

# Housing Supply Overview

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

## January 2021

The new year has begun, and with it comes many people who have made buying or selling a home part of their 2021 resolutions. While ongoing unemployment claims remain elevated due to COVID-19, they are substantially lower than what they were during their peak and have had little effect on buyer demand thus far. For the 12-month period spanning February 2020 through January 2021, Pending Sales in the San Diego were up 5.0 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 52.6 percent.

The overall Median Sales Price was up 9.5 percent to \$635,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 10.8 percent to \$720,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 23 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 98 days.

Market-wide, inventory levels were down 56.9 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 48.7 percent. That amounts to 0.7 months supply for Single-Family homes and 0.9 months supply for Condos.

## Quick Facts

**+ 52.6%**

**+ 36.3%**

**+ 8.4%**

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

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

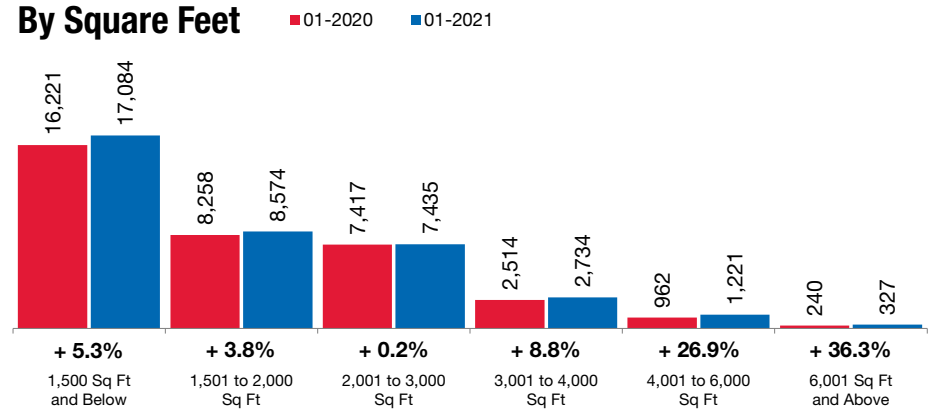
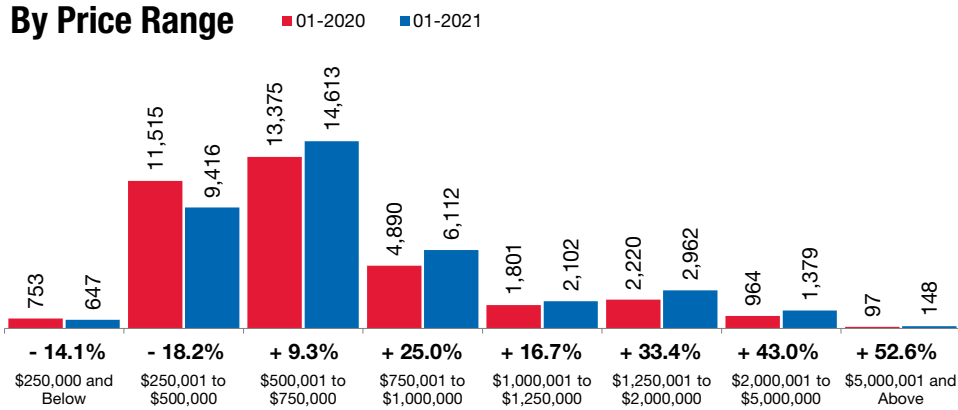
Property Type With  
Strongest Pending Sales:  
**Condos - Townhomes**

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

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	01-2020	01-2021	Change
\$250,000 and Below	753	647	- 14.1%
\$250,001 to \$500,000	11,515	9,416	- 18.2%
\$500,001 to \$750,000	13,375	14,613	+ 9.3%
\$750,001 to \$1,000,000	4,890	6,112	+ 25.0%
\$1,000,001 to \$1,250,000	1,801	2,102	+ 16.7%
\$1,250,001 to \$2,000,000	2,220	2,962	+ 33.4%
\$2,000,001 to \$5,000,000	964	1,379	+ 43.0%
\$5,000,001 and Above	97	148	+ 52.6%
<b>All Price Ranges</b>	<b>35,615</b>	<b>37,379</b>	<b>+ 5.0%</b>

## Single-Family Homes

01-2020	01-2021	Change	01-2020	01-2021	Change
98	101	+ 3.1%	655	546	- 16.6%
4,308	2,393	- 44.5%	7,207	7,023	- 2.6%
10,588	10,989	+ 3.8%	2,787	3,624	+ 30.0%
4,138	5,093	+ 23.1%	752	1,019	+ 35.5%
1,563	1,797	+ 15.0%	238	305	+ 28.2%
1,942	2,586	+ 33.2%	278	376	+ 35.3%
861	1,241	+ 44.1%	103	138	+ 34.0%
94	145	+ 54.3%	3	3	0.0%
<b>23,592</b>	<b>24,345</b>	<b>+ 3.2%</b>	<b>12,023</b>	<b>13,034</b>	<b>+ 8.4%</b>

