

Housing Supply Overview

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

April 2023

A limited supply of existing homes for sale, along with an increase in new homes on the market, have helped boost demand for new single-family homes this year. Monthly new-home sales increased 9.6% as of last measure, marking the highest rate of new-home sales in a year, according to the U.S. Census Bureau. Single-family housing starts increased for the second consecutive month, rising 2.7% to a seasonally adjusted 861,000 units as of last measure, while single-family housing completions were up 2.4% month-over-month. For the 12-month period spanning May 2022 through April 2023, Pending Sales in the San Diego were down 34.7 percent overall. The price range with the smallest decline in sales was the \$1,000,001 to \$1,250,000 range, where they decreased 19.2 percent.

The overall Median Sales Price was up 4.6 percent to \$813,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 7.6 percent to \$624,250. The price range that tended to sell the quickest was the \$1,000,001 to \$1,250,000 range at 28 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 61 days.

Market-wide, inventory levels were down 20.1 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 13.5 percent. That amounts to 1.3 months supply for Single-Family homes and 1.1 months supply for Condos.

Quick Facts

- 19.2%

- 32.9%

- 34.5%

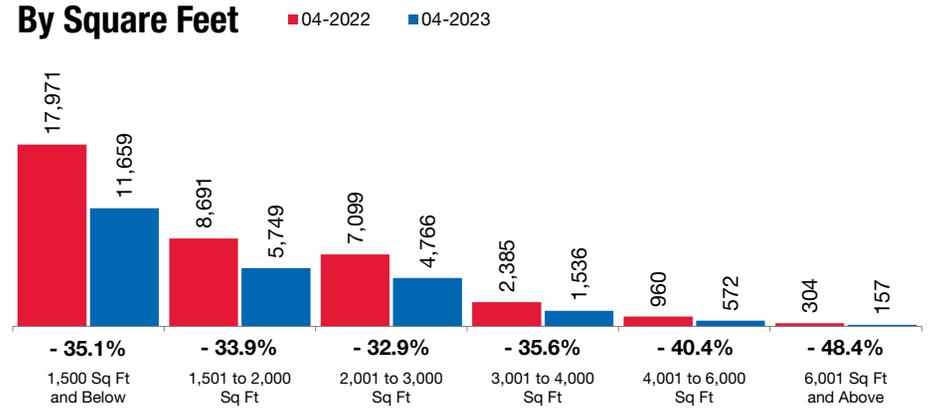
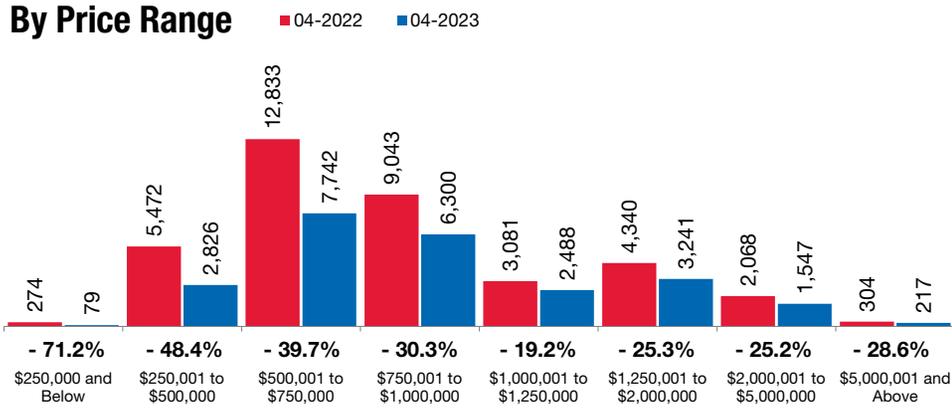
Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$1,000,001 to \$1,250,000	2,001 to 3,000 Sq Ft	Single-Family Homes

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

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	04-2022	04-2023	Change
\$250,000 and Below	274	79	-71.2%
\$250,001 to \$500,000	5,472	2,826	-48.4%
\$500,001 to \$750,000	12,833	7,742	-39.7%
\$750,001 to \$1,000,000	9,043	6,300	-30.3%
\$1,000,001 to \$1,250,000	3,081	2,488	-19.2%
\$1,250,001 to \$2,000,000	4,340	3,241	-25.3%
\$2,000,001 to \$5,000,000	2,068	1,547	-25.2%
\$5,000,001 and Above	304	217	-28.6%
All Price Ranges	37,415	24,440	-34.7%

