

# Housing Supply Overview

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

## January 2015

The prevailing trend for 2015 still appears to be more sales and rising prices – not of the headline-grabbing variety but enough to keep the wider economy bullish on housing. With improved inventory, things will only get better. For the 12-month period spanning February 2014 through January 2015, Pending Sales in San Diego County were down 5.0 percent overall. The price range with the largest gain in sales was the \$500,001 to \$750,000 range, where they increased 11.6 percent.

The overall Median Sales Price was up 7.6 percent to \$441,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 10.0 percent to \$327,000. 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 \$1,250,001 Or More range at 66 days.

Market-wide, inventory levels were down 16.9 percent. The property type that lost the least inventory was the Condos - Townhomes segment, where it decreased 16.7 percent. That amounts to 2.5 months supply for Single-Family Homes and 2.2 months supply for Condos - Townhomes.

## Quick Facts

**+ 11.6%**

**- 0.7%**

**- 4.0%**

Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
<b>\$500,001 to \$750,000</b>	<b>1,501 to 2,000 Sq Ft</b>	<b>Condos - Townhomes</b>

Residential real estate activity in San Diego County, comprised of single family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

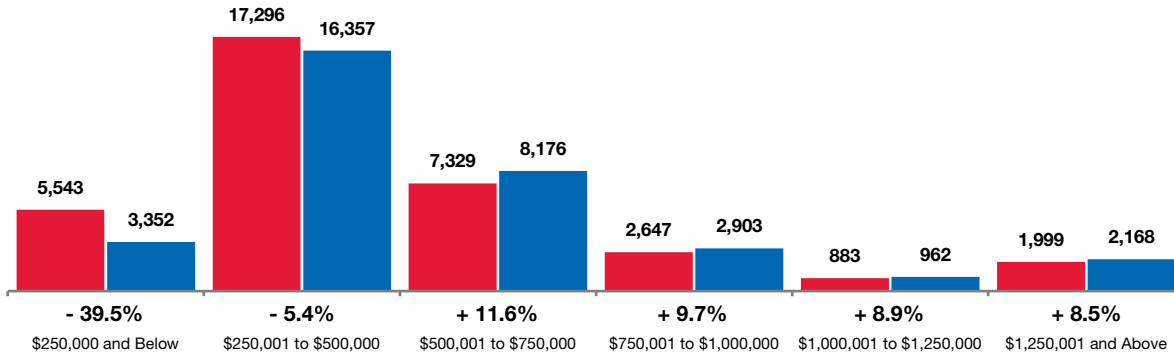
Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Days on Market Until Sale	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>

# Pending Sales

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

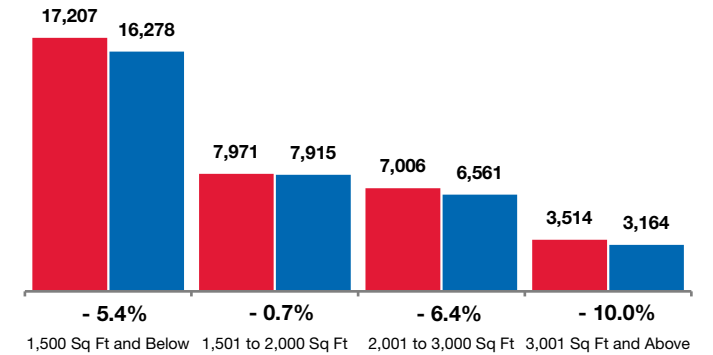
## By Price Range

■ 01-2014 ■ 01-2015



## By Square Feet

■ 01-2014 ■ 01-2015



### All Properties

By Price Range	01-2014	01-2015	Change
\$250,000 and Below	5,543	3,352	- 39.5%
\$250,001 to \$500,000	17,296	16,357	- 5.4%
\$500,001 to \$750,000	7,329	8,176	+ 11.6%
\$750,001 to \$1,000,000	2,647	2,903	+ 9.7%
\$1,000,001 to \$1,250,000	883	962	+ 8.9%
\$1,250,001 and Above	1,999	2,168	+ 8.5%
<b>All Price Ranges</b>	<b>35,698</b>	<b>33,919</b>	<b>- 5.0%</b>

