

Housing Supply Overview

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

April 2015

As we journey into the traditional selling season, there is great evidence of bustle. Lenders and REALTORS® are working vigorously to keep up with the demand of eager buyers lining up three deep. Meanwhile, the desire for more inventory continues. For the 12-month period spanning May 2014 through April 2015, Pending Sales in San Diego County were up 0.1 percent overall. The price range with the largest gain in sales was the \$1,250,001 Or More range, where they increased 17.4 percent.

The overall Median Sales Price was up 7.1 percent to \$450,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 9.8 percent to \$334,995. 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 13.0 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 12.4 percent. That amounts to 2.6 months supply for Single-Family Homes and 2.2 months supply for Condos - Townhomes.

Quick Facts

+ 17.4%

+ 3.4%

+ 0.4%

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.

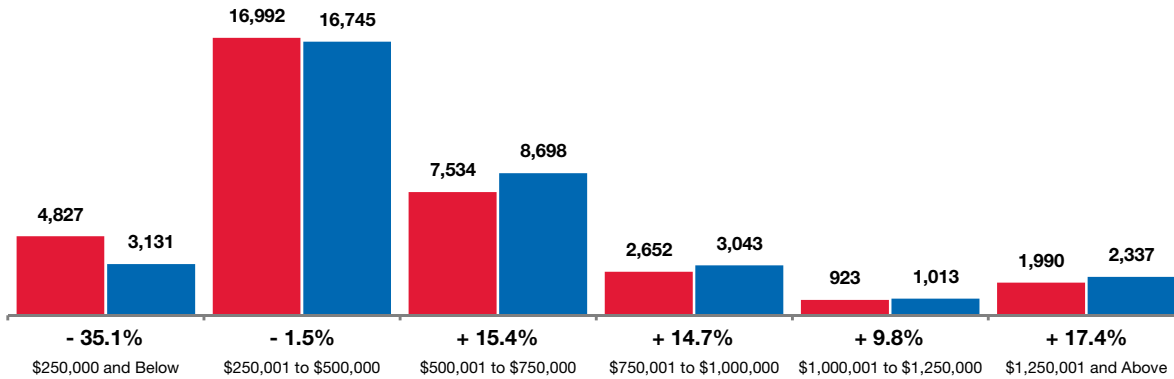
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Pending Sales

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

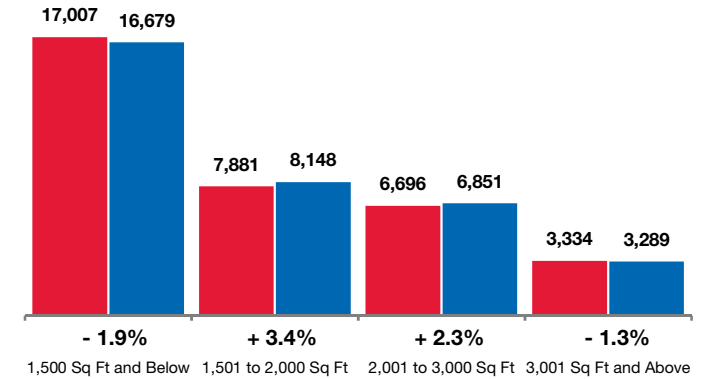
By Price Range

■ 04-2014 ■ 04-2015



By Square Feet

■ 04-2014 ■ 04-2015



All Properties

By Price Range	04-2014	04-2015	Change
\$250,000 and Below	4,827	3,131	- 35.1%
\$250,001 to \$500,000	16,992	16,745	- 1.5%
\$500,001 to \$750,000	7,534	8,698	+ 15.4%
\$750,001 to \$1,000,000	2,652	3,043	+ 14.7%
\$1,000,001 to \$1,250,000	923	1,013	+ 9.8%
\$1,250,001 and Above	1,990	2,337	+ 17.4%
All Price Ranges	34,918	34,968	+ 0.1%

Single-Family Homes

04-2014	04-2015	Change	04-2014	04-2015	Change
966	447	- 53.7%	3,861	2,684	- 30.5%
11,303	10,438	- 7.7%	5,689	6,307	+ 10.9%
6,240	7,084	+ 13.5%	1,294	1,614	+ 24.7%
2,311	2,596	+ 12.3%	341	447	+ 31.1%
803	873	+ 8.7%	120	140	+ 16.7%
1,758	2,031	+ 15.5%	232	306	+ 31.9%
23,381	23,470	+ 0.4%	11,537	11,498	- 0.3%

