

# Monthly Indicators

## August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

Closed Sales decreased 5.2 percent for Detached homes and 18.3 percent for Attached homes. Pending Sales increased 2.6 percent for Detached homes and 1.1 percent for Attached homes. Inventory increased 8.4 percent for Detached homes and 25.7 percent for Attached homes.

The Median Sales Price was up 2.4 percent to \$1,075,000 for Detached homes but decreased 0.1 percent to \$675,000 for Attached homes. Days on Market increased 39.3 percent for Detached homes and 27.3 percent for Attached homes. Supply increased 3.7 percent for Detached homes and 26.7 percent for Attached homes.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

## Monthly Snapshot

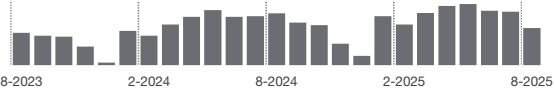
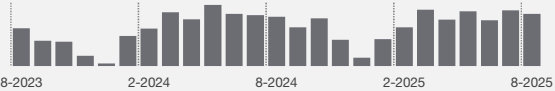
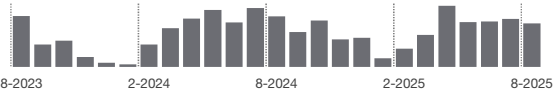
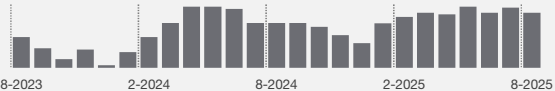
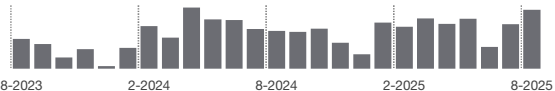
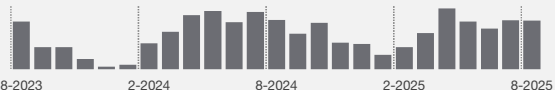
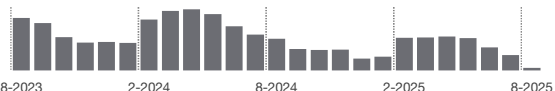


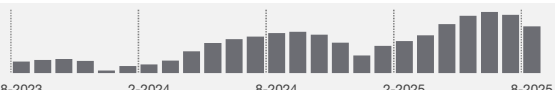
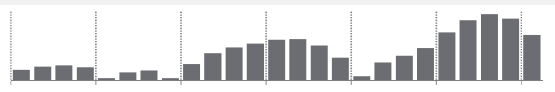
- 10.1%	+ 3.4%	+ 15.1%
One Year Change in Closed Sales All Properties	One Year Change in Median Sales Price All Properties	One Year Change in Homes for Sale All Properties

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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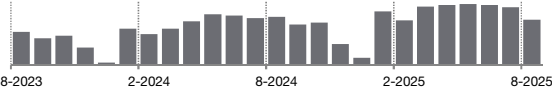
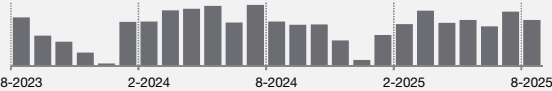
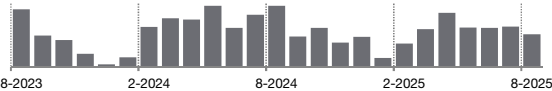
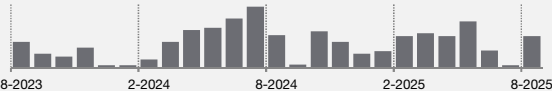
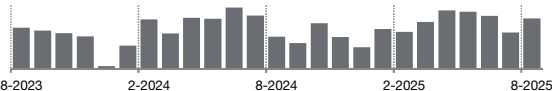
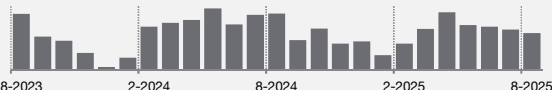
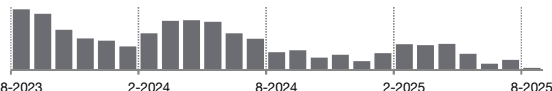
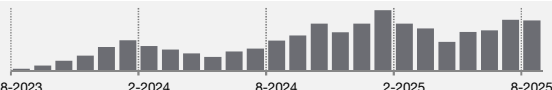

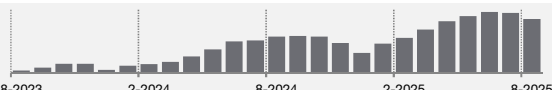
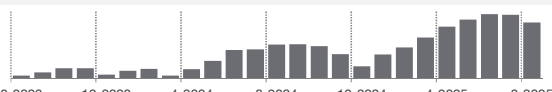
# Detached Market Overview

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			8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	08-2023	08-2024	08-2025						
New Listings				2,123	1,731	- 18.5%	15,446	16,755	+ 8.5%
Pending Sales				1,324	1,358	+ 2.6%	10,458	10,408	- 0.5%
Closed Sales				1,362	1,291	- 5.2%	10,083	9,863	- 2.2%
Median Sales Price				\$1,050,000	\$1,075,000	+ 2.4%	\$1,052,500	\$1,075,000	+ 2.1%
Average Sales Price				\$1,387,162	\$1,458,287	+ 5.1%	\$1,402,426	\$1,410,467	+ 0.6%
\$ Volume of Closed Sales (in millions)				\$1,888	\$1,880	- 0.4%	\$14,138	\$13,909	- 1.6%
Pct. of Orig. Price Received				98.7%	96.5%	- 2.2%	99.7%	98.1%	- 1.6%
Days on Market Until Sale				28	39	+ 39.3%	29	35	+ 20.7%
Housing Affordability Index				27	26	- 3.7%	27	26	- 3.7%
Inventory of Homes for Sale				3,240	3,512	+ 8.4%	--	--	--
Months Supply of Inventory				2.7	2.8	+ 3.7%	--	--	--

# Attached Market Overview

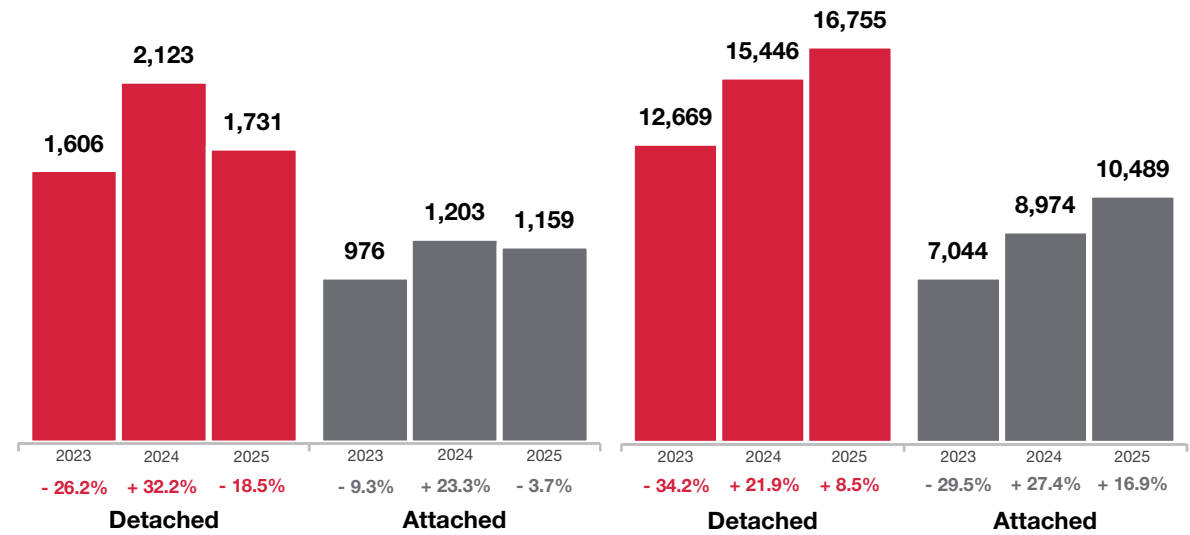
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Attached homes only.**

