

Housing Supply Overview

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

February 2020

Mortgage rates trending lower are a boost to home buyers, but the declines in the stock market have both a psychological and practical impact for some prospective home buyers. A watchful eye must be maintained on the spread of COVID-19 and whether it begins to impact the overall economy, which would lead to a tempering of buyer activity in the future. For the 12-month period spanning March 2019 through February 2020, Pending Sales in the San Diego were up 6.9 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 18.8 percent.

The overall Median Sales Price was up 3.0 percent to \$587,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 2.7 percent to \$657,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 28 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 39.0 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 33.4 percent. That amounts to 1.4 months supply for Single-Family homes and 1.4 months supply for Condos.

Quick Facts

+ 18.8%

+ 12.5%

+ 7.8%

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

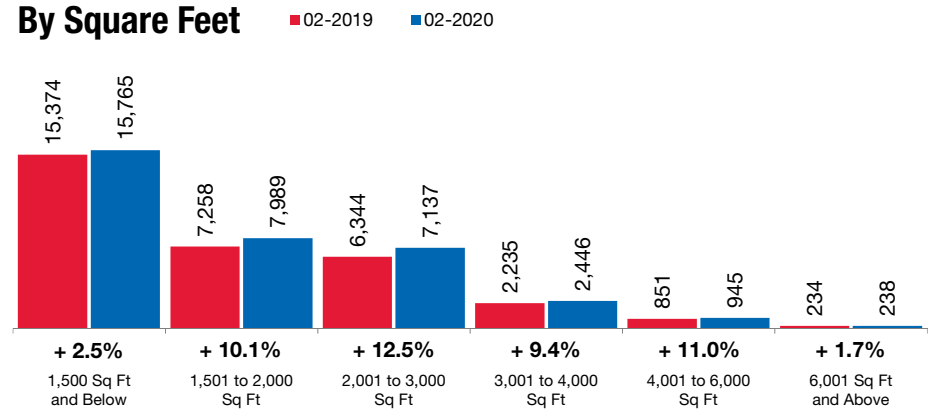
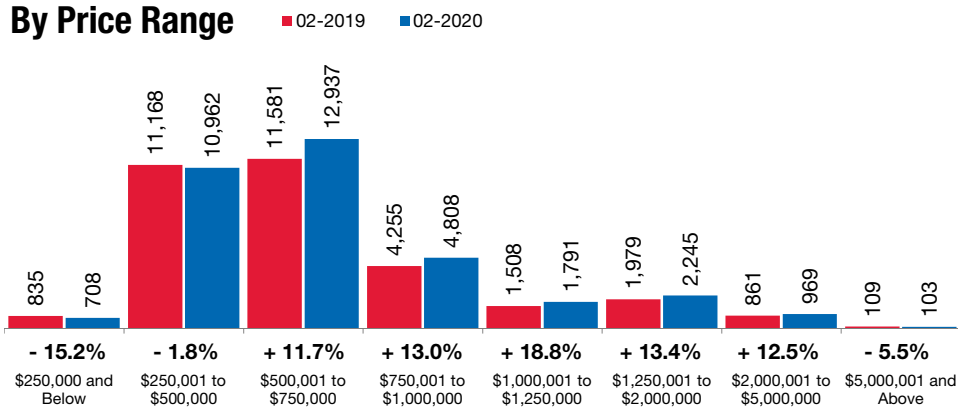
Property Type With
Strongest Pending Sales:
Condos - Townhomes

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

Pending Sales

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



All Properties

By Price Range	02-2019	02-2020	Change
\$250,000 and Below	835	708	-15.2%
\$250,001 to \$500,000	11,168	10,962	-1.8%
\$500,001 to \$750,000	11,581	12,937	+11.7%
\$750,001 to \$1,000,000	4,255	4,808	+13.0%
\$1,000,001 to \$1,250,000	1,508	1,791	+18.8%
\$1,250,001 to \$2,000,000	1,979	2,245	+13.4%
\$2,000,001 to \$5,000,000	861	969	+12.5%
\$5,000,001 and Above	109	103	-5.5%
All Price Ranges	32,296	34,523	+6.9%

