

Housing Supply Overview

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

December 2022

In an effort to attract buyers amid slowing traffic and declining home sales, U.S. homebuilders have been increasingly reducing prices and offering sales incentives this year. According to the National Association of Home Builders, 36% of single-family homebuilders reported cutting prices as of last measure, with an average price reduction of 6%. Meanwhile, 59% of builders reported offering sales incentives, including price discounts, paying closing costs or fees, and offering free upgrades or price discounts, among others. For the 12-month period spanning January 2022 through December 2022, Pending Sales in the San Diego were down 29.0 percent overall. The price range with the smallest decline in sales was the \$5,000,001 and Above range.

The overall Median Sales Price was up 10.8 percent to \$820,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 14.5 percent to \$625,000. The price range that tended to sell the quickest was the \$1,000,001 to \$1,250,000 range at 22 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 53.2 percent. The property type with the largest gain was the Condos - Townhomes segment, where they increased 63.9 percent. That amounts to 1.3 months supply for Single-Family homes and 1.1 months supply for Condos.

Quick Facts

- 2.3%

- 26.9%

- 28.3%

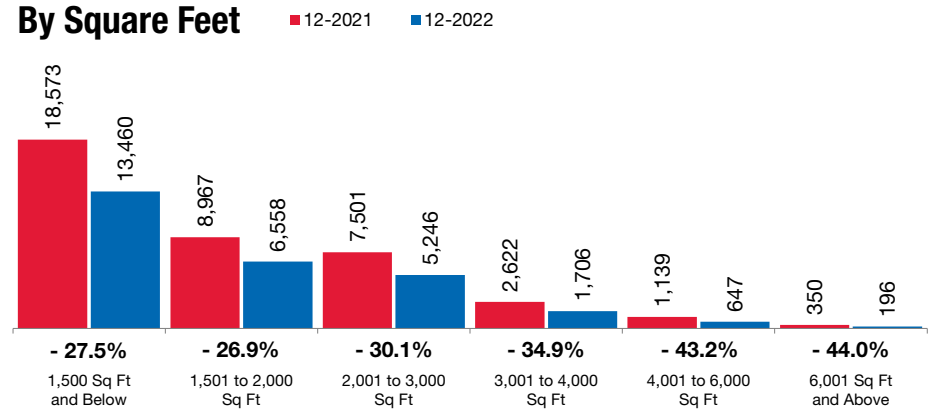
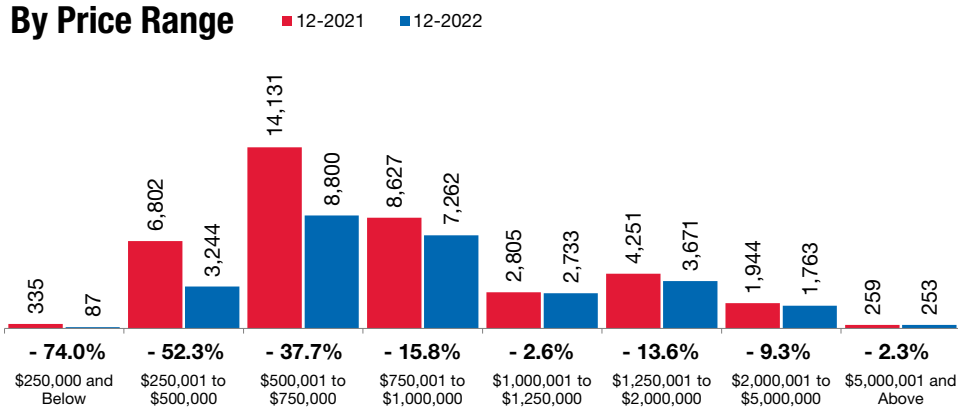
Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$5,000,001 and Above	1,501 to 2,000 Sq Ft	Single-Family Homes

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.