Key Metrics	Historical Sparkbars			8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	08-2023	08-2024	08-2025						
New Listings				1,203	1,159	- 3.7%	8,974	10,489	+ 16.9%
Pending Sales				698	706	+ 1.1%	5,865	5,590	- 4.7%
Closed Sales				802	655	- 18.3%	5,749	5,318	- 7.5%
Median Sales Price				\$675,666	\$675,000	- 0.1%	\$675,000	\$674,000	- 0.1%
Average Sales Price				\$791,438	\$823,810	+ 4.1%	\$814,115	\$819,187	+ 0.6%
\$ Volume of Closed Sales (in millions)				\$635	\$538	- 15.3%	\$4,680	\$4,352	- 7.0%
Pct. of Orig. Price Received				98.0%	97.0%	- 1.0%	99.2%	97.9%	- 1.3%
Days on Market Until Sale				33	42	+ 27.3%	30	39	+ 30.0%
Housing Affordability Index				41	41	0.0%	42	41	- 2.4%
Inventory of Homes for Sale				2,047	2,573	+ 25.7%	--	--	--
Months Supply of Inventory				3.0	3.8	+ 26.7%	--	--	--

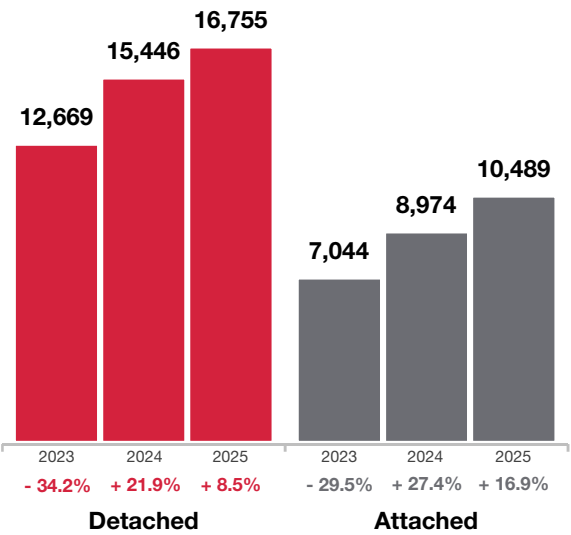
# New Listings

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

## August

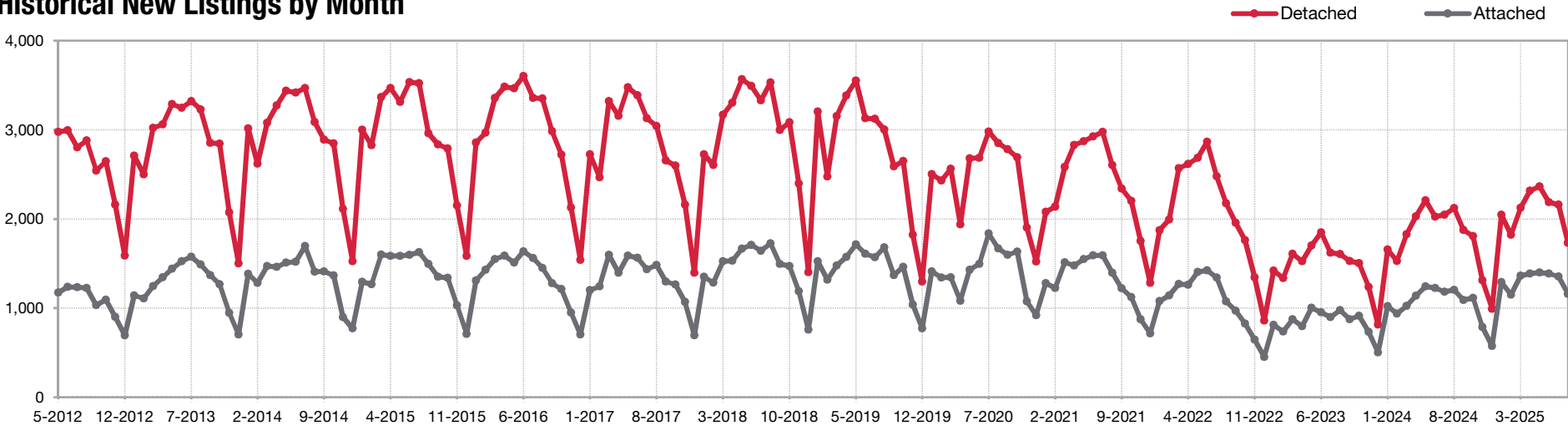


## Year to Date



New Listings	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Sep-2024	1,875	+22.6%	1,089	+24.7%
Oct-2024	1,806	+20.0%	1,114	+21.9%
Nov-2024	1,312	+6.1%	787	+7.4%
Dec-2024	990	+21.8%	574	+14.6%
Jan-2025	2,046	+23.5%	1,290	+26.3%
Feb-2025	1,822	+19.3%	1,150	+22.6%
Mar-2025	2,126	+16.3%	1,363	+33.2%
Apr-2025	2,316	+14.1%	1,387	+22.0%
May-2025	2,365	+7.0%	1,400	+12.6%
Jun-2025	2,189	+8.1%	1,386	+13.1%
Jul-2025	2,160	+5.6%	1,354	+14.5%
Aug-2025	1,731	-18.5%	1,159	-3.7%
12-Month Avg	1,895	+10.8%	1,171	+17.2%