Single-Family Homes

04-2022	04-2023	Change	04-2022	04-2023	Change
47	30	-36.2%	227	49	-78.4%
604	372	-38.4%	4,868	2,454	-49.6%
7,585	4,013	-47.1%	5,248	3,729	-28.9%
7,356	4,924	-33.1%	1,687	1,376	-18.4%
2,558	2,042	-20.2%	523	446	-14.7%
3,713	2,721	-26.7%	627	520	-17.1%
1,773	1,371	-22.7%	295	176	-40.3%
299	214	-28.4%	5	3	-40.0%
23,935	15,687	-34.5%	13,480	8,753	-35.1%

Condos - Townhomes

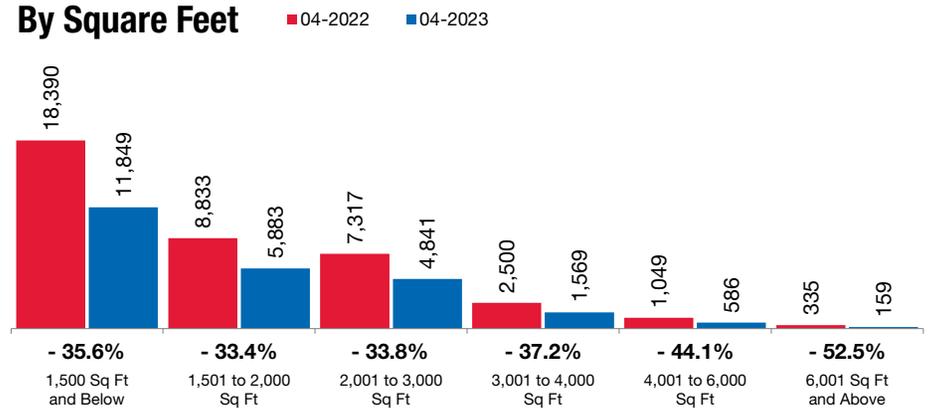
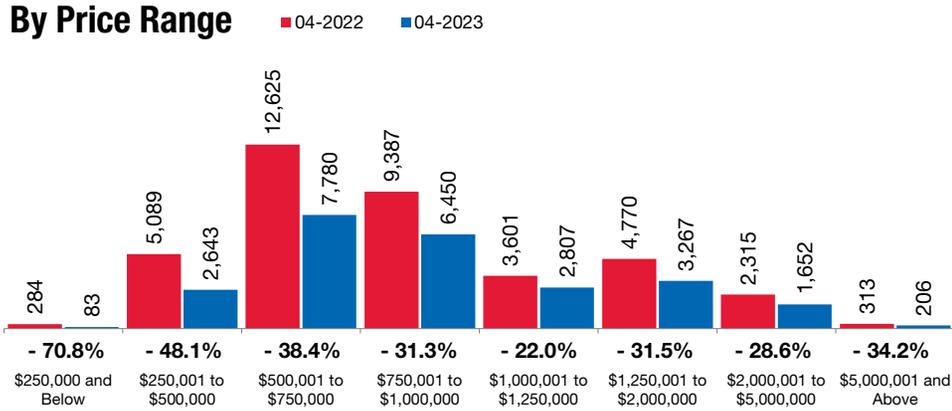
By Square Feet	04-2022	04-2023	Change
1,500 Sq Ft and Below	17,971	11,659	-35.1%
1,501 to 2,000 Sq Ft	8,691	5,749	-33.9%
2,001 to 3,000 Sq Ft	7,099	4,766	-32.9%
3,001 to 4,000 Sq Ft	2,385	1,536	-35.6%
4,001 to 6,000 Sq Ft	960	572	-40.4%
6,001 Sq Ft and Above	304	157	-48.4%
All Square Footage	37,415	24,440	-34.7%

04-2022	04-2023	Change	04-2022	04-2023	Change
7,428	4,855	-34.6%	10,543	6,804	-35.5%
6,416	4,225	-34.1%	2,275	1,524	-33.0%
6,516	4,377	-32.8%	583	389	-33.3%
2,325	1,506	-35.2%	60	30	-50.0%
945	566	-40.1%	15	6	-60.0%
304	157	-48.4%	0	0	0.0%
23,935	15,687	-34.5%	13,480	8,753	-35.1%



