

Housing Supply Overview

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

November 2022

Rising interest rates, elevated home prices, and persistently high levels of inflation have caused housing affordability to plunge to its lowest level since 2012, according to the NAHB/Wells Fargo Opportunity Index (HOI). The NAHB reports only 42.2% of new and existing homes sold in the third quarter of 2022 were affordable to homebuyers earning the U.S. median income of \$90,000, surpassing the previous low of 42.8% in the second quarter of 2022 and causing builder confidence to weaken. For the 12-month period spanning December 2021 through November 2022, Pending Sales in the San Diego were down 27.9 percent overall. The price range with the smallest decline in sales was the \$1,000,001 to \$1,250,000 range.

The overall Median Sales Price was up 12.1 percent to \$818,456. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 15.9 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 63 days.

Market-wide, inventory levels were up 64.3 percent. The property type with the largest gain was the Condos - Townhomes segment, where they increased 72.9 percent. That amounts to 1.7 months supply for Single-Family homes and 1.4 months supply for Condos.

Quick Facts

- 0.5%

- 25.7%

- 27.2%

Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$1,000,001 to \$1,250,000	1,501 to 2,000 Sq Ft	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.

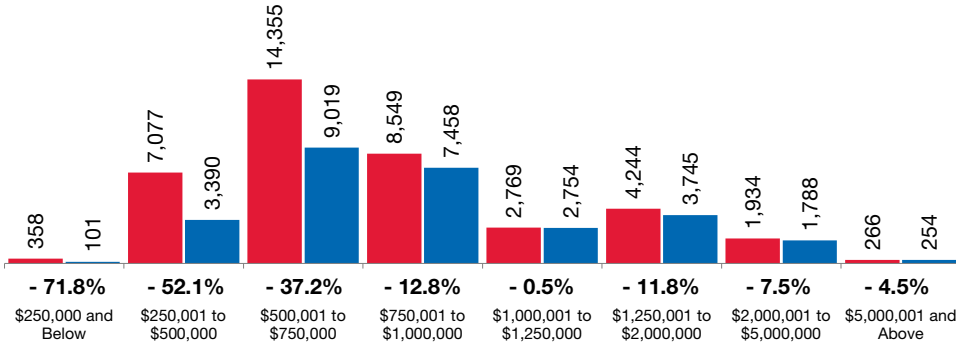
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Pending Sales

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

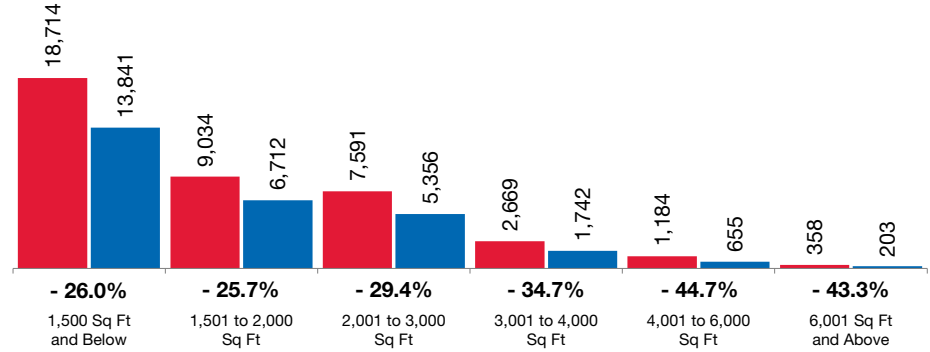
By Price Range

■ 11-2021 ■ 11-2022



By Square Feet

■ 11-2021 ■ 11-2022



All Properties

By Price Range	11-2021	11-2022	Change
\$250,000 and Below	358	101	-71.8%
\$250,001 to \$500,000	7,077	3,390	-52.1%
\$500,001 to \$750,000	14,355	9,019	-37.2%
\$750,001 to \$1,000,000	8,549	7,458	-12.8%
\$1,000,001 to \$1,250,000	2,769	2,754	-0.5%
\$1,250,001 to \$2,000,000	4,244	3,745	-11.8%
\$2,000,001 to \$5,000,000	1,934	1,788	-7.5%
\$5,000,001 and Above	266	254	-4.5%
All Price Ranges	39,552	28,509	-27.9%

