

Housing Supply Overview

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

December 2021

With the U.S. economy booming, and with inflation at its highest level in nearly 40 years, the Federal Reserve recently announced the accelerated tapering of their bond purchasing program, now set to end March 2022. A series of hikes in the federal funds rate will likely follow. Economists expect the cumulative effects of these efforts will move mortgage interest rates higher through the end of 2022. Although still low by historical standards, an increase in interest rates may serve to soften buyer demand somewhat as affordability becomes a more influential factor in home purchases. For the 12-month period spanning January 2021 through December 2021, Pending Sales in the San Diego were up 5.8 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 85.7 percent.

The overall Median Sales Price was up 17.3 percent to \$740,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 17.8 percent to \$545,176. 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 58.6 percent. The property type with the smallest decline was the Single-Family Homes segment, where they decreased 51.6 percent. That amounts to 0.5 months supply for Single-Family homes and 0.3 months supply for Condos.

Quick Facts

+ 85.7%

+ 13.0%

+ 10.9%

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

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

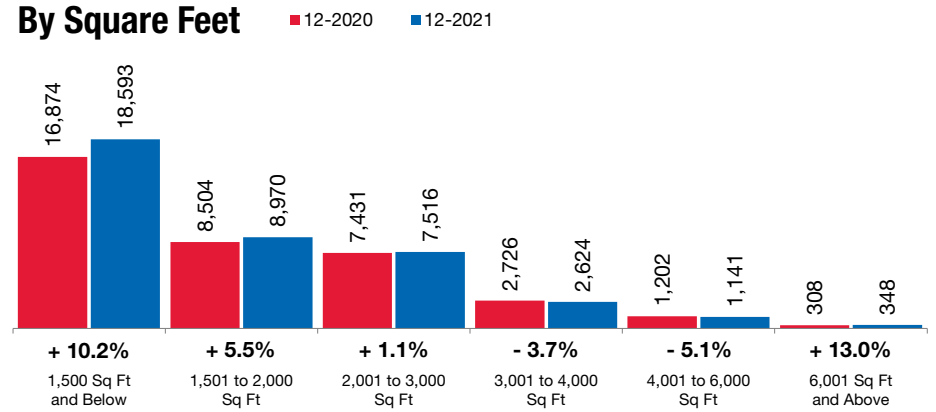
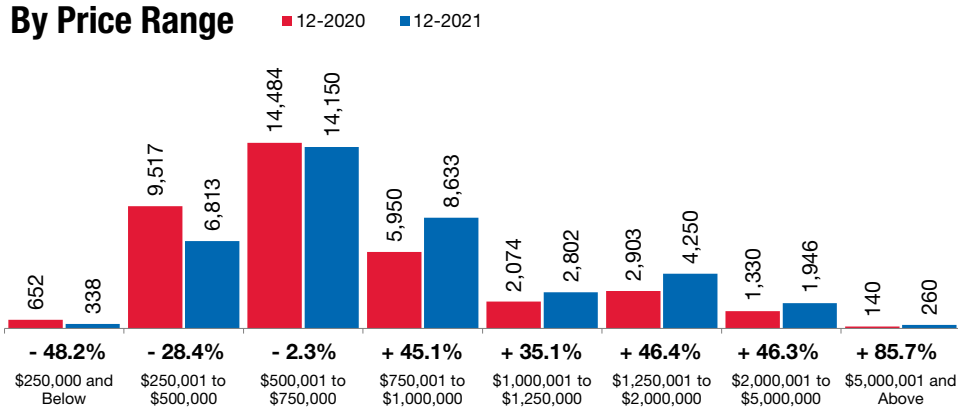
Property Type With
Strongest Pending Sales:
Condos - Townhomes

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

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Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month calculation.



