

Elliman Report

Q4-2021 San Diego County, CA Sales

Single Family & Condo Dashboard

YEAR-OVER-YEAR

+ **13.8%**
Prices
Median Sales Price

- **0.2 mos**
Pace
Months of Supply

- **3.8%**
Sales
Closed Sales

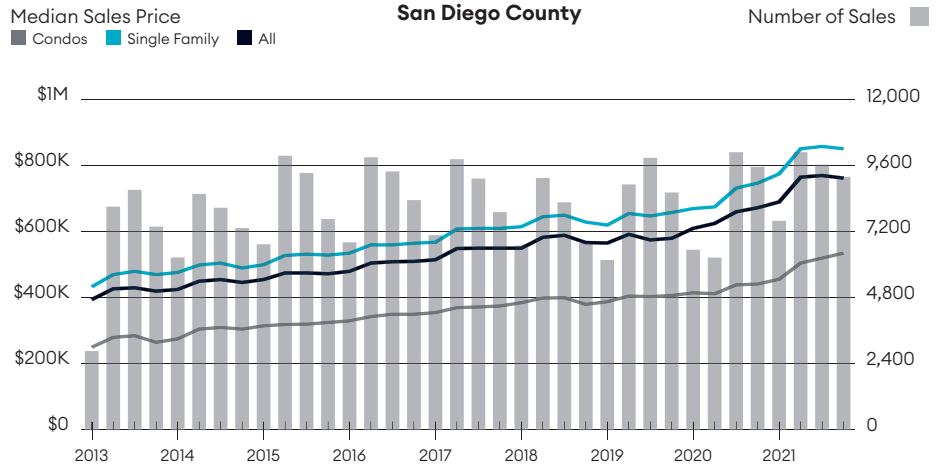
- **36.7%**
Inventory
Total Inventory

- **3 days**
Marketing Time
Days on Market

- **1.9%**
Negotiability
Listing Discount

- Average and median sales prices were the third-highest on record and significantly higher the same quarter before the pandemic
- Listing inventory fell faster than sales, restraining market activity for the past two quarters
- Bidding war market share has been more than half of all closing for the past four quarters

| Finance (Sales Share) | Current Quarter | Prior Year Quarter |
|------------------------|-----------------|--------------------|
| Single Family Cash | 17.8% | 14.3% |
| Single Family Mortgage | 82.0% | 85.7% |
| Condo Cash | 19.2% | 17.3% |
| Condo Mortgage | 80.8% | 82.7% |

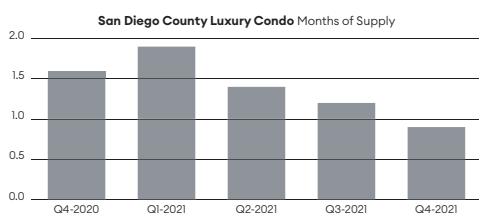
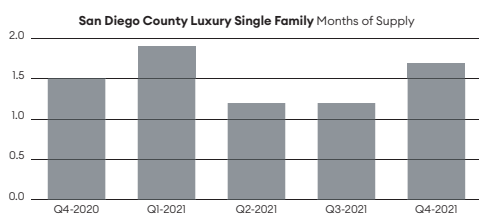
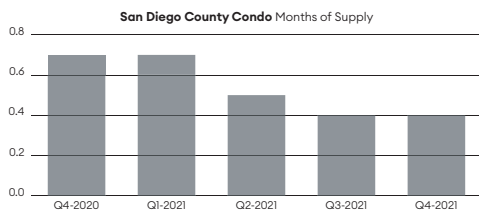
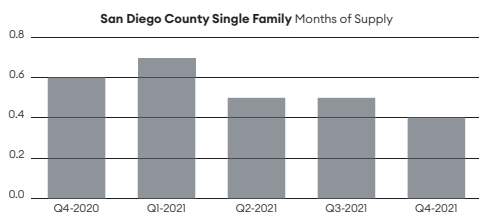


