

# Housing Supply Overview

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

## October 2019

Historically low mortgage rates will continue to support buyer demand as we enter the seasonally slower time of year. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced market. In short, current trends are expected to continue. For the 12-month period spanning November 2018 through October 2019, Pending Sales in the San Diego were up 0.5 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 13.7 percent.

The overall Median Sales Price was up 2.2 percent to \$577,500. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 1.6 percent to \$646,000. 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 103 days.

Market-wide, inventory levels were down 26.2 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 14.0 percent. That amounts to 2.1 months supply for Single-Family homes and 2.2 months supply for Condos.

## Quick Facts

+ 13.7%

+ 7.9%

+ 2.6%

Price Range With  
Strongest Pending Sales:  
**\$1,000,001 to \$1,250,000**

Home Size With Strongest  
Pending Sales:  
**2,001 to 3,000 Sq Ft**

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.

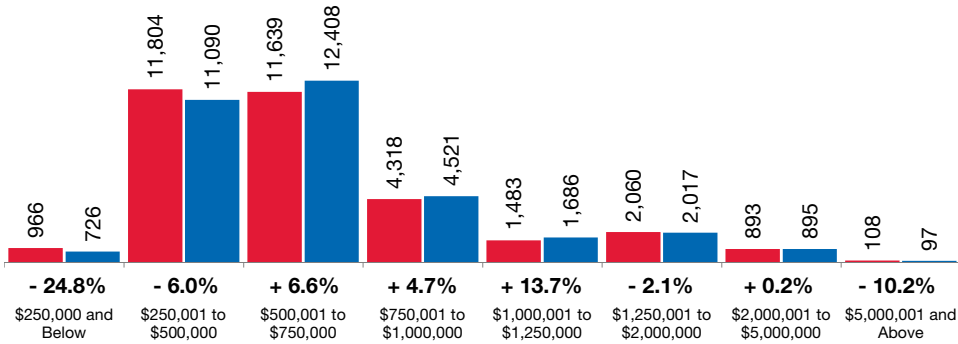
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# Pending Sales

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

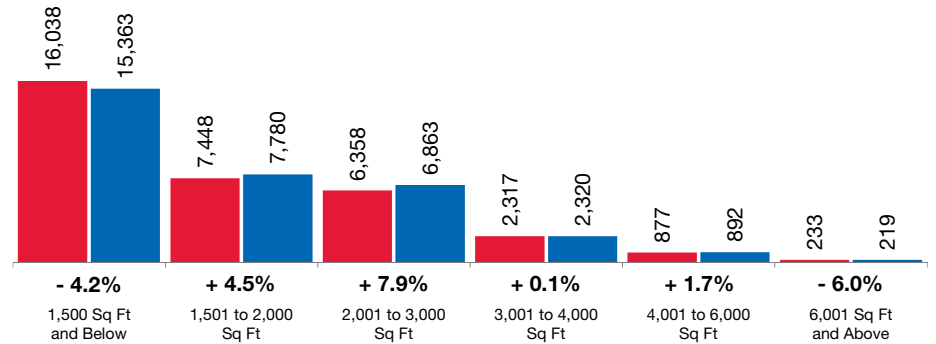
## By Price Range

■ 10-2018 ■ 10-2019



## By Square Feet

■ 10-2018 ■ 10-2019



### All Properties

By Price Range	10-2018	10-2019	Change
\$250,000 and Below	966	726	-24.8%
\$250,001 to \$500,000	11,804	11,090	-6.0%
\$500,001 to \$750,000	11,639	12,408	+6.6%
\$750,001 to \$1,000,000	4,318	4,521	+4.7%
\$1,000,001 to \$1,250,000	1,483	1,686	+13.7%
\$1,250,001 to \$2,000,000	2,060	2,017	-2.1%
\$2,000,001 to \$5,000,000	893	895	+0.2%
\$5,000,001 and Above	108	97	-10.2%
<b>All Price Ranges</b>	<b>33,271</b>	<b>33,440</b>	<b>+0.5%</b>

### Single-Family Homes

10-2018	10-2019	Change	10-2018	10-2019	Change
124	83	-33.1%	842	643	-23.6%
4,923	4,392	-10.8%	6,881	6,698	-2.7%
9,118	9,937	+9.0%	2,521	2,471	-2.0%
3,674	3,829	+4.2%	644	692	+7.5%
1,287	1,476	+14.7%	196	210	+7.1%
1,790	1,781	-0.5%	270	236	-12.6%
795	799	+0.5%	98	96	-2.0%
103	93	-9.7%	5	4	-20.0%
<b>21,814</b>	<b>22,390</b>	<b>+2.6%</b>	<b>11,457</b>	<b>11,050</b>	<b>-3.6%</b>

