

Housing Supply Overview

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

June 2023

Limited existing-home inventory continues to be a boon for homebuilders, who have ramped up production to meet the rising demand in the new-home market. Housing starts were up 21.7% month-over-month as of last measure, the fastest pace in more than a year, while housing permits increased 5.2% month-over-month, according to the U.S. Census Bureau. Renewed interest in new homes this year has helped builder confidence increase to its highest level since July 2022, according to the NAHB / Wells Fargo Housing Market Index (HMI). For the 12-month period spanning July 2022 through June 2023, Pending Sales in the San Diego were down 32.6 percent overall. The price range with the smallest decline in sales was the \$1,000,001 to \$1,250,000 range, where they decreased 20.2 percent.

The overall Median Sales Price was up 1.3 percent to \$805,500. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 3.3 percent to \$620,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 29 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 down 26.2 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 22.7 percent. That amounts to 2.0 months supply for Single-Family homes and 1.6 months supply for Condos.

Quick Facts

- 20.2%

- 30.2%

- 32.2%

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	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.

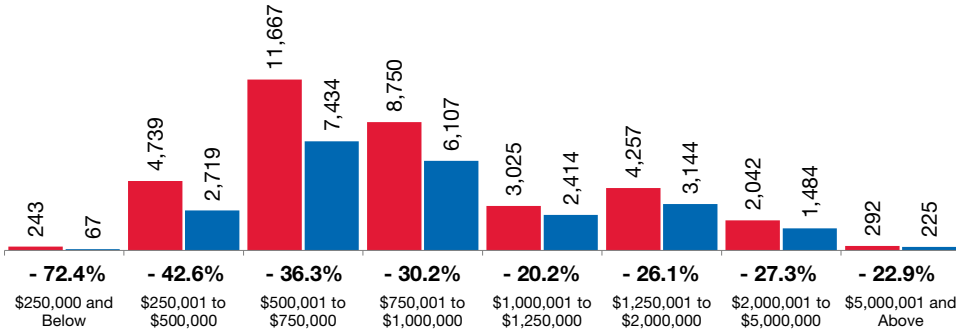
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Pending Sales

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

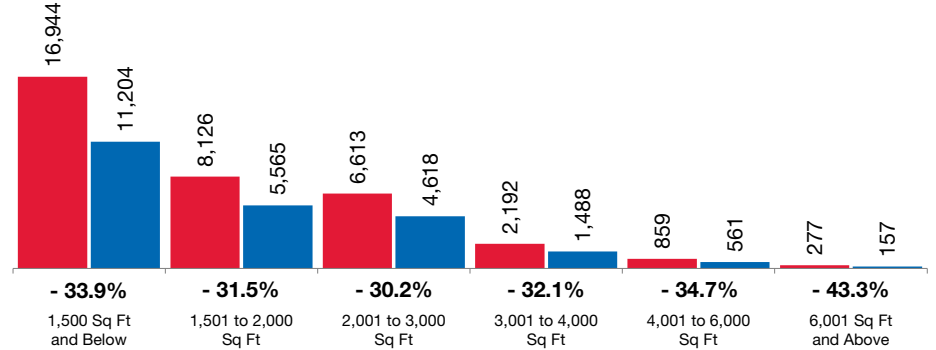
By Price Range

06-2022 06-2023



By Square Feet

06-2022 06-2023



All Properties

By Price Range	06-2022	06-2023	Change
\$250,000 and Below	243	67	-72.4%
\$250,001 to \$500,000	4,739	2,719	-42.6%
\$500,001 to \$750,000	11,667	7,434	-36.3%
\$750,001 to \$1,000,000	8,750	6,107	-30.2%
\$1,000,001 to \$1,250,000	3,025	2,414	-20.2%
\$1,250,001 to \$2,000,000	4,257	3,144	-26.1%
\$2,000,001 to \$5,000,000	2,042	1,484	-27.3%
\$5,000,001 and Above	292	225	-22.9%
All Price Ranges	35,015	23,594	-32.6%

