

Housing Supply Overview

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

October 2020

Interest rates set new record lows again in October, and are helping to maintain buyer purchasing power in the face of rising home prices driven by multiple offers across many segments of the market. While seller activity in some segments has improved, available inventory remains tight in many areas. For the 12-month period spanning November 2019 through October 2020, Pending Sales in the San Diego were down 1.1 percent overall. The price range with the largest gain in sales was the 2,000,001 to 5,000,000 range, where they increased 30.8 percent.

The overall Median Sales Price was up 7.8 percent to \$620,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 8.6 percent to \$695,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 22 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 95 days.

Market-wide, inventory levels were down 40.6 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 27.6 percent. That amounts to 1.3 months supply for Single-Family homes and 1.6 months supply for Condos.

Quick Facts

+ 30.8%

+ 20.6%

+ 3.1%

Price Range With
Strongest Pending Sales:
\$2,000,001 to \$5,000,000

Home Size With Strongest
Pending Sales:
4,001 to 6,000 Sq Ft

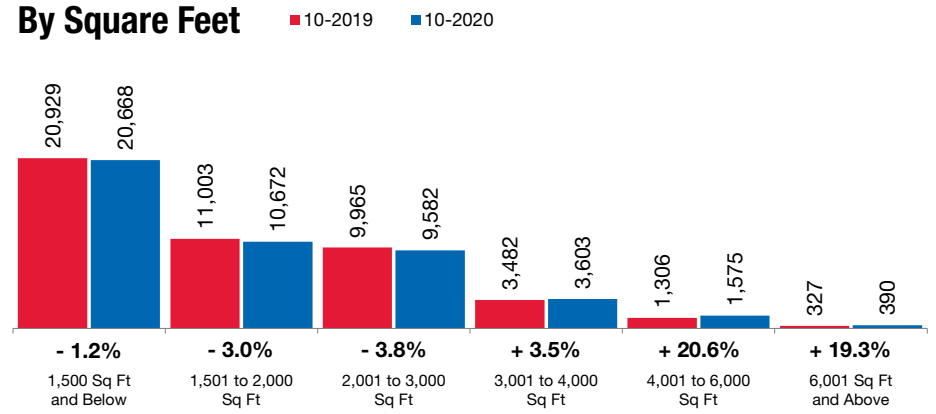
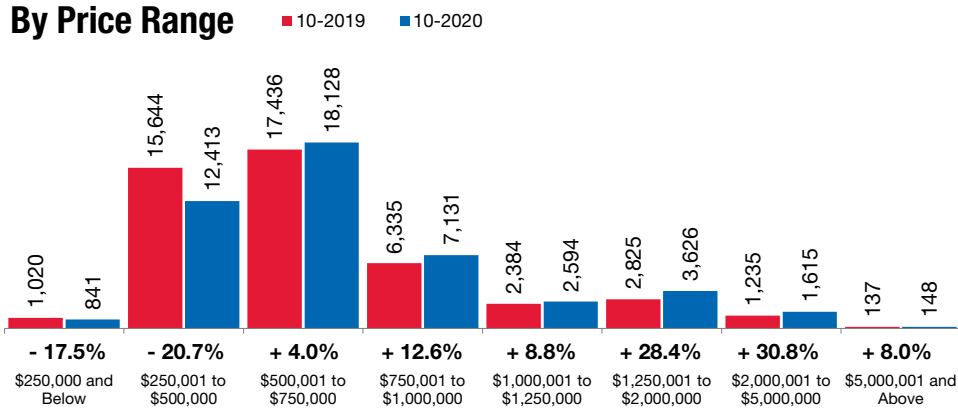
Property Type With
Strongest Pending Sales:
Condos - Townhomes

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.



All Properties

By Price Range	10-2019	10-2020	Change
\$250,000 and Below	1,020	841	- 17.5%
\$250,001 to \$500,000	15,644	12,413	- 20.7%
\$500,001 to \$750,000	17,436	18,128	+ 4.0%
\$750,001 to \$1,000,000	6,335	7,131	+ 12.6%
\$1,000,001 to \$1,250,000	2,384	2,594	+ 8.8%
\$1,250,001 to \$2,000,000	2,825	3,626	+ 28.4%
\$2,000,001 to \$5,000,000	1,235	1,615	+ 30.8%
\$5,000,001 and Above	137	148	+ 8.0%
All Price Ranges	47,016	46,496	- 1.1%

