

Housing Supply Overview

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

September 2020

Strong buyer activity has continued into the fall and the constrained supply of homes for sale, speedy sales, and multiple offers across many segments of the market will remain common so long as buyer demand remains at elevated levels. For the 12-month period spanning October 2019 through September 2020, Pending Sales in the San Diego were up 1.6 percent overall. The price range with the largest gain in sales was the \$2,000,001 to \$5,000,000 range, where they increased 28.9 percent.

The overall Median Sales Price was up 7.1 percent to \$616,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 7.5 percent to \$693,400. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 24 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 44.8 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 28.3 percent. That amounts to 1.2 months supply for Single-Family homes and 1.7 months supply for Condos.

Quick Facts

+ 28.9%

+ 23.9%

+ 5.3%

Price Range With
Strongest Pending Sales:
\$2,000,001 to \$5,000,000

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

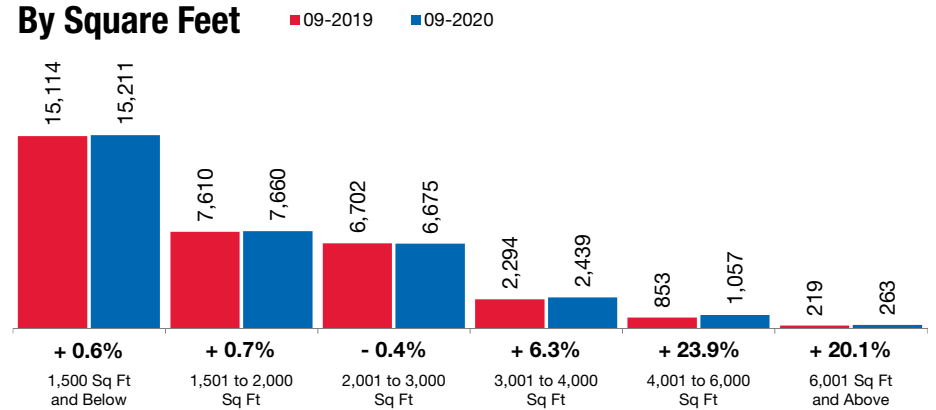
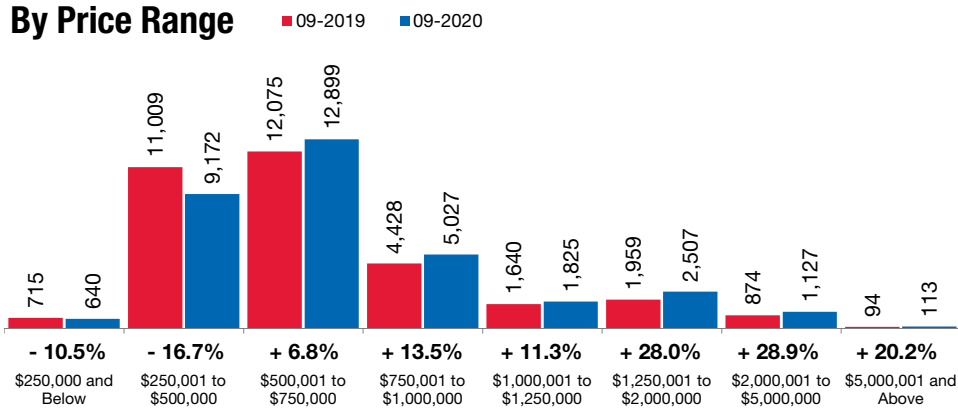
Property Type With
Strongest Pending Sales:
Condos - Townhomes

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

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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	09-2019	09-2020	Change
\$250,000 and Below	715	640	-10.5%
\$250,001 to \$500,000	11,009	9,172	-16.7%
\$500,001 to \$750,000	12,075	12,899	+6.8%
\$750,001 to \$1,000,000	4,428	5,027	+13.5%
\$1,000,001 to \$1,250,000	1,640	1,825	+11.3%
\$1,250,001 to \$2,000,000	1,959	2,507	+28.0%
\$2,000,001 to \$5,000,000	874	1,127	+28.9%
\$5,000,001 and Above	94	113	+20.2%
All Price Ranges	32,794	33,310	+1.6%

