

Housing Supply Overview

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

November 2020

Inventory remains constrained in most segments of the market, while buyer activity remains strong. With the holiday season upon us, both buyer and seller activity typically follow seasonal slowdowns before rebounding in the new year. For the 12-month period spanning December 2019 through November 2020, Pending Sales in the San Diego were down 3.2 percent overall. The price range with the largest gain in sales was the 2,000,001 to 5,000,000 range, where they increased 32.3 percent.

The overall Median Sales Price was up 7.8 percent to \$625,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 8.5 percent to \$700,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 21 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 95 days.

Market-wide, inventory levels were down 43.5 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 31.3 percent. That amounts to 1.1 months supply for Single-Family homes and 1.4 months supply for Condos.

Quick Facts

+ 32.3%

+ 20.5%

+ 0.2%

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

Home Size With Strongest
Pending Sales:
6,001 Sq Ft and Above

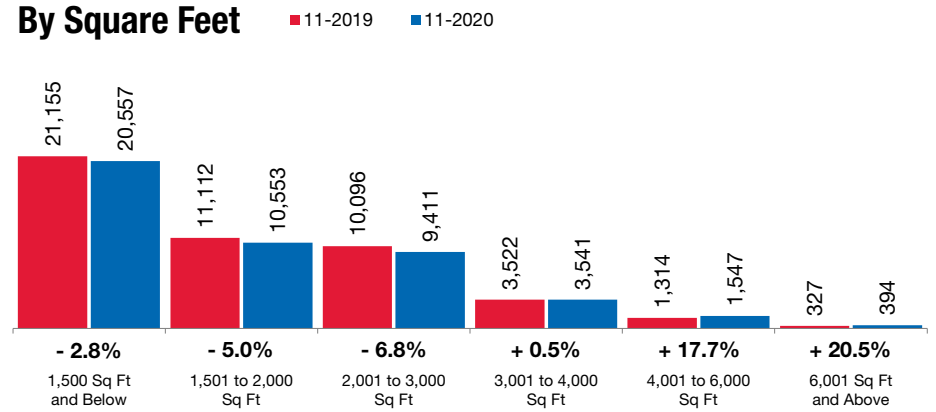
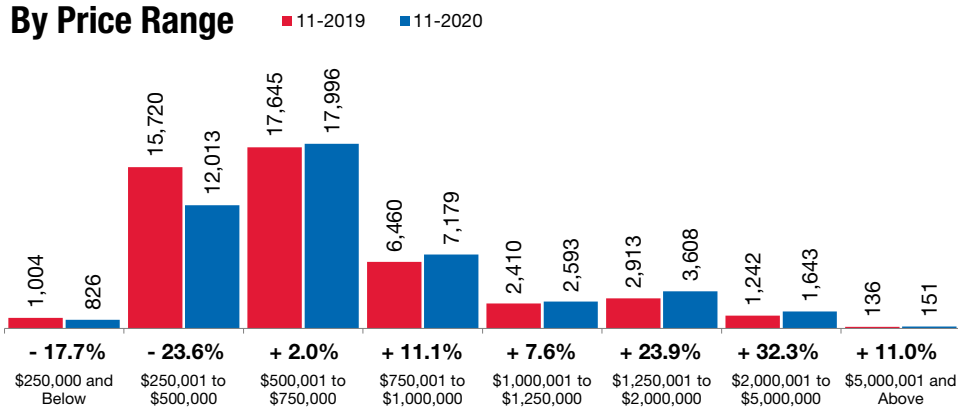
Property Type With
Strongest Pending Sales:
Condos - Townhomes

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	11-2019	11-2020	Change
\$250,000 and Below	1,004	826	-17.7%
\$250,001 to \$500,000	15,720	12,013	-23.6%
\$500,001 to \$750,000	17,645	17,996	+2.0%
\$750,001 to \$1,000,000	6,460	7,179	+11.1%
\$1,000,001 to \$1,250,000	2,410	2,593	+7.6%
\$1,250,001 to \$2,000,000	2,913	3,608	+23.9%
\$2,000,001 to \$5,000,000	1,242	1,643	+32.3%
\$5,000,001 and Above	136	151	+11.0%
All Price Ranges	47,530	46,009	-3.2%