Single-Family Homes

02-2019	02-2020	Change	02-2019	02-2020	Change
106	83	-21.7%	729	625	-14.3%
4,651	3,991	-14.2%	6,517	6,971	+7.0%
9,141	10,189	+11.5%	2,440	2,748	+12.6%
3,600	4,048	+12.4%	655	760	+16.0%
1,314	1,552	+18.1%	194	239	+23.2%
1,733	1,966	+13.4%	246	279	+13.4%
768	862	+12.2%	93	107	+15.1%
103	100	-2.9%	6	3	-50.0%
21,416	22,791	+6.4%	10,880	11,732	+7.8%

Condos - Townhomes

By Square Feet	02-2019	02-2020	Change
1,500 Sq Ft and Below	15,374	15,765	+2.5%
1,501 to 2,000 Sq Ft	7,258	7,989	+10.1%
2,001 to 3,000 Sq Ft	6,344	7,137	+12.5%
3,001 to 4,000 Sq Ft	2,235	2,446	+9.4%
4,001 to 6,000 Sq Ft	851	945	+11.0%
6,001 Sq Ft and Above	234	238	+1.7%
All Square Footage	32,296	34,523	+6.9%

02-2019	02-2020	Change	02-2019	02-2020	Change
6,615	6,592	-0.3%	8,759	9,173	+4.7%
5,527	5,901	+6.8%	1,731	2,088	+20.6%
5,972	6,698	+12.2%	372	439	+18.0%
2,217	2,423	+9.3%	18	23	+27.8%
851	938	+10.2%	0	7	0.0%
234	237	+1.3%	0	1	0.0%
21,416	22,791	+6.4%	10,880	11,732	+7.8%

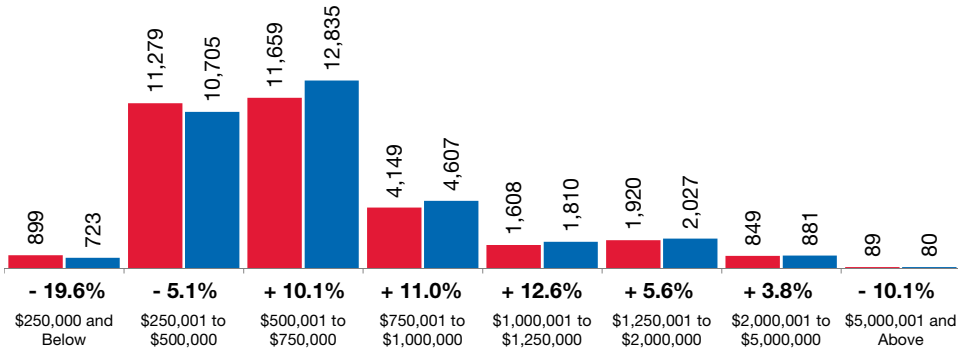


Closed Sales

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

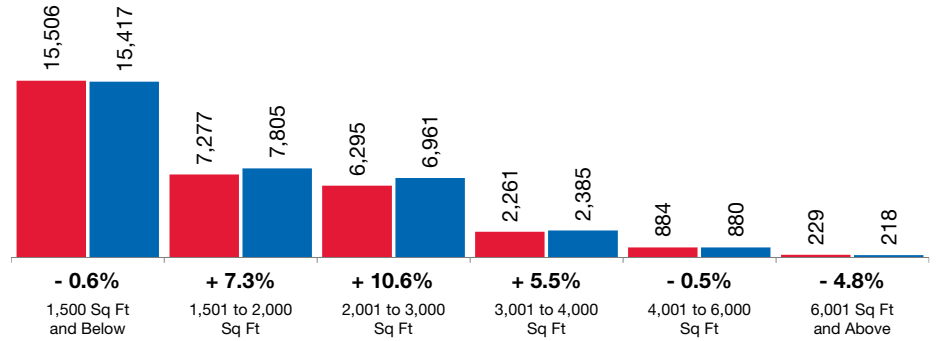
By Price Range

■ 02-2019 ■ 02-2020



By Square Feet

■ 02-2019 ■ 02-2020



All Properties

By Price Range	02-2019	02-2020	Change
\$250,000 and Below	899	723	-19.6%
\$250,001 to \$500,000	11,279	10,705	-5.1%
\$500,001 to \$750,000	11,659	12,835	+10.1%
\$750,001 to \$1,000,000	4,149	4,607	+11.0%
\$1,000,001 to \$1,250,000	1,608	1,810	+12.6%
\$1,250,001 to \$2,000,000	1,920	2,027	+5.6%
\$2,000,001 to \$5,000,000	849	881	+3.8%
\$5,000,001 and Above	89	80	-10.1%
All Price Ranges	32,452	33,668	+3.7%

