

# Housing Supply Overview

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

## November 2021

As fall winds down and winter approaches, the real estate market continues to follow typical seasonality trends. After a year of record-setting activity, homes are still selling quickly and at a steady pace, and strong demand and low inventory help ensure the market will remain competitive for some time to come. Although sales prices continue to rise and interest rates are trending higher as well, home sales activity remains strong as we enter the holiday season. For the 12-month period spanning December 2020 through November 2021, Pending Sales in the San Diego were up 8.2 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 111.2 percent.

The overall Median Sales Price was up 16.8 percent to \$730,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 18.3 percent to \$835,000. 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 87 days.

Market-wide, inventory levels were down 52.3 percent. The property type with the smallest decline was the Single-Family Homes segment, where they decreased 44.0 percent. That amounts to 0.6 months supply for Single-Family homes and 0.5 months supply for Condos.

## Quick Facts

**+ 111.2%**

**+ 15.7%**

**+ 14.4%**

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

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

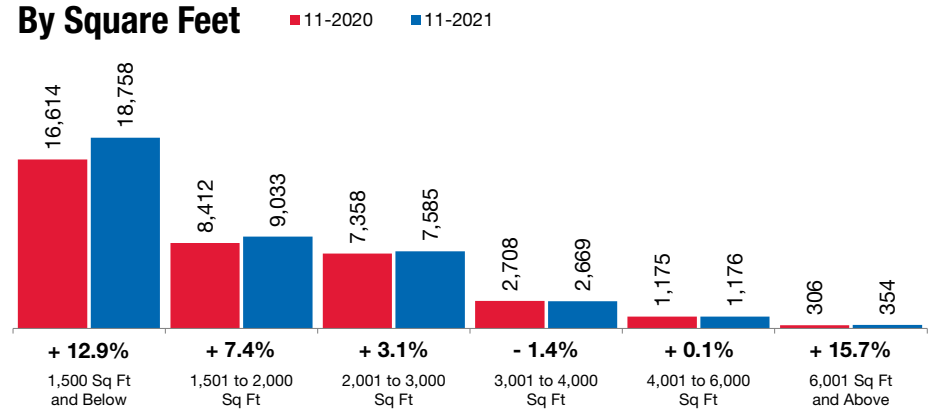
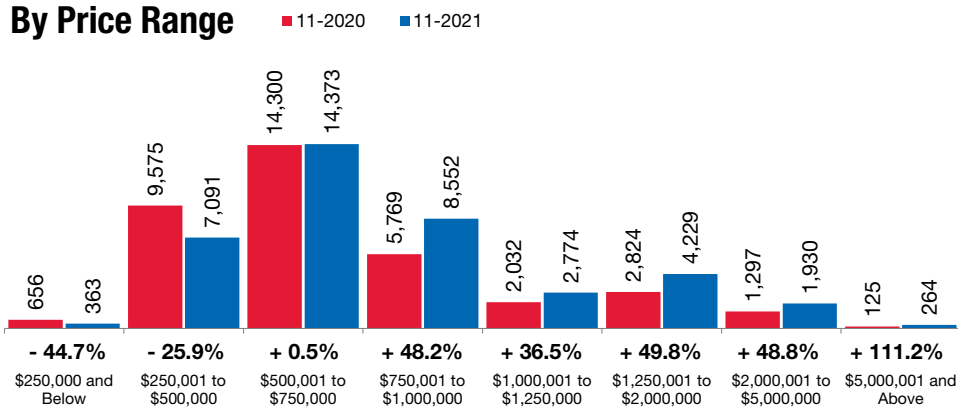
Property Type With  
Strongest Pending Sales:  
**Condos - Townhomes**

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	11-2020	11-2021	Change
\$250,000 and Below	656	363	-44.7%
\$250,001 to \$500,000	9,575	7,091	-25.9%
\$500,001 to \$750,000	14,300	14,373	+0.5%
\$750,001 to \$1,000,000	5,769	8,552	+48.2%
\$1,000,001 to \$1,250,000	2,032	2,774	+36.5%
\$1,250,001 to \$2,000,000	2,824	4,229	+49.8%
\$2,000,001 to \$5,000,000	1,297	1,930	+48.8%
\$5,000,001 and Above	125	264	+111.2%
<b>All Price Ranges</b>	<b>36,578</b>	<b>39,576</b>	<b>+8.2%</b>

