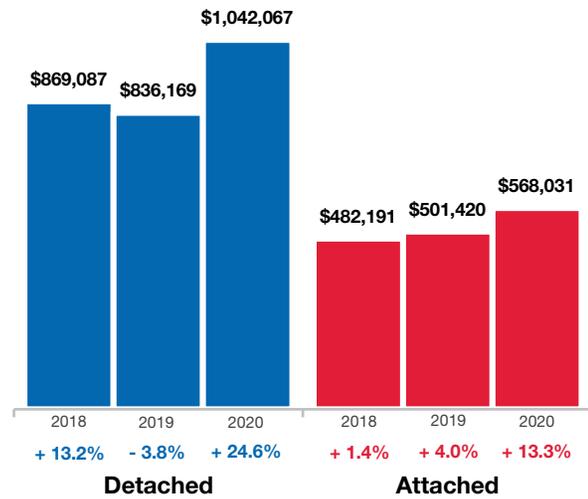
## Historical Median Sales Price by Month



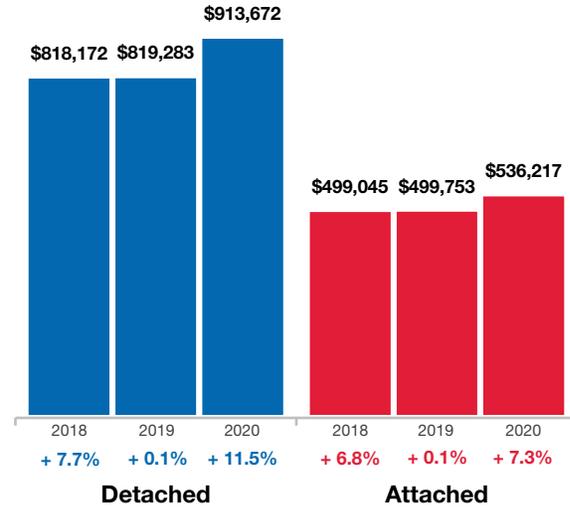
# Average Sales Price

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

## October



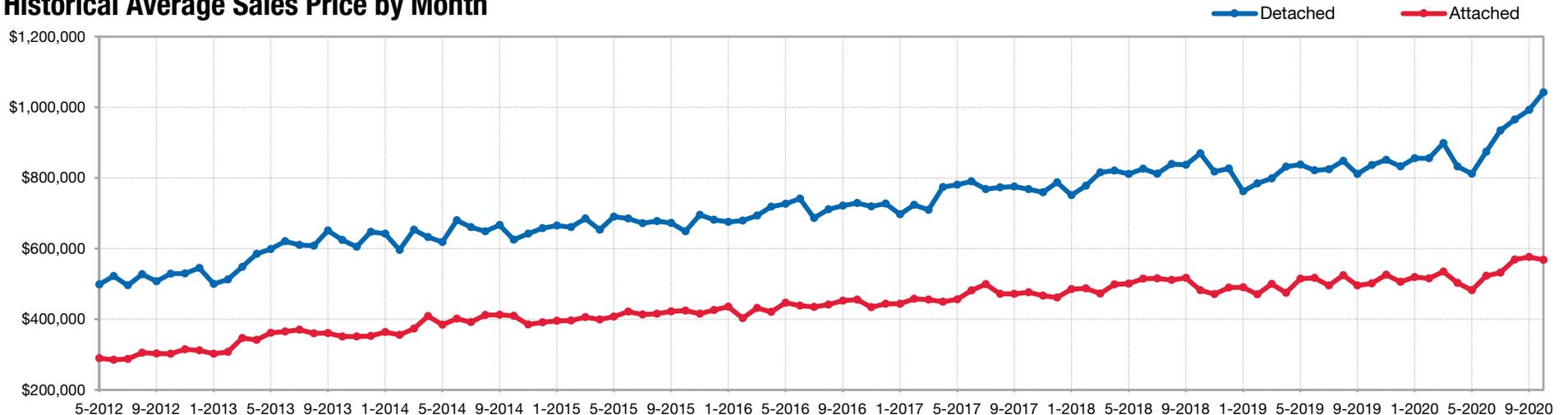
## Year to Date



Avg. Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Nov-2019	\$850,409	+4.0%	\$525,442	+11.6%
Dec-2019	\$831,994	+0.7%	\$505,685	+3.3%
Jan-2020	\$855,235	+12.3%	\$519,040	+6.0%
Feb-2020	\$855,288	+9.0%	\$514,931	+9.6%
Mar-2020	\$897,839	+12.5%	\$534,652	+7.0%
Apr-2020	\$832,266	+0.1%	\$502,494	+5.9%
May-2020	\$811,719	-3.0%	\$481,496	-6.3%
Jun-2020	\$873,646	+6.4%	\$522,438	+1.1%
Jul-2020	\$933,985	+13.3%	\$531,831	+7.4%
Aug-2020	\$965,030	+13.8%	\$568,792	+8.5%
Sep-2020	\$992,525	+22.5%	\$576,012	+16.4%
<b>Oct-2020</b>	<b>\$1,042,067</b>	<b>+24.6%</b>	<b>\$568,031</b>	<b>+13.3%</b>
12-Month Avg*	\$819,601	+10.0%	\$496,988	+7.2%

