

# Housing Supply Overview

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

## September 2022

Builder confidence declined for the ninth consecutive month in September, as high home prices, rising interest rates, and elevated building costs continue to impact affordability, reducing buyer traffic and hindering new home sales, according to the National Association of Home Builders (NAHB) / Wells Fargo Housing Market Index (HMI). The NAHB reports builder confidence dropped 3 points to 46 in September; by contrast, the index stood at 83 in January, when interest rates were half of what they are now. For the 12-month period spanning October 2021 through September 2022, Pending Sales in the San Diego were down 22.1 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 18.4 percent.

The overall Median Sales Price was up 13.9 percent to \$810,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 18.1 percent to \$620,000. The price range that tended to sell the quickest was the \$750,001 to \$1,000,000 range at 20 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 62 days.

Market-wide, inventory levels were up 30.5 percent. The property type with the largest gain was the Condos - Townhomes segment, where they increased 33.1 percent. That amounts to 1.8 months supply for Single-Family homes and 1.4 months supply for Condos.

## Quick Facts

**+ 18.4%**

**- 18.8%**

**- 21.1%**

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

Home Size With Strongest  
Pending Sales:  
**1,501 to 2,000 Sq Ft**

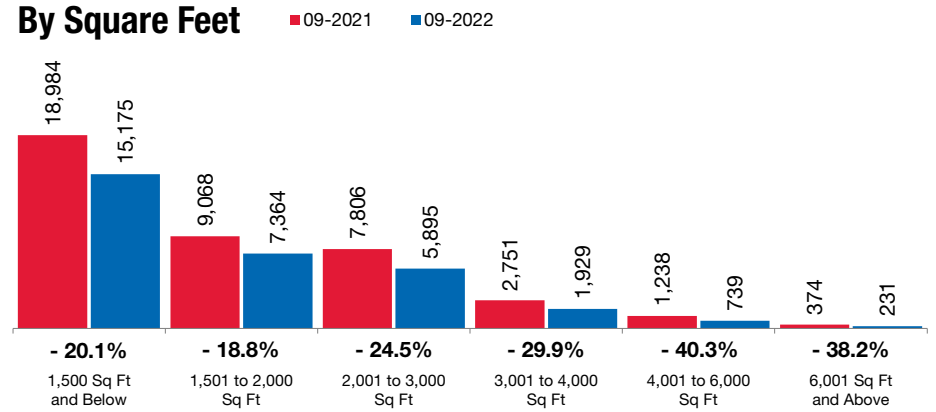
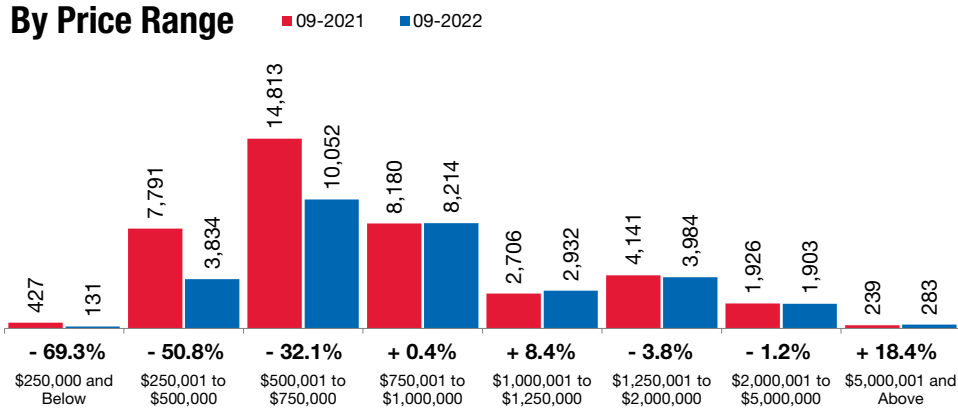
Property Type With  
Strongest Pending Sales:  
**Single-Family Homes**

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

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	09-2021	09-2022	Change
\$250,000 and Below	427	131	-69.3%
\$250,001 to \$500,000	7,791	3,834	-50.8%
\$500,001 to \$750,000	14,813	10,052	-32.1%
\$750,001 to \$1,000,000	8,180	8,214	+0.4%
\$1,000,001 to \$1,250,000	2,706	2,932	+8.4%
\$1,250,001 to \$2,000,000	4,141	3,984	-3.8%
\$2,000,001 to \$5,000,000	1,926	1,903	-1.2%
\$5,000,001 and Above	239	283	+18.4%
<b>All Price Ranges</b>	<b>40,223</b>	<b>31,333</b>	<b>-22.1%</b>

