

Elliman Report

Q3-2021 San Diego County, CA Sales

Single Family & Condo Dashboard

YEAR-OVER-YEAR

+ 17.1%
Prices
Median Sales Price

- 0.1 mos
Pace
Months of Supply

- 4.5%
Sales
Closed Sales

- 18.9%
Inventory
Total Inventory

- 10 days
Marketing Time
Days on Market

- 2.8%
Negotiability
Listing Discount

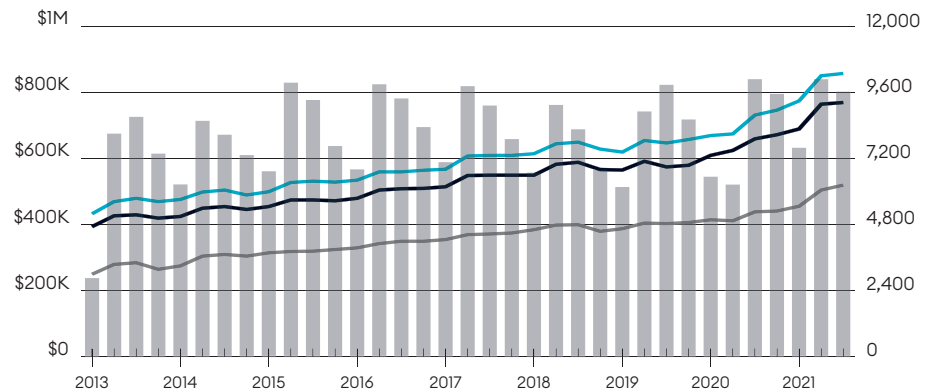
- The first annual sales decline in five quarters as the sharp drop in supply restrained demand
- The highest market share of cash sales in three years
- Median sales price rose to its highest level in nearly twenty-three years of recording

Finance (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Cash	17.6%	13.8%
Single Family Mortgage	82.3%	86.3%
Condo Cash	21.8%	17.1%
Condo Mortgage	78.1%	83.0%

Median Sales Price
■ Condos ■ Single Family ■ All

San Diego County

Number of Sales ■



San Diego County Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$987,612	-1.9%	\$1,007,195	17.1%	\$843,666
Average Price Per Sq Ft	\$536	1.3%	\$529	23.2%	\$435
Median Sales Price	\$770,000	0.7%	\$765,000	16.7%	\$660,000
Number of Sales (Closed)	9,678	-4.5%	10,132	-4.5%	10,133
Days on Market (From Last List Date)	14	7.7%	13	-41.7%	24
Listing Discount (From Last List Price)	-1.5%		-2.2%		1.3%
Listing Inventory	1,527	-8.8%	1,675	-18.9%	1,883
Months of Supply	0.5	0.0%	0.5	-16.7%	0.6
Average Square Feet	1,844	-3.2%	1,904	-5.0%	1,941
Year-to-Date	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price (YTD)	\$966,982	N/A	N/A	20.2%	\$804,266
Average Price per Sq Ft (YTD)	\$517	N/A	N/A	23.1%	\$420
Median Sales Price (YTD)	\$745,000	N/A	N/A	17.1%	\$636,000
Number of Sales (YTD)	27,441	N/A	N/A	19.3%	22,998

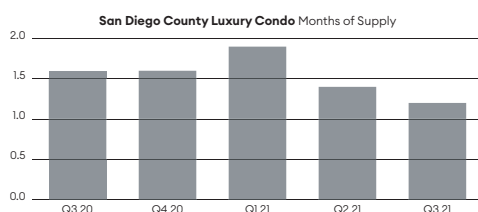
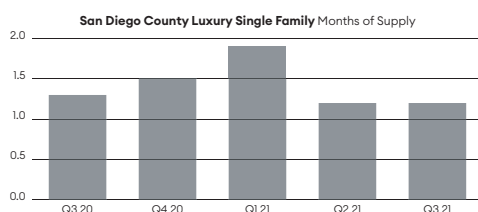
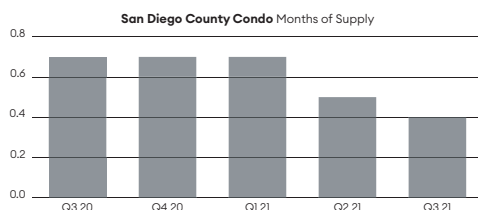
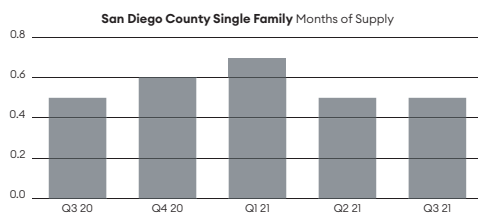
Days on Market (Sales Share)	Current Quarter	Prior Year Quarter
Single Family ≤ 30 Days	90.6%	79.4%
Single Family 31-60 Days	6.8%	10.3%
Single Family > 60 Days	2.6%	10.2%
Condo ≤ 30 Days	88.8%	75.4%
Condo 31-60 Days	7.6%	12.6%
Condo > 60 Days	3.5%	12.0%

