

Housing Supply Overview

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

January 2024

After a brief decline, national sales of new residential homes are on the rise again, increasing 8% month-over-month and 4.4% year-over-year to a seasonally adjusted rate of 664,000 units, according to the U.S. Census Bureau. Lower interest rates and a shortage of existing-home inventory continue to be a boon for the new-home market, with sales of new residential homes up 4.2% from 2022 to an estimated 668,000 units in 2023. For the 12-month period spanning February 2023 through January 2024, Pending Sales in the San Diego were down 18.7 percent overall. The price range with the largest gain in sales was the \$5,000,001 and Above range, where they increased 8.0 percent.

The overall Median Sales Price was up 3.7 percent to \$850,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 4.0 percent to \$650,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 27 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 69 days.

Market-wide, inventory levels were down 1.4 percent. However, the property type with the largest gain was the Condos - Townhomes segment, where they increased 14.6 percent. That amounts to 1.5 months supply for Single-Family homes and 1.7 months supply for Condos.

Quick Facts

+ 8.0%	- 7.1%	- 15.7%
Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$5,000,001 and Above	6,001 Sq Ft and Above	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.

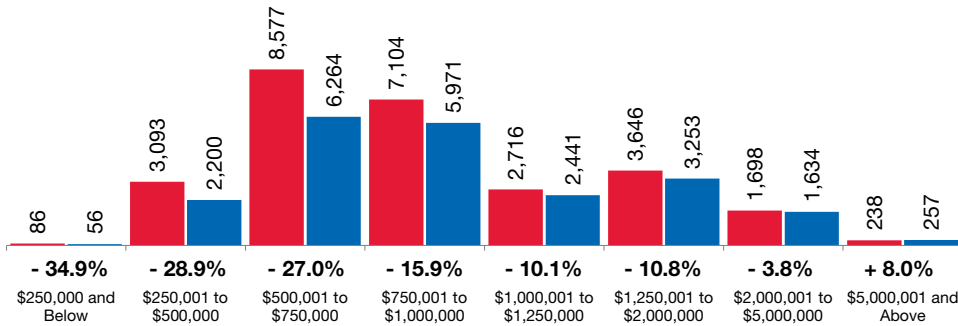
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Pending Sales

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

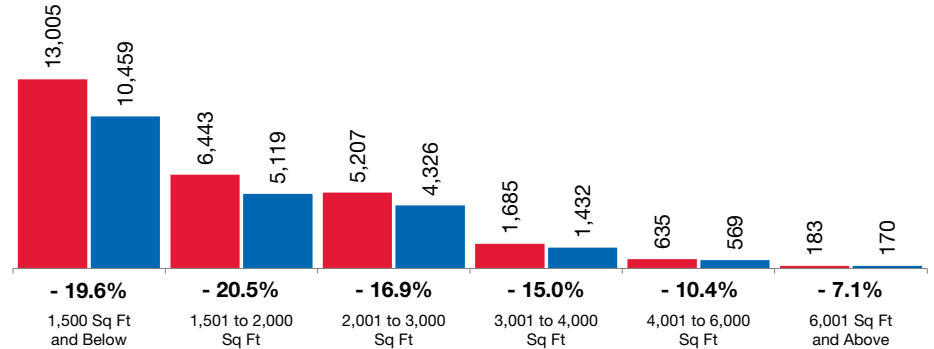
By Price Range

■ 01-2023 ■ 01-2024



By Square Feet

■ 01-2023 ■ 01-2024



All Properties

By Price Range	01-2023	01-2024	Change
\$250,000 and Below	86	56	-34.9%
\$250,001 to \$500,000	3,093	2,200	-28.9%
\$500,001 to \$750,000	8,577	6,264	-27.0%
\$750,001 to \$1,000,000	7,104	5,971	-15.9%
\$1,000,001 to \$1,250,000	2,716	2,441	-10.1%
\$1,250,001 to \$2,000,000	3,646	3,253	-10.8%
\$2,000,001 to \$5,000,000	1,698	1,634	-3.8%
\$5,000,001 and Above	238	257	+8.0%
All Price Ranges	27,158	22,076	-18.7%

