

# Housing Supply Overview

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

## September 2021

According to the National Association of REALTORS®, the number of first-time homebuyers declined to 29%, the lowest level in years, as bidding wars, competition from cash buyers, and a lack of affordable housing have caused some buyers to put their home plans temporarily on hold. With sales prices posting double-digit increases year-over-year, some first-time buyers have found they may lack the financial resources to buy a home and have decided to wait for a change in their personal or economic conditions before continuing their home search. For the 12-month period spanning October 2020 through September 2021, Pending Sales in the San Diego were up 13.7 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 104.3 percent.

The overall Median Sales Price was up 15.8 percent to \$712,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 18.1 percent to \$815,000. The price range that tended to sell the quickest was the \$750,001 to \$1,000,000 range at 19 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 49.3 percent. The property type with the smallest decline was the Single-Family Homes segment, where they decreased 42.6 percent. That amounts to 0.9 months supply for Single-Family homes and 0.7 months supply for Condos.

## Quick Facts

**+ 104.3%**

**+ 30.2%**

**+ 21.9%**

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

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

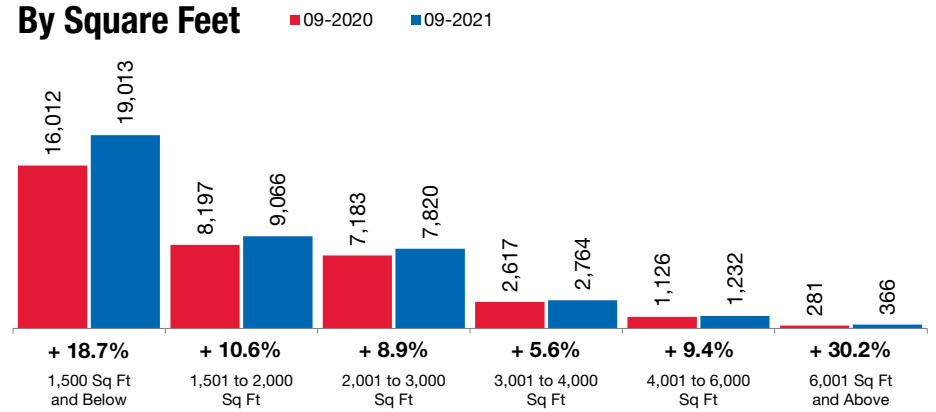
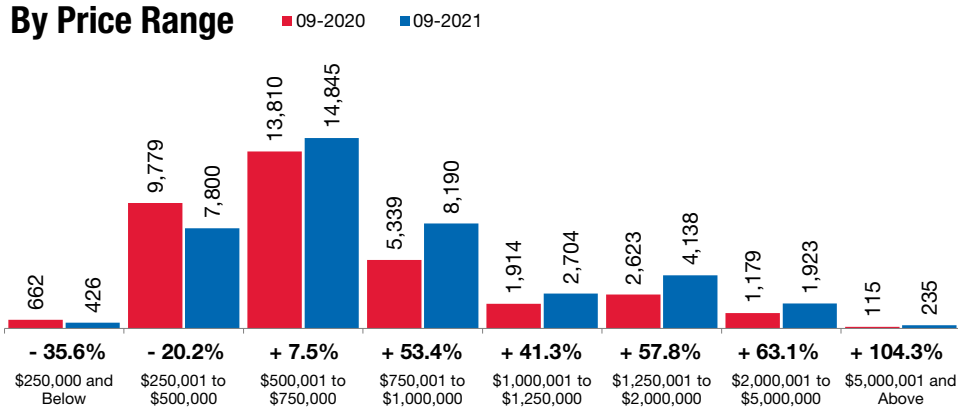
Property Type With  
Strongest Pending Sales:  
**Condos - Townhomes**

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	09-2020	09-2021	Change
\$250,000 and Below	662	426	-35.6%
\$250,001 to \$500,000	9,779	7,800	-20.2%
\$500,001 to \$750,000	13,810	14,845	+7.5%
\$750,001 to \$1,000,000	5,339	8,190	+53.4%
\$1,000,001 to \$1,250,000	1,914	2,704	+41.3%
\$1,250,001 to \$2,000,000	2,623	4,138	+57.8%
\$2,000,001 to \$5,000,000	1,179	1,923	+63.1%
\$5,000,001 and Above	115	235	+104.3%
<b>All Price Ranges</b>	<b>35,421</b>	<b>40,261</b>	<b>+13.7%</b>

