

# Monthly Indicators

## December 2024

U.S. existing-home sales improved for the second consecutive month, rising 4.8% to a seasonally adjusted annual rate of 4.15 million units, an eight-month high, according to the National Association of REALTORS® (NAR). Sales were up 6.1% compared to the same time last year, marking the largest year-over-year increase since June 2021. Economists had forecast existing-home sales would come in at an annual rate of 4.07 million units for the month.

Closed Sales increased 23.0 percent for Detached homes and 23.4 percent for Attached homes. Pending Sales increased 6.5 percent for Detached homes and 1.2 percent for Attached homes. Inventory increased 16.3 percent for Detached homes and 31.3 percent for Attached homes.

The Median Sales Price was up 6.9 percent to \$1,010,000 for Detached homes and 1.5 percent to \$660,000 for Attached homes. Days on Market increased 29.0 percent for Detached homes and 32.3 percent for Attached homes. Supply increased 6.7 percent for Detached homes and 25.0 percent for Attached homes.

Total housing inventory stood at 1.33 million units heading into December, a 2.9% decrease from the previous month but a 17.7% increase year-over-year, for a 3.8-month supply at the current sales pace. Inventory remains below the 5 – 6 months' supply of a balanced market, and the limited number of homes for sale continues to put upward pressure on sales prices nationwide, with NAR reporting a median existing-home price of \$406,100, a 4.7% increase from one year earlier.

## Monthly Snapshot

**+ 23.1%**

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

**+ 5.4%**

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

**+ 22.0%**

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			12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	12-2022	12-2023	12-2024						
<b>New Listings</b>		813	<b>862</b>	+ 6.0%	17,746	<b>21,164</b>	+ 19.3%		
<b>Pending Sales</b>		813	<b>866</b>	+ 6.5%	13,965	<b>14,944</b>	+ 7.0%		
<b>Closed Sales</b>		897	<b>1,103</b>	+ 23.0%	14,005	<b>14,824</b>	+ 5.8%		
<b>Median Sales Price</b>		\$945,000	<b>\$1,010,000</b>	+ 6.9%	\$955,000	<b>\$1,050,000</b>	+ 9.9%		
<b>Average Sales Price</b>		\$1,269,548	<b>\$1,320,746</b>	+ 4.0%	\$1,293,370	<b>\$1,390,382</b>	+ 7.5%		
<b>\$ Volume of Closed Sales (in millions)</b>		\$1,139	<b>\$1,457</b>	+ 27.9%	\$18,111	<b>\$20,610</b>	+ 13.8%		
<b>Pct. of Orig. Price Received</b>		98.4%	<b>97.2%</b>	- 1.2%	99.4%	<b>99.1%</b>	- 0.3%		
<b>Days on Market Until Sale</b>		31	<b>40</b>	+ 29.0%	31	<b>31</b>	0.0%		
<b>Housing Affordability Index</b>		29	<b>27</b>	- 6.9%	29	<b>26</b>	- 10.3%		
<b>Inventory of Homes for Sale</b>		1,722	<b>2,002</b>	+ 16.3%	--	<b>--</b>	--		
<b>Months Supply of Inventory</b>		1.5	<b>1.6</b>	+ 6.7%	--	<b>--</b>	--		

# Attached Market Overview

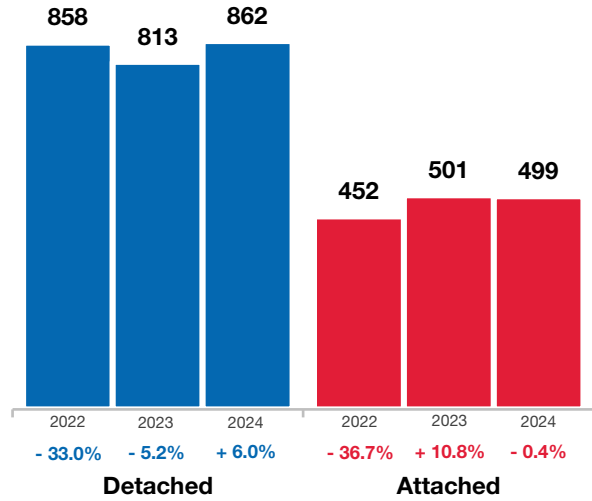
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	12-2022	12-2023	12-2024						
<b>New Listings</b>		501	<b>499</b>	- 0.4%	10,063	<b>12,389</b>	+ 23.1%		
<b>Pending Sales</b>		481	<b>487</b>	+ 1.2%	8,054	<b>8,322</b>	+ 3.3%		
<b>Closed Sales</b>		500	<b>617</b>	+ 23.4%	7,976	<b>8,296</b>	+ 4.0%		
<b>Median Sales Price</b>		\$650,000	<b>\$660,000</b>	+ 1.5%	\$645,000	<b>\$675,000</b>	+ 4.7%		
<b>Average Sales Price</b>		\$739,043	<b>\$773,398</b>	+ 4.6%	\$765,419	<b>\$807,477</b>	+ 5.5%		
<b>\$ Volume of Closed Sales (in millions)</b>		\$370	<b>\$477</b>	+ 28.9%	\$6,104	<b>\$6,699</b>	+ 9.7%		
<b>Pct. of Orig. Price Received</b>		98.7%	<b>97.4%</b>	- 1.3%	99.9%	<b>98.8%</b>	- 1.1%		
<b>Days on Market Until Sale</b>		31	<b>41</b>	+ 32.3%	27	<b>33</b>	+ 22.2%		
<b>Housing Affordability Index</b>		43	<b>41</b>	- 4.7%	43	<b>40</b>	- 7.0%		
<b>Inventory of Homes for Sale</b>		1,056	<b>1,387</b>	+ 31.3%	--	--	--		
<b>Months Supply of Inventory</b>		1.6	<b>2.0</b>	+ 25.0%	--	--	--		