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	04-2022	04-2023	Change
\$250,000 and Below	284	83	-70.8%
\$250,001 to \$500,000	5,089	2,643	-48.1%
\$500,001 to \$750,000	12,625	7,780	-38.4%
\$750,001 to \$1,000,000	9,387	6,450	-31.3%
\$1,000,001 to \$1,250,000	3,601	2,807	-22.0%
\$1,250,001 to \$2,000,000	4,770	3,267	-31.5%
\$2,000,001 to \$5,000,000	2,315	1,652	-28.6%
\$5,000,001 and Above	313	206	-34.2%
All Price Ranges	38,384	24,888	-35.2%

Single-Family Homes

04-2022	04-2023	Change	04-2022	04-2023	Change
57	33	-42.1%	227	50	-78.0%
500	372	-25.6%	4,589	2,271	-50.5%
7,090	3,860	-45.6%	5,535	3,920	-29.2%
7,536	5,032	-33.2%	1,851	1,418	-23.4%
2,966	2,286	-22.9%	635	521	-18.0%
4,084	2,754	-32.6%	686	513	-25.2%
2,028	1,452	-28.4%	287	200	-30.3%
308	204	-33.8%	5	2	-60.0%
24,569	15,993	-34.9%	13,815	8,895	-35.6%

Condos - Townhomes

By Square Feet	04-2022	04-2023	Change
1,500 Sq Ft and Below	18,390	11,849	-35.6%
1,501 to 2,000 Sq Ft	8,833	5,883	-33.4%
2,001 to 3,000 Sq Ft	7,317	4,841	-33.8%
3,001 to 4,000 Sq Ft	2,500	1,569	-37.2%
4,001 to 6,000 Sq Ft	1,049	586	-44.1%
6,001 Sq Ft and Above	335	159	-52.5%
All Square Footage	38,384	24,888	-35.2%

04-2022	04-2023	Change	04-2022	04-2023	Change
7,578	4,929	-35.0%	10,812	6,920	-36.0%
6,492	4,347	-33.0%	2,341	1,536	-34.4%
6,687	4,442	-33.6%	585	399	-31.8%
2,438	1,539	-36.9%	62	30	-51.6%
1,038	576	-44.5%	11	10	-9.1%
335	159	-52.5%	0	0	0.0%
24,569	15,993	-34.9%	13,815	8,895	-35.6%

