

# Local Market Update for October 2021

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92007 - Cardiff

North San Diego County

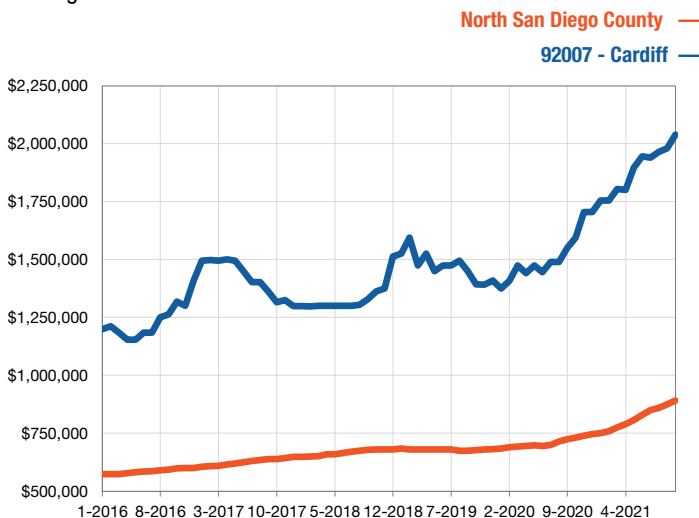
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	12	2	- 83.3%	164	123	- 25.0%
Pending Sales	17	5	- 70.6%	104	104	0.0%
Closed Sales	17	8	- 52.9%	95	117	+ 23.2%
Days on Market Until Sale	61	18	- 70.5%	42	24	- 42.9%
Median Sales Price*	\$1,670,034	<b>\$2,233,154</b>	+ 33.7%	\$1,595,000	<b>\$2,040,000</b>	+ 27.9%
Average Sales Price*	\$1,634,502	<b>\$2,047,791</b>	+ 25.3%	\$1,715,570	<b>\$2,260,240</b>	+ 31.7%
Percent of Original List Price Received*	95.5%	<b>102.5%</b>	+ 7.3%	96.1%	<b>98.5%</b>	+ 2.5%
Percent of List Price Received*	98.3%	<b>102.5%</b>	+ 4.3%	98.3%	<b>100.3%</b>	+ 2.0%
Inventory of Homes for Sale	26	4	- 84.6%	--	--	--
Months Supply of Inventory	3.0	0.5	- 83.3%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

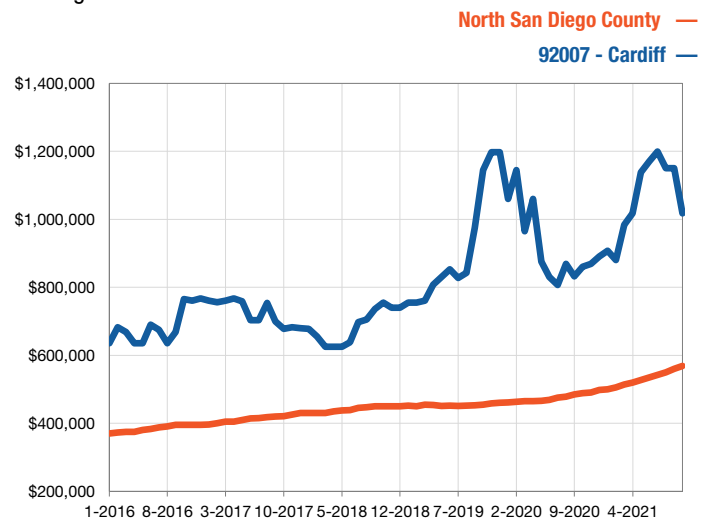
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	6	6	0.0%	80	73	- 8.8%
Pending Sales	8	5	- 37.5%	53	63	+ 18.9%
Closed Sales	7	3	- 57.1%	49	65	+ 32.7%
Days on Market Until Sale	43	11	- 74.4%	27	15	- 44.4%
Median Sales Price*	\$1,600,000	<b>\$1,475,000</b>	- 7.8%	\$860,000	<b>\$1,017,500</b>	+ 18.3%
Average Sales Price*	\$1,471,286	<b>\$1,712,778</b>	+ 16.4%	\$1,103,619	<b>\$1,318,100</b>	+ 19.4%
Percent of Original List Price Received*	96.1%	<b>107.6%</b>	+ 12.0%	97.9%	<b>101.3%</b>	+ 3.5%
Percent of List Price Received*	98.9%	<b>107.6%</b>	+ 8.8%	99.3%	<b>101.8%</b>	+ 2.5%
Inventory of Homes for Sale	8	4	- 50.0%	--	--	--
Months Supply of Inventory	1.7	0.8	- 52.9%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

**Median Sales Price – Detached Single-Family**  
Rolling 12-Month Calculation



**Median Sales Price – Attached Single-Family**  
Rolling 12-Month Calculation



# Local Market Update for October 2021

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92008 - Carlsbad

North San Diego County

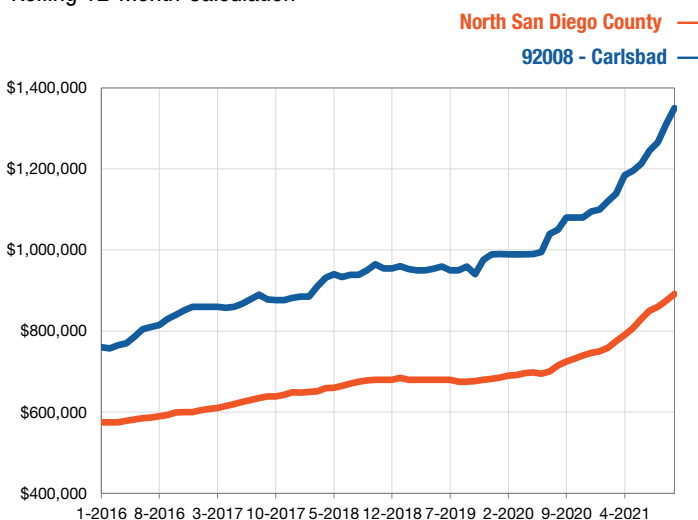
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	29	16	- 44.8%	333	297	- 10.8%
Pending Sales	24	19	- 20.8%	229	266	+ 16.2%
Closed Sales	36	25	- 30.6%	226	261	+ 15.5%
Days on Market Until Sale	25	27	+ 8.0%	25	22	- 12.0%
Median Sales Price*	\$1,057,500	<b>\$1,670,000</b>	+ 57.9%	\$1,080,000	<b>\$1,350,000</b>	+ 25.0%
Average Sales Price*	\$1,121,943	<b>\$1,896,200</b>	+ 69.0%	\$1,164,650	<b>\$1,626,865</b>	+ 39.7%
Percent of Original List Price Received*	97.1%	98.8%	+ 1.8%	98.0%	101.1%	+ 3.2%
Percent of List Price Received*	98.4%	100.5%	+ 2.1%	99.0%	101.8%	+ 2.8%
Inventory of Homes for Sale	54	17	- 68.5%	--	--	--
Months Supply of Inventory	2.8	0.8	- 71.4%	--	--	--