Single-Family Homes

10-2019	10-2020	Change	10-2019	10-2020	Change
117	125	+ 6.8%	903	716	- 20.7%
6,424	3,660	- 43.0%	9,220	8,753	- 5.1%
14,152	14,118	- 0.2%	3,284	4,010	+ 22.1%
5,400	6,001	+ 11.1%	935	1,130	+ 20.9%
2,106	2,255	+ 7.1%	278	339	+ 21.9%
2,519	3,193	+ 26.8%	306	433	+ 41.5%
1,110	1,470	+ 32.4%	125	145	+ 16.0%
133	146	+ 9.8%	4	2	- 50.0%
31,961	30,968	- 3.1%	15,055	15,528	+ 3.1%

Condos - Townhomes

By Square Feet	10-2019	10-2020	Change
1,500 Sq Ft and Below	20,929	20,668	- 1.2%
1,501 to 2,000 Sq Ft	11,003	10,672	- 3.0%
2,001 to 3,000 Sq Ft	9,965	9,582	- 3.8%
3,001 to 4,000 Sq Ft	3,482	3,603	+ 3.5%
4,001 to 6,000 Sq Ft	1,306	1,575	+ 20.6%
6,001 Sq Ft and Above	327	390	+ 19.3%
All Square Footage	47,016	46,496	- 1.1%

10-2019	10-2020	Change	10-2019	10-2020	Change
9,121	8,613	- 5.6%	11,808	12,055	+ 2.1%
8,346	7,838	- 6.1%	2,657	2,834	+ 6.7%
9,405	8,980	- 4.5%	560	602	+ 7.5%
3,462	3,573	+ 3.2%	20	30	+ 50.0%
1,299	1,569	+ 20.8%	7	6	- 14.3%
325	389	+ 19.7%	2	1	- 50.0%
31,961	30,968	- 3.1%	15,055	15,528	+ 3.1%