## Condos - Townhomes

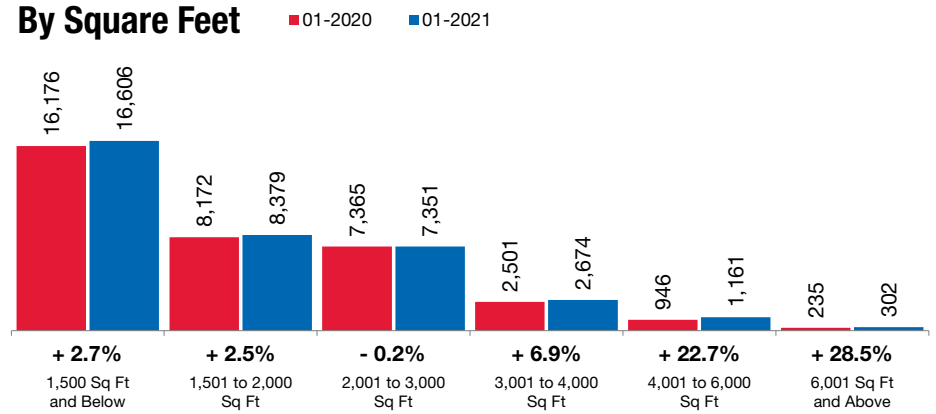
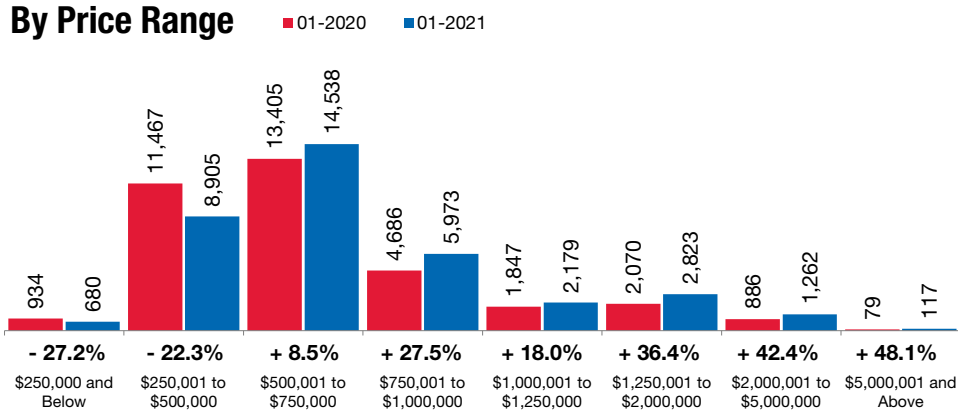
By Square Feet	01-2020	01-2021	Change
1,500 Sq Ft and Below	16,221	17,084	+ 5.3%
1,501 to 2,000 Sq Ft	8,258	8,574	+ 3.8%
2,001 to 3,000 Sq Ft	7,417	7,435	+ 0.2%
3,001 to 4,000 Sq Ft	2,514	2,734	+ 8.8%
4,001 to 6,000 Sq Ft	962	1,221	+ 26.9%
6,001 Sq Ft and Above	240	327	+ 36.3%
<b>All Square Footage</b>	<b>35,615</b>	<b>37,379</b>	<b>+ 5.0%</b>

01-2020	01-2021	Change	01-2020	01-2021	Change
6,839	6,978	+ 2.0%	9,382	10,106	+ 7.7%
6,105	6,214	+ 1.8%	2,153	2,360	+ 9.6%
6,961	6,912	- 0.7%	456	523	+ 14.7%
2,491	2,698	+ 8.3%	23	36	+ 56.5%
955	1,214	+ 27.1%	7	7	0.0%
239	325	+ 36.0%	1	2	+ 100.0%
<b>23,592</b>	<b>24,345</b>	<b>+ 3.2%</b>	<b>12,023</b>	<b>13,034</b>	<b>+ 8.4%</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	01-2020	01-2021	Change
\$250,000 and Below	934	680	- 27.2%
\$250,001 to \$500,000	11,467	8,905	- 22.3%
\$500,001 to \$750,000	13,405	14,538	+ 8.5%
\$750,001 to \$1,000,000	4,686	5,973	+ 27.5%
\$1,000,001 to \$1,250,000	1,847	2,179	+ 18.0%
\$1,250,001 to \$2,000,000	2,070	2,823	+ 36.4%
\$2,000,001 to \$5,000,000	886	1,262	+ 42.4%
\$5,000,001 and Above	79	117	+ 48.1%
<b>All Price Ranges</b>	<b>35,374</b>	<b>36,477</b>	<b>+ 3.1%</b>

