

How's The Market?

San Diego, CA

Presented by David Childers, Keeping Current Matters



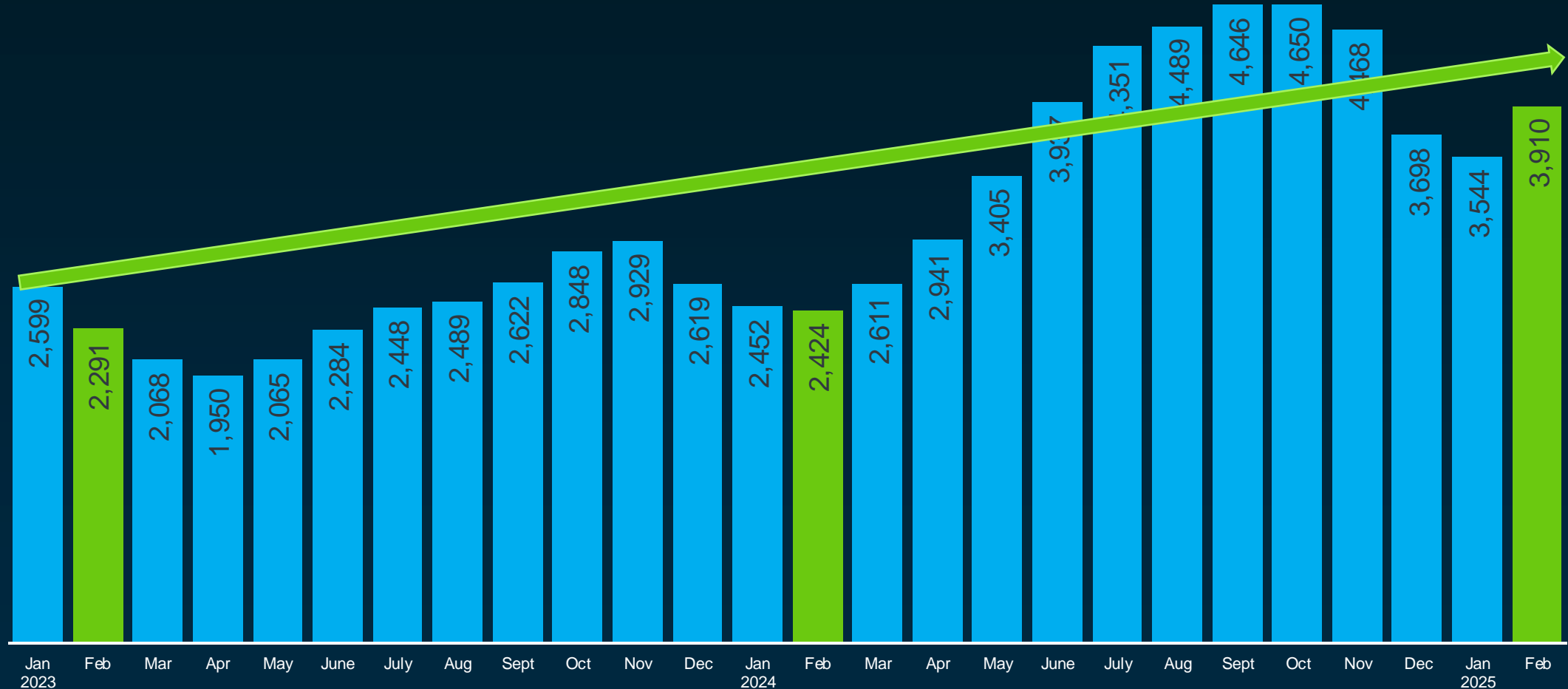


The price of greatness is
RESPONSIBILITY.

Winston Churchill

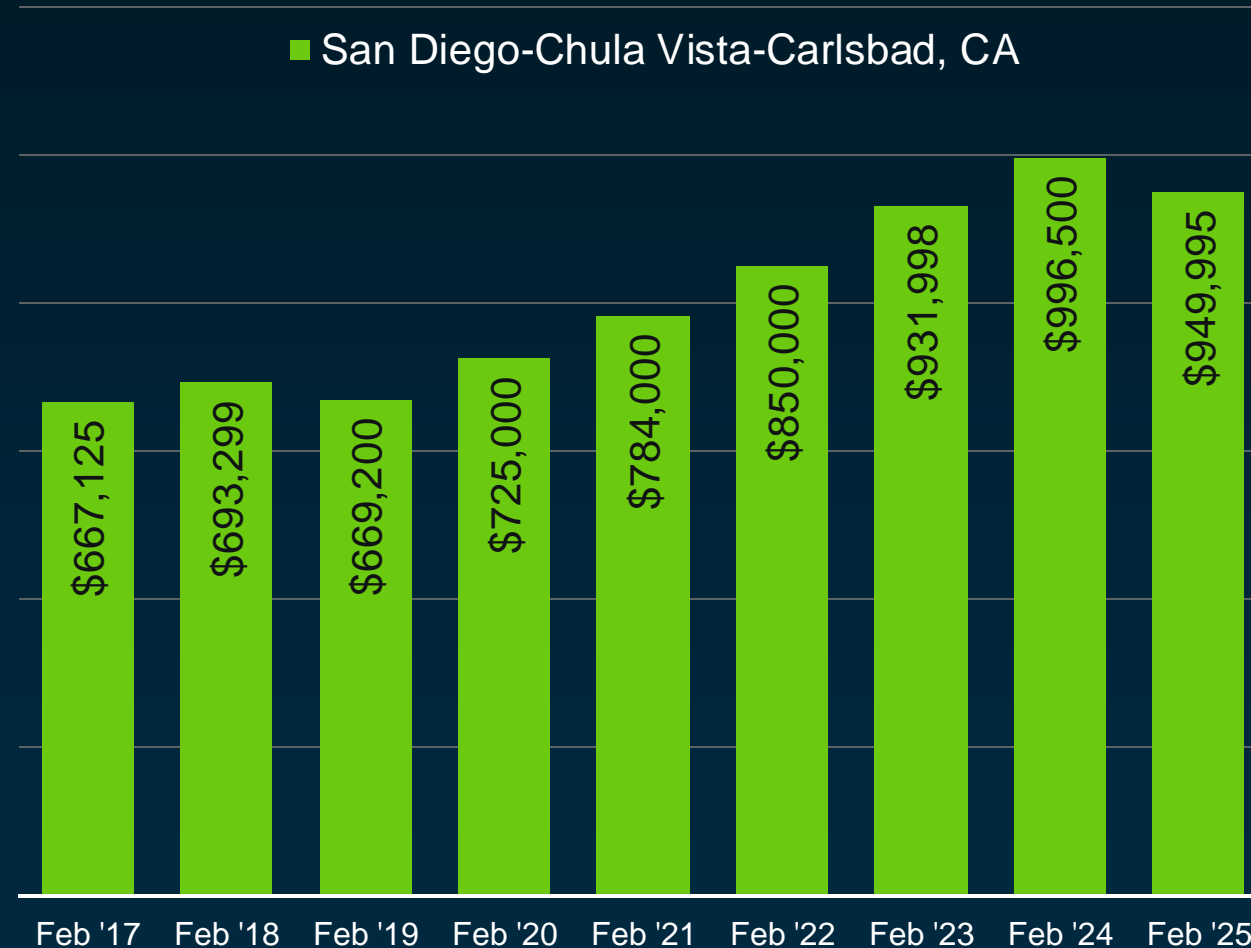
The Number of Homes for Sale Continues To Be Higher Compared to Last Year