Single-Family Homes

01-2023	01-2024	Change	01-2023	01-2024	Change
27	26	-3.7%	59	30	-49.2%
396	259	-34.6%	2,697	1,941	-28.0%
4,438	2,879	-35.1%	4,139	3,385	-18.2%
5,619	4,482	-20.2%	1,485	1,489	+0.3%
2,216	1,951	-12.0%	500	490	-2.0%
3,094	2,686	-13.2%	552	567	+2.7%
1,488	1,412	-5.1%	210	222	+5.7%
236	250	+5.9%	2	7	+250.0%
17,514	13,945	-20.4%	9,644	8,131	-15.7%

Condos - Townhomes

By Square Feet	01-2023	01-2024	Change
1,500 Sq Ft and Below	13,005	10,459	-19.6%
1,501 to 2,000 Sq Ft	6,443	5,119	-20.5%
2,001 to 3,000 Sq Ft	5,207	4,326	-16.9%
3,001 to 4,000 Sq Ft	1,685	1,432	-15.0%
4,001 to 6,000 Sq Ft	635	569	-10.4%
6,001 Sq Ft and Above	183	170	-7.1%
All Square Footage	27,158	22,076	-18.7%

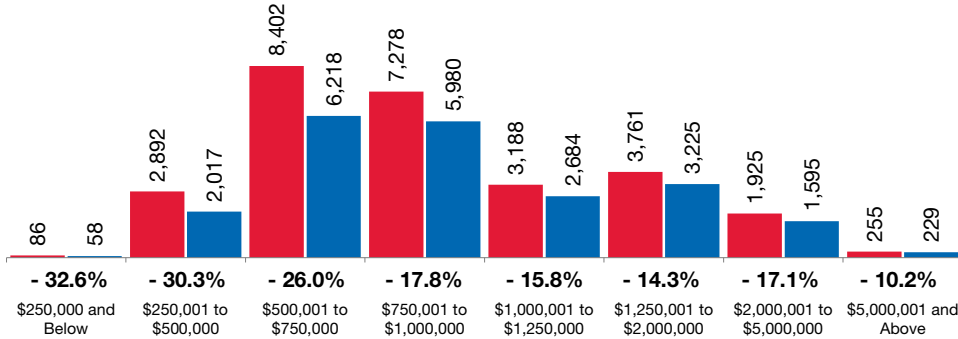
01-2023	01-2024	Change	01-2023	01-2024	Change
5,447	4,216	-22.6%	7,558	6,243	-17.4%
4,813	3,656	-24.0%	1,630	1,463	-10.2%
4,791	3,944	-17.7%	416	382	-8.2%
1,654	1,399	-15.4%	31	33	+6.5%
626	559	-10.7%	9	10	+11.1%
183	170	-7.1%	0	0	0.0%
17,514	13,945	-20.4%	9,644	8,131	-15.7%

Closed Sales

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

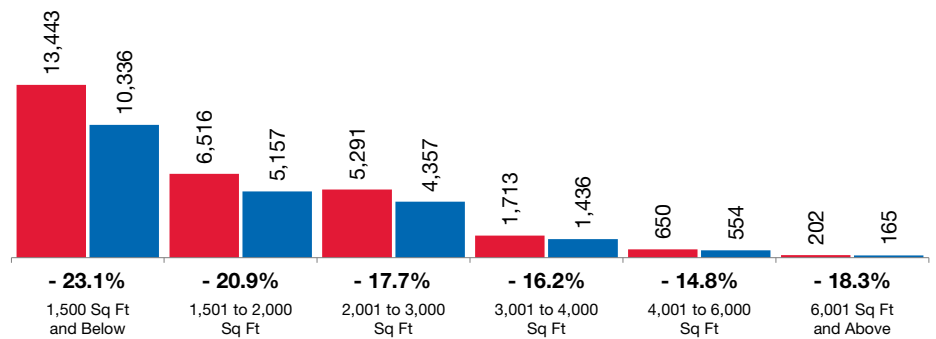
By Price Range

■ 01-2023 ■ 01-2024



By Square Feet

■ 01-2023 ■ 01-2024



All Properties

By Price Range	01-2023	01-2024	Change
\$250,000 and Below	86	58	- 32.6%
\$250,001 to \$500,000	2,892	2,017	- 30.3%
\$500,001 to \$750,000	8,402	6,218	- 26.0%
\$750,001 to \$1,000,000	7,278	5,980	- 17.8%
\$1,000,001 to \$1,250,000	3,188	2,684	- 15.8%
\$1,250,001 to \$2,000,000	3,761	3,225	- 14.3%
\$2,000,001 to \$5,000,000	1,925	1,595	- 17.1%
\$5,000,001 and Above	255	229	- 10.2%
All Price Ranges	27,787	22,006	- 20.8%