Single-Family Homes

02-2019	02-2020	Change	02-2019	02-2020	Change
117	90	-23.1%	782	633	-19.1%
4,713	3,906	-17.1%	6,566	6,799	+3.5%
9,171	10,179	+11.0%	2,488	2,656	+6.8%
3,511	3,882	+10.6%	638	725	+13.6%
1,413	1,581	+11.9%	195	229	+17.4%
1,685	1,785	+5.9%	235	242	+3.0%
761	792	+4.1%	88	89	+1.1%
84	77	-8.3%	5	3	-40.0%
21,455	22,292	+3.9%	10,997	11,376	+3.4%

Condos - Townhomes

By Square Feet	02-2019	02-2020	Change
1,500 Sq Ft and Below	15,506	15,417	-0.6%
1,501 to 2,000 Sq Ft	7,277	7,805	+7.3%
2,001 to 3,000 Sq Ft	6,295	6,961	+10.6%
3,001 to 4,000 Sq Ft	2,261	2,385	+5.5%
4,001 to 6,000 Sq Ft	884	880	-0.5%
6,001 Sq Ft and Above	229	218	-4.8%
All Square Footage	32,452	33,668	+3.7%

02-2019	02-2020	Change	02-2019	02-2020	Change
6,628	6,506	-1.8%	8,878	8,911	+0.4%
5,537	5,787	+4.5%	1,740	2,018	+16.0%
5,937	6,540	+10.2%	358	421	+17.6%
2,241	2,367	+5.6%	20	18	-10.0%
883	874	-1.0%	1	6	+500.0%
229	217	-5.2%	0	1	0.0%
21,455	22,292	+3.9%	10,997	11,376	+3.4%

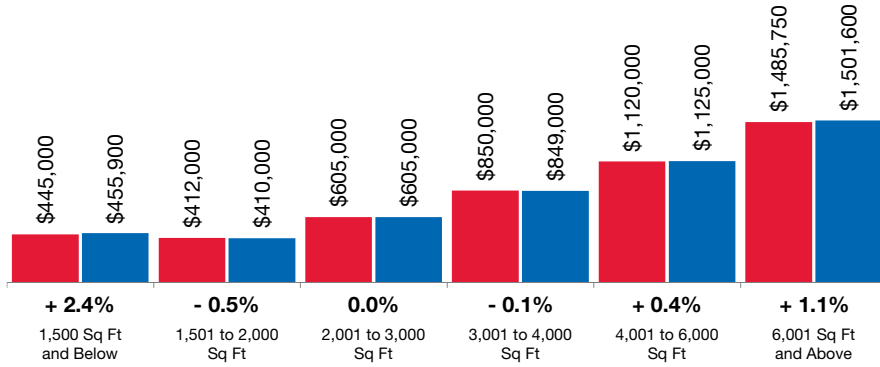


Median Sales Price

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.

