

Housing Supply Overview

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

December 2020

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market continue to drive a healthy sales pace, while listing inventory continues to remain low overall. For the 12-month period spanning January 2020 through December 2020, Pending Sales in the San Diego were down 4.4 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 32.3 percent.

The overall Median Sales Price was up 8.6 percent to \$630,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 9.9 percent to \$710,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 20 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 90 days.

Market-wide, inventory levels were down 45.7 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 36.4 percent. That amounts to 0.9 months supply for Single-Family homes and 1.1 months supply for Condos.

Quick Facts

+ 32.3%

+ 18.6%

- 0.9%

Price Range With
Strongest Pending Sales:
\$5,000,001 and Above

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

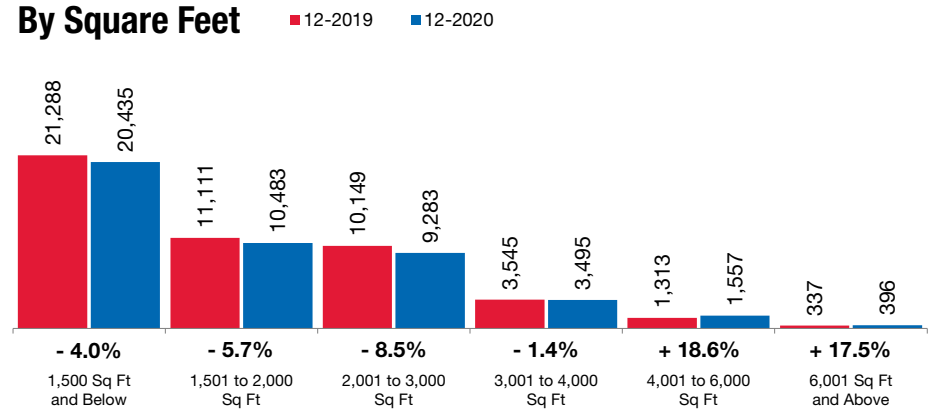
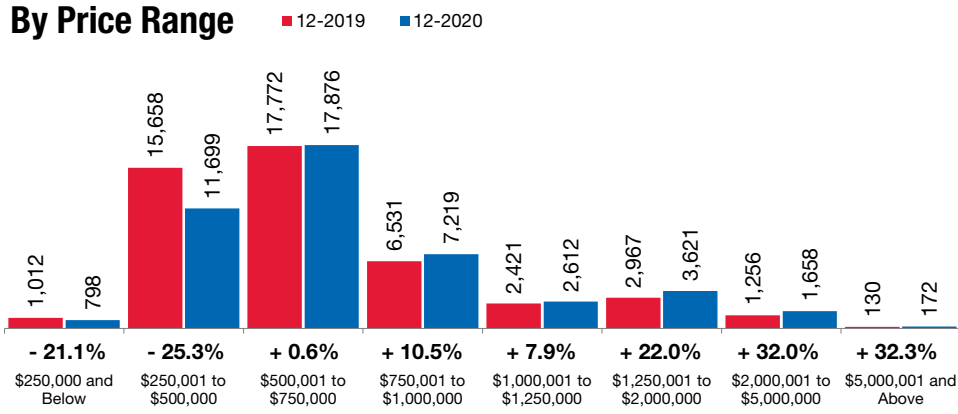
Property Type With
Strongest Pending Sales:
Condos - Townhomes

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	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	12-2019	12-2020	Change
\$250,000 and Below	1,012	798	- 21.1%
\$250,001 to \$500,000	15,658	11,699	- 25.3%
\$500,001 to \$750,000	17,772	17,876	+ 0.6%
\$750,001 to \$1,000,000	6,531	7,219	+ 10.5%
\$1,000,001 to \$1,250,000	2,421	2,612	+ 7.9%
\$1,250,001 to \$2,000,000	2,967	3,621	+ 22.0%
\$2,000,001 to \$5,000,000	1,256	1,658	+ 32.0%
\$5,000,001 and Above	130	172	+ 32.3%
All Price Ranges	47,747	45,655	- 4.4%

