

# 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

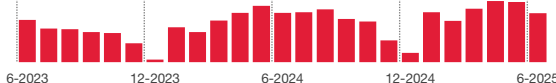
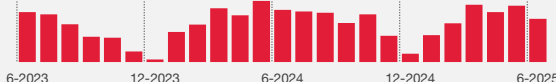
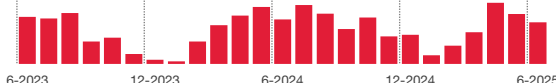
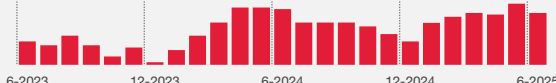
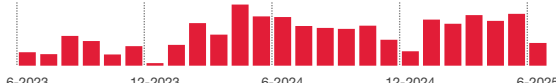



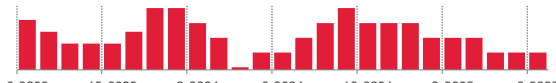

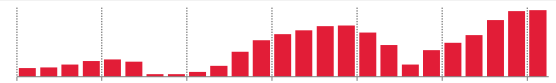
- 2.3%	- 2.9%	+ 31.1%
One Year Change in Closed Sales All Properties	One Year Change in Median Sales Price All Properties	One Year Change in Homes for Sale All Properties

Residential real estate activity in San Diego County composed of single family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Detached Market Overview	2
Attached Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Median Sales Price	7
Average Sales Price	8
Dollar Volume of Closed Sales (in millions)	9
Percent of Original List Price Received	10
Days on Market Until Sale	11
Housing Affordability Index	12
Inventory of Homes for Sale	13
Months Supply of Inventory	14
Total Market Overview	15

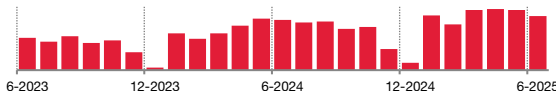
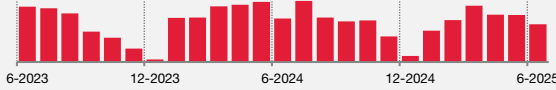
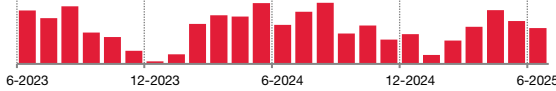
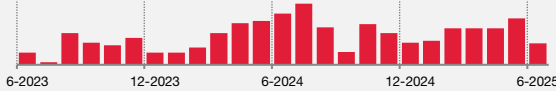
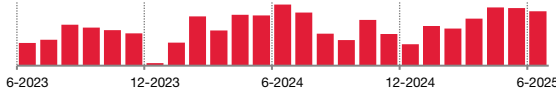
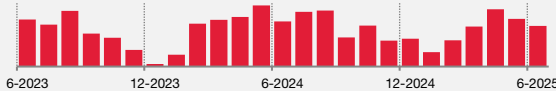
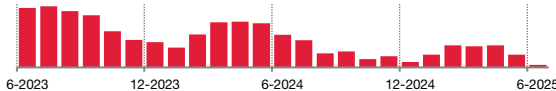
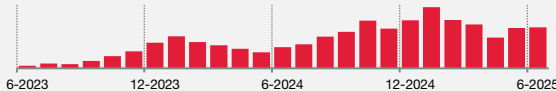
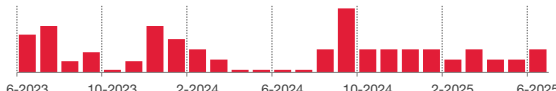
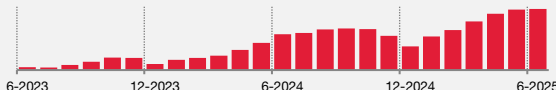

# Detached Market Overview

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			6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	06-2023	06-2024	06-2025						
New Listings				2,027	2,018	- 0.4%	11,280	12,672	+ 12.3%
Pending Sales				1,356	1,260	- 7.1%	7,793	7,694	- 1.3%
Closed Sales				1,301	1,272	- 2.2%	7,273	7,249	- 0.3%
Median Sales Price				\$1,085,000	\$1,075,000	- 0.9%	\$1,055,000	\$1,072,300	+ 1.6%
Average Sales Price				\$1,423,192	\$1,336,684	- 6.1%	\$1,407,113	\$1,404,282	- 0.2%
\$ Volume of Closed Sales (in millions)				\$1,852	\$1,700	- 8.2%	\$10,233	\$10,180	- 0.5%
Pct. of Orig. Price Received				99.6%	98.0%	- 1.6%	100.1%	98.4%	- 1.7%
Days on Market Until Sale				27	33	+ 22.2%	29	34	+ 17.2%
Housing Affordability Index				25	25	0.0%	26	25	- 3.8%
Inventory of Homes for Sale				2,991	3,801	+ 27.1%	--	--	--
Months Supply of Inventory				2.5	3.1	+ 24.0%	--	--	--

