

Housing Supply Overview

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

October 2022

Rising mortgage rates continue to hamper America's homebuilders, as higher material costs and growing affordability challenges limit the number of people who can afford to purchase a new home, causing new-home sales to decline nationwide. Construction of new homes has slowed, with housing starts down 8.1% month-to-month as of last measure, according to the U.S. Census Bureau, while the supply of new homes for sale increased 13.6% over the same period, equaling a 9.2 months' supply. For the 12-month period spanning November 2021 through October 2022, Pending Sales in the San Diego were down 24.6 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 11.6 percent.

The overall Median Sales Price was up 13.2 percent to \$815,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 17.9 percent to \$625,000. The price range that tended to sell the quickest was the \$750,001 to \$1,000,000 range at 21 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 43.1 percent. The property type with the largest gain was the Condos - Townhomes segment, where they increased 45.1 percent. That amounts to 1.8 months supply for Single-Family homes and 1.5 months supply for Condos.

Quick Facts

+ 11.6%

- 22.2%

- 23.8%

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

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

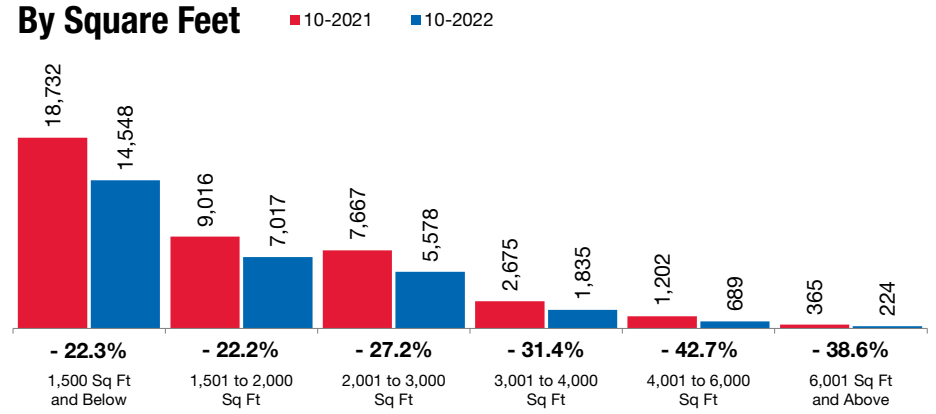
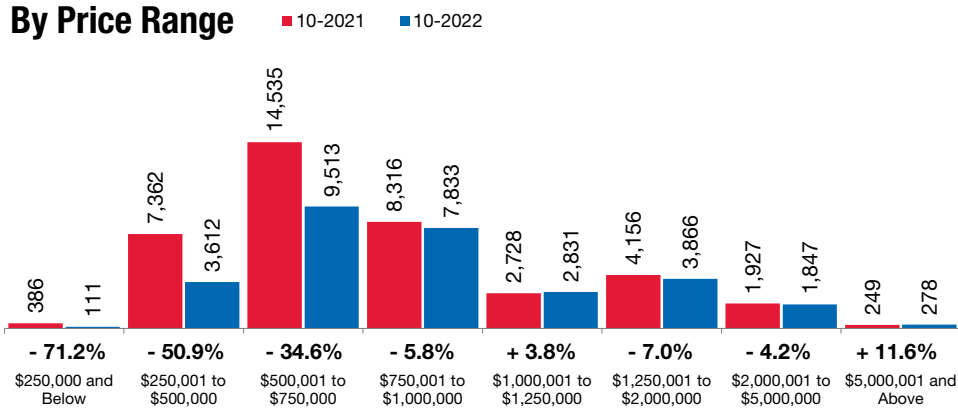
Property Type With
Strongest Pending Sales:
Single-Family Homes

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	2
Closed Sales	3
Median Sales Price	4
Percent of Original List Price Received	5
Days on Market Until Sale	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

Pending Sales

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



All Properties

By Price Range	10-2021	10-2022	Change
\$250,000 and Below	386	111	-71.2%
\$250,001 to \$500,000	7,362	3,612	-50.9%
\$500,001 to \$750,000	14,535	9,513	-34.6%
\$750,001 to \$1,000,000	8,316	7,833	-5.8%
\$1,000,001 to \$1,250,000	2,728	2,831	+3.8%
\$1,250,001 to \$2,000,000	4,156	3,866	-7.0%
\$2,000,001 to \$5,000,000	1,927	1,847	-4.2%
\$5,000,001 and Above	249	278	+11.6%
All Price Ranges	39,659	29,891	-24.6%