Single-Family Homes

12-2019	12-2020	Change	12-2019	12-2020	Change
123	122	- 0.8%	889	676	- 24.0%
6,176	3,209	- 48.0%	9,482	8,490	- 10.5%
14,330	13,787	- 3.8%	3,442	4,089	+ 18.8%
5,570	6,047	+ 8.6%	961	1,172	+ 22.0%
2,128	2,268	+ 6.6%	293	344	+ 17.4%
2,631	3,170	+ 20.5%	336	451	+ 34.2%
1,135	1,499	+ 32.1%	121	159	+ 31.4%
127	168	+ 32.3%	3	4	+ 33.3%
32,220	30,270	- 6.1%	15,527	15,385	- 0.9%

Condos - Townhomes

By Square Feet	12-2019	12-2020	Change
1,500 Sq Ft and Below	21,288	20,435	- 4.0%
1,501 to 2,000 Sq Ft	11,111	10,483	- 5.7%
2,001 to 3,000 Sq Ft	10,149	9,283	- 8.5%
3,001 to 4,000 Sq Ft	3,545	3,495	- 1.4%
4,001 to 6,000 Sq Ft	1,313	1,557	+ 18.6%
6,001 Sq Ft and Above	337	396	+ 17.5%
All Square Footage	47,747	45,655	- 4.4%

12-2019	12-2020	Change	12-2019	12-2020	Change
9,098	8,521	- 6.3%	12,190	11,914	- 2.3%
8,386	7,674	- 8.5%	2,725	2,809	+ 3.1%
9,573	8,664	- 9.5%	576	619	+ 7.5%
3,520	3,463	- 1.6%	25	32	+ 28.0%
1,305	1,549	+ 18.7%	8	8	0.0%
335	393	+ 17.3%	2	3	+ 50.0%
32,220	30,270	- 6.1%	15,527	15,385	- 0.9%

