

# Housing Supply Overview

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

## August 2023

New-home sales recently hit a 17-month high, rising 4.4% month-over-month nationally, according to the U.S. Census Bureau. New-home sales were up 31.5% year-over-year, led by gains in the Midwest and West, where monthly sales jumped 47.4% and 21.5%, respectively. The new-home market continues to benefit from the lack of existing-home inventory, and with many builders offering sales incentives, including price reductions and mortgage rate buydowns, homebuyers are increasingly turning to new construction for their next home purchase. For the 12-month period spanning September 2022 through August 2023, Pending Sales in the San Diego were down 29.9 percent overall. The price range with the smallest decline in sales was the \$5,000,001 and Above range, where they decreased 11.8 percent.

The overall Median Sales Price was up 2.4 percent to \$820,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 2.2 percent to \$930,000. The price range that tended to sell the quickest was the \$1,000,001 to \$1,250,000 range at 30 days; the price range that tended to sell the slowest was the \$250,000 and Below range at 64 days.

Market-wide, inventory levels were down 4.8 percent. However, the property type with the largest gain was the Condos - Townhomes segment, where they remained flat. That amounts to 2.6 months supply for Single-Family homes and 2.2 months supply for Condos.

## Quick Facts

- 11.8%

- 26.4%

- 29.7%

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

Home Size With Strongest  
Pending Sales:  
**3,001 to 4,000 Sq Ft**

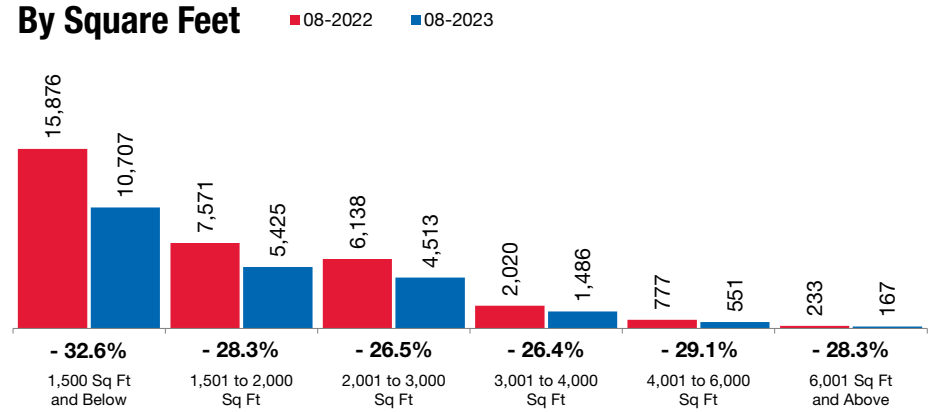
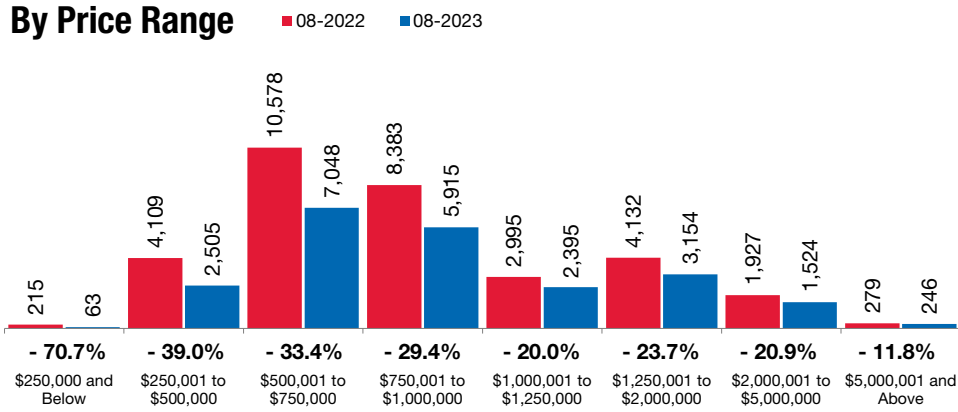
Property Type With  
Strongest Pending Sales:  
**Single-Family Homes**

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	08-2022	08-2023	Change
\$250,000 and Below	215	63	-70.7%
\$250,001 to \$500,000	4,109	2,505	-39.0%
\$500,001 to \$750,000	10,578	7,048	-33.4%
\$750,001 to \$1,000,000	8,383	5,915	-29.4%
\$1,000,001 to \$1,250,000	2,995	2,395	-20.0%
\$1,250,001 to \$2,000,000	4,132	3,154	-23.7%
\$2,000,001 to \$5,000,000	1,927	1,524	-20.9%
\$5,000,001 and Above	279	246	-11.8%
<b>All Price Ranges</b>	<b>32,618</b>	<b>22,850</b>	<b>-29.9%</b>

