

# Housing Supply Overview

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

## March 2021

March sales activity picked up where February left off, with an already red-hot market showing no signs of slowing. Rising home prices and mortgage rates are affecting affordability, but have yet to impact demand, as sales continue to increase. Extremely constrained supply in many market segments will continue to fuel multiple offers and rising home prices. For the 12-month period spanning April 2020 through March 2021, Pending Sales in the San Diego were up 10.7 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 78.3 percent.

The overall Median Sales Price was up 11.1 percent to \$650,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 12.0 percent to \$735,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 22 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 97 days.

Market-wide, inventory levels were down 64.2 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 61.7 percent. That amounts to 0.7 months supply for Single-Family homes and 0.7 months supply for Condos.

## Quick Facts

**+ 78.3%**

**+ 53.4%**

**+ 16.0%**

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

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

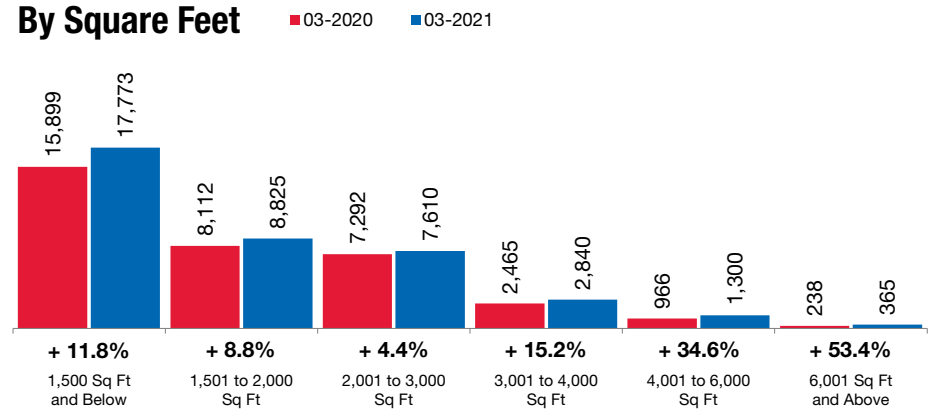
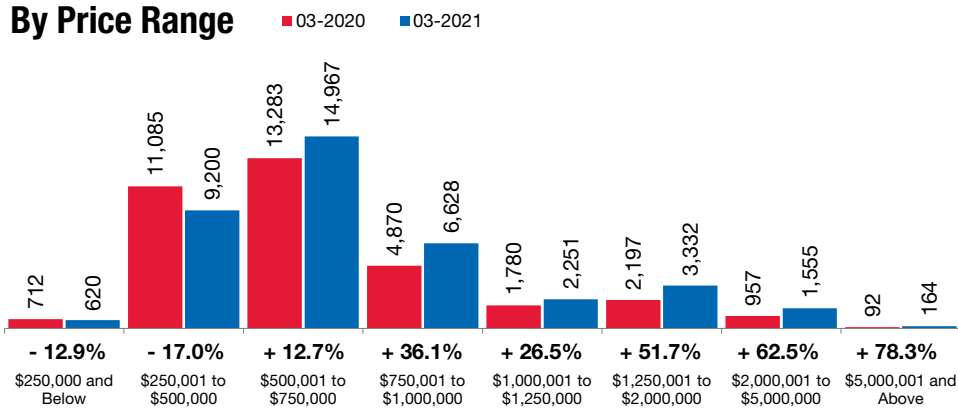
Property Type With  
Strongest Pending Sales:  
**Condos - Townhomes**

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	03-2020	03-2021	Change
\$250,000 and Below	712	620	- 12.9%
\$250,001 to \$500,000	11,085	9,200	- 17.0%
\$500,001 to \$750,000	13,283	14,967	+ 12.7%
\$750,001 to \$1,000,000	4,870	6,628	+ 36.1%
\$1,000,001 to \$1,250,000	1,780	2,251	+ 26.5%
\$1,250,001 to \$2,000,000	2,197	3,332	+ 51.7%
\$2,000,001 to \$5,000,000	957	1,555	+ 62.5%
\$5,000,001 and Above	92	164	+ 78.3%
<b>All Price Ranges</b>	<b>34,976</b>	<b>38,717</b>	<b>+ 10.7%</b>