Single-Family Homes

01-2023	01-2024	Change	01-2023	01-2024	Change
34	29	- 14.7%	52	29	- 44.2%
370	252	- 31.9%	2,522	1,765	- 30.0%
4,131	2,743	- 33.6%	4,271	3,475	- 18.6%
5,661	4,481	- 20.8%	1,617	1,499	- 7.3%
2,585	2,156	- 16.6%	603	528	- 12.4%
3,163	2,690	- 15.0%	598	535	- 10.5%
1,683	1,391	- 17.3%	242	204	- 15.7%
253	225	- 11.1%	2	4	+ 100.0%
17,880	13,967	- 21.9%	9,907	8,039	- 18.9%

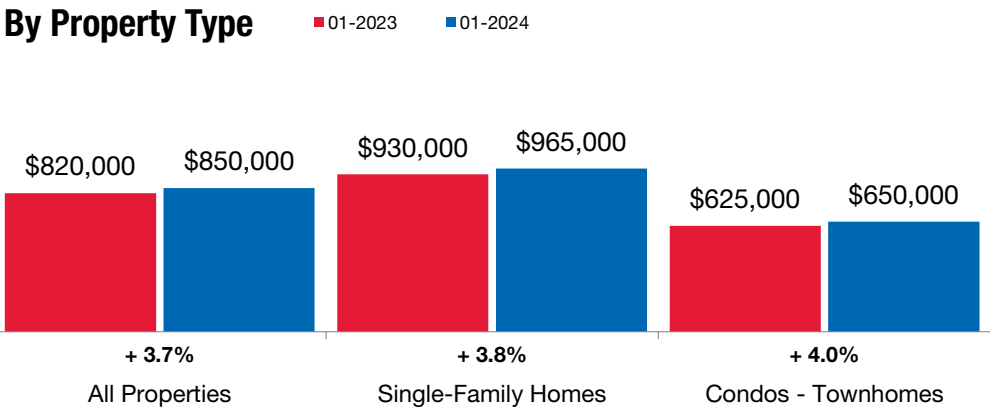
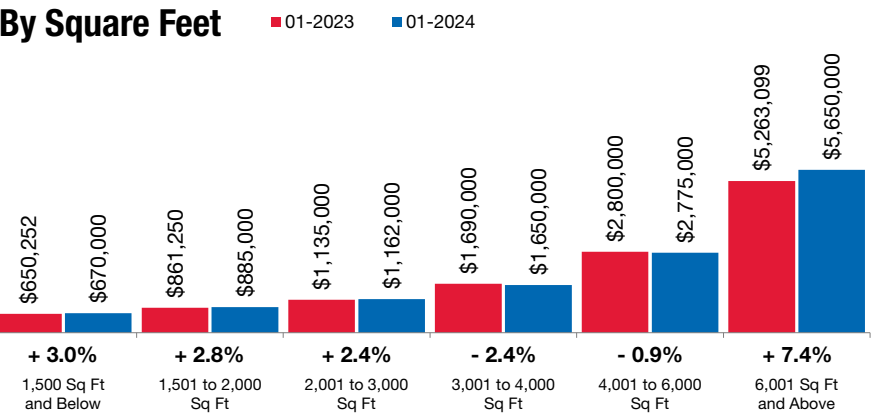
Condos - Townhomes

By Square Feet	01-2023	01-2024	Change
1,500 Sq Ft and Below	13,443	10,336	- 23.1%
1,501 to 2,000 Sq Ft	6,516	5,157	- 20.9%
2,001 to 3,000 Sq Ft	5,291	4,357	- 17.7%
3,001 to 4,000 Sq Ft	1,713	1,436	- 16.2%
4,001 to 6,000 Sq Ft	650	554	- 14.8%
6,001 Sq Ft and Above	202	165	- 18.3%
All Square Footage	27,787	22,006	- 20.8%