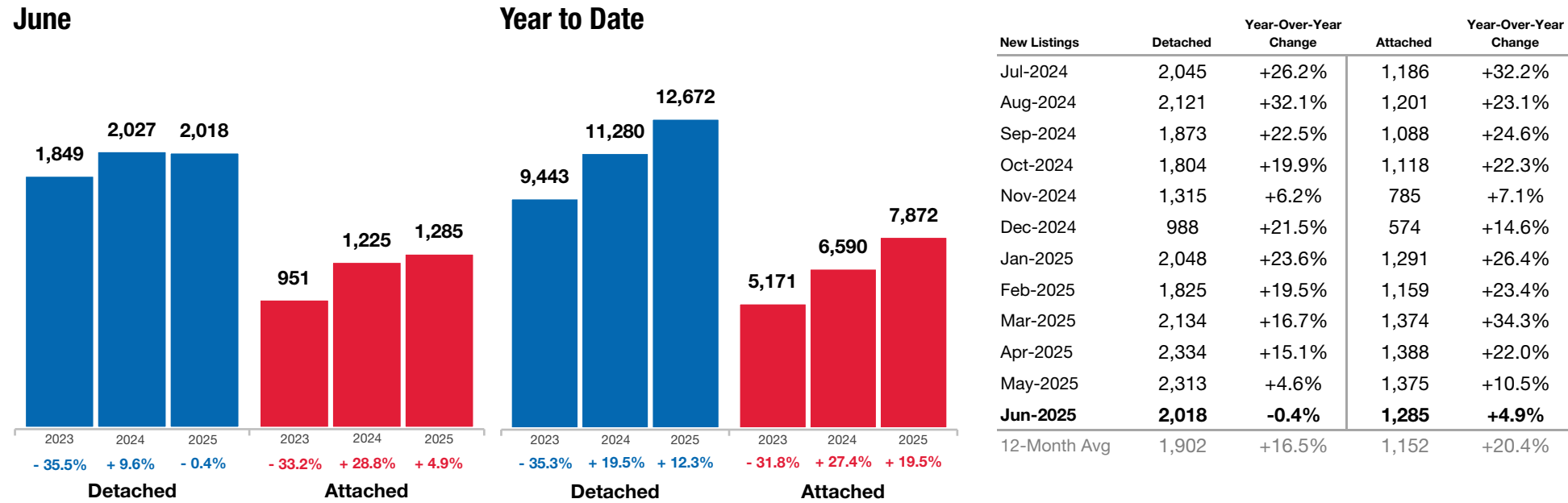
# Attached Market Overview

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

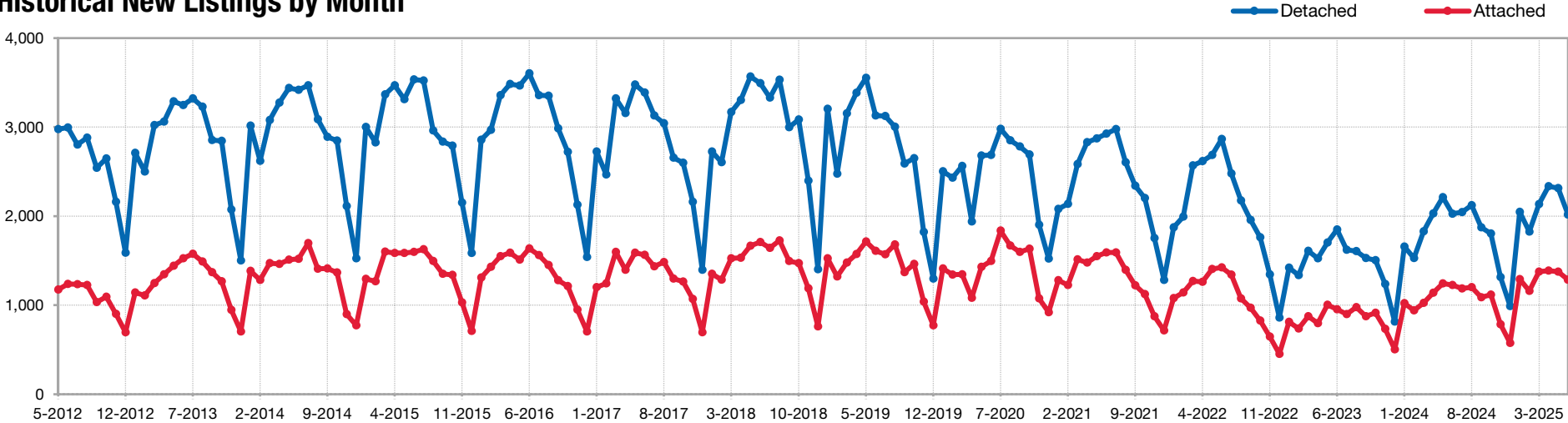
Key Metrics	Historical Sparkbars			6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	06-2023	06-2024	06-2025						
New Listings				1,225	1,285	+ 4.9%	6,590	7,872	+ 19.5%
Pending Sales				692	663	- 4.2%	4,382	4,157	- 5.1%
Closed Sales				689	672	- 2.5%	4,189	3,966	- 5.3%
Median Sales Price				\$690,000	\$659,500	- 4.4%	\$675,000	\$675,000	0.0%
Average Sales Price				\$842,802	\$831,055	- 1.4%	\$815,877	\$822,907	+ 0.9%
\$ Volume of Closed Sales (in millions)				\$581	\$558	- 4.0%	\$3,418	\$3,264	- 4.5%
Pct. of Orig. Price Received				99.2%	97.2%	- 2.0%	99.5%	98.1%	- 1.4%
Days on Market Until Sale				29	37	+ 27.6%	29	38	+ 31.0%
Housing Affordability Index				39	41	+ 5.1%	40	40	0.0%
Inventory of Homes for Sale				1,915	2,630	+ 37.3%	--	--	--
Months Supply of Inventory				2.8	3.9	+ 39.3%	--	--	--