Single-Family Homes

10-2021	10-2022	Change	10-2021	10-2022	Change
80	31	-61.3%	306	80	-73.9%
986	439	-55.5%	6,376	3,173	-50.2%
9,508	5,037	-47.0%	5,027	4,476	-11.0%
6,814	6,210	-8.9%	1,502	1,623	+8.1%
2,272	2,326	+2.4%	456	505	+10.7%
3,551	3,271	-7.9%	605	595	-1.7%
1,705	1,590	-6.7%	222	257	+15.8%
245	273	+11.4%	4	5	+25.0%
25,161	19,177	-23.8%	14,498	10,714	-26.1%

Condos - Townhomes

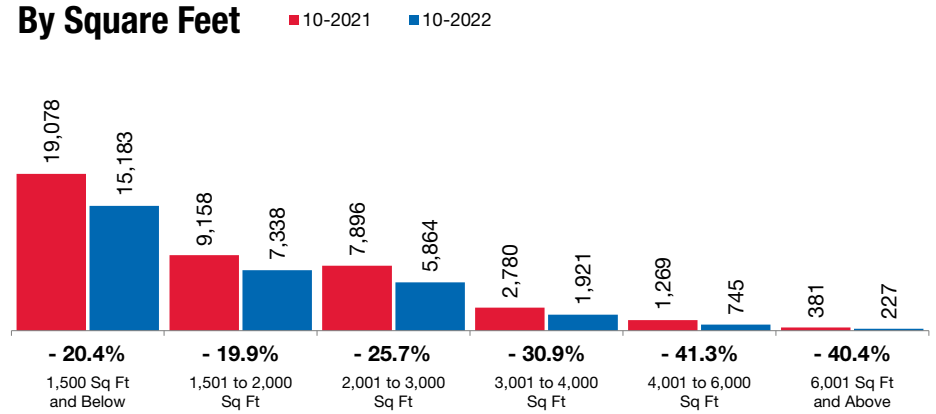
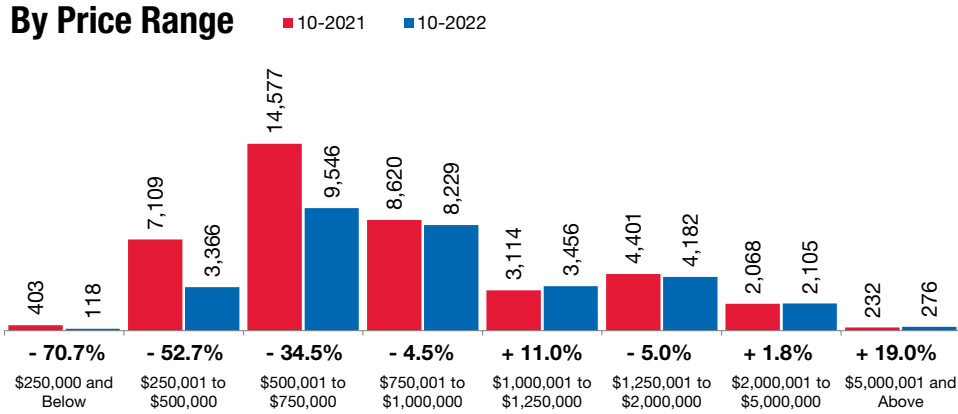
By Square Feet	10-2021	10-2022	Change
1,500 Sq Ft and Below	18,732	14,548	-22.3%
1,501 to 2,000 Sq Ft	9,016	7,017	-22.2%
2,001 to 3,000 Sq Ft	7,667	5,578	-27.2%
3,001 to 4,000 Sq Ft	2,675	1,835	-31.4%
4,001 to 6,000 Sq Ft	1,202	689	-42.7%
6,001 Sq Ft and Above	365	224	-38.6%
All Square Footage	39,659	29,891	-24.6%

10-2021	10-2022	Change	10-2021	10-2022	Change
7,431	6,128	-17.5%	11,301	8,420	-25.5%
6,526	5,217	-20.1%	2,490	1,800	-27.7%
7,034	5,137	-27.0%	633	441	-30.3%
2,618	1,791	-31.6%	57	44	-22.8%
1,187	680	-42.7%	15	9	-40.0%
364	224	-38.5%	1	0	-100.0%
25,161	19,177	-23.8%	14,498	10,714	-26.1%