01-2023	01-2024	Change	01-2023	01-2024	Change
5,642	4,182	- 25.9%	7,801	6,154	- 21.1%
4,884	3,689	- 24.5%	1,632	1,468	- 10.0%
4,835	3,983	- 17.6%	428	374	- 12.6%
1,677	1,402	- 16.4%	36	34	- 5.6%
640	545	- 14.8%	10	9	- 10.0%
202	165	- 18.3%	0	0	0.0%
17,880	13,967	- 21.9%	9,907	8,039	- 18.9%

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.**



All Properties			
By Square Feet	01-2023	01-2024	Change
1,500 Sq Ft and Below	\$650,252	\$670,000	+ 3.0%
1,501 to 2,000 Sq Ft	\$861,250	\$885,000	+ 2.8%
2,001 to 3,000 Sq Ft	\$1,135,000	\$1,162,000	+ 2.4%
3,001 to 4,000 Sq Ft	\$1,690,000	\$1,650,000	- 2.4%
4,001 to 6,000 Sq Ft	\$2,800,000	\$2,775,000	- 0.9%
6,001 Sq Ft and Above	\$5,263,099	\$5,650,000	+ 7.4%
All Square Footage	\$820,000	\$850,000	+ 3.7%

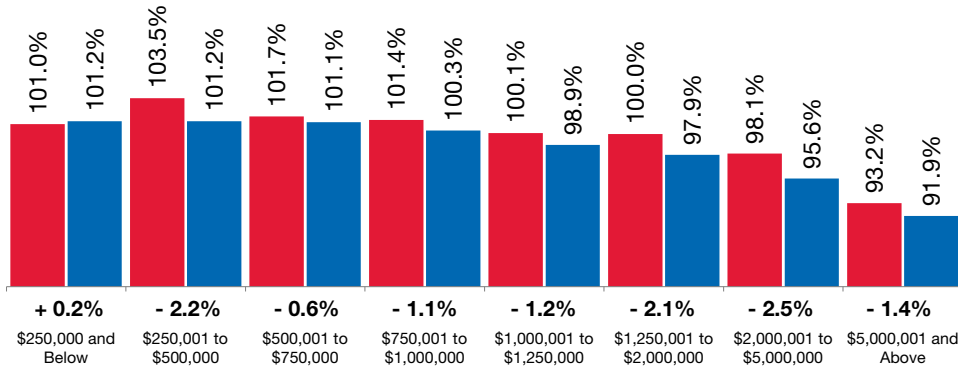
Single-Family Homes			Condos - Townhomes		
01-2023	01-2024	Change	01-2023	01-2024	Change
\$737,200	\$750,000	+ 1.7%	\$575,000	\$590,000	+ 2.6%
\$870,000	\$889,000	+ 2.2%	\$837,500	\$866,500	+ 3.5%
\$1,120,000	\$1,150,000	+ 2.7%	\$1,382,500	\$1,304,500	- 5.6%
\$1,677,000	\$1,650,000	- 1.6%	\$2,392,500	\$2,050,000	- 14.3%
\$2,800,000	\$2,778,750	- 0.8%	\$2,580,000	\$2,449,000	- 5.1%
\$5,263,099	\$5,650,000	+ 7.4%	--	--	0.0%
\$930,000	\$965,000	+ 3.8%	\$625,000	\$650,000	+ 4.0%

