

# 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 10.0 percent for Detached homes and 10.7 percent for Attached homes. Pending Sales increased 2.2 percent for Detached homes but decreased 5.0 percent for Attached homes. Inventory increased 22.8 percent for Detached homes and 38.1 percent for Attached homes.

The Median Sales Price was up 4.7 percent to \$1,099,000 for Detached homes but decreased 7.1 percent to \$650,000 for Attached homes. Days on Market increased 28.6 percent for Detached homes and 40.0 percent for Attached homes. Supply increased 19.2 percent for Detached homes and 37.9 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

**- 10.2%**

**+ 0.2%**

**+ 28.7%**

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			7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	07-2023	07-2024	07-2025						
<b>New Listings</b>				2,046	<b>2,047</b>	+ 0.0%	13,324	<b>14,929</b>	+ 12.0%
<b>Pending Sales</b>				1,340	<b>1,369</b>	+ 2.2%	9,133	<b>9,081</b>	- 0.6%
<b>Closed Sales</b>				1,448	<b>1,303</b>	- 10.0%	8,721	<b>8,588</b>	- 1.5%
<b>Median Sales Price</b>				\$1,050,000	<b>\$1,099,000</b>	+ 4.7%	\$1,054,500	<b>\$1,075,000</b>	+ 1.9%
<b>Average Sales Price</b>				\$1,393,238	<b>\$1,417,843</b>	+ 1.8%	\$1,404,809	<b>\$1,405,640</b>	+ 0.1%
<b>\$ Volume of Closed Sales (in millions)</b>				\$2,017	<b>\$1,781</b>	- 11.7%	\$12,250	<b>\$12,006</b>	- 2.0%
<b>Pct. of Orig. Price Received</b>				99.0%	<b>97.4%</b>	- 1.6%	99.9%	<b>98.3%</b>	- 1.6%
<b>Days on Market Until Sale</b>				28	<b>36</b>	+ 28.6%	29	<b>34</b>	+ 17.2%
<b>Housing Affordability Index</b>				26	<b>25</b>	- 3.8%	26	<b>25</b>	- 3.8%
<b>Inventory of Homes for Sale</b>				3,101	<b>3,808</b>	+ 22.8%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>				2.6	<b>3.1</b>	+ 19.2%	--	<b>--</b>	--

# Attached Market Overview

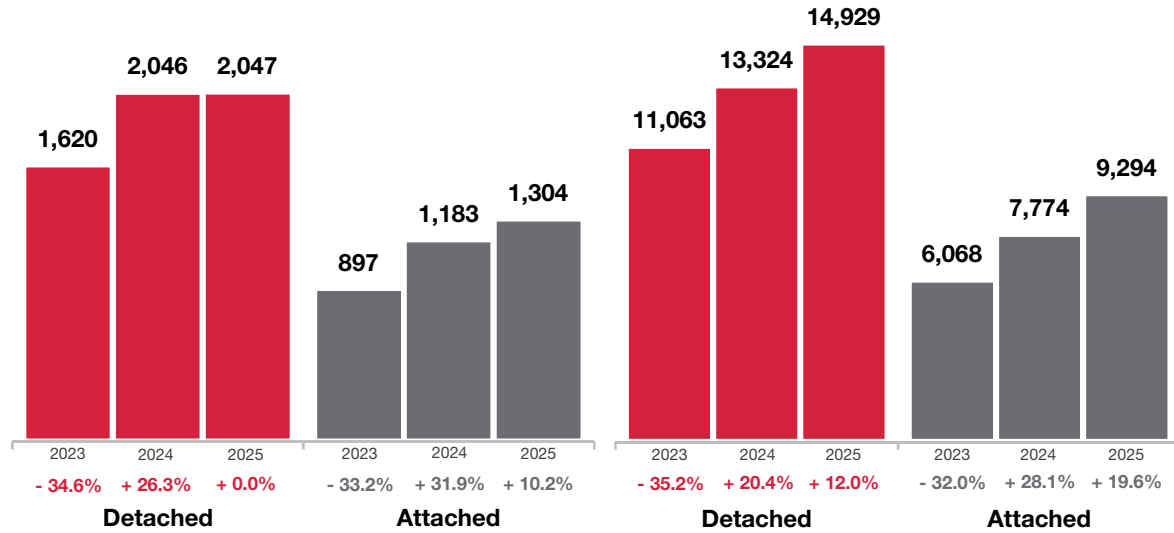
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	07-2023	07-2024	07-2025						
<b>New Listings</b>				1,183	<b>1,304</b>	+ 10.2%	7,774	<b>9,294</b>	+ 19.6%
<b>Pending Sales</b>				783	<b>744</b>	- 5.0%	5,167	<b>4,906</b>	- 5.1%
<b>Closed Sales</b>				757	<b>676</b>	- 10.7%	4,947	<b>4,661</b>	- 5.8%
<b>Median Sales Price</b>				\$700,000	<b>\$650,000</b>	- 7.1%	\$675,000	<b>\$670,000</b>	- 0.7%
<b>Average Sales Price</b>				\$829,026	<b>\$800,489</b>	- 3.4%	\$817,806	<b>\$819,116</b>	+ 0.2%
<b>\$ Volume of Closed Sales (in millions)</b>				\$628	<b>\$524</b>	- 16.6%	\$4,046	<b>\$3,800</b>	- 6.1%
<b>Pct. of Orig. Price Received</b>				98.8%	<b>97.3%</b>	- 1.5%	99.4%	<b>98.0%</b>	- 1.4%
<b>Days on Market Until Sale</b>				30	<b>42</b>	+ 40.0%	29	<b>39</b>	+ 34.5%
<b>Housing Affordability Index</b>				39	<b>42</b>	+ 7.7%	40	<b>41</b>	+ 2.5%
<b>Inventory of Homes for Sale</b>				1,939	<b>2,677</b>	+ 38.1%	--	--	--
<b>Months Supply of Inventory</b>				2.9	<b>4.0</b>	+ 37.9%	--	--	--

