

Housing Supply Overview

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

January 2023

For the first time in a year, homebuilder confidence has increased, rising 4 points to 35 in January, according to the National Association of Home Builders (NAHB) / Wells Fargo Housing Market Index (HMI). Elevated sales prices, coupled with a surge in mortgage rates, caused demand for new homes to plummet in 2022, with builder sentiment declining throughout the year. The recent rise in builder optimism may be due in part to new home sales, which increased 2.3% month-to-month as of last measure, according to the U.S. Census Bureau. For the 12-month period spanning February 2022 through January 2023, Pending Sales in the San Diego were down 29.7 percent overall. The price range with the smallest decline in sales was the \$1,000,001 to \$1,250,000 range, where they decreased 4.5%.

The overall Median Sales Price was up 9.5 percent to \$820,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 13.8 percent to \$626,000. The price range that tended to sell the quickest was the \$1,000,001 to \$1,250,000 range at 23 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 20.9 percent. The property type with the largest gain was the Condos - Townhomes segment, where they increased 36.2 percent. That amounts to 1.1 months supply for Single-Family homes and 1.1 months supply for Condos.

Quick Facts

- 4.5%

- 27.2%

- 28.9%

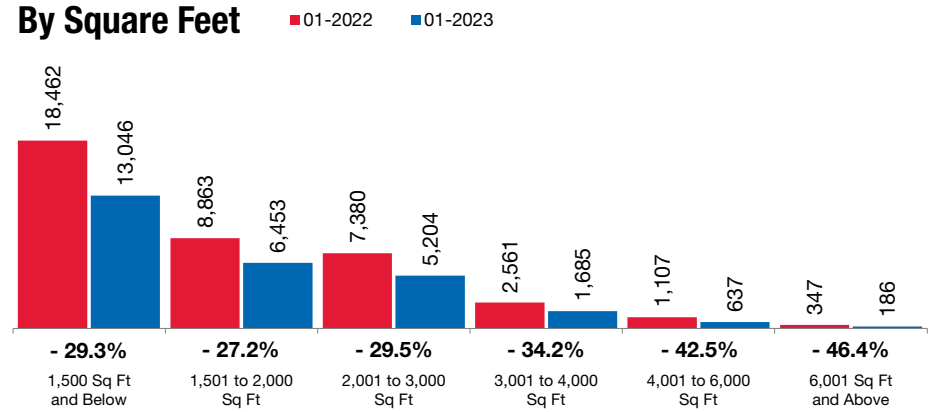
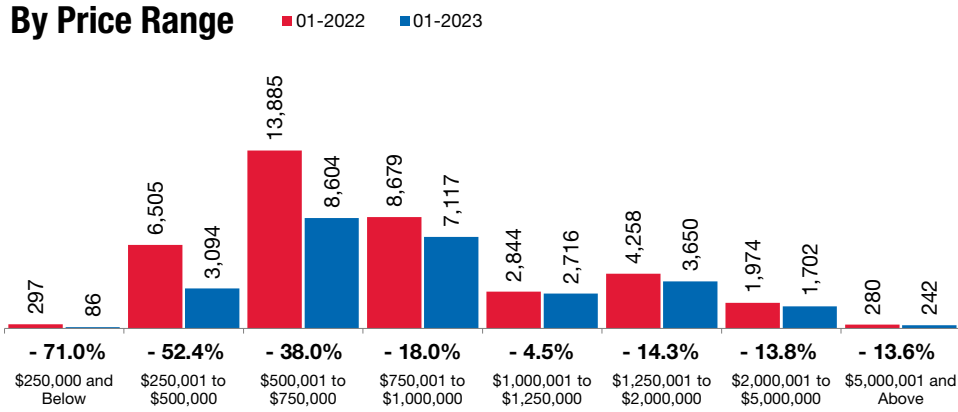
Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$1,000,001 to \$1,250,000	1,501 to 2,000 Sq Ft	Single-Family Homes

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.



