

Housing Supply Overview

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

July 2022

New-home production is slowing, as soaring costs and declining housing affordability have caused builder confidence to plummet to its lowest level since April 2020. As material costs, interest rates, and home prices continue to surge—the median sales price of a new single-family home was north of \$400,000 as of last measure—builders are becoming increasingly cautious about the future of new home sales, with the Commerce Department reporting that sales of new single-family homes, housing starts, and permits recently dropped to a 2-year low. For the 12-month period spanning August 2021 through July 2022, Pending Sales in the San Diego were down 17.3 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 19.8 percent.

The overall Median Sales Price was up 14.9 percent to \$800,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 19.4 percent to \$609,000. 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 65 days.

Market-wide, inventory levels were up 21.7 percent. The property type with the largest gain was the Single-Family Homes segment, where they increased 23.2 percent. That amounts to 1.9 months supply for Single-Family homes and 1.5 months supply for Condos.

Quick Facts

+ 19.8%

- 14.1%

- 16.8%

Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$5,000,001 and Above	1,500 Sq Ft and Below	Single-Family Homes

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

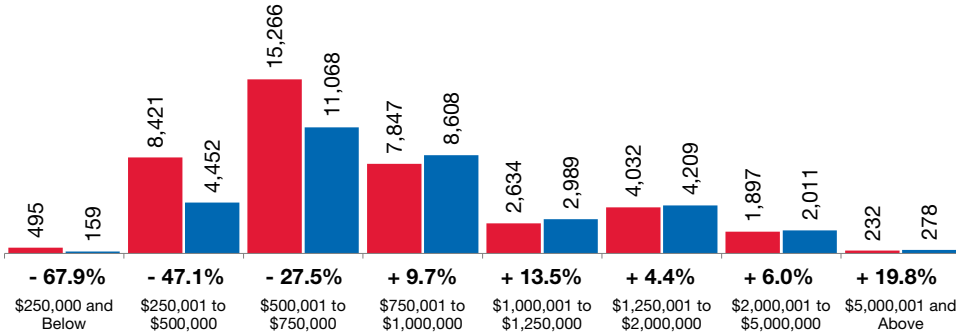
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Pending Sales

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

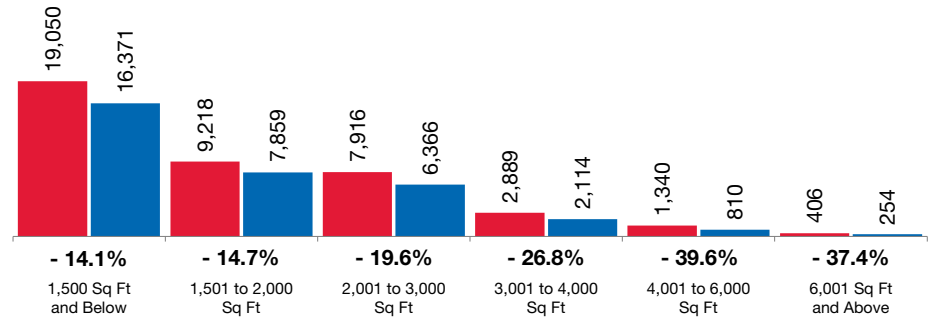
By Price Range

■ 07-2021 ■ 07-2022



By Square Feet

■ 07-2021 ■ 07-2022



All Properties

By Price Range	07-2021	07-2022	Change
\$250,000 and Below	495	159	-67.9%
\$250,001 to \$500,000	8,421	4,452	-47.1%
\$500,001 to \$750,000	15,266	11,068	-27.5%
\$750,001 to \$1,000,000	7,847	8,608	+9.7%
\$1,000,001 to \$1,250,000	2,634	2,989	+13.5%
\$1,250,001 to \$2,000,000	4,032	4,209	+4.4%
\$2,000,001 to \$5,000,000	1,897	2,011	+6.0%
\$5,000,001 and Above	232	278	+19.8%
All Price Ranges	40,824	33,774	-17.3%