Single-Family Homes

09-2019	09-2020	Change	09-2019	09-2020	Change
78	92	+17.9%	637	548	-14.0%
4,376	2,711	-38.0%	6,633	6,461	-2.6%
9,659	9,940	+2.9%	2,416	2,959	+22.5%
3,757	4,218	+12.3%	671	809	+20.6%
1,437	1,575	+9.6%	203	250	+23.2%
1,730	2,199	+27.1%	229	308	+34.5%
788	1,004	+27.4%	86	123	+43.0%
90	110	+22.2%	4	3	-25.0%
21,915	21,849	-0.3%	10,879	11,461	+5.3%

Condos - Townhomes

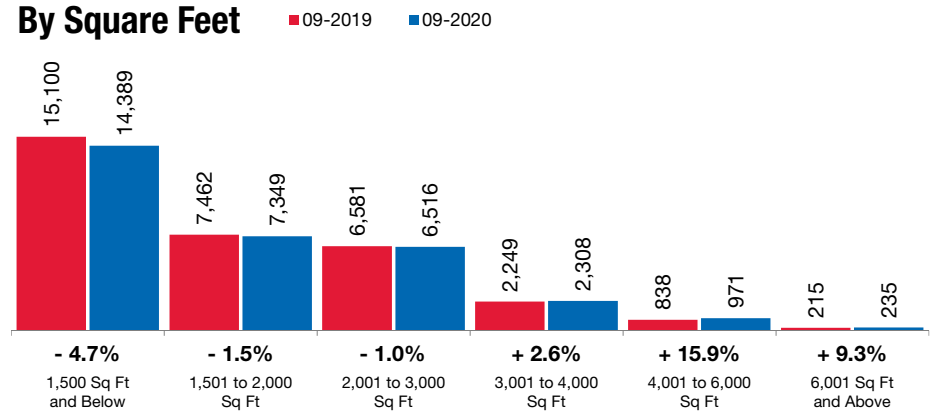
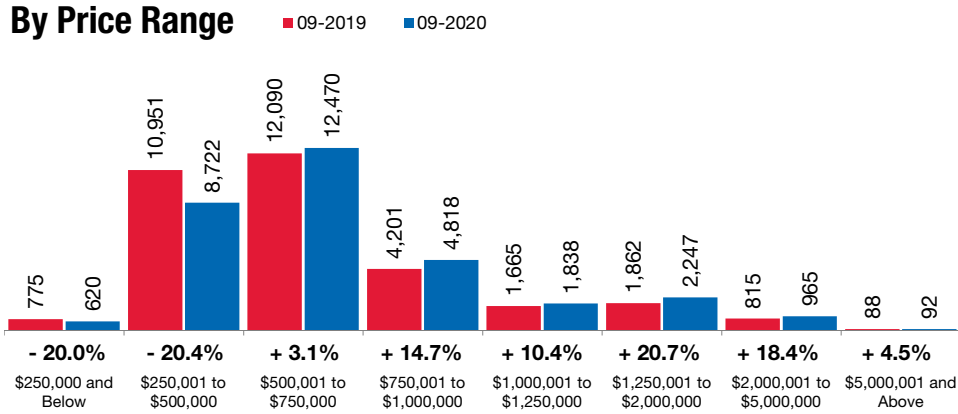
By Square Feet	09-2019	09-2020	Change
1,500 Sq Ft and Below	15,114	15,211	+0.6%
1,501 to 2,000 Sq Ft	7,610	7,660	+0.7%
2,001 to 3,000 Sq Ft	6,702	6,675	-0.4%
3,001 to 4,000 Sq Ft	2,294	2,439	+6.3%
4,001 to 6,000 Sq Ft	853	1,057	+23.9%
6,001 Sq Ft and Above	219	263	+20.1%
All Square Footage	32,794	33,310	+1.6%

09-2019	09-2020	Change	09-2019	09-2020	Change
6,494	6,283	-3.2%	8,620	8,928	+3.6%
5,753	5,580	-3.0%	1,857	2,080	+12.0%
6,319	6,252	-1.1%	383	423	+10.4%
2,282	2,414	+5.8%	12	25	+108.3%
848	1,052	+24.1%	5	5	0.0%
218	263	+20.6%	1	0	-100.0%
21,915	21,849	-0.3%	10,879	11,461	+5.3%



