

# Housing Supply Overview

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

## September 2019

As we move into the final months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes. The real estate market this fall is looking healthy. With a strong economy and great mortgage rates, there is a lot to remain optimistic about. For the 12-month period spanning October 2018 through September 2019, Pending Sales in the San Diego were down 1.6 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 11.5 percent.

The overall Median Sales Price was up 2.5 percent to \$575,000. The property type with the largest price gain was the Single-Family Homes segment, where prices remained flat.\$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 109 days.

Market-wide, inventory levels were down 21.2 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 12.4 percent. That amounts to 2.3 months supply for Single-Family homes and 2.3 months supply for Condos.

## Quick Facts

**+ 11.5%**

**+ 4.6%**

**+ 0.4%**

Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
<b>\$1,000,001 to \$1,250,000</b>	<b>2,001 to 3,000 Sq Ft</b>	<b>Single-Family Homes</b>

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

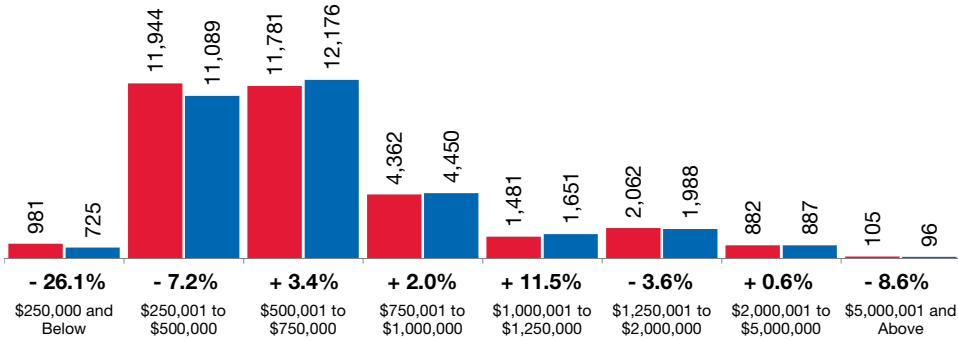
Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Days on Market Until Sale	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>

# Pending Sales

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

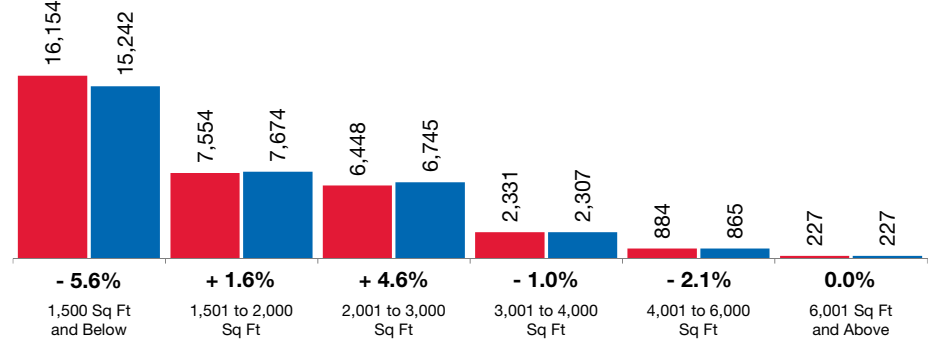
## By Price Range

■ 09-2018 ■ 09-2019



## By Square Feet

■ 09-2018 ■ 09-2019



### All Properties

By Price Range	09-2018	09-2019	Change
\$250,000 and Below	981	725	-26.1%
\$250,001 to \$500,000	11,944	11,089	-7.2%
\$500,001 to \$750,000	11,781	12,176	+3.4%
\$750,001 to \$1,000,000	4,362	4,450	+2.0%
\$1,000,001 to \$1,250,000	1,481	1,651	+11.5%
\$1,250,001 to \$2,000,000	2,062	1,988	-3.6%
\$2,000,001 to \$5,000,000	882	887	+0.6%
\$5,000,001 and Above	105	96	-8.6%
<b>All Price Ranges</b>	<b>33,598</b>	<b>33,062</b>	<b>-1.6%</b>

### Single-Family Homes

09-2018	09-2019	Change	09-2018	09-2019	Change
125	81	-35.2%	856	644	-24.8%
5,012	4,414	-11.9%	6,932	6,675	-3.7%
9,224	9,749	+5.7%	2,557	2,427	-5.1%
3,713	3,777	+1.7%	649	673	+3.7%
1,280	1,448	+13.1%	201	203	+1.0%
1,790	1,753	-2.1%	272	235	-13.6%
786	801	+1.9%	96	86	-10.4%
100	92	-8.0%	5	4	-20.0%
<b>22,030</b>	<b>22,115</b>	<b>+0.4%</b>	<b>11,568</b>	<b>10,947</b>	<b>-5.4%</b>