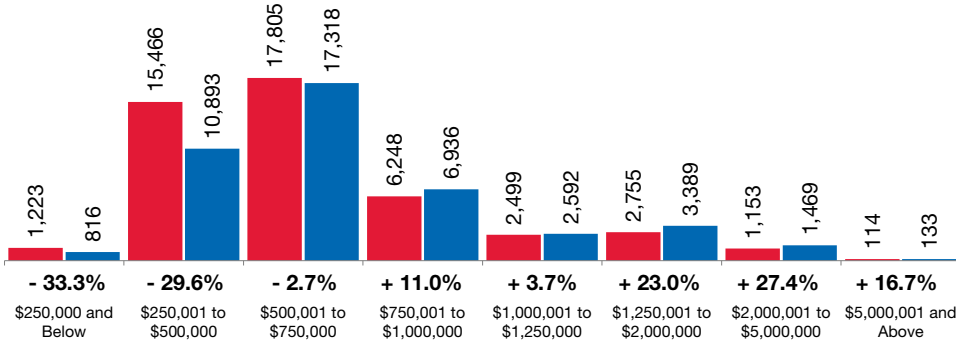


Closed Sales

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

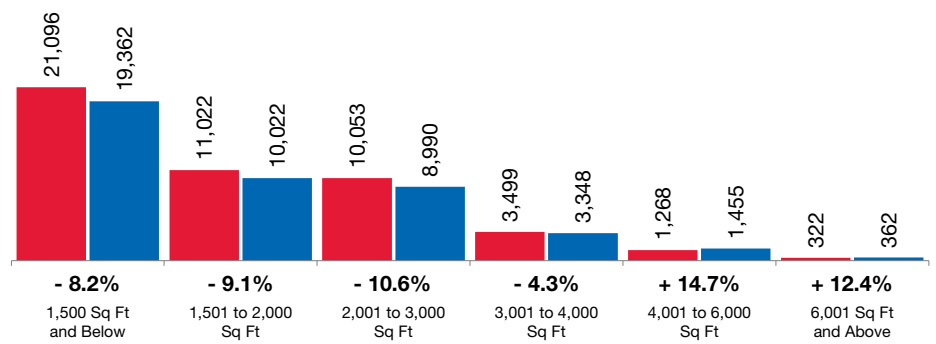
By Price Range

■ 12-2019 ■ 12-2020



By Square Feet

■ 12-2019 ■ 12-2020



All Properties

By Price Range	12-2019	12-2020	Change
\$250,000 and Below	1,223	816	-33.3%
\$250,001 to \$500,000	15,466	10,893	-29.6%
\$500,001 to \$750,000	17,805	17,318	-2.7%
\$750,001 to \$1,000,000	6,248	6,936	+11.0%
\$1,000,001 to \$1,250,000	2,499	2,592	+3.7%
\$1,250,001 to \$2,000,000	2,755	3,389	+23.0%
\$2,000,001 to \$5,000,000	1,153	1,469	+27.4%
\$5,000,001 and Above	114	133	+16.7%
All Price Ranges	47,263	43,546	-7.9%

Single-Family Homes

12-2019	12-2020	Change
231	147	-36.4%
6,149	2,910	-52.7%
14,424	13,353	-7.4%
5,303	5,850	+10.3%
2,207	2,262	+2.5%
2,452	3,012	+22.8%
1,041	1,332	+28.0%
111	130	+17.1%
31,918	28,996	-9.2%

Condos - Townhomes

12-2019	12-2020	Change
992	669	-32.6%
9,317	7,983	-14.3%
3,381	3,965	+17.3%
945	1,086	+14.9%
292	330	+13.0%
303	377	+24.4%
112	137	+22.3%
3	3	0.0%
15,345	14,550	-5.2%

By Square Feet

12-2019	12-2020	Change
21,096	19,362	-8.2%
11,022	10,022	-9.1%
10,053	8,990	-10.6%
3,499	3,348	-4.3%
1,268	1,455	+14.7%
322	362	+12.4%
47,263	43,546	-7.9%

12-2019	12-2020	Change
9,076	8,057	-11.2%
8,308	7,396	-11.0%
9,473	8,408	-11.2%
3,477	3,319	-4.5%
1,262	1,448	+14.7%
320	361	+12.8%
31,918	28,996	-9.2%

12-2019	12-2020	Change
12,020	11,305	-5.9%
2,714	2,626	-3.2%
580	582	+0.3%
22	29	+31.8%
6	7	+16.7%
2	1	-50.0%
15,345	14,550	-5.2%