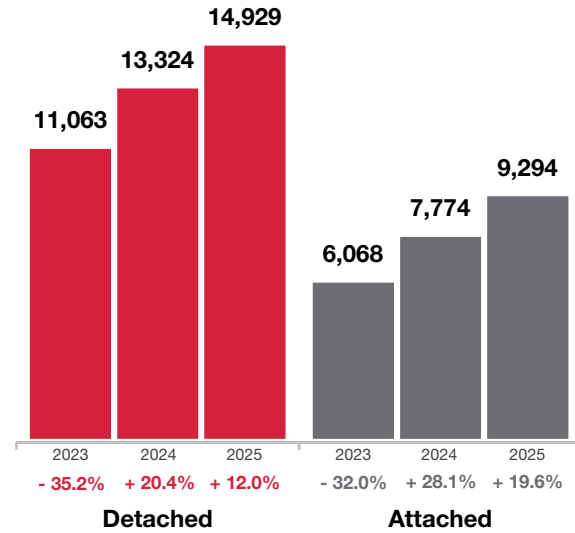
# New Listings

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

## July

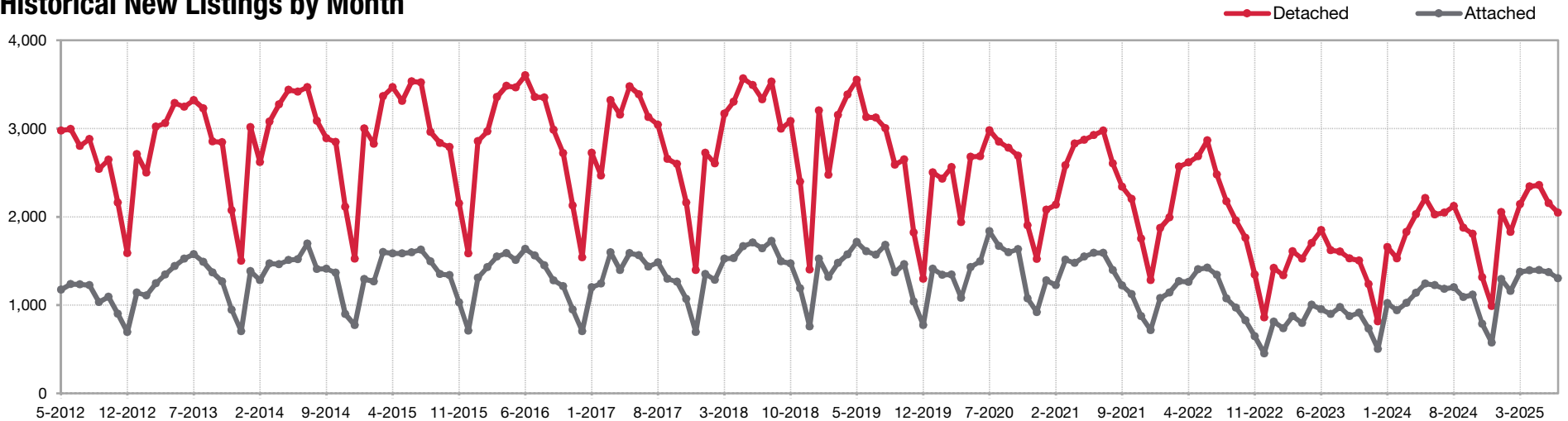


## Year to Date



New Listings	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Aug-2024	2,122	+32.1%	1,202	+23.2%
Sep-2024	1,875	+22.6%	1,090	+24.9%
Oct-2024	1,806	+20.0%	1,116	+22.1%
Nov-2024	1,314	+6.1%	786	+7.2%
Dec-2024	989	+21.6%	574	+14.6%
Jan-2025	2,052	+23.8%	1,294	+26.7%
Feb-2025	1,828	+19.7%	1,160	+23.5%
Mar-2025	2,142	+17.1%	1,374	+34.3%
Apr-2025	2,345	+15.6%	1,393	+22.4%
May-2025	2,359	+6.6%	1,396	+12.2%
Jun-2025	2,156	+6.5%	1,373	+12.0%
<b>Jul-2025</b>	<b>2,047</b>	<b>+0.0%</b>	<b>1,304</b>	<b>+10.2%</b>
12-Month Avg	1,920	+15.1%	1,172	+19.5%

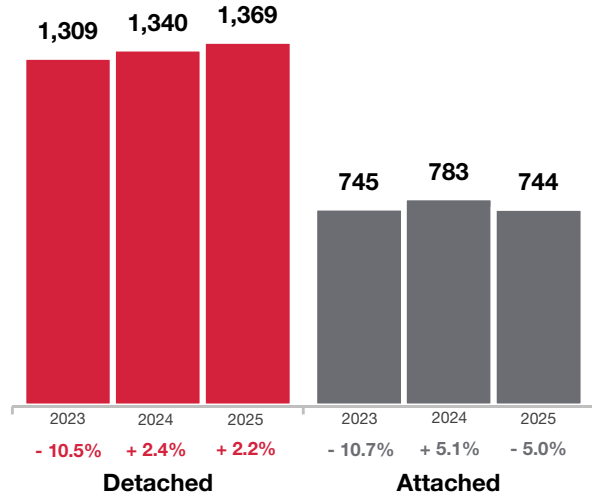
## Historical New Listings by Month



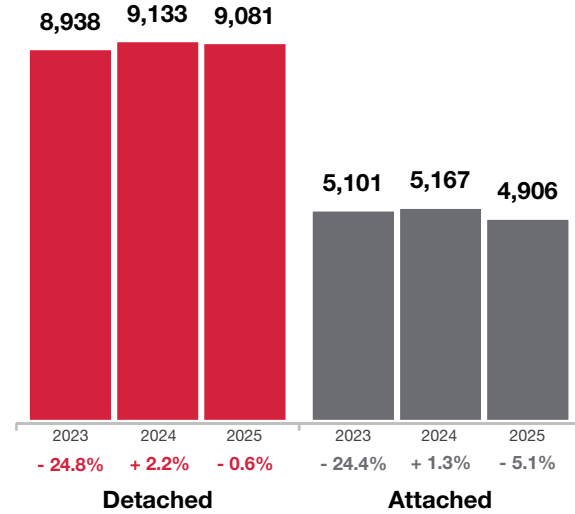
# Pending Sales

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

## July

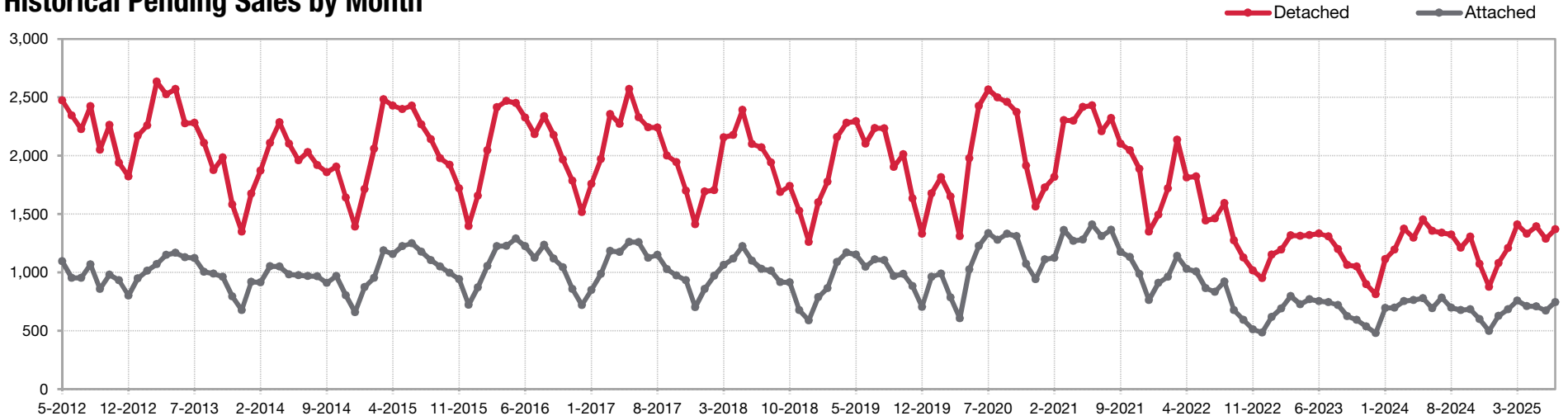


## Year to Date



Pending Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Aug-2024	1,324	+10.4%	698	-2.9%
Sep-2024	1,211	+13.9%	678	+8.7%
Oct-2024	1,307	+24.4%	683	+15.2%
Nov-2024	1,073	+19.5%	599	+11.5%
Dec-2024	876	+7.9%	498	+3.8%
Jan-2025	1,079	-3.1%	628	-9.6%
Feb-2025	1,209	+1.1%	684	-2.0%
Mar-2025	1,410	+2.5%	758	+0.4%
Apr-2025	1,331	+2.5%	710	-7.1%
May-2025	1,394	-4.1%	709	-9.0%
Jun-2025	1,289	-4.9%	673	-2.9%
<b>Jul-2025</b>	<b>1,369</b>	<b>+2.2%</b>	<b>744</b>	<b>-5.0%</b>
12-Month Avg	1,239	+5.1%	672	-0.7%

