

Housing Supply Overview

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

August 2022

Builder sentiment slid into negative territory in August, as higher costs continue to impact buyers and builders alike. Buyer traffic has declined considerably this summer, with new home sales down 29.6% nationally compared to a year ago and falling to their lowest level since 2016, according to the U.S. Census Bureau. As sales slow and new home inventory piles up, builders are lowering prices to entice buyers, with about 1 in 5 builders cutting prices in August to boost sales and limit cancellations, according to the National Association of Home Builders. For the 12-month period spanning September 2021 through August 2022, Pending Sales in the San Diego were down 19.9 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 19.1 percent.

The overall Median Sales Price was up 14.3 percent to \$801,573. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 19.2 percent to \$615,000. 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 64 days.

Market-wide, inventory levels were up 20.7 percent. The property type with the largest gain was the Condos - Townhomes segment, where they increased 22.3 percent. That amounts to 1.7 months supply for Single-Family homes and 1.4 months supply for Condos.

Quick Facts

+ 19.1%

- 17.2%

- 19.0%

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

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

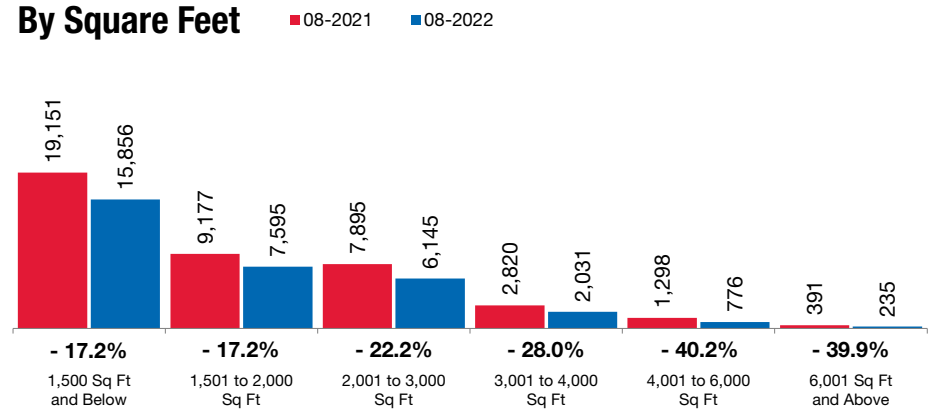
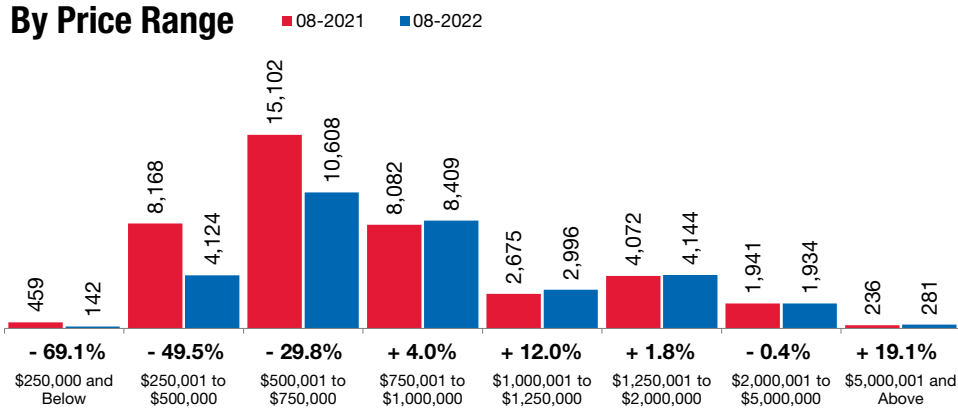
Property Type With
Strongest Pending Sales:
Single-Family Homes

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.



