

# Housing Supply Overview

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

## February 2022

With a shortage of existing homes for sale, many prospective buyers are turning to new construction for their next home purchase. But with rising construction costs, many buyers are finding they can't afford to purchase a new home. Nearly 7 out of 10 U.S. households can't afford a new median-priced home, according to data recently released by the National Association of Home Builders (NAHB), which found that 69% of U.S. households lack the income to qualify for a mortgage of \$412,506 using standard underwriting criteria. For the 12-month period spanning March 2021 through February 2022, Pending Sales in the San Diego were up 2.9 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 87.5 percent.

The overall Median Sales Price was up 17.2 percent to \$750,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 19.1 percent to \$559,950. The price range that tended to sell the quickest was the \$750,001 to \$1,000,000 range at 18 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 82 days.

Market-wide, inventory levels were down 45.4 percent. The property type with the smallest decline was the Single-Family Homes segment, where they decreased 42.0 percent. That amounts to 0.6 months supply for Single-Family homes and 0.5 months supply for Condos.

## Quick Facts

**+ 87.5%**

**+ 7.9%**

**+ 5.8%**

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

Home Size With Strongest  
Pending Sales:  
**1,500 Sq Ft and Below**

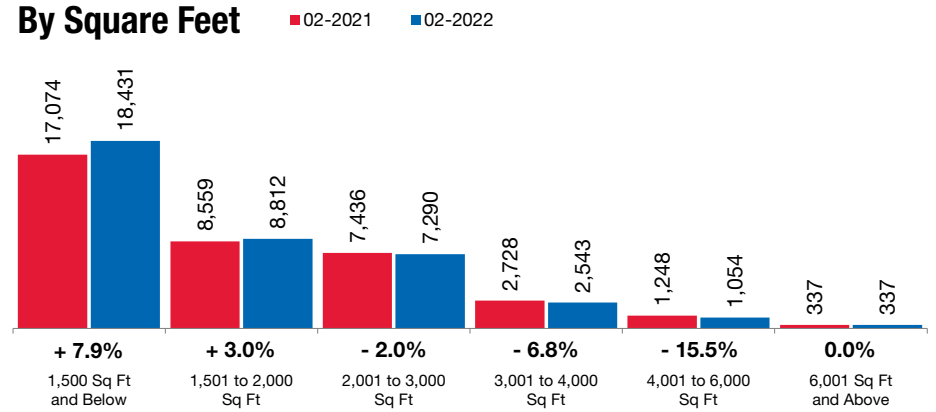
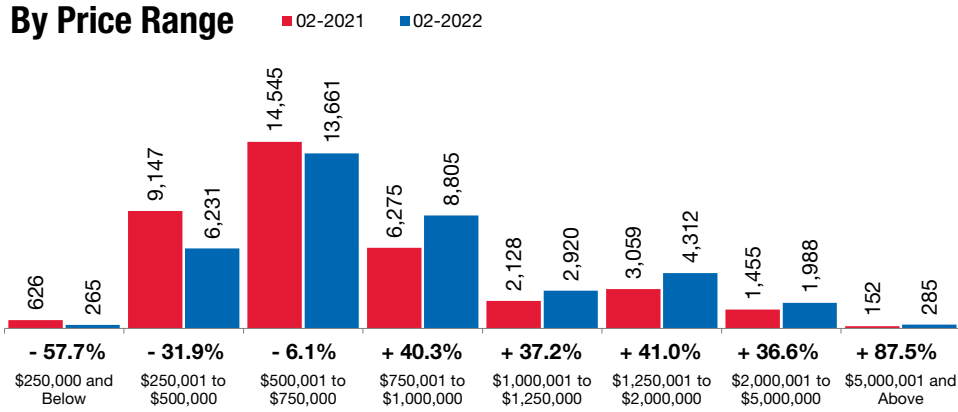
Property Type With  
Strongest Pending Sales:  
**Condos - Townhomes**

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	02-2021	02-2022	Change
\$250,000 and Below	626	265	-57.7%
\$250,001 to \$500,000	9,147	6,231	-31.9%
\$500,001 to \$750,000	14,545	13,661	-6.1%
\$750,001 to \$1,000,000	6,275	8,805	+40.3%
\$1,000,001 to \$1,250,000	2,128	2,920	+37.2%
\$1,250,001 to \$2,000,000	3,059	4,312	+41.0%
\$2,000,001 to \$5,000,000	1,455	1,988	+36.6%
\$5,000,001 and Above	152	285	+87.5%
<b>All Price Ranges</b>	<b>37,387</b>	<b>38,467</b>	<b>+2.9%</b>