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	10-2021	10-2022	Change
\$250,000 and Below	403	118	-70.7%
\$250,001 to \$500,000	7,109	3,366	-52.7%
\$500,001 to \$750,000	14,577	9,546	-34.5%
\$750,001 to \$1,000,000	8,620	8,229	-4.5%
\$1,000,001 to \$1,250,000	3,114	3,456	+11.0%
\$1,250,001 to \$2,000,000	4,401	4,182	-5.0%
\$2,000,001 to \$5,000,000	2,068	2,105	+1.8%
\$5,000,001 and Above	232	276	+19.0%
All Price Ranges	40,524	31,278	-22.8%

Single-Family Homes

10-2021	10-2022	Change	10-2021	10-2022	Change
88	40	-54.5%	315	78	-75.2%
912	400	-56.1%	6,197	2,966	-52.1%
9,204	4,809	-47.8%	5,373	4,737	-11.8%
7,014	6,419	-8.5%	1,606	1,810	+12.7%
2,590	2,805	+8.3%	524	651	+24.2%
3,828	3,499	-8.6%	573	683	+19.2%
1,846	1,832	-0.8%	222	273	+23.0%
229	271	+18.3%	3	5	+66.7%
25,711	20,075	-21.9%	14,813	11,203	-24.4%

Condos - Townhomes

By Square Feet	10-2021	10-2022	Change
1,500 Sq Ft and Below	19,078	15,183	-20.4%
1,501 to 2,000 Sq Ft	9,158	7,338	-19.9%
2,001 to 3,000 Sq Ft	7,896	5,864	-25.7%
3,001 to 4,000 Sq Ft	2,780	1,921	-30.9%
4,001 to 6,000 Sq Ft	1,269	745	-41.3%
6,001 Sq Ft and Above	381	227	-40.4%
All Square Footage	40,524	31,278	-22.8%

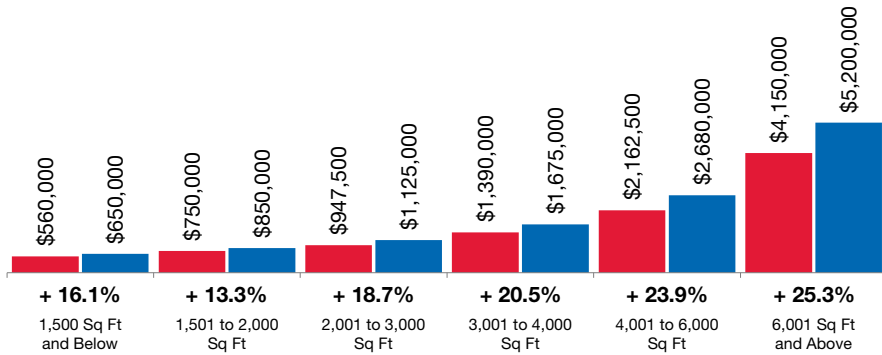
10-2021	10-2022	Change	10-2021	10-2022	Change
7,525	6,394	-15.0%	11,553	8,789	-23.9%
6,616	5,453	-17.6%	2,542	1,885	-25.8%
7,212	5,392	-25.2%	644	472	-26.7%
2,723	1,874	-31.2%	57	47	-17.5%
1,255	735	-41.4%	14	10	-28.6%
379	227	-40.1%	2	0	-100.0%
25,711	20,075	-21.9%	14,813	11,203	-24.4%