## Single-Family Homes

11-2020	11-2021	Change
103	77	-25.2%
2,633	891	-66.2%
10,901	9,284	-14.8%
4,829	7,000	+45.0%
1,740	2,310	+32.8%
2,474	3,626	+46.6%
1,166	1,697	+45.5%
123	260	+111.4%
<b>23,969</b>	<b>25,145</b>	<b>+4.9%</b>

## Condos - Townhomes

11-2020	11-2021	Change
553	286	-48.3%
6,942	6,200	-10.7%
3,399	5,089	+49.7%
940	1,552	+65.1%
292	464	+58.9%
350	603	+72.3%
131	233	+77.9%
2	4	+100.0%
<b>12,609</b>	<b>14,431</b>	<b>+14.4%</b>

By Square Feet	11-2020	11-2021	Change
1,500 Sq Ft and Below	16,614	18,758	+12.9%
1,501 to 2,000 Sq Ft	8,412	9,033	+7.4%
2,001 to 3,000 Sq Ft	7,358	7,585	+3.1%
3,001 to 4,000 Sq Ft	2,708	2,669	-1.4%
4,001 to 6,000 Sq Ft	1,175	1,176	+0.1%
6,001 Sq Ft and Above	306	354	+15.7%
<b>All Square Footage</b>	<b>36,578</b>	<b>39,576</b>	<b>+8.2%</b>

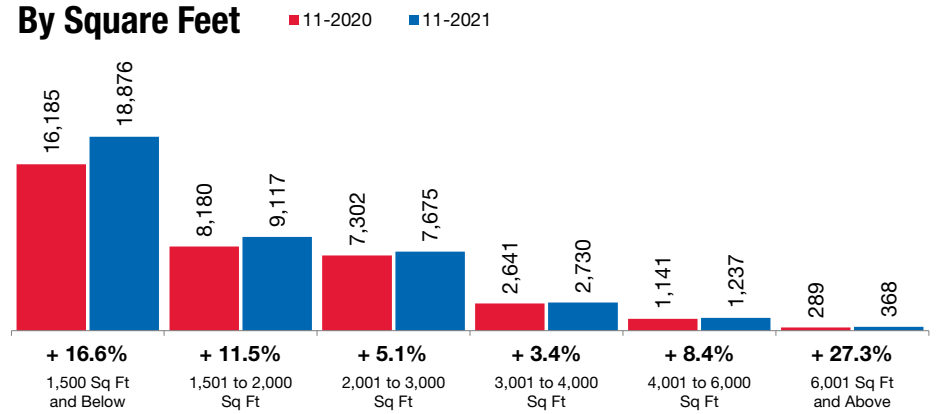
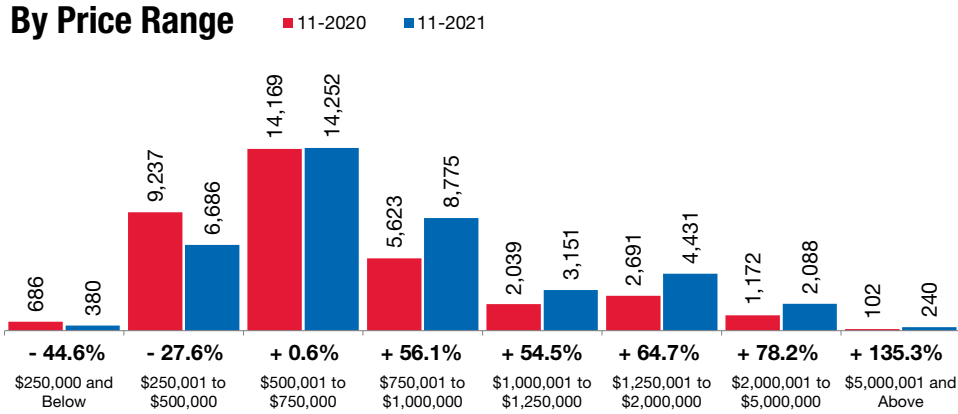
11-2020	11-2021	Change
6,842	7,493	+9.5%
6,124	6,566	+7.2%
6,849	6,957	+1.6%
2,677	2,612	-2.4%
1,168	1,164	-0.3%
305	353	+15.7%
<b>23,969</b>	<b>25,145</b>	<b>+4.9%</b>