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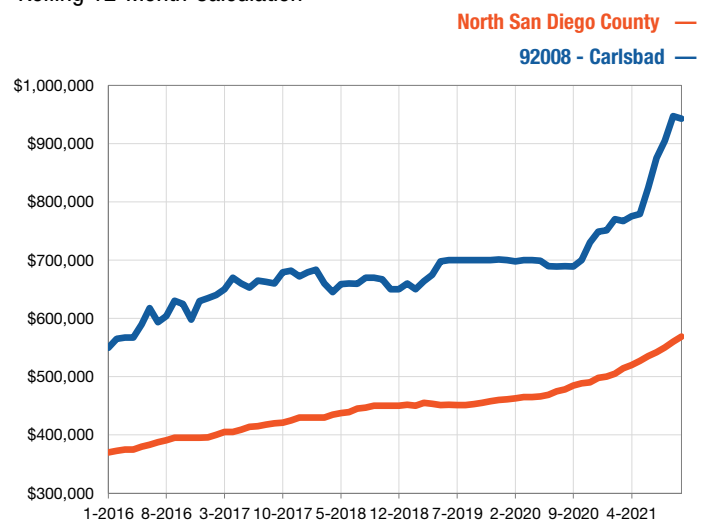
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	21	14	- 33.3%	195	172	- 11.8%
Pending Sales	13	10	- 23.1%	122	149	+ 22.1%
Closed Sales	10	9	- 10.0%	127	148	+ 16.5%
Days on Market Until Sale	31	13	- 58.1%	55	25	- 54.5%
Median Sales Price*	\$991,500	<b>\$944,000</b>	- 4.8%	\$699,900	<b>\$942,438</b>	+ 34.7%
Average Sales Price*	\$1,174,225	<b>\$1,256,285</b>	+ 7.0%	\$915,574	<b>\$1,111,908</b>	+ 21.4%
Percent of Original List Price Received*	94.2%	107.1%	+ 13.7%	96.4%	100.9%	+ 4.7%
Percent of List Price Received*	97.8%	105.1%	+ 7.5%	97.9%	101.1%	+ 3.3%
Inventory of Homes for Sale	31	14	- 54.8%	--	--	--
Months Supply of Inventory	3.0	1.1	- 63.3%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

**Median Sales Price – Detached Single-Family**  
Rolling 12-Month Calculation



**Median Sales Price – Attached Single-Family**  
Rolling 12-Month Calculation



# Local Market Update for October 2021

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92009 - Carlsbad

North San Diego County

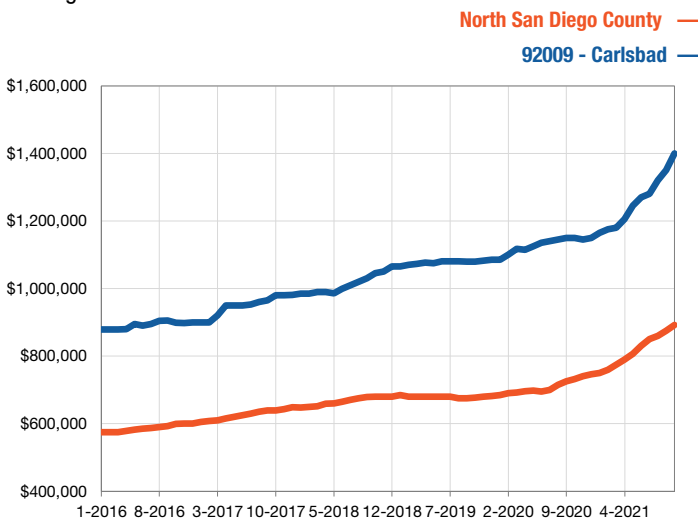
Detached Single-Family Key Metrics	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	62	28	- 54.8%	680	594	- 12.6%
Pending Sales	61	34	- 44.3%	549	550	+ 0.2%
Closed Sales	54	45	- 16.7%	515	582	+ 13.0%
Days on Market Until Sale	17	12	- 29.4%	25	11	- 56.0%
Median Sales Price*	\$971,500	<b>\$1,526,000</b>	+ 57.1%	\$1,150,000	<b>\$1,400,000</b>	+ 21.7%
Average Sales Price*	\$1,097,088	<b>\$1,578,153</b>	+ 43.8%	\$1,184,307	<b>\$1,464,489</b>	+ 23.7%
Percent of Original List Price Received*	100.0%	<b>102.5%</b>	+ 2.5%	98.5%	<b>104.5%</b>	+ 6.1%
Percent of List Price Received*	100.7%	<b>103.0%</b>	+ 2.3%	99.4%	<b>104.1%</b>	+ 4.7%
Inventory of Homes for Sale	70	26	- 62.9%	--	--	--
Months Supply of Inventory	1.5	0.6	- 60.0%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