## Single-Family Homes

02-2021	02-2022	Change	02-2021	02-2022	Change
100	61	-39.0%	526	204	-61.2%
2,187	693	-68.3%	6,960	5,538	-20.4%
10,838	8,467	-21.9%	3,707	5,194	+40.1%
5,208	7,204	+38.3%	1,067	1,601	+50.0%
1,814	2,440	+34.5%	314	480	+52.9%
2,654	3,703	+39.5%	405	609	+50.4%
1,310	1,731	+32.1%	145	257	+77.2%
149	279	+87.2%	3	6	+100.0%
<b>24,260</b>	<b>24,578</b>	<b>+1.3%</b>	<b>13,127</b>	<b>13,889</b>	<b>+5.8%</b>

## Condos - Townhomes

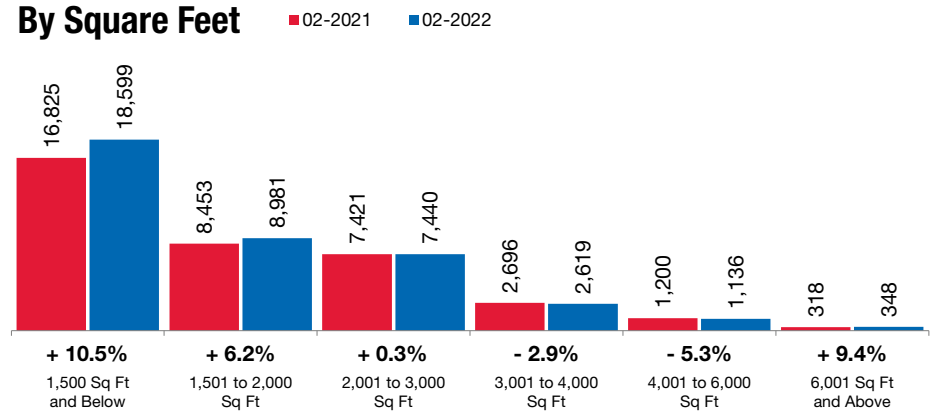
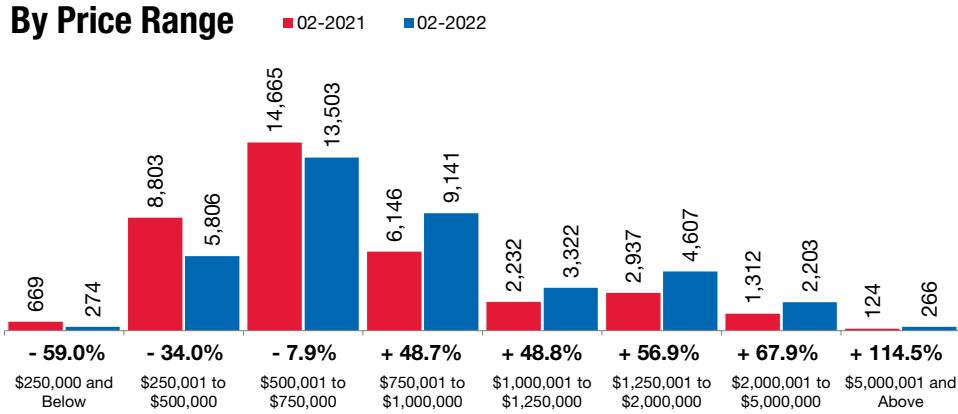
By Square Feet	02-2021	02-2022	Change
1,500 Sq Ft and Below	17,074	18,431	+7.9%
1,501 to 2,000 Sq Ft	8,559	8,812	+3.0%
2,001 to 3,000 Sq Ft	7,436	7,290	-2.0%
3,001 to 4,000 Sq Ft	2,728	2,543	-6.8%
4,001 to 6,000 Sq Ft	1,248	1,054	-15.5%
6,001 Sq Ft and Above	337	337	0.0%
<b>All Square Footage</b>	<b>37,387</b>	<b>38,467</b>	<b>+2.9%</b>

02-2021	02-2022	Change	02-2021	02-2022	Change
6,918	7,504	+8.5%	10,156	10,927	+7.6%
6,181	6,500	+5.2%	2,378	2,312	-2.8%
6,890	6,717	-2.5%	546	573	+4.9%
2,692	2,477	-8.0%	36	66	+83.3%
1,240	1,043	-15.9%	8	11	+37.5%
335	337	+0.6%	2	0	-100.0%
<b>24,260</b>	<b>24,578</b>	<b>+1.3%</b>	<b>13,127</b>	<b>13,889</b>	<b>+5.8%</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	02-2021	02-2022	Change
\$250,000 and Below	669	274	- 59.0%
\$250,001 to \$500,000	8,803	5,806	- 34.0%
\$500,001 to \$750,000	14,665	13,503	- 7.9%
\$750,001 to \$1,000,000	6,146	9,141	+ 48.7%
\$1,000,001 to \$1,250,000	2,232	3,322	+ 48.8%
\$1,250,001 to \$2,000,000	2,937	4,607	+ 56.9%
\$2,000,001 to \$5,000,000	1,312	2,203	+ 67.9%
\$5,000,001 and Above	124	266	+ 114.5%
<b>All Price Ranges</b>	<b>36,888</b>	<b>39,122</b>	<b>+ 6.1%</b>