All Properties			
By Price Range	12-2021	12-2022	Change
\$250,000 and Below	335	87	-74.0%
\$250,001 to \$500,000	6,802	3,244	-52.3%
\$500,001 to \$750,000	14,131	8,800	-37.7%
\$750,001 to \$1,000,000	8,627	7,262	-15.8%
\$1,000,001 to \$1,250,000	2,805	2,733	-2.6%
\$1,250,001 to \$2,000,000	4,251	3,671	-13.6%
\$2,000,001 to \$5,000,000	1,944	1,763	-9.3%
\$5,000,001 and Above	259	253	-2.3%
All Price Ranges	39,154	27,813	-29.0%

Single-Family Homes			Condos - Townhomes		
12-2021	12-2022	Change	12-2021	12-2022	Change
74	25	-66.2%	261	62	-76.2%
810	407	-49.8%	5,992	2,837	-52.7%
9,019	4,580	-49.2%	5,112	4,220	-17.4%
7,075	5,731	-19.0%	1,552	1,531	-1.4%
2,342	2,232	-4.7%	463	501	+8.2%
3,641	3,109	-14.6%	610	562	-7.9%
1,702	1,533	-9.9%	242	230	-5.0%
255	250	-2.0%	4	3	-25.0%
24,918	17,867	-28.3%	14,236	9,946	-30.1%

All Properties			
By Square Feet	12-2021	12-2022	Change
1,500 Sq Ft and Below	18,573	13,460	-27.5%
1,501 to 2,000 Sq Ft	8,967	6,558	-26.9%
2,001 to 3,000 Sq Ft	7,501	5,246	-30.1%
3,001 to 4,000 Sq Ft	2,622	1,706	-34.9%
4,001 to 6,000 Sq Ft	1,139	647	-43.2%
6,001 Sq Ft and Above	350	196	-44.0%
All Square Footage	39,154	27,813	-29.0%

Single-Family Homes			Condos - Townhomes		
12-2021	12-2022	Change	12-2021	12-2022	Change
7,439	5,645	-24.1%	11,134	7,815	-29.8%
6,544	4,898	-25.2%	2,423	1,660	-31.5%
6,893	4,823	-30.0%	608	423	-30.4%
2,563	1,668	-34.9%	59	38	-35.6%
1,128	637	-43.5%	11	10	-9.1%
350	196	-44.0%	0	0	0.0%
24,918	17,867	-28.3%	14,236	9,946	-30.1%

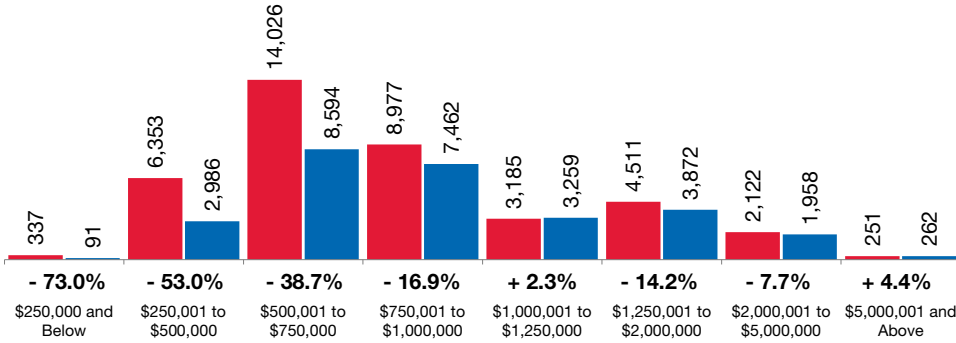


Closed Sales

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

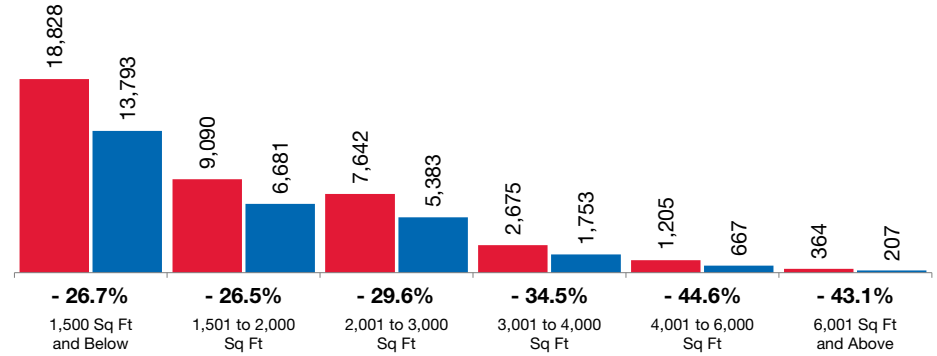
By Price Range

■ 12-2021 ■ 12-2022



By Square Feet

■ 12-2021 ■ 12-2022



All Properties

By Price Range	12-2021	12-2022	Change
\$250,000 and Below	337	91	-73.0%
\$250,001 to \$500,000	6,353	2,986	-53.0%
\$500,001 to \$750,000	14,026	8,594	-38.7%
\$750,001 to \$1,000,000	8,977	7,462	-16.9%
\$1,000,001 to \$1,250,000	3,185	3,259	+2.3%
\$1,250,001 to \$2,000,000	4,511	3,872	-14.2%
\$2,000,001 to \$5,000,000	2,122	1,958	-7.7%
\$5,000,001 and Above	251	262	+4.4%
All Price Ranges	39,762	28,484	-28.4%