### Condos - Townhomes

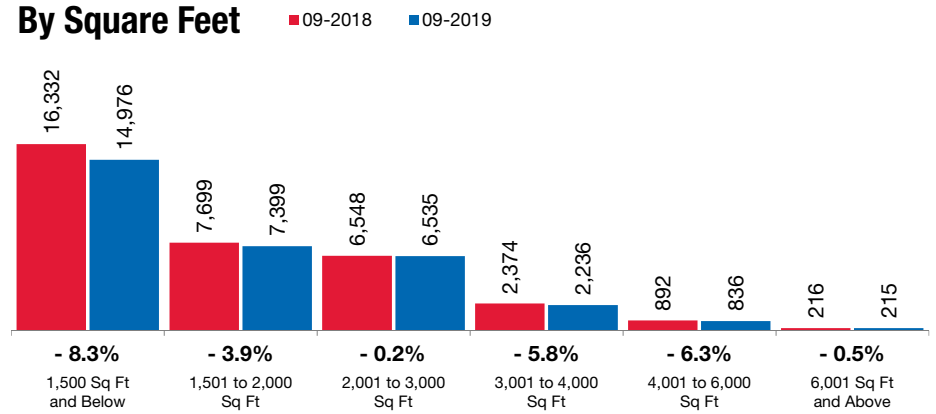
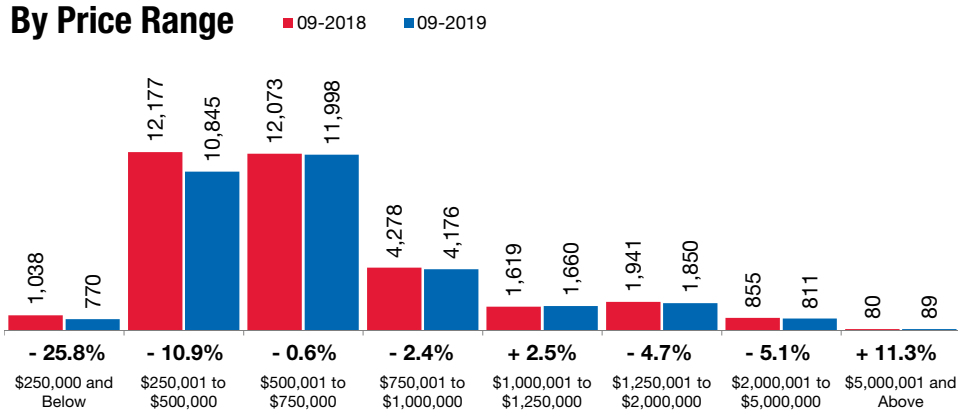
By Square Feet	09-2018	09-2019	Change
1,500 Sq Ft and Below	16,154	15,242	-5.6%
1,501 to 2,000 Sq Ft	7,554	7,674	+1.6%
2,001 to 3,000 Sq Ft	6,448	6,745	+4.6%
3,001 to 4,000 Sq Ft	2,331	2,307	-1.0%
4,001 to 6,000 Sq Ft	884	865	-2.1%
6,001 Sq Ft and Above	227	227	0.0%
<b>All Square Footage</b>	<b>33,598</b>	<b>33,062</b>	<b>-1.6%</b>

09-2018	09-2019	Change	09-2018	09-2019	Change
6,807	6,567	-3.5%	9,347	8,675	-7.2%
5,717	5,805	+1.5%	1,837	1,869	+1.7%
6,083	6,361	+4.6%	365	384	+5.2%
2,313	2,295	-0.8%	18	12	-33.3%
883	860	-2.6%	1	5	+400.0%
227	226	-0.4%	0	1	0.0%
<b>22,030</b>	<b>22,115</b>	<b>+0.4%</b>	<b>11,568</b>	<b>10,947</b>	<b>-5.4%</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	09-2018	09-2019	Change
\$250,000 and Below	1,038	770	-25.8%
\$250,001 to \$500,000	12,177	10,845	-10.9%
\$500,001 to \$750,000	12,073	11,998	-0.6%
\$750,001 to \$1,000,000	4,278	4,176	-2.4%
\$1,000,001 to \$1,250,000	1,619	1,660	+2.5%
\$1,250,001 to \$2,000,000	1,941	1,850	-4.7%
\$2,000,001 to \$5,000,000	855	811	-5.1%
\$5,000,001 and Above	80	89	+11.3%
<b>All Price Ranges</b>	<b>34,061</b>	<b>32,199</b>	<b>-5.5%</b>

