

# Housing Supply Overview

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

## October 2023

U.S. sales of new residential homes continue to soar, rising 12.3% from the previous month to an annual rate of 759,000, according to the Census Bureau, with sales up 33.9% compared to the same period last year. The latest reading surpassed economists' expectations for the month and marks the highest level of new-home sales since February 2022, as homebuilders continue to benefit from limited existing-home inventory, which remains at historically low levels nationwide. For the 12-month period spanning November 2022 through October 2023, Pending Sales in the San Diego were down 24.3 percent overall. The price range with the smallest decline in sales was the \$5,000,001 and Above range, where they decreased 11.6 percent.

The overall Median Sales Price was up 1.8 percent to \$830,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 3.0 percent to \$949,000. 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 70 days.

Market-wide, inventory levels were up 32.0 percent. The property type with the largest gain was the Condos - Townhomes segment, where they increased 42.4 percent. That amounts to 3.4 months supply for Single-Family homes and 3.0 months supply for Condos.

## Quick Facts

- 11.6%

- 18.9%

- 23.7%

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:  
**Condos - Townhomes**

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

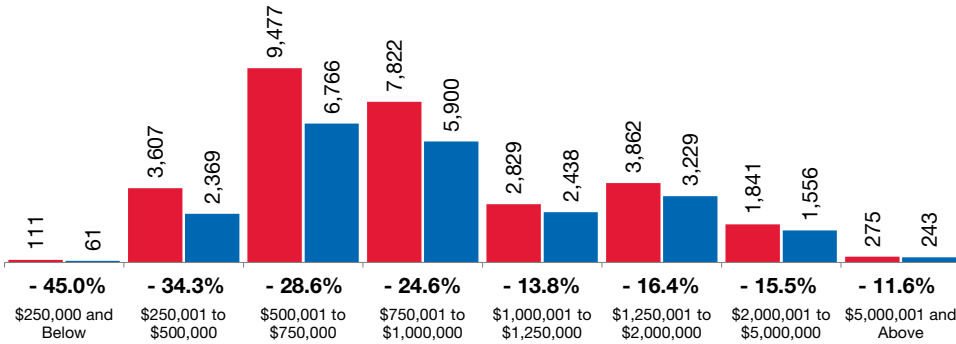
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# Pending Sales

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

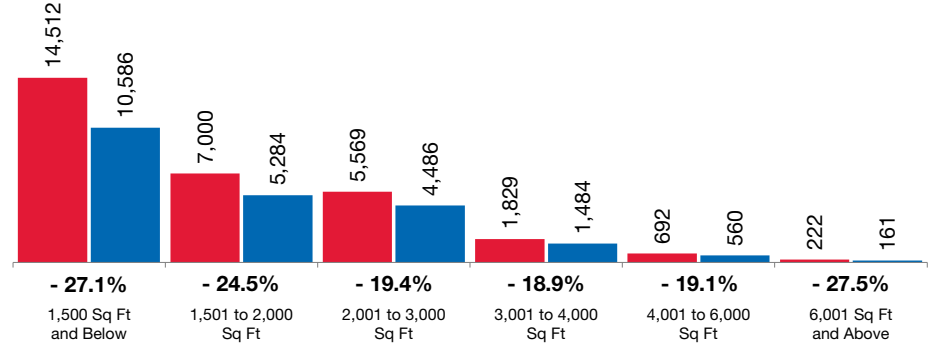
## By Price Range

■ 10-2022 ■ 10-2023



## By Square Feet

■ 10-2022 ■ 10-2023



### All Properties

By Price Range	10-2022	10-2023	Change
\$250,000 and Below	111	61	-45.0%
\$250,001 to \$500,000	3,607	2,369	-34.3%
\$500,001 to \$750,000	9,477	6,766	-28.6%
\$750,001 to \$1,000,000	7,822	5,900	-24.6%
\$1,000,001 to \$1,250,000	2,829	2,438	-13.8%
\$1,250,001 to \$2,000,000	3,862	3,229	-16.4%
\$2,000,001 to \$5,000,000	1,841	1,556	-15.5%
\$5,000,001 and Above	275	243	-11.6%
<b>All Price Ranges</b>	<b>29,824</b>	<b>22,562</b>	<b>-24.3%</b>