Single-Family Homes

12-2021	12-2022	Change	12-2021	12-2022	Change
79	30	-62.0%	258	61	-76.4%
696	376	-46.0%	5,657	2,610	-53.9%
8,538	4,225	-50.5%	5,488	4,369	-20.4%
7,274	5,798	-20.3%	1,703	1,664	-2.3%
2,632	2,660	+1.1%	553	599	+8.3%
3,894	3,265	-16.2%	617	607	-1.6%
1,892	1,706	-9.8%	230	252	+9.6%
247	257	+4.0%	4	5	+25.0%
25,252	18,317	-27.5%	14,510	10,167	-29.9%

Condos - Townhomes

By Square Feet	12-2021	12-2022	Change
1,500 Sq Ft and Below	18,828	13,793	-26.7%
1,501 to 2,000 Sq Ft	9,090	6,681	-26.5%
2,001 to 3,000 Sq Ft	7,642	5,383	-29.6%
3,001 to 4,000 Sq Ft	2,675	1,753	-34.5%
4,001 to 6,000 Sq Ft	1,205	667	-44.6%
6,001 Sq Ft and Above	364	207	-43.1%
All Square Footage	39,762	28,484	-28.4%

12-2021	12-2022	Change	12-2021	12-2022	Change
7,530	5,781	-23.2%	11,298	8,012	-29.1%
6,578	4,996	-24.0%	2,512	1,685	-32.9%
6,970	4,963	-28.8%	628	420	-33.1%
2,618	1,712	-34.6%	57	41	-28.1%
1,192	658	-44.8%	13	9	-30.8%
363	207	-43.0%	1	0	-100.0%
25,252	18,317	-27.5%	14,510	10,167	-29.9%