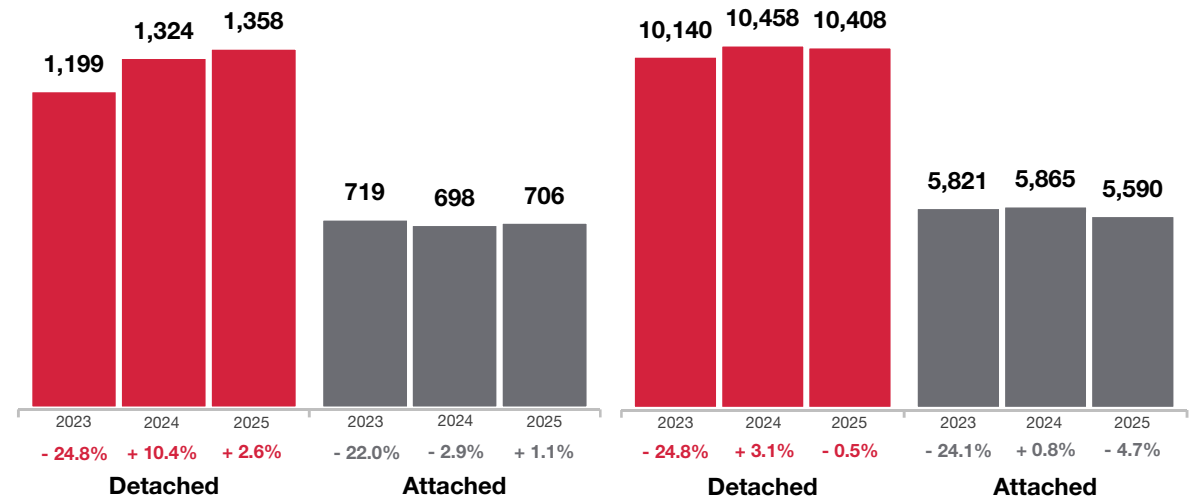
## Historical New Listings by Month



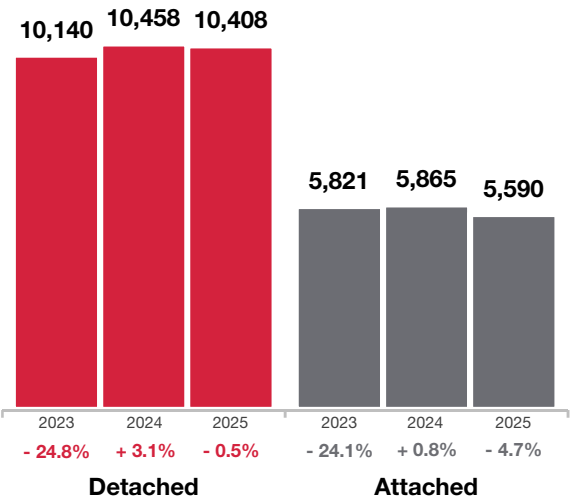
# Pending Sales

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

## August

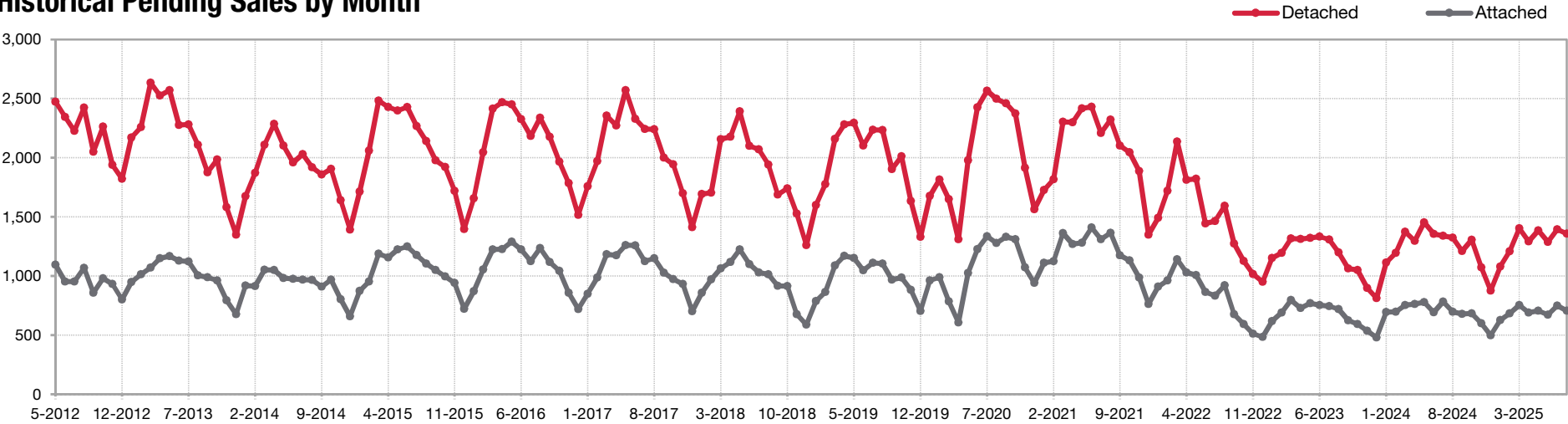


## Year to Date



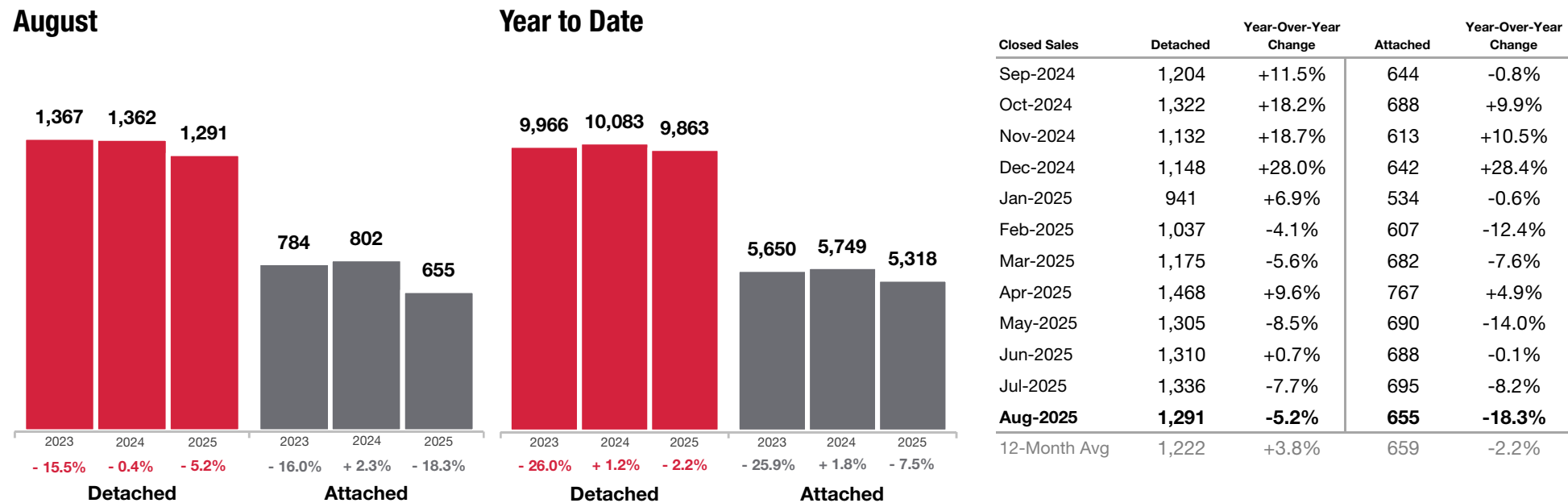
Pending Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Sep-2024	1,211	+13.9%	680	+9.0%
Oct-2024	1,307	+24.4%	683	+15.2%
Nov-2024	1,074	+19.6%	599	+11.5%
Dec-2024	876	+7.9%	499	+4.0%
Jan-2025	1,079	-3.1%	628	-9.6%
Feb-2025	1,208	+1.0%	684	-2.0%
Mar-2025	1,403	+2.0%	754	-0.1%
Apr-2025	1,293	-0.4%	690	-9.7%
May-2025	1,385	-4.7%	706	-9.4%
Jun-2025	1,287	-5.1%	673	-2.9%
Jul-2025	1,395	+4.0%	749	-4.3%
Aug-2025	1,358	+2.6%	706	+1.1%
12-Month Avg	1,240	+4.2%	671	-0.6%