All Properties

By Price Range	08-2021	08-2022	Change
\$250,000 and Below	459	142	-69.1%
\$250,001 to \$500,000	8,168	4,124	-49.5%
\$500,001 to \$750,000	15,102	10,608	-29.8%
\$750,001 to \$1,000,000	8,082	8,409	+4.0%
\$1,000,001 to \$1,250,000	2,675	2,996	+12.0%
\$1,250,001 to \$2,000,000	4,072	4,144	+1.8%
\$2,000,001 to \$5,000,000	1,941	1,934	-0.4%
\$5,000,001 and Above	236	281	+19.1%
All Price Ranges	40,735	32,638	-19.9%

Single-Family Homes

08-2021	08-2022	Change	08-2021	08-2022	Change
80	39	-51.3%	379	103	-72.8%
1,286	476	-63.0%	6,882	3,648	-47.0%
10,170	5,820	-42.8%	4,932	4,788	-2.9%
6,628	6,707	+1.2%	1,454	1,702	+17.1%
2,229	2,460	+10.4%	446	536	+20.2%
3,498	3,498	0.0%	574	646	+12.5%
1,725	1,667	-3.4%	216	267	+23.6%
231	277	+19.9%	5	4	-20.0%
25,847	20,944	-19.0%	14,888	11,694	-21.5%

Condos - Townhomes

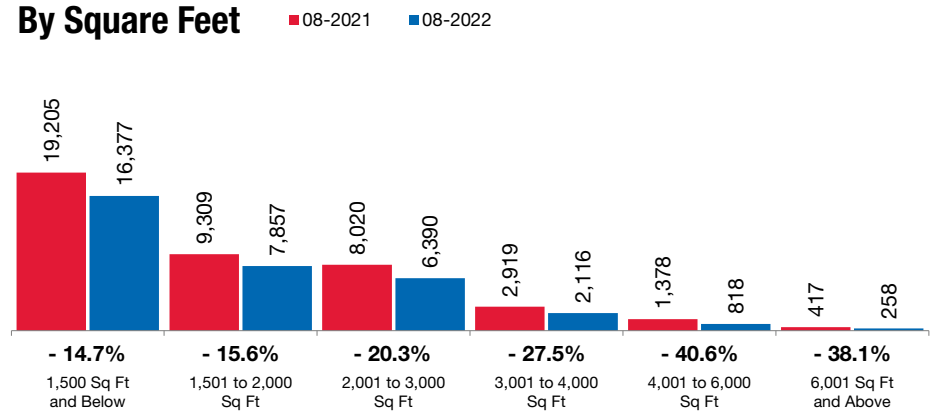
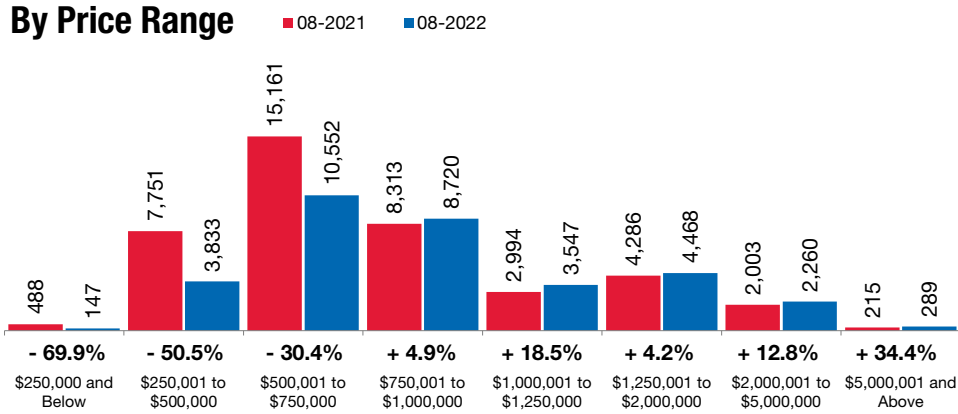
By Square Feet	08-2021	08-2022	Change
1,500 Sq Ft and Below	19,151	15,856	-17.2%
1,501 to 2,000 Sq Ft	9,177	7,595	-17.2%
2,001 to 3,000 Sq Ft	7,895	6,145	-22.2%
3,001 to 4,000 Sq Ft	2,820	2,031	-28.0%
4,001 to 6,000 Sq Ft	1,298	776	-40.2%
6,001 Sq Ft and Above	391	235	-39.9%
All Square Footage	40,735	32,638	-19.9%

08-2021	08-2022	Change	08-2021	08-2022	Change
7,539	6,683	-11.4%	11,612	9,173	-21.0%
6,624	5,617	-15.2%	2,553	1,978	-22.5%
7,244	5,661	-21.9%	651	484	-25.7%
2,767	1,982	-28.4%	53	49	-7.5%
1,283	766	-40.3%	15	10	-33.3%
389	235	-39.6%	2	0	-100.0%
25,847	20,944	-19.0%	14,888	11,694	-21.5%