Single-Family Homes

06-2022	06-2023	Change	06-2022	06-2023	Change
42	28	-33.3%	201	39	-80.6%
524	356	-32.1%	4,215	2,363	-43.9%
6,604	3,872	-41.4%	5,063	3,562	-29.6%
7,041	4,751	-32.5%	1,709	1,356	-20.7%
2,492	1,976	-20.7%	533	438	-17.8%
3,604	2,645	-26.6%	653	499	-23.6%
1,759	1,307	-25.7%	283	177	-37.5%
287	220	-23.3%	5	5	0.0%
22,353	15,155	-32.2%	12,662	8,439	-33.4%

Condos - Townhomes

By Square Feet	06-2022	06-2023	Change
1,500 Sq Ft and Below	16,944	11,204	-33.9%
1,501 to 2,000 Sq Ft	8,126	5,565	-31.5%
2,001 to 3,000 Sq Ft	6,613	4,618	-30.2%
3,001 to 4,000 Sq Ft	2,192	1,488	-32.1%
4,001 to 6,000 Sq Ft	859	561	-34.7%
6,001 Sq Ft and Above	277	157	-43.3%
All Square Footage	35,015	23,594	-32.6%

06-2022	06-2023	Change	06-2022	06-2023	Change
7,046	4,670	-33.7%	9,898	6,534	-34.0%
5,985	4,072	-32.0%	2,141	1,493	-30.3%
6,060	4,246	-29.9%	553	372	-32.7%
2,137	1,455	-31.9%	55	33	-40.0%
847	554	-34.6%	12	7	-41.7%
277	157	-43.3%	0	0	0.0%
22,353	15,155	-32.2%	12,662	8,439	-33.4%

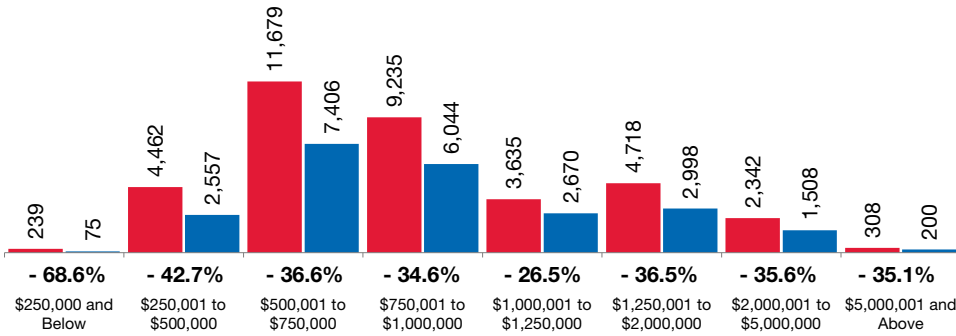


Closed Sales

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

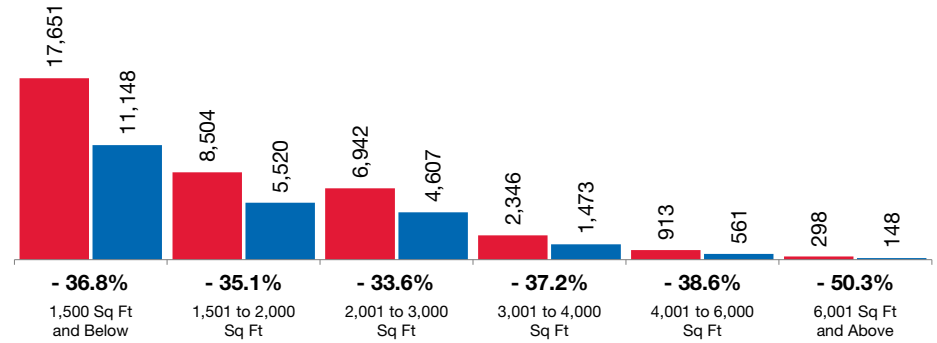
By Price Range

06-2022 06-2023



By Square Feet

06-2022 06-2023



All Properties

By Price Range	06-2022	06-2023	Change
\$250,000 and Below	239	75	-68.6%
\$250,001 to \$500,000	4,462	2,557	-42.7%
\$500,001 to \$750,000	11,679	7,406	-36.6%
\$750,001 to \$1,000,000	9,235	6,044	-34.6%
\$1,000,001 to \$1,250,000	3,635	2,670	-26.5%
\$1,250,001 to \$2,000,000	4,718	2,998	-36.5%
\$2,000,001 to \$5,000,000	2,342	1,508	-35.6%
\$5,000,001 and Above	308	200	-35.1%
All Price Ranges	36,618	23,458	-35.9%