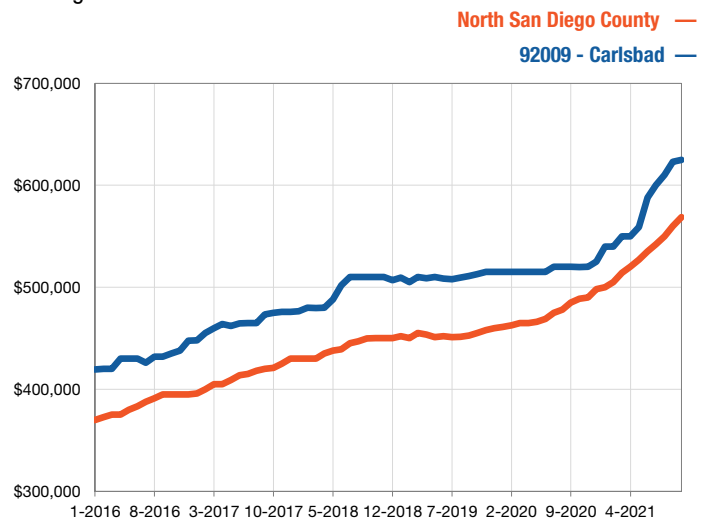
Attached Single-Family Key Metrics	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	39	27	- 30.8%	384	350	- 8.9%
Pending Sales	28	21	- 25.0%	305	338	+ 10.8%
Closed Sales	23	30	+ 30.4%	300	340	+ 13.3%
Days on Market Until Sale	25	33	+ 32.0%	32	16	- 50.0%
Median Sales Price*	\$539,900	<b>\$648,250</b>	+ 20.1%	\$519,624	<b>\$625,000</b>	+ 20.3%
Average Sales Price*	\$566,435	<b>\$686,968</b>	+ 21.3%	\$546,764	<b>\$675,727</b>	+ 23.6%
Percent of Original List Price Received*	101.1%	<b>99.8%</b>	- 1.3%	98.4%	<b>101.8%</b>	+ 3.5%
Percent of List Price Received*	100.6%	<b>100.2%</b>	- 0.4%	99.0%	<b>101.8%</b>	+ 2.8%
Inventory of Homes for Sale	36	21	- 41.7%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--

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Median Sales Price – Detached Single-Family  
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family  
Rolling 12-Month Calculation



# Local Market Update for October 2021

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92010 - Carlsbad

North San Diego County

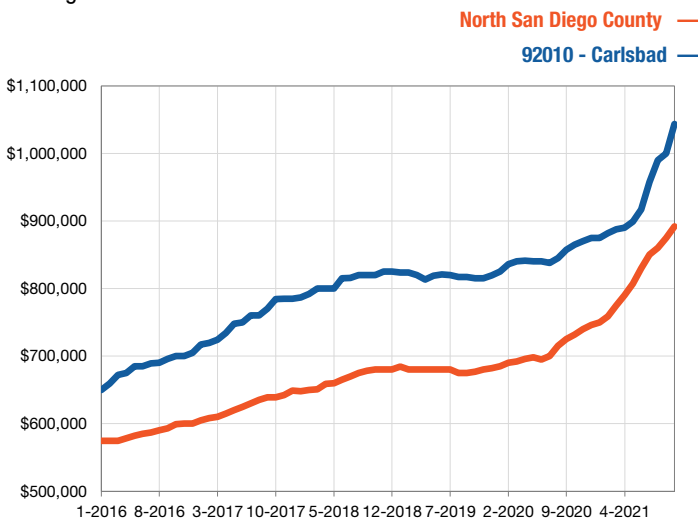
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	18	15	- 16.7%	223	184	- 17.5%
Pending Sales	17	18	+ 5.9%	177	174	- 1.7%
Closed Sales	23	17	- 26.1%	170	174	+ 2.4%
Days on Market Until Sale	18	10	- 44.4%	27	14	- 48.1%
Median Sales Price*	\$890,000	<b>\$1,250,000</b>	+ 40.4%	\$865,000	<b>\$1,043,750</b>	+ 20.7%
Average Sales Price*	\$839,259	<b>\$1,117,824</b>	+ 33.2%	\$872,645	<b>\$1,047,885</b>	+ 20.1%
Percent of Original List Price Received*	99.6%	<b>101.3%</b>	+ 1.7%	98.7%	<b>103.4%</b>	+ 4.8%
Percent of List Price Received*	100.3%	<b>101.5%</b>	+ 1.2%	99.3%	<b>103.6%</b>	+ 4.3%
Inventory of Homes for Sale	23	7	- 69.6%	--	--	--
Months Supply of Inventory	1.6	0.5	- 68.8%	--	--	--

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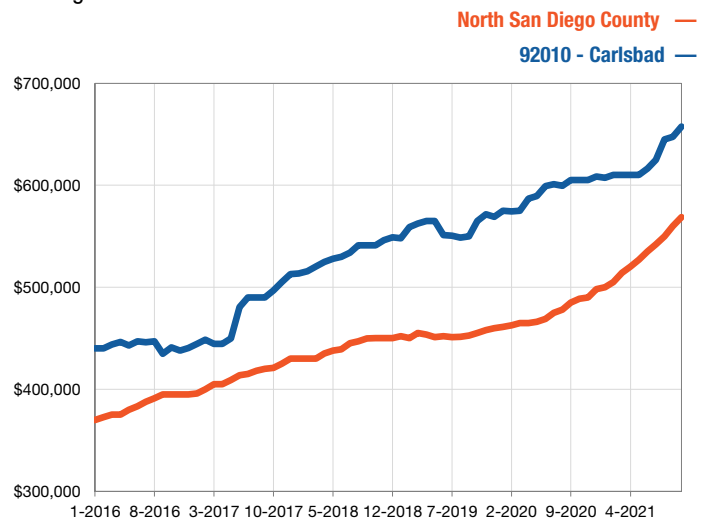
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	15	7	- 53.3%	126	104	- 17.5%
Pending Sales	11	9	- 18.2%	106	101	- 4.7%
Closed Sales	7	4	- 42.9%	105	104	- 1.0%
Days on Market Until Sale	18	7	- 61.1%	21	10	- 52.4%
Median Sales Price*	\$547,000	<b>\$928,000</b>	+ 69.7%	\$605,073	<b>\$657,540</b>	+ 8.7%
Average Sales Price*	\$567,571	<b>\$890,250</b>	+ 56.9%	\$603,264	<b>\$662,353</b>	+ 9.8%
Percent of Original List Price Received*	97.9%	<b>107.2%</b>	+ 9.5%	99.0%	<b>102.6%</b>	+ 3.6%
Percent of List Price Received*	98.5%	<b>107.2%</b>	+ 8.8%	99.5%	<b>102.8%</b>	+ 3.3%
Inventory of Homes for Sale	11	4	- 63.6%	--	--	--
Months Supply of Inventory	1.2	0.5	- 58.3%	--	--	--

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**Median Sales Price – Detached Single-Family**  
Rolling 12-Month Calculation



**Median Sales Price – Attached Single-Family**  
Rolling 12-Month Calculation



# Local Market Update for October 2021

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NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92011 - Carlsbad