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.**

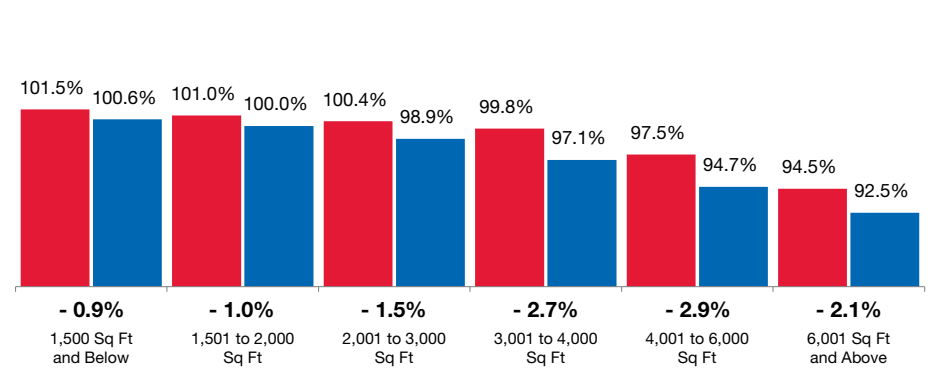
By Price Range

■ 01-2023 ■ 01-2024



By Square Feet

■ 01-2023 ■ 01-2024



All Properties

By Price Range	01-2023	01-2024	Change
\$250,000 and Below	101.0%	101.2%	+ 0.2%
\$250,001 to \$500,000	103.5%	101.2%	- 2.2%
\$500,001 to \$750,000	101.7%	101.1%	- 0.6%
\$750,001 to \$1,000,000	101.4%	100.3%	- 1.1%
\$1,000,001 to \$1,250,000	100.1%	98.9%	- 1.2%
\$1,250,001 to \$2,000,000	100.0%	97.9%	- 2.1%
\$2,000,001 to \$5,000,000	98.1%	95.6%	- 2.5%
\$5,000,001 and Above	93.2%	91.9%	- 1.4%
All Price Ranges	101.1%	99.7%	- 1.4%

Single-Family Homes

01-2023	01-2024	Change
92.5%	100.4%	+ 8.5%
102.4%	100.7%	- 1.7%
101.7%	101.9%	+ 0.2%
101.4%	100.6%	- 0.8%
100.0%	99.1%	- 0.9%
100.3%	98.2%	- 2.1%
98.2%	95.7%	- 2.5%
93.1%	91.8%	- 1.4%
100.7%	99.6%	- 1.1%

Condos - Townhomes

01-2023	01-2024	Change
104.2%	102.0%	- 2.1%
103.7%	101.3%	- 2.3%
101.7%	100.4%	- 1.3%
101.3%	99.6%	- 1.7%
100.3%	98.3%	- 2.0%
98.4%	96.6%	- 1.8%
96.9%	95.0%	- 2.0%
105.5%	95.2%	- 9.8%
101.9%	100.0%	- 1.9%

By Square Feet

01-2023	01-2024	Change
101.5%	100.6%	- 0.9%
101.0%	100.0%	- 1.0%
100.4%	98.9%	- 1.5%
99.8%	97.1%	- 2.7%
97.5%	94.7%	- 2.9%
94.5%	92.5%	- 2.1%
101.1%	99.7%	- 1.4%

Single-Family Homes

01-2023	01-2024	Change
101.5%	101.1%	- 0.4%
100.9%	100.4%	- 0.5%
100.5%	99.0%	- 1.5%
99.9%	97.2%	- 2.7%
97.6%	94.7%	- 3.0%
94.5%	92.5%	- 2.1%
100.7%	99.6%	- 1.1%

Condos - Townhomes

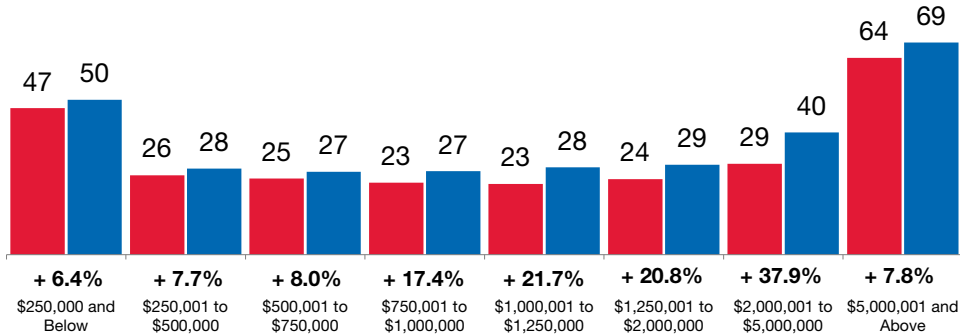
01-2023	01-2024	Change
102.2%	100.3%	- 1.9%
101.1%	99.2%	- 1.9%
99.8%	97.9%	- 1.9%
97.2%	94.2%	- 3.1%
94.8%	95.5%	+ 0.7%
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101.9%	100.0%	- 1.9%

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.