All Properties

By Price Range	12-2020	12-2021	Change
\$250,000 and Below	652	338	-48.2%
\$250,001 to \$500,000	9,517	6,813	-28.4%
\$500,001 to \$750,000	14,484	14,150	-2.3%
\$750,001 to \$1,000,000	5,950	8,633	+45.1%
\$1,000,001 to \$1,250,000	2,074	2,802	+35.1%
\$1,250,001 to \$2,000,000	2,903	4,250	+46.4%
\$2,000,001 to \$5,000,000	1,330	1,946	+46.3%
\$5,000,001 and Above	140	260	+85.7%
All Price Ranges	37,050	39,192	+5.8%

Single-Family Homes

12-2020	12-2021	Change	12-2020	12-2021	Change
99	78	-21.2%	553	260	-53.0%
2,523	811	-67.9%	6,994	6,002	-14.2%
10,975	9,034	-17.7%	3,509	5,116	+45.8%
4,969	7,080	+42.5%	981	1,553	+58.3%
1,777	2,338	+31.6%	297	464	+56.2%
2,532	3,643	+43.9%	371	607	+63.6%
1,192	1,705	+43.0%	138	241	+74.6%
137	256	+86.9%	3	4	+33.3%
24,204	24,945	+3.1%	12,846	14,247	+10.9%

Condos - Townhomes

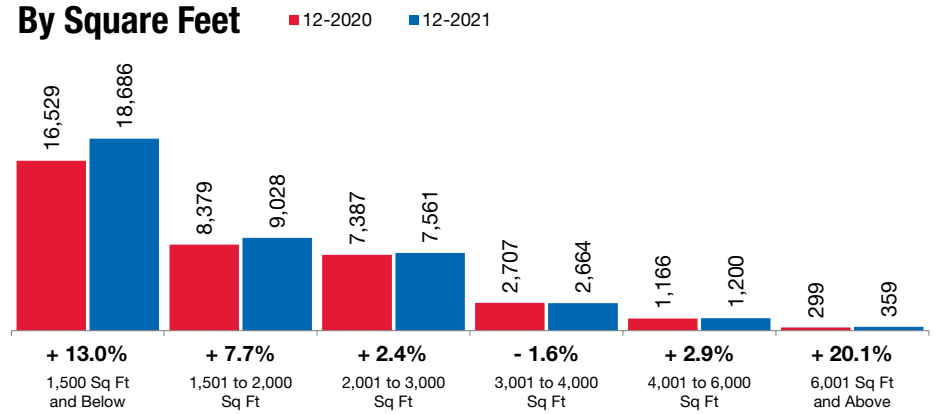
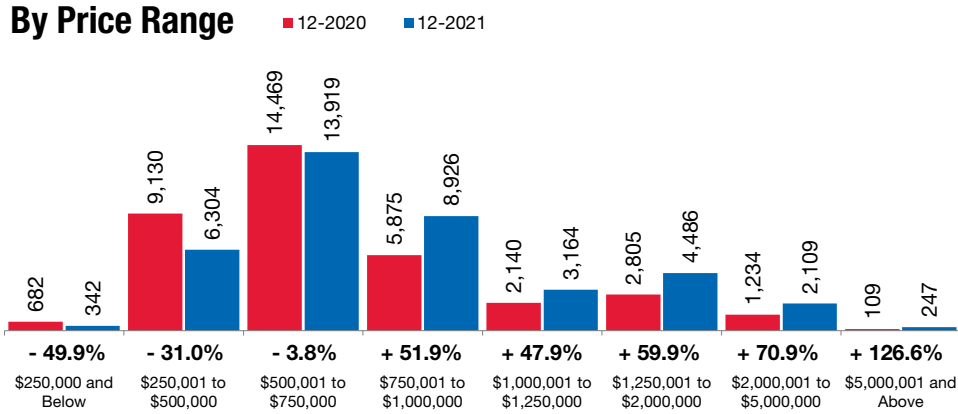
By Square Feet	12-2020	12-2021	Change
1,500 Sq Ft and Below	16,874	18,593	+10.2%
1,501 to 2,000 Sq Ft	8,504	8,970	+5.5%
2,001 to 3,000 Sq Ft	7,431	7,516	+1.1%
3,001 to 4,000 Sq Ft	2,726	2,624	-3.7%
4,001 to 6,000 Sq Ft	1,202	1,141	-5.1%
6,001 Sq Ft and Above	308	348	+13.0%
All Square Footage	37,050	39,192	+5.8%

12-2020	12-2021	Change	12-2020	12-2021	Change
6,940	7,449	+7.3%	9,934	11,144	+12.2%
6,161	6,548	+6.3%	2,343	2,422	+3.4%
6,905	6,905	0.0%	526	611	+16.2%
2,694	2,565	-4.8%	32	59	+84.4%
1,194	1,130	-5.4%	8	11	+37.5%
306	348	+13.7%	2	0	-100.0%
24,204	24,945	+3.1%	12,846	14,247	+10.9%



