

Housing Supply Overview

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

June 2022

Record-high home prices and surging mortgage interest rates are taking their toll on America's homebuilders, with builder confidence falling for the sixth consecutive month in June and dropping to its lowest level in two years, according to the National Association of Home Builders (NAHB). Buyer traffic is down, and as construction costs increase and housing affordability declines, construction on new homes is slowing, reflecting concerns among builders about current and future sales of new single-family homes in the months ahead. For the 12-month period spanning July 2021 through June 2022, Pending Sales in the San Diego were down 14.9 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 29.7 percent.

The overall Median Sales Price was up 16.1 percent to \$795,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 20.0 percent to \$600,000. 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 66 days.

Market-wide, inventory levels were up 18.7 percent. The property type with the largest gain was the Single-Family Homes segment, where they increased 25.0 percent. That amounts to 1.6 months supply for Single-Family homes and 1.2 months supply for Condos.

Quick Facts

+ 29.7%

- 11.1%

- 14.7%

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

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

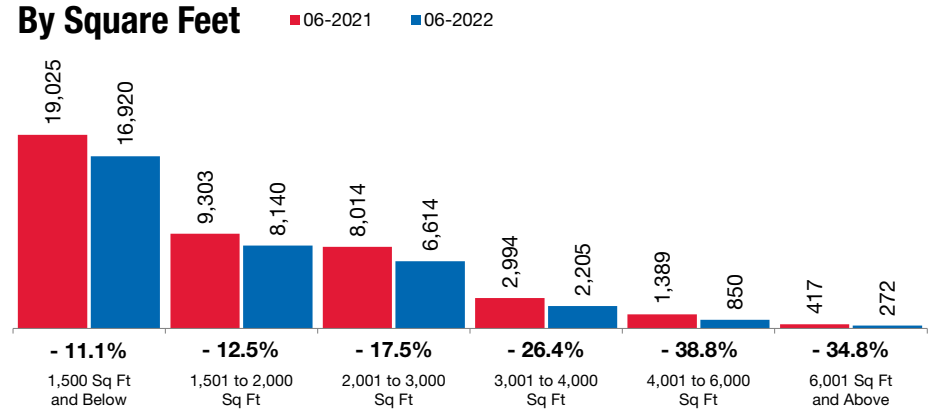
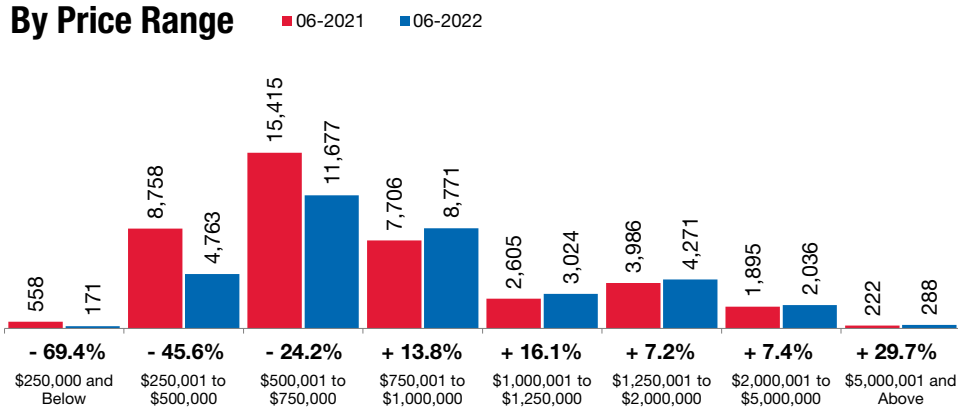
Property Type With
Strongest Pending Sales:
Condos - Townhomes

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

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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	06-2021	06-2022	Change
\$250,000 and Below	558	171	-69.4%
\$250,001 to \$500,000	8,758	4,763	-45.6%
\$500,001 to \$750,000	15,415	11,677	-24.2%
\$750,001 to \$1,000,000	7,706	8,771	+13.8%
\$1,000,001 to \$1,250,000	2,605	3,024	+16.1%
\$1,250,001 to \$2,000,000	3,986	4,271	+7.2%
\$2,000,001 to \$5,000,000	1,895	2,036	+7.4%
\$5,000,001 and Above	222	288	+29.7%
All Price Ranges	41,145	35,001	-14.9%