Single-Family Homes

11-2021	11-2022	Change	11-2021	11-2022	Change
74	28	-62.2%	284	73	-74.3%
888	424	-52.3%	6,189	2,966	-52.1%
9,271	4,714	-49.2%	5,084	4,305	-15.3%
6,997	5,894	-15.8%	1,552	1,564	+0.8%
2,309	2,258	-2.2%	460	496	+7.8%
3,634	3,170	-12.8%	610	575	-5.7%
1,701	1,551	-8.8%	233	237	+1.7%
262	250	-4.6%	4	4	0.0%
25,136	18,289	-27.2%	14,416	10,220	-29.1%

Condos - Townhomes

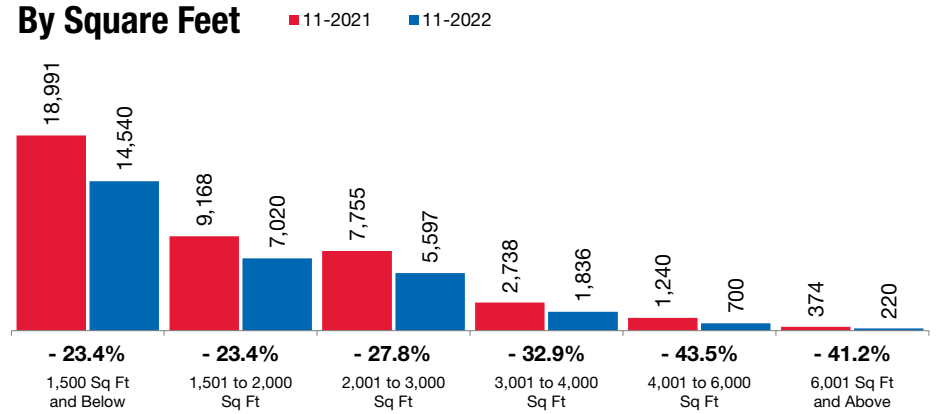
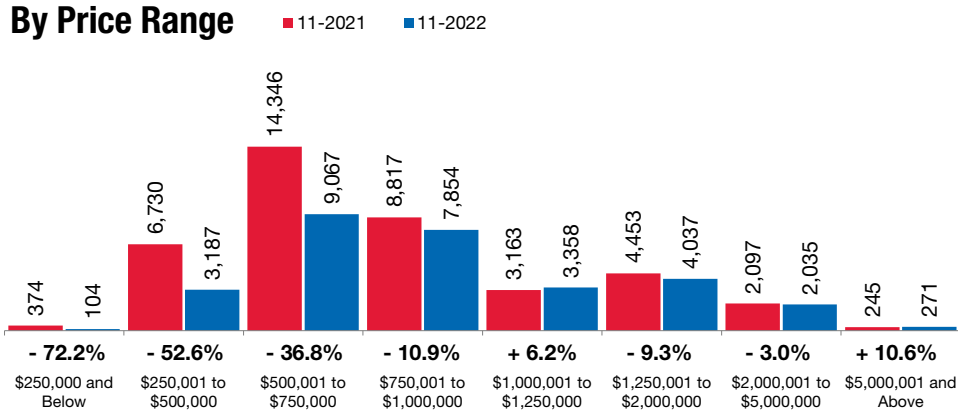
By Square Feet	11-2021	11-2022	Change
1,500 Sq Ft and Below	18,714	13,841	-26.0%
1,501 to 2,000 Sq Ft	9,034	6,712	-25.7%
2,001 to 3,000 Sq Ft	7,591	5,356	-29.4%
3,001 to 4,000 Sq Ft	2,669	1,742	-34.7%
4,001 to 6,000 Sq Ft	1,184	655	-44.7%
6,001 Sq Ft and Above	358	203	-43.3%
All Square Footage	39,552	28,509	-27.9%

11-2021	11-2022	Change	11-2021	11-2022	Change
7,465	5,805	-22.2%	11,249	8,036	-28.6%
6,564	4,998	-23.9%	2,470	1,714	-30.6%
6,967	4,937	-29.1%	624	419	-32.9%
2,610	1,700	-34.9%	59	42	-28.8%
1,172	646	-44.9%	12	9	-25.0%
357	203	-43.1%	1	0	-100.0%
25,136	18,289	-27.2%	14,416	10,220	-29.1%