### Single-Family Homes

10-2022	10-2023	Change	10-2022	10-2023	Change
32	28	-12.5%	79	33	-58.2%
439	301	-31.4%	3,168	2,068	-34.7%
5,010	3,335	-33.4%	4,467	3,431	-23.2%
6,205	4,501	-27.5%	1,617	1,399	-13.5%
2,325	1,955	-15.9%	504	483	-4.2%
3,266	2,697	-17.4%	596	532	-10.7%
1,585	1,350	-14.8%	256	206	-19.5%
270	238	-11.9%	5	5	0.0%
<b>19,132</b>	<b>14,405</b>	<b>-24.7%</b>	<b>10,692</b>	<b>8,157</b>	<b>-23.7%</b>

### Condos - Townhomes

By Square Feet	10-2022	10-2023	Change
1,500 Sq Ft and Below	14,512	10,586	-27.1%
1,501 to 2,000 Sq Ft	7,000	5,284	-24.5%
2,001 to 3,000 Sq Ft	5,569	4,486	-19.4%
3,001 to 4,000 Sq Ft	1,829	1,484	-18.9%
4,001 to 6,000 Sq Ft	692	560	-19.1%
6,001 Sq Ft and Above	222	161	-27.5%
<b>All Square Footage</b>	<b>29,824</b>	<b>22,562</b>	<b>-24.3%</b>

10-2022	10-2023	Change	10-2022	10-2023	Change
6,107	4,328	-29.1%	8,405	6,258	-25.5%
5,207	3,821	-26.6%	1,793	1,463	-18.4%
5,128	4,092	-20.2%	441	394	-10.7%
1,786	1,450	-18.8%	43	34	-20.9%
682	552	-19.1%	10	8	-20.0%
222	161	-27.5%	0	0	0.0%
<b>19,132</b>	<b>14,405</b>	<b>-24.7%</b>	<b>10,692</b>	<b>8,157</b>	<b>-23.7%</b>

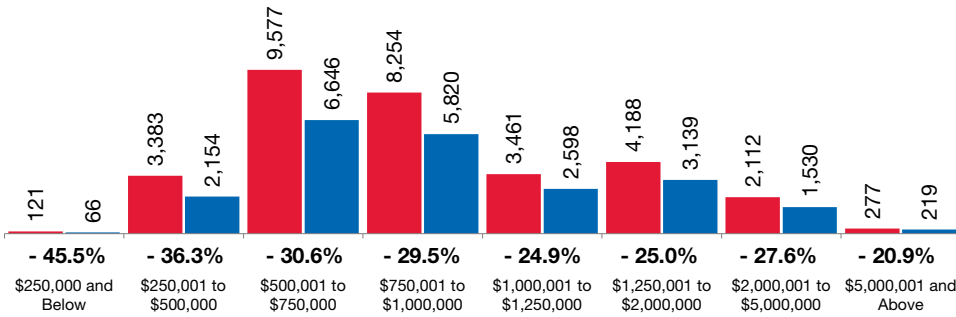


# Closed Sales

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

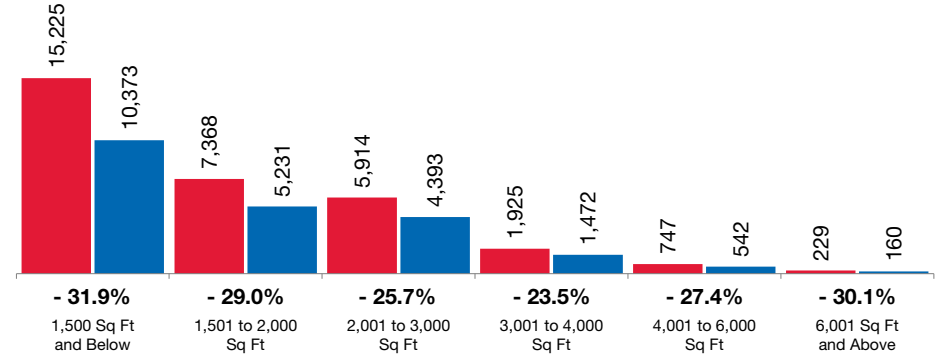
## By Price Range

■ 10-2022 ■ 10-2023



## By Square Feet

■ 10-2022 ■ 10-2023



### All Properties

By Price Range	10-2022	10-2023	Change
\$250,000 and Below	121	66	-45.5%
\$250,001 to \$500,000	3,383	2,154	-36.3%
\$500,001 to \$750,000	9,577	6,646	-30.6%
\$750,001 to \$1,000,000	8,254	5,820	-29.5%
\$1,000,001 to \$1,250,000	3,461	2,598	-24.9%
\$1,250,001 to \$2,000,000	4,188	3,139	-25.0%
\$2,000,001 to \$5,000,000	2,112	1,530	-27.6%
\$5,000,001 and Above	277	219	-20.9%
<b>All Price Ranges</b>	<b>31,373</b>	<b>22,172</b>	<b>-29.3%</b>