Active Listing Count, San Diego-Chula Vista-Carlsbad, CA



Home Prices Are Moderating in San Diego

Median Listing Price of Homes for Sale

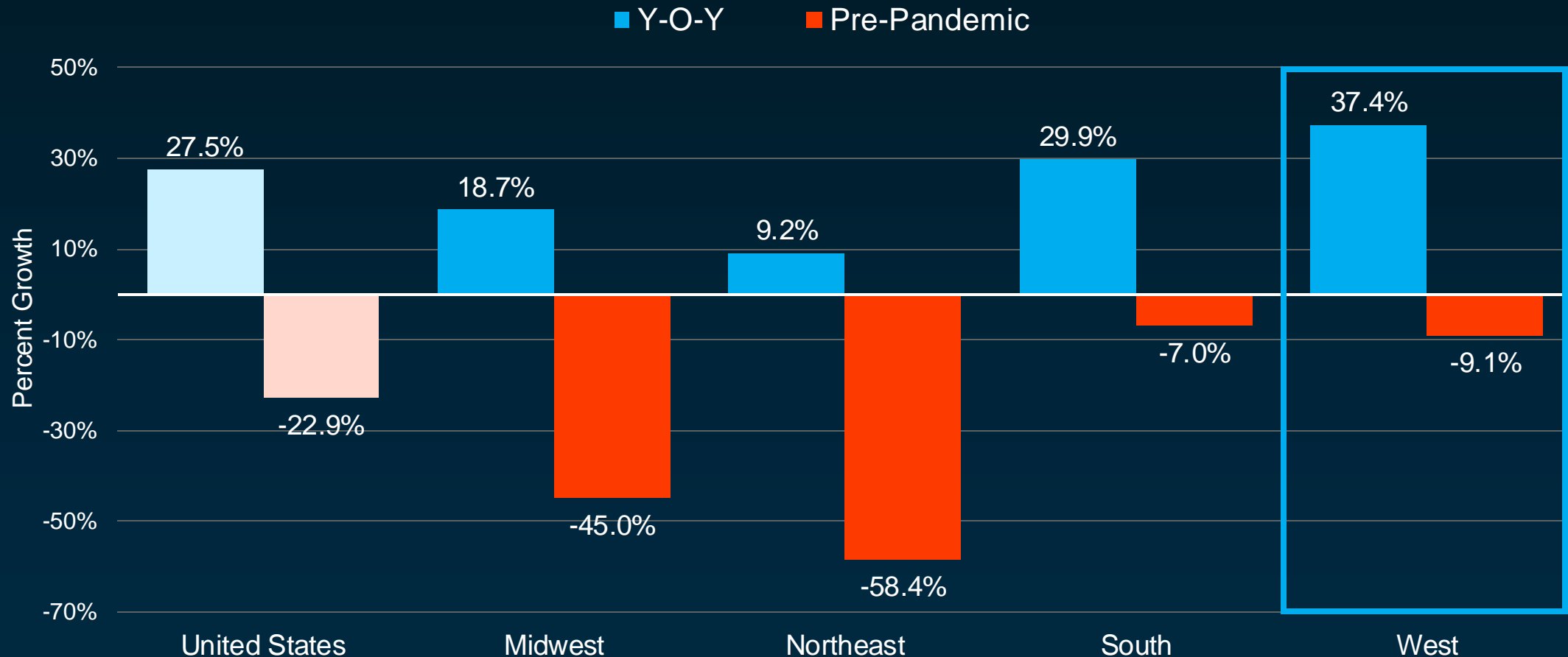


National Average:
\$412,000

California Average:
\$728,500

Regional And Metro Area Inventory Trends

15 Southern and Western Metros Have More Inventory Than Pre-Pandemic Levels
Regional Inventory Change, Percent (2017–2019)



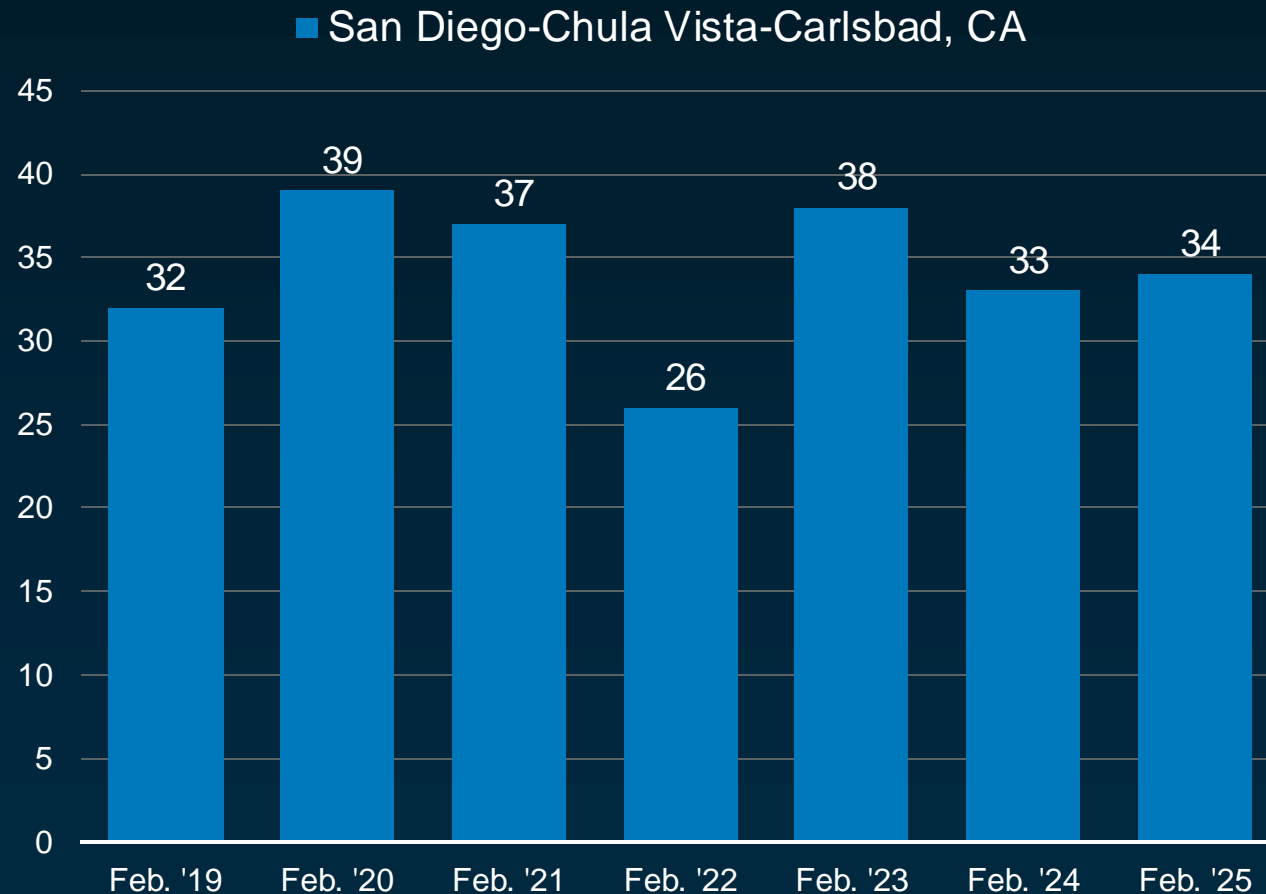


The inventory of homes for sale increased in all of the largest metros compared with last year. **Metros that saw the most inventory growth** included Denver (+64.4%), **San Diego (+61.3%)**, and Las Vegas (+60.8%).

