

# Housing Supply Overview

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

## March 2023

According to the U.S. Census Bureau, national sales of new homes edged up 1.1% month-over-month as of last measure, thanks in part to builders' use of incentives and price discounts, with increases in housing starts and permits reported as well. Builder sentiment also continues to rise, as a limited supply of existing-home inventory has led to an uptick in new-home demand. According to the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), builder confidence increased for the third consecutive month in March, rising two points to 44 from the previous month, marking a six-month high. For the 12-month period spanning April 2022 through March 2023, Pending Sales in the San Diego were down 33.8 percent overall. The price range with the smallest decline in sales was the \$1,000,001 to \$1,250,000 range, where they decreased 15.1 percent.

The overall Median Sales Price was up 7.2 percent to \$820,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 9.6 percent to \$625,000. The price range that tended to sell the quickest was the \$1,000,001 to \$1,250,000 range at 26 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 66 days.

Market-wide, inventory levels were down 9.5 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 4.2 percent. That amounts to 1.1 months supply for Single-Family homes and 1.0 months supply for Condos.

## Quick Facts

- 15.1%

- 31.8%

- 33.6%

Price Range With  
Strongest Pending Sales:  
**\$1,000,001 to \$1,250,000**

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

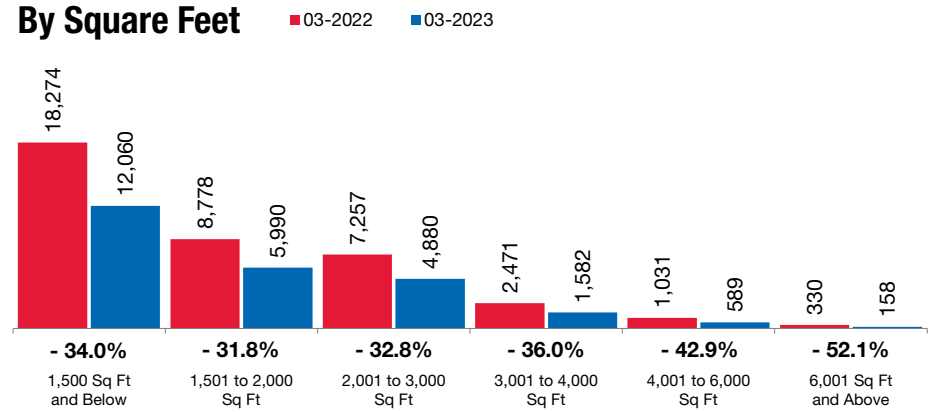
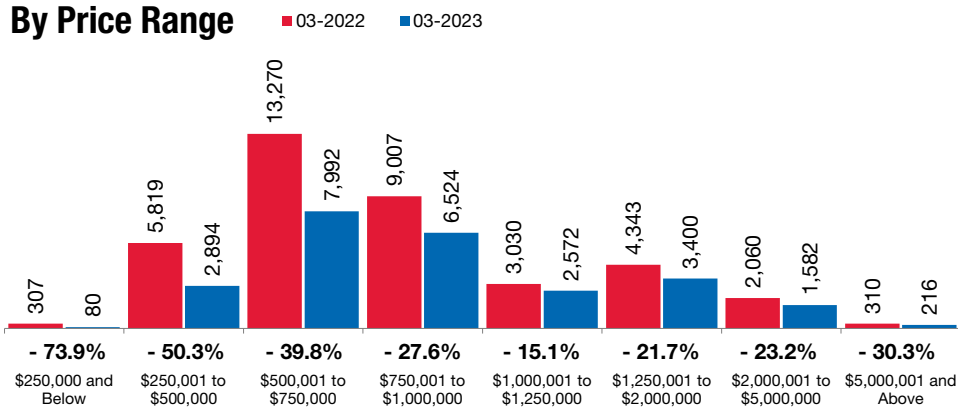
Property Type With  
Strongest Pending Sales:  
**Single-Family Homes**

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

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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	03-2022	03-2023	Change
\$250,000 and Below	307	80	-73.9%
\$250,001 to \$500,000	5,819	2,894	-50.3%
\$500,001 to \$750,000	13,270	7,992	-39.8%
\$750,001 to \$1,000,000	9,007	6,524	-27.6%
\$1,000,001 to \$1,250,000	3,030	2,572	-15.1%
\$1,250,001 to \$2,000,000	4,343	3,400	-21.7%
\$2,000,001 to \$5,000,000	2,060	1,582	-23.2%
\$5,000,001 and Above	310	216	-30.3%
<b>All Price Ranges</b>	<b>38,146</b>	<b>25,260</b>	<b>-33.8%</b>