Condos - Townhomes

By Square Feet	04-2014	04-2015	Change
1,500 Sq Ft and Below	17,007	16,679	- 1.9%
1,501 to 2,000 Sq Ft	7,881	8,148	+ 3.4%
2,001 to 3,000 Sq Ft	6,696	6,851	+ 2.3%
3,001 Sq Ft and Above	3,334	3,289	- 1.3%
All Square Footage	34,918	34,968	+ 0.1%

04-2014	04-2015	Change	04-2014	04-2015	Change
7,596	7,421	- 2.3%	9,411	9,258	- 1.6%
6,115	6,279	+ 2.7%	1,766	1,869	+ 5.8%
6,363	6,510	+ 2.3%	333	341	+ 2.4%
3,307	3,259	- 1.5%	27	30	+ 11.1%
23,381	23,470	+ 0.4%	11,537	11,498	- 0.3%

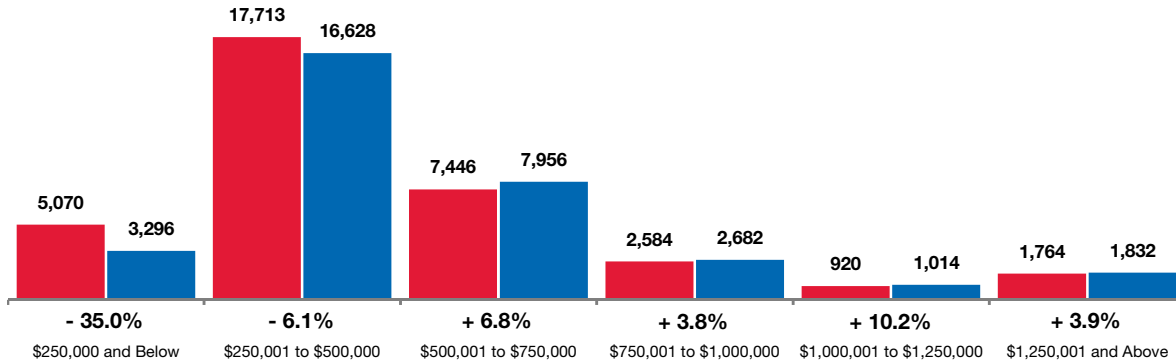


Closed Sales

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

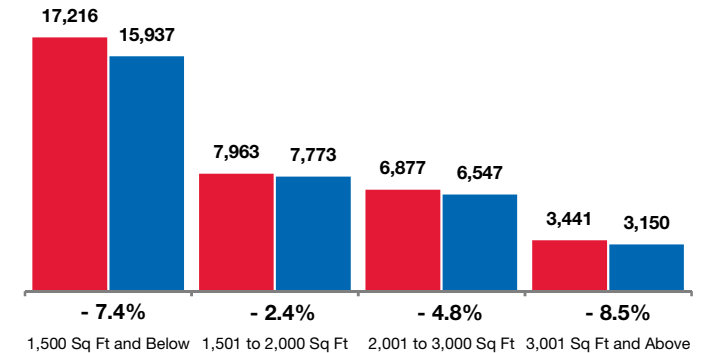
By Price Range

■ 04-2014 ■ 04-2015



By Square Feet

■ 04-2014 ■ 04-2015



All Properties

By Price Range	04-2014	04-2015	Change
\$250,000 and Below	5,070	3,296	-35.0%
\$250,001 to \$500,000	17,713	16,628	-6.1%
\$500,001 to \$750,000	7,446	7,956	+6.8%
\$750,001 to \$1,000,000	2,584	2,682	+3.8%
\$1,000,001 to \$1,250,000	920	1,014	+10.2%
\$1,250,001 and Above	1,764	1,832	+3.9%
All Price Ranges	35,497	33,408	-5.9%

Single-Family Homes

04-2014	04-2015	Change	04-2014	04-2015	Change
984	496	-49.6%	4,086	2,800	-31.5%
11,958	10,733	-10.2%	5,755	5,895	+2.4%
6,220	6,500	+4.5%	1,226	1,456	+18.8%
2,256	2,300	+2.0%	328	382	+16.5%
789	876	+11.0%	131	138	+5.3%
1,581	1,642	+3.9%	183	190	+3.8%
23,788	22,547	-5.2%	11,709	10,861	-7.2%