## Single-Family Homes

08-2022	08-2023	Change	08-2022	08-2023	Change
39	29	-25.6%	176	34	-80.7%
472	337	-28.6%	3,637	2,168	-40.4%
5,789	3,583	-38.1%	4,789	3,465	-27.6%
6,686	4,580	-31.5%	1,697	1,335	-21.3%
2,462	1,938	-21.3%	533	457	-14.3%
3,489	2,645	-24.2%	643	509	-20.8%
1,664	1,323	-20.5%	263	201	-23.6%
275	241	-12.4%	4	5	+25.0%
<b>20,876</b>	<b>14,676</b>	<b>-29.7%</b>	<b>11,742</b>	<b>8,174</b>	<b>-30.4%</b>

## Condos - Townhomes

By Square Feet	08-2022	08-2023	Change
1,500 Sq Ft and Below	15,876	10,707	-32.6%
1,501 to 2,000 Sq Ft	7,571	5,425	-28.3%
2,001 to 3,000 Sq Ft	6,138	4,513	-26.5%
3,001 to 4,000 Sq Ft	2,020	1,486	-26.4%
4,001 to 6,000 Sq Ft	777	551	-29.1%
6,001 Sq Ft and Above	233	167	-28.3%
<b>All Square Footage</b>	<b>32,618</b>	<b>22,850</b>	<b>-29.9%</b>

08-2022	08-2023	Change	08-2022	08-2023	Change
6,660	4,435	-33.4%	9,216	6,272	-31.9%
5,600	3,948	-29.5%	1,971	1,477	-25.1%
5,648	4,130	-26.9%	490	383	-21.8%
1,968	1,452	-26.2%	52	34	-34.6%
767	543	-29.2%	10	8	-20.0%
233	167	-28.3%	0	0	0.0%
<b>20,876</b>	<b>14,676</b>	<b>-29.7%</b>	<b>11,742</b>	<b>8,174</b>	<b>-30.4%</b>

