

Housing Supply Overview

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

June 2019

After several years of declining inventory and supply, more and more housing markets are beginning to find their way toward a state of balance in terms of available listings. There is still work to be done, but the situation is not as dire as it once was. For the 12-month period spanning July 2018 through June 2019, Pending Sales in the San Diego were down 6.6 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 8.2 percent.

The overall Median Sales Price was up 4.5 percent to \$575,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 3.4 percent to \$645,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 29 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 101 days.

Market-wide, inventory levels were down 1.7 percent. However, the property type with the largest gain was the Condos - Townhomes segment, where they increased 8.2 percent. That amounts to 2.6 months supply for Single-Family homes and 2.4 months supply for Condos.

Quick Facts

+ 8.2%

+ 6.1%

- 5.1%

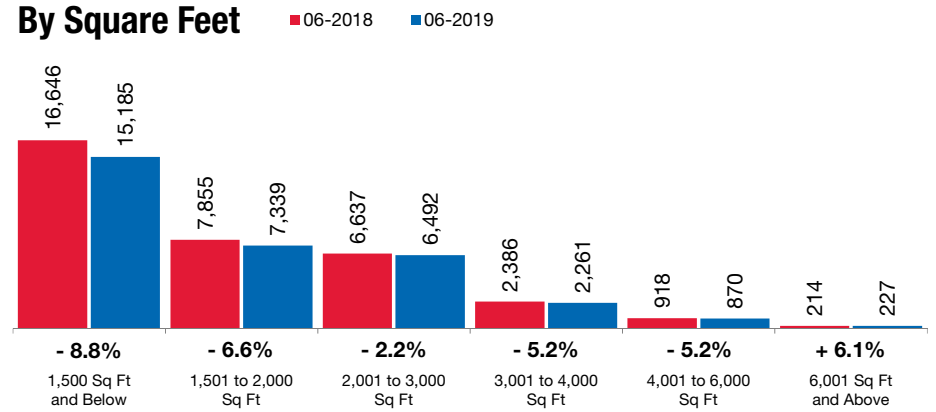
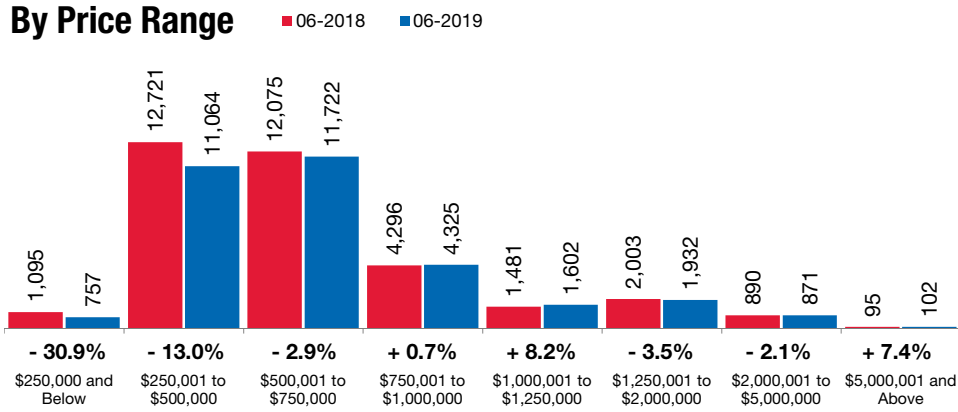
Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$1,000,001 to \$1,250,000	6,001 Sq Ft and Above	Single-Family Homes

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

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Pending Sales

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



All Properties

By Price Range	06-2018	06-2019	Change
\$250,000 and Below	1,095	757	-30.9%
\$250,001 to \$500,000	12,721	11,064	-13.0%
\$500,001 to \$750,000	12,075	11,722	-2.9%
\$750,001 to \$1,000,000	4,296	4,325	+0.7%
\$1,000,001 to \$1,250,000	1,481	1,602	+8.2%
\$1,250,001 to \$2,000,000	2,003	1,932	-3.5%
\$2,000,001 to \$5,000,000	890	871	-2.1%
\$5,000,001 and Above	95	102	+7.4%
All Price Ranges	34,656	32,375	-6.6%