Condos - Townhomes

By Square Feet	04-2014	04-2015	Change
1,500 Sq Ft and Below	17,216	15,937	-7.4%
1,501 to 2,000 Sq Ft	7,963	7,773	-2.4%
2,001 to 3,000 Sq Ft	6,877	6,547	-4.8%
3,001 Sq Ft and Above	3,441	3,150	-8.5%
All Square Footage	35,497	33,408	-5.9%

04-2014	04-2015	Change	04-2014	04-2015	Change
7,596	7,421	-2.3%	9,411	9,258	-1.6%
6,115	6,279	+2.7%	1,766	1,869	+5.8%
6,363	6,510	+2.3%	333	341	+2.4%
3,307	3,259	-1.5%	27	30	+11.1%
23,788	22,547	-5.2%	11,709	10,861	-7.2%

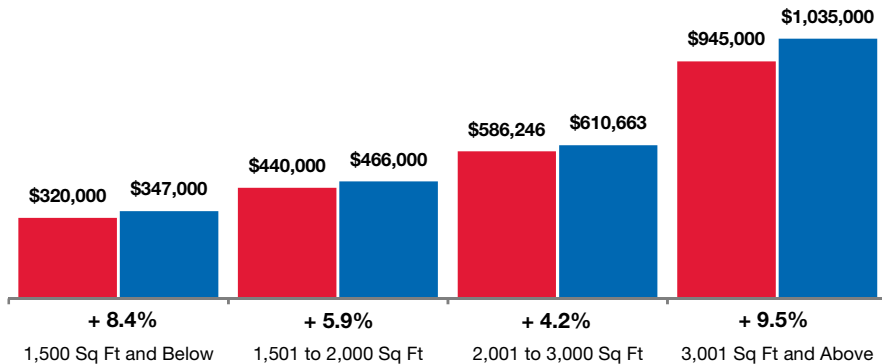


Median Sales Price

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.**

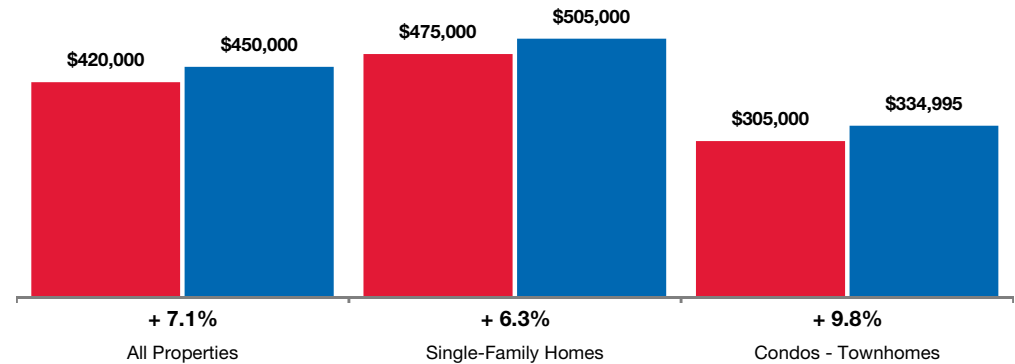
By Square Feet

■ 04-2014 ■ 04-2015



By Property Type

■ 04-2014 ■ 04-2015



By Square Feet	All Properties		
	04-2014	04-2015	Change
1,500 Sq Ft and Below	\$320,000	\$347,000	+ 8.4%
1,501 to 2,000 Sq Ft	\$440,000	\$466,000	+ 5.9%
2,001 to 3,000 Sq Ft	\$586,246	\$610,663	+ 4.2%
3,001 Sq Ft and Above	\$945,000	\$1,035,000	+ 9.5%
All Square Footage	\$420,000	\$450,000	+ 7.1%