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	08-2021	08-2022	Change
\$250,000 and Below	488	147	-69.9%
\$250,001 to \$500,000	7,751	3,833	-50.5%
\$500,001 to \$750,000	15,161	10,552	-30.4%
\$750,001 to \$1,000,000	8,313	8,720	+4.9%
\$1,000,001 to \$1,250,000	2,994	3,547	+18.5%
\$1,250,001 to \$2,000,000	4,286	4,468	+4.2%
\$2,000,001 to \$5,000,000	2,003	2,260	+12.8%
\$5,000,001 and Above	215	289	+34.4%
All Price Ranges	41,211	33,816	-17.9%

Single-Family Homes

08-2021	08-2022	Change	08-2021	08-2022	Change
87	50	-42.5%	401	97	-75.8%
1,146	429	-62.6%	6,605	3,404	-48.5%
9,994	5,449	-45.5%	5,167	5,103	-1.2%
6,782	6,864	+1.2%	1,531	1,856	+21.2%
2,512	2,875	+14.5%	482	672	+39.4%
3,755	3,745	-0.3%	531	723	+36.2%
1,804	1,964	+8.9%	199	296	+48.7%
211	285	+35.1%	4	4	0.0%
26,291	21,661	-17.6%	14,920	12,155	-18.5%

Condos - Townhomes

By Square Feet	08-2021	08-2022	Change
1,500 Sq Ft and Below	19,205	16,377	-14.7%
1,501 to 2,000 Sq Ft	9,309	7,857	-15.6%
2,001 to 3,000 Sq Ft	8,020	6,390	-20.3%
3,001 to 4,000 Sq Ft	2,919	2,116	-27.5%
4,001 to 6,000 Sq Ft	1,378	818	-40.6%
6,001 Sq Ft and Above	417	258	-38.1%
All Square Footage	41,211	33,816	-17.9%

08-2021	08-2022	Change	08-2021	08-2022	Change
7,586	6,857	-9.6%	11,619	9,520	-18.1%
6,726	5,802	-13.7%	2,583	2,055	-20.4%
7,331	5,870	-19.9%	649	520	-19.9%
2,869	2,066	-28.0%	50	50	0.0%
1,362	808	-40.7%	16	10	-37.5%
415	258	-37.8%	2	0	-100.0%
26,291	21,661	-17.6%	14,920	12,155	-18.5%