### Single-Family Homes

01-2014	01-2015	Change	01-2014	01-2015	Change
1,247	561	- 55.0%	4,296	2,791	- 35.0%
11,876	10,358	- 12.8%	5,420	5,999	+ 10.7%
6,112	6,660	+ 9.0%	1,217	1,516	+ 24.6%
2,306	2,472	+ 7.2%	341	431	+ 26.4%
766	827	+ 8.0%	117	135	+ 15.4%
1,767	1,880	+ 6.4%	232	288	+ 24.1%
<b>24,074</b>	<b>22,759</b>	<b>- 5.5%</b>	<b>11,624</b>	<b>11,160</b>	<b>- 4.0%</b>

### Condos - Townhomes

By Square Feet	01-2014	01-2015	Change
1,500 Sq Ft and Below	17,207	16,278	- 5.4%
1,501 to 2,000 Sq Ft	7,971	7,915	- 0.7%
2,001 to 3,000 Sq Ft	7,006	6,561	- 6.4%
3,001 Sq Ft and Above	3,514	3,164	- 10.0%
<b>All Square Footage</b>	<b>35,698</b>	<b>33,919</b>	<b>- 5.0%</b>

01-2014	01-2015	Change	01-2014	01-2015	Change
7,721	7,311	- 5.3%	9,486	8,967	- 5.5%
6,209	6,087	- 2.0%	1,762	1,828	+ 3.7%
6,655	6,225	- 6.5%	351	336	- 4.3%
3,489	3,135	- 10.1%	25	29	+ 16.0%
<b>24,074</b>	<b>22,759</b>	<b>- 5.5%</b>	<b>11,624</b>	<b>11,160</b>	<b>- 4.0%</b>