| San Diego County Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$982,373 | -0.5% | \$987,612 | 13.8% | \$863,617 |
| Average Price Per Sq Ft | \$552 | 3.0% | \$536 | 21.1% | \$456 |
| Median Sales Price | \$762,000 | -1.0% | \$770,000 | 13.3% | \$672,500 |
| Number of Sales (Closed) | 9,235 | -4.6% | 9,678 | -3.8% | 9,597 |
| Days on Market (From Last List Date) | 17 | 21.4% | 14 | -15.0% | 20 |
| Listing Discount (From Last List Price) | -1.0% | | -1.5% | | 0.9% |
| Listing Inventory | 1,219 | -20.2% | 1,527 | -36.7% | 1,926 |
| Months of Supply | 0.4 | -20.0% | 0.5 | -33.3% | 0.6 |
| Average Square Feet | 1,820 | -1.3% | 1,844 | -4.0% | 1,896 |
| Year-to-Date | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
| Average Sales Price (YTD) | \$970,857 | N/A | N/A | 18.1% | \$821,741 |
| Average Price per Sq Ft (YTD) | \$525 | N/A | N/A | 21.8% | \$431 |
| Median Sales Price (YTD) | \$750,000 | N/A | N/A | 15.9% | \$647,000 |
| Number of Sales (YTD) | 36,676 | N/A | N/A | 12.5% | 32,595 |

| Days on Market (Sales Share) | Current Quarter | Prior Year Quarter | Over/Under Last List (Sales Share) | Current Quarter | Prior Year Quarter |
|------------------------------|-----------------|--------------------|------------------------------------|-----------------|--------------------|
| Single Family ≤ 30 Days | 84.7% | 84.7% | Single Family Over | 54.4% | 45.4% |
| Single Family 31-60 Days | 9.9% | 8.7% | Single Family At | 15.0% | 16.2% |
| Single Family > 60 Days | 5.4% | 6.6% | Single Family Under | 30.6% | 38.4% |
| Condo ≤ 30 Days | 84.4% | 77.6% | Condo Over | 54.3% | 36.5% |
| Condo 31-60 Days | 9.3% | 13.8% | Condo At | 17.3% | 18.1% |
| Condo > 60 Days | 6.2% | 8.6% | Condo Under | 28.4% | 45.4% |

All price trend indicators collectively have been rising year over year for the past eight quarters and were sharply higher than pre-pandemic levels. However, after four quarters of rising annual increases, sales have fallen in the last two quarters, restrained by significant declines in listing inventory. As a result, the market share of bidding wars accounted for more than half of all closed sales within each of the past four quarters.





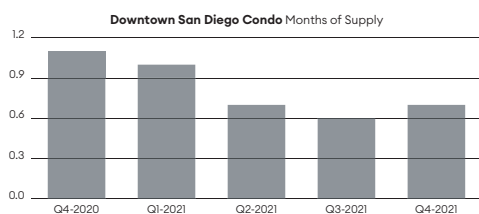
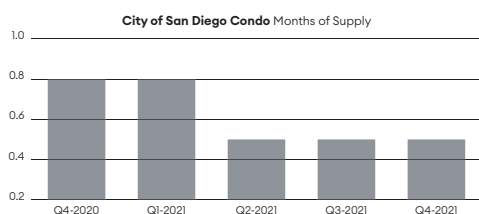
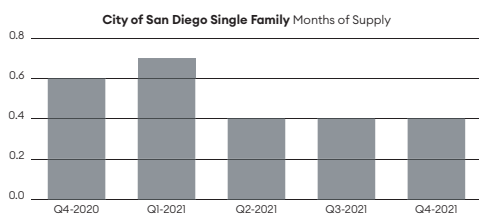
| Single Family Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-----------|
| Average Sales Price | \$1,133,572 | 0.0% | \$1,133,882 | 15.1% | \$984,794 |
| Average Price Per Sq Ft | \$546 | 3.2% | \$529 | 21.9% | \$448 |
| Median Sales Price | \$851,000 | -0.8% | \$858,000 | 13.9% | \$747,000 |
| Number of Sales (Closed) | 6,204 | -9.8% | 6,879 | -10.7% | 6,948 |
| Days on Market (From Last List Date) | 17 | 21.4% | 14 | -10.5% | 19 |
| Listing Discount (From Last List Price) | -0.8% | | -1.7% | | 0.8% |