Over/Under Last List (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Over	59.1%	40.8%
Single Family At	14.3%	15.4%
Single Family Under	26.5%	43.8%
Condo Over	57.0%	34.5%
Condo At	18.0%	19.2%
Condo Under	25.0%	46.3%

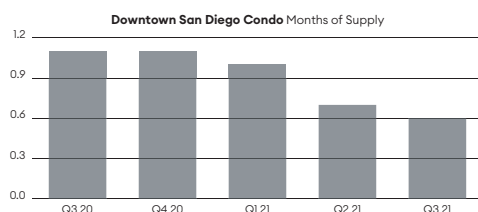
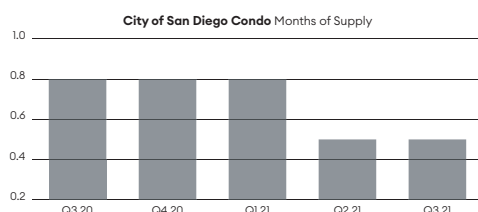
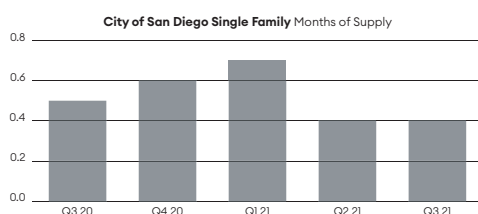
The county housing market saw rapidly rising prices and a sharp drop in listing inventory that restrained sales for the first time in five quarters. The median sales price of a county home sale rose 16.7% to reach a record of \$770,000, which was also 33.9% above the same period two years ago before the pandemic. In addition, bidding wars accounted for nearly sixty percent of all third-quarter closings, reflecting the severe shortage of listing inventory.



Prepared by Miller Samuel Real Estate Appraisers & Consultants



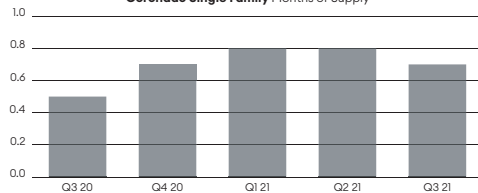
City of San Diego



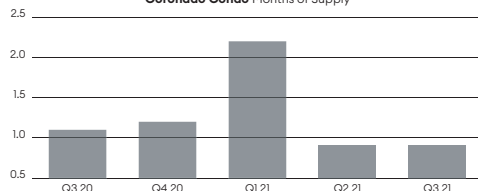
Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,133,882	-2.4%	\$1,161,520	18.9%	\$953,784
Average Price Per Sq Ft	\$529	0.8%	\$525	23.9%	\$427
Median Sales Price	\$858,000	0.8%	\$851,004	17.2%	\$732,000
Number of Sales (Closed)	6,879	-5.5%	7,282	-7.7%	7,449
Days on Market (From Last List Date)	14	7.7%	13	-39.1%	23
Listing Discount (From Last List Price)	-1.7%		-2.3%		1.3%
Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$628,130	2.5%	\$612,881	16.7%	\$538,052
Average Price Per Sq Ft	\$566	2.7%	\$551	18.4%	\$478
Median Sales Price	\$520,000	3.0%	\$505,000	18.5%	\$439,000
Number of Sales (Closed)	2,799	-1.8%	2,850	4.3%	2,684
Days on Market (From Last List Date)	15	0.0%	15	-42.3%	26
Listing Discount (From Last List Price)	-1.1%		-1.7%		1.0%
Luxury Single Family Matrix (Top 10% of Sales)	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$3,133,335	-6.0%	\$3,332,068	18.6%	\$2,641,508
Average Price Per Sq Ft	\$759	-1.2%	\$768	17.5%	\$646
Median Sales Price	\$2,570,000	-4.8%	\$2,700,000	22.4%	\$2,100,000
Number of Sales (Closed)	689	-5.5%	729	-8.5%	753
Days on Market (From Last List Date)	25	-21.9%	32	-51.9%	52
Listing Discount (From Last List Price)	0.7%		1.3%		4.5%
Entry Price Threshold	\$1,870,000	-3.4%	\$1,935,000	20.6%	\$1,550,000
Luxury Condo Matrix (Top 10% of Sales)	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,619,335	4.0%	\$1,557,419	15.4%	\$1,403,711
Average Price Per Sq Ft	\$939	3.5%	\$907	12.5%	\$835
Median Sales Price	\$1,315,000	-1.1%	\$1,330,000	12.4%	\$1,170,000
Number of Sales (Closed)	280	-3.4%	290	4.1%	269
Days on Market (From Last List Date)	30	-18.9%	37	-41.2%	51
Listing Discount (From Last List Price)	1.8%		0.5%		3.2%
Entry Price Threshold	\$960,000	-1.5%	\$975,000	15.8%	\$829,147

