Monthly Indicators

September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

Closed Sales increased 5.1 percent for Detached homes and 8.1 percent for Attached homes. Pending Sales increased 7.4 percent for Detached homes and 3.4 percent for Attached homes. Inventory increased 19.2 percent for Detached homes and 45.2 percent for Attached homes.

The Median Sales Price was down 2.8 percent to $1,020,500 for Detached homes but increased 3.2 percent to $671,500 for Attached homes. Days on Market increased 20.6 percent for Detached homes and 19.4 percent for Attached homes. Supply increased 13.0 percent for Detached homes and 45.8 percent for Attached homes.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to $422,600, though it was essentially flat compared to the prior month.

Monthly Snapshot

+ 6.2%	+ 1.1%	+ 29.0%
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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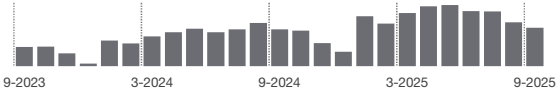
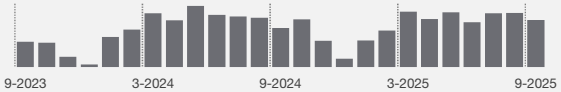
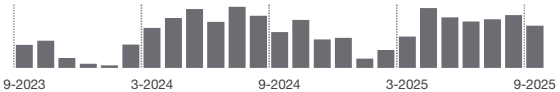
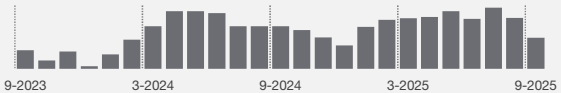
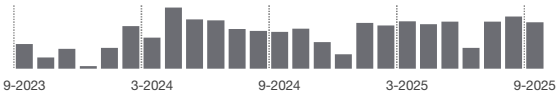
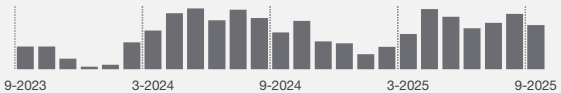
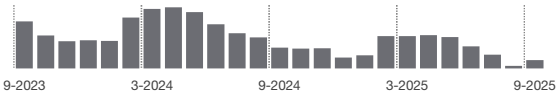
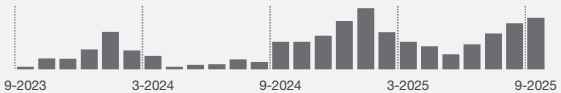
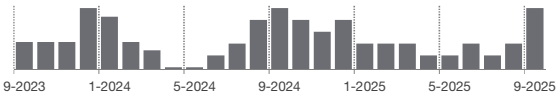
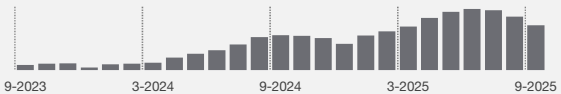
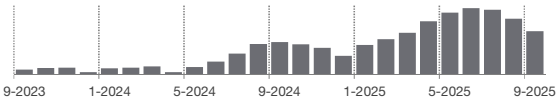
Current as of October 5, 2025.All data from the San Diego MLS. Report © 2025 ShowingTime Plus, LLC.

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	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	09-2023 09-2024 09-2025						
New Listings		1,644	**1,700**	+ 3.4%	13,893	**18,651**	+ 34.2%
Pending Sales		1,212	**1,302**	+ 7.4%	11,668	**11,677**	+ 0.1%
Closed Sales		1,205	**1,267**	+ 5.1%	11,289	**11,189**	- 0.9%
Median Sales Price		$1,050,000	**$1,020,500**	- 2.8%	$1,050,000	**$1,065,000**	+ 1.4%
Average Sales Price		$1,384,069	**$1,416,269**	+ 2.3%	$1,400,518	**$1,407,289**	+ 0.5%
$ Volume of Closed Sales (in millions)		$1,668	**$1,780**	+ 6.7%	$15,808	**$15,634**	- 1.1%
Pct. of Orig. Price Received		97.9%	**97.0%**	- 0.9%	99.5%	**97.9%**	- 1.6%
Days on Market Until Sale		34	**41**	+ 20.6%	29	**36**	+ 24.1%
Housing Affordability Index		41	**41**	0.0%	41	**39**	- 4.9%
Inventory of Homes for Sale		2,734	**3,259**	+ 19.2%	--	**--**	--
Months Supply of Inventory		2.3	**2.6**	+ 13.0%	--	**--**	--

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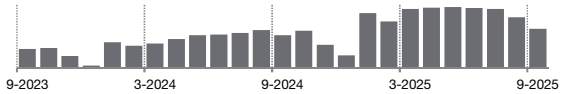
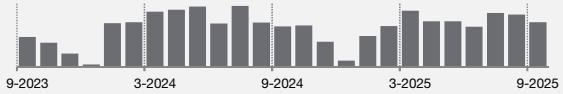
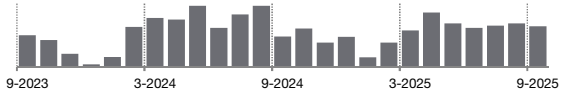
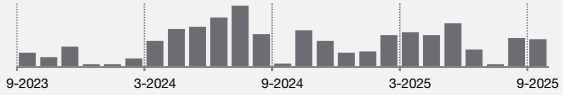
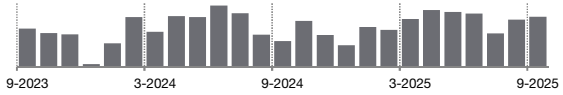
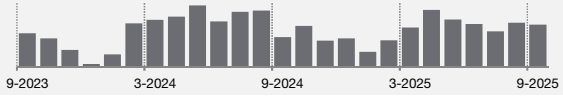
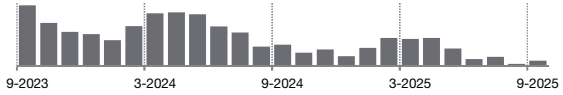
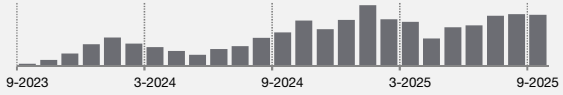
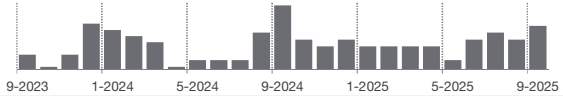
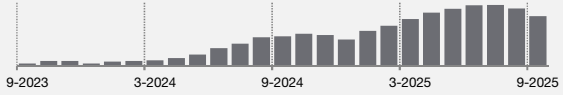
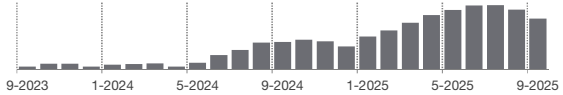
Attached Market Overview

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	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		917	**1,026**	+ 11.9%	7,861	**11,649**	+ 48.2%
Pending Sales		677	**700**	+ 3.4%	6,543	**6,339**	- 3.1%
Closed Sales		644	**696**	+ 8.1%	6,398	**6,100**	- 4.7%
Median Sales Price		$650,500	**$671,500**	+ 3.2%	$675,000	**$670,000**	- 0.7%
Average Sales Price		$779,829	**$823,220**	+ 5.6%	$810,577	**$818,015**	+ 0.9%
$ Volume of Closed Sales (in millions)		$502	**$565**	+ 12.5%	$5,185	**$4,932**	- 4.9%
Pct. of Orig. Price Received		98.1%	**97.1%**	- 1.0%	99.1%	**97.8%**	- 1.3%
Days on Market Until Sale		36	**43**	+ 19.4%	31	**40**	+ 29.0%
Housing Affordability Index		66	**63**	- 4.5%	63	**63**	0.0%
Inventory of Homes for Sale		1,645	**2,388**	+ 45.2%	--	--	--
Months Supply of Inventory		2.4	**3.5**	+ 45.8%	--	--	--