## Single-Family Homes

09-2021	09-2022	Change	09-2021	09-2022	Change
82	38	-53.7%	345	93	-73.0%
1,112	458	-58.8%	6,679	3,376	-49.5%
9,831	5,414	-44.9%	4,982	4,638	-6.9%
6,703	6,534	-2.5%	1,477	1,680	+13.7%
2,260	2,406	+6.5%	446	526	+17.9%
3,560	3,349	-5.9%	581	635	+9.3%
1,703	1,644	-3.5%	223	259	+16.1%
235	278	+18.3%	4	5	+25.0%
<b>25,486</b>	<b>20,121</b>	<b>-21.1%</b>	<b>14,737</b>	<b>11,212</b>	<b>-23.9%</b>

## Condos - Townhomes

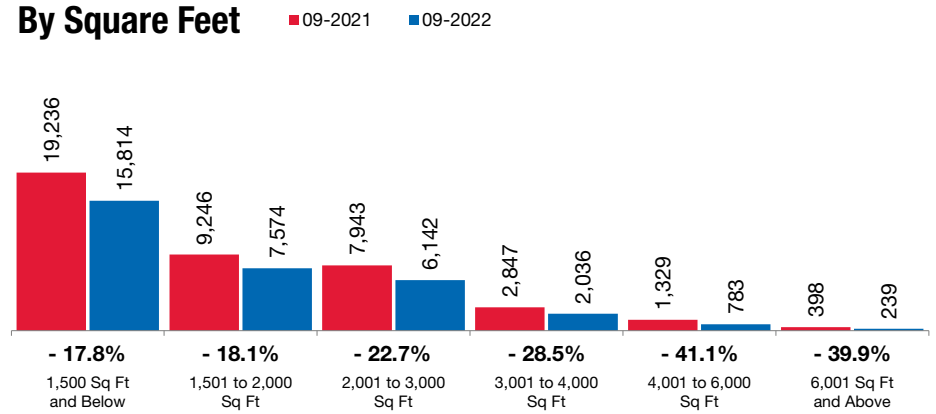
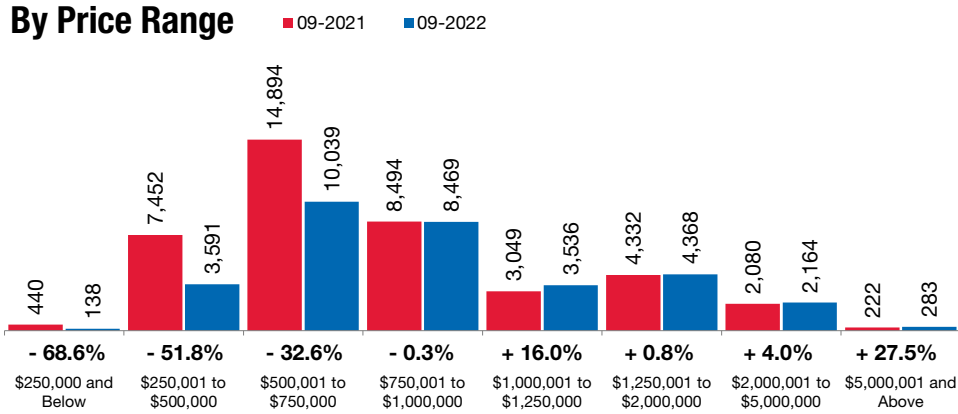
By Square Feet	09-2021	09-2022	Change
1,500 Sq Ft and Below	18,984	15,175	-20.1%
1,501 to 2,000 Sq Ft	9,068	7,364	-18.8%
2,001 to 3,000 Sq Ft	7,806	5,895	-24.5%
3,001 to 4,000 Sq Ft	2,751	1,929	-29.9%
4,001 to 6,000 Sq Ft	1,238	739	-40.3%
6,001 Sq Ft and Above	374	231	-38.2%
<b>All Square Footage</b>	<b>40,223</b>	<b>31,333</b>	<b>-22.1%</b>

09-2021	09-2022	Change	09-2021	09-2022	Change
7,460	6,396	-14.3%	11,524	8,779	-23.8%
6,566	5,464	-16.8%	2,502	1,900	-24.1%
7,169	5,423	-24.4%	637	472	-25.9%
2,695	1,879	-30.3%	56	50	-10.7%
1,223	728	-40.5%	15	11	-26.7%
372	231	-37.9%	2	0	-100.0%
<b>25,486</b>	<b>20,121</b>	<b>-21.1%</b>	<b>14,737</b>	<b>11,212</b>	<b>-23.9%</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	09-2021	09-2022	Change
\$250,000 and Below	440	138	-68.6%
\$250,001 to \$500,000	7,452	3,591	-51.8%
\$500,001 to \$750,000	14,894	10,039	-32.6%
\$750,001 to \$1,000,000	8,494	8,469	-0.3%
\$1,000,001 to \$1,250,000	3,049	3,536	+16.0%
\$1,250,001 to \$2,000,000	4,332	4,368	+0.8%
\$2,000,001 to \$5,000,000	2,080	2,164	+4.0%
\$5,000,001 and Above	222	283	+27.5%
<b>All Price Ranges</b>	<b>40,963</b>	<b>32,588</b>	<b>-20.4%</b>