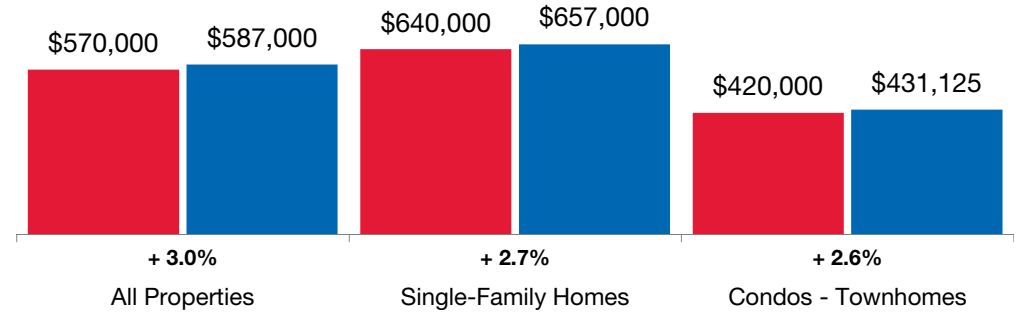
By Square Feet

■ 02-2019 ■ 02-2020



By Property Type

■ 02-2019 ■ 02-2020



All Properties

By Square Feet	02-2019	02-2020	Change
1,500 Sq Ft and Below	\$445,000	\$455,900	+ 2.4%
1,501 to 2,000 Sq Ft	\$412,000	\$410,000	- 0.5%
2,001 to 3,000 Sq Ft	\$605,000	\$605,000	0.0%
3,001 to 4,000 Sq Ft	\$850,000	\$849,000	- 0.1%
4,001 to 6,000 Sq Ft	\$1,120,000	\$1,125,000	+ 0.4%
6,001 Sq Ft and Above	\$1,485,750	\$1,501,600	+ 1.1%
All Square Footage	\$570,000	\$587,000	+ 3.0%

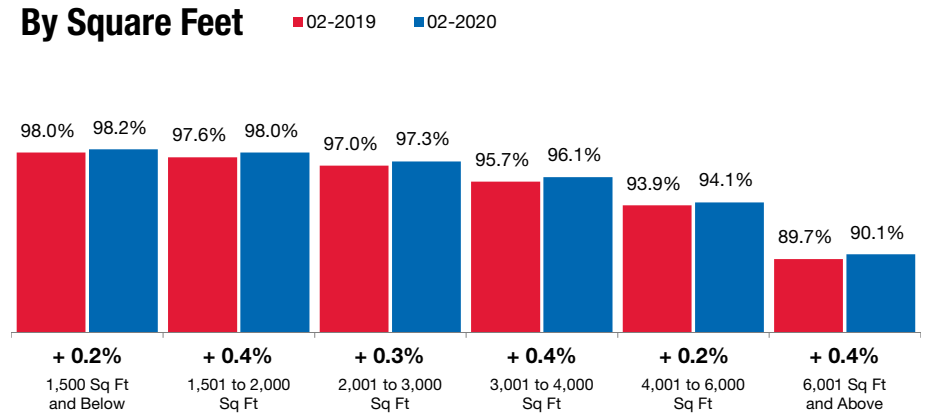
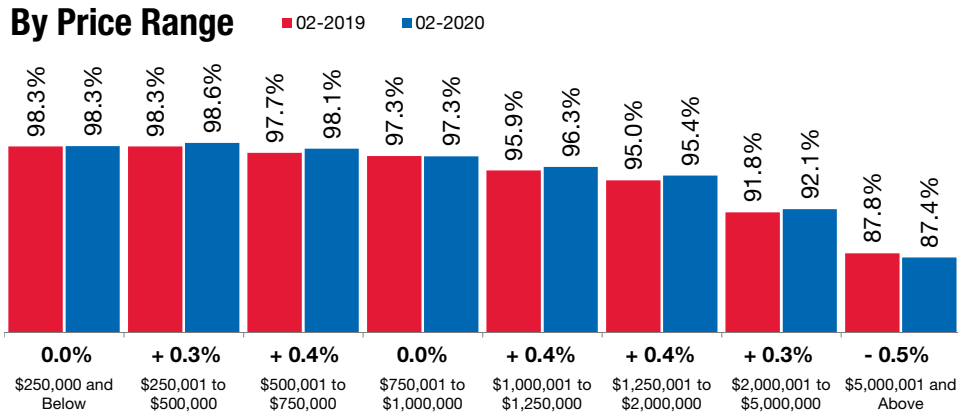
Single-Family Homes

02-2019	02-2020	Change	02-2019	02-2020	Change
\$495,000	\$512,000	+ 3.4%	\$385,000	\$395,000	+ 2.6%
\$450,000	\$455,000	+ 1.1%	\$370,000	\$380,000	+ 2.7%
\$609,000	\$610,000	+ 0.2%	\$594,000	\$590,500	- 0.6%
\$850,000	\$849,000	- 0.1%	\$840,000	\$845,000	+ 0.6%
\$1,125,000	\$1,125,000	0.0%	\$1,110,000	\$1,125,000	+ 1.4%
\$1,490,875	\$1,502,000	+ 0.7%	\$1,460,000	\$1,500,000	+ 2.7%
\$640,000	\$657,000	+ 2.7%	\$420,000	\$431,125	+ 2.6%