### Single-Family Homes

10-2022	10-2023	Change	10-2022	10-2023	Change
41	33	-19.5%	80	33	-58.8%
401	291	-27.4%	2,982	1,863	-37.5%
4,827	3,142	-34.9%	4,750	3,504	-26.2%
6,438	4,471	-30.6%	1,816	1,349	-25.7%
2,810	2,096	-25.4%	651	502	-22.9%
3,503	2,638	-24.7%	685	501	-26.9%
1,839	1,331	-27.6%	273	199	-27.1%
272	216	-20.6%	5	3	-40.0%
<b>20,131</b>	<b>14,218</b>	<b>-29.4%</b>	<b>11,242</b>	<b>7,954</b>	<b>-29.2%</b>

### Condos - Townhomes

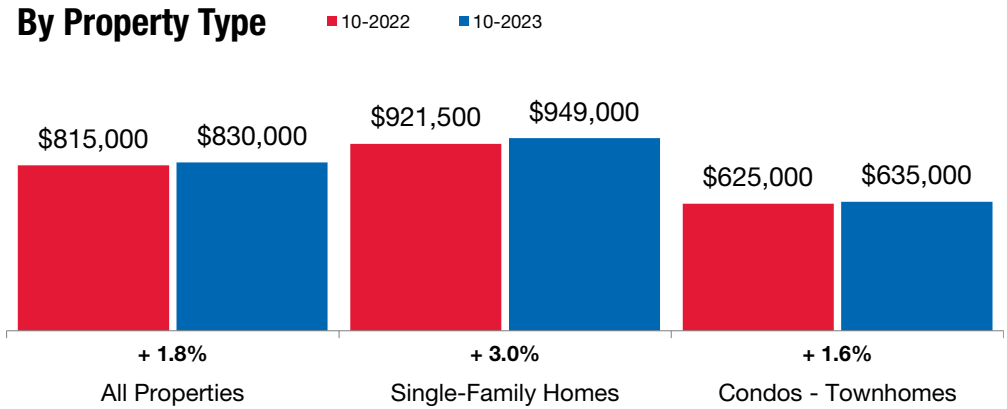
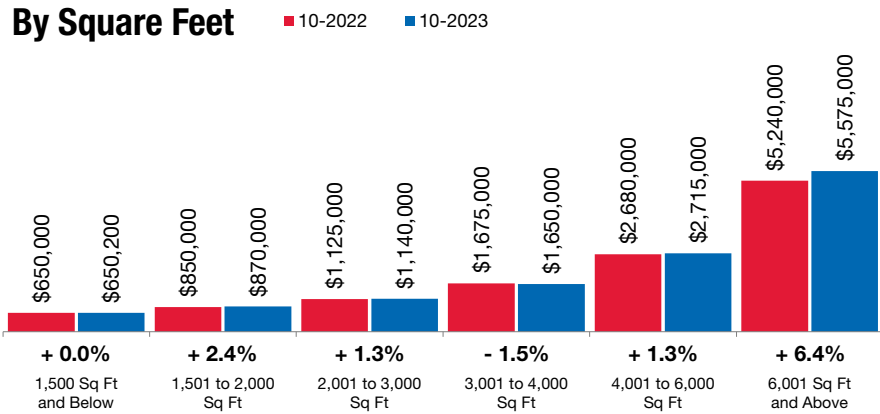
By Square Feet	10-2022	10-2023	Change
1,500 Sq Ft and Below	15,225	10,373	-31.9%
1,501 to 2,000 Sq Ft	7,368	5,231	-29.0%
2,001 to 3,000 Sq Ft	5,914	4,393	-25.7%
3,001 to 4,000 Sq Ft	1,925	1,472	-23.5%
4,001 to 6,000 Sq Ft	747	542	-27.4%
6,001 Sq Ft and Above	229	160	-30.1%
<b>All Square Footage</b>	<b>31,373</b>	<b>22,172</b>	<b>-29.3%</b>

