

# Housing Supply Overview

A Research Tool Provided by the Greater San Diego Association of REALTORS®

## March 2019

Housing supply has continued to struggle to replenish itself in most markets across the U.S., which is contributing to an overall decline in sales. Yet low inventory is not the only slowing factor in a buying environment with historically high prices. For the 12-month period spanning April 2018 through March 2019, Pending Sales in the San Diego were down 7.9 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 25.6 percent.

The overall Median Sales Price was up 4.9 percent to \$570,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased by 4.5 percent to \$640,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 27 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 106 days.

Market-wide, inventory levels were up 7.5 percent. The property type with the largest gain was the Condos - Townhomes segment, where they increased 18.6 percent. That amounts to 2.3 months supply for Single-Family homes and 2.1 months supply for Condos.

## Quick Facts

**+ 25.6%**

**+ 13.4%**

**- 6.9%**

Price Range With  
Strongest Pending Sales:  
**\$5,000,001 and Above**

Home Size With Strongest  
Pending Sales:  
**6,001 Sq Ft and Above**

Property Type With  
Strongest Pending Sales:  
**Single-Family Homes**

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

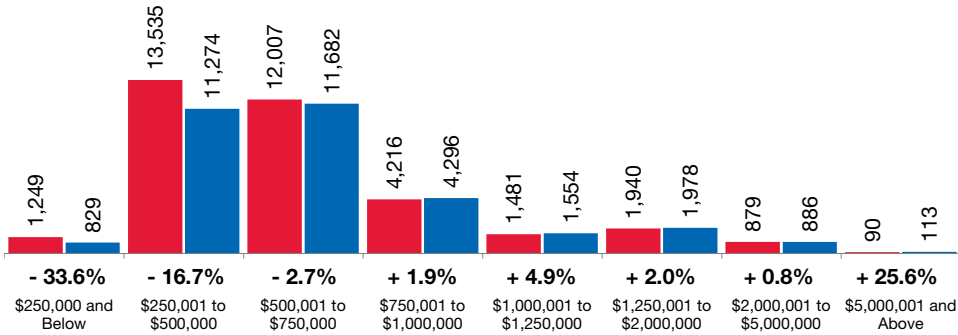
Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Days on Market Until Sale	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>

# Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month calculation.

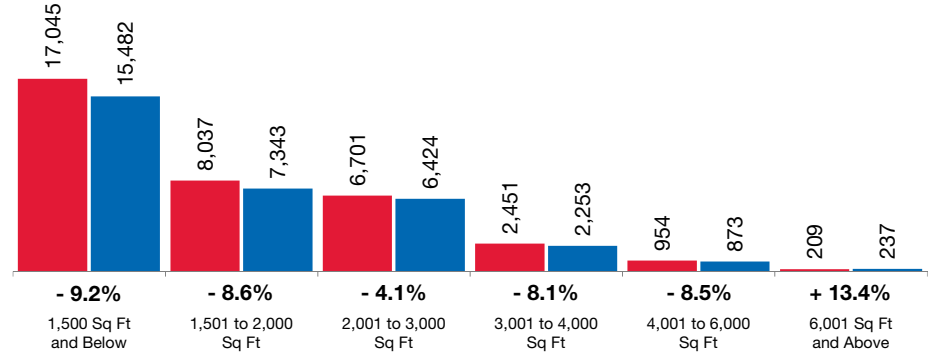
## By Price Range

03-2018 03-2019



## By Square Feet

03-2018 03-2019



### All Properties

By Price Range	03-2018	03-2019	Change
\$250,000 and Below	1,249	829	-33.6%
\$250,001 to \$500,000	13,535	11,274	-16.7%
\$500,001 to \$750,000	12,007	11,682	-2.7%
\$750,001 to \$1,000,000	4,216	4,296	+1.9%
\$1,000,001 to \$1,250,000	1,481	1,554	+4.9%
\$1,250,001 to \$2,000,000	1,940	1,978	+2.0%
\$2,000,001 to \$5,000,000	879	886	+0.8%
\$5,000,001 and Above	90	113	+25.6%
<b>All Price Ranges</b>	<b>35,397</b>	<b>32,612</b>	<b>-7.9%</b>

### Single-Family Homes

03-2018	03-2019	Change	03-2018	03-2019	Change
141	108	-23.4%	1,108	721	-34.9%
6,118	4,672	-23.6%	7,417	6,602	-11.0%
9,525	9,245	-2.9%	2,482	2,437	-1.8%
3,612	3,622	+0.3%	604	674	+11.6%
1,279	1,357	+6.1%	202	197	-2.5%
1,684	1,733	+2.9%	256	245	-4.3%
783	789	+0.8%	96	97	+1.0%
88	106	+20.5%	2	7	+250.0%
<b>23,230</b>	<b>21,632</b>	<b>-6.9%</b>	<b>12,167</b>	<b>10,980</b>	<b>-9.8%</b>