## Single-Family Homes

09-2018	09-2019	Change	09-2018	09-2019	Change
142	93	-34.5%	896	677	-24.4%
5,181	4,321	-16.6%	6,996	6,524	-6.7%
9,467	9,613	+1.5%	2,606	2,385	-8.5%
3,630	3,527	-2.8%	648	649	+0.2%
1,422	1,460	+2.7%	197	200	+1.5%
1,691	1,634	-3.4%	250	216	-13.6%
757	738	-2.5%	98	73	-25.5%
76	85	+11.8%	4	4	0.0%
<b>22,366</b>	<b>21,471</b>	<b>-4.0%</b>	<b>11,695</b>	<b>10,728</b>	<b>-8.3%</b>

## Condos - Townhomes

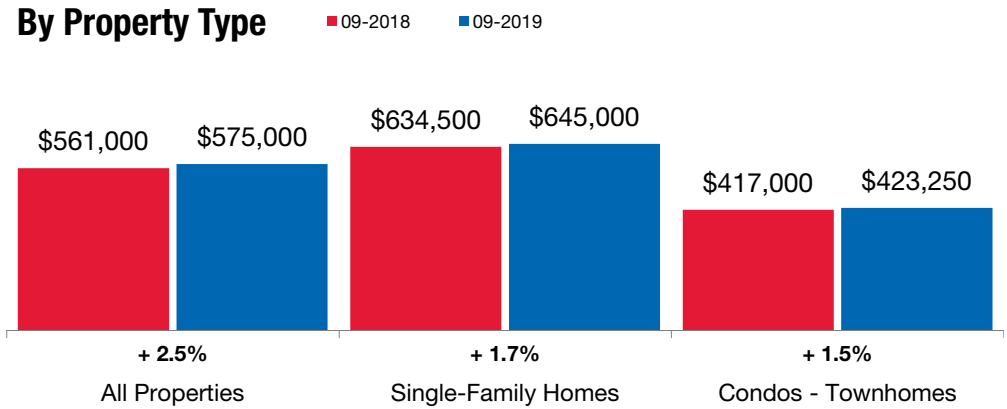
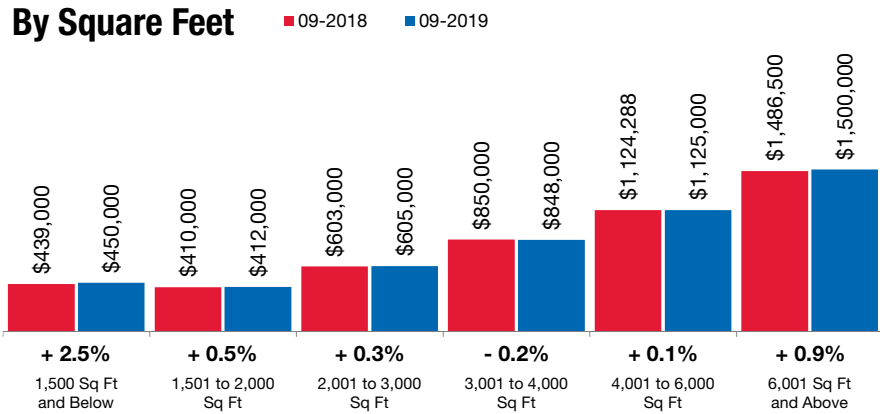
By Square Feet	09-2018	09-2019	Change
1,500 Sq Ft and Below	16,332	14,976	-8.3%
1,501 to 2,000 Sq Ft	7,699	7,399	-3.9%
2,001 to 3,000 Sq Ft	6,548	6,535	-0.2%
3,001 to 4,000 Sq Ft	2,374	2,236	-5.8%
4,001 to 6,000 Sq Ft	892	836	-6.3%
6,001 Sq Ft and Above	216	215	-0.5%
<b>All Square Footage</b>	<b>34,061</b>	<b>32,199</b>	<b>-5.5%</b>

09-2018	09-2019	Change	09-2018	09-2019	Change
6,909	6,432	-6.9%	9,423	8,544	-9.3%
5,832	5,619	-3.7%	1,867	1,780	-4.7%
6,161	6,152	-0.1%	387	383	-1.0%
2,359	2,221	-5.8%	15	15	0.0%
889	832	-6.4%	3	4	+33.3%
216	214	-0.9%	0	1	0.0%
<b>22,366</b>	<b>21,471</b>	<b>-4.0%</b>	<b>11,695</b>	<b>10,728</b>	<b>-8.3%</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.**