10-2022	10-2023	Change	10-2022	10-2023	Change
6,409	4,265	-33.5%	8,816	6,108	-30.7%
5,475	3,787	-30.8%	1,893	1,444	-23.7%
5,403	4,033	-25.4%	476	360	-24.4%
1,879	1,439	-23.4%	46	33	-28.3%
736	533	-27.6%	11	9	-18.2%
229	160	-30.1%	0	0	0.0%
<b>20,131</b>	<b>14,218</b>	<b>-29.4%</b>	<b>11,242</b>	<b>7,954</b>	<b>-29.2%</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	All Properties		
	10-2022	10-2023	Change
1,500 Sq Ft and Below	\$650,000	\$650,200	+ 0.0%
1,501 to 2,000 Sq Ft	\$850,000	\$870,000	+ 2.4%
2,001 to 3,000 Sq Ft	\$1,125,000	\$1,140,000	+ 1.3%
3,001 to 4,000 Sq Ft	\$1,675,000	\$1,650,000	- 1.5%
4,001 to 6,000 Sq Ft	\$2,680,000	\$2,715,000	+ 1.3%
6,001 Sq Ft and Above	\$5,240,000	\$5,575,000	+ 6.4%
<b>All Square Footage</b>	<b>\$815,000</b>	<b>\$830,000</b>	<b>+ 1.8%</b>

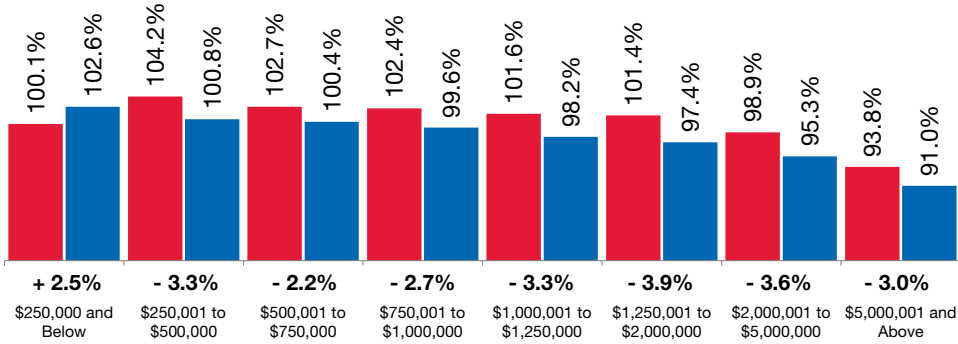
	Single-Family Homes			Condos - Townhomes		
	10-2022	10-2023	Change	10-2022	10-2023	Change
	\$731,500	\$736,000	+ 0.6%	\$565,250	\$580,000	+ 2.6%
	\$856,000	\$875,000	+ 2.2%	\$829,000	\$850,000	+ 2.5%
	\$1,101,550	\$1,125,000	+ 2.1%	\$1,417,500	\$1,295,000	- 8.6%
	\$1,655,000	\$1,650,000	- 0.3%	\$2,225,000	\$2,050,000	- 7.9%
	\$2,687,500	\$2,720,000	+ 1.2%	\$2,640,000	\$2,449,000	- 7.2%
	\$5,240,000	\$5,575,000	+ 6.4%	--	--	--
	<b>\$921,500</b>	<b>\$949,000</b>	<b>+ 3.0%</b>	<b>\$625,000</b>	<b>\$635,000</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.**

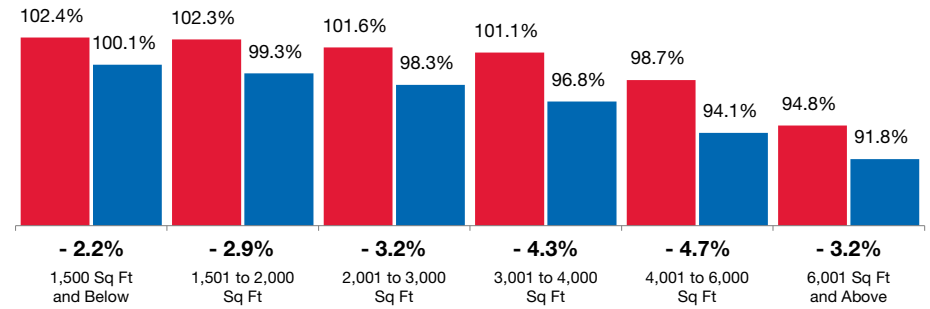
## By Price Range

■ 10-2022 ■ 10-2023



## By Square Feet

■ 10-2022 ■ 10-2023



## All Properties

By Price Range	10-2022	10-2023	Change
\$250,000 and Below	100.1%	102.6%	+ 2.5%
\$250,001 to \$500,000	104.2%	100.8%	- 3.3%
\$500,001 to \$750,000	102.7%	100.4%	- 2.2%
\$750,001 to \$1,000,000	102.4%	99.6%	- 2.7%
\$1,000,001 to \$1,250,000	101.6%	98.2%	- 3.3%
\$1,250,001 to \$2,000,000	101.4%	97.4%	- 3.9%
\$2,000,001 to \$5,000,000	98.9%	95.3%	- 3.6%
\$5,000,001 and Above	93.8%	91.0%	- 3.0%
<b>All Price Ranges</b>	<b>102.2%</b>	<b>99.1%</b>	<b>- 3.0%</b>