## Single-Family Homes

09-2021	09-2022	Change	09-2021	09-2022	Change
84	50	-40.5%	356	88	-75.3%
1,011	411	-59.3%	6,441	3,180	-50.6%
9,569	5,116	-46.5%	5,325	4,923	-7.5%
6,929	6,636	-4.2%	1,565	1,833	+17.1%
2,545	2,866	+12.6%	504	670	+32.9%
3,771	3,668	-2.7%	561	700	+24.8%
1,869	1,883	+0.7%	211	281	+33.2%
219	278	+26.9%	3	5	+66.7%
<b>25,997</b>	<b>20,908</b>	<b>-19.6%</b>	<b>14,966</b>	<b>11,680</b>	<b>-22.0%</b>

## Condos - Townhomes

By Square Feet	09-2021	09-2022	Change
1,500 Sq Ft and Below	19,236	15,814	-17.8%
1,501 to 2,000 Sq Ft	9,246	7,574	-18.1%
2,001 to 3,000 Sq Ft	7,943	6,142	-22.7%
3,001 to 4,000 Sq Ft	2,847	2,036	-28.5%
4,001 to 6,000 Sq Ft	1,329	783	-41.1%
6,001 Sq Ft and Above	398	239	-39.9%
<b>All Square Footage</b>	<b>40,963</b>	<b>32,588</b>	<b>-20.4%</b>

09-2021	09-2022	Change	09-2021	09-2022	Change
7,551	6,652	-11.9%	11,685	9,162	-21.6%
6,678	5,603	-16.1%	2,568	1,971	-23.2%
7,262	5,655	-22.1%	643	487	-24.3%
2,795	1,986	-28.9%	52	50	-3.8%
1,314	773	-41.2%	15	10	-33.3%
396	239	-39.6%	2	0	-100.0%
<b>25,997</b>	<b>20,908</b>	<b>-19.6%</b>	<b>14,966</b>	<b>11,680</b>	<b>-22.0%</b>