Single-Family Homes

06-2022	06-2023	Change	06-2022	06-2023	Change
45	36	-20.0%	194	39	-79.9%
458	350	-23.6%	4,004	2,207	-44.9%
6,228	3,725	-40.2%	5,451	3,681	-32.5%
7,343	4,701	-36.0%	1,892	1,343	-29.0%
2,961	2,178	-26.4%	674	492	-27.0%
3,992	2,534	-36.5%	726	464	-36.1%
2,039	1,334	-34.6%	303	174	-42.6%
303	195	-35.6%	5	5	0.0%
23,369	15,053	-35.6%	13,249	8,405	-36.6%

Condos - Townhomes

By Square Feet	06-2022	06-2023	Change
1,500 Sq Ft and Below	17,651	11,148	-36.8%
1,501 to 2,000 Sq Ft	8,504	5,520	-35.1%
2,001 to 3,000 Sq Ft	6,942	4,607	-33.6%
3,001 to 4,000 Sq Ft	2,346	1,473	-37.2%
4,001 to 6,000 Sq Ft	913	561	-38.6%
6,001 Sq Ft and Above	298	148	-50.3%
All Square Footage	36,618	23,458	-35.9%

06-2022	06-2023	Change	06-2022	06-2023	Change
7,292	4,632	-36.5%	10,359	6,516	-37.1%
6,266	4,034	-35.6%	2,238	1,486	-33.6%
6,324	4,240	-33.0%	578	367	-36.5%
2,288	1,443	-36.9%	58	30	-48.3%
900	555	-38.3%	13	6	-53.8%
298	148	-50.3%	0	0	0.0%
23,369	15,053	-35.6%	13,249	8,405	-36.6%