North San Diego County

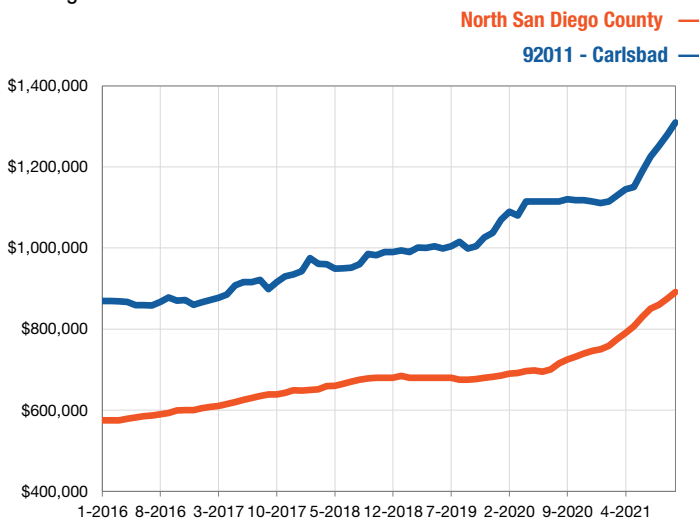
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	33	12	- 63.6%	433	265	- 38.8%
Pending Sales	47	15	- 68.1%	336	236	- 29.8%
Closed Sales	50	14	- 72.0%	319	265	- 16.9%
Days on Market Until Sale	28	11	- 60.7%	39	19	- 51.3%
Median Sales Price*	\$1,049,995	<b>\$1,326,000</b>	+ 26.3%	\$1,118,000	<b>\$1,310,000</b>	+ 17.2%
Average Sales Price*	\$1,051,493	<b>\$1,476,643</b>	+ 40.4%	\$1,048,362	<b>\$1,283,086</b>	+ 22.4%
Percent of Original List Price Received*	98.0%	<b>102.2%</b>	+ 4.3%	96.3%	<b>101.7%</b>	+ 5.6%
Percent of List Price Received*	98.8%	<b>102.5%</b>	+ 3.7%	97.9%	<b>102.1%</b>	+ 4.3%
Inventory of Homes for Sale	43	24	- 44.2%	--	--	--
Months Supply of Inventory	1.5	1.2	- 20.0%	--	--	--

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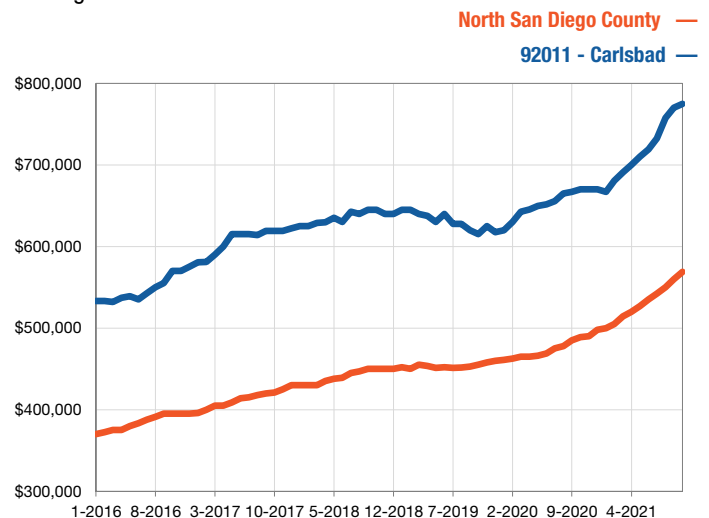
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	15	11	- 26.7%	132	113	- 14.4%
Pending Sales	11	9	- 18.2%	108	111	+ 2.8%
Closed Sales	3	5	+ 66.7%	104	113	+ 8.7%
Days on Market Until Sale	25	21	- 16.0%	25	10	- 60.0%
Median Sales Price*	\$750,000	<b>\$800,000</b>	+ 6.7%	\$670,000	<b>\$775,000</b>	+ 15.7%
Average Sales Price*	\$731,667	<b>\$888,000</b>	+ 21.4%	\$698,955	<b>\$819,230</b>	+ 17.2%
Percent of Original List Price Received*	100.5%	<b>102.9%</b>	+ 2.4%	98.5%	<b>103.0%</b>	+ 4.6%
Percent of List Price Received*	100.6%	<b>102.6%</b>	+ 2.0%	99.4%	<b>102.7%</b>	+ 3.3%
Inventory of Homes for Sale	9	3	- 66.7%	--	--	--
Months Supply of Inventory	1.0	0.3	- 70.0%	--	--	--

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**Median Sales Price – Detached Single-Family**  
Rolling 12-Month Calculation



**Median Sales Price – Attached Single-Family**  
Rolling 12-Month Calculation



# Local Market Update for October 2021

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NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92024 - Encinitas

North San Diego County

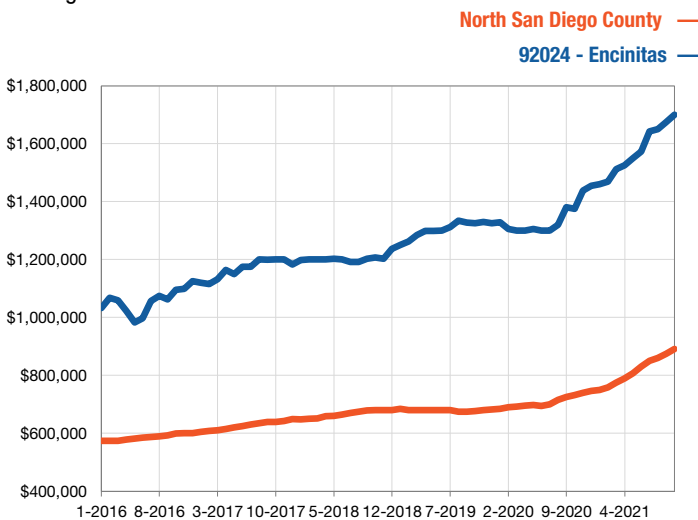
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	79	34	- 57.0%	704	572	- 18.8%
Pending Sales	64	28	- 56.3%	520	486	- 6.5%
Closed Sales	68	34	- 50.0%	482	529	+ 9.8%
Days on Market Until Sale	26	19	- 26.9%	37	20	- 45.9%
Median Sales Price*	\$1,375,000	<b>\$1,787,500</b>	+ 30.0%	\$1,375,000	<b>\$1,700,000</b>	+ 23.6%
Average Sales Price*	\$1,690,973	<b>\$2,089,213</b>	+ 23.6%	\$1,562,776	<b>\$1,990,389</b>	+ 27.4%
Percent of Original List Price Received*	96.8%	<b>102.9%</b>	+ 6.3%	96.3%	<b>101.2%</b>	+ 5.1%
Percent of List Price Received*	98.2%	<b>103.1%</b>	+ 5.0%	97.8%	<b>101.8%</b>	+ 4.1%
Inventory of Homes for Sale	102	44	- 56.9%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--