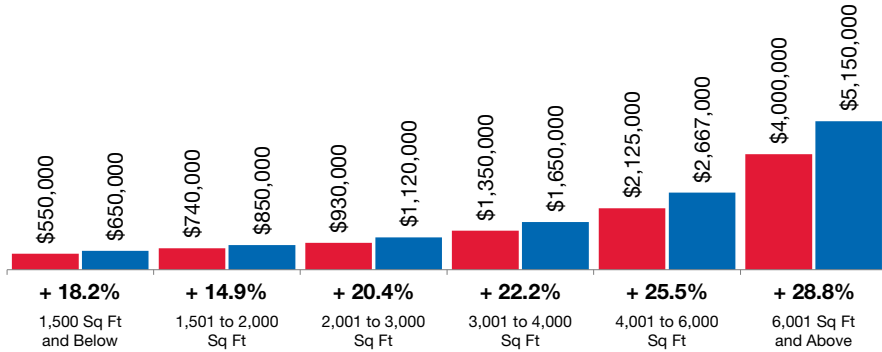


# Median Sales Price

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.**

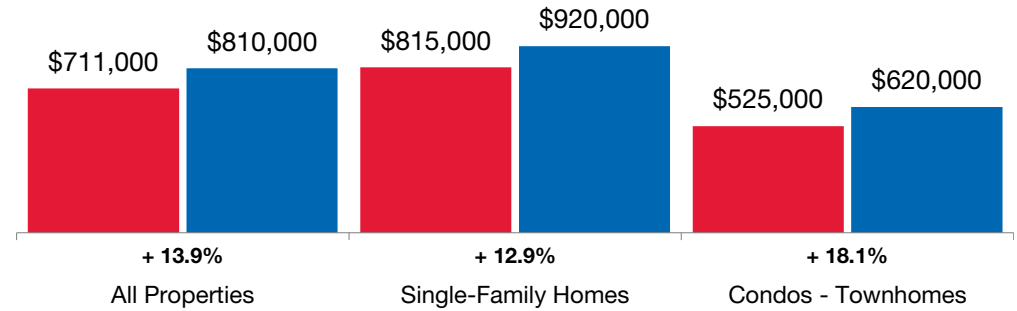
## By Square Feet

■ 09-2021 ■ 09-2022



## By Property Type

■ 09-2021 ■ 09-2022



### All Properties

By Square Feet	09-2021	09-2022	Change
1,500 Sq Ft and Below	\$550,000	\$650,000	+ 18.2%
1,501 to 2,000 Sq Ft	\$740,000	\$850,000	+ 14.9%
2,001 to 3,000 Sq Ft	\$930,000	\$1,120,000	+ 20.4%
3,001 to 4,000 Sq Ft	\$1,350,000	\$1,650,000	+ 22.2%
4,001 to 6,000 Sq Ft	\$2,125,000	\$2,667,000	+ 25.5%
6,001 Sq Ft and Above	\$4,000,000	\$5,150,000	+ 28.8%
<b>All Square Footage</b>	<b>\$711,000</b>	<b>\$810,000</b>	<b>+ 13.9%</b>

### Single-Family Homes

09-2021	09-2022	Change	09-2021	09-2022	Change
\$639,706	\$730,000	+ 14.1%	\$475,000	\$560,000	+ 17.9%
\$750,000	\$855,000	+ 14.0%	\$709,000	\$825,000	+ 16.4%
\$925,000	\$1,100,000	+ 18.9%	\$1,149,000	\$1,425,000	+ 24.0%
\$1,350,000	\$1,650,000	+ 22.2%	\$1,913,450	\$2,112,500	+ 10.4%
\$2,120,000	\$2,667,000	+ 25.8%	\$3,200,000	\$2,820,000	- 11.9%
\$4,000,000	\$5,150,000	+ 28.8%	\$2,812,500	--	0.0%
<b>\$815,000</b>	<b>\$920,000</b>	<b>+ 12.9%</b>	<b>\$525,000</b>	<b>\$620,000</b>	<b>+ 18.1%</b>

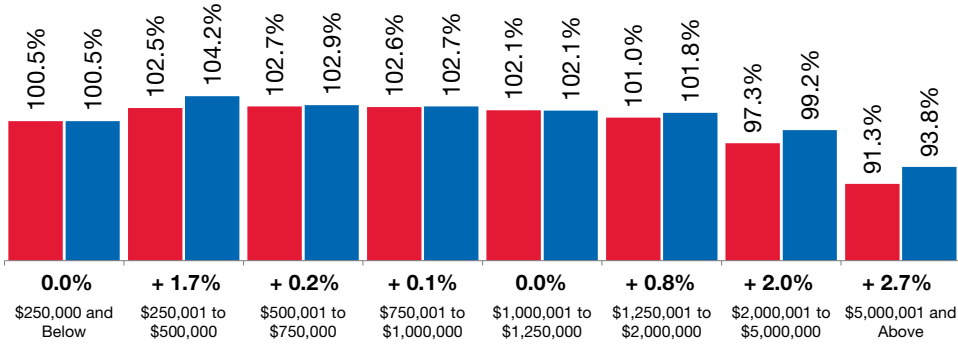
### Condos - Townhomes

# 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.**

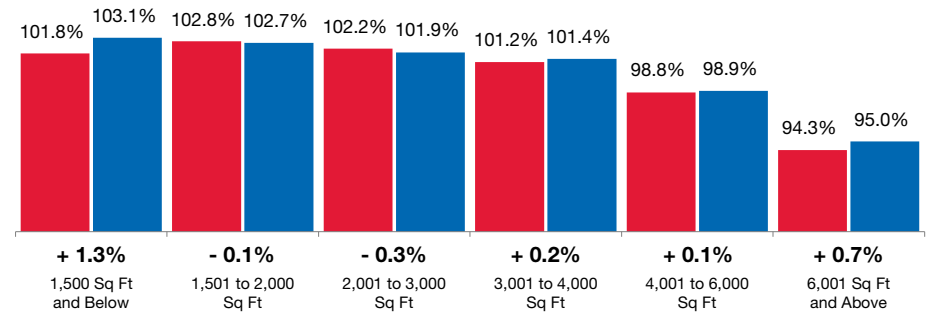
## By Price Range

■ 09-2021 ■ 09-2022



## By Square Feet

■ 09-2021 ■ 09-2022



### All Properties

By Price Range	09-2021	09-2022	Change
\$250,000 and Below	100.5%	100.5%	0.0%
\$250,001 to \$500,000	102.5%	104.2%	+ 1.7%
\$500,001 to \$750,000	102.7%	102.9%	+ 0.2%
\$750,001 to \$1,000,000	102.6%	102.7%	+ 0.1%
\$1,000,001 to \$1,250,000	102.1%	102.1%	0.0%
\$1,250,001 to \$2,000,000	101.0%	101.8%	+ 0.8%
\$2,000,001 to \$5,000,000	97.3%	99.2%	+ 2.0%
\$5,000,001 and Above	91.3%	93.8%	+ 2.7%
<b>All Price Ranges</b>	<b>102.1%</b>	<b>102.5%</b>	<b>+ 0.4%</b>