# New Listings

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

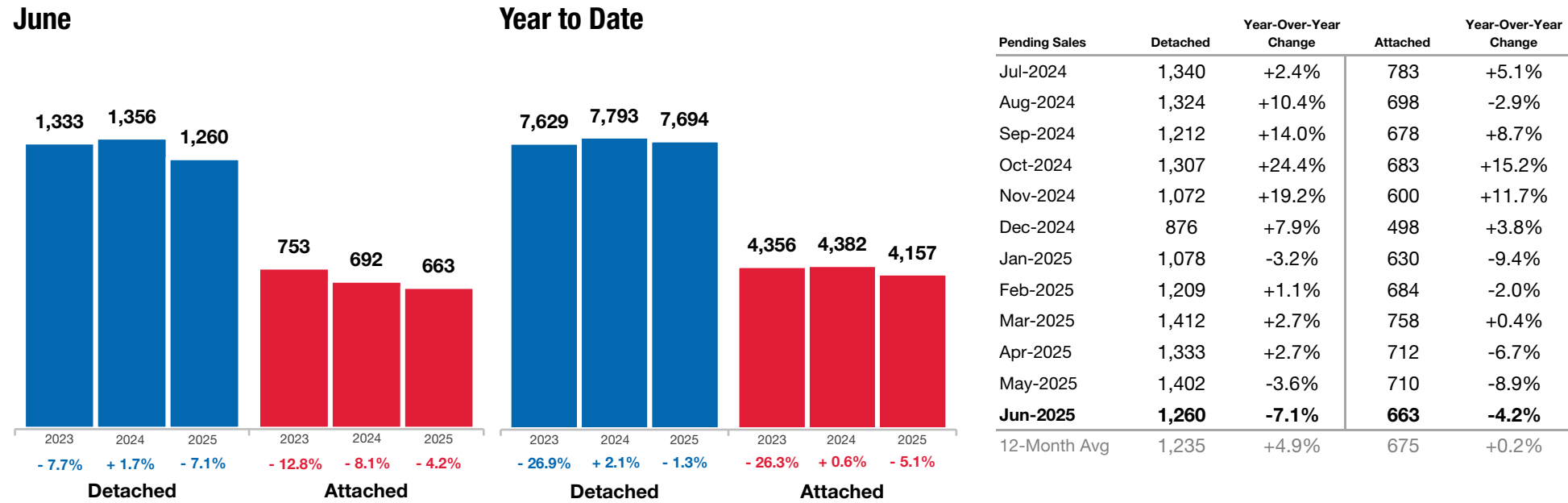


## Historical New Listings by Month

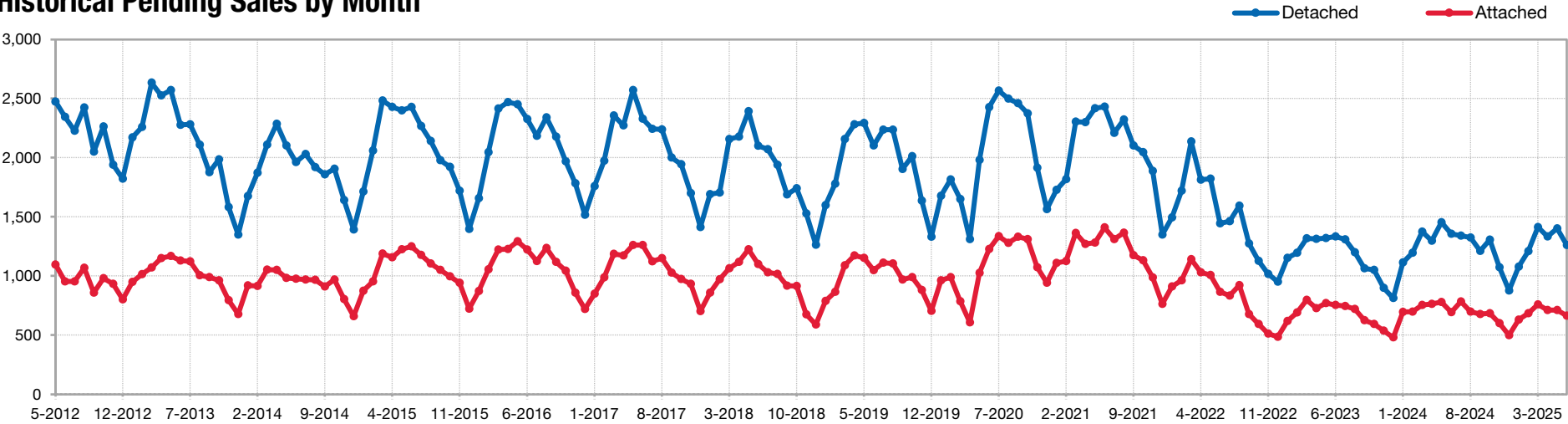


# Pending Sales

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

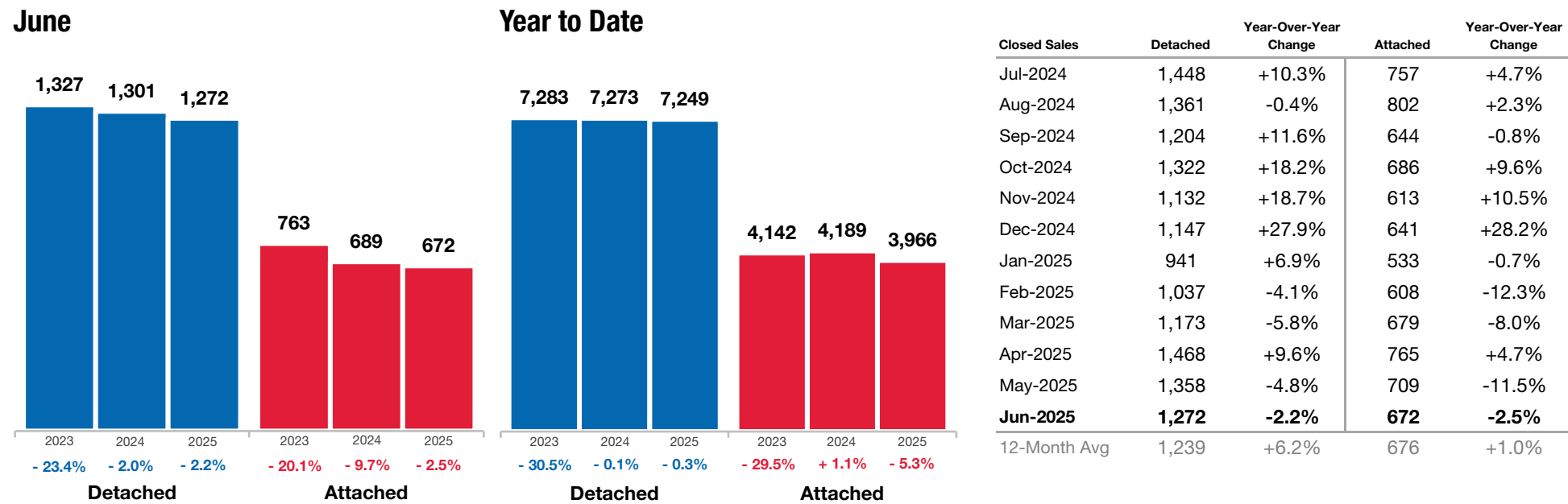


