

Elliman Report

Q2-2022 San Diego County, CA Sales

Single Family & Condo Dashboard

YEAR-OVER-YEAR

+ 10.5%
Prices
Median Sales Price

+ 1.1 mos
Pace
Months of Supply

- 12.4%
Sales
Closed Sales

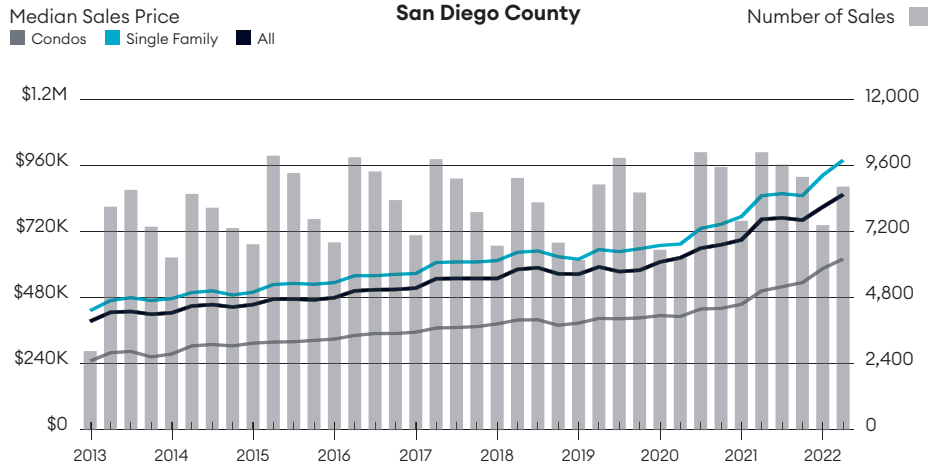
+ 175.2%
Inventory
Total Inventory

- 1 day
Marketing Time
Days on Market

- 1.0%
Negotiability
Listing Discount

- Median sales price rose to a new high for the fourth time in five quarters
- Sales declined year over year for the fourth consecutive quarter
- Listing inventory expanded for the first time during the pandemic era

Finance (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Cash	21.5%	17.3%
Single Family Mortgage	78.5%	82.6%
Condo Cash	23.5%	19.3%
Condo Mortgage	76.4%	80.7%



San Diego County Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,112,818	3.2%	\$1,077,809	10.5%	\$1,007,195
Average Price Per Sq Ft	\$636	3.9%	\$612	20.2%	\$529
Median Sales Price	\$855,000	5.6%	\$810,000	11.8%	\$765,000
Number of Sales (Closed)	8,880	18.8%	7,474	-12.4%	10,132
Days on Market (From Last List Date)	12	-14.3%	14	-7.7%	13
Listing Discount (From Last List Price)	-3.2%		-3.5%		-2.2%
Listing Inventory	4,610	203.9%	1,517	175.2%	1,675
Months of Supply	1.6	166.7%	0.6	220.0%	0.5
Average Square Feet	1,816	1.1%	1,796	-4.6%	1,904

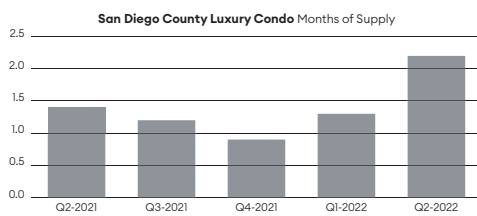
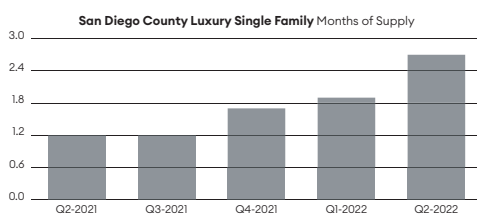
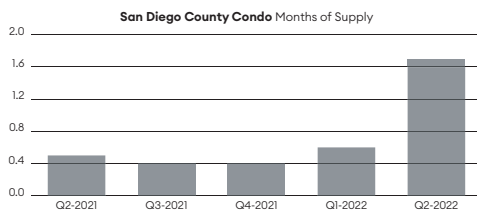
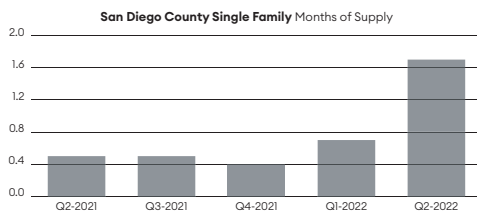
Year-to-Date	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price (YTD)	\$1,096,818	N/A	N/A	14.8%	\$955,742
Average Price per Sq Ft (YTD)	\$625	N/A	N/A	23.3%	\$507
Median Sales Price (YTD)	\$835,000	N/A	N/A	14.4%	\$730,000
Number of Sales (YTD)	16,354	N/A	N/A	-7.9%	17,763