### Single-Family Homes

09-2021	09-2022	Change	09-2021	09-2022	Change
98.8%	94.0%	- 4.9%	100.9%	103.0%	+ 2.1%
103.4%	103.4%	0.0%	102.3%	104.3%	+ 2.0%
103.2%	102.8%	- 0.4%	101.7%	103.0%	+ 1.3%
103.0%	102.7%	- 0.3%	101.1%	102.7%	+ 1.6%
102.9%	102.2%	- 0.7%	98.6%	101.9%	+ 3.3%
101.7%	102.2%	+ 0.5%	97.3%	99.6%	+ 2.4%
97.6%	99.6%	+ 2.0%	94.9%	96.8%	+ 2.0%
91.5%	93.6%	+ 2.3%	82.3%	100.8%	+ 22.5%
<b>102.4%</b>	<b>102.2%</b>	<b>- 0.2%</b>	<b>101.5%</b>	<b>103.0%</b>	<b>+ 1.5%</b>

### Condos - Townhomes

By Square Feet	09-2021	09-2022	Change
1,500 Sq Ft and Below	101.8%	103.1%	+ 1.3%
1,501 to 2,000 Sq Ft	102.8%	102.7%	- 0.1%
2,001 to 3,000 Sq Ft	102.2%	101.9%	- 0.3%
3,001 to 4,000 Sq Ft	101.2%	101.4%	+ 0.2%
4,001 to 6,000 Sq Ft	98.8%	98.9%	+ 0.1%
6,001 Sq Ft and Above	94.3%	95.0%	+ 0.7%
<b>All Square Footage</b>	<b>102.1%</b>	<b>102.5%</b>	<b>+ 0.4%</b>

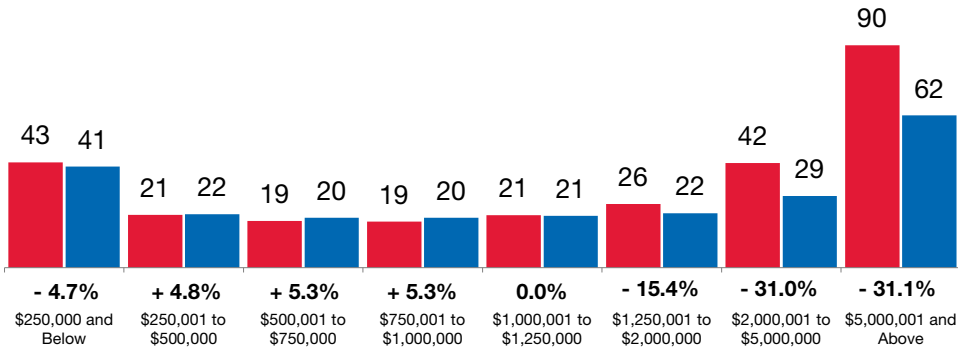
09-2021	09-2022	Change	09-2021	09-2022	Change
103.0%	102.8%	- 0.2%	101.7%	103.3%	+ 1.6%
103.3%	102.7%	- 0.6%	101.4%	102.5%	+ 1.1%
102.5%	102.0%	- 0.5%	99.6%	100.7%	+ 1.1%
101.3%	101.5%	+ 0.2%	96.3%	96.7%	+ 0.4%
98.9%	99.0%	+ 0.1%	95.0%	94.3%	- 0.7%
94.4%	95.0%	+ 0.6%	89.3%	--	--
<b>102.4%</b>	<b>102.2%</b>	<b>- 0.2%</b>	<b>101.5%</b>	<b>103.0%</b>	<b>+ 1.5%</b>