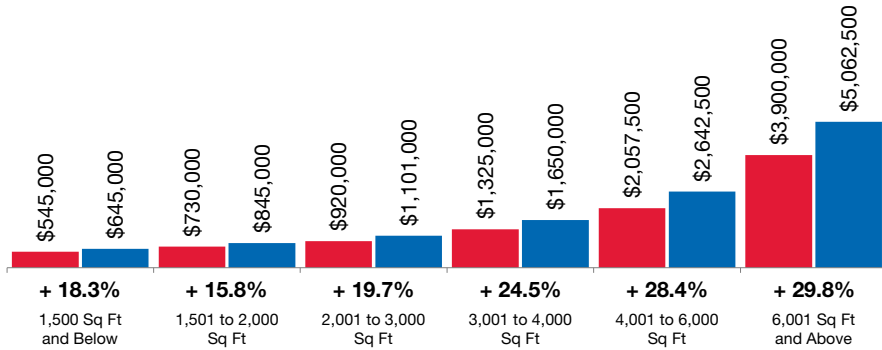


Median Sales Price

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.**

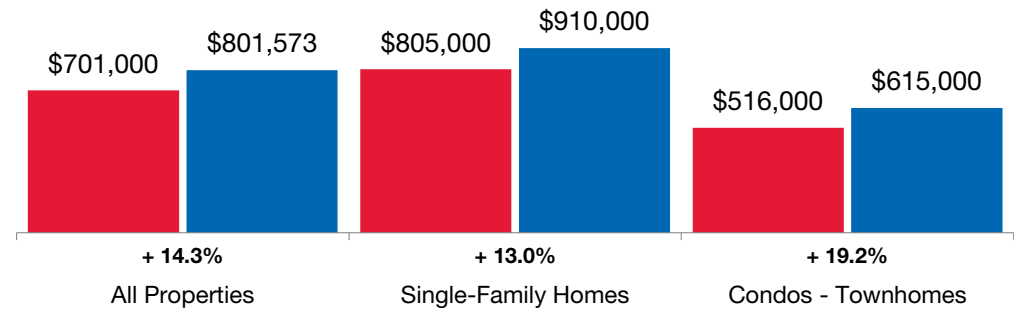
By Square Feet

■ 08-2021 ■ 08-2022



By Property Type

■ 08-2021 ■ 08-2022



By Square Feet	All Properties		
	08-2021	08-2022	Change
1,500 Sq Ft and Below	\$545,000	\$645,000	+ 18.3%
1,501 to 2,000 Sq Ft	\$730,000	\$845,000	+ 15.8%
2,001 to 3,000 Sq Ft	\$920,000	\$1,101,000	+ 19.7%
3,001 to 4,000 Sq Ft	\$1,325,000	\$1,650,000	+ 24.5%
4,001 to 6,000 Sq Ft	\$2,057,500	\$2,642,500	+ 28.4%
6,001 Sq Ft and Above	\$3,900,000	\$5,062,500	+ 29.8%
All Square Footage	\$701,000	\$801,573	+ 14.3%

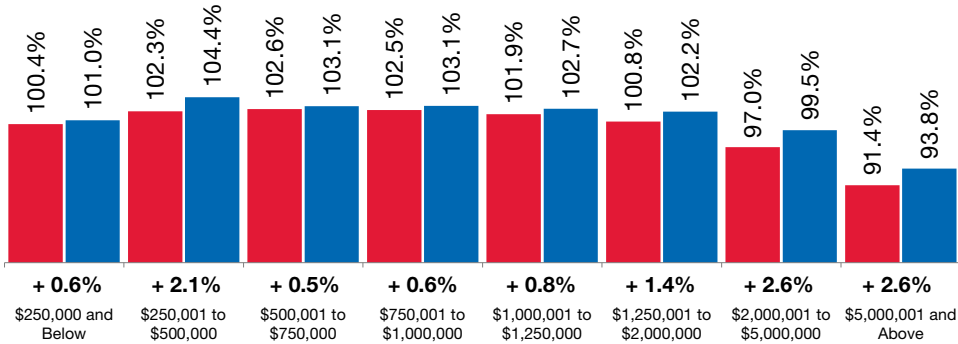
	Single-Family Homes			Condos - Townhomes		
	08-2021	08-2022	Change	08-2021	08-2022	Change
	\$630,000	\$725,000	+ 15.1%	\$465,000	\$556,000	+ 19.6%
	\$736,000	\$850,000	+ 15.5%	\$700,000	\$820,000	+ 17.1%
	\$910,000	\$1,100,000	+ 20.9%	\$1,100,000	\$1,417,500	+ 28.9%
	\$1,325,000	\$1,635,725	+ 23.5%	\$1,770,000	\$2,325,000	+ 31.4%
	\$2,050,000	\$2,635,000	+ 28.5%	\$3,155,000	\$2,820,000	- 10.6%
	\$3,900,000	\$5,062,500	+ 29.8%	\$2,812,500	--	0.0%
	\$805,000	\$910,000	+ 13.0%	\$516,000	\$615,000	+ 19.2%

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.**

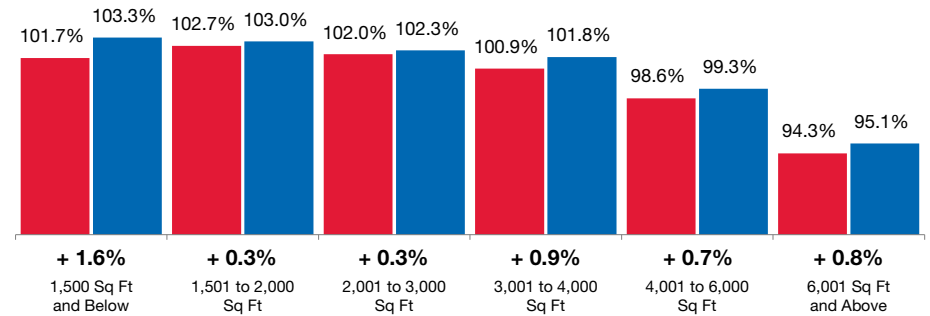
By Price Range

■ 08-2021 ■ 08-2022



By Square Feet

■ 08-2021 ■ 08-2022



All Properties

By Price Range	08-2021	08-2022	Change
\$250,000 and Below	100.4%	101.0%	+ 0.6%
\$250,001 to \$500,000	102.3%	104.4%	+ 2.1%
\$500,001 to \$750,000	102.6%	103.1%	+ 0.5%
\$750,001 to \$1,000,000	102.5%	103.1%	+ 0.6%
\$1,000,001 to \$1,250,000	101.9%	102.7%	+ 0.8%
\$1,250,001 to \$2,000,000	100.8%	102.2%	+ 1.4%
\$2,000,001 to \$5,000,000	97.0%	99.5%	+ 2.6%
\$5,000,001 and Above	91.4%	93.8%	+ 2.6%
All Price Ranges	101.9%	102.8%	+ 0.9%