## Single-Family Homes

03-2022	03-2023	Change	03-2022	03-2023	Change
56	26	-53.6%	251	54	-78.5%
636	381	-40.1%	5,183	2,513	-51.5%
8,038	4,124	-48.7%	5,232	3,868	-26.1%
7,340	5,115	-30.3%	1,667	1,409	-15.5%
2,533	2,103	-17.0%	497	469	-5.6%
3,732	2,858	-23.4%	611	542	-11.3%
1,783	1,391	-22.0%	277	191	-31.0%
304	215	-29.3%	6	1	-83.3%
<b>24,422</b>	<b>16,213</b>	<b>-33.6%</b>	<b>13,724</b>	<b>9,047</b>	<b>-34.1%</b>

## Condos - Townhomes

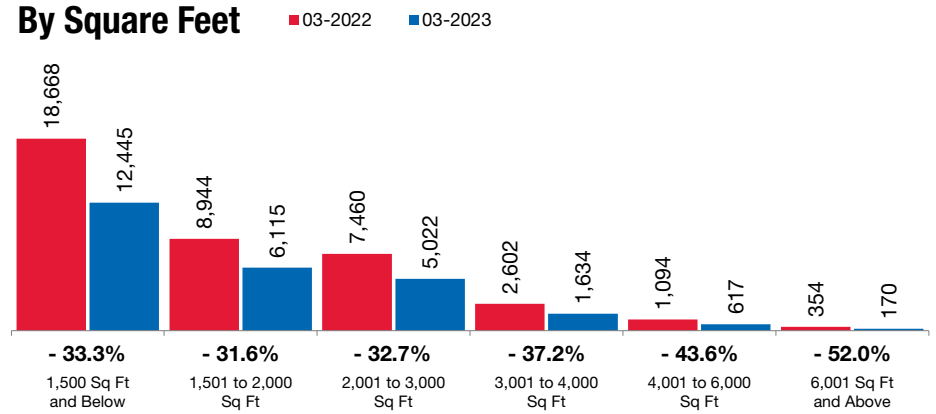
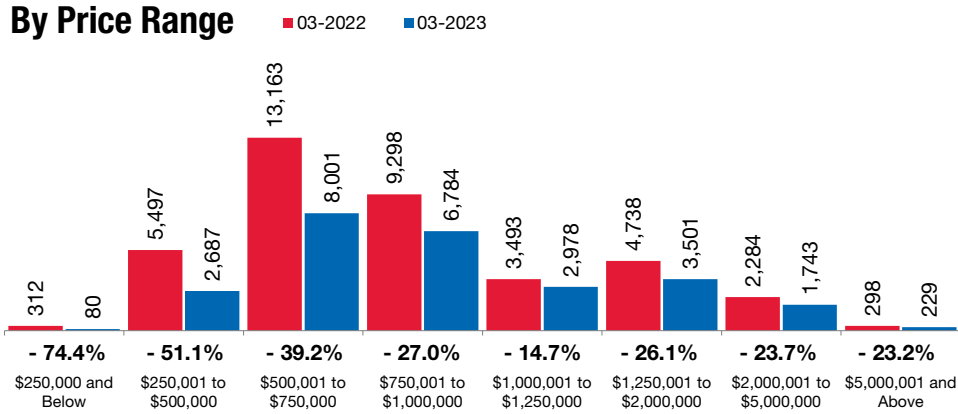
By Square Feet	03-2022	03-2023	Change
1,500 Sq Ft and Below	18,274	12,060	-34.0%
1,501 to 2,000 Sq Ft	8,778	5,990	-31.8%
2,001 to 3,000 Sq Ft	7,257	4,880	-32.8%
3,001 to 4,000 Sq Ft	2,471	1,582	-36.0%
4,001 to 6,000 Sq Ft	1,031	589	-42.9%
6,001 Sq Ft and Above	330	158	-52.1%
<b>All Square Footage</b>	<b>38,146</b>	<b>25,260</b>	<b>-33.8%</b>