11-2020	11-2021	Change
9,772	11,265	+15.3%
2,288	2,467	+7.8%
509	628	+23.4%
31	57	+83.9%
7	12	+71.4%
1	1	0.0%
<b>12,609</b>	<b>14,431</b>	<b>+14.4%</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	11-2020	11-2021	Change
\$250,000 and Below	686	380	-44.6%
\$250,001 to \$500,000	9,237	6,686	-27.6%
\$500,001 to \$750,000	14,169	14,252	+0.6%
\$750,001 to \$1,000,000	5,623	8,775	+56.1%
\$1,000,001 to \$1,250,000	2,039	3,151	+54.5%
\$1,250,001 to \$2,000,000	2,691	4,431	+64.7%
\$2,000,001 to \$5,000,000	1,172	2,088	+78.2%
\$5,000,001 and Above	102	240	+135.3%
<b>All Price Ranges</b>	<b>35,719</b>	<b>40,003</b>	<b>+12.0%</b>

## Single-Family Homes

11-2020	11-2021	Change	11-2020	11-2021	Change
113	89	-21.2%	573	291	-49.2%
2,481	788	-68.2%	6,756	5,898	-12.7%
10,800	8,830	-18.2%	3,369	5,422	+60.9%
4,753	7,119	+49.8%	870	1,656	+90.3%
1,773	2,607	+47.0%	266	544	+104.5%
2,389	3,834	+60.5%	302	597	+97.7%
1,053	1,867	+77.3%	119	221	+85.7%
101	236	+133.7%	1	4	+300.0%
<b>23,463</b>	<b>25,370</b>	<b>+8.1%</b>	<b>12,256</b>	<b>14,633</b>	<b>+19.4%</b>

## Condos - Townhomes

By Square Feet	11-2020	11-2021	Change
1,500 Sq Ft and Below	16,185	18,876	+16.6%
1,501 to 2,000 Sq Ft	8,180	9,117	+11.5%
2,001 to 3,000 Sq Ft	7,302	7,675	+5.1%
3,001 to 4,000 Sq Ft	2,641	2,730	+3.4%
4,001 to 6,000 Sq Ft	1,141	1,237	+8.4%
6,001 Sq Ft and Above	289	368	+27.3%
<b>All Square Footage</b>	<b>35,719</b>	<b>40,003</b>	<b>+12.0%</b>

11-2020	11-2021	Change	11-2020	11-2021	Change
6,646	7,489	+12.7%	9,539	11,387	+19.4%
5,973	6,586	+10.3%	2,207	2,531	+14.7%
6,803	7,035	+3.4%	475	640	+34.7%
2,610	2,674	+2.5%	31	56	+80.6%
1,137	1,220	+7.3%	4	16	+300.0%
289	366	+26.6%	0	2	--
<b>23,463</b>	<b>25,370</b>	<b>+8.1%</b>	<b>12,256</b>	<b>14,633</b>	<b>+19.4%</b>