\* Avg. Sales Price for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

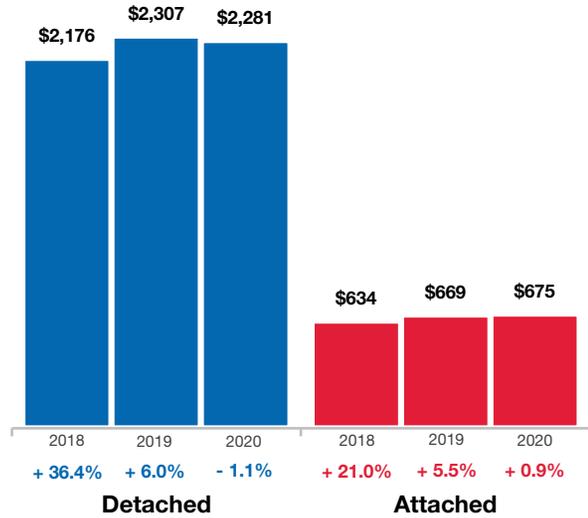
## Historical Average Sales Price by Month



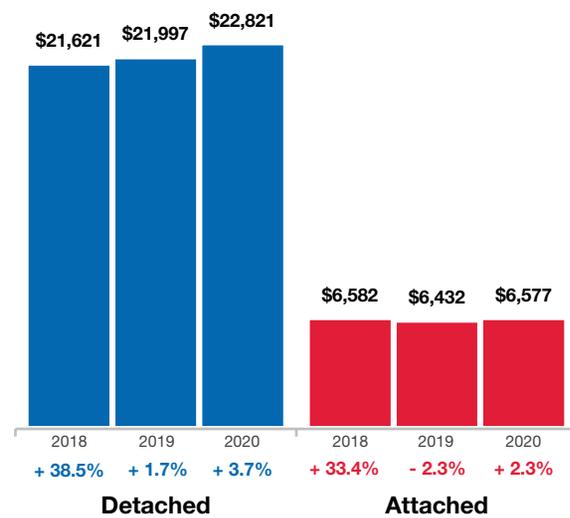
# Dollar Volume of Closed Sales (in millions)

The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.