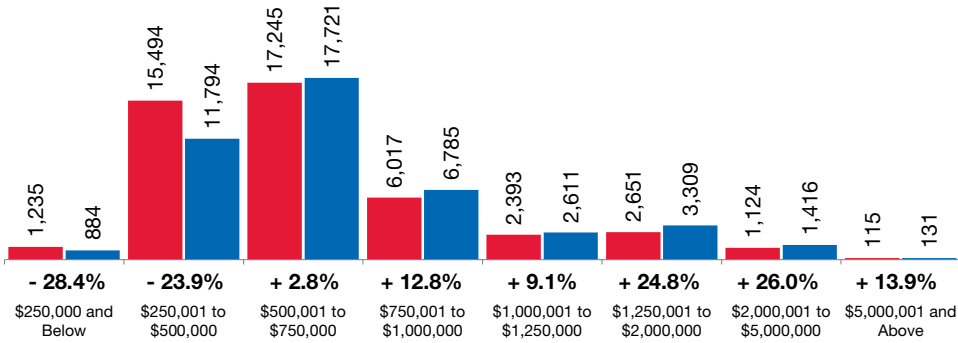


Closed Sales

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

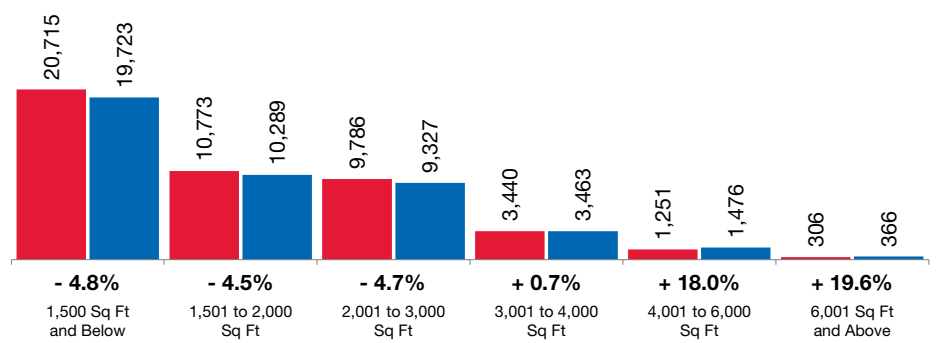
By Price Range

■ 10-2019 ■ 10-2020



By Square Feet

■ 10-2019 ■ 10-2020



All Properties

By Price Range	10-2019	10-2020	Change
\$250,000 and Below	1,235	884	- 28.4%
\$250,001 to \$500,000	15,494	11,794	- 23.9%
\$500,001 to \$750,000	17,245	17,721	+ 2.8%
\$750,001 to \$1,000,000	6,017	6,785	+ 12.8%
\$1,000,001 to \$1,250,000	2,393	2,611	+ 9.1%
\$1,250,001 to \$2,000,000	2,651	3,309	+ 24.8%
\$2,000,001 to \$5,000,000	1,124	1,416	+ 26.0%
\$5,000,001 and Above	115	131	+ 13.9%
All Price Ranges	46,274	44,651	- 3.5%

Single-Family Homes

10-2019	10-2020	Change	10-2019	10-2020	Change
235	148	- 37.0%	1,000	736	- 26.4%
6,344	3,513	- 44.6%	9,150	8,281	- 9.5%
14,047	13,880	- 1.2%	3,198	3,841	+ 20.1%
5,105	5,757	+ 12.8%	912	1,028	+ 12.7%
2,121	2,299	+ 8.4%	272	312	+ 14.7%
2,373	2,941	+ 23.9%	278	368	+ 32.4%
1,019	1,285	+ 26.1%	105	131	+ 24.8%
111	128	+ 15.3%	4	3	- 25.0%
31,355	29,951	- 4.5%	14,919	14,700	- 1.5%

Condos - Townhomes

By Square Feet	10-2019	10-2020	Change
1,500 Sq Ft and Below	20,715	19,723	- 4.8%
1,501 to 2,000 Sq Ft	10,773	10,289	- 4.5%
2,001 to 3,000 Sq Ft	9,786	9,327	- 4.7%
3,001 to 4,000 Sq Ft	3,440	3,463	+ 0.7%
4,001 to 6,000 Sq Ft	1,251	1,476	+ 18.0%
6,001 Sq Ft and Above	306	366	+ 19.6%
All Square Footage	46,274	44,651	- 3.5%

10-2019	10-2020	Change	10-2019	10-2020	Change
8,969	8,316	- 7.3%	11,746	11,407	- 2.9%
8,180	7,597	- 7.1%	2,593	2,692	+ 3.8%
9,233	8,757	- 5.2%	553	570	+ 3.1%
3,421	3,437	+ 0.5%	19	26	+ 36.8%
1,246	1,471	+ 18.1%	5	5	0.0%
304	366	+ 20.4%	2	0	- 100.0%
31,355	29,951	- 4.5%	14,919	14,700	- 1.5%