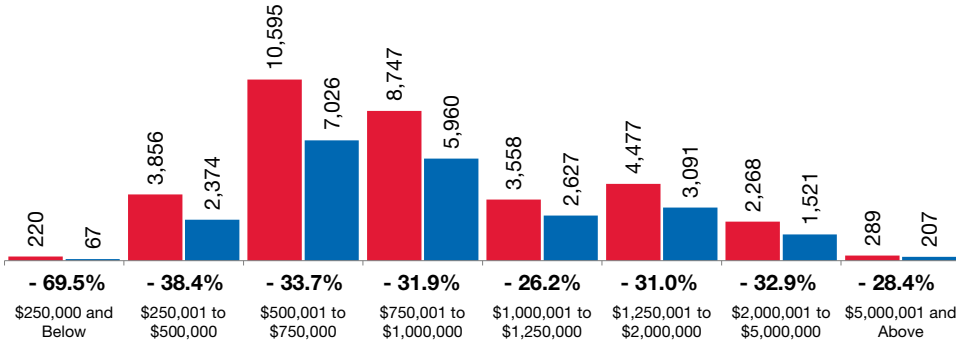


# Closed Sales

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

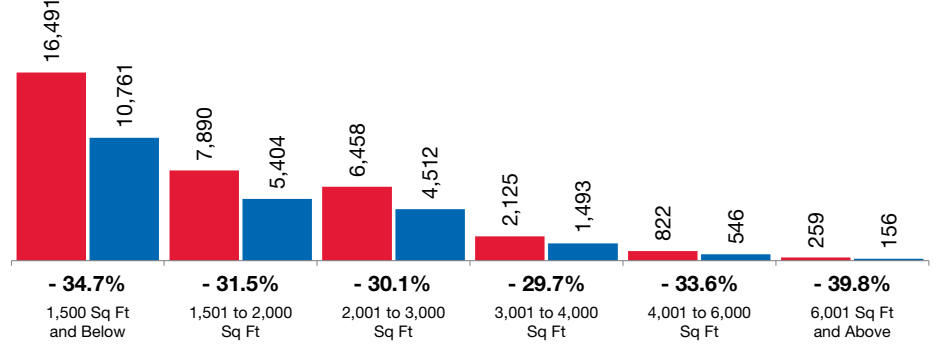
## By Price Range

■ 08-2022 ■ 08-2023



## By Square Feet

■ 08-2022 ■ 08-2023



### All Properties

By Price Range	08-2022	08-2023	Change
\$250,000 and Below	220	67	-69.5%
\$250,001 to \$500,000	3,856	2,374	-38.4%
\$500,001 to \$750,000	10,595	7,026	-33.7%
\$750,001 to \$1,000,000	8,747	5,960	-31.9%
\$1,000,001 to \$1,250,000	3,558	2,627	-26.2%
\$1,250,001 to \$2,000,000	4,477	3,091	-31.0%
\$2,000,001 to \$5,000,000	2,268	1,521	-32.9%
\$5,000,001 and Above	289	207	-28.4%
<b>All Price Ranges</b>	<b>34,010</b>	<b>22,873</b>	<b>-32.7%</b>

### Single-Family Homes

08-2022	08-2023	Change	08-2022	08-2023	Change
49	32	-34.7%	171	35	-79.5%
433	315	-27.3%	3,423	2,059	-39.8%
5,479	3,451	-37.0%	5,116	3,575	-30.1%
6,885	4,636	-32.7%	1,862	1,324	-28.9%
2,883	2,135	-25.9%	675	492	-27.1%
3,752	2,625	-30.0%	725	466	-35.7%
1,971	1,327	-32.7%	297	194	-34.7%
285	202	-29.1%	4	5	+25.0%
<b>21,737</b>	<b>14,723</b>	<b>-32.3%</b>	<b>12,273</b>	<b>8,150</b>	<b>-33.6%</b>

### Condos - Townhomes

By Square Feet	08-2022	08-2023	Change
1,500 Sq Ft and Below	16,491	10,761	-34.7%
1,501 to 2,000 Sq Ft	7,890	5,404	-31.5%
2,001 to 3,000 Sq Ft	6,458	4,512	-30.1%
3,001 to 4,000 Sq Ft	2,125	1,493	-29.7%
4,001 to 6,000 Sq Ft	822	546	-33.6%
6,001 Sq Ft and Above	259	156	-39.8%
<b>All Square Footage</b>	<b>34,010</b>	<b>22,873</b>	<b>-32.7%</b>

08-2022	08-2023	Change	08-2022	08-2023	Change
6,886	4,459	-35.2%	9,605	6,302	-34.4%
5,822	3,949	-32.2%	2,068	1,455	-29.6%
5,886	4,160	-29.3%	534	352	-34.1%
2,072	1,460	-29.5%	53	33	-37.7%
812	538	-33.7%	10	8	-20.0%
259	156	-39.8%	0	0	0.0%
<b>21,737</b>	<b>14,723</b>	<b>-32.3%</b>	<b>12,273</b>	<b>8,150</b>	<b>-33.6%</b>