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	09-2019	09-2020	Change
\$250,000 and Below	775	620	-20.0%
\$250,001 to \$500,000	10,951	8,722	-20.4%
\$500,001 to \$750,000	12,090	12,470	+3.1%
\$750,001 to \$1,000,000	4,201	4,818	+14.7%
\$1,000,001 to \$1,250,000	1,665	1,838	+10.4%
\$1,250,001 to \$2,000,000	1,862	2,247	+20.7%
\$2,000,001 to \$5,000,000	815	965	+18.4%
\$5,000,001 and Above	88	92	+4.5%
All Price Ranges	32,447	31,772	-2.1%

Single-Family Homes

09-2019	09-2020	Change	09-2019	09-2020	Change
93	88	-5.4%	682	532	-22.0%
4,351	2,587	-40.5%	6,600	6,135	-7.0%
9,686	9,679	-0.1%	2,404	2,791	+16.1%
3,547	4,054	+14.3%	654	764	+16.8%
1,464	1,600	+9.3%	201	238	+18.4%
1,645	1,985	+20.7%	217	262	+20.7%
742	863	+16.3%	73	102	+39.7%
84	90	+7.1%	4	2	-50.0%
21,612	20,946	-3.1%	10,835	10,826	-0.1%

Condos - Townhomes

By Square Feet	09-2019	09-2020	Change
1,500 Sq Ft and Below	15,100	14,389	-4.7%
1,501 to 2,000 Sq Ft	7,462	7,349	-1.5%
2,001 to 3,000 Sq Ft	6,581	6,516	-1.0%
3,001 to 4,000 Sq Ft	2,249	2,308	+2.6%
4,001 to 6,000 Sq Ft	838	971	+15.9%
6,001 Sq Ft and Above	215	235	+9.3%
All Square Footage	32,447	31,772	-2.1%

09-2019	09-2020	Change	09-2019	09-2020	Change
6,471	5,959	-7.9%	8,629	8,430	-2.3%
5,662	5,379	-5.0%	1,800	1,970	+9.4%
6,196	6,115	-1.3%	385	401	+4.2%
2,234	2,286	+2.3%	15	22	+46.7%
834	968	+16.1%	4	3	-25.0%
214	235	+9.8%	1	0	-100.0%
21,612	20,946	-3.1%	10,835	10,826	-0.1%