Single-Family Homes

06-2018	06-2019	Change	06-2018	06-2019	Change
133	99	-25.6%	962	658	-31.6%
5,527	4,502	-18.5%	7,194	6,562	-8.8%
9,528	9,330	-2.1%	2,547	2,392	-6.1%
3,655	3,677	+0.6%	641	648	+1.1%
1,274	1,406	+10.4%	207	196	-5.3%
1,755	1,705	-2.8%	248	227	-8.5%
803	777	-3.2%	87	94	+8.0%
90	97	+7.8%	5	5	0.0%
22,765	21,593	-5.1%	11,891	10,782	-9.3%

Condos - Townhomes

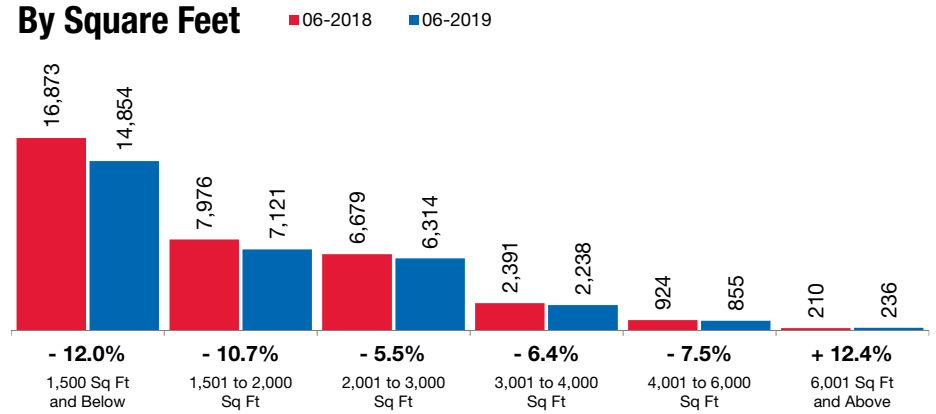
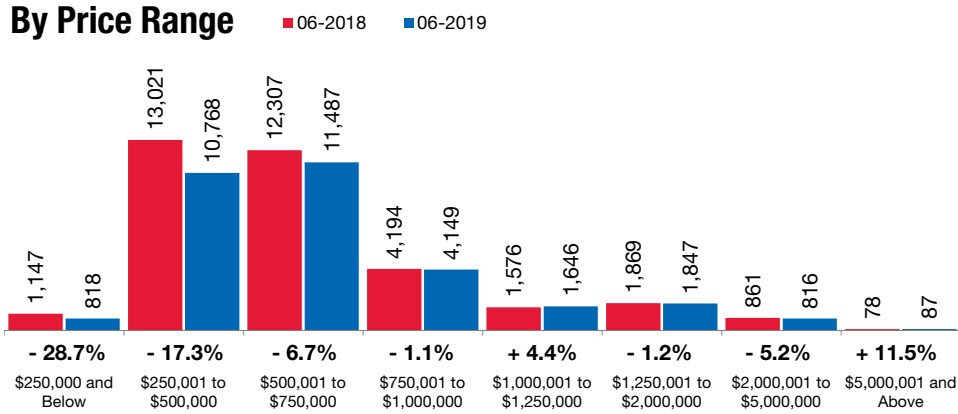
By Square Feet	06-2018	06-2019	Change
1,500 Sq Ft and Below	16,646	15,185	-8.8%
1,501 to 2,000 Sq Ft	7,855	7,339	-6.6%
2,001 to 3,000 Sq Ft	6,637	6,492	-2.2%
3,001 to 4,000 Sq Ft	2,386	2,261	-5.2%
4,001 to 6,000 Sq Ft	918	870	-5.2%
6,001 Sq Ft and Above	214	227	+6.1%
All Square Footage	34,656	32,375	-6.6%

06-2018	06-2019	Change	06-2018	06-2019	Change
7,076	6,549	-7.4%	9,570	8,636	-9.8%
5,922	5,598	-5.5%	1,933	1,741	-9.9%
6,266	6,112	-2.5%	371	380	+2.4%
2,372	2,243	-5.4%	14	18	+28.6%
915	865	-5.5%	3	5	+66.7%
214	226	+5.6%	0	1	0.0%
22,765	21,593	-5.1%	11,891	10,782	-9.3%