Single-Family Homes

06-2021	06-2022	Change	06-2021	06-2022	Change
97	43	-55.7%	461	128	-72.2%
1,591	529	-66.8%	7,167	4,234	-40.9%
10,755	6,615	-38.5%	4,660	5,062	+8.6%
6,356	7,054	+11.0%	1,350	1,717	+27.2%
2,193	2,490	+13.5%	412	534	+29.6%
3,440	3,617	+5.1%	546	654	+19.8%
1,691	1,749	+3.4%	204	287	+40.7%
218	283	+29.8%	4	5	+25.0%
26,341	22,380	-15.0%	14,804	12,621	-14.7%

Condos - Townhomes

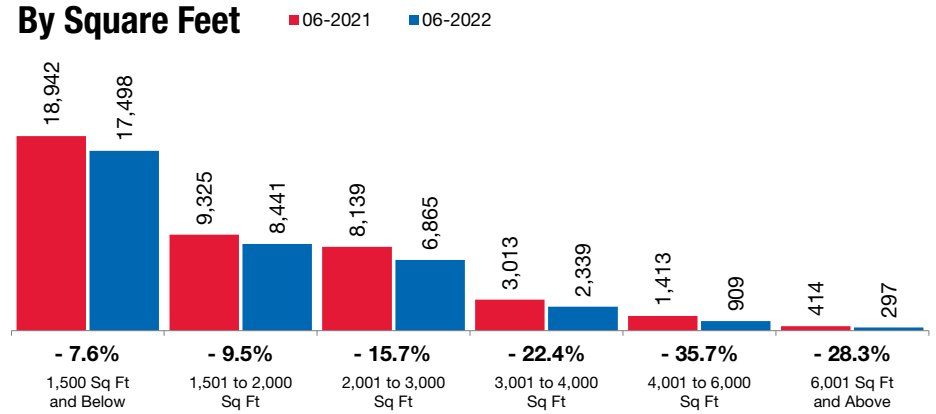
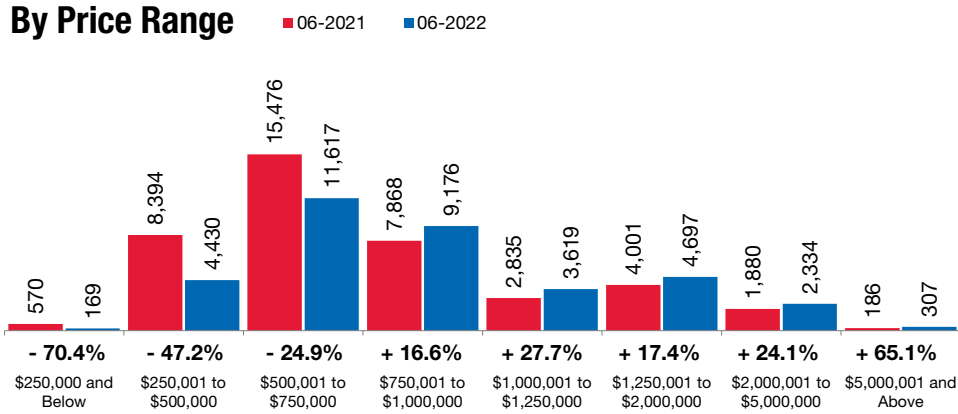
By Square Feet	06-2021	06-2022	Change
1,500 Sq Ft and Below	19,025	16,920	-11.1%
1,501 to 2,000 Sq Ft	9,303	8,140	-12.5%
2,001 to 3,000 Sq Ft	8,014	6,614	-17.5%
3,001 to 4,000 Sq Ft	2,994	2,205	-26.4%
4,001 to 6,000 Sq Ft	1,389	850	-38.8%
6,001 Sq Ft and Above	417	272	-34.8%
All Square Footage	41,145	35,001	-14.9%

06-2021	06-2022	Change	06-2021	06-2022	Change
7,505	7,055	-6.0%	11,520	9,865	-14.4%
6,727	5,992	-10.9%	2,576	2,148	-16.6%
7,369	6,071	-17.6%	645	543	-15.8%
2,946	2,153	-26.9%	48	52	+8.3%
1,377	837	-39.2%	12	13	+8.3%
415	272	-34.5%	2	0	-100.0%
26,341	22,380	-15.0%	14,804	12,621	-14.7%