03-2022	03-2023	Change	03-2022	03-2023	Change
7,512	5,034	-33.0%	10,762	7,026	-34.7%
6,472	4,413	-31.8%	2,306	1,577	-31.6%
6,678	4,475	-33.0%	579	405	-30.1%
2,409	1,553	-35.5%	62	29	-53.2%
1,020	579	-43.2%	11	10	-9.1%
330	158	-52.1%	0	0	0.0%
<b>24,422</b>	<b>16,213</b>	<b>-33.6%</b>	<b>13,724</b>	<b>9,047</b>	<b>-34.1%</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	03-2022	03-2023	Change
\$250,000 and Below	312	80	-74.4%
\$250,001 to \$500,000	5,497	2,687	-51.1%
\$500,001 to \$750,000	13,163	8,001	-39.2%
\$750,001 to \$1,000,000	9,298	6,784	-27.0%
\$1,000,001 to \$1,250,000	3,493	2,978	-14.7%
\$1,250,001 to \$2,000,000	4,738	3,501	-26.1%
\$2,000,001 to \$5,000,000	2,284	1,743	-23.7%
\$5,000,001 and Above	298	229	-23.2%
<b>All Price Ranges</b>	<b>39,083</b>	<b>26,003</b>	<b>-33.5%</b>

## Single-Family Homes

03-2022	03-2023	Change	03-2022	03-2023	Change
59	32	-45.8%	253	48	-81.0%
539	377	-30.1%	4,958	2,310	-53.4%
7,564	3,945	-47.8%	5,599	4,056	-27.6%
7,511	5,275	-29.8%	1,787	1,509	-15.6%
2,874	2,429	-15.5%	619	549	-11.3%
4,074	2,953	-27.5%	664	548	-17.5%
2,013	1,522	-24.4%	271	221	-18.5%
292	227	-22.3%	6	2	-66.7%
<b>24,926</b>	<b>16,760</b>	<b>-32.8%</b>	<b>14,157</b>	<b>9,243</b>	<b>-34.7%</b>

## Condos - Townhomes

By Square Feet	03-2022	03-2023	Change
1,500 Sq Ft and Below	18,668	12,445	-33.3%
1,501 to 2,000 Sq Ft	8,944	6,115	-31.6%
2,001 to 3,000 Sq Ft	7,460	5,022	-32.7%
3,001 to 4,000 Sq Ft	2,602	1,634	-37.2%
4,001 to 6,000 Sq Ft	1,094	617	-43.6%
6,001 Sq Ft and Above	354	170	-52.0%
<b>All Square Footage</b>	<b>39,083</b>	<b>26,003</b>	<b>-33.5%</b>

03-2022	03-2023	Change	03-2022	03-2023	Change
7,565	5,236	-30.8%	11,103	7,209	-35.1%
6,570	4,535	-31.0%	2,374	1,580	-33.4%
6,816	4,609	-32.4%	600	413	-31.2%
2,537	1,604	-36.8%	65	30	-53.8%
1,083	606	-44.0%	11	11	0.0%
354	170	-52.0%	0	0	0.0%
<b>24,926</b>	<b>16,760</b>	<b>-32.8%</b>	<b>14,157</b>	<b>9,243</b>	<b>-34.7%</b>