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	06-2018	06-2019	Change
\$250,000 and Below	1,147	818	-28.7%
\$250,001 to \$500,000	13,021	10,768	-17.3%
\$500,001 to \$750,000	12,307	11,487	-6.7%
\$750,001 to \$1,000,000	4,194	4,149	-1.1%
\$1,000,001 to \$1,250,000	1,576	1,646	+4.4%
\$1,250,001 to \$2,000,000	1,869	1,847	-1.2%
\$2,000,001 to \$5,000,000	861	816	-5.2%
\$5,000,001 and Above	78	87	+11.5%
All Price Ranges	35,053	31,618	-9.8%

Single-Family Homes

06-2018	06-2019	Change	06-2018	06-2019	Change
138	118	-14.5%	1,009	700	-30.6%
5,731	4,413	-23.0%	7,290	6,355	-12.8%
9,714	9,117	-6.1%	2,593	2,370	-8.6%
3,554	3,517	-1.0%	640	632	-1.3%
1,382	1,446	+4.6%	194	200	+3.1%
1,628	1,626	-0.1%	241	221	-8.3%
768	732	-4.7%	93	84	-9.7%
76	82	+7.9%	2	5	+150.0%
22,991	21,051	-8.4%	12,062	10,567	-12.4%

Condos - Townhomes

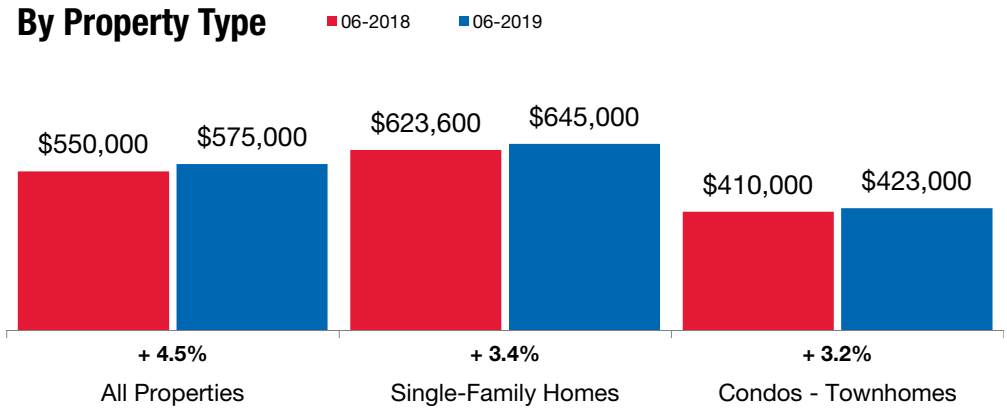
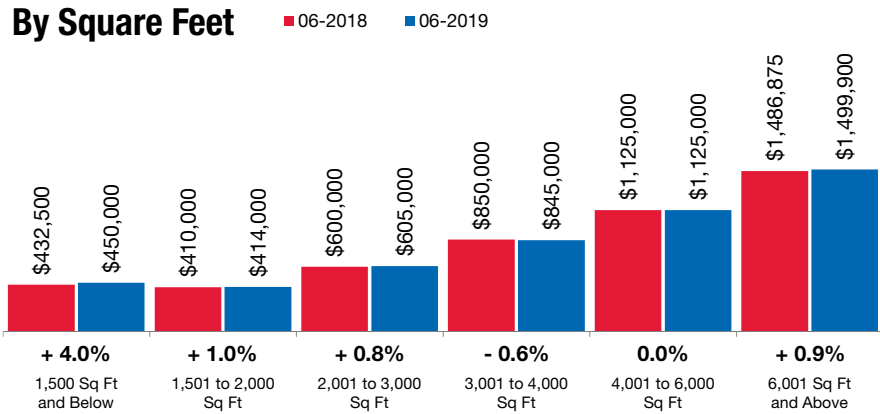
By Square Feet	06-2018	06-2019	Change
1,500 Sq Ft and Below	16,873	14,854	-12.0%
1,501 to 2,000 Sq Ft	7,976	7,121	-10.7%
2,001 to 3,000 Sq Ft	6,679	6,314	-5.5%
3,001 to 4,000 Sq Ft	2,391	2,238	-6.4%
4,001 to 6,000 Sq Ft	924	855	-7.5%
6,001 Sq Ft and Above	210	236	+12.4%
All Square Footage	35,053	31,618	-9.8%