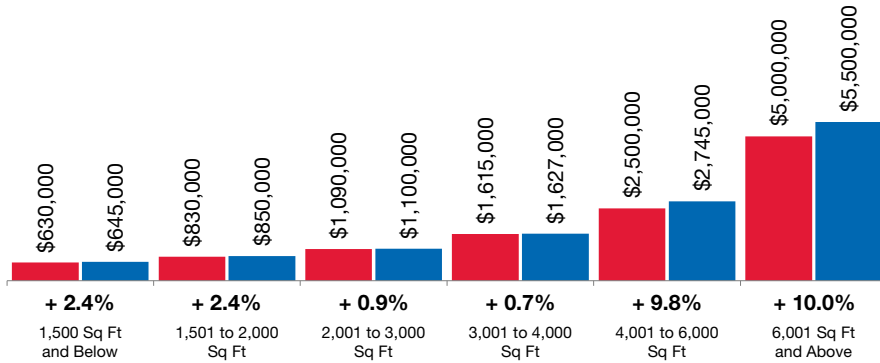


Median Sales Price

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.**

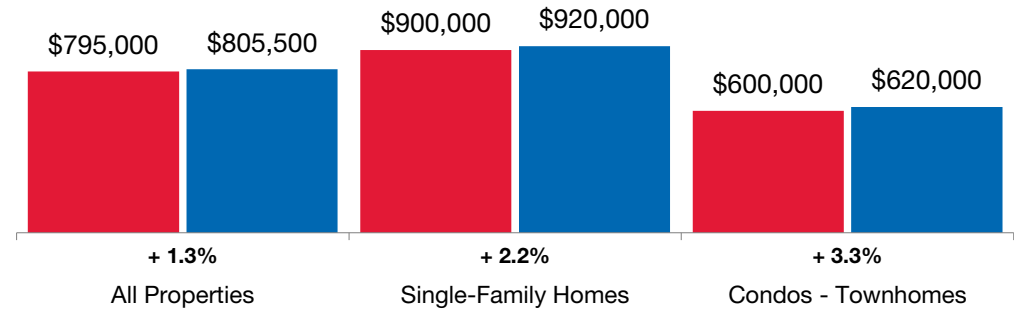
By Square Feet

■ 06-2022 ■ 06-2023



By Property Type

■ 06-2022 ■ 06-2023



By Square Feet	All Properties		
	06-2022	06-2023	Change
1,500 Sq Ft and Below	\$630,000	\$645,000	+ 2.4%
1,501 to 2,000 Sq Ft	\$830,000	\$850,000	+ 2.4%
2,001 to 3,000 Sq Ft	\$1,090,000	\$1,100,000	+ 0.9%
3,001 to 4,000 Sq Ft	\$1,615,000	\$1,627,000	+ 0.7%
4,001 to 6,000 Sq Ft	\$2,500,000	\$2,745,000	+ 9.8%
6,001 Sq Ft and Above	\$5,000,000	\$5,500,000	+ 10.0%
All Square Footage	\$795,000	\$805,500	+ 1.3%

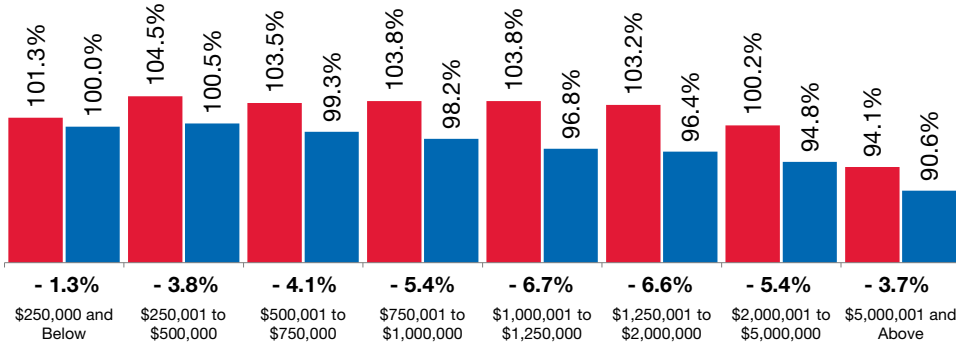
	Single-Family Homes			Condos - Townhomes		
	06-2022	06-2023	Change	06-2022	06-2023	Change
	\$715,000	\$723,000	+ 1.1%	\$545,000	\$565,000	+ 3.7%
	\$840,000	\$850,000	+ 1.2%	\$805,000	\$820,000	+ 1.9%
	\$1,060,000	\$1,089,000	+ 2.7%	\$1,335,000	\$1,225,000	- 8.2%
	\$1,600,500	\$1,625,000	+ 1.5%	\$2,407,500	\$2,242,500	- 6.9%
	\$2,500,000	\$2,745,000	+ 9.8%	\$2,520,000	\$2,833,000	+ 12.4%
	\$5,000,000	\$5,500,000	+ 10.0%	--	--	0.0%
	\$900,000	\$920,000	+ 2.2%	\$600,000	\$620,000	+ 3.3%

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.**

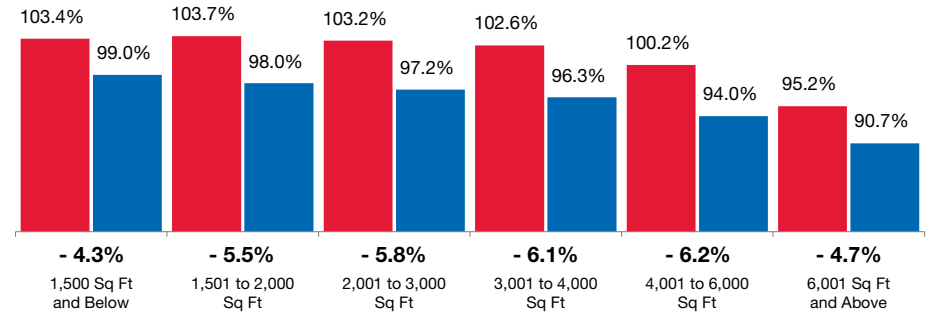
By Price Range

■ 06-2022 ■ 06-2023



By Square Feet

■ 06-2022 ■ 06-2023



All Properties

By Price Range	06-2022	06-2023	Change
\$250,000 and Below	101.3%	100.0%	- 1.3%
\$250,001 to \$500,000	104.5%	100.5%	- 3.8%
\$500,001 to \$750,000	103.5%	99.3%	- 4.1%
\$750,001 to \$1,000,000	103.8%	98.2%	- 5.4%
\$1,000,001 to \$1,250,000	103.8%	96.8%	- 6.7%
\$1,250,001 to \$2,000,000	103.2%	96.4%	- 6.6%
\$2,000,001 to \$5,000,000	100.2%	94.8%	- 5.4%
\$5,000,001 and Above	94.1%	90.6%	- 3.7%
All Price Ranges	103.4%	98.1%	- 5.1%