All Properties

By Price Range	01-2022	01-2023	Change
\$250,000 and Below	297	86	-71.0%
\$250,001 to \$500,000	6,505	3,094	-52.4%
\$500,001 to \$750,000	13,885	8,604	-38.0%
\$750,001 to \$1,000,000	8,679	7,117	-18.0%
\$1,000,001 to \$1,250,000	2,844	2,716	-4.5%
\$1,250,001 to \$2,000,000	4,258	3,650	-14.3%
\$2,000,001 to \$5,000,000	1,974	1,702	-13.8%
\$5,000,001 and Above	280	242	-13.6%
All Price Ranges	38,722	27,211	-29.7%

Single-Family Homes

01-2022	01-2023	Change	01-2022	01-2023	Change
66	26	-60.6%	231	60	-74.0%
749	392	-47.7%	5,756	2,702	-53.1%
8,753	4,457	-49.1%	5,132	4,147	-19.2%
7,108	5,623	-20.9%	1,571	1,494	-4.9%
2,380	2,217	-6.8%	464	499	+7.5%
3,643	3,100	-14.9%	615	550	-10.6%
1,713	1,493	-12.8%	261	209	-19.9%
275	240	-12.7%	5	2	-60.0%
24,687	17,548	-28.9%	14,035	9,663	-31.2%

By Square Feet

01-2022	01-2023	Change
18,462	13,046	-29.3%
8,863	6,453	-27.2%
7,380	5,204	-29.5%
2,561	1,685	-34.2%
1,107	637	-42.5%
347	186	-46.4%
38,722	27,211	-29.7%

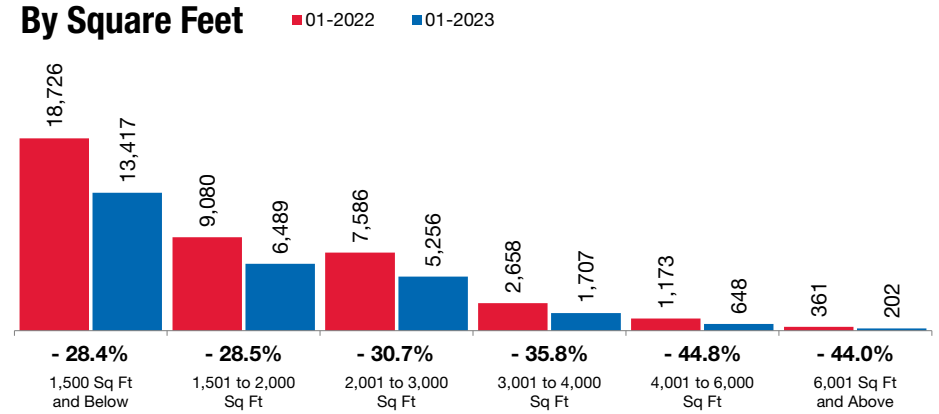
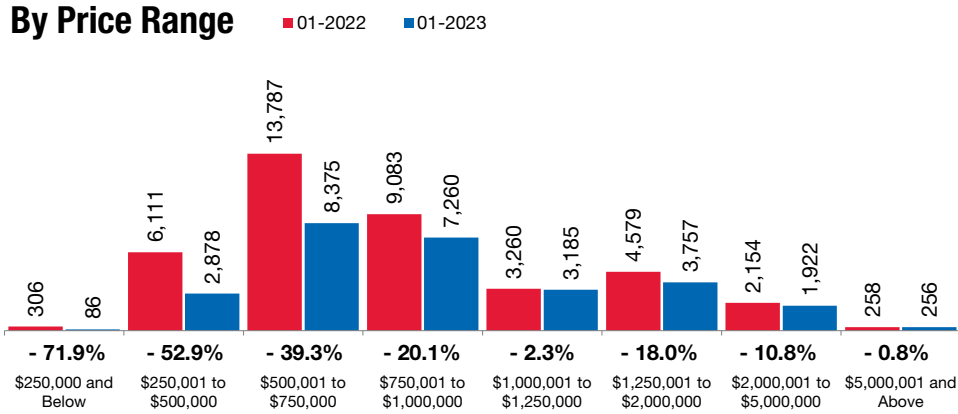
Condos - Townhomes

01-2022	01-2023	Change	01-2022	01-2023	Change
7,463	5,471	-26.7%	10,999	7,575	-31.1%
6,503	4,818	-25.9%	2,360	1,635	-30.7%
6,779	4,792	-29.3%	601	412	-31.4%
2,499	1,653	-33.9%	62	32	-48.4%
1,095	628	-42.6%	12	9	-25.0%
347	186	-46.4%	0	0	0.0%
24,687	17,548	-28.9%	14,035	9,663	-31.2%