## Single-Family Homes

10-2022	10-2023	Change	10-2022	10-2023	Change
91.7%	101.3%	+ 10.5%	103.0%	103.7%	+ 0.7%
103.3%	100.0%	- 3.2%	104.3%	100.9%	- 3.3%
102.6%	101.0%	- 1.6%	102.8%	99.9%	- 2.8%
102.4%	99.7%	- 2.6%	102.3%	99.2%	- 3.0%
101.6%	98.3%	- 3.2%	101.5%	98.1%	- 3.3%
101.8%	97.6%	- 4.1%	99.4%	96.4%	- 3.0%
99.3%	95.3%	- 4.0%	96.7%	95.5%	- 1.2%
93.7%	91.0%	- 2.9%	100.8%	94.0%	- 6.7%
<b>101.9%</b>	<b>98.9%</b>	<b>- 2.9%</b>	<b>102.8%</b>	<b>99.6%</b>	<b>- 3.1%</b>

## Condos - Townhomes

By Square Feet	10-2022	10-2023	Change
1,500 Sq Ft and Below	102.4%	100.1%	- 2.2%
1,501 to 2,000 Sq Ft	102.3%	99.3%	- 2.9%
2,001 to 3,000 Sq Ft	101.6%	98.3%	- 3.2%
3,001 to 4,000 Sq Ft	101.1%	96.8%	- 4.3%
4,001 to 6,000 Sq Ft	98.7%	94.1%	- 4.7%
6,001 Sq Ft and Above	94.8%	91.8%	- 3.2%
<b>All Square Footage</b>	<b>102.2%</b>	<b>99.1%</b>	<b>- 3.0%</b>

10-2022	10-2023	Change	10-2022	10-2023	Change
102.5%	100.3%	- 2.1%	103.1%	99.9%	- 3.1%
102.3%	99.5%	- 2.7%	102.2%	98.9%	- 3.2%
101.7%	98.4%	- 3.2%	100.4%	97.4%	- 3.0%
101.2%	96.9%	- 4.2%	96.3%	95.9%	- 0.4%
98.8%	94.1%	- 4.8%	94.0%	93.0%	- 1.1%
94.8%	91.8%	- 3.2%	--	--	--
<b>101.9%</b>	<b>98.9%</b>	<b>- 2.9%</b>	<b>102.8%</b>	<b>99.6%</b>	<b>- 3.1%</b>

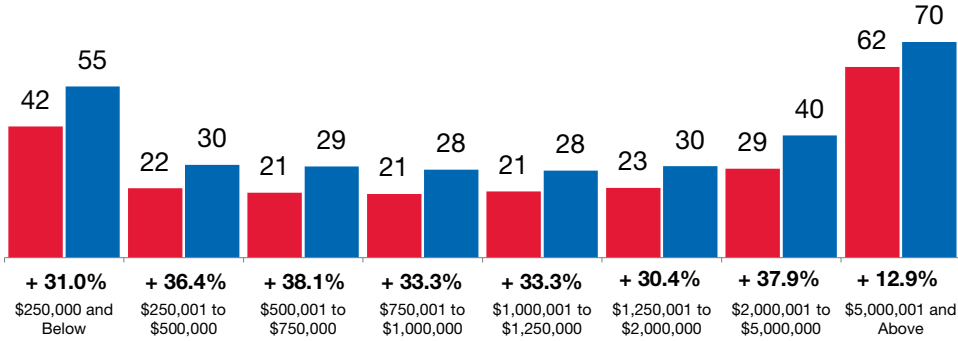


# Days on Market Until Sale

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.