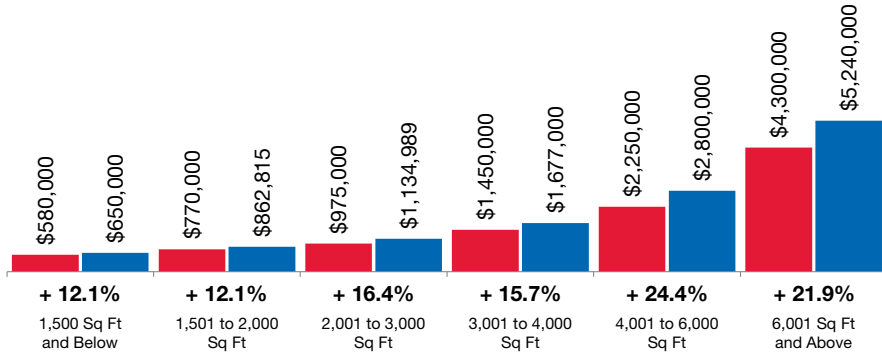


Median Sales Price

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.**

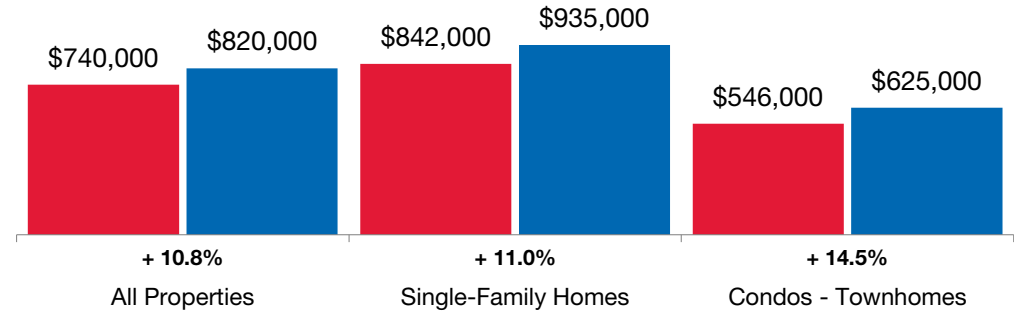
By Square Feet

■ 12-2021 ■ 12-2022



By Property Type

■ 12-2021 ■ 12-2022

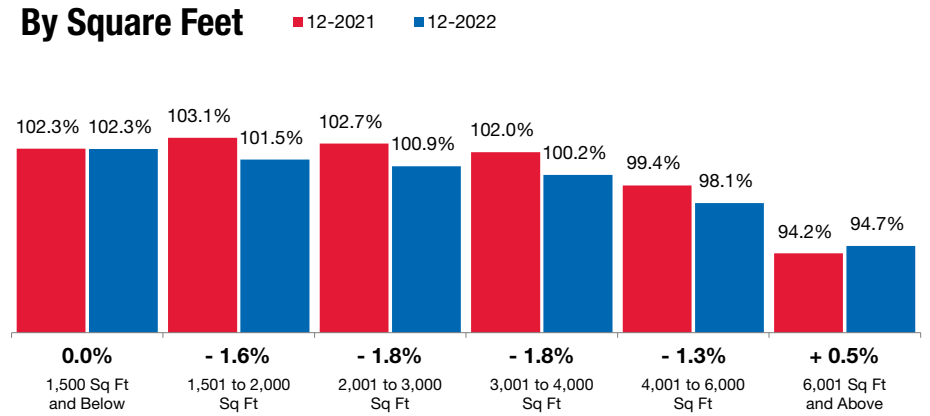
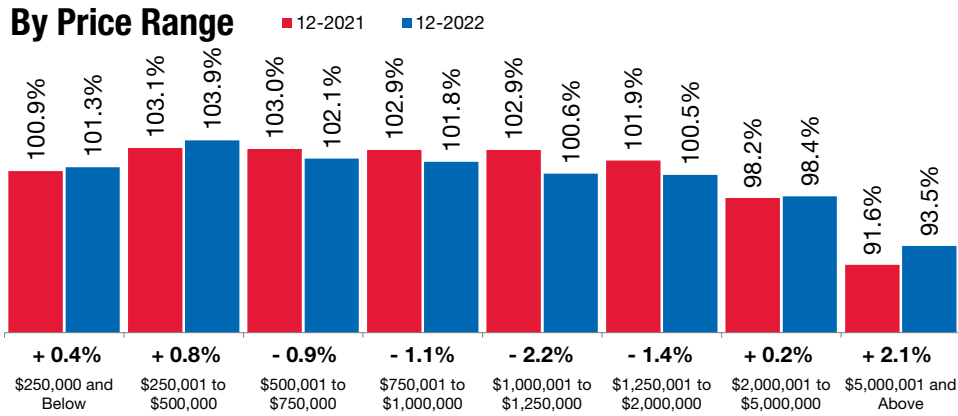


By Square Feet	All Properties		
	12-2021	12-2022	Change
1,500 Sq Ft and Below	\$580,000	\$650,000	+ 12.1%
1,501 to 2,000 Sq Ft	\$770,000	\$862,815	+ 12.1%
2,001 to 3,000 Sq Ft	\$975,000	\$1,134,989	+ 16.4%
3,001 to 4,000 Sq Ft	\$1,450,000	\$1,677,000	+ 15.7%
4,001 to 6,000 Sq Ft	\$2,250,000	\$2,800,000	+ 24.4%
6,001 Sq Ft and Above	\$4,300,000	\$5,240,000	+ 21.9%
All Square Footage	\$740,000	\$820,000	+ 10.8%

	Single-Family Homes			Condos - Townhomes		
	12-2021	12-2022	Change	12-2021	12-2022	Change
	\$660,000	\$737,750	+ 11.8%	\$499,000	\$573,000	+ 14.8%
	\$780,000	\$870,000	+ 11.5%	\$735,000	\$840,000	+ 14.3%
	\$960,000	\$1,120,000	+ 16.7%	\$1,195,000	\$1,417,500	+ 18.6%
	\$1,450,000	\$1,655,000	+ 14.1%	\$1,989,900	\$2,385,000	+ 19.9%
	\$2,247,000	\$2,800,000	+ 24.6%	\$3,000,000	\$2,640,000	- 12.0%
	\$4,300,000	\$5,240,000	+ 21.9%	\$2,025,000	--	0.0%
	\$842,000	\$935,000	+ 11.0%	\$546,000	\$625,000	+ 14.5%