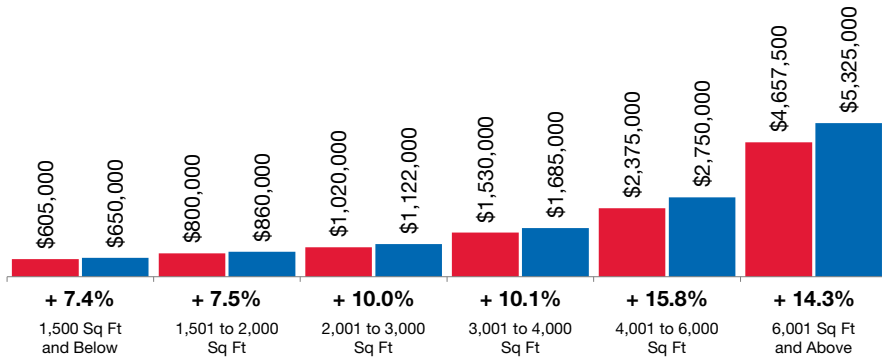


# Median Sales Price

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.**

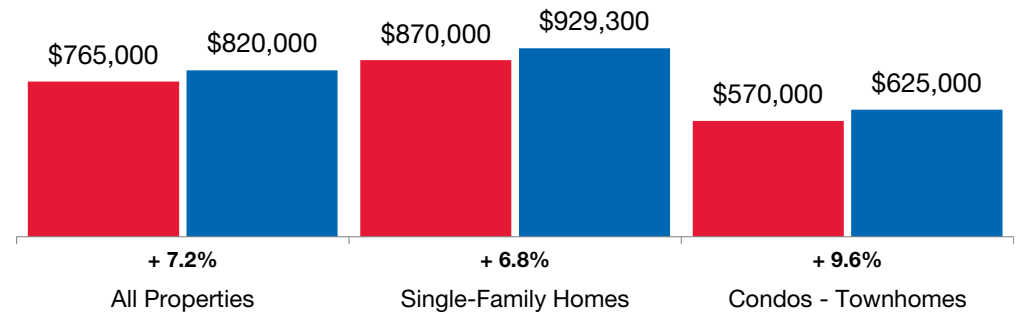
## By Square Feet

03-2022 03-2023



## By Property Type

03-2022 03-2023

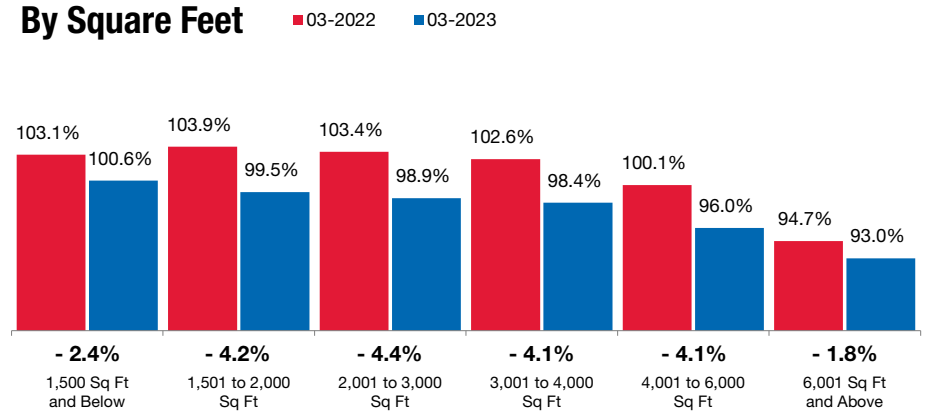
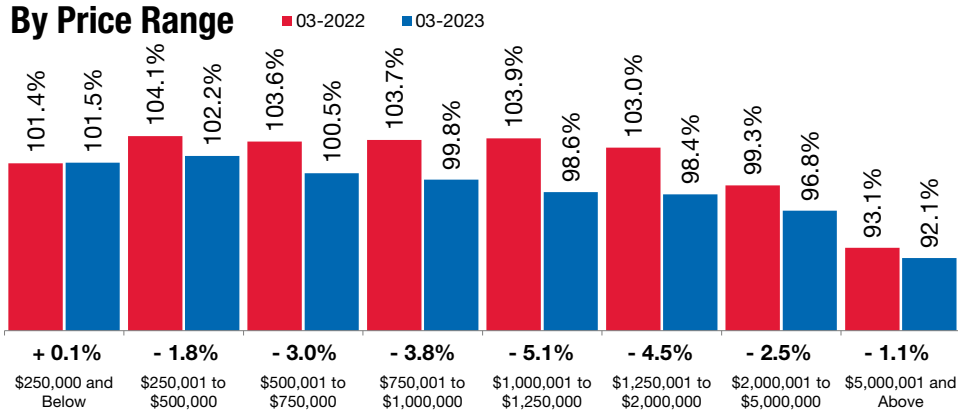


By Square Feet	All Properties		
	03-2022	03-2023	Change
1,500 Sq Ft and Below	\$605,000	\$650,000	+ 7.4%
1,501 to 2,000 Sq Ft	\$800,000	\$860,000	+ 7.5%
2,001 to 3,000 Sq Ft	\$1,020,000	\$1,122,000	+ 10.0%
3,001 to 4,000 Sq Ft	\$1,530,000	\$1,685,000	+ 10.1%
4,001 to 6,000 Sq Ft	\$2,375,000	\$2,750,000	+ 15.8%
6,001 Sq Ft and Above	\$4,657,500	\$5,325,000	+ 14.3%
<b>All Square Footage</b>	<b>\$765,000</b>	<b>\$820,000</b>	<b>+ 7.2%</b>

	Single-Family Homes			Condos - Townhomes		
	03-2022	03-2023	Change	03-2022	03-2023	Change
	\$687,500	\$731,656	+ 6.4%	\$520,000	\$570,000	+ 9.6%
	\$805,000	\$865,000	+ 7.5%	\$770,000	\$830,500	+ 7.9%
	\$1,005,000	\$1,104,000	+ 9.9%	\$1,290,000	\$1,300,000	+ 0.8%
	\$1,520,000	\$1,675,000	+ 10.2%	\$2,250,000	\$2,217,500	- 1.4%
	\$2,375,000	\$2,750,000	+ 15.8%	\$3,000,000	\$2,520,000	- 16.0%
	\$4,657,500	\$5,325,000	+ 14.3%	--	--	0.0%
	<b>\$870,000</b>	<b>\$929,300</b>	<b>+ 6.8%</b>	<b>\$570,000</b>	<b>\$625,000</b>	<b>+ 9.6%</b>