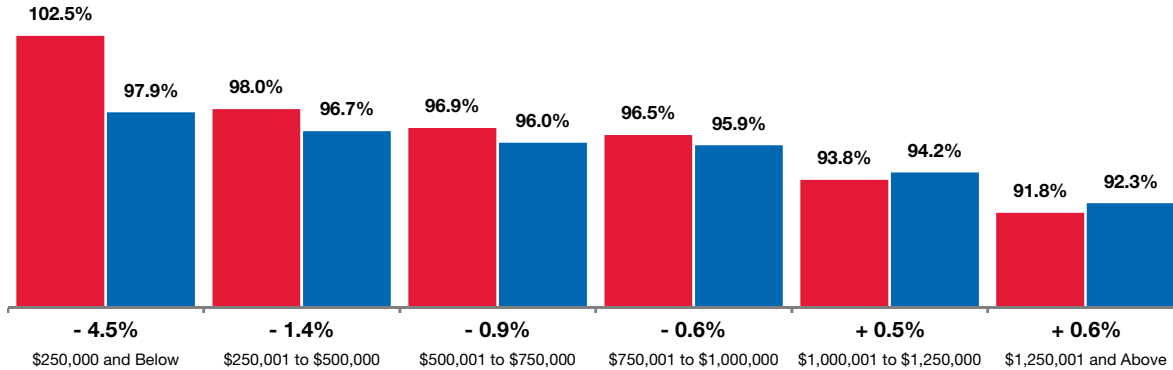
	Single-Family Homes			Condos - Townhomes		
	04-2014	04-2015	Change	04-2014	04-2015	Change
	\$355,000	\$380,000	+ 7.0%	\$275,000	\$305,000	+ 10.9%
	\$440,000	\$464,000	+ 5.5%	\$445,000	\$485,000	+ 9.0%
	\$580,000	\$606,007	+ 4.5%	\$767,250	\$805,000	+ 4.9%
	\$940,500	\$1,030,000	+ 9.5%	\$1,901,500	\$2,000,000	+ 5.2%
	\$475,000	\$505,000	+ 6.3%	\$305,000	\$334,995	+ 9.8%

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.**

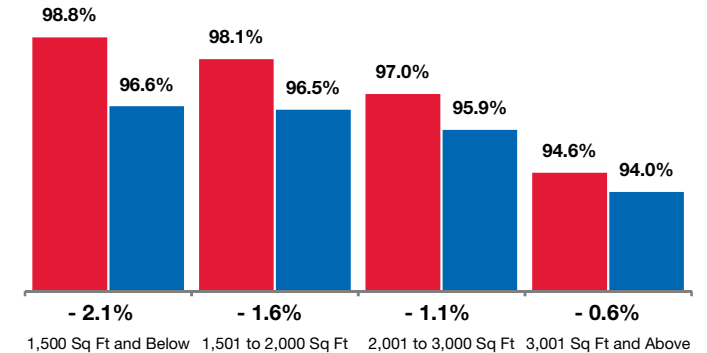
By Price Range

■ 04-2014 ■ 04-2015



By Square Feet

■ 04-2014 ■ 04-2015



All Properties

By Price Range	04-2014	04-2015	Change
\$250,000 and Below	102.5%	97.9%	- 4.5%
\$250,001 to \$500,000	98.0%	96.7%	- 1.4%
\$500,001 to \$750,000	96.9%	96.0%	- 0.9%
\$750,001 to \$1,000,000	96.5%	95.9%	- 0.6%
\$1,000,001 to \$1,250,000	93.8%	94.2%	+ 0.5%
\$1,250,001 and Above	91.8%	92.3%	+ 0.6%
All Price Ranges	97.9%	96.2%	- 1.7%

Single-Family Homes

04-2014	04-2015	Change	04-2014	04-2015	Change
97.5%	92.6%	- 5.0%	100.3%	96.4%	- 3.9%
98.3%	96.6%	- 1.8%	98.4%	96.7%	- 1.7%
97.6%	96.5%	- 1.1%	97.1%	96.7%	- 0.3%
96.7%	96.1%	- 0.6%	95.5%	95.7%	+ 0.2%
94.9%	94.5%	- 0.4%	92.4%	94.4%	+ 2.2%
92.6%	93.3%	+ 0.7%	93.3%	94.0%	+ 0.7%
97.4%	96.1%	- 1.4%	98.7%	96.5%	- 2.2%

Condos - Townhomes

By Square Feet	04-2014	04-2015	Change
1,500 Sq Ft and Below	98.8%	96.6%	- 2.1%
1,501 to 2,000 Sq Ft	98.1%	96.5%	- 1.6%
2,001 to 3,000 Sq Ft	97.0%	95.9%	- 1.1%
3,001 Sq Ft and Above	94.6%	94.0%	- 0.6%
All Square Footage	97.9%	96.2%	- 1.7%