### Condos - Townhomes

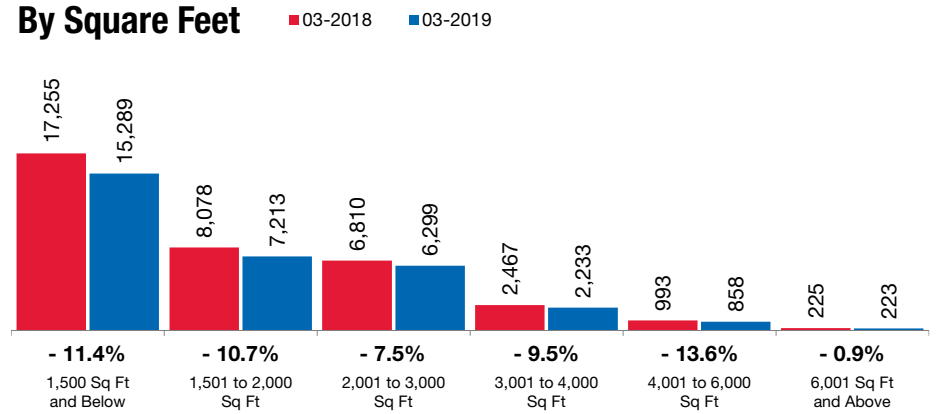
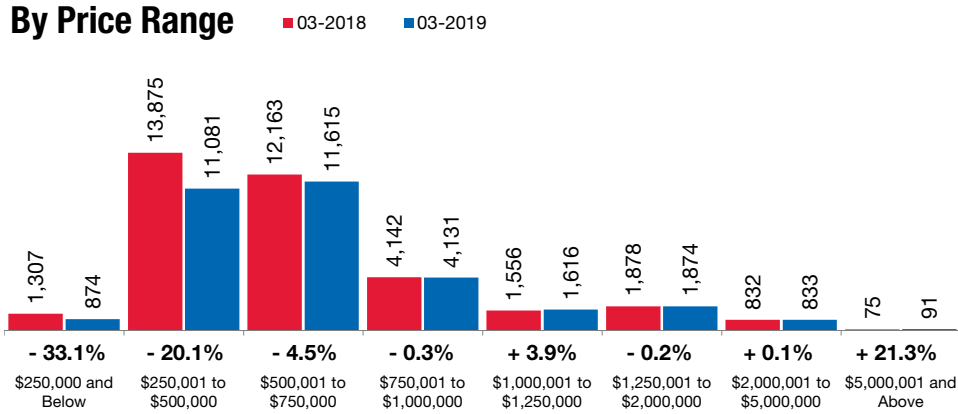
By Square Feet	03-2018	03-2019	Change
1,500 Sq Ft and Below	17,045	15,482	-9.2%
1,501 to 2,000 Sq Ft	8,037	7,343	-8.6%
2,001 to 3,000 Sq Ft	6,701	6,424	-4.1%
3,001 to 4,000 Sq Ft	2,451	2,253	-8.1%
4,001 to 6,000 Sq Ft	954	873	-8.5%
6,001 Sq Ft and Above	209	237	+13.4%
<b>All Square Footage</b>	<b>35,397</b>	<b>32,612</b>	<b>-7.9%</b>

03-2018	03-2019	Change	03-2018	03-2019	Change
7,208	6,680	-7.3%	9,837	8,802	-10.5%
6,088	5,568	-8.5%	1,949	1,775	-8.9%
6,334	6,042	-4.6%	367	382	+4.1%
2,441	2,233	-8.5%	10	20	+100.0%
950	872	-8.2%	4	1	-75.0%
209	237	+13.4%	0	0	0.0%
<b>23,230</b>	<b>21,632</b>	<b>-6.9%</b>	<b>12,167</b>	<b>10,980</b>	<b>-9.8%</b>



# Closed Sales

A count of the actual sales that have closed in a given month. Based on a rolling 12-month calculation.