## Single-Family Homes

01-2020	01-2021	Change	01-2020	01-2021	Change
207	119	- 42.5%	727	561	- 22.8%
4,325	2,156	- 50.2%	7,142	6,749	- 5.5%
10,691	10,946	+ 2.4%	2,714	3,592	+ 32.4%
3,976	5,023	+ 26.3%	710	950	+ 33.8%
1,607	1,881	+ 17.1%	240	298	+ 24.2%
1,823	2,498	+ 37.0%	247	325	+ 31.6%
795	1,135	+ 42.8%	91	127	+ 39.6%
76	116	+ 52.6%	3	1	- 66.7%
<b>23,500</b>	<b>23,874</b>	<b>+ 1.6%</b>	<b>11,874</b>	<b>12,603</b>	<b>+ 6.1%</b>

## Condos - Townhomes

By Square Feet	01-2020	01-2021	Change
1,500 Sq Ft and Below	16,176	16,606	+ 2.7%
1,501 to 2,000 Sq Ft	8,172	8,379	+ 2.5%
2,001 to 3,000 Sq Ft	7,365	7,351	- 0.2%
3,001 to 4,000 Sq Ft	2,501	2,674	+ 6.9%
4,001 to 6,000 Sq Ft	946	1,161	+ 22.7%
6,001 Sq Ft and Above	235	302	+ 28.5%
<b>All Square Footage</b>	<b>35,374</b>	<b>36,477</b>	<b>+ 3.1%</b>

01-2020	01-2021	Change	01-2020	01-2021	Change
6,874	6,821	- 0.8%	9,302	9,785	+ 5.2%
6,075	6,108	+ 0.5%	2,097	2,271	+ 8.3%
6,897	6,841	- 0.8%	444	510	+ 14.9%
2,479	2,645	+ 6.7%	22	29	+ 31.8%
940	1,154	+ 22.8%	6	7	+ 16.7%
233	301	+ 29.2%	2	1	- 50.0%
<b>23,500</b>	<b>23,874</b>	<b>+ 1.6%</b>	<b>11,874</b>	<b>12,603</b>	<b>+ 6.1%</b>