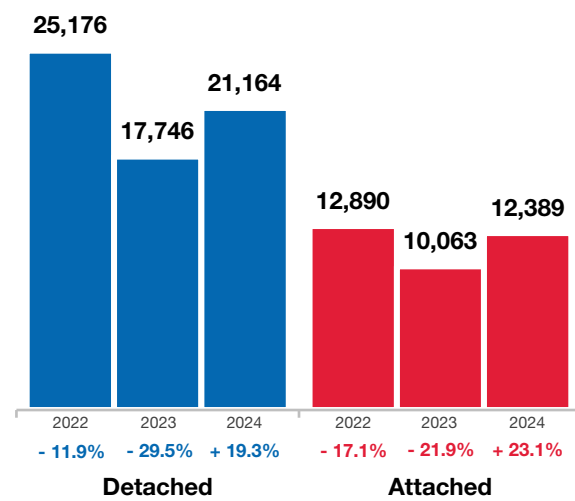
# New Listings

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

## December

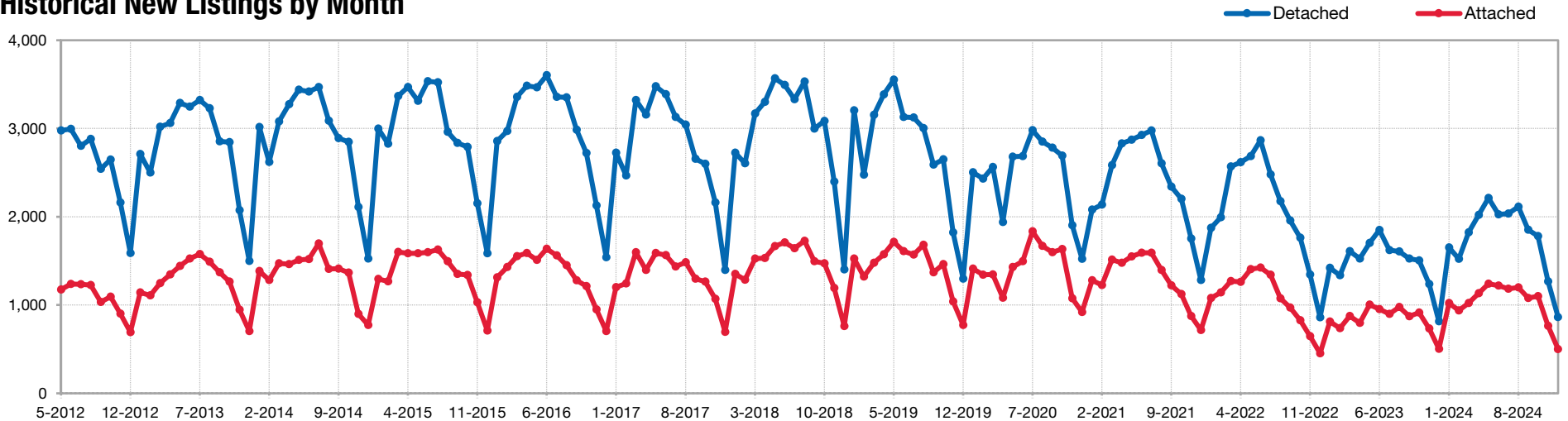


## Year to Date



	New Listings	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jan-2024		1,651	+16.3%	1,020	+25.9%
Feb-2024		1,522	+14.0%	937	+27.3%
Mar-2024		1,823	+13.4%	1,022	+16.8%
Apr-2024		2,021	+32.4%	1,133	+42.5%
May-2024		2,211	+29.8%	1,241	+23.6%
Jun-2024		2,026	+9.6%	1,218	+28.1%
Jul-2024		2,035	+25.6%	1,182	+31.8%
Aug-2024		2,114	+31.6%	1,197	+22.6%
Sep-2024		1,852	+21.4%	1,078	+23.8%
Oct-2024		1,780	+18.4%	1,100	+20.4%
Nov-2024		1,267	+2.3%	762	+4.0%
<b>Dec-2024</b>		<b>862</b>	<b>+6.0%</b>	<b>499</b>	<b>-0.4%</b>
12-Month Avg		1,764	+19.3%	1,032	+23.1%

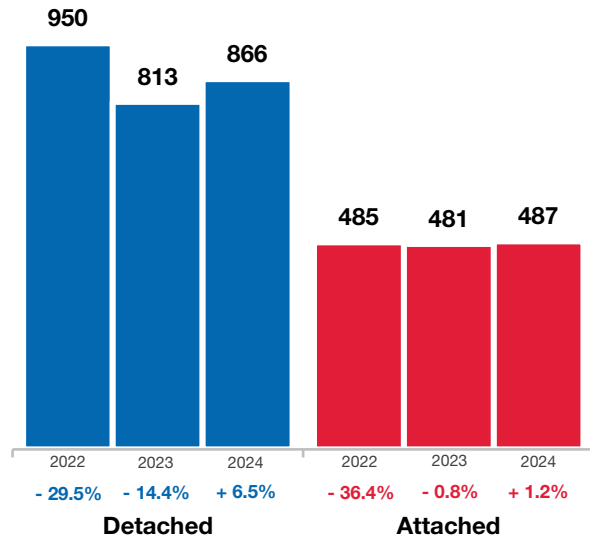
## Historical New Listings by Month



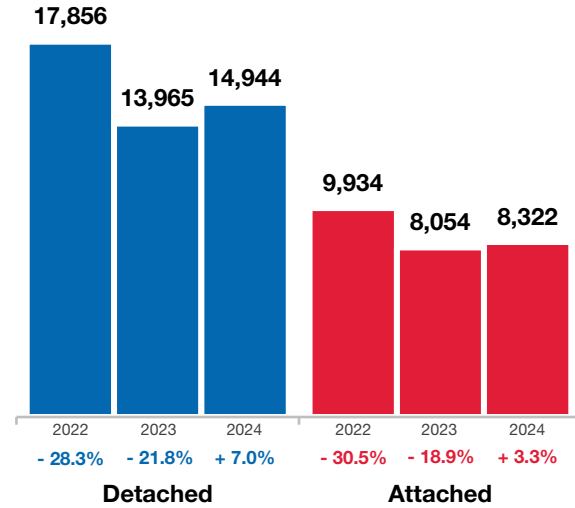
# Pending Sales

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

## December

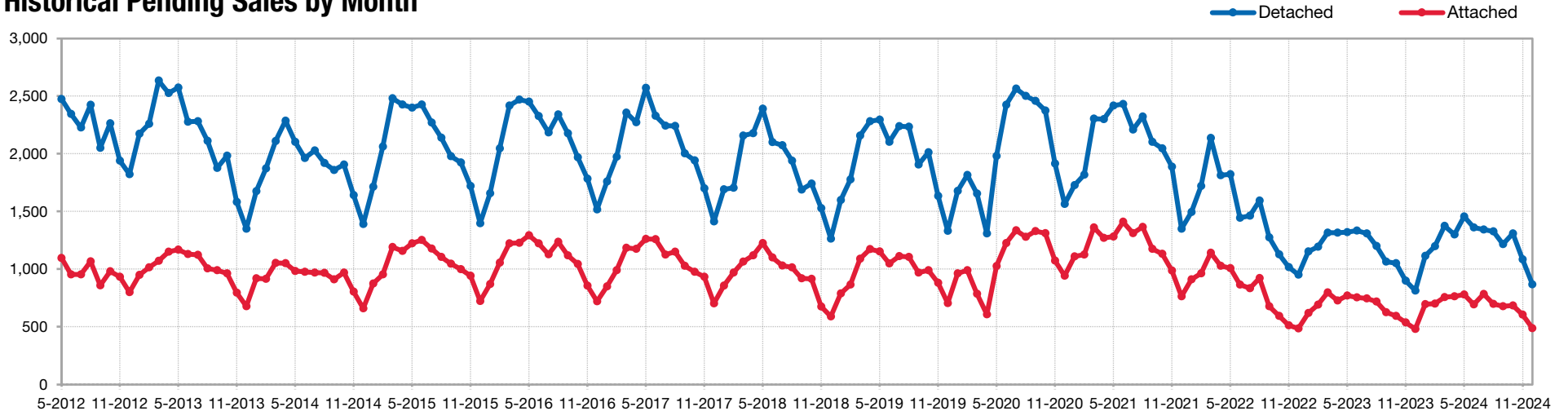


## Year to Date



Pending Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jan-2024	1,114	-3.3%	695	+12.3%
Feb-2024	1,197	+0.3%	699	+1.3%
Mar-2024	1,375	+4.5%	757	-5.0%
Apr-2024	1,299	-1.2%	764	+5.1%
May-2024	1,455	+10.3%	779	+1.2%
Jun-2024	1,360	+2.0%	693	-8.0%
Jul-2024	1,342	+2.5%	784	+5.2%
Aug-2024	1,327	+10.6%	698	-2.8%
Sep-2024	1,216	+14.3%	678	+8.7%
Oct-2024	1,309	+24.5%	684	+15.3%
Nov-2024	1,084	+20.6%	604	+12.5%
<b>Dec-2024</b>	<b>866</b>	<b>+6.5%</b>	<b>487</b>	<b>+1.2%</b>
12-Month Avg	1,164	+7.0%	671	+3.3%