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.**

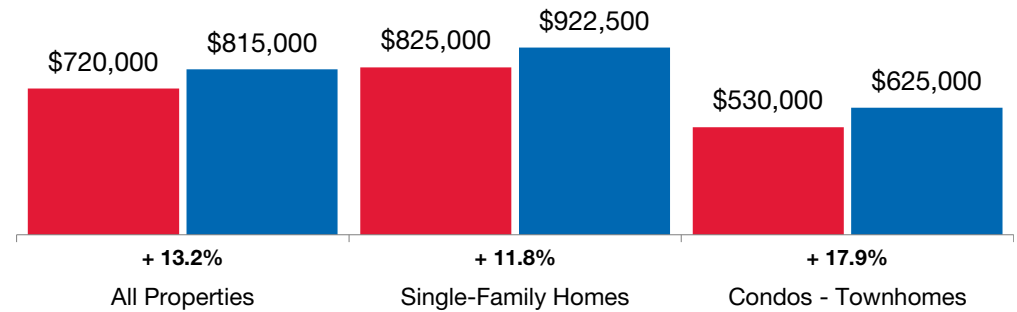
By Square Feet

■ 10-2021 ■ 10-2022



By Property Type

■ 10-2021 ■ 10-2022



By Square Feet	All Properties		
	10-2021	10-2022	Change
1,500 Sq Ft and Below	\$560,000	\$650,000	+ 16.1%
1,501 to 2,000 Sq Ft	\$750,000	\$850,000	+ 13.3%
2,001 to 3,000 Sq Ft	\$947,500	\$1,125,000	+ 18.7%
3,001 to 4,000 Sq Ft	\$1,390,000	\$1,675,000	+ 20.5%
4,001 to 6,000 Sq Ft	\$2,162,500	\$2,680,000	+ 23.9%
6,001 Sq Ft and Above	\$4,150,000	\$5,200,000	+ 25.3%
All Square Footage	\$720,000	\$815,000	+ 13.2%

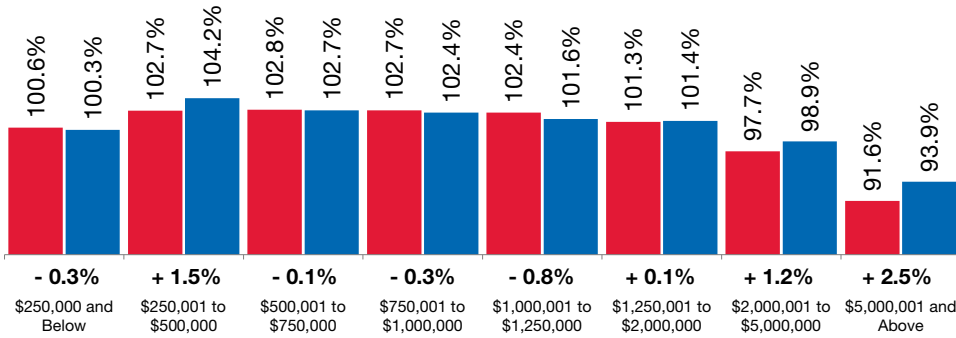
	Single-Family Homes			Condos - Townhomes		
	10-2021	10-2022	Change	10-2021	10-2022	Change
	\$645,000	\$732,000	+ 13.5%	\$480,000	\$567,000	+ 18.1%
	\$758,000	\$856,000	+ 12.9%	\$720,000	\$826,623	+ 14.8%
	\$935,000	\$1,102,500	+ 17.9%	\$1,155,000	\$1,425,000	+ 23.4%
	\$1,380,000	\$1,655,000	+ 19.9%	\$1,837,000	\$2,250,000	+ 22.5%
	\$2,150,000	\$2,680,000	+ 24.7%	\$3,155,000	\$2,820,000	- 10.6%
	\$4,150,000	\$5,200,000	+ 25.3%	\$2,812,500	--	0.0%
	\$825,000	\$922,500	+ 11.8%	\$530,000	\$625,000	+ 17.9%