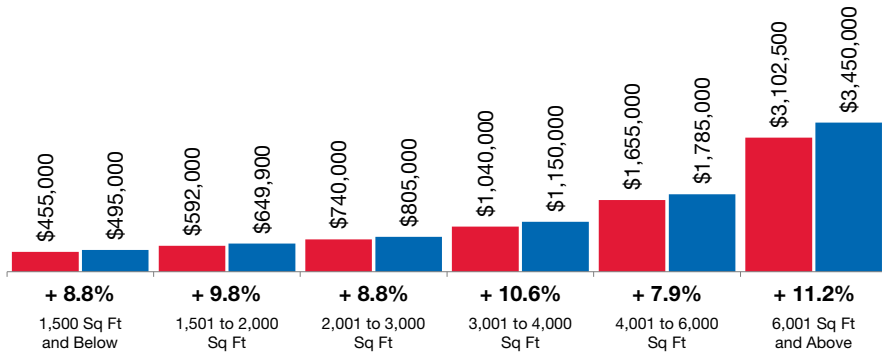


# Median Sales Price

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.**

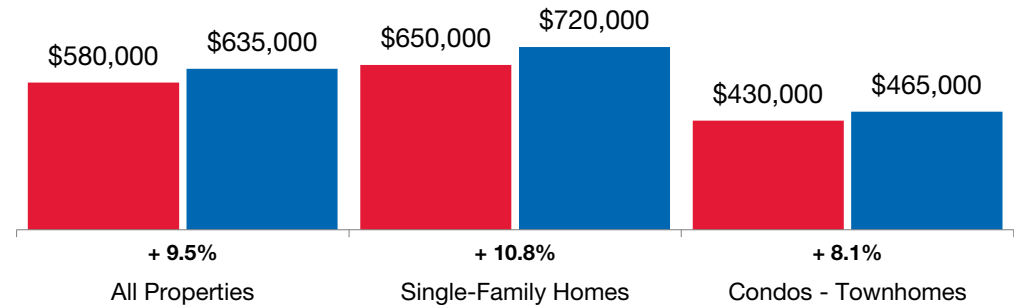
## By Square Feet

01-2020 01-2021



## By Property Type

01-2020 01-2021



By Square Feet	All Properties		
	01-2020	01-2021	Change
1,500 Sq Ft and Below	\$455,000	\$495,000	+ 8.8%
1,501 to 2,000 Sq Ft	\$592,000	\$649,900	+ 9.8%
2,001 to 3,000 Sq Ft	\$740,000	\$805,000	+ 8.8%
3,001 to 4,000 Sq Ft	\$1,040,000	\$1,150,000	+ 10.6%
4,001 to 6,000 Sq Ft	\$1,655,000	\$1,785,000	+ 7.9%
6,001 Sq Ft and Above	\$3,102,500	\$3,450,000	+ 11.2%
<b>All Square Footage</b>	<b>\$580,000</b>	<b>\$635,000</b>	<b>+ 9.5%</b>

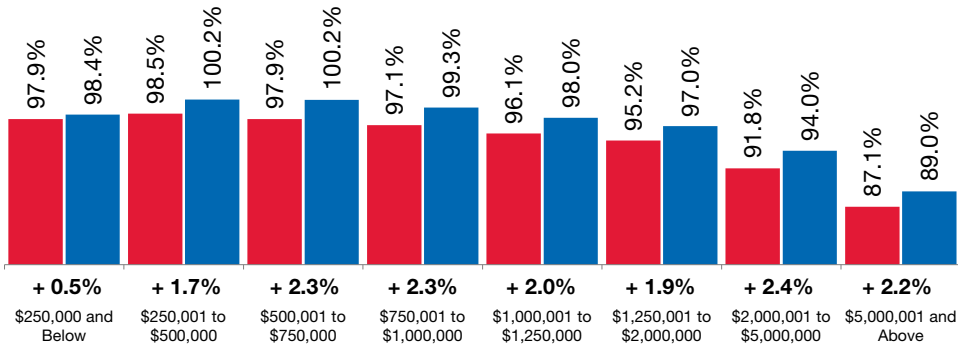
	Single-Family Homes			Condos - Townhomes		
	01-2020	01-2021	Change	01-2020	01-2021	Change
	\$509,000	\$561,000	+ 10.2%	\$393,000	\$425,000	+ 8.1%
	\$595,000	\$650,000	+ 9.2%	\$585,000	\$639,900	+ 9.4%
	\$735,000	\$799,000	+ 8.7%	\$892,500	\$975,000	+ 9.2%
	\$1,035,000	\$1,150,000	+ 11.1%	\$1,950,000	\$1,712,500	- 12.2%
	\$1,650,000	\$1,783,250	+ 8.1%	\$2,999,500	\$3,110,000	+ 3.7%
	\$3,107,500	\$3,450,000	+ 11.0%	\$762,172	\$3,600,000	+ 372.3%
	<b>\$650,000</b>	<b>\$720,000</b>	<b>+ 10.8%</b>	<b>\$430,000</b>	<b>\$465,000</b>	<b>+ 8.1%</b>

# 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.**

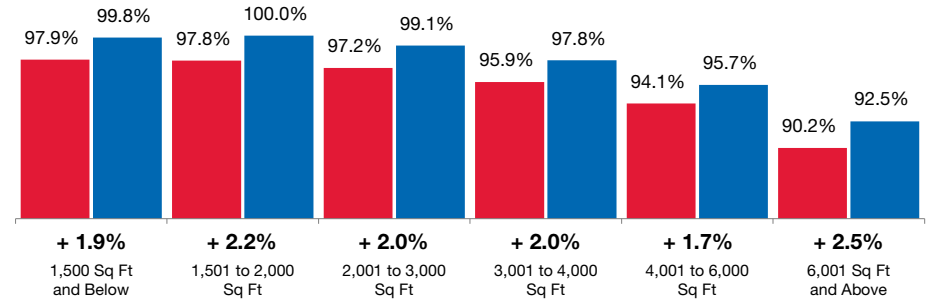
## By Price Range

■ 01-2020 ■ 01-2021



## By Square Feet

■ 01-2020 ■ 01-2021



## All Properties

By Price Range	01-2020	01-2021	Change
\$250,000 and Below	97.9%	98.4%	+ 0.5%
\$250,001 to \$500,000	98.5%	100.2%	+ 1.7%
\$500,001 to \$750,000	97.9%	100.2%	+ 2.3%
\$750,001 to \$1,000,000	97.1%	99.3%	+ 2.3%
\$1,000,001 to \$1,250,000	96.1%	98.0%	+ 2.0%
\$1,250,001 to \$2,000,000	95.2%	97.0%	+ 1.9%
\$2,000,001 to \$5,000,000	91.8%	94.0%	+ 2.4%
\$5,000,001 and Above	87.1%	89.0%	+ 2.2%
<b>All Price Ranges</b>	<b>97.5%</b>	<b>99.4%</b>	<b>+ 1.9%</b>