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	12-2020	12-2021	Change
\$250,000 and Below	682	342	- 49.9%
\$250,001 to \$500,000	9,130	6,304	- 31.0%
\$500,001 to \$750,000	14,469	13,919	- 3.8%
\$750,001 to \$1,000,000	5,875	8,926	+ 51.9%
\$1,000,001 to \$1,250,000	2,140	3,164	+ 47.9%
\$1,250,001 to \$2,000,000	2,805	4,486	+ 59.9%
\$2,000,001 to \$5,000,000	1,234	2,109	+ 70.9%
\$5,000,001 and Above	109	247	+ 126.6%
All Price Ranges	36,444	39,497	+ 8.4%

Single-Family Homes

12-2020	12-2021	Change
118	85	- 28.0%
2,323	692	- 70.2%
10,947	8,480	- 22.5%
4,950	7,235	+ 46.2%
1,851	2,615	+ 41.3%
2,487	3,880	+ 56.0%
1,107	1,883	+ 70.1%
108	243	+ 125.0%
23,891	25,113	+ 5.1%

Condos - Townhomes

12-2020	12-2021	Change
564	257	- 54.4%
6,807	5,612	- 17.6%
3,522	5,439	+ 54.4%
925	1,691	+ 82.8%
289	549	+ 90.0%
318	606	+ 90.6%
127	226	+ 78.0%
1	4	+ 300.0%
12,553	14,384	+ 14.6%

By Square Feet	12-2020	12-2021	Change
1,500 Sq Ft and Below	16,529	18,686	+ 13.0%
1,501 to 2,000 Sq Ft	8,379	9,028	+ 7.7%
2,001 to 3,000 Sq Ft	7,387	7,561	+ 2.4%
3,001 to 4,000 Sq Ft	2,707	2,664	- 1.6%
4,001 to 6,000 Sq Ft	1,166	1,200	+ 2.9%
6,001 Sq Ft and Above	299	359	+ 20.1%
All Square Footage	36,444	39,497	+ 8.4%

12-2020	12-2021	Change
6,782	7,482	+ 10.3%
6,114	6,541	+ 7.0%
6,859	6,936	+ 1.1%
2,674	2,610	- 2.4%
1,159	1,186	+ 2.3%
298	358	+ 20.1%
23,891	25,113	+ 5.1%

12-2020	12-2021	Change
9,747	11,204	+ 14.9%
2,265	2,487	+ 9.8%
500	625	+ 25.0%
33	54	+ 63.6%
7	13	+ 85.7%
1	1	0.0%
12,553	14,384	+ 14.6%