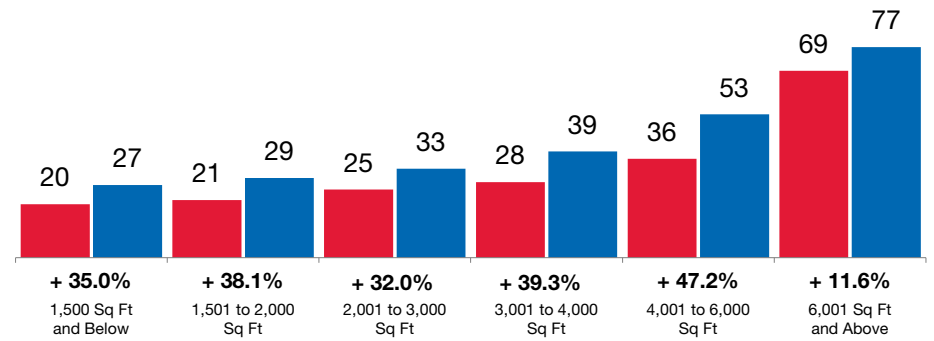
## By Price Range

■ 10-2022 ■ 10-2023



## By Square Feet

■ 10-2022 ■ 10-2023



## All Properties

By Price Range	10-2022	10-2023	Change
\$250,000 and Below	42	55	+ 31.0%
\$250,001 to \$500,000	22	30	+ 36.4%
\$500,001 to \$750,000	21	29	+ 38.1%
\$750,001 to \$1,000,000	21	28	+ 33.3%
\$1,000,001 to \$1,250,000	21	28	+ 33.3%
\$1,250,001 to \$2,000,000	23	30	+ 30.4%
\$2,000,001 to \$5,000,000	29	40	+ 37.9%
\$5,000,001 and Above	62	70	+ 12.9%
<b>All Price Ranges</b>	<b>22</b>	<b>30</b>	<b>+ 36.4%</b>

## Single-Family Homes

10-2022	10-2023	Change	10-2022	10-2023	Change
54	63	+ 16.7%	37	48	+ 29.7%
35	43	+ 22.9%	21	28	+ 33.3%
24	31	+ 29.2%	18	28	+ 55.6%
21	29	+ 38.1%	19	27	+ 42.1%
22	29	+ 31.8%	19	26	+ 36.8%
22	29	+ 31.8%	27	31	+ 14.8%
27	39	+ 44.4%	43	41	- 4.7%
63	71	+ 12.7%	20	11	- 45.0%
<b>23</b>	<b>31</b>	<b>+ 34.8%</b>	<b>20</b>	<b>28</b>	<b>+ 40.0%</b>

## Condos - Townhomes

By Square Feet	10-2022	10-2023	Change
1,500 Sq Ft and Below	20	27	+ 35.0%
1,501 to 2,000 Sq Ft	21	29	+ 38.1%
2,001 to 3,000 Sq Ft	25	33	+ 32.0%
3,001 to 4,000 Sq Ft	28	39	+ 39.3%
4,001 to 6,000 Sq Ft	36	53	+ 47.2%
6,001 Sq Ft and Above	69	77	+ 11.6%
<b>All Square Footage</b>	<b>22</b>	<b>30</b>	<b>+ 36.4%</b>

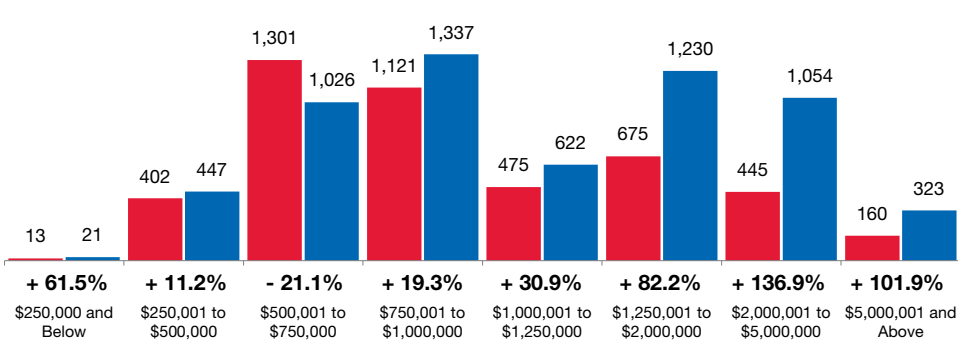
10-2022	10-2023	Change	10-2022	10-2023	Change
20	26	+ 30.0%	19	27	+ 42.1%
21	29	+ 38.1%	23	31	+ 34.8%
25	32	+ 28.0%	30	37	+ 23.3%
27	39	+ 44.4%	72	33	- 54.2%
36	52	+ 44.4%	49	99	+ 102.0%
69	77	+ 11.6%	--	--	--
<b>23</b>	<b>31</b>	<b>+ 34.8%</b>	<b>20</b>	<b>28</b>	<b>+ 40.0%</b>