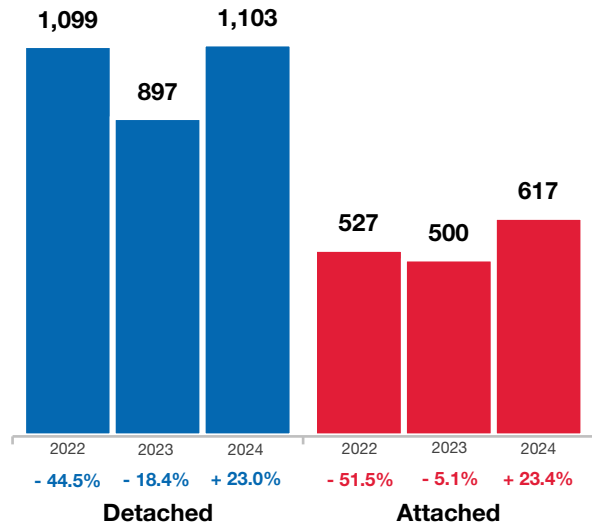
## Historical Pending Sales by Month



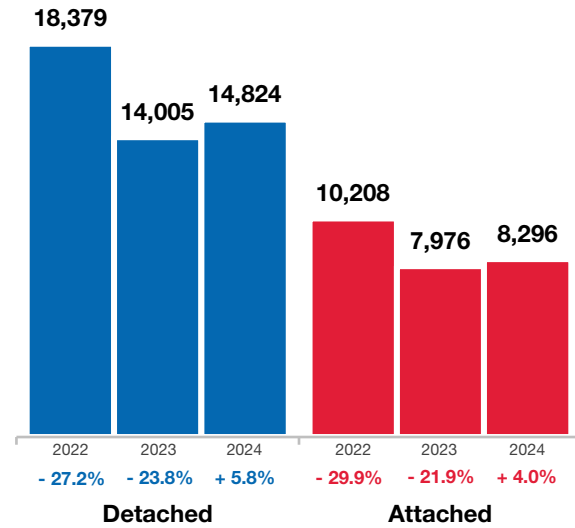
# Closed Sales

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

## December

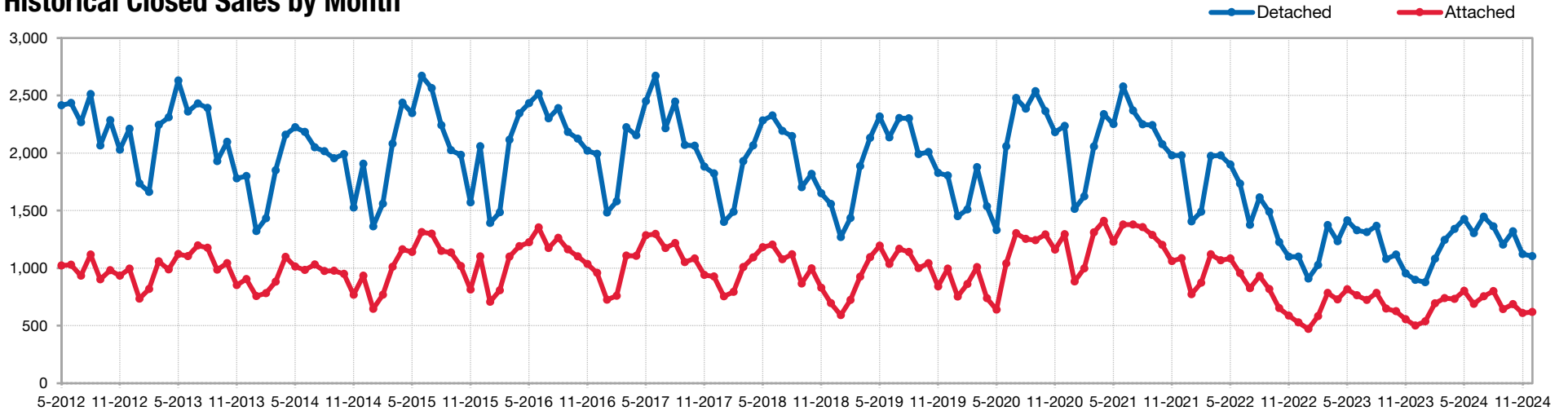


## Year to Date



Closed Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jan-2024	877	-3.5%	537	+14.0%
Feb-2024	1,081	+5.5%	693	+19.3%
Mar-2024	1,245	-9.3%	737	-6.0%
Apr-2024	1,340	+8.7%	731	+0.6%
May-2024	1,425	+0.8%	801	-1.8%
Jun-2024	1,302	-1.9%	689	-9.7%
Jul-2024	1,446	+10.1%	755	+4.4%
Aug-2024	1,362	-0.4%	799	+2.0%
Sep-2024	1,202	+11.5%	643	-0.8%
Oct-2024	1,319	+18.1%	685	+9.6%
Nov-2024	1,122	+17.7%	609	+9.7%
<b>Dec-2024</b>	<b>1,103</b>	<b>+23.0%</b>	<b>617</b>	<b>+23.4%</b>
12-Month Avg	1,167	+5.8%	665	+4.0%