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	11-2021	11-2022	Change
\$250,000 and Below	374	104	-72.2%
\$250,001 to \$500,000	6,730	3,187	-52.6%
\$500,001 to \$750,000	14,346	9,067	-36.8%
\$750,001 to \$1,000,000	8,817	7,854	-10.9%
\$1,000,001 to \$1,250,000	3,163	3,358	+6.2%
\$1,250,001 to \$2,000,000	4,453	4,037	-9.3%
\$2,000,001 to \$5,000,000	2,097	2,035	-3.0%
\$5,000,001 and Above	245	271	+10.6%
All Price Ranges	40,225	29,913	-25.6%

Single-Family Homes

11-2021	11-2022	Change	11-2021	11-2022	Change
85	32	-62.4%	289	72	-75.1%
791	398	-49.7%	5,939	2,789	-53.0%
8,890	4,488	-49.5%	5,456	4,579	-16.1%
7,157	6,110	-14.6%	1,660	1,744	+5.1%
2,617	2,727	+4.2%	546	631	+15.6%
3,852	3,396	-11.8%	601	641	+6.7%
1,874	1,770	-5.5%	223	265	+18.8%
242	265	+9.5%	3	6	+100.0%
25,508	19,186	-24.8%	14,717	10,727	-27.1%

Condos - Townhomes

By Square Feet	11-2021	11-2022	Change
1,500 Sq Ft and Below	18,991	14,540	-23.4%
1,501 to 2,000 Sq Ft	9,168	7,020	-23.4%
2,001 to 3,000 Sq Ft	7,755	5,597	-27.8%
3,001 to 4,000 Sq Ft	2,738	1,836	-32.9%
4,001 to 6,000 Sq Ft	1,240	700	-43.5%
6,001 Sq Ft and Above	374	220	-41.2%
All Square Footage	40,225	29,913	-25.6%

11-2021	11-2022	Change	11-2021	11-2022	Change
7,536	6,112	-18.9%	11,455	8,428	-26.4%
6,620	5,212	-21.3%	2,548	1,808	-29.0%
7,073	5,158	-27.1%	639	439	-31.3%
2,682	1,792	-33.2%	56	44	-21.4%
1,224	692	-43.5%	16	8	-50.0%
372	220	-40.9%	2	0	-100.0%
25,508	19,186	-24.8%	14,717	10,727	-27.1%