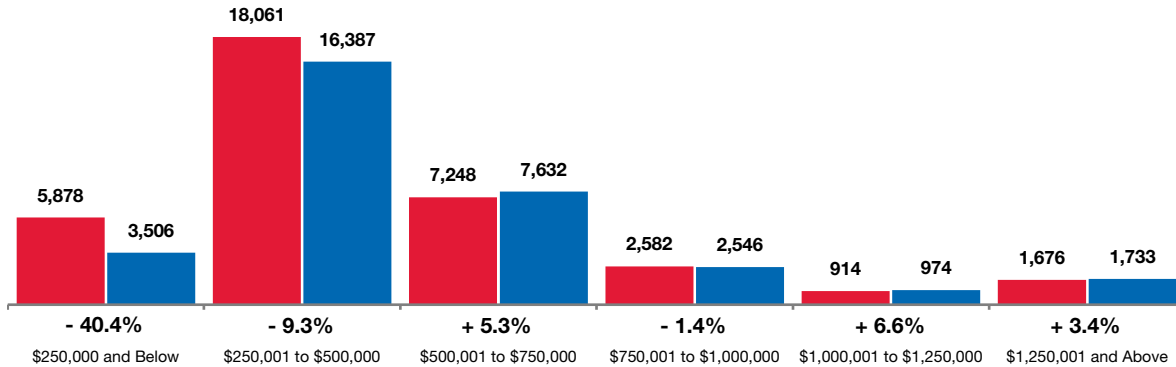


# Closed Sales

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

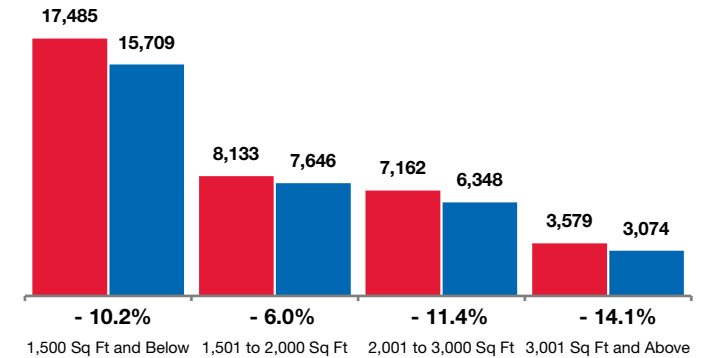
## By Price Range

■ 01-2014 ■ 01-2015



## By Square Feet

■ 01-2014 ■ 01-2015



### All Properties

By Price Range	01-2014	01-2015	Change
\$250,000 and Below	5,878	3,506	-40.4%
\$250,001 to \$500,000	18,061	16,387	-9.3%
\$500,001 to \$750,000	7,248	7,632	+5.3%
\$750,001 to \$1,000,000	2,582	2,546	-1.4%
\$1,000,001 to \$1,250,000	914	974	+6.6%
\$1,250,001 and Above	1,676	1,733	+3.4%
<b>All Price Ranges</b>	<b>36,359</b>	<b>32,778</b>	<b>-9.8%</b>

### Single-Family Homes

01-2014	01-2015	Change	01-2014	01-2015	Change
1,362	568	-58.3%	4,516	2,938	-34.9%
12,526	10,675	-14.8%	5,535	5,712	+3.2%
6,088	6,236	+2.4%	1,160	1,396	+20.3%
2,265	2,182	-3.7%	317	364	+14.8%
775	840	+8.4%	139	134	-3.6%
1,511	1,539	+1.9%	165	194	+17.6%
<b>24,527</b>	<b>22,040</b>	<b>-10.1%</b>	<b>11,832</b>	<b>10,738</b>	<b>-9.2%</b>

### Condos - Townhomes

By Square Feet	01-2014	01-2015	Change
1,500 Sq Ft and Below	17,485	15,709	-10.2%
1,501 to 2,000 Sq Ft	8,133	7,646	-6.0%
2,001 to 3,000 Sq Ft	7,162	6,348	-11.4%
3,001 Sq Ft and Above	3,579	3,074	-14.1%
<b>All Square Footage</b>	<b>36,359</b>	<b>32,778</b>	<b>-9.8%</b>

01-2014	01-2015	Change	01-2014	01-2015	Change
7,721	7,311	-5.3%	9,486	8,967	-5.5%
6,209	6,087	-2.0%	1,762	1,828	+3.7%
6,655	6,225	-6.5%	351	336	-4.3%
3,489	3,135	-10.1%	25	29	+16.0%
<b>24,527</b>	<b>22,040</b>	<b>-10.1%</b>	<b>11,832</b>	<b>10,738</b>	<b>-9.2%</b>