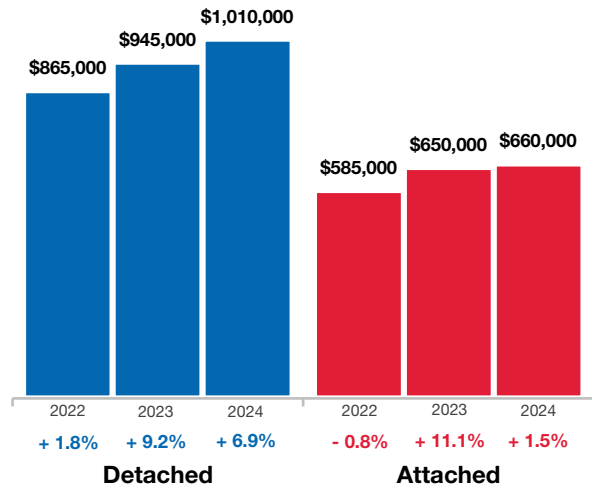
## Historical Closed Sales by Month



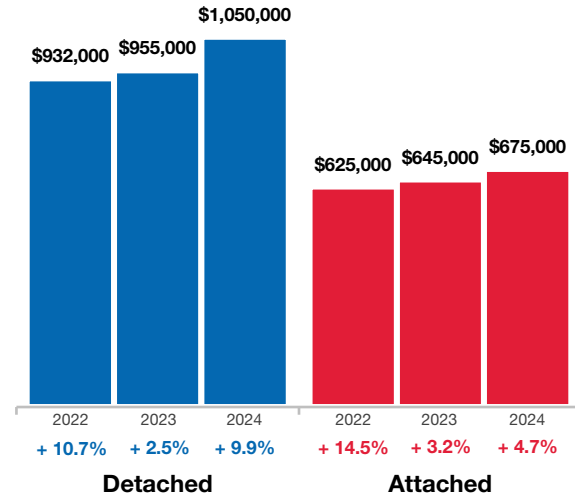
# Median Sales Price

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

## December



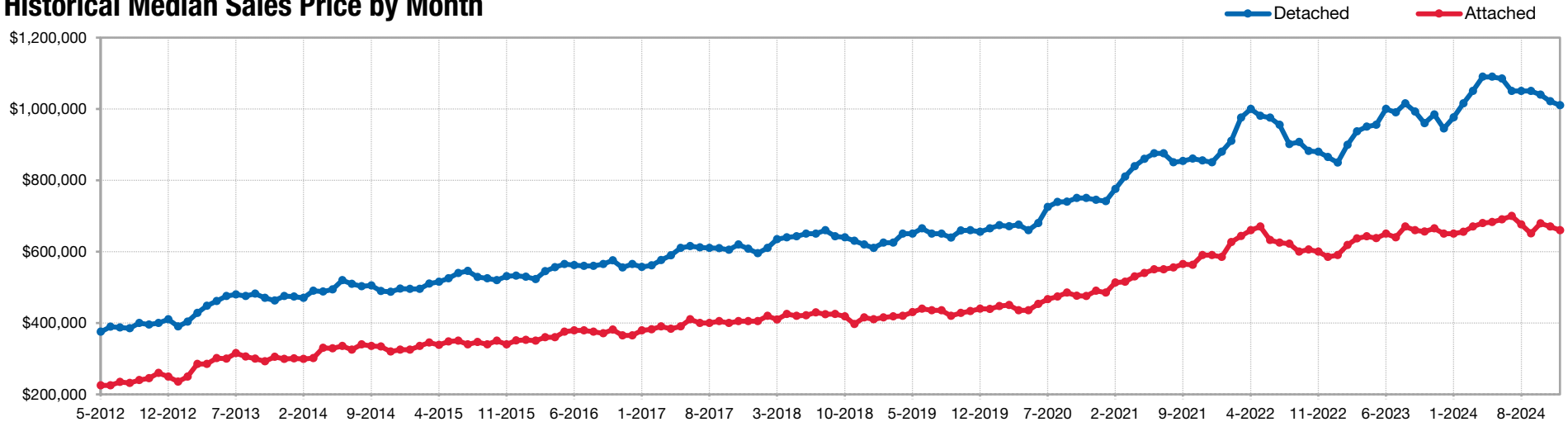
## Year to Date



Median Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jan-2024	\$976,250	+15.0%	\$650,000	+10.2%
Feb-2024	\$1,015,000	+12.9%	\$655,000	+5.9%
Mar-2024	\$1,050,000	+12.1%	\$670,000	+5.2%
Apr-2024	\$1,090,000	+14.7%	\$680,000	+5.8%
May-2024	\$1,090,000	+14.1%	\$682,500	+7.1%
Jun-2024	\$1,085,000	+8.5%	\$690,000	+6.2%
Jul-2024	\$1,050,000	+6.1%	\$700,000	+9.4%
Aug-2024	\$1,050,000	+3.4%	\$676,331	+0.9%
Sep-2024	\$1,050,000	+5.8%	\$651,000	-1.4%
Oct-2024	\$1,040,000	+8.3%	\$679,000	+3.5%
Nov-2024	\$1,021,000	+3.8%	\$670,000	+0.8%
<b>Dec-2024</b>	<b>\$1,010,000</b>	<b>+6.9%</b>	<b>\$660,000</b>	<b>+1.5%</b>
12-Month Avg*	\$955,000	+9.9%	\$645,000	+4.7%

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

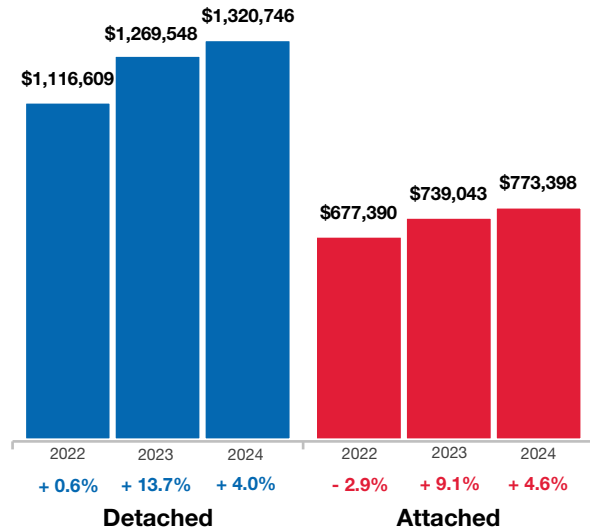
## Historical Median Sales Price by Month



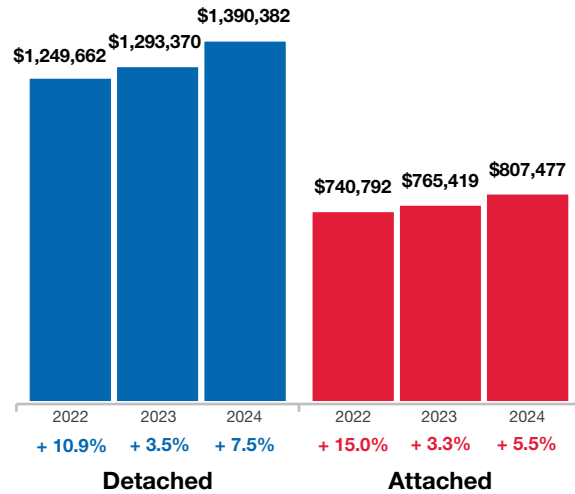
# Average Sales Price

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

## December



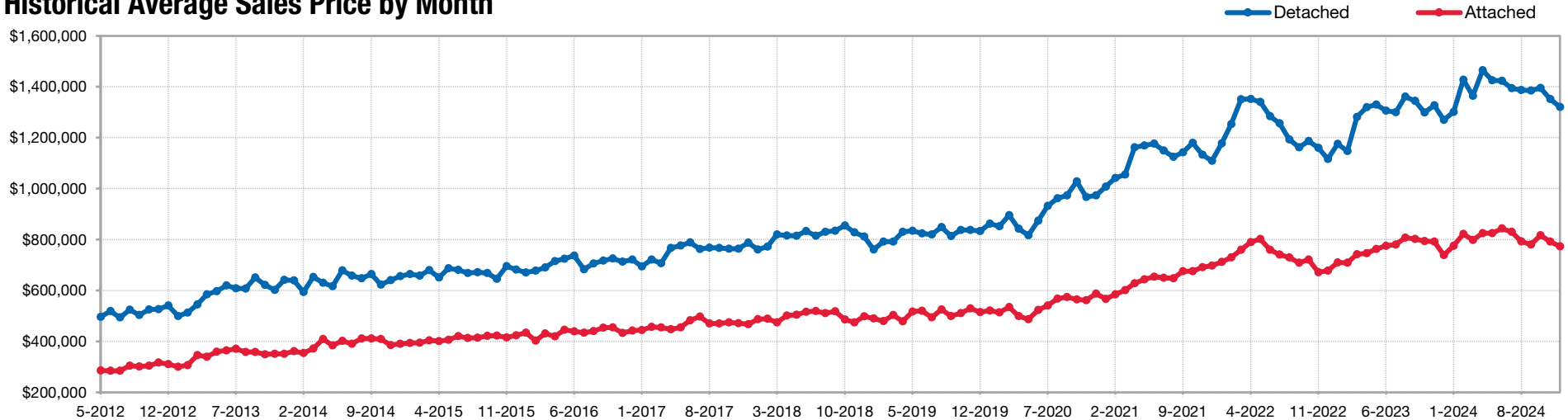
## Year to Date



Avg. Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jan-2024	\$1,301,365	+10.7%	\$775,492	+9.2%
Feb-2024	\$1,426,933	+24.3%	\$822,250	+16.0%
Mar-2024	\$1,364,569	+6.5%	\$797,554	+7.6%
Apr-2024	\$1,464,936	+11.0%	\$824,667	+10.5%
May-2024	\$1,424,817	+7.1%	\$825,113	+8.2%
Jun-2024	\$1,423,750	+9.0%	\$843,132	+8.8%
Jul-2024	\$1,393,706	+7.2%	\$829,665	+6.3%
Aug-2024	\$1,386,672	+1.9%	\$792,645	-1.8%
Sep-2024	\$1,384,508	+3.0%	\$780,482	-2.7%
Oct-2024	\$1,394,937	+7.4%	\$816,710	+2.9%
Nov-2024	\$1,351,432	+1.8%	\$791,308	-0.0%
<b>Dec-2024</b>	<b>\$1,320,746</b>	<b>+4.0%</b>	<b>\$773,398</b>	<b>+4.6%</b>
12-Month Avg*	\$1,293,370	+7.5%	\$765,419	+5.5%

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

## Historical Average Sales Price by Month

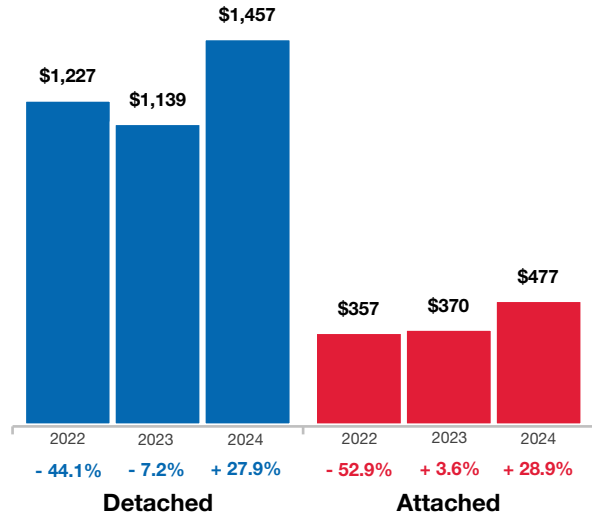




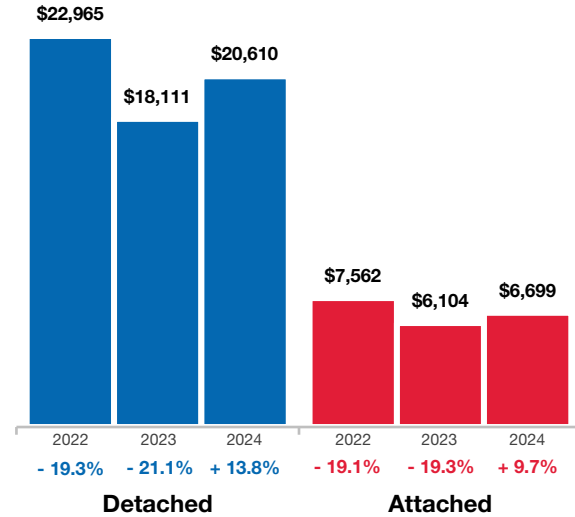
# Dollar Volume of Closed Sales (in millions)

