

# 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 33.0 percent overall. The price range with the smallest decline in sales was the \$1,000,001 to \$1,250,000 range, where they decreased 20.7 percent.

The overall Median Sales Price was up 1.3 percent to \$805,000. 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 66 days.

Market-wide, inventory levels were down 38.8 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 33.8 percent. That amounts to 1.6 months supply for Single-Family homes and 1.4 months supply for Condos.

## Quick Facts

- 20.7%	- 30.5%	- 32.6%
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.

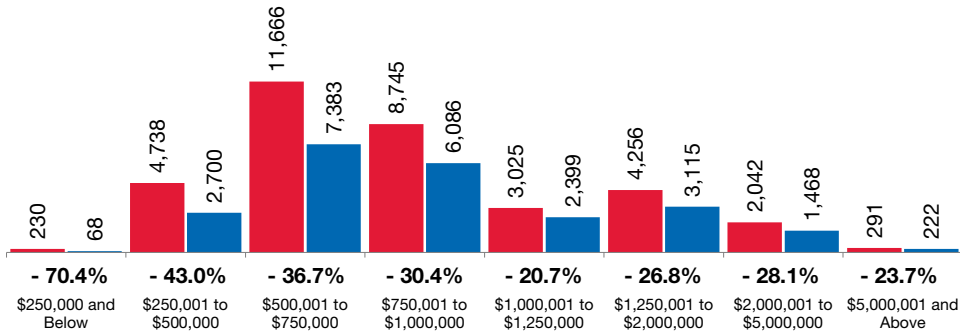
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# Pending Sales

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

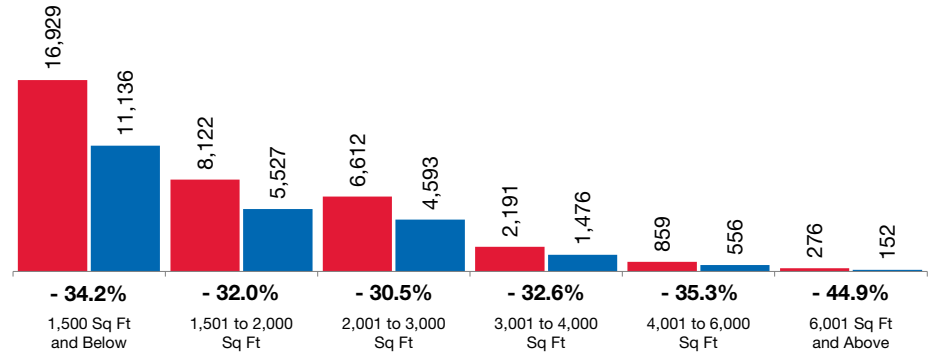
## By Price Range

■ 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	230	68	- 70.4%
\$250,001 to \$500,000	4,738	2,700	- 43.0%
\$500,001 to \$750,000	11,666	7,383	- 36.7%
\$750,001 to \$1,000,000	8,745	6,086	- 30.4%
\$1,000,001 to \$1,250,000	3,025	2,399	- 20.7%
\$1,250,001 to \$2,000,000	4,256	3,115	- 26.8%
\$2,000,001 to \$5,000,000	2,042	1,468	- 28.1%
\$5,000,001 and Above	291	222	- 23.7%
All Price Ranges	34,993	23,441	- 33.0%

## Single-Family Homes

06-2022	06-2023	Change
42	28	- 33.3%
524	362	- 30.9%
6,605	3,838	- 41.9%
7,036	4,742	- 32.6%
2,492	1,960	- 21.3%
3,602	2,616	- 27.4%
1,759	1,294	- 26.4%
286	217	- 24.1%
22,346	15,057	- 32.6%

## Condos - Townhomes

06-2022	06-2023	Change
188	40	- 78.7%
4,214	2,338	- 44.5%
5,061	3,545	- 30.0%
1,709	1,344	- 21.4%
533	439	- 17.6%
654	499	- 23.7%
283	174	- 38.5%
5	5	0.0%
12,647	8,384	- 33.7%

## By Square Feet

06-2022	06-2023	Change
16,929	11,136	- 34.2%
8,122	5,527	- 32.0%
6,612	4,593	- 30.5%
2,191	1,476	- 32.6%
859	556	- 35.3%
276	152	- 44.9%
34,993	23,441	- 33.0%