Single-Family Homes

06-2022	06-2023	Change	06-2022	06-2023	Change
94.2%	99.2%	+ 5.3%	103.4%	100.6%	- 2.7%
104.2%	100.0%	- 4.0%	104.6%	100.5%	- 3.9%
103.4%	99.7%	- 3.6%	103.7%	98.9%	- 4.6%
103.7%	98.3%	- 5.2%	103.9%	97.9%	- 5.8%
104.0%	96.7%	- 7.0%	102.8%	97.1%	- 5.5%
103.8%	96.5%	- 7.0%	100.1%	95.8%	- 4.3%
100.7%	94.7%	- 6.0%	96.9%	95.7%	- 1.2%
94.1%	90.4%	- 3.9%	91.7%	96.5%	+ 5.2%
103.3%	97.7%	- 5.4%	103.7%	98.8%	- 4.7%

Condos - Townhomes

By Square Feet	06-2022	06-2023	Change
1,500 Sq Ft and Below	103.4%	99.0%	- 4.3%
1,501 to 2,000 Sq Ft	103.7%	98.0%	- 5.5%
2,001 to 3,000 Sq Ft	103.2%	97.2%	- 5.8%
3,001 to 4,000 Sq Ft	102.6%	96.3%	- 6.1%
4,001 to 6,000 Sq Ft	100.2%	94.0%	- 6.2%
6,001 Sq Ft and Above	95.2%	90.7%	- 4.7%
All Square Footage	103.4%	98.1%	- 5.1%

06-2022	06-2023	Change	06-2022	06-2023	Change
103.6%	99.0%	- 4.4%	103.9%	99.1%	- 4.6%
103.9%	98.0%	- 5.7%	103.3%	98.1%	- 5.0%
103.4%	97.2%	- 6.0%	101.2%	97.5%	- 3.7%
102.8%	96.3%	- 6.3%	96.2%	94.3%	- 2.0%
100.3%	94.0%	- 6.3%	95.7%	92.1%	- 3.8%
95.2%	90.7%	- 4.7%	--	--	--
103.3%	97.7%	- 5.4%	103.7%	98.8%	- 4.7%

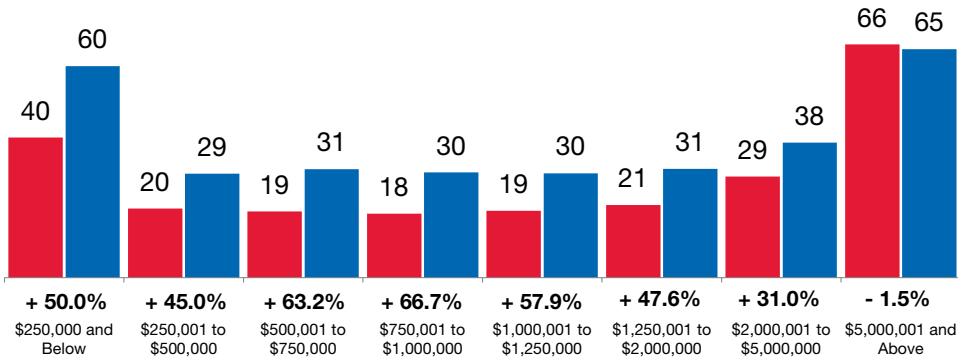


Days on Market Until Sale

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.