Single-Family Homes

07-2021	07-2022	Change	07-2021	07-2022	Change
88	44	-50.0%	407	115	-71.7%
1,430	507	-64.5%	6,991	3,945	-43.6%
10,471	6,177	-41.0%	4,795	4,891	+2.0%
6,442	6,886	+6.9%	1,405	1,722	+22.6%
2,207	2,455	+11.2%	427	534	+25.1%
3,467	3,565	+2.8%	565	644	+14.0%
1,689	1,730	+2.4%	208	281	+35.1%
227	274	+20.7%	5	4	-20.0%
26,021	21,638	-16.8%	14,803	12,136	-18.0%

Condos - Townhomes

By Square Feet	07-2021	07-2022	Change
1,500 Sq Ft and Below	19,050	16,371	-14.1%
1,501 to 2,000 Sq Ft	9,218	7,859	-14.7%
2,001 to 3,000 Sq Ft	7,916	6,366	-19.6%
3,001 to 4,000 Sq Ft	2,889	2,114	-26.8%
4,001 to 6,000 Sq Ft	1,340	810	-39.6%
6,001 Sq Ft and Above	406	254	-37.4%
All Square Footage	40,824	33,774	-17.3%

07-2021	07-2022	Change	07-2021	07-2022	Change
7,531	6,864	-8.9%	11,519	9,507	-17.5%
6,649	5,811	-12.6%	2,569	2,048	-20.3%
7,273	5,844	-19.6%	643	522	-18.8%
2,837	2,064	-27.2%	52	50	-3.8%
1,324	801	-39.5%	16	9	-43.8%
404	254	-37.1%	2	0	-100.0%
26,021	21,638	-16.8%	14,803	12,136	-18.0%

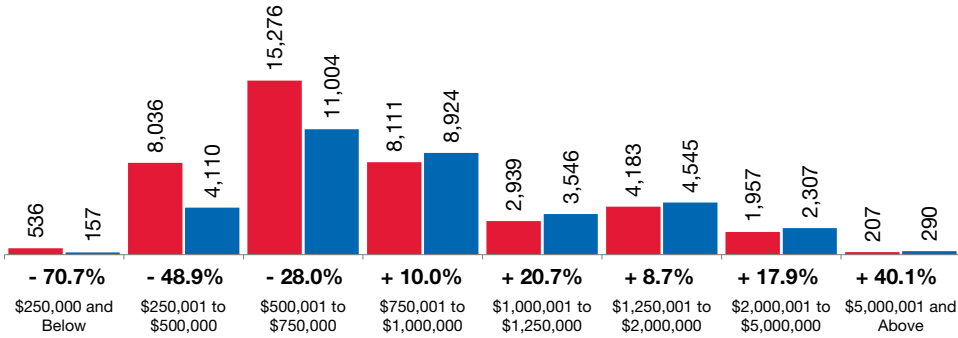


Closed Sales

A count of the actual sales that have closed in a given month. Based on a rolling 12-month calculation.

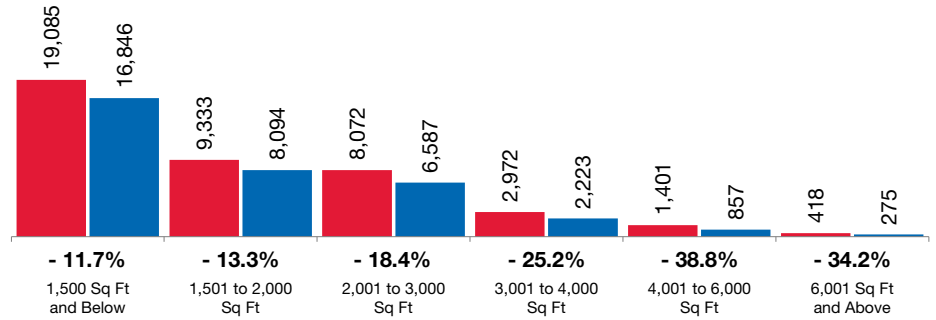
By Price Range

07-2021 07-2022



By Square Feet

07-2021 07-2022



All Properties

By Price Range	07-2021	07-2022	Change
\$250,000 and Below	536	157	-70.7%
\$250,001 to \$500,000	8,036	4,110	-48.9%
\$500,001 to \$750,000	15,276	11,004	-28.0%
\$750,001 to \$1,000,000	8,111	8,924	+10.0%
\$1,000,001 to \$1,250,000	2,939	3,546	+20.7%
\$1,250,001 to \$2,000,000	4,183	4,545	+8.7%
\$2,000,001 to \$5,000,000	1,957	2,307	+17.9%
\$5,000,001 and Above	207	290	+40.1%
All Price Ranges	41,245	34,883	-15.4%

