

# Housing Supply Overview

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

## May 2015

The last 12 months have seen a lot of buyer activity. Prices are up in most markets and buyers are hungry to purchase, yet inventory remains low. If existing owners will not sell, new construction is the next best answer to this dilemma. For the 12-month period spanning June 2014 through May 2015, Pending Sales in San Diego County were up 2.9 percent overall. The price range with the largest gain in sales was the \$1,250,001 and Above range, where they increased 20.2 percent.

The overall Median Sales Price was up 5.9 percent to \$450,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 8.8 percent to \$335,000. 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 and Above range at 66 days.

Market-wide, inventory levels were down 16.9 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 16.4 percent. That amounts to 2.6 months supply for Single-Family Homes and 2.2 months supply for Condos - Townhomes.

## Quick Facts

**+ 20.2%**

**+ 6.4%**

**+ 3.0%**

Price Range With  
Strongest Pending Sales:  
**\$1,250,001 and Above**

Home Size With Strongest  
Pending Sales:  
**2,001 to 3,000 Sq Ft**

Property Type With  
Strongest Pending Sales:  
**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.

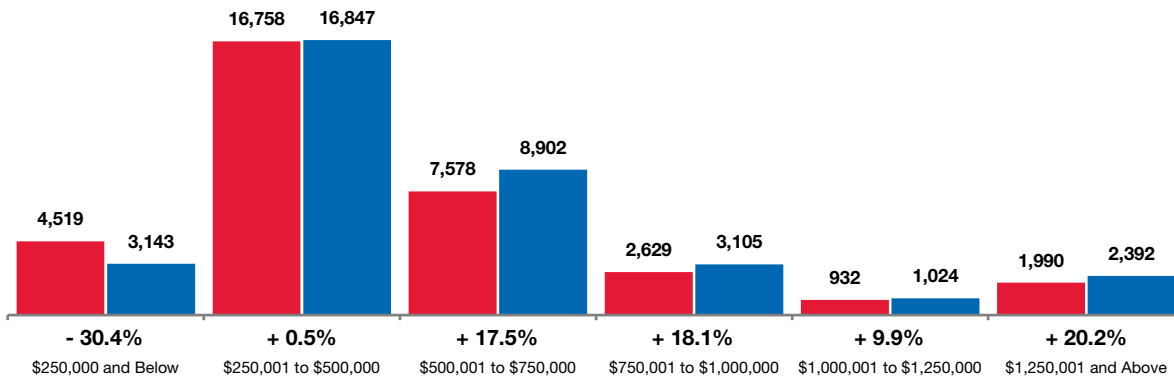
Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Days on Market Until Sale	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>

# Pending Sales

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

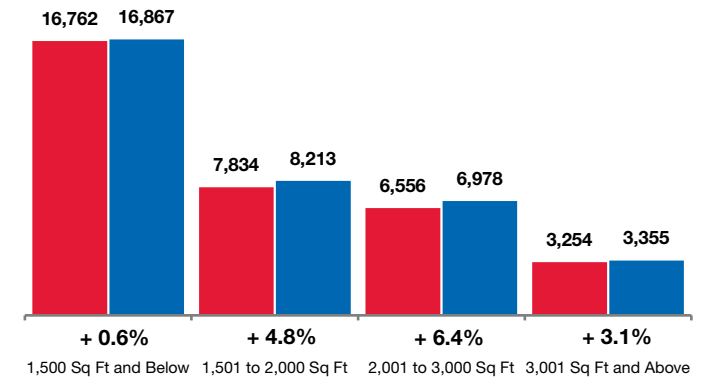
## By Price Range

■ 05-2014 ■ 05-2015



## By Square Feet

■ 05-2014 ■ 05-2015



### All Properties

By Price Range	05-2014	05-2015	Change
\$250,000 and Below	4,519	3,143	- 30.4%
\$250,001 to \$500,000	16,758	16,847	+ 0.5%
\$500,001 to \$750,000	7,578	8,902	+ 17.5%
\$750,001 to \$1,000,000	2,629	3,105	+ 18.1%
\$1,000,001 to \$1,250,000	932	1,024	+ 9.9%
\$1,250,001 and Above	1,990	2,392	+ 20.2%
<b>All Price Ranges</b>	<b>34,406</b>	<b>35,414</b>	<b>+ 2.9%</b>