## Historical Pending Sales by Month

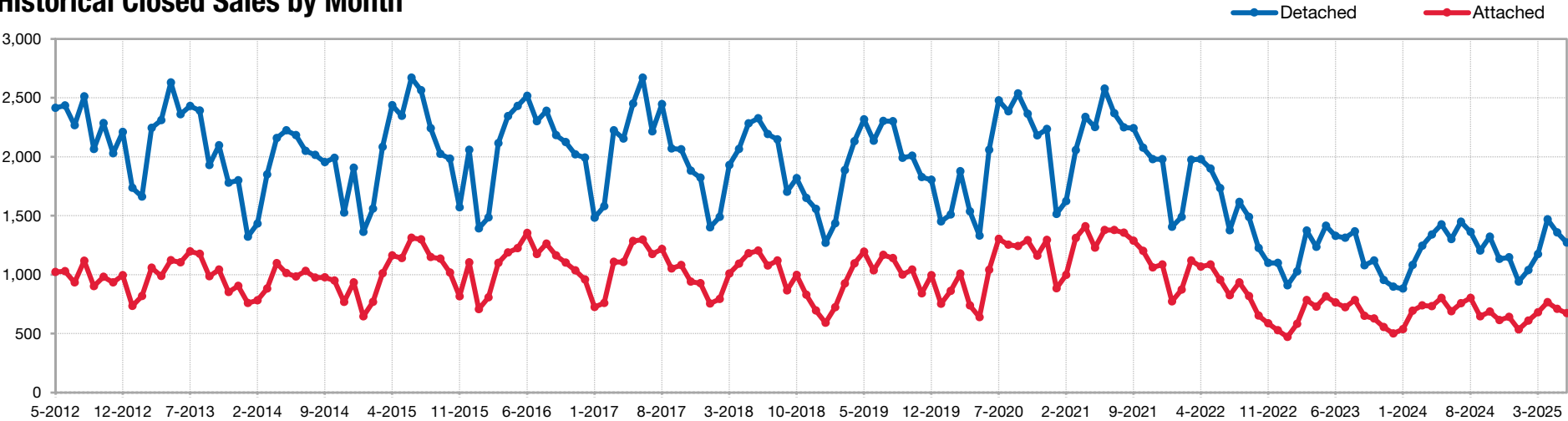


# Closed Sales

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

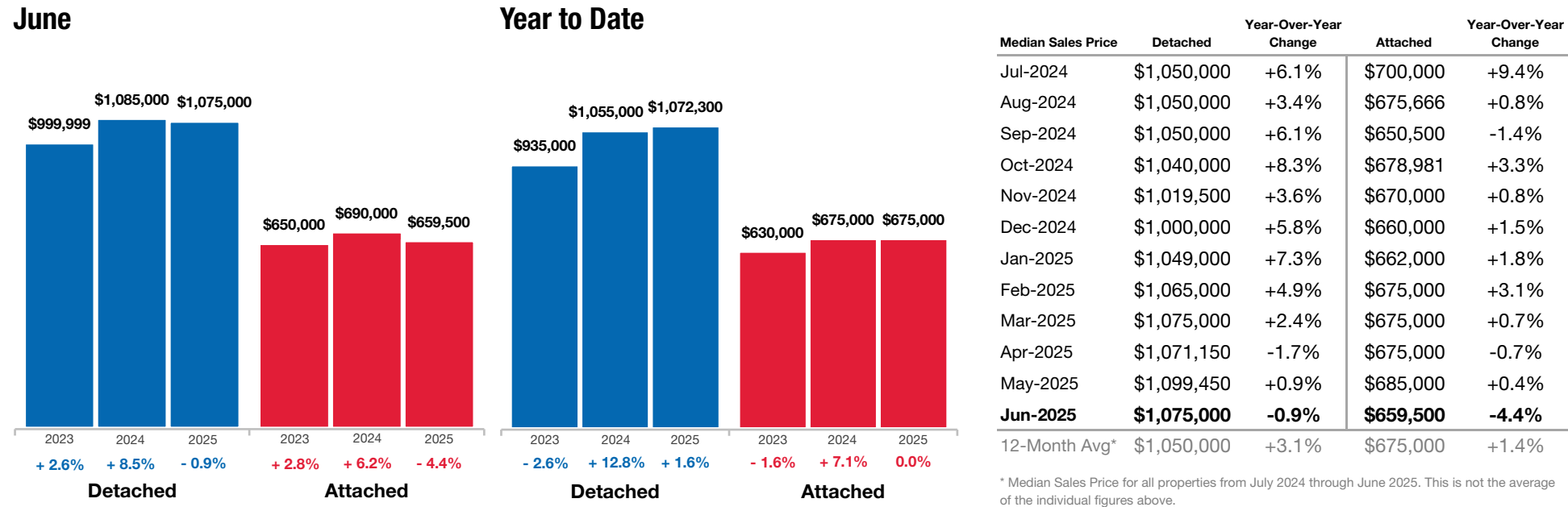


## Historical Closed Sales by Month

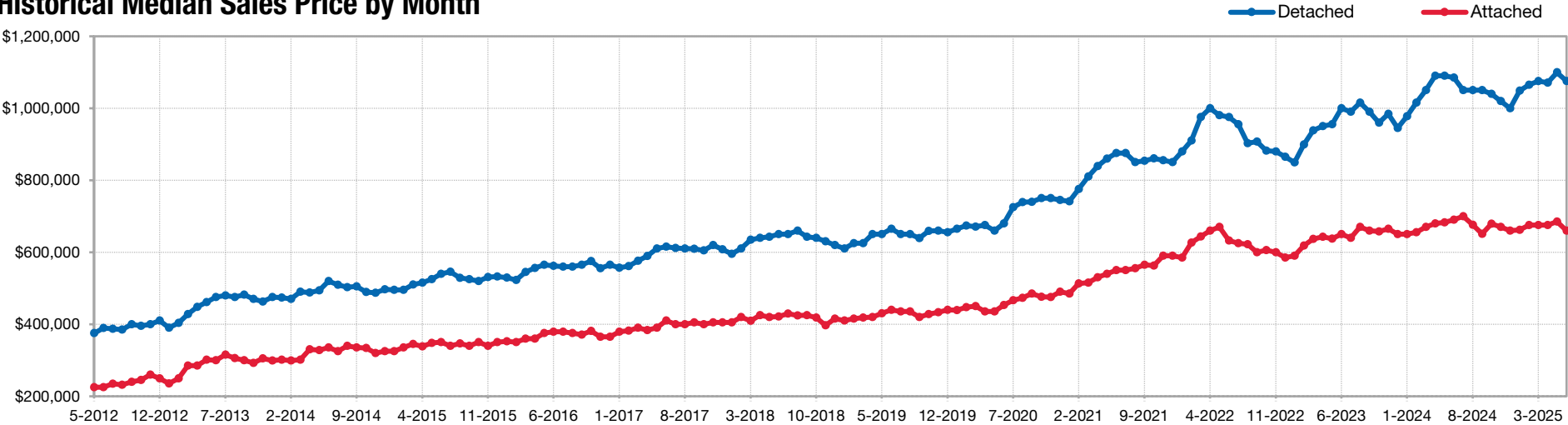


# Median Sales Price

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