Single-Family Homes

11-2019	11-2020	Change	11-2019	11-2020	Change
116	133	+14.7%	888	693	-22.0%
6,332	3,413	-46.1%	9,388	8,600	-8.4%
14,257	13,964	-2.1%	3,388	4,032	+19.0%
5,499	6,029	+9.6%	961	1,150	+19.7%
2,116	2,251	+6.4%	294	342	+16.3%
2,589	3,170	+22.4%	324	438	+35.2%
1,118	1,492	+33.5%	124	151	+21.8%
132	148	+12.1%	4	3	-25.0%
32,159	30,600	-4.8%	15,371	15,409	+0.2%

Condos - Townhomes

By Square Feet	11-2019	11-2020	Change
1,500 Sq Ft and Below	21,155	20,557	-2.8%
1,501 to 2,000 Sq Ft	11,112	10,553	-5.0%
2,001 to 3,000 Sq Ft	10,096	9,411	-6.8%
3,001 to 4,000 Sq Ft	3,522	3,541	+0.5%
4,001 to 6,000 Sq Ft	1,314	1,547	+17.7%
6,001 Sq Ft and Above	327	394	+20.5%
All Square Footage	47,530	46,009	-3.2%

11-2019	11-2020	Change	11-2019	11-2020	Change
9,117	8,586	-5.8%	12,038	11,971	-0.6%
8,390	7,762	-7.5%	2,722	2,791	+2.5%
9,519	8,802	-7.5%	577	609	+5.5%
3,499	3,511	+0.3%	23	30	+30.4%
1,306	1,540	+17.9%	8	7	-12.5%
325	393	+20.9%	2	1	-50.0%
32,159	30,600	-4.8%	15,371	15,409	+0.2%

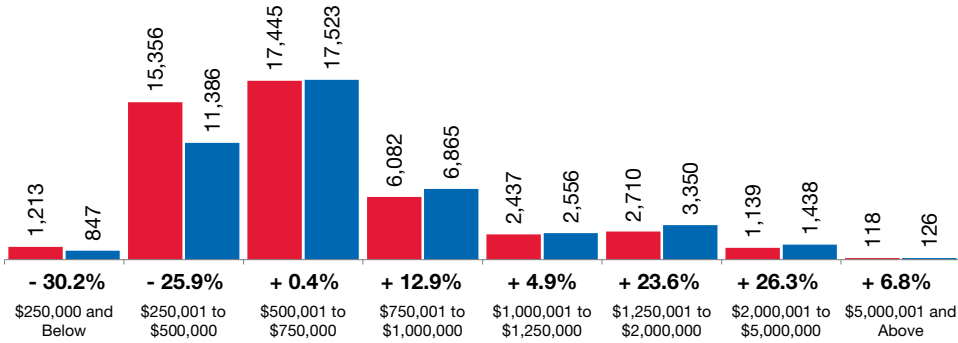


Closed Sales

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

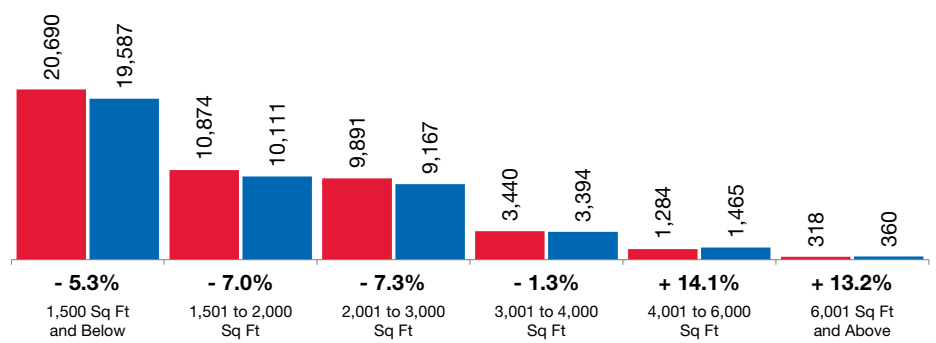
By Price Range

■ 11-2019 ■ 11-2020



By Square Feet

■ 11-2019 ■ 11-2020



All Properties

By Price Range	11-2019	11-2020	Change
\$250,000 and Below	1,213	847	-30.2%
\$250,001 to \$500,000	15,356	11,386	-25.9%
\$500,001 to \$750,000	17,445	17,523	+0.4%
\$750,001 to \$1,000,000	6,082	6,865	+12.9%
\$1,000,001 to \$1,250,000	2,437	2,556	+4.9%
\$1,250,001 to \$2,000,000	2,710	3,350	+23.6%
\$2,000,001 to \$5,000,000	1,139	1,438	+26.3%
\$5,000,001 and Above	118	126	+6.8%
All Price Ranges	46,500	44,091	-5.2%