### Single-Family Homes

05-2014	05-2015	Change	05-2014	05-2015	Change
876	431	- 50.8%	3,643	2,712	- 25.6%
11,039	10,410	- 5.7%	5,719	6,437	+ 12.6%
6,239	7,255	+ 16.3%	1,339	1,647	+ 23.0%
2,272	2,657	+ 16.9%	357	448	+ 25.5%
817	890	+ 8.9%	115	134	+ 16.5%
1,769	2,061	+ 16.5%	221	331	+ 49.8%
<b>23,012</b>	<b>23,705</b>	<b>+ 3.0%</b>	<b>11,394</b>	<b>11,709</b>	<b>+ 2.8%</b>

### Condos - Townhomes

By Square Feet	05-2014	05-2015	Change
1,500 Sq Ft and Below	16,762	16,867	+ 0.6%
1,501 to 2,000 Sq Ft	7,834	8,213	+ 4.8%
2,001 to 3,000 Sq Ft	6,556	6,978	+ 6.4%
3,001 Sq Ft and Above	3,254	3,355	+ 3.1%
<b>All Square Footage</b>	<b>34,406</b>	<b>35,414</b>	<b>+ 2.9%</b>

05-2014	05-2015	Change	05-2014	05-2015	Change
7,483	7,445	- 0.5%	9,279	9,422	+ 1.5%
6,060	6,311	+ 4.1%	1,774	1,902	+ 7.2%
6,240	6,625	+ 6.2%	316	353	+ 11.7%
3,229	3,323	+ 2.9%	25	32	+ 28.0%
<b>23,012</b>	<b>23,705</b>	<b>+ 3.0%</b>	<b>11,394</b>	<b>11,709</b>	<b>+ 2.8%</b>