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	01-2022	01-2023	Change
\$250,000 and Below	306	86	-71.9%
\$250,001 to \$500,000	6,111	2,878	-52.9%
\$500,001 to \$750,000	13,787	8,375	-39.3%
\$750,001 to \$1,000,000	9,083	7,260	-20.1%
\$1,000,001 to \$1,250,000	3,260	3,185	-2.3%
\$1,250,001 to \$2,000,000	4,579	3,757	-18.0%
\$2,000,001 to \$5,000,000	2,154	1,922	-10.8%
\$5,000,001 and Above	258	256	-0.8%
All Price Ranges	39,538	27,719	-29.9%

Single-Family Homes

01-2022	01-2023	Change	01-2022	01-2023	Change
71	34	-52.1%	235	52	-77.9%
641	367	-42.7%	5,470	2,511	-54.1%
8,255	4,115	-50.2%	5,532	4,260	-23.0%
7,359	5,642	-23.3%	1,724	1,618	-6.1%
2,701	2,582	-4.4%	559	603	+7.9%
3,953	3,162	-20.0%	626	595	-5.0%
1,909	1,680	-12.0%	245	242	-1.2%
253	253	0.0%	5	3	-40.0%
25,142	17,835	-29.1%	14,396	9,884	-31.3%

Condos - Townhomes

By Square Feet	01-2022	01-2023	Change
1,500 Sq Ft and Below	18,726	13,417	-28.4%
1,501 to 2,000 Sq Ft	9,080	6,489	-28.5%
2,001 to 3,000 Sq Ft	7,586	5,256	-30.7%
3,001 to 4,000 Sq Ft	2,658	1,707	-35.8%
4,001 to 6,000 Sq Ft	1,173	648	-44.8%
6,001 Sq Ft and Above	361	202	-44.0%
All Square Footage	39,538	27,719	-29.9%

01-2022	01-2023	Change	01-2022	01-2023	Change
7,503	5,630	-25.0%	11,223	7,787	-30.6%
6,596	4,862	-26.3%	2,484	1,627	-34.5%
6,924	4,832	-30.2%	614	424	-30.9%
2,596	1,670	-35.7%	62	37	-40.3%
1,162	639	-45.0%	11	9	-18.2%
360	202	-43.9%	1	0	-100.0%
25,142	17,835	-29.1%	14,396	9,884	-31.3%