Single-Family Homes

11-2019	11-2020	Change	11-2019	11-2020	Change
238	143	-39.9%	975	704	-27.8%
6,256	3,199	-48.9%	9,100	8,187	-10.0%
14,210	13,599	-4.3%	3,235	3,924	+21.3%
5,162	5,814	+12.6%	920	1,051	+14.2%
2,160	2,244	+3.9%	277	312	+12.6%
2,420	2,982	+23.2%	290	368	+26.9%
1,029	1,304	+26.7%	110	134	+21.8%
114	123	+7.9%	4	3	-25.0%
31,589	29,408	-6.9%	14,911	14,683	-1.5%

Condos - Townhomes

By Square Feet	11-2019	11-2020	Change
1,500 Sq Ft and Below	20,690	19,587	-5.3%
1,501 to 2,000 Sq Ft	10,874	10,111	-7.0%
2,001 to 3,000 Sq Ft	9,891	9,167	-7.3%
3,001 to 4,000 Sq Ft	3,440	3,394	-1.3%
4,001 to 6,000 Sq Ft	1,284	1,465	+14.1%
6,001 Sq Ft and Above	318	360	+13.2%
All Square Footage	46,500	44,091	-5.2%

11-2019	11-2020	Change	11-2019	11-2020	Change
9,008	8,160	-9.4%	11,682	11,427	-2.2%
8,240	7,459	-9.5%	2,634	2,652	+0.7%
9,324	8,596	-7.8%	567	571	+0.7%
3,421	3,365	-1.6%	19	29	+52.6%
1,278	1,461	+14.3%	6	4	-33.3%
316	360	+13.9%	2	0	-100.0%
31,589	29,408	-6.9%	14,911	14,683	-1.5%

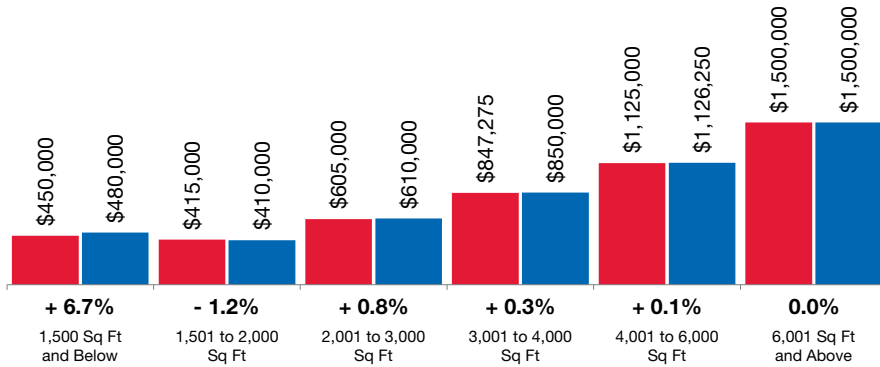


Median Sales Price

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.