## All Properties

By Price Range	03-2018	03-2019	Change
\$250,000 and Below	1,307	874	- 33.1%
\$250,001 to \$500,000	13,875	11,081	- 20.1%
\$500,001 to \$750,000	12,163	11,615	- 4.5%
\$750,001 to \$1,000,000	4,142	4,131	- 0.3%
\$1,000,001 to \$1,250,000	1,556	1,616	+ 3.9%
\$1,250,001 to \$2,000,000	1,878	1,874	- 0.2%
\$2,000,001 to \$5,000,000	832	833	+ 0.1%
\$5,000,001 and Above	75	91	+ 21.3%
<b>All Price Ranges</b>	<b>35,828</b>	<b>32,115</b>	<b>- 10.4%</b>

## Single-Family Homes

03-2018	03-2019	Change	03-2018	03-2019	Change
151	119	- 21.2%	1,156	755	- 34.7%
6,375	4,627	- 27.4%	7,500	6,454	- 13.9%
9,643	9,165	- 5.0%	2,520	2,450	- 2.8%
3,537	3,485	- 1.5%	605	646	+ 6.8%
1,366	1,417	+ 3.7%	190	199	+ 4.7%
1,646	1,640	- 0.4%	232	234	+ 0.9%
751	742	- 1.2%	81	91	+ 12.3%
75	84	+ 12.0%	0	7	0.0%
<b>23,544</b>	<b>21,279</b>	<b>- 9.6%</b>	<b>12,284</b>	<b>10,836</b>	<b>- 11.8%</b>

## Condos - Townhomes

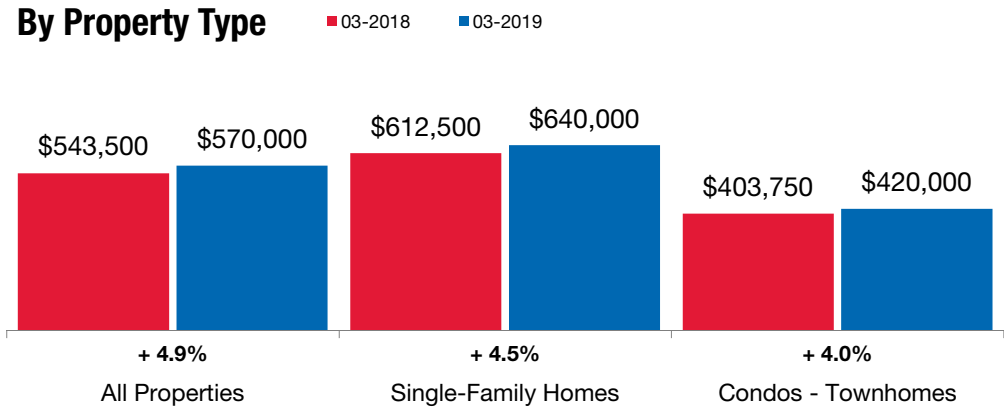
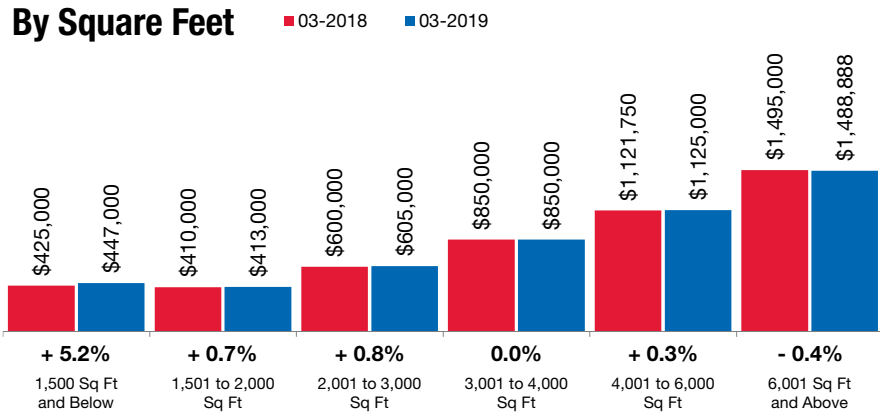
By Square Feet	03-2018	03-2019	Change
1,500 Sq Ft and Below	17,255	15,289	- 11.4%
1,501 to 2,000 Sq Ft	8,078	7,213	- 10.7%
2,001 to 3,000 Sq Ft	6,810	6,299	- 7.5%
3,001 to 4,000 Sq Ft	2,467	2,233	- 9.5%
4,001 to 6,000 Sq Ft	993	858	- 13.6%
6,001 Sq Ft and Above	225	223	- 0.9%
<b>All Square Footage</b>	<b>35,828</b>	<b>32,115</b>	<b>- 10.4%</b>