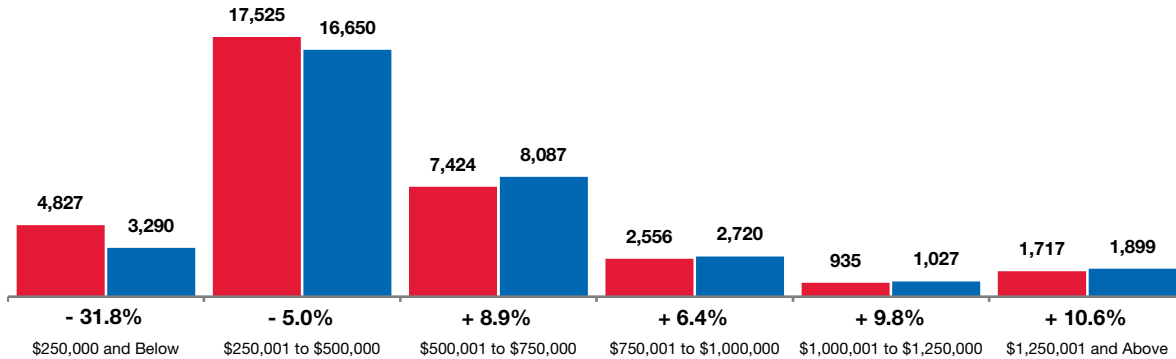


# Closed Sales

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

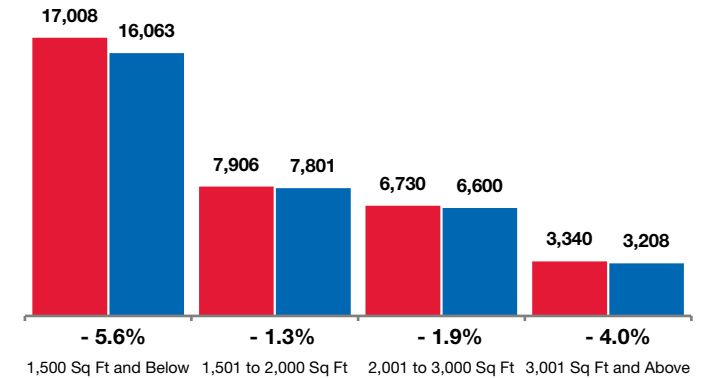
## By Price Range

■ 05-2014 ■ 05-2015



## By Square Feet

■ 05-2014 ■ 05-2015



### All Properties

By Price Range	05-2014	05-2015	Change
\$250,000 and Below	4,827	3,290	- 31.8%
\$250,001 to \$500,000	17,525	16,650	- 5.0%
\$500,001 to \$750,000	7,424	8,087	+ 8.9%
\$750,001 to \$1,000,000	2,556	2,720	+ 6.4%
\$1,000,001 to \$1,250,000	935	1,027	+ 9.8%
\$1,250,001 and Above	1,717	1,899	+ 10.6%
<b>All Price Ranges</b>	<b>34,984</b>	<b>33,673</b>	<b>- 3.7%</b>

### Single-Family Homes

05-2014	05-2015	Change	05-2014	05-2015	Change
887	482	- 45.7%	3,940	2,808	- 28.7%
11,734	10,646	- 9.3%	5,791	6,004	+ 3.7%
6,179	6,594	+ 6.7%	1,245	1,493	+ 19.9%
2,232	2,327	+ 4.3%	324	393	+ 21.3%
806	888	+ 10.2%	129	139	+ 7.8%
1,542	1,701	+ 10.3%	175	198	+ 13.1%
<b>23,380</b>	<b>22,638</b>	<b>- 3.2%</b>	<b>11,604</b>	<b>11,035</b>	<b>- 4.9%</b>

### Condos - Townhomes

By Price Range	05-2014	05-2015	Change
\$250,000 and Below	4,827	3,290	- 31.8%
\$250,001 to \$500,000	17,525	16,650	- 5.0%
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6,060	6,311	+ 4.1%	1,774	1,902	+ 7.2%
6,240	6,625	+ 6.2%	316	353	+ 11.7%
3,229	3,323	+ 2.9%	25	32	+ 28.0%
<b>23,380</b>	<b>22,638</b>	<b>- 3.2%</b>	<b>11,604</b>	<b>11,035</b>	<b>- 4.9%</b>

By Square Feet	05-2014	05-2015	Change
1,500 Sq Ft and Below	17,008	16,063	- 5.6%
1,501 to 2,000 Sq Ft	7,906	7,801	- 1.3%
2,001 to 3,000 Sq Ft	6,730	6,600	- 1.9%
3,001 Sq Ft and Above	3,340	3,208	- 4.0%
<b>All Square Footage</b>	<b>34,984</b>	<b>33,673</b>	<b>- 3.7%</b>

