

# Housing Supply Overview

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

## June 2020

Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers. While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season. For the 12-month period spanning July 2019 through June 2020, Pending Sales in the San Diego were up 0.3 percent overall. The price range with the largest gain in sales was the \$1,250,001 to \$2,000,000 range, where they increased 14.8 percent.

The overall Median Sales Price was up 3.5 percent to \$595,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 3.6 percent to \$437,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 26 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 107 days.

Market-wide, inventory levels were down 44.6 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 31.5 percent. That amounts to 1.4 months supply for Single-Family homes and 1.7 months supply for Condos.

## Quick Facts

**+ 14.8%**

**+ 8.0%**

**+ 1.9%**

Price Range With  
Strongest Pending Sales:  
**\$1,250,001 to \$2,000,000**

Home Size With Strongest  
Pending Sales:  
**4,001 to 6,000 Sq Ft**

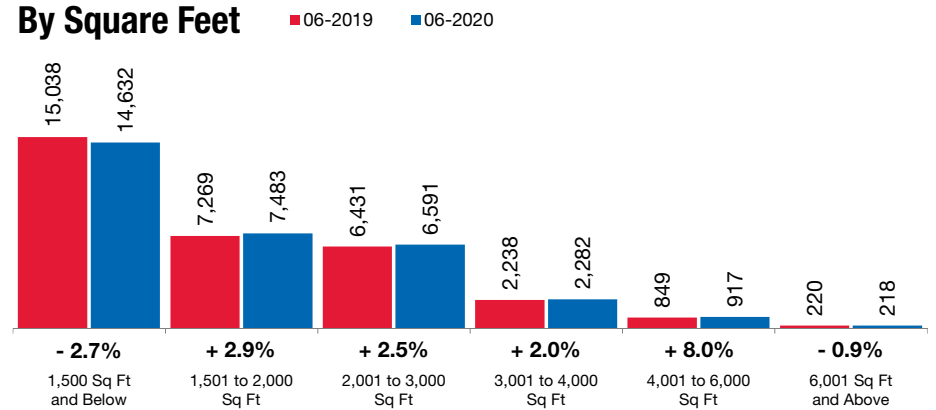
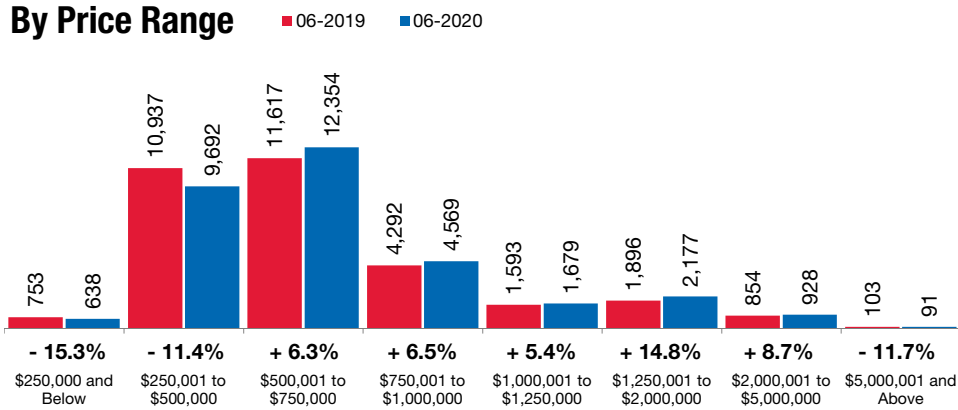
Property Type With  
Strongest Pending Sales:  
**Condos - Townhomes**

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	<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.



## All Properties

By Price Range	06-2019	06-2020	Change
\$250,000 and Below	753	638	-15.3%
\$250,001 to \$500,000	10,937	9,692	-11.4%
\$500,001 to \$750,000	11,617	12,354	+6.3%
\$750,001 to \$1,000,000	4,292	4,569	+6.5%
\$1,000,001 to \$1,250,000	1,593	1,679	+5.4%
\$1,250,001 to \$2,000,000	1,896	2,177	+14.8%
\$2,000,001 to \$5,000,000	854	928	+8.7%
\$5,000,001 and Above	103	91	-11.7%
<b>All Price Ranges</b>	<b>32,045</b>	<b>32,128</b>	<b>+0.3%</b>