### Condos - Townhomes

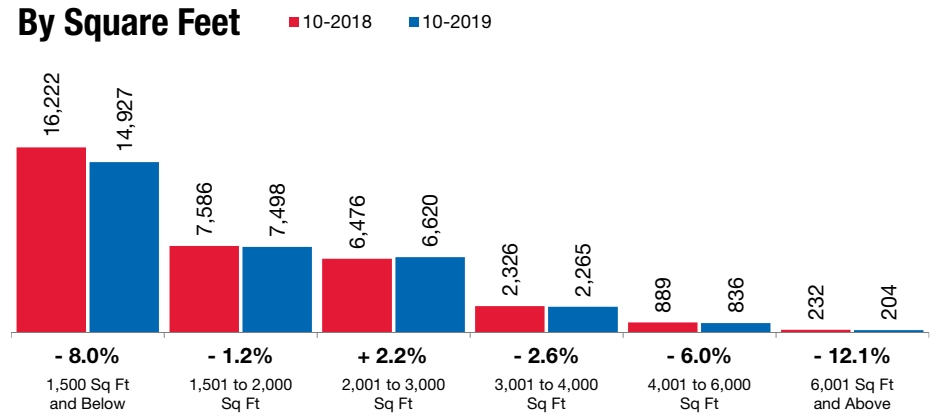
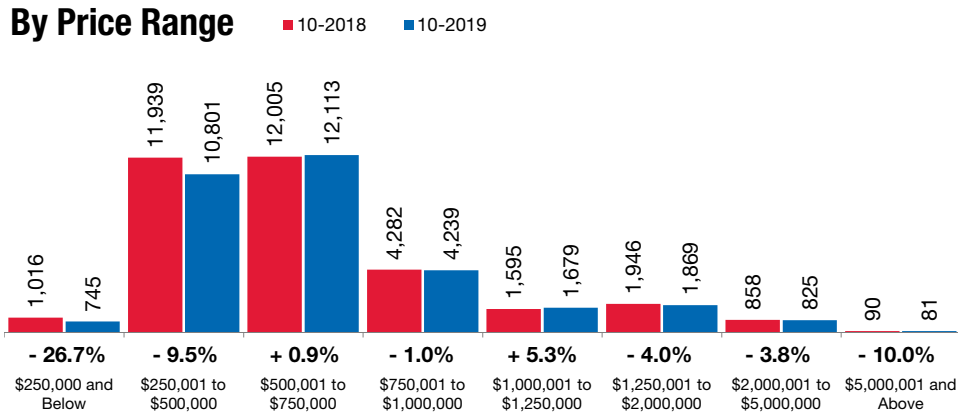
By Square Feet	10-2018	10-2019	Change
1,500 Sq Ft and Below	16,038	15,363	-4.2%
1,501 to 2,000 Sq Ft	7,448	7,780	+4.5%
2,001 to 3,000 Sq Ft	6,358	6,863	+7.9%
3,001 to 4,000 Sq Ft	2,317	2,320	+0.1%
4,001 to 6,000 Sq Ft	877	892	+1.7%
6,001 Sq Ft and Above	233	219	-6.0%
<b>All Square Footage</b>	<b>33,271</b>	<b>33,440</b>	<b>+0.5%</b>

10-2018	10-2019	Change	10-2018	10-2019	Change
6,757	6,658	-1.5%	9,281	8,705	-6.2%
5,660	5,853	+3.4%	1,788	1,927	+7.8%
5,990	6,465	+7.9%	368	398	+8.2%
2,298	2,307	+0.4%	19	13	-31.6%
876	887	+1.3%	1	5	+400.0%
233	218	-6.4%	0	1	0.0%
<b>21,814</b>	<b>22,390</b>	<b>+2.6%</b>	<b>11,457</b>	<b>11,050</b>	<b>-3.6%</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	10-2018	10-2019	Change
\$250,000 and Below	1,016	745	-26.7%
\$250,001 to \$500,000	11,939	10,801	-9.5%
\$500,001 to \$750,000	12,005	12,113	+0.9%
\$750,001 to \$1,000,000	4,282	4,239	-1.0%
\$1,000,001 to \$1,250,000	1,595	1,679	+5.3%
\$1,250,001 to \$2,000,000	1,946	1,869	-4.0%
\$2,000,001 to \$5,000,000	858	825	-3.8%
\$5,000,001 and Above	90	81	-10.0%
<b>All Price Ranges</b>	<b>33,731</b>	<b>32,352</b>	<b>-4.1%</b>