Single-Family Homes

08-2021	08-2022	Change	08-2021	08-2022	Change
99.3%	93.9%	- 5.4%	100.6%	103.4%	+ 2.8%
103.3%	103.5%	+ 0.2%	102.1%	104.5%	+ 2.4%
103.1%	102.9%	- 0.2%	101.6%	103.3%	+ 1.7%
102.8%	103.1%	+ 0.3%	100.8%	103.2%	+ 2.4%
102.6%	102.7%	+ 0.1%	98.0%	102.3%	+ 4.4%
101.3%	102.7%	+ 1.4%	97.2%	99.7%	+ 2.6%
97.2%	99.9%	+ 2.8%	94.9%	96.8%	+ 2.0%
91.4%	93.8%	+ 2.6%	87.7%	93.5%	+ 6.6%
102.3%	102.5%	+ 0.2%	101.3%	103.3%	+ 2.0%

Condos - Townhomes

By Square Feet	08-2021	08-2022	Change
1,500 Sq Ft and Below	101.7%	103.3%	+ 1.6%
1,501 to 2,000 Sq Ft	102.7%	103.0%	+ 0.3%
2,001 to 3,000 Sq Ft	102.0%	102.3%	+ 0.3%
3,001 to 4,000 Sq Ft	100.9%	101.8%	+ 0.9%
4,001 to 6,000 Sq Ft	98.6%	99.3%	+ 0.7%
6,001 Sq Ft and Above	94.3%	95.1%	+ 0.8%
All Square Footage	101.9%	102.8%	+ 0.9%

08-2021	08-2022	Change	08-2021	08-2022	Change
103.0%	103.0%	0.0%	101.5%	103.5%	+ 2.0%
103.2%	103.1%	- 0.1%	101.3%	102.7%	+ 1.4%
102.2%	102.5%	+ 0.3%	99.4%	100.7%	+ 1.3%
101.0%	101.9%	+ 0.9%	96.7%	96.1%	- 0.6%
98.6%	99.4%	+ 0.8%	95.2%	94.3%	- 0.9%
94.3%	95.1%	+ 0.8%	89.3%	--	--
102.3%	102.5%	+ 0.2%	101.3%	103.3%	+ 2.0%

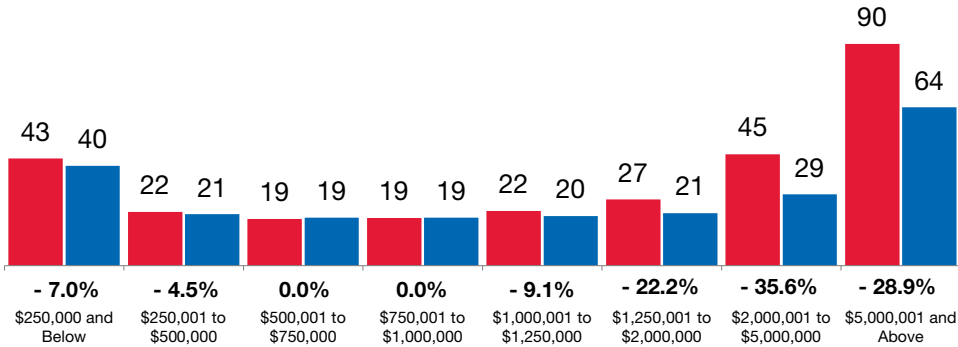


Days on Market Until Sale

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.