## Single-Family Homes

06-2019	06-2020	Change	06-2019	06-2020	Change
97	82	-15.5%	656	556	-15.2%
4,434	3,265	-26.4%	6,503	6,427	-1.2%
9,236	9,729	+5.3%	2,381	2,625	+10.2%
3,641	3,854	+5.9%	651	715	+9.8%
1,400	1,447	+3.4%	193	232	+20.2%
1,671	1,917	+14.7%	225	260	+15.6%
762	836	+9.7%	92	92	0.0%
98	90	-8.2%	5	1	-80.0%
<b>21,339</b>	<b>21,220</b>	<b>-0.6%</b>	<b>10,706</b>	<b>10,908</b>	<b>+1.9%</b>

## Condos - Townhomes

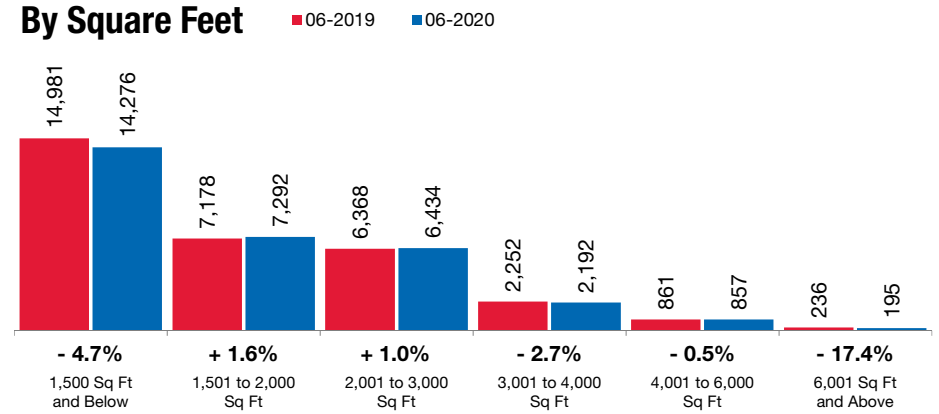
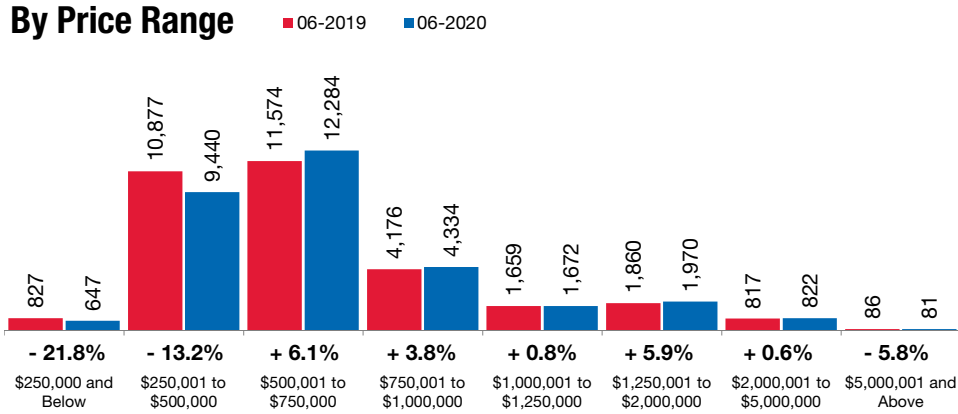
By Square Feet	06-2019	06-2020	Change
1,500 Sq Ft and Below	15,038	14,632	-2.7%
1,501 to 2,000 Sq Ft	7,269	7,483	+2.9%
2,001 to 3,000 Sq Ft	6,431	6,591	+2.5%
3,001 to 4,000 Sq Ft	2,238	2,282	+2.0%
4,001 to 6,000 Sq Ft	849	917	+8.0%
6,001 Sq Ft and Above	220	218	-0.9%
<b>All Square Footage</b>	<b>32,045</b>	<b>32,128</b>	<b>+0.3%</b>

06-2019	06-2020	Change	06-2019	06-2020	Change
6,465	6,117	-5.4%	8,573	8,515	-0.7%
5,540	5,504	-0.6%	1,729	1,979	+14.5%
6,050	6,205	+2.6%	381	386	+1.3%
2,220	2,259	+1.8%	18	23	+27.8%
845	913	+8.0%	4	4	0.0%
219	218	-0.5%	1	0	-100.0%
<b>21,339</b>	<b>21,220</b>	<b>-0.6%</b>	<b>10,706</b>	<b>10,908</b>	<b>+1.9%</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	06-2019	06-2020	Change
\$250,000 and Below	827	647	- 21.8%
\$250,001 to \$500,000	10,877	9,440	- 13.2%
\$500,001 to \$750,000	11,574	12,284	+ 6.1%
\$750,001 to \$1,000,000	4,176	4,334	+ 3.8%
\$1,000,001 to \$1,250,000	1,659	1,672	+ 0.8%
\$1,250,001 to \$2,000,000	1,860	1,970	+ 5.9%
\$2,000,001 to \$5,000,000	817	822	+ 0.6%
\$5,000,001 and Above	86	81	- 5.8%
<b>All Price Ranges</b>	<b>31,876</b>	<b>31,250</b>	<b>- 2.0%</b>

