

Housing Supply Overview

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

March 2015

Inventory, affordability and mortgage rates. These are going to be the stories of 2015. Will there be enough inventory? Will rates remain low? Will homes be affordable in the the types and price ranges desired? A nation awaits. For the 12-month period spanning April 2014 through March 2015, Pending Sales in San Diego County were down 1.2 percent overall. The price range with the largest gain in sales was the \$1,250,001 Or More range, where they increased 14.4 percent.

The overall Median Sales Price was up 6.8 percent to \$446,500. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 10.8 percent to \$332,500. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 40 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 16.3 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 15.6 percent. That amounts to 2.5 months supply for Single-Family Homes and 2.2 months supply for Condos - Townhomes.

Quick Facts

+ 14.4%

+ 2.1%

- 0.9%

Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$1,250,001 and Above	1,501 to 2,000 Sq Ft	Single-Family Homes

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

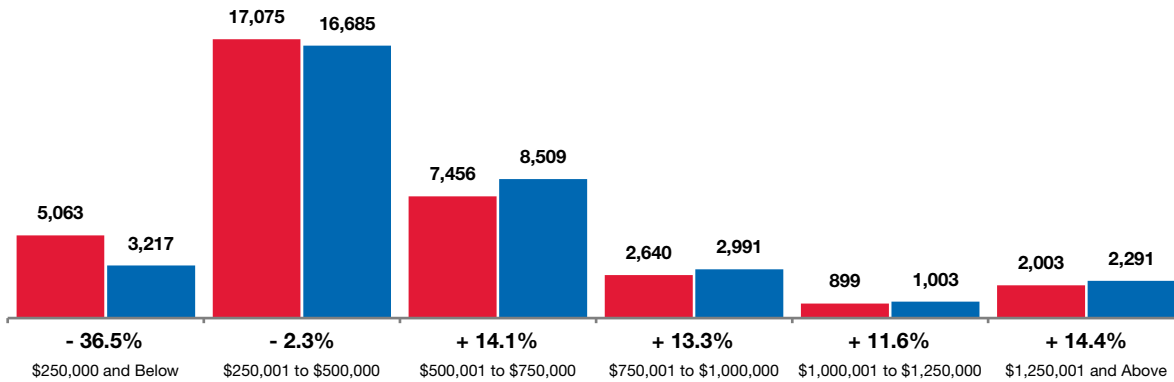
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Pending Sales

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

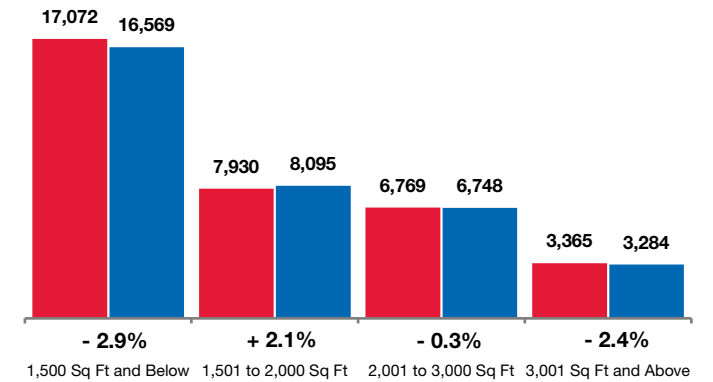
By Price Range

■ 03-2014 ■ 03-2015



By Square Feet

■ 03-2014 ■ 03-2015



All Properties

By Price Range	03-2014	03-2015	Change
\$250,000 and Below	5,063	3,217	-36.5%
\$250,001 to \$500,000	17,075	16,685	-2.3%
\$500,001 to \$750,000	7,456	8,509	+14.1%
\$750,001 to \$1,000,000	2,640	2,991	+13.3%
\$1,000,001 to \$1,250,000	899	1,003	+11.6%
\$1,250,001 and Above	2,003	2,291	+14.4%
All Price Ranges	35,136	34,697	-1.2%