## October



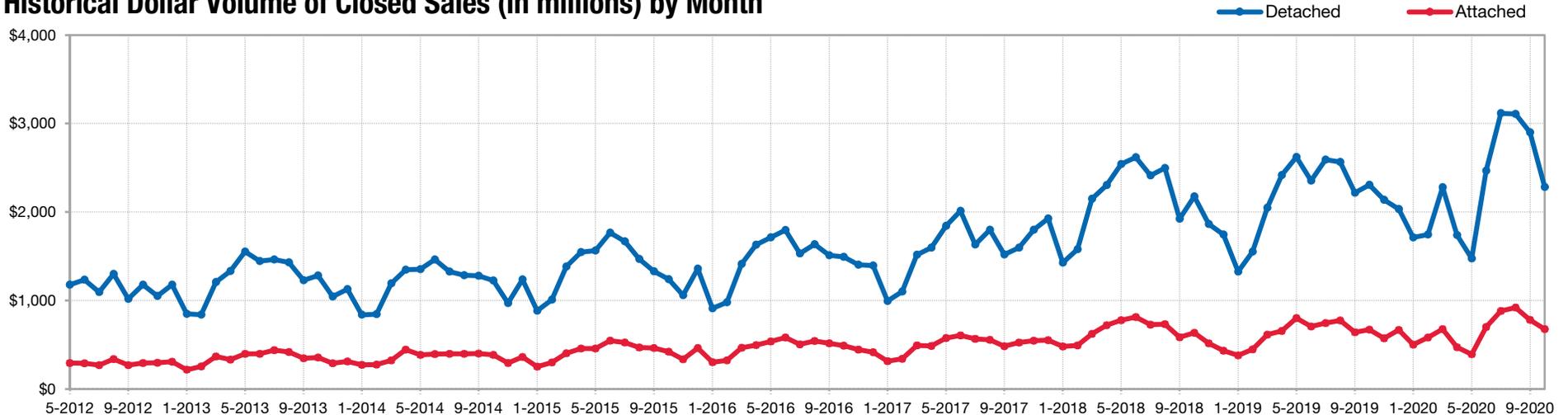
## Year to Date



\$ Volume of Closed Sales (in millions)	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Nov-2019	\$2,136	+14.5%	\$571	+10.7%
Dec-2019	\$2,032	+16.4%	\$669	+54.1%
Jan-2020	\$1,711	+29.1%	\$502	+32.5%
Feb-2020	\$1,745	+12.5%	\$580	+29.8%
Mar-2020	\$2,279	+11.3%	\$676	+9.9%
Apr-2020	\$1,739	-28.1%	\$472	-27.9%
May-2020	\$1,475	-43.7%	\$391	-51.1%
Jun-2020	\$2,467	+4.8%	\$700	-1.0%
Jul-2020	\$3,116	+20.2%	\$882	+18.5%
Aug-2020	\$3,106	+21.1%	\$920	+19.0%
Sep-2020	\$2,901	+30.8%	\$780	+21.5%
<b>Oct-2020</b>	<b>\$2,281</b>	<b>-1.1%</b>	<b>\$675</b>	<b>+0.9%</b>
12-Month Avg*	\$2,249	+7.5%	\$651	+18.4%

\* \$ Volume of Closed Sales (in millions) for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Dollar Volume of Closed Sales (in millions) by Month

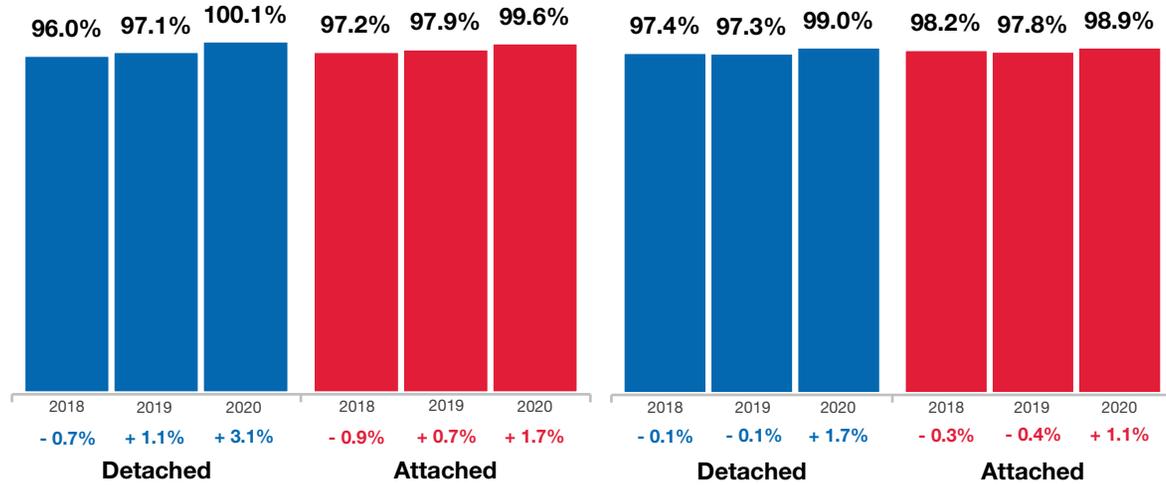


# Percent of Original List Price Received

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.