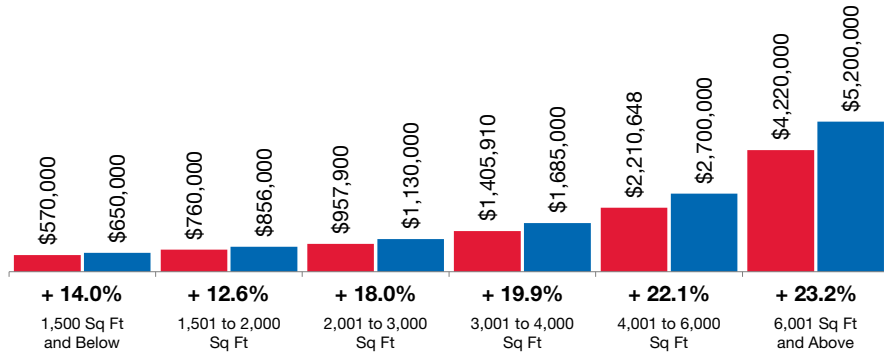


Median Sales Price

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.**

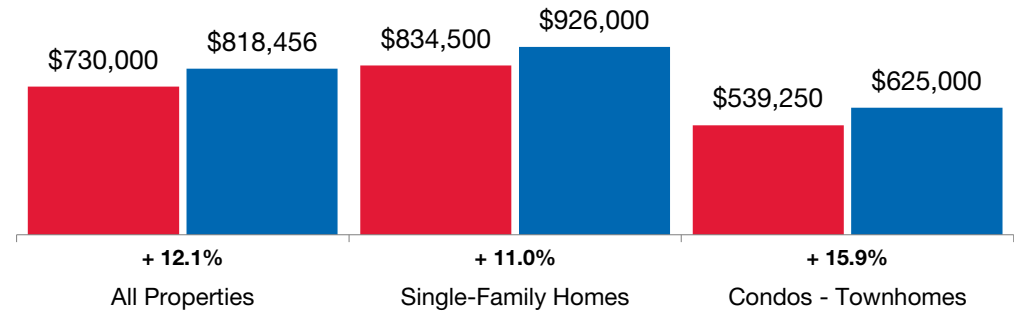
By Square Feet

■ 11-2021 ■ 11-2022



By Property Type

■ 11-2021 ■ 11-2022



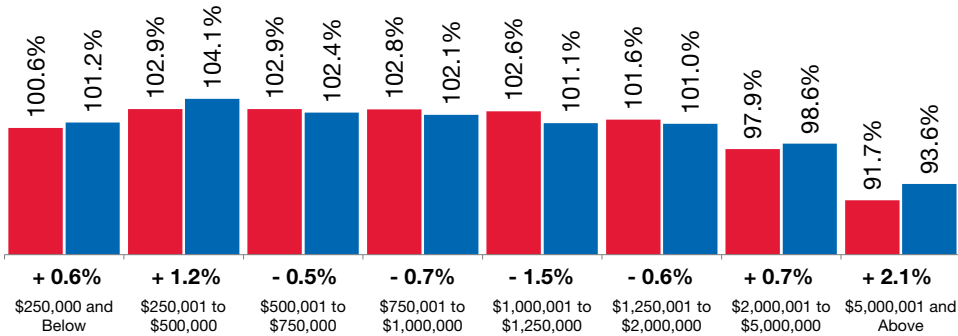
By Square Feet	All Properties		
	11-2021	11-2022	Change
1,500 Sq Ft and Below	\$570,000	\$650,000	+ 14.0%
1,501 to 2,000 Sq Ft	\$760,000	\$856,000	+ 12.6%
2,001 to 3,000 Sq Ft	\$957,900	\$1,130,000	+ 18.0%
3,001 to 4,000 Sq Ft	\$1,405,910	\$1,685,000	+ 19.9%
4,001 to 6,000 Sq Ft	\$2,210,648	\$2,700,000	+ 22.1%
6,001 Sq Ft and Above	\$4,220,000	\$5,200,000	+ 23.2%
All Square Footage	\$730,000	\$818,456	+ 12.1%

	Single-Family Homes			Condos - Townhomes		
	11-2021	11-2022	Change	11-2021	11-2022	Change
	\$650,000	\$735,000	+ 13.1%	\$490,000	\$570,000	+ 16.3%
	\$770,000	\$865,000	+ 12.3%	\$727,000	\$835,000	+ 14.9%
	\$950,000	\$1,115,000	+ 17.4%	\$1,200,000	\$1,425,000	+ 18.8%
	\$1,400,000	\$1,675,000	+ 19.6%	\$1,868,500	\$2,325,000	+ 24.4%
	\$2,200,000	\$2,700,000	+ 22.7%	\$3,155,000	\$2,580,000	- 18.2%
	\$4,230,000	\$5,200,000	+ 22.9%	\$2,812,500	--	0.0%
	\$834,500	\$926,000	+ 11.0%	\$539,250	\$625,000	+ 15.9%

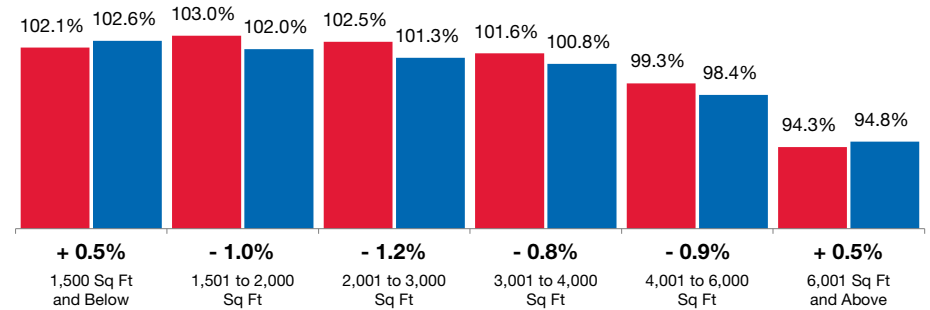
Percent of Original List Price Received

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 ■ 11-2021 ■ 11-2022



By Square Feet ■ 11-2021 ■ 11-2022



All Properties

By Price Range	11-2021	11-2022	Change
\$250,000 and Below	100.6%	101.2%	+ 0.6%
\$250,001 to \$500,000	102.9%	104.1%	+ 1.2%
\$500,001 to \$750,000	102.9%	102.4%	- 0.5%
\$750,001 to \$1,000,000	102.8%	102.1%	- 0.7%
\$1,000,001 to \$1,250,000	102.6%	101.1%	- 1.5%
\$1,250,001 to \$2,000,000	101.6%	101.0%	- 0.6%
\$2,000,001 to \$5,000,000	97.9%	98.6%	+ 0.7%
\$5,000,001 and Above	91.7%	93.6%	+ 2.1%
All Price Ranges	102.4%	101.9%	- 0.5%