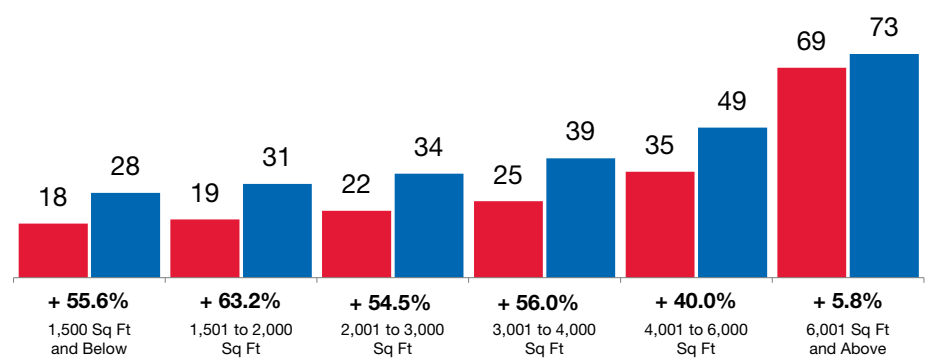
By Price Range

■ 06-2022 ■ 06-2023



By Square Feet

■ 06-2022 ■ 06-2023



All Properties

By Price Range	06-2022	06-2023	Change
\$250,000 and Below	40	60	+ 50.0%
\$250,001 to \$500,000	20	29	+ 45.0%
\$500,001 to \$750,000	19	31	+ 63.2%
\$750,001 to \$1,000,000	18	30	+ 66.7%
\$1,000,001 to \$1,250,000	19	30	+ 57.9%
\$1,250,001 to \$2,000,000	21	31	+ 47.6%
\$2,000,001 to \$5,000,000	29	38	+ 31.0%
\$5,000,001 and Above	66	65	- 1.5%
All Price Ranges	20	31	+ 55.0%

Single-Family Homes

06-2022	06-2023	Change	06-2022	06-2023	Change
49	62	+ 26.5%	36	58	+ 61.1%
35	38	+ 8.6%	18	28	+ 55.6%
21	32	+ 52.4%	16	29	+ 81.3%
18	30	+ 66.7%	17	29	+ 70.6%
19	30	+ 57.9%	19	27	+ 42.1%
19	31	+ 63.2%	29	32	+ 10.3%
25	38	+ 52.0%	51	41	- 19.6%
67	66	- 1.5%	32	11	- 65.6%
21	32	+ 52.4%	19	29	+ 52.6%

Condos - Townhomes

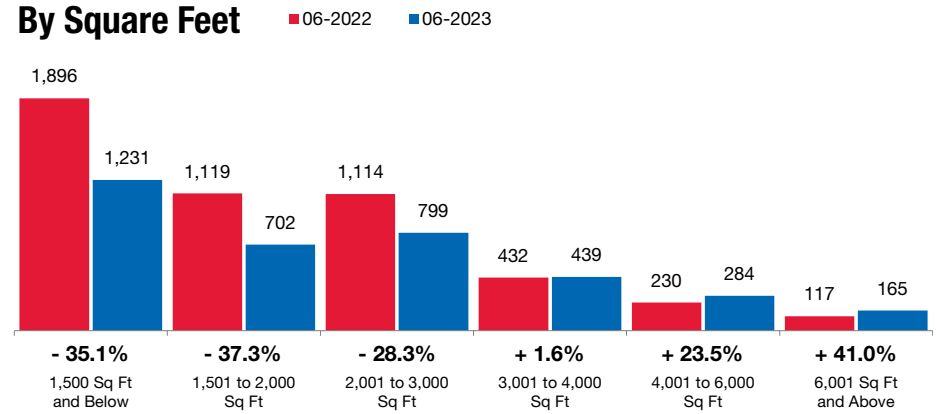
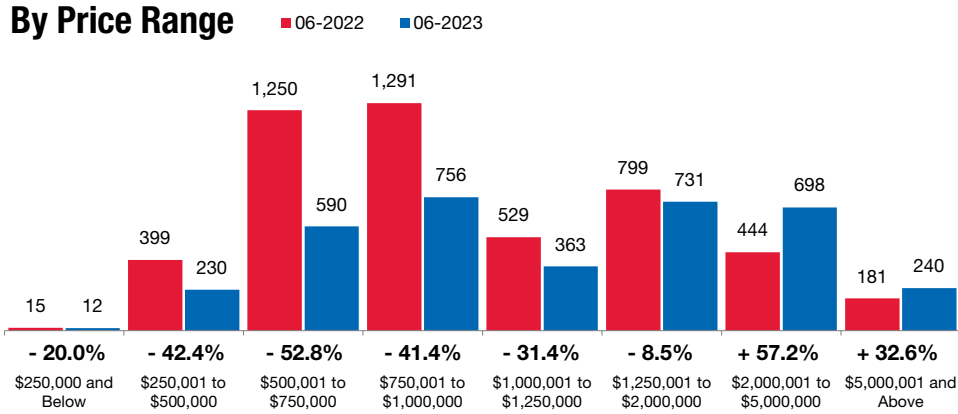
By Square Feet	06-2022	06-2023	Change
1,500 Sq Ft and Below	18	28	+ 55.6%
1,501 to 2,000 Sq Ft	19	31	+ 63.2%
2,001 to 3,000 Sq Ft	22	34	+ 54.5%
3,001 to 4,000 Sq Ft	25	39	+ 56.0%
4,001 to 6,000 Sq Ft	35	49	+ 40.0%
6,001 Sq Ft and Above	69	73	+ 5.8%
All Square Footage	20	31	+ 55.0%