04-2014	04-2015	Change	04-2014	04-2015	Change
98.4%	96.7%	- 1.8%	99.0%	96.6%	- 2.4%
98.1%	96.6%	- 1.6%	97.9%	96.4%	- 1.5%
97.1%	95.9%	- 1.2%	95.4%	95.4%	+ 0.1%
94.6%	94.0%	- 0.6%	93.1%	92.1%	- 1.1%
97.4%	96.1%	- 1.4%	98.7%	96.5%	- 2.2%

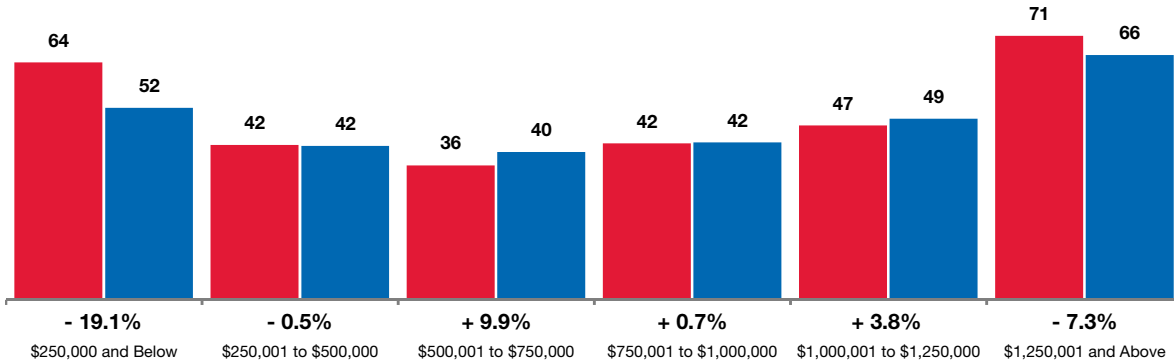


Days on Market Until Sale

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.

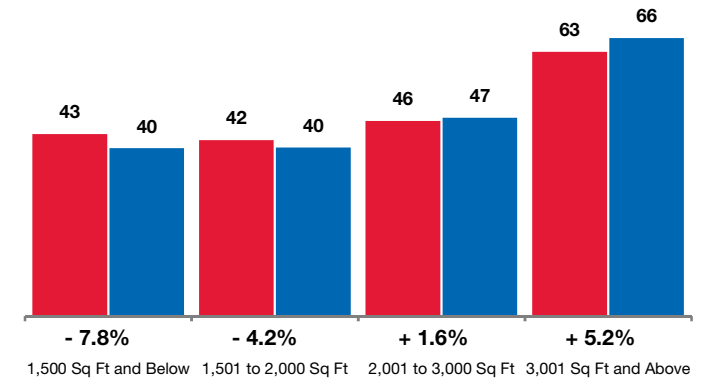
By Price Range

■ 04-2014 ■ 04-2015



By Square Feet

■ 04-2014 ■ 04-2015



All Properties

By Price Range	04-2014	04-2015	Change
\$250,000 and Below	64	52	-19.1%
\$250,001 to \$500,000	42	42	-0.5%
\$500,001 to \$750,000	36	40	+9.9%
\$750,001 to \$1,000,000	42	42	+0.7%
\$1,000,001 to \$1,250,000	47	49	+3.8%
\$1,250,001 and Above	71	66	-7.3%
All Price Ranges	45	44	-2.2%

Single-Family Homes

04-2014	04-2015	Change
88	81	-8.6%
44	42	-2.8%
36	40	+10.7%
40	41	+2.4%
44	48	+8.9%
72	66	-8.3%
45	44	-1.6%

Condos - Townhomes

04-2014	04-2015	Change
58	47	-19.8%
38	40	+5.7%
37	39	+6.1%
55	50	-9.9%
64	53	-17.3%
69	70	+1.4%
46	42	-7.6%

By Square Feet

04-2014	04-2015	Change
43	40	-7.8%
42	40	-4.2%
46	47	+1.6%
63	66	+5.2%
45	44	-2.2%

04-2014	04-2015	Change
40	37	-6.7%
41	39	-3.6%
46	46	+1.4%
63	66	+5.1%
45	44	-1.6%