## Single-Family Homes

02-2021	02-2022	Change
117	71	- 39.3%
2,052	566	- 72.4%
10,940	7,943	- 27.4%
5,147	7,406	+ 43.9%
1,908	2,759	+ 44.6%
2,601	3,962	+ 52.3%
1,181	1,947	+ 64.9%
123	260	+ 111.4%
<b>24,069</b>	<b>24,914</b>	<b>+ 3.5%</b>

## Condos - Townhomes

02-2021	02-2022	Change
552	203	- 63.2%
6,751	5,240	- 22.4%
3,725	5,560	+ 49.3%
999	1,735	+ 73.7%
324	563	+ 73.8%
336	645	+ 92.0%
131	256	+ 95.4%
1	6	+ 500.0%
<b>12,819</b>	<b>14,208</b>	<b>+ 10.8%</b>

By Square Feet	02-2021	02-2022	Change
1,500 Sq Ft and Below	16,825	18,599	+ 10.5%
1,501 to 2,000 Sq Ft	8,453	8,981	+ 6.2%
2,001 to 3,000 Sq Ft	7,421	7,440	+ 0.3%
3,001 to 4,000 Sq Ft	2,696	2,619	- 2.9%
4,001 to 6,000 Sq Ft	1,200	1,136	- 5.3%
6,001 Sq Ft and Above	318	348	+ 9.4%
<b>All Square Footage</b>	<b>36,888</b>	<b>39,122</b>	<b>+ 6.1%</b>

02-2021	02-2022	Change
6,883	7,484	+ 8.7%
6,136	6,574	+ 7.1%
6,873	6,830	- 0.6%
2,663	2,556	- 4.0%
1,193	1,123	- 5.9%
317	347	+ 9.5%
<b>24,069</b>	<b>24,914</b>	<b>+ 3.5%</b>

02-2021	02-2022	Change
9,942	11,115	+ 11.8%
2,317	2,407	+ 3.9%
519	610	+ 17.5%
33	63	+ 90.9%
7	12	+ 71.4%
1	1	0.0%
<b>12,819</b>	<b>14,208</b>	<b>+ 10.8%</b>