06-2018	06-2019	Change	06-2018	06-2019	Change
7,147	6,396	-10.5%	9,726	8,458	-13.0%
6,031	5,399	-10.5%	1,945	1,722	-11.5%
6,306	5,948	-5.7%	373	366	-1.9%
2,376	2,222	-6.5%	15	16	+6.7%
921	851	-7.6%	3	4	+33.3%
210	235	+11.9%	0	1	0.0%
22,991	21,051	-8.4%	12,062	10,567	-12.4%



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.**



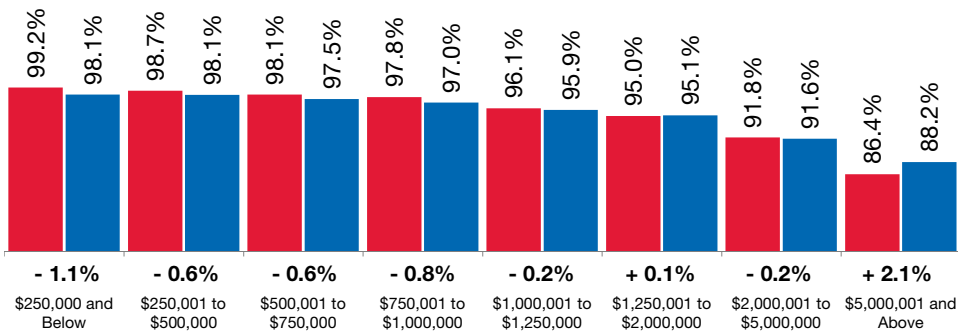
By Square Feet	All Properties		
	06-2018	06-2019	Change
1,500 Sq Ft and Below	\$432,500	\$450,000	+ 4.0%
1,501 to 2,000 Sq Ft	\$410,000	\$414,000	+ 1.0%
2,001 to 3,000 Sq Ft	\$600,000	\$605,000	+ 0.8%
3,001 to 4,000 Sq Ft	\$850,000	\$845,000	- 0.6%
4,001 to 6,000 Sq Ft	\$1,125,000	\$1,125,000	0.0%
6,001 Sq Ft and Above	\$1,486,875	\$1,499,900	+ 0.9%
All Square Footage	\$550,000	\$575,000	+ 4.5%

	Single-Family Homes			Condos - Townhomes		
	06-2018	06-2019	Change	06-2018	06-2019	Change
	\$480,000	\$499,900	+ 4.1%	\$378,000	\$386,900	+ 2.4%
	\$445,000	\$452,000	+ 1.6%	\$370,000	\$373,000	+ 0.8%
	\$605,000	\$610,000	+ 0.8%	\$595,000	\$593,000	- 0.3%
	\$850,000	\$849,000	- 0.1%	\$849,000	\$837,000	- 1.4%
	\$1,125,000	\$1,125,000	0.0%	\$1,112,500	\$1,125,000	+ 1.1%
	\$1,486,750	\$1,500,000	+ 0.9%	\$1,486,875	\$1,450,000	- 2.5%
	\$623,600	\$645,000	+ 3.4%	\$410,000	\$423,000	+ 3.2%

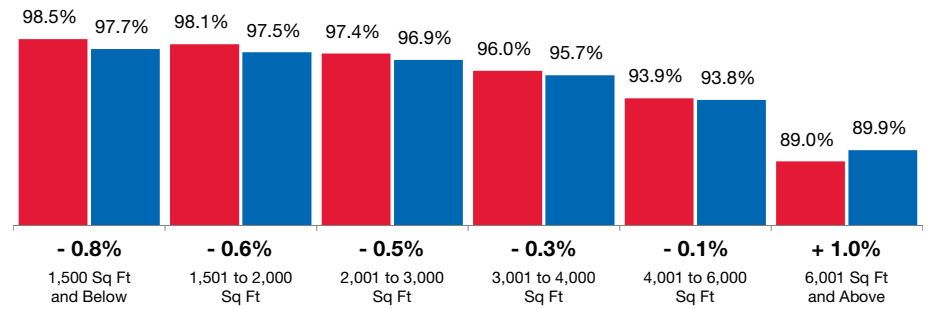
Percent of Original List Price Received

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 ■ 06-2018 ■ 06-2019



By Square Feet ■ 06-2018 ■ 06-2019



All Properties

By Price Range	06-2018	06-2019	Change
\$250,000 and Below	99.2%	98.1%	- 1.1%
\$250,001 to \$500,000	98.7%	98.1%	- 0.6%
\$500,001 to \$750,000	98.1%	97.5%	- 0.6%
\$750,001 to \$1,000,000	97.8%	97.0%	- 0.8%
\$1,000,001 to \$1,250,000	96.1%	95.9%	- 0.2%
\$1,250,001 to \$2,000,000	95.0%	95.1%	+ 0.1%
\$2,000,001 to \$5,000,000	91.8%	91.6%	- 0.2%
\$5,000,001 and Above	86.4%	88.2%	+ 2.1%
All Price Ranges	97.8%	97.2%	- 0.6%