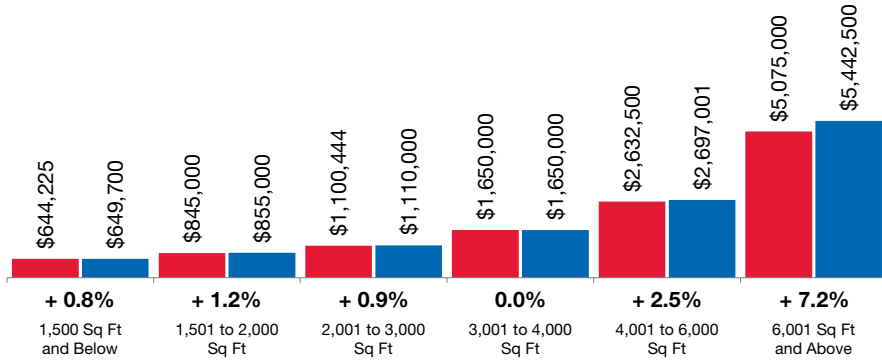


# Median Sales Price

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.**

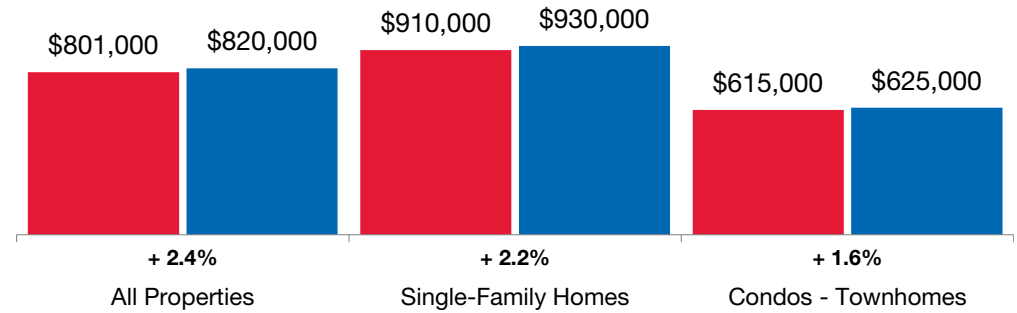
## By Square Feet

■ 08-2022 ■ 08-2023



## By Property Type

■ 08-2022 ■ 08-2023



By Square Feet	All Properties		
	08-2022	08-2023	Change
1,500 Sq Ft and Below	\$644,225	\$649,700	+ 0.8%
1,501 to 2,000 Sq Ft	\$845,000	\$855,000	+ 1.2%
2,001 to 3,000 Sq Ft	\$1,100,444	\$1,110,000	+ 0.9%
3,001 to 4,000 Sq Ft	\$1,650,000	\$1,650,000	0.0%
4,001 to 6,000 Sq Ft	\$2,632,500	\$2,697,001	+ 2.5%
6,001 Sq Ft and Above	\$5,075,000	\$5,442,500	+ 7.2%
<b>All Square Footage</b>	<b>\$801,000</b>	<b>\$820,000</b>	<b>+ 2.4%</b>

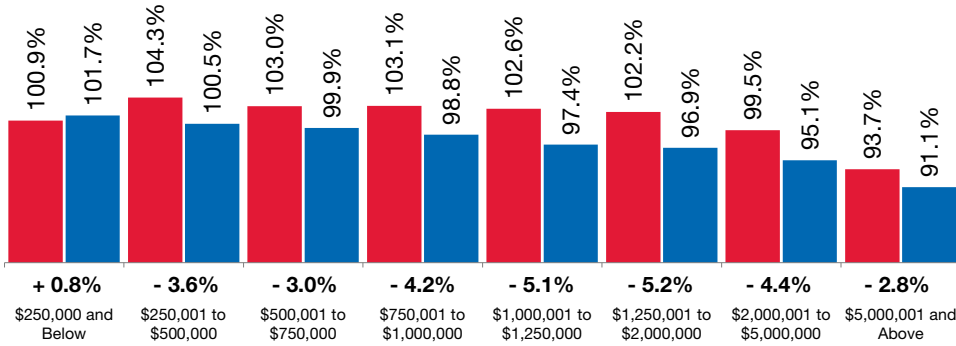
	Single-Family Homes			Condos - Townhomes		
	08-2022	08-2023	Change	08-2022	08-2023	Change
	\$725,000	\$730,000	+ 0.7%	\$555,000	\$570,000	+ 2.7%
	\$850,000	\$860,000	+ 1.2%	\$820,000	\$840,000	+ 2.4%
	\$1,100,000	\$1,100,000	0.0%	\$1,400,000	\$1,254,950	- 10.4%
	\$1,638,225	\$1,649,450	+ 0.7%	\$2,250,000	\$2,050,000	- 8.9%
	\$2,625,000	\$2,699,501	+ 2.8%	\$2,820,000	\$2,142,000	- 24.0%
	\$5,075,000	\$5,442,500	+ 7.2%	--	--	0.0%
	<b>\$910,000</b>	<b>\$930,000</b>	<b>+ 2.2%</b>	<b>\$615,000</b>	<b>\$625,000</b>	<b>+ 1.6%</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.**