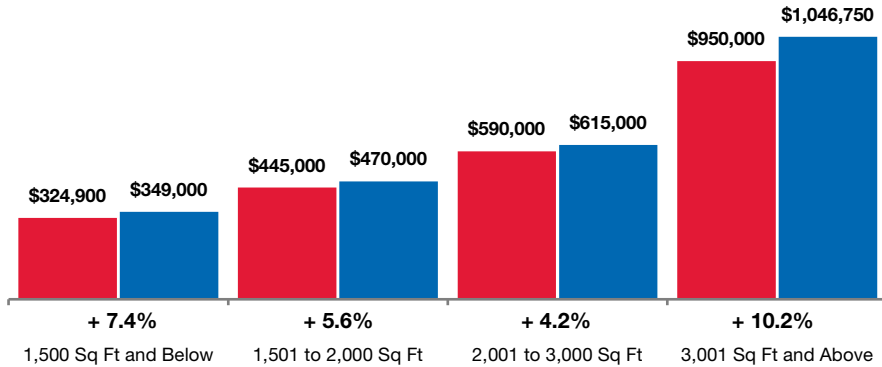


# Median Sales Price

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.**

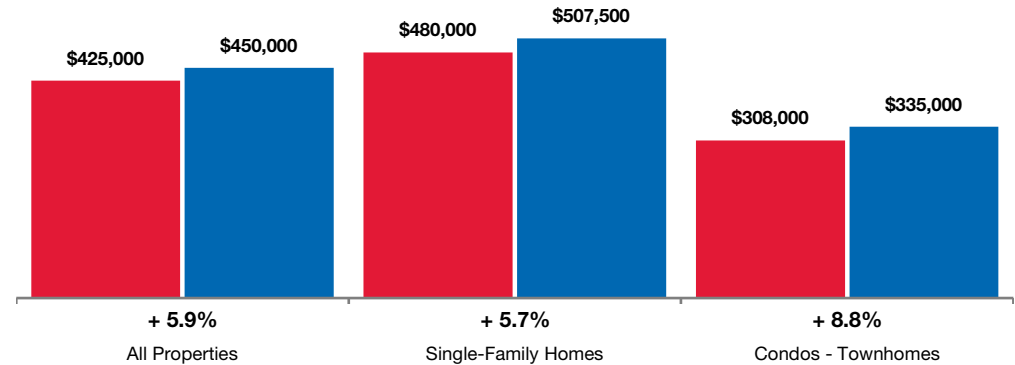
## By Square Feet

■ 05-2014 ■ 05-2015



## By Property Type

■ 05-2014 ■ 05-2015



By Square Feet	All Properties		
	05-2014	05-2015	Change
1,500 Sq Ft and Below	\$324,900	\$349,000	+ 7.4%
1,501 to 2,000 Sq Ft	\$445,000	\$470,000	+ 5.6%
2,001 to 3,000 Sq Ft	\$590,000	\$615,000	+ 4.2%
3,001 Sq Ft and Above	\$950,000	\$1,046,750	+ 10.2%
<b>All Square Footage</b>	<b>\$425,000</b>	<b>\$450,000</b>	<b>+ 5.9%</b>

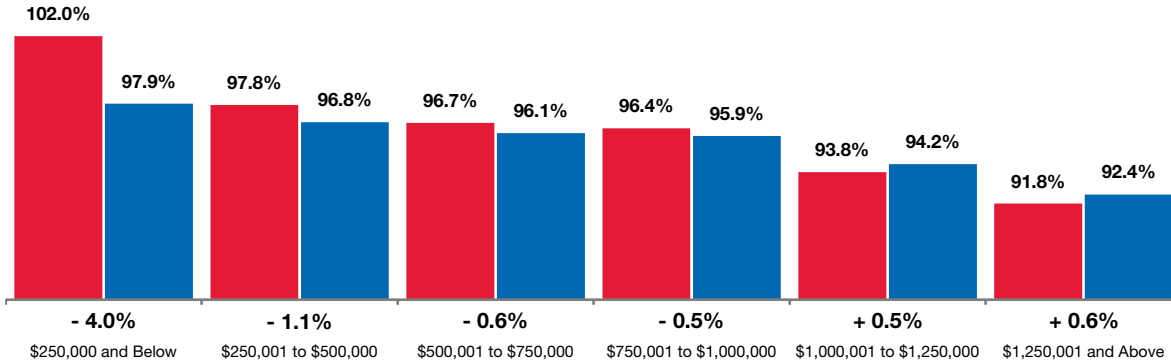
	Single-Family Homes			Condos - Townhomes		
	05-2014	05-2015	Change	05-2014	05-2015	Change
	\$359,190	\$381,000	+ 6.1%	\$278,000	\$306,000	+ 10.1%
	\$445,000	\$465,500	+ 4.6%	\$450,000	\$490,000	+ 8.9%
	\$584,500	\$609,745	+ 4.3%	\$785,000	\$827,000	+ 5.4%
	\$949,000	\$1,045,000	+ 10.1%	\$1,901,500	\$1,947,500	+ 2.4%
	<b>\$480,000</b>	<b>\$507,500</b>	<b>+ 5.7%</b>	<b>\$308,000</b>	<b>\$335,000</b>	<b>+ 8.8%</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.**