Single-Family Homes

06-2018	06-2019	Change	06-2018	06-2019	Change
96.9%	95.5%	- 1.4%	99.5%	98.6%	- 0.9%
98.6%	98.3%	- 0.3%	98.8%	98.0%	- 0.8%
98.1%	97.5%	- 0.6%	98.4%	97.5%	- 0.9%
97.9%	97.0%	- 0.9%	97.1%	96.8%	- 0.3%
96.3%	96.2%	- 0.1%	94.8%	93.8%	- 1.1%
95.0%	95.2%	+ 0.2%	94.6%	94.3%	- 0.3%
91.4%	91.3%	- 0.1%	95.4%	93.8%	- 1.7%
86.8%	88.3%	+ 1.7%	76.1%	86.3%	+ 13.4%
97.5%	97.0%	- 0.5%	98.5%	97.6%	- 0.9%

Condos - Townhomes

By Square Feet	06-2018	06-2019	Change
1,500 Sq Ft and Below	98.5%	97.7%	- 0.8%
1,501 to 2,000 Sq Ft	98.1%	97.5%	- 0.6%
2,001 to 3,000 Sq Ft	97.4%	96.9%	- 0.5%
3,001 to 4,000 Sq Ft	96.0%	95.7%	- 0.3%
4,001 to 6,000 Sq Ft	93.9%	93.8%	- 0.1%
6,001 Sq Ft and Above	89.0%	89.9%	+ 1.0%
All Square Footage	97.8%	97.2%	- 0.6%

06-2018	06-2019	Change	06-2018	06-2019	Change
98.3%	97.7%	- 0.6%	98.6%	97.7%	- 0.9%
98.1%	97.5%	- 0.6%	98.1%	97.3%	- 0.8%
97.4%	96.9%	- 0.5%	96.8%	96.0%	- 0.8%
96.0%	95.7%	- 0.3%	93.9%	92.8%	- 1.2%
93.9%	93.8%	- 0.1%	92.8%	88.5%	- 4.6%
89.0%	89.8%	+ 0.9%	--	103.4%	--
97.5%	97.0%	- 0.5%	98.5%	97.6%	- 0.9%

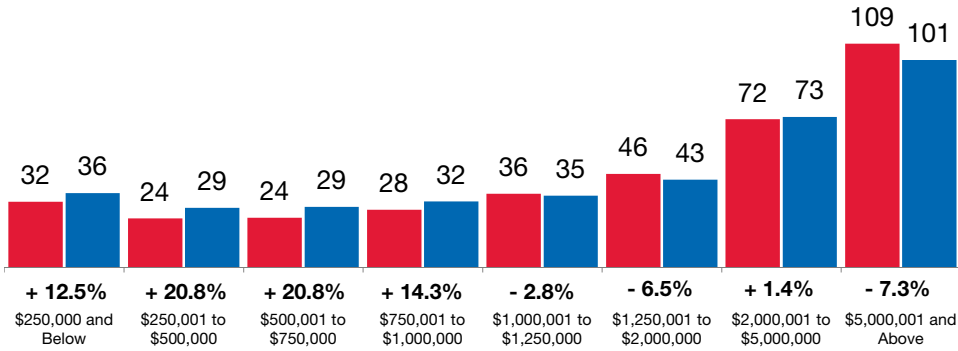


Days on Market Until Sale

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.