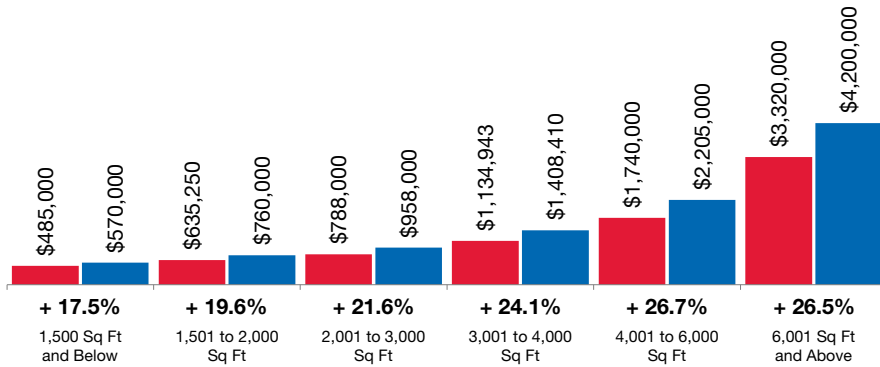


# Median Sales Price

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.**

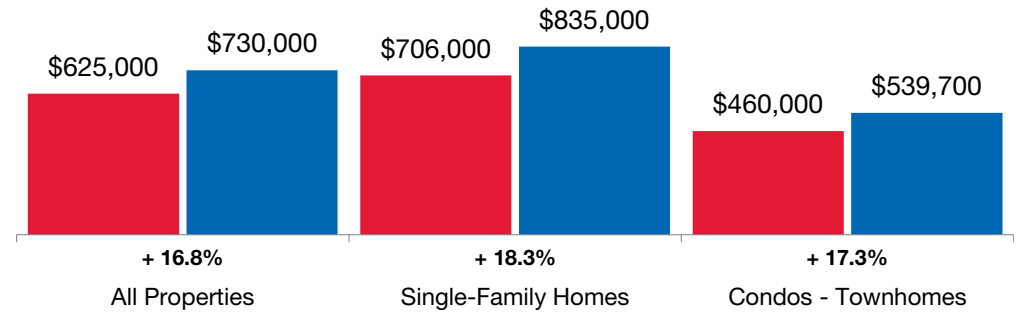
## By Square Feet

■ 11-2020 ■ 11-2021



## By Property Type

■ 11-2020 ■ 11-2021



### All Properties

By Square Feet	11-2020	11-2021	Change
1,500 Sq Ft and Below	\$485,000	\$570,000	+ 17.5%
1,501 to 2,000 Sq Ft	\$635,250	\$760,000	+ 19.6%
2,001 to 3,000 Sq Ft	\$788,000	\$958,000	+ 21.6%
3,001 to 4,000 Sq Ft	\$1,134,943	\$1,408,410	+ 24.1%
4,001 to 6,000 Sq Ft	\$1,740,000	\$2,205,000	+ 26.7%
6,001 Sq Ft and Above	\$3,320,000	\$4,200,000	+ 26.5%
<b>All Square Footage</b>	<b>\$625,000</b>	<b>\$730,000</b>	<b>+ 16.8%</b>

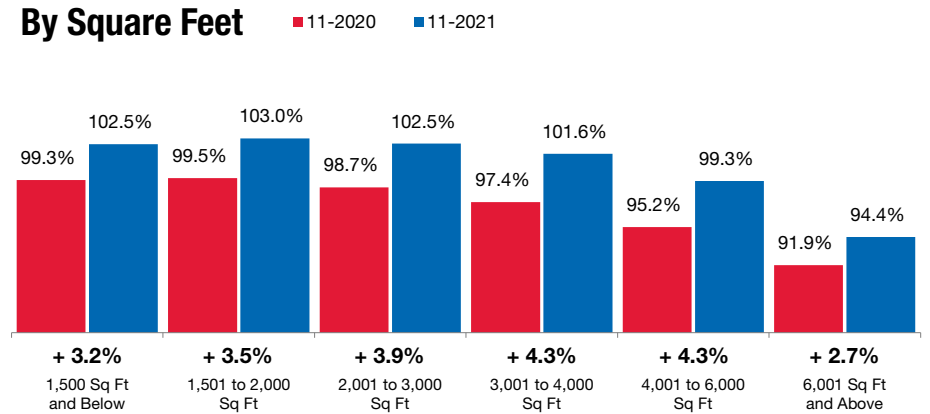
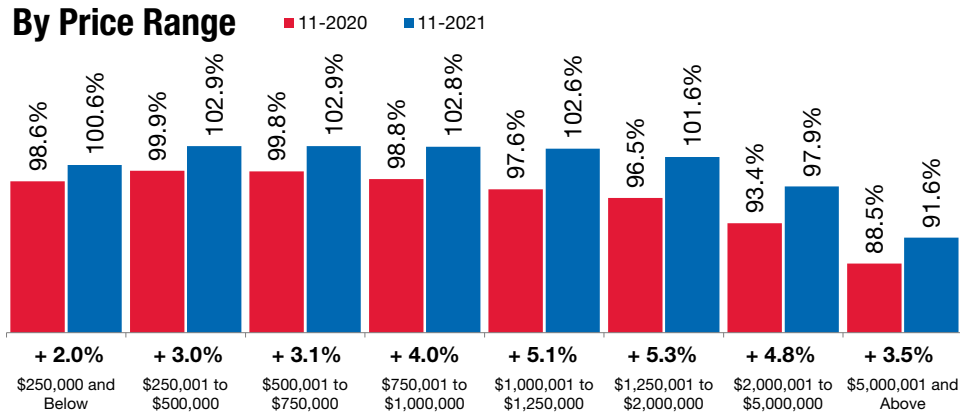
### Single-Family Homes