# 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	03-2022	03-2023	Change
\$250,000 and Below	101.4%	101.5%	+ 0.1%
\$250,001 to \$500,000	104.1%	102.2%	- 1.8%
\$500,001 to \$750,000	103.6%	100.5%	- 3.0%
\$750,001 to \$1,000,000	103.7%	99.8%	- 3.8%
\$1,000,001 to \$1,250,000	103.9%	98.6%	- 5.1%
\$1,250,001 to \$2,000,000	103.0%	98.4%	- 4.5%
\$2,000,001 to \$5,000,000	99.3%	96.8%	- 2.5%
\$5,000,001 and Above	93.1%	92.1%	- 1.1%
<b>All Price Ranges</b>	<b>103.3%</b>	<b>99.7%</b>	<b>- 3.5%</b>

## Single-Family Homes

03-2022	03-2023	Change	03-2022	03-2023	Change
98.0%	96.1%	- 1.9%	102.4%	103.8%	+ 1.4%
104.8%	101.0%	- 3.6%	104.0%	102.3%	- 1.6%
103.7%	100.5%	- 3.1%	103.3%	100.4%	- 2.8%
103.9%	99.9%	- 3.8%	103.2%	99.5%	- 3.6%
104.3%	98.5%	- 5.6%	101.8%	98.9%	- 2.8%
103.6%	98.5%	- 4.9%	99.3%	97.5%	- 1.8%
99.7%	96.8%	- 2.9%	96.6%	96.4%	- 0.2%
93.2%	92.0%	- 1.3%	91.1%	109.3%	+ 20.0%
<b>103.4%</b>	<b>99.3%</b>	<b>- 4.0%</b>	<b>103.2%</b>	<b>100.5%</b>	<b>- 2.6%</b>

## Condos - Townhomes

By Square Feet	03-2022	03-2023	Change
1,500 Sq Ft and Below	103.1%	100.6%	- 2.4%
1,501 to 2,000 Sq Ft	103.9%	99.5%	- 4.2%
2,001 to 3,000 Sq Ft	103.4%	98.9%	- 4.4%
3,001 to 4,000 Sq Ft	102.6%	98.4%	- 4.1%
4,001 to 6,000 Sq Ft	100.1%	96.0%	- 4.1%
6,001 Sq Ft and Above	94.7%	93.0%	- 1.8%
<b>All Square Footage</b>	<b>103.3%</b>	<b>99.7%</b>	<b>- 3.5%</b>

03-2022	03-2023	Change	03-2022	03-2023	Change
103.7%	100.3%	- 3.3%	103.4%	100.8%	- 2.5%
104.2%	99.4%	- 4.6%	103.0%	99.5%	- 3.4%
103.6%	98.9%	- 4.5%	101.1%	98.8%	- 2.3%
102.8%	98.5%	- 4.2%	96.5%	96.2%	- 0.3%
100.2%	96.0%	- 4.2%	93.6%	93.8%	+ 0.2%
94.7%	93.0%	- 1.8%	--	--	--
<b>103.4%</b>	<b>99.3%</b>	<b>- 4.0%</b>	<b>103.2%</b>	<b>100.5%</b>	<b>- 2.6%</b>

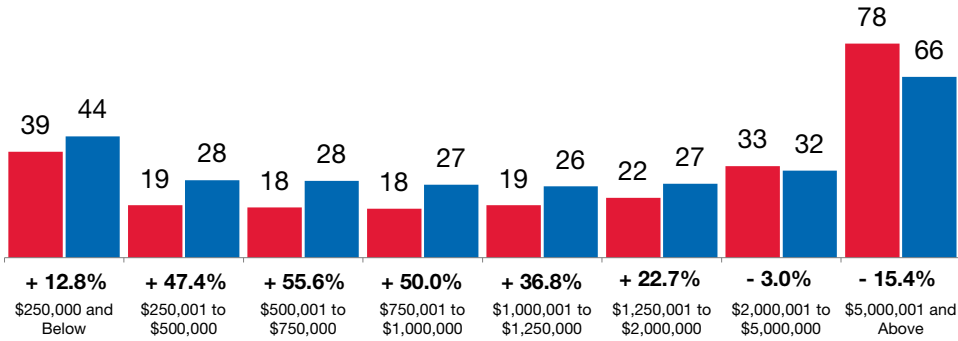


# Days on Market Until Sale

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.