Single-Family Homes

07-2021	07-2022	Change	07-2021	07-2022	Change
96	48	-50.0%	440	109	-75.2%
1,287	438	-66.0%	6,749	3,672	-45.6%
10,305	5,770	-44.0%	4,971	5,234	+5.3%
6,641	7,050	+6.2%	1,470	1,874	+27.5%
2,487	2,872	+15.5%	452	674	+49.1%
3,647	3,841	+5.3%	536	704	+31.3%
1,760	2,006	+14.0%	197	301	+52.8%
204	285	+39.7%	3	5	+66.7%
26,427	22,310	-15.6%	14,818	12,573	-15.2%

Condos - Townhomes

By Square Feet	07-2021	07-2022	Change
1,500 Sq Ft and Below	19,085	16,846	-11.7%
1,501 to 2,000 Sq Ft	9,333	8,094	-13.3%
2,001 to 3,000 Sq Ft	8,072	6,587	-18.4%
3,001 to 4,000 Sq Ft	2,972	2,223	-25.2%
4,001 to 6,000 Sq Ft	1,401	857	-38.8%
6,001 Sq Ft and Above	418	275	-34.2%
All Square Footage	41,245	34,883	-15.4%

07-2021	07-2022	Change	07-2021	07-2022	Change
7,546	7,022	-6.9%	11,539	9,824	-14.9%
6,766	5,952	-12.0%	2,567	2,142	-16.6%
7,384	6,046	-18.1%	649	541	-16.6%
2,926	2,168	-25.9%	46	55	+19.6%
1,387	846	-39.0%	14	11	-21.4%
416	275	-33.9%	2	0	-100.0%
26,427	22,310	-15.6%	14,818	12,573	-15.2%

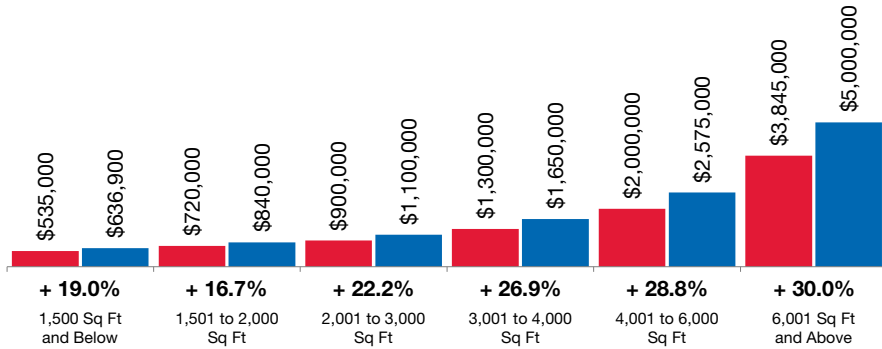


Median Sales Price

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.**

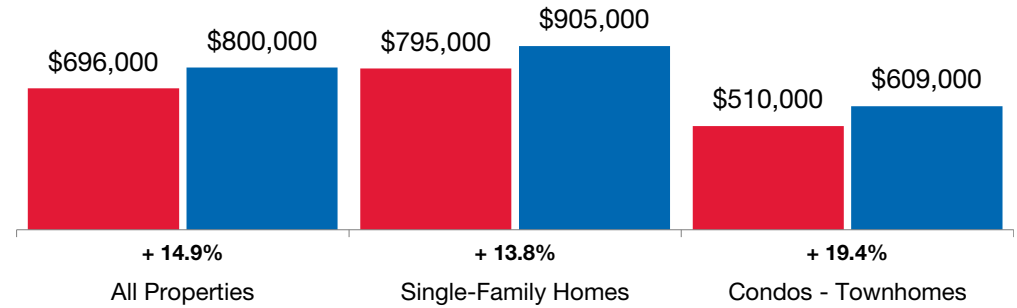
By Square Feet

■ 07-2021 ■ 07-2022



By Property Type

■ 07-2021 ■ 07-2022



By Square Feet	All Properties		
	07-2021	07-2022	Change
1,500 Sq Ft and Below	\$535,000	\$636,900	+ 19.0%
1,501 to 2,000 Sq Ft	\$720,000	\$840,000	+ 16.7%
2,001 to 3,000 Sq Ft	\$900,000	\$1,100,000	+ 22.2%
3,001 to 4,000 Sq Ft	\$1,300,000	\$1,650,000	+ 26.9%
4,001 to 6,000 Sq Ft	\$2,000,000	\$2,575,000	+ 28.8%
6,001 Sq Ft and Above	\$3,845,000	\$5,000,000	+ 30.0%
All Square Footage	\$696,000	\$800,000	+ 14.9%