## Historical Pending Sales by Month

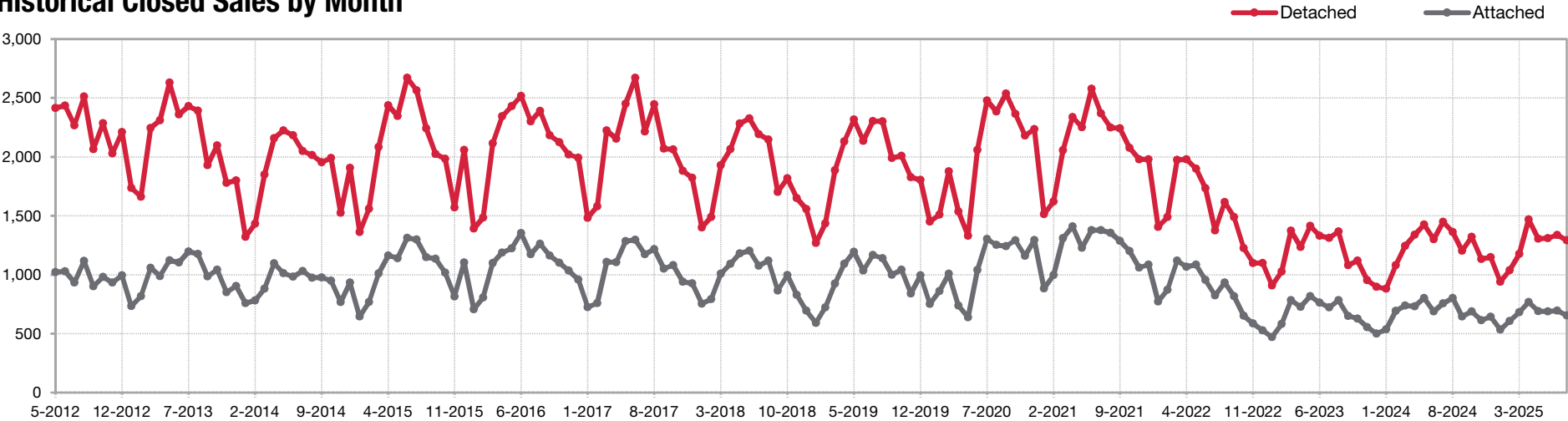


# Closed Sales

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



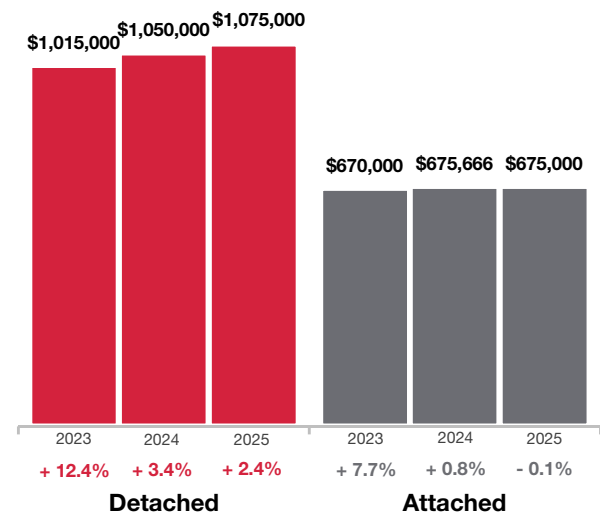
## Historical Closed Sales by Month



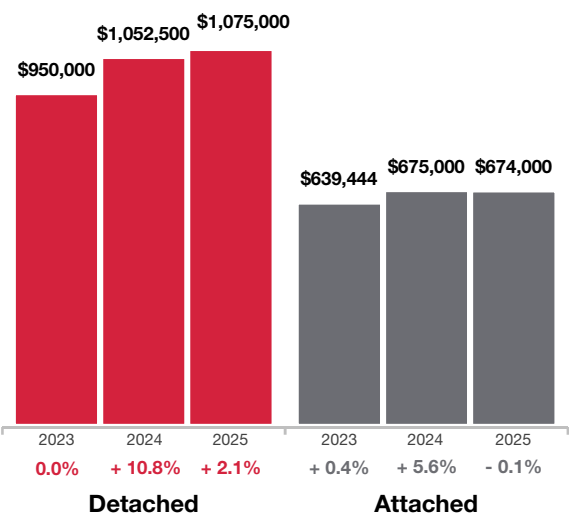
# Median Sales Price

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

## August



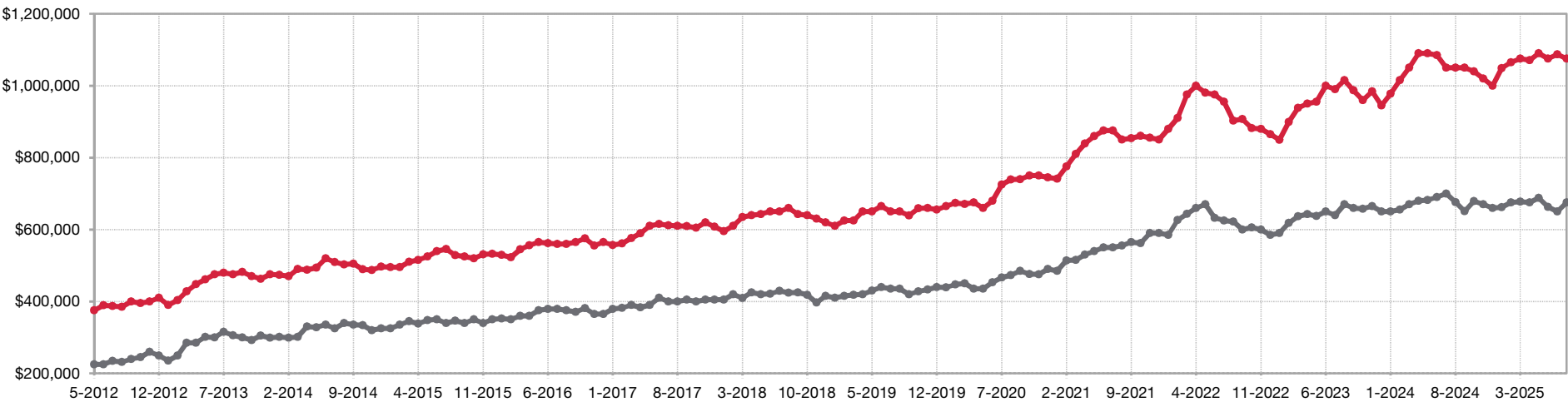
## Year to Date



Median Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Sep-2024	\$1,050,000	+6.3%	\$650,500	-1.4%
Oct-2024	\$1,040,000	+8.3%	\$678,962	+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%	\$677,450	+1.1%
Apr-2025	\$1,071,150	-1.7%	\$675,000	-0.7%
May-2025	\$1,090,000	0.0%	\$687,500	+0.8%
Jun-2025	\$1,075,000	-0.9%	\$662,500	-4.0%
Jul-2025	\$1,087,500	+3.6%	\$650,000	-7.1%
Aug-2025	\$1,075,000	+2.4%	\$675,000	-0.1%
12-Month Avg*	\$1,050,000	+2.0%	\$670,000	0.0%

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

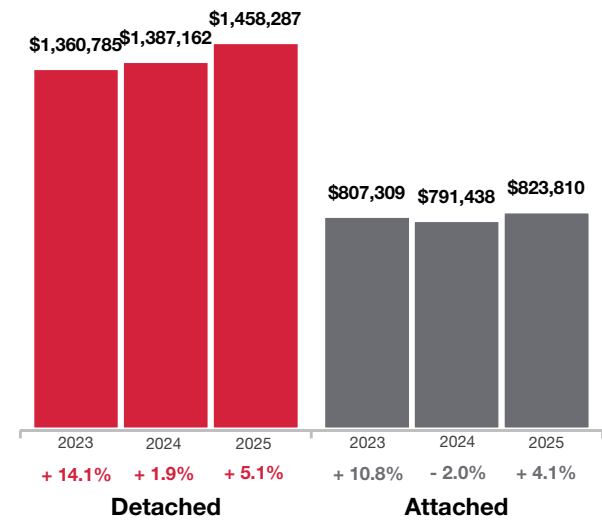
## Historical Median Sales Price by Month



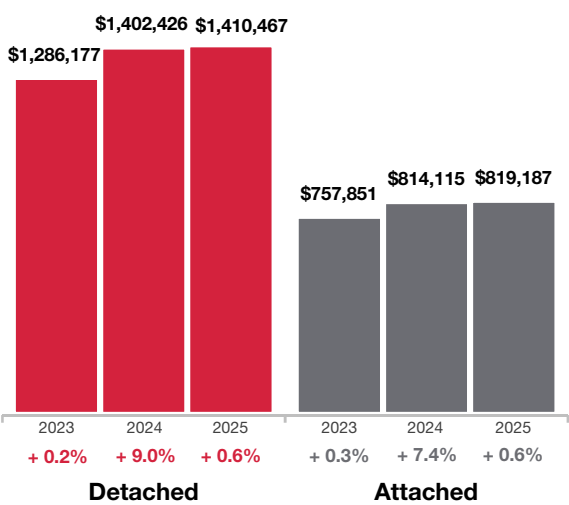
# Average Sales Price

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

## August



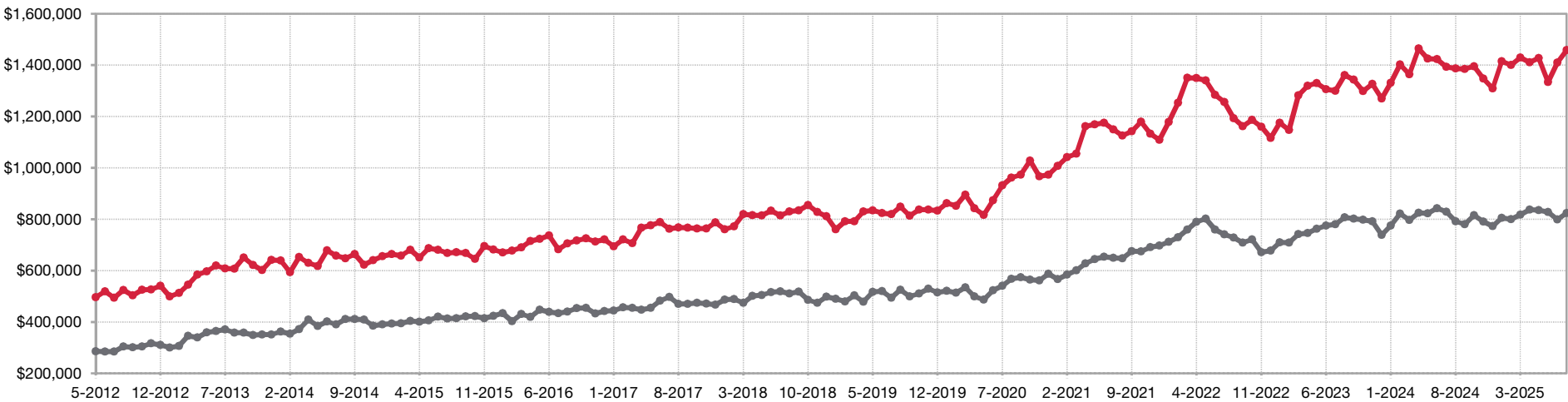
## Year to Date



Avg. Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Sep-2024	\$1,384,438	+3.1%	\$779,829	-2.8%
Oct-2024	\$1,395,179	+7.5%	\$815,197	+2.2%
Nov-2024	\$1,347,443	+1.6%	\$790,919	-0.1%
Dec-2024	\$1,309,205	+3.1%	\$772,767	+4.6%
Jan-2025	\$1,415,090	+6.3%	\$805,098	+3.8%
Feb-2025	\$1,400,869	-0.2%	\$799,719	-2.7%
Mar-2025	\$1,429,081	+4.7%	\$817,499	+2.5%
Apr-2025	\$1,410,572	-3.7%	\$837,733	+1.6%
May-2025	\$1,427,797	+0.2%	\$835,651	+1.6%
Jun-2025	\$1,333,871	-6.3%	\$828,107	-1.7%
Jul-2025	\$1,410,210	+1.2%	\$798,722	-3.7%
Aug-2025	\$1,458,287	+5.1%	\$823,810	+4.1%
12-Month Avg*	\$1,394,162	+1.3%	\$809,665	+0.5%