City of San Diego SF Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,082,838	-0.3%	\$1,085,692	23.3%	\$877,871
Average Price Per Sq Ft	\$709	1.7%	\$697	23.7%	\$573
Median Sales Price	\$925,000	0.5%	\$919,950	19.4%	\$775,000
Number of Sales (Closed)	307	-15.2%	362	0.3%	306
Days on Market (From Last List Date)	12	20.0%	10	-33.3%	18
Listing Discount (From Last List Price)	-1.9%		-2.6%		0.9%
City of San Diego Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$683,452	-3.3%	\$707,081	14.9%	\$594,576
Average Price Per Sq Ft	\$646	0.6%	\$642	14.5%	\$564
Median Sales Price	\$550,000	-2.1%	\$562,000	10.8%	\$496,500
Number of Sales (Closed)	603	-8.6%	660	19.6%	504
Days on Market (From Last List Date)	23	0.0%	23	-28.1%	32
Listing Discount (From Last List Price)	0.2%		0.2%		1.3%
Downtown San Diego Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$735,099	-4.9%	\$773,166	14.1%	\$644,270
Average Price Per Sq Ft	\$673	0.0%	\$673	13.3%	\$594
Median Sales Price	\$600,000	-4.0%	\$625,000	6.2%	\$565,000
Number of Sales (Closed)	352	-8.1%	383	34.9%	261
Days on Market (From Last List Date)	28	3.7%	27	-26.3%	38
Listing Discount (From Last List Price)	0.9%		1.1%		1.9%

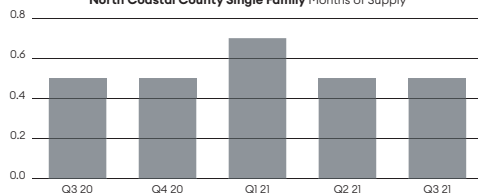
Coronado Single Family Months of Supply



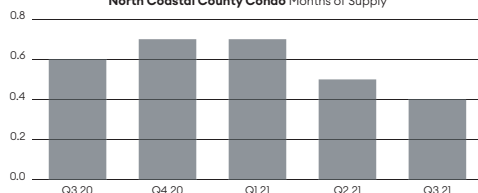
Coronado Condo Months of Supply



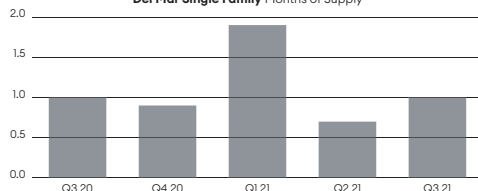
North Coastal County Single Family Months of Supply



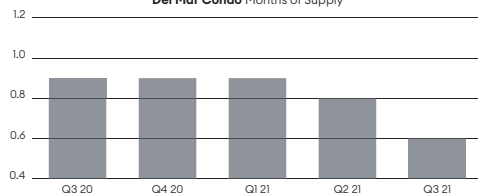
North Coastal County Condo Months of Supply



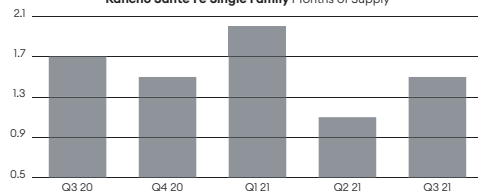
Del Mar Single Family Months of Supply



Del Mar Condo Months of Supply



Rancho Sante Fe Single Family Months of Supply



Coronado SF Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$3,209,118	12.4%	\$2,854,491	32.0%	\$2,430,735
Average Price Per Sq Ft	\$1,098	4.3%	\$1,053	18.4%	\$927
Median Sales Price	\$2,792,000	21.4%	\$2,300,500	25.5%	\$2,225,000
Number of Sales (Closed)	50	6.4%	47	-31.5%	73
Days on Market (From Last List Date)	34	-5.6%	36	-46.9%	64
Listing Discount (From Last List Price)	1.8%		4.0%		4.5%