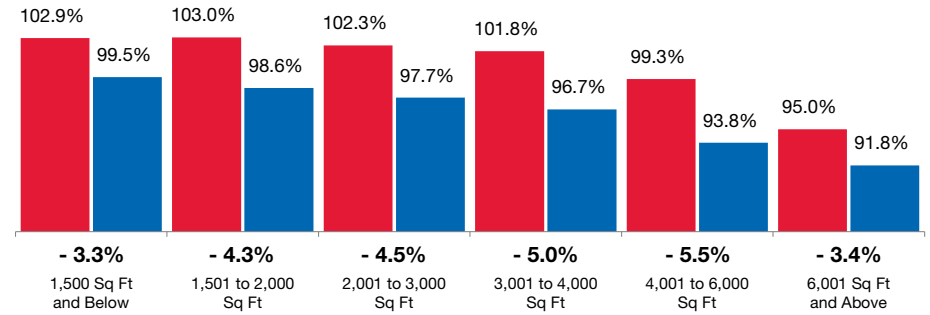
## By Price Range

■ 08-2022 ■ 08-2023



## By Square Feet

■ 08-2022 ■ 08-2023



## All Properties

By Price Range	08-2022	08-2023	Change
\$250,000 and Below	100.9%	101.7%	+ 0.8%
\$250,001 to \$500,000	104.3%	100.5%	- 3.6%
\$500,001 to \$750,000	103.0%	99.9%	- 3.0%
\$750,001 to \$1,000,000	103.1%	98.8%	- 4.2%
\$1,000,001 to \$1,250,000	102.6%	97.4%	- 5.1%
\$1,250,001 to \$2,000,000	102.2%	96.9%	- 5.2%
\$2,000,001 to \$5,000,000	99.5%	95.1%	- 4.4%
\$5,000,001 and Above	93.7%	91.1%	- 2.8%
<b>All Price Ranges</b>	<b>102.8%</b>	<b>98.6%</b>	<b>- 4.1%</b>

## Single-Family Homes

08-2022	08-2023	Change
93.9%	99.5%	+ 6.0%
103.4%	99.9%	- 3.4%
102.9%	100.4%	- 2.4%
103.1%	99.0%	- 4.0%
102.7%	97.4%	- 5.2%
102.7%	97.0%	- 5.6%
99.9%	95.0%	- 4.9%
93.7%	90.9%	- 3.0%
<b>102.5%</b>	<b>98.3%</b>	<b>- 4.1%</b>

## Condos - Townhomes

08-2022	08-2023	Change
103.3%	103.4%	+ 0.1%
104.4%	100.5%	- 3.7%
103.3%	99.3%	- 3.9%
103.1%	98.4%	- 4.6%
102.3%	97.5%	- 4.7%
99.6%	96.2%	- 3.4%
96.8%	95.6%	- 1.2%
93.5%	96.5%	+ 3.2%
<b>103.2%</b>	<b>99.1%</b>	<b>- 4.0%</b>

## By Square Feet

08-2022	08-2023	Change
102.9%	99.5%	- 3.3%
103.0%	98.6%	- 4.3%
102.3%	97.7%	- 4.5%
101.8%	96.7%	- 5.0%
99.3%	93.8%	- 5.5%
95.0%	91.8%	- 3.4%
<b>102.8%</b>	<b>98.6%</b>	<b>- 4.1%</b>

08-2022	08-2023	Change
103.0%	99.6%	- 3.3%
103.1%	98.6%	- 4.4%
102.4%	97.8%	- 4.5%
101.9%	96.7%	- 5.1%
99.4%	93.8%	- 5.6%
95.0%	91.8%	- 3.4%
<b>102.5%</b>	<b>98.3%</b>	<b>- 4.1%</b>

08-2022	08-2023	Change
103.5%	99.4%	- 4.0%
102.7%	98.4%	- 4.2%
100.7%	97.2%	- 3.5%
96.4%	95.4%	- 1.0%
94.3%	91.9%	- 2.5%
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<b>103.2%</b>	<b>99.1%</b>	<b>- 4.0%</b>

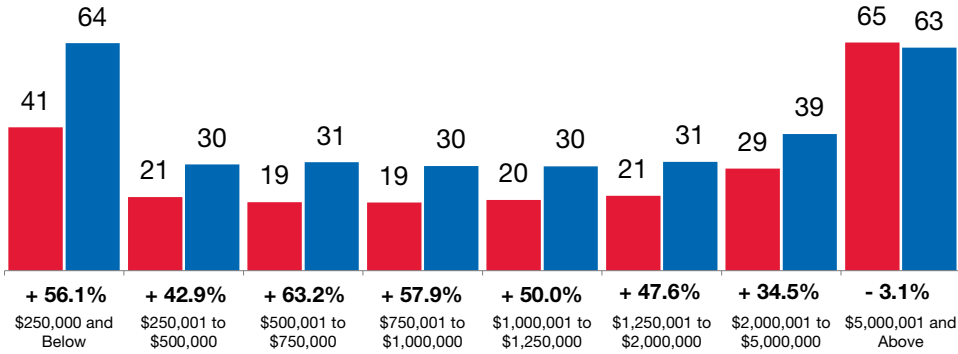


# Days on Market Until Sale

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.