03-2018	03-2019	Change	03-2018	03-2019	Change
7,301	6,566	- 10.1%	9,954	8,723	- 12.4%
6,132	5,491	- 10.5%	1,946	1,722	- 11.5%
6,442	5,929	- 8.0%	368	370	+ 0.5%
2,455	2,213	- 9.9%	12	20	+ 66.7%
989	857	- 13.3%	4	1	- 75.0%
225	223	- 0.9%	0	0	0.0%
<b>23,544</b>	<b>21,279</b>	<b>- 9.6%</b>	<b>12,284</b>	<b>10,836</b>	<b>- 11.8%</b>



# 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. **Based on a rolling 12-month median.**



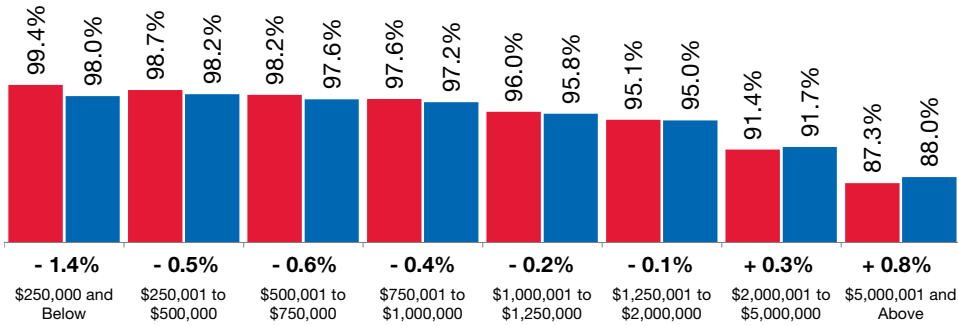
By Square Feet	All Properties		
	03-2018	03-2019	Change
1,500 Sq Ft and Below	\$425,000	\$447,000	+ 5.2%
1,501 to 2,000 Sq Ft	\$410,000	\$413,000	+ 0.7%
2,001 to 3,000 Sq Ft	\$600,000	\$605,000	+ 0.8%
3,001 to 4,000 Sq Ft	\$850,000	\$850,000	0.0%
4,001 to 6,000 Sq Ft	\$1,121,750	\$1,125,000	+ 0.3%
6,001 Sq Ft and Above	\$1,495,000	\$1,488,888	- 0.4%
<b>All Square Footage</b>	<b>\$543,500</b>	<b>\$570,000</b>	<b>+ 4.9%</b>

	Single-Family Homes			Condos - Townhomes		
	03-2018	03-2019	Change	03-2018	03-2019	Change
	\$469,000	\$495,500	+ 5.7%	\$370,000	\$385,000	+ 4.1%
	\$440,000	\$450,000	+ 2.3%	\$365,000	\$370,000	+ 1.4%
	\$600,000	\$609,000	+ 1.5%	\$592,250	\$591,264	- 0.2%
	\$850,000	\$850,000	0.0%	\$840,000	\$840,000	0.0%
	\$1,125,000	\$1,125,000	0.0%	\$1,100,000	\$1,110,000	+ 0.9%
	\$1,490,000	\$1,495,000	+ 0.3%	\$1,500,000	\$1,459,500	- 2.7%
	<b>\$612,500</b>	<b>\$640,000</b>	<b>+ 4.5%</b>	<b>\$403,750</b>	<b>\$420,000</b>	<b>+ 4.0%</b>

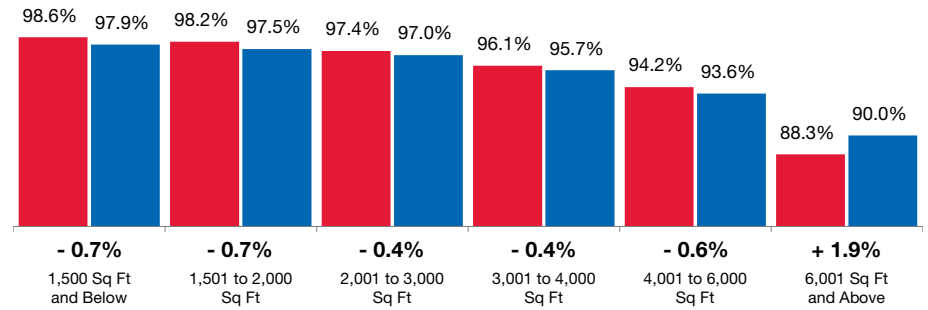
# Percent of Original List Price Received

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. **Based on a rolling 12-month average.**