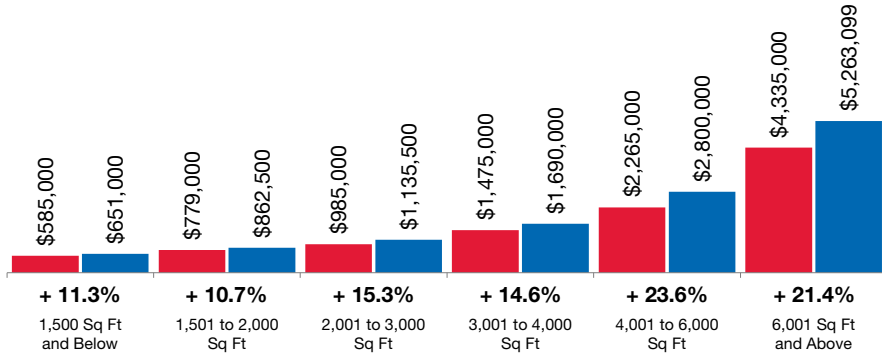


Median Sales Price

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.**

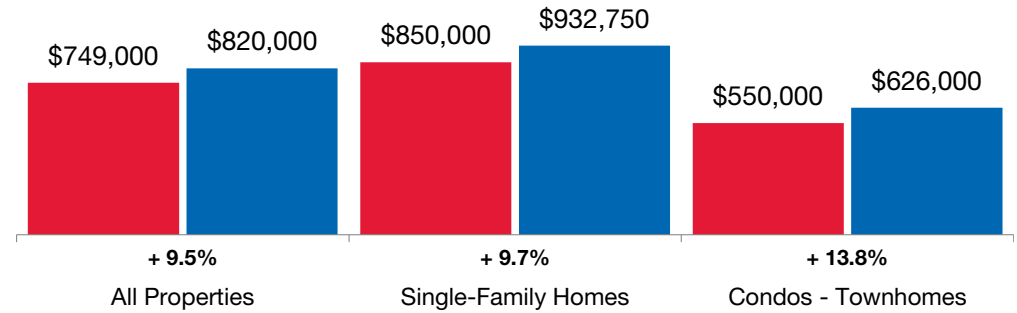
By Square Feet

■ 01-2022 ■ 01-2023



By Property Type

■ 01-2022 ■ 01-2023

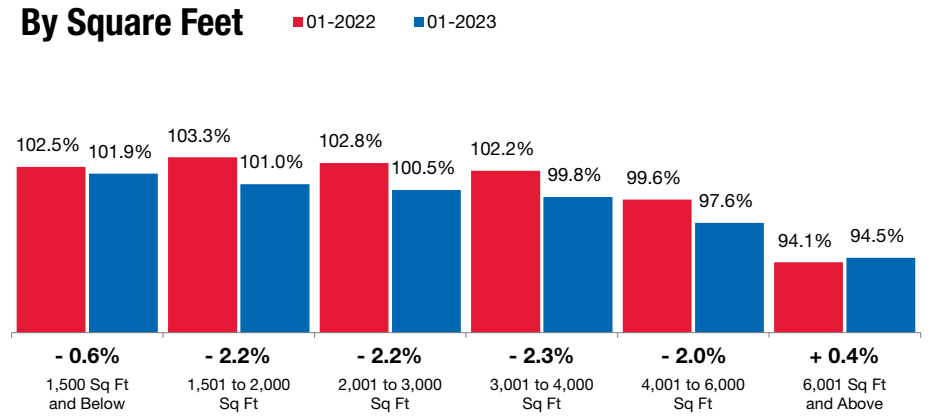
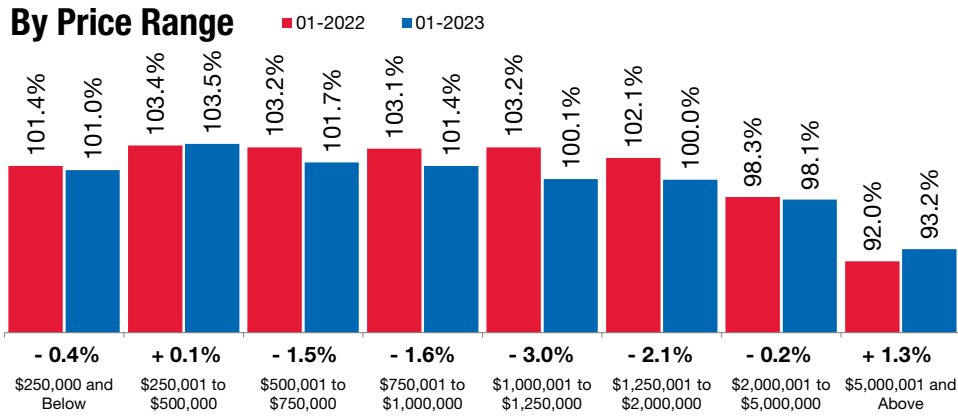


By Square Feet	All Properties		
	01-2022	01-2023	Change
1,500 Sq Ft and Below	\$585,000	\$651,000	+ 11.3%
1,501 to 2,000 Sq Ft	\$779,000	\$862,500	+ 10.7%
2,001 to 3,000 Sq Ft	\$985,000	\$1,135,500	+ 15.3%
3,001 to 4,000 Sq Ft	\$1,475,000	\$1,690,000	+ 14.6%
4,001 to 6,000 Sq Ft	\$2,265,000	\$2,800,000	+ 23.6%
6,001 Sq Ft and Above	\$4,335,000	\$5,263,099	+ 21.4%
All Square Footage	\$749,000	\$820,000	+ 9.5%

	Single-Family Homes			Condos - Townhomes		
	01-2022	01-2023	Change	01-2022	01-2023	Change
	\$670,000	\$738,000	+ 10.1%	\$500,000	\$575,000	+ 15.0%
	\$785,000	\$870,000	+ 10.8%	\$750,000	\$840,000	+ 12.0%
	\$975,000	\$1,121,125	+ 15.0%	\$1,230,000	\$1,382,500	+ 12.4%
	\$1,465,000	\$1,678,500	+ 14.6%	\$1,994,450	\$2,400,000	+ 20.3%
	\$2,252,500	\$2,800,000	+ 24.3%	\$3,000,000	\$2,640,000	- 12.0%
	\$4,342,500	\$5,263,099	+ 21.2%	\$2,025,000	--	0.0%
	\$850,000	\$932,750	+ 9.7%	\$550,000	\$626,000	+ 13.8%