Single-Family Homes

11-2021	11-2022	Change	11-2021	11-2022	Change
98.5%	91.4%	- 7.2%	101.1%	104.3%	+ 3.2%
103.7%	103.1%	- 0.6%	102.7%	104.2%	+ 1.5%
103.3%	102.4%	- 0.9%	102.1%	102.5%	+ 0.4%
103.1%	102.2%	- 0.9%	101.6%	102.0%	+ 0.4%
103.3%	101.1%	- 2.1%	99.3%	101.1%	+ 1.8%
102.2%	101.4%	- 0.8%	97.9%	99.2%	+ 1.3%
98.2%	98.9%	+ 0.7%	95.7%	96.6%	+ 0.9%
91.8%	93.5%	+ 1.9%	82.3%	100.8%	+ 22.5%
102.6%	101.6%	- 1.0%	101.9%	102.6%	+ 0.7%

Condos - Townhomes

By Square Feet	11-2021	11-2022	Change
1,500 Sq Ft and Below	102.1%	102.6%	+ 0.5%
1,501 to 2,000 Sq Ft	103.0%	102.0%	- 1.0%
2,001 to 3,000 Sq Ft	102.5%	101.3%	- 1.2%
3,001 to 4,000 Sq Ft	101.6%	100.8%	- 0.8%
4,001 to 6,000 Sq Ft	99.3%	98.4%	- 0.9%
6,001 Sq Ft and Above	94.3%	94.8%	+ 0.5%
All Square Footage	102.4%	101.9%	- 0.5%

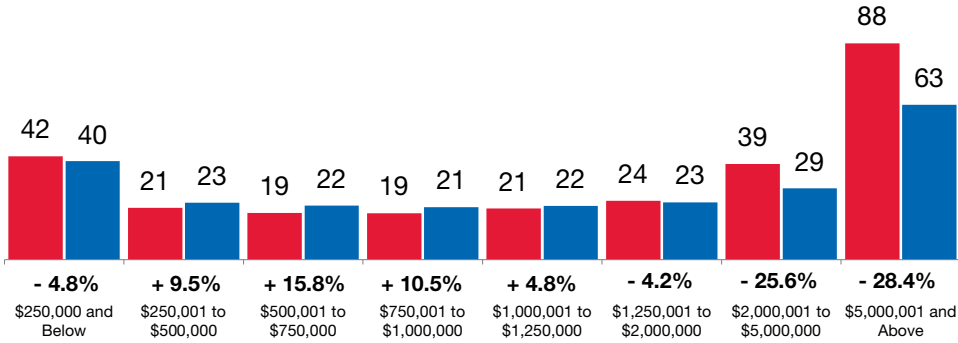
11-2021	11-2022	Change	11-2021	11-2022	Change
103.1%	102.2%	- 0.9%	102.1%	102.9%	+ 0.8%
103.4%	102.0%	- 1.4%	101.8%	101.8%	0.0%
102.7%	101.4%	- 1.3%	100.1%	100.3%	+ 0.2%
101.7%	100.9%	- 0.8%	96.0%	96.5%	+ 0.5%
99.4%	98.4%	- 1.0%	94.6%	94.6%	0.0%
94.4%	94.8%	+ 0.4%	89.3%	--	--
102.6%	101.6%	- 1.0%	101.9%	102.6%	+ 0.7%