**By Price Range** ■ 03-2018 ■ 03-2019



**By Square Feet** ■ 03-2018 ■ 03-2019



## All Properties

By Price Range	03-2018	03-2019	Change
\$250,000 and Below	99.4%	98.0%	-1.4%
\$250,001 to \$500,000	98.7%	98.2%	-0.5%
\$500,001 to \$750,000	98.2%	97.6%	-0.6%
\$750,001 to \$1,000,000	97.6%	97.2%	-0.4%
\$1,000,001 to \$1,250,000	96.0%	95.8%	-0.2%
\$1,250,001 to \$2,000,000	95.1%	95.0%	-0.1%
\$2,000,001 to \$5,000,000	91.4%	91.7%	+0.3%
\$5,000,001 and Above	87.3%	88.0%	+0.8%
<b>All Price Ranges</b>	<b>97.9%</b>	<b>97.3%</b>	<b>-0.6%</b>

## Single-Family Homes

03-2018	03-2019	Change	03-2018	03-2019	Change
96.9%	95.7%	-1.2%	99.7%	98.3%	-1.4%
98.6%	98.4%	-0.2%	98.8%	98.2%	-0.6%
98.1%	97.5%	-0.6%	98.4%	97.8%	-0.6%
97.7%	97.3%	-0.4%	97.1%	96.9%	-0.2%
96.2%	96.1%	-0.1%	94.8%	94.1%	-0.7%
95.1%	95.1%	0.0%	94.9%	94.2%	-0.7%
91.0%	91.3%	+0.3%	95.1%	94.9%	-0.2%
87.4%	88.3%	+1.0%	81.4%	83.5%	+2.6%
<b>97.5%</b>	<b>97.1%</b>	<b>-0.4%</b>	<b>98.6%</b>	<b>97.8%</b>	<b>-0.8%</b>

## Condos - Townhomes

By Square Feet	03-2018	03-2019	Change
1,500 Sq Ft and Below	98.6%	97.9%	-0.7%
1,501 to 2,000 Sq Ft	98.2%	97.5%	-0.7%
2,001 to 3,000 Sq Ft	97.4%	97.0%	-0.4%
3,001 to 4,000 Sq Ft	96.1%	95.7%	-0.4%
4,001 to 6,000 Sq Ft	94.2%	93.6%	-0.6%
6,001 Sq Ft and Above	88.3%	90.0%	+1.9%
<b>All Square Footage</b>	<b>97.9%</b>	<b>97.3%</b>	<b>-0.6%</b>

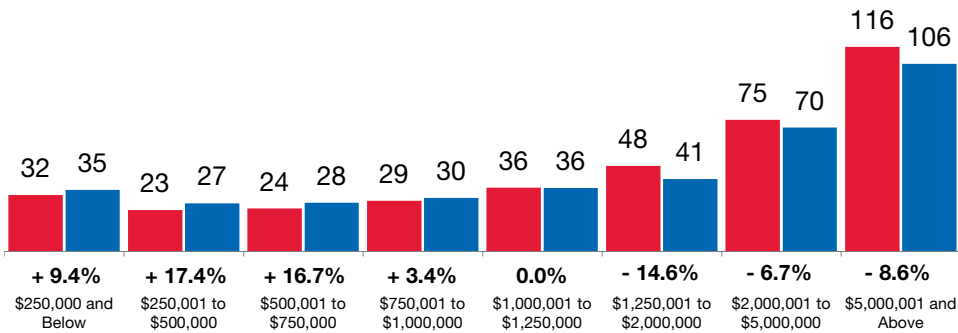
03-2018	03-2019	Change	03-2018	03-2019	Change
98.4%	97.8%	-0.6%	98.7%	97.9%	-0.8%
98.1%	97.6%	-0.5%	98.2%	97.4%	-0.8%
97.4%	97.0%	-0.4%	96.9%	96.2%	-0.7%
96.1%	95.7%	-0.4%	96.0%	91.4%	-4.8%
94.2%	93.6%	-0.6%	92.9%	100.0%	+7.6%
88.3%	90.0%	+1.9%	--	--	--
<b>97.5%</b>	<b>97.1%</b>	<b>-0.4%</b>	<b>98.6%</b>	<b>97.8%</b>	<b>-0.8%</b>



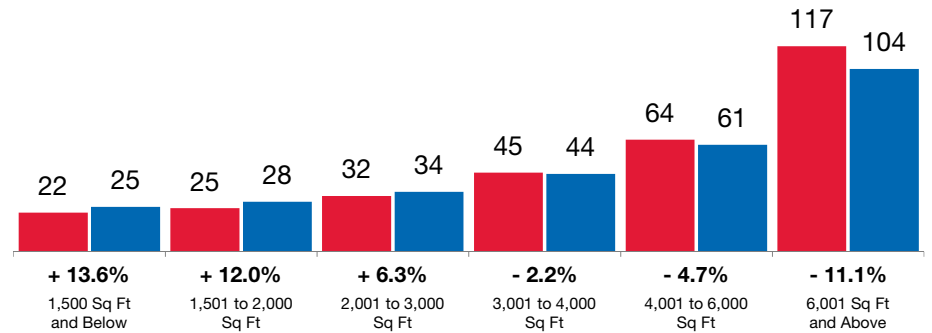
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted, in a given month.  
Based on a rolling 12-month average.