Single-Family Homes

03-2014	03-2015	Change	03-2014	03-2015	Change
1,052	490	-53.4%	4,011	2,727	-32.0%
11,446	10,497	-8.3%	5,629	6,188	+9.9%
6,188	6,923	+11.9%	1,268	1,586	+25.1%
2,295	2,559	+11.5%	345	432	+25.2%
780	870	+11.5%	119	133	+11.8%
1,770	1,990	+12.4%	233	301	+29.2%
23,531	23,330	-0.9%	11,605	11,367	-2.1%

Condos - Townhomes

By Square Feet	03-2014	03-2015	Change
1,500 Sq Ft and Below	17,072	16,569	-2.9%
1,501 to 2,000 Sq Ft	7,930	8,095	+2.1%
2,001 to 3,000 Sq Ft	6,769	6,748	-0.3%
3,001 Sq Ft and Above	3,365	3,284	-2.4%
All Square Footage	35,136	34,697	-1.2%

03-2014	03-2015	Change	03-2014	03-2015	Change
7,613	7,428	-2.4%	9,459	9,141	-3.4%
6,161	6,237	+1.2%	1,769	1,858	+5.0%
6,420	6,410	-0.2%	349	338	-3.2%
3,337	3,254	-2.5%	28	30	+7.1%
23,531	23,330	-0.9%	11,605	11,367	-2.1%

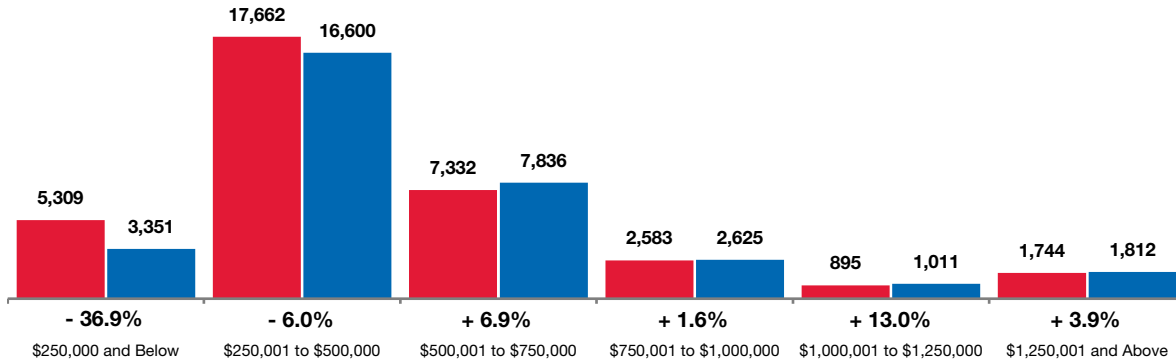


Closed Sales

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

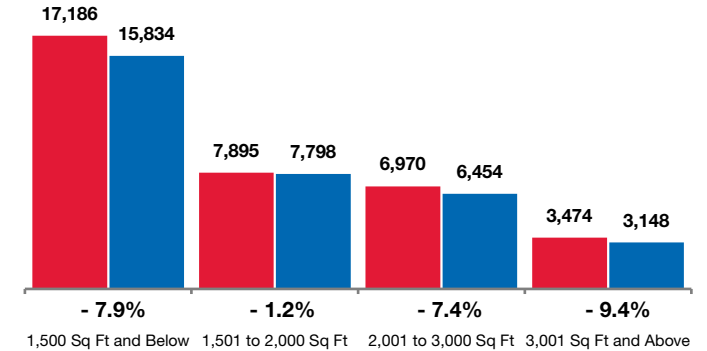
By Price Range

■ 03-2014 ■ 03-2015



By Square Feet

■ 03-2014 ■ 03-2015



All Properties

By Price Range	03-2014	03-2015	Change
\$250,000 and Below	5,309	3,351	-36.9%
\$250,001 to \$500,000	17,662	16,600	-6.0%
\$500,001 to \$750,000	7,332	7,836	+6.9%
\$750,001 to \$1,000,000	2,583	2,625	+1.6%
\$1,000,001 to \$1,250,000	895	1,011	+13.0%
\$1,250,001 and Above	1,744	1,812	+3.9%
All Price Ranges	35,525	33,235	-6.4%

