

# Housing Supply Overview

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

## July 2023

Nationally, sales of new single-family homes fell 2.5% month-over-month as of last measure, marking the first monthly decline since February, according to the U.S. Census Bureau. Despite the decrease, new-home sales are up 23.8% year-over-year, as a lack of existing-home inventory has boosted demand for the new-home market in recent months. As a result, builder confidence has continued to improve, reaching a 13-month high in July, according to the latest NAHB / Wells Fargo Housing Market Index (HMI). For the 12-month period spanning August 2022 through July 2023, Pending Sales in the San Diego were down 30.7 percent overall. The price range with the smallest decline in sales was the \$5,000,001 and Above range, where they decreased 13.5 percent.

The overall Median Sales Price was up 1.3 percent to \$810,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 2.2 percent to \$925,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 30 days; the price range that tended to sell the slowest was the \$250,000 and Below range at 65 days.

Market-wide, inventory levels were down 23.4 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 22.9 percent. That amounts to 2.2 months supply for Single-Family homes and 1.8 months supply for Condos.

## Quick Facts

- 13.5%

- 27.4%

- 30.3%

Price Range With  
Strongest Pending Sales:  
**\$5,000,001 and Above**

Home Size With Strongest  
Pending Sales:  
**2,001 to 3,000 Sq Ft**

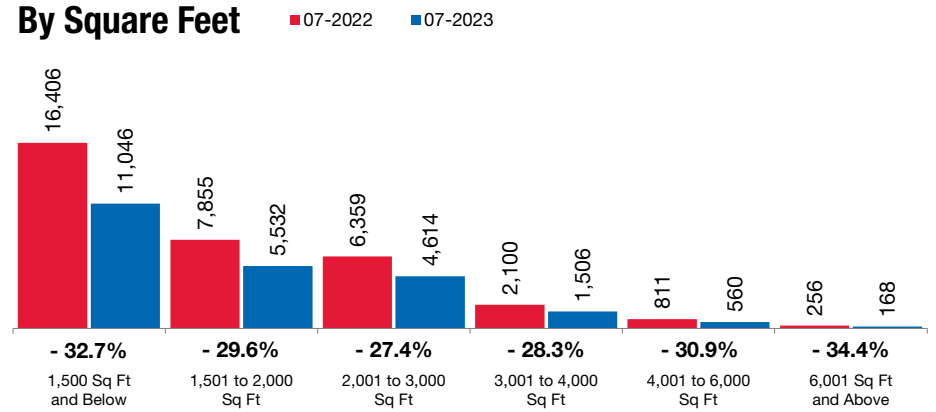
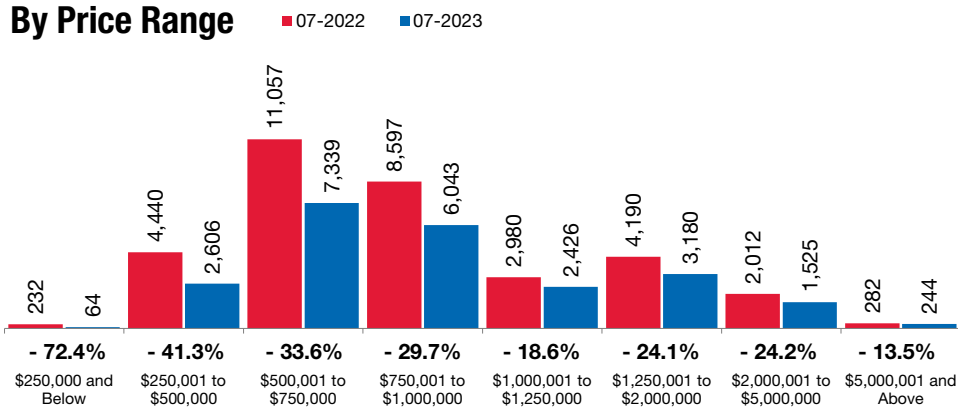
Property Type With  
Strongest Pending Sales:  
**Single-Family Homes**

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

Pending Sales	2
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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	07-2022	07-2023	Change
\$250,000 and Below	232	64	- 72.4%
\$250,001 to \$500,000	4,440	2,606	- 41.3%
\$500,001 to \$750,000	11,057	7,339	- 33.6%
\$750,001 to \$1,000,000	8,597	6,043	- 29.7%
\$1,000,001 to \$1,250,000	2,980	2,426	- 18.6%
\$1,250,001 to \$2,000,000	4,190	3,180	- 24.1%
\$2,000,001 to \$5,000,000	2,012	1,525	- 24.2%
\$5,000,001 and Above	282	244	- 13.5%
<b>All Price Ranges</b>	<b>33,790</b>	<b>23,427</b>	<b>- 30.7%</b>