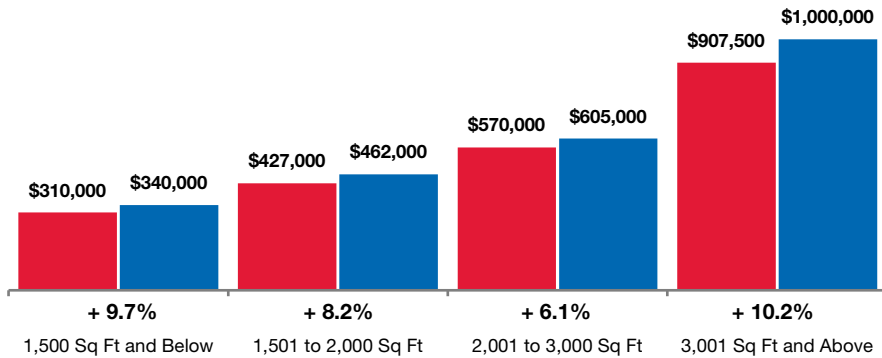


# Median Sales Price

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.**

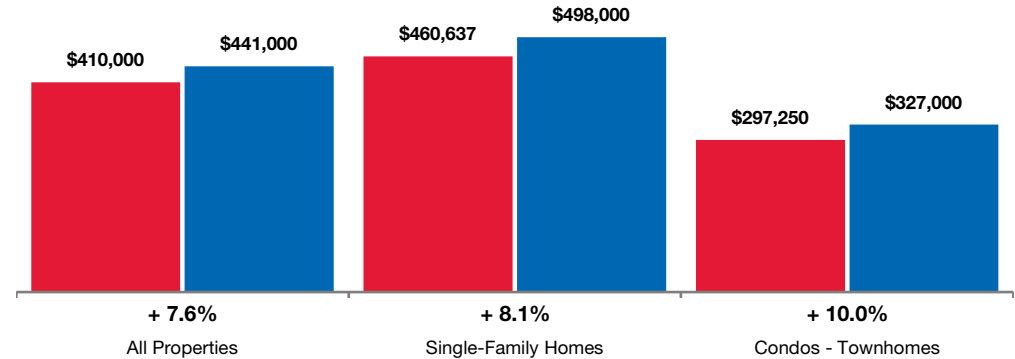
## By Square Feet

■ 01-2014 ■ 01-2015



## By Property Type

■ 01-2014 ■ 01-2015



By Square Feet	All Properties		
	01-2014	01-2015	Change
1,500 Sq Ft and Below	\$310,000	\$340,000	+ 9.7%
1,501 to 2,000 Sq Ft	\$427,000	\$462,000	+ 8.2%
2,001 to 3,000 Sq Ft	\$570,000	\$605,000	+ 6.1%
3,001 Sq Ft and Above	\$907,500	\$1,000,000	+ 10.2%
<b>All Square Footage</b>	<b>\$410,000</b>	<b>\$441,000</b>	<b>+ 7.6%</b>

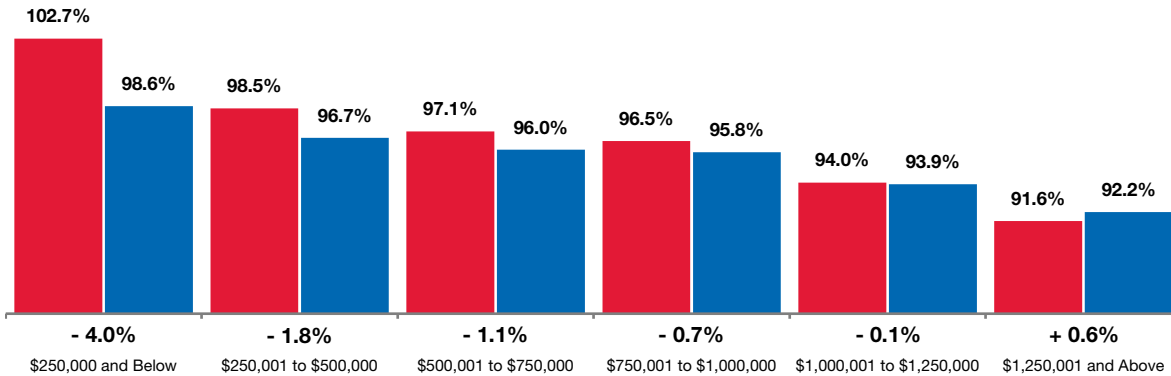
	Single-Family Homes			Condos - Townhomes		
	01-2014	01-2015	Change	01-2014	01-2015	Change
	\$345,000	\$375,000	+ 8.7%	\$265,000	\$298,500	+ 12.6%
	\$425,000	\$460,000	+ 8.2%	\$434,750	\$480,000	+ 10.4%
	\$565,000	\$600,000	+ 6.2%	\$765,000	\$788,000	+ 3.0%
	\$905,000	\$996,000	+ 10.1%	\$1,320,000	\$2,140,000	+ 62.1%
	<b>\$460,637</b>	<b>\$498,000</b>	<b>+ 8.1%</b>	<b>\$297,250</b>	<b>\$327,000</b>	<b>+ 10.0%</b>