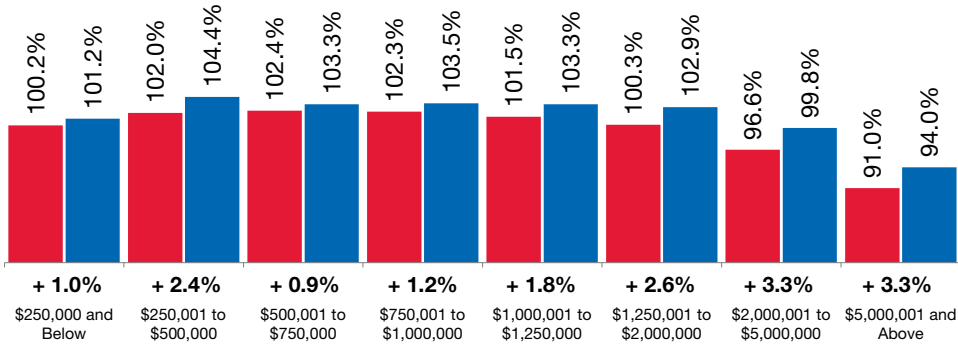
	Single-Family Homes			Condos - Townhomes		
	07-2021	07-2022	Change	07-2021	07-2022	Change
	\$620,000	\$720,450	+ 16.2%	\$460,000	\$550,000	+ 19.6%
	\$725,000	\$845,000	+ 16.6%	\$697,000	\$810,000	+ 16.2%
	\$892,500	\$1,075,500	+ 20.5%	\$1,103,750	\$1,360,000	+ 23.2%
	\$1,299,250	\$1,625,000	+ 25.1%	\$1,592,500	\$2,415,000	+ 51.6%
	\$1,995,900	\$2,575,000	+ 29.0%	\$3,420,000	\$2,640,000	- 22.8%
	\$3,850,000	\$5,000,000	+ 29.9%	\$2,812,500	--	0.0%
	\$795,000	\$905,000	+ 13.8%	\$510,000	\$609,000	+ 19.4%

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.**

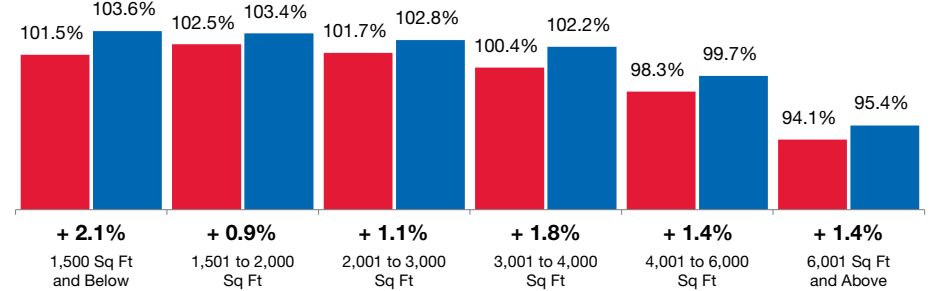
By Price Range

■ 07-2021 ■ 07-2022



By Square Feet

■ 07-2021 ■ 07-2022



All Properties

By Price Range	07-2021	07-2022	Change
\$250,000 and Below	100.2%	101.2%	+ 1.0%
\$250,001 to \$500,000	102.0%	104.4%	+ 2.4%
\$500,001 to \$750,000	102.4%	103.3%	+ 0.9%
\$750,001 to \$1,000,000	102.3%	103.5%	+ 1.2%
\$1,000,001 to \$1,250,000	101.5%	103.3%	+ 1.8%
\$1,250,001 to \$2,000,000	100.3%	102.9%	+ 2.6%
\$2,000,001 to \$5,000,000	96.6%	99.8%	+ 3.3%
\$5,000,001 and Above	91.0%	94.0%	+ 3.3%
All Price Ranges	101.7%	103.2%	+ 1.5%