## Single-Family Homes

07-2022	07-2023	Change	07-2022	07-2023	Change
44	27	- 38.6%	188	37	- 80.3%
503	336	- 33.2%	3,937	2,270	- 42.3%
6,170	3,772	- 38.9%	4,887	3,567	- 27.0%
6,883	4,693	- 31.8%	1,714	1,350	- 21.2%
2,449	1,973	- 19.4%	531	453	- 14.7%
3,546	2,680	- 24.4%	644	500	- 22.4%
1,732	1,334	- 23.0%	280	191	- 31.8%
278	239	- 14.0%	4	5	+ 25.0%
<b>21,605</b>	<b>15,054</b>	<b>- 30.3%</b>	<b>12,185</b>	<b>8,373</b>	<b>- 31.3%</b>

## Condos - Townhomes

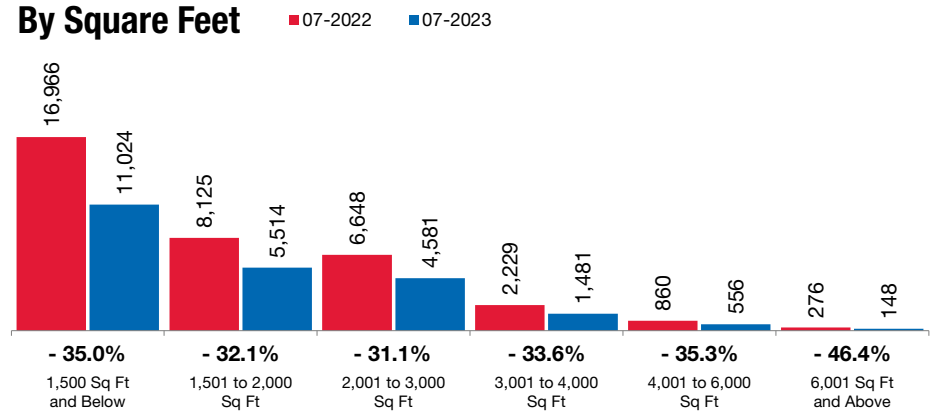
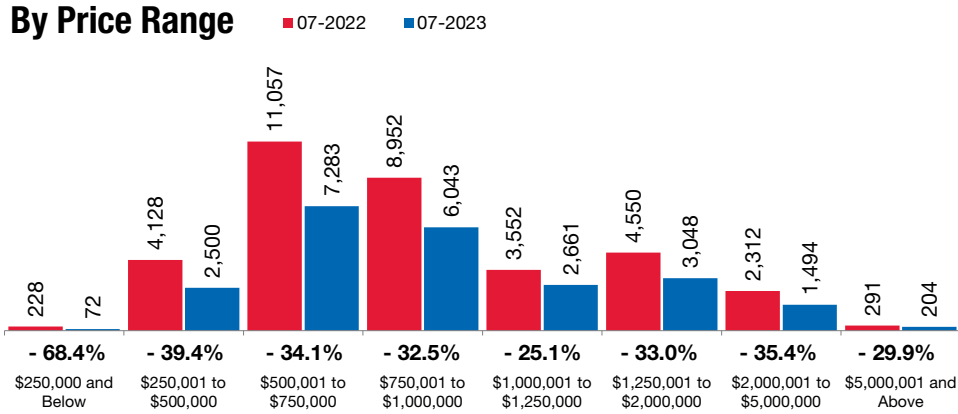
By Square Feet	07-2022	07-2023	Change
1,500 Sq Ft and Below	16,406	11,046	- 32.7%
1,501 to 2,000 Sq Ft	7,855	5,532	- 29.6%
2,001 to 3,000 Sq Ft	6,359	4,614	- 27.4%
3,001 to 4,000 Sq Ft	2,100	1,506	- 28.3%
4,001 to 6,000 Sq Ft	811	560	- 30.9%
6,001 Sq Ft and Above	256	168	- 34.4%
<b>All Square Footage</b>	<b>33,790</b>	<b>23,427</b>	<b>- 30.7%</b>