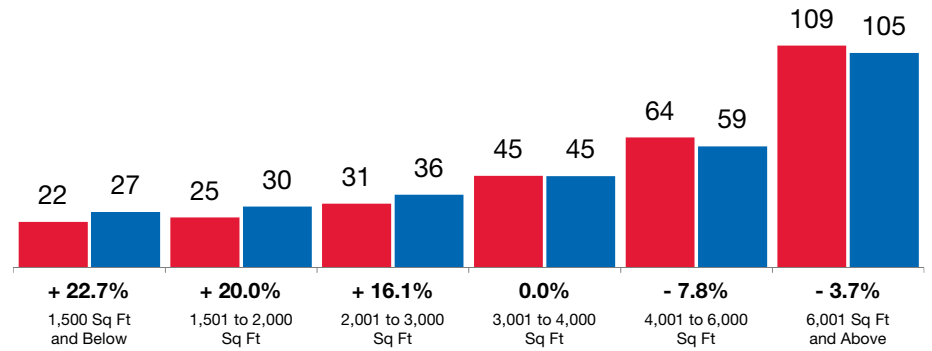
By Price Range

■ 06-2018 ■ 06-2019



By Square Feet

■ 06-2018 ■ 06-2019



All Properties

By Price Range	06-2018	06-2019	Change
\$250,000 and Below	32	36	+ 12.5%
\$250,001 to \$500,000	24	29	+ 20.8%
\$500,001 to \$750,000	24	29	+ 20.8%
\$750,001 to \$1,000,000	28	32	+ 14.3%
\$1,000,001 to \$1,250,000	36	35	- 2.8%
\$1,250,001 to \$2,000,000	46	43	- 6.5%
\$2,000,001 to \$5,000,000	72	73	+ 1.4%
\$5,000,001 and Above	109	101	- 7.3%
All Price Ranges	28	32	+ 14.3%

Single-Family Homes

06-2018	06-2019	Change	06-2018	06-2019	Change
67	48	- 28.4%	27	34	+ 25.9%
27	31	+ 14.8%	21	28	+ 33.3%
25	30	+ 20.0%	23	28	+ 21.7%
27	31	+ 14.8%	35	38	+ 8.6%
34	33	- 2.9%	48	49	+ 2.1%
45	42	- 6.7%	51	48	- 5.9%
75	75	0.0%	48	60	+ 25.0%
112	103	- 8.0%	1	64	+ 6300.0%
30	33	+ 10.0%	24	30	+ 25.0%

Condos - Townhomes

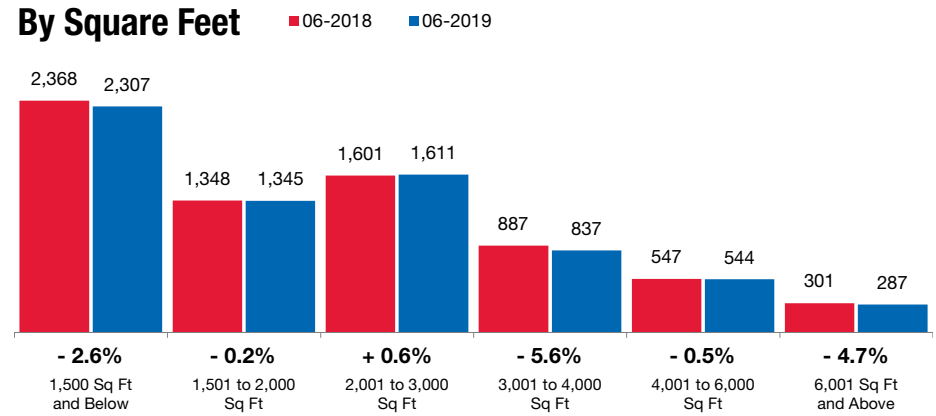
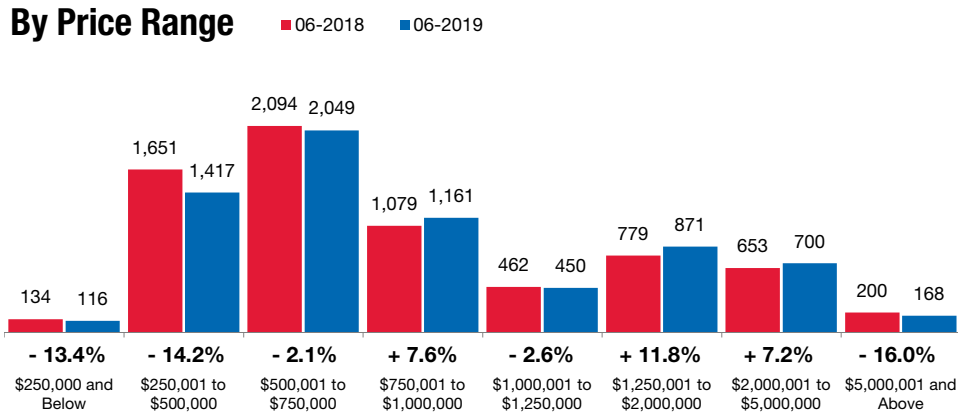
By Square Feet	06-2018	06-2019	Change
1,500 Sq Ft and Below	22	27	+ 22.7%
1,501 to 2,000 Sq Ft	25	30	+ 20.0%
2,001 to 3,000 Sq Ft	31	36	+ 16.1%
3,001 to 4,000 Sq Ft	45	45	0.0%
4,001 to 6,000 Sq Ft	64	59	- 7.8%
6,001 Sq Ft and Above	109	105	- 3.7%
All Square Footage	28	32	+ 14.3%