## Single-Family Homes

06-2019	06-2020	Change	06-2019	06-2020	Change
118	82	- 30.5%	709	565	- 20.3%
4,463	3,178	- 28.8%	6,414	6,262	- 2.4%
9,196	9,737	+ 5.9%	2,378	2,547	+ 7.1%
3,539	3,663	+ 3.5%	637	671	+ 5.3%
1,459	1,444	- 1.0%	200	228	+ 14.0%
1,636	1,745	+ 6.7%	224	225	+ 0.4%
733	737	+ 0.5%	84	85	+ 1.2%
81	80	- 1.2%	5	1	- 80.0%
<b>21,225</b>	<b>20,666</b>	<b>- 2.6%</b>	<b>10,651</b>	<b>10,584</b>	<b>- 0.6%</b>

## Condos - Townhomes

By Square Feet	06-2019	06-2020	Change
1,500 Sq Ft and Below	14,981	14,276	- 4.7%
1,501 to 2,000 Sq Ft	7,178	7,292	+ 1.6%
2,001 to 3,000 Sq Ft	6,368	6,434	+ 1.0%
3,001 to 4,000 Sq Ft	2,252	2,192	- 2.7%
4,001 to 6,000 Sq Ft	861	857	- 0.5%
6,001 Sq Ft and Above	236	195	- 17.4%
<b>All Square Footage</b>	<b>31,876</b>	<b>31,250</b>	<b>- 2.0%</b>

06-2019	06-2020	Change	06-2019	06-2020	Change
6,456	6,013	- 6.9%	8,525	8,263	- 3.1%
5,444	5,386	- 1.1%	1,734	1,906	+ 9.9%
5,997	6,047	+ 0.8%	371	387	+ 4.3%
2,236	2,169	- 3.0%	16	23	+ 43.8%
857	853	- 0.5%	4	4	0.0%
235	195	- 17.0%	1	0	- 100.0%
<b>21,225</b>	<b>20,666</b>	<b>- 2.6%</b>	<b>10,651</b>	<b>10,584</b>	<b>- 0.6%</b>

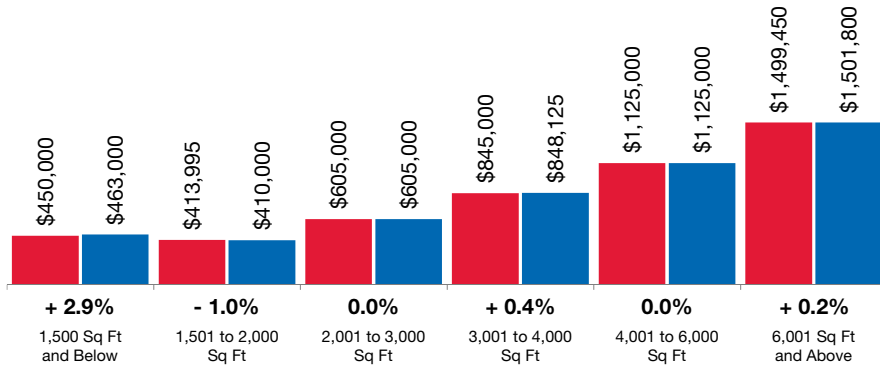


# Median Sales Price

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.