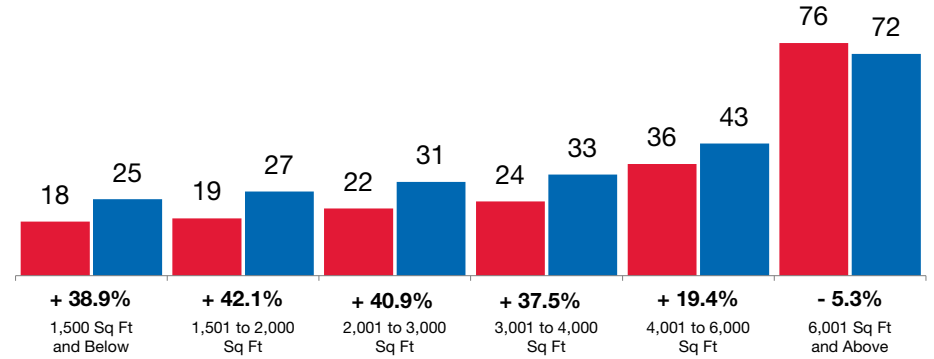
## By Price Range

■ 03-2022 ■ 03-2023



## By Square Feet

■ 03-2022 ■ 03-2023



### All Properties

By Price Range	03-2022	03-2023	Change
\$250,000 and Below	39	44	+ 12.8%
\$250,001 to \$500,000	19	28	+ 47.4%
\$500,001 to \$750,000	18	28	+ 55.6%
\$750,001 to \$1,000,000	18	27	+ 50.0%
\$1,000,001 to \$1,250,000	19	26	+ 36.8%
\$1,250,001 to \$2,000,000	22	27	+ 22.7%
\$2,000,001 to \$5,000,000	33	32	- 3.0%
\$5,000,001 and Above	78	66	- 15.4%
<b>All Price Ranges</b>	<b>20</b>	<b>28</b>	<b>+ 40.0%</b>

### Single-Family Homes

03-2022	03-2023	Change	03-2022	03-2023	Change
43	45	+ 4.7%	37	44	+ 18.9%
32	39	+ 21.9%	18	26	+ 44.4%
20	30	+ 50.0%	16	25	+ 56.3%
18	27	+ 50.0%	18	24	+ 33.3%
18	26	+ 44.4%	22	25	+ 13.6%
20	26	+ 30.0%	34	30	- 11.8%
30	31	+ 3.3%	58	36	- 37.9%
79	66	- 16.5%	31	104	+ 235.5%
<b>21</b>	<b>29</b>	<b>+ 38.1%</b>	<b>19</b>	<b>26</b>	<b>+ 36.8%</b>

### Condos - Townhomes

By Square Feet	03-2022	03-2023	Change
1,500 Sq Ft and Below	18	25	+ 38.9%
1,501 to 2,000 Sq Ft	19	27	+ 42.1%
2,001 to 3,000 Sq Ft	22	31	+ 40.9%
3,001 to 4,000 Sq Ft	24	33	+ 37.5%
4,001 to 6,000 Sq Ft	36	43	+ 19.4%
6,001 Sq Ft and Above	76	72	- 5.3%
<b>All Square Footage</b>	<b>20</b>	<b>28</b>	<b>+ 40.0%</b>

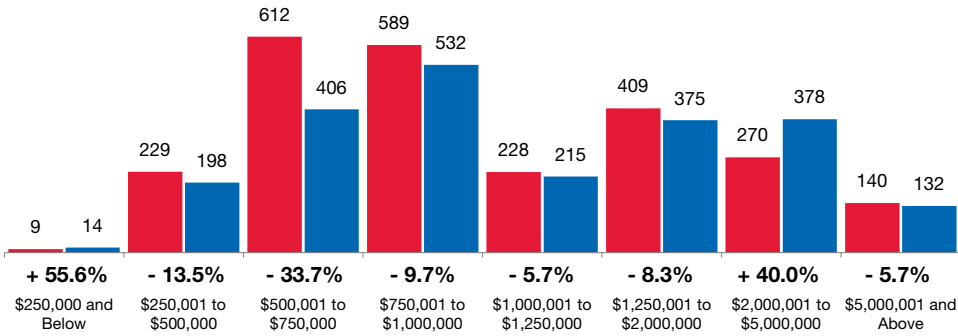
03-2022	03-2023	Change	03-2022	03-2023	Change
18	25	+ 38.9%	17	25	+ 47.1%
18	27	+ 50.0%	21	29	+ 38.1%
21	30	+ 42.9%	37	33	- 10.8%
23	33	+ 43.5%	64	56	- 12.5%
36	43	+ 19.4%	63	32	- 49.2%
76	72	- 5.3%	--	--	--
<b>21</b>	<b>29</b>	<b>+ 38.1%</b>	<b>19</b>	<b>26</b>	<b>+ 36.8%</b>