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	02-2019	02-2020	Change
\$250,000 and Below	98.3%	98.3%	0.0%
\$250,001 to \$500,000	98.3%	98.6%	+ 0.3%
\$500,001 to \$750,000	97.7%	98.1%	+ 0.4%
\$750,001 to \$1,000,000	97.3%	97.3%	0.0%
\$1,000,001 to \$1,250,000	95.9%	96.3%	+ 0.4%
\$1,250,001 to \$2,000,000	95.0%	95.4%	+ 0.4%
\$2,000,001 to \$5,000,000	91.8%	92.1%	+ 0.3%
\$5,000,001 and Above	87.8%	87.4%	- 0.5%
All Price Ranges	97.4%	97.7%	+ 0.3%

Single-Family Homes

02-2019	02-2020	Change	02-2019	02-2020	Change
96.1%	94.2%	- 2.0%	98.6%	98.8%	+ 0.2%
98.4%	99.0%	+ 0.6%	98.2%	98.4%	+ 0.2%
97.6%	98.2%	+ 0.6%	97.9%	97.7%	- 0.2%
97.4%	97.4%	0.0%	97.0%	97.0%	0.0%
96.3%	96.5%	+ 0.2%	93.9%	94.6%	+ 0.7%
95.1%	95.6%	+ 0.5%	94.2%	94.4%	+ 0.2%
91.4%	92.1%	+ 0.8%	95.1%	92.2%	- 3.0%
88.0%	87.5%	- 0.6%	83.5%	84.5%	+ 1.2%
97.1%	97.5%	+ 0.4%	97.9%	98.0%	+ 0.1%

Condos - Townhomes

By Square Feet	02-2019	02-2020	Change
1,500 Sq Ft and Below	98.0%	98.2%	+ 0.2%
1,501 to 2,000 Sq Ft	97.6%	98.0%	+ 0.4%
2,001 to 3,000 Sq Ft	97.0%	97.3%	+ 0.3%
3,001 to 4,000 Sq Ft	95.7%	96.1%	+ 0.4%
4,001 to 6,000 Sq Ft	93.9%	94.1%	+ 0.2%
6,001 Sq Ft and Above	89.7%	90.1%	+ 0.4%
All Square Footage	97.4%	97.7%	+ 0.3%

02-2019	02-2020	Change	02-2019	02-2020	Change
97.9%	98.4%	+ 0.5%	98.1%	98.1%	0.0%
97.7%	98.1%	+ 0.4%	97.5%	97.7%	+ 0.2%
97.0%	97.4%	+ 0.4%	96.1%	96.5%	+ 0.4%
95.8%	96.1%	+ 0.3%	91.4%	93.8%	+ 2.6%
93.9%	94.2%	+ 0.3%	100.0%	89.6%	- 10.4%
89.7%	90.0%	+ 0.3%	--	103.4%	--
97.1%	97.5%	+ 0.4%	97.9%	98.0%	+ 0.1%

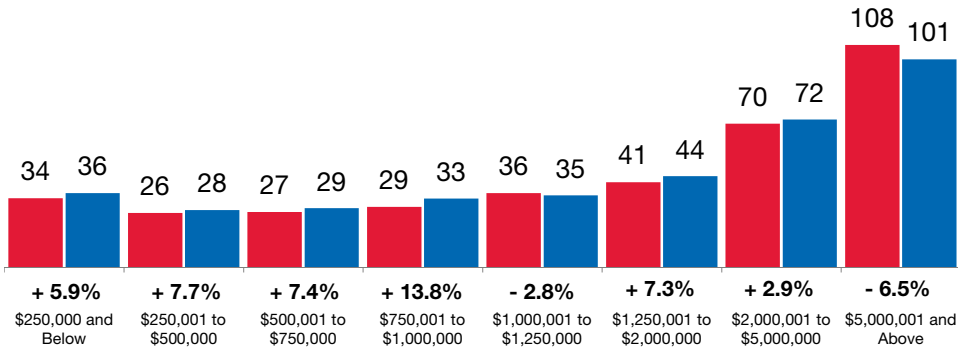


Days on Market Until Sale

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.