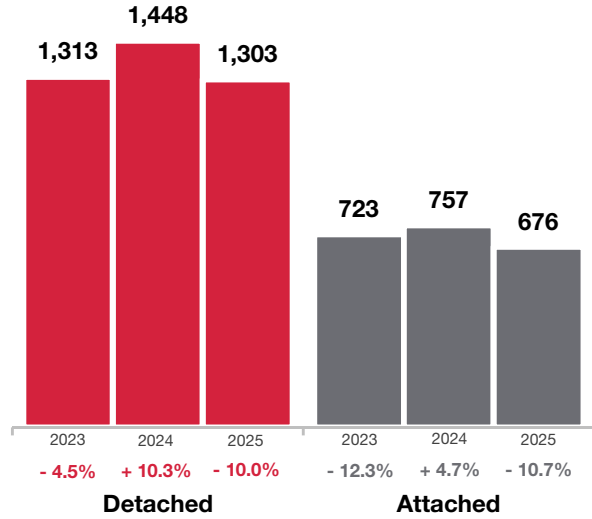
## Historical Pending Sales by Month



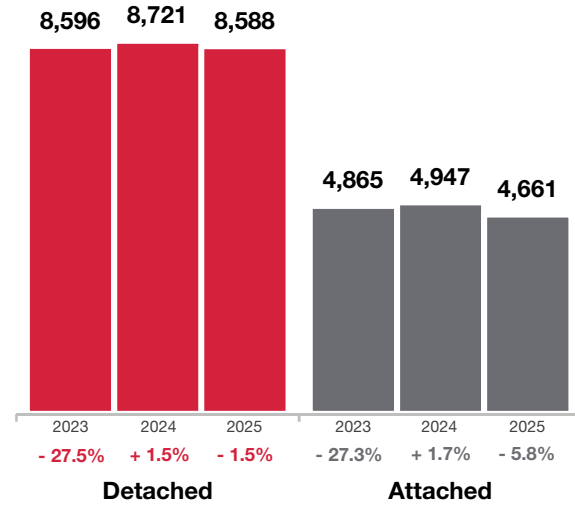
# Closed Sales

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

## July

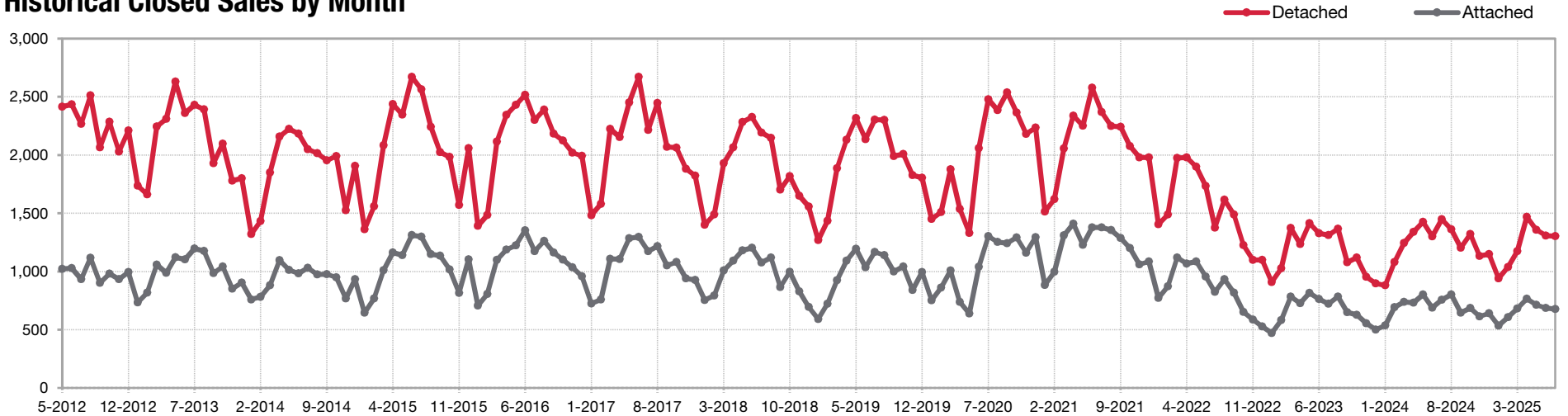


## Year to Date



	Closed Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Aug-2024		1,361	-0.4%	802	+2.3%
Sep-2024		1,204	+11.6%	644	-0.8%
Oct-2024		1,322	+18.2%	686	+9.6%
Nov-2024		1,132	+18.7%	613	+10.5%
Dec-2024		1,148	+28.0%	641	+28.2%
Jan-2025		941	+6.9%	533	-0.7%
Feb-2025		1,038	-4.0%	607	-12.4%
Mar-2025		1,173	-5.8%	681	-7.7%
Apr-2025		1,468	+9.6%	766	+4.8%
May-2025		1,358	-4.8%	713	-11.1%
Jun-2025		1,307	+0.5%	685	-0.6%
<b>Jul-2025</b>	<b>1,303</b>	<b>1,303</b>	<b>-10.0%</b>	<b>676</b>	<b>-10.7%</b>
12-Month Avg		1,230	+4.4%	671	-0.2%