## Single-Family Homes

01-2020	01-2021	Change	01-2020	01-2021	Change
93.7%	95.8%	+ 2.2%	98.4%	98.9%	+ 0.5%
98.9%	101.3%	+ 2.4%	98.3%	99.9%	+ 1.6%
98.0%	100.6%	+ 2.7%	97.6%	99.0%	+ 1.4%
97.2%	99.5%	+ 2.4%	96.9%	98.0%	+ 1.1%
96.3%	98.4%	+ 2.2%	94.9%	95.6%	+ 0.7%
95.4%	97.2%	+ 1.9%	93.9%	95.4%	+ 1.6%
91.8%	94.0%	+ 2.4%	92.2%	93.9%	+ 1.8%
87.2%	89.0%	+ 2.1%	84.5%	89.9%	+ 6.4%
<b>97.4%</b>	<b>99.5%</b>	<b>+ 2.2%</b>	<b>97.8%</b>	<b>99.1%</b>	<b>+ 1.3%</b>

## Condos - Townhomes

By Square Feet	01-2020	01-2021	Change
1,500 Sq Ft and Below	97.9%	99.8%	+ 1.9%
1,501 to 2,000 Sq Ft	97.8%	100.0%	+ 2.2%
2,001 to 3,000 Sq Ft	97.2%	99.1%	+ 2.0%
3,001 to 4,000 Sq Ft	95.9%	97.8%	+ 2.0%
4,001 to 6,000 Sq Ft	94.1%	95.7%	+ 1.7%
6,001 Sq Ft and Above	90.2%	92.5%	+ 2.5%
<b>All Square Footage</b>	<b>97.5%</b>	<b>99.4%</b>	<b>+ 1.9%</b>

01-2020	01-2021	Change	01-2020	01-2021	Change
98.2%	100.7%	+ 2.5%	98.0%	99.3%	+ 1.3%
97.9%	100.3%	+ 2.5%	97.7%	99.1%	+ 1.4%
97.2%	99.3%	+ 2.2%	96.3%	97.4%	+ 1.1%
95.9%	97.9%	+ 2.1%	93.9%	95.9%	+ 2.1%
94.1%	95.7%	+ 1.7%	89.6%	96.3%	+ 7.5%
90.1%	92.5%	+ 2.7%	97.8%	90.2%	- 7.8%
<b>97.4%</b>	<b>99.5%</b>	<b>+ 2.2%</b>	<b>97.8%</b>	<b>99.1%</b>	<b>+ 1.3%</b>

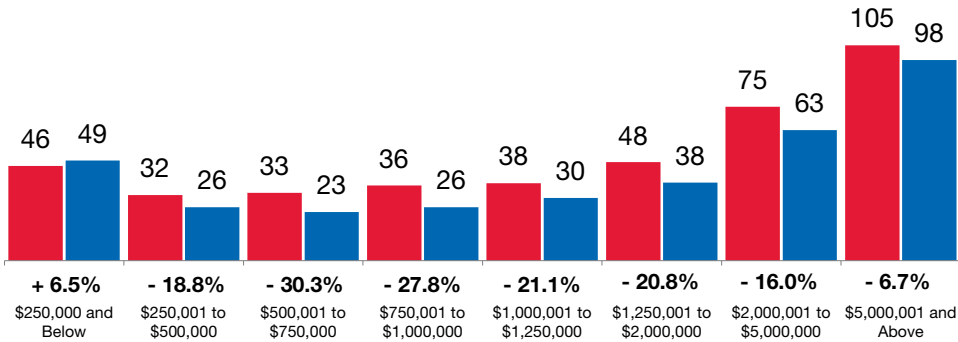


# Days on Market Until Sale

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.