06-2018	06-2019	Change	06-2018	06-2019	Change
22	25	+ 13.6%	23	28	+ 21.7%
24	28	+ 16.7%	28	34	+ 21.4%
31	35	+ 12.9%	42	43	+ 2.4%
45	45	0.0%	38	62	+ 63.2%
64	59	- 7.8%	141	84	- 40.4%
109	105	- 3.7%	--	48	--
30	33	+ 10.0%	24	30	+ 25.0%



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	06-2018	06-2019	Change
\$250,000 and Below	134	116	-13.4%
\$250,001 to \$500,000	1,651	1,417	-14.2%
\$500,001 to \$750,000	2,094	2,049	-2.1%
\$750,001 to \$1,000,000	1,079	1,161	+7.6%
\$1,000,001 to \$1,250,000	462	450	-2.6%
\$1,250,001 to \$2,000,000	779	871	+11.8%
\$2,000,001 to \$5,000,000	653	700	+7.2%
\$5,000,001 and Above	200	168	-16.0%
All Price Ranges	7,052	6,932	-1.7%

Single-Family Homes

06-2018	06-2019	Change	06-2018	06-2019	Change
31	32	+3.2%	103	84	-18.4%
691	470	-32.0%	960	947	-1.4%
1,664	1,507	-9.4%	430	542	+26.0%
886	912	+2.9%	193	249	+29.0%
374	361	-3.5%	88	89	+1.1%
647	705	+9.0%	132	166	+25.8%
571	619	+8.4%	82	81	-1.2%
185	158	-14.6%	15	10	-33.3%
5,049	4,764	-5.6%	2,003	2,168	+8.2%

All Properties

By Square Feet	06-2018	06-2019	Change
1,500 Sq Ft and Below	2,368	2,307	-2.6%
1,501 to 2,000 Sq Ft	1,348	1,345	-0.2%
2,001 to 3,000 Sq Ft	1,601	1,611	+0.6%
3,001 to 4,000 Sq Ft	887	837	-5.6%
4,001 to 6,000 Sq Ft	547	544	-0.5%
6,001 Sq Ft and Above	301	287	-4.7%
All Square Footage	7,052	6,932	-1.7%

Condos - Townhomes

06-2018	06-2019	Change	06-2018	06-2019	Change
933	799	-14.4%	1,435	1,508	+5.1%
948	878	-7.4%	400	467	+16.8%
1,458	1,442	-1.1%	143	169	+18.2%
872	814	-6.7%	15	23	+53.3%
537	543	+1.1%	10	1	-90.0%
301	287	-4.7%	0	0	--
5,049	4,764	-5.6%	2,003	2,168	+8.2%

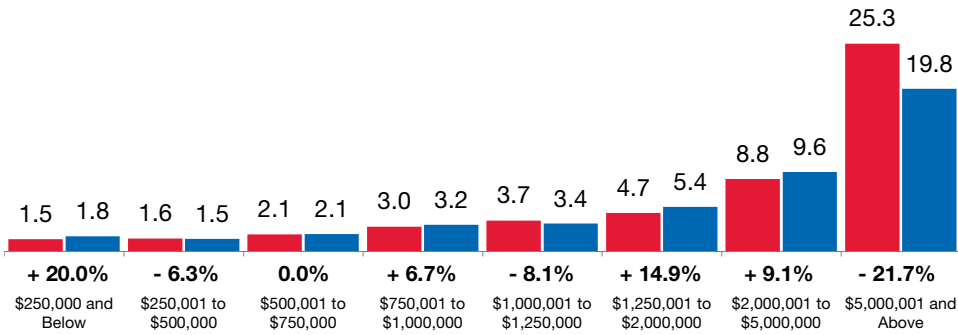


Months Supply of Inventory

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.