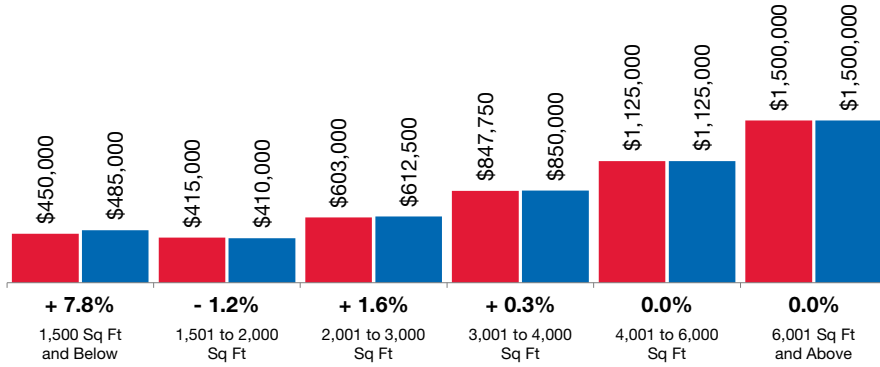


Median Sales Price

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.**

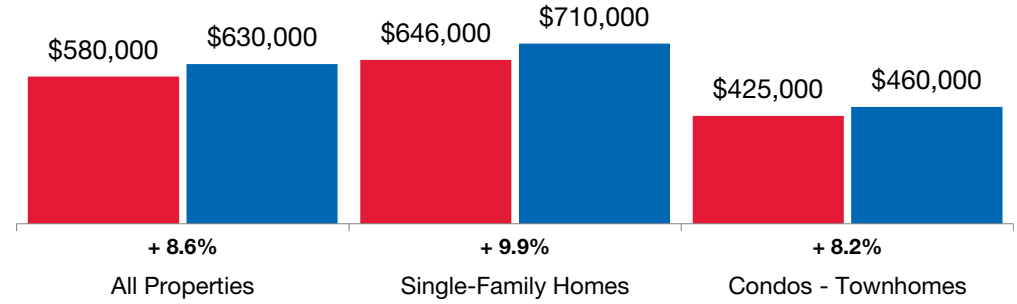
By Square Feet

■ 12-2019 ■ 12-2020



By Property Type

■ 12-2019 ■ 12-2020



All Properties

By Square Feet	12-2019	12-2020	Change
1,500 Sq Ft and Below	\$450,000	\$485,000	+ 7.8%
1,501 to 2,000 Sq Ft	\$415,000	\$410,000	- 1.2%
2,001 to 3,000 Sq Ft	\$603,000	\$612,500	+ 1.6%
3,001 to 4,000 Sq Ft	\$847,750	\$850,000	+ 0.3%
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	\$580,000	\$630,000	+ 8.6%

Single-Family Homes

12-2019	12-2020	Change	12-2019	12-2020	Change
\$500,000	\$550,000	+ 10.0%	\$389,000	\$420,000	+ 8.0%
\$455,000	\$458,000	+ 0.7%	\$378,000	\$390,000	+ 3.2%
\$605,000	\$620,000	+ 2.5%	\$590,000	\$589,000	- 0.2%
\$849,000	\$850,000	+ 0.1%	\$845,000	\$846,750	+ 0.2%
\$1,125,000	\$1,125,000	0.0%	\$1,125,000	\$1,130,000	+ 0.4%
\$1,500,000	\$1,500,000	0.0%	\$1,500,000	\$1,520,000	+ 1.3%
\$646,000	\$710,000	+ 9.9%	\$425,000	\$460,000	+ 8.2%

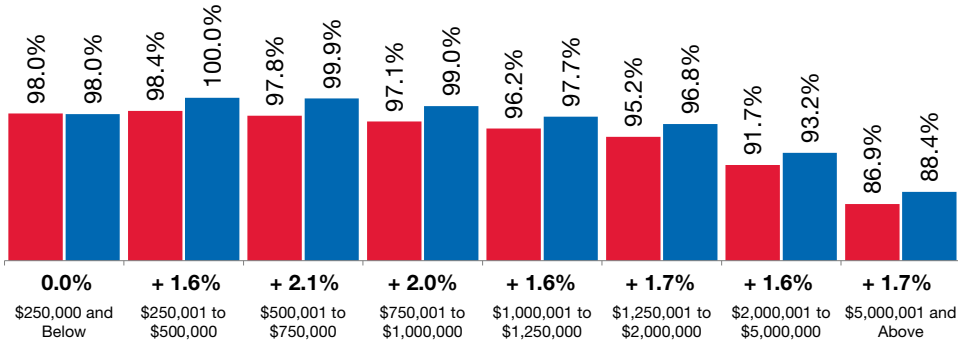
Condos - Townhomes

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.**

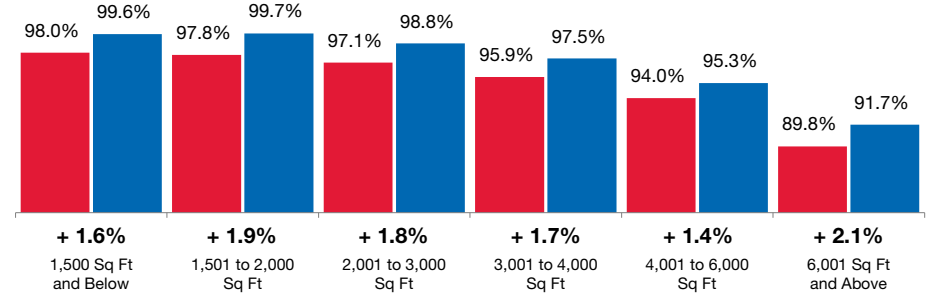
By Price Range

■ 12-2019 ■ 12-2020



By Square Feet

■ 12-2019 ■ 12-2020



All Properties

By Price Range	12-2019	12-2020	Change
\$250,000 and Below	98.0%	98.0%	0.0%
\$250,001 to \$500,000	98.4%	100.0%	+1.6%
\$500,001 to \$750,000	97.8%	99.9%	+2.1%
\$750,001 to \$1,000,000	97.1%	99.0%	+2.0%
\$1,000,001 to \$1,250,000	96.2%	97.7%	+1.6%
\$1,250,001 to \$2,000,000	95.2%	96.8%	+1.7%
\$2,000,001 to \$5,000,000	91.7%	93.2%	+1.6%
\$5,000,001 and Above	86.9%	88.4%	+1.7%
All Price Ranges	97.4%	99.1%	+1.7%