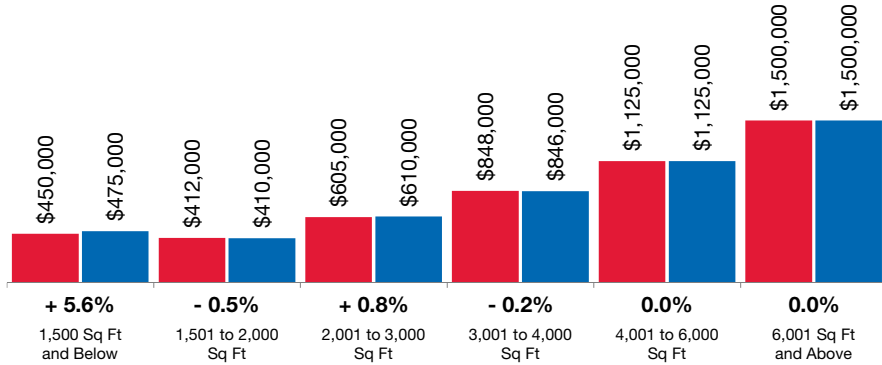


Median Sales Price

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.**

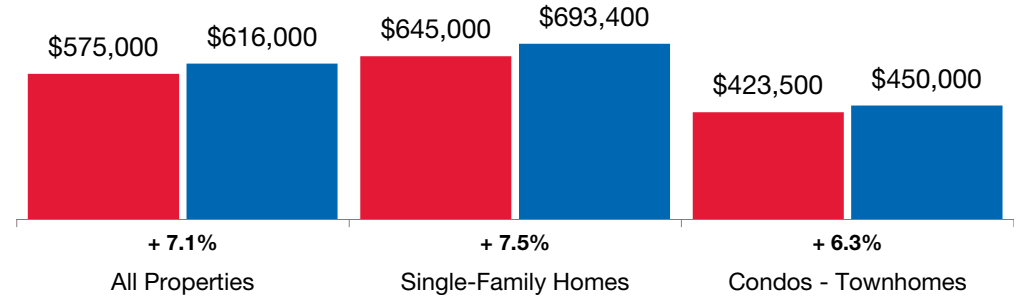
By Square Feet

■ 09-2019 ■ 09-2020



By Property Type

■ 09-2019 ■ 09-2020



All Properties

By Square Feet	09-2019	09-2020	Change
1,500 Sq Ft and Below	\$450,000	\$475,000	+ 5.6%
1,501 to 2,000 Sq Ft	\$412,000	\$410,000	- 0.5%
2,001 to 3,000 Sq Ft	\$605,000	\$610,000	+ 0.8%
3,001 to 4,000 Sq Ft	\$848,000	\$846,000	- 0.2%
4,001 to 6,000 Sq Ft	\$1,125,000	\$1,125,000	0.0%
6,001 Sq Ft and Above	\$1,500,000	\$1,500,000	0.0%
All Square Footage	\$575,000	\$616,000	+ 7.1%

Single-Family Homes

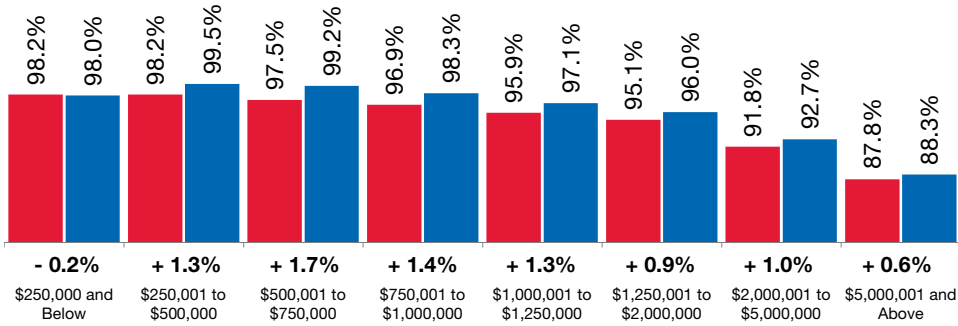
09-2019	09-2020	Change	09-2019	09-2020	Change
\$501,600	\$538,000	+ 7.3%	\$388,500	\$410,000	+ 5.5%
\$452,500	\$457,000	+ 1.0%	\$375,000	\$385,000	+ 2.7%
\$609,000	\$615,000	+ 1.0%	\$590,000	\$590,000	0.0%
\$849,000	\$846,950	- 0.2%	\$845,000	\$845,000	0.0%
\$1,125,000	\$1,125,000	0.0%	\$1,125,000	\$1,118,500	- 0.6%
\$1,500,000	\$1,500,000	0.0%	\$1,500,000	\$1,542,500	+ 2.8%
\$645,000	\$693,400	+ 7.5%	\$423,500	\$450,000	+ 6.3%

Condos - Townhomes

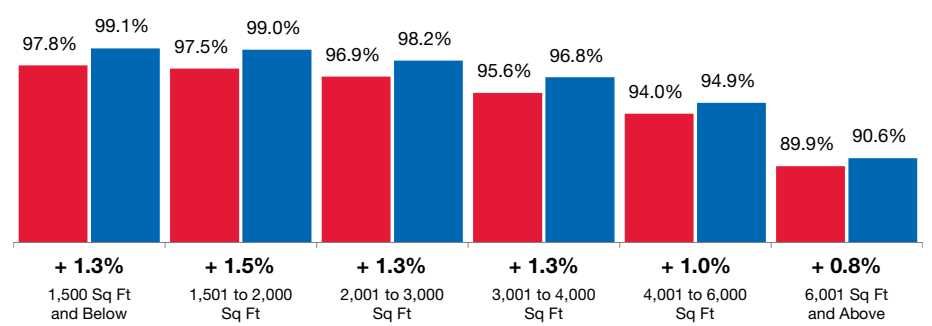
Percent of Original List Price Received

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.**

By Price Range ■ 09-2019 ■ 09-2020



By Square Feet ■ 09-2019 ■ 09-2020



All Properties

By Price Range	09-2019	09-2020	Change
\$250,000 and Below	98.2%	98.0%	- 0.2%
\$250,001 to \$500,000	98.2%	99.5%	+ 1.3%
\$500,001 to \$750,000	97.5%	99.2%	+ 1.7%
\$750,001 to \$1,000,000	96.9%	98.3%	+ 1.4%
\$1,000,001 to \$1,250,000	95.9%	97.1%	+ 1.3%
\$1,250,001 to \$2,000,000	95.1%	96.0%	+ 0.9%
\$2,000,001 to \$5,000,000	91.8%	92.7%	+ 1.0%
\$5,000,001 and Above	87.8%	88.3%	+ 0.6%
All Price Ranges	97.2%	98.5%	+ 1.3%