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	06-2021	06-2022	Change
\$250,000 and Below	570	169	-70.4%
\$250,001 to \$500,000	8,394	4,430	-47.2%
\$500,001 to \$750,000	15,476	11,617	-24.9%
\$750,001 to \$1,000,000	7,868	9,176	+16.6%
\$1,000,001 to \$1,250,000	2,835	3,619	+27.7%
\$1,250,001 to \$2,000,000	4,001	4,697	+17.4%
\$2,000,001 to \$5,000,000	1,880	2,334	+24.1%
\$5,000,001 and Above	186	307	+65.1%
All Price Ranges	41,210	36,349	-11.8%

Single-Family Homes

06-2021	06-2022	Change	06-2021	06-2022	Change
102	48	-52.9%	468	121	-74.1%
1,446	450	-68.9%	6,948	3,980	-42.7%
10,705	6,196	-42.1%	4,771	5,421	+13.6%
6,453	7,293	+13.0%	1,415	1,883	+33.1%
2,405	2,950	+22.7%	430	669	+55.6%
3,504	3,973	+13.4%	497	724	+45.7%
1,695	2,032	+19.9%	185	302	+63.2%
184	300	+63.0%	2	7	+250.0%
26,494	23,242	-12.3%	14,716	13,107	-10.9%

Condos - Townhomes

By Square Feet	06-2021	06-2022	Change
1,500 Sq Ft and Below	18,942	17,498	-7.6%
1,501 to 2,000 Sq Ft	9,325	8,441	-9.5%
2,001 to 3,000 Sq Ft	8,139	6,865	-15.7%
3,001 to 4,000 Sq Ft	3,013	2,339	-22.4%
4,001 to 6,000 Sq Ft	1,413	909	-35.7%
6,001 Sq Ft and Above	414	297	-28.3%
All Square Footage	41,210	36,349	-11.8%

06-2021	06-2022	Change	06-2021	06-2022	Change
7,490	7,246	-3.3%	11,452	10,252	-10.5%
6,756	6,222	-7.9%	2,569	2,219	-13.6%
7,463	6,298	-15.6%	637	567	-11.0%
2,967	2,284	-23.0%	46	55	+19.6%
1,403	895	-36.2%	10	14	+40.0%
412	297	-27.9%	2	0	-100.0%
26,494	23,242	-12.3%	14,716	13,107	-10.9%