## By Price Range



## By Square Feet



### All Properties

By Price Range	03-2018	03-2019	Change
\$250,000 and Below	32	35	+ 9.4%
\$250,001 to \$500,000	23	27	+ 17.4%
\$500,001 to \$750,000	24	28	+ 16.7%
\$750,001 to \$1,000,000	29	30	+ 3.4%
\$1,000,001 to \$1,250,000	36	36	0.0%
\$1,250,001 to \$2,000,000	48	41	- 14.6%
\$2,000,001 to \$5,000,000	75	70	- 6.7%
\$5,000,001 and Above	116	106	- 8.6%
<b>All Price Ranges</b>	<b>28</b>	<b>31</b>	<b>+ 10.7%</b>

### Single-Family Homes

03-2018	03-2019	Change	03-2018	03-2019	Change
69	60	- 13.0%	27	31	+ 14.8%
27	29	+ 7.4%	21	26	+ 23.8%
25	28	+ 12.0%	23	26	+ 13.0%
28	29	+ 3.6%	33	36	+ 9.1%
34	35	+ 2.9%	49	46	- 6.1%
48	41	- 14.6%	54	45	- 16.7%
77	74	- 3.9%	55	42	- 23.6%
116	112	- 3.4%	--	44	--
<b>30</b>	<b>32</b>	<b>+ 6.7%</b>	<b>24</b>	<b>28</b>	<b>+ 16.7%</b>

### Condos - Townhomes

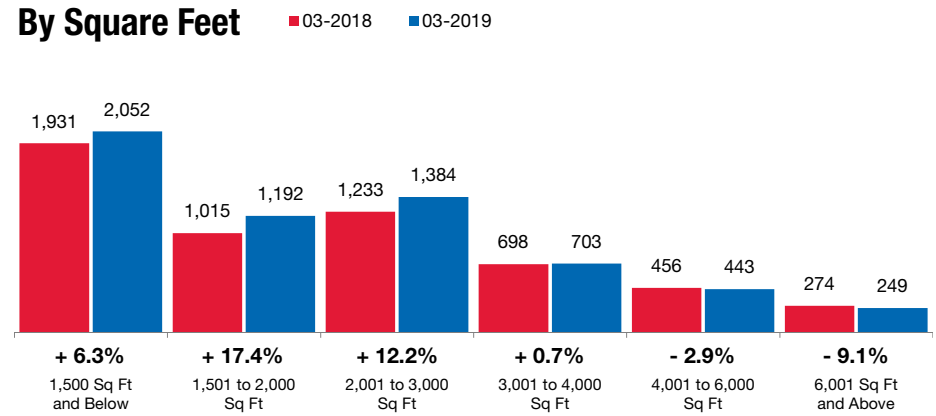
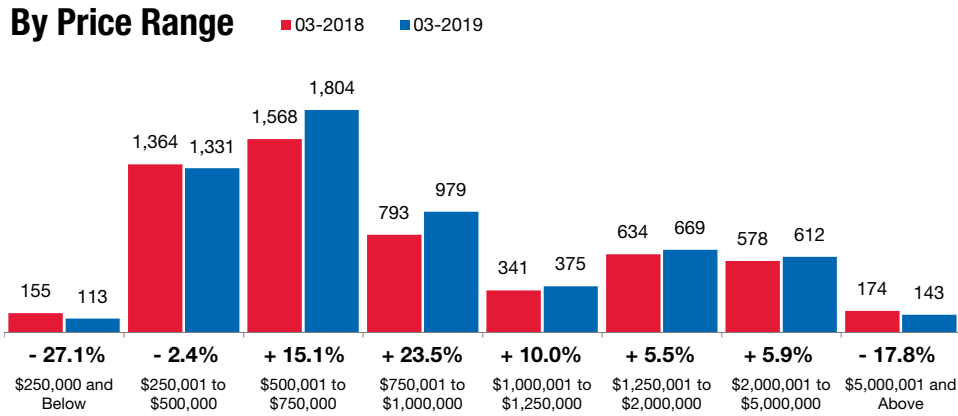
By Square Feet	03-2018	03-2019	Change
1,500 Sq Ft and Below	22	25	+ 13.6%
1,501 to 2,000 Sq Ft	25	28	+ 12.0%
2,001 to 3,000 Sq Ft	32	34	+ 6.3%
3,001 to 4,000 Sq Ft	45	44	- 2.2%
4,001 to 6,000 Sq Ft	64	61	- 4.7%
6,001 Sq Ft and Above	117	104	- 11.1%
<b>All Square Footage</b>	<b>28</b>	<b>31</b>	<b>+ 10.7%</b>