# 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.**

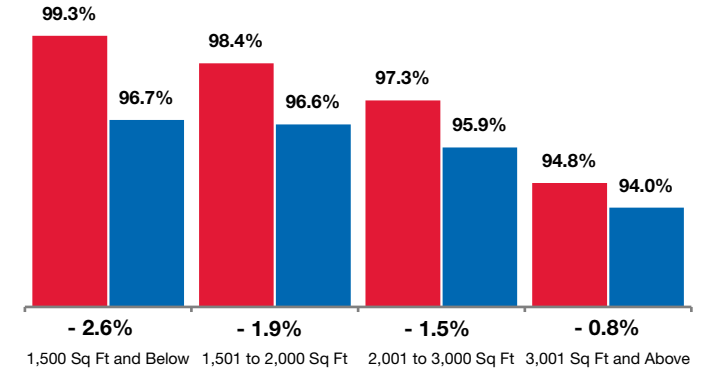
## By Price Range

■ 01-2014 ■ 01-2015



## By Square Feet

■ 01-2014 ■ 01-2015



## All Properties

By Price Range	01-2014	01-2015	Change
\$250,000 and Below	102.7%	98.6%	- 4.0%
\$250,001 to \$500,000	98.5%	96.7%	- 1.8%
\$500,001 to \$750,000	97.1%	96.0%	- 1.1%
\$750,001 to \$1,000,000	96.5%	95.8%	- 0.7%
\$1,000,001 to \$1,250,000	94.0%	93.9%	- 0.1%
\$1,250,001 and Above	91.6%	92.2%	+ 0.6%
<b>All Price Ranges</b>	<b>98.3%</b>	<b>96.3%</b>	<b>- 2.0%</b>

## Single-Family Homes

01-2014	01-2015	Change	01-2014	01-2015	Change
97.7%	93.1%	- 4.6%	101.0%	96.9%	- 4.1%
98.8%	96.5%	- 2.3%	98.9%	96.8%	- 2.1%
97.8%	96.5%	- 1.3%	97.0%	96.6%	- 0.4%
96.7%	96.0%	- 0.7%	95.4%	95.6%	+ 0.2%
95.2%	94.2%	- 1.0%	91.8%	94.6%	+ 3.0%
92.6%	93.0%	+ 0.4%	93.1%	93.8%	+ 0.7%
<b>97.8%</b>	<b>96.1%</b>	<b>- 1.8%</b>	<b>99.2%</b>	<b>96.7%</b>	<b>- 2.6%</b>

## Condos - Townhomes

By Square Feet	01-2014	01-2015	Change
1,500 Sq Ft and Below	99.3%	96.7%	- 2.6%
1,501 to 2,000 Sq Ft	98.4%	96.6%	- 1.9%
2,001 to 3,000 Sq Ft	97.3%	95.9%	- 1.5%
3,001 Sq Ft and Above	94.8%	94.0%	- 0.8%
<b>All Square Footage</b>	<b>98.3%</b>	<b>96.3%</b>	<b>- 2.0%</b>

01-2014	01-2015	Change	01-2014	01-2015	Change
98.9%	96.6%	- 2.3%	99.6%	96.8%	- 2.8%
98.6%	96.6%	- 2.0%	98.0%	96.5%	- 1.6%
97.4%	95.9%	- 1.5%	95.7%	95.2%	- 0.6%
94.8%	94.1%	- 0.8%	93.9%	91.9%	- 2.1%
<b>97.8%</b>	<b>96.1%</b>	<b>- 1.8%</b>	<b>99.2%</b>	<b>96.7%</b>	<b>- 2.6%</b>

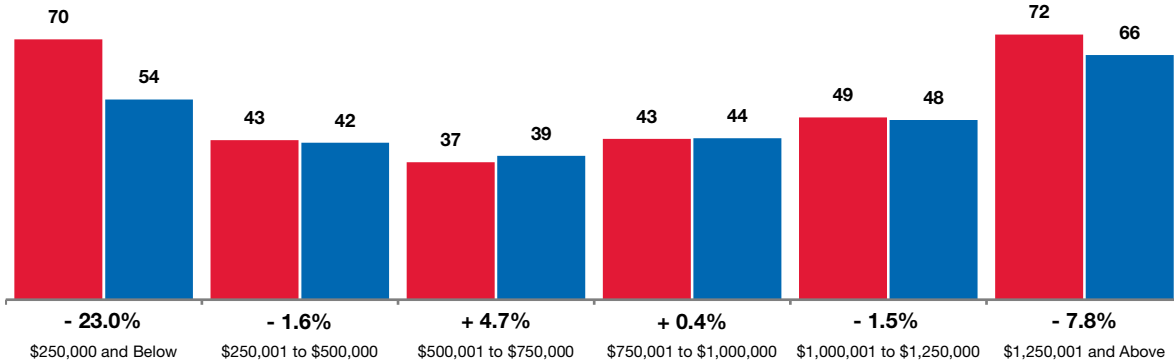


# Days on Market Until Sale

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.