## Single-Family Homes

10-2018	10-2019	Change	10-2018	10-2019	Change
136	87	-36.0%	880	658	-25.2%
5,030	4,250	-15.5%	6,909	6,551	-5.2%
9,386	9,723	+3.6%	2,619	2,390	-8.7%
3,638	3,579	-1.6%	644	660	+2.5%
1,396	1,474	+5.6%	199	205	+3.0%
1,694	1,655	-2.3%	252	214	-15.1%
763	747	-2.1%	95	78	-17.9%
86	76	-11.6%	4	5	+25.0%
<b>22,129</b>	<b>21,591</b>	<b>-2.4%</b>	<b>11,602</b>	<b>10,761</b>	<b>-7.2%</b>

## Condos - Townhomes

By Square Feet	10-2018	10-2019	Change
1,500 Sq Ft and Below	16,222	14,927	-8.0%
1,501 to 2,000 Sq Ft	7,586	7,498	-1.2%
2,001 to 3,000 Sq Ft	6,476	6,620	+2.2%
3,001 to 4,000 Sq Ft	2,326	2,265	-2.6%
4,001 to 6,000 Sq Ft	889	836	-6.0%
6,001 Sq Ft and Above	232	204	-12.1%
<b>All Square Footage</b>	<b>33,731</b>	<b>32,352</b>	<b>-4.1%</b>

10-2018	10-2019	Change	10-2018	10-2019	Change
6,839	6,412	-6.2%	9,383	8,515	-9.3%
5,757	5,657	-1.7%	1,829	1,841	+0.7%
6,106	6,233	+2.1%	370	387	+4.6%
2,308	2,253	-2.4%	18	12	-33.3%
887	832	-6.2%	2	4	+100.0%
232	203	-12.5%	0	1	0.0%
<b>22,129</b>	<b>21,591</b>	<b>-2.4%</b>	<b>11,602</b>	<b>10,761</b>	<b>-7.2%</b>

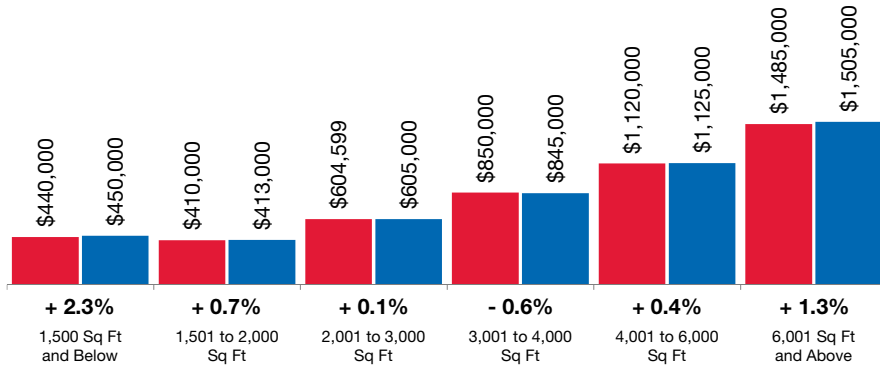


# Median Sales Price

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.