## October

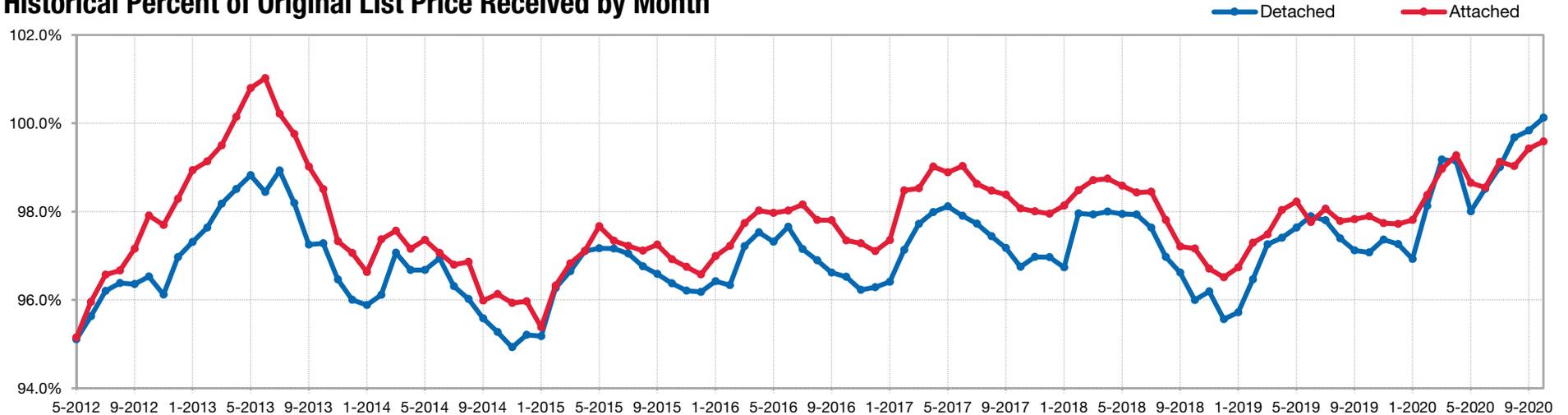
## Year to Date



Pct. of Orig. Price Received	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Nov-2019	97.4%	+1.2%	97.7%	+1.0%
Dec-2019	97.3%	+1.8%	97.7%	+1.2%
Jan-2020	96.9%	+1.3%	97.8%	+1.1%
Feb-2020	98.1%	+1.7%	98.4%	+1.1%
Mar-2020	99.2%	+2.0%	99.0%	+1.5%
Apr-2020	99.1%	+1.7%	99.3%	+1.3%
May-2020	98.0%	+0.4%	98.6%	+0.4%
Jun-2020	98.5%	+0.6%	98.5%	+0.7%
Jul-2020	99.0%	+1.2%	99.1%	+1.0%
Aug-2020	99.7%	+2.4%	99.0%	+1.2%
Sep-2020	99.8%	+2.8%	99.4%	+1.6%
<b>Oct-2020</b>	<b>100.1%</b>	<b>+3.1%</b>	<b>99.6%</b>	<b>+1.7%</b>
12-Month Avg*	98.6%	+1.7%	98.7%	+1.1%

\* Pct. of Orig. Price Received for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

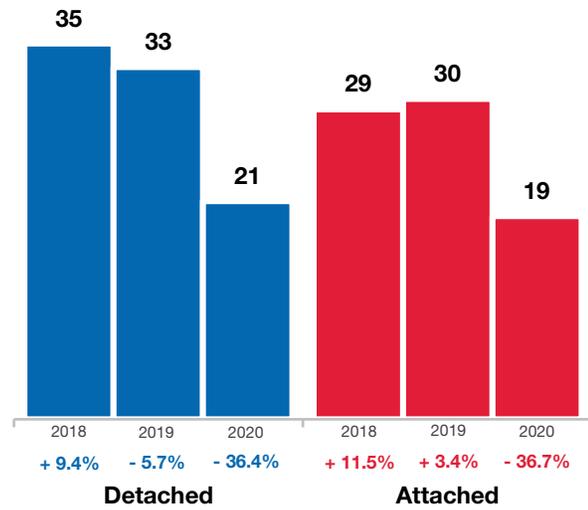
## Historical Percent of Original List Price Received by Month