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.**



All Properties

By Price Range	12-2021	12-2022	Change
\$250,000 and Below	100.9%	101.3%	+ 0.4%
\$250,001 to \$500,000	103.1%	103.9%	+ 0.8%
\$500,001 to \$750,000	103.0%	102.1%	- 0.9%
\$750,001 to \$1,000,000	102.9%	101.8%	- 1.1%
\$1,000,001 to \$1,250,000	102.9%	100.6%	- 2.2%
\$1,250,001 to \$2,000,000	101.9%	100.5%	- 1.4%
\$2,000,001 to \$5,000,000	98.2%	98.4%	+ 0.2%
\$5,000,001 and Above	91.6%	93.5%	+ 2.1%
All Price Ranges	102.6%	101.5%	- 1.1%

Single-Family Homes

12-2021	12-2022	Change	12-2021	12-2022	Change
98.4%	92.3%	- 6.2%	101.5%	104.2%	+ 2.7%
103.9%	102.9%	- 1.0%	103.0%	104.0%	+ 1.0%
103.4%	102.0%	- 1.4%	102.3%	102.2%	- 0.1%
103.2%	101.8%	- 1.4%	101.9%	101.6%	- 0.3%
103.6%	100.6%	- 2.9%	99.9%	100.8%	+ 0.9%
102.5%	100.7%	- 1.8%	98.2%	99.0%	+ 0.8%
98.5%	98.6%	+ 0.1%	96.0%	96.8%	+ 0.8%
91.8%	93.4%	+ 1.7%	85.2%	102.3%	+ 20.1%
102.8%	101.2%	- 1.6%	102.2%	102.3%	+ 0.1%

Condos - Townhomes

By Square Feet	12-2021	12-2022	Change
1,500 Sq Ft and Below	102.3%	102.3%	0.0%
1,501 to 2,000 Sq Ft	103.1%	101.5%	- 1.6%
2,001 to 3,000 Sq Ft	102.7%	100.9%	- 1.8%
3,001 to 4,000 Sq Ft	102.0%	100.2%	- 1.8%
4,001 to 6,000 Sq Ft	99.4%	98.1%	- 1.3%
6,001 Sq Ft and Above	94.2%	94.7%	+ 0.5%
All Square Footage	102.6%	101.5%	- 1.1%

12-2021	12-2022	Change	12-2021	12-2022	Change
103.1%	101.9%	- 1.2%	102.4%	102.6%	+ 0.2%
103.6%	101.5%	- 2.0%	102.0%	101.5%	- 0.5%
102.9%	101.0%	- 1.8%	100.3%	100.3%	0.0%
102.2%	100.3%	- 1.9%	95.7%	97.3%	+ 1.7%
99.5%	98.1%	- 1.4%	94.5%	95.2%	+ 0.7%
94.2%	94.7%	+ 0.5%	88.4%	--	--
102.8%	101.2%	- 1.6%	102.2%	102.3%	+ 0.1%

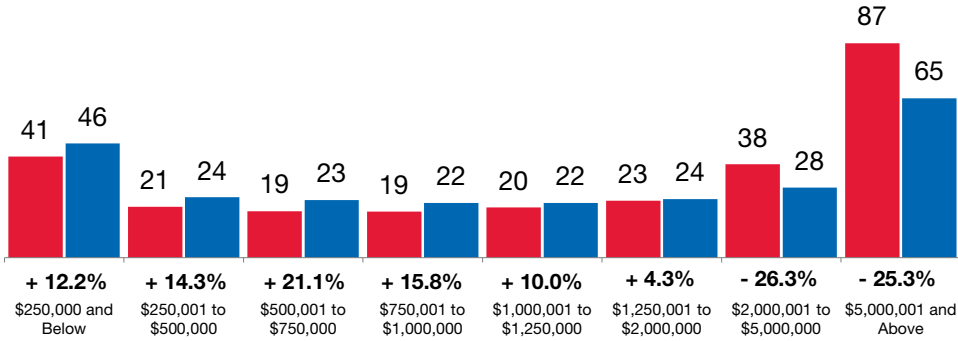


Days on Market Until Sale

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.