Days on Market (Sales Share)	Current Quarter	Prior Year Quarter
Single Family ≤ 30 Days	93.5%	92.6%
Single Family 31-60 Days	4.5%	4.0%
Single Family > 60 Days	2.0%	3.3%
Condo ≤ 30 Days	94.1%	89.6%
Condo 31-60 Days	4.1%	6.0%
Condo > 60 Days	1.8%	4.4%

Over/Under Last List (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Over	64.0%	61.7%
Single Family At	13.8%	14.6%
Single Family Under	22.2%	23.7%
Condo Over	65.4%	56.6%
Condo At	16.5%	17.5%
Condo Under	18.1%	25.8%

Price trend indicators continued to set new records as sales volume continued to cool. Median sales price increased 11.8% year over year to a new high of \$855,000, the ninth time in the past ten quarters and 44.4% above pre-pandemic levels. The number of sales declined annually by 12.4% to 8,880, the fourth straight year over year decline and consistent with pre-pandemic volume. The market share of bidding wars rose to the second-highest on record at 63.8%, down from the prior quarter's record of 64.5%.





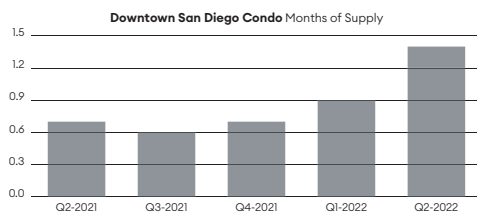
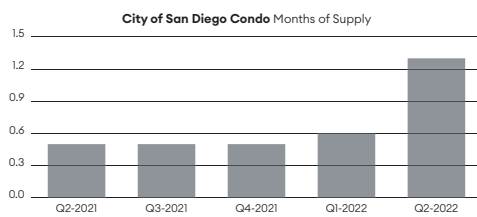
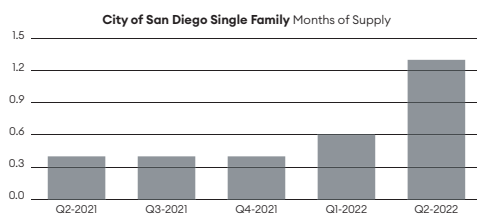
Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,314,320	4.2%	\$1,261,150	13.2%	\$1,161,520
Average Price Per Sq Ft	\$630	3.8%	\$607	20.0%	\$525
Median Sales Price	\$980,000	5.9%	\$925,000	15.2%	\$851,004
Number of Sales (Closed)	5,754	17.0%	4,918	-21.0%	7,282
Days on Market (From Last List Date)	12	-20.0%	15	-7.7%	13
Listing Discount (From Last List Price)	-3.2%		-3.3%		-2.3%

Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$747,032	6.1%	\$703,991	21.9%	\$612,881
Average Price Per Sq Ft	\$667	5.9%	\$630	21.1%	\$551
Median Sales Price	\$621,000	6.0%	\$586,000	23.0%	\$505,000
Number of Sales (Closed)	2,251	10.7%	2,033	-21.0%	2,850
Days on Market (From Last List Date)	11	-15.4%	13	-26.7%	15
Listing Discount (From Last List Price)	-3.3%		-3.6%		-1.7%

Luxury Single Family Matrix (Top 10% of Sales)	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$3,716,176	-1.1%	\$3,758,610	11.5%	\$3,332,068
Average Price Per Sq Ft	\$956	3.0%	\$928	24.5%	\$768
Median Sales Price	\$3,075,000	2.5%	\$3,000,000	13.9%	\$2,700,000
Number of Sales (Closed)	577	16.3%	496	-20.9%	729
Days on Market (From Last List Date)	18	-25.0%	24	-43.8%	32
Listing Discount (From Last List Price)	-1.3%		-1.1%		1.3%
Entry Price Threshold	\$2,220,000	4.5%	\$2,125,000	14.7%	\$1,935,000