## Single-Family Homes

09-2020	09-2021	Change
102	82	-19.6%
2,961	1,114	-62.4%
10,641	9,857	-7.4%
4,492	6,716	+49.5%
1,652	2,255	+36.5%
2,308	3,559	+54.2%
1,054	1,703	+61.6%
114	231	+102.6%
<b>23,324</b>	<b>25,517</b>	<b>+9.4%</b>

## Condos - Townhomes

09-2020	09-2021	Change
560	344	-38.6%
6,818	6,686	-1.9%
3,169	4,988	+57.4%
847	1,474	+74.0%
262	449	+71.4%
315	579	+83.8%
125	220	+76.0%
1	4	+300.0%
<b>12,097</b>	<b>14,744</b>	<b>+21.9%</b>

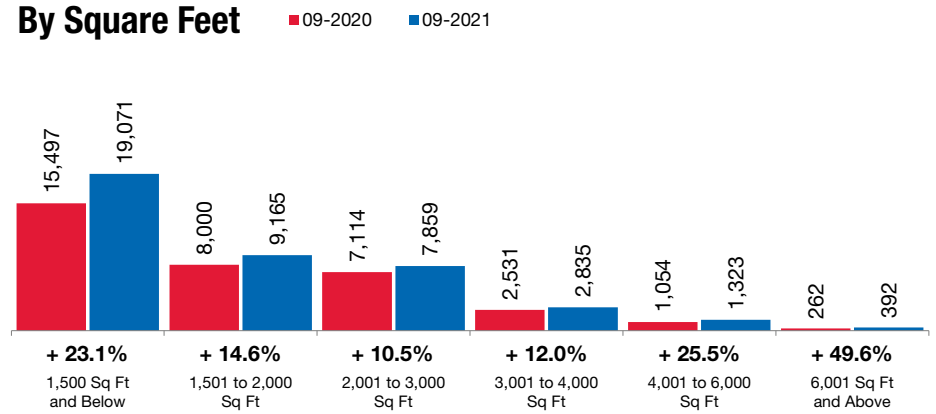
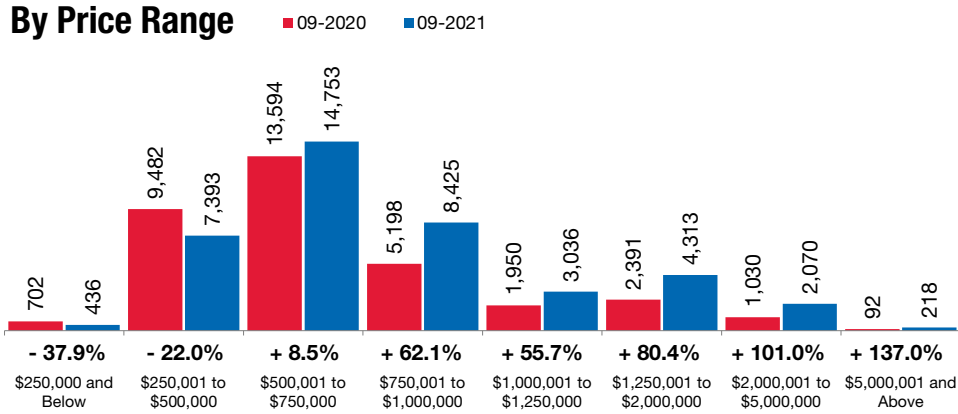
By Square Feet	09-2020	09-2021	Change
1,500 Sq Ft and Below	16,012	19,013	+18.7%
1,501 to 2,000 Sq Ft	8,197	9,066	+10.6%
2,001 to 3,000 Sq Ft	7,183	7,820	+8.9%
3,001 to 4,000 Sq Ft	2,617	2,764	+5.6%
4,001 to 6,000 Sq Ft	1,126	1,232	+9.4%
6,001 Sq Ft and Above	281	366	+30.2%
<b>All Square Footage</b>	<b>35,421</b>	<b>40,261</b>	<b>+13.7%</b>

09-2020	09-2021	Change
6,651	7,493	+12.7%
5,961	6,563	+10.1%
6,717	7,173	+6.8%
2,588	2,708	+4.6%
1,121	1,216	+8.5%
281	364	+29.5%
<b>23,324</b>	<b>25,517</b>	<b>+9.4%</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	09-2020	09-2021	Change
\$250,000 and Below	702	436	- 37.9%
\$250,001 to \$500,000	9,482	7,393	- 22.0%
\$500,001 to \$750,000	13,594	14,753	+ 8.5%
\$750,001 to \$1,000,000	5,198	8,425	+ 62.1%
\$1,000,001 to \$1,250,000	1,950	3,036	+ 55.7%
\$1,250,001 to \$2,000,000	2,391	4,313	+ 80.4%
\$2,000,001 to \$5,000,000	1,030	2,070	+ 101.0%
\$5,000,001 and Above	92	218	+ 137.0%
<b>All Price Ranges</b>	<b>34,439</b>	<b>40,644</b>	<b>+ 18.0%</b>