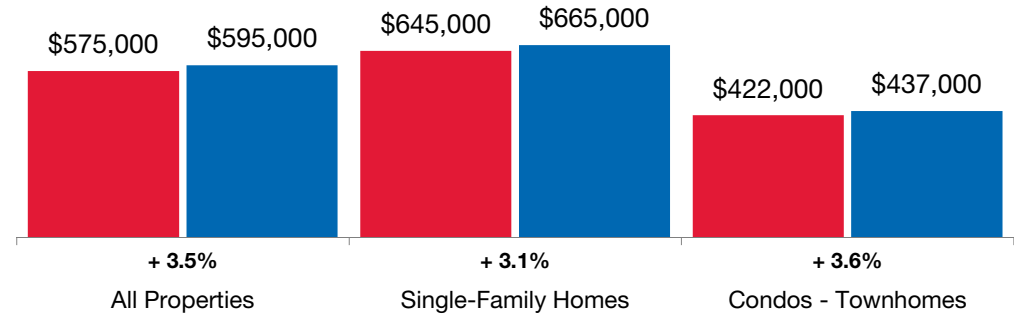
## By Square Feet

06-2019 06-2020



## By Property Type

06-2019 06-2020



### All Properties

By Square Feet	06-2019	06-2020	Change
1,500 Sq Ft and Below	\$450,000	\$463,000	+ 2.9%
1,501 to 2,000 Sq Ft	\$413,995	\$410,000	- 1.0%
2,001 to 3,000 Sq Ft	\$605,000	\$605,000	0.0%
3,001 to 4,000 Sq Ft	\$845,000	\$848,125	+ 0.4%
4,001 to 6,000 Sq Ft	\$1,125,000	\$1,125,000	0.0%
6,001 Sq Ft and Above	\$1,499,450	\$1,501,800	+ 0.2%
<b>All Square Footage</b>	<b>\$575,000</b>	<b>\$595,000</b>	<b>+ 3.5%</b>

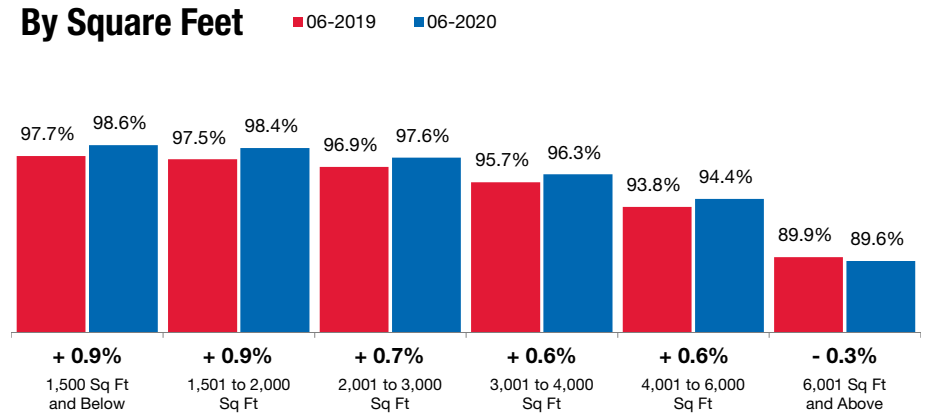
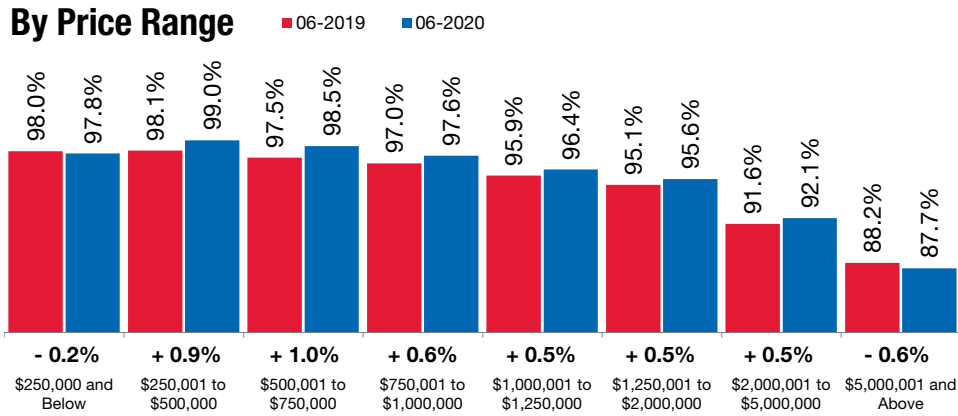
### Single-Family Homes

06-2019	06-2020	Change	06-2019	06-2020	Change
\$499,000	\$522,750	+ 4.8%	\$385,000	\$400,000	+ 3.9%
\$452,000	\$455,000	+ 0.7%	\$372,500	\$385,000	+ 3.4%
\$610,000	\$610,000	0.0%	\$592,000	\$589,000	- 0.5%
\$849,000	\$849,000	0.0%	\$837,500	\$843,836	+ 0.8%
\$1,125,000	\$1,125,000	0.0%	\$1,125,000	\$1,112,500	- 1.1%
\$1,500,000	\$1,500,000	0.0%	\$1,454,250	\$1,540,000	+ 5.9%
<b>\$645,000</b>	<b>\$665,000</b>	<b>+ 3.1%</b>	<b>\$422,000</b>	<b>\$437,000</b>	<b>+ 3.6%</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	06-2019	06-2020	Change
\$250,000 and Below	98.0%	97.8%	- 0.2%
\$250,001 to \$500,000	98.1%	99.0%	+ 0.9%
\$500,001 to \$750,000	97.5%	98.5%	+ 1.0%
\$750,001 to \$1,000,000	97.0%	97.6%	+ 0.6%
\$1,000,001 to \$1,250,000	95.9%	96.4%	+ 0.5%
\$1,250,001 to \$2,000,000	95.1%	95.6%	+ 0.5%
\$2,000,001 to \$5,000,000	91.6%	92.1%	+ 0.5%
\$5,000,001 and Above	88.2%	87.7%	- 0.6%
<b>All Price Ranges</b>	<b>97.2%</b>	<b>98.0%</b>	<b>+ 0.8%</b>