Realtor.com

Homes Sell Quicker in San Diego Than the Rest of California

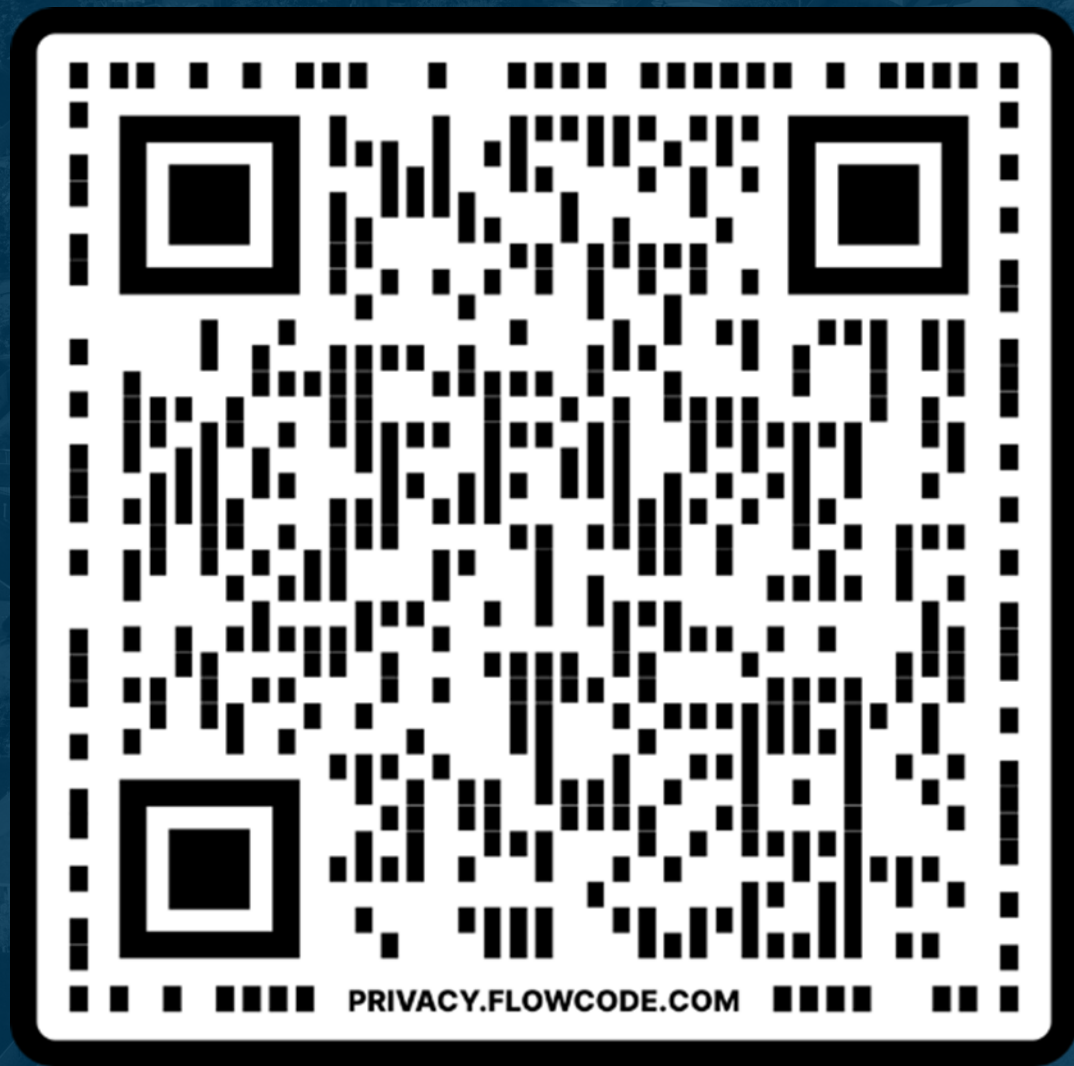
Average Days on Market



February 2025

National Average:
66 Days

California Average:
46 Days



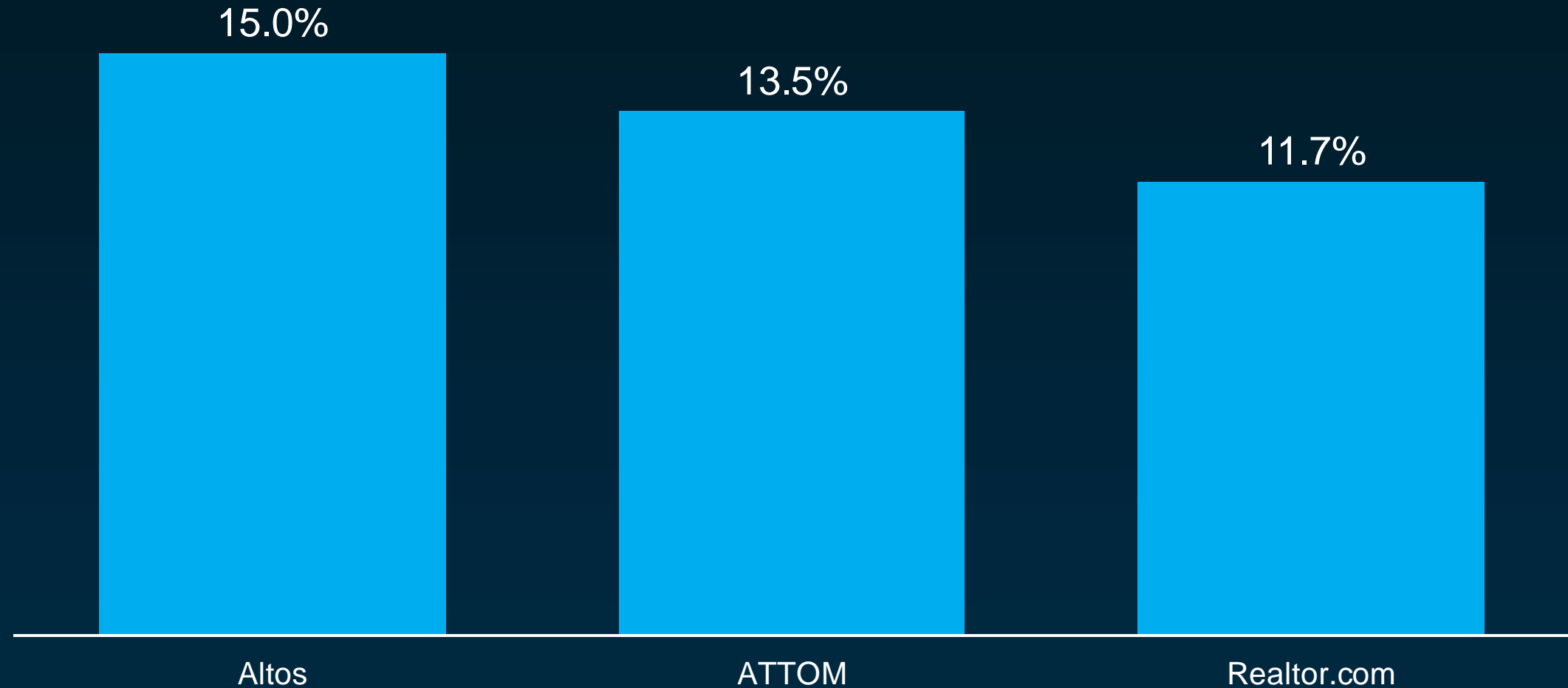


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Things to expect in
the 2025 housing
market