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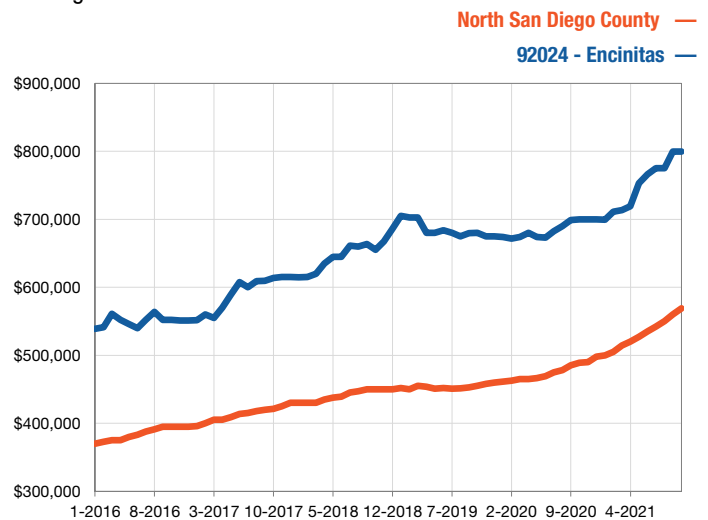
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	16	19	+ 18.8%	226	221	- 2.2%
Pending Sales	18	29	+ 61.1%	171	203	+ 18.7%
Closed Sales	9	14	+ 55.6%	174	190	+ 9.2%
Days on Market Until Sale	9	10	+ 11.1%	27	11	- 59.3%
Median Sales Price*	\$944,000	<b>\$962,500</b>	+ 2.0%	\$700,000	<b>\$799,500</b>	+ 14.2%
Average Sales Price*	\$1,321,350	<b>\$1,261,143</b>	- 4.6%	\$797,952	<b>\$1,000,818</b>	+ 25.4%
Percent of Original List Price Received*	98.6%	<b>104.2%</b>	+ 5.7%	98.5%	<b>102.4%</b>	+ 4.0%
Percent of List Price Received*	99.3%	<b>104.3%</b>	+ 5.0%	99.3%	<b>102.5%</b>	+ 3.2%
Inventory of Homes for Sale	26	11	- 57.7%	--	--	--
Months Supply of Inventory	1.8	0.7	- 61.1%	--	--	--

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Median Sales Price – Detached Single-Family  
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family  
Rolling 12-Month Calculation



# Local Market Update for October 2021

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NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92054 - Oceanside

North San Diego County

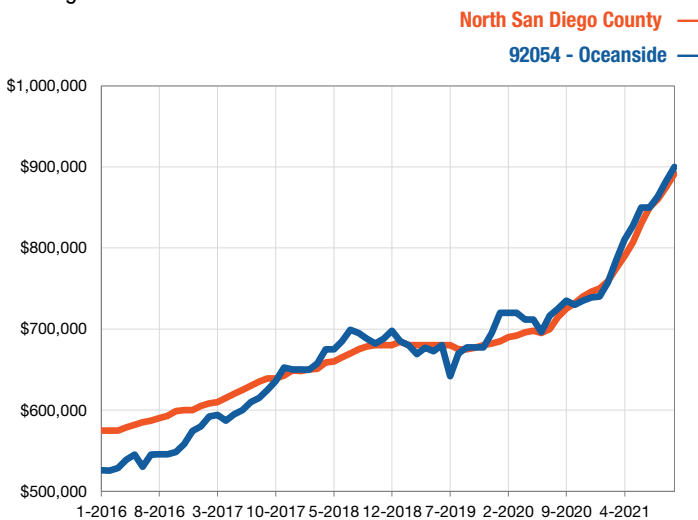
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	45	31	- 31.1%	374	349	- 6.7%
Pending Sales	35	24	- 31.4%	298	285	- 4.4%
Closed Sales	31	18	- 41.9%	284	286	+ 0.7%
Days on Market Until Sale	16	18	+ 12.5%	34	18	- 47.1%
Median Sales Price*	\$695,000	<b>\$930,000</b>	+ 33.8%	\$730,000	<b>\$900,000</b>	+ 23.3%
Average Sales Price*	\$727,345	<b>\$1,288,917</b>	+ 77.2%	\$804,180	<b>\$1,046,210</b>	+ 30.1%
Percent of Original List Price Received*	100.4%	<b>100.5%</b>	+ 0.1%	97.0%	<b>101.9%</b>	+ 5.1%
Percent of List Price Received*	101.0%	<b>100.8%</b>	- 0.2%	98.5%	<b>102.2%</b>	+ 3.8%
Inventory of Homes for Sale	62	39	- 37.1%	--	--	--
Months Supply of Inventory	2.5	1.6	- 36.0%	--	--	--