## Single-Family Homes

06-2019	06-2020	Change	06-2019	06-2020	Change
95.5%	92.9%	- 2.7%	98.4%	98.5%	+ 0.1%
98.3%	99.4%	+ 1.1%	98.0%	98.7%	+ 0.7%
97.5%	98.6%	+ 1.1%	97.5%	98.0%	+ 0.5%
97.0%	97.7%	+ 0.7%	96.8%	97.1%	+ 0.3%
96.2%	96.6%	+ 0.4%	93.7%	95.1%	+ 1.5%
95.2%	95.7%	+ 0.5%	94.3%	94.4%	+ 0.1%
91.3%	92.0%	+ 0.8%	93.8%	92.9%	- 1.0%
88.3%	87.6%	- 0.8%	86.3%	95.2%	+ 10.3%
<b>97.0%</b>	<b>97.9%</b>	<b>+ 0.9%</b>	<b>97.6%</b>	<b>98.2%</b>	<b>+ 0.6%</b>

## Condos - Townhomes

By Square Feet	06-2019	06-2020	Change
1,500 Sq Ft and Below	97.7%	98.6%	+ 0.9%
1,501 to 2,000 Sq Ft	97.5%	98.4%	+ 0.9%
2,001 to 3,000 Sq Ft	96.9%	97.6%	+ 0.7%
3,001 to 4,000 Sq Ft	95.7%	96.3%	+ 0.6%
4,001 to 6,000 Sq Ft	93.8%	94.4%	+ 0.6%
6,001 Sq Ft and Above	89.9%	89.6%	- 0.3%
<b>All Square Footage</b>	<b>97.2%</b>	<b>98.0%</b>	<b>+ 0.8%</b>

06-2019	06-2020	Change	06-2019	06-2020	Change
97.7%	98.9%	+ 1.2%	97.7%	98.3%	+ 0.6%
97.5%	98.5%	+ 1.0%	97.3%	98.0%	+ 0.7%
96.9%	97.7%	+ 0.8%	96.1%	96.6%	+ 0.5%
95.7%	96.3%	+ 0.6%	92.8%	93.5%	+ 0.8%
93.8%	94.4%	+ 0.6%	88.5%	94.7%	+ 7.0%
89.8%	89.6%	- 0.2%	103.4%	--	--
<b>97.0%</b>	<b>97.9%</b>	<b>+ 0.9%</b>	<b>97.6%</b>	<b>98.2%</b>	<b>+ 0.6%</b>

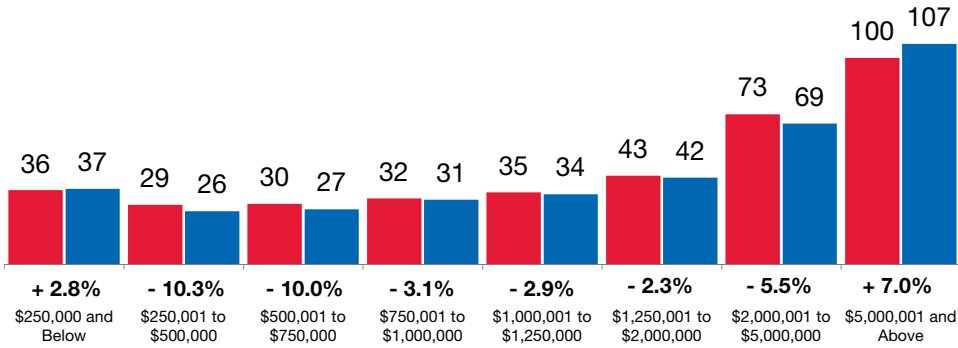


# Days on Market Until Sale

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.