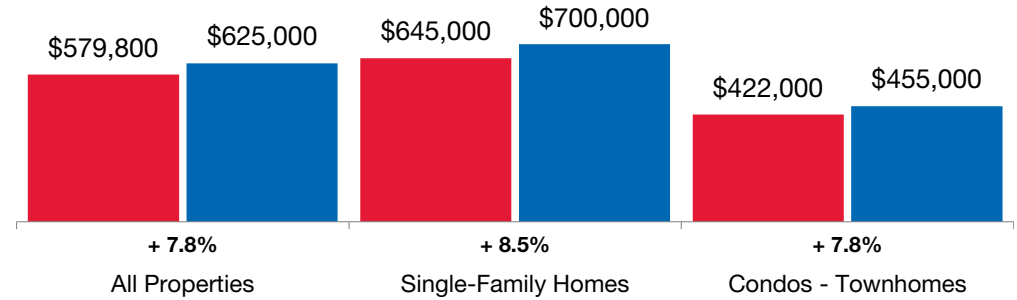
By Square Feet

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Square Feet	11-2019	11-2020	Change
1,500 Sq Ft and Below	\$450,000	\$480,000	+ 6.7%
1,501 to 2,000 Sq Ft	\$415,000	\$410,000	- 1.2%
2,001 to 3,000 Sq Ft	\$605,000	\$610,000	+ 0.8%
3,001 to 4,000 Sq Ft	\$847,275	\$850,000	+ 0.3%
4,001 to 6,000 Sq Ft	\$1,125,000	\$1,126,250	+ 0.1%
6,001 Sq Ft and Above	\$1,500,000	\$1,500,000	0.0%
All Square Footage	\$579,800	\$625,000	+ 7.8%

Single-Family Homes

11-2019	11-2020	Change	11-2019	11-2020	Change
\$500,000	\$545,000	+ 9.0%	\$386,500	\$415,000	+ 7.4%
\$455,000	\$458,000	+ 0.7%	\$377,000	\$390,000	+ 3.4%
\$607,000	\$617,000	+ 1.6%	\$590,000	\$590,000	0.0%
\$848,000	\$850,000	+ 0.2%	\$845,000	\$847,000	+ 0.2%
\$1,125,000	\$1,125,000	0.0%	\$1,120,000	\$1,132,500	+ 1.1%
\$1,500,000	\$1,500,000	0.0%	\$1,505,000	\$1,514,500	+ 0.6%
\$645,000	\$700,000	+ 8.5%	\$422,000	\$455,000	+ 7.8%

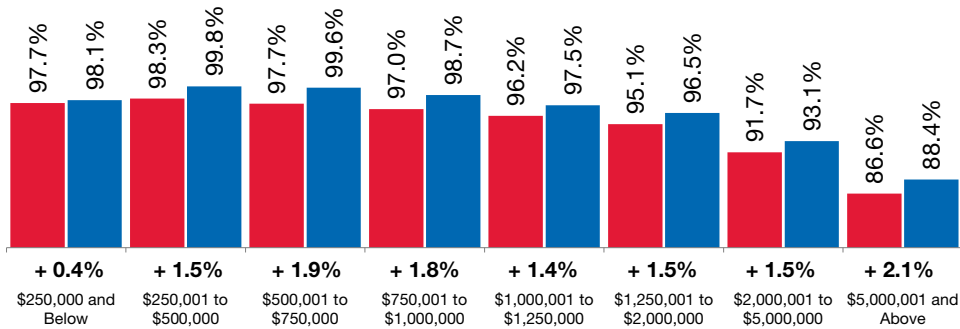
Condos - Townhomes

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.**

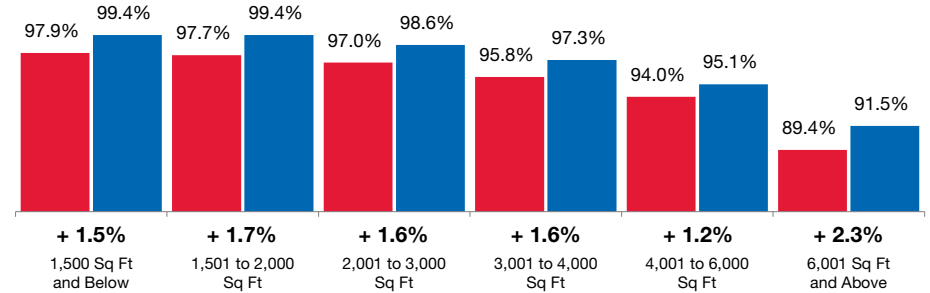
By Price Range

■ 11-2019 ■ 11-2020



By Square Feet

■ 11-2019 ■ 11-2020



All Properties

By Price Range	11-2019	11-2020	Change
\$250,000 and Below	97.7%	98.1%	+ 0.4%
\$250,001 to \$500,000	98.3%	99.8%	+ 1.5%
\$500,001 to \$750,000	97.7%	99.6%	+ 1.9%
\$750,001 to \$1,000,000	97.0%	98.7%	+ 1.8%
\$1,000,001 to \$1,250,000	96.2%	97.5%	+ 1.4%
\$1,250,001 to \$2,000,000	95.1%	96.5%	+ 1.5%
\$2,000,001 to \$5,000,000	91.7%	93.1%	+ 1.5%
\$5,000,001 and Above	86.6%	88.4%	+ 2.1%
All Price Ranges	97.3%	98.9%	+ 1.6%