11-2020	11-2021	Change	11-2020	11-2021	Change
\$550,000	\$650,000	+ 18.2%	\$420,000	\$490,000	+ 16.7%
\$640,000	\$770,000	+ 20.3%	\$630,000	\$729,000	+ 15.7%
\$780,000	\$950,000	+ 21.8%	\$960,000	\$1,180,000	+ 22.9%
\$1,125,000	\$1,400,000	+ 24.4%	\$1,811,000	\$1,868,500	+ 3.2%
\$1,739,431	\$2,200,000	+ 26.5%	\$2,749,500	\$3,155,000	+ 14.7%
\$3,320,000	\$4,200,000	+ 26.5%	--	\$2,812,500	--
<b>\$706,000</b>	<b>\$835,000</b>	<b>+ 18.3%</b>	<b>\$460,000</b>	<b>\$539,700</b>	<b>+ 17.3%</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	11-2020	11-2021	Change
\$250,000 and Below	98.6%	100.6%	+ 2.0%
\$250,001 to \$500,000	99.9%	102.9%	+ 3.0%
\$500,001 to \$750,000	99.8%	102.9%	+ 3.1%
\$750,001 to \$1,000,000	98.8%	102.8%	+ 4.0%
\$1,000,001 to \$1,250,000	97.6%	102.6%	+ 5.1%
\$1,250,001 to \$2,000,000	96.5%	101.6%	+ 5.3%
\$2,000,001 to \$5,000,000	93.4%	97.9%	+ 4.8%
\$5,000,001 and Above	88.5%	91.6%	+ 3.5%
<b>All Price Ranges</b>	<b>99.0%</b>	<b>102.4%</b>	<b>+ 3.4%</b>

## Single-Family Homes

11-2020	11-2021	Change	11-2020	11-2021	Change
96.8%	98.6%	+ 1.9%	98.9%	101.0%	+ 2.1%
100.7%	103.7%	+ 3.0%	99.5%	102.7%	+ 3.2%
100.1%	103.3%	+ 3.2%	98.7%	102.1%	+ 3.4%
99.1%	103.1%	+ 4.0%	97.6%	101.6%	+ 4.1%
97.9%	103.3%	+ 5.5%	95.5%	99.3%	+ 4.0%
96.7%	102.2%	+ 5.7%	95.1%	97.9%	+ 2.9%
93.4%	98.2%	+ 5.1%	93.6%	95.6%	+ 2.1%
88.4%	91.8%	+ 3.8%	100.0%	82.3%	- 17.7%
<b>99.1%</b>	<b>102.6%</b>	<b>+ 3.5%</b>	<b>98.9%</b>	<b>101.9%</b>	<b>+ 3.0%</b>

## Condos - Townhomes

By Square Feet	11-2020	11-2021	Change
1,500 Sq Ft and Below	99.3%	102.5%	+ 3.2%
1,501 to 2,000 Sq Ft	99.5%	103.0%	+ 3.5%
2,001 to 3,000 Sq Ft	98.7%	102.5%	+ 3.9%
3,001 to 4,000 Sq Ft	97.4%	101.6%	+ 4.3%
4,001 to 6,000 Sq Ft	95.2%	99.3%	+ 4.3%
6,001 Sq Ft and Above	91.9%	94.4%	+ 2.7%
<b>All Square Footage</b>	<b>99.0%</b>	<b>102.4%</b>	<b>+ 3.4%</b>

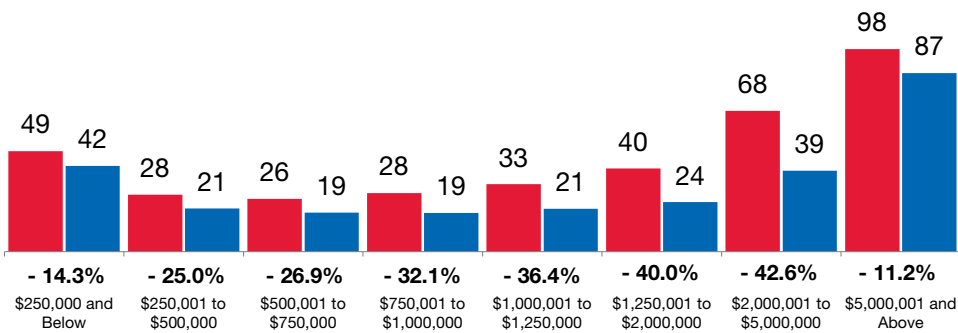
11-2020	11-2021	Change	11-2020	11-2021	Change
100.3%	103.0%	+ 2.7%	99.0%	102.1%	+ 3.1%
99.8%	103.5%	+ 3.7%	98.7%	101.8%	+ 3.1%
98.8%	102.8%	+ 4.0%	97.3%	100.1%	+ 2.9%
97.4%	101.7%	+ 4.4%	95.0%	96.0%	+ 1.1%
95.2%	99.3%	+ 4.3%	95.3%	94.6%	- 0.7%
91.9%	94.4%	+ 2.7%	--	89.3%	--
<b>99.1%</b>	<b>102.6%</b>	<b>+ 3.5%</b>	<b>98.9%</b>	<b>101.9%</b>	<b>+ 3.0%</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.