## Single-Family Homes

03-2020	03-2021	Change	03-2020	03-2021	Change
84	100	+ 19.0%	628	520	- 17.2%
4,031	2,042	- 49.3%	7,054	7,158	+ 1.5%
10,466	11,002	+ 5.1%	2,817	3,965	+ 40.8%
4,130	5,478	+ 32.6%	740	1,150	+ 55.4%
1,542	1,904	+ 23.5%	238	347	+ 45.8%
1,927	2,885	+ 49.7%	270	447	+ 65.6%
855	1,403	+ 64.1%	102	152	+ 49.0%
90	160	+ 77.8%	2	4	+ 100.0%
<b>23,125</b>	<b>24,974</b>	<b>+ 8.0%</b>	<b>11,851</b>	<b>13,743</b>	<b>+ 16.0%</b>

## Condos - Townhomes

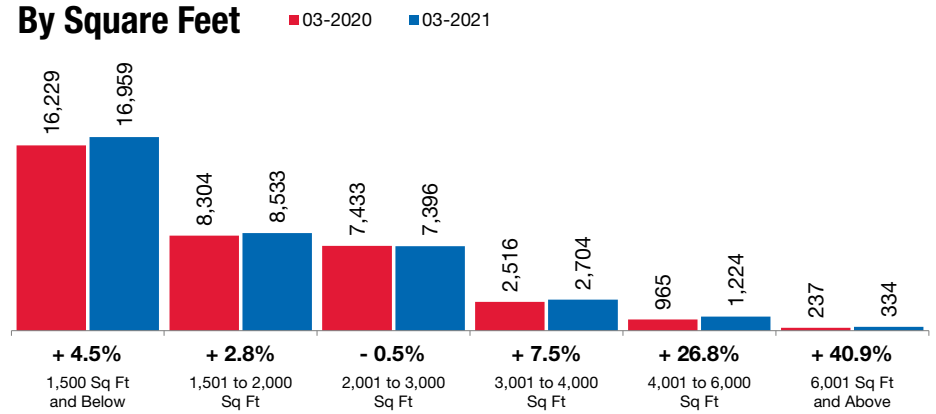
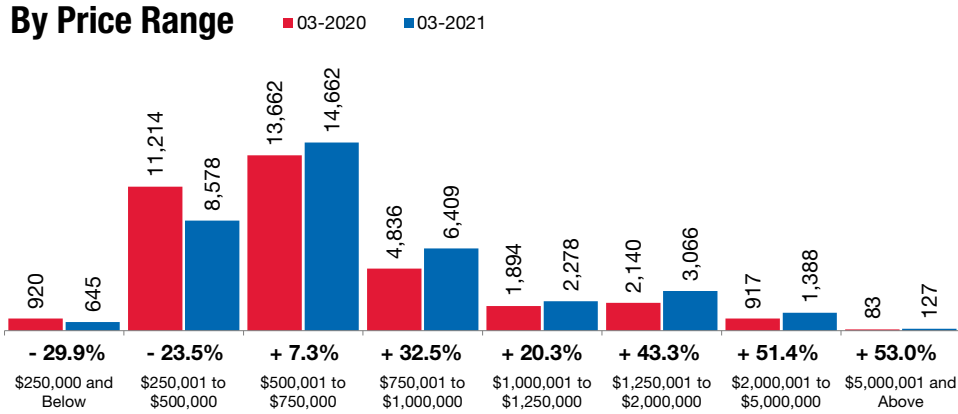
By Square Feet	03-2020	03-2021	Change
1,500 Sq Ft and Below	15,899	17,773	+ 11.8%
1,501 to 2,000 Sq Ft	8,112	8,825	+ 8.8%
2,001 to 3,000 Sq Ft	7,292	7,610	+ 4.4%
3,001 to 4,000 Sq Ft	2,465	2,840	+ 15.2%
4,001 to 6,000 Sq Ft	966	1,300	+ 34.6%
6,001 Sq Ft and Above	238	365	+ 53.4%
<b>All Square Footage</b>	<b>34,976</b>	<b>38,717</b>	<b>+ 10.7%</b>

03-2020	03-2021	Change	03-2020	03-2021	Change
6,666	7,086	+ 6.3%	9,233	10,687	+ 15.7%
5,982	6,393	+ 6.9%	2,130	2,432	+ 14.2%
6,837	7,040	+ 3.0%	455	570	+ 25.3%
2,440	2,797	+ 14.6%	25	43	+ 72.0%
960	1,291	+ 34.5%	6	9	+ 50.0%
237	363	+ 53.2%	1	2	+ 100.0%
<b>23,125</b>	<b>24,974</b>	<b>+ 8.0%</b>	<b>11,851</b>	<b>13,743</b>	<b>+ 16.0%</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	03-2020	03-2021	Change
\$250,000 and Below	920	645	- 29.9%
\$250,001 to \$500,000	11,214	8,578	- 23.5%
\$500,001 to \$750,000	13,662	14,662	+ 7.3%
\$750,001 to \$1,000,000	4,836	6,409	+ 32.5%
\$1,000,001 to \$1,250,000	1,894	2,278	+ 20.3%
\$1,250,001 to \$2,000,000	2,140	3,066	+ 43.3%
\$2,000,001 to \$5,000,000	917	1,388	+ 51.4%
\$5,000,001 and Above	83	127	+ 53.0%
<b>All Price Ranges</b>	<b>35,666</b>	<b>37,153</b>	<b>+ 4.2%</b>