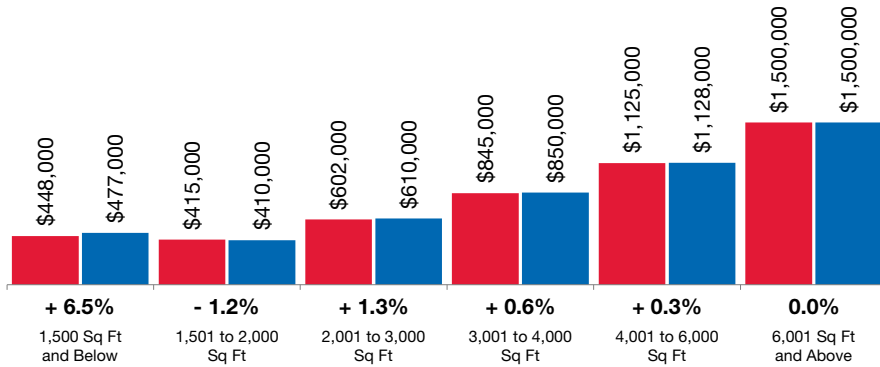


Median Sales Price

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.**

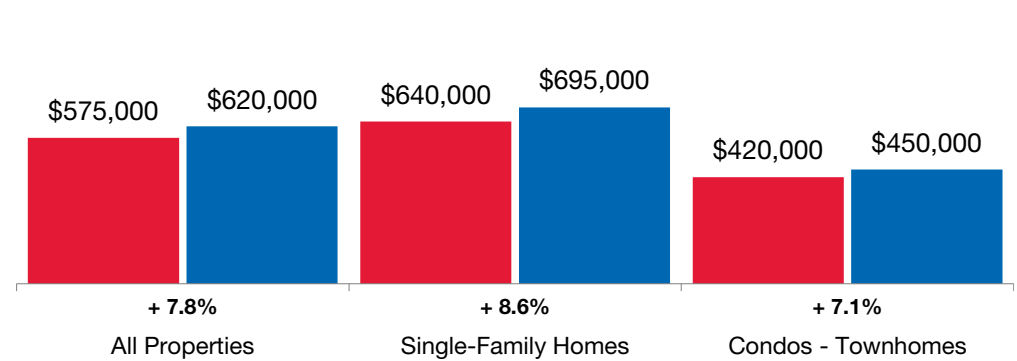
By Square Feet

■ 10-2019 ■ 10-2020



By Property Type

■ 10-2019 ■ 10-2020



All Properties

By Square Feet	10-2019	10-2020	Change
1,500 Sq Ft and Below	\$448,000	\$477,000	+ 6.5%
1,501 to 2,000 Sq Ft	\$415,000	\$410,000	- 1.2%
2,001 to 3,000 Sq Ft	\$602,000	\$610,000	+ 1.3%
3,001 to 4,000 Sq Ft	\$845,000	\$850,000	+ 0.6%
4,001 to 6,000 Sq Ft	\$1,125,000	\$1,128,000	+ 0.3%
6,001 Sq Ft and Above	\$1,500,000	\$1,500,000	0.0%
All Square Footage	\$575,000	\$620,000	+ 7.8%

Single-Family Homes

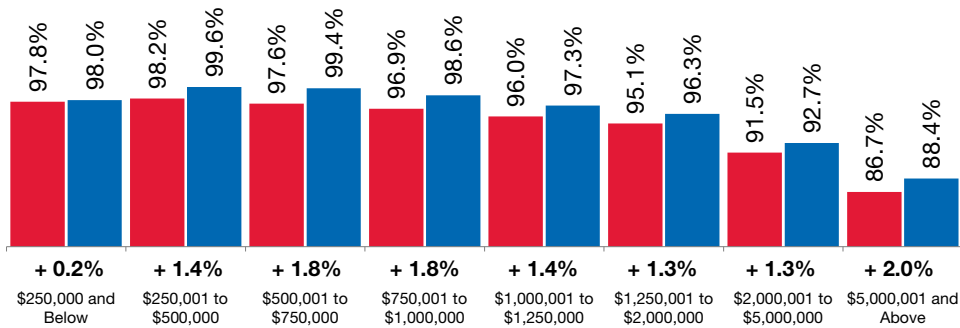
10-2019	10-2020	Change	10-2019	10-2020	Change
\$499,900	\$539,000	+ 7.8%	\$385,000	\$410,000	+ 6.5%
\$455,000	\$456,000	+ 0.2%	\$375,000	\$389,000	+ 3.7%
\$605,000	\$615,000	+ 1.7%	\$590,000	\$590,000	0.0%
\$845,000	\$850,000	+ 0.6%	\$845,000	\$845,000	0.0%
\$1,125,000	\$1,125,000	0.0%	\$1,120,000	\$1,140,000	+ 1.8%
\$1,500,000	\$1,500,000	0.0%	\$1,520,000	\$1,535,000	+ 1.0%
\$640,000	\$695,000	+ 8.6%	\$420,000	\$450,000	+ 7.1%