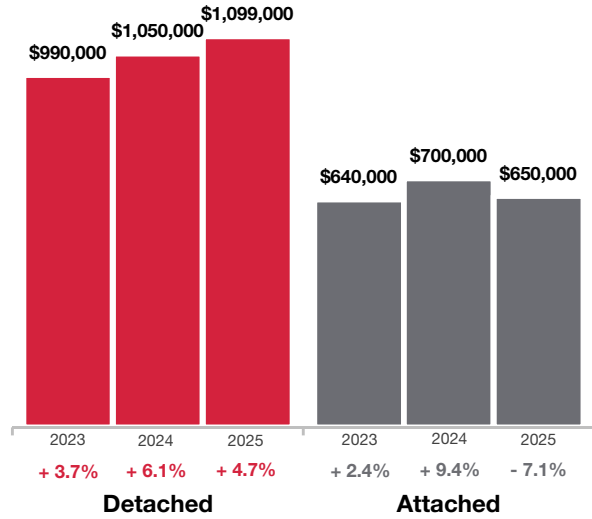
## Historical Closed Sales by Month



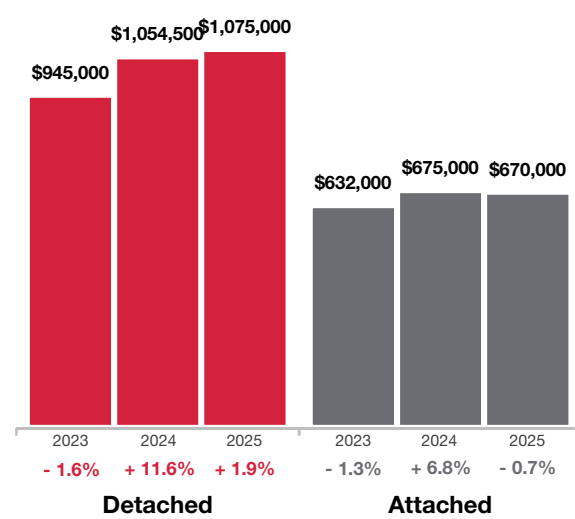
# Median Sales Price

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

## July



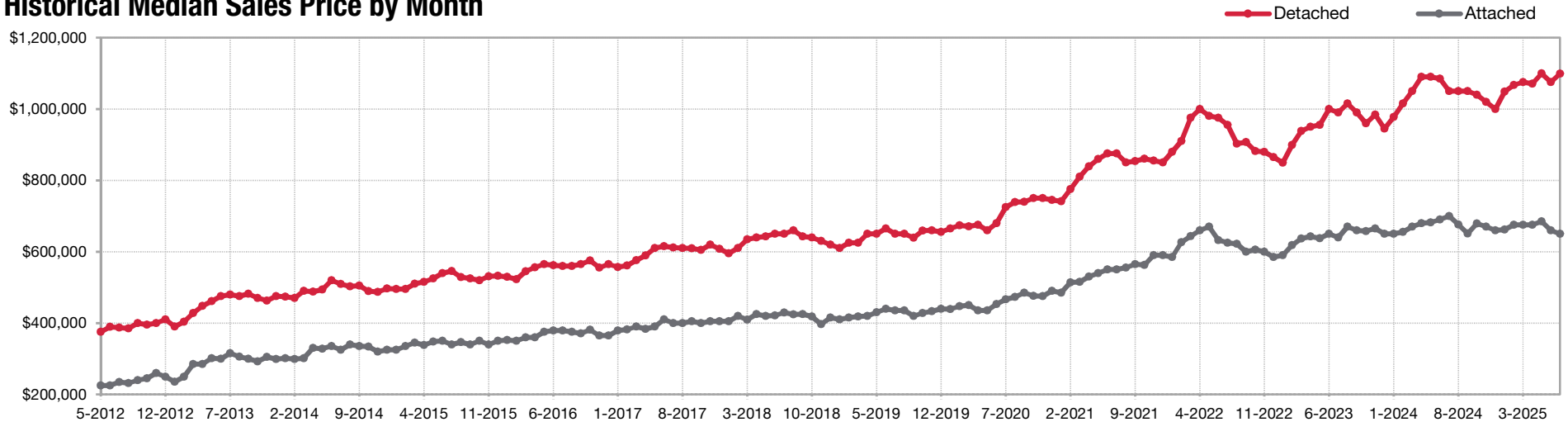
## Year to Date



Median Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Aug-2024	\$1,050,000	+3.4%	\$675,666	+0.8%
Sep-2024	\$1,050,000	+6.1%	\$650,500	-1.4%
Oct-2024	\$1,040,000	+8.3%	\$678,981	+3.3%
Nov-2024	\$1,019,500	+3.6%	\$670,000	+0.8%
Dec-2024	\$1,000,000	+5.8%	\$660,000	+1.5%
Jan-2025	\$1,049,000	+7.3%	\$662,000	+1.8%
Feb-2025	\$1,066,906	+5.1%	\$675,000	+3.1%
Mar-2025	\$1,075,000	+2.4%	\$675,000	+0.7%
Apr-2025	\$1,071,150	-1.7%	\$675,000	-0.7%
May-2025	\$1,099,450	+0.9%	\$685,000	+0.4%
Jun-2025	\$1,075,000	-0.9%	\$660,000	-4.3%
<b>Jul-2025</b>	<b>\$1,099,000</b>	<b>+4.7%</b>	<b>\$650,000</b>	<b>-7.1%</b>
12-Month Avg*	\$1,050,000	+2.4%	\$670,000	0.0%

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

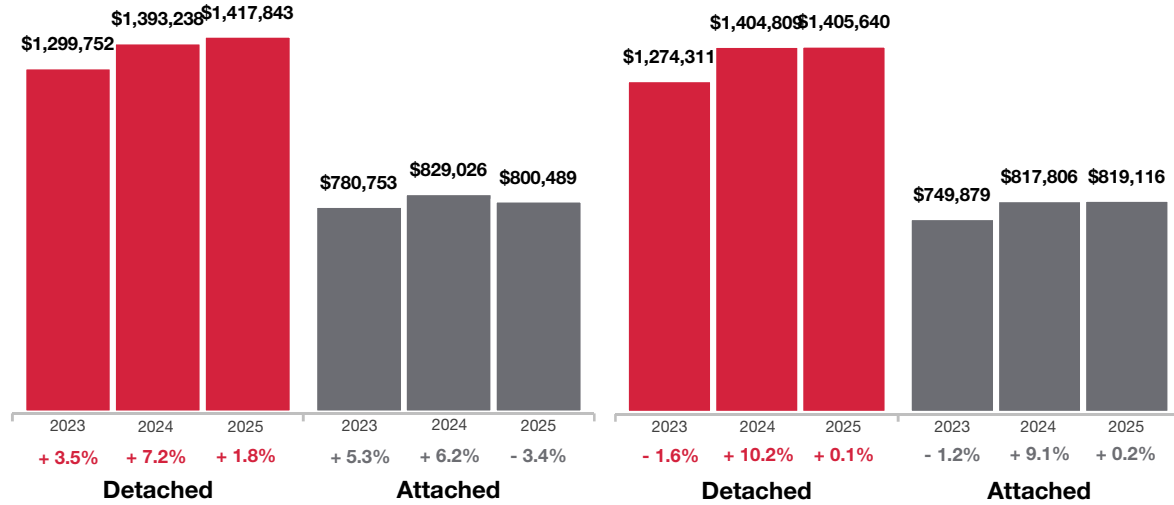
## Historical Median Sales Price by Month



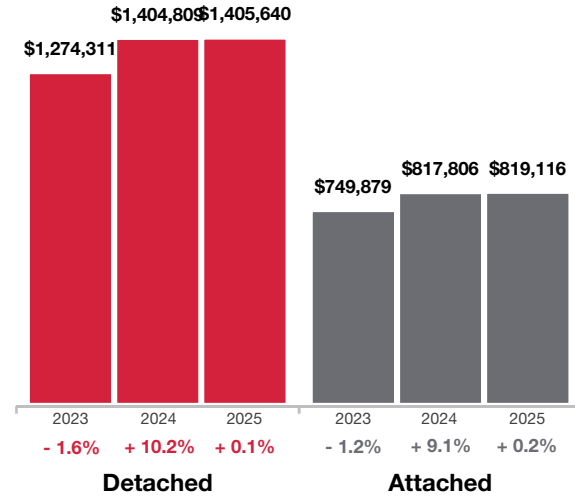
# Average Sales Price

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

## July



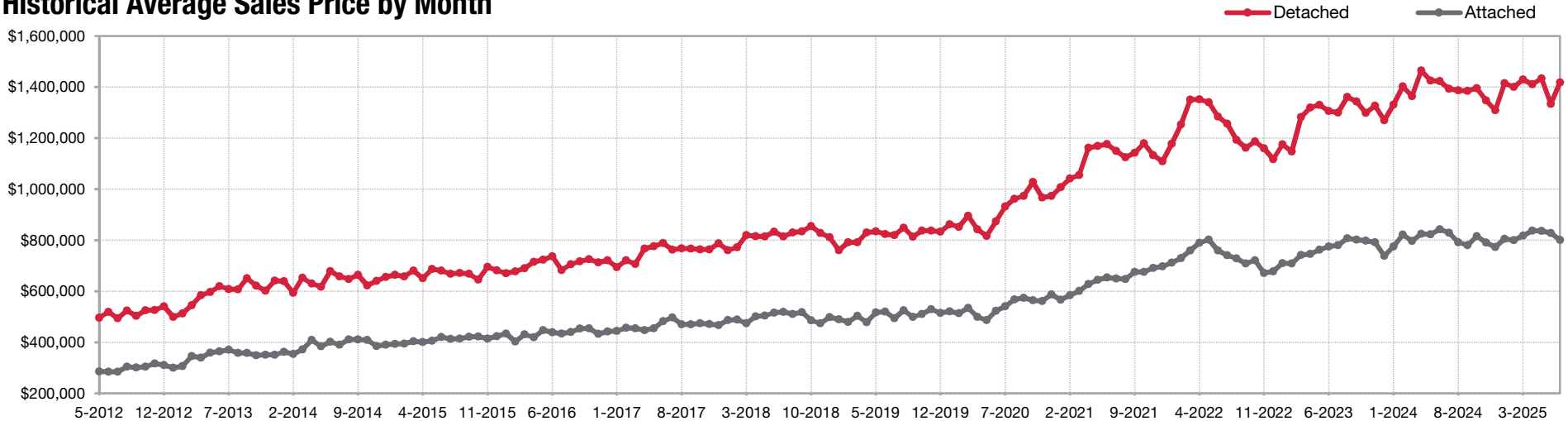
## Year to Date



Avg. Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Aug-2024	\$1,387,162	+1.9%	\$791,438	-2.0%
Sep-2024	\$1,384,438	+3.0%	\$779,829	-2.8%
Oct-2024	\$1,395,179	+7.5%	\$815,738	+2.3%
Nov-2024	\$1,347,443	+1.6%	\$790,919	-0.1%
Dec-2024	\$1,309,205	+3.1%	\$772,740	+4.6%
Jan-2025	\$1,415,090	+6.3%	\$805,098	+3.8%
Feb-2025	\$1,400,753	-0.2%	\$799,719	-2.7%
Mar-2025	\$1,429,736	+4.8%	\$817,574	+2.6%
Apr-2025	\$1,410,572	-3.7%	\$837,027	+1.5%
May-2025	\$1,433,838	+0.6%	\$836,611	+1.7%
Jun-2025	\$1,334,529	-6.2%	\$828,291	-1.7%
<b>Jul-2025</b>	<b>\$1,417,843</b>	<b>+1.8%</b>	<b>\$800,489</b>	<b>-3.4%</b>
12-Month Avg*	\$1,389,248	+1.1%	\$807,050	-0.0%