Single-Family Homes

03-2014	03-2015	Change	03-2014	03-2015	Change
1,110	525	-52.7%	4,199	2,826	-32.7%
12,057	10,746	-10.9%	5,605	5,854	+4.4%
6,156	6,381	+3.7%	1,176	1,455	+23.7%
2,263	2,247	-0.7%	320	378	+18.1%
768	873	+13.7%	127	138	+8.7%
1,578	1,612	+2.2%	166	200	+20.5%
23,932	22,384	-6.5%	11,593	10,851	-6.4%

Condos - Townhomes

By Square Feet	03-2014	03-2015	Change
1,500 Sq Ft and Below	17,186	15,834	-7.9%
1,501 to 2,000 Sq Ft	7,895	7,798	-1.2%
2,001 to 3,000 Sq Ft	6,970	6,454	-7.4%
3,001 Sq Ft and Above	3,474	3,148	-9.4%
All Square Footage	35,525	33,235	-6.4%

03-2014	03-2015	Change	03-2014	03-2015	Change
7,613	7,428	-2.4%	9,459	9,141	-3.4%
6,161	6,237	+1.2%	1,769	1,858	+5.0%
6,420	6,410	-0.2%	349	338	-3.2%
3,337	3,254	-2.5%	28	30	+7.1%
23,932	22,384	-6.5%	11,593	10,851	-6.4%