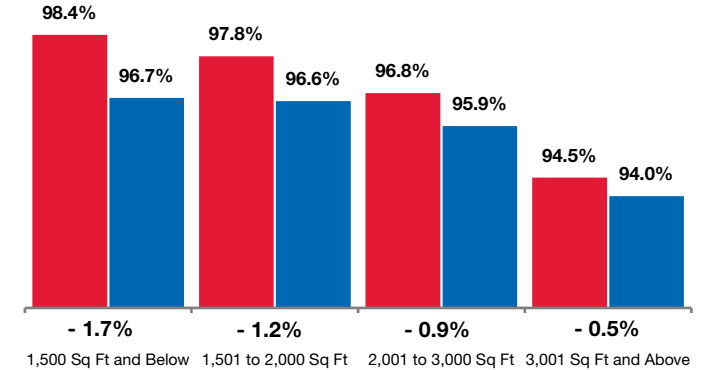
## By Price Range

■ 05-2014 ■ 05-2015



## By Square Feet

■ 05-2014 ■ 05-2015



## All Properties

By Price Range	05-2014	05-2015	Change
\$250,000 and Below	102.0%	97.9%	- 4.0%
\$250,001 to \$500,000	97.8%	96.8%	- 1.1%
\$500,001 to \$750,000	96.7%	96.1%	- 0.6%
\$750,001 to \$1,000,000	96.4%	95.9%	- 0.5%
\$1,000,001 to \$1,250,000	93.8%	94.2%	+ 0.5%
\$1,250,001 and Above	91.8%	92.4%	+ 0.6%
<b>All Price Ranges</b>	<b>97.6%</b>	<b>96.3%</b>	<b>- 1.4%</b>

## Single-Family Homes

05-2014	05-2015	Change	05-2014	05-2015	Change
97.2%	92.8%	- 4.4%	99.9%	96.4%	- 3.5%
98.0%	96.6%	- 1.4%	98.1%	96.8%	- 1.3%
97.4%	96.6%	- 0.9%	97.1%	96.8%	- 0.3%
96.5%	96.1%	- 0.4%	95.5%	95.7%	+ 0.2%
94.9%	94.5%	- 0.4%	92.5%	94.2%	+ 1.8%
92.6%	93.3%	+ 0.7%	93.6%	93.9%	+ 0.3%
<b>97.2%</b>	<b>96.1%</b>	<b>- 1.1%</b>	<b>98.4%</b>	<b>96.6%</b>	<b>- 1.9%</b>

## Condos - Townhomes

By Square Feet	05-2014	05-2015	Change
1,500 Sq Ft and Below	98.4%	96.7%	- 1.7%
1,501 to 2,000 Sq Ft	97.8%	96.6%	- 1.2%
2,001 to 3,000 Sq Ft	96.8%	95.9%	- 0.9%
3,001 Sq Ft and Above	94.5%	94.0%	- 0.5%
<b>All Square Footage</b>	<b>97.6%</b>	<b>96.3%</b>	<b>- 1.4%</b>

05-2014	05-2015	Change	05-2014	05-2015	Change
98.1%	96.8%	- 1.4%	98.7%	96.7%	- 2.0%
97.9%	96.6%	- 1.2%	97.7%	96.5%	- 1.3%
96.9%	96.0%	- 1.0%	95.3%	95.2%	- 0.1%
94.6%	94.1%	- 0.5%	93.3%	92.1%	- 1.3%
<b>97.2%</b>	<b>96.1%</b>	<b>- 1.1%</b>	<b>98.4%</b>	<b>96.6%</b>	<b>- 1.9%</b>