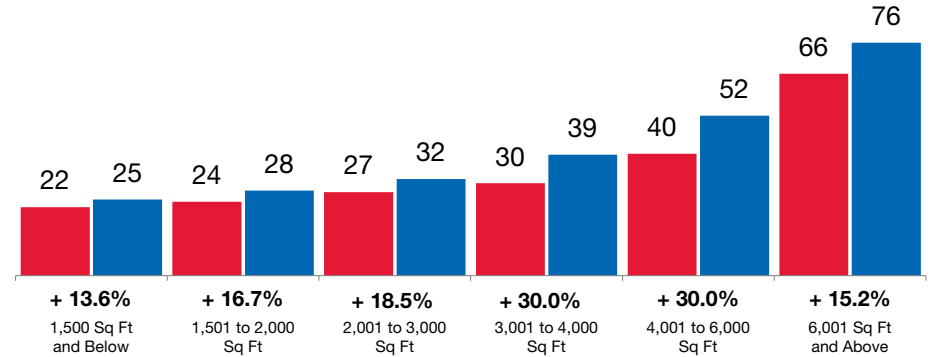
By Price Range

■ 01-2023 ■ 01-2024



By Square Feet

■ 01-2023 ■ 01-2024



All Properties

By Price Range	01-2023	01-2024	Change
\$250,000 and Below	47	50	+ 6.4%
\$250,001 to \$500,000	26	28	+ 7.7%
\$500,001 to \$750,000	25	27	+ 8.0%
\$750,001 to \$1,000,000	23	27	+ 17.4%
\$1,000,001 to \$1,250,000	23	28	+ 21.7%
\$1,250,001 to \$2,000,000	24	29	+ 20.8%
\$2,000,001 to \$5,000,000	29	40	+ 37.9%
\$5,000,001 and Above	64	69	+ 7.8%
All Price Ranges	25	29	+ 16.0%

Single-Family Homes

01-2023	01-2024	Change	01-2023	01-2024	Change
55	68	+ 23.6%	42	32	- 23.8%
37	43	+ 16.2%	24	26	+ 8.3%
28	28	0.0%	22	26	+ 18.2%
24	27	+ 12.5%	21	27	+ 28.6%
23	28	+ 21.7%	22	28	+ 27.3%
24	29	+ 20.8%	28	31	+ 10.7%
28	39	+ 39.3%	41	41	0.0%
64	70	+ 9.4%	6	11	+ 83.3%
26	30	+ 15.4%	23	27	+ 17.4%

Condos - Townhomes

By Square Feet	01-2023	01-2024	Change
1,500 Sq Ft and Below	22	25	+ 13.6%
1,501 to 2,000 Sq Ft	24	28	+ 16.7%
2,001 to 3,000 Sq Ft	27	32	+ 18.5%
3,001 to 4,000 Sq Ft	30	39	+ 30.0%
4,001 to 6,000 Sq Ft	40	52	+ 30.0%
6,001 Sq Ft and Above	66	76	+ 15.2%
All Square Footage	25	29	+ 16.0%

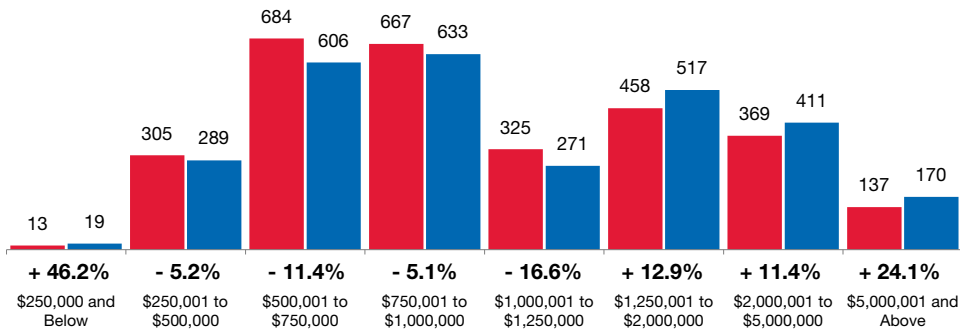
01-2023	01-2024	Change	01-2023	01-2024	Change
23	24	+ 4.3%	22	25	+ 13.6%
24	27	+ 12.5%	25	30	+ 20.0%
27	31	+ 14.8%	31	37	+ 19.4%
29	39	+ 34.5%	69	45	- 34.8%
40	51	+ 27.5%	38	102	+ 168.4%
66	76	+ 15.2%	--	--	--
26	30	+ 15.4%	23	27	+ 17.4%

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.