Single-Family Homes

09-2019	09-2020	Change	09-2019	09-2020	Change
95.6%	94.7%	- 0.9%	98.5%	98.6%	+ 0.1%
98.4%	100.1%	+ 1.7%	98.0%	99.2%	+ 1.2%
97.6%	99.4%	+ 1.8%	97.3%	98.5%	+ 1.2%
96.9%	98.5%	+ 1.7%	96.9%	97.4%	+ 0.5%
96.2%	97.4%	+ 1.2%	94.1%	95.2%	+ 1.2%
95.2%	96.2%	+ 1.1%	94.2%	94.6%	+ 0.4%
91.6%	92.5%	+ 1.0%	93.2%	93.6%	+ 0.4%
88.0%	88.2%	+ 0.2%	83.7%	100.0%	+ 19.5%
97.1%	98.5%	+ 1.4%	97.6%	98.6%	+ 1.0%

Condos - Townhomes

By Square Feet	09-2019	09-2020	Change
1,500 Sq Ft and Below	97.8%	99.1%	+ 1.3%
1,501 to 2,000 Sq Ft	97.5%	99.0%	+ 1.5%
2,001 to 3,000 Sq Ft	96.9%	98.2%	+ 1.3%
3,001 to 4,000 Sq Ft	95.6%	96.8%	+ 1.3%
4,001 to 6,000 Sq Ft	94.0%	94.9%	+ 1.0%
6,001 Sq Ft and Above	89.9%	90.6%	+ 0.8%
All Square Footage	97.2%	98.5%	+ 1.3%

09-2019	09-2020	Change	09-2019	09-2020	Change
97.8%	99.6%	+ 1.8%	97.8%	98.7%	+ 0.9%
97.6%	99.2%	+ 1.6%	97.3%	98.4%	+ 1.1%
96.9%	98.2%	+ 1.3%	96.2%	97.0%	+ 0.8%
95.7%	96.9%	+ 1.3%	93.6%	93.8%	+ 0.2%
94.1%	94.9%	+ 0.9%	87.9%	93.7%	+ 6.6%
89.9%	90.6%	+ 0.8%	103.4%	--	--
97.1%	98.5%	+ 1.4%	97.6%	98.6%	+ 1.0%

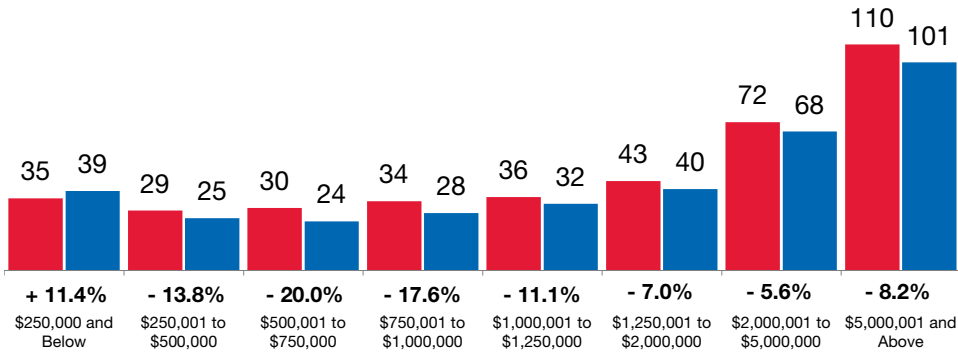


Days on Market Until Sale

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.