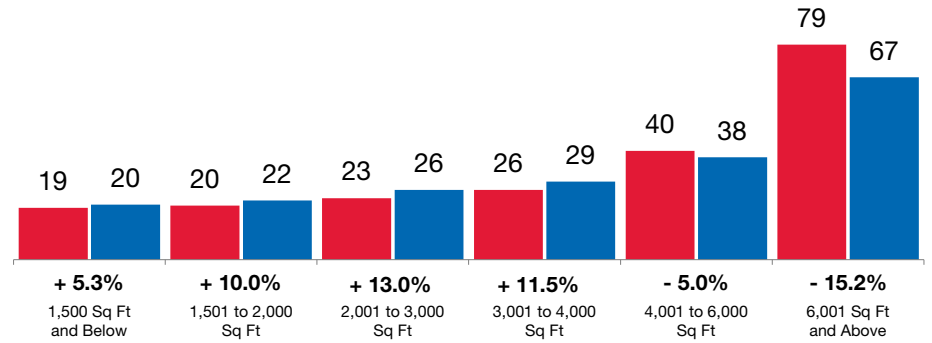
Days on Market Until Sale

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 ■ 11-2021 ■ 11-2022



By Square Feet ■ 11-2021 ■ 11-2022



All Properties

By Price Range	11-2021	11-2022	Change
\$250,000 and Below	42	40	- 4.8%
\$250,001 to \$500,000	21	23	+ 9.5%
\$500,001 to \$750,000	19	22	+ 15.8%
\$750,001 to \$1,000,000	19	21	+ 10.5%
\$1,000,001 to \$1,250,000	21	22	+ 4.8%
\$1,250,001 to \$2,000,000	24	23	- 4.2%
\$2,000,001 to \$5,000,000	39	29	- 25.6%
\$5,000,001 and Above	88	63	- 28.4%
All Price Ranges	21	23	+ 9.5%

Single-Family Homes

11-2021	11-2022	Change	11-2021	11-2022	Change
59	58	- 1.7%	37	32	- 13.5%
32	35	+ 9.4%	19	21	+ 10.5%
19	24	+ 26.3%	18	19	+ 5.6%
18	22	+ 22.2%	22	20	- 9.1%
18	22	+ 22.2%	31	20	- 35.5%
21	22	+ 4.8%	40	27	- 32.5%
36	27	- 25.0%	63	39	- 38.1%
88	64	- 27.3%	39	23	- 41.0%
21	24	+ 14.3%	22	21	- 4.5%

Condos - Townhomes

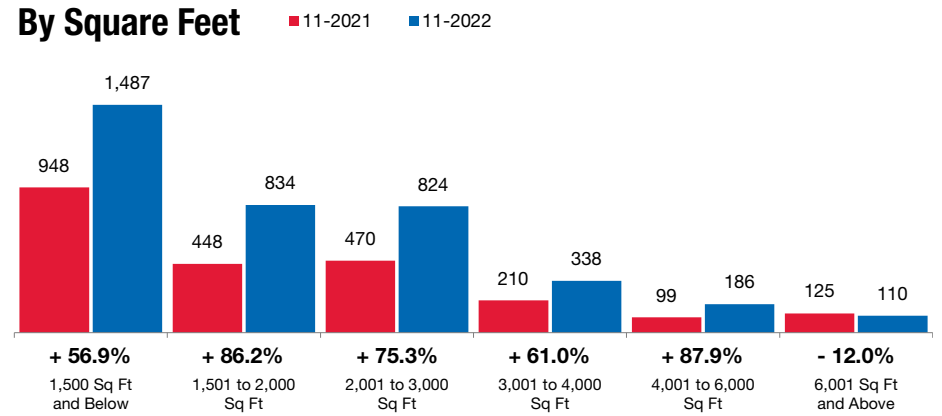
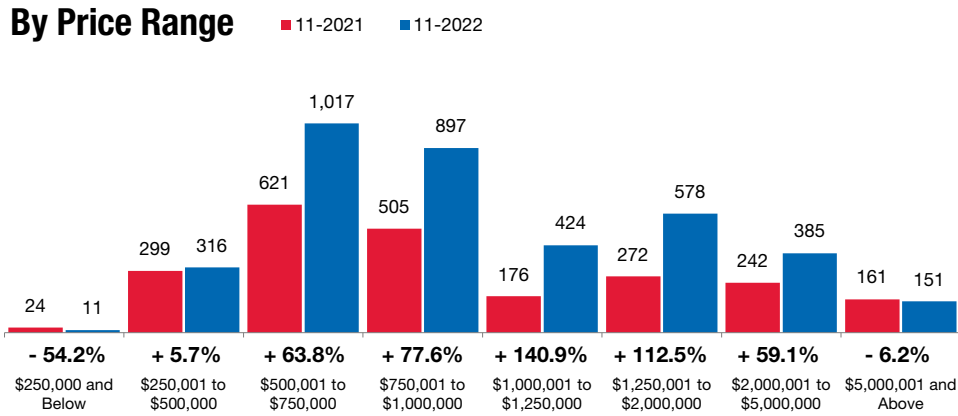
By Square Feet	11-2021	11-2022	Change
1,500 Sq Ft and Below	19	20	+ 5.3%
1,501 to 2,000 Sq Ft	20	22	+ 10.0%
2,001 to 3,000 Sq Ft	23	26	+ 13.0%
3,001 to 4,000 Sq Ft	26	29	+ 11.5%
4,001 to 6,000 Sq Ft	40	38	- 5.0%
6,001 Sq Ft and Above	79	67	- 15.2%
All Square Footage	21	23	+ 9.5%