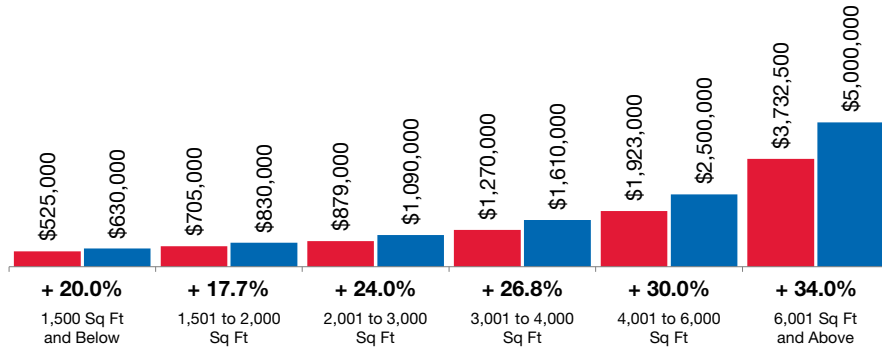


Median Sales Price

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.**

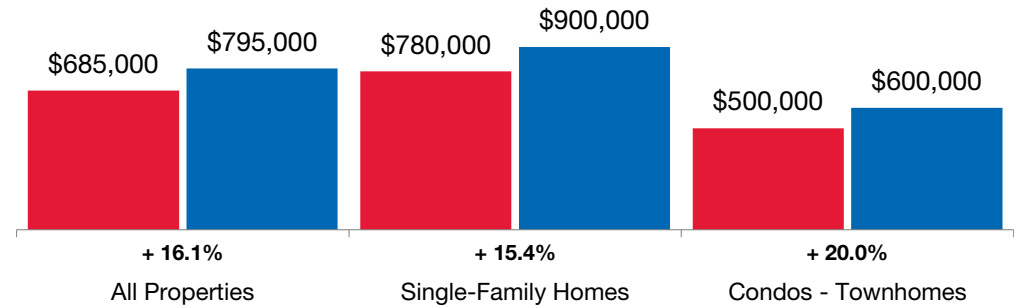
By Square Feet

■ 06-2021 ■ 06-2022



By Property Type

■ 06-2021 ■ 06-2022



By Square Feet	All Properties		
	06-2021	06-2022	Change
1,500 Sq Ft and Below	\$525,000	\$630,000	+ 20.0%
1,501 to 2,000 Sq Ft	\$705,000	\$830,000	+ 17.7%
2,001 to 3,000 Sq Ft	\$879,000	\$1,090,000	+ 24.0%
3,001 to 4,000 Sq Ft	\$1,270,000	\$1,610,000	+ 26.8%
4,001 to 6,000 Sq Ft	\$1,923,000	\$2,500,000	+ 30.0%
6,001 Sq Ft and Above	\$3,732,500	\$5,000,000	+ 34.0%
All Square Footage	\$685,000	\$795,000	+ 16.1%

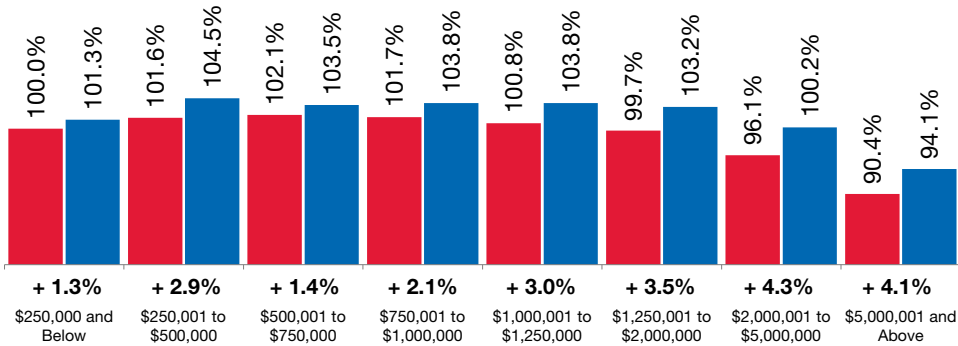
	Single-Family Homes			Condos - Townhomes		
	06-2021	06-2022	Change	06-2021	06-2022	Change
	\$610,000	\$715,200	+ 17.2%	\$450,000	\$545,000	+ 21.1%
	\$710,000	\$840,000	+ 18.3%	\$689,000	\$805,000	+ 16.8%
	\$870,000	\$1,060,500	+ 21.9%	\$1,075,000	\$1,340,000	+ 24.7%
	\$1,265,000	\$1,600,000	+ 26.5%	\$1,592,500	\$2,415,000	+ 51.6%
	\$1,920,000	\$2,500,000	+ 30.2%	\$3,420,000	\$2,580,000	- 24.6%
	\$3,750,000	\$5,000,000	+ 33.3%	\$2,812,500	--	0.0%
	\$780,000	\$900,000	+ 15.4%	\$500,000	\$600,000	+ 20.0%

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.**

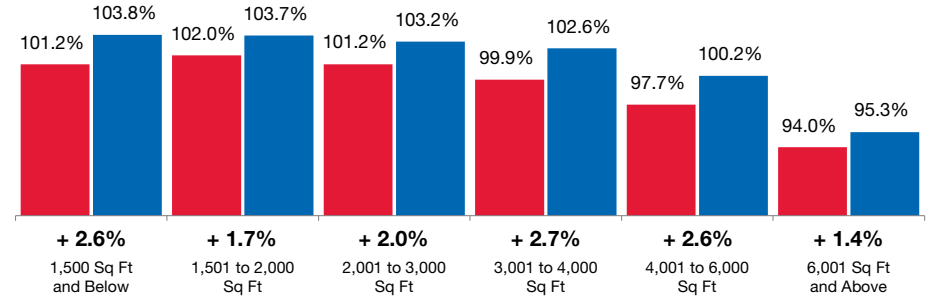
By Price Range

■ 06-2021 ■ 06-2022



By Square Feet

■ 06-2021 ■ 06-2022



All Properties

By Price Range	06-2021	06-2022	Change
\$250,000 and Below	100.0%	101.3%	+ 1.3%
\$250,001 to \$500,000	101.6%	104.5%	+ 2.9%
\$500,001 to \$750,000	102.1%	103.5%	+ 1.4%
\$750,001 to \$1,000,000	101.7%	103.8%	+ 2.1%
\$1,000,001 to \$1,250,000	100.8%	103.8%	+ 3.0%
\$1,250,001 to \$2,000,000	99.7%	103.2%	+ 3.5%
\$2,000,001 to \$5,000,000	96.1%	100.2%	+ 4.3%
\$5,000,001 and Above	90.4%	94.1%	+ 4.1%
All Price Ranges	101.3%	103.4%	+ 2.1%