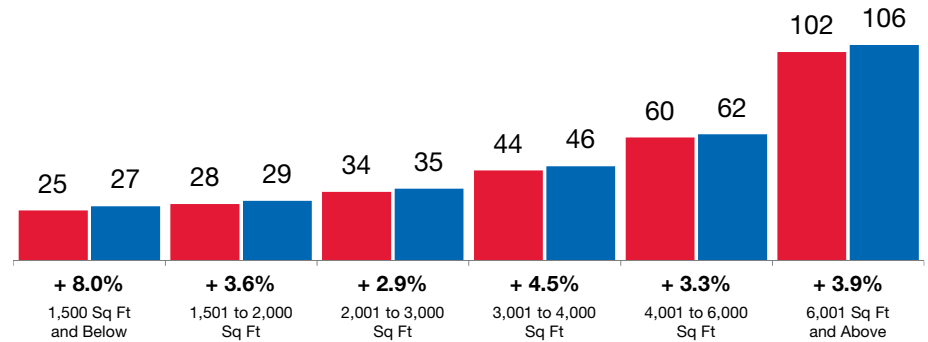
By Price Range

■ 02-2019 ■ 02-2020



By Square Feet

■ 02-2019 ■ 02-2020



All Properties

By Price Range	02-2019	02-2020	Change
\$250,000 and Below	34	36	+ 5.9%
\$250,001 to \$500,000	26	28	+ 7.7%
\$500,001 to \$750,000	27	29	+ 7.4%
\$750,001 to \$1,000,000	29	33	+ 13.8%
\$1,000,001 to \$1,250,000	36	35	- 2.8%
\$1,250,001 to \$2,000,000	41	44	+ 7.3%
\$2,000,001 to \$5,000,000	70	72	+ 2.9%
\$5,000,001 and Above	108	101	- 6.5%
All Price Ranges	30	32	+ 6.7%

Single-Family Homes

02-2019	02-2020	Change	02-2019	02-2020	Change
58	63	+ 8.6%	30	32	+ 6.7%
29	29	0.0%	25	27	+ 8.0%
27	28	+ 3.7%	25	31	+ 24.0%
28	32	+ 14.3%	36	43	+ 19.4%
35	32	- 8.6%	45	54	+ 20.0%
41	43	+ 4.9%	45	57	+ 26.7%
73	72	- 1.4%	44	75	+ 70.5%
111	104	- 6.3%	53	39	- 26.4%
32	32	0.0%	27	31	+ 14.8%

Condos - Townhomes

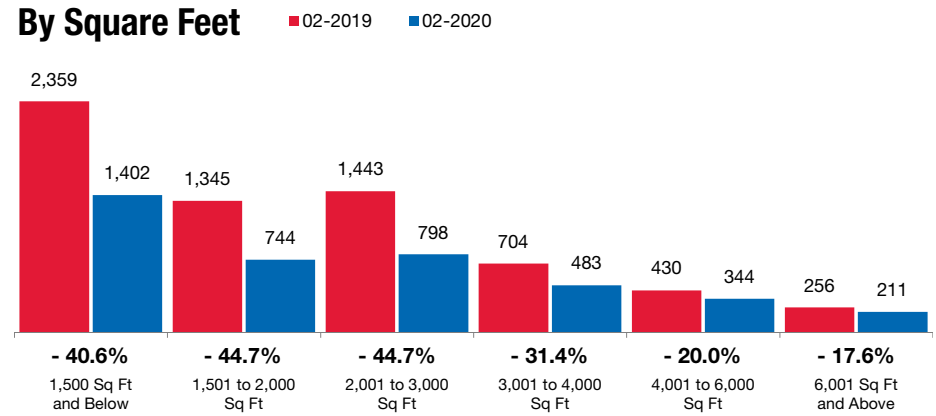
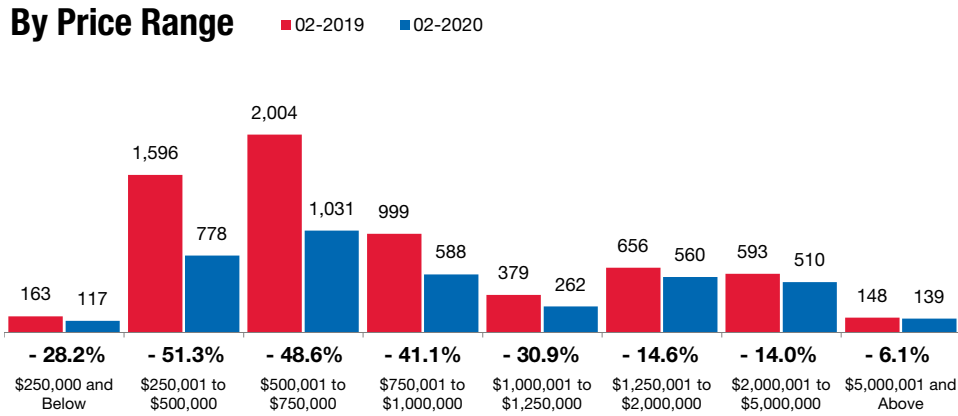
By Square Feet	02-2019	02-2020	Change
1,500 Sq Ft and Below	25	27	+ 8.0%
1,501 to 2,000 Sq Ft	28	29	+ 3.6%
2,001 to 3,000 Sq Ft	34	35	+ 2.9%
3,001 to 4,000 Sq Ft	44	46	+ 4.5%
4,001 to 6,000 Sq Ft	60	62	+ 3.3%
6,001 Sq Ft and Above	102	106	+ 3.9%
All Square Footage	30	32	+ 6.7%