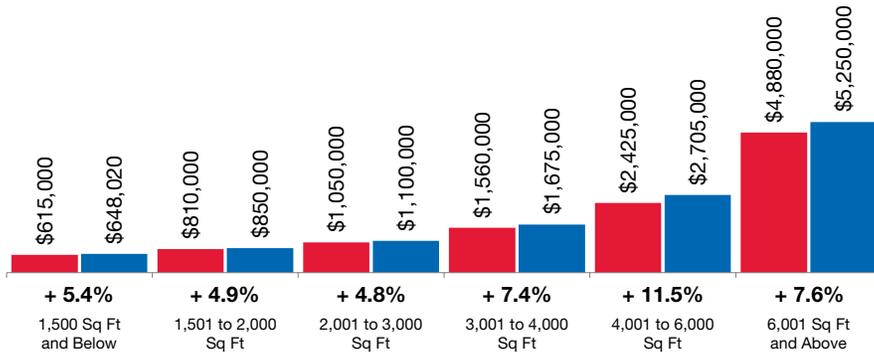


Median Sales Price

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.**

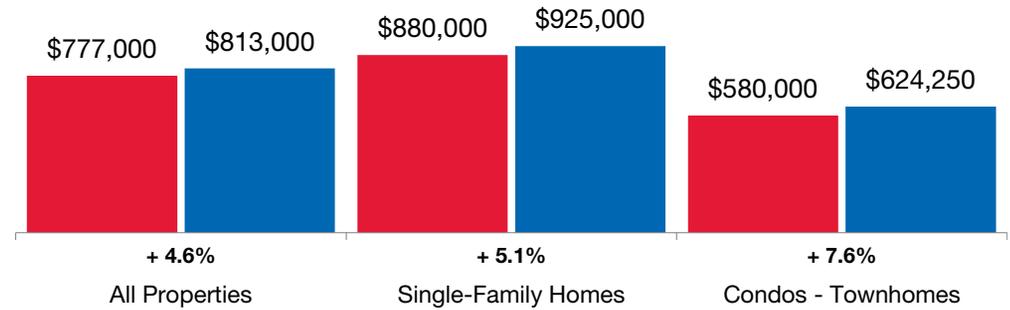
By Square Feet

■ 04-2022 ■ 04-2023



By Property Type

■ 04-2022 ■ 04-2023



All Properties

By Square Feet	04-2022	04-2023	Change
1,500 Sq Ft and Below	\$615,000	\$648,020	+ 5.4%
1,501 to 2,000 Sq Ft	\$810,000	\$850,000	+ 4.9%
2,001 to 3,000 Sq Ft	\$1,050,000	\$1,100,000	+ 4.8%
3,001 to 4,000 Sq Ft	\$1,560,000	\$1,675,000	+ 7.4%
4,001 to 6,000 Sq Ft	\$2,425,000	\$2,705,000	+ 11.5%
6,001 Sq Ft and Above	\$4,880,000	\$5,250,000	+ 7.6%
All Square Footage	\$777,000	\$813,000	+ 4.6%

Single-Family Homes

04-2022	04-2023	Change	04-2022	04-2023	Change
\$700,000	\$727,000	+ 3.9%	\$527,500	\$565,000	+ 7.1%
\$820,000	\$860,000	+ 4.9%	\$782,000	\$825,000	+ 5.5%
\$1,030,000	\$1,100,000	+ 6.8%	\$1,305,000	\$1,275,000	- 2.3%
\$1,550,000	\$1,660,000	+ 7.1%	\$2,400,000	\$2,037,500	- 15.1%
\$2,421,500	\$2,715,000	+ 12.1%	\$3,000,000	\$2,580,000	- 14.0%
\$4,880,000	\$5,250,000	+ 7.6%	--	--	0.0%
\$880,000	\$925,000	+ 5.1%	\$580,000	\$624,250	+ 7.6%

