

Housing Supply Overview

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

March 2014

Market-wide numbers are well and good, but they don't always tell the full story. Breaking down the data to show activity by price range, property type or construction status can often lead to more meaningful insights. For the 12-month period spanning April 2013 through March 2014, Pending Sales in San Diego County were down 3.2 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 31.7 percent.

The overall Median Sales Price was up 18.2 percent to \$410,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 25.0 percent to \$300,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 39 days; the price range that tended to sell the slowest was the \$250,000 Or Less range at 77 days.

Market-wide, inventory levels were down 12.2 percent. The property type that lost the least inventory was the Condos - Townhomes segment, where it decreased 11.9 percent. That amounts to 2.7 months supply for Single-Family Homes and 2.3 months supply for Condos - Townhomes.

Quick Facts

+ 31.7%

- 0.2%

+ 3.3%

| Price Range With Strongest Pending Sales: | Home Size With Strongest Pending Sales: | Property Type With Strongest Pending Sales: |
|---|---|---|
| \$1,000,001 to \$1,250,000 | 1,500 Sq Ft and Below | 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.

| | |
|---|----------|
| Pending Sales | 2 |
| Closed Sales | 3 |
| Median Sales Price | 4 |
| Percent of Original List Price Received | 5 |
| Days on Market Until Sale | 6 |
| Inventory of Homes for Sale | 7 |
| Months Supply of Inventory | 8 |

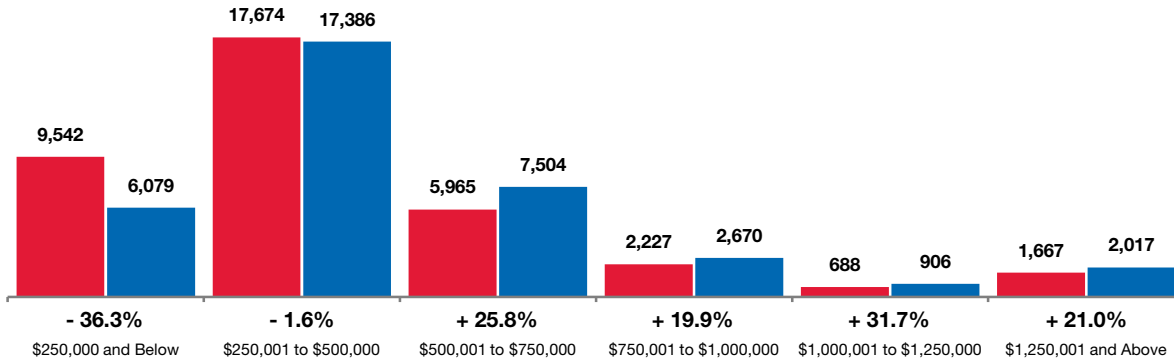
[Click on desired metric to jump to that page.](#)

Pending Sales

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

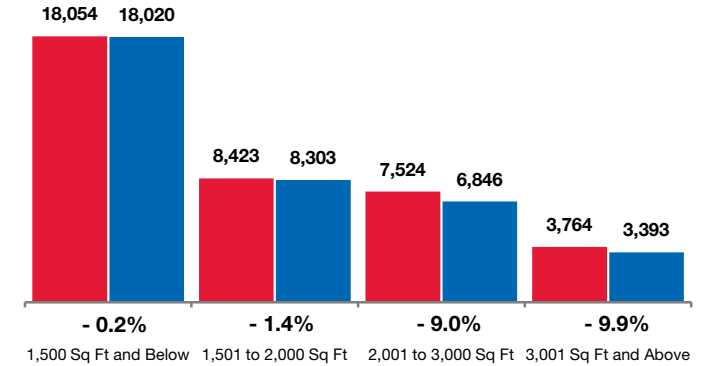
By Price Range

■ 03-2013 ■ 03-2014



By Square Feet

■ 03-2013 ■ 03-2014



All Properties

| By Price Range | 03-2013 | 03-2014 | Change |
|----------------------------|---------------|---------------|---------------|
| \$250,000 and Below | 9,542 | 6,079 | - 36.3% |
| \$250,001 to \$500,000 | 17,674 | 17,386 | - 1.6% |
| \$500,001 to \$750,000 | 5,965 | 7,504 | + 25.8% |
| \$750,001 to \$1,000,000 | 2,227 | 2,670 | + 19.9% |
| \$1,000,001 to \$1,250,000 | 688 | 906 | + 31.7% |
| \$1,250,001 and Above | 1,667 | 2,017 | + 21.0% |
| All Price Ranges | 37,766 | 36,562 | - 3.2% |