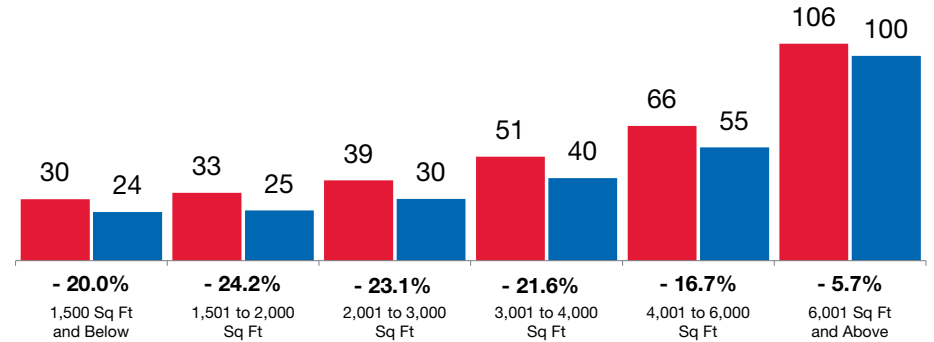
## By Price Range

01-2020 01-2021



## By Square Feet

01-2020 01-2021



## All Properties

By Price Range	01-2020	01-2021	Change
\$250,000 and Below	46	49	+ 6.5%
\$250,001 to \$500,000	32	26	- 18.8%
\$500,001 to \$750,000	33	23	- 30.3%
\$750,001 to \$1,000,000	36	26	- 27.8%
\$1,000,001 to \$1,250,000	38	30	- 21.1%
\$1,250,001 to \$2,000,000	48	38	- 20.8%
\$2,000,001 to \$5,000,000	75	63	- 16.0%
\$5,000,001 and Above	105	98	- 6.7%
<b>All Price Ranges</b>	<b>36</b>	<b>28</b>	<b>- 22.2%</b>

## Single-Family Homes

01-2020	01-2021	Change	01-2020	01-2021	Change
73	105	+ 43.8%	41	37	- 9.8%
34	33	- 2.9%	30	24	- 20.0%
33	22	- 33.3%	33	27	- 18.2%
35	24	- 31.4%	45	37	- 17.8%
35	28	- 20.0%	55	43	- 21.8%
46	36	- 21.7%	59	51	- 13.6%
74	64	- 13.5%	85	60	- 29.4%
107	98	- 8.4%	39	0	- 100.0%
<b>36</b>	<b>28</b>	<b>- 22.2%</b>	<b>34</b>	<b>28</b>	<b>- 17.6%</b>

## Condos - Townhomes

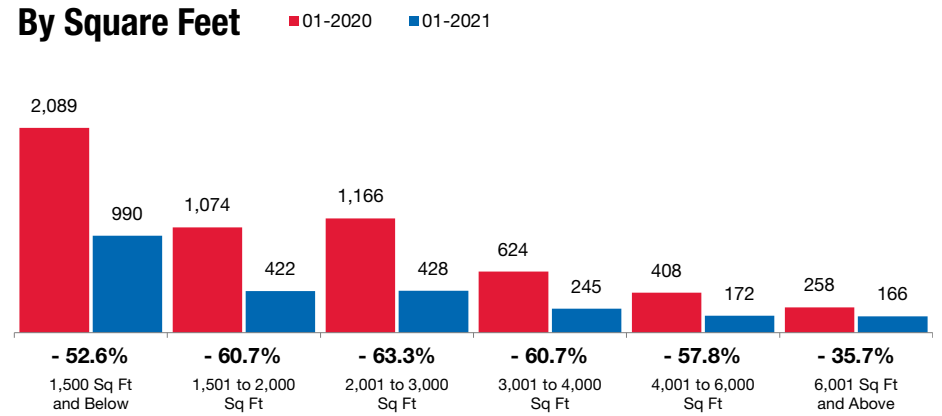
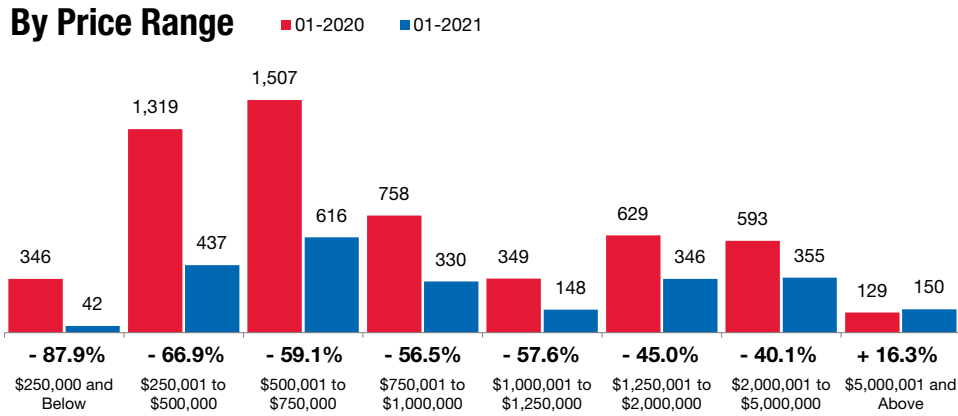
By Square Feet	01-2020	01-2021	Change
1,500 Sq Ft and Below	30	24	- 20.0%
1,501 to 2,000 Sq Ft	33	25	- 24.2%
2,001 to 3,000 Sq Ft	39	30	- 23.1%
3,001 to 4,000 Sq Ft	51	40	- 21.6%
4,001 to 6,000 Sq Ft	66	55	- 16.7%
6,001 Sq Ft and Above	106	100	- 5.7%
<b>All Square Footage</b>	<b>36</b>	<b>28</b>	<b>- 22.2%</b>