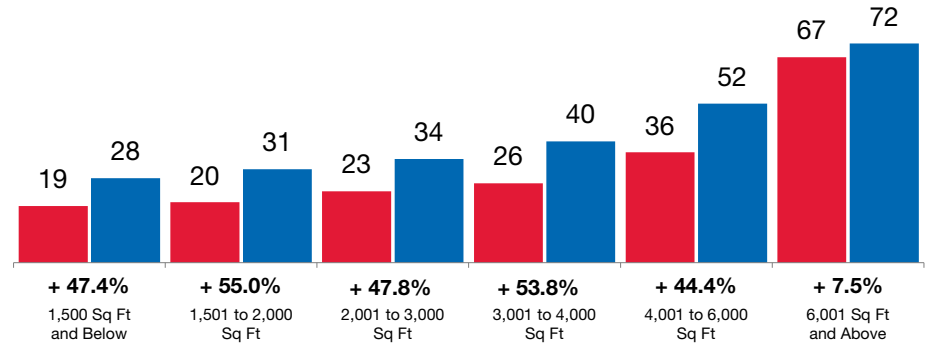
## By Price Range

■ 08-2022 ■ 08-2023



## By Square Feet

■ 08-2022 ■ 08-2023



## All Properties

By Price Range	08-2022	08-2023	Change
\$250,000 and Below	41	64	+ 56.1%
\$250,001 to \$500,000	21	30	+ 42.9%
\$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	20	30	+ 50.0%
\$1,250,001 to \$2,000,000	21	31	+ 47.6%
\$2,000,001 to \$5,000,000	29	39	+ 34.5%
\$5,000,001 and Above	65	63	- 3.1%
<b>All Price Ranges</b>	<b>21</b>	<b>31</b>	<b>+ 47.6%</b>

## Single-Family Homes

08-2022	08-2023	Change	08-2022	08-2023	Change
53	69	+ 30.2%	34	60	+ 76.5%
35	41	+ 17.1%	19	28	+ 47.4%
22	33	+ 50.0%	17	29	+ 70.6%
20	30	+ 50.0%	18	29	+ 61.1%
20	30	+ 50.0%	19	28	+ 47.4%
20	30	+ 50.0%	28	32	+ 14.3%
26	39	+ 50.0%	49	40	- 18.4%
65	65	0.0%	25	11	- 56.0%
<b>22</b>	<b>32</b>	<b>+ 45.5%</b>	<b>19</b>	<b>29</b>	<b>+ 52.6%</b>

## Condos - Townhomes

By Square Feet	08-2022	08-2023	Change
1,500 Sq Ft and Below	19	28	+ 47.4%
1,501 to 2,000 Sq Ft	20	31	+ 55.0%
2,001 to 3,000 Sq Ft	23	34	+ 47.8%
3,001 to 4,000 Sq Ft	26	40	+ 53.8%
4,001 to 6,000 Sq Ft	36	52	+ 44.4%
6,001 Sq Ft and Above	67	72	+ 7.5%
<b>All Square Footage</b>	<b>21</b>	<b>31</b>	<b>+ 47.6%</b>

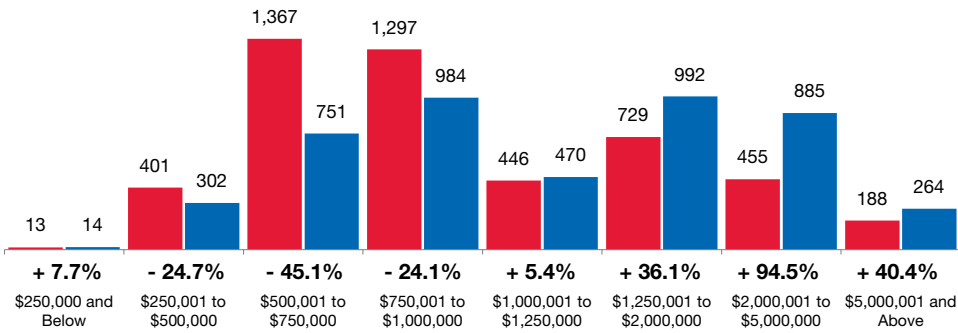
08-2022	08-2023	Change	08-2022	08-2023	Change
19	27	+ 42.1%	18	28	+ 55.6%
19	30	+ 57.9%	21	32	+ 52.4%
22	33	+ 50.0%	33	38	+ 15.2%
25	40	+ 60.0%	68	40	- 41.2%
36	51	+ 41.7%	54	87	+ 61.1%
67	72	+ 7.5%	--	--	--
<b>22</b>	<b>32</b>	<b>+ 45.5%</b>	<b>19</b>	<b>29</b>	<b>+ 52.6%</b>