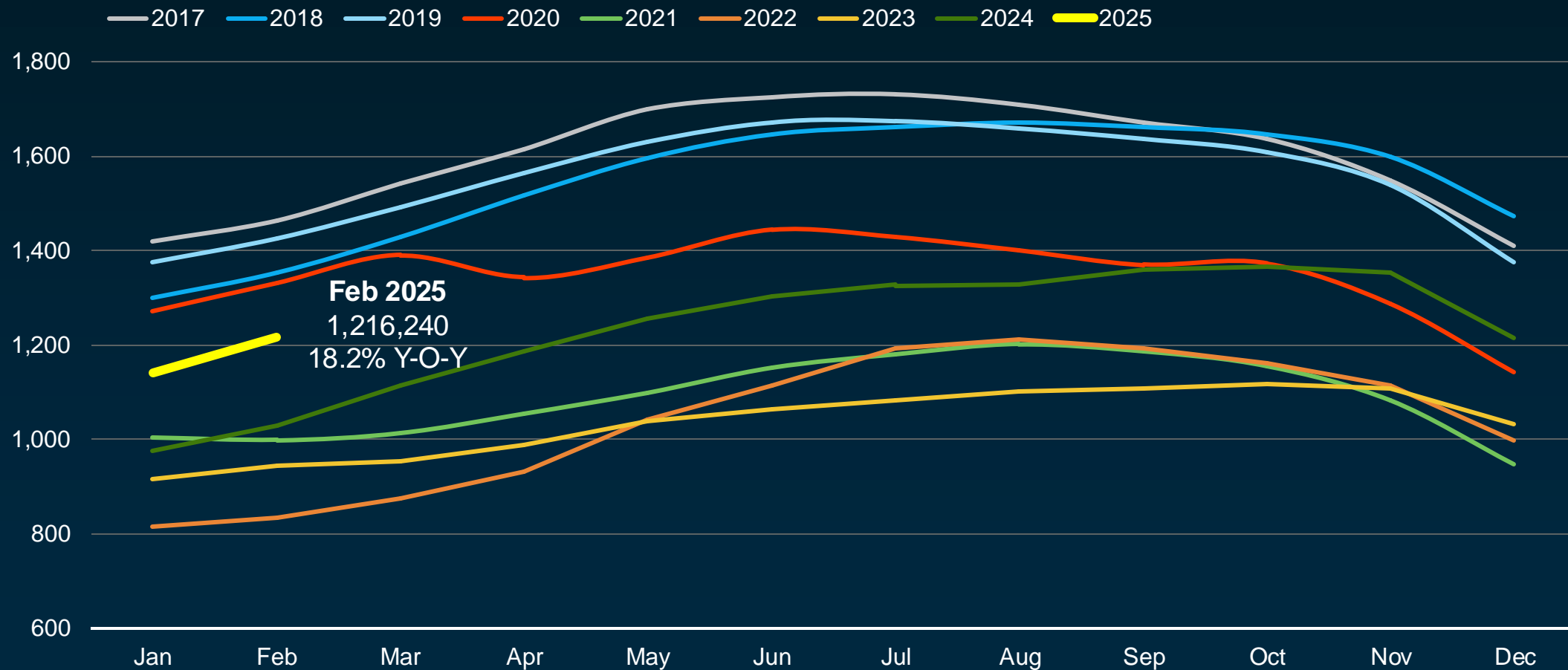
2025 Existing Home For-Sale Inventory Forecast

Year-Over-Year



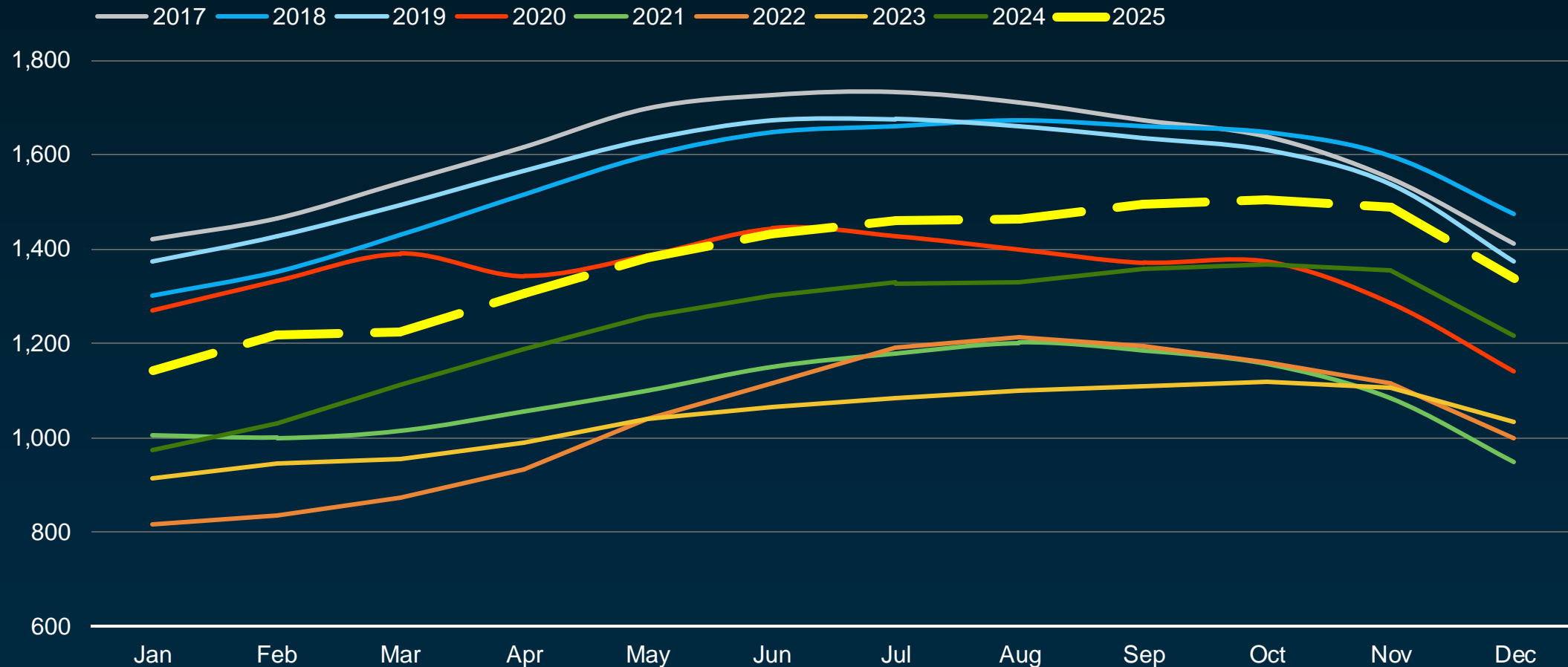
Total Listing Count Increased by 18.2% Compared with Last Year