07-2022	07-2023	Change	07-2022	07-2023	Change
6,864	4,574	- 33.4%	9,542	6,472	- 32.2%
5,804	4,044	- 30.3%	2,051	1,488	- 27.5%
5,832	4,242	- 27.3%	527	372	- 29.4%
2,047	1,474	- 28.0%	53	32	- 39.6%
802	551	- 31.3%	9	9	0.0%
256	168	- 34.4%	0	0	0.0%
<b>21,605</b>	<b>15,054</b>	<b>- 30.3%</b>	<b>12,185</b>	<b>8,373</b>	<b>- 31.3%</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	07-2022	07-2023	Change
\$250,000 and Below	228	72	-68.4%
\$250,001 to \$500,000	4,128	2,500	-39.4%
\$500,001 to \$750,000	11,057	7,283	-34.1%
\$750,001 to \$1,000,000	8,952	6,043	-32.5%
\$1,000,001 to \$1,250,000	3,552	2,661	-25.1%
\$1,250,001 to \$2,000,000	4,550	3,048	-33.0%
\$2,000,001 to \$5,000,000	2,312	1,494	-35.4%
\$5,000,001 and Above	291	204	-29.9%
<b>All Price Ranges</b>	<b>35,070</b>	<b>23,305</b>	<b>-33.5%</b>

## Single-Family Homes

07-2022	07-2023	Change	07-2022	07-2023	Change
46	34	-26.1%	182	38	-79.1%
440	340	-22.7%	3,688	2,160	-41.4%
5,795	3,647	-37.1%	5,262	3,636	-30.9%
7,073	4,724	-33.2%	1,879	1,319	-29.8%
2,877	2,170	-24.6%	675	491	-27.3%
3,845	2,576	-33.0%	705	472	-33.0%
2,011	1,314	-34.7%	301	180	-40.2%
286	200	-30.1%	5	4	-20.0%
<b>22,373</b>	<b>15,005</b>	<b>-32.9%</b>	<b>12,697</b>	<b>8,300</b>	<b>-34.6%</b>

## Condos - Townhomes

By Square Feet	07-2022	07-2023	Change
1,500 Sq Ft and Below	16,966	11,024	-35.0%
1,501 to 2,000 Sq Ft	8,125	5,514	-32.1%
2,001 to 3,000 Sq Ft	6,648	4,581	-31.1%
3,001 to 4,000 Sq Ft	2,229	1,481	-33.6%
4,001 to 6,000 Sq Ft	860	556	-35.3%
6,001 Sq Ft and Above	276	148	-46.4%
<b>All Square Footage</b>	<b>35,070</b>	<b>23,305</b>	<b>-33.5%</b>

07-2022	07-2023	Change	07-2022	07-2023	Change
7,047	4,594	-34.8%	9,919	6,430	-35.2%
5,970	4,047	-32.2%	2,155	1,467	-31.9%
6,059	4,216	-30.4%	551	365	-33.8%
2,171	1,450	-33.2%	58	31	-46.6%
849	549	-35.3%	11	7	-36.4%
276	148	-46.4%	0	0	0.0%
<b>22,373</b>	<b>15,005</b>	<b>-32.9%</b>	<b>12,697</b>	<b>8,300</b>	<b>-34.6%</b>