Condos - Townhomes

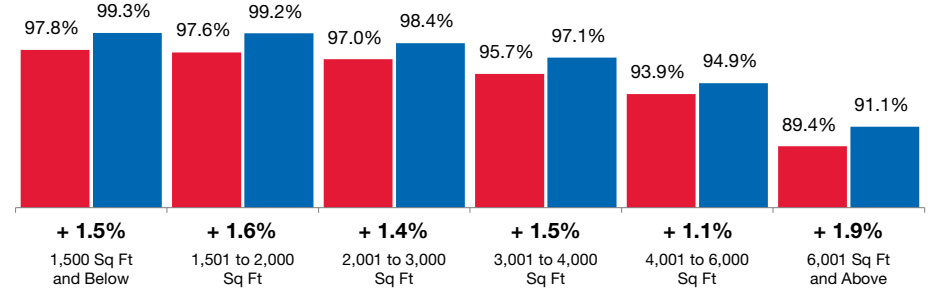
Percent of Original List Price Received

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 ■ 10-2019 ■ 10-2020



By Square Feet ■ 10-2019 ■ 10-2020



All Properties

By Price Range	10-2019	10-2020	Change
\$250,000 and Below	97.8%	98.0%	+ 0.2%
\$250,001 to \$500,000	98.2%	99.6%	+ 1.4%
\$500,001 to \$750,000	97.6%	99.4%	+ 1.8%
\$750,001 to \$1,000,000	96.9%	98.6%	+ 1.8%
\$1,000,001 to \$1,250,000	96.0%	97.3%	+ 1.4%
\$1,250,001 to \$2,000,000	95.1%	96.3%	+ 1.3%
\$2,000,001 to \$5,000,000	91.5%	92.7%	+ 1.3%
\$5,000,001 and Above	86.7%	88.4%	+ 2.0%
All Price Ranges	97.3%	98.7%	+ 1.4%

Single-Family Homes

10-2019	10-2020	Change	10-2019	10-2020	Change
94.4%	94.1%	- 0.3%	98.2%	98.6%	+ 0.4%
98.4%	100.2%	+ 1.8%	98.0%	99.3%	+ 1.3%
97.6%	99.7%	+ 2.2%	97.3%	98.6%	+ 1.3%
96.9%	98.7%	+ 1.9%	96.9%	97.6%	+ 0.7%
96.2%	97.6%	+ 1.5%	94.0%	95.4%	+ 1.5%
95.2%	96.5%	+ 1.4%	94.6%	94.8%	+ 0.2%
91.3%	92.6%	+ 1.4%	93.2%	93.3%	+ 0.1%
87.0%	88.3%	+ 1.5%	79.3%	100.0%	+ 26.1%
97.1%	98.7%	+ 1.6%	97.6%	98.7%	+ 1.1%

Condos - Townhomes

By Square Feet	10-2019	10-2020	Change
1,500 Sq Ft and Below	97.8%	99.3%	+ 1.5%
1,501 to 2,000 Sq Ft	97.6%	99.2%	+ 1.6%
2,001 to 3,000 Sq Ft	97.0%	98.4%	+ 1.4%
3,001 to 4,000 Sq Ft	95.7%	97.1%	+ 1.5%
4,001 to 6,000 Sq Ft	93.9%	94.9%	+ 1.1%
6,001 Sq Ft and Above	89.4%	91.1%	+ 1.9%
All Square Footage	97.3%	98.7%	+ 1.4%

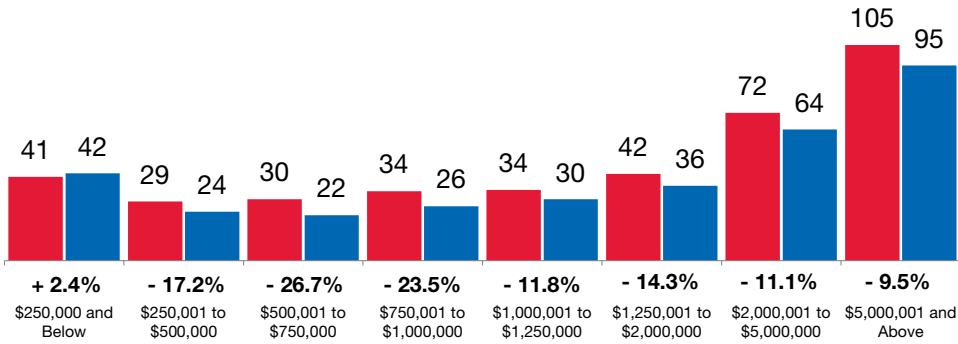
10-2019	10-2020	Change	10-2019	10-2020	Change
97.9%	99.8%	+ 1.9%	97.7%	98.9%	+ 1.2%
97.6%	99.5%	+ 1.9%	97.4%	98.5%	+ 1.1%
97.0%	98.5%	+ 1.5%	96.6%	97.0%	+ 0.4%
95.7%	97.1%	+ 1.5%	95.5%	94.2%	- 1.4%
93.9%	94.9%	+ 1.1%	88.1%	95.2%	+ 8.1%
89.3%	91.1%	+ 2.0%	103.4%	--	--
97.1%	98.7%	+ 1.6%	97.6%	98.7%	+ 1.1%