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

## Historical Average Sales Price by Month

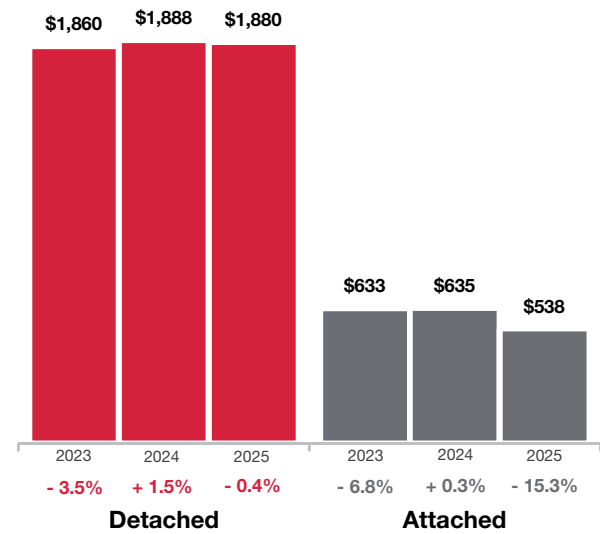




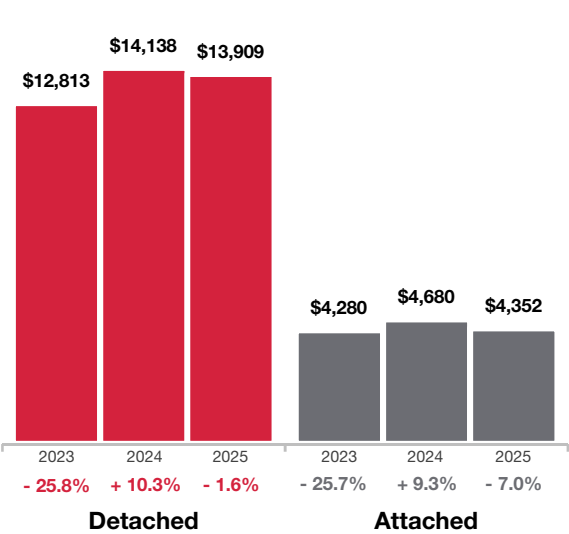
# Dollar Volume of Closed Sales (in millions)

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

## August

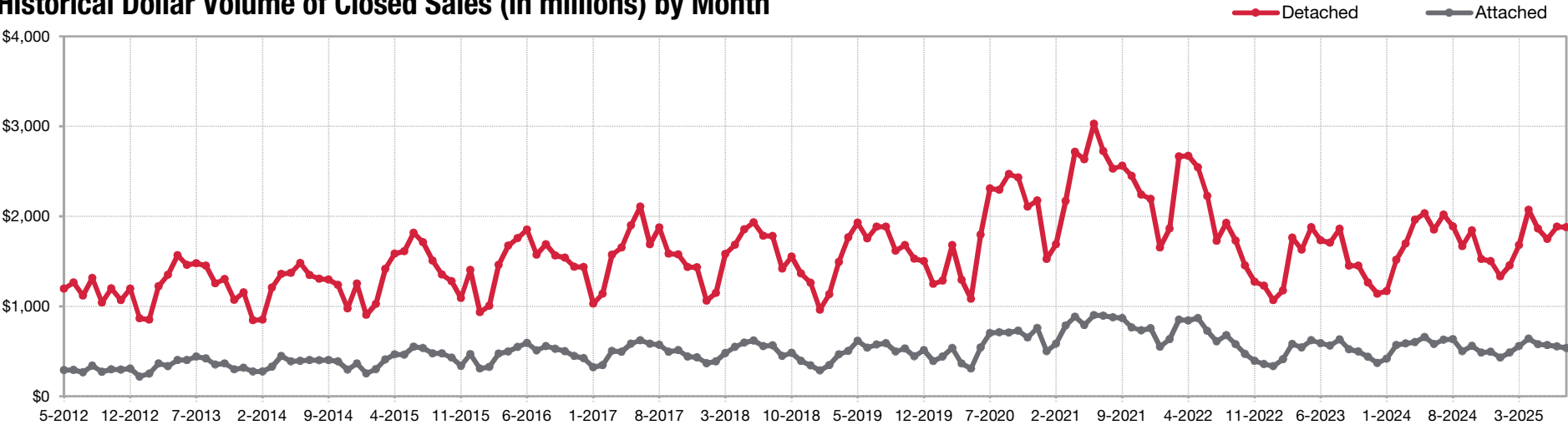


## Year to Date



\$ Volume of Closed Sales (in millions)	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Sep-2024	\$1,667	+14.9%	\$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%	\$496	+34.1%
Jan-2025	\$1,332	+13.8%	\$429	+3.1%
Feb-2025	\$1,453	-4.2%	\$485	-14.9%
Mar-2025	\$1,679	-1.2%	\$558	-5.1%
Apr-2025	\$2,071	+5.5%	\$641	+6.3%
May-2025	\$1,863	-8.4%	\$577	-12.4%
Jun-2025	\$1,747	-5.7%	\$570	-1.9%
Jul-2025	\$1,884	-6.6%	\$555	-11.6%
Aug-2025	\$1,880	-0.4%	\$538	-15.3%
12-Month Avg	\$1,704	+5.2%	\$533	-1.7%

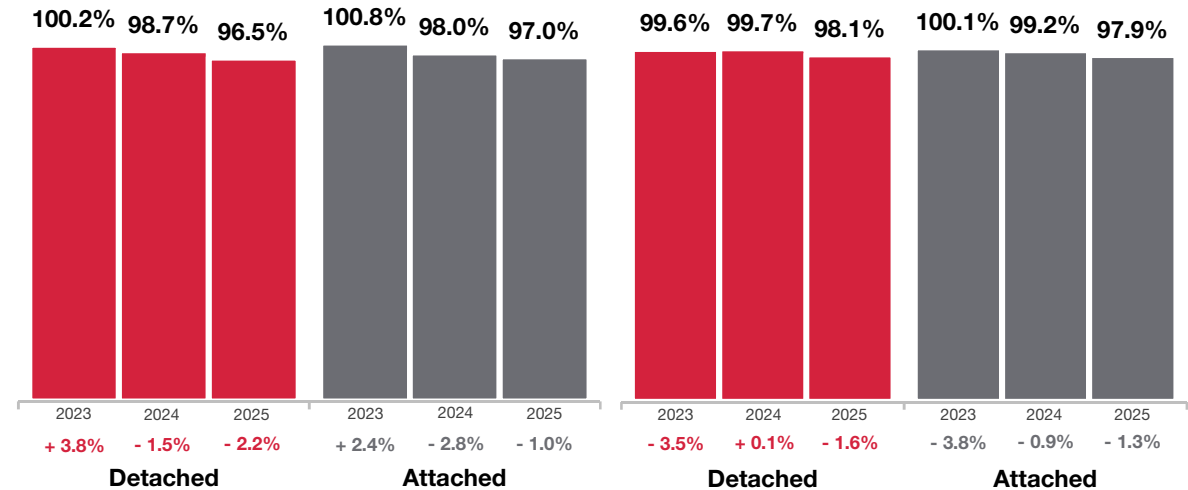
## Historical Dollar Volume of Closed Sales (in millions) by Month



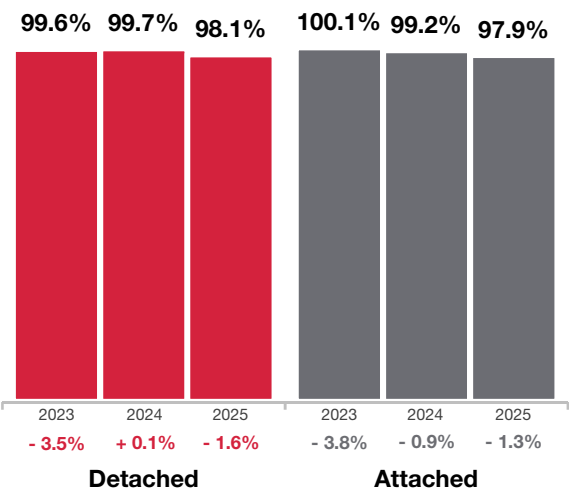
# Percent of Original List Price Received

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.