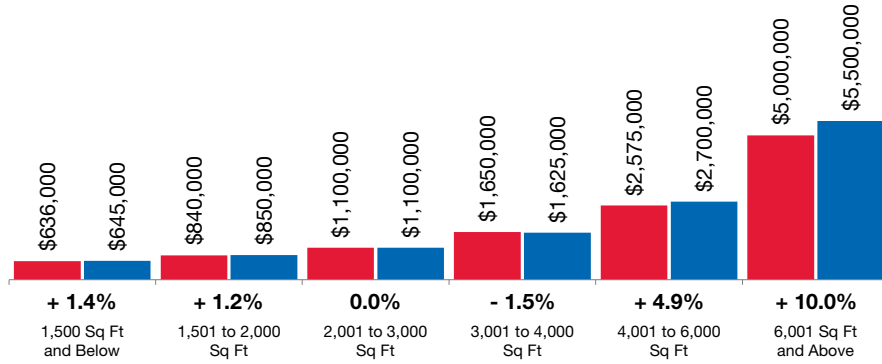


# Median Sales Price

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.**

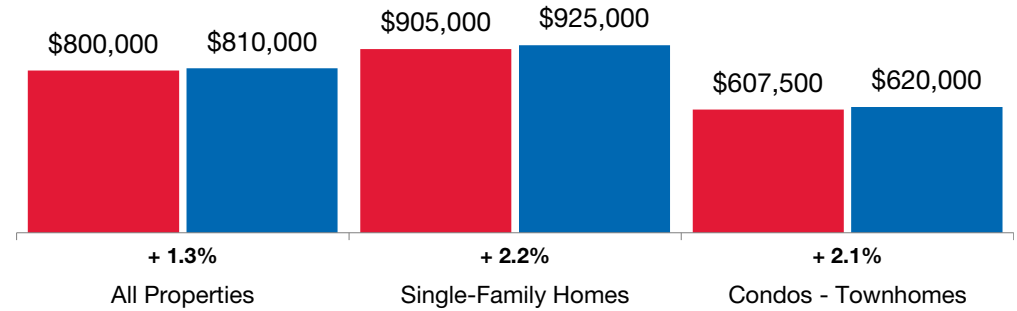
## By Square Feet

07-2022 07-2023



## By Property Type

07-2022 07-2023



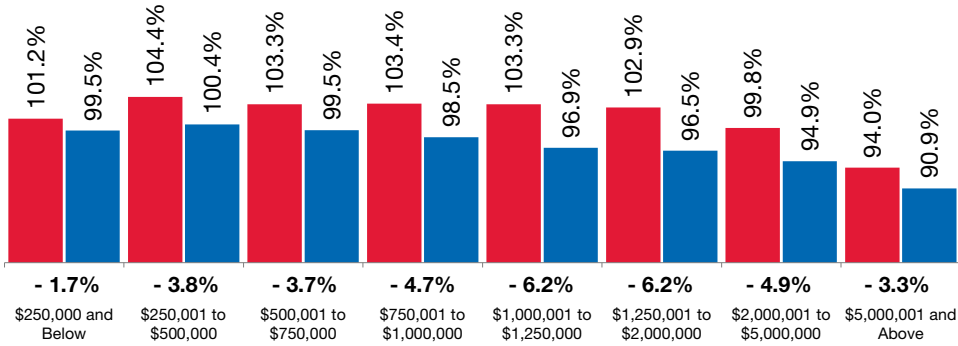
By Square Feet	All Properties		
	07-2022	07-2023	Change
1,500 Sq Ft and Below	\$636,000	\$645,000	+ 1.4%
1,501 to 2,000 Sq Ft	\$840,000	\$850,000	+ 1.2%
2,001 to 3,000 Sq Ft	\$1,100,000	\$1,100,000	0.0%
3,001 to 4,000 Sq Ft	\$1,650,000	\$1,625,000	- 1.5%
4,001 to 6,000 Sq Ft	\$2,575,000	\$2,700,000	+ 4.9%
6,001 Sq Ft and Above	\$5,000,000	\$5,500,000	+ 10.0%
<b>All Square Footage</b>	<b>\$800,000</b>	<b>\$810,000</b>	<b>+ 1.3%</b>

	Single-Family Homes			Condos - Townhomes		
	07-2022	07-2023	Change	07-2022	07-2023	Change
	\$720,000	\$725,000	+ 0.7%	\$550,000	\$565,000	+ 2.7%
	\$845,000	\$850,000	+ 0.6%	\$810,000	\$835,000	+ 3.1%
	\$1,075,000	\$1,092,750	+ 1.7%	\$1,356,500	\$1,250,000	- 7.9%
	\$1,625,000	\$1,625,000	0.0%	\$2,407,500	\$2,050,000	- 14.8%
	\$2,575,000	\$2,700,000	+ 4.9%	\$2,640,000	\$1,835,000	- 30.5%
	\$5,000,000	\$5,500,000	+ 10.0%	--	--	0.0%
	<b>\$905,000</b>	<b>\$925,000</b>	<b>+ 2.2%</b>	<b>\$607,500</b>	<b>\$620,000</b>	<b>+ 2.1%</b>

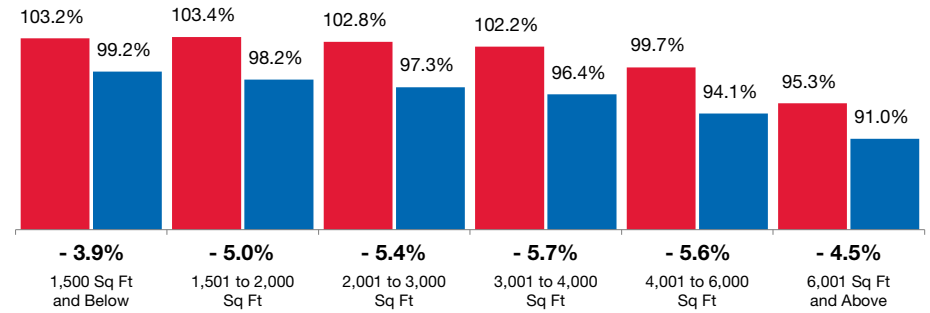
# Percent of Original List Price Received