## 06-2022

06-2022	06-2023	Change
7,044	4,645	- 34.1%
5,983	4,043	- 32.4%
6,058	4,224	- 30.3%
2,137	1,443	- 32.5%
847	549	- 35.2%
276	152	- 44.9%
22,346	15,057	- 32.6%

## 06-2022

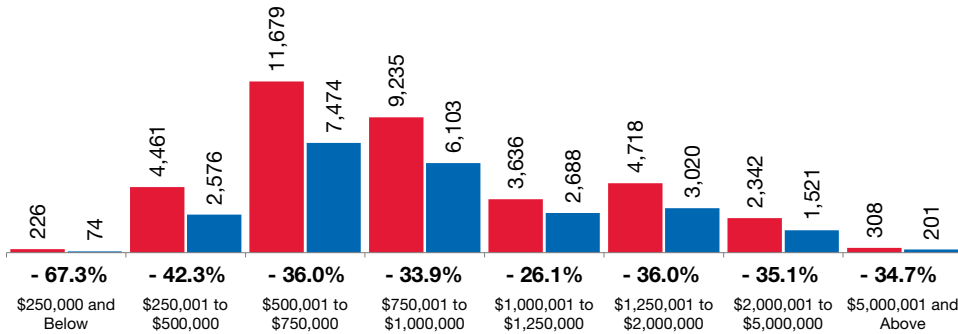
06-2022	06-2023	Change
9,885	6,491	- 34.3%
2,139	1,484	- 30.6%
554	369	- 33.4%
54	33	- 38.9%
12	7	- 41.7%
0	0	0.0%
12,647	8,384	- 33.7%

# Closed Sales

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

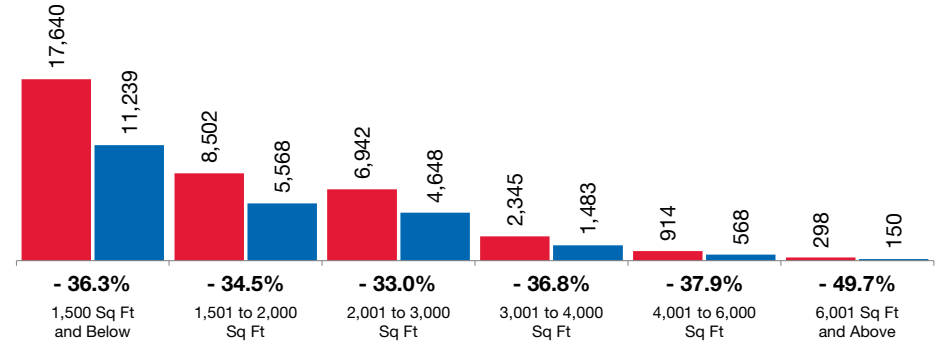
## By Price Range

■ 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	226	74	- 67.3%
\$250,001 to \$500,000	4,461	2,576	- 42.3%
\$500,001 to \$750,000	11,679	7,474	- 36.0%
\$750,001 to \$1,000,000	9,235	6,103	- 33.9%
\$1,000,001 to \$1,250,000	3,636	2,688	- 26.1%
\$1,250,001 to \$2,000,000	4,718	3,020	- 36.0%
\$2,000,001 to \$5,000,000	2,342	1,521	- 35.1%
\$5,000,001 and Above	308	201	- 34.7%
<b>All Price Ranges</b>	<b>36,605</b>	<b>23,657</b>	<b>- 35.4%</b>

### Single-Family Homes

06-2022	06-2023	Change	06-2022	06-2023	Change
45	35	- 22.2%	181	39	- 78.5%
458	354	- 22.7%	4,003	2,222	- 44.5%
6,230	3,753	- 39.8%	5,449	3,721	- 31.7%
7,343	4,751	- 35.3%	1,892	1,352	- 28.5%
2,962	2,191	- 26.0%	674	497	- 26.3%
3,991	2,547	- 36.2%	727	473	- 34.9%
2,039	1,346	- 34.0%	303	175	- 42.2%
303	197	- 35.0%	5	4	- 20.0%
<b>23,371</b>	<b>15,174</b>	<b>- 35.1%</b>	<b>13,234</b>	<b>8,483</b>	<b>- 35.9%</b>