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

## December



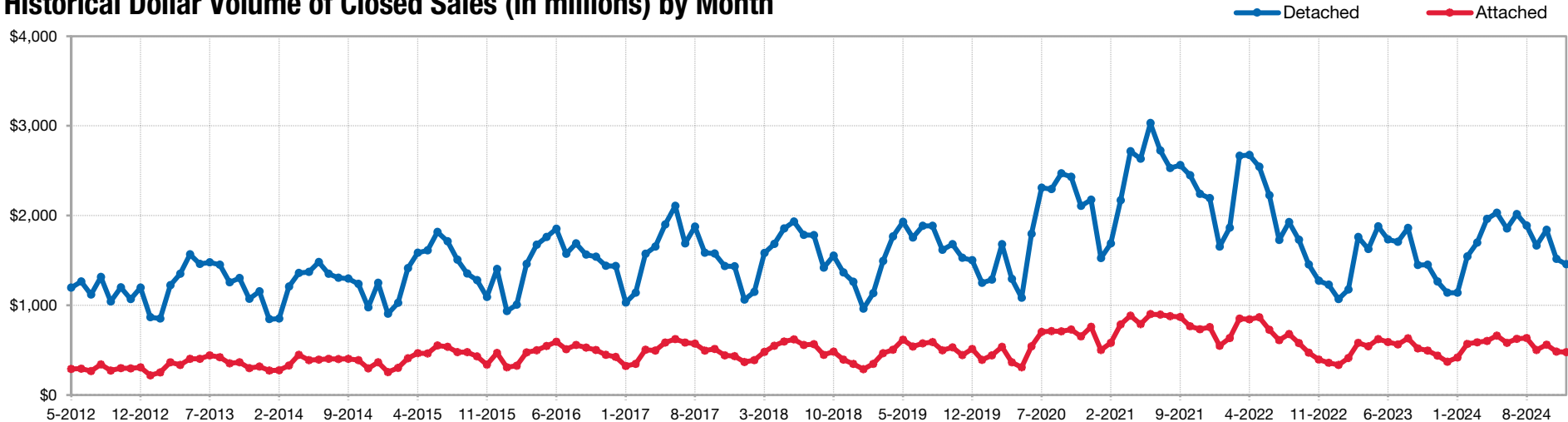
## Year to Date



\$ Volume of Closed Sales (in millions)	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jan-2024	\$1,140	+6.7%	\$416	+24.6%
Feb-2024	\$1,543	+31.2%	\$570	+38.3%
Mar-2024	\$1,699	-3.5%	\$588	+1.2%
Apr-2024	\$1,963	+20.7%	\$603	+11.0%
May-2024	\$2,030	+8.1%	\$661	+6.3%
Jun-2024	\$1,854	+7.0%	\$581	-1.5%
Jul-2024	\$2,015	+18.0%	\$626	+11.0%
Aug-2024	\$1,889	+1.6%	\$633	+0.2%
Sep-2024	\$1,664	+14.8%	\$502	-3.5%
Oct-2024	\$1,840	+26.8%	\$559	+12.7%
Nov-2024	\$1,516	+20.0%	\$482	+9.8%
<b>Dec-2024</b>	<b>\$1,457</b>	<b>+27.9%</b>	<b>\$477</b>	<b>+28.9%</b>
12-Month Avg*	\$1,717	+13.8%	\$558	+9.7%

\* \$ Volume of Closed Sales (in millions) for all properties from January 2024 through December 2024. This is not the average of the individual figures above.

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

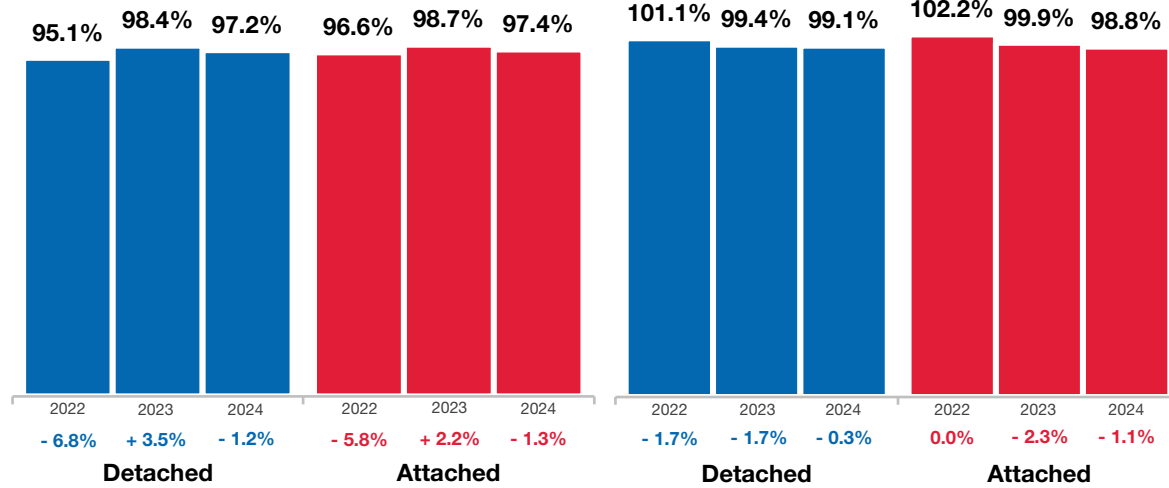


# Percent of Original List Price Received

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.

## December

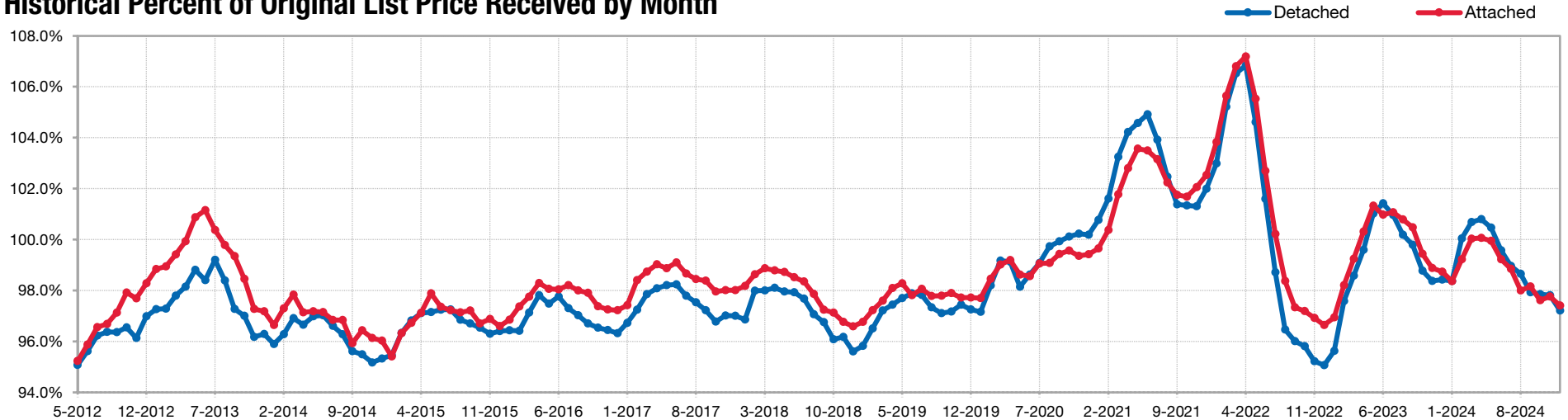
## Year to Date



Pct. of Orig. Price Received	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jan-2024	98.4%	+2.9%	98.4%	+1.5%
Feb-2024	100.0%	+2.5%	99.2%	+1.0%
Mar-2024	100.7%	+2.1%	100.0%	+0.8%
Apr-2024	100.8%	+1.2%	100.1%	-0.2%
May-2024	100.5%	-0.5%	100.0%	-1.3%
Jun-2024	99.6%	-1.8%	99.2%	-1.8%
Jul-2024	99.0%	-2.0%	98.9%	-2.2%
Aug-2024	98.6%	-1.6%	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	97.8%	-0.6%	97.8%	-1.1%
<b>Dec-2024</b>	<b>97.2%</b>	<b>-1.2%</b>	<b>97.4%</b>	<b>-1.3%</b>
12-Month Avg*	99.0%	-0.3%	98.7%	-1.1%