## August



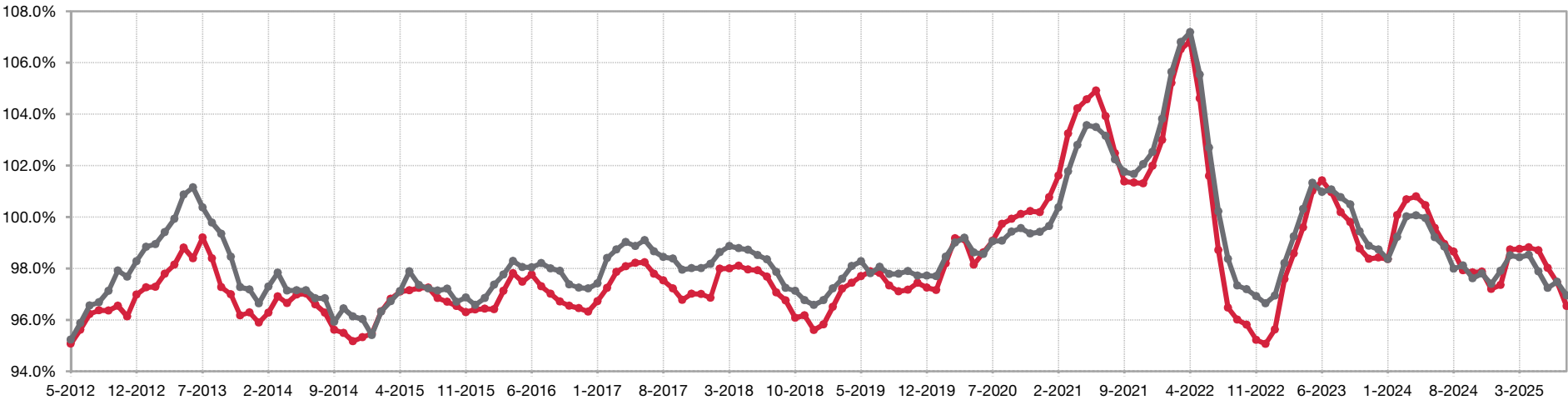
## Year to Date



Pct. of Orig. Price Received	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
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	98.8%	-1.9%	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%
Jul-2025	97.5%	-1.5%	97.5%	-1.3%
Aug-2025	96.5%	-2.2%	97.0%	-1.0%
12-Month Avg*	97.9%	-1.6%	97.8%	-1.5%

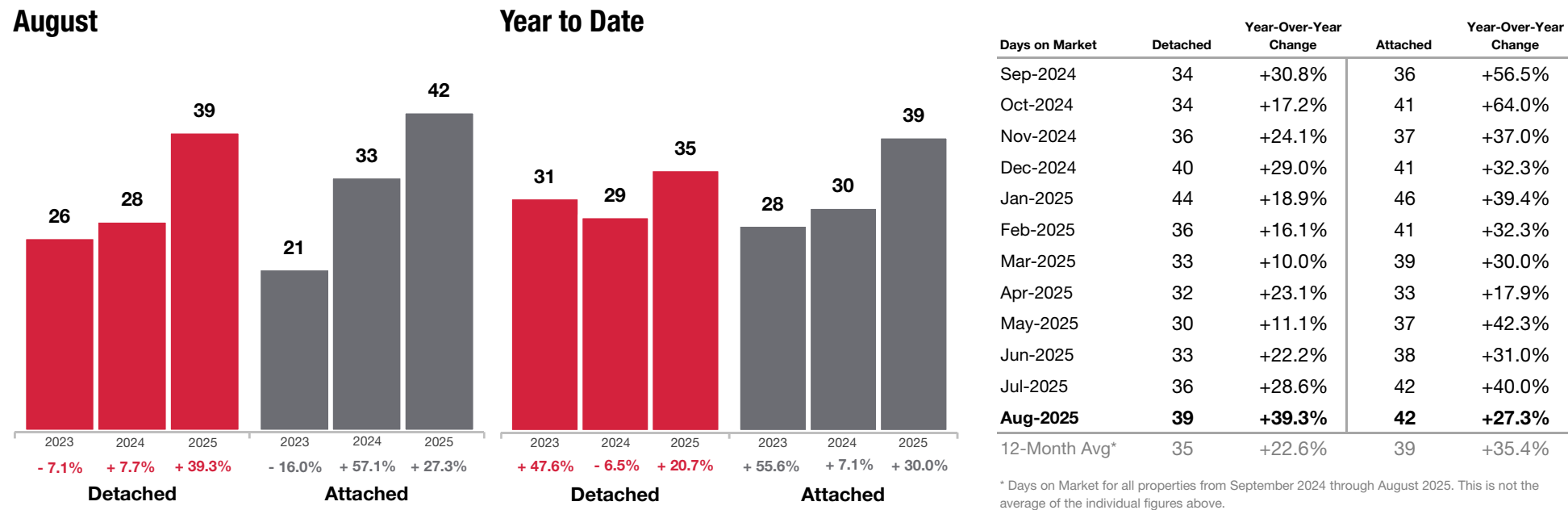
\* Pct. of Orig. Price Received for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