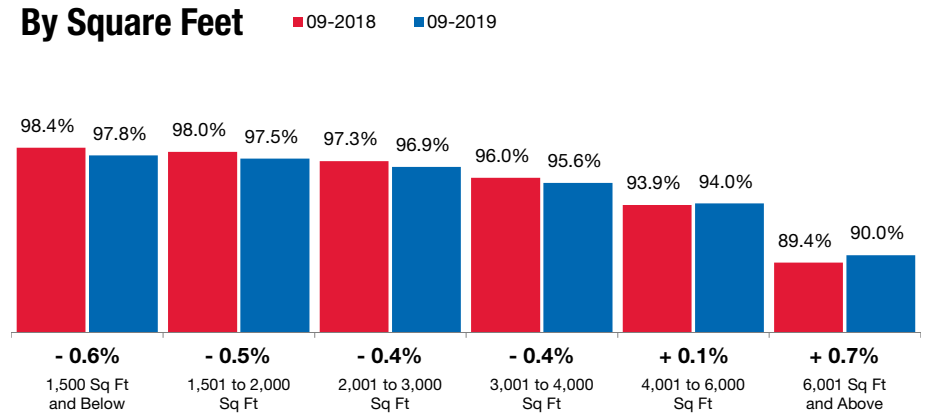
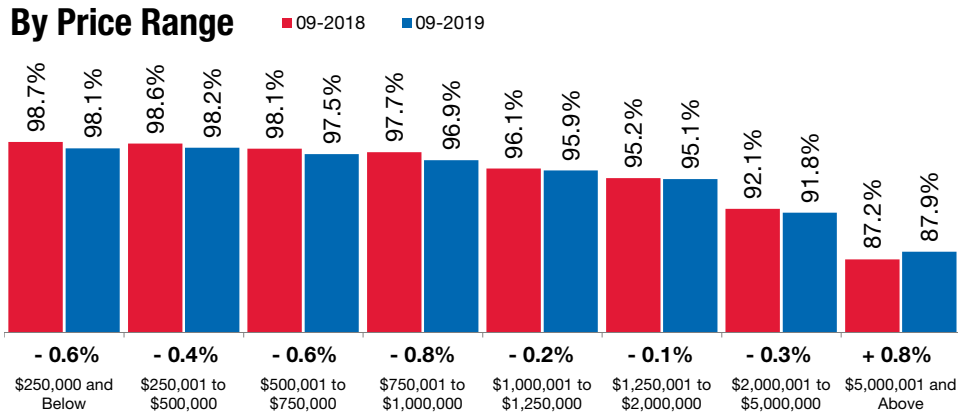


By Square Feet	All Properties		
	09-2018	09-2019	Change
1,500 Sq Ft and Below	\$439,000	\$450,000	+ 2.5%
1,501 to 2,000 Sq Ft	\$410,000	\$412,000	+ 0.5%
2,001 to 3,000 Sq Ft	\$603,000	\$605,000	+ 0.3%
3,001 to 4,000 Sq Ft	\$850,000	\$848,000	- 0.2%
4,001 to 6,000 Sq Ft	\$1,124,288	\$1,125,000	+ 0.1%
6,001 Sq Ft and Above	\$1,486,500	\$1,500,000	+ 0.9%
<b>All Square Footage</b>	<b>\$561,000</b>	<b>\$575,000</b>	<b>+ 2.5%</b>

	Single-Family Homes			Condos - Townhomes		
	09-2018	09-2019	Change	09-2018	09-2019	Change
	\$487,500	\$502,000	+ 3.0%	\$385,000	\$388,750	+ 1.0%
	\$447,000	\$452,500	+ 1.2%	\$370,000	\$375,000	+ 1.4%
	\$605,675	\$609,000	+ 0.5%	\$593,750	\$590,000	- 0.6%
	\$850,000	\$848,250	- 0.2%	\$843,750	\$845,000	+ 0.1%
	\$1,125,000	\$1,125,000	0.0%	\$1,120,000	\$1,125,000	+ 0.4%
	\$1,490,000	\$1,500,000	+ 0.7%	\$1,463,875	\$1,500,000	+ 2.5%
	<b>\$634,500</b>	<b>\$645,000</b>	<b>+ 1.7%</b>	<b>\$417,000</b>	<b>\$423,250</b>	<b>+ 1.5%</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.**