Luxury Condo Matrix (Top 10% of Sales)	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,841,534	2.7%	\$1,793,871	18.2%	\$1,557,419
Average Price Per Sq Ft	\$1,050	0.8%	\$1,042	15.8%	\$907
Median Sales Price	\$1,597,500	12.1%	\$1,425,000	20.1%	\$1,330,000
Number of Sales (Closed)	238	14.4%	208	-17.9%	290
Days on Market (From Last List Date)	21	-25.0%	28	-43.2%	37
Listing Discount (From Last List Price)	-0.7%		-1.2%		0.5%
Entry Price Threshold	\$1,200,000	9.1%	\$1,100,000	23.1%	\$975,000

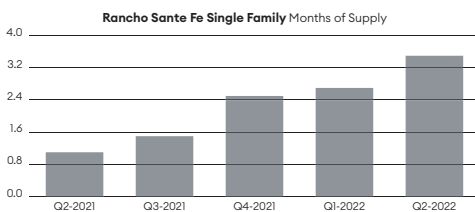
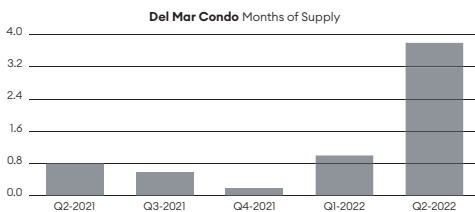
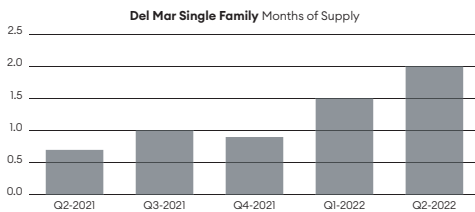
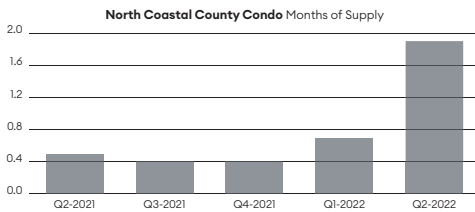
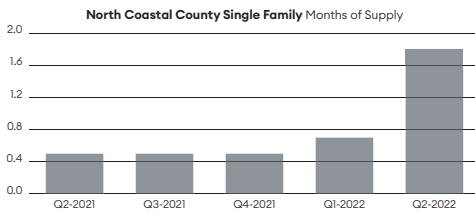
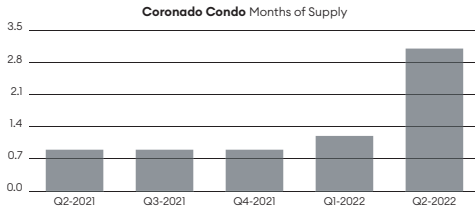
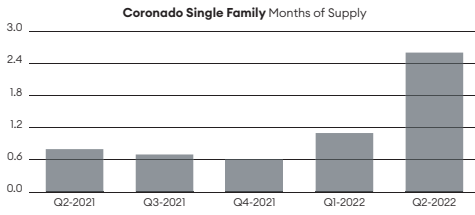
City of San Diego



City of San Diego SF Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,271,328	1.2%	\$1,255,671	17.1%	\$1,085,692
Average Price Per Sq Ft	\$845	6.0%	\$797	21.2%	\$697
Median Sales Price	\$1,180,000	7.3%	\$1,100,000	28.3%	\$919,950
Number of Sales (Closed)	251	21.8%	206	-30.7%	362
Days on Market (From Last List Date)	10	-28.6%	14	0.0%	10
Listing Discount (From Last List Price)	-5.7%		-4.0%		-2.6%

City of San Diego Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$827,412	2.0%	\$810,963	17.0%	\$707,081
Average Price Per Sq Ft	\$792	4.9%	\$755	23.4%	\$642
Median Sales Price	\$670,000	4.7%	\$640,000	19.2%	\$562,000
Number of Sales (Closed)	483	12.1%	431	-26.8%	660
Days on Market (From Last List Date)	11	-21.4%	14	-52.2%	23
Listing Discount (From Last List Price)	-2.7%		-2.6%		0.2%

Downtown San Diego Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$963,661	4.6%	\$921,154	24.6%	\$773,166
Average Price Per Sq Ft	\$847	5.7%	\$801	25.9%	\$673
Median Sales Price	\$760,000	8.3%	\$702,000	21.6%	\$625,000
Number of Sales (Closed)	285	13.5%	251	-25.6%	383
Days on Market (From Last List Date)	13	0.0%	13	-51.9%	27
Listing Discount (From Last List Price)	-1.7%		-1.8%		1.1%