Single-Family Homes

07-2021	07-2022	Change	07-2021	07-2022	Change
99.2%	94.4%	- 4.8%	100.4%	103.3%	+ 2.9%
103.1%	103.7%	+ 0.6%	101.8%	104.5%	+ 2.7%
102.9%	103.2%	+ 0.3%	101.3%	103.5%	+ 2.2%
102.6%	103.4%	+ 0.8%	100.4%	103.6%	+ 3.2%
102.2%	103.5%	+ 1.3%	97.9%	102.7%	+ 4.9%
100.8%	103.4%	+ 2.6%	97.1%	99.9%	+ 2.9%
96.8%	100.3%	+ 3.6%	95.0%	96.6%	+ 1.7%
91.0%	94.1%	+ 3.4%	88.9%	91.7%	+ 3.1%
102.0%	103.0%	+ 1.0%	101.1%	103.5%	+ 2.4%

Condos - Townhomes

By Square Feet	07-2021	07-2022	Change
1,500 Sq Ft and Below	101.5%	103.6%	+ 2.1%
1,501 to 2,000 Sq Ft	102.5%	103.4%	+ 0.9%
2,001 to 3,000 Sq Ft	101.7%	102.8%	+ 1.1%
3,001 to 4,000 Sq Ft	100.4%	102.2%	+ 1.8%
4,001 to 6,000 Sq Ft	98.3%	99.7%	+ 1.4%
6,001 Sq Ft and Above	94.1%	95.4%	+ 1.4%
All Square Footage	101.7%	103.2%	+ 1.5%

07-2021	07-2022	Change	07-2021	07-2022	Change
102.9%	103.3%	+ 0.4%	101.2%	103.8%	+ 2.6%
103.0%	103.6%	+ 0.6%	101.0%	103.0%	+ 2.0%
101.9%	103.0%	+ 1.1%	99.0%	101.0%	+ 2.0%
100.5%	102.4%	+ 1.9%	97.0%	96.3%	- 0.7%
98.4%	99.8%	+ 1.4%	95.5%	93.6%	- 2.0%
94.2%	95.4%	+ 1.3%	89.3%	--	--
102.0%	103.0%	+ 1.0%	101.1%	103.5%	+ 2.4%

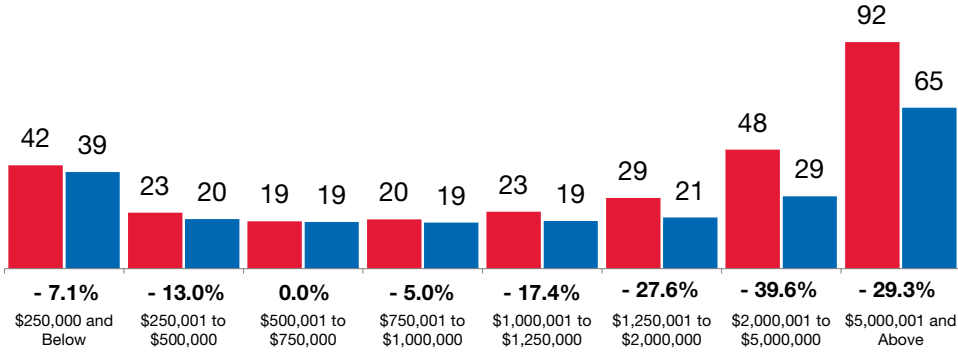


Days on Market Until Sale

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.