Single-Family Homes

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|---------------|---------------|---------------|---------------|---------------|---------------|
| 3,861 | 2,039 | - 47.2% | 5,681 | 4,040 | - 28.9% |
| 13,470 | 11,697 | - 13.2% | 4,204 | 5,689 | + 35.3% |
| 5,111 | 6,228 | + 21.9% | 854 | 1,276 | + 49.4% |
| 1,941 | 2,315 | + 19.3% | 286 | 355 | + 24.1% |
| 589 | 790 | + 34.1% | 99 | 116 | + 17.2% |
| 1,457 | 1,784 | + 22.4% | 210 | 233 | + 11.0% |
| 26,430 | 24,853 | - 6.0% | 11,336 | 11,709 | + 3.3% |

Condos - Townhomes

| By Square Feet | 03-2013 | 03-2014 | Change |
|---------------------------|---------------|---------------|---------------|
| 1,500 Sq Ft and Below | 18,054 | 18,020 | - 0.2% |
| 1,501 to 2,000 Sq Ft | 8,423 | 8,303 | - 1.4% |
| 2,001 to 3,000 Sq Ft | 7,524 | 6,846 | - 9.0% |
| 3,001 Sq Ft and Above | 3,764 | 3,393 | - 9.9% |
| All Square Footage | 37,766 | 36,562 | - 3.2% |

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|---------------|---------------|---------------|---------------|---------------|---------------|
| 8,863 | 8,477 | - 4.4% | 9,191 | 9,543 | + 3.8% |
| 6,630 | 6,513 | - 1.8% | 1,793 | 1,790 | - 0.2% |
| 7,198 | 6,498 | - 9.7% | 326 | 348 | + 6.7% |
| 3,738 | 3,365 | - 10.0% | 26 | 28 | + 7.7% |
| 26,430 | 24,853 | - 6.0% | 11,336 | 11,709 | + 3.3% |