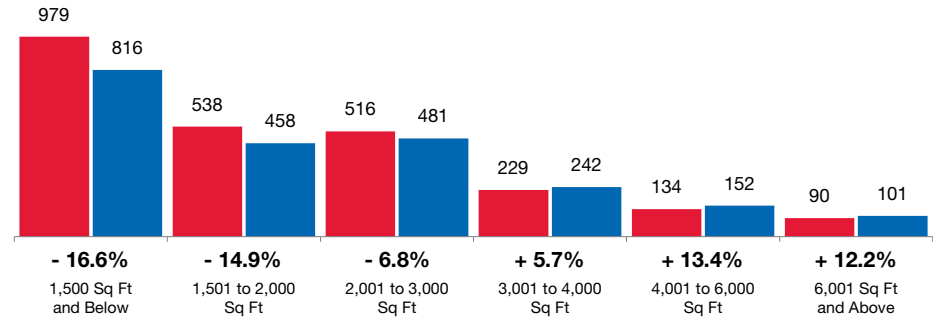
# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.  
Based on one month of activity.

## By Price Range



## By Square Feet



### All Properties

By Price Range	03-2022	03-2023	Change
\$250,000 and Below	9	14	+ 55.6%
\$250,001 to \$500,000	229	198	- 13.5%
\$500,001 to \$750,000	612	406	- 33.7%
\$750,001 to \$1,000,000	589	532	- 9.7%
\$1,000,001 to \$1,250,000	228	215	- 5.7%
\$1,250,001 to \$2,000,000	409	375	- 8.3%
\$2,000,001 to \$5,000,000	270	378	+ 40.0%
\$5,000,001 and Above	140	132	- 5.7%
<b>All Price Ranges</b>	<b>2,486</b>	<b>2,250</b>	<b>- 9.5%</b>

### Single-Family Homes

03-2022	03-2023	Change
3	7	+ 133.3%
48	46	- 4.2%
335	190	- 43.3%
488	380	- 22.1%
182	170	- 6.6%
323	289	- 10.5%
205	310	+ 51.2%
137	125	- 8.8%
<b>1,721</b>	<b>1,517</b>	<b>- 11.9%</b>

### Condos - Townhomes

03-2022	03-2023	Change
6	7	+ 16.7%
181	152	- 16.0%
277	216	- 22.0%
101	152	+ 50.5%
46	45	- 2.2%
86	86	0.0%
65	68	+ 4.6%
3	7	+ 133.3%
<b>765</b>	<b>733</b>	<b>- 4.2%</b>

### By Square Feet

03-2022	03-2023	Change
979	816	- 16.6%
538	458	- 14.9%
516	481	- 6.8%
229	242	+ 5.7%
134	152	+ 13.4%
90	101	+ 12.2%
<b>2,486</b>	<b>2,250</b>	<b>- 9.5%</b>

03-2022	03-2023	Change
440	306	- 30.5%
395	315	- 20.3%
449	418	- 6.9%
223	233	+ 4.5%
125	144	+ 15.2%
89	101	+ 13.5%
<b>1,721</b>	<b>1,517</b>	<b>- 11.9%</b>

03-2022	03-2023	Change
539	510	- 5.4%
143	143	0.0%
67	63	- 6.0%
6	9	+ 50.0%
9	8	- 11.1%
1	0	- 100.0%
<b>765</b>	<b>733</b>	<b>- 4.2%</b>

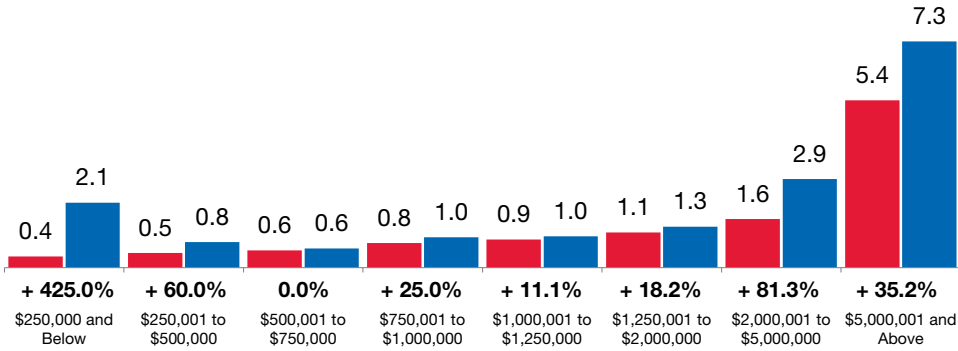


# Months Supply of Inventory

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.