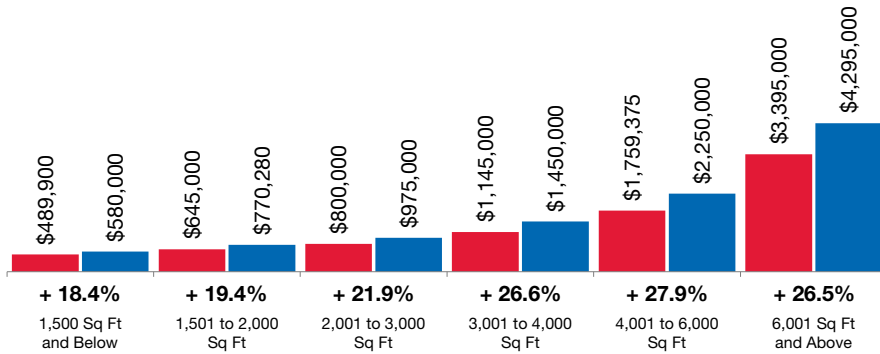


Median Sales Price

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.**

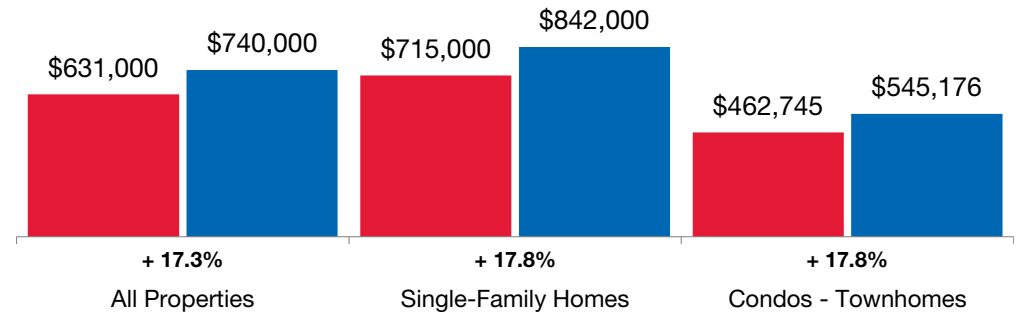
By Square Feet

■ 12-2020 ■ 12-2021



By Property Type

■ 12-2020 ■ 12-2021

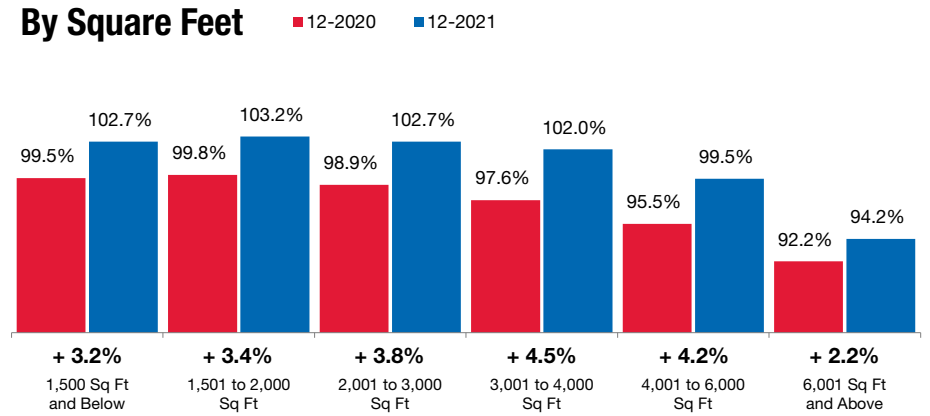
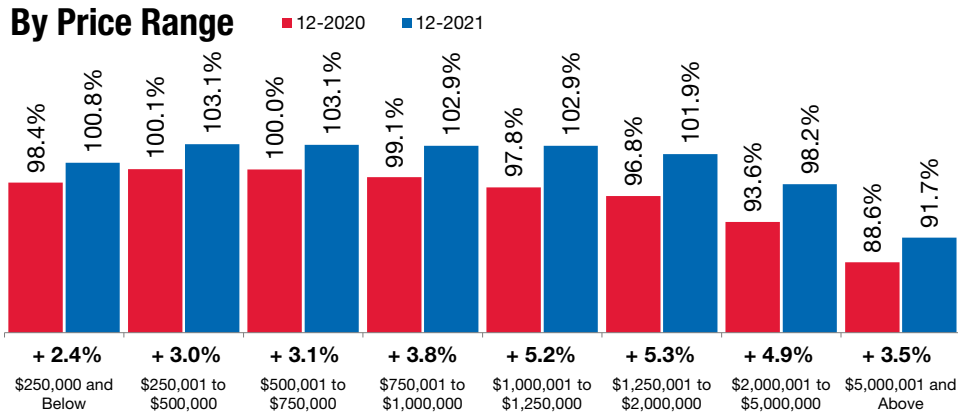


By Square Feet	All Properties		
	12-2020	12-2021	Change
1,500 Sq Ft and Below	\$489,900	\$580,000	+ 18.4%
1,501 to 2,000 Sq Ft	\$645,000	\$770,280	+ 19.4%
2,001 to 3,000 Sq Ft	\$800,000	\$975,000	+ 21.9%
3,001 to 4,000 Sq Ft	\$1,145,000	\$1,450,000	+ 26.6%
4,001 to 6,000 Sq Ft	\$1,759,375	\$2,250,000	+ 27.9%
6,001 Sq Ft and Above	\$3,395,000	\$4,295,000	+ 26.5%
All Square Footage	\$631,000	\$740,000	+ 17.3%

	Single-Family Homes			Condos - Townhomes		
	12-2020	12-2021	Change	12-2020	12-2021	Change
	\$555,000	\$660,000	+ 18.9%	\$421,000	\$499,000	+ 18.5%
	\$645,000	\$780,000	+ 20.9%	\$635,000	\$738,500	+ 16.3%
	\$790,000	\$960,000	+ 21.5%	\$970,000	\$1,200,000	+ 23.7%
	\$1,140,000	\$1,450,000	+ 27.2%	\$1,689,950	\$1,944,950	+ 15.1%
	\$1,750,000	\$2,249,500	+ 28.5%	\$3,199,000	\$3,000,000	- 6.2%
	\$3,395,000	\$4,297,500	+ 26.6%	\$3,600,000	\$2,025,000	- 43.8%
	\$715,000	\$842,000	+ 17.8%	\$462,745	\$545,176	+ 17.8%