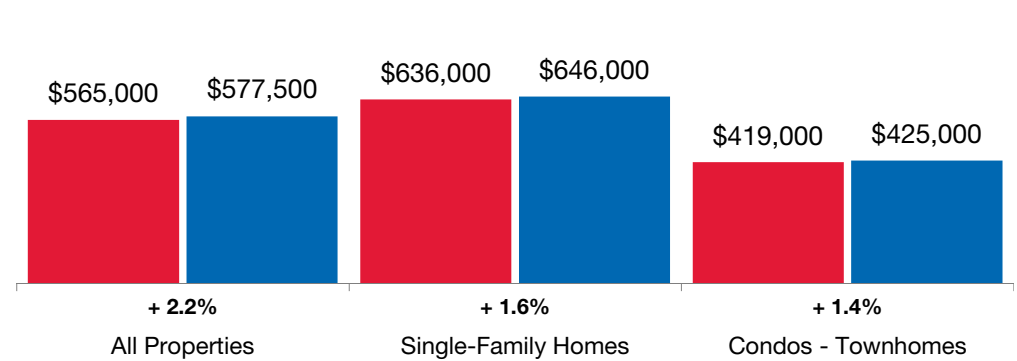
## By Square Feet

■ 10-2018 ■ 10-2019



## By Property Type

■ 10-2018 ■ 10-2019



### All Properties

By Square Feet	10-2018	10-2019	Change
1,500 Sq Ft and Below	\$440,000	\$450,000	+ 2.3%
1,501 to 2,000 Sq Ft	\$410,000	\$413,000	+ 0.7%
2,001 to 3,000 Sq Ft	\$604,599	\$605,000	+ 0.1%
3,001 to 4,000 Sq Ft	\$850,000	\$845,000	- 0.6%
4,001 to 6,000 Sq Ft	\$1,120,000	\$1,125,000	+ 0.4%
6,001 Sq Ft and Above	\$1,485,000	\$1,505,000	+ 1.3%
<b>All Square Footage</b>	<b>\$565,000</b>	<b>\$577,500</b>	<b>+ 2.2%</b>

### Single-Family Homes

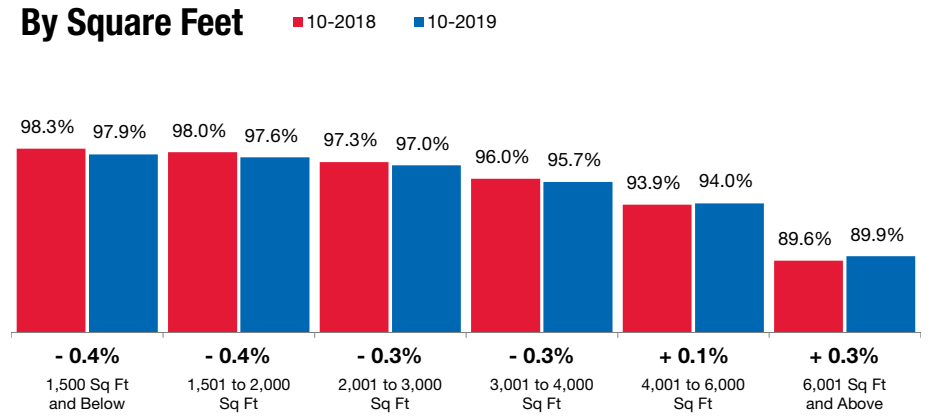
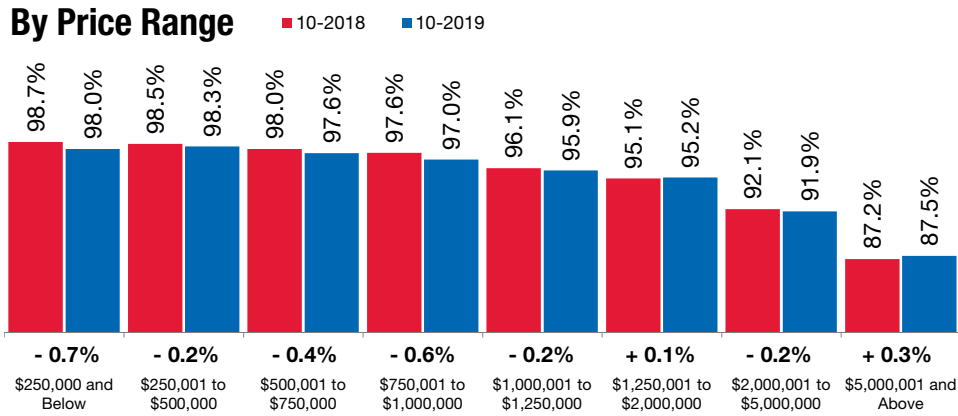
10-2018	10-2019	Change	10-2018	10-2019	Change
\$490,000	\$505,000	+ 3.1%	\$385,000	\$389,000	+ 1.0%
\$449,328	\$453,190	+ 0.9%	\$372,000	\$375,000	+ 0.8%
\$607,765	\$609,000	+ 0.2%	\$591,000	\$590,000	- 0.2%
\$850,000	\$845,000	- 0.6%	\$844,000	\$845,000	+ 0.1%
\$1,120,500	\$1,125,000	+ 0.4%	\$1,110,000	\$1,125,000	+ 1.4%
\$1,490,000	\$1,505,000	+ 1.0%	\$1,459,500	\$1,500,000	+ 2.8%
<b>\$636,000</b>	<b>\$646,000</b>	<b>+ 1.6%</b>	<b>\$419,000</b>	<b>\$425,000</b>	<b>+ 1.4%</b>