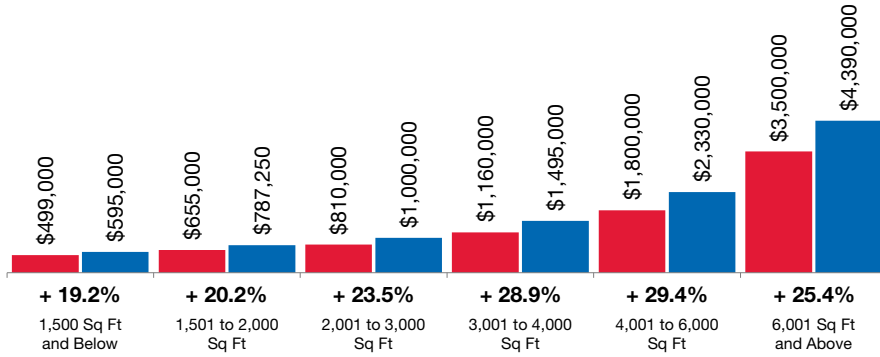


# Median Sales Price

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.**

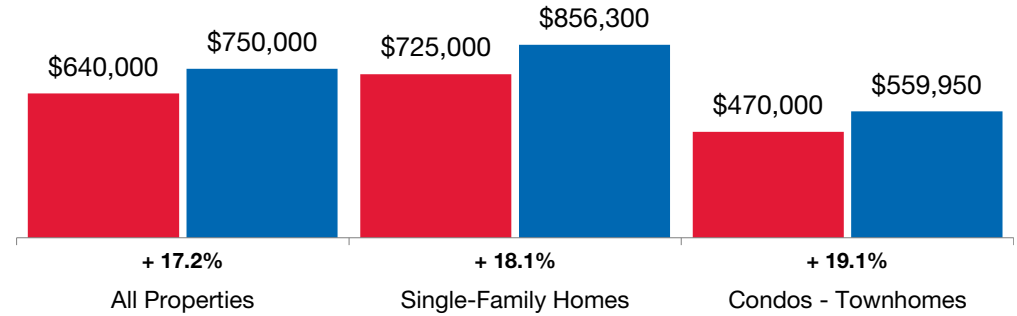
## By Square Feet

■ 02-2021 ■ 02-2022



## By Property Type

■ 02-2021 ■ 02-2022



### All Properties

By Square Feet	02-2021	02-2022	Change
1,500 Sq Ft and Below	\$499,000	\$595,000	+ 19.2%
1,501 to 2,000 Sq Ft	\$655,000	\$787,250	+ 20.2%
2,001 to 3,000 Sq Ft	\$810,000	\$1,000,000	+ 23.5%
3,001 to 4,000 Sq Ft	\$1,160,000	\$1,495,000	+ 28.9%
4,001 to 6,000 Sq Ft	\$1,800,000	\$2,330,000	+ 29.4%
6,001 Sq Ft and Above	\$3,500,000	\$4,390,000	+ 25.4%
<b>All Square Footage</b>	<b>\$640,000</b>	<b>\$750,000</b>	<b>+ 17.2%</b>

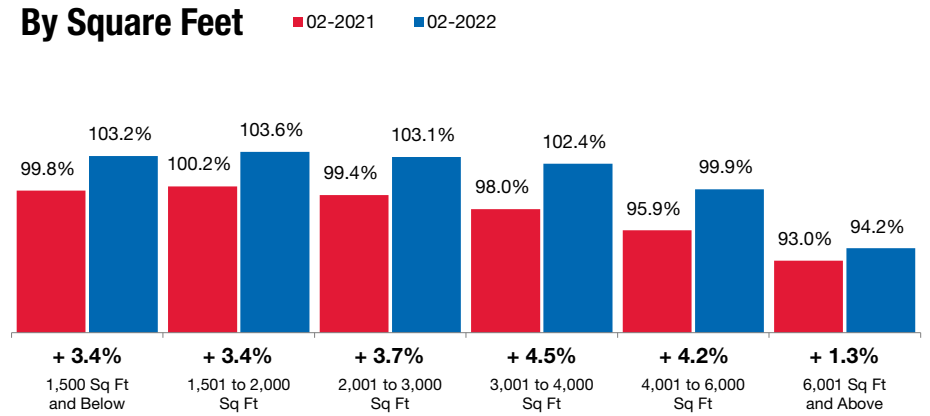
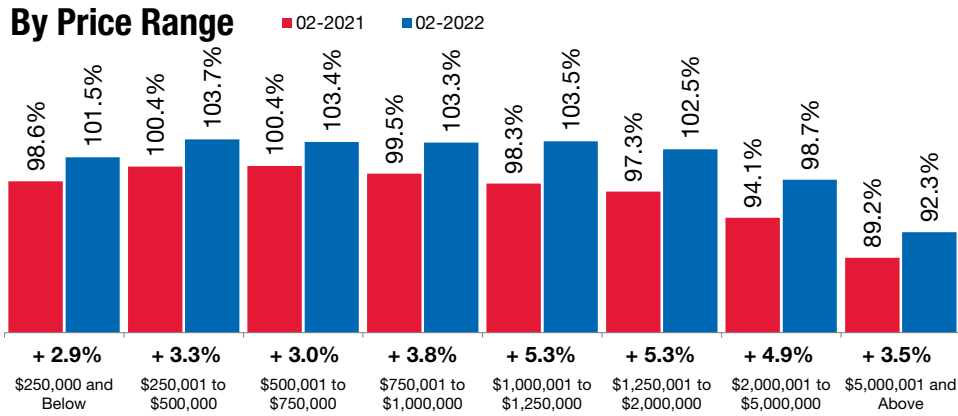
### Single-Family Homes