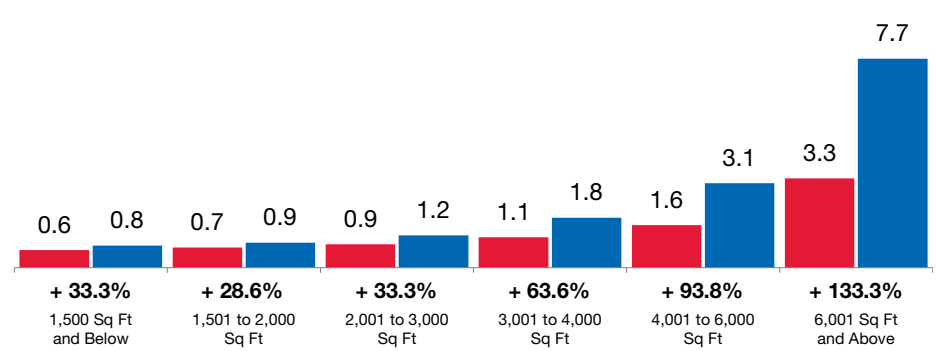
## By Price Range

■ 03-2022 ■ 03-2023



## By Square Feet

■ 03-2022 ■ 03-2023



### All Properties

By Price Range	03-2022	03-2023	Change
\$250,000 and Below	0.4	2.1	+ 425.0%
\$250,001 to \$500,000	0.5	0.8	+ 60.0%
\$500,001 to \$750,000	0.6	0.6	0.0%
\$750,001 to \$1,000,000	0.8	1.0	+ 25.0%
\$1,000,001 to \$1,250,000	0.9	1.0	+ 11.1%
\$1,250,001 to \$2,000,000	1.1	1.3	+ 18.2%
\$2,000,001 to \$5,000,000	1.6	2.9	+ 81.3%
\$5,000,001 and Above	5.4	7.3	+ 35.2%
<b>All Price Ranges</b>	<b>0.8</b>	<b>1.1</b>	<b>+ 37.5%</b>

### Single-Family Homes

03-2022	03-2023	Change	03-2022	03-2023	Change
0.6	2.4	+ 300.0%	0.3	1.6	+ 433.3%
0.9	1.4	+ 55.6%	0.4	0.7	+ 75.0%
0.5	0.6	+ 20.0%	0.6	0.7	+ 16.7%
0.8	0.9	+ 12.5%	0.7	1.3	+ 85.7%
0.9	1.0	+ 11.1%	1.1	1.2	+ 9.1%
1.0	1.2	+ 20.0%	1.7	1.9	+ 11.8%
1.4	2.7	+ 92.9%	2.8	4.3	+ 53.6%
5.4	7.0	+ 29.6%	3.0	7.0	+ 133.3%
<b>0.8</b>	<b>1.1</b>	<b>+ 37.5%</b>	<b>0.7</b>	<b>1.0</b>	<b>+ 42.9%</b>

### Condos - Townhomes

By Square Feet	03-2022	03-2023	Change
1,500 Sq Ft and Below	0.6	0.8	+ 33.3%
1,501 to 2,000 Sq Ft	0.7	0.9	+ 28.6%
2,001 to 3,000 Sq Ft	0.9	1.2	+ 33.3%
3,001 to 4,000 Sq Ft	1.1	1.8	+ 63.6%
4,001 to 6,000 Sq Ft	1.6	3.1	+ 93.8%
6,001 Sq Ft and Above	3.3	7.7	+ 133.3%
<b>All Square Footage</b>	<b>0.8</b>	<b>1.1</b>	<b>+ 37.5%</b>

03-2022	03-2023	Change	03-2022	03-2023	Change
0.7	0.7	0.0%	0.6	0.9	+ 50.0%
0.7	0.9	+ 28.6%	0.7	1.1	+ 57.1%
0.8	1.1	+ 37.5%	1.4	1.9	+ 35.7%
1.1	1.8	+ 63.6%	1.2	3.7	+ 208.3%
1.5	3.0	+ 100.0%	4.9	5.6	+ 14.3%
3.2	7.7	+ 140.6%	--	--	--
<b>0.8</b>	<b>1.1</b>	<b>+ 37.5%</b>	<b>0.7</b>	<b>1.0</b>	<b>+ 42.9%</b>