02-2019	02-2020	Change	02-2019	02-2020	Change
23	24	+ 4.3%	25	29	+ 16.0%
27	27	0.0%	31	36	+ 16.1%
33	34	+ 3.0%	40	50	+ 25.0%
44	46	+ 4.5%	49	68	+ 38.8%
60	62	+ 3.3%	2	70	+ 3400.0%
102	106	+ 3.9%	--	48	--
32	32	0.0%	27	31	+ 14.8%



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	02-2019	02-2020	Change
\$250,000 and Below	163	117	- 28.2%
\$250,001 to \$500,000	1,596	778	- 51.3%
\$500,001 to \$750,000	2,004	1,031	- 48.6%
\$750,001 to \$1,000,000	999	588	- 41.1%
\$1,000,001 to \$1,250,000	379	262	- 30.9%
\$1,250,001 to \$2,000,000	656	560	- 14.6%
\$2,000,001 to \$5,000,000	593	510	- 14.0%
\$5,000,001 and Above	148	139	- 6.1%
All Price Ranges	6,538	3,985	- 39.0%

Single-Family Homes

02-2019	02-2020	Change	02-2019	02-2020	Change
42	50	+ 19.0%	121	67	- 44.6%
610	244	- 60.0%	986	534	- 45.8%
1,526	726	- 52.4%	478	305	- 36.2%
753	417	- 44.6%	246	171	- 30.5%
306	169	- 44.8%	73	93	+ 27.4%
524	403	- 23.1%	132	157	+ 18.9%
521	432	- 17.1%	72	78	+ 8.3%
135	131	- 3.0%	13	8	- 38.5%
4,417	2,572	- 41.8%	2,121	1,413	- 33.4%

Condos - Townhomes

By Square Feet	02-2019	02-2020	Change
1,500 Sq Ft and Below	2,359	1,402	- 40.6%
1,501 to 2,000 Sq Ft	1,345	744	- 44.7%
2,001 to 3,000 Sq Ft	1,443	798	- 44.7%
3,001 to 4,000 Sq Ft	704	483	- 31.4%
4,001 to 6,000 Sq Ft	430	344	- 20.0%
6,001 Sq Ft and Above	256	211	- 17.6%
All Square Footage	6,538	3,985	- 39.0%

02-2019	02-2020	Change	02-2019	02-2020	Change
879	478	- 45.6%	1,480	924	- 37.6%
885	429	- 51.5%	460	315	- 31.5%
1,287	655	- 49.1%	156	143	- 8.3%
685	456	- 33.4%	19	27	+ 42.1%
425	340	- 20.0%	5	4	- 20.0%
255	211	- 17.3%	1	0	- 100.0%
4,417	2,572	- 41.8%	2,121	1,413	- 33.4%

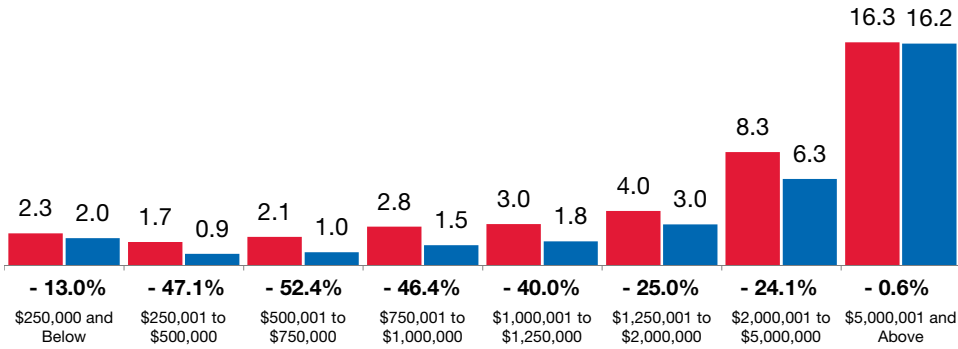


Months Supply of Inventory

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.