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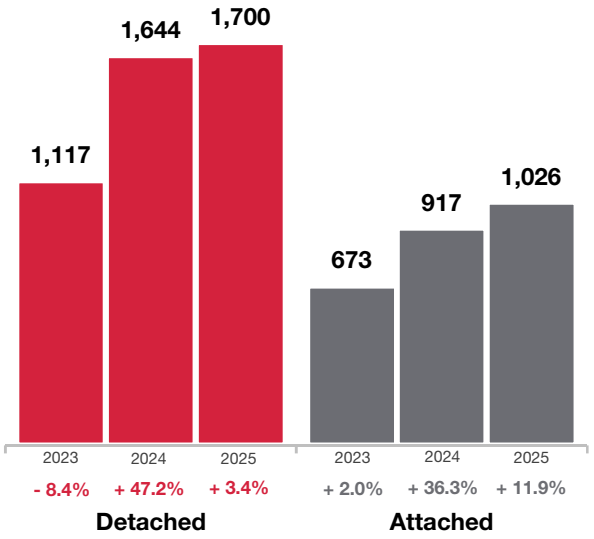
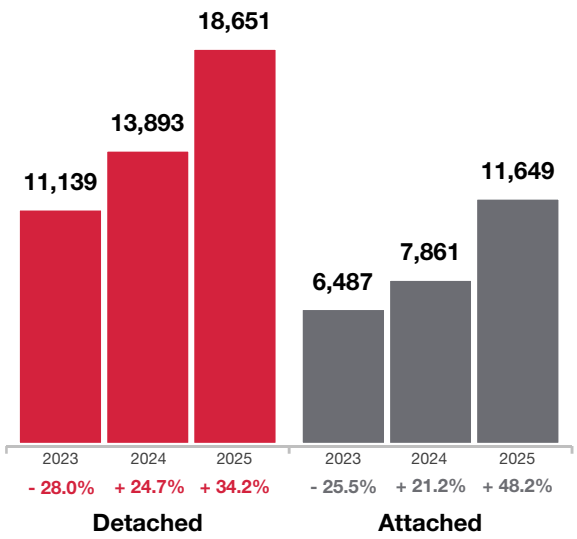
New Listings

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

September

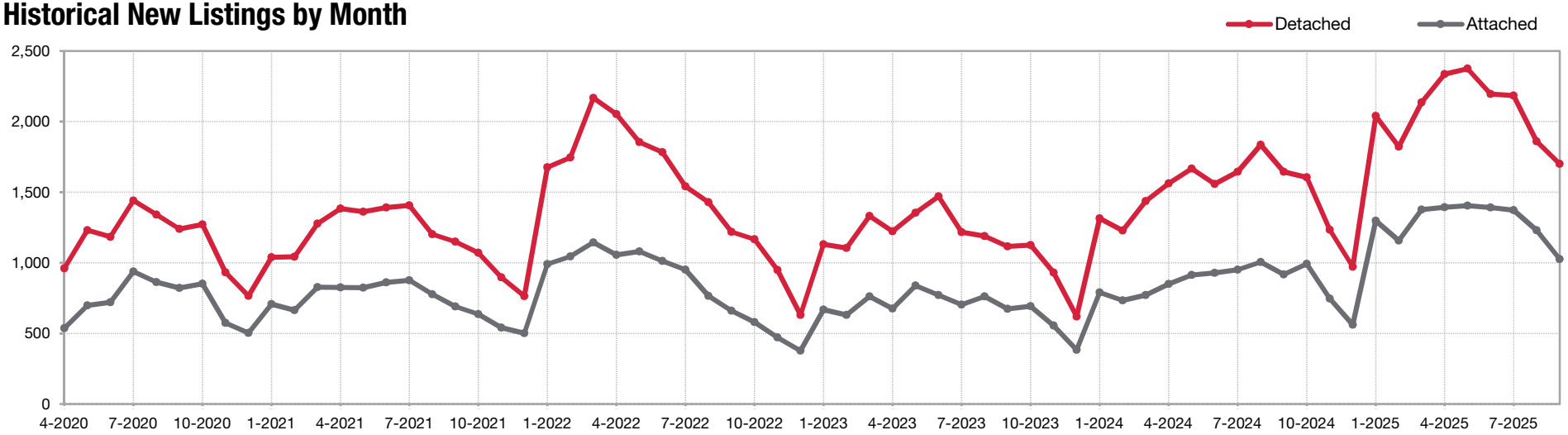


Year to Date



New Listings	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Oct-2024	1,606	+42.6%	993	+43.3%
Nov-2024	1,234	+32.5%	746	+34.4%
Dec-2024	972	+56.8%	561	+46.1%
Jan-2025	2,041	+55.3%	1,298	+64.3%
Feb-2025	1,823	+48.3%	1,157	+57.8%
Mar-2025	2,136	+48.6%	1,376	+78.2%
Apr-2025	2,336	+49.5%	1,393	+63.9%
May-2025	2,375	+42.5%	1,405	+53.9%
Jun-2025	2,195	+40.8%	1,391	+49.9%
Jul-2025	2,185	+32.9%	1,373	+44.2%
Aug-2025	1,860	+1.3%	1,230	+22.3%
Sep-2025	**1,700**	**+3.4%**	**1,026**	**+11.9%**
12-Month Avg	1,872	+35.6%	1,162	+46.9%

Historical New Listings by Month

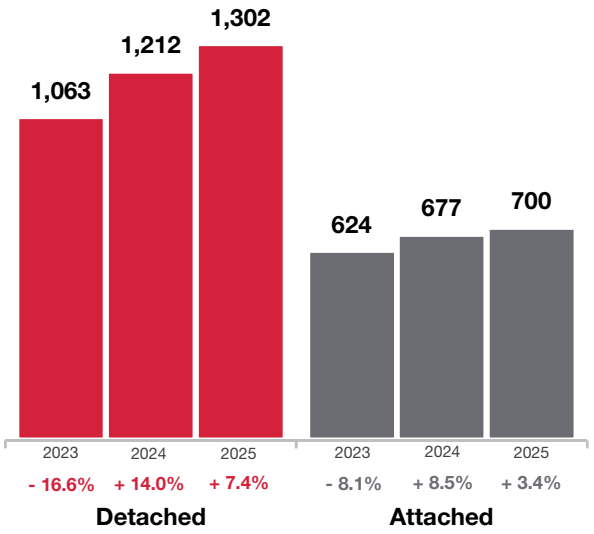


Current as of October 5, 2025.All data from the San Diego MLS. Report © 2025 ShowingTime Plus, LLC.

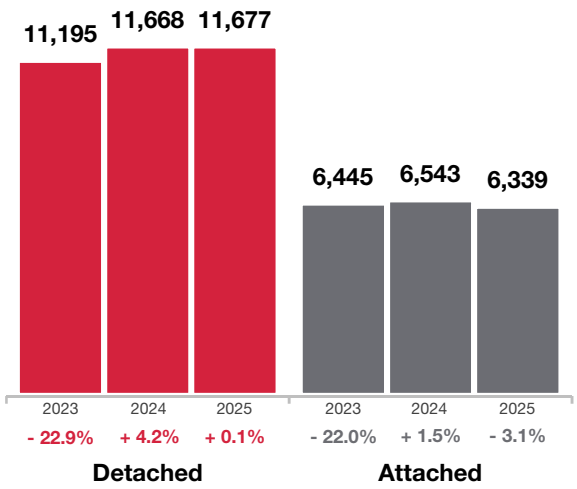
Pending Sales

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

September

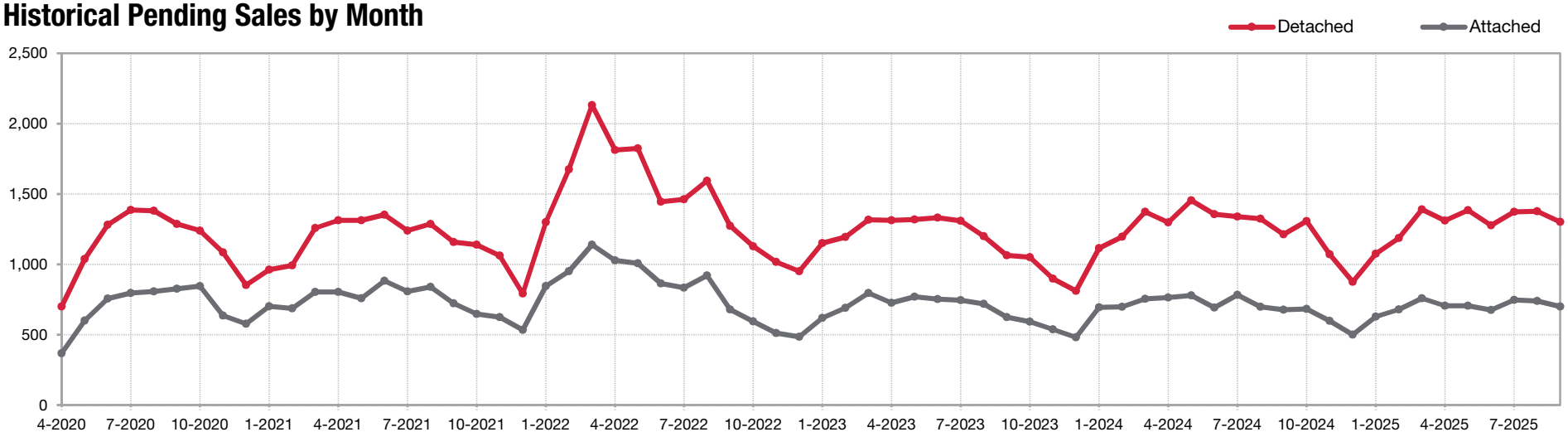


Year to Date



Pending Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Oct-2024	1,307	+24.4%	683	+15.2%
Nov-2024	1,072	+19.4%	599	+11.3%
Dec-2024	876	+7.9%	501	+4.2%
Jan-2025	1,075	-3.5%	629	-9.5%
Feb-2025	1,186	-0.8%	680	-2.7%
Mar-2025	1,391	+1.2%	758	+0.5%
Apr-2025	1,310	+0.9%	705	-7.7%
May-2025	1,385	-4.7%	705	-9.6%
Jun-2025	1,277	-5.8%	676	-2.5%
Jul-2025	1,374	+2.5%	747	-4.6%
Aug-2025	1,377	+4.0%	739	+5.9%
Sep-2025	**1,302**	**+7.4%**	**700**	**+3.4%**
12-Month Avg	1,244	+3.5%	677	-0.4%