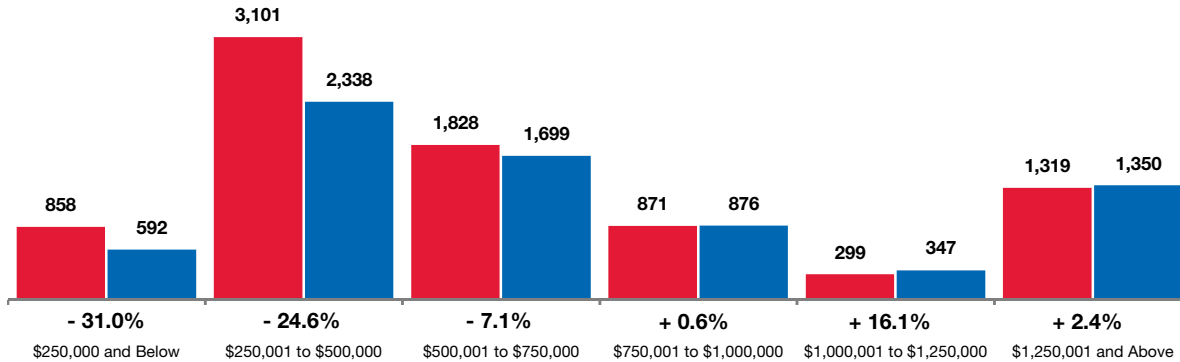


Inventory of Homes for Sale

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

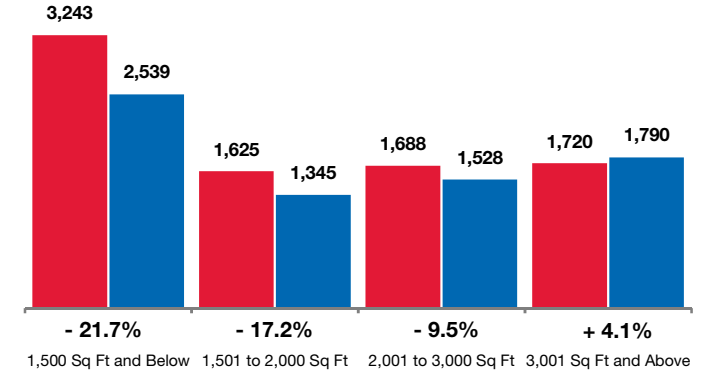
By Price Range

■ 04-2014 ■ 04-2015



By Square Feet

■ 04-2014 ■ 04-2015



All Properties

By Price Range	04-2014	04-2015	Change
\$250,000 and Below	858	592	- 31.0%
\$250,001 to \$500,000	3,101	2,338	- 24.6%
\$500,001 to \$750,000	1,828	1,699	- 7.1%
\$750,001 to \$1,000,000	871	876	+ 0.6%
\$1,000,001 to \$1,250,000	299	347	+ 16.1%
\$1,250,001 and Above	1,319	1,350	+ 2.4%
All Price Ranges	8,276	7,202	- 13.0%

Single-Family Homes

04-2014	04-2015	Change	04-2014	04-2015	Change
206	115	- 44.2%	652	477	- 26.8%
1,957	1,345	- 31.3%	1,144	993	- 13.2%
1,464	1,368	- 6.6%	364	331	- 9.1%
722	747	+ 3.5%	149	129	- 13.4%
243	291	+ 19.8%	56	56	0.0%
1,178	1,189	+ 0.9%	141	161	+ 14.2%
5,770	5,055	- 12.4%	2,506	2,147	- 14.3%

Condos - Townhomes

By Square Feet	04-2014	04-2015	Change
1,500 Sq Ft and Below	3,243	2,539	- 21.7%
1,501 to 2,000 Sq Ft	1,625	1,345	- 17.2%
2,001 to 3,000 Sq Ft	1,688	1,528	- 9.5%
3,001 Sq Ft and Above	1,720	1,790	+ 4.1%
All Square Footage	8,276	7,202	- 13.0%

04-2014	04-2015	Change	04-2014	04-2015	Change
1,307	943	- 27.9%	1,936	1,596	- 17.6%
1,197	942	- 21.3%	428	403	- 5.8%
1,571	1,401	- 10.8%	117	127	+ 8.5%
1,695	1,769	+ 4.4%	25	21	- 16.0%
5,770	5,055	- 12.4%	2,506	2,147	- 14.3%