| Condo Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$656,825 | 4.6% | \$628,130 | 20.3% | \$545,785 |
| Average Price Per Sq Ft | \$583 | 3.0% | \$566 | 17.8% | \$495 |
| Median Sales Price | \$535,000 | 2.9% | \$520,000 | 21.2% | \$441,500 |
| Number of Sales (Closed) | 2,304 | -17.7% | 2,799 | -13.0% | 2,649 |
| Days on Market (From Last List Date) | 18 | 20.0% | 15 | -18.2% | 22 |
| Listing Discount (From Last List Price) | -1.4% | | -1.1% | | 1.0% |

| Luxury Single Family Matrix (Top 10% of Sales) | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|--|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$3,235,474 | 3.3% | \$3,133,335 | 17.9% | \$2,743,853 |
| Average Price Per Sq Ft | \$820 | 8.0% | \$759 | 25.2% | \$655 |
| Median Sales Price | \$2,510,000 | -2.3% | \$2,570,000 | 11.3% | \$2,255,000 |
| Number of Sales (Closed) | 621 | -9.9% | 689 | -10.9% | 697 |
| Days on Market (From Last List Date) | 27 | 8.0% | 25 | -38.6% | 44 |
| Listing Discount (From Last List Price) | 1.8% | | 0.7% | | 4.0% |
| Entry Price Threshold | \$1,849,000 | -1.1% | \$1,870,000 | 10.4% | \$1,675,000 |

| Luxury Condo Matrix (Top 10% of Sales) | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$1,688,978 | 4.3% | \$1,619,335 | 16.6% | \$1,448,843 |
| Average Price Per Sq Ft | \$969 | 3.2% | \$939 | 14.4% | \$847 |
| Median Sales Price | \$1,425,000 | 8.4% | \$1,315,000 | 19.7% | \$1,190,000 |
| Number of Sales (Closed) | 231 | -17.5% | 280 | -12.8% | 265 |
| Days on Market (From Last List Date) | 35 | 16.7% | 30 | -23.9% | 46 |
| Listing Discount (From Last List Price) | 0.3% | | 1.8% | | 3.6% |
| Entry Price Threshold | \$1,062,000 | 10.6% | \$960,000 | 23.1% | \$863,000 |

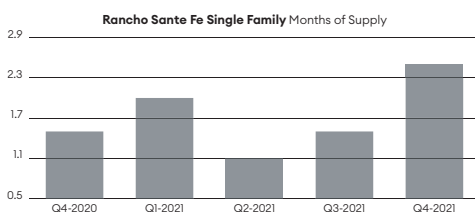
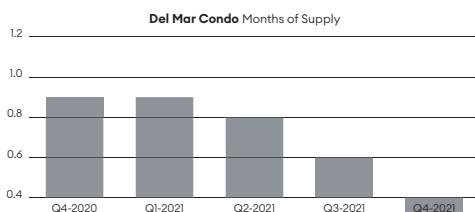
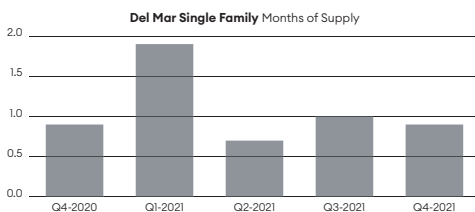
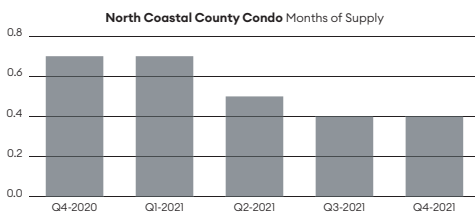
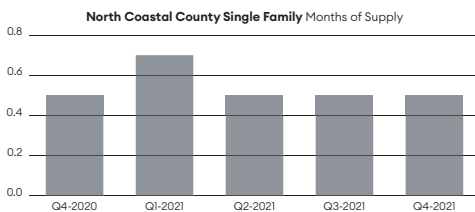
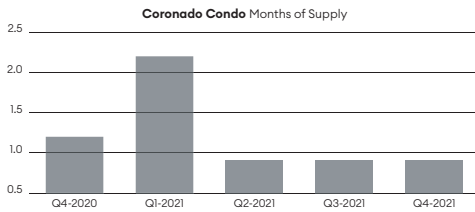
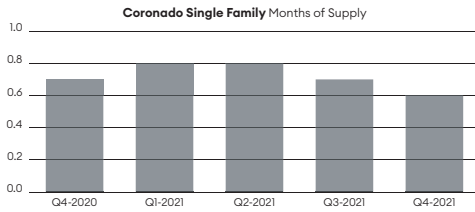
City of San Diego