## Single-Family Homes

03-2020	03-2021	Change	03-2020	03-2021	Change
203	120	- 40.9%	717	525	- 26.8%
4,020	1,863	- 53.7%	7,194	6,715	- 6.7%
10,826	10,792	- 0.3%	2,836	3,870	+ 36.5%
4,087	5,334	+ 30.5%	749	1,075	+ 43.5%
1,654	1,950	+ 17.9%	240	328	+ 36.7%
1,878	2,708	+ 44.2%	262	358	+ 36.6%
820	1,255	+ 53.0%	97	133	+ 37.1%
80	126	+ 57.5%	3	1	- 66.7%
<b>23,568</b>	<b>24,148</b>	<b>+ 2.5%</b>	<b>12,098</b>	<b>13,005</b>	<b>+ 7.5%</b>

## Condos - Townhomes

By Square Feet	03-2020	03-2021	Change
1,500 Sq Ft and Below	16,229	16,959	+ 4.5%
1,501 to 2,000 Sq Ft	8,304	8,533	+ 2.8%
2,001 to 3,000 Sq Ft	7,433	7,396	- 0.5%
3,001 to 4,000 Sq Ft	2,516	2,704	+ 7.5%
4,001 to 6,000 Sq Ft	965	1,224	+ 26.8%
6,001 Sq Ft and Above	237	334	+ 40.9%
<b>All Square Footage</b>	<b>35,666</b>	<b>37,153</b>	<b>+ 4.2%</b>

03-2020	03-2021	Change	03-2020	03-2021	Change
6,805	6,874	+ 1.0%	9,424	10,085	+ 7.0%
6,123	6,190	+ 1.1%	2,181	2,343	+ 7.4%
6,949	6,865	- 1.2%	462	531	+ 14.9%
2,493	2,668	+ 7.0%	23	36	+ 56.5%
959	1,216	+ 26.8%	6	8	+ 33.3%
236	332	+ 40.7%	1	2	+ 100.0%
<b>23,568</b>	<b>24,148</b>	<b>+ 2.5%</b>	<b>12,098</b>	<b>13,005</b>	<b>+ 7.5%</b>