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	01-2022	01-2023	Change
\$250,000 and Below	101.4%	101.0%	- 0.4%
\$250,001 to \$500,000	103.4%	103.5%	+ 0.1%
\$500,001 to \$750,000	103.2%	101.7%	- 1.5%
\$750,001 to \$1,000,000	103.1%	101.4%	- 1.6%
\$1,000,001 to \$1,250,000	103.2%	100.1%	- 3.0%
\$1,250,001 to \$2,000,000	102.1%	100.0%	- 2.1%
\$2,000,001 to \$5,000,000	98.3%	98.1%	- 0.2%
\$5,000,001 and Above	92.0%	93.2%	+ 1.3%
All Price Ranges	102.8%	101.1%	- 1.7%

Single-Family Homes

01-2022	01-2023	Change	01-2022	01-2023	Change
99.2%	92.5%	- 6.8%	101.9%	104.2%	+ 2.3%
104.2%	102.4%	- 1.7%	103.3%	103.7%	+ 0.4%
103.5%	101.7%	- 1.7%	102.6%	101.8%	- 0.8%
103.3%	101.4%	- 1.8%	102.1%	101.3%	- 0.8%
103.8%	100.0%	- 3.7%	100.3%	100.3%	0.0%
102.7%	100.3%	- 2.3%	98.6%	98.4%	- 0.2%
98.6%	98.2%	- 0.4%	96.1%	96.9%	+ 0.8%
92.1%	93.1%	+ 1.1%	89.2%	105.5%	+ 18.3%
102.9%	100.7%	- 2.1%	102.4%	101.9%	- 0.5%

Condos - Townhomes

By Square Feet	01-2022	01-2023	Change
1,500 Sq Ft and Below	102.5%	101.9%	- 0.6%
1,501 to 2,000 Sq Ft	103.3%	101.0%	- 2.2%
2,001 to 3,000 Sq Ft	102.8%	100.5%	- 2.2%
3,001 to 4,000 Sq Ft	102.2%	99.8%	- 2.3%
4,001 to 6,000 Sq Ft	99.6%	97.6%	- 2.0%
6,001 Sq Ft and Above	94.1%	94.5%	+ 0.4%
All Square Footage	102.8%	101.1%	- 1.7%

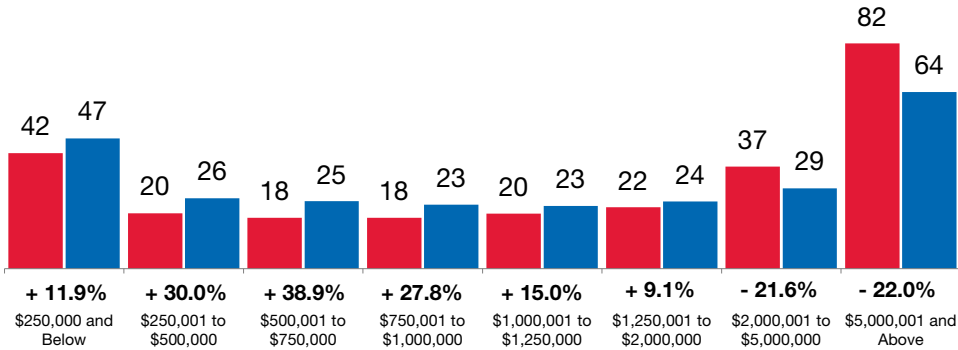
01-2022	01-2023	Change	01-2022	01-2023	Change
103.3%	101.5%	- 1.7%	102.6%	102.2%	- 0.4%
103.7%	101.0%	- 2.6%	102.2%	101.1%	- 1.1%
103.0%	100.5%	- 2.4%	100.5%	99.8%	- 0.7%
102.3%	99.9%	- 2.3%	95.7%	97.4%	+ 1.8%
99.7%	97.6%	- 2.1%	93.2%	95.2%	+ 2.1%
94.2%	94.5%	+ 0.3%	88.4%	--	--
102.9%	100.7%	- 2.1%	102.4%	101.9%	- 0.5%