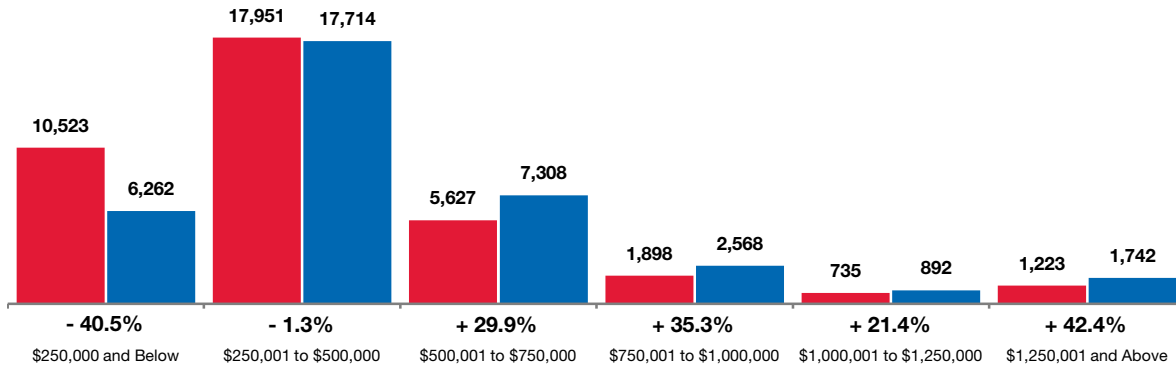


Closed Sales

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

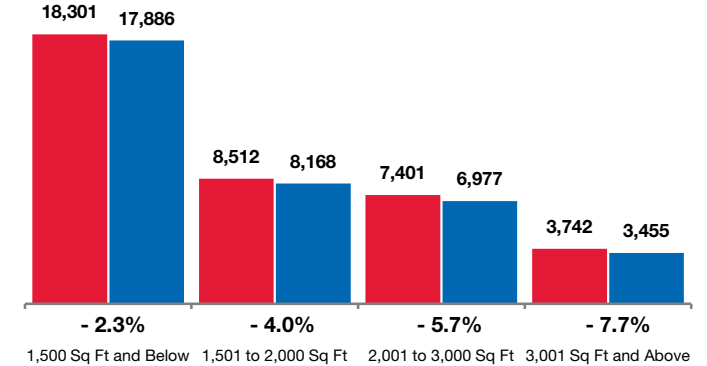
By Price Range

■ 03-2013 ■ 03-2014



By Square Feet

■ 03-2013 ■ 03-2014



All Properties

| By Price Range | 03-2013 | 03-2014 | Change |
|----------------------------|---------------|---------------|---------------|
| \$250,000 and Below | 10,523 | 6,262 | - 40.5% |
| \$250,001 to \$500,000 | 17,951 | 17,714 | - 1.3% |
| \$500,001 to \$750,000 | 5,627 | 7,308 | + 29.9% |
| \$750,001 to \$1,000,000 | 1,898 | 2,568 | + 35.3% |
| \$1,000,001 to \$1,250,000 | 735 | 892 | + 21.4% |
| \$1,250,001 and Above | 1,223 | 1,742 | + 42.4% |
| All Price Ranges | 37,957 | 36,486 | - 3.9% |

Single-Family Homes

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|---------------|---------------|---------------|---------------|---------------|---------------|
| 4,426 | 2,080 | - 53.0% | 6,097 | 4,182 | - 31.4% |
| 13,829 | 12,130 | - 12.3% | 4,122 | 5,584 | + 35.5% |
| 4,862 | 6,136 | + 26.2% | 765 | 1,172 | + 53.2% |
| 1,672 | 2,249 | + 34.5% | 226 | 319 | + 41.2% |
| 620 | 765 | + 23.4% | 115 | 127 | + 10.4% |
| 1,094 | 1,576 | + 44.1% | 129 | 166 | + 28.7% |
| 26,503 | 24,936 | - 5.9% | 11,454 | 11,550 | + 0.8% |

Condos - Townhomes

| By Square Feet | 03-2013 | 03-2014 | Change |
|---------------------------|---------------|---------------|---------------|
| 1,500 Sq Ft and Below | 18,301 | 17,886 | - 2.3% |
| 1,501 to 2,000 Sq Ft | 8,512 | 8,168 | - 4.0% |
| 2,001 to 3,000 Sq Ft | 7,401 | 6,977 | - 5.7% |
| 3,001 Sq Ft and Above | 3,742 | 3,455 | - 7.7% |
| All Square Footage | 37,957 | 36,486 | - 3.9% |

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|---------------|---------------|---------------|---------------|---------------|---------------|
| 8,863 | 8,477 | - 4.4% | 9,191 | 9,543 | + 3.8% |
| 6,630 | 6,513 | - 1.8% | 1,793 | 1,790 | - 0.2% |
| 7,198 | 6,498 | - 9.7% | 326 | 348 | + 6.7% |
| 3,738 | 3,365 | - 10.0% | 26 | 28 | + 7.7% |
| 26,503 | 24,936 | - 5.9% | 11,454 | 11,550 | + 0.8% |