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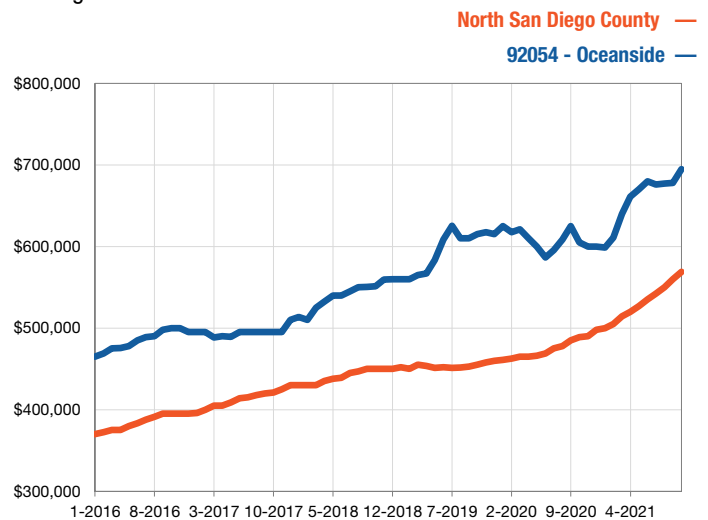
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	23	13	- 43.5%	301	231	- 23.3%
Pending Sales	19	14	- 26.3%	218	207	- 5.0%
Closed Sales	16	12	- 25.0%	209	211	+ 1.0%
Days on Market Until Sale	38	26	- 31.6%	48	27	- 43.8%
Median Sales Price*	\$595,000	<b>\$900,000</b>	+ 51.3%	\$605,000	<b>\$695,000</b>	+ 14.9%
Average Sales Price*	\$557,113	<b>\$1,022,749</b>	+ 83.6%	\$706,167	<b>\$789,421</b>	+ 11.8%
Percent of Original List Price Received*	98.5%	<b>100.5%</b>	+ 2.0%	96.6%	<b>99.9%</b>	+ 3.4%
Percent of List Price Received*	99.6%	<b>101.0%</b>	+ 1.4%	97.8%	<b>100.0%</b>	+ 2.2%
Inventory of Homes for Sale	27	12	- 55.6%	--	--	--
Months Supply of Inventory	1.5	0.7	- 53.3%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price – Detached Single-Family  
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family  
Rolling 12-Month Calculation





# Local Market Update for October 2021

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92056 - Oceanside

North San Diego County

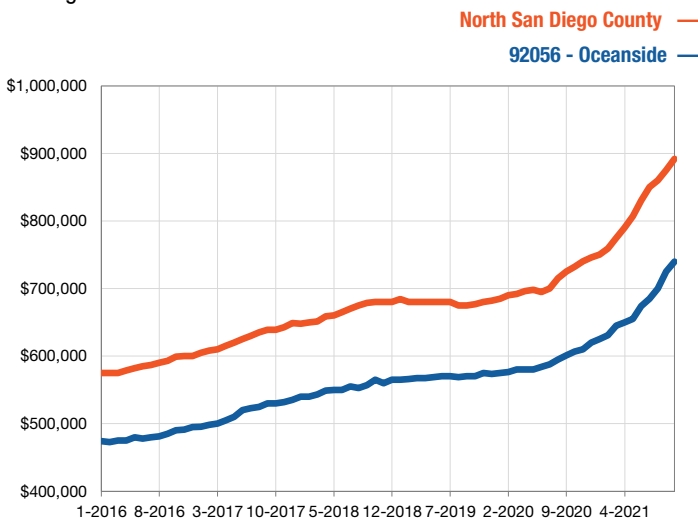
Detached Single-Family Key Metrics	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	47	30	- 36.2%	598	582	- 2.7%
Pending Sales	44	37	- 15.9%	515	548	+ 6.4%
Closed Sales	59	48	- 18.6%	502	565	+ 12.5%
Days on Market Until Sale	11	10	- 9.1%	20	10	- 50.0%
Median Sales Price*	\$640,000	\$796,500	+ 24.5%	\$606,500	\$740,000	+ 22.0%
Average Sales Price*	\$629,728	\$829,631	+ 31.7%	\$603,045	\$745,354	+ 23.6%
Percent of Original List Price Received*	101.0%	104.2%	+ 3.2%	99.4%	104.1%	+ 4.7%
Percent of List Price Received*	101.3%	104.2%	+ 2.9%	99.9%	103.7%	+ 3.8%
Inventory of Homes for Sale	44	25	- 43.2%	--	--	--
Months Supply of Inventory	1.0	0.5	- 50.0%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

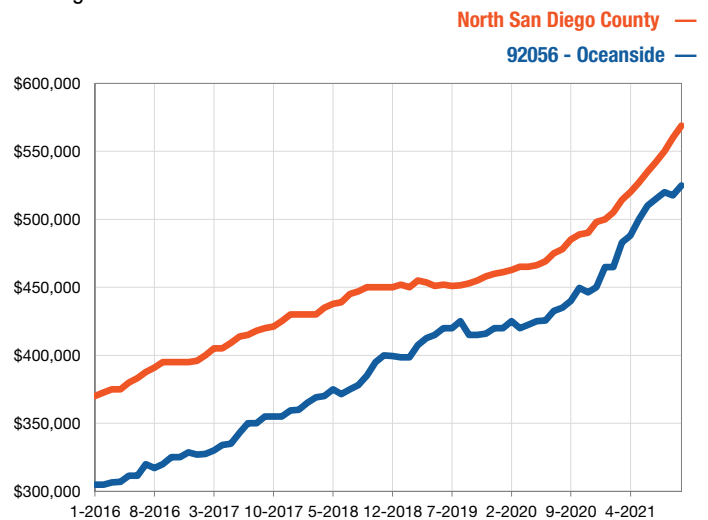
Attached Single-Family Key Metrics	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	31	21	- 32.3%	380	337	- 11.3%
Pending Sales	33	31	- 6.1%	314	325	+ 3.5%
Closed Sales	24	27	+ 12.5%	295	339	+ 14.9%
Days on Market Until Sale	23	12	- 47.8%	29	11	- 62.1%
Median Sales Price*	\$509,378	\$645,000	+ 26.6%	\$449,450	\$525,000	+ 16.8%
Average Sales Price*	\$515,529	\$589,685	+ 14.4%	\$472,543	\$546,349	+ 15.6%
Percent of Original List Price Received*	99.2%	102.8%	+ 3.6%	98.9%	102.4%	+ 3.5%
Percent of List Price Received*	99.5%	102.7%	+ 3.2%	99.2%	102.0%	+ 2.8%
Inventory of Homes for Sale	28	13	- 53.6%	--	--	--
Months Supply of Inventory	1.1	0.5	- 54.5%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price – Detached Single-Family  
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family  
Rolling 12-Month Calculation