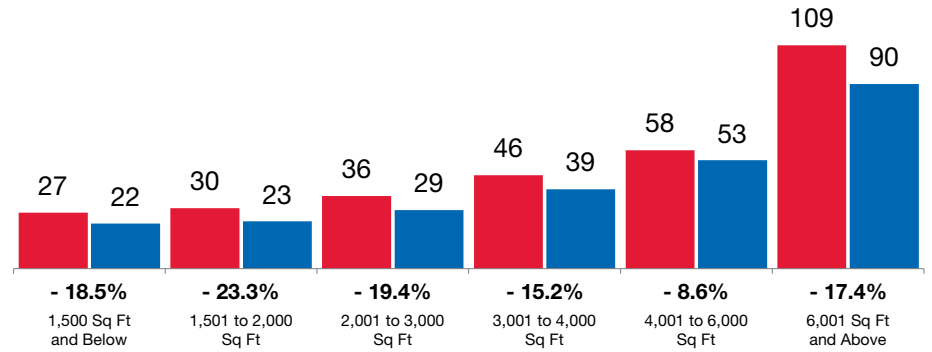
Days on Market Until Sale

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 ■ 10-2019 ■ 10-2020



By Square Feet ■ 10-2019 ■ 10-2020



All Properties

By Price Range	10-2019	10-2020	Change
\$250,000 and Below	41	42	+ 2.4%
\$250,001 to \$500,000	29	24	- 17.2%
\$500,001 to \$750,000	30	22	- 26.7%
\$750,001 to \$1,000,000	34	26	- 23.5%
\$1,000,001 to \$1,250,000	34	30	- 11.8%
\$1,250,001 to \$2,000,000	42	36	- 14.3%
\$2,000,001 to \$5,000,000	72	64	- 11.1%
\$5,000,001 and Above	105	95	- 9.5%
All Price Ranges	32	27	- 15.6%

Single-Family Homes

10-2019	10-2020	Change	10-2019	10-2020	Change
60	92	+ 53.3%	37	32	- 13.5%
30	27	- 10.0%	28	22	- 21.4%
30	21	- 30.0%	29	26	- 10.3%
33	24	- 27.3%	39	38	- 2.6%
32	28	- 12.5%	49	40	- 18.4%
40	35	- 12.5%	55	48	- 12.7%
71	64	- 9.9%	75	63	- 16.0%
106	96	- 9.4%	64	41	- 35.9%
33	27	- 18.2%	31	26	- 16.1%

Condos - Townhomes

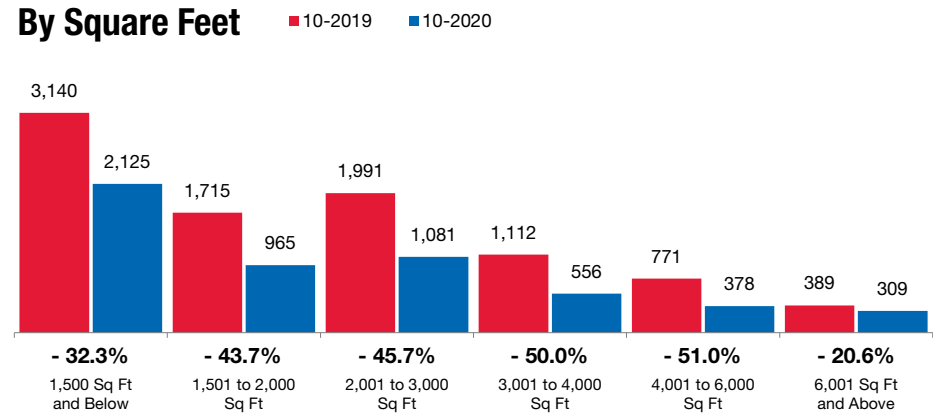
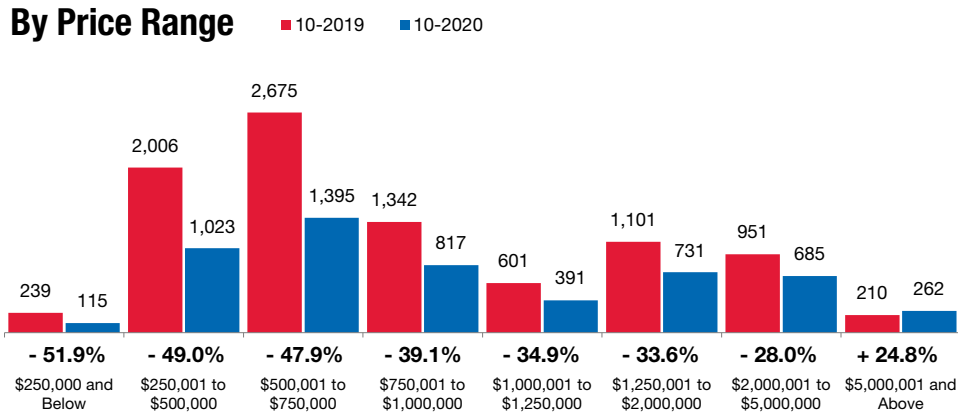
By Square Feet	10-2019	10-2020	Change
1,500 Sq Ft and Below	27	22	- 18.5%
1,501 to 2,000 Sq Ft	30	23	- 23.3%
2,001 to 3,000 Sq Ft	36	29	- 19.4%
3,001 to 4,000 Sq Ft	46	39	- 15.2%
4,001 to 6,000 Sq Ft	58	53	- 8.6%
6,001 Sq Ft and Above	109	90	- 17.4%
All Square Footage	32	27	- 15.6%