Historical Pending Sales by Month

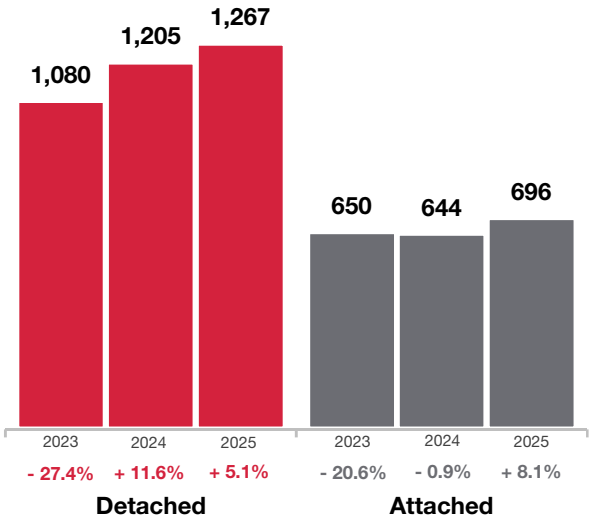


Current as of October 5, 2025.All data from the San Diego MLS. Report © 2025 ShowingTime Plus, LLC.

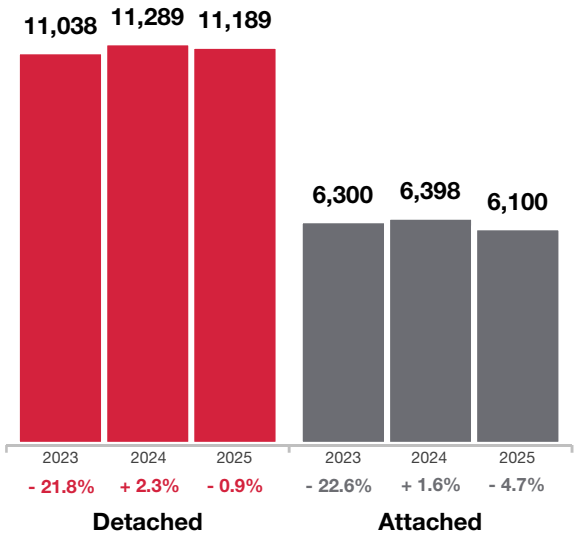
Closed Sales

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

September

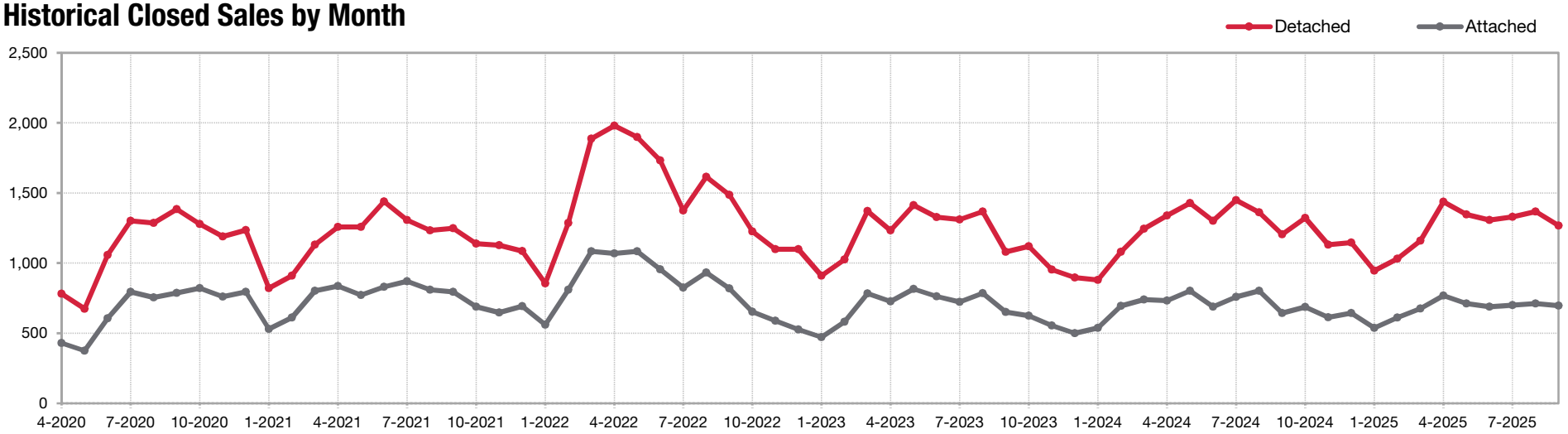


Year to Date



Closed Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Oct-2024	1,322	+18.1%	686	+9.8%
Nov-2024	1,132	+18.8%	613	+10.5%
Dec-2024	1,147	+27.9%	643	+28.6%
Jan-2025	946	+7.5%	537	-0.2%
Feb-2025	1,031	-4.6%	612	-11.8%
Mar-2025	1,160	-6.8%	675	-8.7%
Apr-2025	1,437	+7.2%	768	+4.9%
May-2025	1,346	-5.7%	712	-11.2%
Jun-2025	1,306	+0.3%	689	0.0%
Jul-2025	1,329	-8.2%	700	-7.7%
Aug-2025	1,367	+0.4%	711	-11.3%
Sep-2025	**1,267**	**+5.1%**	**696**	**+8.1%**
12-Month Avg	1,233	+3.7%	670	-0.4%

Historical Closed Sales by Month

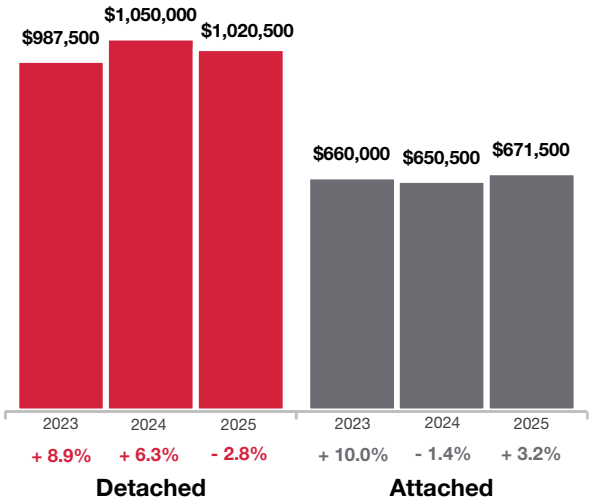


Current as of October 5, 2025.All data from the San Diego MLS. Report © 2025 ShowingTime Plus, LLC.