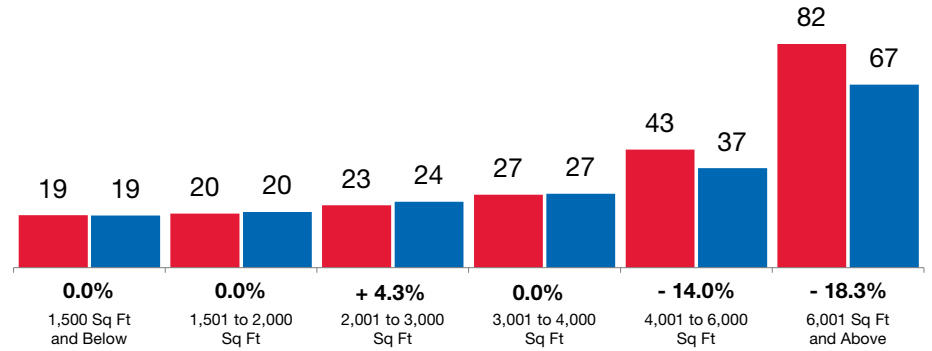
# Days on Market Until Sale

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



## By Square Feet



### All Properties

By Price Range	09-2021	09-2022	Change
\$250,000 and Below	43	41	- 4.7%
\$250,001 to \$500,000	21	22	+ 4.8%
\$500,001 to \$750,000	19	20	+ 5.3%
\$750,001 to \$1,000,000	19	20	+ 5.3%
\$1,000,001 to \$1,250,000	21	21	0.0%
\$1,250,001 to \$2,000,000	26	22	- 15.4%
\$2,000,001 to \$5,000,000	42	29	- 31.0%
\$5,000,001 and Above	90	62	- 31.1%
<b>All Price Ranges</b>	<b>22</b>	<b>22</b>	<b>0.0%</b>

### Single-Family Homes

09-2021	09-2022	Change	09-2021	09-2022	Change
74	51	- 31.1%	35	35	0.0%
32	35	+ 9.4%	20	20	0.0%
19	23	+ 21.1%	19	18	- 5.3%
17	20	+ 17.6%	24	19	- 20.8%
19	21	+ 10.5%	34	19	- 44.1%
23	21	- 8.7%	43	28	- 34.9%
40	26	- 35.0%	59	45	- 23.7%
91	62	- 31.9%	39	20	- 48.7%
<b>22</b>	<b>23</b>	<b>+ 4.5%</b>	<b>22</b>	<b>20</b>	<b>- 9.1%</b>

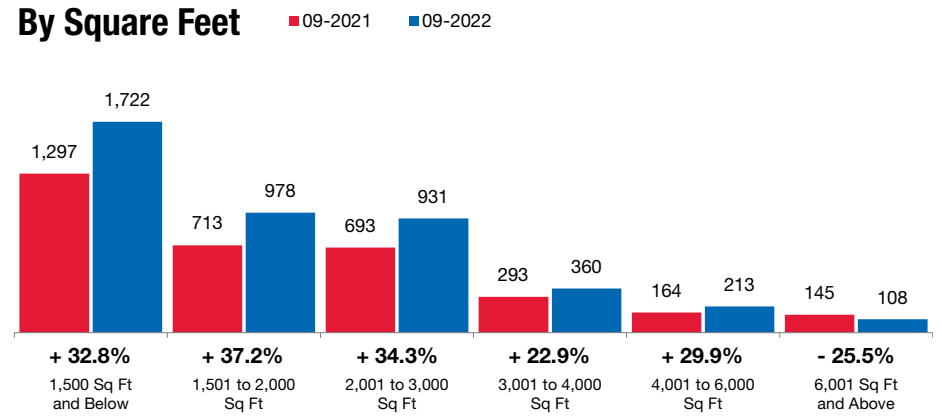
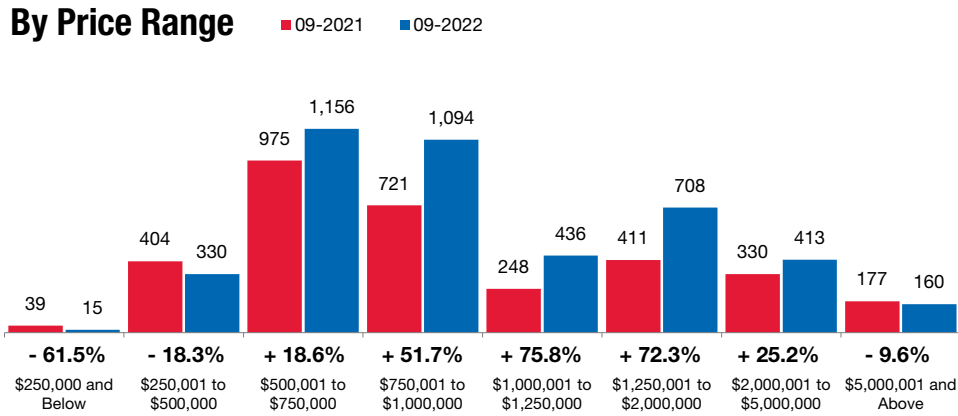
### Condos - Townhomes