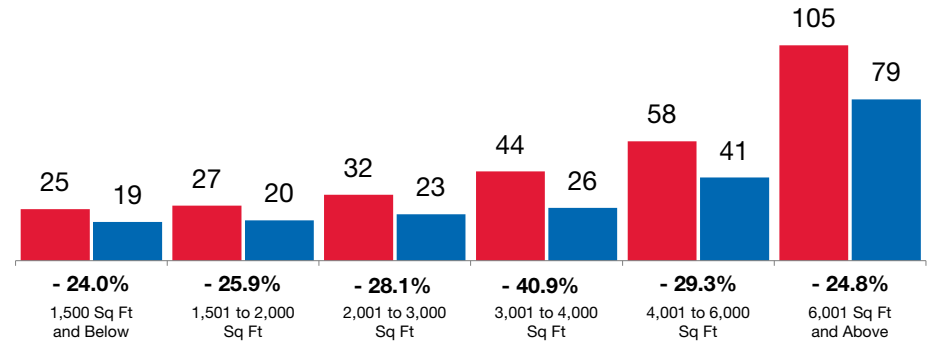
## By Price Range

■ 11-2020 ■ 11-2021



## By Square Feet

■ 11-2020 ■ 11-2021



## All Properties

By Price Range	11-2020	11-2021	Change
\$250,000 and Below	49	42	-14.3%
\$250,001 to \$500,000	28	21	-25.0%
\$500,001 to \$750,000	26	19	-26.9%
\$750,001 to \$1,000,000	28	19	-32.1%
\$1,000,001 to \$1,250,000	33	21	-36.4%
\$1,250,001 to \$2,000,000	40	24	-40.0%
\$2,000,001 to \$5,000,000	68	39	-42.6%
\$5,000,001 and Above	98	87	-11.2%
<b>All Price Ranges</b>	<b>30</b>	<b>22</b>	<b>-26.7%</b>

## Single-Family Homes

11-2020	11-2021	Change	11-2020	11-2021	Change
106	59	-44.3%	37	36	-2.7%
34	32	-5.9%	25	19	-24.0%
24	19	-20.8%	29	18	-37.9%
26	18	-30.8%	39	22	-43.6%
31	19	-38.7%	45	31	-31.1%
39	21	-46.2%	51	40	-21.6%
69	36	-47.8%	67	64	-4.5%
99	88	-11.1%	0	30	--
<b>31</b>	<b>22</b>	<b>-29.0%</b>	<b>29</b>	<b>22</b>	<b>-24.1%</b>

## Condos - Townhomes

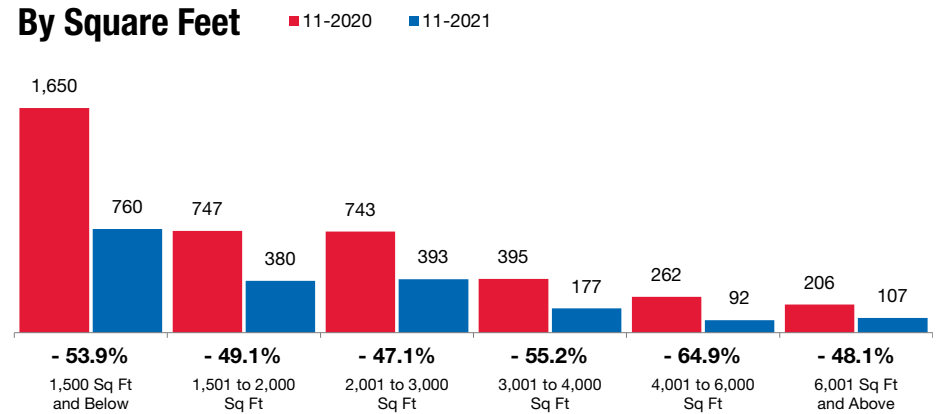
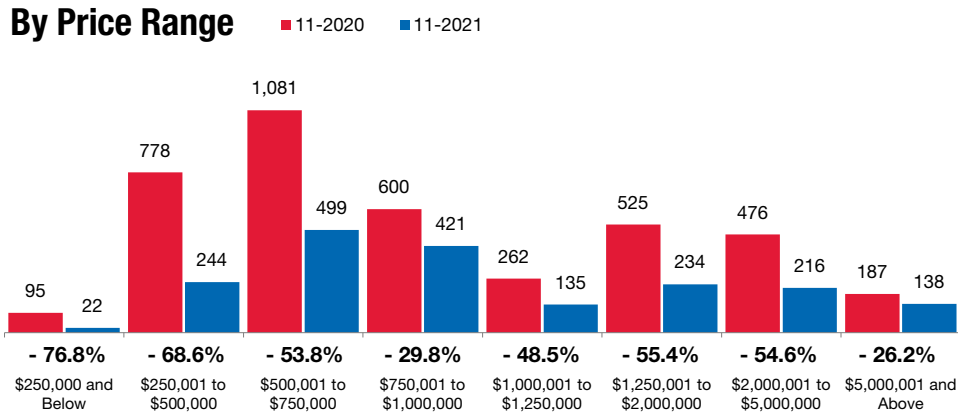
By Square Feet	11-2020	11-2021	Change
1,500 Sq Ft and Below	25	19	-24.0%
1,501 to 2,000 Sq Ft	27	20	-25.9%
2,001 to 3,000 Sq Ft	32	23	-28.1%
3,001 to 4,000 Sq Ft	44	26	-40.9%
4,001 to 6,000 Sq Ft	58	41	-29.3%
6,001 Sq Ft and Above	105	79	-24.8%
<b>All Square Footage</b>	<b>30</b>	<b>22</b>	<b>-26.7%</b>

