# **Monthly Indicators**

#### June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

Closed Sales decreased 2.2 percent for Detached homes and 2.5 percent for Attached homes. Pending Sales decreased 7.1 percent for Detached homes and 4.2 percent for Attached homes. Inventory increased 27.1 percent for Detached homes and 37.3 percent for Attached homes.

The Median Sales Price was down 0.9 percent to \$1,075,000 for Detached homes and 4.4 percent to \$659,500 for Attached homes. Days on Market increased 22.2 percent for Detached homes and 27.6 percent for Attached homes. Supply increased 24.0 percent for Detached homes and 39.3 percent for Attached homes.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

#### **Monthly Snapshot**

- 2.3%	- 2.9%	+ 31.1%
One Year Change in	One Year Change in	One Year Change in
Closed Sales	Median Sales Price	Homes for Sale
All Properties	All Properties	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.





## **Attached Market Overview**

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





## **New Listings**

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



New Listings	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jul-2024	2,045	+26.2%	1,186	+32.2%
Aug-2024	2,121	+32.1%	1,201	+23.1%
Sep-2024	1,873	+22.5%	1,088	+24.6%
Oct-2024	1,804	+19.9%	1,118	+22.3%
Nov-2024	1,315	+6.2%	785	+7.1%
Dec-2024	988	+21.5%	574	+14.6%
Jan-2025	2,048	+23.6%	1,291	+26.4%
Feb-2025	1,825	+19.5%	1,159	+23.4%
Mar-2025	2,134	+16.7%	1,374	+34.3%
Apr-2025	2,334	+15.1%	1,388	+22.0%
May-2025	2,313	+4.6%	1,375	+10.5%
Jun-2025	2,018	-0.4%	1,285	+4.9%
12-Month Avg	1,902	+16.5%	1,152	+20.4%

Detached

Attached

#### **Historical New Listings by Month**





## **Pending Sales**

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



Pending Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jul-2024	1,340	+2.4%	783	+5.1%
Aug-2024	1,324	+10.4%	698	-2.9%
Sep-2024	1,212	+14.0%	678	+8.7%
Oct-2024	1,307	+24.4%	683	+15.2%
Nov-2024	1,072	+19.2%	600	+11.7%
Dec-2024	876	+7.9%	498	+3.8%
Jan-2025	1,078	-3.2%	630	-9.4%
Feb-2025	1,209	+1.1%	684	-2.0%
Mar-2025	1,412	+2.7%	758	+0.4%
Apr-2025	1,333	+2.7%	712	-6.7%
May-2025	1,402	-3.6%	710 -8.9%	
Jun-2025	1,260	-7.1%	663	-4.2%
12-Month Avg	1,235	+4.9%	675	+0.2%





#### **Historical Pending Sales by Month**

### **Closed Sales**

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



#### Year-Over-Year Year-Over-Year Closed Sales Change Detached Attached Change Jul-2024 1,448 +10.3% 757 +4.7%Aug-2024 -0.4% 802 +2.3% 1,361 -0.8% Sep-2024 1.204 +11.6% 644 Oct-2024 +9.6% 1,322 +18.2% 686 Nov-2024 1,132 +18.7% 613 +10.5% Dec-2024 1,147 +27.9% 641 +28.2% Jan-2025 941 +6.9% 533 -0.7% Feb-2025 1.037 -4.1% 608 -12.3% Mar-2025 1,173 -5.8% 679 -8.0% Apr-2025 765 +4.7% 1,468 +9.6% 709 -11.5% May-2025 1.358 -4.8% Jun-2025 672 -2.5% 1,272 -2.2% 12-Month Avg 1,239 +6.2% 676 +1.0%





**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.



Median Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jul-2024	\$1,050,000	+6.1%	\$700,000	+9.4%
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	\$1,065,000	+4.9%	\$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%	\$659,500	-4.4%
12-Month Avg*	\$1,050,000	+3.1%	\$675,000	+1.4%