02-2021	02-2022	Change	02-2021	02-2022	Change
\$568,000	\$675,000	+ 18.8%	\$425,500	\$510,000	+ 19.9%
\$656,000	\$795,000	+ 21.2%	\$647,050	\$760,000	+ 17.5%
\$801,500	\$990,000	+ 23.5%	\$985,000	\$1,250,000	+ 26.9%
\$1,158,928	\$1,481,388	+ 27.8%	\$1,461,500	\$2,050,000	+ 40.3%
\$1,792,411	\$2,325,000	+ 29.7%	\$3,110,000	\$3,100,000	- 0.3%
\$3,500,000	\$4,400,000	+ 25.7%	\$3,600,000	\$2,025,000	- 43.8%
<b>\$725,000</b>	<b>\$856,300</b>	<b>+ 18.1%</b>	<b>\$470,000</b>	<b>\$559,950</b>	<b>+ 19.1%</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	02-2021	02-2022	Change
\$250,000 and Below	98.6%	101.5%	+ 2.9%
\$250,001 to \$500,000	100.4%	103.7%	+ 3.3%
\$500,001 to \$750,000	100.4%	103.4%	+ 3.0%
\$750,001 to \$1,000,000	99.5%	103.3%	+ 3.8%
\$1,000,001 to \$1,250,000	98.3%	103.5%	+ 5.3%
\$1,250,001 to \$2,000,000	97.3%	102.5%	+ 5.3%
\$2,000,001 to \$5,000,000	94.1%	98.7%	+ 4.9%
\$5,000,001 and Above	89.2%	92.3%	+ 3.5%
<b>All Price Ranges</b>	<b>99.6%</b>	<b>103.0%</b>	<b>+ 3.4%</b>

## Single-Family Homes

02-2021	02-2022	Change	02-2021	02-2022	Change
96.3%	98.6%	+ 2.4%	99.0%	102.3%	+ 3.3%
101.5%	104.5%	+ 3.0%	100.0%	103.6%	+ 3.6%
100.8%	103.7%	+ 2.9%	99.3%	102.9%	+ 3.6%
99.8%	103.5%	+ 3.7%	98.1%	102.6%	+ 4.6%
98.7%	104.1%	+ 5.5%	95.9%	100.6%	+ 4.9%
97.6%	103.1%	+ 5.6%	95.4%	98.9%	+ 3.7%
94.1%	99.1%	+ 5.3%	94.0%	96.2%	+ 2.3%
89.2%	92.4%	+ 3.6%	89.4%	89.3%	- 0.1%
<b>99.7%</b>	<b>103.1%</b>	<b>+ 3.4%</b>	<b>99.3%</b>	<b>102.8%</b>	<b>+ 3.5%</b>

## Condos - Townhomes

By Square Feet	02-2021	02-2022	Change
1,500 Sq Ft and Below	99.8%	103.2%	+ 3.4%
1,501 to 2,000 Sq Ft	100.2%	103.6%	+ 3.4%
2,001 to 3,000 Sq Ft	99.4%	103.1%	+ 3.7%
3,001 to 4,000 Sq Ft	98.0%	102.4%	+ 4.5%
4,001 to 6,000 Sq Ft	95.9%	99.9%	+ 4.2%
6,001 Sq Ft and Above	93.0%	94.2%	+ 1.3%
<b>All Square Footage</b>	<b>99.6%</b>	<b>103.0%</b>	<b>+ 3.4%</b>

02-2021	02-2022	Change	02-2021	02-2022	Change
100.9%	103.4%	+ 2.5%	99.4%	103.0%	+ 3.6%
100.6%	103.9%	+ 3.3%	99.2%	102.6%	+ 3.4%
99.5%	103.3%	+ 3.8%	97.5%	100.7%	+ 3.3%
98.0%	102.6%	+ 4.7%	96.4%	95.7%	- 0.7%
95.9%	100.0%	+ 4.3%	96.3%	94.1%	- 2.3%
93.0%	94.2%	+ 1.3%	90.2%	88.4%	- 2.0%
<b>99.7%</b>	<b>103.1%</b>	<b>+ 3.4%</b>	<b>99.3%</b>	<b>102.8%</b>	<b>+ 3.5%</b>

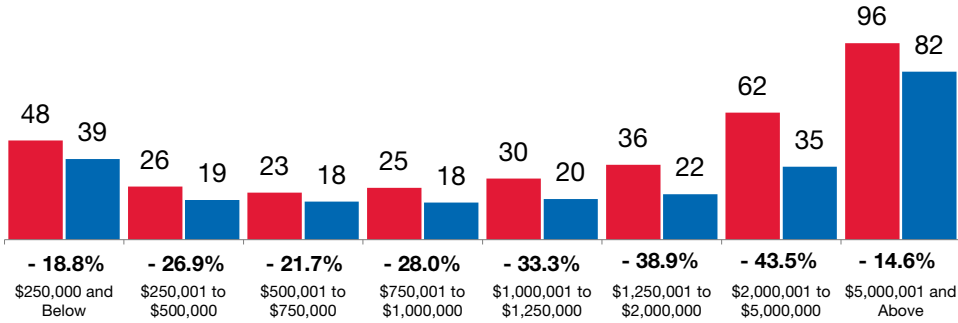


# Days on Market Until Sale

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.