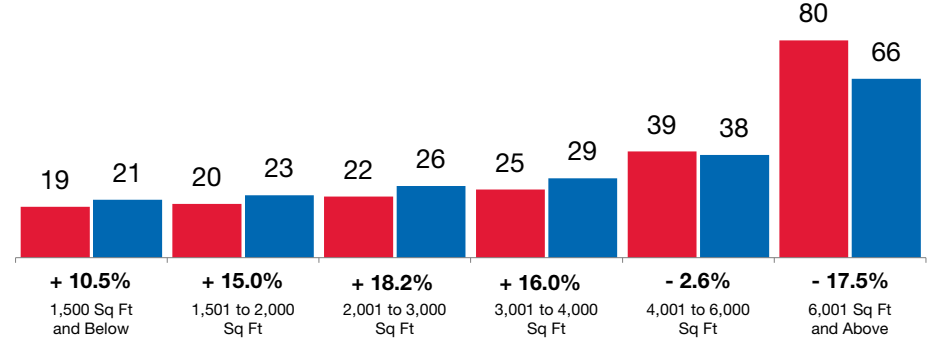
By Price Range

■ 12-2021 ■ 12-2022



By Square Feet

■ 12-2021 ■ 12-2022



All Properties

By Price Range	12-2021	12-2022	Change
\$250,000 and Below	41	46	+ 12.2%
\$250,001 to \$500,000	21	24	+ 14.3%
\$500,001 to \$750,000	19	23	+ 21.1%
\$750,001 to \$1,000,000	19	22	+ 15.8%
\$1,000,001 to \$1,250,000	20	22	+ 10.0%
\$1,250,001 to \$2,000,000	23	24	+ 4.3%
\$2,000,001 to \$5,000,000	38	28	- 26.3%
\$5,000,001 and Above	87	65	- 25.3%
All Price Ranges	21	24	+ 14.3%

Single-Family Homes

12-2021	12-2022	Change	12-2021	12-2022	Change
51	58	+ 13.7%	38	40	+ 5.3%
32	36	+ 12.5%	19	23	+ 21.1%
19	26	+ 36.8%	18	20	+ 11.1%
18	23	+ 27.8%	22	20	- 9.1%
19	22	+ 15.8%	28	20	- 28.6%
20	23	+ 15.0%	40	27	- 32.5%
35	27	- 22.9%	61	38	- 37.7%
88	65	- 26.1%	36	55	+ 52.8%
21	25	+ 19.0%	21	22	+ 4.8%

Condos - Townhomes

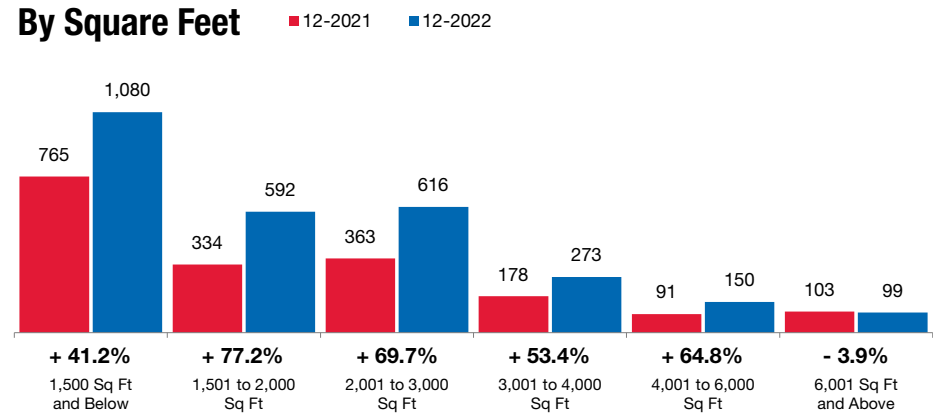
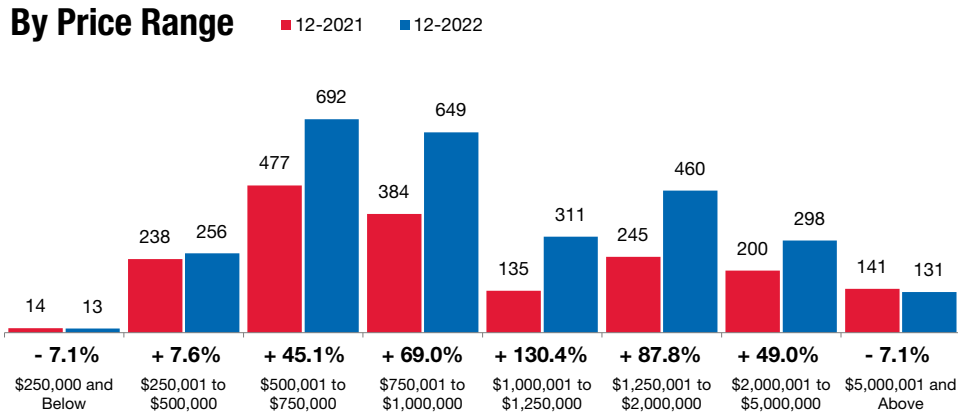
By Square Feet	12-2021	12-2022	Change
1,500 Sq Ft and Below	19	21	+ 10.5%
1,501 to 2,000 Sq Ft	20	23	+ 15.0%
2,001 to 3,000 Sq Ft	22	26	+ 18.2%
3,001 to 4,000 Sq Ft	25	29	+ 16.0%
4,001 to 6,000 Sq Ft	39	38	- 2.6%
6,001 Sq Ft and Above	80	66	- 17.5%
All Square Footage	21	24	+ 14.3%