| City of San Diego SF Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-----------|
| Average Sales Price | \$1,103,935 | 1.9% | \$1,082,838 | 14.8% | \$961,974 |
| Average Price Per Sq Ft | \$720 | 1.6% | \$709 | 17.8% | \$611 |
| Median Sales Price | \$952,500 | 3.0% | \$925,000 | 14.8% | \$830,000 |
| Number of Sales (Closed) | 276 | -10.1% | 307 | -6.1% | 294 |
| Days on Market (From Last List Date) | 18 | 50.0% | 12 | 5.9% | 17 |
| Listing Discount (From Last List Price) | -1.5% | | -1.9% | | 0.1% |

| City of San Diego Condo Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$706,925 | 3.4% | \$683,452 | 20.9% | \$584,546 |
| Average Price Per Sq Ft | \$674 | 4.3% | \$646 | 17.8% | \$572 |
| Median Sales Price | \$559,000 | 1.6% | \$550,000 | 14.2% | \$489,450 |
| Number of Sales (Closed) | 495 | -17.9% | 603 | -2.6% | 508 |
| Days on Market (From Last List Date) | 22 | -4.3% | 23 | -12.0% | 25 |
| Listing Discount (From Last List Price) | -0.4% | | 0.2% | | 1.8% |

| Downtown San Diego Condo Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$769,008 | 4.6% | \$735,099 | 17.1% | \$656,625 |
| Average Price Per Sq Ft | \$705 | 4.8% | \$673 | 15.4% | \$611 |
| Median Sales Price | \$645,000 | 7.5% | \$600,000 | 19.7% | \$538,750 |
| Number of Sales (Closed) | 286 | -18.8% | 352 | 4.4% | 274 |
| Days on Market (From Last List Date) | 24 | -14.3% | 28 | -20.0% | 30 |
| Listing Discount (From Last List Price) | 0.4% | | 0.9% | | 2.5% |



| Coronado SF Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$3,193,577 | -0.5% | \$3,209,118 | 33.4% | \$2,394,745 |
| Average Price Per Sq Ft | \$1,210 | 10.2% | \$1,098 | 29.8% | \$932 |
| Median Sales Price | \$2,837,500 | 1.6% | \$2,792,000 | 32.0% | \$2,150,000 |
| Number of Sales (Closed) | 44 | -12.0% | 50 | -10.2% | 49 |
| Days on Market (From Last List Date) | 26 | -23.5% | 34 | -54.4% | 57 |
| Listing Discount (From Last List Price) | 4.0% | | 1.8% | | 5.1% |

| Coronado Condo Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$1,744,333 | -12.0% | \$1,981,549 | 21.5% | \$1,435,202 |
| Average Price Per Sq Ft | \$1,229 | -3.7% | \$1,276 | 28.4% | \$957 |
| Median Sales Price | \$1,525,000 | -11.8% | \$1,730,000 | 28.2% | \$1,190,000 |
| Number of Sales (Closed) | 30 | -26.8% | 41 | -33.3% | 45 |
| Days on Market (From Last List Date) | 36 | -2.7% | 37 | -10.0% | 40 |
| Listing Discount (From Last List Price) | 1.3% | | 1.8% | | 3.5% |