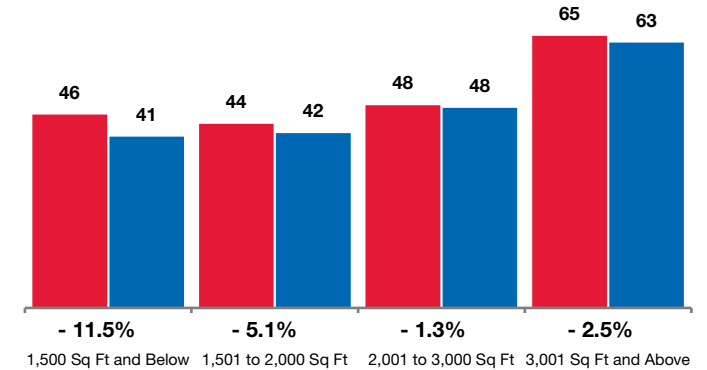
## By Price Range

■ 01-2014 ■ 01-2015



## By Square Feet

■ 01-2014 ■ 01-2015



## All Properties

By Price Range	01-2014	01-2015	Change
\$250,000 and Below	70	54	- 23.0%
\$250,001 to \$500,000	43	42	- 1.6%
\$500,001 to \$750,000	37	39	+ 4.7%
\$750,001 to \$1,000,000	43	44	+ 0.4%
\$1,000,001 to \$1,250,000	49	48	- 1.5%
\$1,250,001 and Above	72	66	- 7.8%
<b>All Price Ranges</b>	<b>48</b>	<b>44</b>	<b>- 8.3%</b>

## Single-Family Homes

01-2014	01-2015	Change	01-2014	01-2015	Change
95	87	- 8.9%	63	48	- 23.9%
45	44	- 2.2%	39	40	+ 1.4%
37	39	+ 4.3%	38	40	+ 6.6%
42	42	+ 0.8%	55	52	- 4.7%
45	48	+ 7.7%	75	52	- 31.1%
71	66	- 7.0%	79	67	- 14.7%
<b>47</b>	<b>45</b>	<b>- 4.3%</b>	<b>49</b>	<b>43</b>	<b>- 12.9%</b>

## Condos - Townhomes

By Square Feet	01-2014	01-2015	Change
1,500 Sq Ft and Below	46	41	- 11.5%
1,501 to 2,000 Sq Ft	44	42	- 5.1%
2,001 to 3,000 Sq Ft	48	48	- 1.3%
3,001 Sq Ft and Above	65	63	- 2.5%
<b>All Square Footage</b>	<b>48</b>	<b>44</b>	<b>- 8.3%</b>

01-2014	01-2015	Change	01-2014	01-2015	Change
42	39	- 7.9%	49	42	- 14.0%
42	41	- 2.7%	49	43	- 12.3%
48	47	- 1.7%	59	63	+ 5.6%
65	63	- 2.6%	50	56	+ 12.3%
<b>47</b>	<b>45</b>	<b>- 4.3%</b>	<b>49</b>	<b>43</b>	<b>- 12.9%</b>