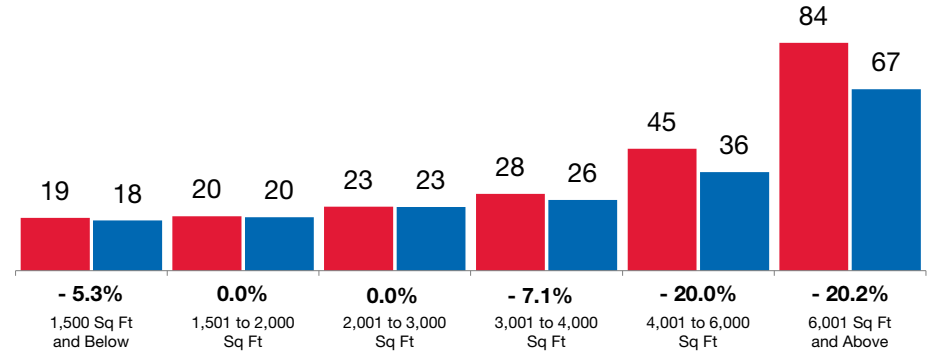
By Price Range

■ 08-2021 ■ 08-2022



By Square Feet

■ 08-2021 ■ 08-2022



All Properties

By Price Range	08-2021	08-2022	Change
\$250,000 and Below	43	40	- 7.0%
\$250,001 to \$500,000	22	21	- 4.5%
\$500,001 to \$750,000	19	19	0.0%
\$750,001 to \$1,000,000	19	19	0.0%
\$1,000,001 to \$1,250,000	22	20	- 9.1%
\$1,250,001 to \$2,000,000	27	21	- 22.2%
\$2,000,001 to \$5,000,000	45	29	- 35.6%
\$5,000,001 and Above	90	64	- 28.9%
All Price Ranges	22	21	- 4.5%

Single-Family Homes

08-2021	08-2022	Change	08-2021	08-2022	Change
75	52	- 30.7%	37	34	- 8.1%
31	35	+ 12.9%	20	19	- 5.0%
19	22	+ 15.8%	19	17	- 10.5%
18	20	+ 11.1%	25	18	- 28.0%
20	20	0.0%	34	19	- 44.1%
24	20	- 16.7%	44	28	- 36.4%
43	26	- 39.5%	60	48	- 20.0%
91	65	- 28.6%	29	25	- 13.8%
22	22	0.0%	23	19	- 17.4%

Condos - Townhomes

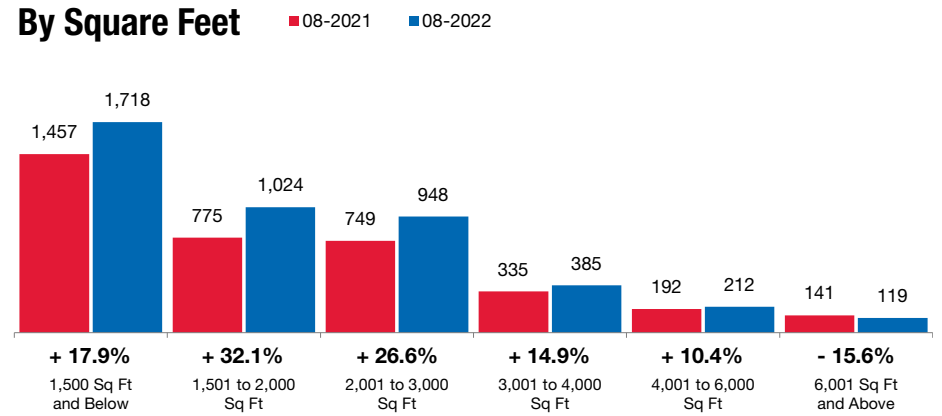
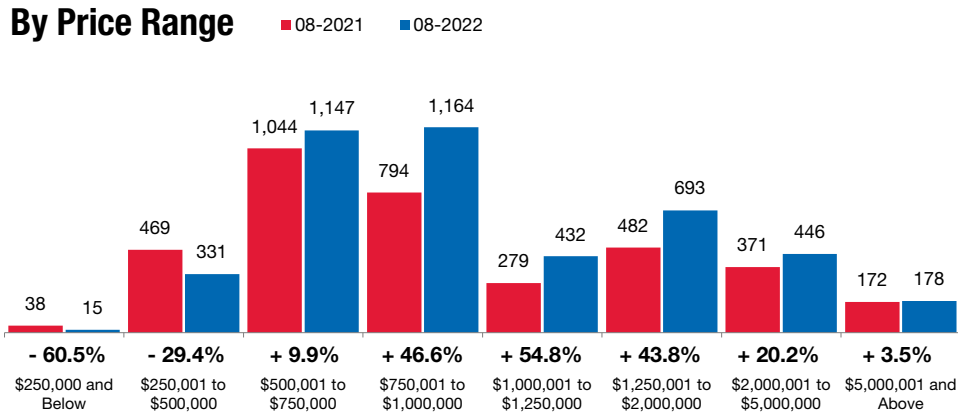
By Square Feet	08-2021	08-2022	Change
1,500 Sq Ft and Below	19	18	- 5.3%
1,501 to 2,000 Sq Ft	20	20	0.0%
2,001 to 3,000 Sq Ft	23	23	0.0%
3,001 to 4,000 Sq Ft	28	26	- 7.1%
4,001 to 6,000 Sq Ft	45	36	- 20.0%
6,001 Sq Ft and Above	84	67	- 20.2%
All Square Footage	22	21	- 4.5%