## All Properties

By Price Range	09-2018	09-2019	Change
\$250,000 and Below	98.7%	98.1%	-0.6%
\$250,001 to \$500,000	98.6%	98.2%	-0.4%
\$500,001 to \$750,000	98.1%	97.5%	-0.6%
\$750,001 to \$1,000,000	97.7%	96.9%	-0.8%
\$1,000,001 to \$1,250,000	96.1%	95.9%	-0.2%
\$1,250,001 to \$2,000,000	95.2%	95.1%	-0.1%
\$2,000,001 to \$5,000,000	92.1%	91.8%	-0.3%
\$5,000,001 and Above	87.2%	87.9%	+0.8%
<b>All Price Ranges</b>	<b>97.8%</b>	<b>97.2%</b>	<b>-0.6%</b>

## Single-Family Homes

09-2018	09-2019	Change	09-2018	09-2019	Change
95.9%	95.6%	-0.3%	99.1%	98.4%	-0.7%
98.5%	98.4%	-0.1%	98.6%	98.1%	-0.5%
98.0%	97.6%	-0.4%	98.4%	97.3%	-1.1%
97.8%	96.9%	-0.9%	97.2%	96.9%	-0.3%
96.4%	96.2%	-0.2%	94.4%	94.1%	-0.3%
95.3%	95.2%	-0.1%	94.5%	94.2%	-0.3%
91.7%	91.6%	-0.1%	95.7%	93.2%	-2.6%
87.4%	88.1%	+0.8%	83.6%	83.7%	+0.1%
<b>97.5%</b>	<b>97.1%</b>	<b>-0.4%</b>	<b>98.3%</b>	<b>97.6%</b>	<b>-0.7%</b>

## Condos - Townhomes

By Square Feet	09-2018	09-2019	Change
1,500 Sq Ft and Below	98.4%	97.8%	-0.6%
1,501 to 2,000 Sq Ft	98.0%	97.5%	-0.5%
2,001 to 3,000 Sq Ft	97.3%	96.9%	-0.4%
3,001 to 4,000 Sq Ft	96.0%	95.6%	-0.4%
4,001 to 6,000 Sq Ft	93.9%	94.0%	+0.1%
6,001 Sq Ft and Above	89.4%	90.0%	+0.7%
<b>All Square Footage</b>	<b>97.8%</b>	<b>97.2%</b>	<b>-0.6%</b>

09-2018	09-2019	Change	09-2018	09-2019	Change
98.2%	97.8%	-0.4%	98.5%	97.8%	-0.7%
98.0%	97.6%	-0.4%	98.0%	97.3%	-0.7%
97.4%	96.9%	-0.5%	96.5%	96.2%	-0.3%
96.1%	95.7%	-0.4%	92.0%	93.6%	+1.7%
93.9%	94.1%	+0.2%	92.8%	87.9%	-5.3%
89.4%	90.0%	+0.7%	--	103.4%	--
<b>97.5%</b>	<b>97.1%</b>	<b>-0.4%</b>	<b>98.3%</b>	<b>97.6%</b>	<b>-0.7%</b>

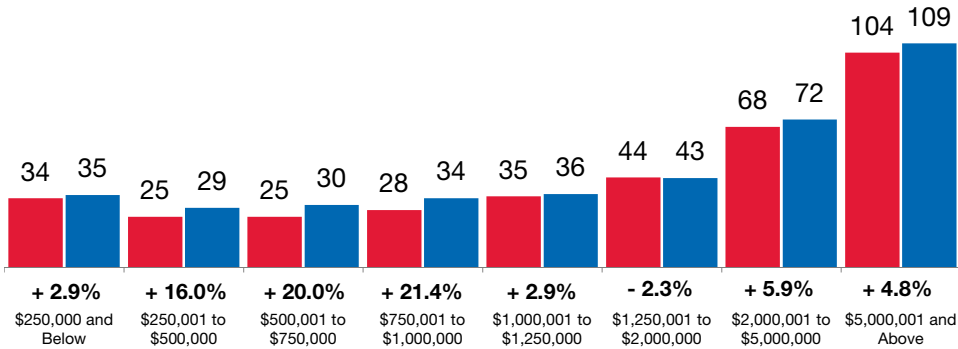


# Days on Market Until Sale

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.