### Condos - Townhomes

By Square Feet	06-2022	06-2023	Change
1,500 Sq Ft and Below	17,640	11,239	- 36.3%
1,501 to 2,000 Sq Ft	8,502	5,568	- 34.5%
2,001 to 3,000 Sq Ft	6,942	4,648	- 33.0%
3,001 to 4,000 Sq Ft	2,345	1,483	- 36.8%
4,001 to 6,000 Sq Ft	914	568	- 37.9%
6,001 Sq Ft and Above	298	150	- 49.7%
<b>All Square Footage</b>	<b>36,605</b>	<b>23,657</b>	<b>- 35.4%</b>

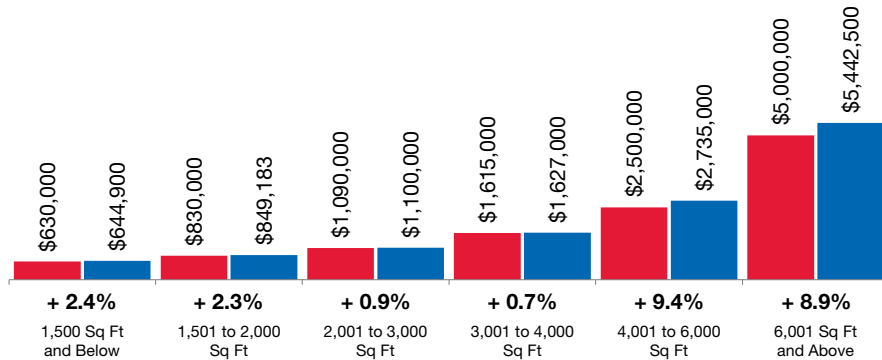
06-2022	06-2023	Change	06-2022	06-2023	Change
7,294	4,668	- 36.0%	10,346	6,571	- 36.5%
6,266	4,064	- 35.1%	2,236	1,504	- 32.7%
6,323	4,276	- 32.4%	579	372	- 35.8%
2,288	1,453	- 36.5%	57	30	- 47.4%
901	562	- 37.6%	13	6	- 53.8%
298	150	- 49.7%	0	0	0.0%
<b>23,371</b>	<b>15,174</b>	<b>- 35.1%</b>	<b>13,234</b>	<b>8,483</b>	<b>- 35.9%</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.**

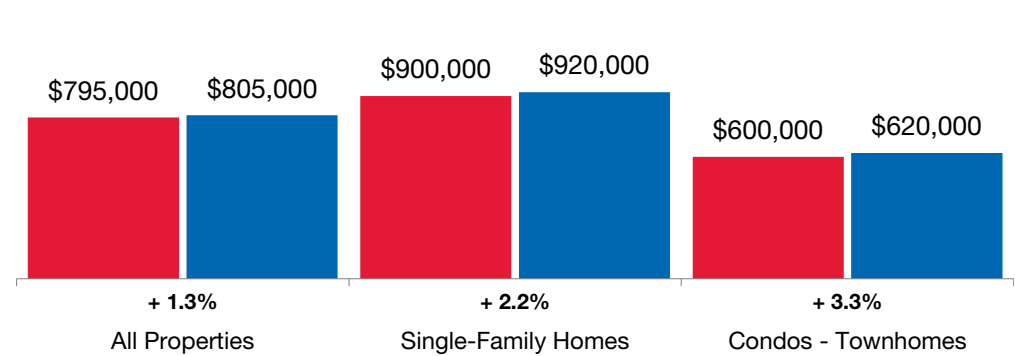
## By Square Feet

■ 06-2022 ■ 06-2023



## By Property Type

■ 06-2022 ■ 06-2023



All Properties			
By Square Feet	06-2022	06-2023	Change
1,500 Sq Ft and Below	\$630,000	\$644,900	+ 2.4%
1,501 to 2,000 Sq Ft	\$830,000	\$849,183	+ 2.3%
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	\$2,735,000	+ 9.4%
6,001 Sq Ft and Above	\$5,000,000	\$5,442,500	+ 8.9%
<b>All Square Footage</b>	<b>\$795,000</b>	<b>\$805,000</b>	<b>+ 1.3%</b>