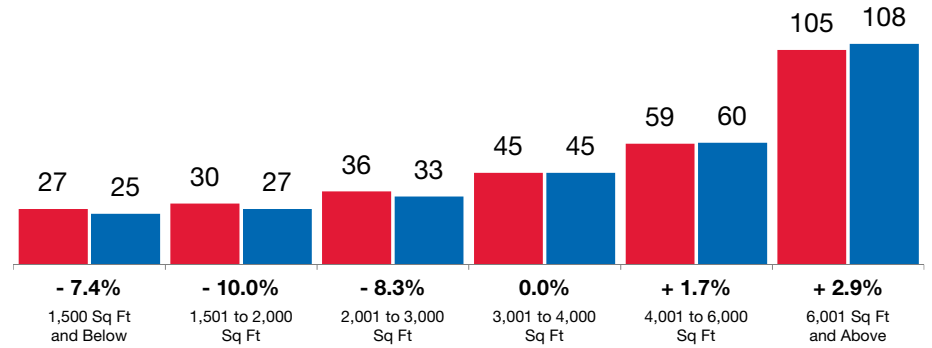
## By Price Range

■ 06-2019 ■ 06-2020



## By Square Feet

■ 06-2019 ■ 06-2020



## All Properties

By Price Range	06-2019	06-2020	Change
\$250,000 and Below	36	37	+ 2.8%
\$250,001 to \$500,000	29	26	- 10.3%
\$500,001 to \$750,000	30	27	- 10.0%
\$750,001 to \$1,000,000	32	31	- 3.1%
\$1,000,001 to \$1,250,000	35	34	- 2.9%
\$1,250,001 to \$2,000,000	43	42	- 2.3%
\$2,000,001 to \$5,000,000	73	69	- 5.5%
\$5,000,001 and Above	100	107	+ 7.0%
<b>All Price Ranges</b>	<b>32</b>	<b>30</b>	<b>- 6.3%</b>

## Single-Family Homes

06-2019	06-2020	Change
48	85	+ 77.1%
31	28	- 9.7%
30	26	- 13.3%
31	30	- 3.2%
33	32	- 3.0%
42	41	- 2.4%
75	69	- 8.0%
103	108	+ 4.9%
<b>33</b>	<b>31</b>	<b>- 6.1%</b>

## Condos - Townhomes

06-2019	06-2020	Change
34	30	- 11.8%
28	25	- 10.7%
28	30	+ 7.1%
38	41	+ 7.9%
49	47	- 4.1%
49	55	+ 12.2%
60	63	+ 5.0%
64	62	- 3.1%
<b>30</b>	<b>29</b>	<b>- 3.3%</b>

## By Square Feet

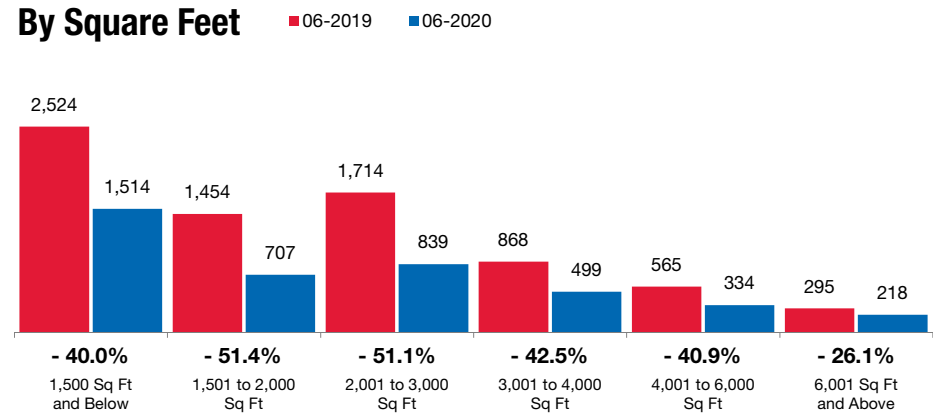
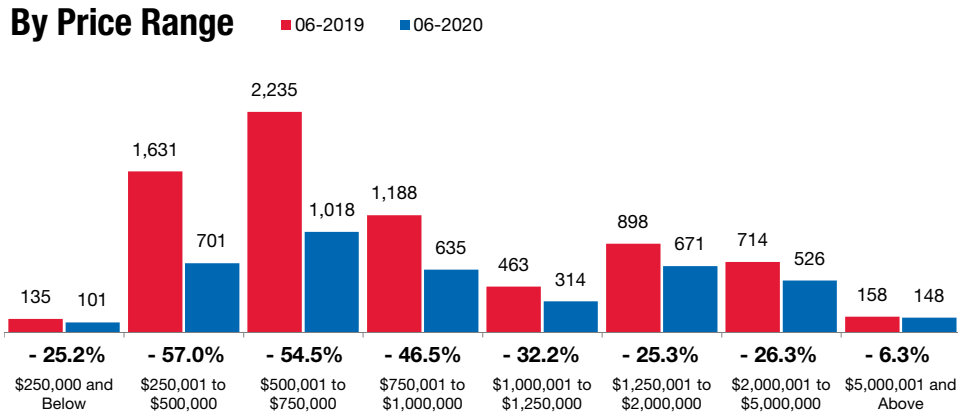
06-2019	06-2020	Change
27	25	- 7.4%
30	27	- 10.0%
36	33	- 8.3%
45	45	0.0%
59	60	+ 1.7%
105	108	+ 2.9%
<b>32</b>	<b>30</b>	<b>- 6.3%</b>