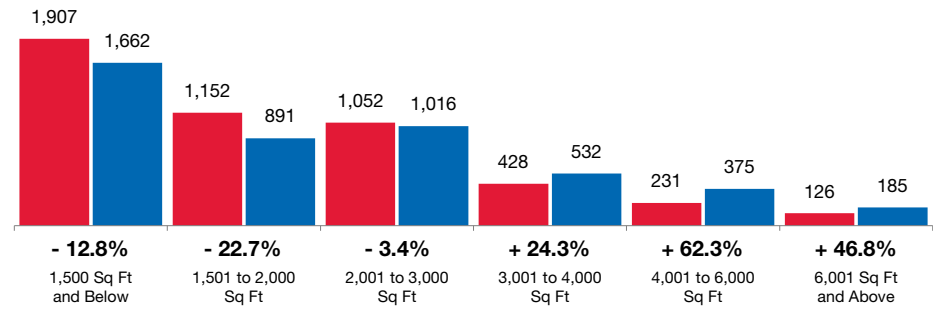
# Inventory of Homes for Sale

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	08-2022	08-2023	Change
\$250,000 and Below	13	14	+ 7.7%
\$250,001 to \$500,000	401	302	- 24.7%
\$500,001 to \$750,000	1,367	751	- 45.1%
\$750,001 to \$1,000,000	1,297	984	- 24.1%
\$1,000,001 to \$1,250,000	446	470	+ 5.4%
\$1,250,001 to \$2,000,000	729	992	+ 36.1%
\$2,000,001 to \$5,000,000	455	885	+ 94.5%
\$5,000,001 and Above	188	264	+ 40.4%
<b>All Price Ranges</b>	<b>4,896</b>	<b>4,662</b>	<b>- 4.8%</b>

### Single-Family Homes

08-2022	08-2023	Change	08-2022	08-2023	Change
8	6	- 25.0%	5	8	+ 60.0%
62	65	+ 4.8%	339	237	- 30.1%
761	295	- 61.2%	606	456	- 24.8%
1,025	663	- 35.3%	272	321	+ 18.0%
367	353	- 3.8%	79	117	+ 48.1%
605	770	+ 27.3%	124	222	+ 79.0%
393	753	+ 91.6%	62	132	+ 112.9%
177	246	+ 39.0%	11	18	+ 63.6%
<b>3,398</b>	<b>3,151</b>	<b>- 7.3%</b>	<b>1,498</b>	<b>1,511</b>	<b>+ 0.9%</b>

### Condos - Townhomes

By Square Feet	08-2022	08-2023	Change
1,500 Sq Ft and Below	1,907	1,662	- 12.8%
1,501 to 2,000 Sq Ft	1,152	891	- 22.7%
2,001 to 3,000 Sq Ft	1,052	1,016	- 3.4%
3,001 to 4,000 Sq Ft	428	532	+ 24.3%
4,001 to 6,000 Sq Ft	231	375	+ 62.3%
6,001 Sq Ft and Above	126	185	+ 46.8%
<b>All Square Footage</b>	<b>4,896</b>	<b>4,662</b>	<b>- 4.8%</b>

08-2022	08-2023	Change	08-2022	08-2023	Change
855	604	- 29.4%	1,052	1,058	+ 0.6%
840	615	- 26.8%	312	276	- 11.5%
939	876	- 6.7%	113	140	+ 23.9%
419	516	+ 23.2%	9	16	+ 77.8%
222	354	+ 59.5%	9	21	+ 133.3%
123	185	+ 50.4%	3	0	- 100.0%
<b>3,398</b>	<b>3,151</b>	<b>- 7.3%</b>	<b>1,498</b>	<b>1,511</b>	<b>+ 0.9%</b>

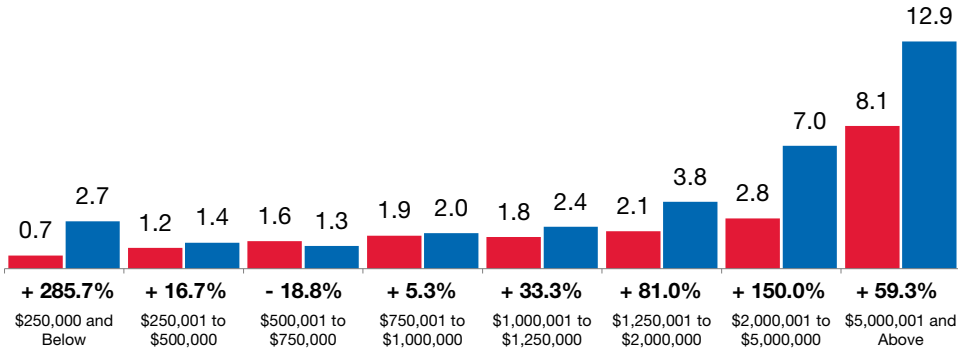


# Months Supply of Inventory

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.