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	12-2020	12-2021	Change
\$250,000 and Below	98.4%	100.8%	+ 2.4%
\$250,001 to \$500,000	100.1%	103.1%	+ 3.0%
\$500,001 to \$750,000	100.0%	103.1%	+ 3.1%
\$750,001 to \$1,000,000	99.1%	102.9%	+ 3.8%
\$1,000,001 to \$1,250,000	97.8%	102.9%	+ 5.2%
\$1,250,001 to \$2,000,000	96.8%	101.9%	+ 5.3%
\$2,000,001 to \$5,000,000	93.6%	98.2%	+ 4.9%
\$5,000,001 and Above	88.6%	91.7%	+ 3.5%
All Price Ranges	99.2%	102.6%	+ 3.4%

Single-Family Homes

12-2020	12-2021	Change	12-2020	12-2021	Change
96.3%	98.4%	+ 2.2%	98.8%	101.5%	+ 2.7%
101.0%	103.9%	+ 2.9%	99.7%	103.0%	+ 3.3%
100.4%	103.4%	+ 3.0%	98.9%	102.3%	+ 3.4%
99.3%	103.2%	+ 3.9%	97.8%	101.9%	+ 4.2%
98.2%	103.6%	+ 5.5%	95.5%	99.8%	+ 4.5%
97.0%	102.5%	+ 5.7%	95.2%	98.1%	+ 3.0%
93.6%	98.5%	+ 5.2%	93.5%	95.9%	+ 2.6%
88.6%	91.8%	+ 3.6%	89.9%	85.2%	- 5.2%
99.3%	102.8%	+ 3.5%	99.0%	102.2%	+ 3.2%

Condos - Townhomes

By Square Feet	12-2020	12-2021	Change
1,500 Sq Ft and Below	99.5%	102.7%	+ 3.2%
1,501 to 2,000 Sq Ft	99.8%	103.2%	+ 3.4%
2,001 to 3,000 Sq Ft	98.9%	102.7%	+ 3.8%
3,001 to 4,000 Sq Ft	97.6%	102.0%	+ 4.5%
4,001 to 6,000 Sq Ft	95.5%	99.5%	+ 4.2%
6,001 Sq Ft and Above	92.2%	94.2%	+ 2.2%
All Square Footage	99.2%	102.6%	+ 3.4%

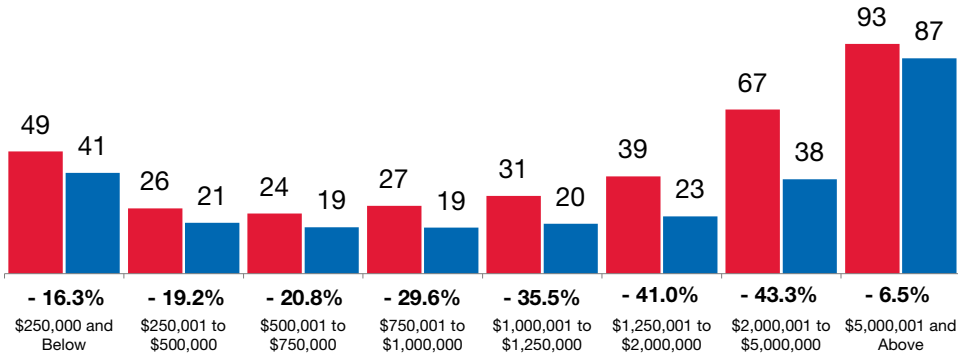
12-2020	12-2021	Change	12-2020	12-2021	Change
100.5%	103.2%	+ 2.7%	99.2%	102.4%	+ 3.2%
100.1%	103.6%	+ 3.5%	98.9%	102.0%	+ 3.1%
99.0%	102.9%	+ 3.9%	97.3%	100.3%	+ 3.1%
97.6%	102.2%	+ 4.7%	94.9%	95.4%	+ 0.5%
95.5%	99.5%	+ 4.2%	95.2%	94.5%	- 0.7%
92.2%	94.2%	+ 2.2%	90.2%	88.4%	- 2.0%
99.3%	102.8%	+ 3.5%	99.0%	102.2%	+ 3.2%

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.