Single-Family Homes

12-2019	12-2020	Change	12-2019	12-2020	Change
94.9%	94.0%	-0.9%	98.4%	98.7%	+0.3%
98.7%	100.7%	+2.0%	98.2%	99.7%	+1.5%
97.9%	100.2%	+2.3%	97.5%	98.8%	+1.3%
97.1%	99.2%	+2.2%	97.0%	97.8%	+0.8%
96.4%	98.0%	+1.7%	94.6%	95.4%	+0.8%
95.3%	97.0%	+1.8%	94.5%	95.1%	+0.6%
91.6%	93.2%	+1.7%	92.8%	93.7%	+1.0%
87.2%	88.4%	+1.4%	79.0%	89.9%	+13.8%
97.3%	99.1%	+1.8%	97.8%	99.0%	+1.2%

Condos - Townhomes

By Square Feet	12-2019	12-2020	Change
1,500 Sq Ft and Below	98.0%	99.6%	+1.6%
1,501 to 2,000 Sq Ft	97.8%	99.7%	+1.9%
2,001 to 3,000 Sq Ft	97.1%	98.8%	+1.8%
3,001 to 4,000 Sq Ft	95.9%	97.5%	+1.7%
4,001 to 6,000 Sq Ft	94.0%	95.3%	+1.4%
6,001 Sq Ft and Above	89.8%	91.7%	+2.1%
All Square Footage	97.4%	99.1%	+1.7%

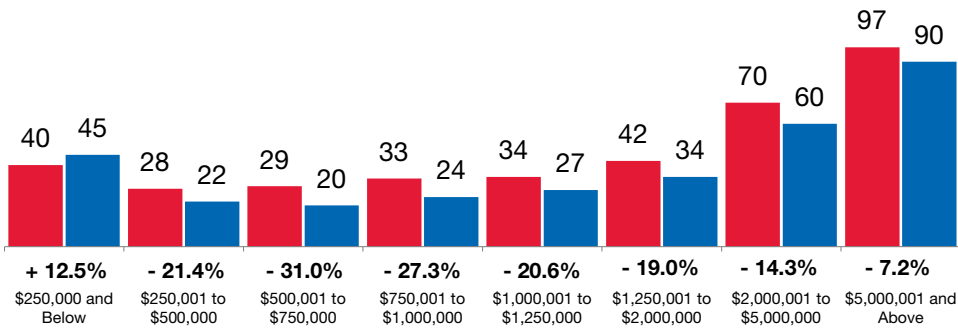
12-2019	12-2020	Change	12-2019	12-2020	Change
98.1%	100.3%	+2.2%	97.9%	99.1%	+1.2%
97.9%	100.0%	+2.1%	97.6%	98.8%	+1.2%
97.2%	98.9%	+1.7%	96.5%	97.2%	+0.7%
95.9%	97.5%	+1.7%	95.9%	94.8%	-1.1%
94.0%	95.3%	+1.4%	89.2%	95.2%	+6.7%
89.7%	91.7%	+2.2%	103.4%	90.2%	-12.8%
97.3%	99.1%	+1.8%	97.8%	99.0%	+1.2%