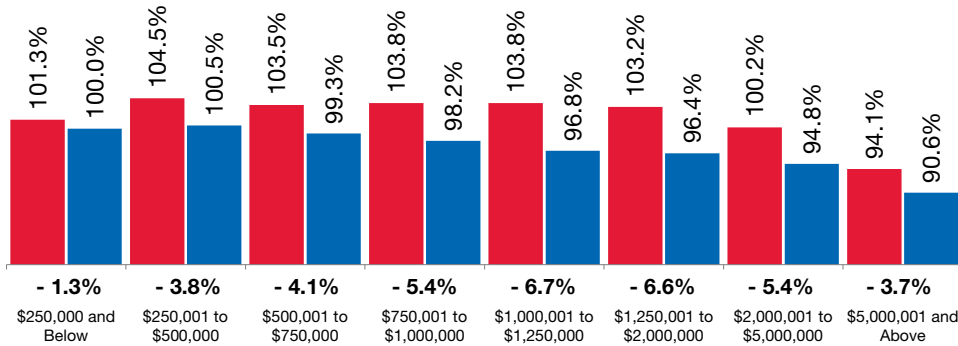
Single-Family Homes			Condos - Townhomes		
06-2022	06-2023	Change	06-2022	06-2023	Change
\$715,000	\$724,000	+ 1.3%	\$545,000	\$565,000	+ 3.7%
\$840,000	\$850,000	+ 1.2%	\$805,000	\$820,800	+ 2.0%
\$1,060,000	\$1,085,000	+ 2.4%	\$1,337,500	\$1,225,000	- 8.4%
\$1,600,500	\$1,625,000	+ 1.5%	\$2,407,500	\$2,242,500	- 6.9%
\$2,500,000	\$2,735,000	+ 9.4%	\$2,520,000	\$2,833,000	+ 12.4%
\$5,000,000	\$5,442,500	+ 8.9%	--	--	0.0%
<b>\$900,000</b>	<b>\$920,000</b>	<b>+ 2.2%</b>	<b>\$600,000</b>	<b>\$620,000</b>	<b>+ 3.3%</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.**

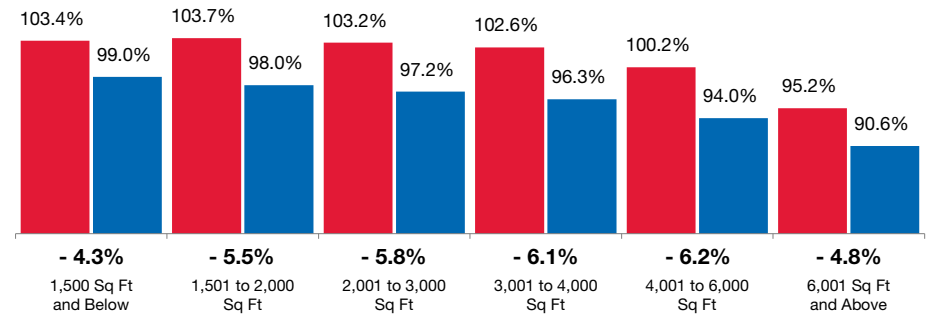
## By Price Range

■ 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
94.2%	99.2%	+ 5.3%
104.2%	100.2%	- 3.8%
103.4%	99.7%	- 3.6%
103.7%	98.3%	- 5.2%
104.0%	96.7%	- 7.0%
103.8%	96.5%	- 7.0%
100.7%	94.7%	- 6.0%
94.1%	90.4%	- 3.9%
103.3%	97.7%	- 5.4%

## Condos - Townhomes

06-2022	06-2023	Change
103.4%	100.6%	- 2.7%
104.6%	100.5%	- 3.9%
103.7%	98.9%	- 4.6%
103.9%	97.9%	- 5.8%
102.8%	97.1%	- 5.5%
100.2%	95.9%	- 4.3%
96.9%	95.7%	- 1.2%
91.7%	96.5%	+ 5.2%
103.7%	98.8%	- 4.7%

## By Square Feet

06-2022	06-2023	Change
103.4%	99.0%	- 4.3%
103.7%	98.0%	- 5.5%
103.2%	97.2%	- 5.8%
102.6%	96.3%	- 6.1%
100.2%	94.0%	- 6.2%
95.2%	90.6%	- 4.8%
103.4%	98.1%	- 5.1%