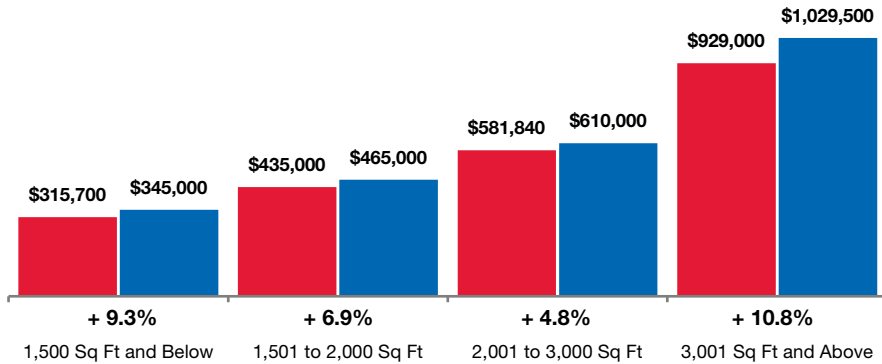


Median Sales Price

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.**

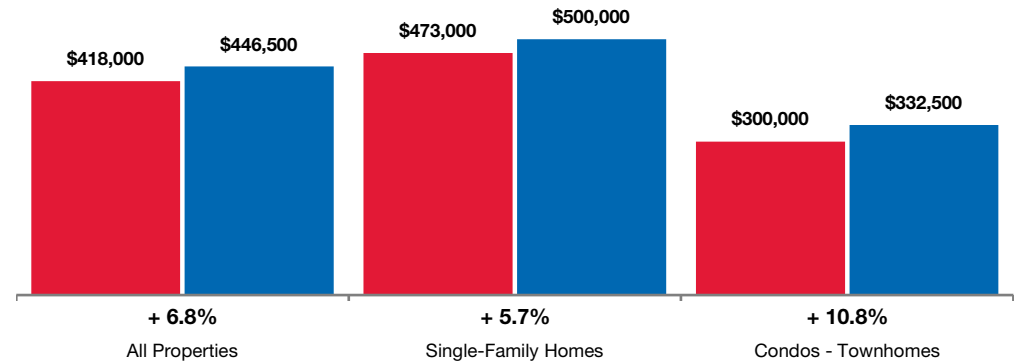
By Square Feet

■ 03-2014 ■ 03-2015



By Property Type

■ 03-2014 ■ 03-2015



By Square Feet	All Properties		
	03-2014	03-2015	Change
1,500 Sq Ft and Below	\$315,700	\$345,000	+ 9.3%
1,501 to 2,000 Sq Ft	\$435,000	\$465,000	+ 6.9%
2,001 to 3,000 Sq Ft	\$581,840	\$610,000	+ 4.8%
3,001 Sq Ft and Above	\$929,000	\$1,029,500	+ 10.8%
All Square Footage	\$418,000	\$446,500	+ 6.8%

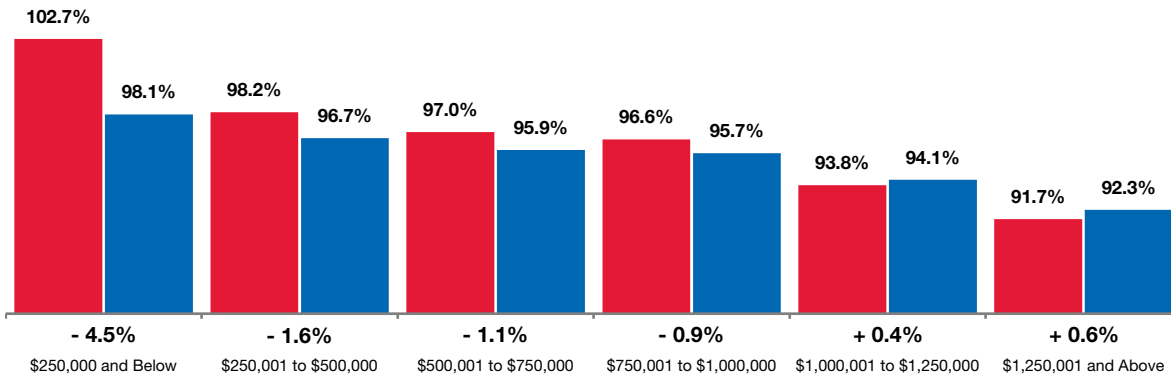
	Single-Family Homes			Condos - Townhomes		
	03-2014	03-2015	Change	03-2014	03-2015	Change
	\$350,000	\$378,000	+ 8.0%	\$270,000	\$303,000	+ 12.2%
	\$435,000	\$460,000	+ 5.7%	\$438,350	\$484,500	+ 10.5%
	\$575,000	\$603,875	+ 5.0%	\$766,000	\$815,000	+ 6.4%
	\$925,000	\$1,025,000	+ 10.8%	\$1,810,000	\$2,075,000	+ 14.6%
	\$473,000	\$500,000	+ 5.7%	\$300,000	\$332,500	+ 10.8%