01-2020	01-2021	Change	01-2020	01-2021	Change
28	21	- 25.0%	32	26	- 18.8%
31	22	- 29.0%	38	31	- 18.4%
38	29	- 23.7%	54	50	- 7.4%
51	40	- 21.6%	68	51	- 25.0%
66	55	- 16.7%	70	37	- 47.1%
107	100	- 6.5%	46	96	+ 108.7%
<b>36</b>	<b>28</b>	<b>- 22.2%</b>	<b>34</b>	<b>28</b>	<b>- 17.6%</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	01-2020	01-2021	Change
\$250,000 and Below	346	42	- 87.9%
\$250,001 to \$500,000	1,319	437	- 66.9%
\$500,001 to \$750,000	1,507	616	- 59.1%
\$750,001 to \$1,000,000	758	330	- 56.5%
\$1,000,001 to \$1,250,000	349	148	- 57.6%
\$1,250,001 to \$2,000,000	629	346	- 45.0%
\$2,000,001 to \$5,000,000	593	355	- 40.1%
\$5,000,001 and Above	129	150	+ 16.3%
<b>All Price Ranges</b>	<b>5,630</b>	<b>2,424</b>	<b>- 56.9%</b>

## Single-Family Homes

01-2020	01-2021	Change	01-2020	01-2021	Change
135	8	- 94.1%	211	34	- 83.9%
591	81	- 86.3%	728	356	- 51.1%
1,126	393	- 65.1%	381	223	- 41.5%
559	235	- 58.0%	199	95	- 52.3%
245	89	- 63.7%	104	59	- 43.3%
475	234	- 50.7%	154	112	- 27.3%
500	275	- 45.0%	93	80	- 14.0%
123	147	+ 19.5%	6	3	- 50.0%
<b>3,754</b>	<b>1,462</b>	<b>- 61.1%</b>	<b>1,876</b>	<b>962</b>	<b>- 48.7%</b>

## Condos - Townhomes

01-2020	01-2021	Change	01-2020	01-2021	Change
135	8	- 94.1%	211	34	- 83.9%
591	81	- 86.3%	728	356	- 51.1%
1,126	393	- 65.1%	381	223	- 41.5%
559	235	- 58.0%	199	95	- 52.3%
245	89	- 63.7%	104	59	- 43.3%
475	234	- 50.7%	154	112	- 27.3%
500	275	- 45.0%	93	80	- 14.0%
123	147	+ 19.5%	6	3	- 50.0%
<b>3,754</b>	<b>1,462</b>	<b>- 61.1%</b>	<b>1,876</b>	<b>962</b>	<b>- 48.7%</b>

By Square Feet	01-2020	01-2021	Change
1,500 Sq Ft and Below	2,089	990	- 52.6%
1,501 to 2,000 Sq Ft	1,074	422	- 60.7%
2,001 to 3,000 Sq Ft	1,166	428	- 63.3%
3,001 to 4,000 Sq Ft	624	245	- 60.7%
4,001 to 6,000 Sq Ft	408	172	- 57.8%
6,001 Sq Ft and Above	258	166	- 35.7%
<b>All Square Footage</b>	<b>5,630</b>	<b>2,424</b>	<b>- 56.9%</b>

01-2020	01-2021	Change	01-2020	01-2021	Change
833	320	- 61.6%	1,256	670	- 46.7%
671	253	- 62.3%	403	169	- 58.1%
991	330	- 66.7%	175	98	- 44.0%
594	226	- 62.0%	30	19	- 36.7%
403	167	- 58.6%	5	5	0.0%
256	165	- 35.5%	2	1	- 50.0%
<b>3,754</b>	<b>1,462</b>	<b>- 61.1%</b>	<b>1,876</b>	<b>962</b>	<b>- 48.7%</b>

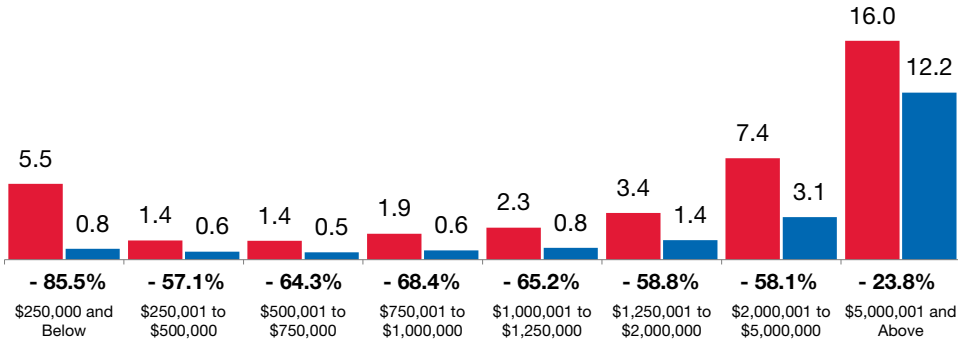


# Months Supply of Inventory

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.