Single-Family Homes

11-2019	11-2020	Change	11-2019	11-2020	Change
93.6%	94.4%	+ 0.9%	98.2%	98.8%	+ 0.6%
98.5%	100.4%	+ 1.9%	98.1%	99.5%	+ 1.4%
97.7%	99.9%	+ 2.3%	97.4%	98.7%	+ 1.3%
97.0%	98.9%	+ 2.0%	96.9%	97.7%	+ 0.8%
96.4%	97.8%	+ 1.5%	94.4%	95.3%	+ 1.0%
95.2%	96.7%	+ 1.6%	94.4%	95.0%	+ 0.6%
91.6%	93.0%	+ 1.5%	93.0%	93.5%	+ 0.5%
86.9%	88.3%	+ 1.6%	79.3%	100.0%	+ 26.1%
97.2%	98.9%	+ 1.7%	97.7%	98.8%	+ 1.1%

Condos - Townhomes

By Square Feet	11-2019	11-2020	Change
1,500 Sq Ft and Below	97.9%	99.4%	+ 1.5%
1,501 to 2,000 Sq Ft	97.7%	99.4%	+ 1.7%
2,001 to 3,000 Sq Ft	97.0%	98.6%	+ 1.6%
3,001 to 4,000 Sq Ft	95.8%	97.3%	+ 1.6%
4,001 to 6,000 Sq Ft	94.0%	95.1%	+ 1.2%
6,001 Sq Ft and Above	89.4%	91.5%	+ 2.3%
All Square Footage	97.3%	98.9%	+ 1.6%

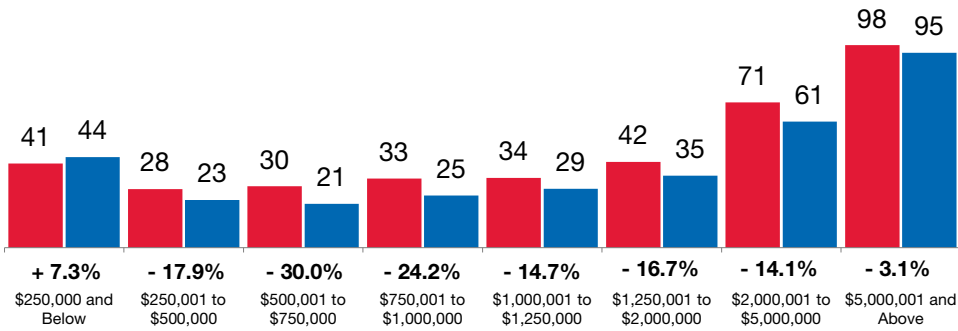
11-2019	11-2020	Change	11-2019	11-2020	Change
98.0%	100.1%	+ 2.1%	97.8%	99.0%	+ 1.2%
97.7%	99.7%	+ 2.0%	97.5%	98.7%	+ 1.2%
97.1%	98.7%	+ 1.6%	96.6%	97.1%	+ 0.5%
95.8%	97.3%	+ 1.6%	95.7%	95.3%	- 0.4%
94.1%	95.1%	+ 1.1%	89.2%	95.3%	+ 6.8%
89.3%	91.5%	+ 2.5%	103.4%	--	--
97.2%	98.9%	+ 1.7%	97.7%	98.8%	+ 1.1%