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.**

**By Price Range** ■ 07-2022 ■ 07-2023



**By Square Feet** ■ 07-2022 ■ 07-2023



## All Properties

By Price Range	07-2022	07-2023	Change
\$250,000 and Below	101.2%	99.5%	-1.7%
\$250,001 to \$500,000	104.4%	100.4%	-3.8%
\$500,001 to \$750,000	103.3%	99.5%	-3.7%
\$750,001 to \$1,000,000	103.4%	98.5%	-4.7%
\$1,000,001 to \$1,250,000	103.3%	96.9%	-6.2%
\$1,250,001 to \$2,000,000	102.9%	96.5%	-6.2%
\$2,000,001 to \$5,000,000	99.8%	94.9%	-4.9%
\$5,000,001 and Above	94.0%	90.9%	-3.3%
<b>All Price Ranges</b>	<b>103.1%</b>	<b>98.2%</b>	<b>-4.8%</b>

## Single-Family Homes

07-2022	07-2023	Change	07-2022	07-2023	Change
94.4%	98.2%	+4.0%	103.3%	100.4%	-2.8%
103.6%	100.0%	-3.5%	104.5%	100.4%	-3.9%
103.1%	100.0%	-3.0%	103.5%	99.0%	-4.3%
103.4%	98.6%	-4.6%	103.6%	98.1%	-5.3%
103.5%	96.9%	-6.4%	102.7%	97.0%	-5.6%
103.4%	96.6%	-6.6%	99.9%	95.9%	-4.0%
100.4%	94.8%	-5.6%	96.6%	96.0%	-0.6%
94.0%	90.7%	-3.5%	91.7%	96.5%	+5.2%
<b>103.0%</b>	<b>97.9%</b>	<b>-5.0%</b>	<b>103.5%</b>	<b>98.9%</b>	<b>-4.4%</b>

## Condos - Townhomes

By Square Feet	07-2022	07-2023	Change
1,500 Sq Ft and Below	103.2%	99.2%	-3.9%
1,501 to 2,000 Sq Ft	103.4%	98.2%	-5.0%
2,001 to 3,000 Sq Ft	102.8%	97.3%	-5.4%
3,001 to 4,000 Sq Ft	102.2%	96.4%	-5.7%
4,001 to 6,000 Sq Ft	99.7%	94.1%	-5.6%
6,001 Sq Ft and Above	95.3%	91.0%	-4.5%
<b>All Square Footage</b>	<b>103.1%</b>	<b>98.2%</b>	<b>-4.8%</b>

07-2022	07-2023	Change	07-2022	07-2023	Change
103.3%	99.2%	-4.0%	103.8%	99.1%	-4.5%
103.5%	98.2%	-5.1%	103.0%	98.2%	-4.7%
103.0%	97.3%	-5.5%	101.0%	97.3%	-3.7%
102.4%	96.5%	-5.8%	96.6%	94.5%	-2.2%
99.8%	94.1%	-5.7%	93.6%	95.3%	+1.8%
95.3%	91.0%	-4.5%	--	--	--
<b>103.0%</b>	<b>97.9%</b>	<b>-5.0%</b>	<b>103.5%</b>	<b>98.9%</b>	<b>-4.4%</b>

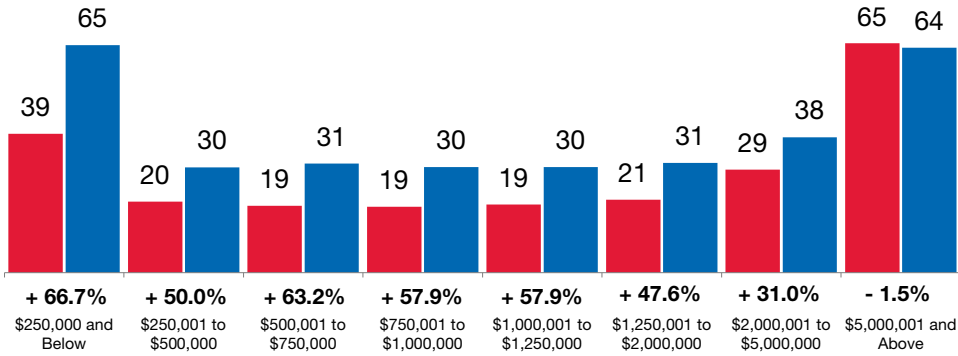


# Days on Market Until Sale

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.