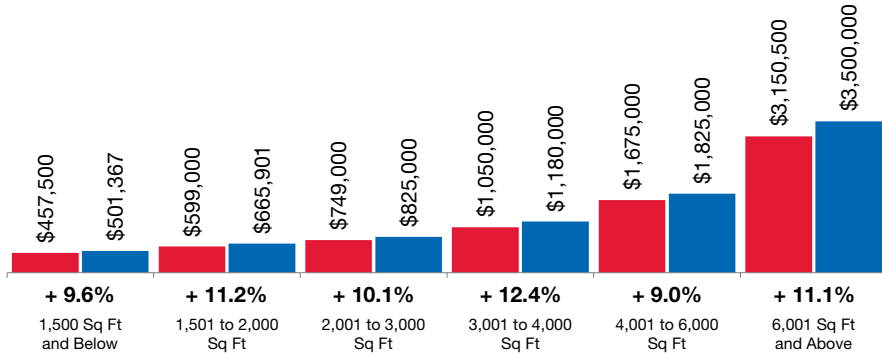


# Median Sales Price

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.**

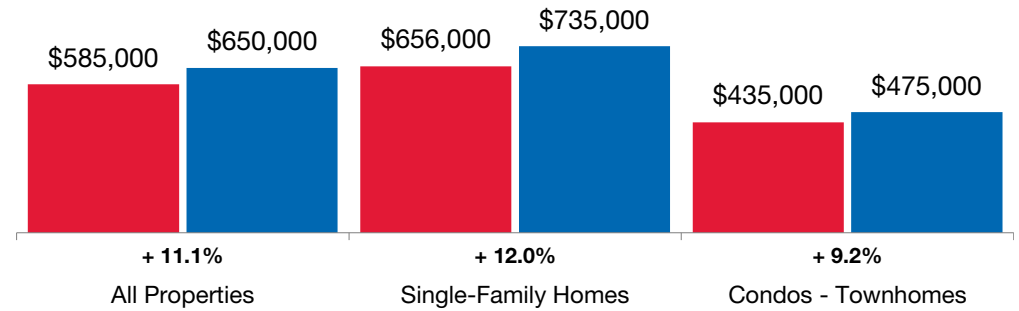
## By Square Feet

■ 03-2020 ■ 03-2021



## By Property Type

■ 03-2020 ■ 03-2021



By Square Feet	All Properties		
	03-2020	03-2021	Change
1,500 Sq Ft and Below	\$457,500	\$501,367	+ 9.6%
1,501 to 2,000 Sq Ft	\$599,000	\$665,901	+ 11.2%
2,001 to 3,000 Sq Ft	\$749,000	\$825,000	+ 10.1%
3,001 to 4,000 Sq Ft	\$1,050,000	\$1,180,000	+ 12.4%
4,001 to 6,000 Sq Ft	\$1,675,000	\$1,825,000	+ 9.0%
6,001 Sq Ft and Above	\$3,150,500	\$3,500,000	+ 11.1%
<b>All Square Footage</b>	<b>\$585,000</b>	<b>\$650,000</b>	<b>+ 11.1%</b>

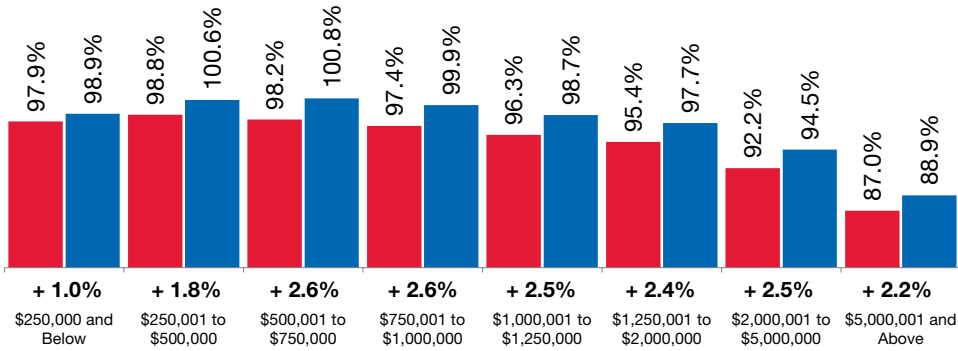
	Single-Family Homes			Condos - Townhomes		
	03-2020	03-2021	Change	03-2020	03-2021	Change
	\$515,000	\$575,000	+ 11.7%	\$395,000	\$430,000	+ 8.9%
	\$600,000	\$670,000	+ 11.7%	\$590,000	\$655,000	+ 11.0%
	\$740,000	\$820,000	+ 10.8%	\$899,900	\$985,000	+ 9.5%
	\$1,050,000	\$1,180,000	+ 12.4%	\$1,950,000	\$1,560,000	- 20.0%
	\$1,675,000	\$1,825,000	+ 9.0%	\$2,999,500	\$2,705,000	- 9.8%
	\$3,151,000	\$3,500,000	+ 11.1%	\$424,343	\$2,812,500	+ 562.8%
	<b>\$656,000</b>	<b>\$735,000</b>	<b>+ 12.0%</b>	<b>\$435,000</b>	<b>\$475,000</b>	<b>+ 9.2%</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.**

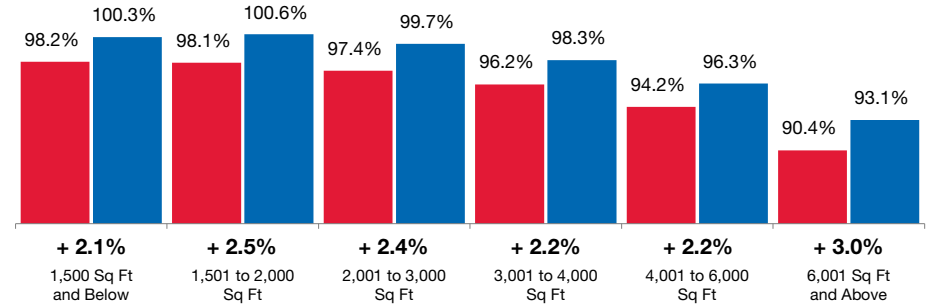
## By Price Range

■ 03-2020 ■ 03-2021



## By Square Feet

■ 03-2020 ■ 03-2021



## All Properties

By Price Range	03-2020	03-2021	Change
\$250,000 and Below	97.9%	98.9%	+ 1.0%
\$250,001 to \$500,000	98.8%	100.6%	+ 1.8%
\$500,001 to \$750,000	98.2%	100.8%	+ 2.6%
\$750,001 to \$1,000,000	97.4%	99.9%	+ 2.6%
\$1,000,001 to \$1,250,000	96.3%	98.7%	+ 2.5%
\$1,250,001 to \$2,000,000	95.4%	97.7%	+ 2.4%
\$2,000,001 to \$5,000,000	92.2%	94.5%	+ 2.5%
\$5,000,001 and Above	87.0%	88.9%	+ 2.2%
<b>All Price Ranges</b>	<b>97.8%</b>	<b>99.9%</b>	<b>+ 2.1%</b>