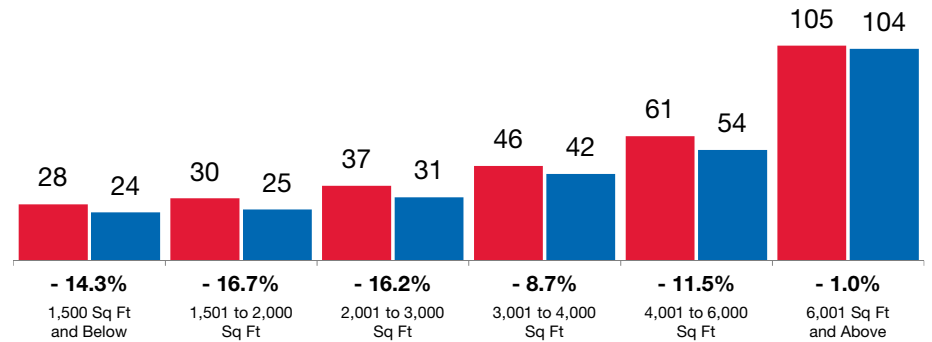
By Price Range

■ 09-2019 ■ 09-2020



By Square Feet

■ 09-2019 ■ 09-2020



All Properties

By Price Range	09-2019	09-2020	Change
\$250,000 and Below	35	39	+ 11.4%
\$250,001 to \$500,000	29	25	- 13.8%
\$500,001 to \$750,000	30	24	- 20.0%
\$750,001 to \$1,000,000	34	28	- 17.6%
\$1,000,001 to \$1,250,000	36	32	- 11.1%
\$1,250,001 to \$2,000,000	43	40	- 7.0%
\$2,000,001 to \$5,000,000	72	68	- 5.6%
\$5,000,001 and Above	110	101	- 8.2%
All Price Ranges	33	28	- 15.2%

Single-Family Homes

09-2019	09-2020	Change	09-2019	09-2020	Change
46	88	+ 91.3%	34	31	- 8.8%
31	30	- 3.2%	28	24	- 14.3%
30	23	- 23.3%	30	28	- 6.7%
32	26	- 18.8%	40	39	- 2.5%
33	31	- 6.1%	53	45	- 15.1%
42	38	- 9.5%	54	53	- 1.9%
72	68	- 5.6%	73	66	- 9.6%
112	103	- 8.0%	64	10	- 84.4%
34	29	- 14.7%	31	28	- 9.7%

Condos - Townhomes

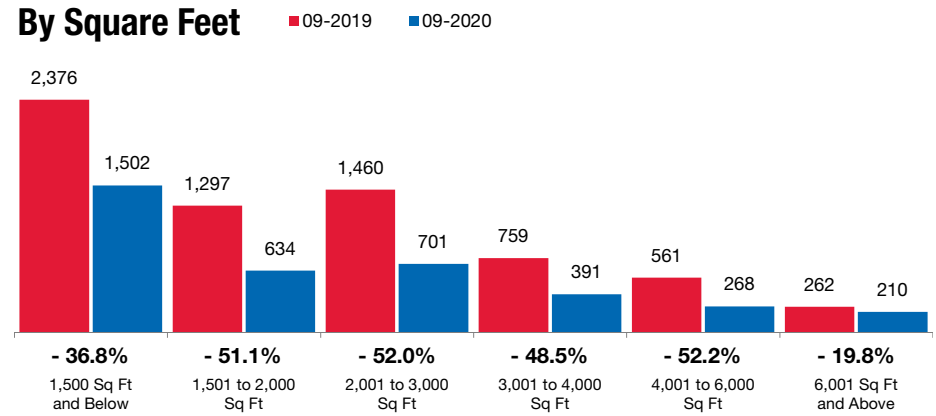
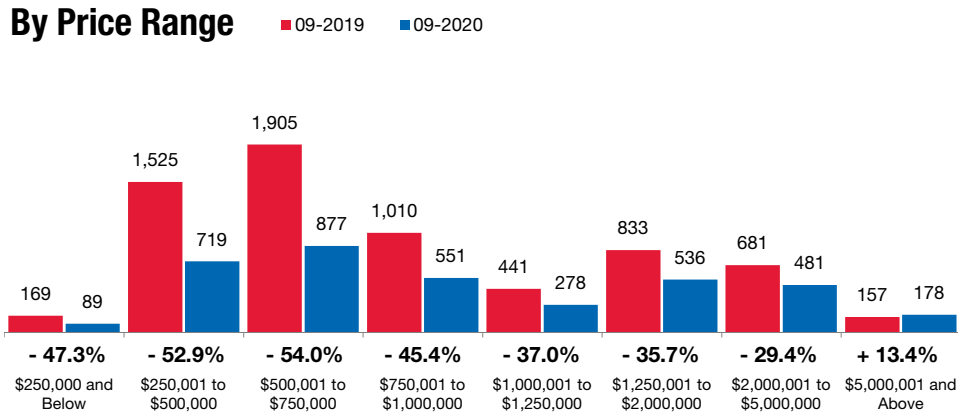
By Square Feet	09-2019	09-2020	Change
1,500 Sq Ft and Below	28	24	- 14.3%
1,501 to 2,000 Sq Ft	30	25	- 16.7%
2,001 to 3,000 Sq Ft	37	31	- 16.2%
3,001 to 4,000 Sq Ft	46	42	- 8.7%
4,001 to 6,000 Sq Ft	61	54	- 11.5%
6,001 Sq Ft and Above	105	104	- 1.0%
All Square Footage	33	28	- 15.2%