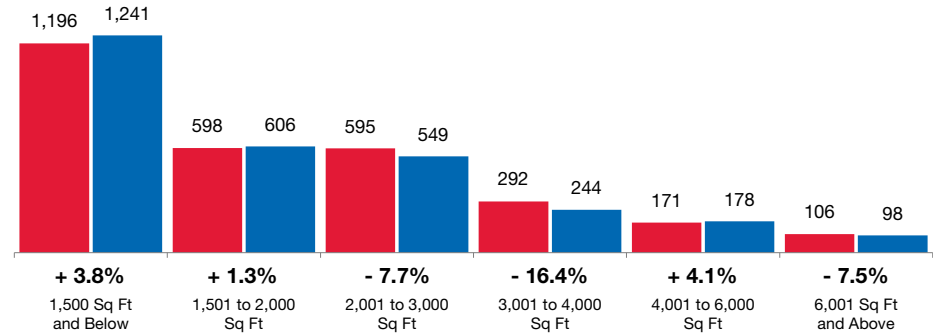
By Price Range

■ 01-2023 ■ 01-2024



By Square Feet

■ 01-2023 ■ 01-2024



All Properties

By Price Range	01-2023	01-2024	Change
\$250,000 and Below	13	19	+ 46.2%
\$250,001 to \$500,000	305	289	- 5.2%
\$500,001 to \$750,000	684	606	- 11.4%
\$750,001 to \$1,000,000	667	633	- 5.1%
\$1,000,001 to \$1,250,000	325	271	- 16.6%
\$1,250,001 to \$2,000,000	458	517	+ 12.9%
\$2,000,001 to \$5,000,000	369	411	+ 11.4%
\$5,000,001 and Above	137	170	+ 24.1%
All Price Ranges	2,958	2,916	- 1.4%

Single-Family Homes

01-2023	01-2024	Change	01-2023	01-2024	Change
8	12	+ 50.0%	5	7	+ 40.0%
67	43	- 35.8%	238	246	+ 3.4%
337	218	- 35.3%	347	388	+ 11.8%
476	418	- 12.2%	191	215	+ 12.6%
270	213	- 21.1%	55	58	+ 5.5%
367	380	+ 3.5%	91	137	+ 50.5%
315	340	+ 7.9%	54	71	+ 31.5%
131	161	+ 22.9%	6	9	+ 50.0%
1,971	1,785	- 9.4%	987	1,131	+ 14.6%

Condos - Townhomes

By Square Feet	01-2023	01-2024	Change
1,500 Sq Ft and Below	1,196	1,241	+ 3.8%
1,501 to 2,000 Sq Ft	598	606	+ 1.3%
2,001 to 3,000 Sq Ft	595	549	- 7.7%
3,001 to 4,000 Sq Ft	292	244	- 16.4%
4,001 to 6,000 Sq Ft	171	178	+ 4.1%
6,001 Sq Ft and Above	106	98	- 7.5%
All Square Footage	2,958	2,916	- 1.4%

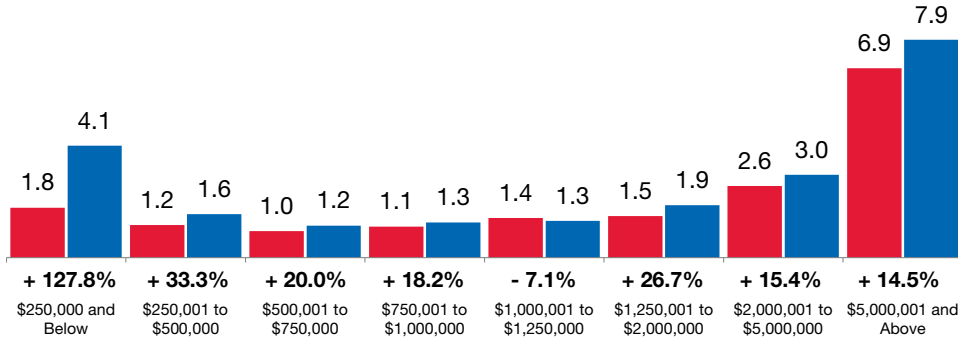
01-2023	01-2024	Change	01-2023	01-2024	Change
491	421	- 14.3%	705	820	+ 16.3%
407	390	- 4.2%	191	216	+ 13.1%
521	476	- 8.6%	74	73	- 1.4%
283	234	- 17.3%	9	10	+ 11.1%
163	167	+ 2.5%	8	11	+ 37.5%
106	97	- 8.5%	0	1	--
1,971	1,785	- 9.4%	987	1,131	+ 14.6%

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.