Single-Family Homes

06-2021	06-2022	Change	06-2021	06-2022	Change
99.5%	94.2%	- 5.3%	100.1%	103.4%	+ 3.3%
102.6%	104.2%	+ 1.6%	101.4%	104.6%	+ 3.2%
102.5%	103.4%	+ 0.9%	100.9%	103.7%	+ 2.8%
102.1%	103.7%	+ 1.6%	100.0%	103.9%	+ 3.9%
101.5%	104.0%	+ 2.5%	97.4%	102.8%	+ 5.5%
100.2%	103.8%	+ 3.6%	96.5%	100.1%	+ 3.7%
96.3%	100.7%	+ 4.6%	94.9%	97.0%	+ 2.2%
90.4%	94.1%	+ 4.1%	88.9%	91.7%	+ 3.1%
101.6%	103.3%	+ 1.7%	100.7%	103.7%	+ 3.0%

Condos - Townhomes

06-2021	06-2022	Change	06-2021	06-2022	Change
102.6%	103.6%	+ 1.0%	100.9%	103.9%	+ 3.0%
102.5%	103.9%	+ 1.4%	100.6%	103.3%	+ 2.7%
101.4%	103.4%	+ 2.0%	98.7%	101.2%	+ 2.5%
99.9%	102.8%	+ 2.9%	97.2%	95.9%	- 1.3%
97.7%	100.3%	+ 2.7%	93.5%	96.3%	+ 3.0%
94.0%	95.3%	+ 1.4%	89.3%	--	--
101.6%	103.3%	+ 1.7%	100.7%	103.7%	+ 3.0%

By Square Feet

06-2021	06-2022	Change	
1,500 Sq Ft and Below	101.2%	103.8%	+ 2.6%
1,501 to 2,000 Sq Ft	102.0%	103.7%	+ 1.7%
2,001 to 3,000 Sq Ft	101.2%	103.2%	+ 2.0%
3,001 to 4,000 Sq Ft	99.9%	102.6%	+ 2.7%
4,001 to 6,000 Sq Ft	97.7%	100.2%	+ 2.6%
6,001 Sq Ft and Above	94.0%	95.3%	+ 1.4%
All Square Footage	101.3%	103.4%	+ 2.1%

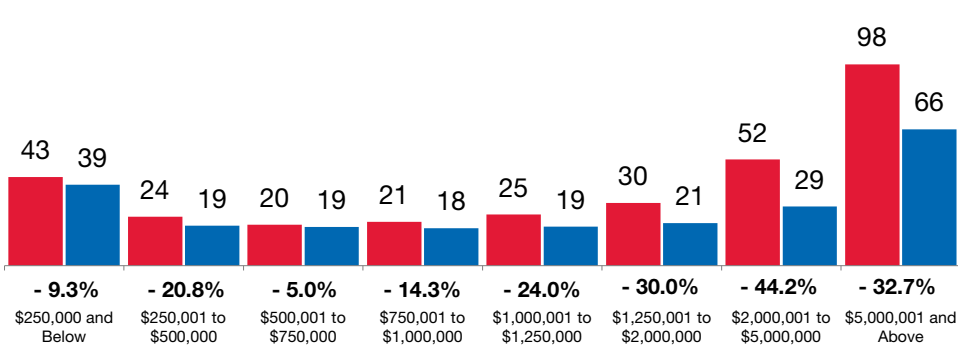
06-2021	06-2022	Change	06-2021	06-2022	Change
102.6%	103.6%	+ 1.0%	100.9%	103.9%	+ 3.0%
102.5%	103.9%	+ 1.4%	100.6%	103.3%	+ 2.7%
101.4%	103.4%	+ 2.0%	98.7%	101.2%	+ 2.5%
99.9%	102.8%	+ 2.9%	97.2%	95.9%	- 1.3%
97.7%	100.3%	+ 2.7%	93.5%	96.3%	+ 3.0%
94.0%	95.3%	+ 1.4%	89.3%	--	--
101.6%	103.3%	+ 1.7%	100.7%	103.7%	+ 3.0%