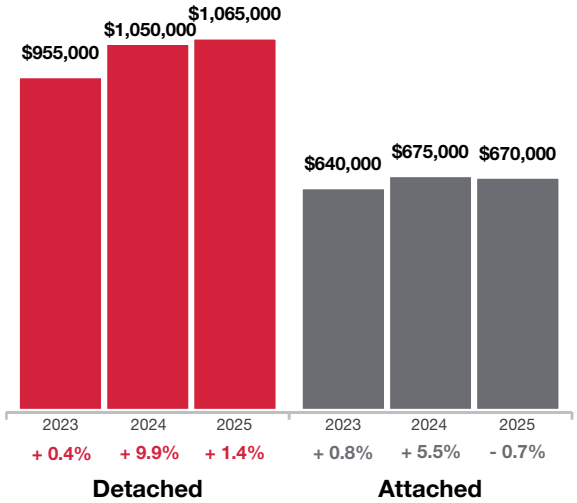
Median Sales Price

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

September



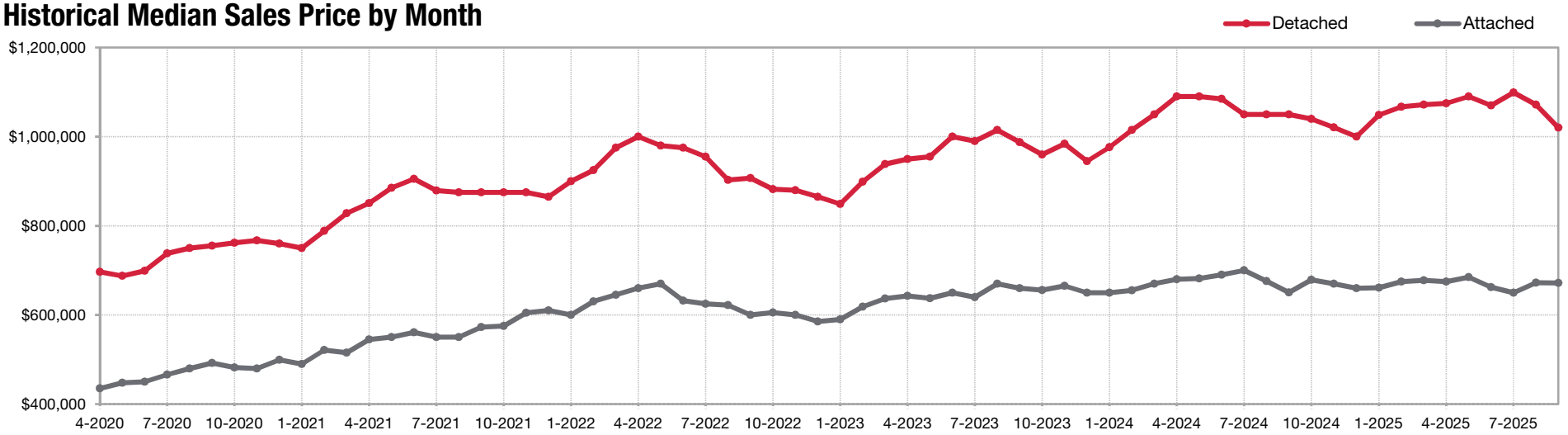
Year to Date



Median Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Oct-2024	$1,040,000	+8.3%	$678,962	+3.5%
Nov-2024	$1,021,000	+3.8%	$670,000	+0.8%
Dec-2024	$1,000,000	+5.8%	$660,000	+1.5%
Jan-2025	$1,048,800	+7.4%	$661,000	+1.7%
Feb-2025	$1,066,906	+5.1%	$675,000	+3.1%
Mar-2025	$1,071,750	+2.1%	$677,450	+1.1%
Apr-2025	$1,075,000	-1.4%	$675,000	-0.7%
May-2025	$1,090,000	0.0%	$685,000	+0.4%
Jun-2025	$1,070,000	-1.4%	$662,500	-4.0%
Jul-2025	$1,099,000	+4.7%	$650,000	-7.1%
Aug-2025	$1,072,000	+2.1%	$672,450	-0.5%
Sep-2025	**$1,020,500**	**-2.8%**	**$671,500**	**+3.2%**
12-Month Avg*	$1,050,000	+1.6%	$670,000	-0.3%

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

Historical Median Sales Price by Month

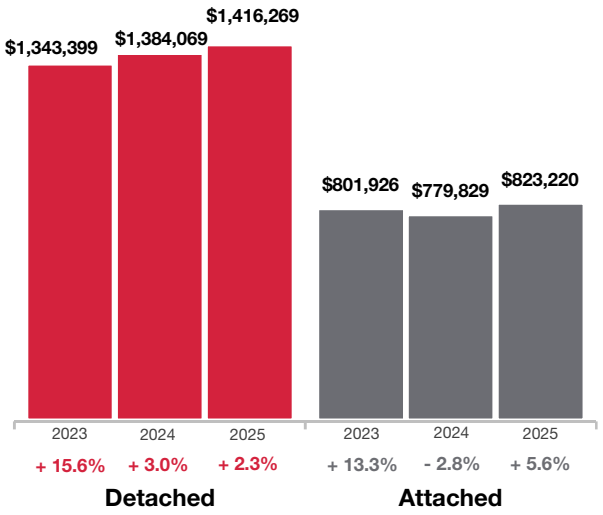


Current as of October 5, 2025.All data from the San Diego MLS. Report © 2025 ShowingTime Plus, LLC.

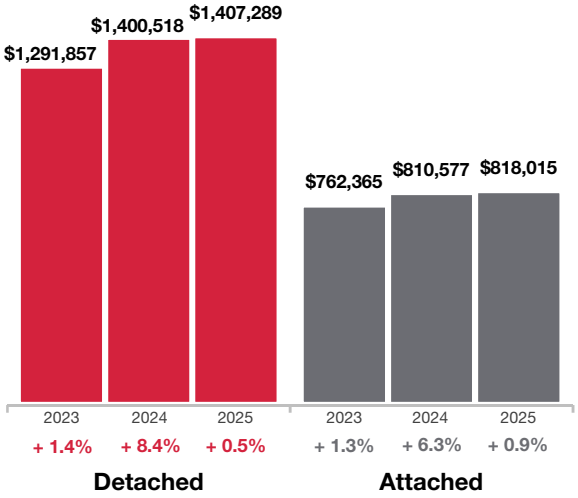
Average Sales Price

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

September



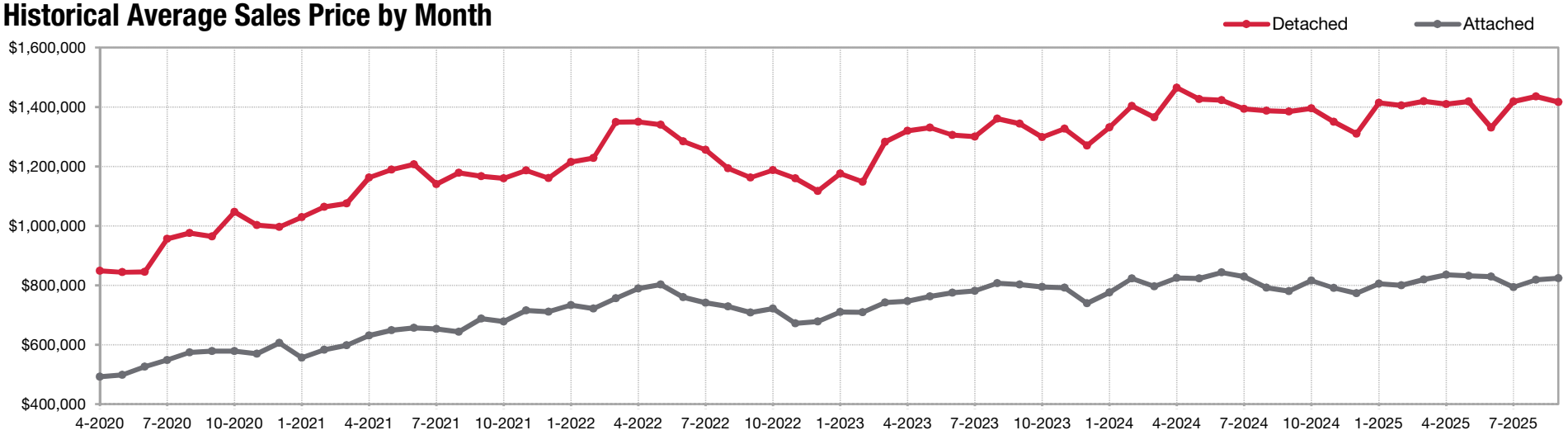
Year to Date



Avg. Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Oct-2024	$1,395,179	+7.5%	$815,929	+2.8%
Nov-2024	$1,349,987	+1.7%	$790,919	-0.1%
Dec-2024	$1,309,596	+3.2%	$772,767	+4.6%
Jan-2025	$1,414,151	+6.2%	$804,807	+3.7%
Feb-2025	$1,405,227	+0.2%	$799,810	-2.7%
Mar-2025	$1,419,452	+4.0%	$819,390	+2.9%
Apr-2025	$1,409,570	-3.8%	$834,815	+1.2%
May-2025	$1,418,410	-0.5%	$831,587	+1.1%
Jun-2025	$1,330,101	-6.5%	$829,066	-1.6%
Jul-2025	$1,418,571	+1.8%	$793,654	-4.3%
Aug-2025	$1,435,385	+3.5%	$817,963	+3.4%
Sep-2025	**$1,416,269**	**+2.3%**	**$823,220**	**+5.6%**
12-Month Avg*	$1,394,173	+1.1%	$812,106	+1.1%