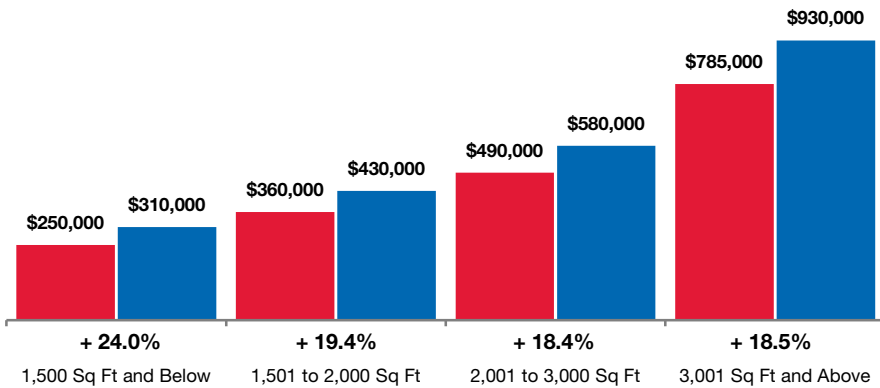


Median Sales Price

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.**

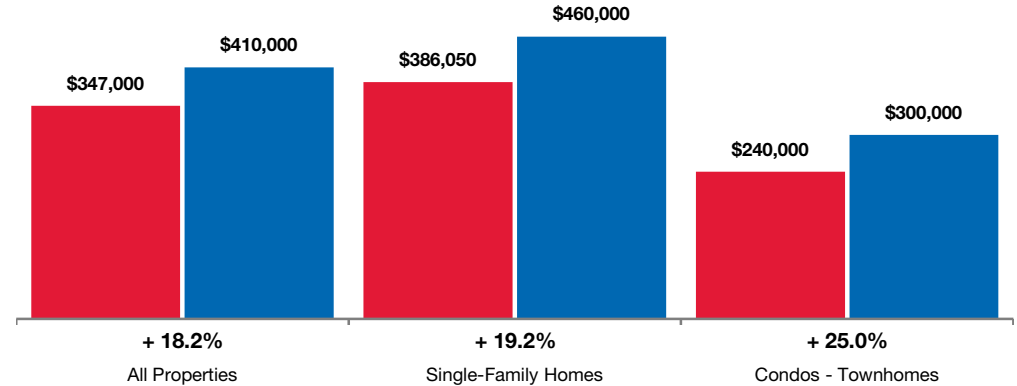
By Square Feet

■ 03-2013 ■ 03-2014



By Property Type

■ 03-2013 ■ 03-2014



| By Square Feet | All Properties | | |
|---------------------------|------------------|------------------|----------------|
| | 03-2013 | 03-2014 | Change |
| 1,500 Sq Ft and Below | \$250,000 | \$310,000 | + 24.0% |
| 1,501 to 2,000 Sq Ft | \$360,000 | \$430,000 | + 19.4% |
| 2,001 to 3,000 Sq Ft | \$490,000 | \$580,000 | + 18.4% |
| 3,001 Sq Ft and Above | \$785,000 | \$930,000 | + 18.5% |
| All Square Footage | \$347,000 | \$410,000 | + 18.2% |

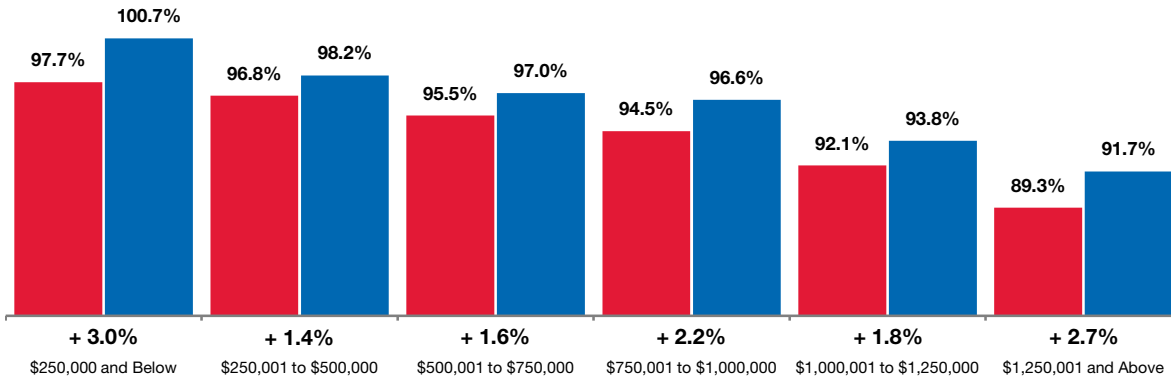
| | Single-Family Homes | | | Condos - Townhomes | | |
|--|---------------------|------------------|----------------|--------------------|------------------|----------------|
| | 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
| | \$279,990 | \$340,000 | + 21.4% | \$215,000 | \$271,000 | + 26.0% |
| | \$356,000 | \$430,000 | + 20.8% | \$380,000 | \$438,950 | + 15.5% |
| | \$484,950 | \$575,000 | + 18.6% | \$675,000 | \$766,000 | + 13.5% |
| | \$782,500 | \$929,000 | + 18.7% | \$1,305,000 | \$1,810,000 | + 38.7% |
| | \$386,050 | \$460,000 | + 19.2% | \$240,000 | \$300,000 | + 25.0% |