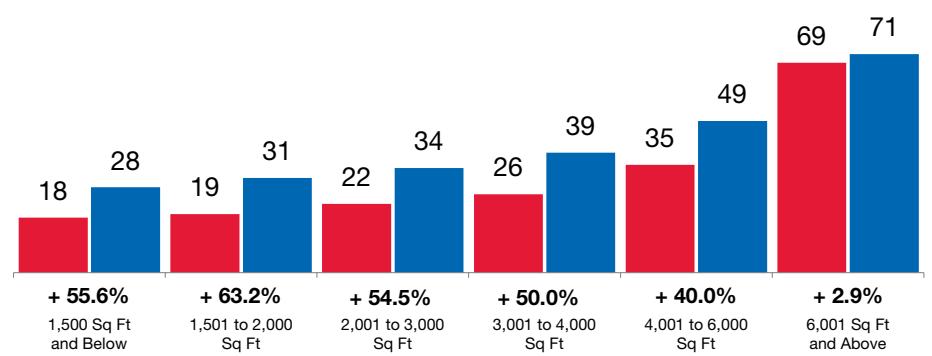
## By Price Range

■ 07-2022 ■ 07-2023



## By Square Feet

■ 07-2022 ■ 07-2023



## All Properties

By Price Range	07-2022	07-2023	Change
\$250,000 and Below	39	65	+ 66.7%
\$250,001 to \$500,000	20	30	+ 50.0%
\$500,001 to \$750,000	19	31	+ 63.2%
\$750,001 to \$1,000,000	19	30	+ 57.9%
\$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	65	64	- 1.5%
<b>All Price Ranges</b>	<b>20</b>	<b>31</b>	<b>+ 55.0%</b>

## Single-Family Homes

07-2022	07-2023	Change	07-2022	07-2023	Change
49	70	+ 42.9%	35	60	+ 71.4%
36	39	+ 8.3%	18	28	+ 55.6%
21	32	+ 52.4%	16	29	+ 81.3%
19	30	+ 57.9%	17	29	+ 70.6%
19	30	+ 57.9%	19	28	+ 47.4%
19	31	+ 63.2%	29	33	+ 13.8%
26	38	+ 46.2%	51	39	- 23.5%
66	65	- 1.5%	32	10	- 68.8%
<b>21</b>	<b>32</b>	<b>+ 52.4%</b>	<b>19</b>	<b>30</b>	<b>+ 57.9%</b>

## Condos - Townhomes

By Square Feet	07-2022	07-2023	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	26	39	+ 50.0%
4,001 to 6,000 Sq Ft	35	49	+ 40.0%
6,001 Sq Ft and Above	69	71	+ 2.9%
<b>All Square Footage</b>	<b>20</b>	<b>31</b>	<b>+ 55.0%</b>

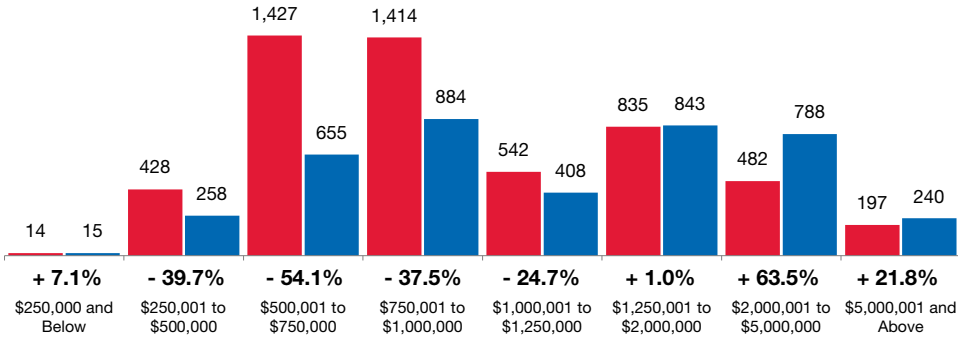
07-2022	07-2023	Change	07-2022	07-2023	Change
19	27	+ 42.1%	17	28	+ 64.7%
19	30	+ 57.9%	21	33	+ 57.1%
21	34	+ 61.9%	34	36	+ 5.9%
25	39	+ 56.0%	66	43	- 34.8%
35	50	+ 42.9%	57	29	- 49.1%
69	71	+ 2.9%	--	--	--
<b>21</b>	<b>32</b>	<b>+ 52.4%</b>	<b>19</b>	<b>30</b>	<b>+ 57.9%</b>