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.**

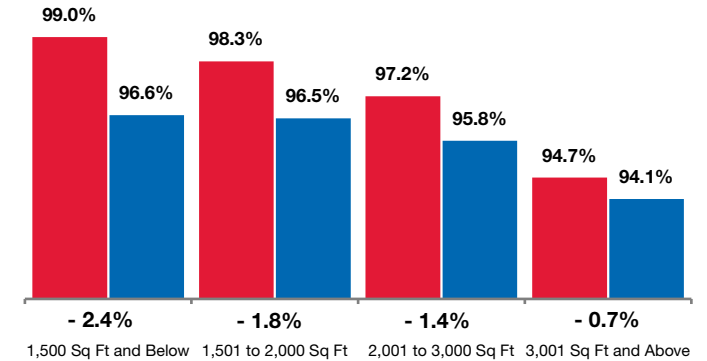
By Price Range

■ 03-2014 ■ 03-2015



By Square Feet

■ 03-2014 ■ 03-2015



All Properties

By Price Range	03-2014	03-2015	Change
\$250,000 and Below	102.7%	98.1%	- 4.5%
\$250,001 to \$500,000	98.2%	96.7%	- 1.6%
\$500,001 to \$750,000	97.0%	95.9%	- 1.1%
\$750,001 to \$1,000,000	96.6%	95.7%	- 0.9%
\$1,000,001 to \$1,250,000	93.8%	94.1%	+ 0.4%
\$1,250,001 and Above	91.7%	92.3%	+ 0.6%
All Price Ranges	98.1%	96.2%	- 1.9%

Single-Family Homes

03-2014	03-2015	Change	03-2014	03-2015	Change
97.8%	92.5%	- 5.5%	100.7%	96.5%	- 4.2%
98.5%	96.5%	- 2.0%	98.6%	96.7%	- 1.9%
97.7%	96.4%	- 1.3%	97.1%	96.6%	- 0.4%
96.7%	96.1%	- 0.7%	95.5%	95.6%	+ 0.1%
94.9%	94.4%	- 0.6%	92.2%	94.1%	+ 2.2%
92.7%	93.2%	+ 0.6%	93.1%	93.7%	+ 0.7%
97.6%	96.0%	- 1.6%	99.0%	96.5%	- 2.5%

Condos - Townhomes

By Square Feet	03-2014	03-2015	Change
1,500 Sq Ft and Below	99.0%	96.6%	- 2.4%
1,501 to 2,000 Sq Ft	98.3%	96.5%	- 1.8%
2,001 to 3,000 Sq Ft	97.2%	95.8%	- 1.4%
3,001 Sq Ft and Above	94.7%	94.1%	- 0.7%
All Square Footage	98.1%	96.2%	- 1.9%

03-2014	03-2015	Change	03-2014	03-2015	Change
98.6%	96.6%	- 2.0%	99.3%	96.6%	- 2.7%
98.3%	96.5%	- 1.8%	98.0%	96.4%	- 1.6%
97.3%	95.9%	- 1.4%	95.6%	95.2%	- 0.5%
94.7%	94.1%	- 0.7%	93.5%	91.8%	- 1.9%
97.6%	96.0%	- 1.6%	99.0%	96.5%	- 2.5%

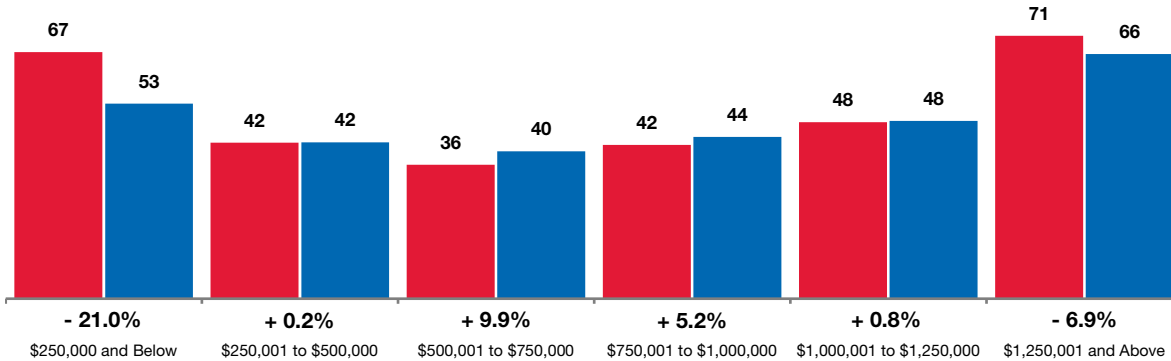


Days on Market Until Sale

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.