09-2019	09-2020	Change	09-2019	09-2020	Change
25	21	- 16.0%	29	26	- 10.3%
29	22	- 24.1%	35	32	- 8.6%
36	30	- 16.7%	48	47	- 2.1%
46	42	- 8.7%	69	59	- 14.5%
61	54	- 11.5%	84	34	- 59.5%
105	104	- 1.0%	48	--	--
34	29	- 14.7%	31	28	- 9.7%



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	09-2019	09-2020	Change
\$250,000 and Below	169	89	- 47.3%
\$250,001 to \$500,000	1,525	719	- 52.9%
\$500,001 to \$750,000	1,905	877	- 54.0%
\$750,001 to \$1,000,000	1,010	551	- 45.4%
\$1,000,001 to \$1,250,000	441	278	- 37.0%
\$1,250,001 to \$2,000,000	833	536	- 35.7%
\$2,000,001 to \$5,000,000	681	481	- 29.4%
\$5,000,001 and Above	157	178	+ 13.4%
All Price Ranges	6,721	3,709	- 44.8%

Single-Family Homes

09-2019	09-2020	Change	09-2019	09-2020	Change
52	20	- 61.5%	117	69	- 41.0%
553	129	- 76.7%	972	590	- 39.3%
1,419	493	- 65.3%	486	384	- 21.0%
745	361	- 51.5%	265	190	- 28.3%
338	179	- 47.0%	103	99	- 3.9%
653	375	- 42.6%	180	161	- 10.6%
589	387	- 34.3%	92	94	+ 2.2%
151	172	+ 13.9%	6	6	0.0%
4,500	2,116	- 53.0%	2,221	1,593	- 28.3%

Condos - Townhomes

By Square Feet	09-2019	09-2020	Change
1,500 Sq Ft and Below	2,376	1,502	- 36.8%
1,501 to 2,000 Sq Ft	1,297	634	- 51.1%
2,001 to 3,000 Sq Ft	1,460	701	- 52.0%
3,001 to 4,000 Sq Ft	759	391	- 48.5%
4,001 to 6,000 Sq Ft	561	268	- 52.2%
6,001 Sq Ft and Above	262	210	- 19.8%
All Square Footage	6,721	3,709	- 44.8%

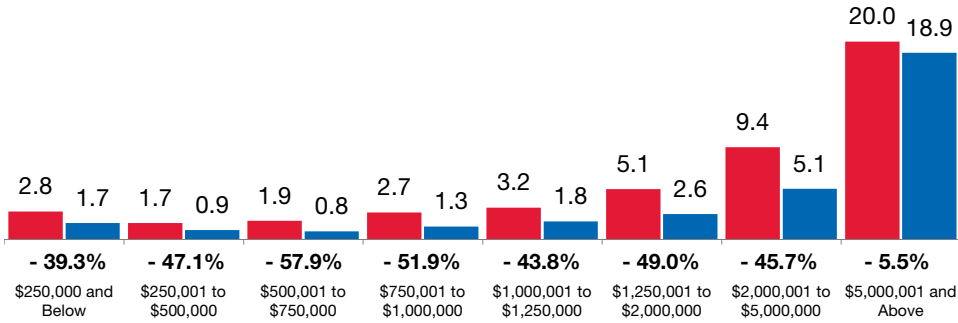
09-2019	09-2020	Change	09-2019	09-2020	Change
863	367	- 57.5%	1,513	1,135	- 25.0%
809	354	- 56.2%	488	280	- 42.6%
1,272	558	- 56.1%	188	143	- 23.9%
732	366	- 50.0%	27	25	- 7.4%
557	260	- 53.3%	4	8	+ 100.0%
262	208	- 20.6%	0	2	--
4,500	2,116	- 53.0%	2,221	1,593	- 28.3%