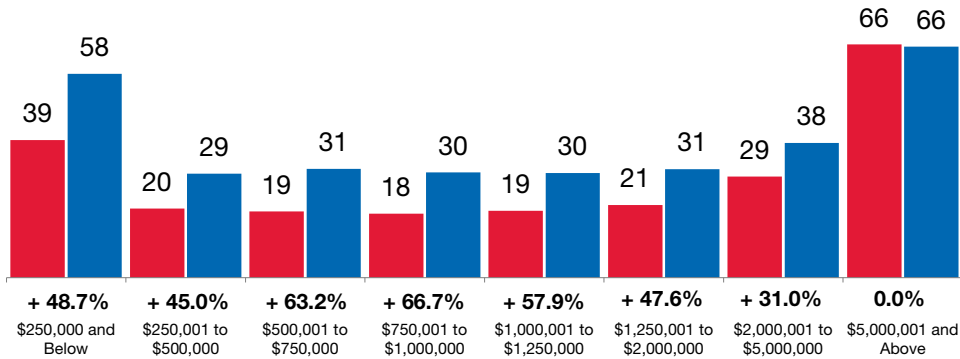
06-2022	06-2023	Change
103.6%	99.0%	- 4.4%
103.9%	98.0%	- 5.7%
103.4%	97.2%	- 6.0%
102.8%	96.4%	- 6.2%
100.3%	94.0%	- 6.3%
95.2%	90.6%	- 4.8%
103.3%	97.7%	- 5.4%

# 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.

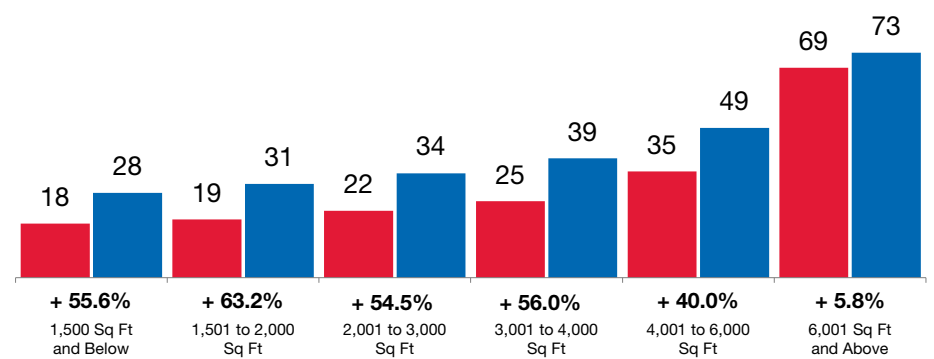
## By Price Range

■ 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	39	58	+ 48.7%
\$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	66	0.0%
<b>All Price Ranges</b>	<b>20</b>	<b>31</b>	<b>+ 55.0%</b>

## Single-Family Homes

06-2022	06-2023	Change	06-2022	06-2023	Change
49	57	+ 16.3%	35	58	+ 65.7%
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	67	0.0%	32	10	- 68.8%
<b>21</b>	<b>32</b>	<b>+ 52.4%</b>	<b>19</b>	<b>29</b>	<b>+ 52.6%</b>

## 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%
<b>All Square Footage</b>	<b>20</b>	<b>31</b>	<b>+ 55.0%</b>

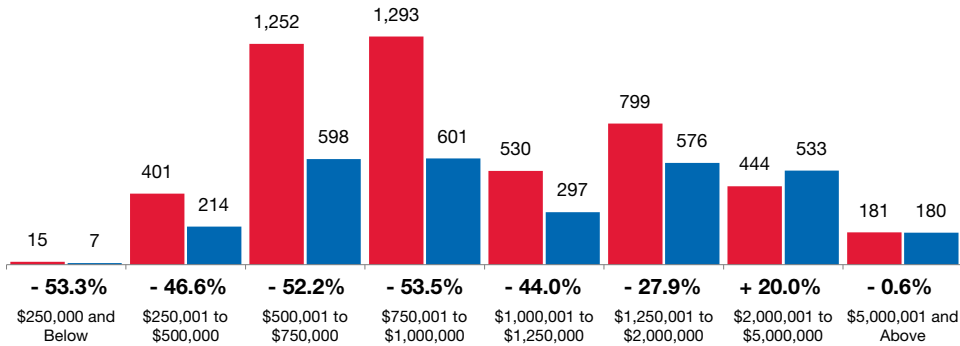
06-2022	06-2023	Change	06-2022	06-2023	Change
18	27	+ 50.0%	17	28	+ 64.7%
18	30	+ 66.7%	21	32	+ 52.4%
21	34	+ 61.9%	34	37	+ 8.8%
24	39	+ 62.5%	70	45	- 35.7%
34	49	+ 44.1%	52	26	- 50.0%
69	73	+ 5.8%	--	--	--
<b>21</b>	<b>32</b>	<b>+ 52.4%</b>	<b>19</b>	<b>29</b>	<b>+ 52.6%</b>