Total Listing Counts



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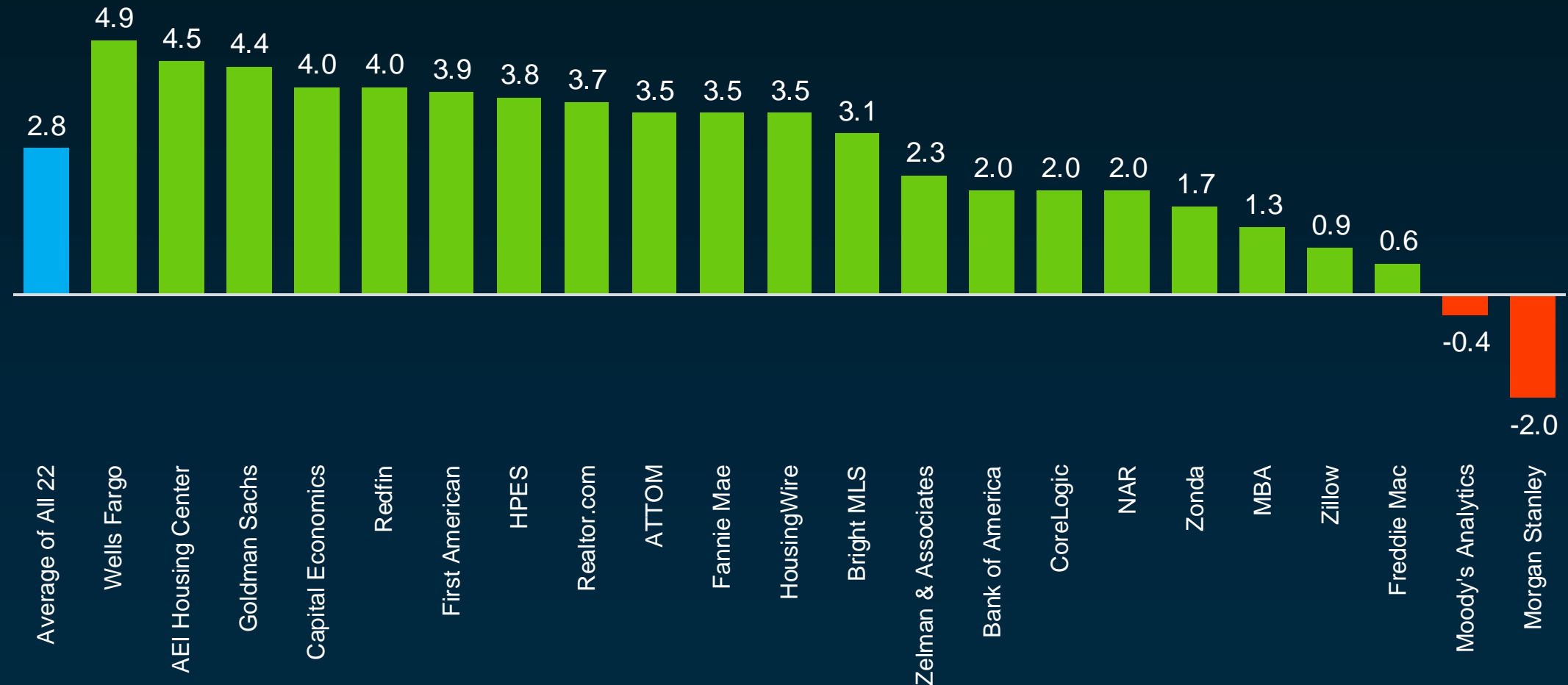


J.P. Morgan Research expects house prices to rise by 3% overall in 2025.

J.P. Morgan

2025 Home Price Forecasts

Percent Appreciation as of 2/20/2025



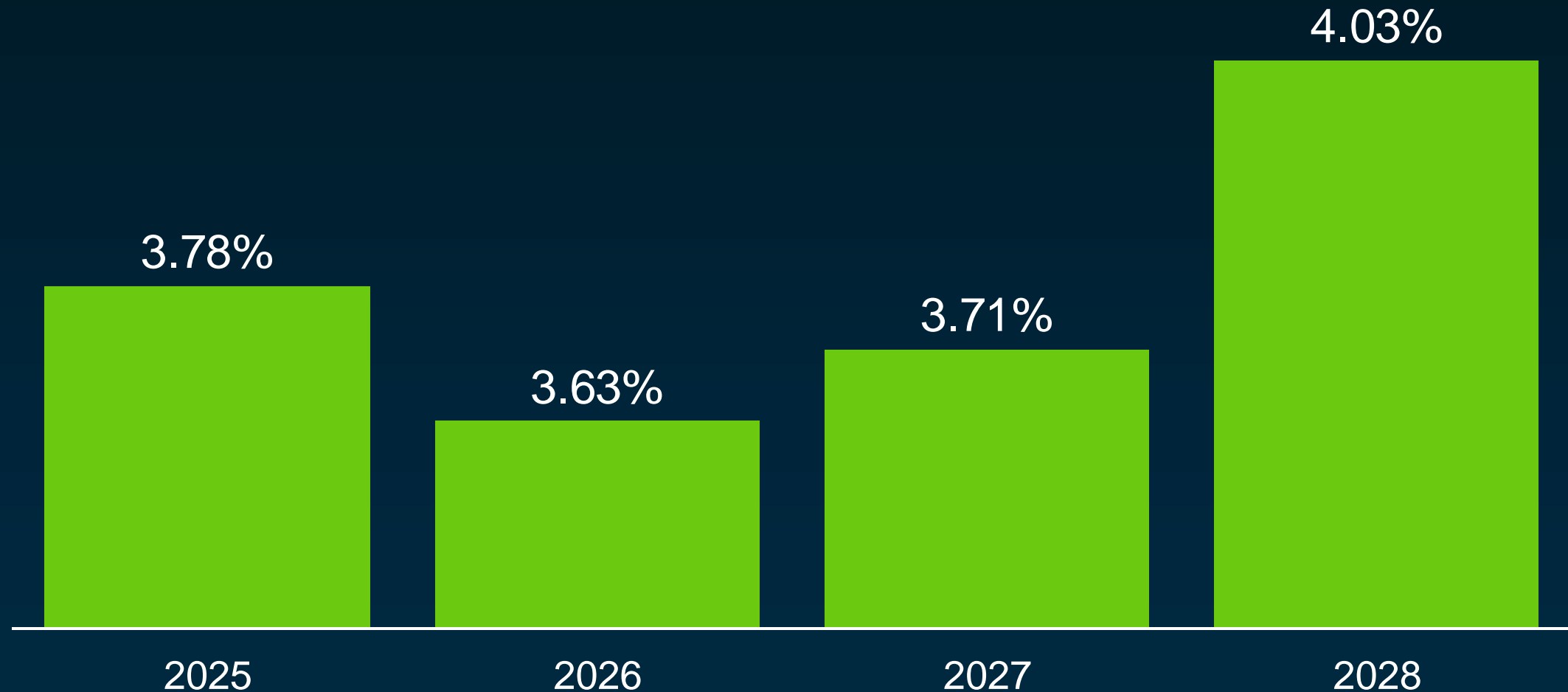


The average San Diego, CA home value is \$1,003,444, up 4.0% over the past year and goes to pending in around 25 days.