# Local Market Update for October 2021

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92057 - Oceanside

North San Diego County

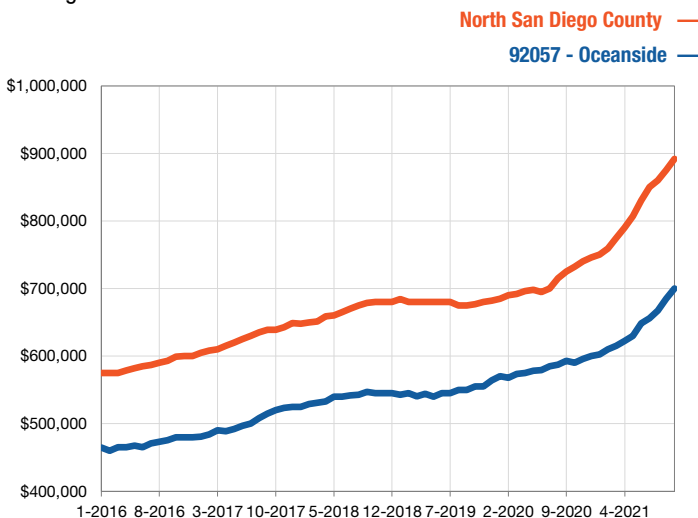
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	49	59	+ 20.4%	737	684	- 7.2%
Pending Sales	64	58	- 9.4%	673	618	- 8.2%
Closed Sales	67	64	- 4.5%	640	647	+ 1.1%
Days on Market Until Sale	23	15	- 34.8%	26	12	- 53.8%
Median Sales Price*	\$565,000	<b>\$768,500</b>	+ 36.0%	\$590,000	<b>\$700,000</b>	+ 18.6%
Average Sales Price*	\$613,431	<b>\$791,853</b>	+ 29.1%	\$588,581	<b>\$714,803</b>	+ 21.4%
Percent of Original List Price Received*	100.9%	<b>101.3%</b>	+ 0.4%	99.2%	<b>103.7%</b>	+ 4.5%
Percent of List Price Received*	101.0%	<b>102.2%</b>	+ 1.2%	99.7%	<b>103.1%</b>	+ 3.4%
Inventory of Homes for Sale	55	45	- 18.2%	--	--	--
Months Supply of Inventory	1.0	0.9	- 10.0%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

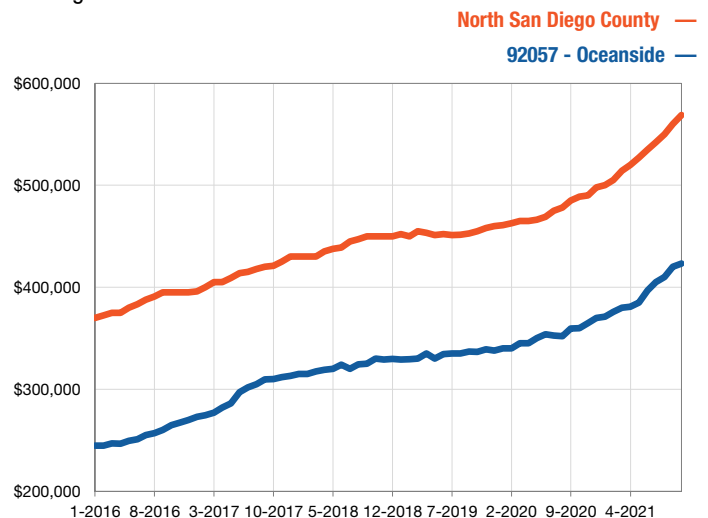
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	33	33	0.0%	367	360	- 1.9%
Pending Sales	20	25	+ 25.0%	303	340	+ 12.2%
Closed Sales	20	24	+ 20.0%	302	330	+ 9.3%
Days on Market Until Sale	32	25	- 21.9%	28	15	- 46.4%
Median Sales Price*	\$385,000	<b>\$450,000</b>	+ 16.9%	\$360,000	<b>\$423,500</b>	+ 17.6%
Average Sales Price*	\$398,835	<b>\$475,511</b>	+ 19.2%	\$362,865	<b>\$431,953</b>	+ 19.0%
Percent of Original List Price Received*	98.9%	<b>99.3%</b>	+ 0.4%	98.7%	<b>101.7%</b>	+ 3.0%
Percent of List Price Received*	99.5%	<b>101.5%</b>	+ 2.0%	99.5%	<b>102.0%</b>	+ 2.5%
Inventory of Homes for Sale	34	23	- 32.4%	--	--	--
Months Supply of Inventory	1.3	0.8	- 38.5%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

**Median Sales Price – Detached Single-Family**  
Rolling 12-Month Calculation



**Median Sales Price – Attached Single-Family**  
Rolling 12-Month Calculation



# Local Market Update for October 2021

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92058 - Oceanside

North San Diego County

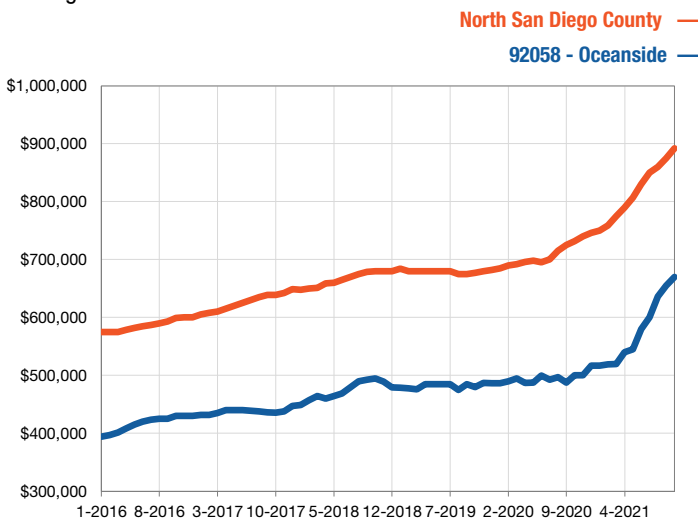
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	14	13	- 7.1%	217	161	- 25.8%
Pending Sales	10	15	+ 50.0%	182	151	- 17.0%
Closed Sales	19	15	- 21.1%	178	142	- 20.2%
Days on Market Until Sale	14	14	0.0%	33	15	- 54.5%
Median Sales Price*	\$622,500	<b>\$675,000</b>	+ 8.4%	\$500,000	<b>\$670,000</b>	+ 34.0%
Average Sales Price*	\$574,895	<b>\$645,600</b>	+ 12.3%	\$441,529	<b>\$613,108</b>	+ 38.9%
Percent of Original List Price Received*	100.9%	<b>103.4%</b>	+ 2.5%	97.0%	<b>102.6%</b>	+ 5.8%
Percent of List Price Received*	100.8%	<b>103.0%</b>	+ 2.2%	98.3%	<b>102.1%</b>	+ 3.9%
Inventory of Homes for Sale	25	17	- 32.0%	--	--	--
Months Supply of Inventory	1.6	1.4	- 12.5%	--	--	--