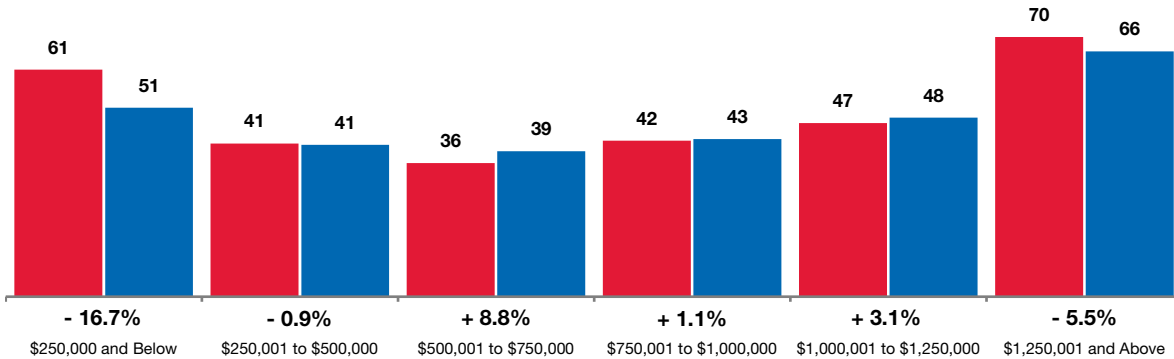


# Days on Market Until Sale

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.

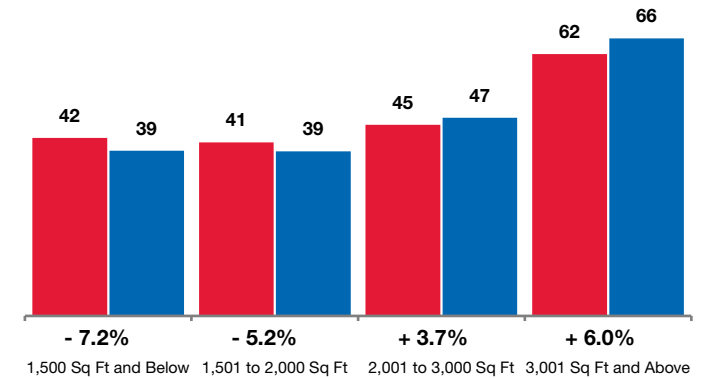
## By Price Range

■ 05-2014 ■ 05-2015



## By Square Feet

■ 05-2014 ■ 05-2015



### All Properties

By Price Range	05-2014	05-2015	Change
\$250,000 and Below	61	51	-16.7%
\$250,001 to \$500,000	41	41	-0.9%
\$500,001 to \$750,000	36	39	+8.8%
\$750,001 to \$1,000,000	42	43	+1.1%
\$1,000,001 to \$1,250,000	47	48	+3.1%
\$1,250,001 and Above	70	66	-5.5%
<b>All Price Ranges</b>	<b>45</b>	<b>43</b>	<b>-4.4%</b>

### Single-Family Homes

05-2014	05-2015	Change	05-2014	05-2015	Change
87	80	-9.1%	55	46	-16.7%
43	42	-2.5%	38	39	+3.7%
36	39	+9.3%	37	39	+6.3%
41	41	+1.7%	51	49	-4.3%
44	47	+6.2%	62	56	-10.6%
71	66	-7.0%	65	70	+8.6%
<b>45</b>	<b>44</b>	<b>-1.3%</b>	<b>45</b>	<b>42</b>	<b>-6.0%</b>

### Condos - Townhomes

By Square Feet	05-2014	05-2015	Change
1,500 Sq Ft and Below	42	39	-7.2%
1,501 to 2,000 Sq Ft	41	39	-5.2%
2,001 to 3,000 Sq Ft	45	47	+3.7%
3,001 Sq Ft and Above	62	66	+6.0%
<b>All Square Footage</b>	<b>45</b>	<b>43</b>	<b>-4.4%</b>