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.**

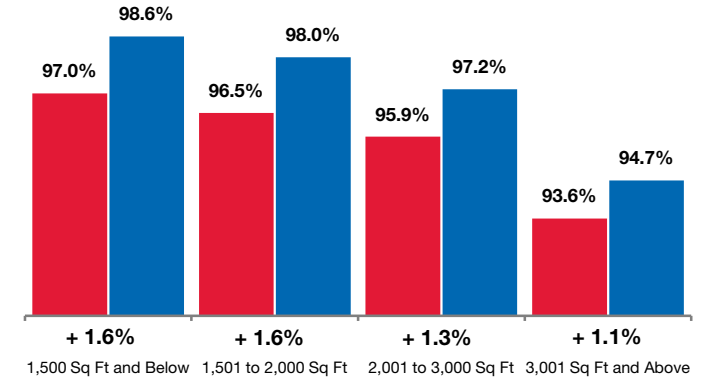
By Price Range

■ 03-2013 ■ 03-2014



By Square Feet

■ 03-2013 ■ 03-2014



All Properties

| By Price Range | 03-2013 | 03-2014 | Change |
|----------------------------|--------------|--------------|---------------|
| \$250,000 and Below | 97.7% | 100.7% | + 3.0% |
| \$250,001 to \$500,000 | 96.8% | 98.2% | + 1.4% |
| \$500,001 to \$750,000 | 95.5% | 97.0% | + 1.6% |
| \$750,001 to \$1,000,000 | 94.5% | 96.6% | + 2.2% |
| \$1,000,001 to \$1,250,000 | 92.1% | 93.8% | + 1.8% |
| \$1,250,001 and Above | 89.3% | 91.7% | + 2.7% |
| All Price Ranges | 96.4% | 97.8% | + 1.5% |

Single-Family Homes

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|--------------|--------------|---------------|--------------|--------------|---------------|
| 93.0% | 93.8% | + 0.9% | 98.0% | 100.7% | + 2.7% |
| 97.4% | 98.5% | + 1.1% | 97.0% | 98.6% | + 1.6% |
| 96.5% | 97.7% | + 1.2% | 95.2% | 97.1% | + 1.9% |
| 94.5% | 96.7% | + 2.3% | 93.6% | 95.5% | + 2.0% |
| 93.2% | 94.9% | + 1.9% | 91.0% | 92.2% | + 1.2% |
| 90.7% | 92.7% | + 2.2% | 91.5% | 93.1% | + 1.7% |
| 96.0% | 97.3% | + 1.4% | 97.3% | 99.0% | + 1.8% |

Condos - Townhomes

| By Square Feet | 03-2013 | 03-2014 | Change |
|---------------------------|--------------|--------------|---------------|
| 1,500 Sq Ft and Below | 97.0% | 98.6% | + 1.6% |
| 1,501 to 2,000 Sq Ft | 96.5% | 98.0% | + 1.6% |
| 2,001 to 3,000 Sq Ft | 95.9% | 97.2% | + 1.3% |
| 3,001 Sq Ft and Above | 93.6% | 94.7% | + 1.1% |
| All Square Footage | 96.4% | 97.8% | + 1.5% |

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|--------------|--------------|---------------|--------------|--------------|---------------|
| 96.4% | 97.8% | + 1.5% | 97.7% | 99.3% | + 1.6% |
| 96.7% | 98.0% | + 1.4% | 95.9% | 98.0% | + 2.2% |
| 96.0% | 97.2% | + 1.3% | 93.0% | 95.6% | + 2.8% |
| 93.7% | 94.7% | + 1.1% | 90.9% | 93.5% | + 2.9% |
| 96.0% | 97.3% | + 1.4% | 97.3% | 99.0% | + 1.8% |

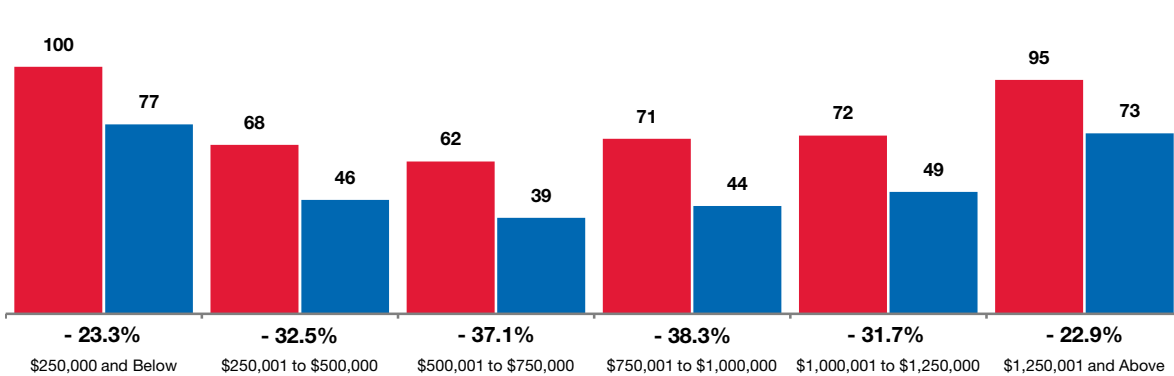


Days on Market Until Sale

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.