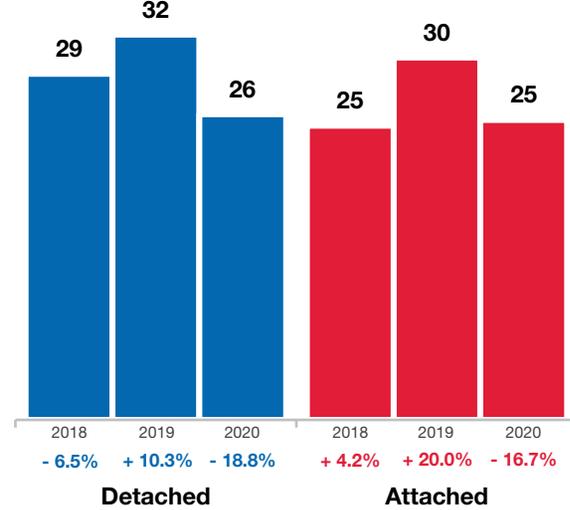
# Days on Market Until Sale

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

## October



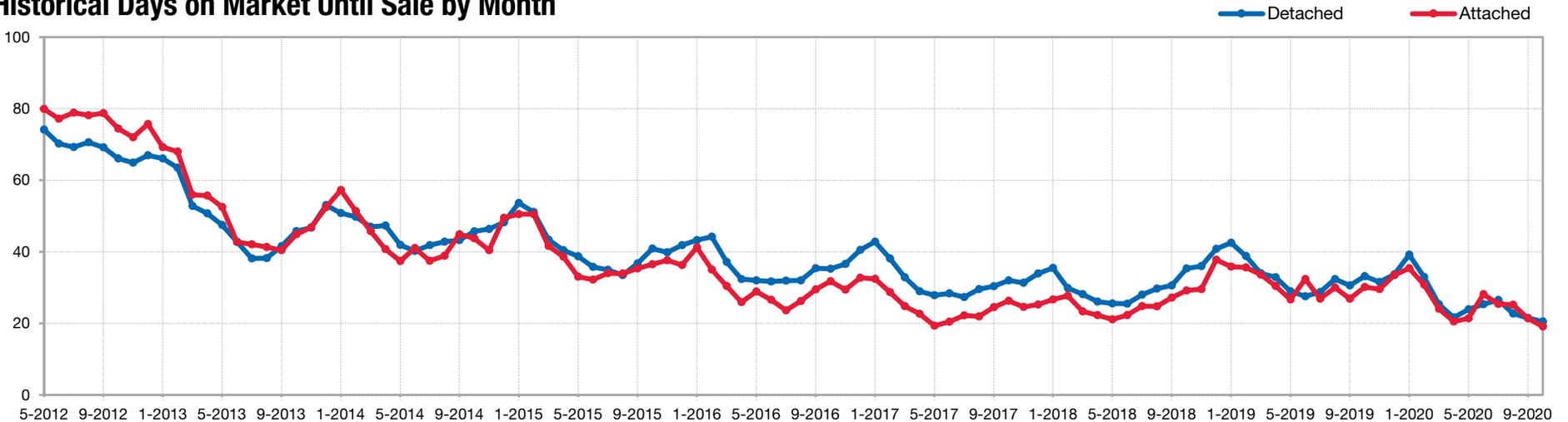
## Year to Date



Days on Market	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Nov-2019	32	-11.1%	30	+3.4%
Dec-2019	34	-17.1%	33	-13.2%
Jan-2020	39	-9.3%	35	-2.8%
Feb-2020	33	-15.4%	31	-13.9%
Mar-2020	25	-26.5%	24	-29.4%
Apr-2020	22	-33.3%	20	-33.3%
May-2020	24	-17.2%	21	-22.2%
Jun-2020	25	-10.7%	28	-12.5%
Jul-2020	26	-10.3%	25	-7.4%
Aug-2020	23	-28.1%	25	-16.7%
Sep-2020	21	-32.3%	21	-22.2%
<b>Oct-2020</b>	<b>21</b>	<b>-36.4%</b>	<b>19</b>	<b>-36.7%</b>
12-Month Avg*	27	-19.2%	26	-14.7%

\* Days on Market for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

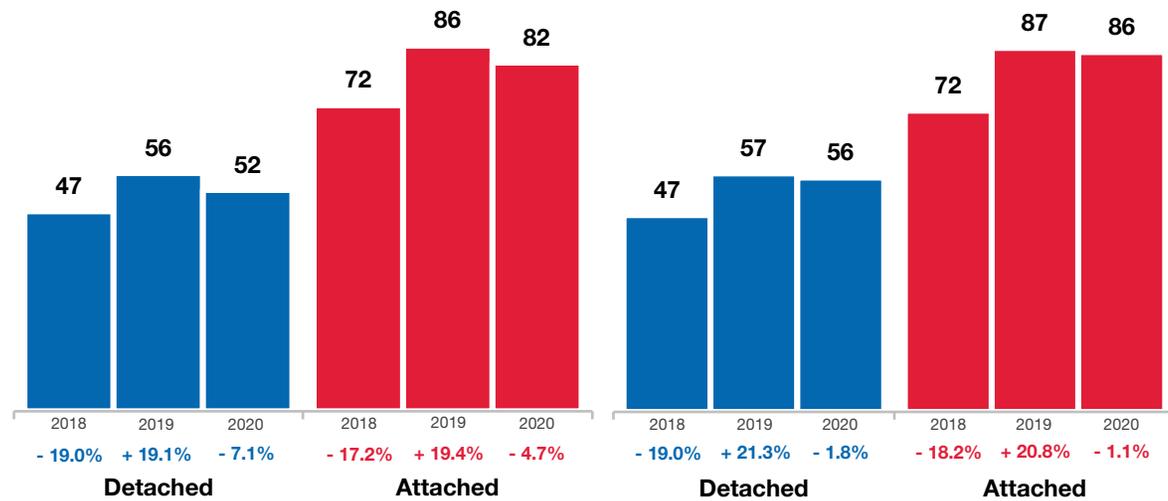


# Housing Affordability Index

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.