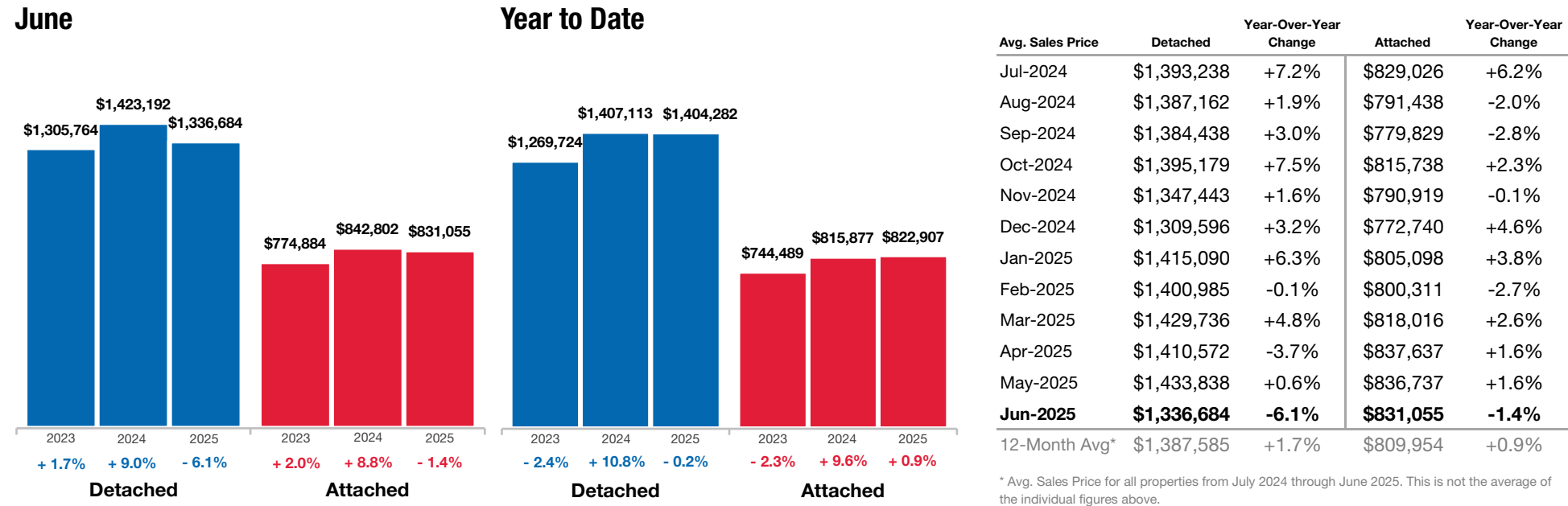


## Historical Median Sales Price by Month

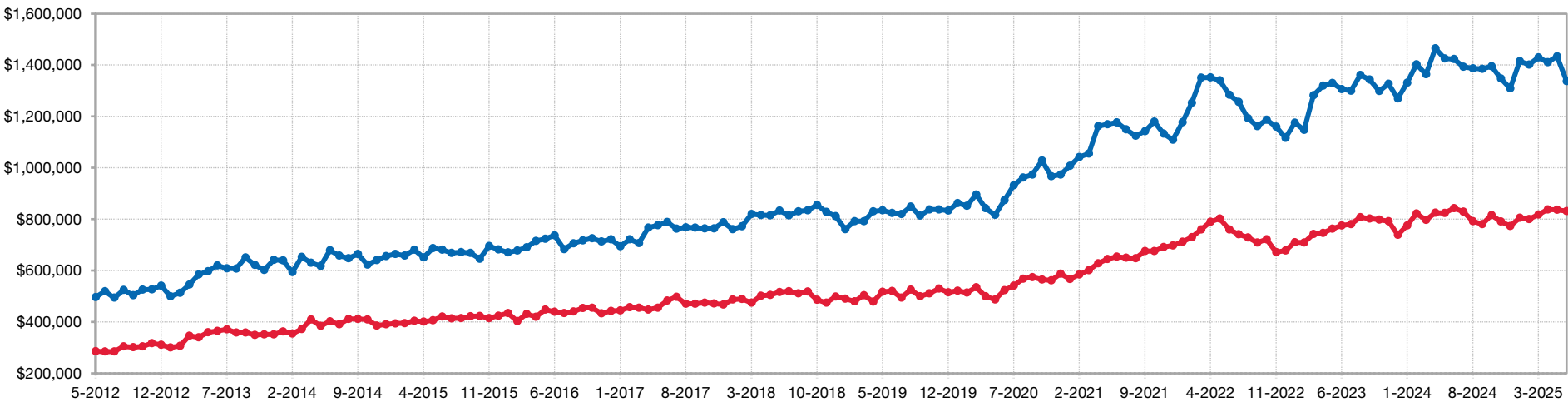


# Average Sales Price

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



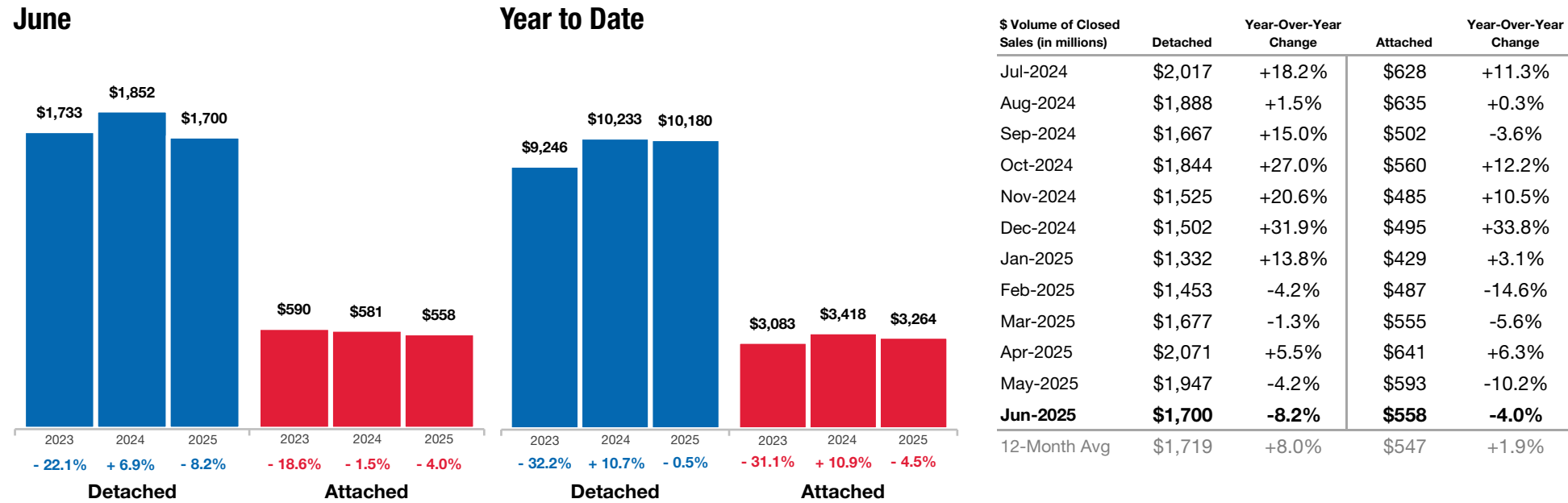
## Historical Average Sales Price by Month