08-2021	08-2022	Change	08-2021	08-2022	Change
17	19	+ 11.8%	21	18	- 14.3%
18	19	+ 5.6%	25	21	- 16.0%
22	22	0.0%	44	33	- 25.0%
28	25	- 10.7%	50	68	+ 36.0%
45	36	- 20.0%	41	54	+ 31.7%
84	67	- 20.2%	55	--	--
22	22	0.0%	23	19	- 17.4%



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	08-2021	08-2022	Change
\$250,000 and Below	38	15	- 60.5%
\$250,001 to \$500,000	469	331	- 29.4%
\$500,001 to \$750,000	1,044	1,147	+ 9.9%
\$750,001 to \$1,000,000	794	1,164	+ 46.6%
\$1,000,001 to \$1,250,000	279	432	+ 54.8%
\$1,250,001 to \$2,000,000	482	693	+ 43.8%
\$2,000,001 to \$5,000,000	371	446	+ 20.2%
\$5,000,001 and Above	172	178	+ 3.5%
All Price Ranges	3,649	4,406	+ 20.7%

Single-Family Homes

08-2021	08-2022	Change	08-2021	08-2022	Change
14	7	- 50.0%	24	8	- 66.7%
75	48	- 36.0%	394	283	- 28.2%
695	606	- 12.8%	349	541	+ 55.0%
661	898	+ 35.9%	133	266	+ 100.0%
229	357	+ 55.9%	50	75	+ 50.0%
397	571	+ 43.8%	85	122	+ 43.5%
292	383	+ 31.2%	79	63	- 20.3%
168	169	+ 0.6%	4	9	+ 125.0%
2,531	3,039	+ 20.1%	1,118	1,367	+ 22.3%

Condos - Townhomes

By Square Feet	08-2021	08-2022	Change
1,500 Sq Ft and Below	1,457	1,718	+ 17.9%
1,501 to 2,000 Sq Ft	775	1,024	+ 32.1%
2,001 to 3,000 Sq Ft	749	948	+ 26.6%
3,001 to 4,000 Sq Ft	335	385	+ 14.9%
4,001 to 6,000 Sq Ft	192	212	+ 10.4%
6,001 Sq Ft and Above	141	119	- 15.6%
All Square Footage	3,649	4,406	+ 20.7%

08-2021	08-2022	Change	08-2021	08-2022	Change
676	757	+ 12.0%	781	961	+ 23.0%
554	745	+ 34.5%	221	279	+ 26.2%
659	843	+ 27.9%	90	105	+ 16.7%
313	373	+ 19.2%	22	12	- 45.5%
190	205	+ 7.9%	2	7	+ 250.0%
139	116	- 16.5%	2	3	+ 50.0%
2,531	3,039	+ 20.1%	1,118	1,367	+ 22.3%

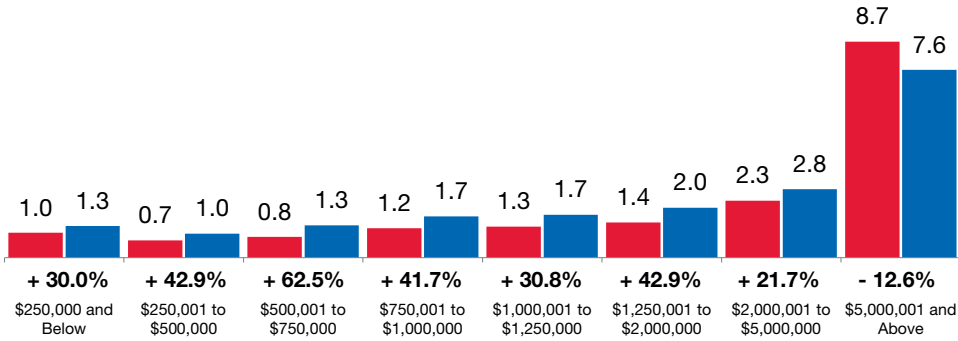


Months Supply of Inventory

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.