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.**

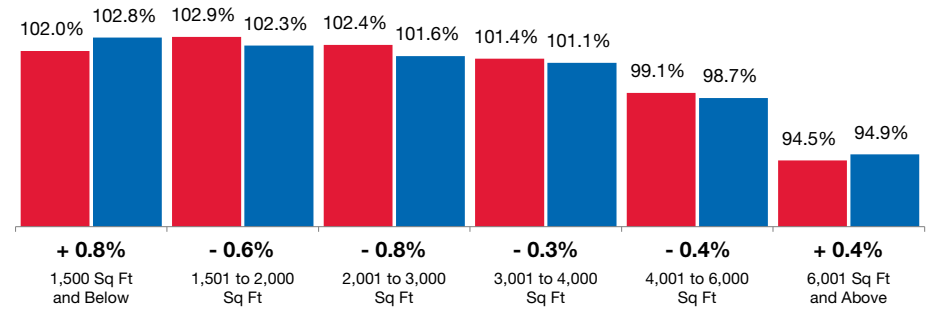
By Price Range

■ 10-2021 ■ 10-2022



By Square Feet

■ 10-2021 ■ 10-2022



All Properties

By Price Range	10-2021	10-2022	Change
\$250,000 and Below	100.6%	100.3%	- 0.3%
\$250,001 to \$500,000	102.7%	104.2%	+ 1.5%
\$500,001 to \$750,000	102.8%	102.7%	- 0.1%
\$750,001 to \$1,000,000	102.7%	102.4%	- 0.3%
\$1,000,001 to \$1,250,000	102.4%	101.6%	- 0.8%
\$1,250,001 to \$2,000,000	101.3%	101.4%	+ 0.1%
\$2,000,001 to \$5,000,000	97.7%	98.9%	+ 1.2%
\$5,000,001 and Above	91.6%	93.9%	+ 2.5%
All Price Ranges	102.2%	102.2%	0.0%

Single-Family Homes

10-2021	10-2022	Change	10-2021	10-2022	Change
98.5%	92.1%	- 6.5%	101.1%	103.1%	+ 2.0%
103.5%	103.3%	- 0.2%	102.5%	104.3%	+ 1.8%
103.2%	102.6%	- 0.6%	101.9%	102.8%	+ 0.9%
103.0%	102.4%	- 0.6%	101.3%	102.4%	+ 1.1%
103.1%	101.7%	- 1.4%	98.9%	101.6%	+ 2.7%
101.9%	101.8%	- 0.1%	97.6%	99.4%	+ 1.8%
98.0%	99.2%	+ 1.2%	95.5%	96.6%	+ 1.2%
91.7%	93.8%	+ 2.3%	82.3%	100.8%	+ 22.5%
102.5%	101.9%	- 0.6%	101.7%	102.8%	+ 1.1%

Condos - Townhomes

By Square Feet	10-2021	10-2022	Change
1,500 Sq Ft and Below	102.0%	102.8%	+ 0.8%
1,501 to 2,000 Sq Ft	102.9%	102.3%	- 0.6%
2,001 to 3,000 Sq Ft	102.4%	101.6%	- 0.8%
3,001 to 4,000 Sq Ft	101.4%	101.1%	- 0.3%
4,001 to 6,000 Sq Ft	99.1%	98.7%	- 0.4%
6,001 Sq Ft and Above	94.5%	94.9%	+ 0.4%
All Square Footage	102.2%	102.2%	0.0%

10-2021	10-2022	Change	10-2021	10-2022	Change
103.0%	102.5%	- 0.5%	101.9%	103.1%	+ 1.2%
103.4%	102.3%	- 1.1%	101.6%	102.2%	+ 0.6%
102.6%	101.7%	- 0.9%	99.7%	100.5%	+ 0.8%
101.5%	101.3%	- 0.2%	96.4%	96.5%	+ 0.1%
99.1%	98.8%	- 0.3%	94.9%	94.3%	- 0.6%
94.5%	94.9%	+ 0.4%	89.3%	--	--
102.5%	101.9%	- 0.6%	101.7%	102.8%	+ 1.1%

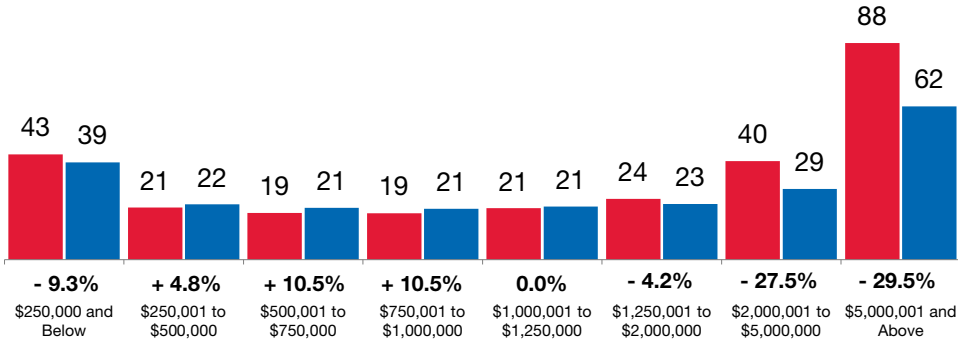


Days on Market Until Sale

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.