05-2014	05-2015	Change	05-2014	05-2015	Change
40	37	-7.0%	44	41	-7.3%
40	38	-5.3%	45	42	-5.1%
45	46	+2.8%	53	64	+19.8%
62	66	+5.9%	56	63	+13.3%
<b>45</b>	<b>44</b>	<b>-1.3%</b>	<b>45</b>	<b>42</b>	<b>-6.0%</b>

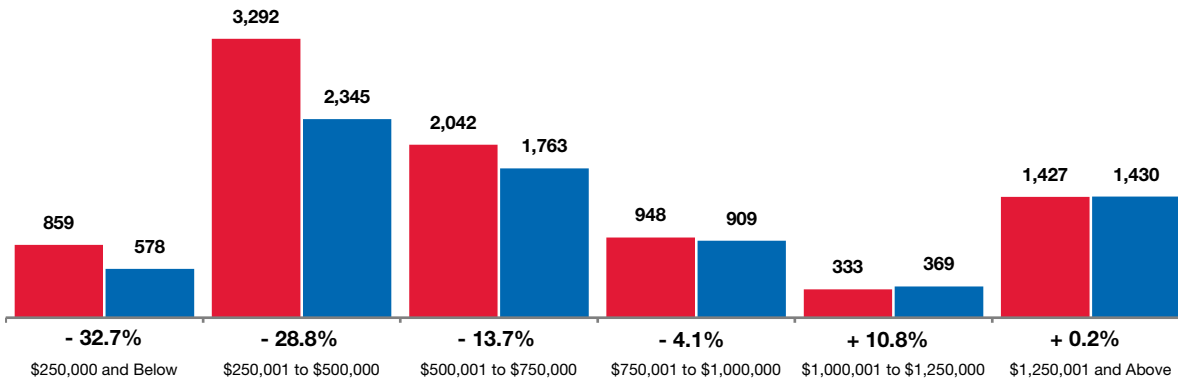


# Inventory of Homes for Sale

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

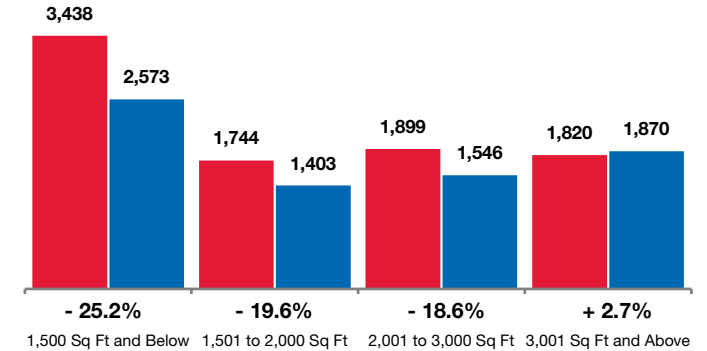
## By Price Range

■ 05-2014 ■ 05-2015



## By Square Feet

■ 05-2014 ■ 05-2015



## All Properties

By Price Range	05-2014	05-2015	Change
\$250,000 and Below	859	578	- 32.7%
\$250,001 to \$500,000	3,292	2,345	- 28.8%
\$500,001 to \$750,000	2,042	1,763	- 13.7%
\$750,001 to \$1,000,000	948	909	- 4.1%
\$1,000,001 to \$1,250,000	333	369	+ 10.8%
\$1,250,001 and Above	1,427	1,430	+ 0.2%
<b>All Price Ranges</b>	<b>8,902</b>	<b>7,394</b>	<b>- 16.9%</b>

## Single-Family Homes

05-2014	05-2015	Change	05-2014	05-2015	Change
212	122	- 42.5%	647	456	- 29.5%
2,053	1,308	- 36.3%	1,239	1,037	- 16.3%
1,640	1,431	- 12.7%	402	332	- 17.4%
781	768	- 1.7%	167	141	- 15.6%
275	311	+ 13.1%	58	58	0.0%
1,276	1,272	- 0.3%	151	158	+ 4.6%
<b>6,238</b>	<b>5,212</b>	<b>- 16.4%</b>	<b>2,664</b>	<b>2,182</b>	<b>- 18.1%</b>