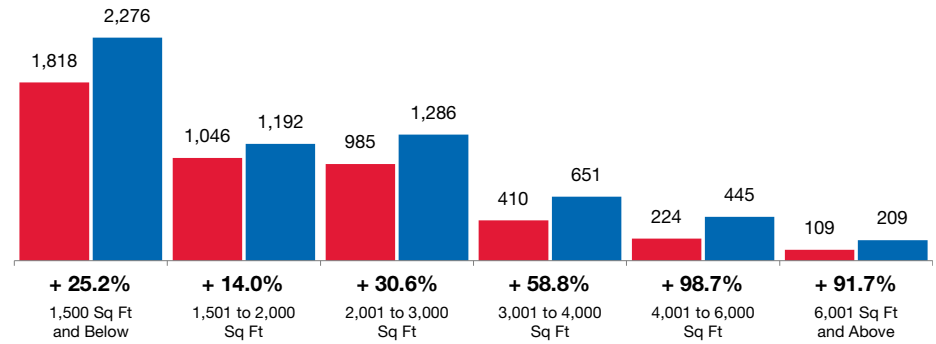
# Inventory of Homes for Sale

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	10-2022	10-2023	Change
\$250,000 and Below	13	21	+ 61.5%
\$250,001 to \$500,000	402	447	+ 11.2%
\$500,001 to \$750,000	1,301	1,026	- 21.1%
\$750,001 to \$1,000,000	1,121	1,337	+ 19.3%
\$1,000,001 to \$1,250,000	475	622	+ 30.9%
\$1,250,001 to \$2,000,000	675	1,230	+ 82.2%
\$2,000,001 to \$5,000,000	445	1,054	+ 136.9%
\$5,000,001 and Above	160	323	+ 101.9%
<b>All Price Ranges</b>	<b>4,592</b>	<b>6,060</b>	<b>+ 32.0%</b>

### Single-Family Homes

10-2022	10-2023	Change	10-2022	10-2023	Change
8	12	+ 50.0%	5	9	+ 80.0%
73	92	+ 26.0%	329	355	+ 7.9%
707	399	- 43.6%	594	627	+ 5.6%
892	919	+ 3.0%	229	418	+ 82.5%
394	474	+ 20.3%	81	148	+ 82.7%
562	950	+ 69.0%	113	280	+ 147.8%
390	899	+ 130.5%	55	155	+ 181.8%
151	300	+ 98.7%	9	23	+ 155.6%
<b>3,177</b>	<b>4,045</b>	<b>+ 27.3%</b>	<b>1,415</b>	<b>2,015</b>	<b>+ 42.4%</b>

### Condos - Townhomes

By Square Feet	10-2022	10-2023	Change
1,500 Sq Ft and Below	1,818	2,276	+ 25.2%
1,501 to 2,000 Sq Ft	1,046	1,192	+ 14.0%
2,001 to 3,000 Sq Ft	985	1,286	+ 30.6%
3,001 to 4,000 Sq Ft	410	651	+ 58.8%
4,001 to 6,000 Sq Ft	224	445	+ 98.7%
6,001 Sq Ft and Above	109	209	+ 91.7%
<b>All Square Footage</b>	<b>4,592</b>	<b>6,060</b>	<b>+ 32.0%</b>

10-2022	10-2023	Change	10-2022	10-2023	Change
803	871	+ 8.5%	1,015	1,405	+ 38.4%
779	806	+ 3.5%	267	386	+ 44.6%
873	1,111	+ 27.3%	112	175	+ 56.3%
399	625	+ 56.6%	11	26	+ 136.4%
215	423	+ 96.7%	9	22	+ 144.4%
108	208	+ 92.6%	1	1	0.0%
<b>3,177</b>	<b>4,045</b>	<b>+ 27.3%</b>	<b>1,415</b>	<b>2,015</b>	<b>+ 42.4%</b>

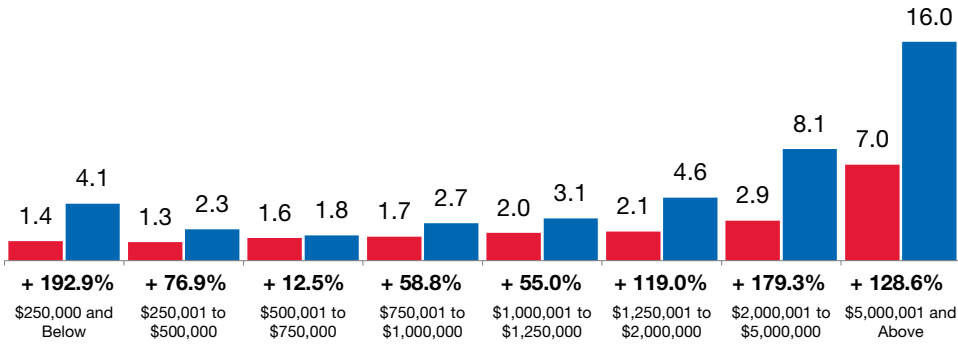


# Months Supply of Inventory

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.