12-2021	12-2022	Change	12-2021	12-2022	Change
18	22	+ 22.2%	19	21	+ 10.5%
18	23	+ 27.8%	24	24	0.0%
21	26	+ 23.8%	43	29	- 32.6%
24	28	+ 16.7%	55	67	+ 21.8%
39	38	- 2.6%	48	42	- 12.5%
80	66	- 17.5%	13	--	--
21	25	+ 19.0%	21	22	+ 4.8%



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	12-2021	12-2022	Change
\$250,000 and Below	14	13	- 7.1%
\$250,001 to \$500,000	238	256	+ 7.6%
\$500,001 to \$750,000	477	692	+ 45.1%
\$750,001 to \$1,000,000	384	649	+ 69.0%
\$1,000,001 to \$1,250,000	135	311	+ 130.4%
\$1,250,001 to \$2,000,000	245	460	+ 87.8%
\$2,000,001 to \$5,000,000	200	298	+ 49.0%
\$5,000,001 and Above	141	131	- 7.1%
All Price Ranges	1,834	2,810	+ 53.2%

Single-Family Homes

12-2021	12-2022	Change	12-2021	12-2022	Change
6	8	+ 33.3%	8	5	- 37.5%
51	62	+ 21.6%	187	194	+ 3.7%
306	337	+ 10.1%	171	355	+ 107.6%
326	493	+ 51.2%	58	156	+ 169.0%
110	257	+ 133.6%	25	54	+ 116.0%
198	379	+ 91.4%	47	81	+ 72.3%
149	249	+ 67.1%	51	49	- 3.9%
139	125	- 10.1%	2	6	+ 200.0%
1,285	1,910	+ 48.6%	549	900	+ 63.9%

Condos - Townhomes

By Square Feet	12-2021	12-2022	Change
1,500 Sq Ft and Below	765	1,080	+ 41.2%
1,501 to 2,000 Sq Ft	334	592	+ 77.2%
2,001 to 3,000 Sq Ft	363	616	+ 69.7%
3,001 to 4,000 Sq Ft	178	273	+ 53.4%
4,001 to 6,000 Sq Ft	91	150	+ 64.8%
6,001 Sq Ft and Above	103	99	- 3.9%
All Square Footage	1,834	2,810	+ 53.2%

12-2021	12-2022	Change	12-2021	12-2022	Change
368	442	+ 20.1%	397	638	+ 60.7%
254	415	+ 63.4%	80	177	+ 121.3%
314	549	+ 74.8%	49	67	+ 36.7%
159	265	+ 66.7%	19	8	- 57.9%
88	141	+ 60.2%	3	9	+ 200.0%
102	98	- 3.9%	1	1	0.0%
1,285	1,910	+ 48.6%	549	900	+ 63.9%