10-2019	10-2020	Change	10-2019	10-2020	Change
25	19	- 24.0%	29	24	- 17.2%
28	21	- 25.0%	34	30	- 11.8%
35	28	- 20.0%	47	45	- 4.3%
46	39	- 15.2%	64	64	0.0%
58	53	- 8.6%	70	21	- 70.0%
110	90	- 18.2%	48	--	--
33	27	- 18.2%	31	26	- 16.1%



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.



All Properties

By Price Range	10-2019	10-2020	Change
\$250,000 and Below	239	115	- 51.9%
\$250,001 to \$500,000	2,006	1,023	- 49.0%
\$500,001 to \$750,000	2,675	1,395	- 47.9%
\$750,001 to \$1,000,000	1,342	817	- 39.1%
\$1,000,001 to \$1,250,000	601	391	- 34.9%
\$1,250,001 to \$2,000,000	1,101	731	- 33.6%
\$2,000,001 to \$5,000,000	951	685	- 28.0%
\$5,000,001 and Above	210	262	+ 24.8%
All Price Ranges	9,125	5,419	- 40.6%

Single-Family Homes

10-2019	10-2020	Change	10-2019	10-2020	Change
82	33	- 59.8%	157	82	- 47.8%
717	201	- 72.0%	1,289	822	- 36.2%
1,967	877	- 55.4%	708	518	- 26.8%
1,045	587	- 43.8%	297	230	- 22.6%
471	268	- 43.1%	130	123	- 5.4%
874	527	- 39.7%	227	204	- 10.1%
837	550	- 34.3%	114	135	+ 18.4%
203	255	+ 25.6%	7	7	0.0%
6,196	3,298	- 46.8%	2,929	2,121	- 27.6%

Condos - Townhomes

By Square Feet	10-2019	10-2020	Change
1,500 Sq Ft and Below	3,140	2,125	- 32.3%
1,501 to 2,000 Sq Ft	1,715	965	- 43.7%
2,001 to 3,000 Sq Ft	1,991	1,081	- 45.7%
3,001 to 4,000 Sq Ft	1,112	556	- 50.0%
4,001 to 6,000 Sq Ft	771	378	- 51.0%
6,001 Sq Ft and Above	389	309	- 20.6%
All Square Footage	9,125	5,419	- 40.6%

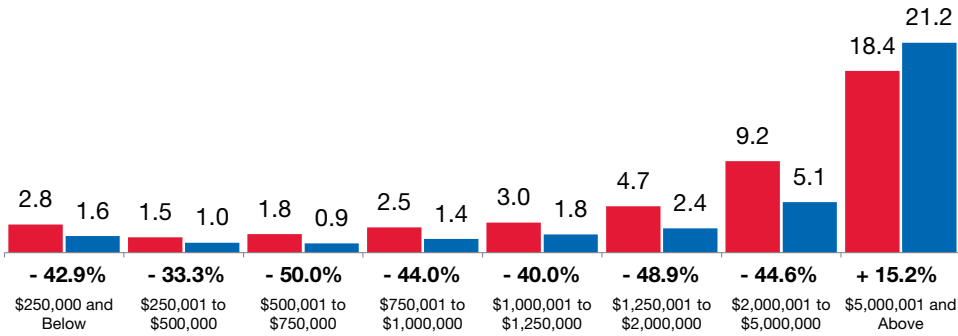
10-2019	10-2020	Change	10-2019	10-2020	Change
1,137	638	- 43.9%	2,003	1,487	- 25.8%
1,078	593	- 45.0%	637	372	- 41.6%
1,741	868	- 50.1%	250	213	- 14.8%
1,080	522	- 51.7%	32	34	+ 6.3%
764	365	- 52.2%	7	13	+ 85.7%
389	307	- 21.1%	0	2	--
6,196	3,298	- 46.8%	2,929	2,121	- 27.6%