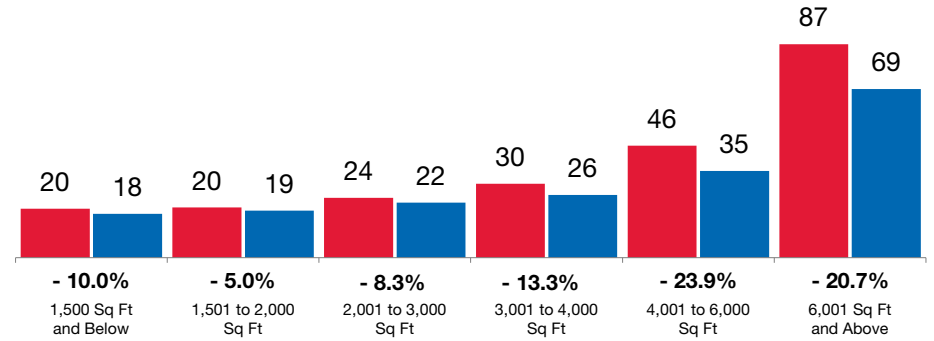
By Price Range

■ 07-2021 ■ 07-2022



By Square Feet

■ 07-2021 ■ 07-2022



All Properties

By Price Range	07-2021	07-2022	Change
\$250,000 and Below	42	39	- 7.1%
\$250,001 to \$500,000	23	20	- 13.0%
\$500,001 to \$750,000	19	19	0.0%
\$750,001 to \$1,000,000	20	19	- 5.0%
\$1,000,001 to \$1,250,000	23	19	- 17.4%
\$1,250,001 to \$2,000,000	29	21	- 27.6%
\$2,000,001 to \$5,000,000	48	29	- 39.6%
\$5,000,001 and Above	92	65	- 29.3%
All Price Ranges	23	20	- 13.0%

Single-Family Homes

07-2021	07-2022	Change	07-2021	07-2022	Change
71	49	- 31.0%	35	35	0.0%
31	35	+ 12.9%	21	18	- 14.3%
19	21	+ 10.5%	20	16	- 20.0%
18	19	+ 5.6%	27	17	- 37.0%
21	19	- 9.5%	36	19	- 47.2%
26	19	- 26.9%	46	29	- 37.0%
47	26	- 44.7%	60	51	- 15.0%
93	66	- 29.0%	18	32	+ 77.8%
23	21	- 8.7%	24	19	- 20.8%

Condos - Townhomes

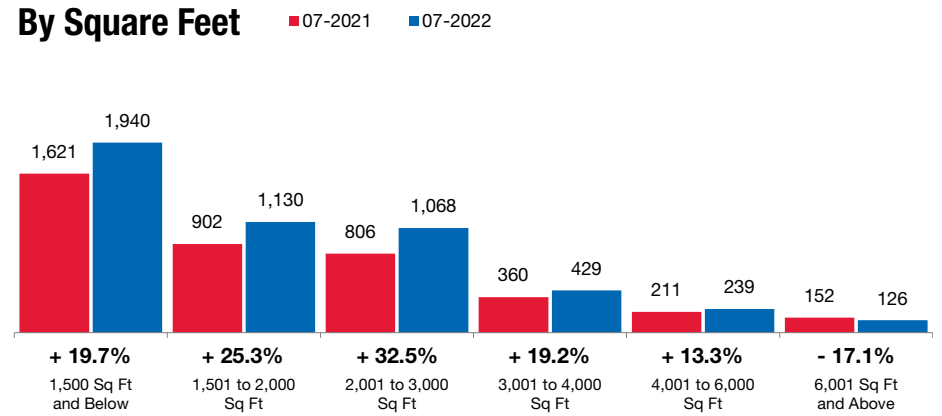
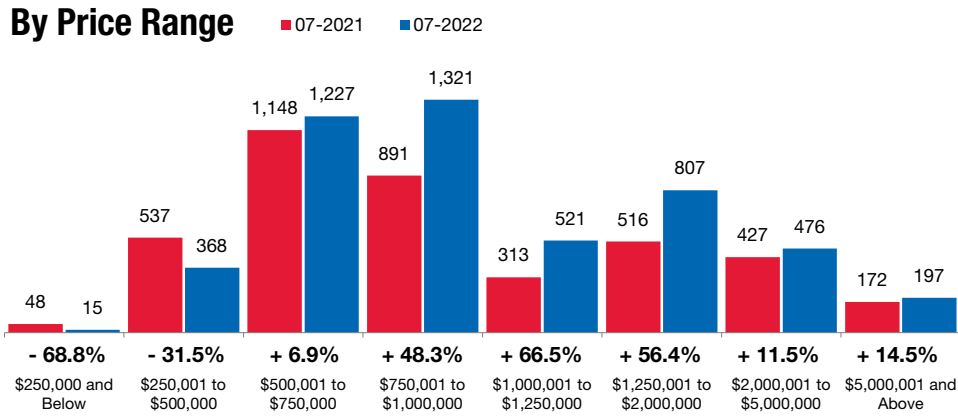
By Square Feet	07-2021	07-2022	Change
1,500 Sq Ft and Below	20	18	- 10.0%
1,501 to 2,000 Sq Ft	20	19	- 5.0%
2,001 to 3,000 Sq Ft	24	22	- 8.3%
3,001 to 4,000 Sq Ft	30	26	- 13.3%
4,001 to 6,000 Sq Ft	46	35	- 23.9%
6,001 Sq Ft and Above	87	69	- 20.7%
All Square Footage	23	20	- 13.0%