## Single-Family Homes

09-2020	09-2021	Change	09-2020	09-2021	Change
119	83	- 30.3%	583	353	- 39.5%
2,851	1,003	- 64.8%	6,631	6,390	- 3.6%
10,560	9,478	- 10.2%	3,034	5,275	+ 73.9%
4,391	6,868	+ 56.4%	807	1,557	+ 92.9%
1,700	2,532	+ 48.9%	250	504	+ 101.6%
2,120	3,755	+ 77.1%	271	558	+ 105.9%
921	1,860	+ 102.0%	109	210	+ 92.7%
91	214	+ 135.2%	1	4	+ 300.0%
<b>22,753</b>	<b>25,793</b>	<b>+ 13.4%</b>	<b>11,686</b>	<b>14,851</b>	<b>+ 27.1%</b>

## Condos - Townhomes

By Square Feet	09-2020	09-2021	Change
1,500 Sq Ft and Below	15,497	19,071	+ 23.1%
1,501 to 2,000 Sq Ft	8,000	9,165	+ 14.6%
2,001 to 3,000 Sq Ft	7,114	7,859	+ 10.5%
3,001 to 4,000 Sq Ft	2,531	2,835	+ 12.0%
4,001 to 6,000 Sq Ft	1,054	1,323	+ 25.5%
6,001 Sq Ft and Above	262	392	+ 49.6%
<b>All Square Footage</b>	<b>34,439</b>	<b>40,644</b>	<b>+ 18.0%</b>

09-2020	09-2021	Change	09-2020	09-2021	Change
6,455	7,485	+ 16.0%	9,042	11,586	+ 28.1%
5,838	6,615	+ 13.3%	2,162	2,550	+ 17.9%
6,639	7,213	+ 8.6%	451	646	+ 43.2%
2,504	2,783	+ 11.1%	27	52	+ 92.6%
1,050	1,307	+ 24.5%	4	15	+ 275.0%
262	390	+ 48.9%	0	2	0.0%
<b>22,753</b>	<b>25,793</b>	<b>+ 13.4%</b>	<b>11,686</b>	<b>14,851</b>	<b>+ 27.1%</b>