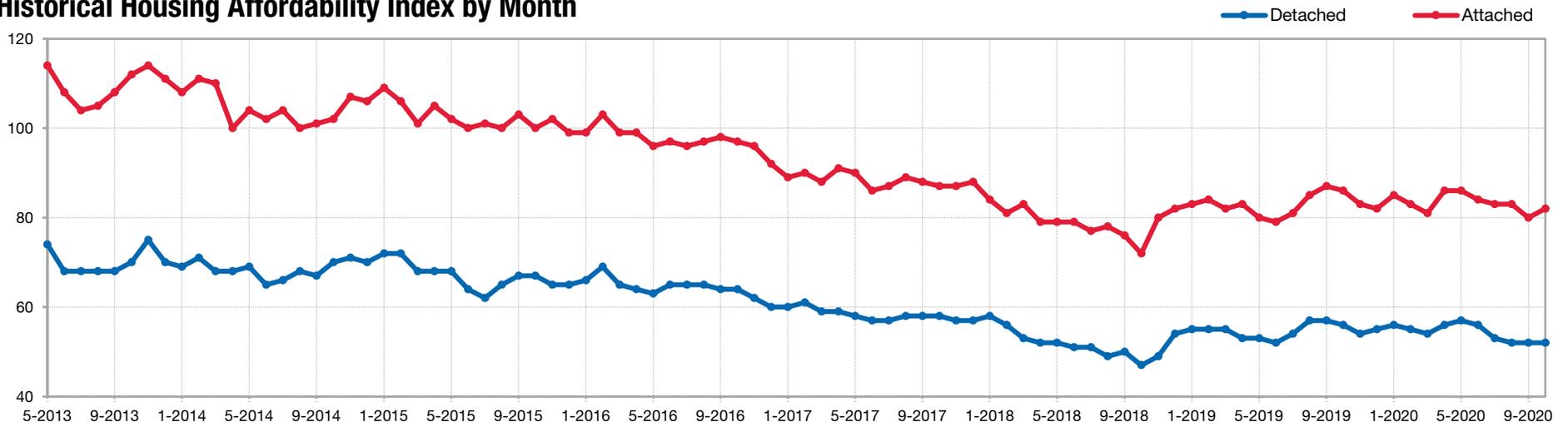
## October

## Year to Date



Affordability Index	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Nov-2019	54	+10.2%	83	+3.8%
Dec-2019	55	+1.9%	82	0.0%
Jan-2020	56	+1.8%	85	+2.4%
Feb-2020	55	0.0%	83	-1.2%
Mar-2020	54	-1.8%	81	-1.2%
Apr-2020	56	+5.7%	86	+3.6%
May-2020	57	+7.5%	86	+7.5%
Jun-2020	56	+7.7%	84	+6.3%
Jul-2020	53	-1.9%	83	+2.5%
Aug-2020	52	-8.8%	83	-2.4%
Sep-2020	52	-8.8%	80	-8.0%
<b>Oct-2020</b>	<b>52</b>	<b>-7.1%</b>	<b>82</b>	<b>-4.7%</b>
12-Month Avg	54	+0.5%	83	+0.7%

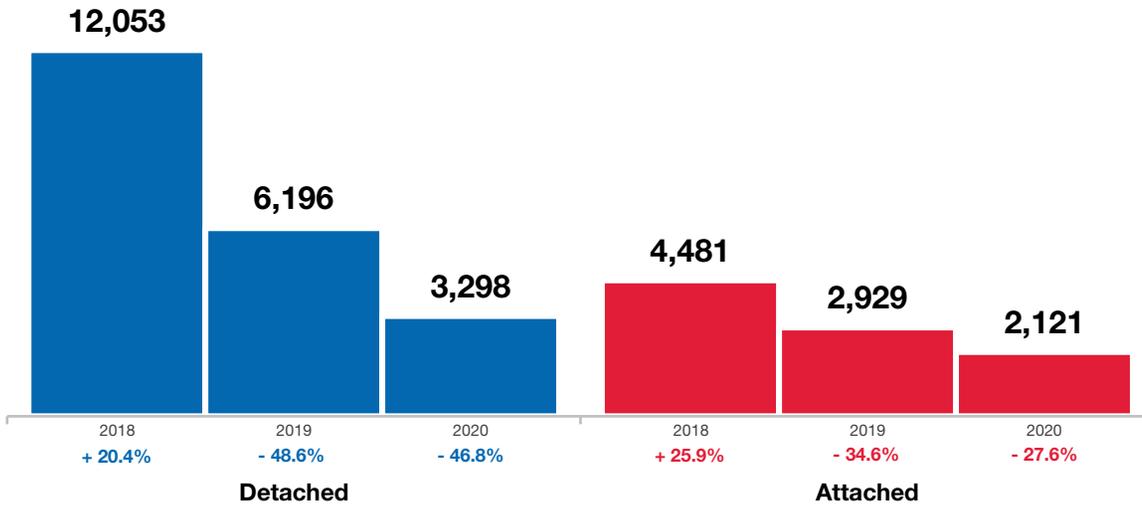
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