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

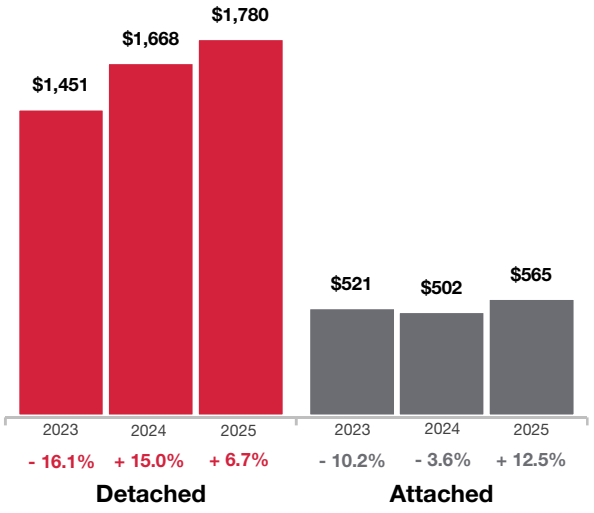
Historical Average Sales Price by Month



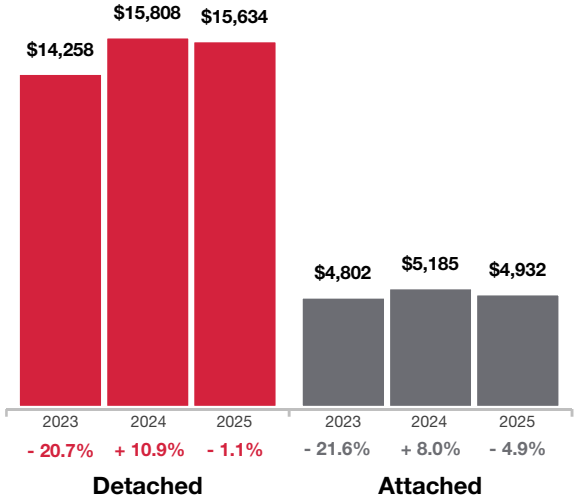
Dollar Volume of Closed Sales (in millions)

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

September

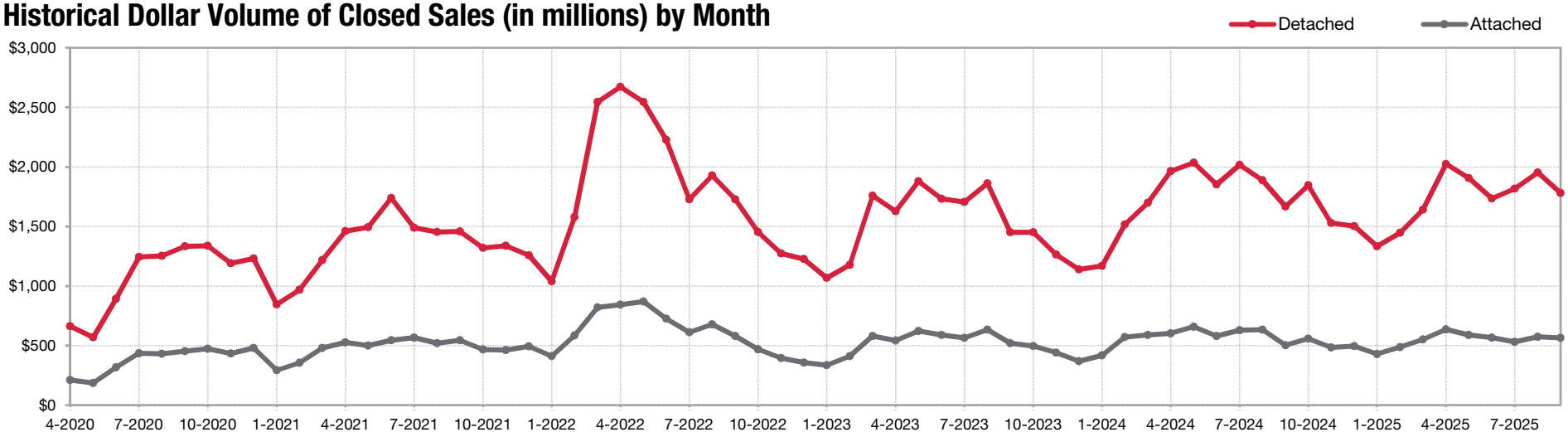


Year to Date



$ Volume of Closed Sales (in millions)	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Oct-2024	$1,844	+27.0%	$559	+12.7%
Nov-2024	$1,528	+21.0%	$485	+10.5%
Dec-2024	$1,502	+31.9%	$496	+34.1%
Jan-2025	$1,332	+13.9%	$430	+3.1%
Feb-2025	$1,447	-4.6%	$487	-14.7%
Mar-2025	$1,641	-3.4%	$551	-6.5%
Apr-2025	$2,024	+3.1%	$637	+5.5%
May-2025	$1,906	-6.3%	$590	-10.5%
Jun-2025	$1,733	-6.5%	$567	-2.4%
Jul-2025	$1,817	-9.9%	$532	-15.4%
Aug-2025	$1,952	+3.4%	$574	-9.6%
Sep-2025	**$1,780**	**+6.7%**	**$565**	**+12.5%**
12-Month Avg	$1,709	+4.3%	$539	-0.3%

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

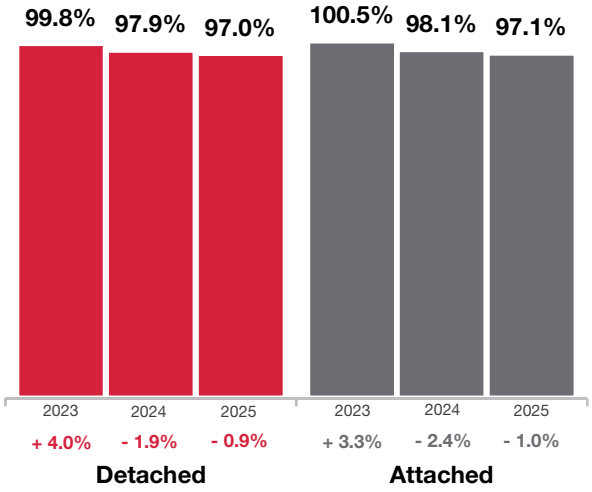


Current as of October 5, 2025.All data from the San Diego MLS. Report © 2025 ShowingTime Plus, LLC.

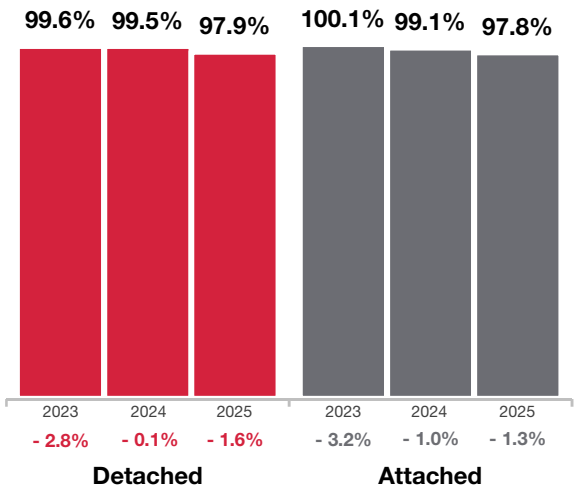
Percent of Original List Price Received

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.

September



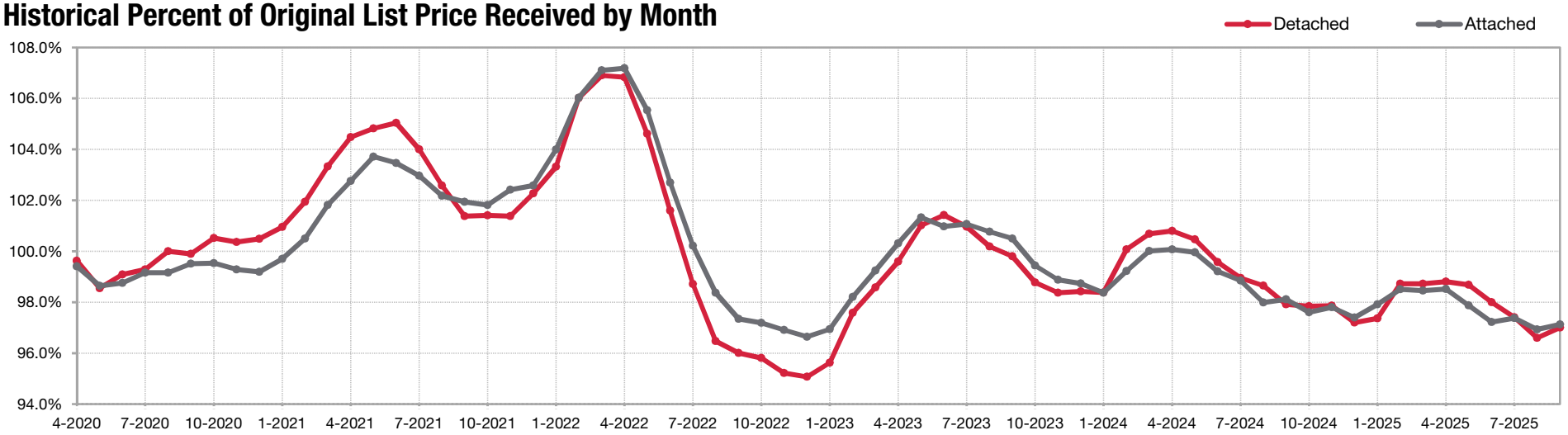
Year to Date



Pct. of Orig. Price Received	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
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%
Jul-2025	97.4%	-1.6%	97.4%	-1.4%
Aug-2025	96.6%	-2.1%	96.9%	-1.1%
Sep-2025	**97.0%**	**-0.9%**	**97.1%**	**-1.0%**
12-Month Avg*	97.9%	-1.5%	97.7%	-1.4%