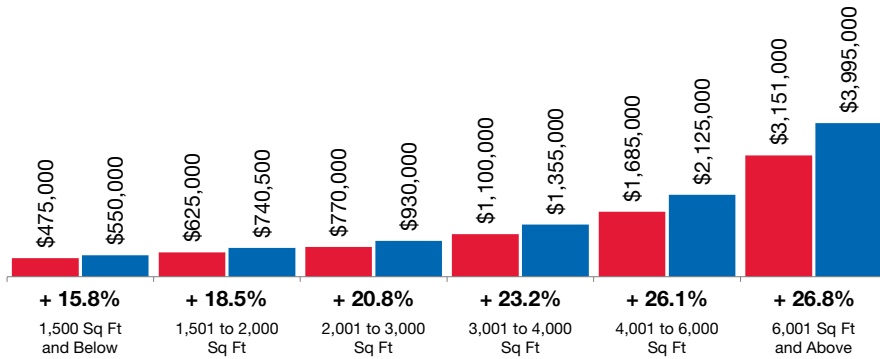


# Median Sales Price

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.**

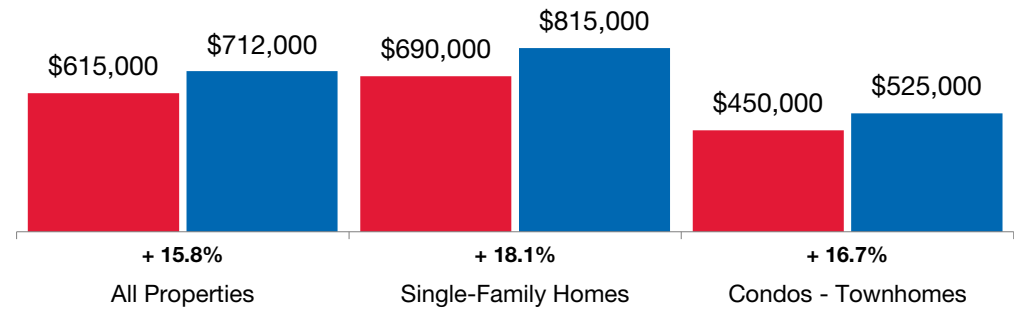
## By Square Feet

■ 09-2020 ■ 09-2021



## By Property Type

■ 09-2020 ■ 09-2021



### All Properties

By Square Feet	09-2020	09-2021	Change
1,500 Sq Ft and Below	\$475,000	\$550,000	+ 15.8%
1,501 to 2,000 Sq Ft	\$625,000	\$740,500	+ 18.5%
2,001 to 3,000 Sq Ft	\$770,000	\$930,000	+ 20.8%
3,001 to 4,000 Sq Ft	\$1,100,000	\$1,355,000	+ 23.2%
4,001 to 6,000 Sq Ft	\$1,685,000	\$2,125,000	+ 26.1%
6,001 Sq Ft and Above	\$3,151,000	\$3,995,000	+ 26.8%
<b>All Square Footage</b>	<b>\$615,000</b>	<b>\$712,000</b>	<b>+ 15.8%</b>

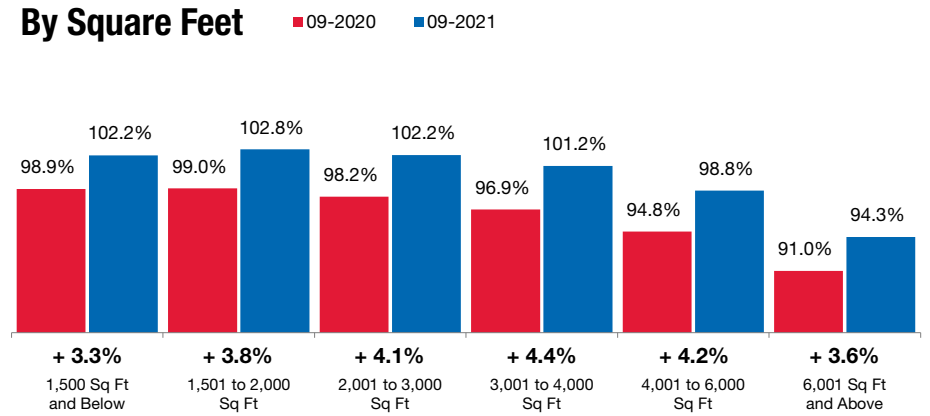
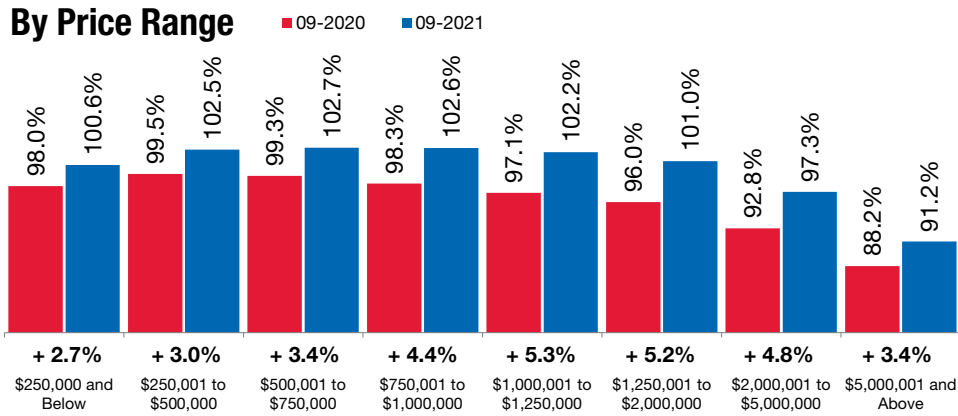
### Single-Family Homes

09-2020	09-2021	Change	09-2020	09-2021	Change
\$535,000	\$639,000	+ 19.4%	\$410,000	\$475,000	+ 15.9%
\$625,000	\$750,000	+ 20.0%	\$624,365	\$710,000	+ 13.7%
\$765,000	\$925,000	+ 20.9%	\$950,000	\$1,149,500	+ 21.0%
\$1,095,000	\$1,350,000	+ 23.3%	\$1,886,000	\$1,913,450	+ 1.5%
\$1,680,000	\$2,120,000	+ 26.2%	\$2,749,500	\$3,200,000	+ 16.4%
\$3,151,000	\$3,997,500	+ 26.9%	--	\$2,812,500	0.0%
<b>\$690,000</b>	<b>\$815,000</b>	<b>+ 18.1%</b>	<b>\$450,000</b>	<b>\$525,000</b>	<b>+ 16.7%</b>