Coronado Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,981,549	17.9%	\$1,680,774	18.1%	\$1,677,681
Average Price Per Sq Ft	\$1,276	17.4%	\$1,087	17.7%	\$1,084
Median Sales Price	\$1,730,000	4.8%	\$1,650,000	31.1%	\$1,320,000
Number of Sales (Closed)	41	-19.6%	51	-22.6%	53
Days on Market (From Last List Date)	37	-24.5%	49	-37.3%	59
Listing Discount (From Last List Price)	1.8%		1.3%		2.6%

North Coastal SF Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,589,053	-3.5%	\$1,646,626	24.9%	\$1,271,988
Average Price Per Sq Ft	\$623	2.8%	\$606	29.0%	\$483
Median Sales Price	\$1,155,000	-9.4%	\$1,275,000	20.9%	\$955,000
Number of Sales (Closed)	1,499	-7.2%	1,616	-10.6%	1,676
Days on Market (From Last List Date)	14	0.0%	14	-48.1%	27
Listing Discount (From Last List Price)	-1.1%		-1.8%		2.4%

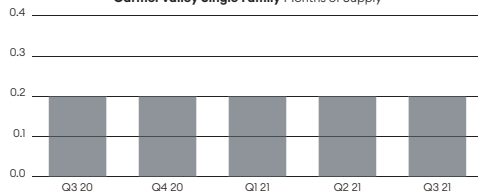
North Coastal Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$759,233	9.2%	\$695,215	23.9%	\$612,574
Average Price Per Sq Ft	\$608	4.1%	\$584	22.6%	\$496
Median Sales Price	\$615,000	3.0%	\$597,000	16.8%	\$526,500
Number of Sales (Closed)	451	-3.2%	466	-10.2%	502
Days on Market (From Last List Date)	13	0.0%	13	-60.6%	33
Listing Discount (From Last List Price)	-0.6%		-2.1%		1.9%

Del Mar SF Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$3,730,403	13.1%	\$3,298,089	21.9%	\$3,059,773
Average Price Per Sq Ft	\$1,231	7.7%	\$1,143	23.5%	\$997
Median Sales Price	\$2,587,500	-0.5%	\$2,600,000	17.9%	\$2,194,500
Number of Sales (Closed)	46	-31.3%	67	-11.5%	52
Days on Market (From Last List Date)	35	6.1%	33	-16.7%	42
Listing Discount (From Last List Price)	3.5%		1.0%		8.5%

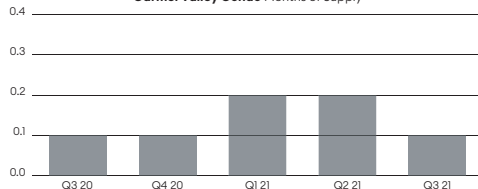
Del Mar Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,158,643	38.6%	\$836,250	15.9%	\$999,426
Average Price Per Sq Ft	\$806	-2.2%	\$824	6.2%	\$759
Median Sales Price	\$1,134,500	50.0%	\$756,500	16.4%	\$975,000
Number of Sales (Closed)	14	16.7%	12	-17.6%	17
Days on Market (From Last List Date)	14	-58.8%	34	-63.2%	38
Listing Discount (From Last List Price)	-0.5%		0.1%		2.9%

Rancho Sante Fe SF Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$4,247,647	4.7%	\$4,058,732	26.1%	\$3,369,502
Average Price Per Sq Ft	\$686	1.6%	\$675	19.5%	\$574
Median Sales Price	\$3,700,000	2.8%	\$3,600,000	35.8%	\$2,725,000
Number of Sales (Closed)	96	-29.9%	137	-2.0%	98
Days on Market (From Last List Date)	46	-2.1%	47	-41.0%	78
Listing Discount (From Last List Price)	4.4%		3.3%		5.1%

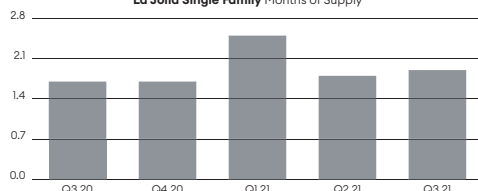
Carmel Valley Single Family Months of Supply



