

MARCH 2021

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THINGS ARE LOOKING UP IN REAL ESTATE... AND PANDEMIC-WISE

This past month, the U.S. added 379,000 jobs and unemployment declined to 6.2%. It's not the 3.2% we enjoyed a year ago, but we're making progress.

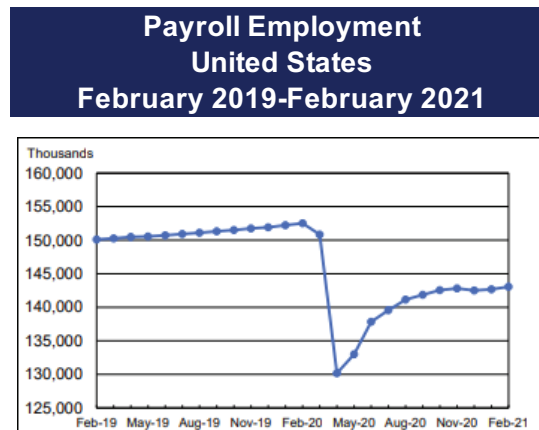
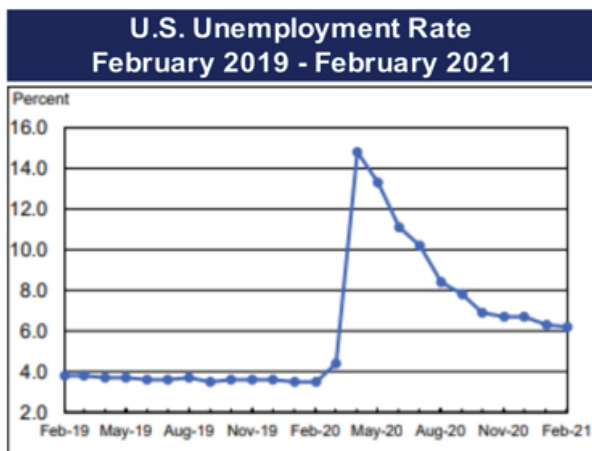
The weak link is leisure and hospitality. With summer coming, and folks hitting the road again and dining out, I anticipate a strong gain in the third quarter -- maybe not 3.2% unemployment, but a very positive move forward.

U.S. Employment & Unemployment Feb 2020 - Apr 2020 - Feb 2021

Month	Total Employment	Change	% Unemployment
Feb-20	158,732,000		3.2%
Apr-20	133,224,000	(25,508,000)	15.0%
Feb-21	150,239,000	17,015,000	6.2%

Source: BLS

The two graphs that follow tell the story of the national economy:



Source: BLS



Real Estate Market Update

Statistics from Our San Diego Region:

I thought January was wonderful, but February outdid itself with 2,500 closings.

Closed Sales SDAR February 2020-2021

Year	Detached	Attached	Total
2020	1,502	859	2,361
2021	1,565	935	2,500

Source: SDAR



I don't want to be overly optimistic, but pendings are moving up, not a whole lot, but enough to give me confidence that March will be another positive month.

No. of Sales Pending End of Month - February 2020-2021

Year	Detached	Attached
2020	1,813	992
2021	1,840	1,118

Source: SDAR

The months' supply of inventory continues to decline, and that is discouraging. I would have hoped that listings would be on the rise, but no sign of that yet.

Months Supply of Inventory February 2020-2021

July	Detached	Attached
2020	2.0	1.9
2021	0.8	0.9

Source: SDAR



But homes are selling fast with barely a month's supply on the market.

Key Indicators Existing Homes Sales San Diego County February 2020-2021

Category	Detached	Attached
% of Original List Price Received	98.2%	100.4%
Days on Market Until Sale	27	28
Months Supply of Inventory	0.8	0.9

Source: SDAR

And prices continue to escalate. The median price of detached homes that sold last month was \$777,000, up \$102,877 or 15.2% over just one year ago. And the price of attached homes was up 14.7%. That's pretty amazing, but also rather scary.

Median Home Prices - Closed Sales February 2020-2021

Month	Detached	Attached
2020	\$ 674,900	\$ 447,000
2021	\$ 777,777	\$ 512,500
Change 2020-2021	\$ 102,877	\$ 65,500
% Change	15.2%	14.7%

Source: SDAR



Real Estate Market Update

Something tells me that we should start a “list your home” campaign. Having said that, as I look around the country, I find that that home prices are on the move throughout the nation. Even in the bitter-cold North, prices accelerated. If prices are up 9% in Peoria, I guess it is only fitting that ours are up 15%.