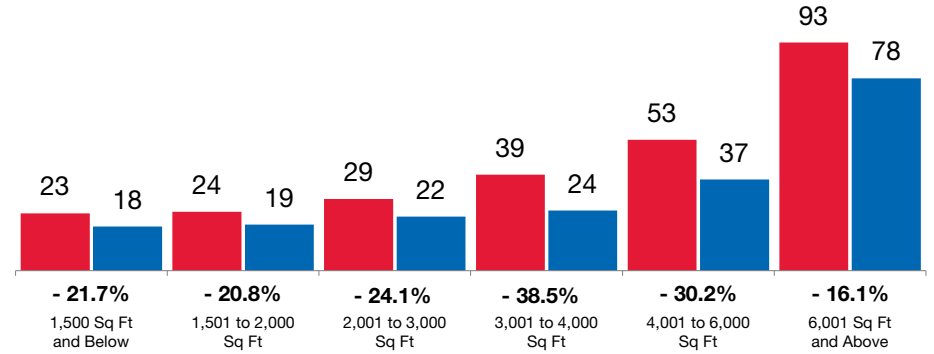
## By Price Range

■ 02-2021 ■ 02-2022



## By Square Feet

■ 02-2021 ■ 02-2022



### All Properties

By Price Range	02-2021	02-2022	Change
\$250,000 and Below	48	39	- 18.8%
\$250,001 to \$500,000	26	19	- 26.9%
\$500,001 to \$750,000	23	18	- 21.7%
\$750,001 to \$1,000,000	25	18	- 28.0%
\$1,000,001 to \$1,250,000	30	20	- 33.3%
\$1,250,001 to \$2,000,000	36	22	- 38.9%
\$2,000,001 to \$5,000,000	62	35	- 43.5%
\$5,000,001 and Above	96	82	- 14.6%
<b>All Price Ranges</b>	<b>27</b>	<b>20</b>	<b>- 25.9%</b>

### Single-Family Homes

02-2021	02-2022	Change	02-2021	02-2022	Change
104	45	- 56.7%	36	37	+ 2.8%
33	31	- 6.1%	24	18	- 25.0%
22	19	- 13.6%	26	17	- 34.6%
23	18	- 21.7%	36	19	- 47.2%
27	19	- 29.6%	44	25	- 43.2%
34	20	- 41.2%	51	36	- 29.4%
62	32	- 48.4%	61	62	+ 1.6%
96	83	- 13.5%	0	34	--
<b>27</b>	<b>21</b>	<b>- 22.2%</b>	<b>27</b>	<b>20</b>	<b>- 25.9%</b>

### Condos - Townhomes

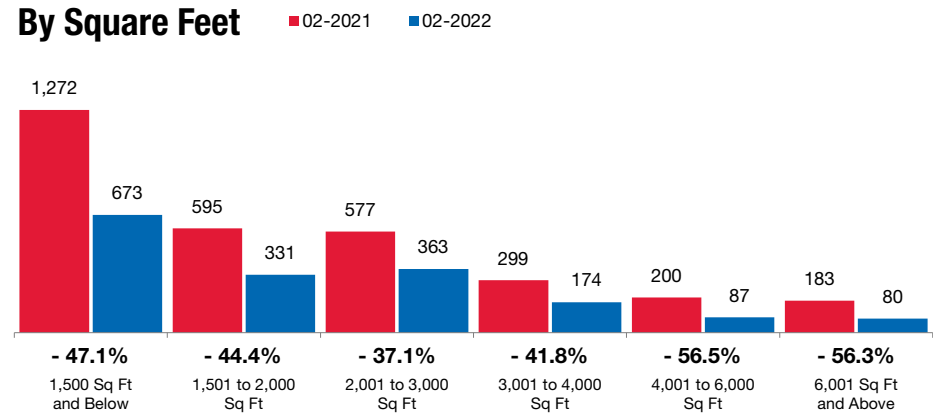
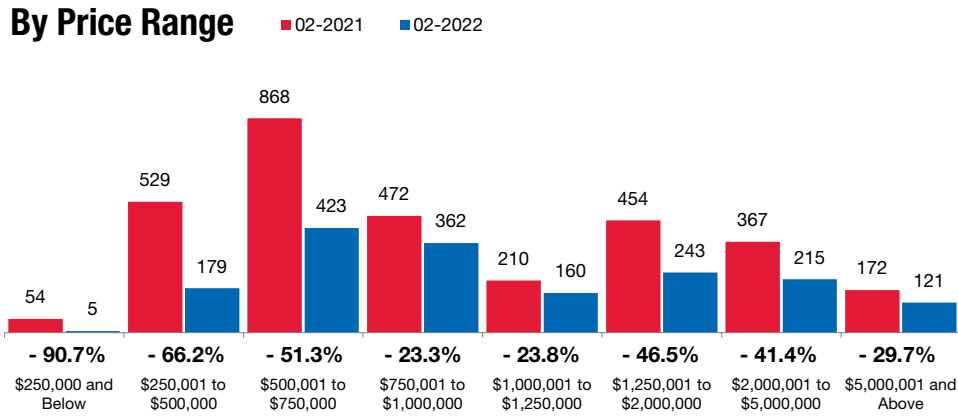
By Square Feet	02-2021	02-2022	Change
1,500 Sq Ft and Below	23	18	- 21.7%
1,501 to 2,000 Sq Ft	24	19	- 20.8%
2,001 to 3,000 Sq Ft	29	22	- 24.1%
3,001 to 4,000 Sq Ft	39	24	- 38.5%
4,001 to 6,000 Sq Ft	53	37	- 30.2%
6,001 Sq Ft and Above	93	78	- 16.1%
<b>All Square Footage</b>	<b>27</b>	<b>20</b>	<b>- 25.9%</b>