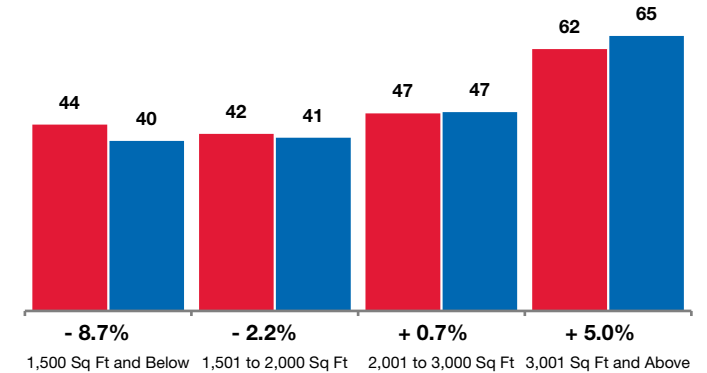
By Price Range

■ 03-2014 ■ 03-2015



By Square Feet

■ 03-2014 ■ 03-2015



All Properties

By Price Range	03-2014	03-2015	Change
\$250,000 and Below	67	53	- 21.0%
\$250,001 to \$500,000	42	42	+ 0.2%
\$500,001 to \$750,000	36	40	+ 9.9%
\$750,001 to \$1,000,000	42	44	+ 5.2%
\$1,000,001 to \$1,250,000	48	48	+ 0.8%
\$1,250,001 and Above	71	66	- 6.9%
All Price Ranges	46	44	- 4.3%

Single-Family Homes

03-2014	03-2015	Change	03-2014	03-2015	Change
91	85	- 7.5%	60	47	- 22.2%
44	44	- 0.7%	38	40	+ 3.7%
36	40	+ 10.1%	37	40	+ 8.6%
40	42	+ 6.7%	55	52	- 5.5%
45	47	+ 5.9%	66	53	- 19.6%
71	65	- 7.4%	72	70	- 3.3%
45	45	- 1.0%	47	43	- 9.6%

Condos - Townhomes

By Square Feet	03-2014	03-2015	Change
1,500 Sq Ft and Below	44	40	- 8.7%
1,501 to 2,000 Sq Ft	42	41	- 2.2%
2,001 to 3,000 Sq Ft	47	47	+ 0.7%
3,001 Sq Ft and Above	62	65	+ 5.0%
All Square Footage	46	44	- 4.3%

03-2014	03-2015	Change	03-2014	03-2015	Change
41	38	- 5.9%	47	42	- 10.6%
41	41	- 0.2%	46	42	- 8.7%
46	46	+ 0.3%	59	62	+ 6.6%
62	65	+ 4.9%	48	60	+ 26.1%
45	45	- 1.0%	47	43	- 9.6%