Zillow

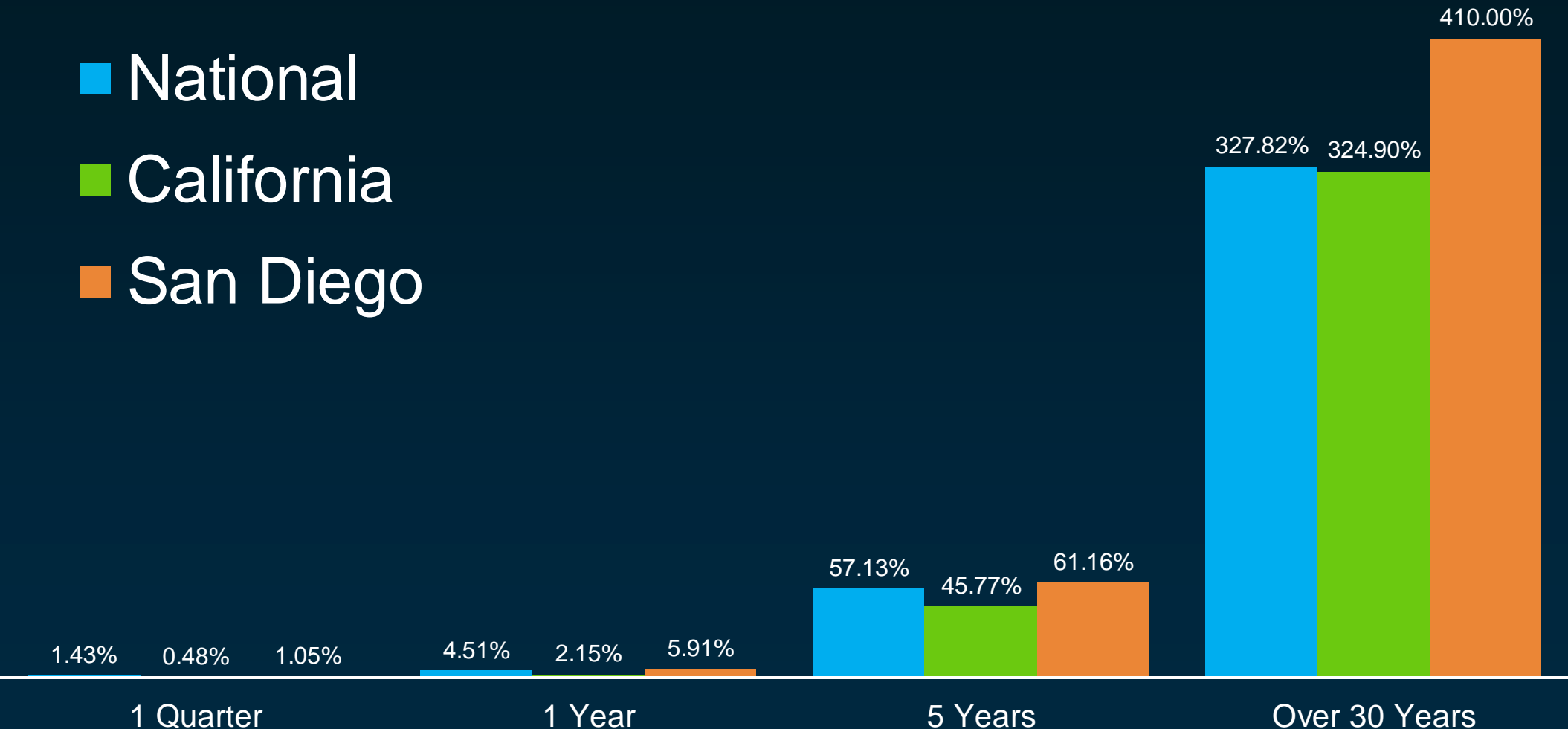
Estimated Home Price Performance

December–December, as Forecast in Quarter 4 2024



House Prices

Quarter 4, 2024



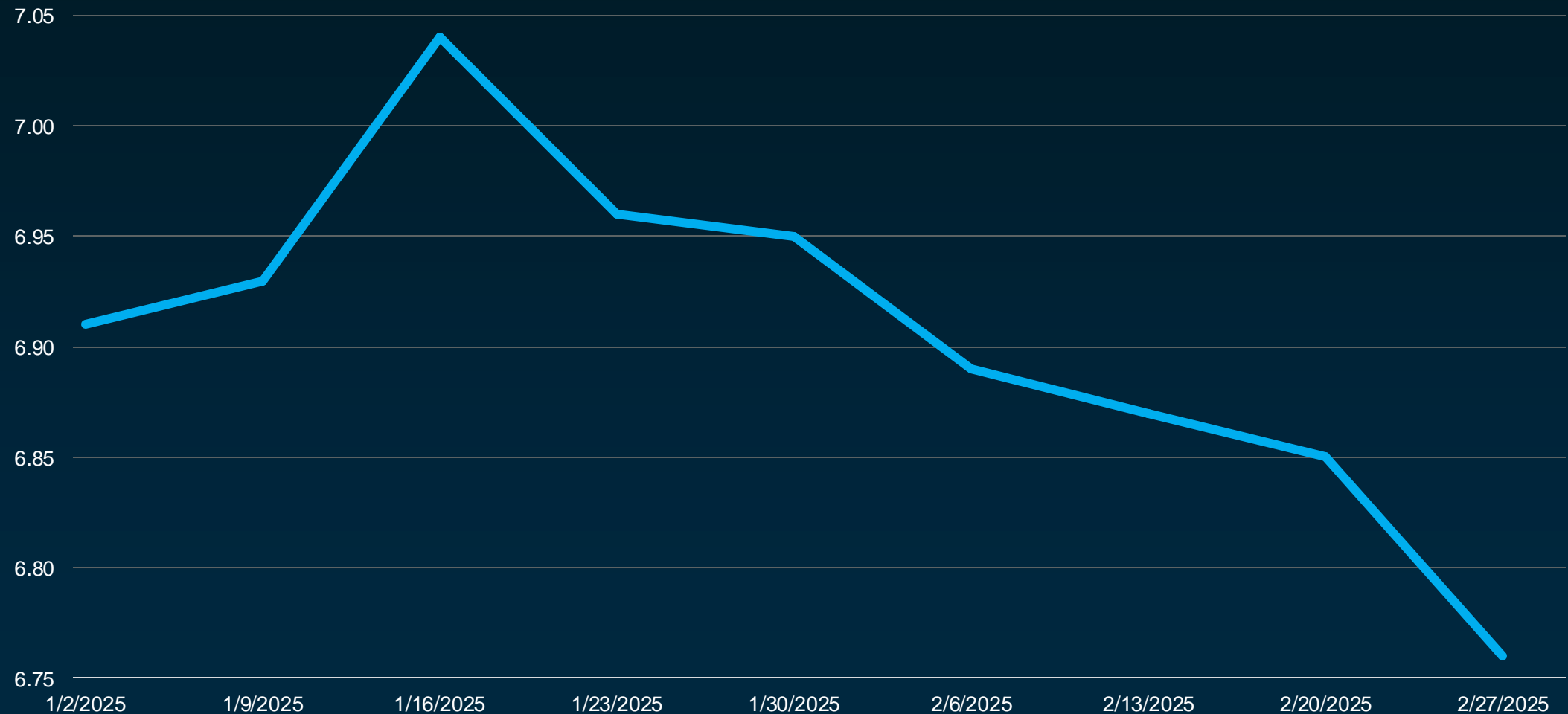
Mortgage Rate Projections

30-Year Fixed Rate, As of 2/19/2025

Quarter	Fannie Mae	MBA	Wells Fargo	Average of All Three
2025 Q2	6.60%	6.90%	6.90%	6.80%
2025 Q3	6.50%	6.70%	6.65%	6.62%
2025 Q4	6.50%	6.50%	6.50%	6.50%