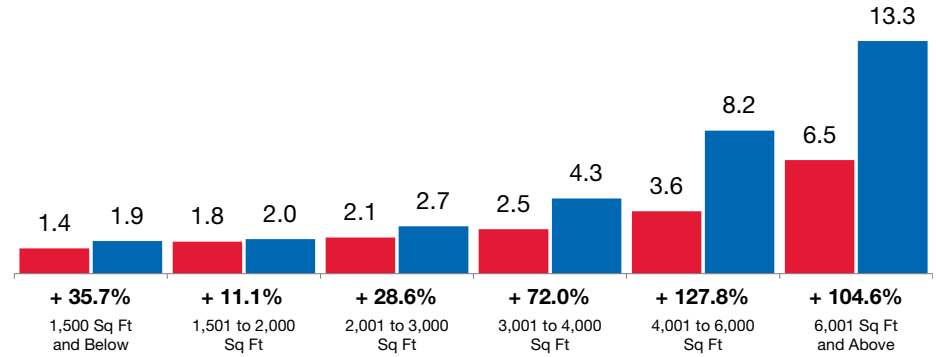
## By Price Range

■ 08-2022 ■ 08-2023



## By Square Feet

■ 08-2022 ■ 08-2023



### All Properties

By Price Range	08-2022	08-2023	Change
\$250,000 and Below	0.7	2.7	+ 285.7%
\$250,001 to \$500,000	1.2	1.4	+ 16.7%
\$500,001 to \$750,000	1.6	1.3	- 18.8%
\$750,001 to \$1,000,000	1.9	2.0	+ 5.3%
\$1,000,001 to \$1,250,000	1.8	2.4	+ 33.3%
\$1,250,001 to \$2,000,000	2.1	3.8	+ 81.0%
\$2,000,001 to \$5,000,000	2.8	7.0	+ 150.0%
\$5,000,001 and Above	8.1	12.9	+ 59.3%
<b>All Price Ranges</b>	<b>1.8</b>	<b>2.4</b>	<b>+ 33.3%</b>

### Single-Family Homes

08-2022	08-2023	Change
1.8	2.5	+ 38.9%
1.6	2.3	+ 43.8%
1.6	1.0	- 37.5%
1.8	1.7	- 5.6%
1.8	2.2	+ 22.2%
2.1	3.5	+ 66.7%
2.8	6.8	+ 142.9%
7.7	12.2	+ 58.4%
<b>2.0</b>	<b>2.6</b>	<b>+ 30.0%</b>

### Condos - Townhomes

08-2022	08-2023	Change
0.3	2.4	+ 700.0%
1.1	1.3	+ 18.2%
1.5	1.6	+ 6.7%
1.9	2.9	+ 52.6%
1.8	3.1	+ 72.2%
2.3	5.2	+ 126.1%
2.8	7.9	+ 182.1%
11.0	14.4	+ 30.9%
<b>1.5</b>	<b>2.2</b>	<b>+ 46.7%</b>

### By Square Feet

08-2022	08-2023	Change
1.4	1.9	+ 35.7%
1.8	2.0	+ 11.1%
2.1	2.7	+ 28.6%
2.5	4.3	+ 72.0%
3.6	8.2	+ 127.8%
6.5	13.3	+ 104.6%
<b>1.8</b>	<b>2.4</b>	<b>+ 33.3%</b>

08-2022	08-2023	Change
1.5	1.6	+ 6.7%
1.8	1.9	+ 5.6%
2.0	2.5	+ 25.0%
2.6	4.3	+ 65.4%
3.5	7.8	+ 122.9%
6.3	13.3	+ 111.1%
<b>2.0</b>	<b>2.6</b>	<b>+ 30.0%</b>

08-2022	08-2023	Change
1.4	2.0	+ 42.9%
1.9	2.2	+ 15.8%
2.8	4.4	+ 57.1%
2.1	5.6	+ 166.7%
5.4	15.8	+ 192.6%
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<b>1.5</b>	<b>2.2</b>	<b>+ 46.7%</b>