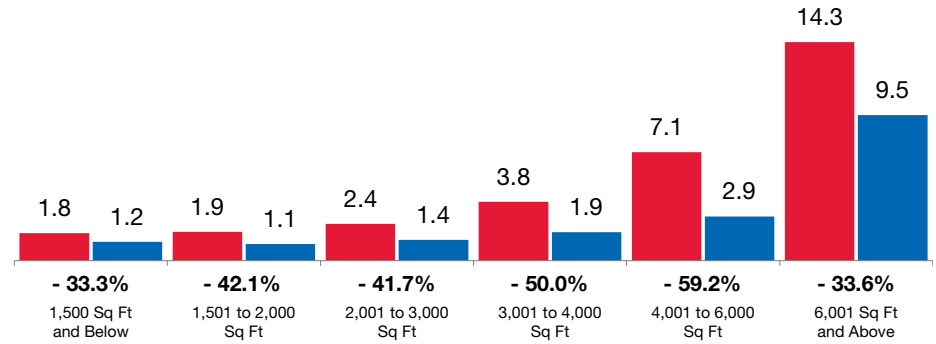
Months Supply of Inventory

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 ■ 10-2019 ■ 10-2020



By Square Feet ■ 10-2019 ■ 10-2020



All Properties

By Price Range	10-2019	10-2020	Change
\$250,000 and Below	2.8	1.6	- 42.9%
\$250,001 to \$500,000	1.5	1.0	- 33.3%
\$500,001 to \$750,000	1.8	0.9	- 50.0%
\$750,001 to \$1,000,000	2.5	1.4	- 44.0%
\$1,000,001 to \$1,250,000	3.0	1.8	- 40.0%
\$1,250,001 to \$2,000,000	4.7	2.4	- 48.9%
\$2,000,001 to \$5,000,000	9.2	5.1	- 44.6%
\$5,000,001 and Above	18.4	21.2	+ 15.2%
All Price Ranges	2.3	1.4	- 39.1%

Single-Family Homes

10-2019	10-2020	Change	10-2019	10-2020	Change
8.4	3.2	- 61.9%	2.1	1.4	- 33.3%
1.3	0.7	- 46.2%	1.7	1.1	- 35.3%
1.7	0.7	- 58.8%	2.6	1.6	- 38.5%
2.3	1.2	- 47.8%	3.8	2.4	- 36.8%
2.7	1.4	- 48.1%	5.6	4.4	- 21.4%
4.2	2.0	- 52.4%	8.9	5.7	- 36.0%
9.0	4.5	- 50.0%	10.9	10.2	- 6.4%
18.3	21.0	+ 14.8%	7.0	7.0	0.0%
2.3	1.3	- 43.5%	2.3	1.6	- 30.4%

Condos - Townhomes

By Square Feet	10-2019	10-2020	Change
1,500 Sq Ft and Below	1.8	1.2	- 33.3%
1,501 to 2,000 Sq Ft	1.9	1.1	- 42.1%
2,001 to 3,000 Sq Ft	2.4	1.4	- 41.7%
3,001 to 4,000 Sq Ft	3.8	1.9	- 50.0%
4,001 to 6,000 Sq Ft	7.1	2.9	- 59.2%
6,001 Sq Ft and Above	14.3	9.5	- 33.6%
All Square Footage	2.3	1.4	- 39.1%

10-2019	10-2020	Change	10-2019	10-2020	Change
1.5	0.9	- 40.0%	2.0	1.5	- 25.0%
1.5	0.9	- 40.0%	2.9	1.6	- 44.8%
2.2	1.2	- 45.5%	5.4	4.2	- 22.2%
3.7	1.8	- 51.4%	11.2	13.6	+ 21.4%
7.1	2.8	- 60.6%	5.0	10.8	+ 116.0%
14.4	9.5	- 34.0%	--	2.0	--
2.3	1.3	- 43.5%	2.3	1.6	- 30.4%