\* 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



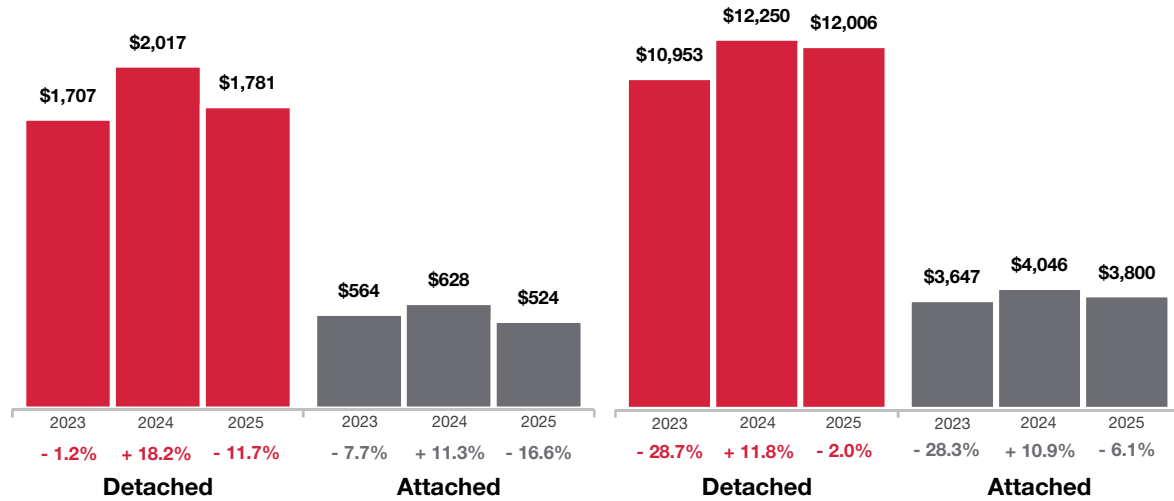


# Dollar Volume of Closed Sales (in millions)

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

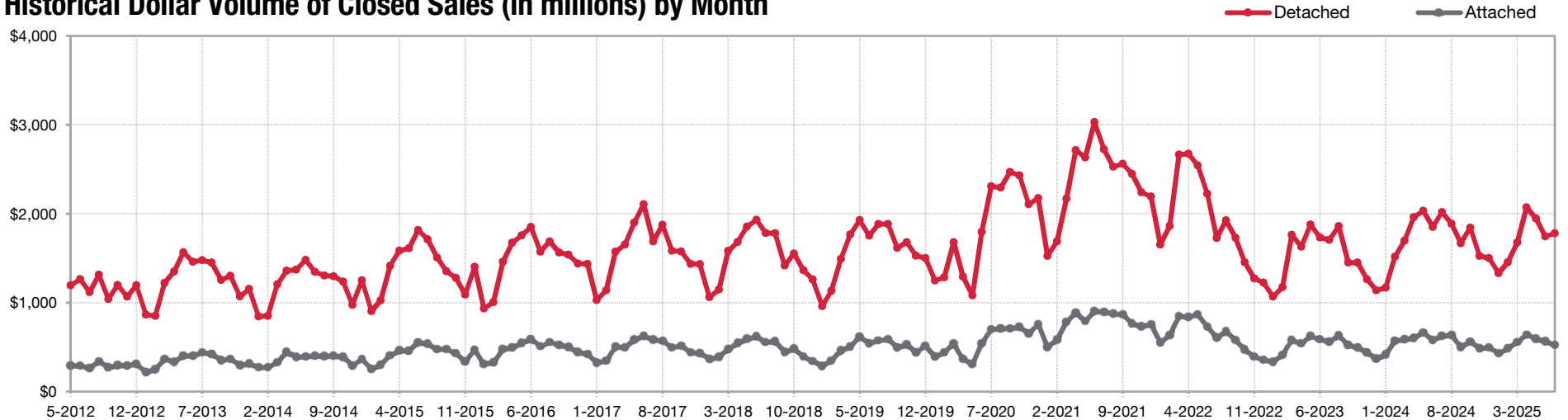
## July

## Year to Date



\$ Volume of Closed Sales (in millions)	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Aug-2024	\$1,888	+1.5%	\$635	+0.3%
Sep-2024	\$1,667	+15.0%	\$502	-3.6%
Oct-2024	\$1,844	+27.0%	\$560	+12.2%
Nov-2024	\$1,525	+20.6%	\$485	+10.5%
Dec-2024	\$1,503	+32.0%	\$495	+33.8%
Jan-2025	\$1,332	+13.8%	\$429	+3.1%
Feb-2025	\$1,454	-4.2%	\$485	-14.9%
Mar-2025	\$1,677	-1.3%	\$557	-5.3%
Apr-2025	\$2,071	+5.5%	\$641	+6.3%
May-2025	\$1,947	-4.2%	\$597	-9.5%
Jun-2025	\$1,744	-5.8%	\$567	-2.4%
<b>Jul-2025</b>	<b>\$1,781</b>	<b>-11.7%</b>	<b>\$524</b>	<b>-16.6%</b>
12-Month Avg	\$1,703	+5.2%	\$540	-0.5%

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

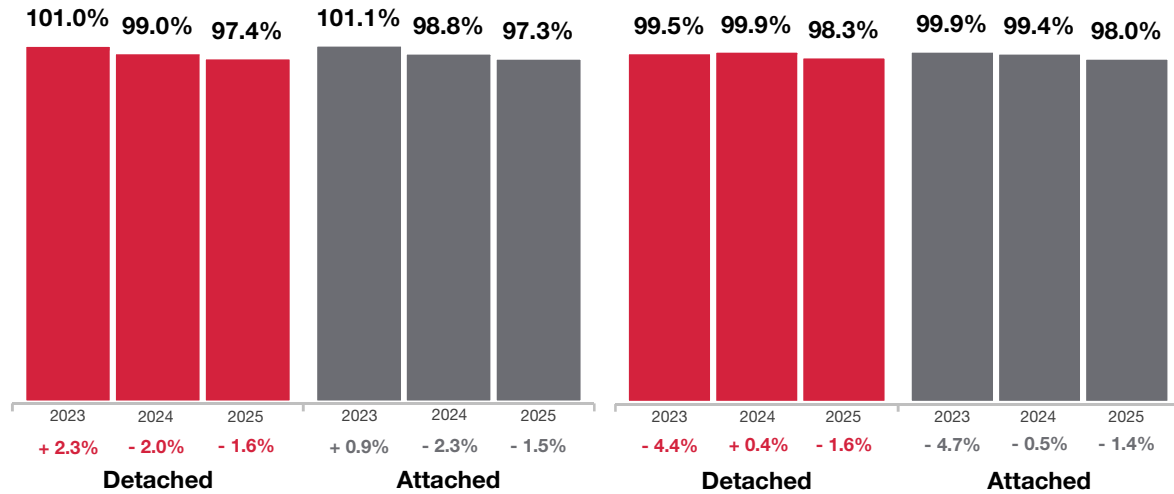


# Percent of Original List Price Received

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.