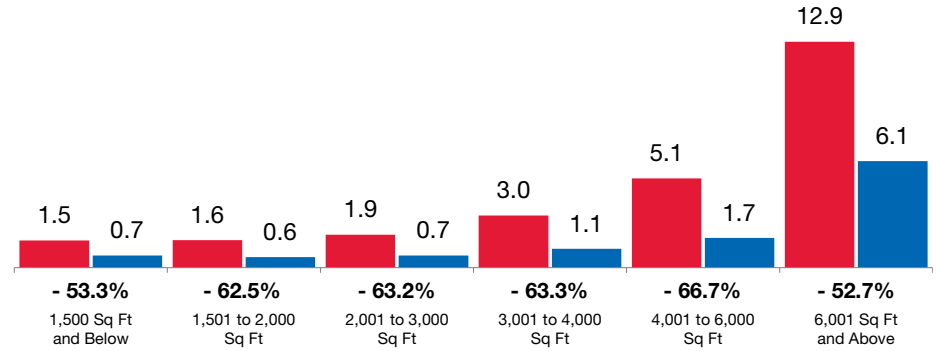
## By Price Range

■ 01-2020 ■ 01-2021



## By Square Feet

■ 01-2020 ■ 01-2021



### All Properties

By Price Range	01-2020	01-2021	Change
\$250,000 and Below	5.5	0.8	-85.5%
\$250,001 to \$500,000	1.4	0.6	-57.1%
\$500,001 to \$750,000	1.4	0.5	-64.3%
\$750,001 to \$1,000,000	1.9	0.6	-68.4%
\$1,000,001 to \$1,250,000	2.3	0.8	-65.2%
\$1,250,001 to \$2,000,000	3.4	1.4	-58.8%
\$2,000,001 to \$5,000,000	7.4	3.1	-58.1%
\$5,000,001 and Above	16.0	12.2	-23.8%
<b>All Price Ranges</b>	<b>1.9</b>	<b>0.8</b>	<b>-57.9%</b>

### Single-Family Homes

01-2020	01-2021	Change	01-2020	01-2021	Change
16.5	1.0	-93.9%	3.9	0.7	-82.1%
1.6	0.4	-75.0%	1.2	0.6	-50.0%
1.3	0.4	-69.2%	1.6	0.7	-56.3%
1.6	0.6	-62.5%	3.2	1.1	-65.6%
1.9	0.6	-68.4%	5.2	2.3	-55.8%
2.9	1.1	-62.1%	6.6	3.6	-45.5%
7.0	2.7	-61.4%	10.8	6.4	-40.7%
15.7	12.2	-22.3%	6.0	3.0	-50.0%
<b>1.9</b>	<b>0.7</b>	<b>-63.2%</b>	<b>1.9</b>	<b>0.9</b>	<b>-52.6%</b>

### Condos - Townhomes

By Square Feet	01-2020	01-2021	Change
1,500 Sq Ft and Below	1.5	0.7	-53.3%
1,501 to 2,000 Sq Ft	1.6	0.6	-62.5%
2,001 to 3,000 Sq Ft	1.9	0.7	-63.2%
3,001 to 4,000 Sq Ft	3.0	1.1	-63.3%
4,001 to 6,000 Sq Ft	5.1	1.7	-66.7%
6,001 Sq Ft and Above	12.9	6.1	-52.7%
<b>All Square Footage</b>	<b>1.9</b>	<b>0.8</b>	<b>-57.9%</b>

01-2020	01-2021	Change	01-2020	01-2021	Change
1.5	0.6	-60.0%	1.6	0.8	-50.0%
1.3	0.5	-61.5%	2.2	0.9	-59.1%
1.7	0.6	-64.7%	4.6	2.2	-52.2%
2.9	1.0	-65.5%	11.7	6.3	-46.2%
5.1	1.7	-66.7%	4.3	4.3	0.0%
12.9	6.1	-52.7%	2.0	1.0	-50.0%
<b>1.9</b>	<b>0.7</b>	<b>-63.2%</b>	<b>1.9</b>	<b>0.9</b>	<b>-52.6%</b>