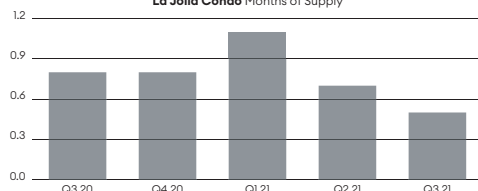
Carmel Valley Condo Months of Supply



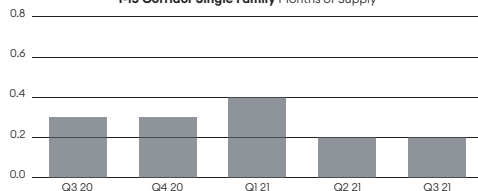
La Jolla Single Family Months of Supply



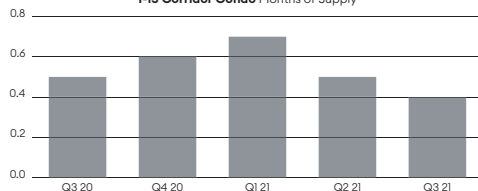
La Jolla Condo Months of Supply



I-15 Corridor Single Family Months of Supply



I-15 Corridor Condo Months of Supply



Carmel Valley SF Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$2,127,069	2.2%	\$2,081,754	29.3%	\$1,644,789
Average Price Per Sq Ft	\$663	10.0%	\$603	31.3%	\$505
Median Sales Price	\$1,890,000	2.7%	\$1,840,000	34.3%	\$1,407,032
Number of Sales (Closed)	153	-5.0%	161	-3.2%	158
Days on Market (From Last List Date)	12	0.0%	12	-50.0%	24
Listing Discount (From Last List Price)	-3.8%		-3.7%		2.1%

Carmel Valley Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$709,487	4.1%	\$681,270	20.9%	\$586,633
Average Price Per Sq Ft	\$671	7.0%	\$627	20.7%	\$556
Median Sales Price	\$705,000	7.7%	\$654,500	23.7%	\$570,000
Number of Sales (Closed)	47	17.5%	40	4.4%	45
Days on Market (From Last List Date)	12	33.3%	9	-47.8%	23
Listing Discount (From Last List Price)	-2.9%		-2.6%		0.9%

La Jolla SF Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$3,151,741	-16.5%	\$3,775,122	2.6%	\$3,072,343
Average Price Per Sq Ft	\$1,003	-9.4%	\$1,107	1.2%	\$991
Median Sales Price	\$2,700,000	-12.9%	\$3,100,000	20.0%	\$2,250,000
Number of Sales (Closed)	105	-14.6%	123	-23.4%	137
Days on Market (From Last List Date)	24	-33.3%	36	-48.9%	47
Listing Discount (From Last List Price)	1.0%		3.4%		4.6%

La Jolla Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$973,160	-11.6%	\$1,100,536	0.9%	\$964,766
Average Price Per Sq Ft	\$812	1.8%	\$798	10.0%	\$738
Median Sales Price	\$726,000	-13.9%	\$843,000	-3.6%	\$753,000
Number of Sales (Closed)	101	6.3%	95	6.3%	95
Days on Market (From Last List Date)	16	-38.5%	26	-55.6%	36
Listing Discount (From Last List Price)	-0.1%		-0.9%		2.6%

I-15 Corridor SF Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,130,180	-2.7%	\$1,161,191	20.9%	\$934,506
Average Price Per Sq Ft	\$484	1.3%	\$478	28.4%	\$377
Median Sales Price	\$1,000,000	1.3%	\$987,000	22.0%	\$820,000
Number of Sales (Closed)	1,366	-2.7%	1,404	-9.0%	1,501
Days on Market (From Last List Date)	11		9		19
Listing Discount (From Last List Price)	-3.5%	-27.1%	-4.8%	-1850.0%	0.2%

I-15 Corridor Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$528,639	2.0%	\$518,215	21.6%	\$434,682
Average Price Per Sq Ft	\$477	4.4%	\$457	23.3%	\$387
Median Sales Price	\$520,000	3.4%	\$503,000	23.2%	\$422,000
Number of Sales (Closed)	426	10.1%	387	15.4%	369
Days on Market (From Last List Date)	11	10.0%	10	-42.1%	19
Listing Discount (From Last List Price)	-3.0%		-4.1%		-0.3%

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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