Coronado SF Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$3,672,814	-6.5%	\$3,928,335	28.7%	\$2,854,491
Average Price Per Sq Ft	\$1,416	2.8%	\$1,377	34.5%	\$1,053
Median Sales Price	\$3,400,000	11.1%	\$3,060,000	47.8%	\$2,300,500
Number of Sales (Closed)	35	-10.3%	39	-25.5%	47
Days on Market (From Last List Date)	18	-60.0%	45	-50.0%	36
Listing Discount (From Last List Price)	-1.8%		3.0%		4.0%

Coronado Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,933,862	0.9%	\$1,916,308	15.1%	\$1,680,774
Average Price Per Sq Ft	\$1,296	-2.9%	\$1,335	19.2%	\$1,087
Median Sales Price	\$1,814,500	21.0%	\$1,499,000	10.0%	\$1,650,000
Number of Sales (Closed)	29	-12.1%	33	-43.1%	51
Days on Market (From Last List Date)	25	0.0%	25	-49.0%	49
Listing Discount (From Last List Price)	2.9%		0.1%		1.3%

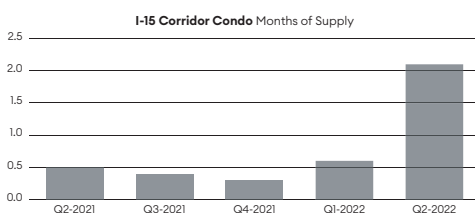
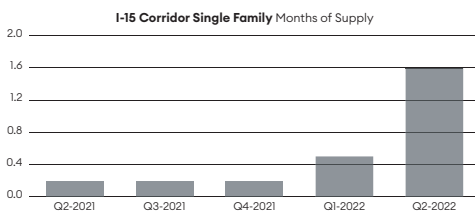
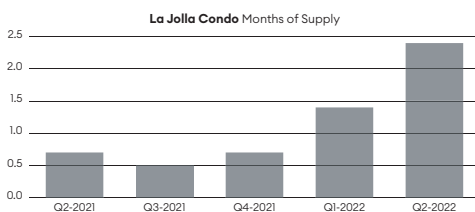
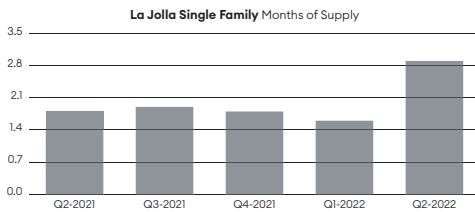
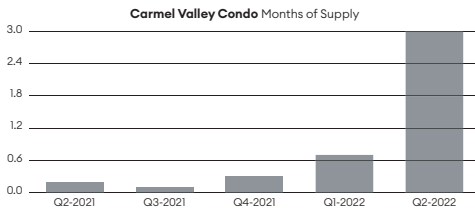
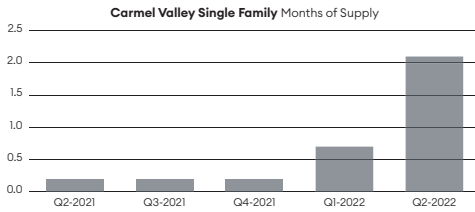
North Coastal SF Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,817,796	5.4%	\$1,723,874	10.4%	\$1,646,626
Average Price Per Sq Ft	\$741	4.5%	\$709	22.3%	\$606
Median Sales Price	\$1,300,000	12.8%	\$1,152,500	2.0%	\$1,275,000
Number of Sales (Closed)	1,232	26.5%	974	-23.8%	1,616
Days on Market (From Last List Date)	11	-26.7%	15	-21.4%	14
Listing Discount (From Last List Price)	-3.3%		-3.1%		-1.8%

North Coastal Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$884,940	11.9%	\$791,053	27.3%	\$695,215
Average Price Per Sq Ft	\$704	8.8%	\$647	20.5%	\$584
Median Sales Price	\$740,000	6.5%	\$695,000	24.0%	\$597,000
Number of Sales (Closed)	364	19.3%	305	-21.9%	466
Days on Market (From Last List Date)	10	-23.1%	13	-23.1%	13
Listing Discount (From Last List Price)	-2.8%		-4.4%		-2.1%

Del Mar SF Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$4,020,105	-13.0%	\$4,620,313	21.9%	\$3,298,089
Average Price Per Sq Ft	\$1,620	11.2%	\$1,457	41.7%	\$1,143
Median Sales Price	\$3,062,500	-14.9%	\$3,600,000	17.8%	\$2,600,000
Number of Sales (Closed)	40	21.2%	33	-40.3%	67
Days on Market (From Last List Date)	10	-73.0%	37	-69.7%	33
Listing Discount (From Last List Price)	1.8%		1.2%		1.0%