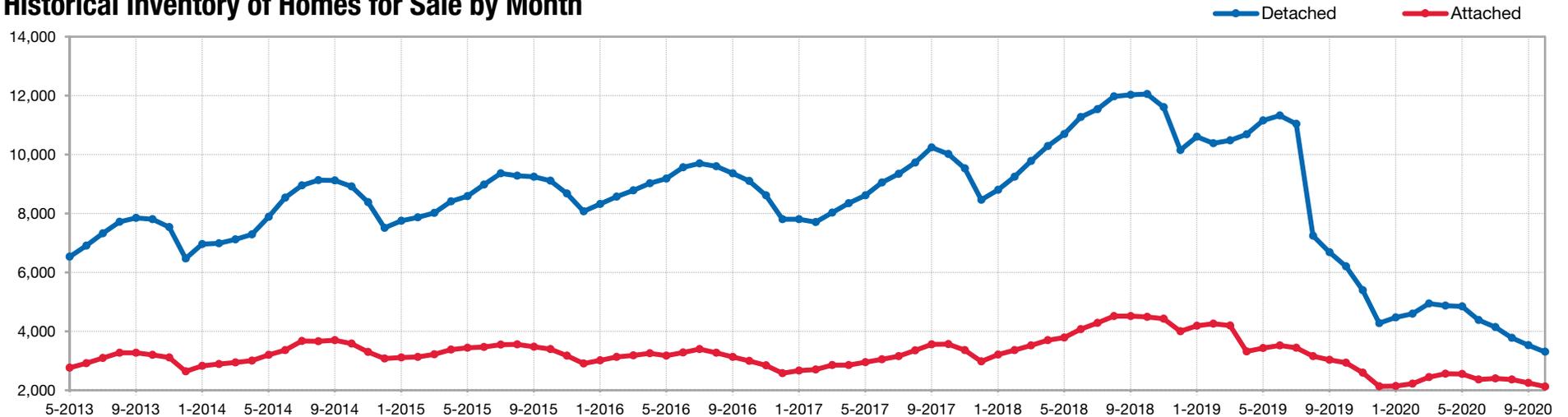
The number of properties available for sale in active status at the end of a given month.

## October



Homes for Sale	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Nov-2019	5,390	-53.5%	2,592	-41.4%
Dec-2019	4,274	-57.9%	2,132	-46.7%
Jan-2020	4,466	-57.9%	2,134	-48.9%
Feb-2020	4,592	-55.8%	2,216	-47.9%
Mar-2020	4,941	-52.8%	2,436	-41.9%
Apr-2020	4,869	-54.4%	2,553	-22.9%
May-2020	4,836	-56.6%	2,546	-25.8%
Jun-2020	4,374	-61.4%	2,361	-32.9%
Jul-2020	4,139	-62.5%	2,398	-30.2%
Aug-2020	3,774	-47.8%	2,364	-24.9%
Sep-2020	3,525	-47.2%	2,245	-25.8%
<b>Oct-2020</b>	<b>3,298</b>	<b>-46.8%</b>	<b>2,121</b>	<b>-27.6%</b>
12-Month Avg	9,792	-55.3%	3,654	-35.9%

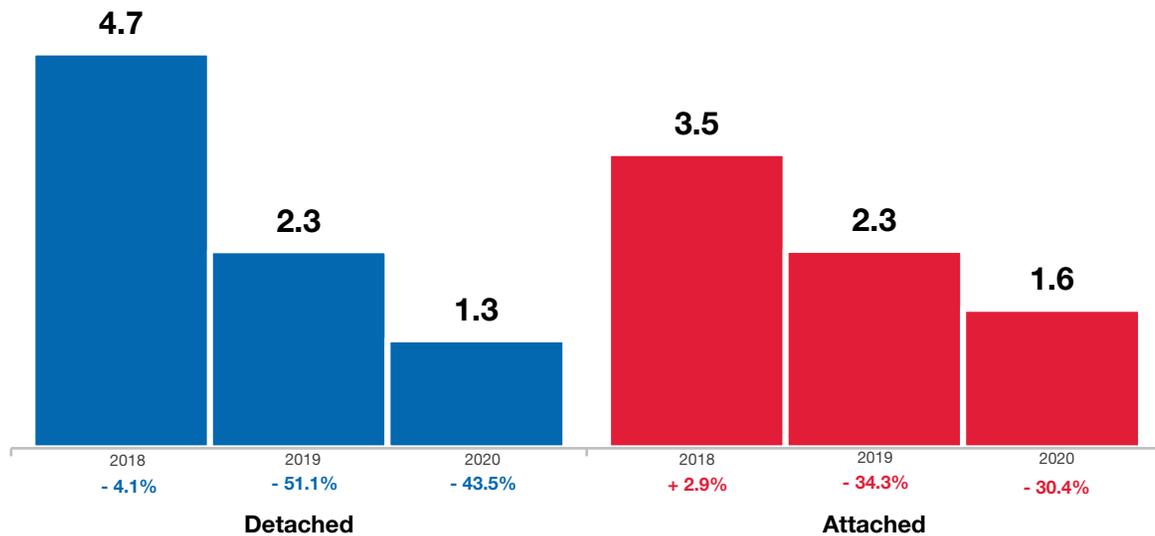
## Historical Inventory of Homes for Sale by Month