30-Year Fixed Mortgage Rate

2025



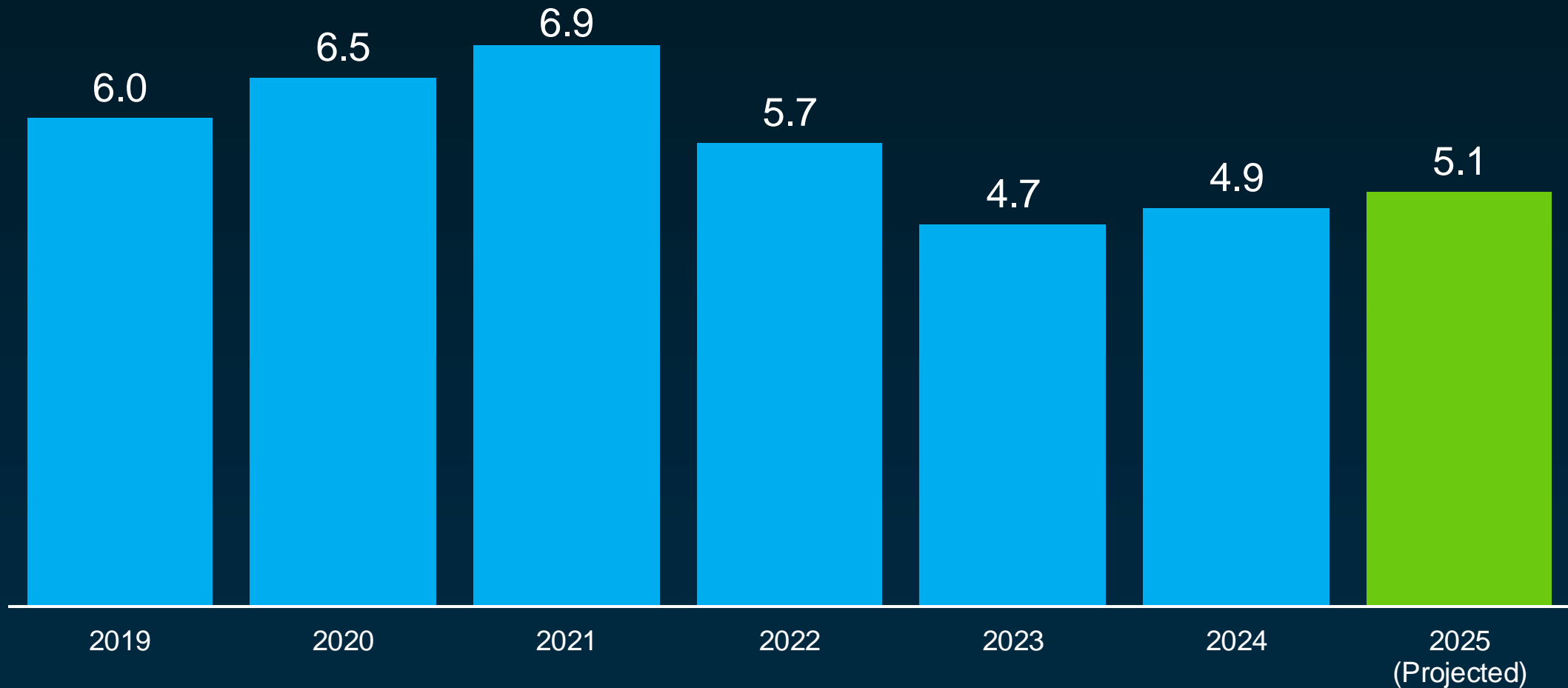


Home buyers will have more success . . . **The worst of the affordability challenges are over** as more inventory, stable mortgage rates and continued job and income growth pave the way for more Americans to achieve homeownership.

Lawrence Yun
Chief Economist, NAR

Total Home Sales Forecast To Rise

In Millions, 2019–2025



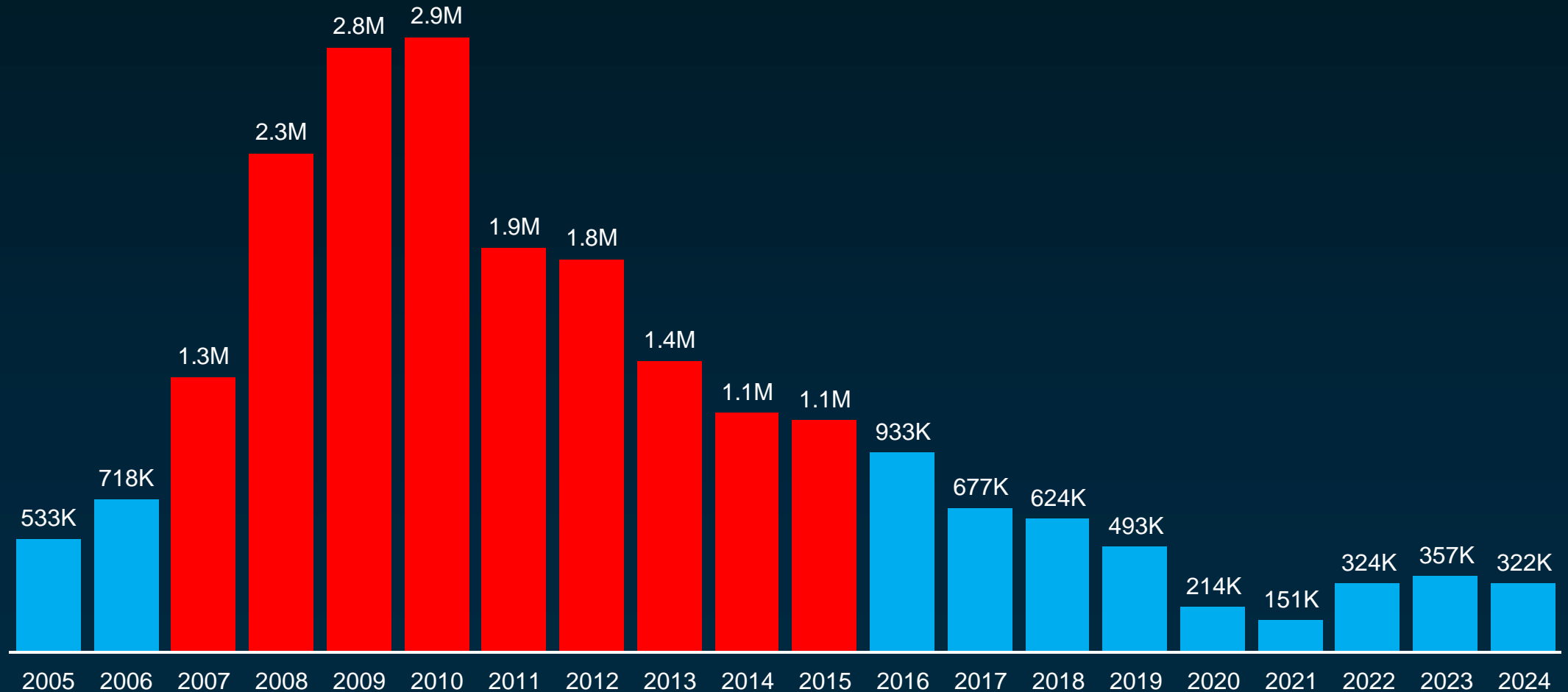


January showed a monthly increase in foreclosure filings that may in some part be the result of a normal post-holiday catch up of filings. It's too early to know if 2025 will shift from the general 2024 trends of a continued decline in foreclosure activity.

Rob Barber, CEO at ATTOM.

U.S. Historical Foreclosure Activity

U.S properties with foreclosure Filings



A photograph of a family—a man, a woman, and a young child—seen from behind as they walk across a green lawn towards a large, modern house. The house has a prominent gabled roof and large windows. The entire image is overlaid with a semi-transparent blue filter. Centered over the image is the text "THE OPPORTUNITY!" in a large, white, sans-serif font.

THE OPPORTUNITY!