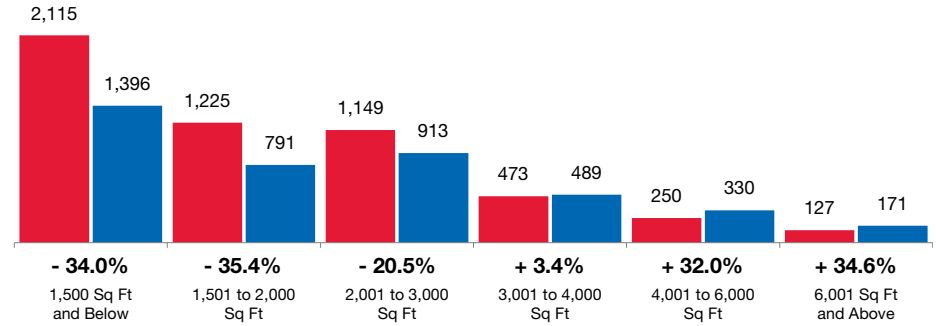
# Inventory of Homes for Sale

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 ■ 07-2022 ■ 07-2023



## By Square Feet ■ 07-2022 ■ 07-2023



### All Properties

By Price Range	07-2022	07-2023	Change
\$250,000 and Below	14	15	+ 7.1%
\$250,001 to \$500,000	428	258	- 39.7%
\$500,001 to \$750,000	1,427	655	- 54.1%
\$750,001 to \$1,000,000	1,414	884	- 37.5%
\$1,000,001 to \$1,250,000	542	408	- 24.7%
\$1,250,001 to \$2,000,000	835	843	+ 1.0%
\$2,000,001 to \$5,000,000	482	788	+ 63.5%
\$5,000,001 and Above	197	240	+ 21.8%
<b>All Price Ranges</b>	<b>5,339</b>	<b>4,091</b>	<b>- 23.4%</b>

### Single-Family Homes

07-2022	07-2023	Change	07-2022	07-2023	Change
7	8	+ 14.3%	7	7	0.0%
54	60	+ 11.1%	374	198	- 47.1%
743	265	- 64.3%	684	390	- 43.0%
1,118	614	- 45.1%	296	270	- 8.8%
442	309	- 30.1%	100	99	- 1.0%
702	661	- 5.8%	133	182	+ 36.8%
421	667	+ 58.4%	61	121	+ 98.4%
187	223	+ 19.3%	10	17	+ 70.0%
<b>3,674</b>	<b>2,807</b>	<b>- 23.6%</b>	<b>1,665</b>	<b>1,284</b>	<b>- 22.9%</b>

### Condos - Townhomes

By Square Feet	07-2022	07-2023	Change
1,500 Sq Ft and Below	2,115	1,396	- 34.0%
1,501 to 2,000 Sq Ft	1,225	791	- 35.4%
2,001 to 3,000 Sq Ft	1,149	913	- 20.5%
3,001 to 4,000 Sq Ft	473	489	+ 3.4%
4,001 to 6,000 Sq Ft	250	330	+ 32.0%
6,001 Sq Ft and Above	127	171	+ 34.6%
<b>All Square Footage</b>	<b>5,339</b>	<b>4,091</b>	<b>- 23.4%</b>

07-2022	07-2023	Change	07-2022	07-2023	Change
910	527	- 42.1%	1,205	869	- 27.9%
887	537	- 39.5%	338	254	- 24.9%
1,046	787	- 24.8%	103	126	+ 22.3%
462	471	+ 1.9%	11	18	+ 63.6%
244	313	+ 28.3%	6	17	+ 183.3%
125	171	+ 36.8%	2	0	- 100.0%
<b>3,674</b>	<b>2,807</b>	<b>- 23.6%</b>	<b>1,665</b>	<b>1,284</b>	<b>- 22.9%</b>

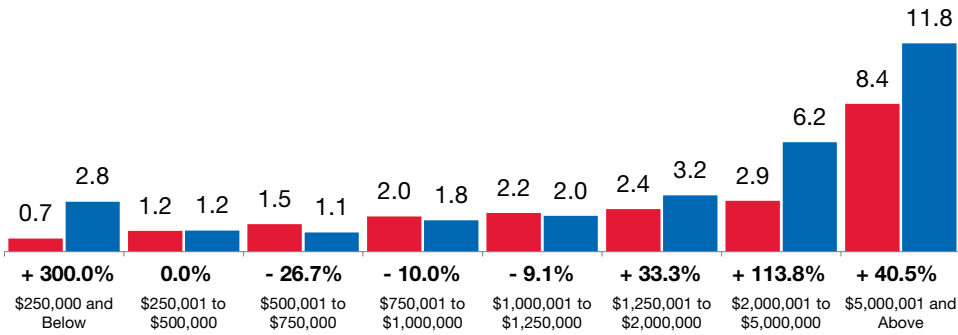


# Months Supply of Inventory

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.