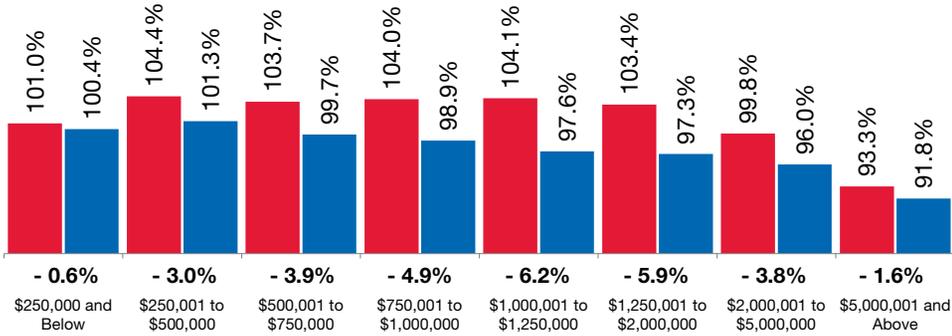
Condos - Townhomes

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.**

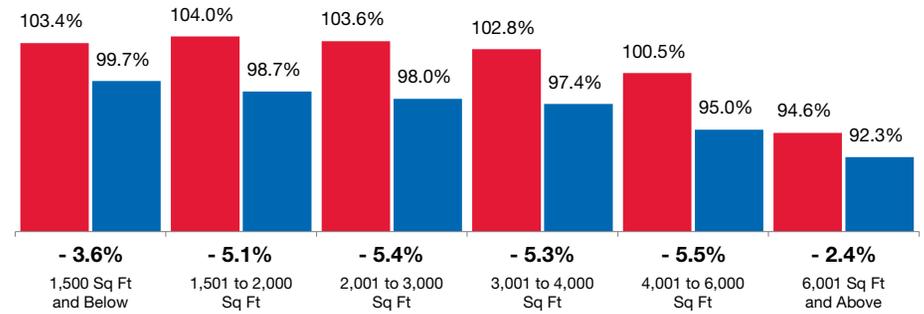
By Price Range

■ 04-2022 ■ 04-2023



By Square Feet

■ 04-2022 ■ 04-2023



All Properties

By Price Range	04-2022	04-2023	Change
\$250,000 and Below	101.0%	100.4%	-0.6%
\$250,001 to \$500,000	104.4%	101.3%	-3.0%
\$500,001 to \$750,000	103.7%	99.7%	-3.9%
\$750,001 to \$1,000,000	104.0%	98.9%	-4.9%
\$1,000,001 to \$1,250,000	104.1%	97.6%	-6.2%
\$1,250,001 to \$2,000,000	103.4%	97.3%	-5.9%
\$2,000,001 to \$5,000,000	99.8%	96.0%	-3.8%
\$5,000,001 and Above	93.3%	91.8%	-1.6%
All Price Ranges	103.6%	98.8%	-4.6%

Single-Family Homes

04-2022	04-2023	Change	04-2022	04-2023	Change
94.8%	96.7%	+2.0%	102.8%	102.1%	-0.7%
104.8%	100.4%	-4.2%	104.3%	101.5%	-2.7%
103.8%	99.8%	-3.9%	103.6%	99.6%	-3.9%
104.1%	99.0%	-4.9%	103.7%	98.7%	-4.8%
104.5%	97.5%	-6.7%	102.4%	98.0%	-4.3%
104.0%	97.4%	-6.3%	99.8%	96.8%	-3.0%
100.2%	96.0%	-4.2%	97.0%	96.0%	-1.0%
93.3%	91.7%	-1.7%	91.7%	96.7%	+5.5%
103.6%	98.4%	-5.0%	103.6%	99.6%	-3.9%

Condos - Townhomes

By Square Feet	04-2022	04-2023	Change
1,500 Sq Ft and Below	103.4%	99.7%	-3.6%
1,501 to 2,000 Sq Ft	104.0%	98.7%	-5.1%
2,001 to 3,000 Sq Ft	103.6%	98.0%	-5.4%
3,001 to 4,000 Sq Ft	102.8%	97.4%	-5.3%
4,001 to 6,000 Sq Ft	100.5%	95.0%	-5.5%
6,001 Sq Ft and Above	94.6%	92.3%	-2.4%
All Square Footage	103.6%	98.8%	-4.6%

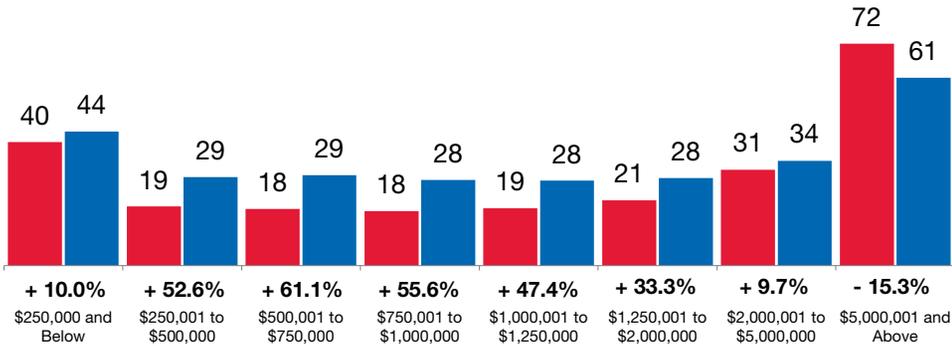
04-2022	04-2023	Change	04-2022	04-2023	Change
103.9%	99.3%	-4.4%	103.8%	100.0%	-3.7%
104.3%	98.6%	-5.5%	103.2%	98.7%	-4.4%
103.8%	98.0%	-5.6%	101.4%	98.0%	-3.4%
103.0%	97.5%	-5.3%	96.4%	95.6%	-0.8%
100.5%	95.0%	-5.5%	96.2%	93.2%	-3.1%
94.6%	92.3%	-2.4%	--	--	--
103.6%	98.4%	-5.0%	103.6%	99.6%	-3.9%