#### **Historical Median Sales Price by Month**

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

Detached

Attached





### **Average Sales Price**

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



Avg. Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jul-2024	\$1,393,238	+7.2%	\$829,026	+6.2%
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	\$1,309,596	+3.2%	\$772,740	+4.6%
Jan-2025	\$1,415,090	+6.3%	\$805,098	+3.8%
Feb-2025	\$1,400,985	-0.1%	\$800,311	-2.7%
Mar-2025	\$1,429,736	+4.8%	\$818,016	+2.6%
Apr-2025	\$1,410,572	-3.7%	\$837,637	+1.6%
May-2025	\$1,433,838	+0.6%	\$836,737	+1.6%
Jun-2025	\$1,336,684	-6.1%	\$831,055	-1.4%
12-Month Avg*	\$1,387,585	+1.7%	\$809,954	+0.9%

#### **Historical Average Sales Price by Month**

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





## **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.



\$ Volume of Closed Sales (in millions)	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jul-2024	\$2,017	+18.2%	\$628	+11.3%
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	\$1,502	+31.9%	\$495	+33.8%
Jan-2025	\$1,332	+13.8%	\$429	+3.1%
Feb-2025	\$1,453	-4.2%	\$487	-14.6%
Mar-2025	\$1,677	-1.3%	\$555	-5.6%
Apr-2025	\$2,071	+5.5%	\$641	+6.3%
May-2025	\$1,947	-4.2%	\$593	-10.2%
Jun-2025	\$1,700	-8.2%	\$558	-4.0%
12-Month Avg	\$1,719	+8.0%	\$547	+1.9%

#### 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.



Pct. of Orig. Price Received	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jul-2024	99.0%	-2.0%	98.8%	-2.3%
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%
12-Month Avg*	98.3%	-1.6%	98.0%	-1.7%

#### **Historical Percent of Original List Price Received by Month**

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





## **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	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change	
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	+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	+37.0%	
Jun-2025	33	+22.2%	37	+27.6%	
12-Month Avg*	33	+19.2%	37	+37.8%	

#### Historical Days on Market Until Sale by Month

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





## **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	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change	
Jul-2024	26	-3.7%	39	-9.3%	
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%	
12-Month Avg	26	-0.2%	41	+2.1%	

#### **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.



Historical Inventory of Homes for Sale by Month



5-2013 11-2013 5-2014 11-2014 5-2015 11-2015 5-2016 11-2016 5-2017 11-2017 5-2018 11-2018 5-2019 11-2019 5-2020 11-2020 5-2021 11-2022 5-2022 11-2022 5-2023 11-2023 5-2024 11-2024 5-2025



Detached

Attached

## **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.



**Historical Months Supply of Inventory by Month** 



\* Months Supply for all properties from July 2024 through June 2025. This is not the average of





## **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	6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings	6-2023 12-2023 6-2024 12-2024 6-2025	3,252	3,303	+ 1.6%	17,870	20,544	+ 15.0%
Pending Sales		2,048	1,923	- 6.1%	12,175	11,851	- 2.7%
Closed Sales		1,990	1,944	- 2.3%	11,462	11,215	- 2.2%
Median Sales Price		\$942,500	\$915,000	- 2.9%	\$900,000	\$905,000	+ 0.6%
Average Sales Price		\$1,222,243	\$1,161,899	- 4.9%	\$1,191,016	\$1,198,688	+ 0.6%
<b>\$ Volume of Closed Sales</b> (in millions)		\$2,432	\$2,259	- 7.1%	\$13,650	\$13,443	- 1.5%
Pct. of Orig. Price Received	6-2023 12-2023 6-2024 12-2024 6-2025	99.5%	97.7%	- 1.8%	99.9%	98.3%	- 1.6%
Days on Market	6-2023 12-2023 6-2024 12-2024 6-2025	28	35	+ 25.0%	29	36	+ 24.1%
Affordability Index	6-2023 10-2023 2-2024 6-2024 10-2024 2-2025 6-2025	29	30	+ 3.4%	30	30	0.0%
Homes for Sale	6-2023 12-2023 6-2024 12-2024 6-2025	4,906	6,431	+ 31.1%			
Months Supply	6-2023 10-2023 2-2024 6-2024 10-2024 2-2025 6-2025	2.7	3.4	+ 25.9%			