### Condos - Townhomes



# 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	10-2018	10-2019	Change
\$250,000 and Below	98.7%	98.0%	- 0.7%
\$250,001 to \$500,000	98.5%	98.3%	- 0.2%
\$500,001 to \$750,000	98.0%	97.6%	- 0.4%
\$750,001 to \$1,000,000	97.6%	97.0%	- 0.6%
\$1,000,001 to \$1,250,000	96.1%	95.9%	- 0.2%
\$1,250,001 to \$2,000,000	95.1%	95.2%	+ 0.1%
\$2,000,001 to \$5,000,000	92.1%	91.9%	- 0.2%
\$5,000,001 and Above	87.2%	87.5%	+ 0.3%
<b>All Price Ranges</b>	<b>97.7%</b>	<b>97.3%</b>	<b>- 0.4%</b>

## Single-Family Homes

10-2018	10-2019	Change	10-2018	10-2019	Change
97.0%	94.9%	- 2.2%	99.0%	98.4%	- 0.6%
98.5%	98.5%	0.0%	98.5%	98.1%	- 0.4%
97.9%	97.7%	- 0.2%	98.4%	97.4%	- 1.0%
97.7%	97.0%	- 0.7%	97.1%	96.9%	- 0.2%
96.4%	96.2%	- 0.2%	94.3%	94.1%	- 0.2%
95.2%	95.3%	+ 0.1%	94.6%	94.4%	- 0.2%
91.7%	91.7%	0.0%	95.5%	93.5%	- 2.1%
87.4%	87.7%	+ 0.3%	83.9%	83.7%	- 0.2%
<b>97.4%</b>	<b>97.1%</b>	<b>- 0.3%</b>	<b>98.2%</b>	<b>97.7%</b>	<b>- 0.5%</b>

## Condos - Townhomes

By Square Feet	10-2018	10-2019	Change
1,500 Sq Ft and Below	98.3%	97.9%	- 0.4%
1,501 to 2,000 Sq Ft	98.0%	97.6%	- 0.4%
2,001 to 3,000 Sq Ft	97.3%	97.0%	- 0.3%
3,001 to 4,000 Sq Ft	96.0%	95.7%	- 0.3%
4,001 to 6,000 Sq Ft	93.9%	94.0%	+ 0.1%
6,001 Sq Ft and Above	89.6%	89.9%	+ 0.3%
<b>All Square Footage</b>	<b>97.7%</b>	<b>97.3%</b>	<b>- 0.4%</b>

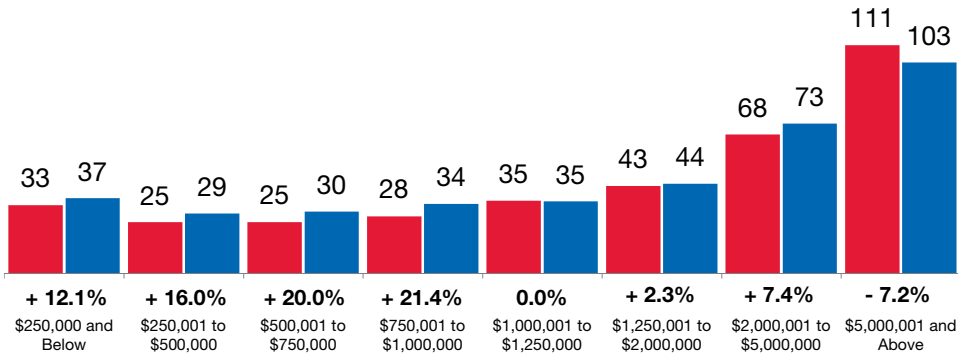
10-2018	10-2019	Change	10-2018	10-2019	Change
98.2%	97.9%	- 0.3%	98.4%	97.8%	- 0.6%
98.0%	97.7%	- 0.3%	97.9%	97.4%	- 0.5%
97.3%	97.0%	- 0.3%	96.5%	96.4%	- 0.1%
96.0%	95.7%	- 0.3%	91.4%	94.8%	+ 3.7%
93.9%	94.1%	+ 0.2%	98.5%	87.9%	- 10.8%
89.6%	89.9%	+ 0.3%	--	103.4%	--
<b>97.4%</b>	<b>97.1%</b>	<b>- 0.3%</b>	<b>98.2%</b>	<b>97.7%</b>	<b>- 0.5%</b>