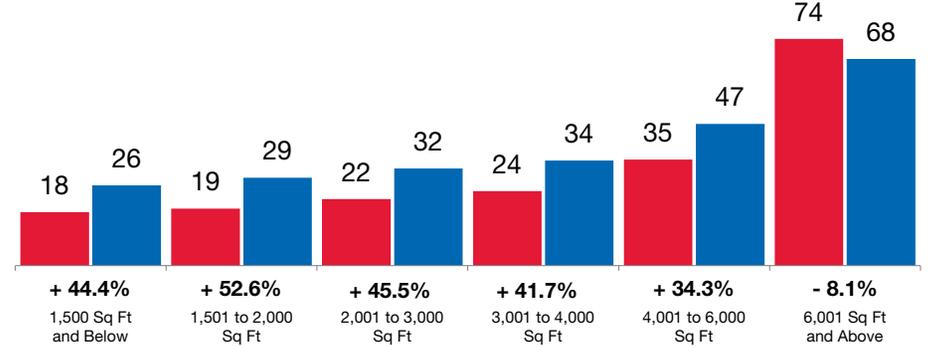
Days on Market Until Sale

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	04-2022	04-2023	Change
\$250,000 and Below	40	44	+ 10.0%
\$250,001 to \$500,000	19	29	+ 52.6%
\$500,001 to \$750,000	18	29	+ 61.1%
\$750,001 to \$1,000,000	18	28	+ 55.6%
\$1,000,001 to \$1,250,000	19	28	+ 47.4%
\$1,250,001 to \$2,000,000	21	28	+ 33.3%
\$2,000,001 to \$5,000,000	31	34	+ 9.7%
\$5,000,001 and Above	72	61	- 15.3%
All Price Ranges	20	29	+ 45.0%

Single-Family Homes

04-2022	04-2023	Change	04-2022	04-2023	Change
45	41	- 8.9%	39	45	+ 15.4%
33	39	+ 18.2%	18	27	+ 50.0%
20	32	+ 60.0%	16	27	+ 68.8%
18	28	+ 55.6%	17	26	+ 52.9%
18	28	+ 55.6%	21	26	+ 23.8%
19	28	+ 47.4%	33	31	- 6.1%
28	34	+ 21.4%	52	38	- 26.9%
73	62	- 15.1%	32	15	- 53.1%
21	30	+ 42.9%	19	28	+ 47.4%

Condos - Townhomes

04-2022	04-2023	Change	04-2022	04-2023	Change
17	26	+ 52.9%	17	26	+ 52.9%
21	31	+ 47.6%	21	31	+ 47.6%
36	34	- 5.6%	36	34	- 5.6%
65	44	- 32.3%	65	44	- 32.3%
48	35	- 27.1%	48	35	- 27.1%
--	--	--	--	--	--
19	28	+ 47.4%	19	28	+ 47.4%

By Square Feet

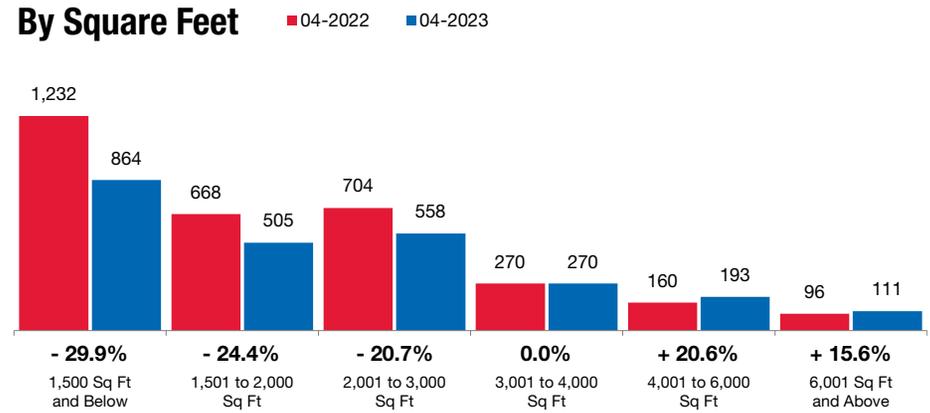
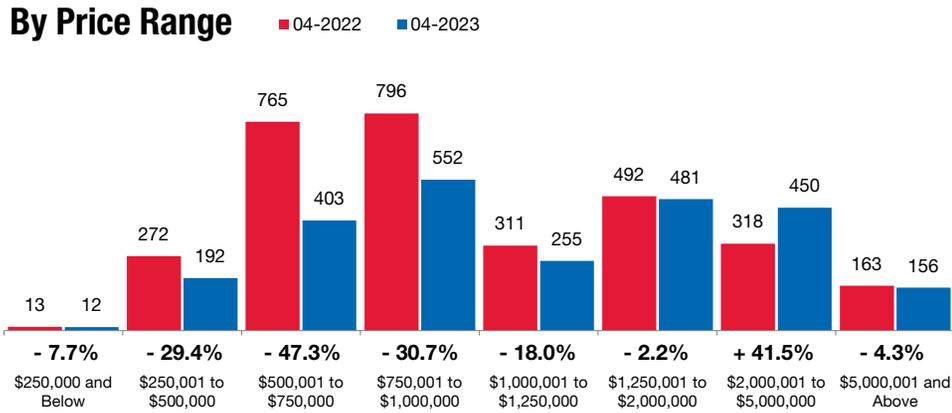
04-2022	04-2023	Change
18	26	+ 44.4%
19	29	+ 52.6%
22	32	+ 45.5%
24	34	+ 41.7%
35	47	+ 34.3%
74	68	- 8.1%
20	29	+ 45.0%