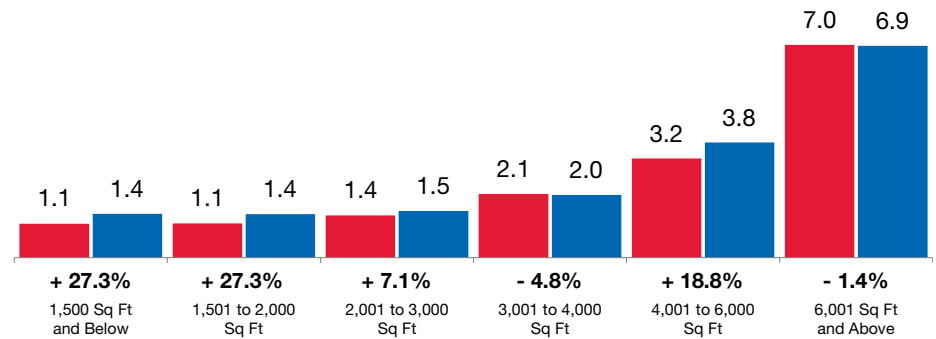
By Price Range

■ 01-2023 ■ 01-2024



By Square Feet

■ 01-2023 ■ 01-2024



All Properties

By Price Range	01-2023	01-2024	Change
\$250,000 and Below	1.8	4.1	+ 127.8%
\$250,001 to \$500,000	1.2	1.6	+ 33.3%
\$500,001 to \$750,000	1.0	1.2	+ 20.0%
\$750,001 to \$1,000,000	1.1	1.3	+ 18.2%
\$1,000,001 to \$1,250,000	1.4	1.3	- 7.1%
\$1,250,001 to \$2,000,000	1.5	1.9	+ 26.7%
\$2,000,001 to \$5,000,000	2.6	3.0	+ 15.4%
\$5,000,001 and Above	6.9	7.9	+ 14.5%
All Price Ranges	1.3	1.6	+ 23.1%

Single-Family Homes

01-2023	01-2024	Change	01-2023	01-2024	Change
2.7	5.1	+ 88.9%	1.0	2.3	+ 130.0%
2.0	2.0	0.0%	1.1	1.5	+ 36.4%
0.9	0.9	0.0%	1.0	1.4	+ 40.0%
1.0	1.1	+ 10.0%	1.5	1.7	+ 13.3%
1.5	1.3	- 13.3%	1.3	1.4	+ 7.7%
1.4	1.7	+ 21.4%	2.0	2.9	+ 45.0%
2.5	2.9	+ 16.0%	3.1	3.8	+ 22.6%
6.7	7.7	+ 14.9%	6.0	7.7	+ 28.3%
1.4	1.5	+ 7.1%	1.2	1.7	+ 41.7%

Condos - Townhomes

By Square Feet	01-2023	01-2024	Change
1,500 Sq Ft and Below	1.1	1.4	+ 27.3%
1,501 to 2,000 Sq Ft	1.1	1.4	+ 27.3%
2,001 to 3,000 Sq Ft	1.4	1.5	+ 7.1%
3,001 to 4,000 Sq Ft	2.1	2.0	- 4.8%
4,001 to 6,000 Sq Ft	3.2	3.8	+ 18.8%
6,001 Sq Ft and Above	7.0	6.9	- 1.4%
All Square Footage	1.3	1.6	+ 23.1%

01-2023	01-2024	Change	01-2023	01-2024	Change
1.1	1.2	+ 9.1%	1.1	1.6	+ 45.5%
1.0	1.3	+ 30.0%	1.4	1.8	+ 28.6%
1.3	1.4	+ 7.7%	2.1	2.3	+ 9.5%
2.1	2.0	- 4.8%	3.5	3.3	- 5.7%
3.1	3.6	+ 16.1%	5.3	6.6	+ 24.5%
7.0	6.8	- 2.9%	--	--	--
1.4	1.5	+ 7.1%	1.2	1.7	+ 41.7%