02-2021	02-2022	Change	02-2021	02-2022	Change
21	18	- 14.3%	25	18	- 28.0%
22	18	- 18.2%	31	22	- 29.0%
28	20	- 28.6%	50	40	- 20.0%
39	24	- 38.5%	50	62	+ 24.0%
53	37	- 30.2%	37	48	+ 29.7%
93	79	- 15.1%	96	13	- 86.5%
<b>27</b>	<b>21</b>	<b>- 22.2%</b>	<b>27</b>	<b>20</b>	<b>- 25.9%</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	02-2021	02-2022	Change
\$250,000 and Below	54	5	-90.7%
\$250,001 to \$500,000	529	179	-66.2%
\$500,001 to \$750,000	868	423	-51.3%
\$750,001 to \$1,000,000	472	362	-23.3%
\$1,000,001 to \$1,250,000	210	160	-23.8%
\$1,250,001 to \$2,000,000	454	243	-46.5%
\$2,000,001 to \$5,000,000	367	215	-41.4%
\$5,000,001 and Above	172	121	-29.7%
<b>All Price Ranges</b>	<b>3,126</b>	<b>1,708</b>	<b>-45.4%</b>

## Single-Family Homes

02-2021	02-2022	Change	02-2021	02-2022	Change
11	1	-90.9%	43	4	-90.7%
110	28	-74.5%	419	151	-64.0%
595	229	-61.5%	273	194	-28.9%
355	293	-17.5%	117	69	-41.0%
135	126	-6.7%	75	34	-54.7%
327	201	-38.5%	127	42	-66.9%
287	155	-46.0%	80	60	-25.0%
169	120	-29.0%	3	1	-66.7%
<b>1,989</b>	<b>1,153</b>	<b>-42.0%</b>	<b>1,137</b>	<b>555</b>	<b>-51.2%</b>

## Condos - Townhomes

By Square Feet	02-2021	02-2022	Change
1,500 Sq Ft and Below	1,272	673	-47.1%
1,501 to 2,000 Sq Ft	595	331	-44.4%
2,001 to 3,000 Sq Ft	577	363	-37.1%
3,001 to 4,000 Sq Ft	299	174	-41.8%
4,001 to 6,000 Sq Ft	200	87	-56.5%
6,001 Sq Ft and Above	183	80	-56.3%
<b>All Square Footage</b>	<b>3,126</b>	<b>1,708</b>	<b>-45.4%</b>

02-2021	02-2022	Change	02-2021	02-2022	Change
474	274	-42.2%	798	399	-50.0%
394	240	-39.1%	201	91	-54.7%
466	310	-33.5%	111	53	-52.3%
279	167	-40.1%	20	7	-65.0%
194	83	-57.2%	6	4	-33.3%
182	79	-56.6%	1	1	0.0%
<b>1,989</b>	<b>1,153</b>	<b>-42.0%</b>	<b>1,137</b>	<b>555</b>	<b>-51.2%</b>

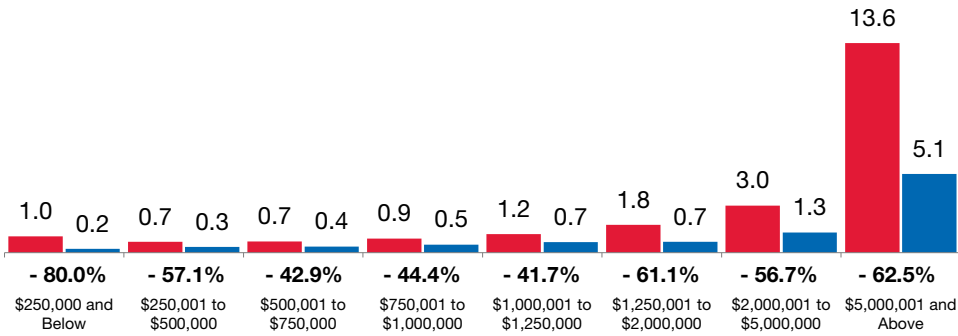


# Months Supply of Inventory

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.