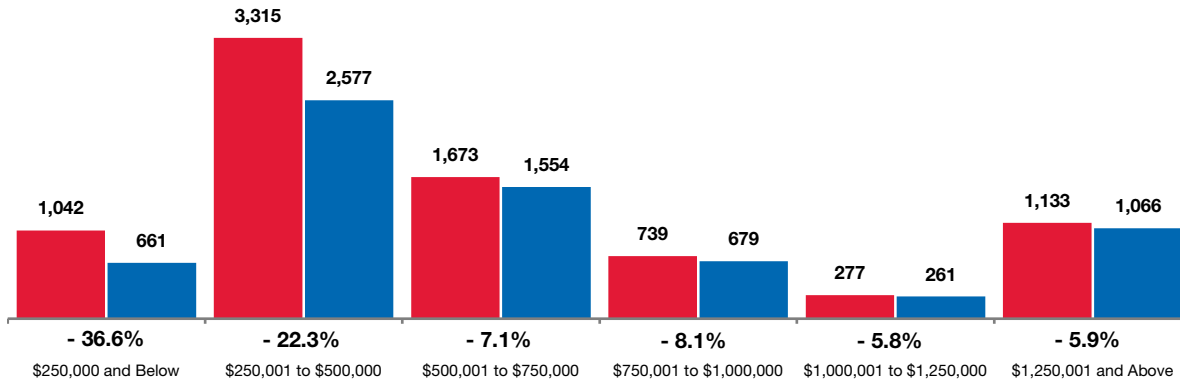


# Inventory of Homes for Sale

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

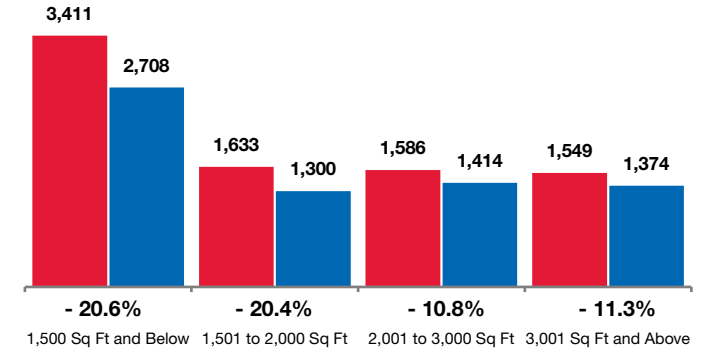
## By Price Range

■ 01-2014 ■ 01-2015



## By Square Feet

■ 01-2014 ■ 01-2015



### All Properties

By Price Range	01-2014	01-2015	Change
\$250,000 and Below	1,042	661	- 36.6%
\$250,001 to \$500,000	3,315	2,577	- 22.3%
\$500,001 to \$750,000	1,673	1,554	- 7.1%
\$750,001 to \$1,000,000	739	679	- 8.1%
\$1,000,001 to \$1,250,000	277	261	- 5.8%
\$1,250,001 and Above	1,133	1,066	- 5.9%
<b>All Price Ranges</b>	<b>8,179</b>	<b>6,798</b>	<b>- 16.9%</b>

### Single-Family Homes

01-2014	01-2015	Change	01-2014	01-2015	Change
298	130	- 56.4%	744	531	- 28.6%
2,245	1,638	- 27.0%	1,070	939	- 12.2%
1,369	1,274	- 6.9%	304	280	- 7.9%
609	577	- 5.3%	130	102	- 21.5%
231	214	- 7.4%	46	47	+ 2.2%
991	937	- 5.4%	142	129	- 9.2%
<b>5,743</b>	<b>4,770</b>	<b>- 16.9%</b>	<b>2,436</b>	<b>2,028</b>	<b>- 16.7%</b>

### Condos - Townhomes

By Square Feet	01-2014	01-2015	Change
1,500 Sq Ft and Below	3,411	2,708	- 20.6%
1,501 to 2,000 Sq Ft	1,633	1,300	- 20.4%
2,001 to 3,000 Sq Ft	1,586	1,414	- 10.8%
3,001 Sq Ft and Above	1,549	1,374	- 11.3%
<b>All Square Footage</b>	<b>8,179</b>	<b>6,798</b>	<b>- 16.9%</b>

01-2014	01-2015	Change	01-2014	01-2015	Change
1,507	1,129	- 25.1%	1,904	1,579	- 17.1%
1,250	973	- 22.2%	383	327	- 14.6%
1,464	1,317	- 10.0%	122	97	- 20.5%
1,522	1,349	- 11.4%	27	25	- 7.4%
<b>5,743</b>	<b>4,770</b>	<b>- 16.9%</b>	<b>2,436</b>	<b>2,028</b>	<b>- 16.7%</b>