### 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.**



## All Properties

By Price Range	09-2020	09-2021	Change
\$250,000 and Below	98.0%	100.6%	+ 2.7%
\$250,001 to \$500,000	99.5%	102.5%	+ 3.0%
\$500,001 to \$750,000	99.3%	102.7%	+ 3.4%
\$750,001 to \$1,000,000	98.3%	102.6%	+ 4.4%
\$1,000,001 to \$1,250,000	97.1%	102.2%	+ 5.3%
\$1,250,001 to \$2,000,000	96.0%	101.0%	+ 5.2%
\$2,000,001 to \$5,000,000	92.8%	97.3%	+ 4.8%
\$5,000,001 and Above	88.2%	91.2%	+ 3.4%
<b>All Price Ranges</b>	<b>98.6%</b>	<b>102.1%</b>	<b>+ 3.5%</b>

## Single-Family Homes

09-2020	09-2021	Change	09-2020	09-2021	Change
95.0%	99.2%	+ 4.4%	98.5%	100.9%	+ 2.4%
100.1%	103.4%	+ 3.3%	99.2%	102.3%	+ 3.1%
99.5%	103.2%	+ 3.7%	98.5%	101.7%	+ 3.2%
98.5%	103.0%	+ 4.6%	97.4%	101.1%	+ 3.8%
97.4%	102.9%	+ 5.6%	95.3%	98.6%	+ 3.5%
96.2%	101.7%	+ 5.7%	94.7%	97.3%	+ 2.7%
92.7%	97.6%	+ 5.3%	93.5%	95.0%	+ 1.6%
88.0%	91.4%	+ 3.9%	100.0%	82.3%	- 17.7%
<b>98.5%</b>	<b>102.4%</b>	<b>+ 4.0%</b>	<b>98.6%</b>	<b>101.5%</b>	<b>+ 2.9%</b>

## Condos - Townhomes

By Square Feet	09-2020	09-2021	Change
1,500 Sq Ft and Below	98.9%	102.2%	+ 3.3%
1,501 to 2,000 Sq Ft	99.0%	102.8%	+ 3.8%
2,001 to 3,000 Sq Ft	98.2%	102.2%	+ 4.1%
3,001 to 4,000 Sq Ft	96.9%	101.2%	+ 4.4%
4,001 to 6,000 Sq Ft	94.8%	98.8%	+ 4.2%
6,001 Sq Ft and Above	91.0%	94.3%	+ 3.6%
<b>All Square Footage</b>	<b>98.6%</b>	<b>102.1%</b>	<b>+ 3.5%</b>

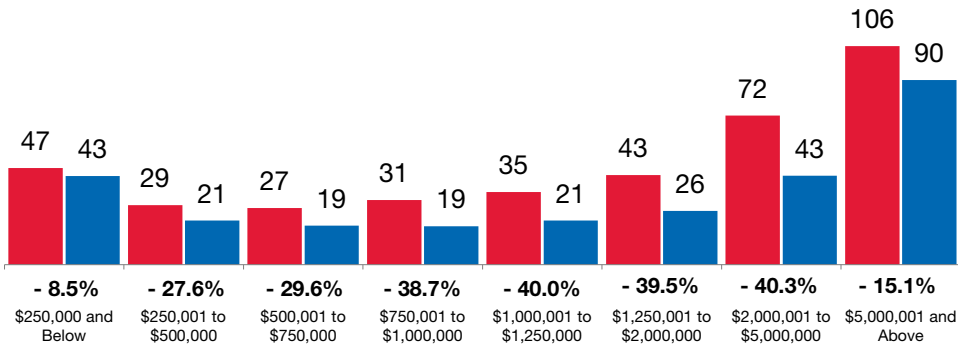
09-2020	09-2021	Change	09-2020	09-2021	Change
99.7%	103.0%	+ 3.3%	98.7%	101.7%	+ 3.0%
99.2%	103.3%	+ 4.1%	98.4%	101.4%	+ 3.0%
98.3%	102.5%	+ 4.3%	97.1%	99.6%	+ 2.6%
97.0%	101.3%	+ 4.4%	93.6%	96.3%	+ 2.9%
94.8%	98.9%	+ 4.3%	94.7%	95.0%	+ 0.3%
91.0%	94.3%	+ 3.6%	--	89.3%	--
<b>98.5%</b>	<b>102.4%</b>	<b>+ 4.0%</b>	<b>98.6%</b>	<b>101.5%</b>	<b>+ 2.9%</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.