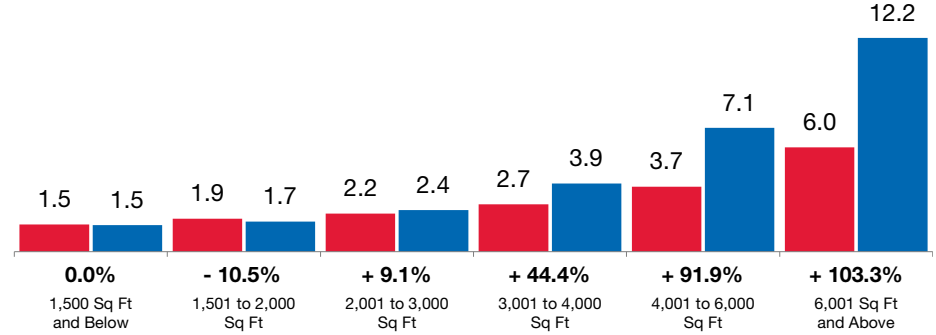
## By Price Range

■ 07-2022 ■ 07-2023



## By Square Feet

■ 07-2022 ■ 07-2023



### All Properties

By Price Range	07-2022	07-2023	Change
\$250,000 and Below	0.7	2.8	+ 300.0%
\$250,001 to \$500,000	1.2	1.2	0.0%
\$500,001 to \$750,000	1.5	1.1	- 26.7%
\$750,001 to \$1,000,000	2.0	1.8	- 10.0%
\$1,000,001 to \$1,250,000	2.2	2.0	- 9.1%
\$1,250,001 to \$2,000,000	2.4	3.2	+ 33.3%
\$2,000,001 to \$5,000,000	2.9	6.2	+ 113.8%
\$5,000,001 and Above	8.4	11.8	+ 40.5%
<b>All Price Ranges</b>	<b>1.9</b>	<b>2.1</b>	<b>+ 10.5%</b>

### Single-Family Homes

07-2022	07-2023	Change
1.6	3.3	+ 106.3%
1.3	2.1	+ 61.5%
1.4	0.8	- 42.9%
1.9	1.6	- 15.8%
2.2	1.9	- 13.6%
2.4	3.0	+ 25.0%
2.9	6.0	+ 106.9%
8.1	11.2	+ 38.3%
<b>2.0</b>	<b>2.2</b>	<b>+ 10.0%</b>

### Condos - Townhomes

07-2022	07-2023	Change
0.4	2.1	+ 425.0%
1.1	1.0	- 9.1%
1.7	1.3	- 23.5%
2.1	2.4	+ 14.3%
2.3	2.6	+ 13.0%
2.5	4.4	+ 76.0%
2.6	7.6	+ 192.3%
10.0	13.6	+ 36.0%
<b>1.6</b>	<b>1.8</b>	<b>+ 12.5%</b>

### By Square Feet

07-2022	07-2023	Change
1.5	1.5	0.0%
1.9	1.7	- 10.5%
2.2	2.4	+ 9.1%
2.7	3.9	+ 44.4%
3.7	7.1	+ 91.9%
6.0	12.2	+ 103.3%
<b>1.9</b>	<b>2.1</b>	<b>+ 10.5%</b>

07-2022	07-2023	Change
1.6	1.4	- 12.5%
1.8	1.6	- 11.1%
2.2	2.2	0.0%
2.7	3.8	+ 40.7%
3.7	6.8	+ 83.8%
5.9	12.2	+ 106.8%
<b>2.0</b>	<b>2.2</b>	<b>+ 10.0%</b>

07-2022	07-2023	Change
1.5	1.6	+ 6.7%
2.0	2.0	0.0%
2.3	4.1	+ 78.3%
2.5	6.8	+ 172.0%
3.3	13.2	+ 300.0%
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<b>1.6</b>	<b>1.8</b>	<b>+ 12.5%</b>