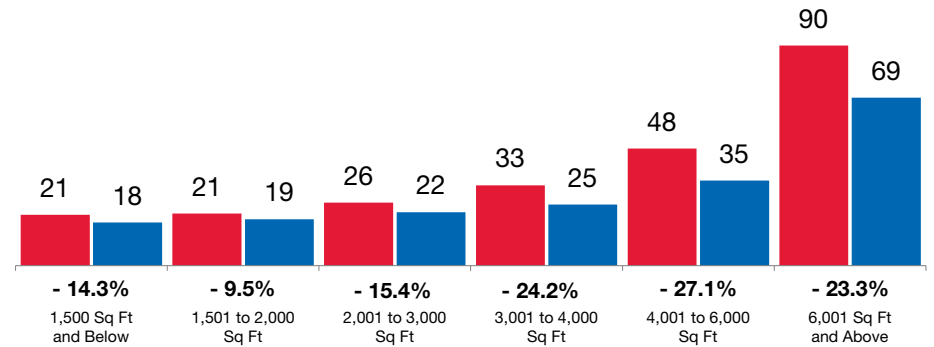
Days on Market Until Sale

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



By Square Feet



All Properties

By Price Range	06-2021	06-2022	Change
\$250,000 and Below	43	39	- 9.3%
\$250,001 to \$500,000	24	19	- 20.8%
\$500,001 to \$750,000	20	19	- 5.0%
\$750,001 to \$1,000,000	21	18	- 14.3%
\$1,000,001 to \$1,250,000	25	19	- 24.0%
\$1,250,001 to \$2,000,000	30	21	- 30.0%
\$2,000,001 to \$5,000,000	52	29	- 44.2%
\$5,000,001 and Above	98	66	- 32.7%
All Price Ranges	24	20	- 16.7%

Single-Family Homes

06-2021	06-2022	Change	06-2021	06-2022	Change
77	48	- 37.7%	35	36	+ 2.9%
33	34	+ 3.0%	22	18	- 18.2%
19	21	+ 10.5%	21	16	- 23.8%
19	18	- 5.3%	29	17	- 41.4%
22	19	- 13.6%	39	19	- 51.3%
28	19	- 32.1%	49	29	- 40.8%
51	25	- 51.0%	60	51	- 15.0%
99	67	- 32.3%	13	37	+ 184.6%
24	21	- 12.5%	25	19	- 24.0%

Condos - Townhomes

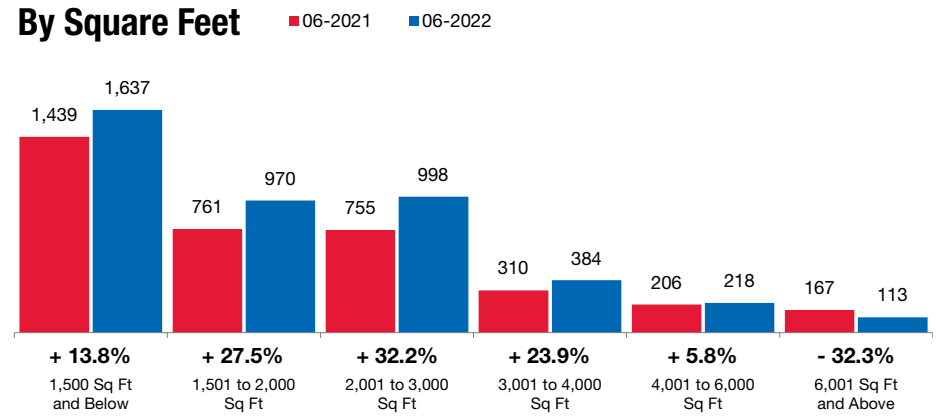
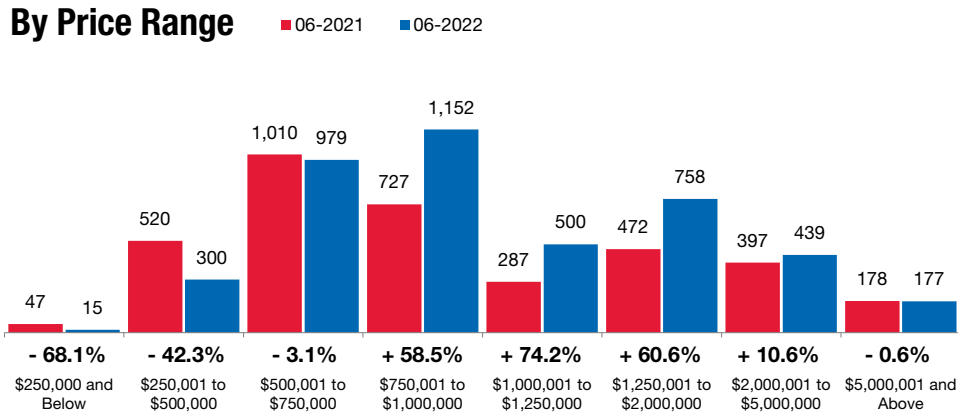
By Square Feet	06-2021	06-2022	Change
1,500 Sq Ft and Below	21	18	- 14.3%
1,501 to 2,000 Sq Ft	21	19	- 9.5%
2,001 to 3,000 Sq Ft	26	22	- 15.4%
3,001 to 4,000 Sq Ft	33	25	- 24.2%
4,001 to 6,000 Sq Ft	48	35	- 27.1%
6,001 Sq Ft and Above	90	69	- 23.3%
All Square Footage	24	20	- 16.7%