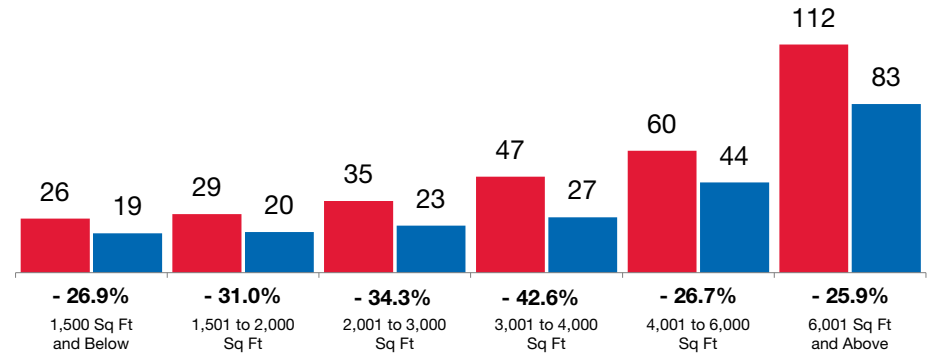
## By Price Range

■ 09-2020 ■ 09-2021



## By Square Feet

■ 09-2020 ■ 09-2021



## All Properties

By Price Range	09-2020	09-2021	Change
\$250,000 and Below	47	43	- 8.5%
\$250,001 to \$500,000	29	21	- 27.6%
\$500,001 to \$750,000	27	19	- 29.6%
\$750,001 to \$1,000,000	31	19	- 38.7%
\$1,000,001 to \$1,250,000	35	21	- 40.0%
\$1,250,001 to \$2,000,000	43	26	- 39.5%
\$2,000,001 to \$5,000,000	72	43	- 40.3%
\$5,000,001 and Above	106	90	- 15.1%
<b>All Price Ranges</b>	<b>32</b>	<b>22</b>	<b>- 31.3%</b>

## Single-Family Homes

09-2020	09-2021	Change
96	75	- 21.9%
34	32	- 5.9%
26	19	- 26.9%
30	17	- 43.3%
33	19	- 42.4%
42	23	- 45.2%
72	41	- 43.1%
107	91	- 15.0%
<b>32</b>	<b>22</b>	<b>- 31.3%</b>

## Condos - Townhomes

09-2020	09-2021	Change
37	35	- 5.4%
27	20	- 25.9%
31	19	- 38.7%
41	24	- 41.5%
48	34	- 29.2%
55	43	- 21.8%
73	60	- 17.8%
0	31	--
<b>31</b>	<b>22</b>	<b>- 29.0%</b>

## By Square Feet

09-2020	09-2021	Change
26	19	- 26.9%
29	20	- 31.0%
35	23	- 34.3%
47	27	- 42.6%
60	44	- 26.7%
112	83	- 25.9%
<b>32</b>	<b>22</b>	<b>- 31.3%</b>

09-2020	09-2021	Change
24	18	- 25.0%
26	18	- 30.8%
34	21	- 38.2%
47	27	- 42.6%
60	44	- 26.7%
112	83	- 25.9%
<b>32</b>	<b>22</b>	<b>- 31.3%</b>

09-2020	09-2021	Change
28	20	- 28.6%
36	24	- 33.3%
54	43	- 20.4%
64	50	- 21.9%
27	43	+ 59.3%
--	55	--
<b>31</b>	<b>22</b>	<b>- 29.0%</b>

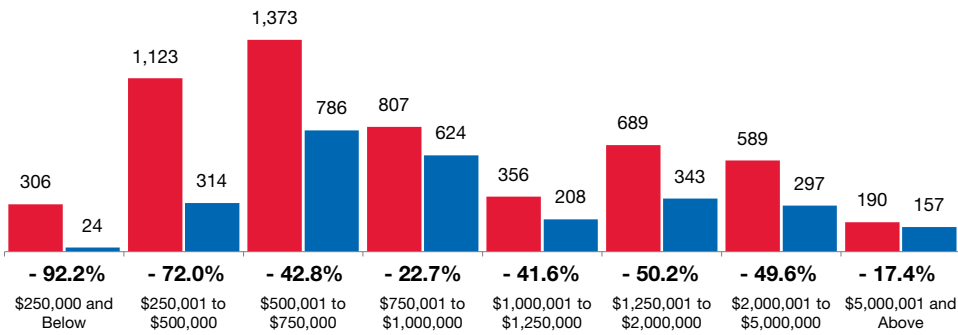


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.  
Based on one month of activity.