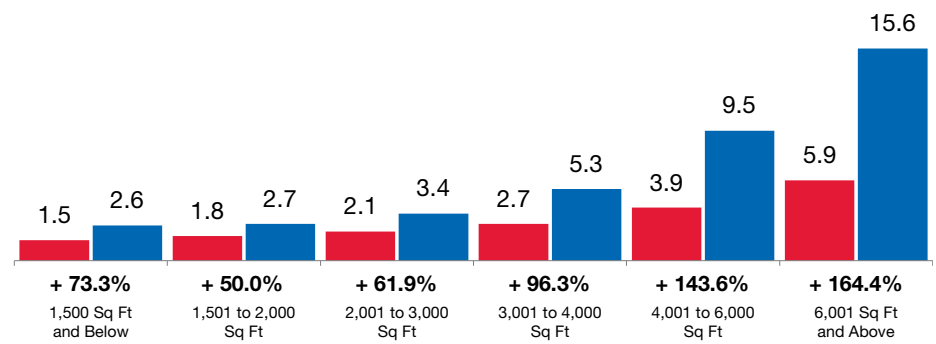
## By Price Range

■ 10-2022 ■ 10-2023



## By Square Feet

■ 10-2022 ■ 10-2023



### All Properties

By Price Range	10-2022	10-2023	Change
\$250,000 and Below	1.4	4.1	+ 192.9%
\$250,001 to \$500,000	1.3	2.3	+ 76.9%
\$500,001 to \$750,000	1.6	1.8	+ 12.5%
\$750,001 to \$1,000,000	1.7	2.7	+ 58.8%
\$1,000,001 to \$1,250,000	2.0	3.1	+ 55.0%
\$1,250,001 to \$2,000,000	2.1	4.6	+ 119.0%
\$2,000,001 to \$5,000,000	2.9	8.1	+ 179.3%
\$5,000,001 and Above	7.0	16.0	+ 128.6%
<b>All Price Ranges</b>	<b>1.8</b>	<b>3.2</b>	<b>+ 77.8%</b>

### Single-Family Homes

10-2022	10-2023	Change
2.3	4.7	+ 104.3%
2.0	3.7	+ 85.0%
1.7	1.4	- 17.6%
1.7	2.5	+ 47.1%
2.0	2.9	+ 45.0%
2.1	4.2	+ 100.0%
3.0	8.0	+ 166.7%
6.7	15.1	+ 125.4%
<b>2.0</b>	<b>3.4</b>	<b>+ 70.0%</b>

### Condos - Townhomes

10-2022	10-2023	Change
0.8	2.7	+ 237.5%
1.2	2.1	+ 75.0%
1.6	2.2	+ 37.5%
1.7	3.6	+ 111.8%
1.9	3.7	+ 94.7%
2.3	6.3	+ 173.9%
2.6	9.0	+ 246.2%
9.0	18.4	+ 104.4%
<b>1.6</b>	<b>3.0</b>	<b>+ 87.5%</b>

### By Square Feet

10-2022	10-2023	Change
1.5	2.6	+ 73.3%
1.8	2.7	+ 50.0%
2.1	3.4	+ 61.9%
2.7	5.3	+ 96.3%
3.9	9.5	+ 143.6%
5.9	15.6	+ 164.4%
<b>1.8</b>	<b>3.2</b>	<b>+ 77.8%</b>

10-2022	10-2023	Change
1.6	2.4	+ 50.0%
1.8	2.5	+ 38.9%
2.0	3.3	+ 65.0%
2.7	5.2	+ 92.6%
3.8	9.2	+ 142.1%
5.8	15.5	+ 167.2%
<b>2.0</b>	<b>3.4</b>	<b>+ 70.0%</b>

10-2022	10-2023	Change
1.4	2.7	+ 92.9%
1.8	3.2	+ 77.8%
3.0	5.3	+ 76.7%
3.1	8.4	+ 171.0%
5.4	13.8	+ 155.6%
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<b>1.6</b>	<b>3.0</b>	<b>+ 87.5%</b>