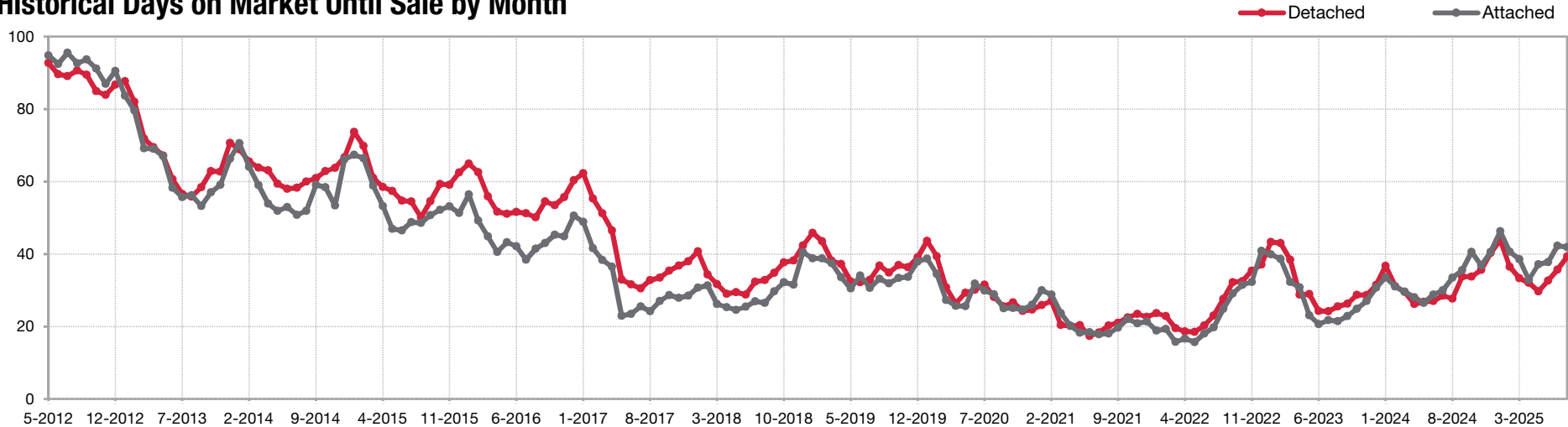


# Days on Market Until Sale

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

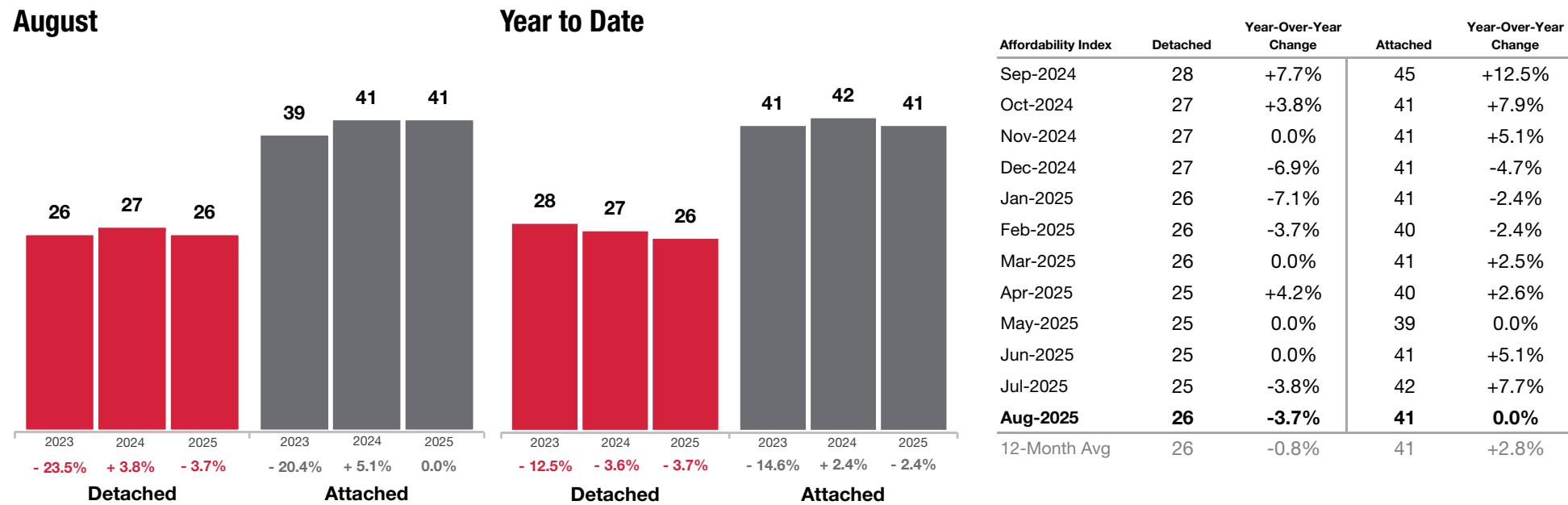


## Historical Days on Market Until Sale by Month

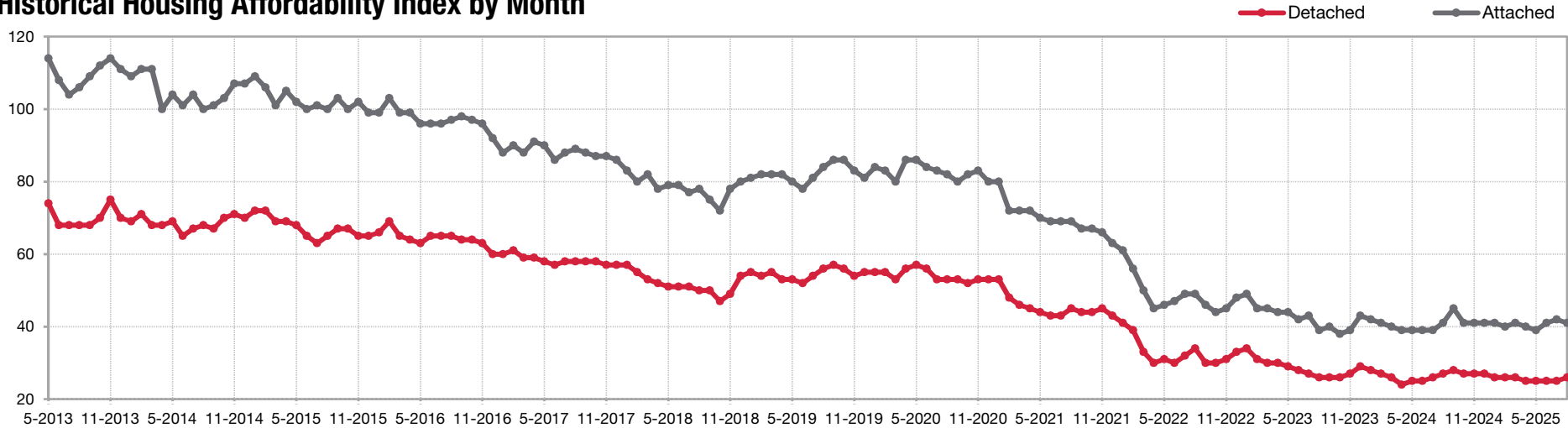


# Housing Affordability Index

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.



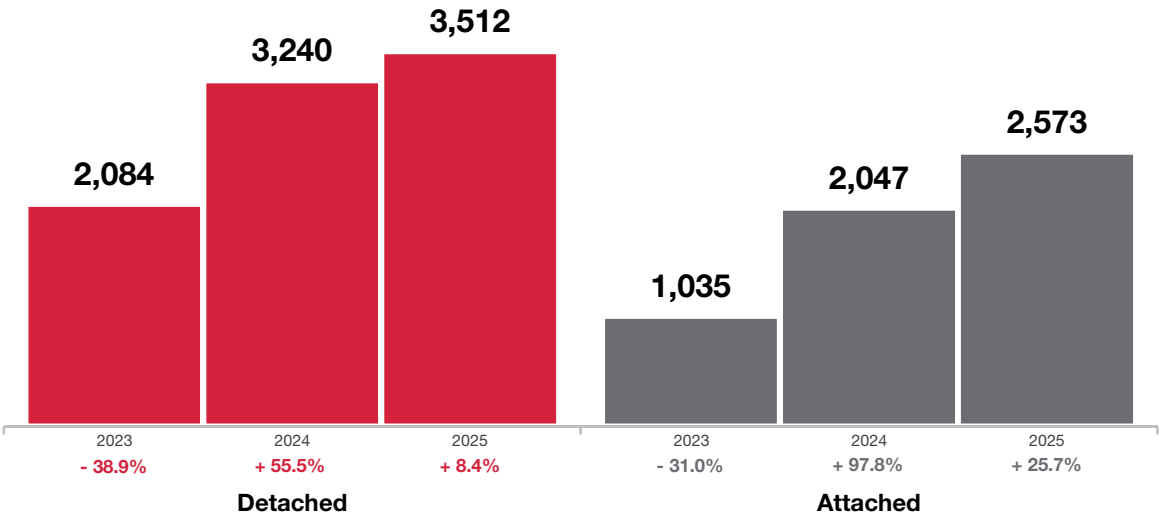
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

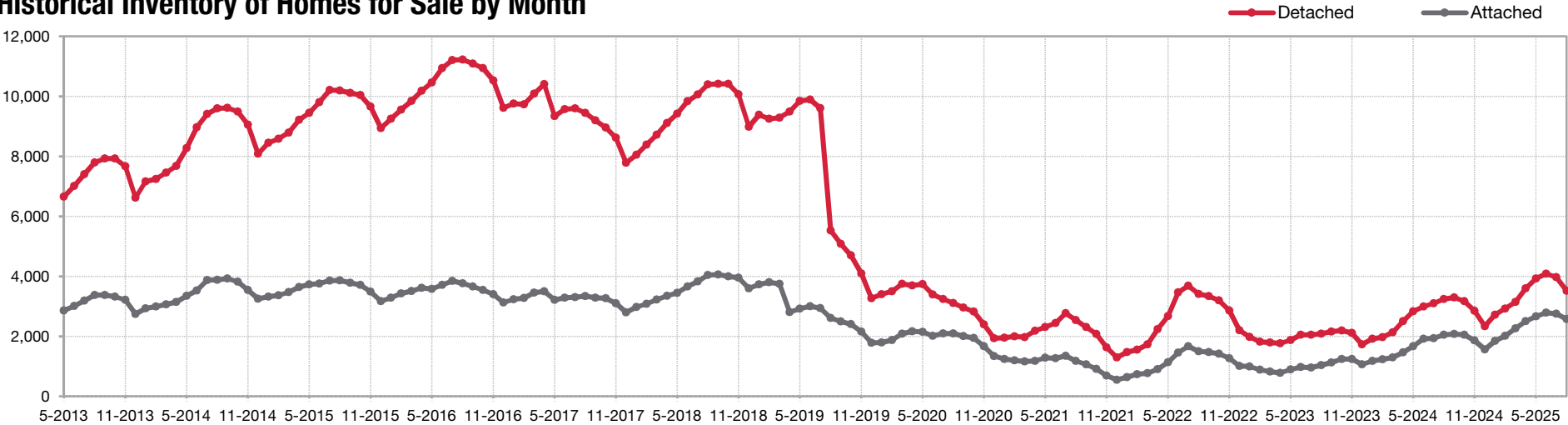
The number of properties available for sale in active status at the end of a given month.