06-2022	06-2023	Change	06-2022	06-2023	Change
18	27	+ 50.0%	17	28	+ 64.7%
18	30	+ 66.7%	21	32	+ 52.4%
21	34	+ 61.9%	34	37	+ 8.8%
24	39	+ 62.5%	70	45	- 35.7%
34	49	+ 44.1%	52	26	- 50.0%
69	73	+ 5.8%	--	--	--
21	32	+ 52.4%	19	29	+ 52.6%



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	06-2022	06-2023	Change
\$250,000 and Below	15	12	- 20.0%
\$250,001 to \$500,000	399	230	- 42.4%
\$500,001 to \$750,000	1,250	590	- 52.8%
\$750,001 to \$1,000,000	1,291	756	- 41.4%
\$1,000,001 to \$1,250,000	529	363	- 31.4%
\$1,250,001 to \$2,000,000	799	731	- 8.5%
\$2,000,001 to \$5,000,000	444	698	+ 57.2%
\$5,000,001 and Above	181	240	+ 32.6%
All Price Ranges	4,908	3,620	- 26.2%

Single-Family Homes

06-2022	06-2023	Change	06-2022	06-2023	Change
7	7	0.0%	8	5	- 37.5%
59	57	- 3.4%	340	173	- 49.1%
678	242	- 64.3%	572	348	- 39.2%
1,050	525	- 50.0%	241	231	- 4.1%
433	274	- 36.7%	96	89	- 7.3%
670	575	- 14.2%	129	156	+ 20.9%
381	589	+ 54.6%	63	109	+ 73.0%
174	226	+ 29.9%	7	14	+ 100.0%
3,452	2,495	- 27.7%	1,456	1,125	- 22.7%

Condos - Townhomes

By Square Feet	06-2022	06-2023	Change
1,500 Sq Ft and Below	1,896	1,231	- 35.1%
1,501 to 2,000 Sq Ft	1,119	702	- 37.3%
2,001 to 3,000 Sq Ft	1,114	799	- 28.3%
3,001 to 4,000 Sq Ft	432	439	+ 1.6%
4,001 to 6,000 Sq Ft	230	284	+ 23.5%
6,001 Sq Ft and Above	117	165	+ 41.0%
All Square Footage	4,908	3,620	- 26.2%

06-2022	06-2023	Change	06-2022	06-2023	Change
847	468	- 44.7%	1,049	763	- 27.3%
835	481	- 42.4%	284	221	- 22.2%
1,015	685	- 32.5%	99	114	+ 15.2%
417	426	+ 2.2%	15	13	- 13.3%
222	270	+ 21.6%	8	14	+ 75.0%
116	165	+ 42.2%	1	0	- 100.0%
3,452	2,495	- 27.7%	1,456	1,125	- 22.7%

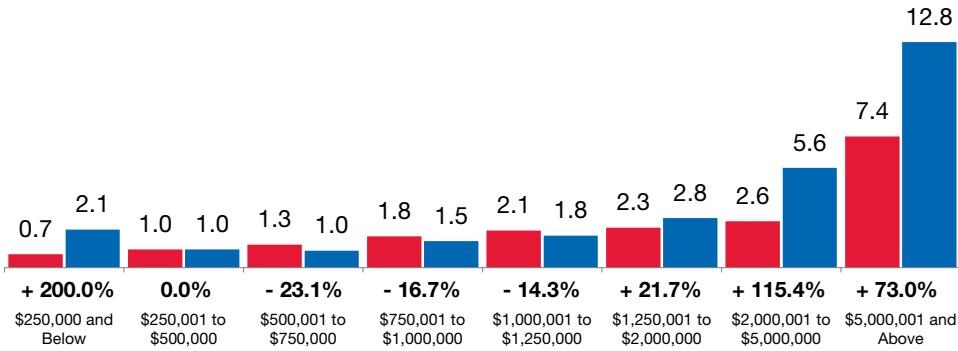


Months Supply of Inventory

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.