06-2019	06-2020	Change
26	22	- 15.4%
28	25	- 10.7%
35	32	- 8.6%
45	45	0.0%
59	60	+ 1.7%
105	108	+ 2.9%
<b>33</b>	<b>31</b>	<b>- 6.1%</b>

06-2019	06-2020	Change
28	27	- 3.6%
34	34	0.0%
43	48	+ 11.6%
62	70	+ 12.9%
84	26	- 69.0%
48	--	--
<b>30</b>	<b>29</b>	<b>- 3.3%</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	06-2019	06-2020	Change
\$250,000 and Below	135	101	- 25.2%
\$250,001 to \$500,000	1,631	701	- 57.0%
\$500,001 to \$750,000	2,235	1,018	- 54.5%
\$750,001 to \$1,000,000	1,188	635	- 46.5%
\$1,000,001 to \$1,250,000	463	314	- 32.2%
\$1,250,001 to \$2,000,000	898	671	- 25.3%
\$2,000,001 to \$5,000,000	714	526	- 26.3%
\$5,000,001 and Above	158	148	- 6.3%
<b>All Price Ranges</b>	<b>7,422</b>	<b>4,114</b>	<b>- 44.6%</b>

## Single-Family Homes

06-2019	06-2020	Change	06-2019	06-2020	Change
39	21	- 46.2%	96	80	- 16.7%
592	168	- 71.6%	1,039	533	- 48.7%
1,663	605	- 63.6%	572	413	- 27.8%
938	448	- 52.2%	250	187	- 25.2%
368	219	- 40.5%	95	95	0.0%
732	495	- 32.4%	166	176	+ 6.0%
629	437	- 30.5%	85	89	+ 4.7%
149	138	- 7.4%	9	10	+ 11.1%
<b>5,110</b>	<b>2,531</b>	<b>- 50.5%</b>	<b>2,312</b>	<b>1,583</b>	<b>- 31.5%</b>

## Condos - Townhomes

By Square Feet	06-2019	06-2020	Change
1,500 Sq Ft and Below	2,524	1,514	- 40.0%
1,501 to 2,000 Sq Ft	1,454	707	- 51.4%
2,001 to 3,000 Sq Ft	1,714	839	- 51.1%
3,001 to 4,000 Sq Ft	868	499	- 42.5%
4,001 to 6,000 Sq Ft	565	334	- 40.9%
6,001 Sq Ft and Above	295	218	- 26.1%
<b>All Square Footage</b>	<b>7,422</b>	<b>4,114</b>	<b>- 44.6%</b>

06-2019	06-2020	Change	06-2019	06-2020	Change
914	422	- 53.8%	1,610	1,092	- 32.2%
955	402	- 57.9%	499	305	- 38.9%
1,536	683	- 55.5%	178	156	- 12.4%
845	479	- 43.3%	23	20	- 13.0%
563	325	- 42.3%	2	9	+ 350.0%
295	217	- 26.4%	0	1	--
<b>5,110</b>	<b>2,531</b>	<b>- 50.5%</b>	<b>2,312</b>	<b>1,583</b>	<b>- 31.5%</b>

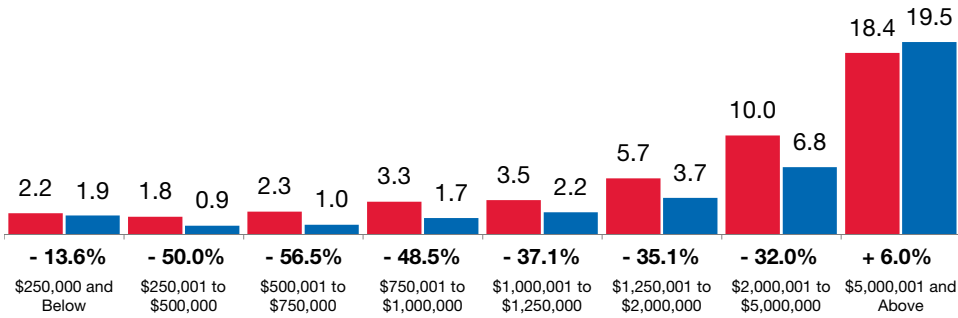


# Months Supply of Inventory

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.