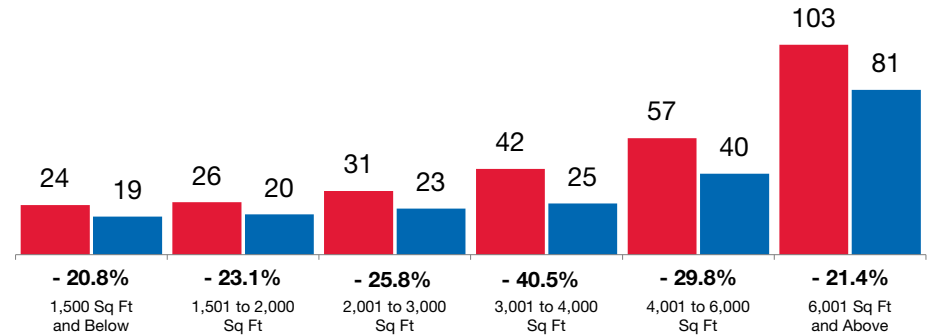
By Price Range

■ 12-2020 ■ 12-2021



By Square Feet

■ 12-2020 ■ 12-2021



All Properties

By Price Range	12-2020	12-2021	Change
\$250,000 and Below	49	41	-16.3%
\$250,001 to \$500,000	26	21	-19.2%
\$500,001 to \$750,000	24	19	-20.8%
\$750,001 to \$1,000,000	27	19	-29.6%
\$1,000,001 to \$1,250,000	31	20	-35.5%
\$1,250,001 to \$2,000,000	39	23	-41.0%
\$2,000,001 to \$5,000,000	67	38	-43.3%
\$5,000,001 and Above	93	87	-6.5%
All Price Ranges	29	21	-27.6%

Single-Family Homes

12-2020	12-2021	Change	12-2020	12-2021	Change
107	51	-52.3%	37	37	0.0%
33	32	-3.0%	24	19	-20.8%
23	19	-17.4%	28	18	-35.7%
25	18	-28.0%	38	22	-42.1%
29	18	-37.9%	45	28	-37.8%
38	21	-44.7%	51	40	-21.6%
67	35	-47.8%	65	62	-4.6%
94	88	-6.4%	0	36	--
29	21	-27.6%	28	21	-25.0%

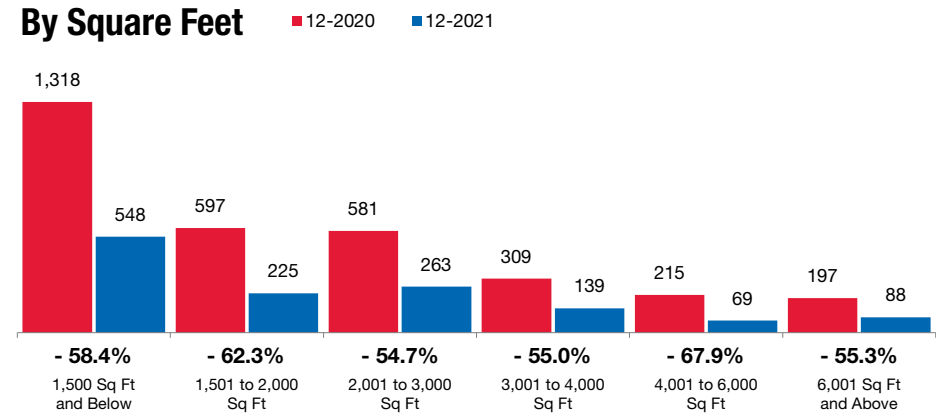
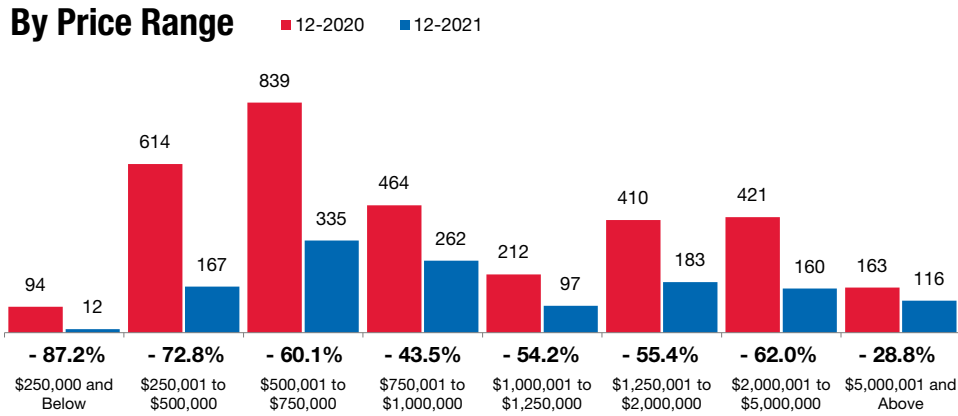
Condos - Townhomes