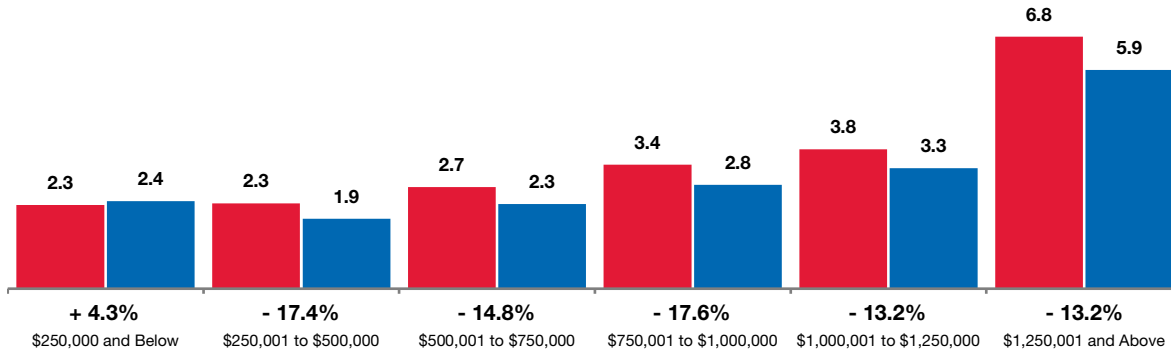


# Months Supply of Inventory

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.

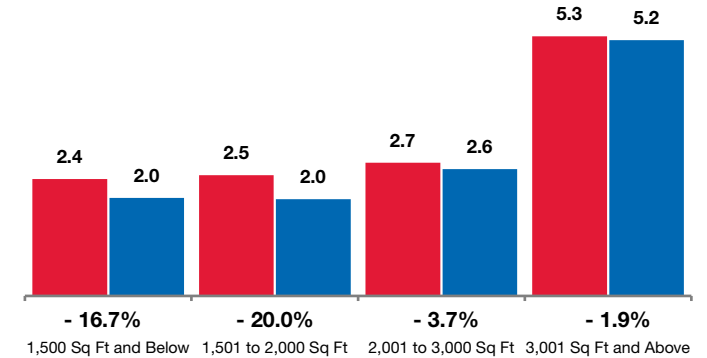
## By Price Range

■ 01-2014 ■ 01-2015



## By Square Feet

■ 01-2014 ■ 01-2015



### All Properties

By Price Range	01-2014	01-2015	Change
\$250,000 and Below	2.3	2.4	+ 4.3%
\$250,001 to \$500,000	2.3	1.9	- 17.4%
\$500,001 to \$750,000	2.7	2.3	- 14.8%
\$750,001 to \$1,000,000	3.4	2.8	- 17.6%
\$1,000,001 to \$1,250,000	3.8	3.3	- 13.2%
\$1,250,001 and Above	6.8	5.9	- 13.2%
<b>All Price Ranges</b>	<b>2.7</b>	<b>2.4</b>	<b>- 11.1%</b>

### Single-Family Homes

01-2014	01-2015	Change	01-2014	01-2015	Change
2.9	2.8	- 3.4%	2.1	2.3	+ 9.5%
2.3	1.9	- 17.4%	2.4	1.9	- 20.8%
2.7	2.3	- 14.8%	3.0	2.2	- 26.7%
3.2	2.8	- 12.5%	4.6	2.8	- 39.1%
3.6	3.1	- 13.9%	4.7	4.2	- 10.6%
6.7	6.0	- 10.4%	7.3	5.4	- 26.0%
<b>2.9</b>	<b>2.5</b>	<b>- 13.8%</b>	<b>2.5</b>	<b>2.2</b>	<b>- 12.0%</b>

### Condos - Townhomes

By Square Feet	01-2014	01-2015	Change
1,500 Sq Ft and Below	2.4	2.0	- 16.7%
1,501 to 2,000 Sq Ft	2.5	2.0	- 20.0%
2,001 to 3,000 Sq Ft	2.7	2.6	- 3.7%
3,001 Sq Ft and Above	5.3	5.2	- 1.9%
<b>All Square Footage</b>	<b>2.7</b>	<b>2.4</b>	<b>- 11.1%</b>

01-2014	01-2015	Change	01-2014	01-2015	Change
2.3	1.9	- 17.4%	2.4	2.1	- 12.5%
2.4	1.9	- 20.8%	2.6	2.1	- 19.2%
2.6	2.5	- 3.8%	4.2	3.5	- 16.7%
5.2	5.2	0.0%	13.0	10.3	- 20.8%
<b>2.9</b>	<b>2.5</b>	<b>- 13.8%</b>	<b>2.5</b>	<b>2.2</b>	<b>- 12.0%</b>