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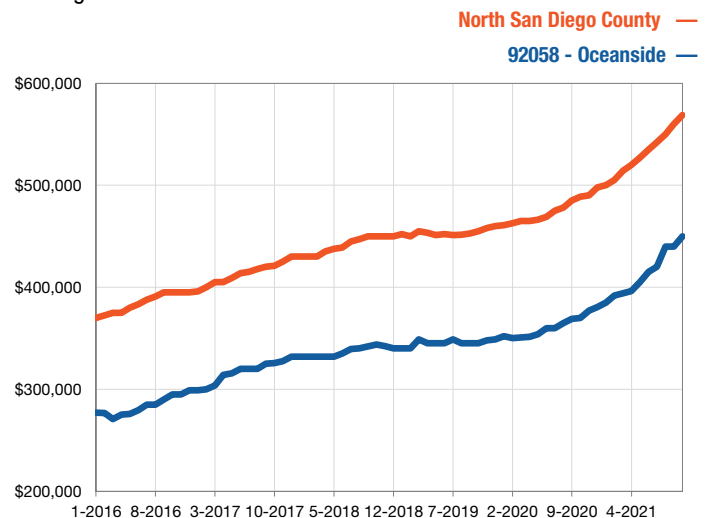
Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	12	6	- 50.0%	103	124	+ 20.4%
Pending Sales	7	5	- 28.6%	88	116	+ 31.8%
Closed Sales	10	8	- 20.0%	86	112	+ 30.2%
Days on Market Until Sale	24	5	- 79.2%	18	8	- 55.6%
Median Sales Price*	\$380,000	<b>\$527,500</b>	+ 38.8%	\$370,000	<b>\$450,000</b>	+ 21.6%
Average Sales Price*	\$373,900	<b>\$525,500</b>	+ 40.5%	\$373,431	<b>\$450,997</b>	+ 20.8%
Percent of Original List Price Received*	101.9%	<b>107.0%</b>	+ 5.0%	99.7%	<b>104.1%</b>	+ 4.4%
Percent of List Price Received*	101.3%	<b>105.8%</b>	+ 4.4%	99.9%	<b>103.2%</b>	+ 3.3%
Inventory of Homes for Sale	8	3	- 62.5%	--	--	--
Months Supply of Inventory	1.1	0.3	- 72.7%	--	--	--

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**Median Sales Price – Detached Single-Family**  
Rolling 12-Month Calculation



**Median Sales Price – Attached Single-Family**  
Rolling 12-Month Calculation



# Local Market Update for October 2021

Provided by the North San Diego County REALTORS®.

## 92075 - Solana Beach

North San Diego County

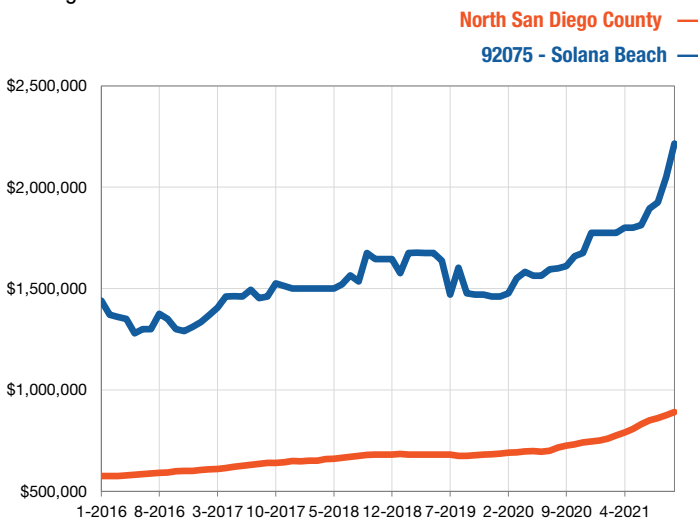
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	17	7	- 58.8%	164	124	- 24.4%
Pending Sales	16	8	- 50.0%	97	105	+ 8.2%
Closed Sales	12	8	- 33.3%	89	109	+ 22.5%
Days on Market Until Sale	28	18	- 35.7%	50	22	- 56.0%
Median Sales Price*	\$1,695,000	<b>\$2,753,100</b>	+ 62.4%	\$1,660,000	<b>\$2,215,000</b>	+ 33.4%
Average Sales Price*	\$2,124,375	<b>\$3,172,025</b>	+ 49.3%	\$2,023,719	<b>\$2,699,118</b>	+ 33.4%
Percent of Original List Price Received*	94.8%	<b>97.8%</b>	+ 3.2%	94.0%	<b>97.8%</b>	+ 4.0%
Percent of List Price Received*	96.6%	<b>100.7%</b>	+ 4.2%	95.8%	<b>99.1%</b>	+ 3.4%
Inventory of Homes for Sale	35	8	- 77.1%	--	--	--
Months Supply of Inventory	4.3	<b>0.9</b>	- 79.1%	--	--	--

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Attached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	20	13	- 35.0%	151	143	- 5.3%
Pending Sales	8	15	+ 87.5%	102	139	+ 36.3%
Closed Sales	8	10	+ 25.0%	98	132	+ 34.7%
Days on Market Until Sale	18	24	+ 33.3%	39	23	- 41.0%
Median Sales Price*	\$928,000	<b>\$1,463,000</b>	+ 57.7%	\$994,450	<b>\$1,145,000</b>	+ 15.1%
Average Sales Price*	\$960,988	<b>\$1,589,100</b>	+ 65.4%	\$1,056,602	<b>\$1,215,178</b>	+ 15.0%
Percent of Original List Price Received*	98.9%	<b>99.9%</b>	+ 1.0%	96.0%	<b>98.5%</b>	+ 2.6%
Percent of List Price Received*	99.2%	<b>101.1%</b>	+ 1.9%	97.5%	<b>99.8%</b>	+ 2.4%
Inventory of Homes for Sale	27	8	- 70.4%	--	--	--
Months Supply of Inventory	3.2	<b>0.7</b>	- 78.1%	--	--	--

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**Median Sales Price – Detached Single-Family**  
 Rolling 12-Month Calculation



**Median Sales Price – Attached Single-Family**  
 Rolling 12-Month Calculation