## July

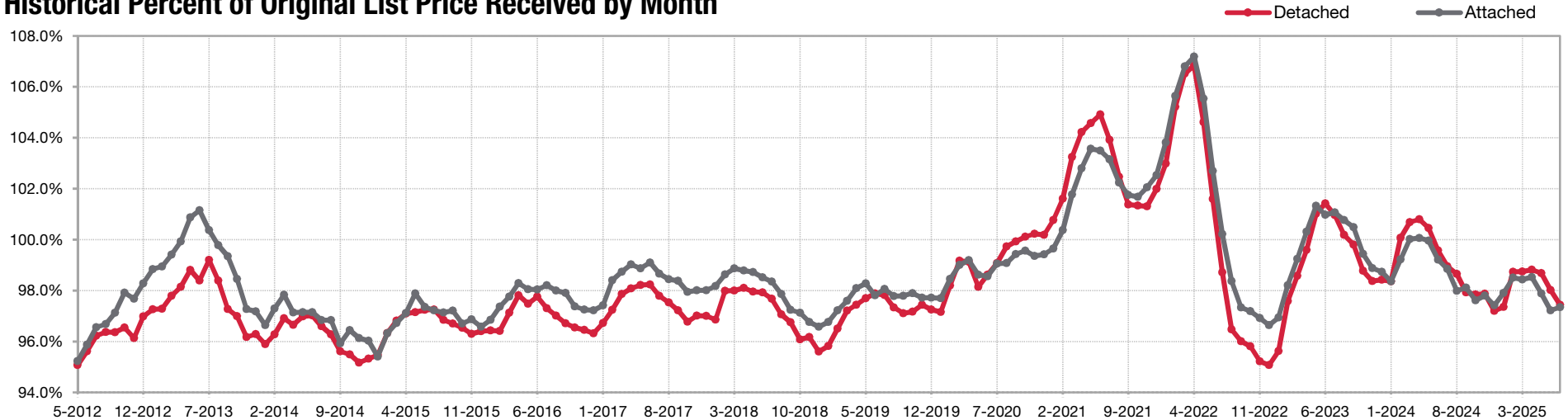
## Year to Date



Pct. of Orig. Price Received	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Aug-2024	98.7%	-1.5%	98.0%	-2.8%
Sep-2024	97.9%	-1.9%	98.1%	-2.4%
Oct-2024	97.8%	-1.0%	97.6%	-1.8%
Nov-2024	97.9%	-0.5%	97.8%	-1.1%
Dec-2024	97.2%	-1.2%	97.4%	-1.3%
Jan-2025	97.4%	-1.0%	97.9%	-0.5%
Feb-2025	98.7%	-1.4%	98.5%	-0.7%
Mar-2025	98.7%	-2.0%	98.4%	-1.6%
Apr-2025	98.8%	-2.0%	98.5%	-1.6%
May-2025	98.7%	-1.8%	97.9%	-2.1%
Jun-2025	98.0%	-1.6%	97.2%	-2.0%
<b>Jul-2025</b>	<b>97.4%</b>	<b>-1.6%</b>	<b>97.3%</b>	<b>-1.5%</b>
12-Month Avg*	98.1%	-1.5%	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

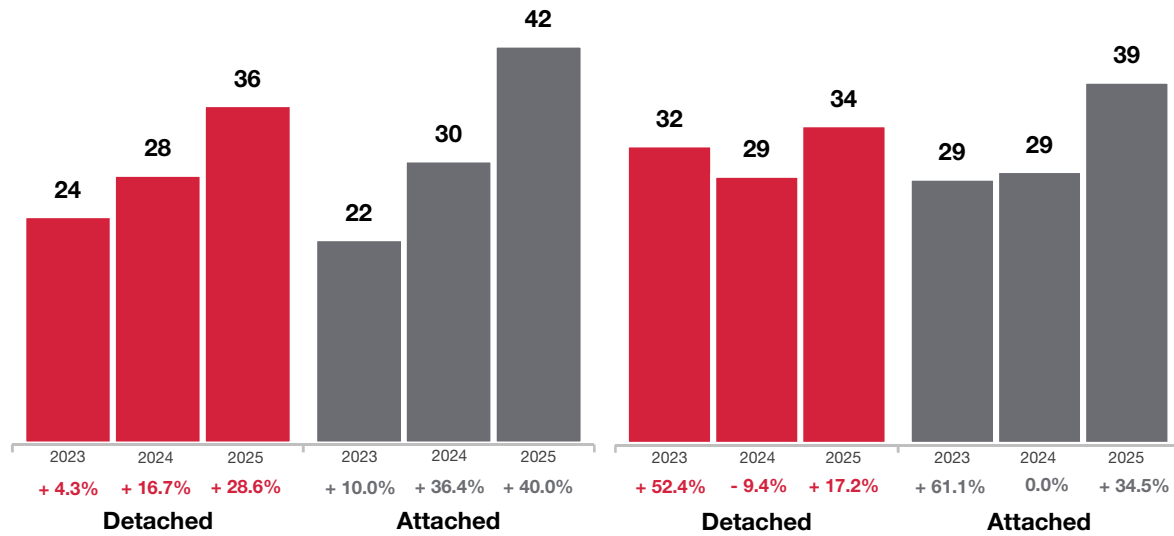


# Days on Market Until Sale

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

## July

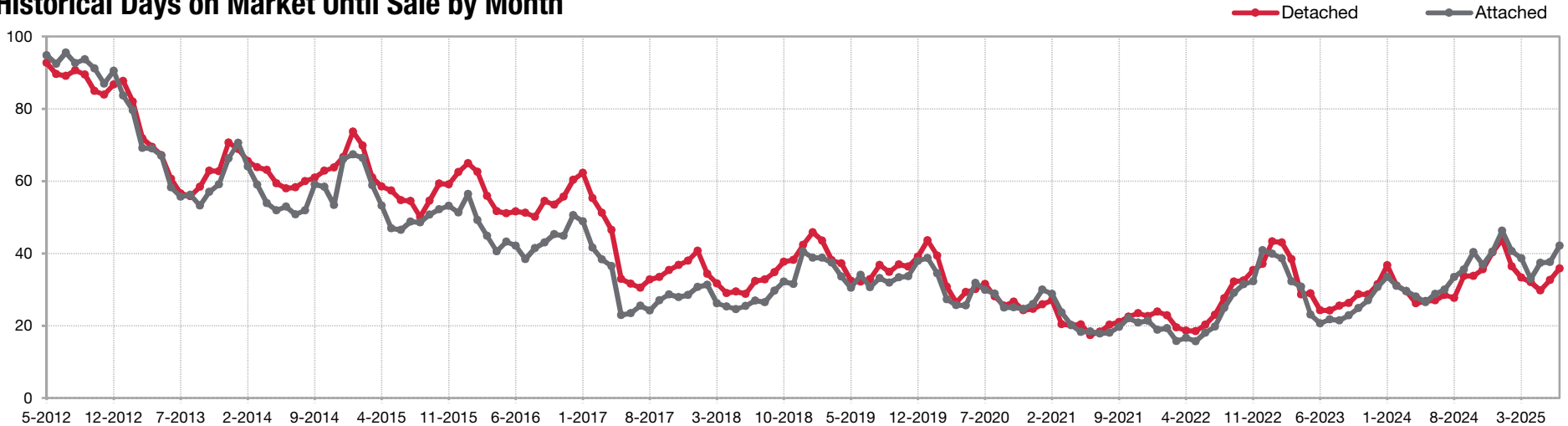
## Year to Date



Days on Market	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Aug-2024	28	+7.7%	33	+57.1%
Sep-2024	34	+30.8%	36	+56.5%
Oct-2024	34	+17.2%	40	+60.0%
Nov-2024	36	+24.1%	37	+37.0%
Dec-2024	40	+29.0%	40	+29.0%
Jan-2025	44	+18.9%	46	+39.4%
Feb-2025	36	+16.1%	41	+32.3%
Mar-2025	33	+10.0%	39	+30.0%
Apr-2025	32	+23.1%	33	+17.9%
May-2025	30	+11.1%	37	+42.3%
Jun-2025	33	+22.2%	38	+31.0%
<b>Jul-2025</b>	<b>36</b>	<b>+28.6%</b>	<b>42</b>	<b>+40.0%</b>
12-Month Avg*	34	+19.9%	38	+38.1%

\* 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

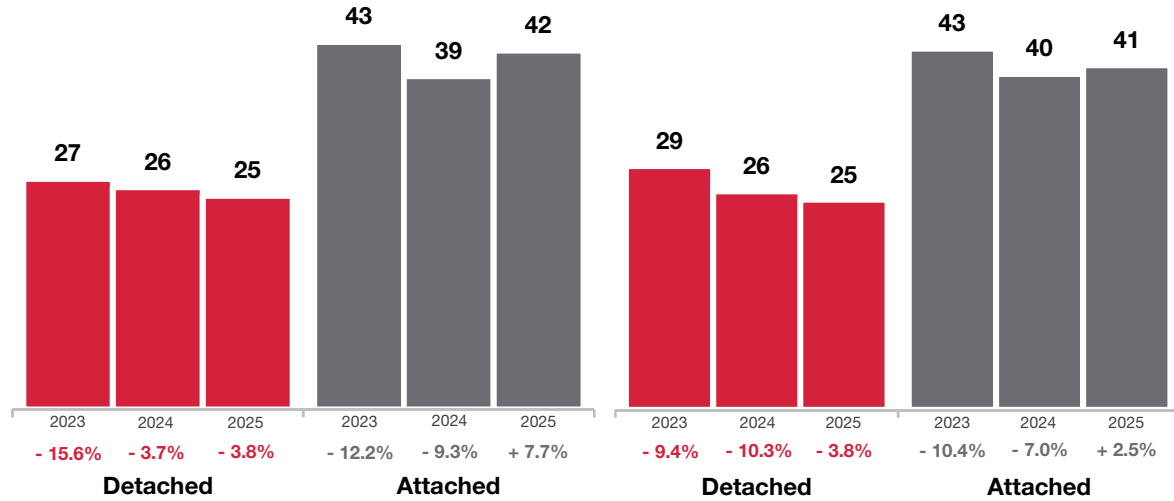


# Housing Affordability Index

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.