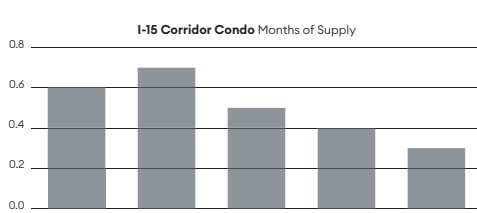
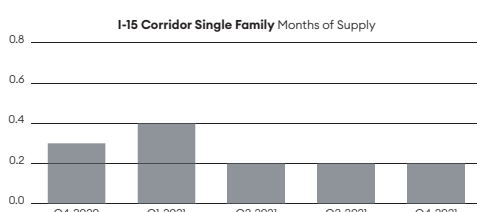
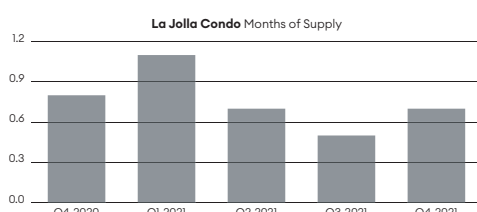
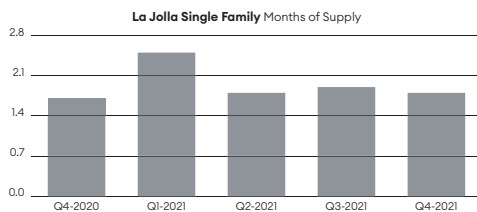
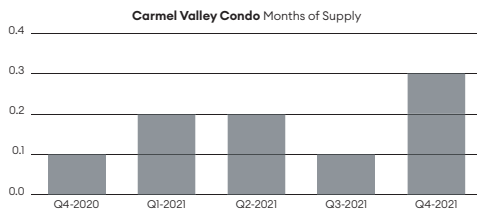
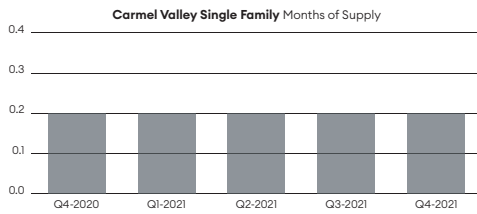
| North Coastal SF Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$1,586,748 | -0.1% | \$1,589,053 | 19.7% | \$1,325,433 |
| Average Price Per Sq Ft | \$637 | 2.2% | \$623 | 28.2% | \$497 |
| Median Sales Price | \$1,103,500 | -4.5% | \$1,155,000 | 13.1% | \$975,668 |
| Number of Sales (Closed) | 1,256 | -16.2% | 1,499 | -23.1% | 1,633 |
| Days on Market (From Last List Date) | 17 | 21.4% | 14 | -22.7% | 22 |
| Listing Discount (From Last List Price) | -0.4% | | -1.1% | | 1.8% |

| North Coastal Condo Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$802,828 | 5.7% | \$759,233 | 28.5% | \$624,742 |
| Average Price Per Sq Ft | \$635 | 4.4% | \$608 | 26.2% | \$503 |
| Median Sales Price | \$655,000 | 6.5% | \$615,000 | 20.2% | \$545,000 |
| Number of Sales (Closed) | 381 | -15.5% | 451 | -6.8% | 409 |
| Days on Market (From Last List Date) | 17 | 30.8% | 13 | -41.4% | 29 |
| Listing Discount (From Last List Price) | -1.5% | | -0.6% | | 0.8% |

| Del Mar SF Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$4,369,102 | 17.1% | \$3,730,403 | 57.2% | \$2,779,774 |
| Average Price Per Sq Ft | \$1,405 | 14.1% | \$1,231 | 42.6% | \$985 |
| Median Sales Price | \$3,320,000 | 28.3% | \$2,587,500 | 46.7% | \$2,262,500 |
| Number of Sales (Closed) | 53 | 15.2% | 46 | -1.9% | 54 |
| Days on Market (From Last List Date) | 29 | -17.1% | 35 | -44.2% | 52 |
| Listing Discount (From Last List Price) | 4.9% | | 3.5% | | 6.6% |

| Del Mar Condo Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-----------|
| Average Sales Price | \$1,244,700 | 7.4% | \$1,158,643 | 33.5% | \$932,669 |
| Average Price Per Sq Ft | \$807 | 0.1% | \$806 | 18.7% | \$680 |
| Median Sales Price | \$1,200,000 | 5.8% | \$1,134,500 | 26.6% | \$947,500 |
| Number of Sales (Closed) | 15 | 7.1% | 14 | -6.3% | 16 |
| Days on Market (From Last List Date) | 13 | -7.1% | 14 | -73.5% | 49 |
| Listing Discount (From Last List Price) | -2.9% | | -0.5% | | 1.9% |

| Rancho Sante Fe SF Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$4,638,802 | 9.2% | \$4,247,647 | 42.4% | \$3,257,424 |
| Average Price Per Sq Ft | \$735 | 7.1% | \$686 | 34.6% | \$546 |
| Median Sales Price | \$4,297,500 | 16.1% | \$3,700,000 | 53.5% | \$2,800,000 |
| Number of Sales (Closed) | 54 | -43.8% | 96 | -55.0% | 120 |
| Days on Market (From Last List Date) | 39 | -15.2% | 46 | -38.1% | 63 |
| Listing Discount (From Last List Price) | 3.5% | | 4.4% | | 5.2% |