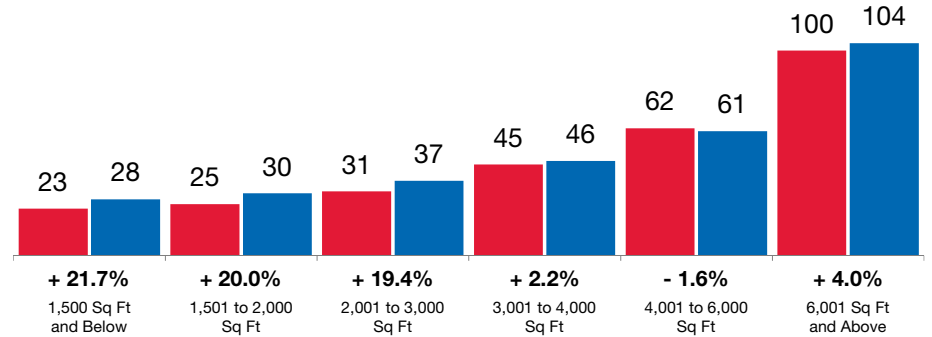
## By Price Range

■ 09-2018 ■ 09-2019



## By Square Feet

■ 09-2018 ■ 09-2019



## All Properties

By Price Range	09-2018	09-2019	Change
\$250,000 and Below	34	35	+ 2.9%
\$250,001 to \$500,000	25	29	+ 16.0%
\$500,001 to \$750,000	25	30	+ 20.0%
\$750,001 to \$1,000,000	28	34	+ 21.4%
\$1,000,001 to \$1,250,000	35	36	+ 2.9%
\$1,250,001 to \$2,000,000	44	43	- 2.3%
\$2,000,001 to \$5,000,000	68	72	+ 5.9%
\$5,000,001 and Above	104	109	+ 4.8%
<b>All Price Ranges</b>	<b>28</b>	<b>33</b>	<b>+ 17.9%</b>

## Single-Family Homes

09-2018	09-2019	Change	09-2018	09-2019	Change
64	46	- 28.1%	29	34	+ 17.2%
28	30	+ 7.1%	22	28	+ 27.3%
25	30	+ 20.0%	23	30	+ 30.4%
27	32	+ 18.5%	35	40	+ 14.3%
33	33	0.0%	44	53	+ 20.5%
43	42	- 2.3%	49	54	+ 10.2%
72	72	0.0%	41	73	+ 78.0%
108	111	+ 2.8%	32	64	+ 100.0%
<b>30</b>	<b>34</b>	<b>+ 13.3%</b>	<b>25</b>	<b>31</b>	<b>+ 24.0%</b>

## Condos - Townhomes

By Square Feet	09-2018	09-2019	Change
1,500 Sq Ft and Below	23	28	+ 21.7%
1,501 to 2,000 Sq Ft	25	30	+ 20.0%
2,001 to 3,000 Sq Ft	31	37	+ 19.4%
3,001 to 4,000 Sq Ft	45	46	+ 2.2%
4,001 to 6,000 Sq Ft	62	61	- 1.6%
6,001 Sq Ft and Above	100	104	+ 4.0%
<b>All Square Footage</b>	<b>28</b>	<b>33</b>	<b>+ 17.9%</b>

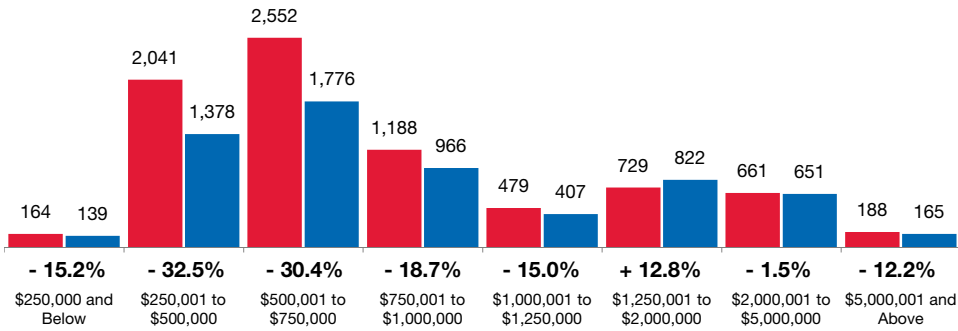
09-2018	09-2019	Change	09-2018	09-2019	Change
23	25	+ 8.7%	23	29	+ 26.1%
24	29	+ 20.8%	29	35	+ 20.7%
31	36	+ 16.1%	40	48	+ 20.0%
45	46	+ 2.2%	48	69	+ 43.8%
62	61	- 1.6%	140	84	- 40.0%
100	104	+ 4.0%	--	48	--
<b>30</b>	<b>34</b>	<b>+ 13.3%</b>	<b>25</b>	<b>31</b>	<b>+ 24.0%</b>