# 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.

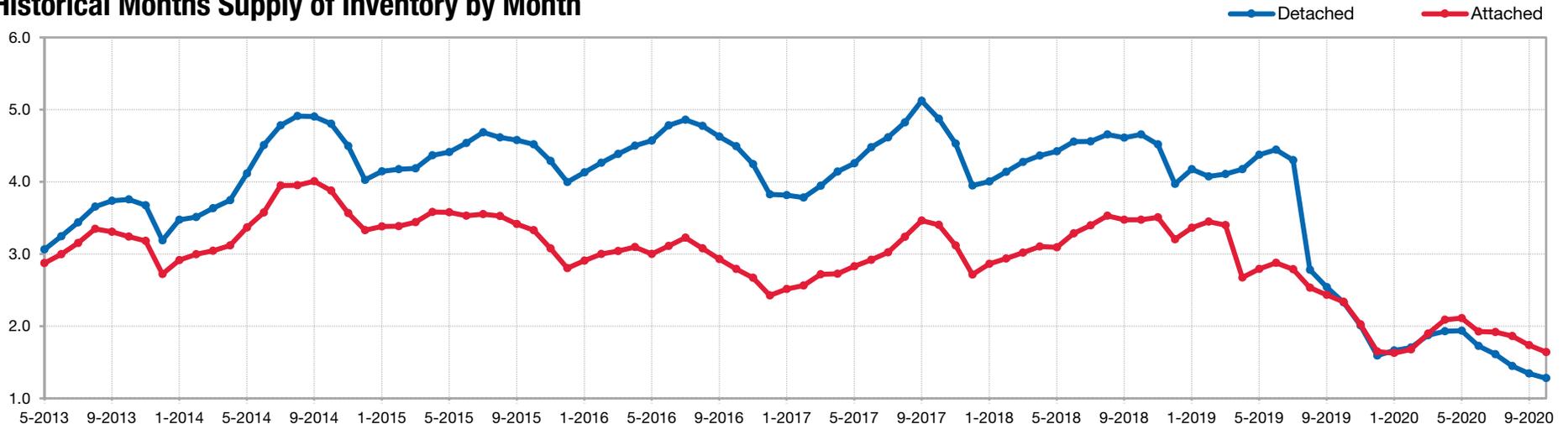
## October



Months Supply	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Nov-2019	2.0	-55.6%	2.0	-42.9%
Dec-2019	1.6	-60.0%	1.6	-50.0%
Jan-2020	1.7	-59.5%	1.6	-52.9%
Feb-2020	1.7	-58.5%	1.7	-50.0%
Mar-2020	1.9	-53.7%	1.9	-44.1%
Apr-2020	1.9	-54.8%	2.1	-22.2%
May-2020	1.9	-56.8%	2.1	-25.0%
Jun-2020	1.7	-61.4%	1.9	-34.5%
Jul-2020	1.6	-62.8%	1.9	-32.1%
Aug-2020	1.4	-50.0%	1.9	-24.0%
Sep-2020	1.3	-48.0%	1.7	-29.2%
<b>Oct-2020</b>	<b>1.3</b>	<b>-43.5%</b>	<b>1.6</b>	<b>-30.4%</b>
12-Month Avg*	1.7	-56.1%	1.8	-37.4%

\* Months Supply for all properties from November 2019 through October 2020. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# Total Market Overview

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

Key Metrics	Historical Sparkbars			10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	10-2018	10-2019	10-2020						
<b>New Listings</b>		5,516	<b>3,981</b>	- 27.8%	60,976	<b>51,652</b>	- 15.3%		
<b>Pending Sales</b>		4,026	<b>3,500</b>	- 13.1%	41,625	<b>40,367</b>	- 3.0%		
<b>Closed Sales</b>		4,098	<b>3,379</b>	- 17.5%	39,891	<b>37,281</b>	- 6.5%		
<b>Median Sales Price</b>		\$587,000	<b>\$660,000</b>	+ 12.4%	\$578,000	<b>\$626,000</b>	+ 8.3%		
<b>Average Sales Price</b>		\$727,067	<b>\$875,305</b>	+ 20.4%	\$715,747	<b>\$789,357</b>	+ 10.3%		
<b>\$ Volume of Closed Sales (in millions)</b>		\$2,976	<b>\$2,956</b>	- 0.7%	\$28,429	<b>\$29,398</b>	+ 3.4%		
<b>Pct. of Orig. Price Received</b>		97.3%	<b>99.9%</b>	+ 2.7%	97.4%	<b>98.9%</b>	+ 1.5%		
<b>Days on Market</b>		32	<b>20</b>	- 37.5%	32	<b>25</b>	- 21.9%		
<b>Affordability Index</b>		62	<b>59</b>	- 4.8%	63	<b>63</b>	0.0%		
<b>Homes for Sale</b>		9,125	<b>5,419</b>	- 40.6%	--	--	--		
<b>Months Supply</b>		2.3	<b>1.4</b>	- 39.1%	--	--	--		