## Single-Family Homes

03-2020	03-2021	Change	03-2020	03-2021	Change
93.3%	96.6%	+ 3.5%	98.5%	99.3%	+ 0.8%
99.2%	101.6%	+ 2.4%	98.5%	100.3%	+ 1.8%
98.3%	101.2%	+ 3.0%	97.8%	99.5%	+ 1.7%
97.4%	100.2%	+ 2.9%	97.1%	98.5%	+ 1.4%
96.5%	99.2%	+ 2.8%	94.8%	96.1%	+ 1.4%
95.6%	98.1%	+ 2.6%	94.5%	95.5%	+ 1.1%
92.2%	94.5%	+ 2.5%	92.1%	94.3%	+ 2.4%
87.1%	88.9%	+ 2.1%	84.5%	89.4%	+ 5.8%
<b>97.6%</b>	<b>100.1%</b>	<b>+ 2.6%</b>	<b>98.0%</b>	<b>99.6%</b>	<b>+ 1.6%</b>

## Condos - Townhomes

By Square Feet	03-2020	03-2021	Change
1,500 Sq Ft and Below	98.2%	100.3%	+ 2.1%
1,501 to 2,000 Sq Ft	98.1%	100.6%	+ 2.5%
2,001 to 3,000 Sq Ft	97.4%	99.7%	+ 2.4%
3,001 to 4,000 Sq Ft	96.2%	98.3%	+ 2.2%
4,001 to 6,000 Sq Ft	94.2%	96.3%	+ 2.2%
6,001 Sq Ft and Above	90.4%	93.1%	+ 3.0%
<b>All Square Footage</b>	<b>97.8%</b>	<b>99.9%</b>	<b>+ 2.1%</b>

03-2020	03-2021	Change	03-2020	03-2021	Change
98.6%	101.2%	+ 2.6%	98.2%	99.7%	+ 1.5%
98.2%	101.0%	+ 2.9%	97.8%	99.5%	+ 1.7%
97.4%	99.9%	+ 2.6%	96.4%	97.7%	+ 1.3%
96.2%	98.3%	+ 2.2%	93.9%	95.8%	+ 2.0%
94.2%	96.3%	+ 2.2%	89.6%	95.5%	+ 6.6%
90.3%	93.1%	+ 3.1%	103.4%	89.3%	- 13.6%
<b>97.6%</b>	<b>100.1%</b>	<b>+ 2.6%</b>	<b>98.0%</b>	<b>99.6%</b>	<b>+ 1.6%</b>

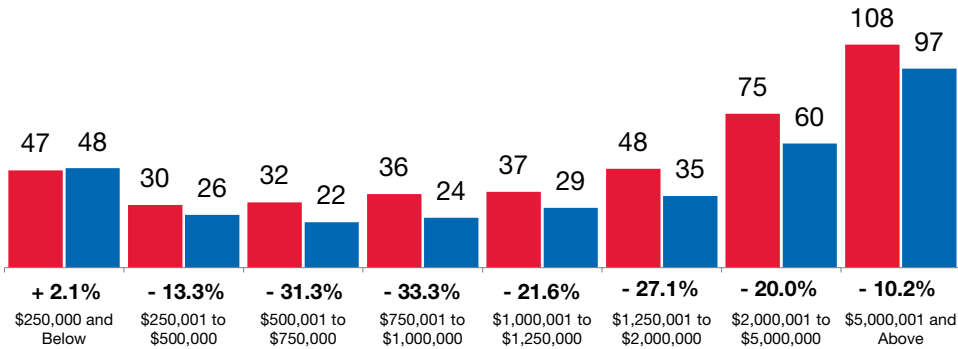


# Days on Market Until Sale

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.