# 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.

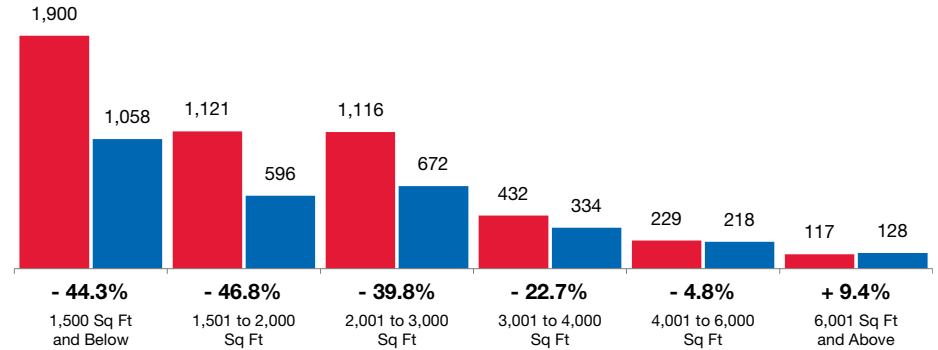
## By Price Range

■ 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	15	7	- 53.3%
\$250,001 to \$500,000	401	214	- 46.6%
\$500,001 to \$750,000	1,252	598	- 52.2%
\$750,001 to \$1,000,000	1,293	601	- 53.5%
\$1,000,001 to \$1,250,000	530	297	- 44.0%
\$1,250,001 to \$2,000,000	799	576	- 27.9%
\$2,000,001 to \$5,000,000	444	533	+ 20.0%
\$5,000,001 and Above	181	180	- 0.6%
<b>All Price Ranges</b>	<b>4,915</b>	<b>3,006</b>	<b>- 38.8%</b>

## Single-Family Homes

06-2022	06-2023	Change	06-2022	06-2023	Change
7	6	- 14.3%	8	1	- 87.5%
60	37	- 38.3%	341	177	- 48.1%
680	261	- 61.6%	572	337	- 41.1%
1,052	432	- 58.9%	241	169	- 29.9%
434	230	- 47.0%	96	67	- 30.2%
670	453	- 32.4%	129	123	- 4.7%
381	449	+ 17.8%	63	84	+ 33.3%
174	173	- 0.6%	7	7	0.0%
<b>3,458</b>	<b>2,041</b>	<b>- 41.0%</b>	<b>1,457</b>	<b>965</b>	<b>- 33.8%</b>

## Condos - Townhomes

By Square Feet	06-2022	06-2023	Change
1,500 Sq Ft and Below	1,900	1,058	- 44.3%
1,501 to 2,000 Sq Ft	1,121	596	- 46.8%
2,001 to 3,000 Sq Ft	1,116	672	- 39.8%
3,001 to 4,000 Sq Ft	432	334	- 22.7%
4,001 to 6,000 Sq Ft	229	218	- 4.8%
6,001 Sq Ft and Above	117	128	+ 9.4%
<b>All Square Footage</b>	<b>4,915</b>	<b>3,006</b>	<b>- 38.8%</b>