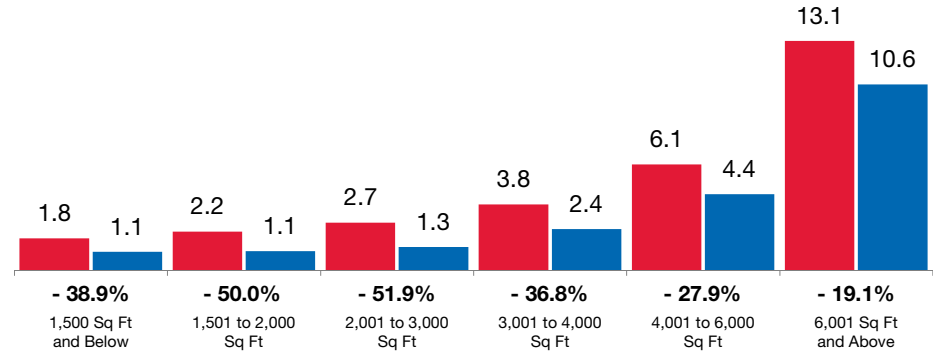
By Price Range

■ 02-2019 ■ 02-2020



By Square Feet

■ 02-2019 ■ 02-2020



All Properties

By Price Range	02-2019	02-2020	Change
\$250,000 and Below	2.3	2.0	-13.0%
\$250,001 to \$500,000	1.7	0.9	-47.1%
\$500,001 to \$750,000	2.1	1.0	-52.4%
\$750,001 to \$1,000,000	2.8	1.5	-46.4%
\$1,000,001 to \$1,250,000	3.0	1.8	-40.0%
\$1,250,001 to \$2,000,000	4.0	3.0	-25.0%
\$2,000,001 to \$5,000,000	8.3	6.3	-24.1%
\$5,000,001 and Above	16.3	16.2	-0.6%
All Price Ranges	2.4	1.4	-41.7%

Single-Family Homes

02-2019	02-2020	Change	02-2019	02-2020	Change
4.8	7.2	+50.0%	2.0	1.3	-35.0%
1.6	0.7	-56.3%	1.8	0.9	-50.0%
2.0	0.9	-55.0%	2.4	1.3	-45.8%
2.5	1.2	-52.0%	4.5	2.7	-40.0%
2.8	1.3	-53.6%	4.5	4.7	+4.4%
3.6	2.5	-30.6%	6.4	6.8	+6.3%
8.1	6.0	-25.9%	9.3	8.7	-6.5%
15.7	15.7	0.0%	8.7	8.0	-8.0%
2.5	1.4	-44.0%	2.3	1.4	-39.1%

Condos - Townhomes

By Square Feet	02-2019	02-2020	Change
1,500 Sq Ft and Below	1.8	1.1	-38.9%
1,501 to 2,000 Sq Ft	2.2	1.1	-50.0%
2,001 to 3,000 Sq Ft	2.7	1.3	-51.9%
3,001 to 4,000 Sq Ft	3.8	2.4	-36.8%
4,001 to 6,000 Sq Ft	6.1	4.4	-27.9%
6,001 Sq Ft and Above	13.1	10.6	-19.1%
All Square Footage	2.4	1.4	-41.7%

02-2019	02-2020	Change	02-2019	02-2020	Change
1.6	0.9	-43.8%	2.0	1.2	-40.0%
1.9	0.9	-52.6%	3.2	1.8	-43.8%
2.6	1.2	-53.8%	5.0	3.9	-22.0%
3.7	2.3	-37.8%	9.5	10.6	+11.6%
6.0	4.3	-28.3%	--	3.4	--
13.1	10.7	-18.3%	--	--	--
2.5	1.4	-44.0%	2.3	1.4	-39.1%