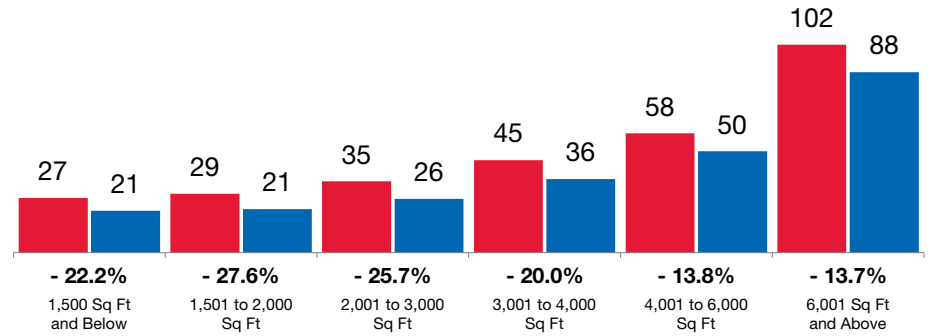
Days on Market Until Sale

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 ■ 12-2019 ■ 12-2020



By Square Feet ■ 12-2019 ■ 12-2020



All Properties

By Price Range	12-2019	12-2020	Change
\$250,000 and Below	40	45	+ 12.5%
\$250,001 to \$500,000	28	22	- 21.4%
\$500,001 to \$750,000	29	20	- 31.0%
\$750,001 to \$1,000,000	33	24	- 27.3%
\$1,000,001 to \$1,250,000	34	27	- 20.6%
\$1,250,001 to \$2,000,000	42	34	- 19.0%
\$2,000,001 to \$5,000,000	70	60	- 14.3%
\$5,000,001 and Above	97	90	- 7.2%
All Price Ranges	32	25	- 21.9%

Single-Family Homes

12-2019	12-2020	Change	12-2019	12-2020	Change
57	96	+ 68.4%	37	33	- 10.8%
29	27	- 6.9%	27	20	- 25.9%
29	19	- 34.5%	30	24	- 20.0%
32	22	- 31.3%	39	36	- 7.7%
32	26	- 18.8%	50	39	- 22.0%
40	32	- 20.0%	50	49	- 2.0%
69	60	- 13.0%	77	60	- 22.1%
98	91	- 7.1%	39	41	+ 5.1%
32	25	- 21.9%	31	24	- 22.6%

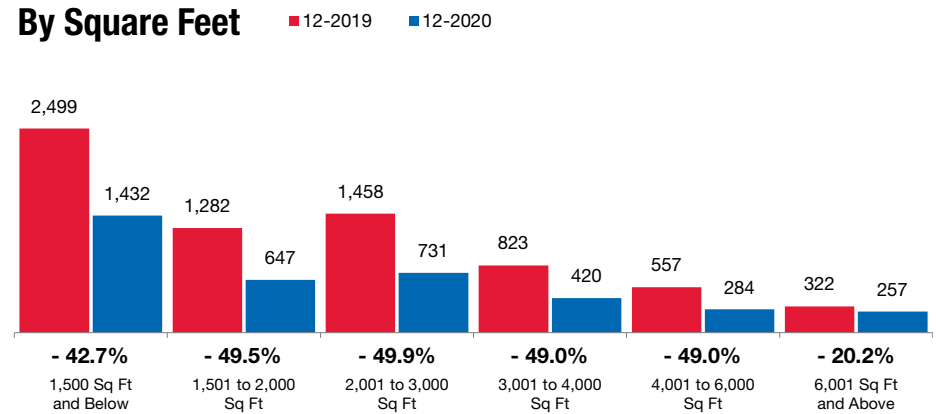
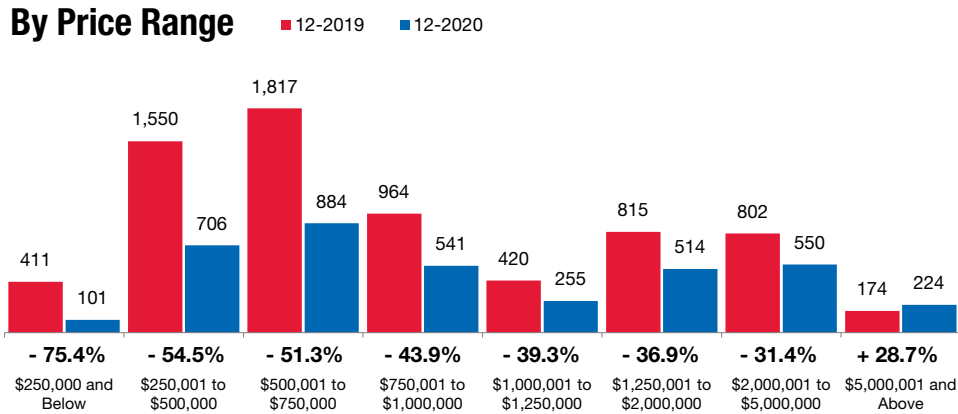
Condos - Townhomes