By Square Feet	12-2020	12-2021	Change
1,500 Sq Ft and Below	24	19	-20.8%
1,501 to 2,000 Sq Ft	26	20	-23.1%
2,001 to 3,000 Sq Ft	31	23	-25.8%
3,001 to 4,000 Sq Ft	42	25	-40.5%
4,001 to 6,000 Sq Ft	57	40	-29.8%
6,001 Sq Ft and Above	103	81	-21.4%
All Square Footage	29	21	-27.6%

12-2020	12-2021	Change	12-2020	12-2021	Change
22	18	-18.2%	26	19	-26.9%
23	18	-21.7%	33	24	-27.3%
30	21	-30.0%	50	43	-14.0%
42	24	-42.9%	56	55	-1.8%
57	40	-29.8%	34	48	+41.2%
103	81	-21.4%	96	13	-86.5%
29	21	-27.6%	28	21	-25.0%

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	12-2020	12-2021	Change
\$250,000 and Below	94	12	- 87.2%
\$250,001 to \$500,000	614	167	- 72.8%
\$500,001 to \$750,000	839	335	- 60.1%
\$750,001 to \$1,000,000	464	262	- 43.5%
\$1,000,001 to \$1,250,000	212	97	- 54.2%
\$1,250,001 to \$2,000,000	410	183	- 55.4%
\$2,000,001 to \$5,000,000	421	160	- 62.0%
\$5,000,001 and Above	163	116	- 28.8%
All Price Ranges	3,217	1,332	- 58.6%

Single-Family Homes

12-2020	12-2021	Change	12-2020	12-2021	Change
24	4	- 83.3%	70	8	- 88.6%
127	39	- 69.3%	487	128	- 73.7%
544	222	- 59.2%	295	113	- 61.7%
337	221	- 34.4%	127	41	- 67.7%
133	76	- 42.9%	79	21	- 73.4%
284	145	- 48.9%	126	38	- 69.8%
332	117	- 64.8%	89	43	- 51.7%
158	114	- 27.8%	5	2	- 60.0%
1,939	938	- 51.6%	1,278	394	- 69.2%

Condos - Townhomes

By Square Feet	12-2020	12-2021	Change
1,500 Sq Ft and Below	1,318	548	- 58.4%
1,501 to 2,000 Sq Ft	597	225	- 62.3%
2,001 to 3,000 Sq Ft	581	263	- 54.7%
3,001 to 4,000 Sq Ft	309	139	- 55.0%
4,001 to 6,000 Sq Ft	215	69	- 67.9%
6,001 Sq Ft and Above	197	88	- 55.3%
All Square Footage	3,217	1,332	- 58.6%

12-2020	12-2021	Change	12-2020	12-2021	Change
426	274	- 35.7%	892	274	- 69.3%
366	165	- 54.9%	231	60	- 74.0%
455	220	- 51.6%	126	43	- 65.9%
287	125	- 56.4%	22	14	- 36.4%
209	67	- 67.9%	6	2	- 66.7%
196	87	- 55.6%	1	1	0.0%
1,939	938	- 51.6%	1,278	394	- 69.2%

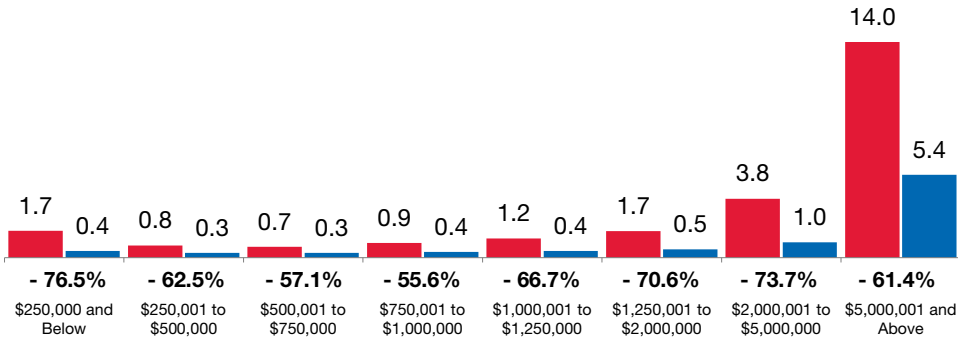


Months Supply of Inventory

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.