04-2022	04-2023	Change	04-2022	04-2023	Change
18	26	+ 44.4%	17	26	+ 52.9%
18	28	+ 55.6%	21	31	+ 47.6%
21	32	+ 52.4%	36	34	- 5.6%
23	34	+ 47.8%	65	44	- 32.3%
35	47	+ 34.3%	48	35	- 27.1%
74	68	- 8.1%	--	--	--
21	30	+ 42.9%	19	28	+ 47.4%



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	04-2022	04-2023	Change
\$250,000 and Below	13	12	- 7.7%
\$250,001 to \$500,000	272	192	- 29.4%
\$500,001 to \$750,000	765	403	- 47.3%
\$750,001 to \$1,000,000	796	552	- 30.7%
\$1,000,001 to \$1,250,000	311	255	- 18.0%
\$1,250,001 to \$2,000,000	492	481	- 2.2%
\$2,000,001 to \$5,000,000	318	450	+ 41.5%
\$5,000,001 and Above	163	156	- 4.3%
All Price Ranges	3,130	2,501	- 20.1%

Single-Family Homes

04-2022	04-2023	Change	04-2022	04-2023	Change
7	5	- 28.6%	6	7	+ 16.7%
44	51	+ 15.9%	228	141	- 38.2%
434	181	- 58.3%	331	222	- 32.9%
667	396	- 40.6%	129	156	+ 20.9%
259	195	- 24.7%	52	60	+ 15.4%
396	365	- 7.8%	96	116	+ 20.8%
264	380	+ 43.9%	54	70	+ 29.6%
156	147	- 5.8%	7	9	+ 28.6%
2,227	1,720	- 22.8%	903	781	- 13.5%

Condos - Townhomes

By Square Feet	04-2022	04-2023	Change
1,500 Sq Ft and Below	1,232	864	- 29.9%
1,501 to 2,000 Sq Ft	668	505	- 24.4%
2,001 to 3,000 Sq Ft	704	558	- 20.7%
3,001 to 4,000 Sq Ft	270	270	0.0%
4,001 to 6,000 Sq Ft	160	193	+ 20.6%
6,001 Sq Ft and Above	96	111	+ 15.6%
All Square Footage	3,130	2,501	- 20.1%

04-2022	04-2023	Change	04-2022	04-2023	Change
582	340	- 41.6%	650	524	- 19.4%
500	348	- 30.4%	168	157	- 6.5%
637	479	- 24.8%	67	79	+ 17.9%
259	260	+ 0.4%	11	10	- 9.1%
154	182	+ 18.2%	6	11	+ 83.3%
95	111	+ 16.8%	1	0	- 100.0%
2,227	1,720	- 22.8%	903	781	- 13.5%

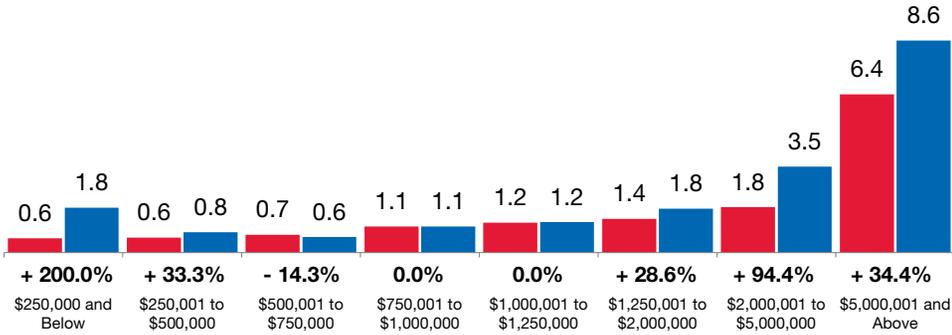


Months Supply of Inventory

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.