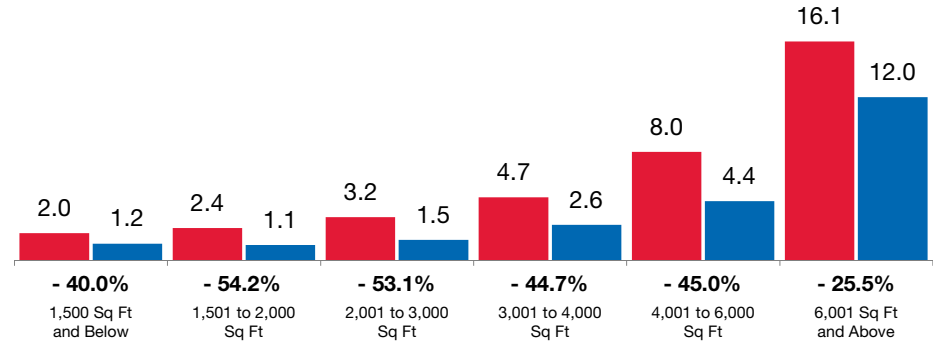
## By Price Range

■ 06-2019 ■ 06-2020



## By Square Feet

■ 06-2019 ■ 06-2020



### All Properties

By Price Range	06-2019	06-2020	Change
\$250,000 and Below	2.2	1.9	-13.6%
\$250,001 to \$500,000	1.8	0.9	-50.0%
\$500,001 to \$750,000	2.3	1.0	-56.5%
\$750,001 to \$1,000,000	3.3	1.7	-48.5%
\$1,000,001 to \$1,250,000	3.5	2.2	-37.1%
\$1,250,001 to \$2,000,000	5.7	3.7	-35.1%
\$2,000,001 to \$5,000,000	10.0	6.8	-32.0%
\$5,000,001 and Above	18.4	19.5	+6.0%
<b>All Price Ranges</b>	<b>2.8</b>	<b>1.5</b>	<b>-46.4%</b>

### Single-Family Homes

06-2019	06-2020	Change	06-2019	06-2020	Change
4.8	3.1	-35.4%	1.8	1.7	-5.6%
1.6	0.6	-62.5%	1.9	1.0	-47.4%
2.2	0.7	-68.2%	2.9	1.9	-34.5%
3.1	1.4	-54.8%	4.6	3.1	-32.6%
3.2	1.8	-43.8%	5.9	4.9	-16.9%
5.3	3.1	-41.5%	8.9	8.1	-9.0%
9.9	6.3	-36.4%	11.1	10.6	-4.5%
18.2	18.4	+1.1%	9.0	10.0	+11.1%
<b>2.9</b>	<b>1.4</b>	<b>-51.7%</b>	<b>2.6</b>	<b>1.7</b>	<b>-34.6%</b>

### Condos - Townhomes

By Square Feet	06-2019	06-2020	Change
1,500 Sq Ft and Below	2.0	1.2	-40.0%
1,501 to 2,000 Sq Ft	2.4	1.1	-54.2%
2,001 to 3,000 Sq Ft	3.2	1.5	-53.1%
3,001 to 4,000 Sq Ft	4.7	2.6	-44.7%
4,001 to 6,000 Sq Ft	8.0	4.4	-45.0%
6,001 Sq Ft and Above	16.1	12.0	-25.5%
<b>All Square Footage</b>	<b>2.8</b>	<b>1.5</b>	<b>-46.4%</b>

06-2019	06-2020	Change	06-2019	06-2020	Change
1.7	0.8	-52.9%	2.3	1.5	-34.8%
2.1	0.9	-57.1%	3.5	1.8	-48.6%
3.0	1.3	-56.7%	5.6	4.8	-14.3%
4.6	2.5	-45.7%	11.5	7.8	-32.2%
8.0	4.3	-46.3%	1.5	9.0	+500.0%
16.2	11.9	-26.5%	--	--	--
<b>2.9</b>	<b>1.4</b>	<b>-51.7%</b>	<b>2.6</b>	<b>1.7</b>	<b>-34.6%</b>