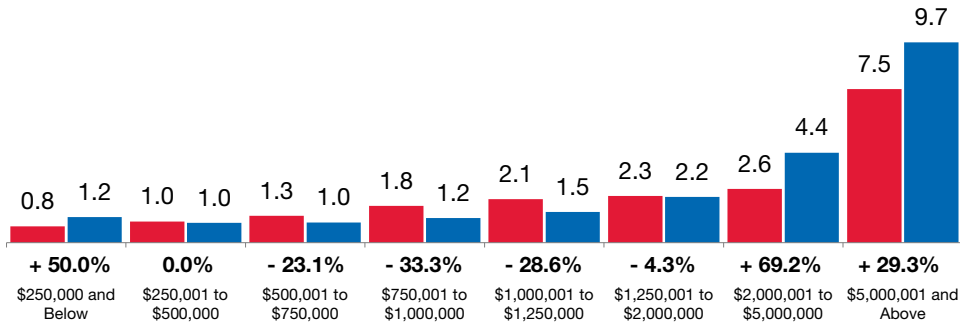
06-2022	06-2023	Change	06-2022	06-2023	Change
850	383	- 54.9%	1,050	675	- 35.7%
837	419	- 49.9%	284	177	- 37.7%
1,017	581	- 42.9%	99	91	- 8.1%
417	325	- 22.1%	15	9	- 40.0%
221	205	- 7.2%	8	13	+ 62.5%
116	128	+ 10.3%	1	0	- 100.0%
<b>3,458</b>	<b>2,041</b>	<b>- 41.0%</b>	<b>1,457</b>	<b>965</b>	<b>- 33.8%</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.

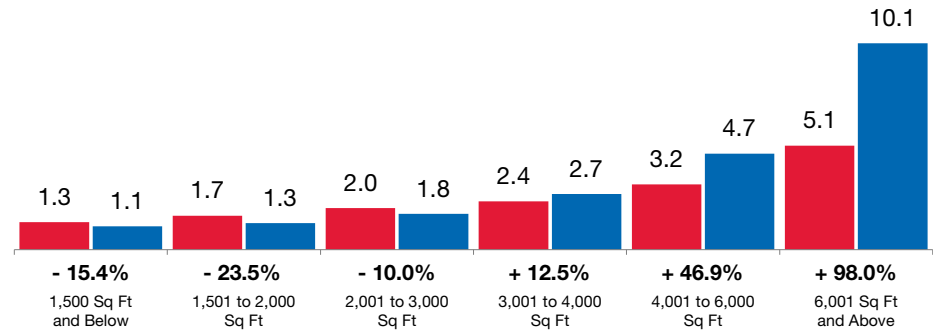
## By Price Range

■ 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	0.8	1.2	+ 50.0%
\$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	1.2	- 33.3%
\$1,000,001 to \$1,250,000	2.1	1.5	- 28.6%
\$1,250,001 to \$2,000,000	2.3	2.2	- 4.3%
\$2,000,001 to \$5,000,000	2.6	4.4	+ 69.2%
\$5,000,001 and Above	7.5	9.7	+ 29.3%
<b>All Price Ranges</b>	<b>1.7</b>	<b>1.5</b>	<b>- 11.8%</b>

## Single-Family Homes

06-2022	06-2023	Change
1.7	2.4	+ 41.2%
1.4	1.2	- 14.3%
1.2	0.8	- 33.3%
1.8	1.1	- 38.9%
2.1	1.4	- 33.3%
2.2	2.1	- 4.5%
2.6	4.2	+ 61.5%
7.3	9.6	+ 31.5%
<b>1.9</b>	<b>1.6</b>	<b>- 15.8%</b>

## Condos - Townhomes

06-2022	06-2023	Change
0.5	0.3	- 40.0%
1.0	0.9	- 10.0%
1.4	1.1	- 21.4%
1.7	1.5	- 11.8%
2.2	1.8	- 18.2%
2.4	3.0	+ 25.0%
2.7	5.8	+ 114.8%
7.0	5.6	- 20.0%
<b>1.4</b>	<b>1.4</b>	<b>0.0%</b>

## By Square Feet

06-2022	06-2023	Change
1.3	1.1	- 15.4%
1.7	1.3	- 23.5%
2.0	1.8	- 10.0%
2.4	2.7	+ 12.5%
3.2	4.7	+ 46.9%
5.1	10.1	+ 98.0%
<b>1.7</b>	<b>1.5</b>	<b>- 11.8%</b>

06-2022	06-2023	Change
1.4	1.0	- 28.6%
1.7	1.2	- 29.4%
2.0	1.7	- 15.0%
2.3	2.7	+ 17.4%
3.1	4.5	+ 45.2%
5.0	10.1	+ 102.0%
<b>1.9</b>	<b>1.6</b>	<b>- 15.8%</b>