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

Historical Percent of Original List Price Received by Month

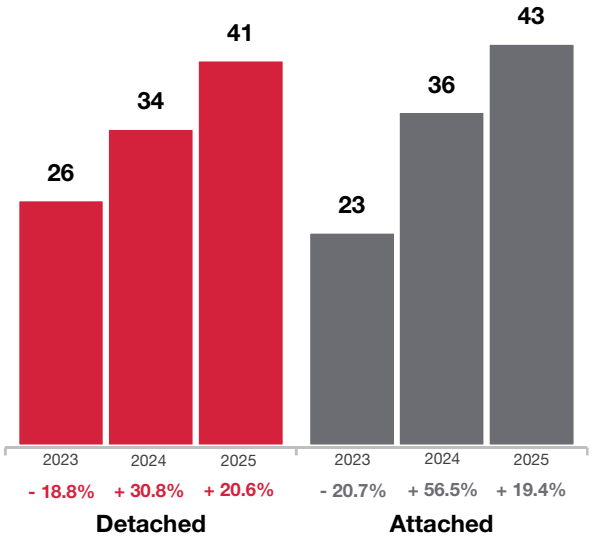


Current as of October 5, 2025.All data from the San Diego MLS. Report © 2025 ShowingTime Plus, LLC.

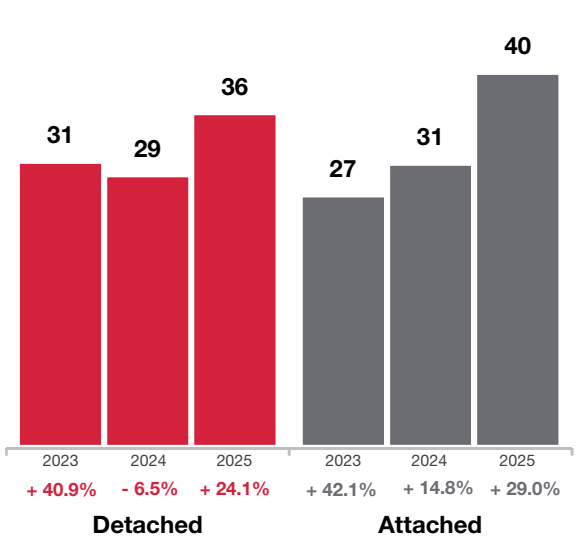
Days on Market Until Sale

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

September



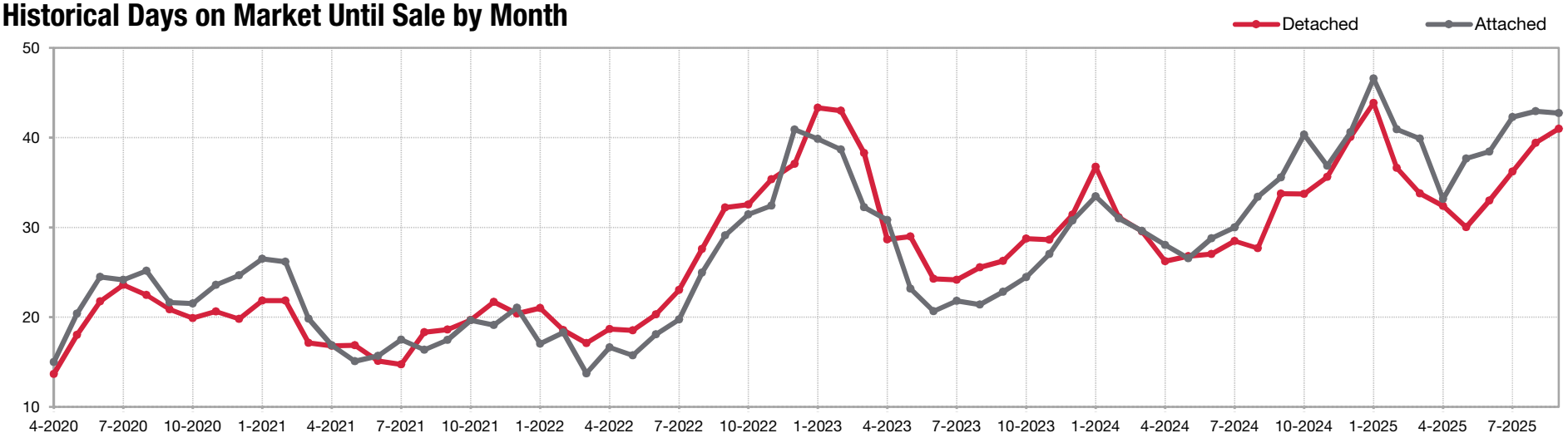
Year to Date



Days on Market	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Oct-2024	34	+17.2%	40	+66.7%
Nov-2024	36	+24.1%	37	+37.0%
Dec-2024	40	+29.0%	41	+32.3%
Jan-2025	44	+18.9%	47	+42.4%
Feb-2025	37	+19.4%	41	+32.3%
Mar-2025	34	+13.3%	40	+33.3%
Apr-2025	32	+23.1%	33	+17.9%
May-2025	30	+11.1%	38	+40.7%
Jun-2025	33	+22.2%	38	+31.0%
Jul-2025	36	+28.6%	42	+40.0%
Aug-2025	39	+39.3%	43	+30.3%
Sep-2025	**41**	**+20.6%**	**43**	**+19.4%**
12-Month Avg*	36	+22.8%	40	+34.2%

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

Historical Days on Market Until Sale by Month



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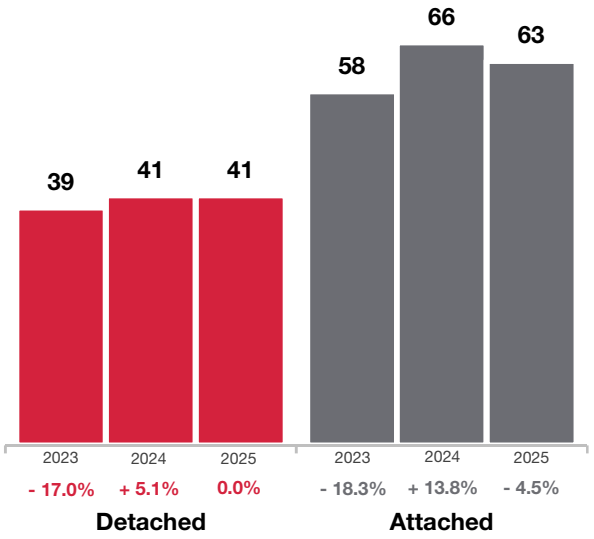
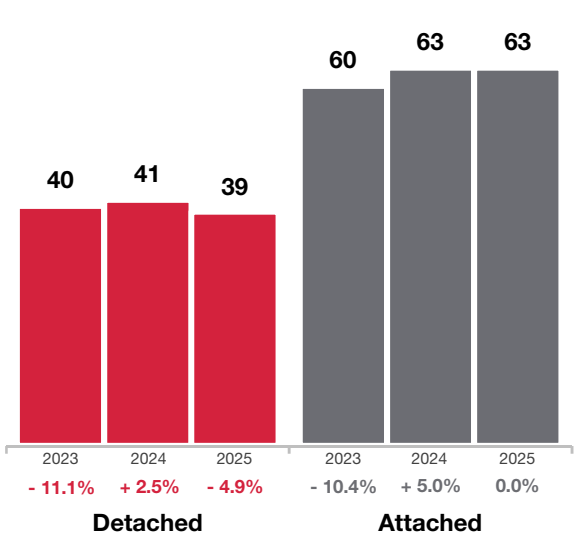
Housing Affordability Index

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.