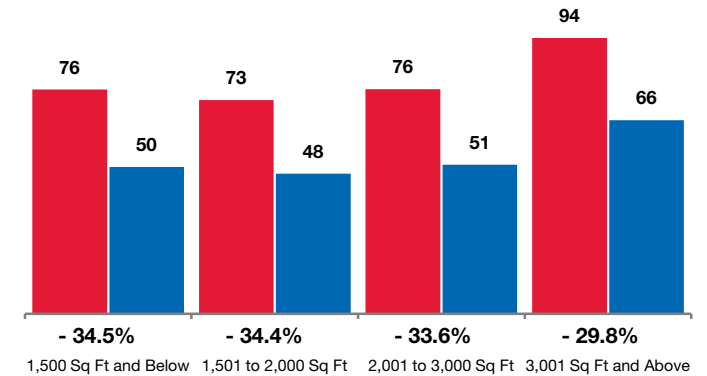
By Price Range

■ 03-2013 ■ 03-2014



By Square Feet

■ 03-2013 ■ 03-2014



All Properties

| By Price Range | 03-2013 | 03-2014 | Change |
|----------------------------|-----------|-----------|----------------|
| \$250,000 and Below | 100 | 77 | - 23.3% |
| \$250,001 to \$500,000 | 68 | 46 | - 32.5% |
| \$500,001 to \$750,000 | 62 | 39 | - 37.1% |
| \$750,001 to \$1,000,000 | 71 | 44 | - 38.3% |
| \$1,000,001 to \$1,250,000 | 72 | 49 | - 31.7% |
| \$1,250,001 and Above | 95 | 73 | - 22.9% |
| All Price Ranges | 77 | 51 | - 33.8% |

Single-Family Homes

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|-----------|-----------|----------------|-----------|-----------|----------------|
| 107 | 95 | - 10.9% | 95 | 67 | - 29.0% |
| 69 | 48 | - 30.3% | 65 | 41 | - 36.4% |
| 61 | 39 | - 36.3% | 67 | 39 | - 41.9% |
| 70 | 42 | - 40.6% | 74 | 57 | - 23.1% |
| 69 | 46 | - 33.4% | 88 | 69 | - 21.9% |
| 95 | 73 | - 23.5% | 90 | 75 | - 17.2% |
| 75 | 51 | - 32.5% | 82 | 52 | - 36.7% |

Condos - Townhomes

| By Square Feet | 03-2013 | 03-2014 | Change |
|---------------------------|-----------|-----------|----------------|
| 1,500 Sq Ft and Below | 76 | 50 | - 34.5% |
| 1,501 to 2,000 Sq Ft | 73 | 48 | - 34.4% |
| 2,001 to 3,000 Sq Ft | 76 | 51 | - 33.6% |
| 3,001 Sq Ft and Above | 94 | 66 | - 29.8% |
| All Square Footage | 77 | 51 | - 33.8% |

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|-----------|-----------|----------------|-----------|-----------|----------------|
| 69 | 48 | - 30.9% | 83 | 52 | - 37.5% |
| 72 | 47 | - 34.3% | 76 | 50 | - 34.8% |
| 76 | 50 | - 34.2% | 79 | 61 | - 22.7% |
| 94 | 66 | - 29.6% | 116 | 53 | - 54.6% |
| 75 | 51 | - 32.5% | 82 | 52 | - 36.7% |

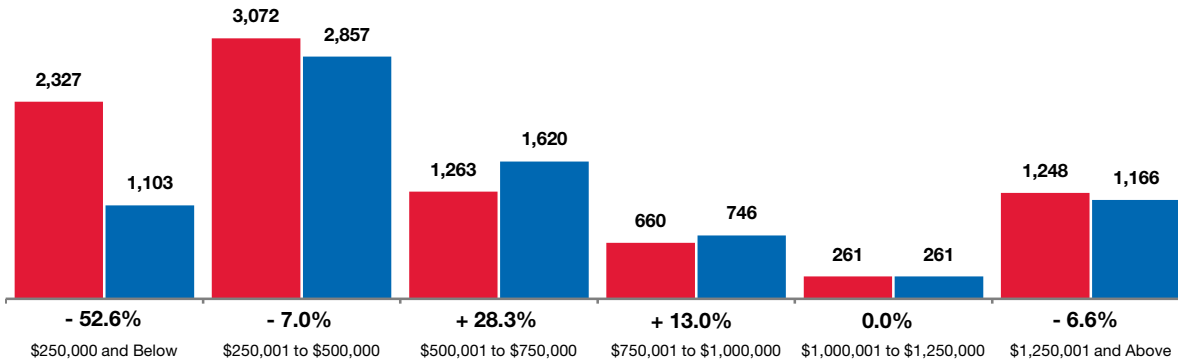


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.
Based on one month of activity.