11-2021	11-2022	Change	11-2021	11-2022	Change
18	21	+ 16.7%	20	20	0.0%
18	21	+ 16.7%	24	23	- 4.2%
21	25	+ 19.0%	43	30	- 30.2%
25	28	+ 12.0%	51	72	+ 41.2%
40	37	- 7.5%	51	47	- 7.8%
79	67	- 15.2%	55	--	--
21	24	+ 14.3%	22	21	- 4.5%



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	11-2021	11-2022	Change
\$250,000 and Below	24	11	- 54.2%
\$250,001 to \$500,000	299	316	+ 5.7%
\$500,001 to \$750,000	621	1,017	+ 63.8%
\$750,001 to \$1,000,000	505	897	+ 77.6%
\$1,000,001 to \$1,250,000	176	424	+ 140.9%
\$1,250,001 to \$2,000,000	272	578	+ 112.5%
\$2,000,001 to \$5,000,000	242	385	+ 59.1%
\$5,000,001 and Above	161	151	- 6.2%
All Price Ranges	2,300	3,779	+ 64.3%

Single-Family Homes

11-2021	11-2022	Change	11-2021	11-2022	Change
10	7	- 30.0%	14	4	- 71.4%
65	60	- 7.7%	234	256	+ 9.4%
413	528	+ 27.8%	208	489	+ 135.1%
422	700	+ 65.9%	83	197	+ 137.3%
147	348	+ 136.7%	29	76	+ 162.1%
223	485	+ 117.5%	49	93	+ 89.8%
180	328	+ 82.2%	62	57	- 8.1%
157	142	- 9.6%	4	9	+ 125.0%
1,617	2,598	+ 60.7%	683	1,181	+ 72.9%

Condos - Townhomes

By Square Feet	11-2021	11-2022	Change
1,500 Sq Ft and Below	948	1,487	+ 56.9%
1,501 to 2,000 Sq Ft	448	834	+ 86.2%
2,001 to 3,000 Sq Ft	470	824	+ 75.3%
3,001 to 4,000 Sq Ft	210	338	+ 61.0%
4,001 to 6,000 Sq Ft	99	186	+ 87.9%
6,001 Sq Ft and Above	125	110	- 12.0%
All Square Footage	2,300	3,779	+ 64.3%

11-2021	11-2022	Change	11-2021	11-2022	Change
463	647	+ 39.7%	485	840	+ 73.2%
328	602	+ 83.5%	120	232	+ 93.3%
415	736	+ 77.3%	55	88	+ 60.0%
191	327	+ 71.2%	19	11	- 42.1%
97	176	+ 81.4%	2	10	+ 400.0%
123	110	- 10.6%	2	0	- 100.0%
1,617	2,598	+ 60.7%	683	1,181	+ 72.9%

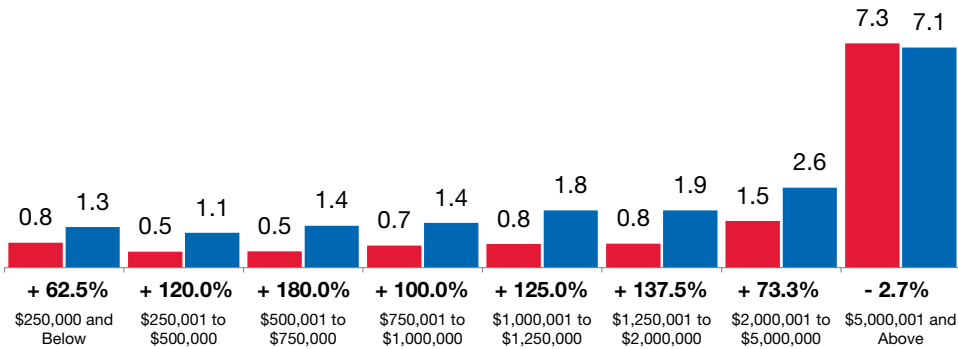


Months Supply of Inventory

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.