06-2021	06-2022	Change	06-2021	06-2022	Change
18	18	0.0%	22	17	- 22.7%
19	18	- 5.3%	28	21	- 25.0%
24	21	- 12.5%	48	34	- 29.2%
33	24	- 27.3%	43	69	+ 60.5%
48	34	- 29.2%	45	51	+ 13.3%
90	69	- 23.3%	55	--	--
24	21	- 12.5%	25	19	- 24.0%



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	06-2021	06-2022	Change
\$250,000 and Below	47	15	- 68.1%
\$250,001 to \$500,000	520	300	- 42.3%
\$500,001 to \$750,000	1,010	979	- 3.1%
\$750,001 to \$1,000,000	727	1,152	+ 58.5%
\$1,000,001 to \$1,250,000	287	500	+ 74.2%
\$1,250,001 to \$2,000,000	472	758	+ 60.6%
\$2,000,001 to \$5,000,000	397	439	+ 10.6%
\$5,000,001 and Above	178	177	- 0.6%
All Price Ranges	3,638	4,320	+ 18.7%

Single-Family Homes

06-2021	06-2022	Change	06-2021	06-2022	Change
15	6	- 60.0%	32	9	- 71.9%
94	45	- 52.1%	426	255	- 40.1%
657	487	- 25.9%	353	492	+ 39.4%
591	903	+ 52.8%	136	249	+ 83.1%
216	416	+ 92.6%	71	84	+ 18.3%
374	633	+ 69.3%	98	125	+ 27.6%
312	379	+ 21.5%	85	60	- 29.4%
172	170	- 1.2%	6	7	+ 16.7%
2,431	3,039	+ 25.0%	1,207	1,281	+ 6.1%

Condos - Townhomes

By Square Feet	06-2021	06-2022	Change
1,500 Sq Ft and Below	1,439	1,637	+ 13.8%
1,501 to 2,000 Sq Ft	761	970	+ 27.5%
2,001 to 3,000 Sq Ft	755	998	+ 32.2%
3,001 to 4,000 Sq Ft	310	384	+ 23.9%
4,001 to 6,000 Sq Ft	206	218	+ 5.8%
6,001 Sq Ft and Above	167	113	- 32.3%
All Square Footage	3,638	4,320	+ 18.7%

06-2021	06-2022	Change	06-2021	06-2022	Change
587	718	+ 22.3%	852	919	+ 7.9%
530	726	+ 37.0%	231	244	+ 5.6%
661	901	+ 36.3%	94	97	+ 3.2%
288	371	+ 28.8%	22	13	- 40.9%
199	211	+ 6.0%	7	7	0.0%
166	112	- 32.5%	1	1	0.0%
2,431	3,039	+ 25.0%	1,207	1,281	+ 6.1%

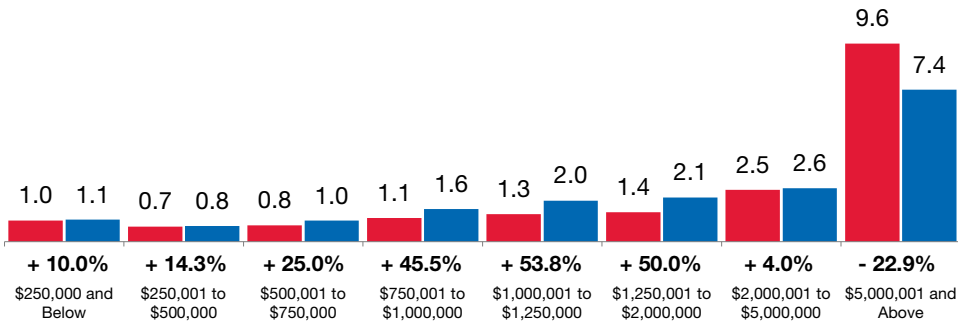


Months Supply of Inventory

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.