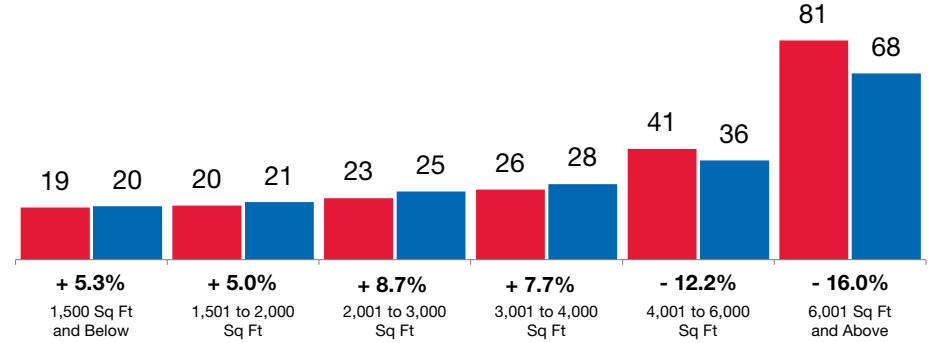
By Price Range

■ 10-2021 ■ 10-2022



By Square Feet

■ 10-2021 ■ 10-2022



All Properties

By Price Range	10-2021	10-2022	Change
\$250,000 and Below	43	39	- 9.3%
\$250,001 to \$500,000	21	22	+ 4.8%
\$500,001 to \$750,000	19	21	+ 10.5%
\$750,001 to \$1,000,000	19	21	+ 10.5%
\$1,000,001 to \$1,250,000	21	21	0.0%
\$1,250,001 to \$2,000,000	24	23	- 4.2%
\$2,000,001 to \$5,000,000	40	29	- 27.5%
\$5,000,001 and Above	88	62	- 29.5%
All Price Ranges	22	22	0.0%

Single-Family Homes

10-2021	10-2022	Change
69	54	- 21.7%
32	35	+ 9.4%
19	23	+ 21.1%
18	21	+ 16.7%
18	22	+ 22.2%
22	22	0.0%
37	27	- 27.0%
88	63	- 28.4%
22	23	+ 4.5%

Condos - Townhomes

10-2021	10-2022	Change
35	32	- 8.6%
19	21	+ 10.5%
19	18	- 5.3%
23	19	- 17.4%
33	19	- 42.4%
42	27	- 35.7%
62	42	- 32.3%
39	20	- 48.7%
22	20	- 9.1%

By Square Feet

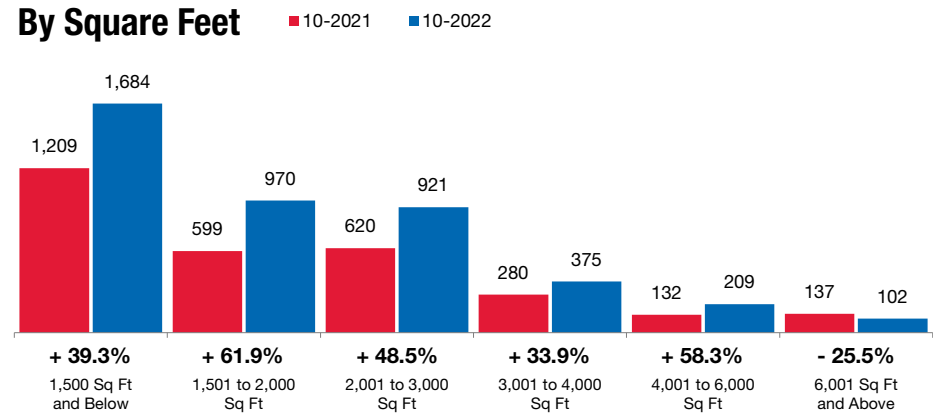
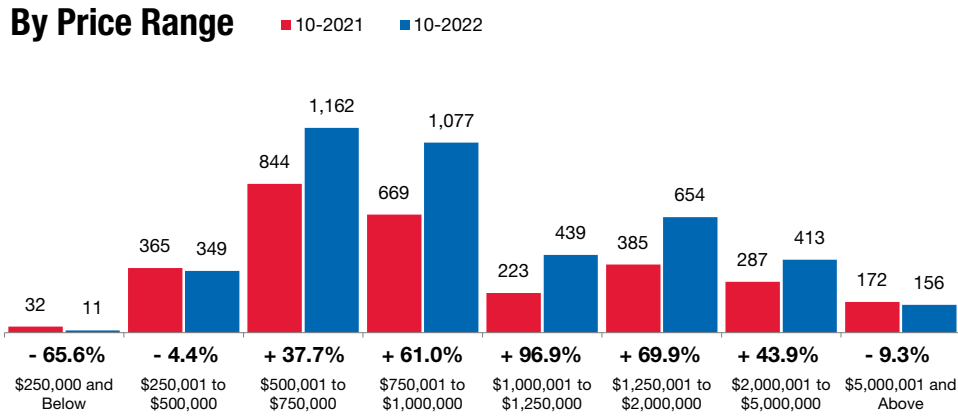
10-2021	10-2022	Change
19	20	+ 5.3%
20	21	+ 5.0%
23	25	+ 8.7%
26	28	+ 7.7%
41	36	- 12.2%
81	68	- 16.0%
22	22	0.0%