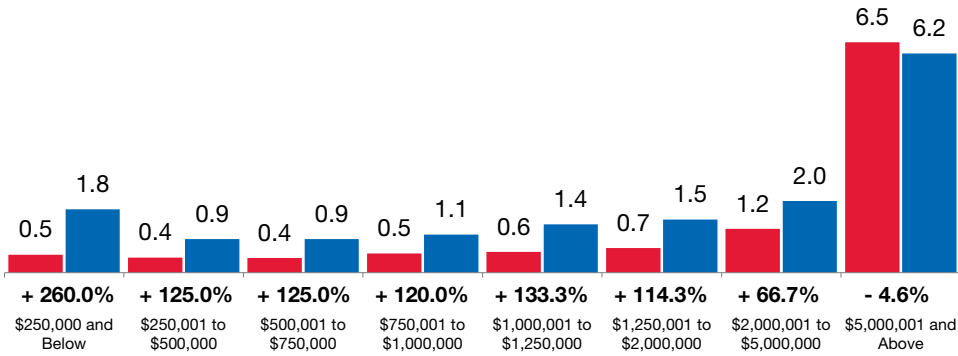


Months Supply of Inventory

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.

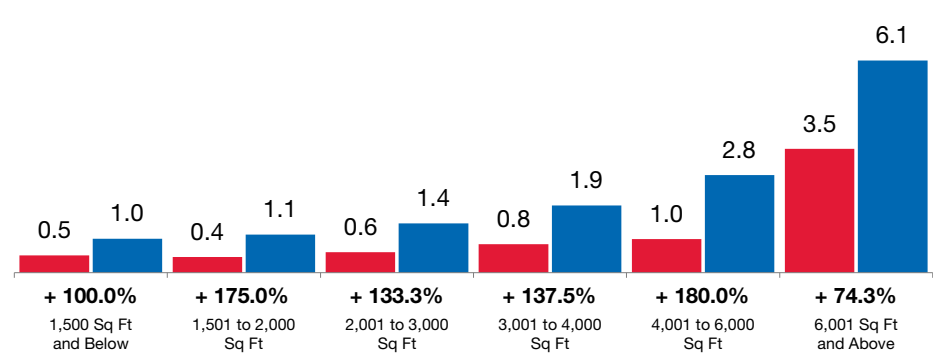
By Price Range

■ 12-2021 ■ 12-2022



By Square Feet

■ 12-2021 ■ 12-2022



All Properties

By Price Range	12-2021	12-2022	Change
\$250,000 and Below	0.5	1.8	+ 260.0%
\$250,001 to \$500,000	0.4	0.9	+ 125.0%
\$500,001 to \$750,000	0.4	0.9	+ 125.0%
\$750,001 to \$1,000,000	0.5	1.1	+ 120.0%
\$1,000,001 to \$1,250,000	0.6	1.4	+ 133.3%
\$1,250,001 to \$2,000,000	0.7	1.5	+ 114.3%
\$2,000,001 to \$5,000,000	1.2	2.0	+ 66.7%
\$5,000,001 and Above	6.5	6.2	- 4.6%
All Price Ranges	0.6	1.2	+ 100.0%

Single-Family Homes

12-2021	12-2022	Change
1.0	2.9	+ 190.0%
0.8	1.8	+ 125.0%
0.4	0.9	+ 125.0%
0.6	1.0	+ 66.7%
0.6	1.4	+ 133.3%
0.7	1.5	+ 114.3%
1.1	1.9	+ 72.7%
6.5	6.0	- 7.7%
0.6	1.3	+ 116.7%

Condos - Townhomes

12-2021	12-2022	Change
0.4	1.0	+ 150.0%
0.4	0.8	+ 100.0%
0.4	1.0	+ 150.0%
0.4	1.2	+ 200.0%
0.6	1.3	+ 116.7%
0.9	1.7	+ 88.9%
2.5	2.6	+ 4.0%
2.0	6.0	+ 200.0%
0.5	1.1	+ 120.0%

By Square Feet

12-2021	12-2022	Change
0.5	1.0	+ 100.0%
0.4	1.1	+ 175.0%
0.6	1.4	+ 133.3%
0.8	1.9	+ 137.5%
1.0	2.8	+ 180.0%
3.5	6.1	+ 74.3%
0.6	1.2	+ 100.0%

12-2021	12-2022	Change
0.6	0.9	+ 50.0%
0.5	1.0	+ 100.0%
0.5	1.4	+ 180.0%
0.7	1.9	+ 171.4%
0.9	2.7	+ 200.0%
3.5	6.0	+ 71.4%
0.6	1.3	+ 116.7%

12-2021	12-2022	Change
0.4	1.0	+ 150.0%
0.4	1.3	+ 225.0%
1.0	1.9	+ 90.0%
3.9	2.3	- 41.0%
1.6	5.4	+ 237.5%
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0.5	1.1	+ 120.0%