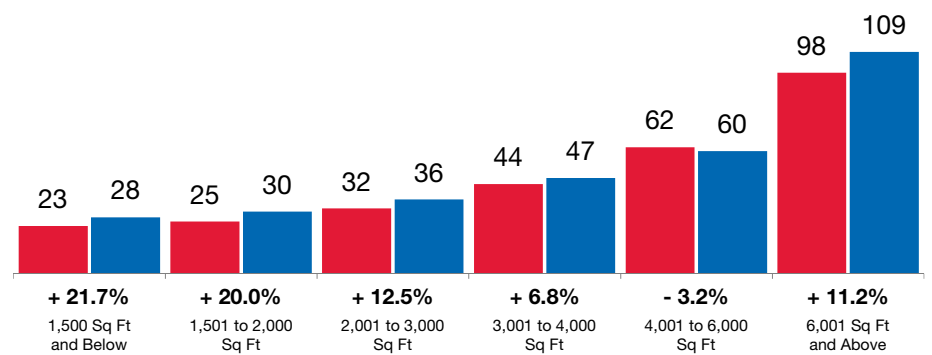
# Days on Market Until Sale

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	10-2018	10-2019	Change
\$250,000 and Below	33	37	+ 12.1%
\$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	35	0.0%
\$1,250,001 to \$2,000,000	43	44	+ 2.3%
\$2,000,001 to \$5,000,000	68	73	+ 7.4%
\$5,000,001 and Above	111	103	- 7.2%
<b>All Price Ranges</b>	<b>28</b>	<b>33</b>	<b>+ 17.9%</b>

### Single-Family Homes

10-2018	10-2019	Change	10-2018	10-2019	Change
61	50	- 18.0%	29	35	+ 20.7%
28	31	+ 10.7%	23	28	+ 21.7%
25	30	+ 20.0%	23	30	+ 30.4%
26	33	+ 26.9%	35	40	+ 14.3%
34	33	- 2.9%	47	52	+ 10.6%
42	42	0.0%	45	57	+ 26.7%
71	73	+ 2.8%	38	76	+ 100.0%
115	105	- 8.7%	32	60	+ 87.5%
<b>30</b>	<b>34</b>	<b>+ 13.3%</b>	<b>25</b>	<b>31</b>	<b>+ 24.0%</b>

### Condos - Townhomes

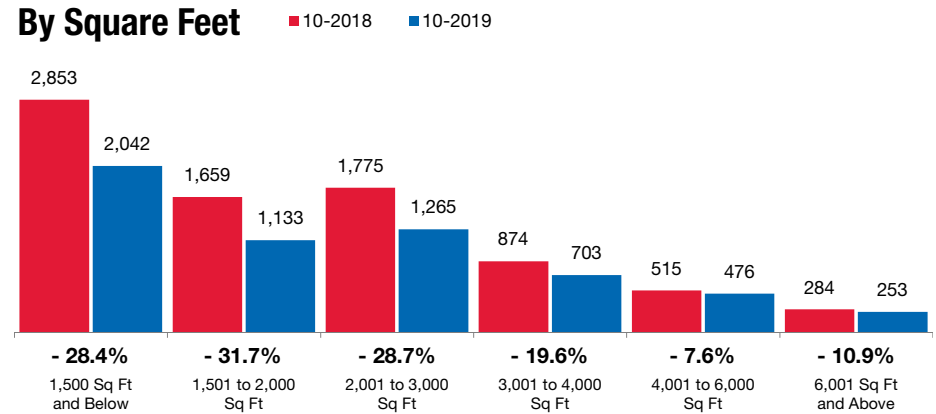
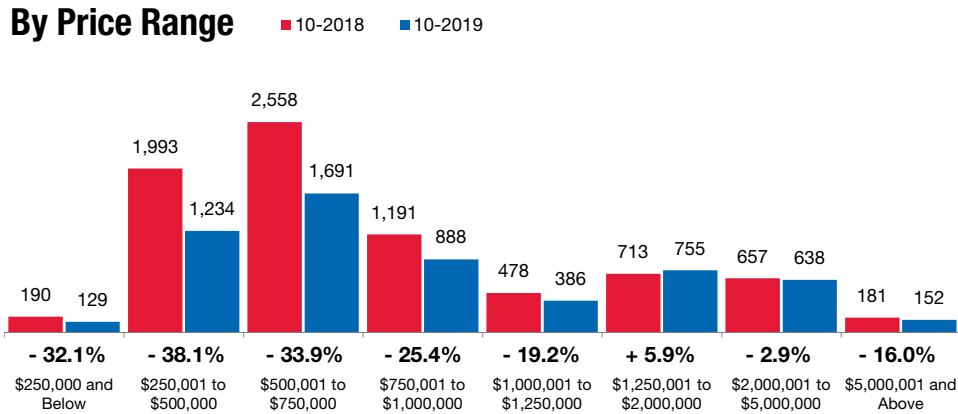
By Square Feet	10-2018	10-2019	Change
1,500 Sq Ft and Below	23	28	+ 21.7%
1,501 to 2,000 Sq Ft	25	30	+ 20.0%
2,001 to 3,000 Sq Ft	32	36	+ 12.5%
3,001 to 4,000 Sq Ft	44	47	+ 6.8%
4,001 to 6,000 Sq Ft	62	60	- 3.2%
6,001 Sq Ft and Above	98	109	+ 11.2%
<b>All Square Footage</b>	<b>28</b>	<b>33</b>	<b>+ 17.9%</b>