10-2021	10-2022	Change
18	20	+ 11.1%
18	21	+ 16.7%
21	25	+ 19.0%
25	27	+ 8.0%
41	36	- 12.2%
81	68	- 16.0%
22	23	+ 4.5%

10-2021	10-2022	Change
20	19	- 5.0%
24	22	- 8.3%
44	30	- 31.8%
51	71	+ 39.2%
46	54	+ 17.4%
55	--	--
22	20	- 9.1%

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	10-2021	10-2022	Change
\$250,000 and Below	32	11	- 65.6%
\$250,001 to \$500,000	365	349	- 4.4%
\$500,001 to \$750,000	844	1,162	+ 37.7%
\$750,001 to \$1,000,000	669	1,077	+ 61.0%
\$1,000,001 to \$1,250,000	223	439	+ 96.9%
\$1,250,001 to \$2,000,000	385	654	+ 69.9%
\$2,000,001 to \$5,000,000	287	413	+ 43.9%
\$5,000,001 and Above	172	156	- 9.3%
All Price Ranges	2,977	4,261	+ 43.1%

Single-Family Homes

10-2021	10-2022	Change	10-2021	10-2022	Change
15	5	- 66.7%	17	6	- 64.7%
63	61	- 3.2%	302	288	- 4.6%
558	615	+ 10.2%	286	547	+ 91.3%
548	840	+ 53.3%	121	237	+ 95.9%
190	363	+ 91.1%	33	76	+ 130.3%
314	543	+ 72.9%	71	111	+ 56.3%
209	361	+ 72.7%	78	52	- 33.3%
166	147	- 11.4%	6	9	+ 50.0%
2,063	2,935	+ 42.3%	914	1,326	+ 45.1%

Condos - Townhomes

By Square Feet	10-2021	10-2022	Change
1,500 Sq Ft and Below	1,209	1,684	+ 39.3%
1,501 to 2,000 Sq Ft	599	970	+ 61.9%
2,001 to 3,000 Sq Ft	620	921	+ 48.5%
3,001 to 4,000 Sq Ft	280	375	+ 33.9%
4,001 to 6,000 Sq Ft	132	209	+ 58.3%
6,001 Sq Ft and Above	137	102	- 25.5%
All Square Footage	2,977	4,261	+ 43.1%

10-2021	10-2022	Change	10-2021	10-2022	Change
579	729	+ 25.9%	630	955	+ 51.6%
431	724	+ 68.0%	168	246	+ 46.4%
531	818	+ 54.0%	89	103	+ 15.7%
256	363	+ 41.8%	24	12	- 50.0%
131	200	+ 52.7%	1	9	+ 800.0%
135	101	- 25.2%	2	1	- 50.0%
2,063	2,935	+ 42.3%	914	1,326	+ 45.1%

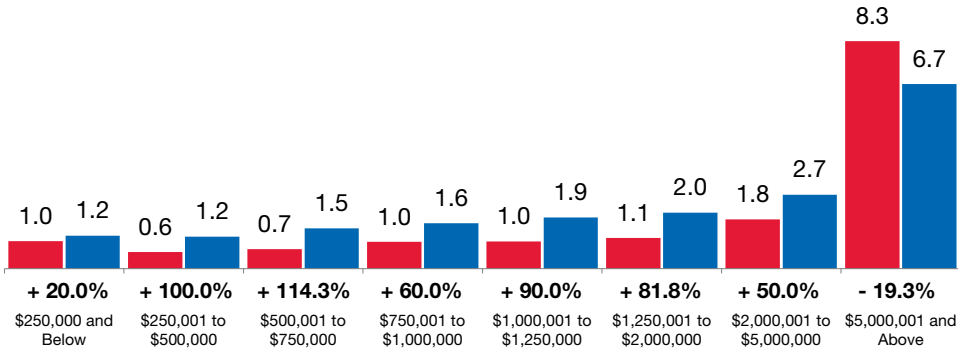


Months Supply of Inventory

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.