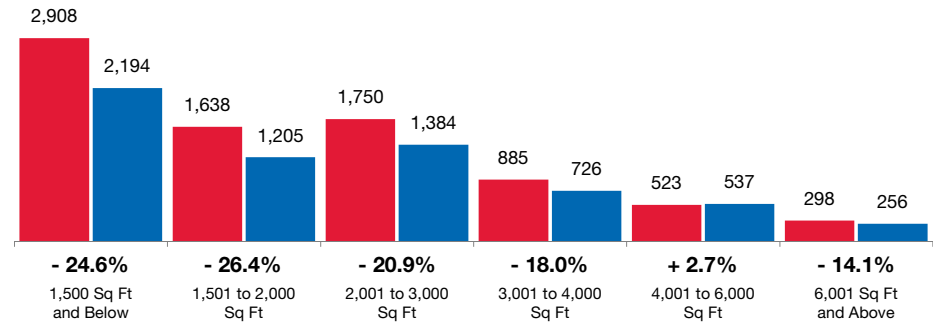
# Inventory of Homes for Sale

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

## By Price Range



## By Square Feet



### All Properties

By Price Range	09-2018	09-2019	Change
\$250,000 and Below	164	139	- 15.2%
\$250,001 to \$500,000	2,041	1,378	- 32.5%
\$500,001 to \$750,000	2,552	1,776	- 30.4%
\$750,001 to \$1,000,000	1,188	966	- 18.7%
\$1,000,001 to \$1,250,000	479	407	- 15.0%
\$1,250,001 to \$2,000,000	729	822	+ 12.8%
\$2,000,001 to \$5,000,000	661	651	- 1.5%
\$5,000,001 and Above	188	165	- 12.2%
<b>All Price Ranges</b>	<b>8,002</b>	<b>6,304</b>	<b>- 21.2%</b>

### Single-Family Homes

09-2018	09-2019	Change	09-2018	09-2019	Change
34	42	+ 23.5%	130	97	- 25.4%
852	480	- 43.7%	1,189	898	- 24.5%
2,021	1,298	- 35.8%	531	478	- 10.0%
958	714	- 25.5%	230	252	+ 9.6%
383	305	- 20.4%	96	102	+ 6.3%
605	651	+ 7.6%	124	171	+ 37.9%
581	559	- 3.8%	80	92	+ 15.0%
174	159	- 8.6%	14	6	- 57.1%
<b>5,608</b>	<b>4,208</b>	<b>- 25.0%</b>	<b>2,394</b>	<b>2,096</b>	<b>- 12.4%</b>

### Condos - Townhomes

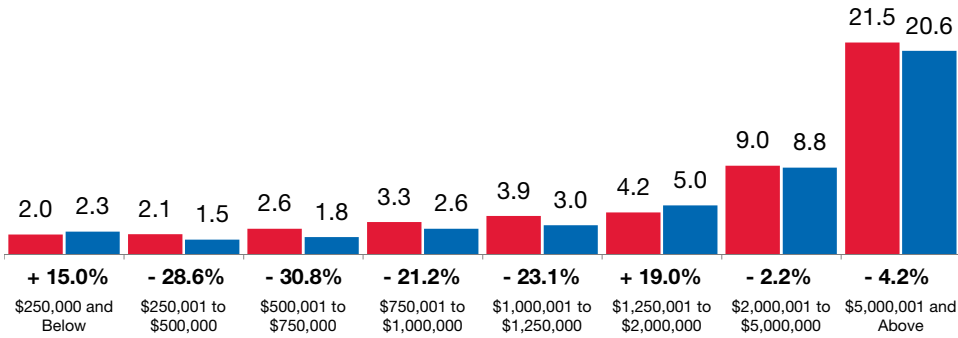
By Square Feet	09-2018	09-2019	Change
1,500 Sq Ft and Below	2,908	2,194	- 24.6%
1,501 to 2,000 Sq Ft	1,638	1,205	- 26.4%
2,001 to 3,000 Sq Ft	1,750	1,384	- 20.9%
3,001 to 4,000 Sq Ft	885	726	- 18.0%
4,001 to 6,000 Sq Ft	523	537	+ 2.7%
6,001 Sq Ft and Above	298	256	- 14.1%
<b>All Square Footage</b>	<b>8,002</b>	<b>6,304</b>	<b>- 21.2%</b>