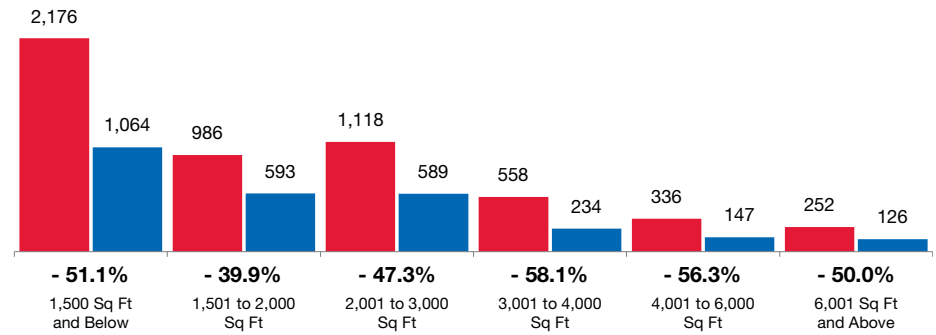
## By Price Range

■ 09-2020 ■ 09-2021



## By Square Feet

■ 09-2020 ■ 09-2021



### All Properties

By Price Range	09-2020	09-2021	Change
\$250,000 and Below	306	24	- 92.2%
\$250,001 to \$500,000	1,123	314	- 72.0%
\$500,001 to \$750,000	1,373	786	- 42.8%
\$750,001 to \$1,000,000	807	624	- 22.7%
\$1,000,001 to \$1,250,000	356	208	- 41.6%
\$1,250,001 to \$2,000,000	689	343	- 50.2%
\$2,000,001 to \$5,000,000	589	297	- 49.6%
\$5,000,001 and Above	190	157	- 17.4%
<b>All Price Ranges</b>	<b>5,433</b>	<b>2,753</b>	<b>- 49.3%</b>

### Single-Family Homes

09-2020	09-2021	Change	09-2020	09-2021	Change
110	16	- 85.5%	196	8	- 95.9%
368	44	- 88.0%	755	270	- 64.2%
884	533	- 39.7%	489	253	- 48.3%
578	512	- 11.4%	229	112	- 51.1%
241	168	- 30.3%	115	40	- 65.2%
503	264	- 47.5%	186	79	- 57.5%
477	228	- 52.2%	112	69	- 38.4%
184	154	- 16.3%	6	3	- 50.0%
<b>3,345</b>	<b>1,919</b>	<b>- 42.6%</b>	<b>2,088</b>	<b>834</b>	<b>- 60.1%</b>

### Condos - Townhomes

By Square Feet	09-2020	09-2021	Change
1,500 Sq Ft and Below	2,176	1,064	- 51.1%
1,501 to 2,000 Sq Ft	986	593	- 39.9%
2,001 to 3,000 Sq Ft	1,118	589	- 47.3%
3,001 to 4,000 Sq Ft	558	234	- 58.1%
4,001 to 6,000 Sq Ft	336	147	- 56.3%
6,001 Sq Ft and Above	252	126	- 50.0%
<b>All Square Footage</b>	<b>5,433</b>	<b>2,753</b>	<b>- 49.3%</b>

09-2020	09-2021	Change	09-2020	09-2021	Change
699	498	- 28.8%	1,477	566	- 61.7%
627	430	- 31.4%	359	163	- 54.6%
911	507	- 44.3%	207	82	- 60.4%
530	214	- 59.6%	28	20	- 28.6%
328	145	- 55.8%	8	2	- 75.0%
248	125	- 49.6%	4	1	- 75.0%
<b>3,345</b>	<b>1,919</b>	<b>- 42.6%</b>	<b>2,088</b>	<b>834</b>	<b>- 60.1%</b>

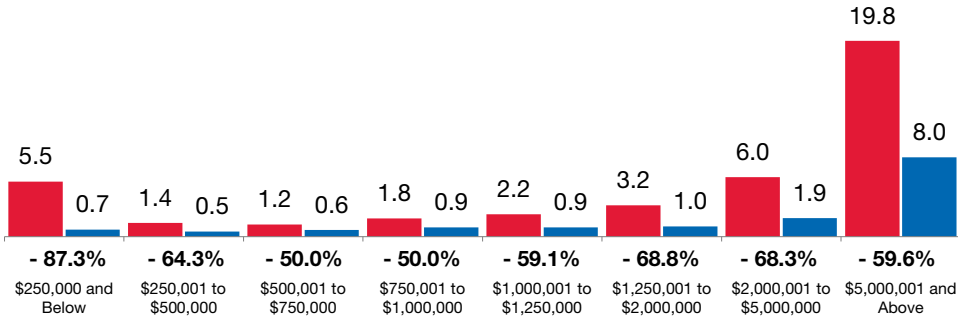


# Months Supply of Inventory

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.