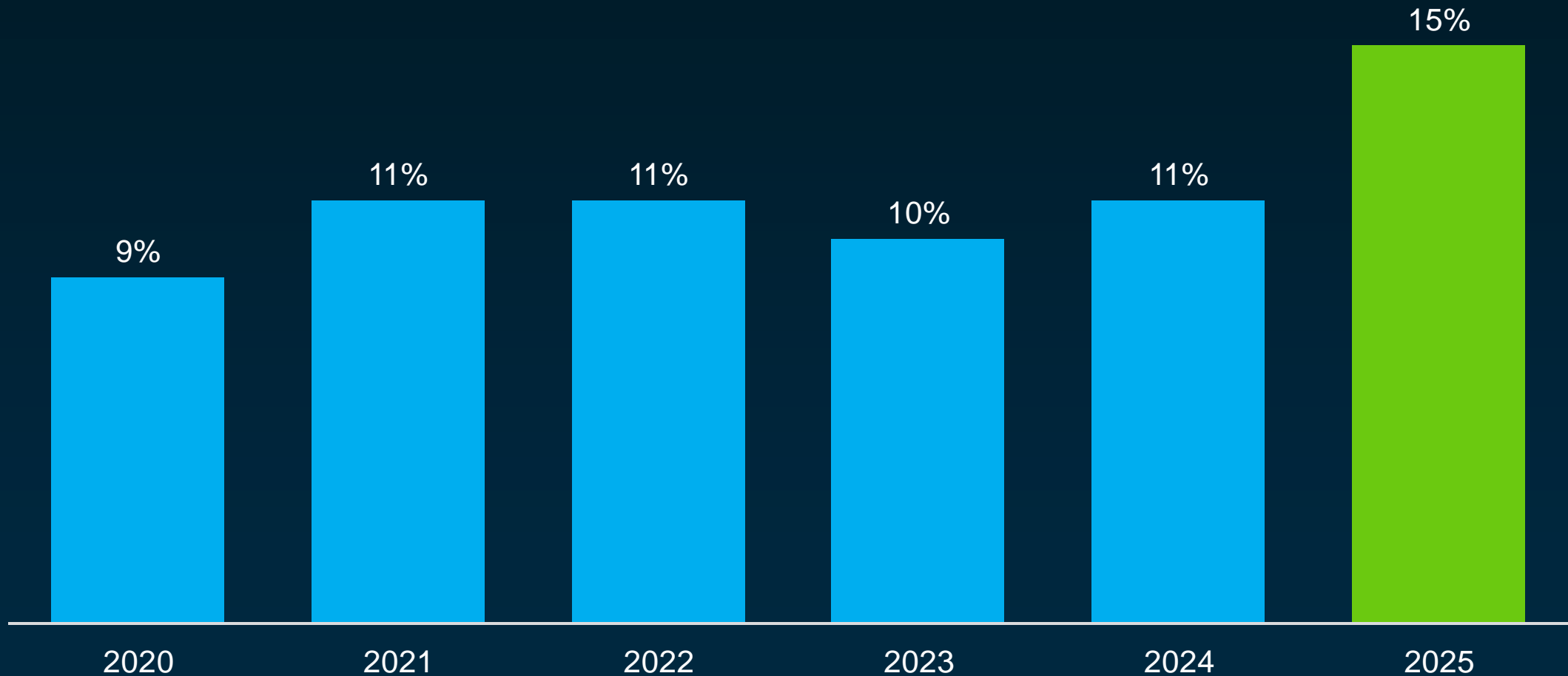


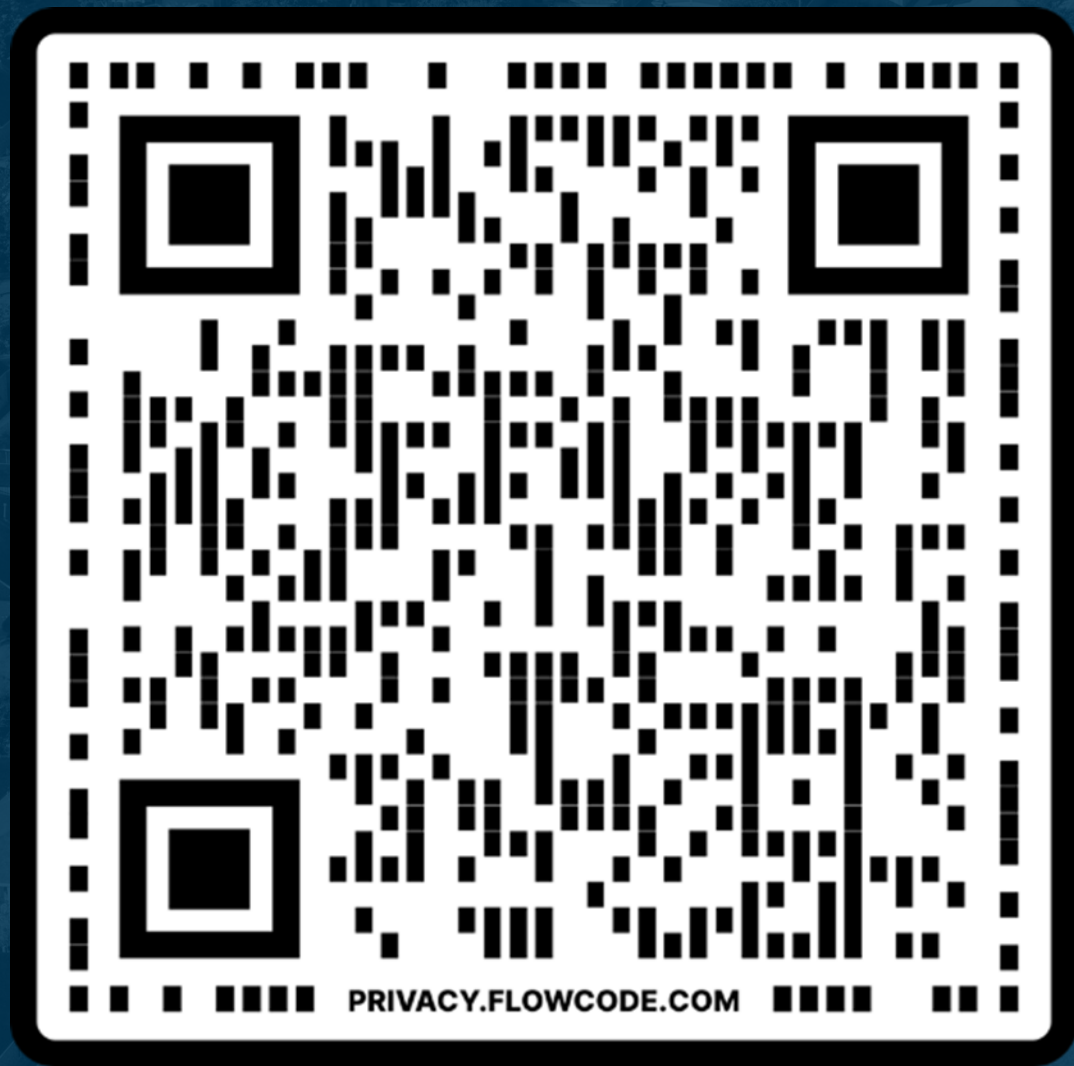
Three million fewer homes were sold from 2022 through 2024 compared to the three years before the pandemic.
That means millions of people are eager to own a home but haven't been able to accomplish their goal.

Holden Lewis
Mortgages Expert, NerdWallet

A Record Percent of Americans Are Planning To Buy a Home This Year

Share of People Hoping To Buy a Home in the Next 12 Months





“

Your success
is determined by
what's inside YOU.

Steve Harney

Founder, Keeping Current Matters