03-2018	03-2019	Change	03-2018	03-2019	Change
22	24	+ 9.1%	22	26	+ 18.2%
24	27	+ 12.5%	27	32	+ 18.5%
31	34	+ 9.7%	39	39	0.0%
45	44	- 2.2%	50	51	+ 2.0%
64	61	- 4.7%	108	2	- 98.1%
117	104	- 11.1%	--	--	--
<b>30</b>	<b>32</b>	<b>+ 6.7%</b>	<b>24</b>	<b>28</b>	<b>+ 16.7%</b>



# Inventory of Homes for Sale

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



## All Properties

By Price Range	03-2018	03-2019	Change
\$250,000 and Below	155	113	- 27.1%
\$250,001 to \$500,000	1,364	1,331	- 2.4%
\$500,001 to \$750,000	1,568	1,804	+ 15.1%
\$750,001 to \$1,000,000	793	979	+ 23.5%
\$1,000,001 to \$1,250,000	341	375	+ 10.0%
\$1,250,001 to \$2,000,000	634	669	+ 5.5%
\$2,000,001 to \$5,000,000	578	612	+ 5.9%
\$5,000,001 and Above	174	143	- 17.8%
<b>All Price Ranges</b>	<b>5,607</b>	<b>6,026</b>	<b>+ 7.5%</b>

## Single-Family Homes

03-2018	03-2019	Change	03-2018	03-2019	Change
37	32	- 13.5%	118	81	- 31.4%
616	458	- 25.6%	748	873	+ 16.7%
1,258	1,372	+ 9.1%	310	432	+ 39.4%
630	759	+ 20.5%	163	220	+ 35.0%
264	294	+ 11.4%	77	81	+ 5.2%
518	533	+ 2.9%	116	136	+ 17.2%
516	546	+ 5.8%	62	66	+ 6.5%
164	130	- 20.7%	10	13	+ 30.0%
<b>4,003</b>	<b>4,124</b>	<b>+ 3.0%</b>	<b>1,604</b>	<b>1,902</b>	<b>+ 18.6%</b>

## Condos - Townhomes

By Square Feet	03-2018	03-2019	Change
1,500 Sq Ft and Below	1,931	2,052	+ 6.3%
1,501 to 2,000 Sq Ft	1,015	1,192	+ 17.4%
2,001 to 3,000 Sq Ft	1,233	1,384	+ 12.2%
3,001 to 4,000 Sq Ft	698	703	+ 0.7%
4,001 to 6,000 Sq Ft	456	443	- 2.9%
6,001 Sq Ft and Above	274	249	- 9.1%
<b>All Square Footage</b>	<b>5,607</b>	<b>6,026</b>	<b>+ 7.5%</b>

03-2018	03-2019	Change	03-2018	03-2019	Change
796	739	- 7.2%	1,135	1,313	+ 15.7%
688	788	+ 14.5%	327	404	+ 23.5%
1,110	1,222	+ 10.1%	123	162	+ 31.7%
682	686	+ 0.6%	16	17	+ 6.3%
453	439	- 3.1%	3	4	+ 33.3%
274	248	- 9.5%	0	1	--
<b>4,003</b>	<b>4,124</b>	<b>+ 3.0%</b>	<b>1,604</b>	<b>1,902</b>	<b>+ 18.6%</b>

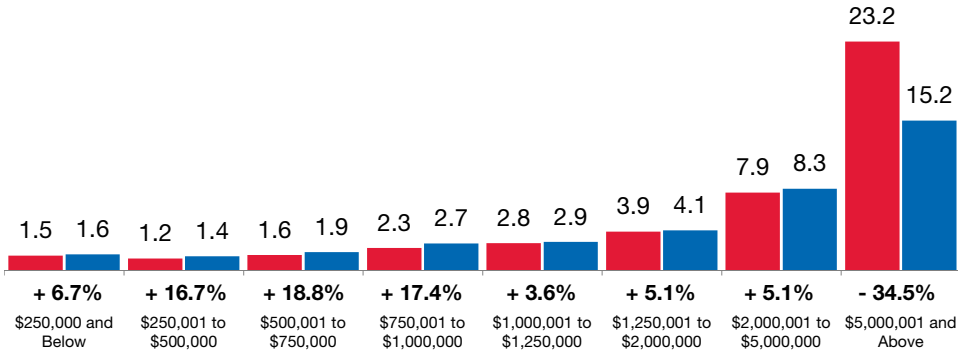


# Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.