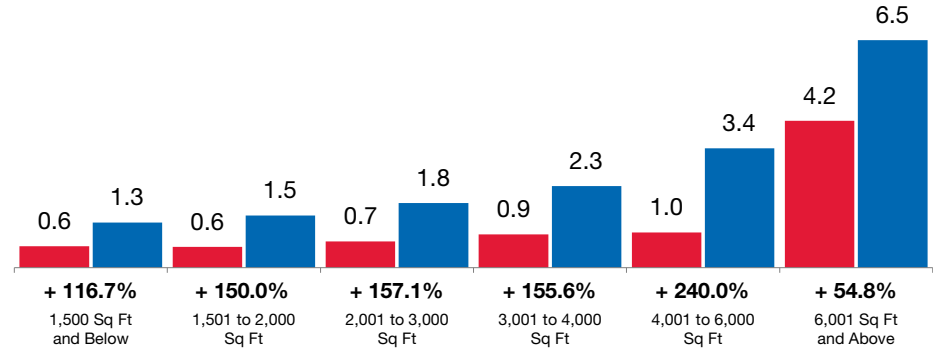
By Price Range

■ 11-2021 ■ 11-2022



By Square Feet

■ 11-2021 ■ 11-2022



All Properties

By Price Range	11-2021	11-2022	Change
\$250,000 and Below	0.8	1.3	+ 62.5%
\$250,001 to \$500,000	0.5	1.1	+ 120.0%
\$500,001 to \$750,000	0.5	1.4	+ 180.0%
\$750,001 to \$1,000,000	0.7	1.4	+ 100.0%
\$1,000,001 to \$1,250,000	0.8	1.8	+ 125.0%
\$1,250,001 to \$2,000,000	0.8	1.9	+ 137.5%
\$2,000,001 to \$5,000,000	1.5	2.6	+ 73.3%
\$5,000,001 and Above	7.3	7.1	- 2.7%
All Price Ranges	0.7	1.6	+ 128.6%

Single-Family Homes

11-2021	11-2022	Change
1.6	2.3	+ 43.8%
0.9	1.7	+ 88.9%
0.5	1.3	+ 160.0%
0.7	1.4	+ 100.0%
0.8	1.8	+ 125.0%
0.7	1.8	+ 157.1%
1.3	2.5	+ 92.3%
7.2	6.8	- 5.6%
0.8	1.7	+ 112.5%

Condos - Townhomes

11-2021	11-2022	Change
0.6	0.7	+ 16.7%
0.5	1.0	+ 100.0%
0.5	1.4	+ 180.0%
0.6	1.5	+ 150.0%
0.8	1.8	+ 125.0%
1.0	1.9	+ 90.0%
3.2	2.9	- 9.4%
4.0	9.0	+ 125.0%
0.6	1.4	+ 133.3%

By Square Feet

11-2021	11-2022	Change
0.6	1.3	+ 116.7%
0.6	1.5	+ 150.0%
0.7	1.8	+ 157.1%
0.9	2.3	+ 155.6%
1.0	3.4	+ 240.0%
4.2	6.5	+ 54.8%
0.7	1.6	+ 128.6%

11-2021	11-2022	Change
0.7	1.3	+ 85.7%
0.6	1.4	+ 133.3%
0.7	1.8	+ 157.1%
0.9	2.3	+ 155.6%
1.0	3.3	+ 230.0%
4.1	6.5	+ 58.5%
0.8	1.7	+ 112.5%

11-2021	11-2022	Change
0.5	1.3	+ 160.0%
0.6	1.6	+ 166.7%
1.1	2.5	+ 127.3%
3.9	3.1	- 20.5%
1.2	5.6	+ 366.7%
2.0	--	--
0.6	1.4	+ 133.3%