September

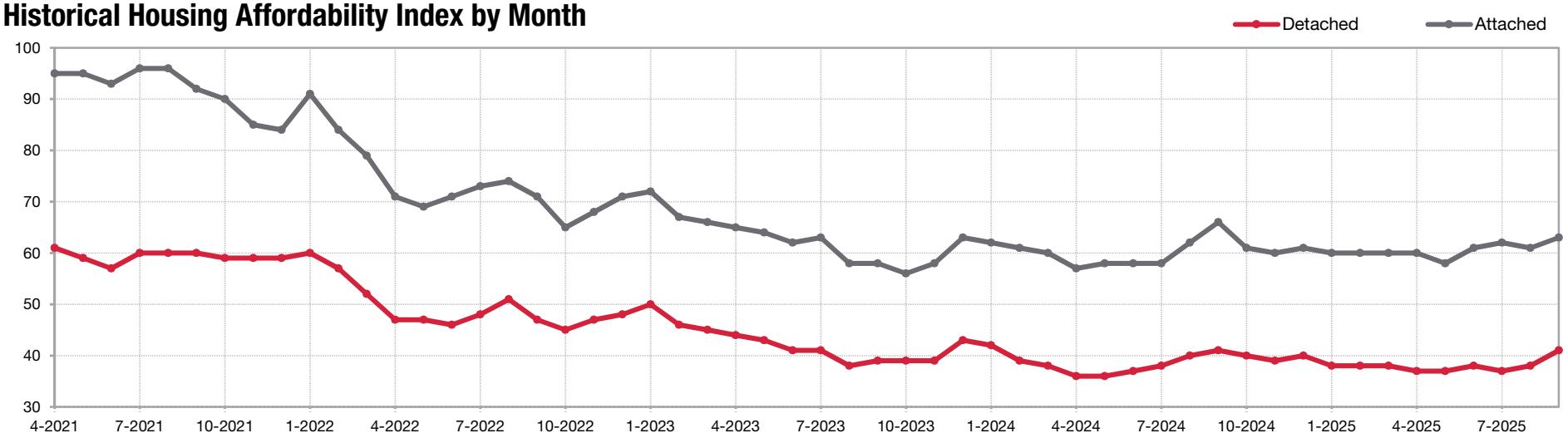


Year to Date



Affordability Index	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Oct-2024	40	+2.6%	61	+8.9%
Nov-2024	39	0.0%	60	+3.4%
Dec-2024	40	-7.0%	61	-3.2%
Jan-2025	38	-9.5%	60	-3.2%
Feb-2025	38	-2.6%	60	-1.6%
Mar-2025	38	0.0%	60	0.0%
Apr-2025	37	+2.8%	60	+5.3%
May-2025	37	+2.8%	58	0.0%
Jun-2025	38	+2.7%	61	+5.2%
Jul-2025	37	-2.6%	62	+6.9%
Aug-2025	38	-5.0%	61	-1.6%
Sep-2025	**41**	**0.0%**	**63**	**-4.5%**
12-Month Avg	38	-1.3%	61	+1.3%

Historical Housing Affordability Index by Month

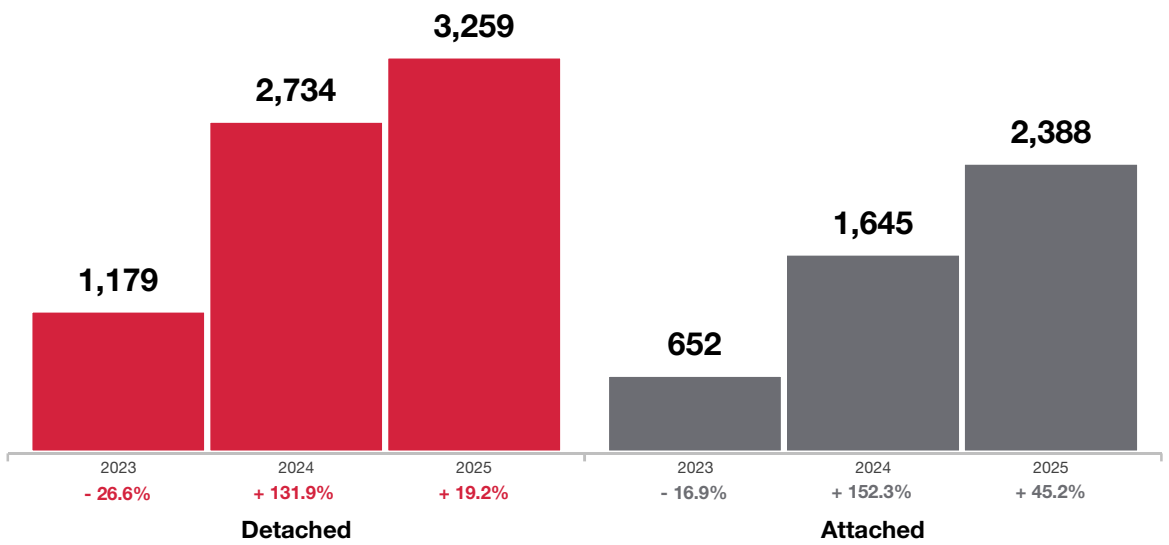


Current as of October 5, 2025.All data from the San Diego MLS. Report © 2025 ShowingTime Plus, LLC.

Inventory of Homes for Sale

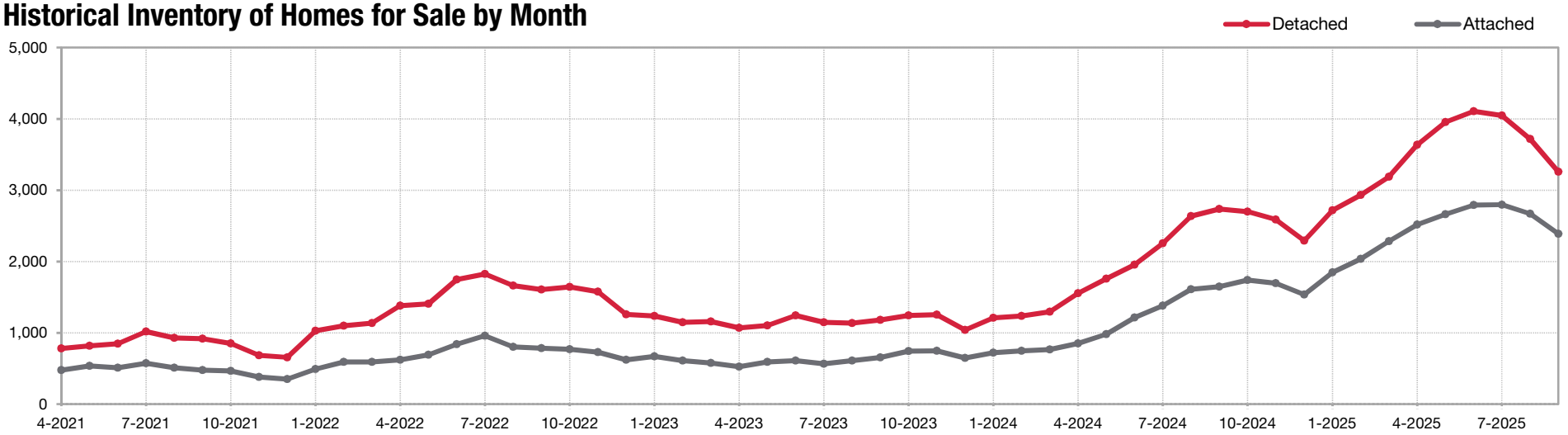
The number of properties available for sale in active status at the end of a given month.