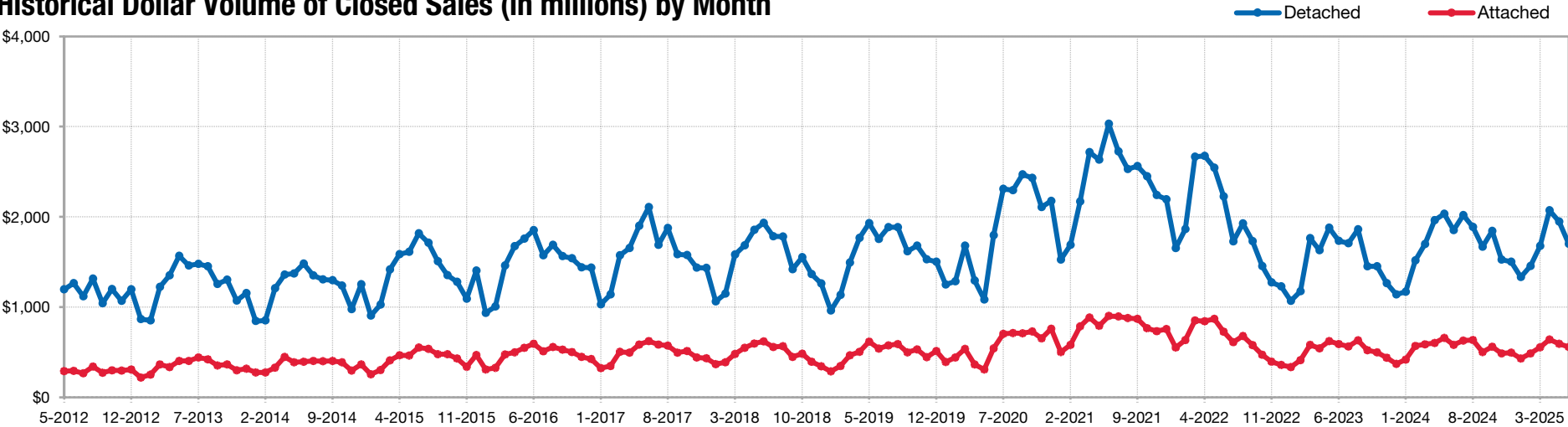


# Dollar Volume of Closed Sales (in millions)

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

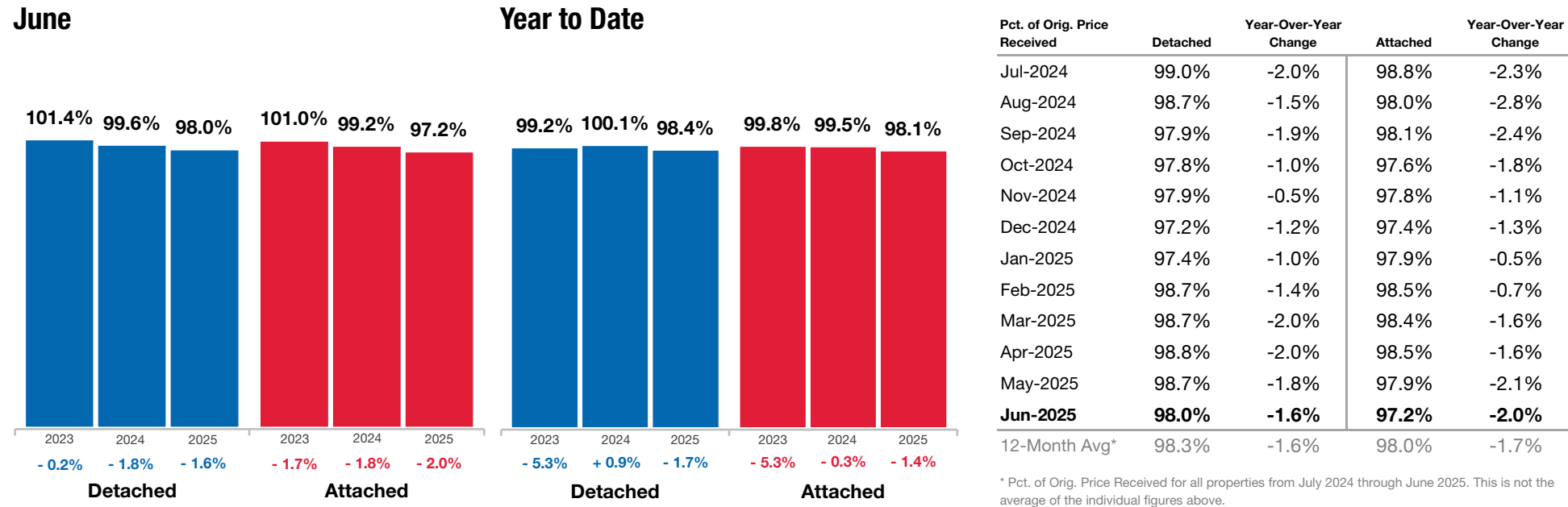


## Historical Dollar Volume of Closed Sales (in millions) by Month

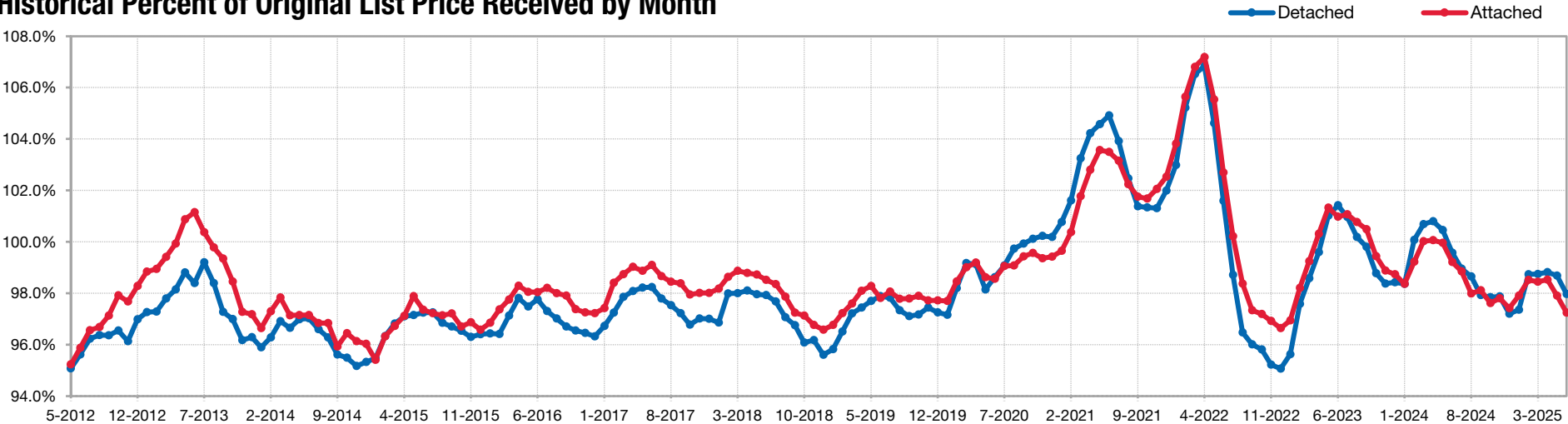


# Percent of Original List Price Received

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.