Home Price Changes Selected North & South Metros February 2020 to February 2021

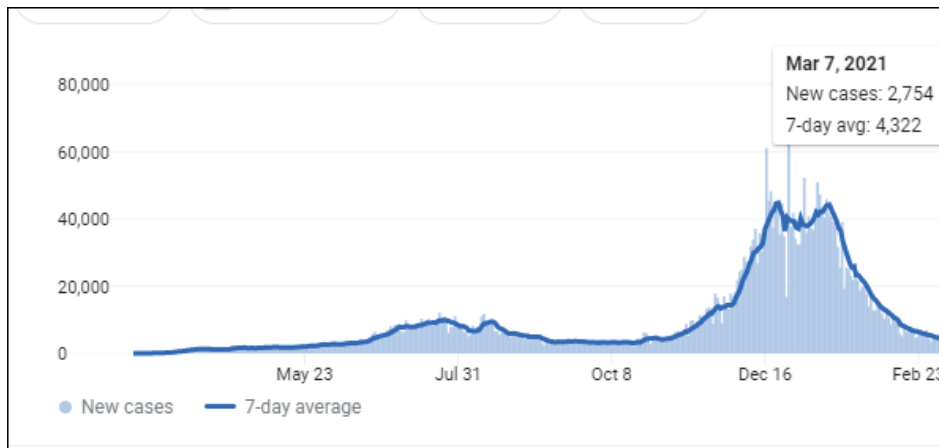
North		South	
Metro	% Increase	Metro	% Increase
Chicago	14.7%	Atlanta	20.1%
Newark	20.3%	Austin	18.6%
Peoria	9.0%	Dallas	10.5%
Philadelphia	16.9%	Las Vegas	17.2%
Syracuse	12.3%	Phoenix	11.1%



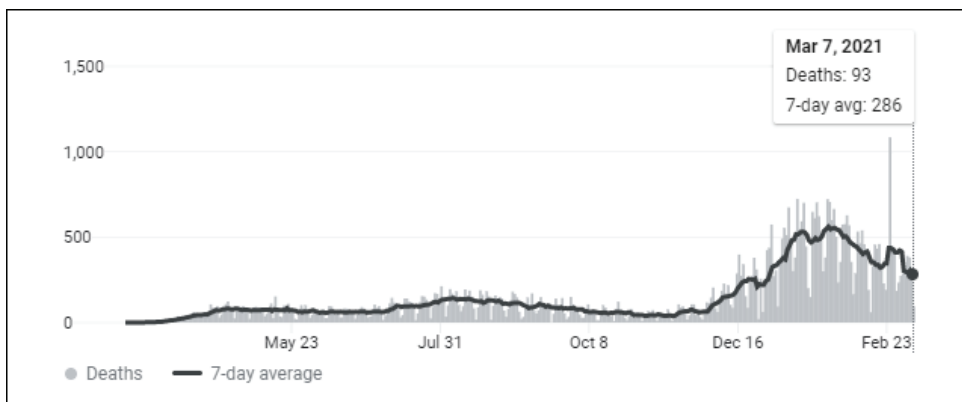
COVID - Things Are Looking Up

The vaccine must be working. Take a look at these two charts:

New COVID Cases San Diego County Thru March 7 2021



Total Deaths from COVID San Diego County



Blessedly, in San Diego, our water pipes didn't freeze and our power lines remain hot, and inclement weather is rare, so we don't have much to complain about. Just get more listings.

Spotlight On North Park 92104

The North Park community of the City of San Diego is ZIP 92104, immediately tangential to the Hillcrest/Bankers Hill community (92103). It is one of San Diego's older urban communities that contains a myriad of classic residences, most dating back to the early 1900s.

The primary retail streets are University Avenue and 30th Street, both lined with food and beverage, clothing, galleries and furnishings stores.

North Park has a property and business improvement district which is responsible for the maintenance of sidewalks and common areas. The district has 700 business members and 500 property owners.

Housing Types North Park (92104)

Type	No.	%
Single Family Detached	7,887	34.2%
Single Family Attached	2,037	8.8%
Multi-Family	13,147	57.0%
Total	23,071	100.0%

Source: SANDAG



The median household income in the 92104 is estimated at more than \$70,000 with 27% of the households with an income in excess of \$100,000. The population of North Park is fairly evenly divided between those under age 40 and those over age 40. Importantly, the 25-39 age group comprises 25% of the population. It is this group that heavily supports the dining and beverage establishments in the community.

Population by Age Group North Park - ZIP 92104

Age	No.	%
Under 18	10,728	21%
18-24	4,349	8%
25-39	12,923	25%
40-49	7,703	15%
50+	16,388	31%
Total	52,091	100%

Source: SANDAG

Home prices continue to rise in North Park, as the community gains in popularity. Most of the "for sale" housing is single-family detached. In the past year, detached homes prices have increased by 12%, and in February of this year had a median price approaching \$850,000.



Home Price Parade North Park (92104)

	Detached	Attached
No. Sales - Yr. to Date		
Feb-20	34	29
Feb-21	41	27
Price - Closed Sales		
Feb-20	\$ 758,000	\$ 419,000
Feb-21	\$ 850,000	\$ 425,625
Change	\$ 92,000	\$ 6,625
% Change	12.1%	1.6%

And, like the rest of San Diego, North Park is desperately short of inventory, with less than a month's supply. There is currently an inventory of 13 detached and 14 attached homes for sale.

And if you want to go back to yesteryear, you might find it interesting to learn that home prices in North Park have increased 137% in the past ten years.

Indicators - February 2021 North Park (92104)

Indicator	Detached	Attached
Days on Market Until Sale	20	31
Inventory of Homes for Sale	13	14
Months Supply of Inventory	0.6	0.7

Change in Prices North Park 2010 to 2020

Year	Median Price
2010	\$ 285,000
2020	\$ 676,019
Change	\$ 391,019
% Change	137%

Source: SDAR



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