11-2020	11-2021	Change	11-2020	11-2021	Change
23	18	-21.7%	27	20	-25.9%
24	18	-25.0%	34	24	-29.4%
31	21	-32.3%	51	43	-15.7%
43	25	-41.9%	63	51	-19.0%
59	41	-30.5%	14	51	+264.3%
105	79	-24.8%	--	55	--
<b>31</b>	<b>22</b>	<b>-29.0%</b>	<b>29</b>	<b>22</b>	<b>-24.1%</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	11-2020	11-2021	Change
\$250,000 and Below	95	22	-76.8%
\$250,001 to \$500,000	778	244	-68.6%
\$500,001 to \$750,000	1,081	499	-53.8%
\$750,001 to \$1,000,000	600	421	-29.8%
\$1,000,001 to \$1,250,000	262	135	-48.5%
\$1,250,001 to \$2,000,000	525	234	-55.4%
\$2,000,001 to \$5,000,000	476	216	-54.6%
\$5,000,001 and Above	187	138	-26.2%
<b>All Price Ranges</b>	<b>4,004</b>	<b>1,909</b>	<b>-52.3%</b>

## Single-Family Homes

11-2020	11-2021	Change	11-2020	11-2021	Change
21	8	-61.9%	74	14	-81.1%
177	53	-70.1%	601	191	-68.2%
686	336	-51.0%	395	163	-58.7%
418	349	-16.5%	182	72	-60.4%
171	114	-33.3%	91	21	-76.9%
366	186	-49.2%	159	48	-69.8%
380	164	-56.8%	96	52	-45.8%
182	134	-26.4%	5	4	-20.0%
<b>2,401</b>	<b>1,344</b>	<b>-44.0%</b>	<b>1,603</b>	<b>565</b>	<b>-64.8%</b>

## Condos - Townhomes

By Square Feet	11-2020	11-2021	Change
1,500 Sq Ft and Below	1,650	760	-53.9%
1,501 to 2,000 Sq Ft	747	380	-49.1%
2,001 to 3,000 Sq Ft	743	393	-47.1%
3,001 to 4,000 Sq Ft	395	177	-55.2%
4,001 to 6,000 Sq Ft	262	92	-64.9%
6,001 Sq Ft and Above	206	107	-48.1%
<b>All Square Footage</b>	<b>4,004</b>	<b>1,909</b>	<b>-52.3%</b>

11-2020	11-2021	Change	11-2020	11-2021	Change
534	368	-31.1%	1,116	392	-64.9%
443	276	-37.7%	304	104	-65.8%
591	343	-42.0%	152	50	-67.1%
373	161	-56.8%	22	16	-27.3%
256	91	-64.5%	6	1	-83.3%
204	105	-48.5%	2	2	0.0%
<b>2,401</b>	<b>1,344</b>	<b>-44.0%</b>	<b>1,603</b>	<b>565</b>	<b>-64.8%</b>