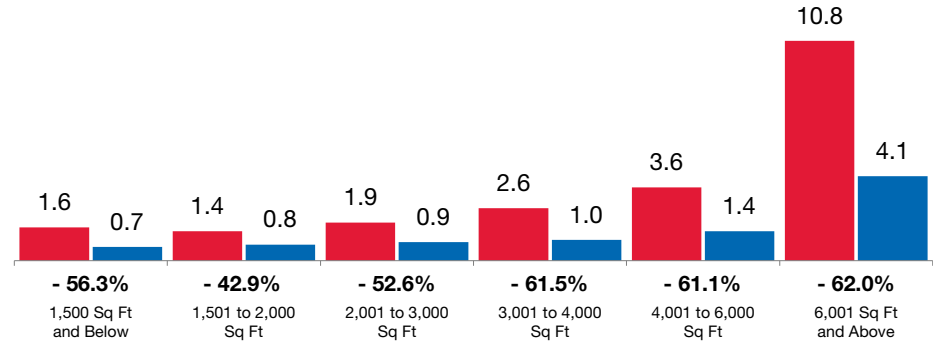
## By Price Range

■ 09-2020 ■ 09-2021



## By Square Feet

■ 09-2020 ■ 09-2021



### All Properties

By Price Range	09-2020	09-2021	Change
\$250,000 and Below	5.5	0.7	-87.3%
\$250,001 to \$500,000	1.4	0.5	-64.3%
\$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	2.2	0.9	-59.1%
\$1,250,001 to \$2,000,000	3.2	1.0	-68.8%
\$2,000,001 to \$5,000,000	6.0	1.9	-68.3%
\$5,000,001 and Above	19.8	8.0	-59.6%
<b>All Price Ranges</b>	<b>1.8</b>	<b>0.8</b>	<b>-55.6%</b>

### Single-Family Homes

09-2020	09-2021	Change	09-2020	09-2021	Change
12.9	2.3	-82.2%	4.2	0.3	-92.9%
1.5	0.5	-66.7%	1.3	0.5	-61.5%
1.0	0.6	-40.0%	1.9	0.6	-68.4%
1.5	0.9	-40.0%	3.2	0.9	-71.9%
1.8	0.9	-50.0%	5.3	1.1	-79.2%
2.6	0.9	-65.4%	7.1	1.6	-77.5%
5.4	1.6	-70.4%	9.9	3.8	-61.6%
19.4	8.0	-58.8%	6.0	3.0	-50.0%
<b>1.7</b>	<b>0.9</b>	<b>-47.1%</b>	<b>2.1</b>	<b>0.7</b>	<b>-66.7%</b>

### Condos - Townhomes

By Square Feet	09-2020	09-2021	Change
1,500 Sq Ft and Below	1.6	0.7	-56.3%
1,501 to 2,000 Sq Ft	1.4	0.8	-42.9%
2,001 to 3,000 Sq Ft	1.9	0.9	-52.6%
3,001 to 4,000 Sq Ft	2.6	1.0	-61.5%
4,001 to 6,000 Sq Ft	3.6	1.4	-61.1%
6,001 Sq Ft and Above	10.8	4.1	-62.0%
<b>All Square Footage</b>	<b>1.8</b>	<b>0.8</b>	<b>-55.6%</b>

09-2020	09-2021	Change	09-2020	09-2021	Change
1.3	0.8	-38.5%	1.9	0.6	-68.4%
1.3	0.8	-38.5%	1.9	0.8	-57.9%
1.6	0.8	-50.0%	5.3	1.5	-71.7%
2.5	0.9	-64.0%	11.6	4.3	-62.9%
3.5	1.4	-60.0%	8.0	1.0	-87.5%
10.6	4.1	-61.3%	--	1.0	--
<b>1.7</b>	<b>0.9</b>	<b>-47.1%</b>	<b>2.1</b>	<b>0.7</b>	<b>-66.7%</b>