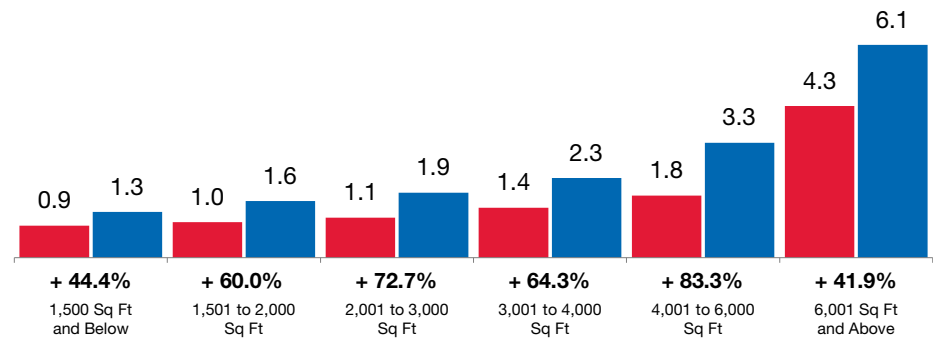
By Price Range

■ 08-2021 ■ 08-2022



By Square Feet

■ 08-2021 ■ 08-2022



All Properties

By Price Range	08-2021	08-2022	Change
\$250,000 and Below	1.0	1.3	+ 30.0%
\$250,001 to \$500,000	0.7	1.0	+ 42.9%
\$500,001 to \$750,000	0.8	1.3	+ 62.5%
\$750,001 to \$1,000,000	1.2	1.7	+ 41.7%
\$1,000,001 to \$1,250,000	1.3	1.7	+ 30.8%
\$1,250,001 to \$2,000,000	1.4	2.0	+ 42.9%
\$2,000,001 to \$5,000,000	2.3	2.8	+ 21.7%
\$5,000,001 and Above	8.7	7.6	- 12.6%
All Price Ranges	1.1	1.6	+ 45.5%

Single-Family Homes

08-2021	08-2022	Change	08-2021	08-2022	Change
2.1	1.6	- 23.8%	0.8	0.9	+ 12.5%
0.7	1.2	+ 71.4%	0.7	0.9	+ 28.6%
0.8	1.2	+ 50.0%	0.8	1.4	+ 75.0%
1.2	1.6	+ 33.3%	1.1	1.9	+ 72.7%
1.2	1.7	+ 41.7%	1.3	1.7	+ 30.8%
1.4	2.0	+ 42.9%	1.8	2.3	+ 27.8%
2.0	2.8	+ 40.0%	4.4	2.8	- 36.4%
8.7	7.3	- 16.1%	4.0	9.0	+ 125.0%
1.2	1.7	+ 41.7%	0.9	1.4	+ 55.6%

Condos - Townhomes

By Square Feet	08-2021	08-2022	Change
1,500 Sq Ft and Below	0.9	1.3	+ 44.4%
1,501 to 2,000 Sq Ft	1.0	1.6	+ 60.0%
2,001 to 3,000 Sq Ft	1.1	1.9	+ 72.7%
3,001 to 4,000 Sq Ft	1.4	2.3	+ 64.3%
4,001 to 6,000 Sq Ft	1.8	3.3	+ 83.3%
6,001 Sq Ft and Above	4.3	6.1	+ 41.9%
All Square Footage	1.1	1.6	+ 45.5%

08-2021	08-2022	Change	08-2021	08-2022	Change
1.1	1.4	+ 27.3%	0.8	1.3	+ 62.5%
1.0	1.6	+ 60.0%	1.0	1.7	+ 70.0%
1.1	1.8	+ 63.6%	1.7	2.6	+ 52.9%
1.4	2.3	+ 64.3%	5.0	2.9	- 42.0%
1.8	3.2	+ 77.8%	1.1	4.2	+ 281.8%
4.3	5.9	+ 37.2%	2.0	--	--
1.2	1.7	+ 41.7%	0.9	1.4	+ 55.6%