By Square Feet	12-2019	12-2020	Change
1,500 Sq Ft and Below	27	21	- 22.2%
1,501 to 2,000 Sq Ft	29	21	- 27.6%
2,001 to 3,000 Sq Ft	35	26	- 25.7%
3,001 to 4,000 Sq Ft	45	36	- 20.0%
4,001 to 6,000 Sq Ft	58	50	- 13.8%
6,001 Sq Ft and Above	102	88	- 13.7%
All Square Footage	32	25	- 21.9%

12-2019	12-2020	Change	12-2019	12-2020	Change
24	18	- 25.0%	29	23	- 20.7%
27	19	- 29.6%	34	28	- 17.6%
34	25	- 26.5%	46	45	- 2.2%
45	36	- 20.0%	61	58	- 4.9%
58	50	- 13.8%	67	33	- 50.7%
102	88	- 13.7%	48	95	+ 97.9%
32	25	- 21.9%	31	24	- 22.6%

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	12-2019	12-2020	Change
\$250,000 and Below	411	101	- 75.4%
\$250,001 to \$500,000	1,550	706	- 54.5%
\$500,001 to \$750,000	1,817	884	- 51.3%
\$750,001 to \$1,000,000	964	541	- 43.9%
\$1,000,001 to \$1,250,000	420	255	- 39.3%
\$1,250,001 to \$2,000,000	815	514	- 36.9%
\$2,000,001 to \$5,000,000	802	550	- 31.4%
\$5,000,001 and Above	174	224	+ 28.7%
All Price Ranges	6,953	3,775	- 45.7%

Single-Family Homes

12-2019	12-2020	Change	12-2019	12-2020	Change
161	27	- 83.2%	250	74	- 70.4%
651	153	- 76.5%	899	553	- 38.5%
1,348	558	- 58.6%	469	326	- 30.5%
721	392	- 45.6%	243	149	- 38.7%
327	169	- 48.3%	93	86	- 7.5%
607	372	- 38.7%	208	142	- 31.7%
688	433	- 37.1%	114	117	+ 2.6%
167	219	+ 31.1%	7	5	- 28.6%
4,670	2,323	- 50.3%	2,283	1,452	- 36.4%

Condos - Townhomes

By Square Feet	12-2019	12-2020	Change
1,500 Sq Ft and Below	2,499	1,432	- 42.7%
1,501 to 2,000 Sq Ft	1,282	647	- 49.5%
2,001 to 3,000 Sq Ft	1,458	731	- 49.9%
3,001 to 4,000 Sq Ft	823	420	- 49.0%
4,001 to 6,000 Sq Ft	557	284	- 49.0%
6,001 Sq Ft and Above	322	257	- 20.2%
All Square Footage	6,953	3,775	- 45.7%

12-2019	12-2020	Change	12-2019	12-2020	Change
975	424	- 56.5%	1,524	1,008	- 33.9%
800	393	- 50.9%	482	254	- 47.3%
1,226	579	- 52.8%	232	152	- 34.5%
792	393	- 50.4%	31	27	- 12.9%
550	274	- 50.2%	7	10	+ 42.9%
320	256	- 20.0%	2	1	- 50.0%
4,670	2,323	- 50.3%	2,283	1,452	- 36.4%

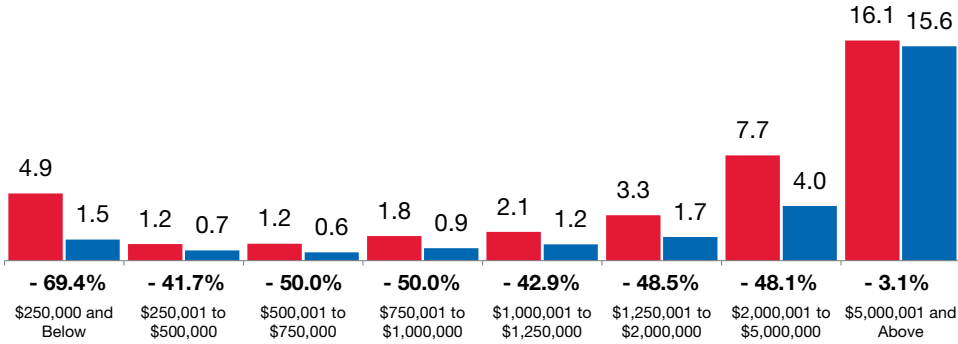


Months Supply of Inventory

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.