Del Mar Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,133,125	-26.5%	\$1,540,875	35.5%	\$836,250
Average Price Per Sq Ft	\$1,002	-9.5%	\$1,107	21.6%	\$824
Median Sales Price	\$712,500	-49.8%	\$1,418,625	-5.8%	\$756,500
Number of Sales (Closed)	8	33.3%	6	-33.3%	12
Days on Market (From Last List Date)	6	-64.7%	17	-82.4%	34
Listing Discount (From Last List Price)	-1.8%		-0.1%		0.1%

Rancho Sante Fe SF Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$5,389,248	5.3%	\$5,116,523	32.8%	\$4,058,732
Average Price Per Sq Ft	\$857	9.3%	\$784	27.0%	\$675
Median Sales Price	\$4,797,500	0.7%	\$4,762,500	33.3%	\$3,600,000
Number of Sales (Closed)	72	33.3%	54	-47.4%	137
Days on Market (From Last List Date)	32	-3.0%	33	-31.9%	47
Listing Discount (From Last List Price)	1.7%		2.6%		3.3%



Carmel Valley SF Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$2,560,562	-1.9%	\$2,608,884	23.0%	\$2,081,754
Average Price Per Sq Ft	\$830	5.5%	\$787	37.6%	\$603
Median Sales Price	\$2,402,500	-2.9%	\$2,475,000	30.6%	\$1,840,000
Number of Sales (Closed)	84	13.5%	74	-47.8%	161
Days on Market (From Last List Date)	7	-22.2%	9	-41.7%	12
Listing Discount (From Last List Price)	-5.1%		-6.4%		-3.7%

Carmel Valley Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$939,825	10.7%	\$848,676	38.0%	\$681,270
Average Price Per Sq Ft	\$850	9.3%	\$778	35.6%	\$627
Median Sales Price	\$896,500	9.5%	\$818,500	37.0%	\$654,500
Number of Sales (Closed)	32	-5.9%	34	-20.0%	40
Days on Market (From Last List Date)	8	33.3%	6	-11.1%	9
Listing Discount (From Last List Price)	-4.7%		-8.3%		-2.6%

La Jolla SF Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$4,105,963	-6.9%	\$4,410,481	8.8%	\$3,775,122
Average Price Per Sq Ft	\$1,271	2.2%	\$1,244	14.8%	\$1,107
Median Sales Price	\$3,450,000	-4.2%	\$3,600,000	11.3%	\$3,100,000
Number of Sales (Closed)	93	2.2%	91	-24.4%	123
Days on Market (From Last List Date)	25	-32.4%	37	-30.6%	36
Listing Discount (From Last List Price)	1.6%		-0.4%		3.4%

La Jolla Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,471,825	2.4%	\$1,437,407	33.7%	\$1,100,536
Average Price Per Sq Ft	\$1,067	0.8%	\$1,059	33.7%	\$798
Median Sales Price	\$1,200,000	7.9%	\$1,112,500	42.3%	\$843,000
Number of Sales (Closed)	79	46.3%	54	-16.8%	95
Days on Market (From Last List Date)	19	-24.0%	25	-26.9%	26
Listing Discount (From Last List Price)	-2.3%		-2.0%		-0.9%

I-15 Corridor SF Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,389,426	5.3%	\$1,319,001	19.7%	\$1,161,191
Average Price Per Sq Ft	\$614	6.6%	\$576	28.5%	\$478
Median Sales Price	\$1,191,500	3.6%	\$1,150,000	20.7%	\$987,000
Number of Sales (Closed)	1,080	28.4%	841	-23.1%	1,404
Days on Market (From Last List Date)	10		10		9
Listing Discount (From Last List Price)	-4.1%	-29.3%	-5.8%	-14.6%	-4.8%

I-15 Corridor Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$636,284	6.3%	\$598,681	22.8%	\$518,215
Average Price Per Sq Ft	\$570	5.0%	\$543	24.7%	\$457
Median Sales Price	\$615,000	5.8%	\$581,500	22.3%	\$503,000
Number of Sales (Closed)	343	13.6%	302	-11.4%	387
Days on Market (From Last List Date)	9	-18.2%	11	-10.0%	10
Listing Discount (From Last List Price)	-5.1%		-4.8%		-4.1%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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