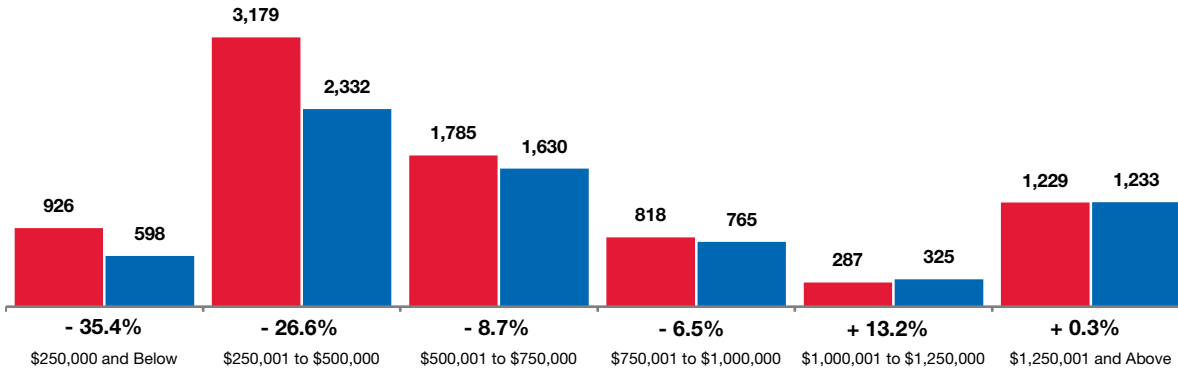


Inventory of Homes for Sale

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

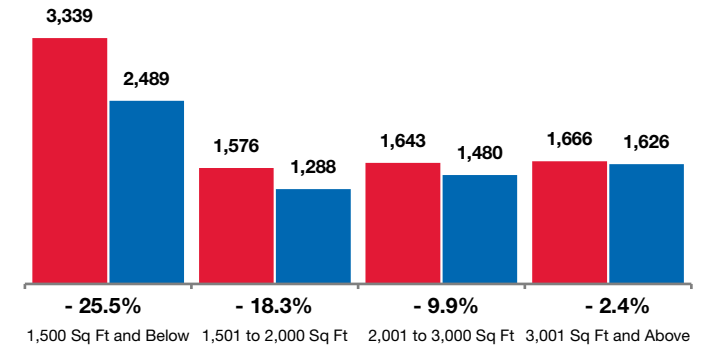
By Price Range

■ 03-2014 ■ 03-2015



By Square Feet

■ 03-2014 ■ 03-2015



All Properties

By Price Range	03-2014	03-2015	Change
\$250,000 and Below	926	598	- 35.4%
\$250,001 to \$500,000	3,179	2,332	- 26.6%
\$500,001 to \$750,000	1,785	1,630	- 8.7%
\$750,001 to \$1,000,000	818	765	- 6.5%
\$1,000,001 to \$1,250,000	287	325	+ 13.2%
\$1,250,001 and Above	1,229	1,233	+ 0.3%
All Price Ranges	8,224	6,883	- 16.3%

Single-Family Homes

03-2014	03-2015	Change	03-2014	03-2015	Change
245	111	- 54.7%	681	487	- 28.5%
2,060	1,381	- 33.0%	1,119	951	- 15.0%
1,427	1,348	- 5.5%	358	282	- 21.2%
671	638	- 4.9%	147	127	- 13.6%
235	270	+ 14.9%	52	55	+ 5.8%
1,089	1,084	- 0.5%	140	149	+ 6.4%
5,727	4,832	- 15.6%	2,497	2,051	- 17.9%

Condos - Townhomes

By Square Feet	03-2014	03-2015	Change
1,500 Sq Ft and Below	3,339	2,489	- 25.5%
1,501 to 2,000 Sq Ft	1,576	1,288	- 18.3%
2,001 to 3,000 Sq Ft	1,643	1,480	- 9.9%
3,001 Sq Ft and Above	1,666	1,626	- 2.4%
All Square Footage	8,224	6,883	- 16.3%

03-2014	03-2015	Change	03-2014	03-2015	Change
1,383	931	- 32.7%	1,956	1,558	- 20.3%
1,185	926	- 21.9%	391	362	- 7.4%
1,520	1,367	- 10.1%	123	113	- 8.1%
1,639	1,608	- 1.9%	27	18	- 33.3%
5,727	4,832	- 15.6%	2,497	2,051	- 17.9%