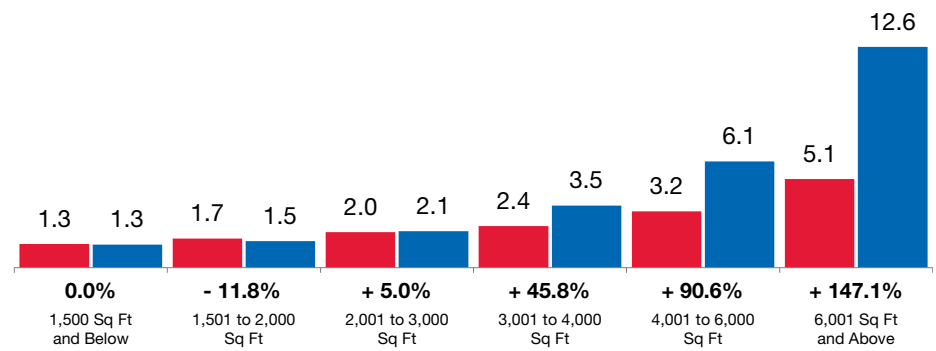
By Price Range

■ 06-2022 ■ 06-2023



By Square Feet

■ 06-2022 ■ 06-2023



All Properties

By Price Range	06-2022	06-2023	Change
\$250,000 and Below	0.7	2.1	+ 200.0%
\$250,001 to \$500,000	1.0	1.0	0.0%
\$500,001 to \$750,000	1.3	1.0	- 23.1%
\$750,001 to \$1,000,000	1.8	1.5	- 16.7%
\$1,000,001 to \$1,250,000	2.1	1.8	- 14.3%
\$1,250,001 to \$2,000,000	2.3	2.8	+ 21.7%
\$2,000,001 to \$5,000,000	2.6	5.6	+ 115.4%
\$5,000,001 and Above	7.4	12.8	+ 73.0%
All Price Ranges	1.7	1.8	+ 5.9%

Single-Family Homes

06-2022	06-2023	Change
1.7	2.8	+ 64.7%
1.4	1.9	+ 35.7%
1.2	0.8	- 33.3%
1.8	1.3	- 27.8%
2.1	1.7	- 19.0%
2.2	2.6	+ 18.2%
2.6	5.4	+ 107.7%
7.3	12.3	+ 68.5%
1.9	2.0	+ 5.3%

Condos - Townhomes

06-2022	06-2023	Change
0.5	1.5	+ 200.0%
1.0	0.9	- 10.0%
1.4	1.2	- 14.3%
1.7	2.0	+ 17.6%
2.2	2.4	+ 9.1%
2.4	3.8	+ 58.3%
2.7	7.4	+ 174.1%
7.0	11.2	+ 60.0%
1.4	1.6	+ 14.3%

By Square Feet

06-2022	06-2023	Change
1.3	1.3	0.0%
1.7	1.5	- 11.8%
2.0	2.1	+ 5.0%
2.4	3.5	+ 45.8%
3.2	6.1	+ 90.6%
5.1	12.6	+ 147.1%
1.7	1.8	+ 5.9%

06-2022	06-2023	Change
1.4	1.2	- 14.3%
1.7	1.4	- 17.6%
2.0	1.9	- 5.0%
2.3	3.5	+ 52.2%
3.1	5.8	+ 87.1%
5.0	12.6	+ 152.0%
1.9	2.0	+ 5.3%

06-2022	06-2023	Change
1.3	1.4	+ 7.7%
1.6	1.8	+ 12.5%
2.1	3.7	+ 76.2%
3.3	4.7	+ 42.4%
4.0	12.0	+ 200.0%
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1.4	1.6	+ 14.3%