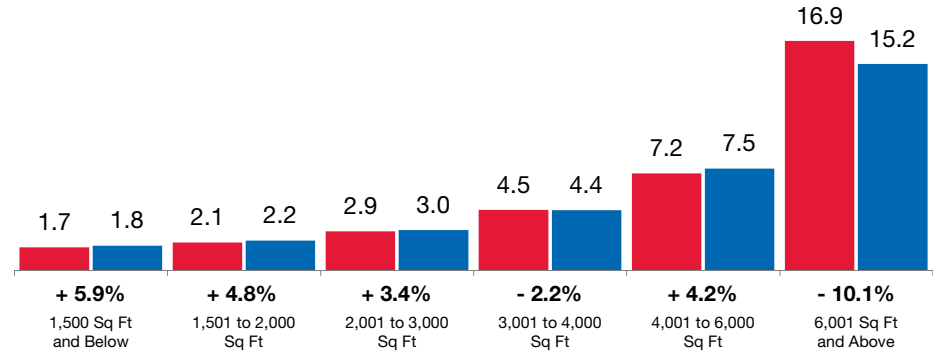
By Price Range

■ 06-2018 ■ 06-2019



By Square Feet

■ 06-2018 ■ 06-2019



All Properties

By Price Range	06-2018	06-2019	Change
\$250,000 and Below	1.5	1.8	+ 20.0%
\$250,001 to \$500,000	1.6	1.5	- 6.3%
\$500,001 to \$750,000	2.1	2.1	0.0%
\$750,001 to \$1,000,000	3.0	3.2	+ 6.7%
\$1,000,001 to \$1,250,000	3.7	3.4	- 8.1%
\$1,250,001 to \$2,000,000	4.7	5.4	+ 14.9%
\$2,000,001 to \$5,000,000	8.8	9.6	+ 9.1%
\$5,000,001 and Above	25.3	19.8	- 21.7%
All Price Ranges	2.4	2.6	+ 8.3%

Single-Family Homes

06-2018	06-2019	Change	06-2018	06-2019	Change
2.8	3.9	+ 39.3%	1.3	1.5	+ 15.4%
1.5	1.3	- 13.3%	1.6	1.7	+ 6.3%
2.1	1.9	- 9.5%	2.0	2.7	+ 35.0%
2.9	3.0	+ 3.4%	3.6	4.6	+ 27.8%
3.5	3.1	- 11.4%	5.1	5.4	+ 5.9%
4.4	5.0	+ 13.6%	6.4	8.8	+ 37.5%
8.5	9.6	+ 12.9%	11.3	10.3	- 8.8%
24.7	19.5	- 21.1%	9.0	10.0	+ 11.1%
2.7	2.6	- 3.7%	2.0	2.4	+ 20.0%

Condos - Townhomes

By Square Feet	06-2018	06-2019	Change
1,500 Sq Ft and Below	1.7	1.8	+ 5.9%
1,501 to 2,000 Sq Ft	2.1	2.2	+ 4.8%
2,001 to 3,000 Sq Ft	2.9	3.0	+ 3.4%
3,001 to 4,000 Sq Ft	4.5	4.4	- 2.2%
4,001 to 6,000 Sq Ft	7.2	7.5	+ 4.2%
6,001 Sq Ft and Above	16.9	15.2	- 10.1%
All Square Footage	2.4	2.6	+ 8.3%

06-2018	06-2019	Change	06-2018	06-2019	Change
1.6	1.5	- 6.3%	1.8	2.1	+ 16.7%
1.9	1.9	0.0%	2.5	3.2	+ 28.0%
2.8	2.8	0.0%	4.6	5.3	+ 15.2%
4.4	4.4	0.0%	7.5	11.5	+ 53.3%
7.0	7.5	+ 7.1%	10.0	0.8	- 92.0%
16.9	15.2	- 10.1%	--	--	--
2.7	2.6	- 3.7%	2.0	2.4	+ 20.0%