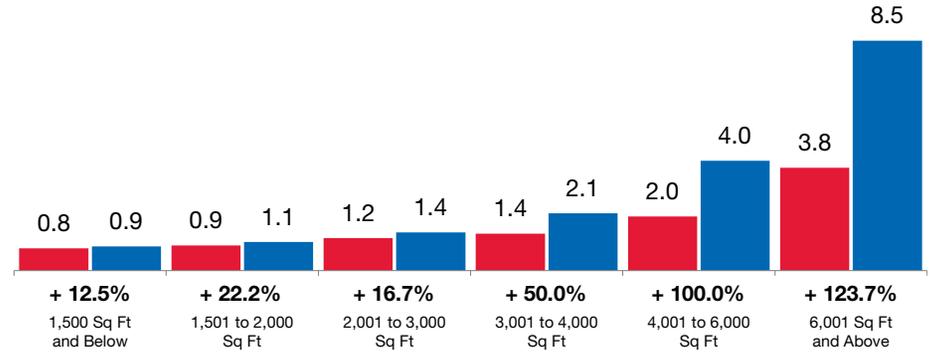
By Price Range

■ 04-2022 ■ 04-2023



By Square Feet

■ 04-2022 ■ 04-2023



All Properties

By Price Range	04-2022	04-2023	Change
\$250,000 and Below	0.6	1.8	+ 200.0%
\$250,001 to \$500,000	0.6	0.8	+ 33.3%
\$500,001 to \$750,000	0.7	0.6	- 14.3%
\$750,001 to \$1,000,000	1.1	1.1	0.0%
\$1,000,001 to \$1,250,000	1.2	1.2	0.0%
\$1,250,001 to \$2,000,000	1.4	1.8	+ 28.6%
\$2,000,001 to \$5,000,000	1.8	3.5	+ 94.4%
\$5,000,001 and Above	6.4	8.6	+ 34.4%
All Price Ranges	1.0	1.2	+ 20.0%

Single-Family Homes

04-2022	04-2023	Change	04-2022	04-2023	Change
1.6	1.7	+ 6.3%	0.3	1.7	+ 466.7%
0.9	1.6	+ 77.8%	0.6	0.7	+ 16.7%
0.7	0.5	- 28.6%	0.8	0.7	- 12.5%
1.1	1.0	- 9.1%	0.9	1.4	+ 55.6%
1.2	1.1	- 8.3%	1.2	1.6	+ 33.3%
1.3	1.6	+ 23.1%	1.8	2.7	+ 50.0%
1.8	3.3	+ 83.3%	2.2	4.8	+ 118.2%
6.3	8.2	+ 30.2%	7.0	6.0	- 14.3%
1.1	1.3	+ 18.2%	0.8	1.1	+ 37.5%

Condos - Townhomes

By Square Feet	04-2022	04-2023	Change
1,500 Sq Ft and Below	0.8	0.9	+ 12.5%
1,501 to 2,000 Sq Ft	0.9	1.1	+ 22.2%
2,001 to 3,000 Sq Ft	1.2	1.4	+ 16.7%
3,001 to 4,000 Sq Ft	1.4	2.1	+ 50.0%
4,001 to 6,000 Sq Ft	2.0	4.0	+ 100.0%
6,001 Sq Ft and Above	3.8	8.5	+ 123.7%
All Square Footage	1.0	1.2	+ 20.0%

04-2022	04-2023	Change	04-2022	04-2023	Change
0.9	0.8	- 11.1%	0.7	0.9	+ 28.6%
0.9	1.0	+ 11.1%	0.9	1.2	+ 33.3%
1.2	1.3	+ 8.3%	1.4	2.4	+ 71.4%
1.3	2.1	+ 61.5%	2.2	4.0	+ 81.8%
2.0	3.9	+ 95.0%	2.8	11.0	+ 292.9%
3.8	8.5	+ 123.7%	--	--	--
1.1	1.3	+ 18.2%	0.8	1.1	+ 37.5%