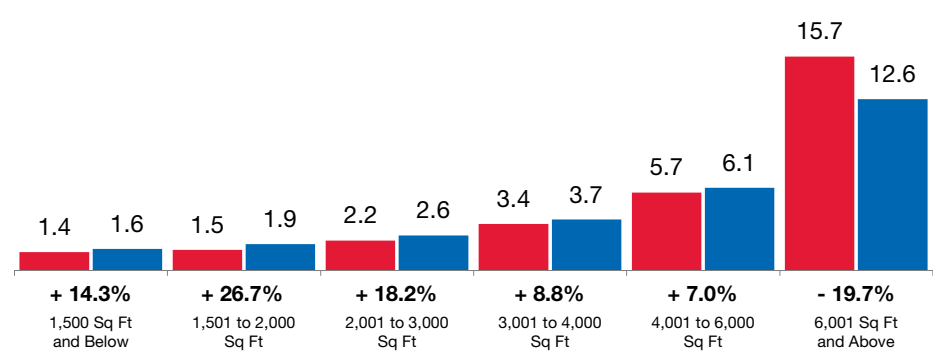
## By Price Range

■ 03-2018 ■ 03-2019



## By Square Feet

■ 03-2018 ■ 03-2019



### All Properties

By Price Range	03-2018	03-2019	Change
\$250,000 and Below	1.5	1.6	+ 6.7%
\$250,001 to \$500,000	1.2	1.4	+ 16.7%
\$500,001 to \$750,000	1.6	1.9	+ 18.8%
\$750,001 to \$1,000,000	2.3	2.7	+ 17.4%
\$1,000,001 to \$1,250,000	2.8	2.9	+ 3.6%
\$1,250,001 to \$2,000,000	3.9	4.1	+ 5.1%
\$2,000,001 to \$5,000,000	7.9	8.3	+ 5.1%
\$5,000,001 and Above	23.2	15.2	- 34.5%
<b>All Price Ranges</b>	<b>1.9</b>	<b>2.2</b>	<b>+ 15.8%</b>

### Single-Family Homes

03-2018	03-2019	Change	03-2018	03-2019	Change
3.1	3.6	+ 16.1%	1.3	1.3	0.0%
1.2	1.2	0.0%	1.2	1.6	+ 33.3%
1.6	1.8	+ 12.5%	1.5	2.1	+ 40.0%
2.1	2.5	+ 19.0%	3.2	3.9	+ 21.9%
2.5	2.6	+ 4.0%	4.6	4.9	+ 6.5%
3.7	3.7	0.0%	5.4	6.7	+ 24.1%
7.9	8.3	+ 5.1%	7.8	8.2	+ 5.1%
22.4	14.7	- 34.4%	10.0	9.3	- 7.0%
<b>2.1</b>	<b>2.3</b>	<b>+ 9.5%</b>	<b>1.6</b>	<b>2.1</b>	<b>+ 31.3%</b>

### Condos - Townhomes

By Square Feet	03-2018	03-2019	Change
1,500 Sq Ft and Below	1.4	1.6	+ 14.3%
1,501 to 2,000 Sq Ft	1.5	1.9	+ 26.7%
2,001 to 3,000 Sq Ft	2.2	2.6	+ 18.2%
3,001 to 4,000 Sq Ft	3.4	3.7	+ 8.8%
4,001 to 6,000 Sq Ft	5.7	6.1	+ 7.0%
6,001 Sq Ft and Above	15.7	12.6	- 19.7%
<b>All Square Footage</b>	<b>1.9</b>	<b>2.2</b>	<b>+ 15.8%</b>

03-2018	03-2019	Change	03-2018	03-2019	Change
1.3	1.3	0.0%	1.4	1.8	+ 28.6%
1.4	1.7	+ 21.4%	2.0	2.7	+ 35.0%
2.1	2.4	+ 14.3%	4.0	5.1	+ 27.5%
3.4	3.7	+ 8.8%	9.6	8.5	- 11.5%
5.7	6.0	+ 5.3%	3.0	4.0	+ 33.3%
15.7	12.6	- 19.7%	--	--	--
<b>2.1</b>	<b>2.3</b>	<b>+ 9.5%</b>	<b>1.6</b>	<b>2.1</b>	<b>+ 31.3%</b>