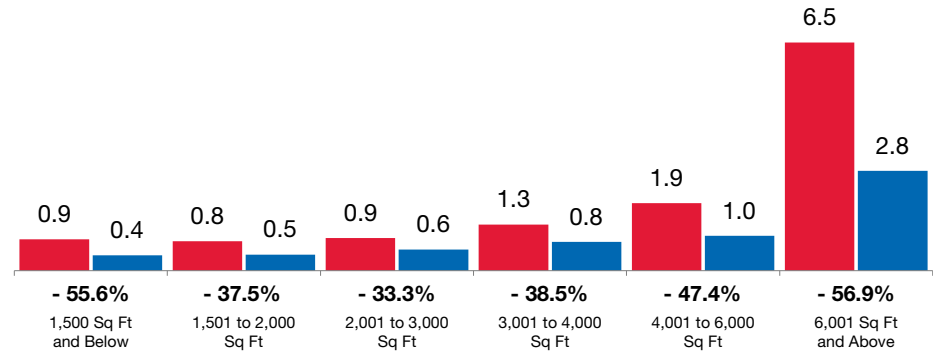
## By Price Range

■ 02-2021 ■ 02-2022



## By Square Feet

■ 02-2021 ■ 02-2022



### All Properties

By Price Range	02-2021	02-2022	Change
\$250,000 and Below	1.0	0.2	-80.0%
\$250,001 to \$500,000	0.7	0.3	-57.1%
\$500,001 to \$750,000	0.7	0.4	-42.9%
\$750,001 to \$1,000,000	0.9	0.5	-44.4%
\$1,000,001 to \$1,250,000	1.2	0.7	-41.7%
\$1,250,001 to \$2,000,000	1.8	0.7	-61.1%
\$2,000,001 to \$5,000,000	3.0	1.3	-56.7%
\$5,000,001 and Above	13.6	5.1	-62.5%
<b>All Price Ranges</b>	<b>1.0</b>	<b>0.5</b>	<b>-50.0%</b>

### Single-Family Homes

02-2021	02-2022	Change	02-2021	02-2022	Change
1.3	0.2	-84.6%	1.0	0.2	-80.0%
0.6	0.5	-16.7%	0.7	0.3	-57.1%
0.7	0.3	-57.1%	0.9	0.4	-55.6%
0.8	0.5	-37.5%	1.3	0.5	-61.5%
0.9	0.6	-33.3%	2.9	0.9	-69.0%
1.5	0.7	-53.3%	3.8	0.8	-78.9%
2.6	1.1	-57.7%	6.1	2.8	-54.1%
13.6	5.2	-61.8%	3.0	1.0	-66.7%
<b>1.0</b>	<b>0.6</b>	<b>-40.0%</b>	<b>1.0</b>	<b>0.5</b>	<b>-50.0%</b>

### Condos - Townhomes

By Square Feet	02-2021	02-2022	Change
1,500 Sq Ft and Below	0.9	0.4	-55.6%
1,501 to 2,000 Sq Ft	0.8	0.5	-37.5%
2,001 to 3,000 Sq Ft	0.9	0.6	-33.3%
3,001 to 4,000 Sq Ft	1.3	0.8	-38.5%
4,001 to 6,000 Sq Ft	1.9	1.0	-47.4%
6,001 Sq Ft and Above	6.5	2.8	-56.9%
<b>All Square Footage</b>	<b>1.0</b>	<b>0.5</b>	<b>-50.0%</b>

02-2021	02-2022	Change	02-2021	02-2022	Change
0.8	0.4	-50.0%	0.9	0.4	-55.6%
0.8	0.4	-50.0%	1.0	0.5	-50.0%
0.8	0.6	-25.0%	2.4	1.1	-54.2%
1.2	0.8	-33.3%	6.7	1.3	-80.6%
1.9	1.0	-47.4%	4.5	2.2	-51.1%
6.5	2.8	-56.9%	1.0	--	--
<b>1.0</b>	<b>0.6</b>	<b>-40.0%</b>	<b>1.0</b>	<b>0.5</b>	<b>-50.0%</b>