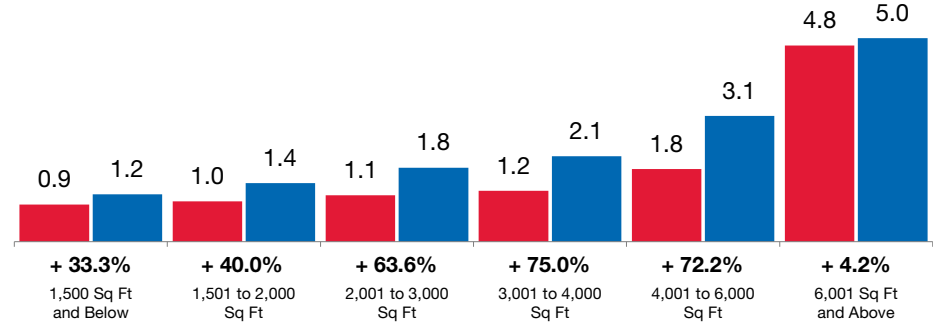
By Price Range

■ 06-2021 ■ 06-2022



By Square Feet

■ 06-2021 ■ 06-2022



All Properties

By Price Range	06-2021	06-2022	Change
\$250,000 and Below	1.0	1.1	+ 10.0%
\$250,001 to \$500,000	0.7	0.8	+ 14.3%
\$500,001 to \$750,000	0.8	1.0	+ 25.0%
\$750,001 to \$1,000,000	1.1	1.6	+ 45.5%
\$1,000,001 to \$1,250,000	1.3	2.0	+ 53.8%
\$1,250,001 to \$2,000,000	1.4	2.1	+ 50.0%
\$2,000,001 to \$5,000,000	2.5	2.6	+ 4.0%
\$5,000,001 and Above	9.6	7.4	- 22.9%
All Price Ranges	1.1	1.5	+ 36.4%

Single-Family Homes

06-2021	06-2022	Change	06-2021	06-2022	Change
1.9	1.4	- 26.3%	0.8	0.8	0.0%
0.7	1.0	+ 42.9%	0.7	0.7	0.0%
0.7	0.9	+ 28.6%	0.9	1.2	+ 33.3%
1.1	1.5	+ 36.4%	1.2	1.7	+ 41.7%
1.2	2.0	+ 66.7%	2.1	1.9	- 9.5%
1.3	2.1	+ 61.5%	2.2	2.3	+ 4.5%
2.2	2.6	+ 18.2%	5.0	2.5	- 50.0%
9.5	7.2	- 24.2%	6.0	7.0	+ 16.7%
1.1	1.6	+ 45.5%	1.0	1.2	+ 20.0%

Condos - Townhomes

By Square Feet	06-2021	06-2022	Change
1,500 Sq Ft and Below	0.9	1.2	+ 33.3%
1,501 to 2,000 Sq Ft	1.0	1.4	+ 40.0%
2,001 to 3,000 Sq Ft	1.1	1.8	+ 63.6%
3,001 to 4,000 Sq Ft	1.2	2.1	+ 75.0%
4,001 to 6,000 Sq Ft	1.8	3.1	+ 72.2%
6,001 Sq Ft and Above	4.8	5.0	+ 4.2%
All Square Footage	1.1	1.5	+ 36.4%

06-2021	06-2022	Change	06-2021	06-2022	Change
0.9	1.2	+ 33.3%	0.9	1.1	+ 22.2%
0.9	1.5	+ 66.7%	1.1	1.4	+ 27.3%
1.1	1.8	+ 63.6%	1.7	2.1	+ 23.5%
1.2	2.1	+ 75.0%	5.5	3.0	- 45.5%
1.7	3.0	+ 76.5%	4.7	3.2	- 31.9%
4.8	4.9	+ 2.1%	1.0	--	--
1.1	1.6	+ 45.5%	1.0	1.2	+ 20.0%