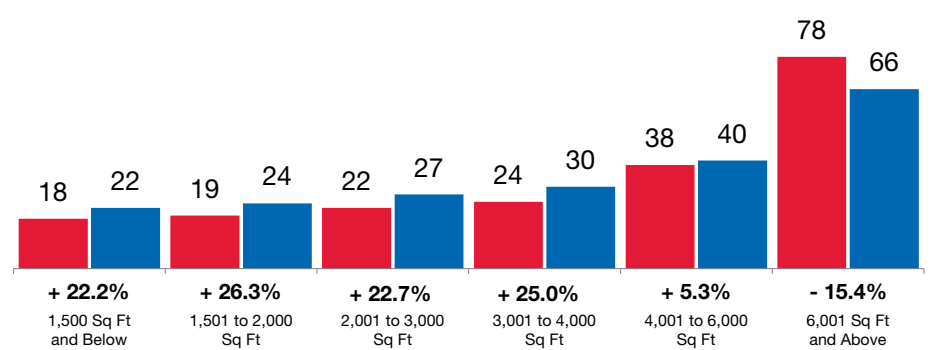
Days on Market Until Sale

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	01-2022	01-2023	Change
\$250,000 and Below	42	47	+ 11.9%
\$250,001 to \$500,000	20	26	+ 30.0%
\$500,001 to \$750,000	18	25	+ 38.9%
\$750,001 to \$1,000,000	18	23	+ 27.8%
\$1,000,001 to \$1,250,000	20	23	+ 15.0%
\$1,250,001 to \$2,000,000	22	24	+ 9.1%
\$2,000,001 to \$5,000,000	37	29	- 21.6%
\$5,000,001 and Above	82	64	- 22.0%
All Price Ranges	21	25	+ 19.0%

Single-Family Homes

01-2022	01-2023	Change	01-2022	01-2023	Change
50	55	+ 10.0%	40	42	+ 5.0%
34	37	+ 8.8%	19	24	+ 26.3%
19	27	+ 42.1%	17	22	+ 29.4%
18	24	+ 33.3%	21	21	0.0%
19	23	+ 21.1%	27	22	- 18.5%
20	24	+ 20.0%	38	28	- 26.3%
34	28	- 17.6%	60	39	- 35.0%
83	64	- 22.9%	36	72	+ 100.0%
21	26	+ 23.8%	21	23	+ 9.5%

Condos - Townhomes

01-2022	01-2023	Change	01-2022	01-2023	Change
18	22	+ 21.1%	19	22	+ 15.8%
18	24	+ 33.3%	23	25	+ 8.7%
21	27	+ 28.6%	42	31	- 26.2%
24	29	+ 20.8%	56	67	+ 19.6%
38	40	+ 5.3%	50	42	- 16.0%
78	66	- 15.4%	13	--	--
21	26	+ 23.8%	21	23	+ 9.5%

By Square Feet

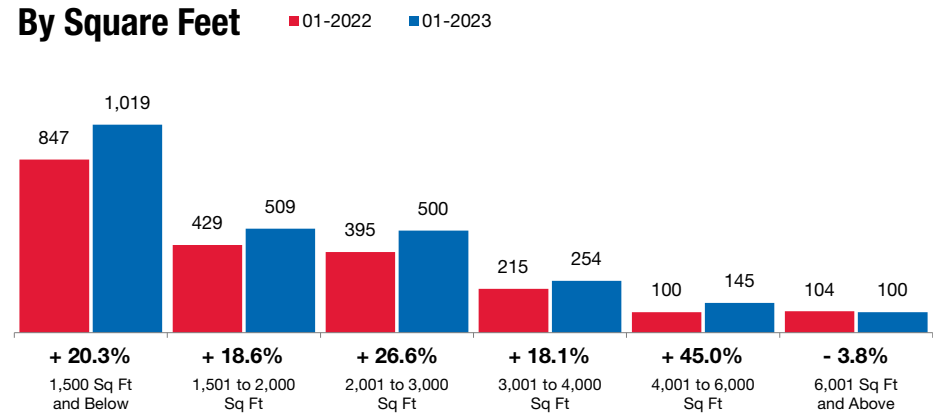
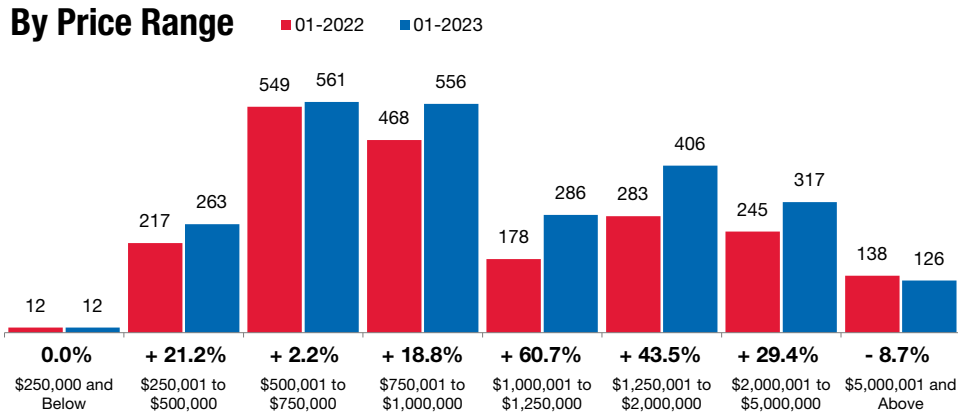
01-2022	01-2023	Change
18	22	+ 22.2%
19	24	+ 26.3%
22	27	+ 22.7%
24	30	+ 25.0%
38	40	+ 5.3%
78	66	- 15.4%
21	25	+ 19.0%