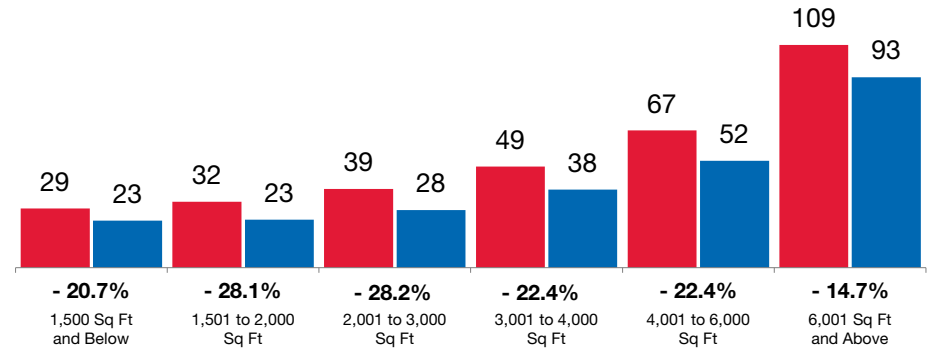
## By Price Range

■ 03-2020 ■ 03-2021



## By Square Feet

■ 03-2020 ■ 03-2021



## All Properties

By Price Range	03-2020	03-2021	Change
\$250,000 and Below	47	48	+ 2.1%
\$250,001 to \$500,000	30	26	- 13.3%
\$500,001 to \$750,000	32	22	- 31.3%
\$750,001 to \$1,000,000	36	24	- 33.3%
\$1,000,001 to \$1,250,000	37	29	- 21.6%
\$1,250,001 to \$2,000,000	48	35	- 27.1%
\$2,000,001 to \$5,000,000	75	60	- 20.0%
\$5,000,001 and Above	108	97	- 10.2%
<b>All Price Ranges</b>	<b>35</b>	<b>27</b>	<b>- 22.9%</b>

## Single-Family Homes

03-2020	03-2021	Change	03-2020	03-2021	Change
81	101	+ 24.7%	41	36	- 12.2%
33	34	+ 3.0%	29	23	- 20.7%
31	21	- 32.3%	33	25	- 24.2%
34	22	- 35.3%	45	35	- 22.2%
34	26	- 23.5%	53	45	- 15.1%
46	33	- 28.3%	61	49	- 19.7%
74	60	- 18.9%	78	62	- 20.5%
111	98	- 11.7%	39	0	- 100.0%
<b>36</b>	<b>27</b>	<b>- 25.0%</b>	<b>33</b>	<b>27</b>	<b>- 18.2%</b>

## Condos - Townhomes

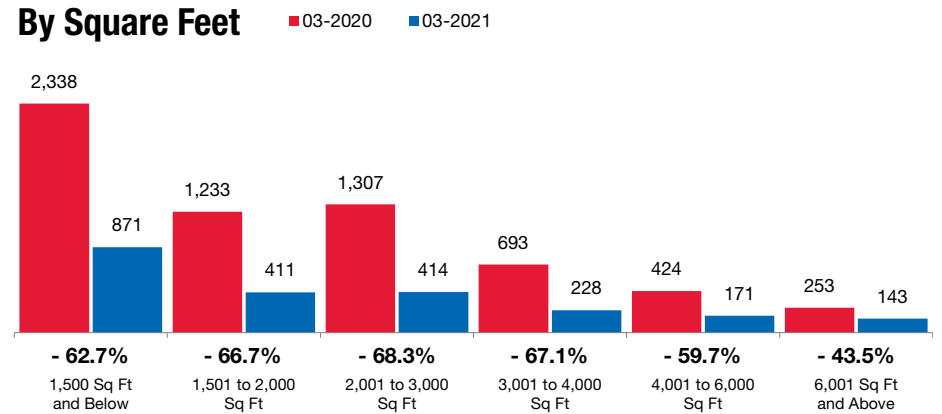
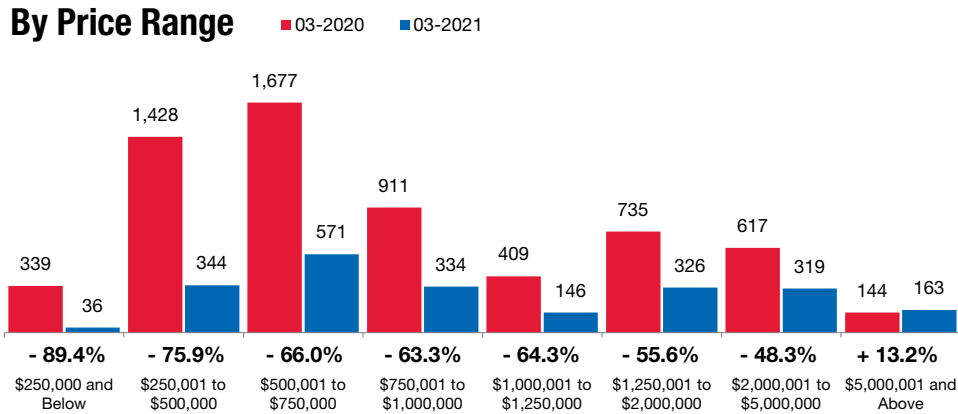
By Square Feet	03-2020	03-2021	Change
1,500 Sq Ft and Below	29	23	- 20.7%
1,501 to 2,000 Sq Ft	32	23	- 28.1%
2,001 to 3,000 Sq Ft	39	28	- 28.2%
3,001 to 4,000 Sq Ft	49	38	- 22.4%
4,001 to 6,000 Sq Ft	67	52	- 22.4%
6,001 Sq Ft and Above	109	93	- 14.7%
<b>All Square Footage</b>	<b>35</b>	<b>27</b>	<b>- 22.9%</b>