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

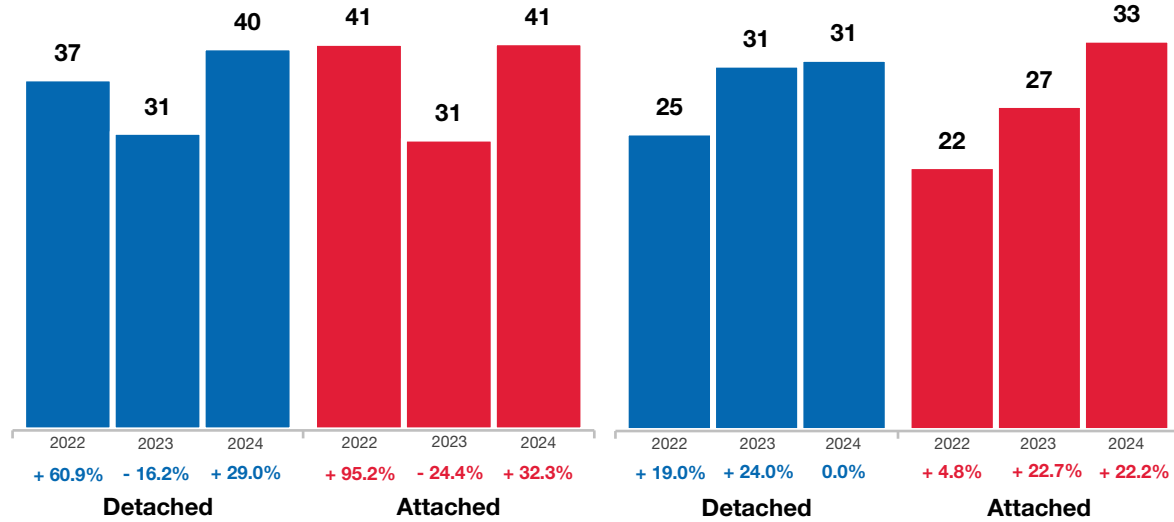
## Historical Percent of Original List Price Received by Month



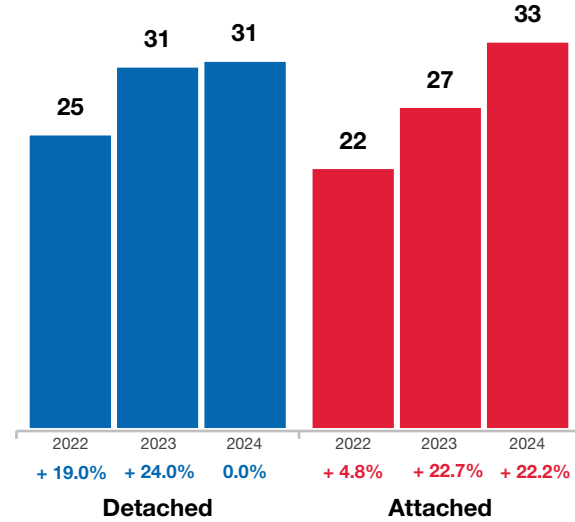
# Days on Market Until Sale

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

## December



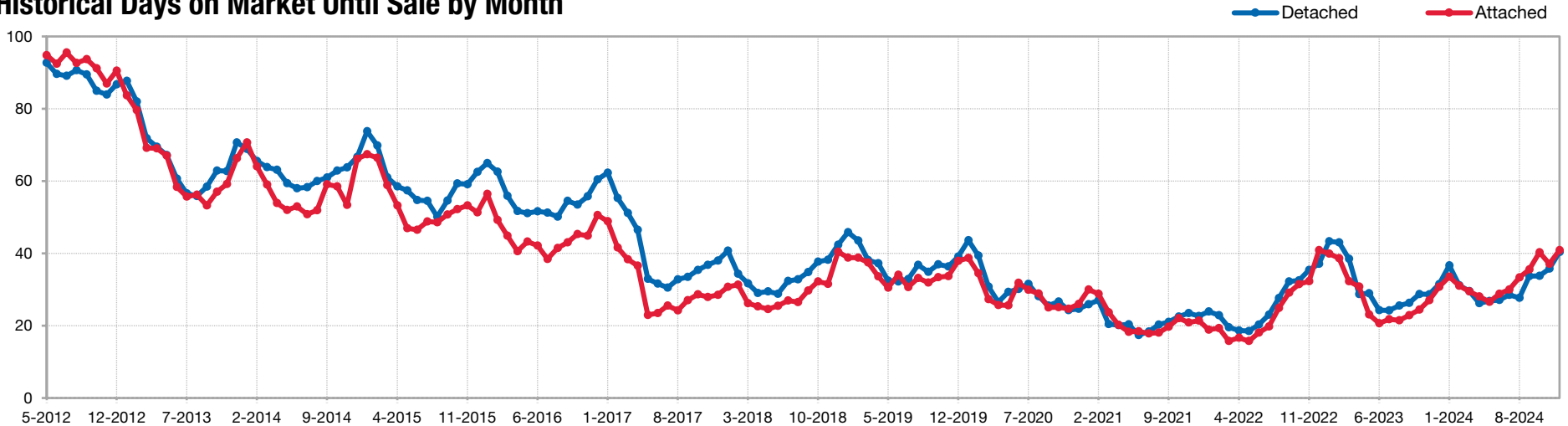
## Year to Date



Days on Market	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jan-2024	37	-14.0%	33	-17.5%
Feb-2024	31	-27.9%	31	-20.5%
Mar-2024	30	-21.1%	29	-9.4%
Apr-2024	26	-10.3%	28	-9.7%
May-2024	27	-6.9%	27	+17.4%
Jun-2024	27	+12.5%	29	+38.1%
Jul-2024	28	+16.7%	30	+36.4%
Aug-2024	28	+7.7%	33	+57.1%
Sep-2024	34	+30.8%	36	+56.5%
Oct-2024	34	+17.2%	40	+66.7%
Nov-2024	36	+24.1%	37	+37.0%
<b>Dec-2024</b>	<b>40</b>	<b>+29.0%</b>	<b>41</b>	<b>+32.3%</b>
12-Month Avg*	31	+1.6%	33	+20.0%