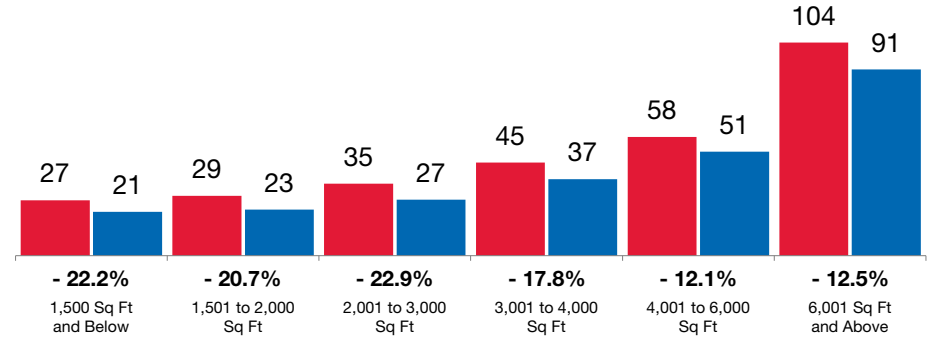
Days on Market Until Sale

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 ■ 11-2019 ■ 11-2020



By Square Feet ■ 11-2019 ■ 11-2020



All Properties

By Price Range	11-2019	11-2020	Change
\$250,000 and Below	41	44	+ 7.3%
\$250,001 to \$500,000	28	23	- 17.9%
\$500,001 to \$750,000	30	21	- 30.0%
\$750,001 to \$1,000,000	33	25	- 24.2%
\$1,000,001 to \$1,250,000	34	29	- 14.7%
\$1,250,001 to \$2,000,000	42	35	- 16.7%
\$2,000,001 to \$5,000,000	71	61	- 14.1%
\$5,000,001 and Above	98	95	- 3.1%
All Price Ranges	32	26	- 18.8%

Single-Family Homes

11-2019	11-2020	Change	11-2019	11-2020	Change
59	99	+ 67.8%	38	33	- 13.2%
29	28	- 3.4%	28	21	- 25.0%
30	20	- 33.3%	30	25	- 16.7%
32	23	- 28.1%	39	37	- 5.1%
32	27	- 15.6%	50	39	- 22.0%
40	33	- 17.5%	54	48	- 11.1%
70	61	- 12.9%	76	61	- 19.7%
100	96	- 4.0%	64	41	- 35.9%
33	26	- 21.2%	31	26	- 16.1%

Condos - Townhomes

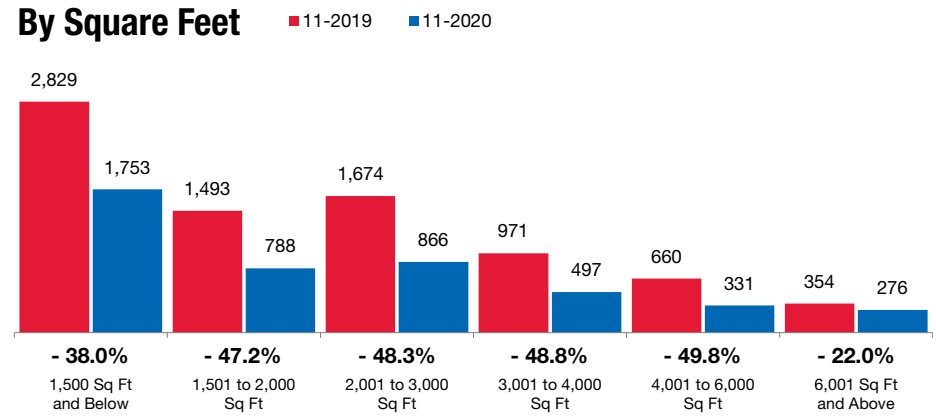
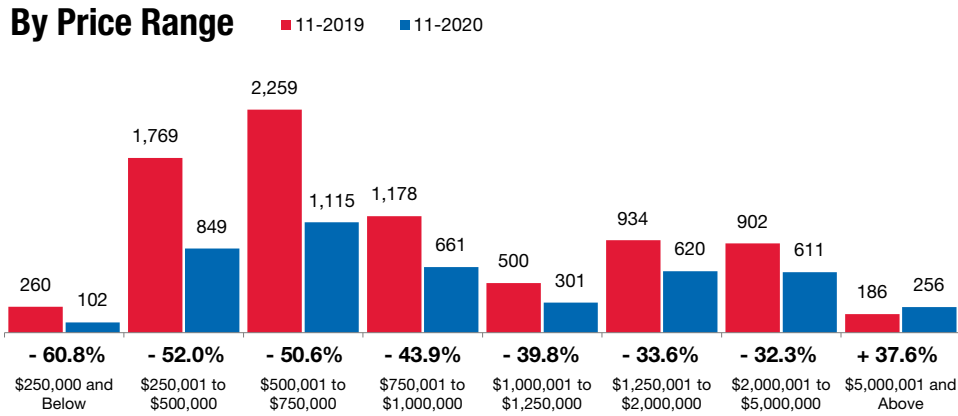
By Square Feet	11-2019	11-2020	Change
1,500 Sq Ft and Below	27	21	- 22.2%
1,501 to 2,000 Sq Ft	29	23	- 20.7%
2,001 to 3,000 Sq Ft	35	27	- 22.9%
3,001 to 4,000 Sq Ft	45	37	- 17.8%
4,001 to 6,000 Sq Ft	58	51	- 12.1%
6,001 Sq Ft and Above	104	91	- 12.5%
All Square Footage	32	26	- 18.8%