September



Homes for Sale	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Oct-2024	2,700	+117.6%	1,739	+134.1%
Nov-2024	2,589	+106.5%	1,693	+126.3%
Dec-2024	2,291	+120.3%	1,535	+136.9%
Jan-2025	2,717	+124.9%	1,846	+156.7%
Feb-2025	2,932	+137.0%	2,037	+172.3%
Mar-2025	3,186	+146.0%	2,285	+199.1%
Apr-2025	3,635	+133.8%	2,516	+196.0%
May-2025	3,954	+125.2%	2,663	+172.3%
Jun-2025	4,105	+110.0%	2,791	+130.3%
Jul-2025	4,048	+79.6%	2,796	+102.9%
Aug-2025	3,716	+41.1%	2,667	+65.5%
Sep-2025	**3,259**	**+19.2%**	**2,388**	**+45.2%**
12-Month Avg	3,261	+94.1%	2,246	+123.8%

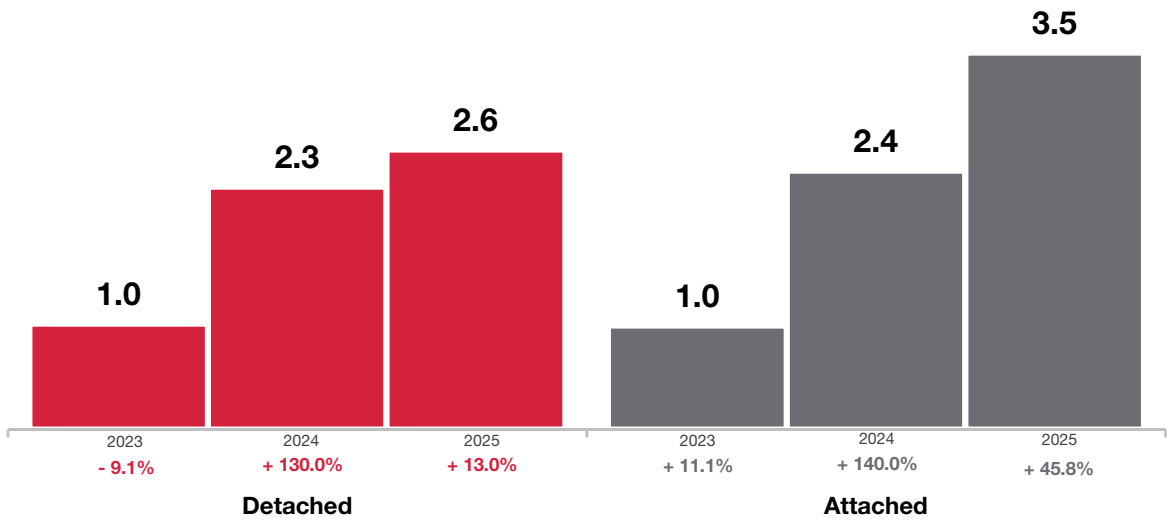
Historical Inventory of Homes for Sale by Month



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.

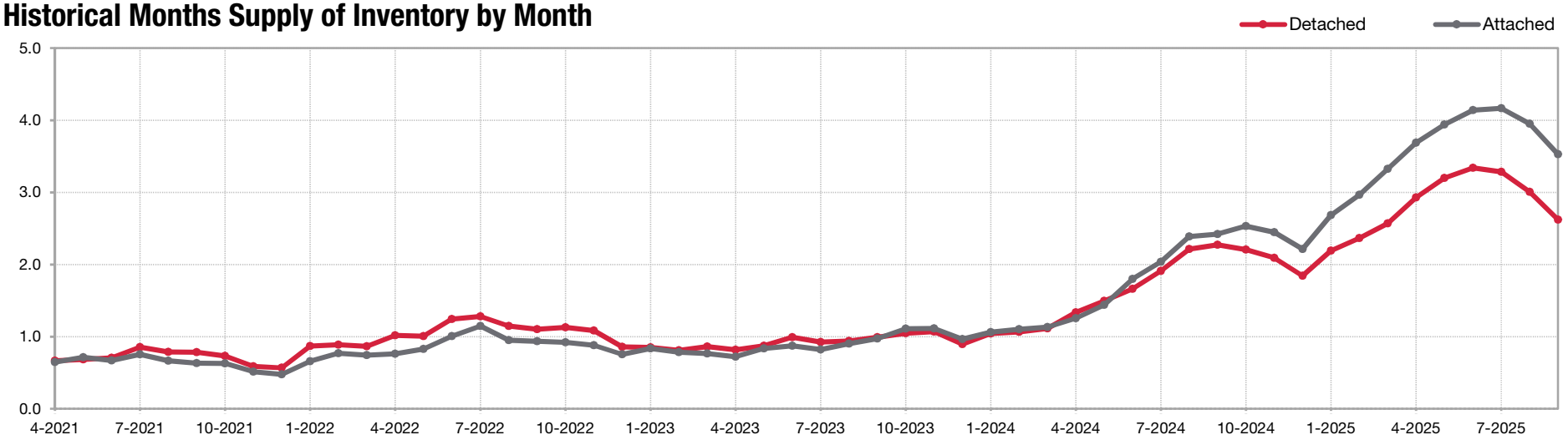
September



Months Supply	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Oct-2024	2.2	+120.0%	2.5	+127.3%
Nov-2024	2.1	+90.9%	2.4	+118.2%
Dec-2024	1.8	+100.0%	2.2	+120.0%
Jan-2025	2.2	+120.0%	2.7	+145.5%
Feb-2025	2.4	+118.2%	3.0	+172.7%
Mar-2025	2.6	+136.4%	3.3	+200.0%
Apr-2025	2.9	+123.1%	3.7	+184.6%
May-2025	3.2	+113.3%	3.9	+178.6%
Jun-2025	3.3	+94.1%	4.1	+127.8%
Jul-2025	3.3	+73.7%	4.2	+110.0%
Aug-2025	3.0	+36.4%	4.0	+66.7%
Sep-2025	**2.6**	**+13.0%**	**3.5**	**+45.8%**
12-Month Avg*	2.6	+84.8%	3.3	+122.1%

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

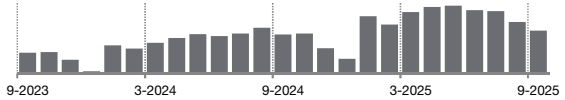
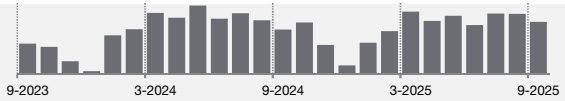
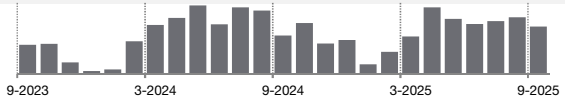
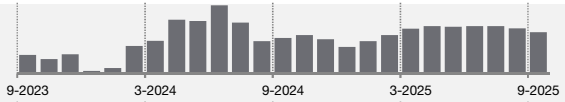
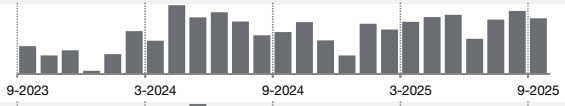
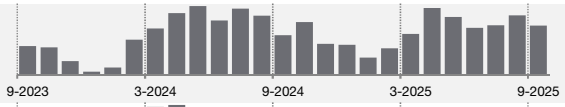
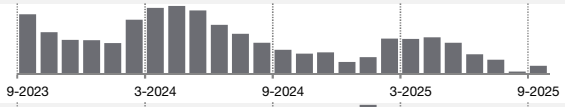
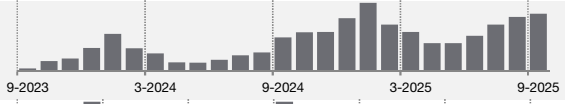
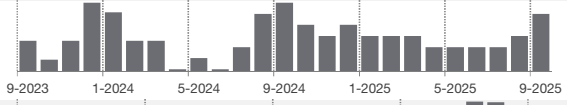
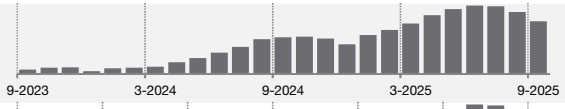
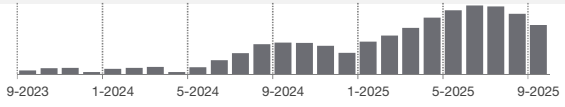
Historical Months Supply of Inventory by Month



Current as of October 5, 2025.All data from the San Diego MLS. Report © 2025 ShowingTime Plus, LLC.

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	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		2,561	**2,726**	+ 6.4%	21,754	**30,300**	+ 39.3%
Pending Sales		1,889	**2,002**	+ 6.0%	18,211	**18,016**	- 1.1%
Closed Sales		1,849	**1,963**	+ 6.2%	17,687	**17,289**	- 2.3%
Median Sales Price		$890,000	**$900,000**	+ 1.1%	$900,000	**$905,000**	+ 0.6%
Average Sales Price		$1,173,614	**$1,206,886**	+ 2.8%	$1,187,113	**$1,199,987**	+ 1.1%
$ Volume of Closed Sales (in millions)		$2,170	**$2,345**	+ 8.1%	$20,993	**$20,565**	- 2.0%
Pct. of Orig. Price Received		98.0%	**97.0%**	- 1.0%	99.4%	**97.9%**	- 1.5%
Days on Market		34	**42**	+ 23.5%	30	**37**	+ 23.3%
Affordability Index		48	**47**	- 2.1%	48	**46**	- 4.2%
Homes for Sale		4,379	**5,647**	+ 29.0%	--	**--**	--
Months Supply		2.3	**2.9**	+ 26.1%	--	**--**	--

Current as of October 5, 2025.All data from the San Diego MLS. Report © 2025 ShowingTime Plus, LLC.