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

## Historical Days on Market Until Sale by Month

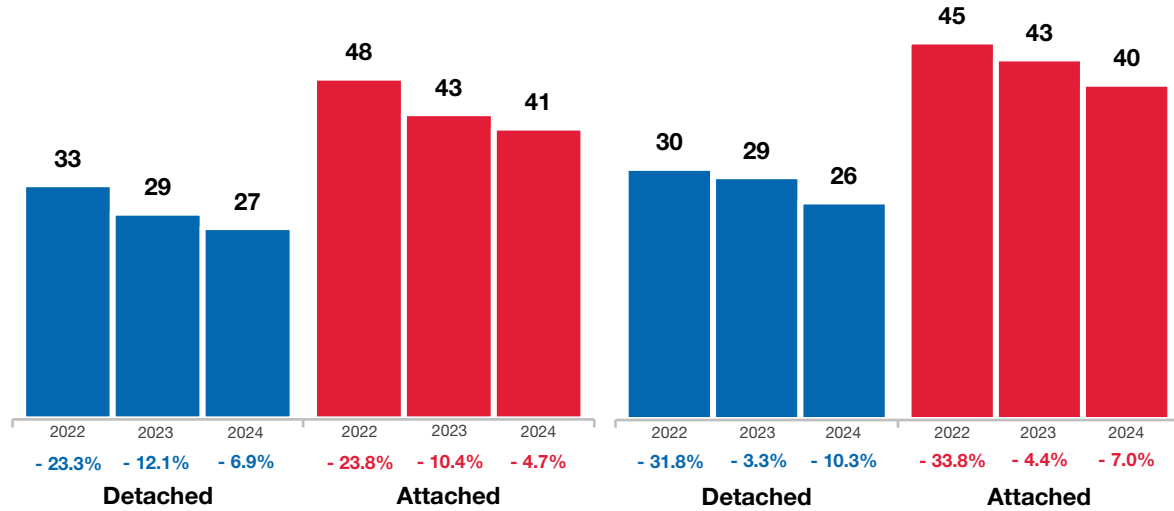


# Housing Affordability Index

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.

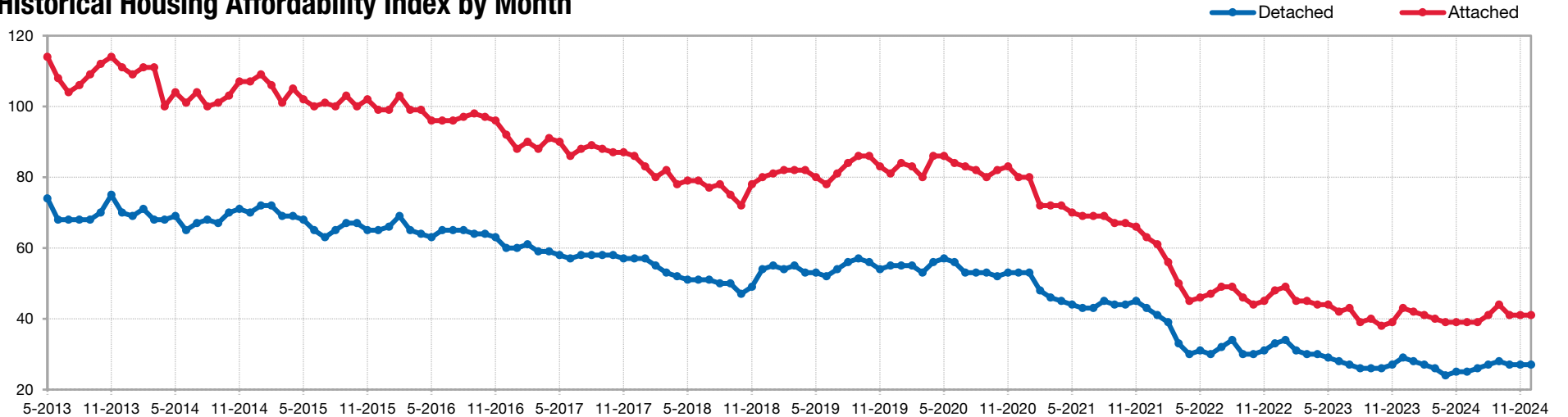
## December

## Year to Date



Affordability Index	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jan-2024	28	-17.6%	42	-14.3%
Feb-2024	27	-12.9%	41	-8.9%
Mar-2024	26	-13.3%	40	-11.1%
Apr-2024	24	-20.0%	39	-11.4%
May-2024	25	-13.8%	39	-11.4%
Jun-2024	25	-10.7%	39	-7.1%
Jul-2024	26	-3.7%	39	-9.3%
Aug-2024	27	+3.8%	41	+5.1%
Sep-2024	28	+7.7%	44	+10.0%
Oct-2024	27	+3.8%	41	+7.9%
Nov-2024	27	0.0%	41	+5.1%
<b>Dec-2024</b>	<b>27</b>	<b>-6.9%</b>	<b>41</b>	<b>-4.7%</b>
12-Month Avg	26	-7.0%	41	-4.2%

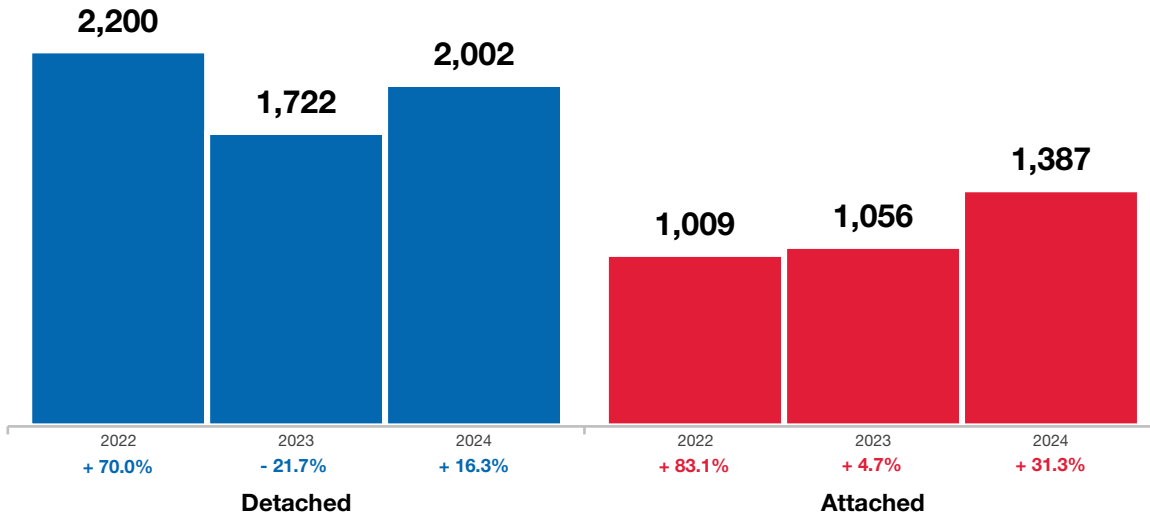
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

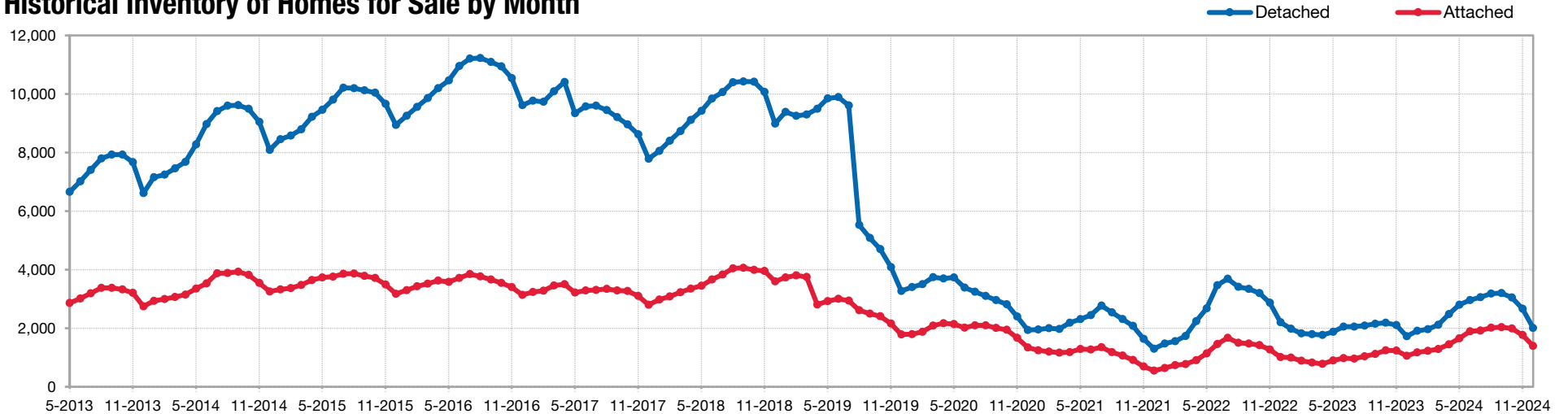
The number of properties available for sale in active status at the end of a given month.