11-2019	11-2020	Change	11-2019	11-2020	Change
25	18	- 28.0%	29	24	- 17.2%
28	20	- 28.6%	34	29	- 14.7%
35	26	- 25.7%	46	45	- 2.2%
45	37	- 17.8%	64	63	- 1.6%
58	51	- 12.1%	67	14	- 79.1%
105	91	- 13.3%	48	--	--
33	26	- 21.2%	31	26	- 16.1%



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	11-2019	11-2020	Change
\$250,000 and Below	260	102	- 60.8%
\$250,001 to \$500,000	1,769	849	- 52.0%
\$500,001 to \$750,000	2,259	1,115	- 50.6%
\$750,001 to \$1,000,000	1,178	661	- 43.9%
\$1,000,001 to \$1,250,000	500	301	- 39.8%
\$1,250,001 to \$2,000,000	934	620	- 33.6%
\$2,000,001 to \$5,000,000	902	611	- 32.3%
\$5,000,001 and Above	186	256	+ 37.6%
All Price Ranges	7,988	4,515	- 43.5%

Single-Family Homes

11-2019	11-2020	Change	11-2019	11-2020	Change
96	26	- 72.9%	164	76	- 53.7%
665	168	- 74.7%	1,104	681	- 38.3%
1,650	687	- 58.4%	609	428	- 29.7%
898	464	- 48.3%	280	197	- 29.6%
390	204	- 47.7%	110	97	- 11.8%
726	448	- 38.3%	208	172	- 17.3%
790	486	- 38.5%	112	125	+ 11.6%
180	250	+ 38.9%	6	6	0.0%
5,395	2,733	- 49.3%	2,593	1,782	- 31.3%

Condos - Townhomes

By Square Feet	11-2019	11-2020	Change
1,500 Sq Ft and Below	2,829	1,753	- 38.0%
1,501 to 2,000 Sq Ft	1,493	788	- 47.2%
2,001 to 3,000 Sq Ft	1,674	866	- 48.3%
3,001 to 4,000 Sq Ft	971	497	- 48.8%
4,001 to 6,000 Sq Ft	660	331	- 49.8%
6,001 Sq Ft and Above	354	276	- 22.0%
All Square Footage	7,988	4,515	- 43.5%

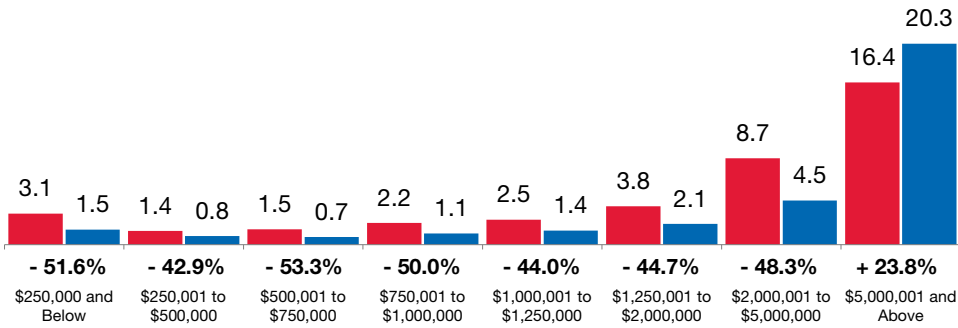
11-2019	11-2020	Change	11-2019	11-2020	Change
1,042	507	- 51.3%	1,787	1,246	- 30.3%
959	467	- 51.3%	534	321	- 39.9%
1,437	694	- 51.7%	237	172	- 27.4%
943	466	- 50.6%	28	31	+ 10.7%
653	321	- 50.8%	7	10	+ 42.9%
354	274	- 22.6%	0	2	--
5,395	2,733	- 49.3%	2,593	1,782	- 31.3%