10-2018	10-2019	Change	10-2018	10-2019	Change
23	25	+ 8.7%	24	29	+ 20.8%
24	29	+ 20.8%	29	35	+ 20.7%
31	35	+ 12.9%	39	49	+ 25.6%
44	47	+ 6.8%	52	68	+ 30.8%
62	60	- 3.2%	39	84	+ 115.4%
98	109	+ 11.2%	--	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.



## All Properties

By Price Range	10-2018	10-2019	Change
\$250,000 and Below	190	129	- 32.1%
\$250,001 to \$500,000	1,993	1,234	- 38.1%
\$500,001 to \$750,000	2,558	1,691	- 33.9%
\$750,001 to \$1,000,000	1,191	888	- 25.4%
\$1,000,001 to \$1,250,000	478	386	- 19.2%
\$1,250,001 to \$2,000,000	713	755	+ 5.9%
\$2,000,001 to \$5,000,000	657	638	- 2.9%
\$5,000,001 and Above	181	152	- 16.0%
<b>All Price Ranges</b>	<b>7,961</b>	<b>5,873</b>	<b>- 26.2%</b>

## Single-Family Homes

10-2018	10-2019	Change	10-2018	10-2019	Change
42	42	0.0%	148	87	- 41.2%
854	388	- 54.6%	1,139	846	- 25.7%
2,041	1,190	- 41.7%	517	501	- 3.1%
954	666	- 30.2%	237	222	- 6.3%
379	288	- 24.0%	99	98	- 1.0%
594	587	- 1.2%	119	168	+ 41.2%
579	545	- 5.9%	78	93	+ 19.2%
168	146	- 13.1%	13	6	- 53.8%
<b>5,611</b>	<b>3,852</b>	<b>- 31.3%</b>	<b>2,350</b>	<b>2,021</b>	<b>- 14.0%</b>

## Condos - Townhomes

By Square Feet	10-2018	10-2019	Change
1,500 Sq Ft and Below	2,853	2,042	- 28.4%
1,501 to 2,000 Sq Ft	1,659	1,133	- 31.7%
2,001 to 3,000 Sq Ft	1,775	1,265	- 28.7%
3,001 to 4,000 Sq Ft	874	703	- 19.6%
4,001 to 6,000 Sq Ft	515	476	- 7.6%
6,001 Sq Ft and Above	284	253	- 10.9%
<b>All Square Footage</b>	<b>7,961</b>	<b>5,873</b>	<b>- 26.2%</b>

10-2018	10-2019	Change	10-2018	10-2019	Change
1,176	671	- 42.9%	1,677	1,371	- 18.2%
1,161	692	- 40.4%	498	441	- 11.4%
1,626	1,089	- 33.0%	149	176	+ 18.1%
855	675	- 21.1%	19	28	+ 47.4%
508	471	- 7.3%	7	5	- 28.6%
284	253	- 10.9%	0	0	--
<b>5,611</b>	<b>3,852</b>	<b>- 31.3%</b>	<b>2,350</b>	<b>2,021</b>	<b>- 14.0%</b>

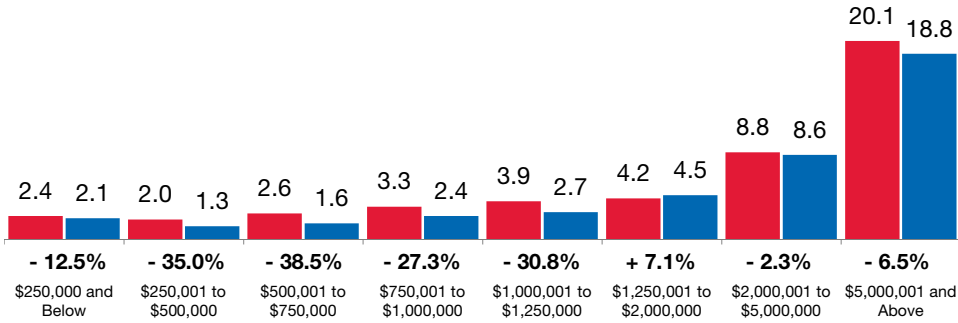


# Months Supply of Inventory

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.