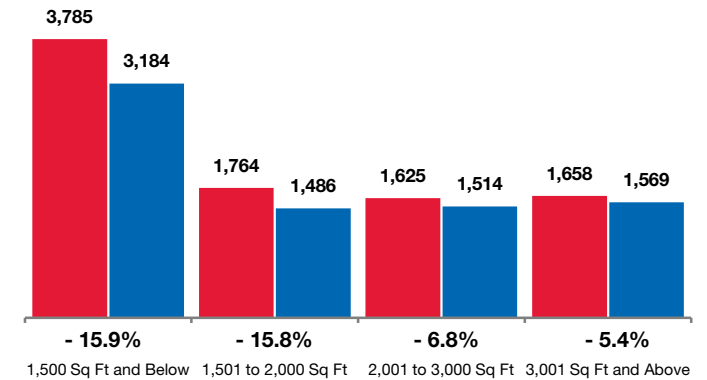
By Price Range

■ 03-2013 ■ 03-2014



By Square Feet

■ 03-2013 ■ 03-2014



All Properties

| By Price Range | 03-2013 | 03-2014 | Change |
|----------------------------|--------------|--------------|----------------|
| \$250,000 and Below | 2,327 | 1,103 | - 52.6% |
| \$250,001 to \$500,000 | 3,072 | 2,857 | - 7.0% |
| \$500,001 to \$750,000 | 1,263 | 1,620 | + 28.3% |
| \$750,001 to \$1,000,000 | 660 | 746 | + 13.0% |
| \$1,000,001 to \$1,250,000 | 261 | 261 | 0.0% |
| \$1,250,001 and Above | 1,248 | 1,166 | - 6.6% |
| All Price Ranges | 8,832 | 7,753 | - 12.2% |

Single-Family Homes

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|--------------|--------------|----------------|--------------|--------------|----------------|
| 1,145 | 494 | - 56.9% | 1,182 | 609 | - 48.5% |
| 2,352 | 1,883 | - 19.9% | 720 | 974 | + 35.3% |
| 1,022 | 1,303 | + 27.5% | 241 | 317 | + 31.5% |
| 521 | 621 | + 19.2% | 139 | 125 | - 10.1% |
| 201 | 211 | + 5.0% | 60 | 50 | - 16.7% |
| 1,081 | 1,030 | - 4.7% | 167 | 136 | - 18.6% |
| 6,323 | 5,542 | - 12.4% | 2,509 | 2,211 | - 11.9% |

Condos - Townhomes

| By Square Feet | 03-2013 | 03-2014 | Change |
|---------------------------|--------------|--------------|----------------|
| 1,500 Sq Ft and Below | 3,785 | 3,184 | - 15.9% |
| 1,501 to 2,000 Sq Ft | 1,764 | 1,486 | - 15.8% |
| 2,001 to 3,000 Sq Ft | 1,625 | 1,514 | - 6.8% |
| 3,001 Sq Ft and Above | 1,658 | 1,569 | - 5.4% |
| All Square Footage | 8,832 | 7,753 | - 12.2% |

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|--------------|--------------|----------------|--------------|--------------|----------------|
| 1,861 | 1,460 | - 21.5% | 1,924 | 1,724 | - 10.4% |
| 1,341 | 1,143 | - 14.8% | 423 | 343 | - 18.9% |
| 1,489 | 1,397 | - 6.2% | 136 | 117 | - 14.0% |
| 1,632 | 1,542 | - 5.5% | 26 | 27 | + 3.8% |
| 6,323 | 5,542 | - 12.4% | 2,509 | 2,211 | - 11.9% |