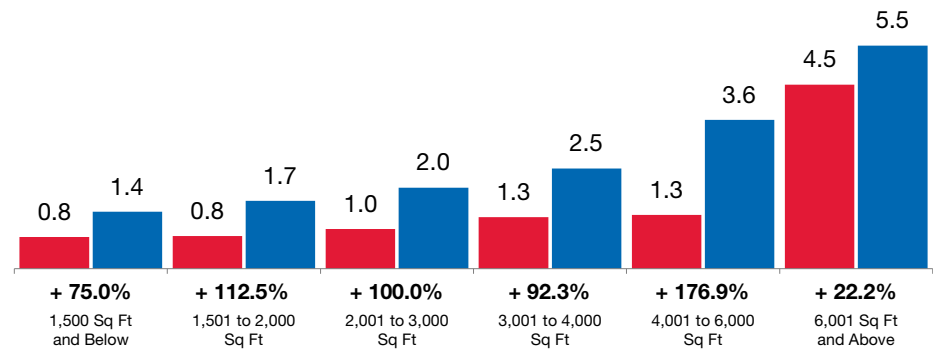
By Price Range

■ 10-2021 ■ 10-2022



By Square Feet

■ 10-2021 ■ 10-2022



All Properties

By Price Range	10-2021	10-2022	Change
\$250,000 and Below	1.0	1.2	+ 20.0%
\$250,001 to \$500,000	0.6	1.2	+ 100.0%
\$500,001 to \$750,000	0.7	1.5	+ 114.3%
\$750,001 to \$1,000,000	1.0	1.6	+ 60.0%
\$1,000,001 to \$1,250,000	1.0	1.9	+ 90.0%
\$1,250,001 to \$2,000,000	1.1	2.0	+ 81.8%
\$2,000,001 to \$5,000,000	1.8	2.7	+ 50.0%
\$5,000,001 and Above	8.3	6.7	- 19.3%
All Price Ranges	0.9	1.7	+ 88.9%

Single-Family Homes

10-2021	10-2022	Change	10-2021	10-2022	Change
2.3	1.5	- 34.8%	0.7	0.9	+ 28.6%
0.8	1.7	+ 112.5%	0.6	1.1	+ 83.3%
0.7	1.5	+ 114.3%	0.7	1.5	+ 114.3%
1.0	1.6	+ 60.0%	1.0	1.8	+ 80.0%
1.0	1.9	+ 90.0%	0.9	1.8	+ 100.0%
1.1	2.0	+ 81.8%	1.4	2.2	+ 57.1%
1.5	2.7	+ 80.0%	4.2	2.4	- 42.9%
8.1	6.5	- 19.8%	6.0	9.0	+ 50.0%
1.0	1.8	+ 80.0%	0.8	1.5	+ 87.5%

Condos - Townhomes

By Square Feet	10-2021	10-2022	Change
1,500 Sq Ft and Below	0.8	1.4	+ 75.0%
1,501 to 2,000 Sq Ft	0.8	1.7	+ 112.5%
2,001 to 3,000 Sq Ft	1.0	2.0	+ 100.0%
3,001 to 4,000 Sq Ft	1.3	2.5	+ 92.3%
4,001 to 6,000 Sq Ft	1.3	3.6	+ 176.9%
6,001 Sq Ft and Above	4.5	5.5	+ 22.2%
All Square Footage	0.9	1.7	+ 88.9%

10-2021	10-2022	Change	10-2021	10-2022	Change
0.9	1.4	+ 55.6%	0.7	1.4	+ 100.0%
0.8	1.7	+ 112.5%	0.8	1.6	+ 100.0%
0.9	1.9	+ 111.1%	1.7	2.8	+ 64.7%
1.2	2.4	+ 100.0%	5.1	3.3	- 35.3%
1.3	3.5	+ 169.2%	0.5	5.0	+ 900.0%
4.5	5.4	+ 20.0%	2.0	--	--
1.0	1.8	+ 80.0%	0.8	1.5	+ 87.5%