## August



Homes for Sale	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Sep-2024	3,292	+52.9%	2,073	+84.8%
Oct-2024	3,168	+44.9%	2,048	+65.0%
Nov-2024	2,851	+35.1%	1,860	+50.4%
Dec-2024	2,329	+34.9%	1,561	+47.3%
Jan-2025	2,718	+42.1%	1,842	+56.6%
Feb-2025	2,920	+48.0%	2,016	+63.8%
Mar-2025	3,146	+47.5%	2,261	+74.9%
Apr-2025	3,599	+43.7%	2,506	+71.9%
May-2025	3,928	+38.7%	2,659	+59.7%
Jun-2025	4,083	+36.6%	2,785	+45.7%
Jul-2025	3,966	+27.9%	2,755	+42.2%
Aug-2025	3,512	+8.4%	2,573	+25.7%
12-Month Avg	3,293	+36.9%	2,245	+55.0%

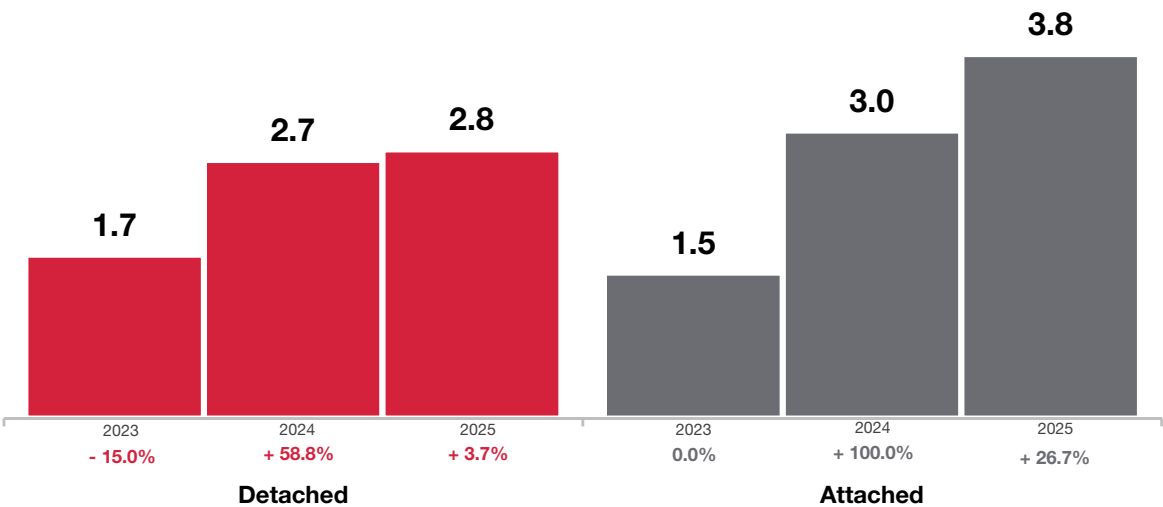
## Historical Inventory of Homes for Sale by Month



# 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.

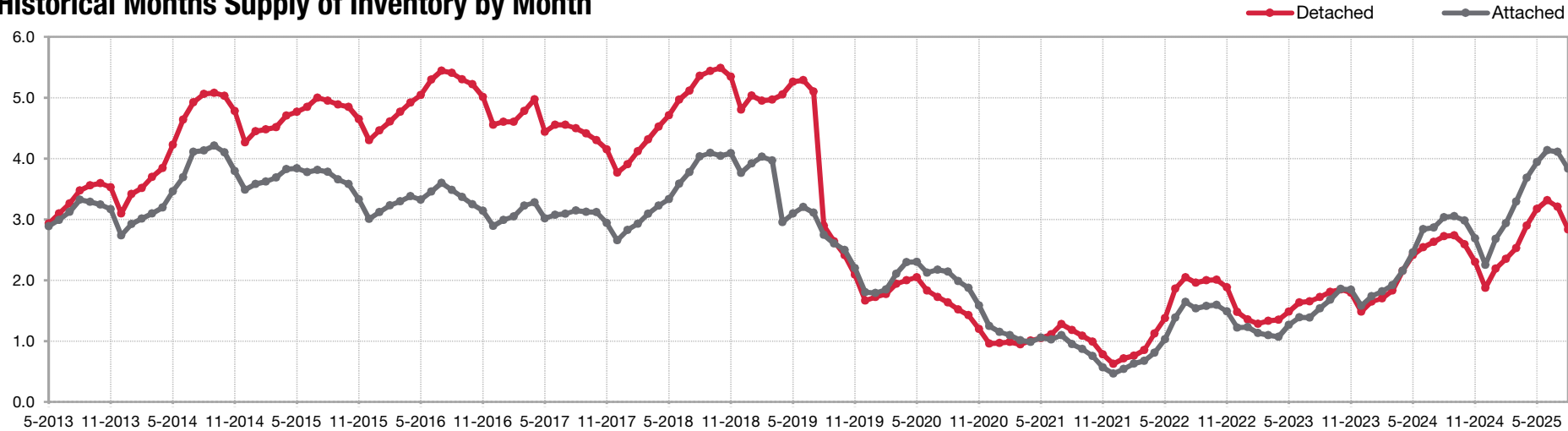
## August



Months Supply	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
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%	2.2	+37.5%
Jan-2025	2.2	+37.5%	2.7	+58.8%
Feb-2025	2.4	+41.2%	2.9	+61.1%
Mar-2025	2.5	+38.9%	3.3	+73.7%
Apr-2025	2.9	+31.8%	3.7	+68.2%
May-2025	3.2	+33.3%	3.9	+56.0%
Jun-2025	3.3	+32.0%	4.1	+46.4%
Jul-2025	3.2	+23.1%	4.1	+41.4%
Aug-2025	2.8	+3.7%	3.8	+26.7%
12-Month Avg*	2.7	+30.2%	3.3	+53.6%

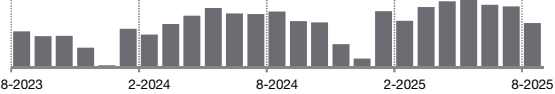
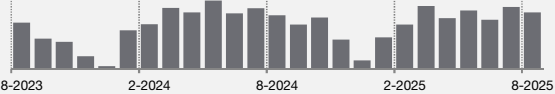
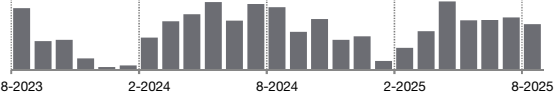
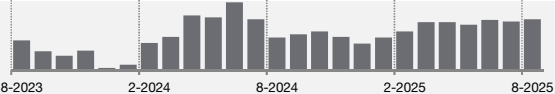
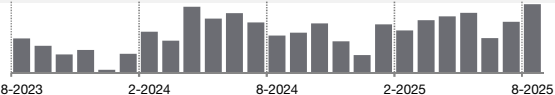
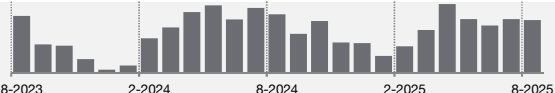
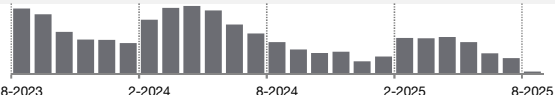
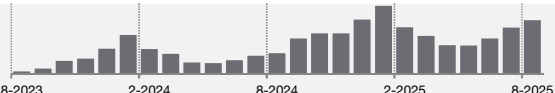

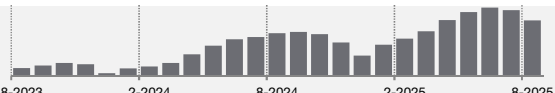

\* Months Supply for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

## 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			8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	08-2023	08-2024	08-2025						
New Listings				3,326	2,890	- 13.1%	24,420	27,244	+ 11.6%
Pending Sales				2,022	2,064	+ 2.1%	16,323	15,998	- 2.0%
Closed Sales				2,164	1,946	- 10.1%	15,832	15,181	- 4.1%
Median Sales Price				\$885,000	\$915,000	+ 3.4%	\$900,000	\$906,000	+ 0.7%
Average Sales Price				\$1,166,278	\$1,244,943	+ 6.7%	\$1,188,792	\$1,203,437	+ 1.2%
\$ Volume of Closed Sales (in millions)				\$2,523	\$2,418	- 4.2%	\$18,817	\$18,261	- 3.0%
Pct. of Orig. Price Received				98.4%	96.7%	- 1.7%	99.6%	98.0%	- 1.6%
Days on Market				30	40	+ 33.3%	29	37	+ 27.6%
Affordability Index				32	30	- 6.3%	31	31	0.0%
Homes for Sale				5,287	6,085	+ 15.1%	--	--	--
Months Supply				2.8	3.2	+ 14.3%	--	--	--