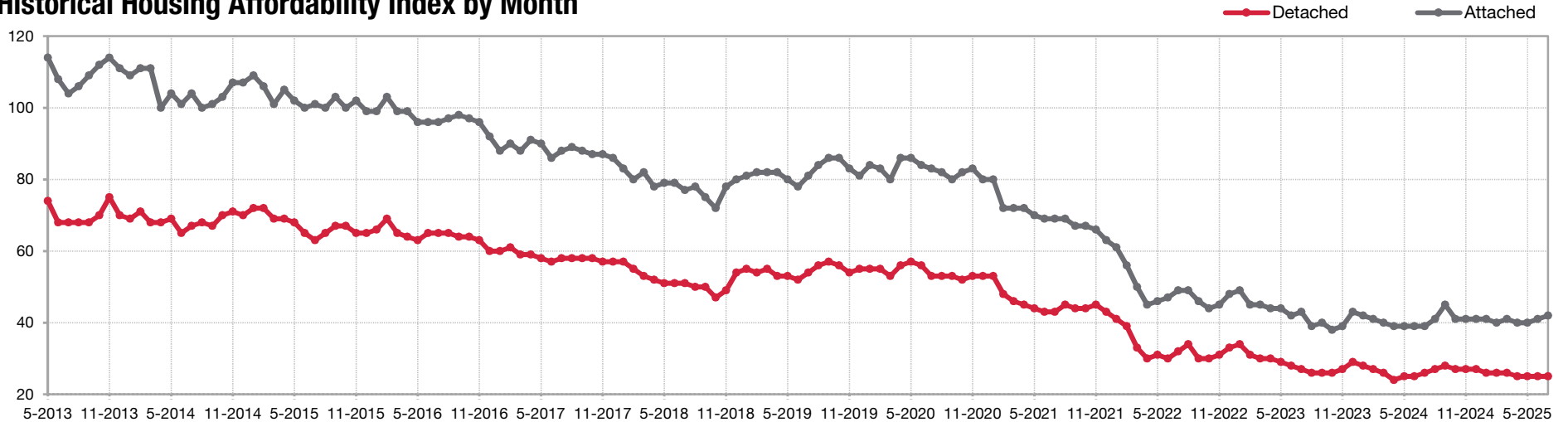
July

Year to Date



Affordability Index	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Aug-2024	27	+3.8%	41	+5.1%
Sep-2024	28	+7.7%	45	+12.5%
Oct-2024	27	+3.8%	41	+7.9%
Nov-2024	27	0.0%	41	+5.1%
Dec-2024	27	-6.9%	41	-4.7%
Jan-2025	26	-7.1%	41	-2.4%
Feb-2025	26	-3.7%	40	-2.4%
Mar-2025	26	0.0%	41	+2.5%
Apr-2025	25	+4.2%	40	+2.6%
May-2025	25	0.0%	40	+2.6%
Jun-2025	25	0.0%	41	+5.1%
<b>Jul-2025</b>	<b>25</b>	<b>-3.8%</b>	<b>42</b>	<b>+7.7%</b>
12-Month Avg	26	-0.2%	41	+3.5%

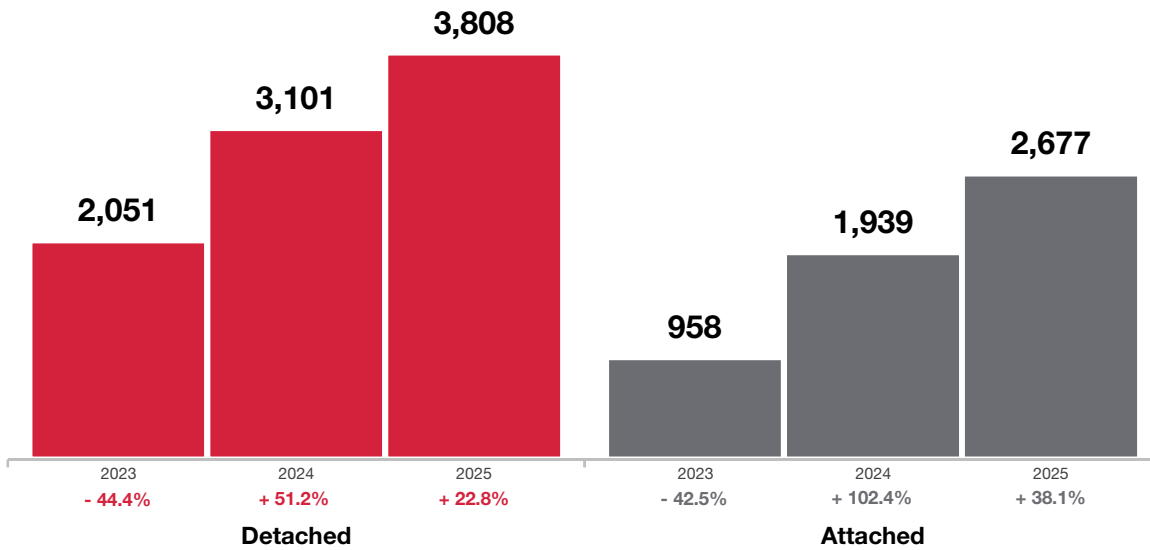
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

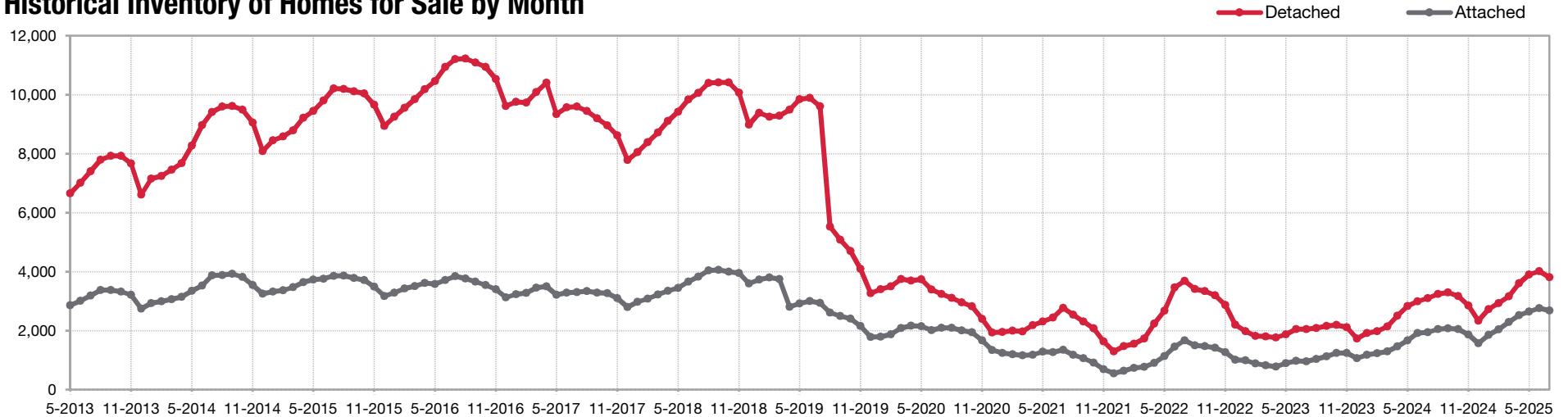
The number of properties available for sale in active status at the end of a given month.