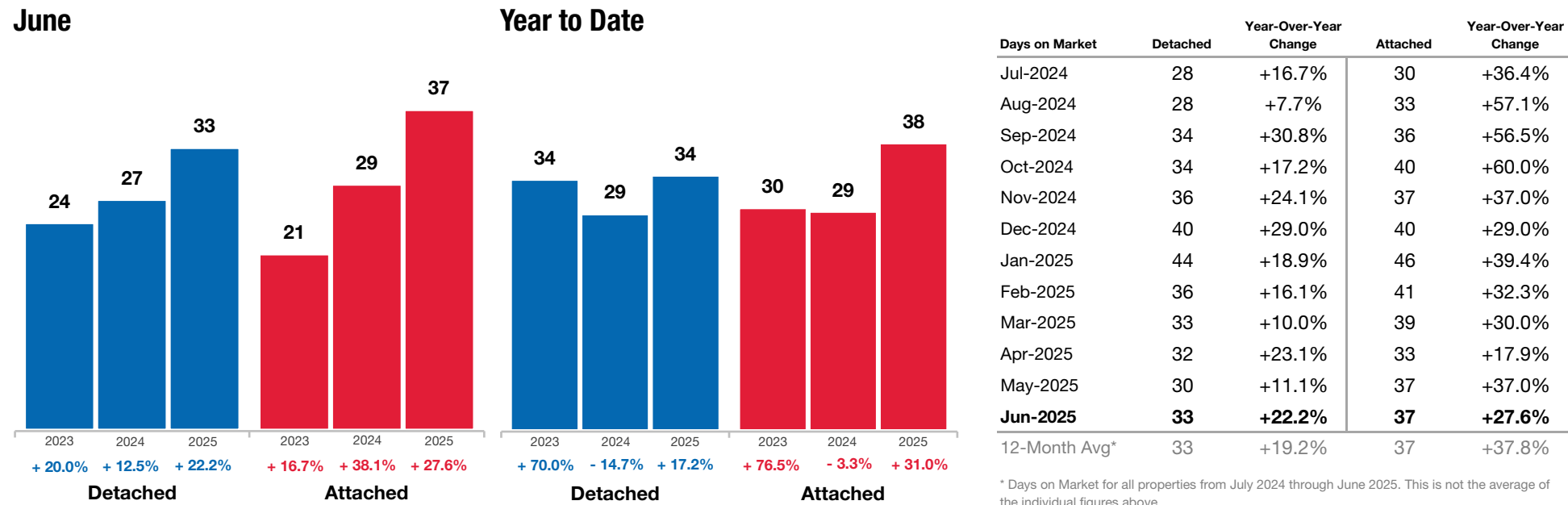


## Historical Percent of Original List Price Received by Month

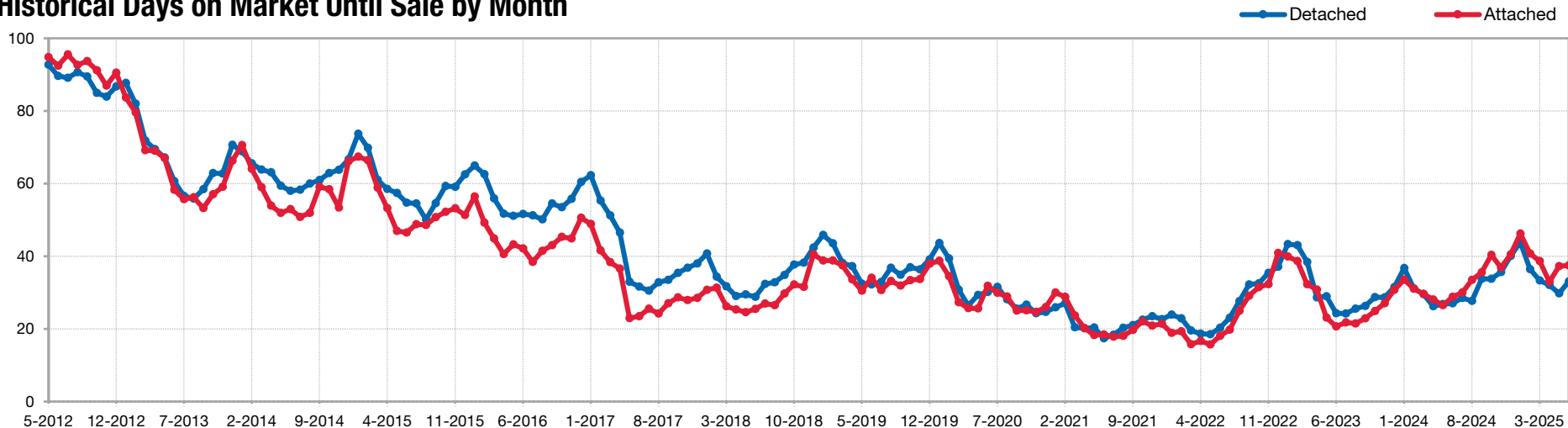


# Days on Market Until Sale

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

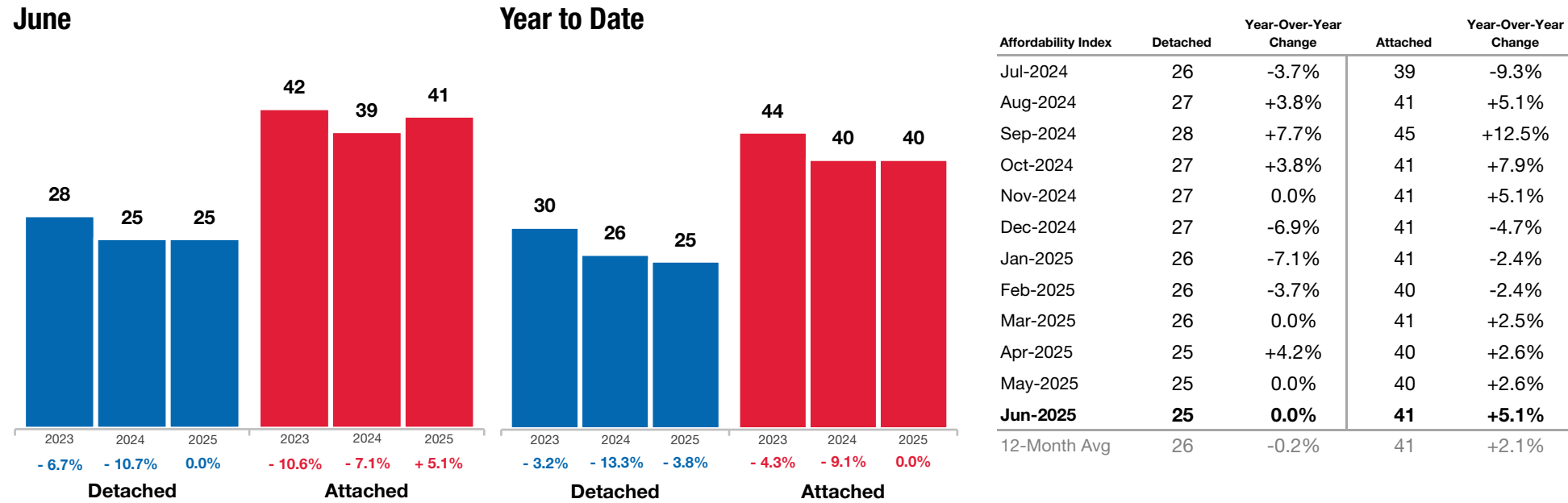


## Historical Days on Market Until Sale by Month

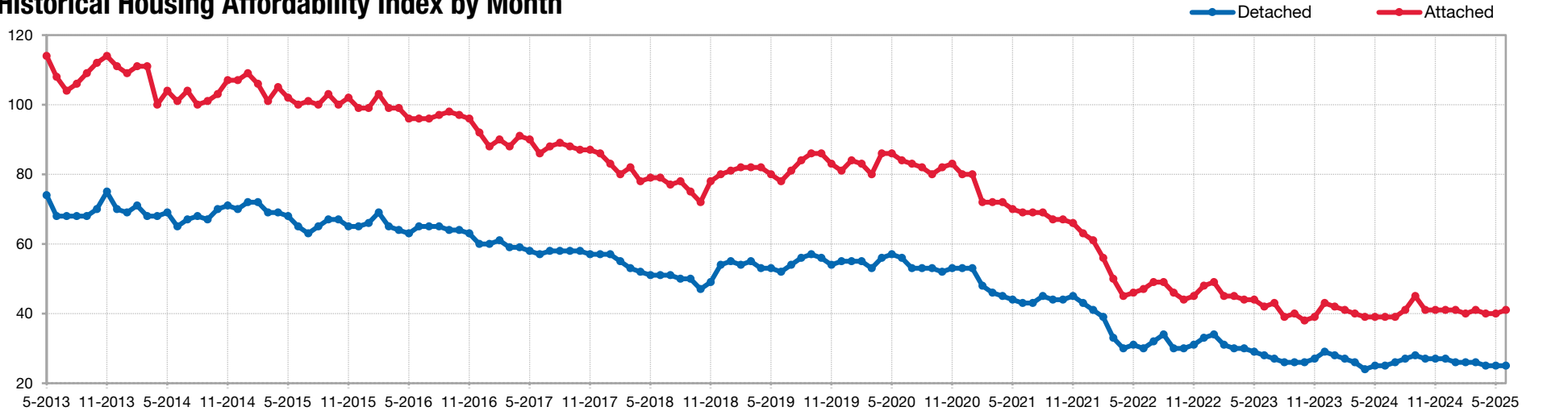


# Housing Affordability Index

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.