07-2021	07-2022	Change	07-2021	07-2022	Change
17	19	+ 11.8%	21	17	- 19.0%
18	19	+ 5.6%	27	21	- 22.2%
23	21	- 8.7%	45	34	- 24.4%
30	25	- 16.7%	50	66	+ 32.0%
46	35	- 23.9%	40	57	+ 42.5%
87	69	- 20.7%	55	--	--
23	21	- 8.7%	24	19	- 20.8%



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	07-2021	07-2022	Change
\$250,000 and Below	48	15	- 68.8%
\$250,001 to \$500,000	537	368	- 31.5%
\$500,001 to \$750,000	1,148	1,227	+ 6.9%
\$750,001 to \$1,000,000	891	1,321	+ 48.3%
\$1,000,001 to \$1,250,000	313	521	+ 66.5%
\$1,250,001 to \$2,000,000	516	807	+ 56.4%
\$2,000,001 to \$5,000,000	427	476	+ 11.5%
\$5,000,001 and Above	172	197	+ 14.5%
All Price Ranges	4,052	4,932	+ 21.7%

Single-Family Homes

07-2021	07-2022	Change	07-2021	07-2022	Change
19	5	- 73.7%	29	10	- 65.5%
83	43	- 48.2%	454	325	- 28.4%
758	614	- 19.0%	390	613	+ 57.2%
736	1,026	+ 39.4%	155	295	+ 90.3%
243	429	+ 76.5%	70	92	+ 31.4%
413	681	+ 64.9%	103	126	+ 22.3%
341	413	+ 21.1%	86	63	- 26.7%
167	188	+ 12.6%	5	9	+ 80.0%
2,760	3,399	+ 23.2%	1,292	1,533	+ 18.7%

Condos - Townhomes

By Square Feet	07-2021	07-2022	Change
1,500 Sq Ft and Below	1,621	1,940	+ 19.7%
1,501 to 2,000 Sq Ft	902	1,130	+ 25.3%
2,001 to 3,000 Sq Ft	806	1,068	+ 32.5%
3,001 to 4,000 Sq Ft	360	429	+ 19.2%
4,001 to 6,000 Sq Ft	211	239	+ 13.3%
6,001 Sq Ft and Above	152	126	- 17.1%
All Square Footage	4,052	4,932	+ 21.7%

07-2021	07-2022	Change	07-2021	07-2022	Change
710	826	+ 16.3%	911	1,114	+ 22.3%
645	822	+ 27.4%	257	308	+ 19.8%
709	974	+ 37.4%	97	94	- 3.1%
338	419	+ 24.0%	22	10	- 54.5%
207	234	+ 13.0%	4	5	+ 25.0%
151	124	- 17.9%	1	2	+ 100.0%
2,760	3,399	+ 23.2%	1,292	1,533	+ 18.7%

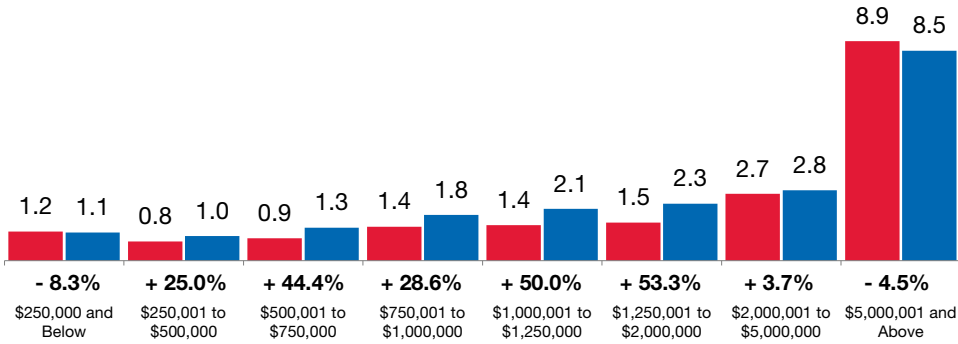


Months Supply of Inventory

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.