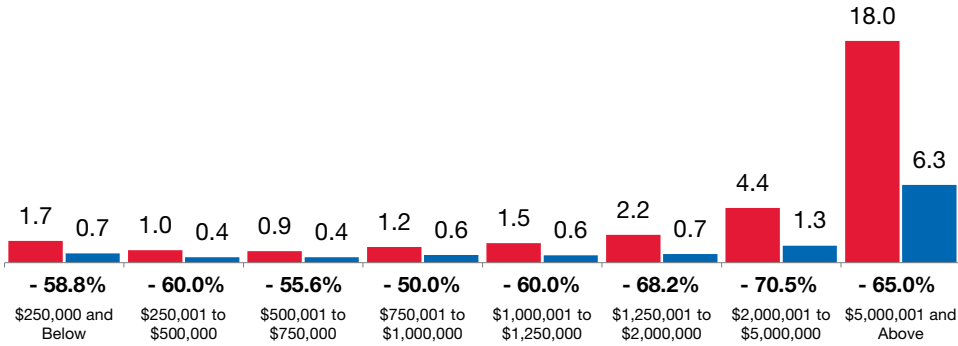


# Months Supply of Inventory

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.

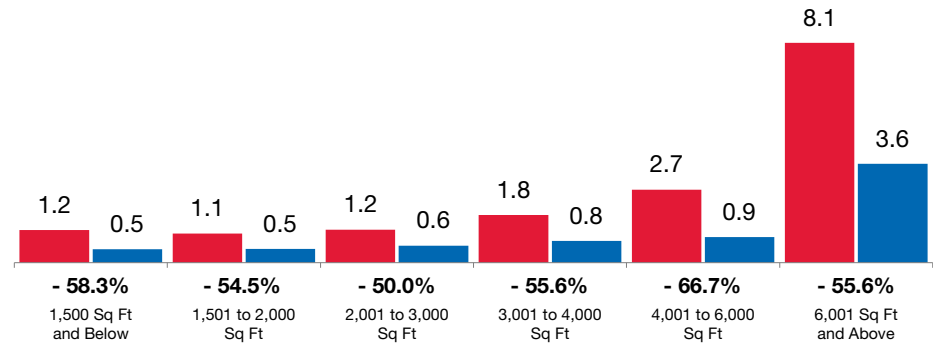
## By Price Range

■ 11-2020 ■ 11-2021



## By Square Feet

■ 11-2020 ■ 11-2021



### All Properties

By Price Range	11-2020	11-2021	Change
\$250,000 and Below	1.7	0.7	-58.8%
\$250,001 to \$500,000	1.0	0.4	-60.0%
\$500,001 to \$750,000	0.9	0.4	-55.6%
\$750,001 to \$1,000,000	1.2	0.6	-50.0%
\$1,000,001 to \$1,250,000	1.5	0.6	-60.0%
\$1,250,001 to \$2,000,000	2.2	0.7	-68.2%
\$2,000,001 to \$5,000,000	4.4	1.3	-70.5%
\$5,000,001 and Above	18.0	6.3	-65.0%
<b>All Price Ranges</b>	<b>1.3</b>	<b>0.6</b>	<b>-53.8%</b>

### Single-Family Homes

11-2020	11-2021	Change
2.4	1.2	-50.0%
0.8	0.7	-12.5%
0.8	0.4	-50.0%
1.0	0.6	-40.0%
1.2	0.6	-50.0%
1.8	0.6	-66.7%
3.9	1.2	-69.2%
17.8	6.2	-65.2%
<b>1.2</b>	<b>0.6</b>	<b>-50.0%</b>

### Condos - Townhomes

11-2020	11-2021	Change
1.6	0.6	-62.5%
1.0	0.4	-60.0%
1.4	0.4	-71.4%
2.3	0.6	-73.9%
3.7	0.5	-86.5%
5.5	1.0	-81.8%
8.1	2.7	-66.7%
5.0	4.0	-20.0%
<b>1.5</b>	<b>0.5</b>	<b>-66.7%</b>

### By Square Feet

11-2020	11-2021	Change
1.2	0.5	-58.3%
1.1	0.5	-54.5%
1.2	0.6	-50.0%
1.8	0.8	-55.6%
2.7	0.9	-66.7%
8.1	3.6	-55.6%
<b>1.3</b>	<b>0.6</b>	<b>-53.8%</b>

11-2020	11-2021	Change
0.9	0.6	-33.3%
0.9	0.5	-44.4%
1.0	0.6	-40.0%
1.7	0.7	-58.8%
2.6	0.9	-65.4%
8.0	3.6	-55.0%
<b>1.2</b>	<b>0.6</b>	<b>-50.0%</b>

11-2020	11-2021	Change
1.4	0.4	-71.4%
1.6	0.5	-68.8%
3.6	1.0	-72.2%
8.5	3.4	-60.0%
4.3	0.6	-86.0%
2.0	2.0	0.0%
<b>1.5</b>	<b>0.5</b>	<b>-66.7%</b>