03-2020	03-2021	Change	03-2020	03-2021	Change
27	20	- 25.9%	31	25	- 19.4%
30	21	- 30.0%	38	31	- 18.4%
37	27	- 27.0%	55	50	- 9.1%
49	38	- 22.4%	65	50	- 23.1%
67	52	- 22.4%	70	33	- 52.9%
109	93	- 14.7%	48	55	+ 14.6%
<b>36</b>	<b>27</b>	<b>- 25.0%</b>	<b>33</b>	<b>27</b>	<b>- 18.2%</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	03-2020	03-2021	Change
\$250,000 and Below	339	36	- 89.4%
\$250,001 to \$500,000	1,428	344	- 75.9%
\$500,001 to \$750,000	1,677	571	- 66.0%
\$750,001 to \$1,000,000	911	334	- 63.3%
\$1,000,001 to \$1,250,000	409	146	- 64.3%
\$1,250,001 to \$2,000,000	735	326	- 55.6%
\$2,000,001 to \$5,000,000	617	319	- 48.3%
\$5,000,001 and Above	144	163	+ 13.2%
<b>All Price Ranges</b>	<b>6,260</b>	<b>2,239</b>	<b>- 64.2%</b>

## Single-Family Homes

03-2020	03-2021	Change	03-2020	03-2021	Change
132	10	- 92.4%	207	26	- 87.4%
571	63	- 89.0%	857	281	- 67.2%
1,219	369	- 69.7%	458	202	- 55.9%
674	240	- 64.4%	237	94	- 60.3%
295	102	- 65.4%	114	44	- 61.4%
549	228	- 58.5%	186	98	- 47.3%
525	240	- 54.3%	92	79	- 14.1%
135	159	+ 17.8%	9	4	- 55.6%
<b>4,100</b>	<b>1,411</b>	<b>- 65.6%</b>	<b>2,160</b>	<b>828</b>	<b>- 61.7%</b>

## Condos - Townhomes

By Square Feet	03-2020	03-2021	Change
1,500 Sq Ft and Below	2,338	871	- 62.7%
1,501 to 2,000 Sq Ft	1,233	411	- 66.7%
2,001 to 3,000 Sq Ft	1,307	414	- 68.3%
3,001 to 4,000 Sq Ft	693	228	- 67.1%
4,001 to 6,000 Sq Ft	424	171	- 59.7%
6,001 Sq Ft and Above	253	143	- 43.5%
<b>All Square Footage</b>	<b>6,260</b>	<b>2,239</b>	<b>- 64.2%</b>

03-2020	03-2021	Change	03-2020	03-2021	Change
886	301	- 66.0%	1,452	570	- 60.7%
765	269	- 64.8%	468	142	- 69.7%
1,109	326	- 70.6%	198	88	- 55.6%
665	206	- 69.0%	28	22	- 21.4%
417	165	- 60.4%	7	6	- 14.3%
251	143	- 43.0%	2	0	- 100.0%
<b>4,100</b>	<b>1,411</b>	<b>- 65.6%</b>	<b>2,160</b>	<b>828</b>	<b>- 61.7%</b>

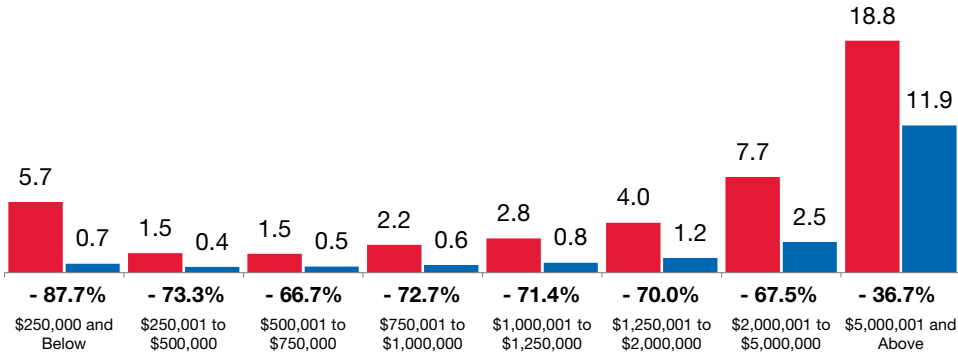


# Months Supply of Inventory

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.