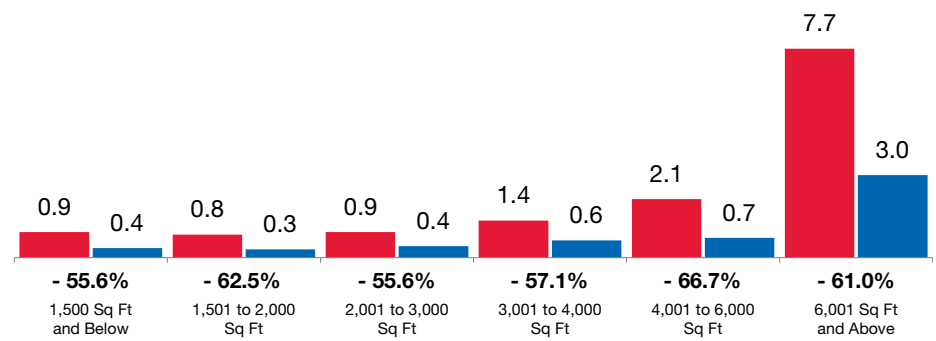
By Price Range

■ 12-2020 ■ 12-2021



By Square Feet

■ 12-2020 ■ 12-2021



All Properties

By Price Range	12-2020	12-2021	Change
\$250,000 and Below	1.7	0.4	-76.5%
\$250,001 to \$500,000	0.8	0.3	-62.5%
\$500,001 to \$750,000	0.7	0.3	-57.1%
\$750,001 to \$1,000,000	0.9	0.4	-55.6%
\$1,000,001 to \$1,250,000	1.2	0.4	-66.7%
\$1,250,001 to \$2,000,000	1.7	0.5	-70.6%
\$2,000,001 to \$5,000,000	3.8	1.0	-73.7%
\$5,000,001 and Above	14.0	5.4	-61.4%
All Price Ranges	1.0	0.4	-60.0%

Single-Family Homes

12-2020	12-2021	Change	12-2020	12-2021	Change
2.9	0.6	-79.3%	1.5	0.4	-73.3%
0.6	0.6	0.0%	0.8	0.3	-62.5%
0.6	0.3	-50.0%	1.0	0.3	-70.0%
0.8	0.4	-50.0%	1.6	0.3	-81.3%
0.9	0.4	-55.6%	3.2	0.5	-84.4%
1.3	0.5	-61.5%	4.1	0.8	-80.5%
3.3	0.8	-75.8%	7.1	2.1	-70.4%
13.8	5.3	-61.6%	5.0	2.0	-60.0%
1.0	0.5	-50.0%	1.2	0.3	-75.0%

Condos - Townhomes

By Square Feet	12-2020	12-2021	Change
1,500 Sq Ft and Below	0.9	0.4	-55.6%
1,501 to 2,000 Sq Ft	0.8	0.3	-62.5%
2,001 to 3,000 Sq Ft	0.9	0.4	-55.6%
3,001 to 4,000 Sq Ft	1.4	0.6	-57.1%
4,001 to 6,000 Sq Ft	2.1	0.7	-66.7%
6,001 Sq Ft and Above	7.7	3.0	-61.0%
All Square Footage	1.0	0.4	-60.0%

12-2020	12-2021	Change	12-2020	12-2021	Change
0.7	0.4	-42.9%	1.1	0.3	-72.7%
0.7	0.3	-57.1%	1.2	0.3	-75.0%
0.8	0.4	-50.0%	2.9	0.8	-72.4%
1.3	0.6	-53.8%	8.3	2.8	-66.3%
2.1	0.7	-66.7%	4.5	1.1	-75.6%
7.7	3.0	-61.0%	1.0	--	--
1.0	0.5	-50.0%	1.2	0.3	-75.0%