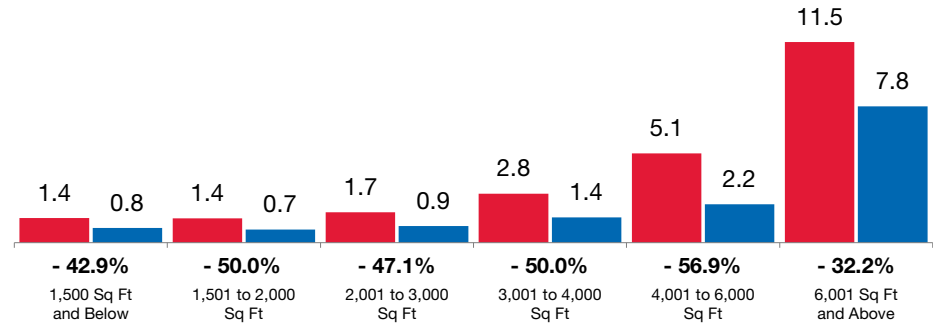
By Price Range

■ 12-2019 ■ 12-2020



By Square Feet

■ 12-2019 ■ 12-2020



All Properties

By Price Range	12-2019	12-2020	Change
\$250,000 and Below	4.9	1.5	-69.4%
\$250,001 to \$500,000	1.2	0.7	-41.7%
\$500,001 to \$750,000	1.2	0.6	-50.0%
\$750,001 to \$1,000,000	1.8	0.9	-50.0%
\$1,000,001 to \$1,250,000	2.1	1.2	-42.9%
\$1,250,001 to \$2,000,000	3.3	1.7	-48.5%
\$2,000,001 to \$5,000,000	7.7	4.0	-48.1%
\$5,000,001 and Above	16.1	15.6	-3.1%
All Price Ranges	1.7	1.0	-41.2%

Single-Family Homes

12-2019	12-2020	Change	12-2019	12-2020	Change
15.7	2.7	-82.8%	3.4	1.3	-61.8%
1.3	0.6	-53.8%	1.1	0.8	-27.3%
1.1	0.5	-54.5%	1.6	1.0	-37.5%
1.6	0.8	-50.0%	3.0	1.5	-50.0%
1.8	0.9	-50.0%	3.8	3.0	-21.1%
2.8	1.4	-50.0%	7.4	3.8	-48.6%
7.3	3.5	-52.1%	11.3	8.1	-28.3%
15.8	15.6	-1.3%	7.0	5.0	-28.6%
1.7	0.9	-47.1%	1.8	1.1	-38.9%

Condos - Townhomes

By Square Feet	12-2019	12-2020	Change
1,500 Sq Ft and Below	1.4	0.8	-42.9%
1,501 to 2,000 Sq Ft	1.4	0.7	-50.0%
2,001 to 3,000 Sq Ft	1.7	0.9	-47.1%
3,001 to 4,000 Sq Ft	2.8	1.4	-50.0%
4,001 to 6,000 Sq Ft	5.1	2.2	-56.9%
6,001 Sq Ft and Above	11.5	7.8	-32.2%
All Square Footage	1.7	1.0	-41.2%

12-2019	12-2020	Change	12-2019	12-2020	Change
1.3	0.6	-53.8%	1.5	1.0	-33.3%
1.1	0.6	-45.5%	2.1	1.1	-47.6%
1.5	0.8	-46.7%	4.8	2.9	-39.6%
2.7	1.4	-48.1%	9.9	10.1	+2.0%
5.1	2.1	-58.8%	5.3	7.5	+41.5%
11.5	7.8	-32.2%	1.0	0.7	-30.0%
1.7	0.9	-47.1%	1.8	1.1	-38.9%