09-2018	09-2019	Change	09-2018	09-2019	Change
1,168	770	- 34.1%	1,740	1,424	- 18.2%
1,152	740	- 35.8%	486	465	- 4.3%
1,607	1,206	- 25.0%	143	178	+ 24.5%
868	700	- 19.4%	17	26	+ 52.9%
515	534	+ 3.7%	8	3	- 62.5%
298	256	- 14.1%	0	0	--
<b>5,608</b>	<b>4,208</b>	<b>- 25.0%</b>	<b>2,394</b>	<b>2,096</b>	<b>- 12.4%</b>

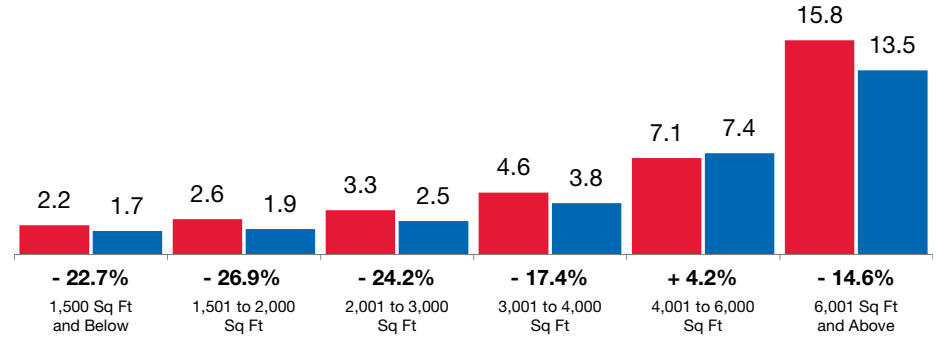
# Months Supply of Inventory

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** ■ 09-2018 ■ 09-2019



**By Square Feet** ■ 09-2018 ■ 09-2019



## All Properties

By Price Range	09-2018	09-2019	Change
\$250,000 and Below	2.0	2.3	+ 15.0%
\$250,001 to \$500,000	2.1	1.5	- 28.6%
\$500,001 to \$750,000	2.6	1.8	- 30.8%
\$750,001 to \$1,000,000	3.3	2.6	- 21.2%
\$1,000,001 to \$1,250,000	3.9	3.0	- 23.1%
\$1,250,001 to \$2,000,000	4.2	5.0	+ 19.0%
\$2,000,001 to \$5,000,000	9.0	8.8	- 2.2%
\$5,000,001 and Above	21.5	20.6	- 4.2%
<b>All Price Ranges</b>	<b>2.9</b>	<b>2.3</b>	<b>- 20.7%</b>

## Single-Family Homes

09-2018	09-2019	Change	09-2018	09-2019	Change
3.3	6.2	+ 87.9%	1.8	1.8	0.0%
2.0	1.3	- 35.0%	2.1	1.6	- 23.8%
2.6	1.6	- 38.5%	2.5	2.4	- 4.0%
3.1	2.3	- 25.8%	4.3	4.5	+ 4.7%
3.6	2.5	- 30.6%	5.7	6.0	+ 5.3%
4.1	4.5	+ 9.8%	5.5	8.7	+ 58.2%
8.9	8.4	- 5.6%	10.0	12.8	+ 28.0%
20.9	20.7	- 1.0%	8.4	6.0	- 28.6%
<b>3.1</b>	<b>2.3</b>	<b>- 25.8%</b>	<b>2.5</b>	<b>2.3</b>	<b>- 8.0%</b>

## Condos - Townhomes

By Square Feet	09-2018	09-2019	Change
1,500 Sq Ft and Below	2.2	1.7	- 22.7%
1,501 to 2,000 Sq Ft	2.6	1.9	- 26.9%
2,001 to 3,000 Sq Ft	3.3	2.5	- 24.2%
3,001 to 4,000 Sq Ft	4.6	3.8	- 17.4%
4,001 to 6,000 Sq Ft	7.1	7.4	+ 4.2%
6,001 Sq Ft and Above	15.8	13.5	- 14.6%
<b>All Square Footage</b>	<b>2.9</b>	<b>2.3</b>	<b>- 20.7%</b>

09-2018	09-2019	Change	09-2018	09-2019	Change
2.1	1.4	- 33.3%	2.2	2.0	- 9.1%
2.4	1.5	- 37.5%	3.2	3.0	- 6.3%
3.2	2.3	- 28.1%	4.7	5.6	+ 19.1%
4.5	3.7	- 17.8%	7.6	15.2	+ 100.0%
7.0	7.5	+ 7.1%	8.0	2.4	- 70.0%
15.8	13.6	- 13.9%	--	--	--
<b>3.1</b>	<b>2.3</b>	<b>- 25.8%</b>	<b>2.5</b>	<b>2.3</b>	<b>- 8.0%</b>