01-2022	01-2023	Change	01-2022	01-2023	Change
18	23	+ 27.8%	19	22	+ 15.8%
18	24	+ 33.3%	23	25	+ 8.7%
21	27	+ 28.6%	42	31	- 26.2%
24	29	+ 20.8%	56	67	+ 19.6%
38	40	+ 5.3%	50	42	- 16.0%
78	66	- 15.4%	13	--	--
21	26	+ 23.8%	21	23	+ 9.5%



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	01-2022	01-2023	Change
\$250,000 and Below	12	12	0.0%
\$250,001 to \$500,000	217	263	+ 21.2%
\$500,001 to \$750,000	549	561	+ 2.2%
\$750,001 to \$1,000,000	468	556	+ 18.8%
\$1,000,001 to \$1,250,000	178	286	+ 60.7%
\$1,250,001 to \$2,000,000	283	406	+ 43.5%
\$2,000,001 to \$5,000,000	245	317	+ 29.4%
\$5,000,001 and Above	138	126	- 8.7%
All Price Ranges	2,090	2,527	+ 20.9%

Single-Family Homes			Condos - Townhomes		
01-2022	01-2023	Change	01-2022	01-2023	Change
5	9	+ 80.0%	7	3	- 57.1%
38	58	+ 52.6%	179	205	+ 14.5%
318	263	- 17.3%	231	298	+ 29.0%
387	395	+ 2.1%	81	161	+ 98.8%
141	236	+ 67.4%	37	50	+ 35.1%
238	325	+ 36.6%	45	81	+ 80.0%
194	260	+ 34.0%	51	57	+ 11.8%
137	120	- 12.4%	1	6	+ 500.0%
1,458	1,666	+ 14.3%	632	861	+ 36.2%

All Properties			
By Square Feet	01-2022	01-2023	Change
1,500 Sq Ft and Below	847	1,019	+ 20.3%
1,501 to 2,000 Sq Ft	429	509	+ 18.6%
2,001 to 3,000 Sq Ft	395	500	+ 26.6%
3,001 to 4,000 Sq Ft	215	254	+ 18.1%
4,001 to 6,000 Sq Ft	100	145	+ 45.0%
6,001 Sq Ft and Above	104	100	- 3.8%
All Square Footage	2,090	2,527	+ 20.9%

Single-Family Homes			Condos - Townhomes		
01-2022	01-2023	Change	01-2022	01-2023	Change
387	409	+ 5.7%	460	610	+ 32.6%
324	343	+ 5.9%	105	166	+ 58.1%
344	434	+ 26.2%	51	66	+ 29.4%
202	244	+ 20.8%	13	10	- 23.1%
98	137	+ 39.8%	2	8	+ 300.0%
103	99	- 3.9%	1	1	0.0%
1,458	1,666	+ 14.3%	632	861	+ 36.2%

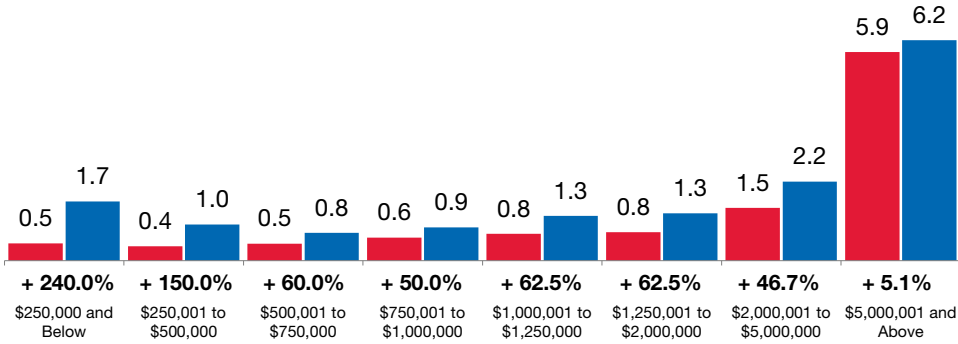


Months Supply of Inventory

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.