By Square Feet	09-2021	09-2022	Change
1,500 Sq Ft and Below	19	19	0.0%
1,501 to 2,000 Sq Ft	20	20	0.0%
2,001 to 3,000 Sq Ft	23	24	+ 4.3%
3,001 to 4,000 Sq Ft	27	27	0.0%
4,001 to 6,000 Sq Ft	43	37	- 14.0%
6,001 Sq Ft and Above	82	67	- 18.3%
<b>All Square Footage</b>	<b>22</b>	<b>22</b>	<b>0.0%</b>

09-2021	09-2022	Change	09-2021	09-2022	Change
17	20	+ 17.6%	20	19	- 5.0%
18	20	+ 11.1%	24	22	- 8.3%
21	24	+ 14.3%	43	31	- 27.9%
26	26	0.0%	50	70	+ 40.0%
43	36	- 16.3%	43	54	+ 25.6%
82	67	- 18.3%	55	--	--
<b>22</b>	<b>23</b>	<b>+ 4.5%</b>	<b>22</b>	<b>20</b>	<b>- 9.1%</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	09-2021	09-2022	Change
\$250,000 and Below	39	15	- 61.5%
\$250,001 to \$500,000	404	330	- 18.3%
\$500,001 to \$750,000	975	1,156	+ 18.6%
\$750,001 to \$1,000,000	721	1,094	+ 51.7%
\$1,000,001 to \$1,250,000	248	436	+ 75.8%
\$1,250,001 to \$2,000,000	411	708	+ 72.3%
\$2,000,001 to \$5,000,000	330	413	+ 25.2%
\$5,000,001 and Above	177	160	- 9.6%
<b>All Price Ranges</b>	<b>3,305</b>	<b>4,312</b>	<b>+ 30.5%</b>

## Single-Family Homes

09-2021	09-2022	Change	09-2021	09-2022	Change
17	7	- 58.8%	22	8	- 63.6%
68	55	- 19.1%	336	275	- 18.2%
661	616	- 6.8%	314	540	+ 72.0%
597	831	+ 39.2%	124	263	+ 112.1%
201	362	+ 80.1%	47	74	+ 57.4%
326	599	+ 83.7%	85	109	+ 28.2%
258	354	+ 37.2%	72	59	- 18.1%
173	152	- 12.1%	4	8	+ 100.0%
<b>2,301</b>	<b>2,976</b>	<b>+ 29.3%</b>	<b>1,004</b>	<b>1,336</b>	<b>+ 33.1%</b>

## Condos - Townhomes

By Square Feet	09-2021	09-2022	Change
1,500 Sq Ft and Below	1,297	1,722	+ 32.8%
1,501 to 2,000 Sq Ft	713	978	+ 37.2%
2,001 to 3,000 Sq Ft	693	931	+ 34.3%
3,001 to 4,000 Sq Ft	293	360	+ 22.9%
4,001 to 6,000 Sq Ft	164	213	+ 29.9%
6,001 Sq Ft and Above	145	108	- 25.5%
<b>All Square Footage</b>	<b>3,305</b>	<b>4,312</b>	<b>+ 30.5%</b>

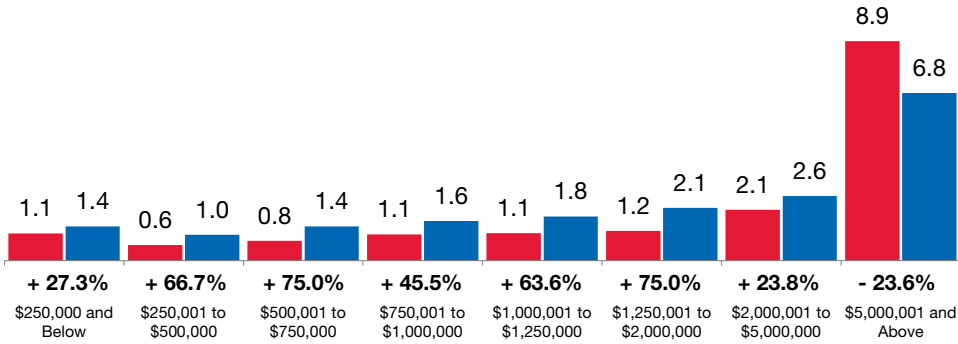
09-2021	09-2022	Change	09-2021	09-2022	Change
607	767	+ 26.4%	690	955	+ 38.4%
517	709	+ 37.1%	196	269	+ 37.2%
602	836	+ 38.9%	91	95	+ 4.4%
270	352	+ 30.4%	23	8	- 65.2%
162	205	+ 26.5%	2	8	+ 300.0%
143	107	- 25.2%	2	1	- 50.0%
<b>2,301</b>	<b>2,976</b>	<b>+ 29.3%</b>	<b>1,004</b>	<b>1,336</b>	<b>+ 33.1%</b>