## July



Homes for Sale	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Aug-2024	3,239	+55.3%	2,048	+97.9%
Sep-2024	3,290	+52.7%	2,077	+85.1%
Oct-2024	3,166	+44.7%	2,053	+65.4%
Nov-2024	2,852	+35.0%	1,864	+50.7%
Dec-2024	2,329	+34.7%	1,567	+47.8%
Jan-2025	2,724	+42.2%	1,852	+57.5%
Feb-2025	2,930	+48.4%	2,036	+65.3%
Mar-2025	3,163	+48.1%	2,289	+76.9%
Apr-2025	3,607	+44.0%	2,518	+72.5%
May-2025	3,897	+37.6%	2,649	+58.9%
Jun-2025	4,016	+34.3%	2,760	+44.2%
<b>Jul-2025</b>	<b>3,808</b>	<b>+22.8%</b>	<b>2,677</b>	<b>+38.1%</b>
12-Month Avg	3,252	+40.8%	2,199	+61.1%

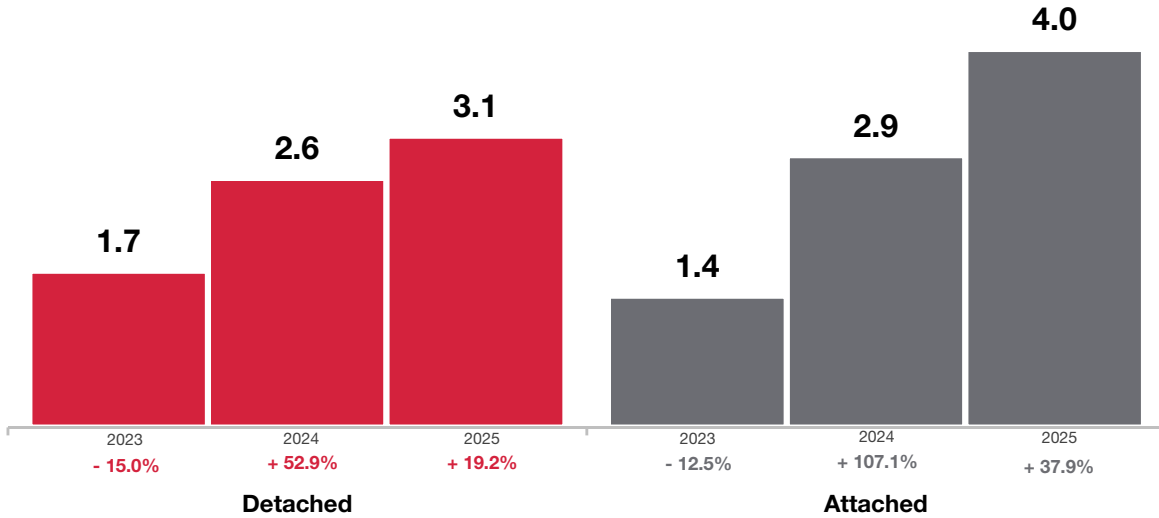
## Historical Inventory of Homes for Sale by Month



# 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.

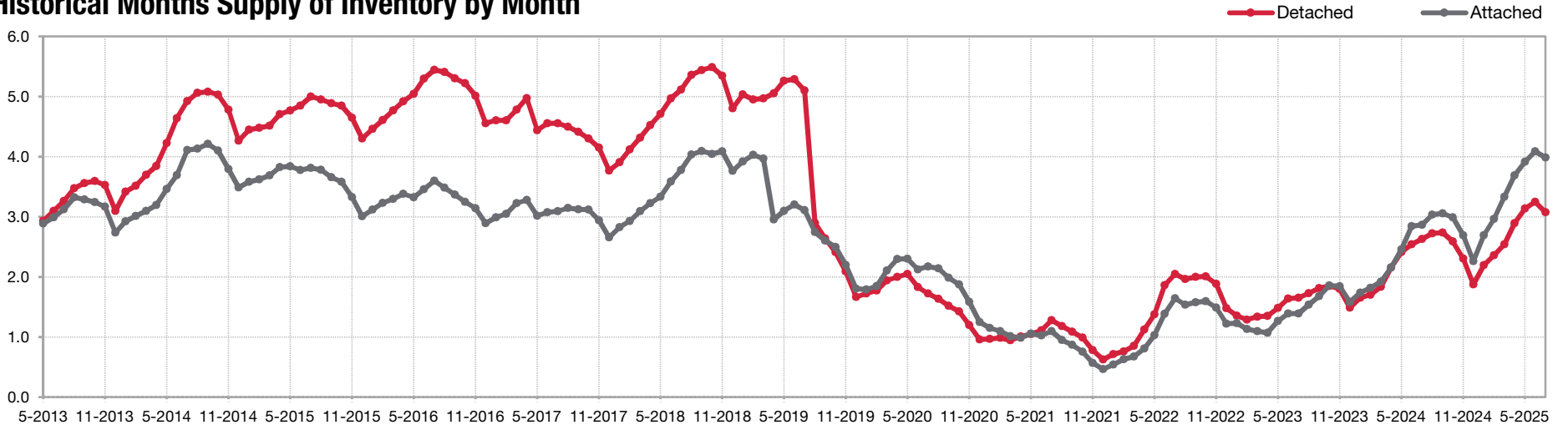
## July



Months Supply	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Aug-2024	2.7	+58.8%	3.0	+100.0%
Sep-2024	2.7	+50.0%	3.1	+82.4%
Oct-2024	2.6	+44.4%	3.0	+57.9%
Nov-2024	2.3	+27.8%	2.7	+50.0%
Dec-2024	1.9	+26.7%	2.3	+43.8%
Jan-2025	2.2	+29.4%	2.7	+58.8%
Feb-2025	2.4	+41.2%	3.0	+66.7%
Mar-2025	2.5	+38.9%	3.3	+73.7%
Apr-2025	2.9	+31.8%	3.7	+68.2%
May-2025	3.1	+29.2%	3.9	+56.0%
Jun-2025	3.2	+28.0%	4.1	+46.4%
<b>Jul-2025</b>	<b>3.1</b>	<b>+19.2%</b>	<b>4.0</b>	<b>+37.9%</b>
12-Month Avg*	2.6	+34.3%	3.2	+59.4%

\* 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



# 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			7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	07-2023	07-2024	07-2025						
<b>New Listings</b>		3,229	<b>3,351</b>	+ 3.8%	21,098	<b>24,223</b>	+ 14.8%		
<b>Pending Sales</b>		2,123	<b>2,113</b>	- 0.5%	14,300	<b>13,987</b>	- 2.2%		
<b>Closed Sales</b>		2,205	<b>1,979</b>	- 10.2%	13,668	<b>13,249</b>	- 3.1%		
<b>Median Sales Price</b>		\$915,000	<b>\$916,500</b>	+ 0.2%	\$900,000	<b>\$907,000</b>	+ 0.8%		
<b>Average Sales Price</b>		\$1,199,538	<b>\$1,206,456</b>	+ 0.6%	\$1,192,333	<b>\$1,199,200</b>	+ 0.6%		
<b>\$ Volume of Closed Sales (in millions)</b>		\$2,645	<b>\$2,304</b>	- 12.9%	\$16,296	<b>\$15,805</b>	- 3.0%		
<b>Pct. of Orig. Price Received</b>		98.9%	<b>97.4%</b>	- 1.5%	99.7%	<b>98.2%</b>	- 1.5%		
<b>Days on Market</b>		29	<b>38</b>	+ 31.0%	29	<b>36</b>	+ 24.1%		
<b>Affordability Index</b>		30	<b>30</b>	0.0%	30	<b>30</b>	0.0%		
<b>Homes for Sale</b>		5,040	<b>6,485</b>	+ 28.7%	--	<b>--</b>	--		
<b>Months Supply</b>		2.7	<b>3.4</b>	+ 25.9%	--	<b>--</b>	--		