| Carmel Valley SF Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$2,276,905 | 7.0% | \$2,127,069 | 32.9% | \$1,712,916 |
| Average Price Per Sq Ft | \$702 | 5.9% | \$663 | 40.1% | \$501 |
| Median Sales Price | \$2,110,000 | 11.6% | \$1,890,000 | 29.4% | \$1,630,000 |
| Number of Sales (Closed) | 91 | -40.5% | 153 | -36.4% | 143 |
| Days on Market (From Last List Date) | 14 | 16.7% | 12 | -39.1% | 23 |
| Listing Discount (From Last List Price) | -2.9% | | -3.8% | | 1.1% |

| Carmel Valley Condo Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$762,454 | 7.5% | \$709,487 | 25.6% | \$607,175 |
| Average Price Per Sq Ft | \$692 | 3.1% | \$671 | 23.1% | \$562 |
| Median Sales Price | \$720,000 | 2.1% | \$705,000 | 20.6% | \$597,000 |
| Number of Sales (Closed) | 45 | -4.3% | 47 | 12.5% | 40 |
| Days on Market (From Last List Date) | 13 | 8.3% | 12 | -7.1% | 14 |
| Listing Discount (From Last List Price) | -3.7% | | -2.9% | | 0.3% |

| La Jolla SF Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$4,059,749 | 28.8% | \$3,151,741 | 33.6% | \$3,039,686 |
| Average Price Per Sq Ft | \$1,186 | 18.2% | \$1,003 | 27.0% | \$934 |
| Median Sales Price | \$3,200,000 | 18.5% | \$2,700,000 | 29.6% | \$2,470,000 |
| Number of Sales (Closed) | 91 | -13.3% | 105 | -31.6% | 133 |
| Days on Market (From Last List Date) | 32 | 33.3% | 24 | -20.0% | 40 |
| Listing Discount (From Last List Price) | 4.1% | | 1.0% | | 4.6% |

| La Jolla Condo Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-----------|---------|-------------|
| Average Sales Price | \$1,282,667 | 31.8% | \$973,160 | 6.9% | \$1,199,517 |
| Average Price Per Sq Ft | \$919 | 13.2% | \$812 | 13.2% | \$812 |
| Median Sales Price | \$950,500 | 30.9% | \$726,000 | 1.7% | \$935,000 |
| Number of Sales (Closed) | 66 | -34.7% | 101 | -28.3% | 92 |
| Days on Market (From Last List Date) | 16 | 0.0% | 16 | -61.9% | 42 |
| Listing Discount (From Last List Price) | -1.9% | | -0.1% | | 4.2% |

| I-15 Corridor SF Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-------------|----------|-------------|---------|-----------|
| Average Sales Price | \$1,168,136 | 3.4% | \$1,130,180 | 21.9% | \$957,897 |
| Average Price Per Sq Ft | \$512 | 5.8% | \$484 | 28.0% | \$400 |
| Median Sales Price | \$1,000,000 | 0.0% | \$1,000,000 | 21.5% | \$823,000 |
| Number of Sales (Closed) | 1,085 | -20.6% | 1,366 | -16.1% | 1,293 |
| Days on Market (From Last List Date) | 14 | | 11 | | 16 |
| Listing Discount (From Last List Price) | -2.8% | -20.0% | -3.5% | 1300.0% | -0.2% |

| I-15 Corridor Condo Matrix | Q4-2021 | %Δ (QTR) | Q3-2021 | %Δ (YR) | Q4-2020 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$551,752 | 4.4% | \$528,639 | 24.5% | \$443,075 |
| Average Price Per Sq Ft | \$495 | 3.8% | \$477 | 24.1% | \$399 |
| Median Sales Price | \$528,500 | 1.6% | \$520,000 | 22.9% | \$430,000 |
| Number of Sales (Closed) | 328 | -23.0% | 426 | -14.6% | 384 |
| Days on Market (From Last List Date) | 15 | 36.4% | 11 | 0.0% | 15 |
| Listing Discount (From Last List Price) | -2.5% | | -3.0% | | -0.6% |

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

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