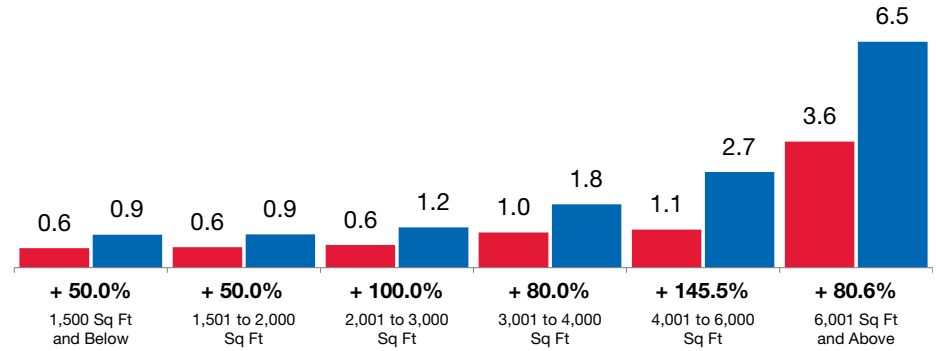
By Price Range

■ 01-2022 ■ 01-2023



By Square Feet

■ 01-2022 ■ 01-2023



All Properties

By Price Range	01-2022	01-2023	Change
\$250,000 and Below	0.5	1.7	+ 240.0%
\$250,001 to \$500,000	0.4	1.0	+ 150.0%
\$500,001 to \$750,000	0.5	0.8	+ 60.0%
\$750,001 to \$1,000,000	0.6	0.9	+ 50.0%
\$1,000,001 to \$1,250,000	0.8	1.3	+ 62.5%
\$1,250,001 to \$2,000,000	0.8	1.3	+ 62.5%
\$2,000,001 to \$5,000,000	1.5	2.2	+ 46.7%
\$5,000,001 and Above	5.9	6.2	+ 5.1%
All Price Ranges	0.6	1.1	+ 83.3%

Single-Family Homes

01-2022	01-2023	Change	01-2022	01-2023	Change
0.9	3.1	+ 244.4%	0.4	0.6	+ 50.0%
0.6	1.8	+ 200.0%	0.4	0.9	+ 125.0%
0.4	0.7	+ 75.0%	0.5	0.9	+ 80.0%
0.7	0.8	+ 14.3%	0.6	1.3	+ 116.7%
0.7	1.3	+ 85.7%	1.0	1.2	+ 20.0%
0.8	1.3	+ 62.5%	0.9	1.8	+ 100.0%
1.4	2.1	+ 50.0%	2.3	3.3	+ 43.5%
6.0	6.0	0.0%	1.0	6.0	+ 500.0%
0.7	1.1	+ 57.1%	0.5	1.1	+ 120.0%

Condos - Townhomes

By Square Feet	01-2022	01-2023	Change
1,500 Sq Ft and Below	0.6	0.9	+ 50.0%
1,501 to 2,000 Sq Ft	0.6	0.9	+ 50.0%
2,001 to 3,000 Sq Ft	0.6	1.2	+ 100.0%
3,001 to 4,000 Sq Ft	1.0	1.8	+ 80.0%
4,001 to 6,000 Sq Ft	1.1	2.7	+ 145.5%
6,001 Sq Ft and Above	3.6	6.5	+ 80.6%
All Square Footage	0.6	1.1	+ 83.3%

01-2022	01-2023	Change	01-2022	01-2023	Change
0.6	0.9	+ 50.0%	0.5	1.0	+ 100.0%
0.6	0.9	+ 50.0%	0.5	1.2	+ 140.0%
0.6	1.1	+ 83.3%	1.0	1.9	+ 90.0%
1.0	1.8	+ 80.0%	2.5	3.8	+ 52.0%
1.1	2.6	+ 136.4%	1.2	5.3	+ 341.7%
3.6	6.4	+ 77.8%	--	--	--
0.7	1.1	+ 57.1%	0.5	1.1	+ 120.0%