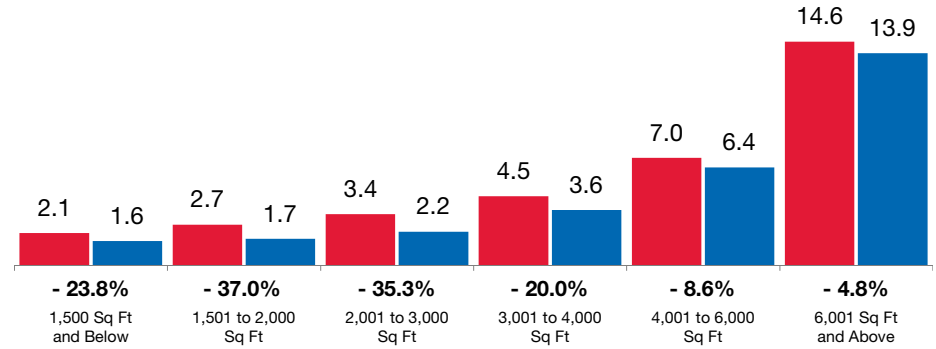
## By Price Range

■ 10-2018 ■ 10-2019



## By Square Feet

■ 10-2018 ■ 10-2019



### All Properties

By Price Range	10-2018	10-2019	Change
\$250,000 and Below	2.4	2.1	- 12.5%
\$250,001 to \$500,000	2.0	1.3	- 35.0%
\$500,001 to \$750,000	2.6	1.6	- 38.5%
\$750,001 to \$1,000,000	3.3	2.4	- 27.3%
\$1,000,001 to \$1,250,000	3.9	2.7	- 30.8%
\$1,250,001 to \$2,000,000	4.2	4.5	+ 7.1%
\$2,000,001 to \$5,000,000	8.8	8.6	- 2.3%
\$5,000,001 and Above	20.1	18.8	- 6.5%
<b>All Price Ranges</b>	<b>2.9</b>	<b>2.1</b>	<b>- 27.6%</b>

### Single-Family Homes

10-2018	10-2019	Change	10-2018	10-2019	Change
4.1	6.1	+ 48.8%	2.1	1.6	- 23.8%
2.1	1.1	- 47.6%	2.0	1.5	- 25.0%
2.7	1.4	- 48.1%	2.5	2.4	- 4.0%
3.1	2.1	- 32.3%	4.4	3.8	- 13.6%
3.5	2.3	- 34.3%	6.1	5.6	- 8.2%
4.0	4.0	0.0%	5.3	8.5	+ 60.4%
8.7	8.2	- 5.7%	9.6	11.6	+ 20.8%
19.6	18.8	- 4.1%	7.8	6.0	- 23.1%
<b>3.1</b>	<b>2.1</b>	<b>- 32.3%</b>	<b>2.5</b>	<b>2.2</b>	<b>- 12.0%</b>

### Condos - Townhomes

By Square Feet	10-2018	10-2019	Change
1,500 Sq Ft and Below	2.1	1.6	- 23.8%
1,501 to 2,000 Sq Ft	2.7	1.7	- 37.0%
2,001 to 3,000 Sq Ft	3.4	2.2	- 35.3%
3,001 to 4,000 Sq Ft	4.5	3.6	- 20.0%
4,001 to 6,000 Sq Ft	7.0	6.4	- 8.6%
6,001 Sq Ft and Above	14.6	13.9	- 4.8%
<b>All Square Footage</b>	<b>2.9</b>	<b>2.1</b>	<b>- 27.6%</b>

10-2018	10-2019	Change	10-2018	10-2019	Change
2.1	1.2	- 42.9%	2.2	1.9	- 13.6%
2.5	1.4	- 44.0%	3.3	2.7	- 18.2%
3.3	2.0	- 39.4%	4.9	5.3	+ 8.2%
4.5	3.5	- 22.2%	9.0	15.1	+ 67.8%
7.0	6.4	- 8.6%	7.0	4.0	- 42.9%
14.6	13.9	- 4.8%	--	--	--
<b>3.1</b>	<b>2.1</b>	<b>- 32.3%</b>	<b>2.5</b>	<b>2.2</b>	<b>- 12.0%</b>