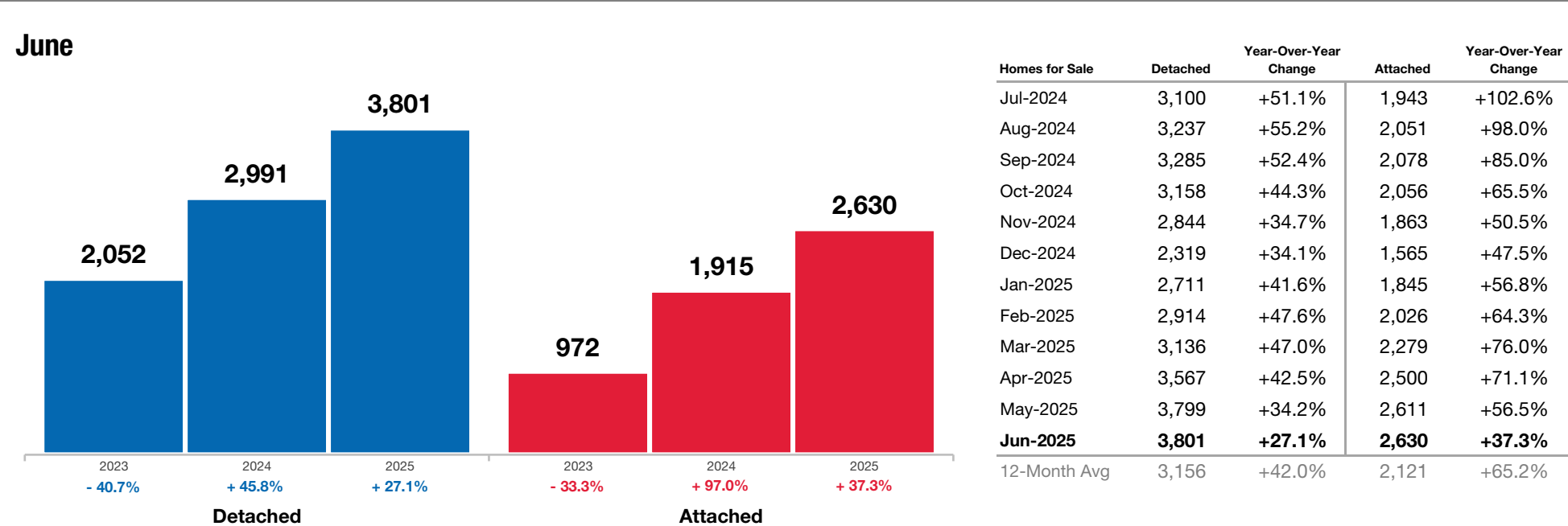


## Historical Housing Affordability Index by Month

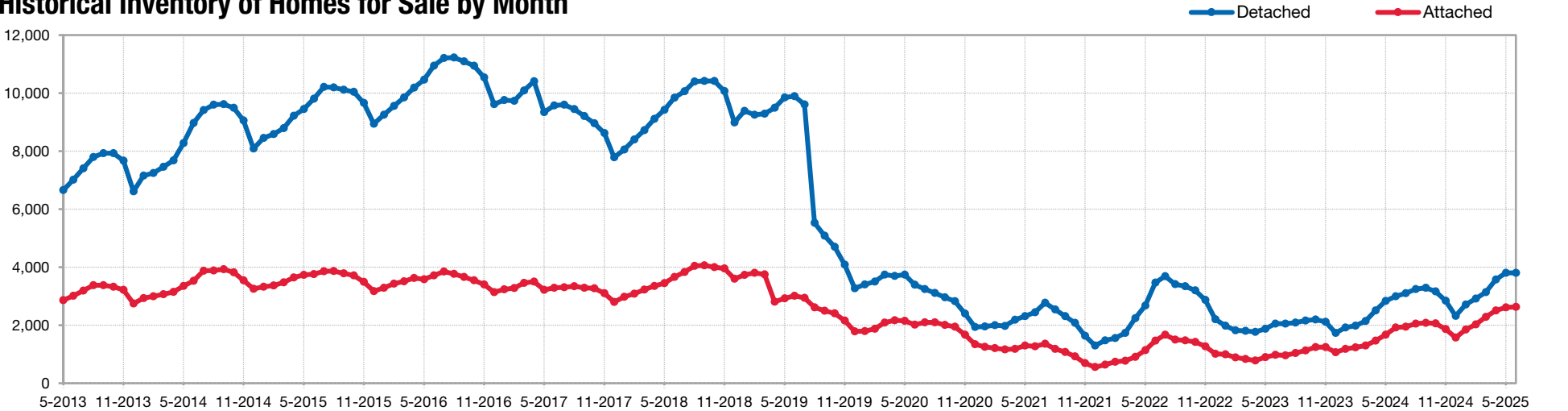


# Inventory of Homes for Sale

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



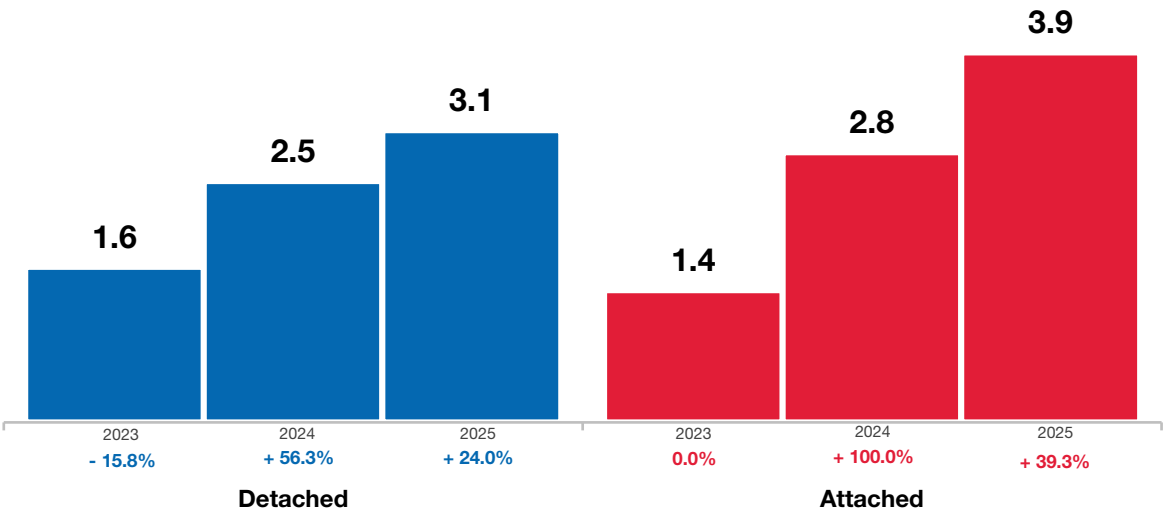
## Historical Inventory of Homes for Sale by Month



# 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.

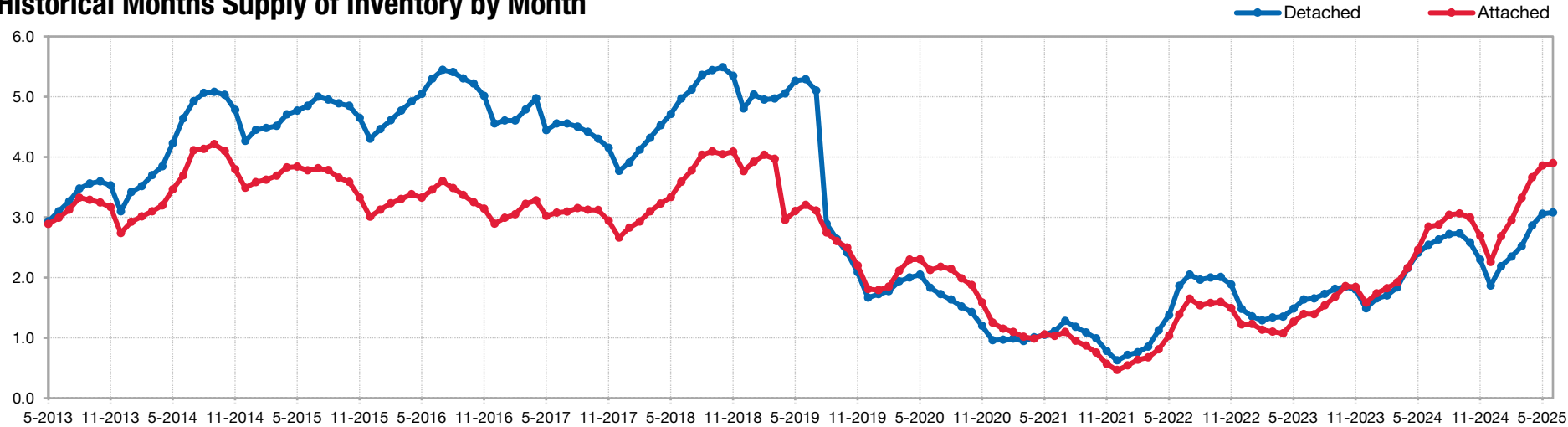
June



Months Supply	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Jul-2024	2.6	+52.9%	2.9	+107.1%
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	2.3	+35.3%	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	3.1	+29.2%	3.9	+56.0%
Jun-2025	3.1	+24.0%	3.9	+39.3%
12-Month Avg*	2.6	+36.6%	3.1	+63.4%

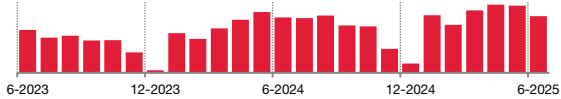
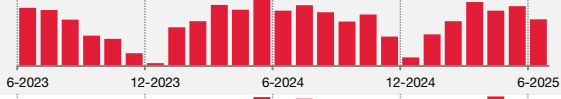
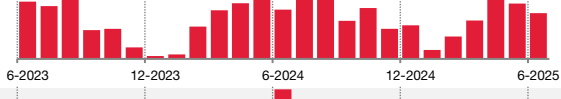
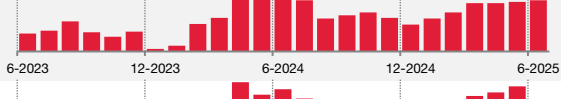
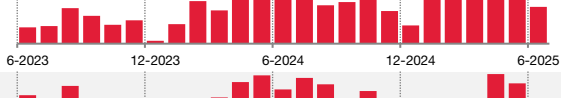
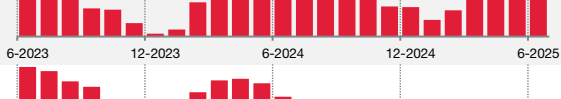

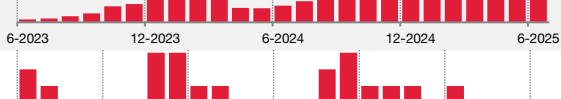
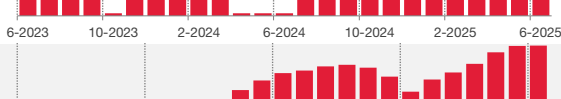
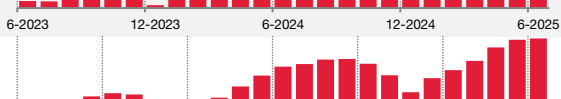

\* Months Supply for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

## 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			6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	06-2023	06-2024	06-2025						
New Listings				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%
\$ Volume of Closed Sales (in millions)				\$2,432	\$2,259	- 7.1%	\$13,650	\$13,443	- 1.5%
Pct. of Orig. Price Received				99.5%	97.7%	- 1.8%	99.9%	98.3%	- 1.6%
Days on Market				28	35	+ 25.0%	29	36	+ 24.1%
Affordability Index				29	30	+ 3.4%	30	30	0.0%
Homes for Sale				4,906	6,431	+ 31.1%	--	--	--
Months Supply				2.7	3.4	+ 25.9%	--	--	--