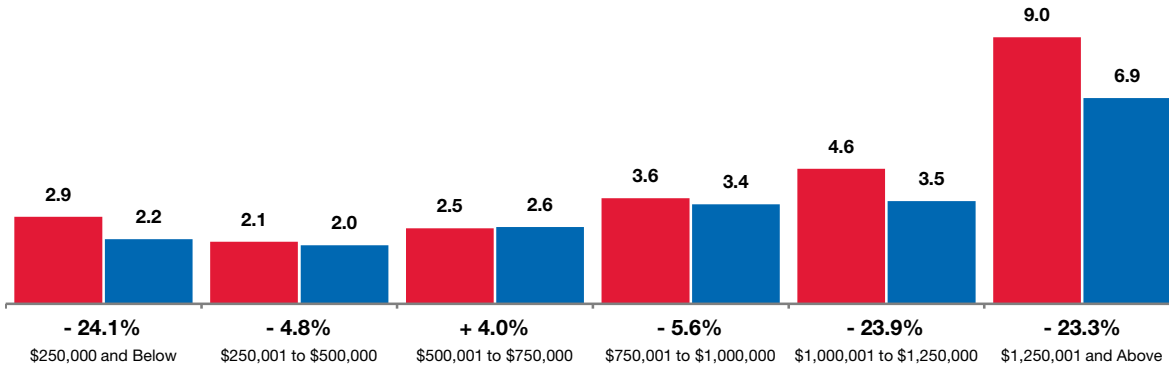


Months Supply of Inventory

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.

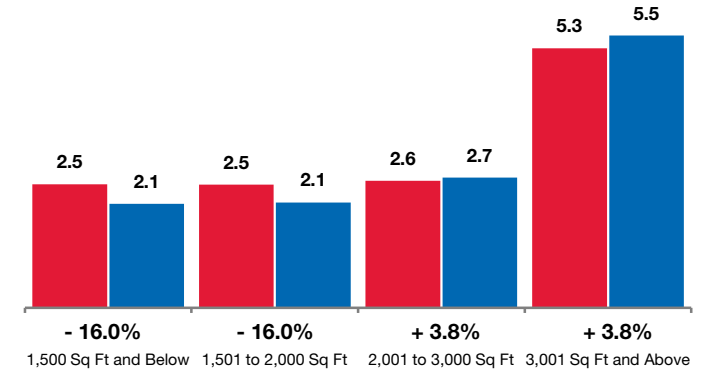
By Price Range

■ 03-2013 ■ 03-2014



By Square Feet

■ 03-2013 ■ 03-2014



All Properties

| By Price Range | 03-2013 | 03-2014 | Change |
|----------------------------|------------|------------|----------------|
| \$250,000 and Below | 2.9 | 2.2 | - 24.1% |
| \$250,001 to \$500,000 | 2.1 | 2.0 | - 4.8% |
| \$500,001 to \$750,000 | 2.5 | 2.6 | + 4.0% |
| \$750,001 to \$1,000,000 | 3.6 | 3.4 | - 5.6% |
| \$1,000,001 to \$1,250,000 | 4.6 | 3.5 | - 23.9% |
| \$1,250,001 and Above | 9.0 | 6.9 | - 23.3% |
| All Price Ranges | 2.8 | 2.5 | - 10.7% |

Single-Family Homes

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|------------|------------|---------------|------------|------------|----------------|
| 3.6 | 2.9 | - 19.4% | 2.5 | 1.8 | - 28.0% |
| 2.1 | 1.9 | - 9.5% | 2.1 | 2.1 | 0.0% |
| 2.4 | 2.5 | + 4.2% | 3.4 | 3.0 | - 11.8% |
| 3.2 | 3.2 | 0.0% | 5.8 | 4.2 | - 27.6% |
| 4.1 | 3.2 | - 22.0% | 7.3 | 5.2 | - 28.8% |
| 8.9 | 6.9 | - 22.5% | 9.5 | 7.0 | - 26.3% |
| 2.9 | 2.7 | - 6.9% | 2.7 | 2.3 | - 14.8% |

Condos - Townhomes

| By Square Feet | 03-2013 | 03-2014 | Change |
|---------------------------|------------|------------|----------------|
| 1,500 Sq Ft and Below | 2.5 | 2.1 | - 16.0% |
| 1,501 to 2,000 Sq Ft | 2.5 | 2.1 | - 16.0% |
| 2,001 to 3,000 Sq Ft | 2.6 | 2.7 | + 3.8% |
| 3,001 Sq Ft and Above | 5.3 | 5.5 | + 3.8% |
| All Square Footage | 2.8 | 2.5 | - 10.7% |

| 03-2013 | 03-2014 | Change | 03-2013 | 03-2014 | Change |
|------------|------------|---------------|------------|------------|----------------|
| 2.5 | 2.1 | - 16.0% | 2.5 | 2.2 | - 12.0% |
| 2.4 | 2.1 | - 12.5% | 2.8 | 2.3 | - 17.9% |
| 2.5 | 2.6 | + 4.0% | 5.0 | 4.0 | - 20.0% |
| 5.2 | 5.5 | + 5.8% | 10.0 | 11.6 | + 16.0% |
| 2.9 | 2.7 | - 6.9% | 2.7 | 2.3 | - 14.8% |