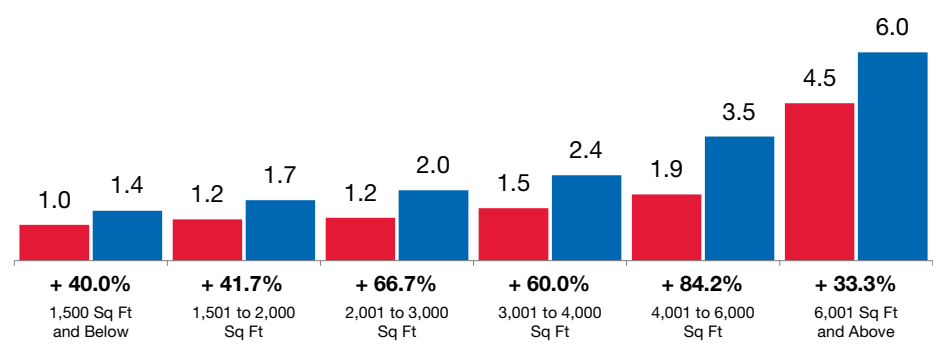
By Price Range

■ 07-2021 ■ 07-2022



By Square Feet

■ 07-2021 ■ 07-2022



All Properties

By Price Range	07-2021	07-2022	Change
\$250,000 and Below	1.2	1.1	- 8.3%
\$250,001 to \$500,000	0.8	1.0	+ 25.0%
\$500,001 to \$750,000	0.9	1.3	+ 44.4%
\$750,001 to \$1,000,000	1.4	1.8	+ 28.6%
\$1,000,001 to \$1,250,000	1.4	2.1	+ 50.0%
\$1,250,001 to \$2,000,000	1.5	2.3	+ 53.3%
\$2,000,001 to \$5,000,000	2.7	2.8	+ 3.7%
\$5,000,001 and Above	8.9	8.5	- 4.5%
All Price Ranges	1.2	1.8	+ 50.0%

Single-Family Homes

07-2021	07-2022	Change	07-2021	07-2022	Change
2.6	1.1	- 57.7%	0.9	1.0	+ 11.1%
0.7	1.0	+ 42.9%	0.8	1.0	+ 25.0%
0.9	1.2	+ 33.3%	1.0	1.5	+ 50.0%
1.4	1.8	+ 28.6%	1.3	2.1	+ 61.5%
1.3	2.1	+ 61.5%	2.0	2.1	+ 5.0%
1.4	2.3	+ 64.3%	2.2	2.3	+ 4.5%
2.4	2.9	+ 20.8%	5.0	2.7	- 46.0%
8.8	8.2	- 6.8%	5.0	9.0	+ 80.0%
1.3	1.9	+ 46.2%	1.0	1.5	+ 50.0%

Condos - Townhomes

By Square Feet	07-2021	07-2022	Change
1,500 Sq Ft and Below	1.0	1.4	+ 40.0%
1,501 to 2,000 Sq Ft	1.2	1.7	+ 41.7%
2,001 to 3,000 Sq Ft	1.2	2.0	+ 66.7%
3,001 to 4,000 Sq Ft	1.5	2.4	+ 60.0%
4,001 to 6,000 Sq Ft	1.9	3.5	+ 84.2%
6,001 Sq Ft and Above	4.5	6.0	+ 33.3%
All Square Footage	1.2	1.8	+ 50.0%

07-2021	07-2022	Change	07-2021	07-2022	Change
1.1	1.4	+ 27.3%	0.9	1.4	+ 55.6%
1.2	1.7	+ 41.7%	1.2	1.8	+ 50.0%
1.2	2.0	+ 66.7%	1.8	2.2	+ 22.2%
1.4	2.4	+ 71.4%	5.1	2.4	- 52.9%
1.9	3.5	+ 84.2%	2.3	2.8	+ 21.7%
4.5	5.9	+ 31.1%	1.0	--	--
1.3	1.9	+ 46.2%	1.0	1.5	+ 50.0%