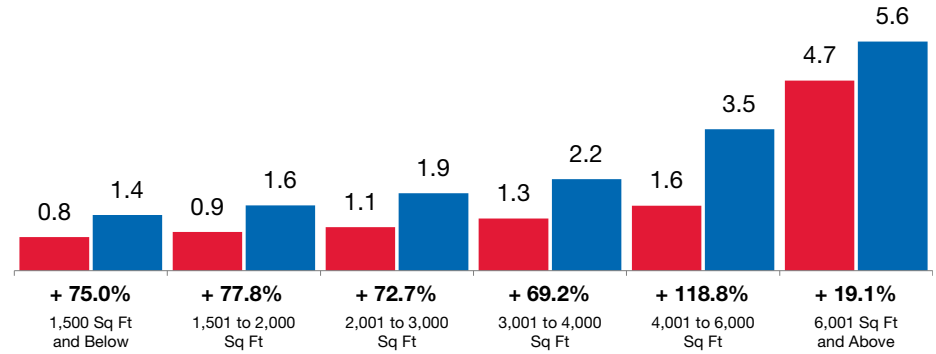
# Months Supply of Inventory

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** ■ 09-2021 ■ 09-2022



**By Square Feet** ■ 09-2021 ■ 09-2022



## All Properties

By Price Range	09-2021	09-2022	Change
\$250,000 and Below	1.1	1.4	+ 27.3%
\$250,001 to \$500,000	0.6	1.0	+ 66.7%
\$500,001 to \$750,000	0.8	1.4	+ 75.0%
\$750,001 to \$1,000,000	1.1	1.6	+ 45.5%
\$1,000,001 to \$1,250,000	1.1	1.8	+ 63.6%
\$1,250,001 to \$2,000,000	1.2	2.1	+ 75.0%
\$2,000,001 to \$5,000,000	2.1	2.6	+ 23.8%
\$5,000,001 and Above	8.9	6.8	- 23.6%
<b>All Price Ranges</b>	<b>1.0</b>	<b>1.7</b>	<b>+ 70.0%</b>

## Single-Family Homes

09-2021	09-2022	Change	09-2021	09-2022	Change
2.5	1.8	- 28.0%	0.8	1.0	+ 25.0%
0.7	1.4	+ 100.0%	0.6	1.0	+ 66.7%
0.8	1.4	+ 75.0%	0.8	1.4	+ 75.0%
1.1	1.5	+ 36.4%	1.0	1.9	+ 90.0%
1.1	1.8	+ 63.6%	1.3	1.7	+ 30.8%
1.1	2.1	+ 90.9%	1.8	2.1	+ 16.7%
1.8	2.6	+ 44.4%	3.9	2.7	- 30.8%
8.8	6.6	- 25.0%	4.0	8.0	+ 100.0%
<b>1.1</b>	<b>1.8</b>	<b>+ 63.6%</b>	<b>0.8</b>	<b>1.4</b>	<b>+ 75.0%</b>

## Condos - Townhomes

By Square Feet	09-2021	09-2022	Change
1,500 Sq Ft and Below	0.8	1.4	+ 75.0%
1,501 to 2,000 Sq Ft	0.9	1.6	+ 77.8%
2,001 to 3,000 Sq Ft	1.1	1.9	+ 72.7%
3,001 to 4,000 Sq Ft	1.3	2.2	+ 69.2%
4,001 to 6,000 Sq Ft	1.6	3.5	+ 118.8%
6,001 Sq Ft and Above	4.7	5.6	+ 19.1%
<b>All Square Footage</b>	<b>1.0</b>	<b>1.7</b>	<b>+ 70.0%</b>

09-2021	09-2022	Change	09-2021	09-2022	Change
1.0	1.4	+ 40.0%	0.7	1.3	+ 85.7%
0.9	1.6	+ 77.8%	0.9	1.7	+ 88.9%
1.0	1.8	+ 80.0%	1.7	2.4	+ 41.2%
1.2	2.2	+ 83.3%	4.9	1.9	- 61.2%
1.6	3.4	+ 112.5%	1.1	4.4	+ 300.0%
4.6	5.6	+ 21.7%	2.0	--	--
<b>1.1</b>	<b>1.8</b>	<b>+ 63.6%</b>	<b>0.8</b>	<b>1.4</b>	<b>+ 75.0%</b>