## December



Homes for Sale	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jan-2024	1,903	-3.7%	1,171	+18.6%
Feb-2024	1,957	+7.6%	1,225	+39.0%
Mar-2024	2,113	+17.7%	1,284	+55.6%
Apr-2024	2,474	+40.5%	1,444	+85.8%
May-2024	2,800	+49.5%	1,648	+84.5%
Jun-2024	2,956	+44.3%	1,888	+94.8%
Jul-2024	3,051	+49.0%	1,913	+100.1%
Aug-2024	3,177	+52.5%	2,017	+95.1%
Sep-2024	3,199	+48.9%	2,032	+81.8%
Oct-2024	3,042	+39.4%	1,988	+60.7%
Nov-2024	2,661	+26.4%	1,764	+43.1%
<b>Dec-2024</b>	<b>2,002</b>	<b>+16.3%</b>	<b>1,387</b>	<b>+31.3%</b>
12-Month Avg	1,964	+33.0%	997	+65.1%

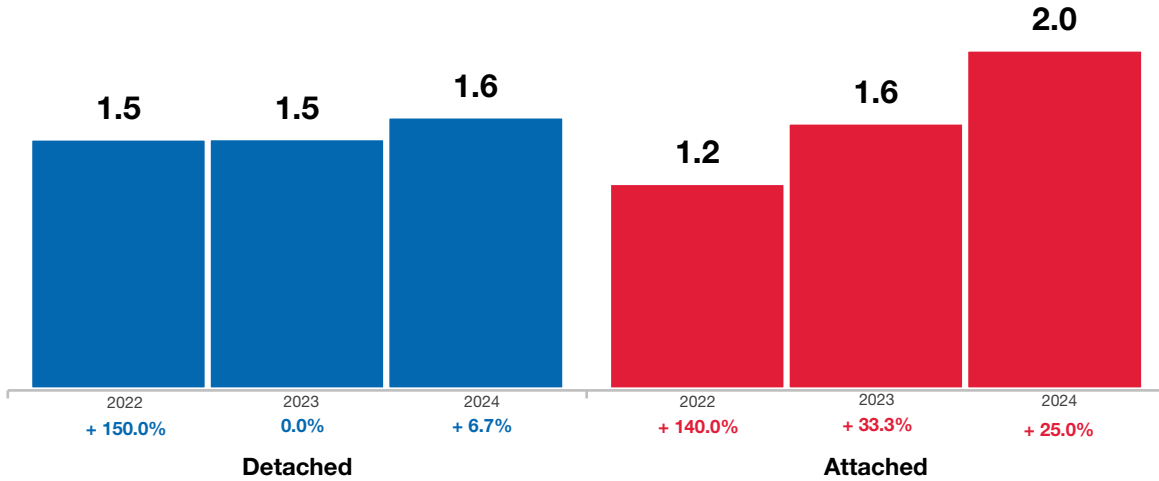
## Historical Inventory of Homes for Sale by Month



# 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.

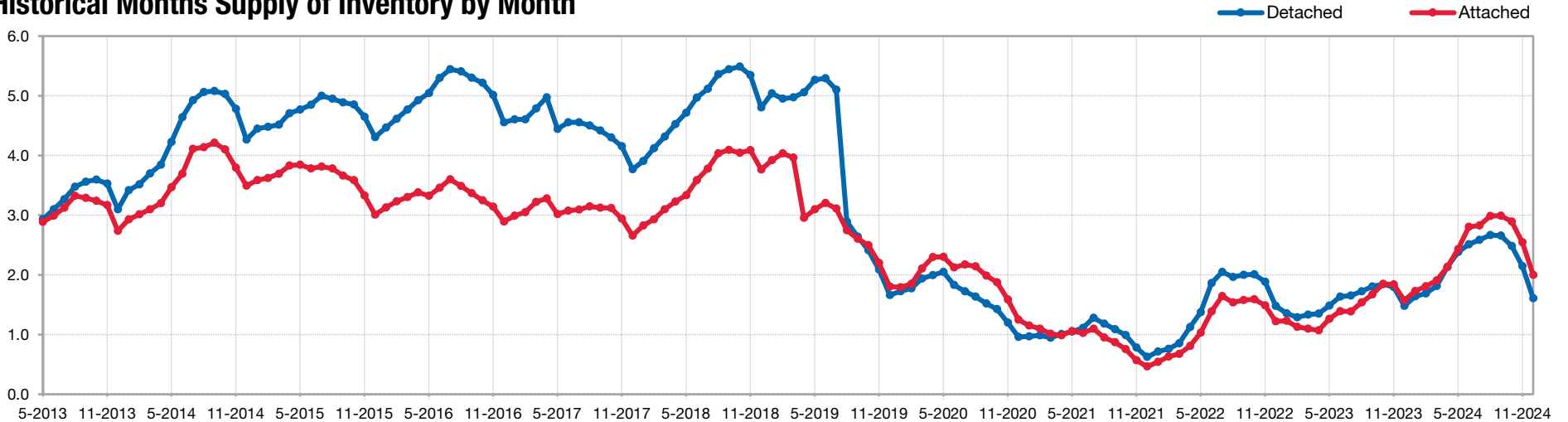
## December



Months Supply	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jan-2024	1.6	+14.3%	1.7	+41.7%
Feb-2024	1.7	+30.8%	1.8	+63.6%
Mar-2024	1.8	+38.5%	1.9	+72.7%
Apr-2024	2.1	+61.5%	2.1	+90.9%
May-2024	2.4	+60.0%	2.4	+84.6%
Jun-2024	2.5	+56.3%	2.8	+100.0%
Jul-2024	2.6	+62.5%	2.8	+100.0%
Aug-2024	2.7	+58.8%	3.0	+100.0%
Sep-2024	2.7	+50.0%	3.0	+76.5%
Oct-2024	2.5	+38.9%	2.9	+61.1%
Nov-2024	2.1	+16.7%	2.5	+38.9%
<b>Dec-2024</b>	<b>1.6</b>	<b>+6.7%</b>	<b>2.0</b>	<b>+25.0%</b>
12-Month Avg*	2.2	+40.4%	2.4	+70.6%

\* Months Supply for all properties from January 2024 through December 2024. 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			12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
	12-2022	12-2023	12-2024						
<b>New Listings</b>		1,314	<b>1,361</b>	+ 3.6%	27,809	<b>33,553</b>	+ 20.7%		
<b>Pending Sales</b>		1,294	<b>1,353</b>	+ 4.6%	22,019	<b>23,266</b>	+ 5.7%		
<b>Closed Sales</b>		1,397	<b>1,720</b>	+ 23.1%	21,981	<b>23,120</b>	+ 5.2%		
<b>Median Sales Price</b>		\$835,000	<b>\$880,000</b>	+ 5.4%	\$845,000	<b>\$899,000</b>	+ 6.4%		
<b>Average Sales Price</b>		\$1,079,675	<b>\$1,124,401</b>	+ 4.1%	\$1,101,796	<b>\$1,181,213</b>	+ 7.2%		
<b>\$ Volume of Closed Sales (in millions)</b>		\$1,508	<b>\$1,934</b>	+ 28.2%	\$24,215	<b>\$27,308</b>	+ 12.8%		
<b>Pct. of Orig. Price Received</b>		98.5%	<b>97.3%</b>	- 1.2%	99.6%	<b>99.0%</b>	- 0.6%		
<b>Days on Market</b>		31	<b>41</b>	+ 32.3%	29	<b>32</b>	+ 10.3%		
<b>Affordability Index</b>		33	<b>31</b>	- 6.1%	33	<b>30</b>	- 9.1%		
<b>Homes for Sale</b>		2,778	<b>3,389</b>	+ 22.0%	--	--	--		
<b>Months Supply</b>		1.5	<b>1.7</b>	+ 13.3%	--	--	--		