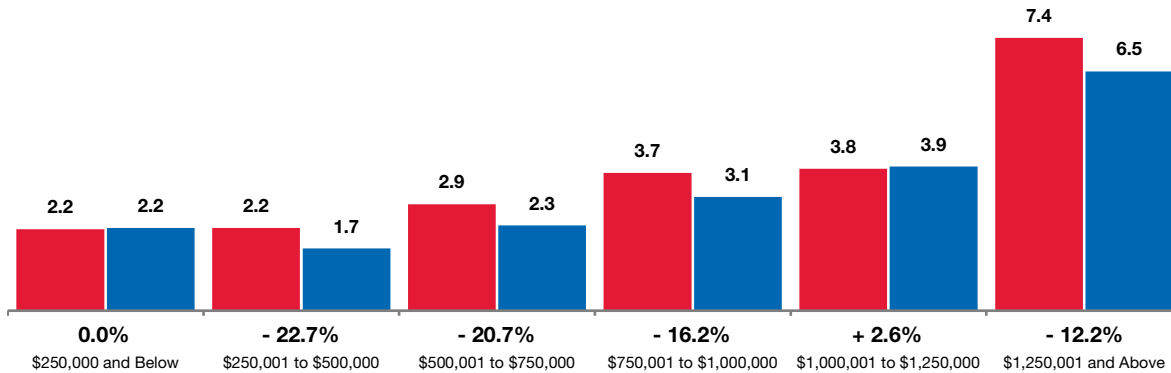


Months Supply of Inventory

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.

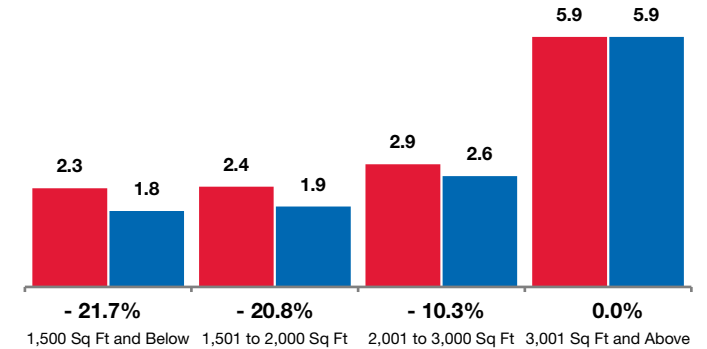
By Price Range

■ 03-2014 ■ 03-2015



By Square Feet

■ 03-2014 ■ 03-2015



All Properties

By Price Range	03-2014	03-2015	Change
\$250,000 and Below	2.2	2.2	0.0%
\$250,001 to \$500,000	2.2	1.7	- 22.7%
\$500,001 to \$750,000	2.9	2.3	- 20.7%
\$750,001 to \$1,000,000	3.7	3.1	- 16.2%
\$1,000,001 to \$1,250,000	3.8	3.9	+ 2.6%
\$1,250,001 and Above	7.4	6.5	- 12.2%
All Price Ranges	2.8	2.4	- 14.3%

Single-Family Homes

03-2014	03-2015	Change	03-2014	03-2015	Change
2.8	2.7	- 3.6%	2.0	2.1	+ 5.0%
2.2	1.6	- 27.3%	2.4	1.8	- 25.0%
2.8	2.3	- 17.9%	3.4	2.1	- 38.2%
3.5	3.0	- 14.3%	5.1	3.5	- 31.4%
3.6	3.7	+ 2.8%	5.2	5.0	- 3.8%
7.4	6.5	- 12.2%	7.2	5.9	- 18.1%
2.9	2.5	- 13.8%	2.6	2.2	- 15.4%

Condos - Townhomes

By Square Feet	03-2014	03-2015	Change
1,500 Sq Ft and Below	2.3	1.8	- 21.7%
1,501 to 2,000 Sq Ft	2.4	1.9	- 20.8%
2,001 to 3,000 Sq Ft	2.9	2.6	- 10.3%
3,001 Sq Ft and Above	5.9	5.9	0.0%
All Square Footage	2.8	2.4	- 14.3%

03-2014	03-2015	Change	03-2014	03-2015	Change
2.2	1.5	- 31.8%	2.5	2.0	- 20.0%
2.3	1.8	- 21.7%	2.7	2.3	- 14.8%
2.8	2.6	- 7.1%	4.2	4.0	- 4.8%
5.9	5.9	0.0%	11.6	7.2	- 37.9%
2.9	2.5	- 13.8%	2.6	2.2	- 15.4%