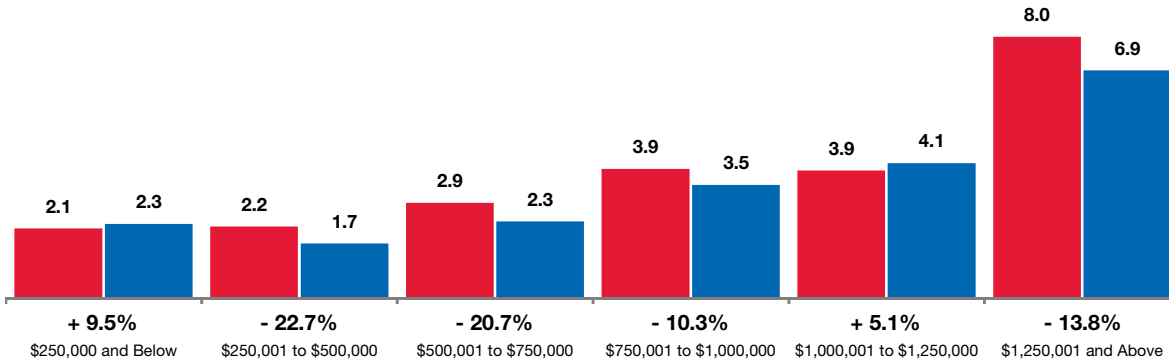


Months Supply of Inventory

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.

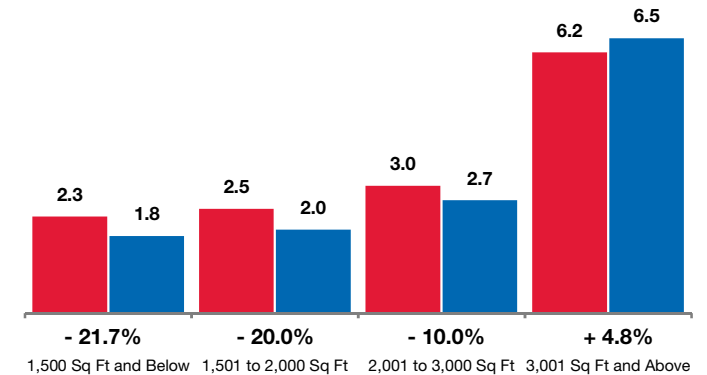
By Price Range

■ 04-2014 ■ 04-2015



By Square Feet

■ 04-2014 ■ 04-2015



All Properties

By Price Range	04-2014	04-2015	Change
\$250,000 and Below	2.1	2.3	+ 9.5%
\$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	3.9	3.5	- 10.3%
\$1,000,001 to \$1,250,000	3.9	4.1	+ 5.1%
\$1,250,001 and Above	8.0	6.9	- 13.8%
All Price Ranges	2.8	2.5	- 10.7%

Single-Family Homes

04-2014	04-2015	Change	04-2014	04-2015	Change
2.6	3.1	+ 19.2%	2.0	2.1	+ 5.0%
2.1	1.5	- 28.6%	2.4	1.9	- 20.8%
2.8	2.3	- 17.9%	3.4	2.5	- 26.5%
3.7	3.5	- 5.4%	5.2	3.5	- 32.7%
3.6	4.0	+ 11.1%	5.6	4.8	- 14.3%
8.0	7.0	- 12.5%	7.3	6.3	- 13.7%
3.0	2.6	- 13.3%	2.6	2.2	- 15.4%

Condos - Townhomes

By Square Feet	04-2014	04-2015	Change
1,500 Sq Ft and Below	2.3	1.8	- 21.7%
1,501 to 2,000 Sq Ft	2.5	2.0	- 20.0%
2,001 to 3,000 Sq Ft	3.0	2.7	- 10.0%
3,001 Sq Ft and Above	6.2	6.5	+ 4.8%
All Square Footage	2.8	2.5	- 10.7%

04-2014	04-2015	Change	04-2014	04-2015	Change
2.1	1.5	- 28.6%	2.5	2.1	- 16.0%
2.3	1.8	- 21.7%	2.9	2.6	- 10.3%
3.0	2.6	- 13.3%	4.2	4.5	+ 7.1%
6.2	6.5	+ 4.8%	11.1	8.4	- 24.3%
3.0	2.6	- 13.3%	2.6	2.2	- 15.4%