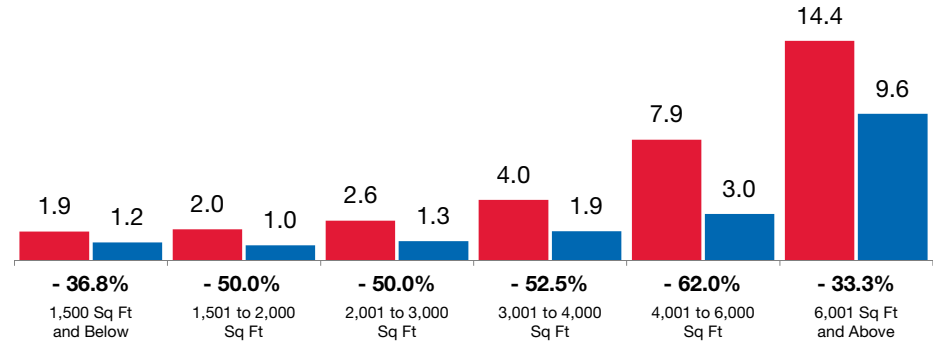
Months Supply of Inventory

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 ■ 09-2019 ■ 09-2020



By Square Feet ■ 09-2019 ■ 09-2020



All Properties

By Price Range	09-2019	09-2020	Change
\$250,000 and Below	2.8	1.7	-39.3%
\$250,001 to \$500,000	1.7	0.9	-47.1%
\$500,001 to \$750,000	1.9	0.8	-57.9%
\$750,001 to \$1,000,000	2.7	1.3	-51.9%
\$1,000,001 to \$1,250,000	3.2	1.8	-43.8%
\$1,250,001 to \$2,000,000	5.1	2.6	-49.0%
\$2,000,001 to \$5,000,000	9.4	5.1	-45.7%
\$5,000,001 and Above	20.0	18.9	-5.5%
All Price Ranges	2.5	1.3	-48.0%

Single-Family Homes

09-2019	09-2020	Change	09-2019	09-2020	Change
8.0	2.6	-67.5%	2.2	1.5	-31.8%
1.5	0.6	-60.0%	1.8	1.1	-38.9%
1.8	0.6	-66.7%	2.4	1.6	-33.3%
2.4	1.0	-58.3%	4.7	2.8	-40.4%
2.8	1.4	-50.0%	6.1	4.8	-21.3%
4.5	2.0	-55.6%	9.4	6.3	-33.0%
9.0	4.6	-48.9%	12.8	8.4	-34.4%
20.1	18.8	-6.5%	6.0	4.0	-33.3%
2.5	1.2	-52.0%	2.4	1.7	-29.2%

Condos - Townhomes

By Square Feet	09-2019	09-2020	Change
1,500 Sq Ft and Below	1.9	1.2	-36.8%
1,501 to 2,000 Sq Ft	2.0	1.0	-50.0%
2,001 to 3,000 Sq Ft	2.6	1.3	-50.0%
3,001 to 4,000 Sq Ft	4.0	1.9	-52.5%
4,001 to 6,000 Sq Ft	7.9	3.0	-62.0%
6,001 Sq Ft and Above	14.4	9.6	-33.3%
All Square Footage	2.5	1.3	-48.0%

09-2019	09-2020	Change	09-2019	09-2020	Change
1.6	0.7	-56.3%	2.1	1.5	-28.6%
1.7	0.8	-52.9%	3.2	1.6	-50.0%
2.4	1.1	-54.2%	5.9	4.1	-30.5%
3.8	1.8	-52.6%	15.8	11.0	-30.4%
7.9	3.0	-62.0%	3.2	8.0	+150.0%
14.4	9.5	-34.0%	--	--	--
2.5	1.2	-52.0%	2.4	1.7	-29.2%