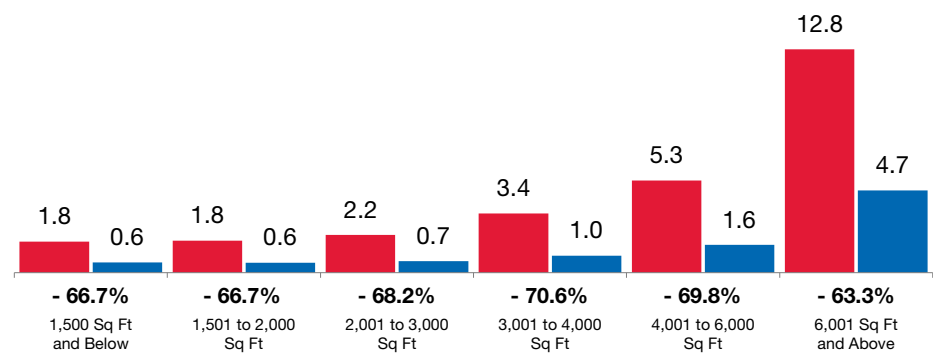
## By Price Range

■ 03-2020 ■ 03-2021



## By Square Feet

■ 03-2020 ■ 03-2021



### All Properties

By Price Range	03-2020	03-2021	Change
\$250,000 and Below	5.7	0.7	-87.7%
\$250,001 to \$500,000	1.5	0.4	-73.3%
\$500,001 to \$750,000	1.5	0.5	-66.7%
\$750,001 to \$1,000,000	2.2	0.6	-72.7%
\$1,000,001 to \$1,250,000	2.8	0.8	-71.4%
\$1,250,001 to \$2,000,000	4.0	1.2	-70.0%
\$2,000,001 to \$5,000,000	7.7	2.5	-67.5%
\$5,000,001 and Above	18.8	11.9	-36.7%
<b>All Price Ranges</b>	<b>2.1</b>	<b>0.7</b>	<b>-66.7%</b>

### Single-Family Homes

03-2020	03-2021	Change	03-2020	03-2021	Change
18.9	1.2	-93.7%	4.0	0.6	-85.0%
1.7	0.4	-76.5%	1.5	0.5	-66.7%
1.4	0.4	-71.4%	2.0	0.6	-70.0%
2.0	0.5	-75.0%	3.8	1.0	-73.7%
2.3	0.6	-73.9%	5.7	1.5	-73.7%
3.4	0.9	-73.5%	8.3	2.6	-68.7%
7.4	2.1	-71.6%	10.8	5.7	-47.2%
18.0	11.9	-33.9%	9.0	4.0	-55.6%
<b>2.1</b>	<b>0.7</b>	<b>-66.7%</b>	<b>2.2</b>	<b>0.7</b>	<b>-68.2%</b>

### Condos - Townhomes

By Square Feet	03-2020	03-2021	Change
1,500 Sq Ft and Below	1.8	0.6	-66.7%
1,501 to 2,000 Sq Ft	1.8	0.6	-66.7%
2,001 to 3,000 Sq Ft	2.2	0.7	-68.2%
3,001 to 4,000 Sq Ft	3.4	1.0	-70.6%
4,001 to 6,000 Sq Ft	5.3	1.6	-69.8%
6,001 Sq Ft and Above	12.8	4.7	-63.3%
<b>All Square Footage</b>	<b>2.1</b>	<b>0.7</b>	<b>-66.7%</b>

03-2020	03-2021	Change	03-2020	03-2021	Change
1.6	0.5	-68.8%	1.9	0.6	-68.4%
1.5	0.5	-66.7%	2.6	0.7	-73.1%
1.9	0.6	-68.4%	5.2	1.9	-63.5%
3.3	0.9	-72.7%	11.2	6.1	-45.5%
5.2	1.5	-71.2%	5.8	4.7	-19.0%
12.7	4.7	-63.0%	2.0	--	--
<b>2.1</b>	<b>0.7</b>	<b>-66.7%</b>	<b>2.2</b>	<b>0.7</b>	<b>-68.2%</b>