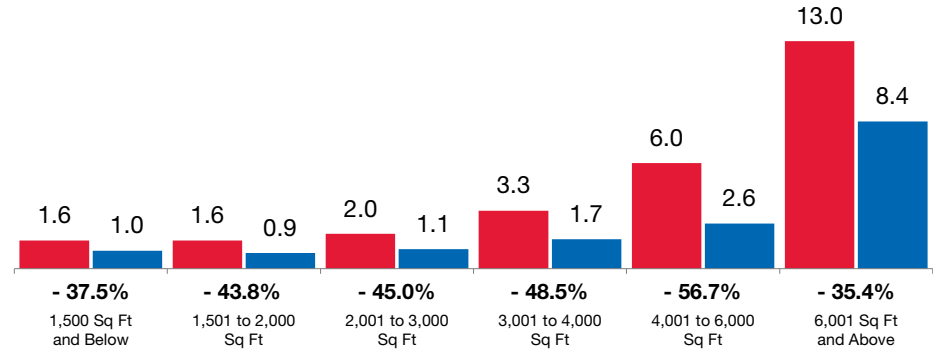
Months Supply of Inventory

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 ■ 11-2019 ■ 11-2020



By Square Feet ■ 11-2019 ■ 11-2020



All Properties

By Price Range	11-2019	11-2020	Change
\$250,000 and Below	3.1	1.5	-51.6%
\$250,001 to \$500,000	1.4	0.8	-42.9%
\$500,001 to \$750,000	1.5	0.7	-53.3%
\$750,001 to \$1,000,000	2.2	1.1	-50.0%
\$1,000,001 to \$1,250,000	2.5	1.4	-44.0%
\$1,250,001 to \$2,000,000	3.8	2.1	-44.7%
\$2,000,001 to \$5,000,000	8.7	4.5	-48.3%
\$5,000,001 and Above	16.4	20.3	+23.8%
All Price Ranges	2.0	1.2	-40.0%

Single-Family Homes

11-2019	11-2020	Change	11-2019	11-2020	Change
9.9	2.3	-76.8%	2.2	1.3	-40.9%
1.3	0.6	-53.8%	1.4	1.0	-28.6%
1.4	0.6	-57.1%	2.2	1.3	-40.9%
2.0	0.9	-55.0%	3.5	2.1	-40.0%
2.2	1.1	-50.0%	4.5	3.4	-24.4%
3.4	1.7	-50.0%	7.7	4.7	-39.0%
8.5	3.9	-54.1%	10.8	9.1	-15.7%
16.4	20.3	+23.8%	6.0	6.0	0.0%
2.0	1.1	-45.0%	2.0	1.4	-30.0%

Condos - Townhomes

By Square Feet	11-2019	11-2020	Change
1,500 Sq Ft and Below	1.6	1.0	-37.5%
1,501 to 2,000 Sq Ft	1.6	0.9	-43.8%
2,001 to 3,000 Sq Ft	2.0	1.1	-45.0%
3,001 to 4,000 Sq Ft	3.3	1.7	-48.5%
4,001 to 6,000 Sq Ft	6.0	2.6	-56.7%
6,001 Sq Ft and Above	13.0	8.4	-35.4%
All Square Footage	2.0	1.2	-40.0%

11-2019	11-2020	Change	11-2019	11-2020	Change
1.4	0.7	-50.0%	1.8	1.2	-33.3%
1.4	0.7	-50.0%	2.4	1.4	-41.7%
1.8	0.9	-50.0%	4.9	3.4	-30.6%
3.2	1.6	-50.0%	8.5	12.4	+45.9%
6.0	2.5	-58.3%	5.3	7.1	+34.0%
13.1	8.4	-35.9%	--	2.0	--
2.0	1.1	-45.0%	2.0	1.4	-30.0%