## Condos - Townhomes

By Square Feet	05-2014	05-2015	Change
1,500 Sq Ft and Below	3,438	2,573	- 25.2%
1,501 to 2,000 Sq Ft	1,744	1,403	- 19.6%
2,001 to 3,000 Sq Ft	1,899	1,546	- 18.6%
3,001 Sq Ft and Above	1,820	1,870	+ 2.7%
<b>All Square Footage</b>	<b>8,902</b>	<b>7,394</b>	<b>- 16.9%</b>

05-2014	05-2015	Change	05-2014	05-2015	Change
1,389	939	- 32.4%	2,049	1,634	- 20.3%
1,279	993	- 22.4%	465	410	- 11.8%
1,773	1,426	- 19.6%	126	120	- 4.8%
1,796	1,852	+ 3.1%	24	18	- 25.0%
<b>6,238</b>	<b>5,212</b>	<b>- 16.4%</b>	<b>2,664</b>	<b>2,182</b>	<b>- 18.1%</b>

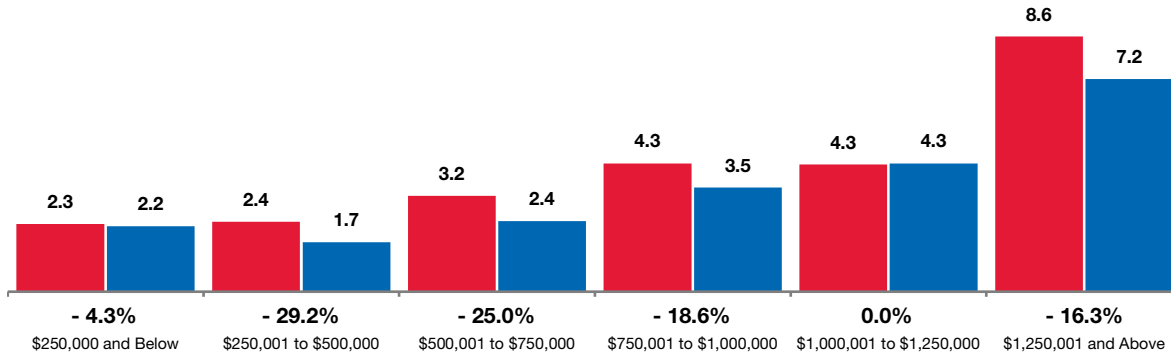


# Months Supply of Inventory

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.

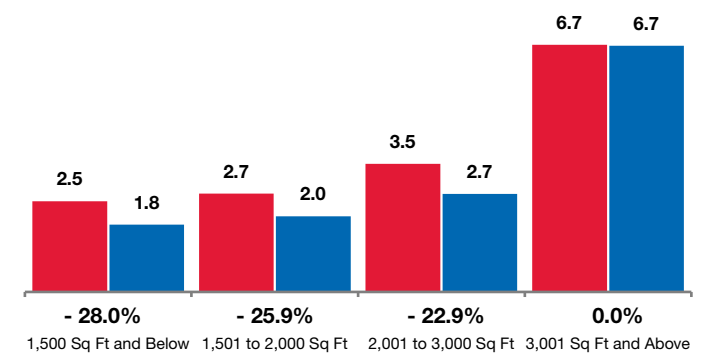
## By Price Range

■ 05-2014 ■ 05-2015



## By Square Feet

■ 05-2014 ■ 05-2015



## All Properties

By Price Range	05-2014	05-2015	Change
\$250,000 and Below	2.3	2.2	- 4.3%
\$250,001 to \$500,000	2.4	1.7	- 29.2%
\$500,001 to \$750,000	3.2	2.4	- 25.0%
\$750,001 to \$1,000,000	4.3	3.5	- 18.6%
\$1,000,001 to \$1,250,000	4.3	4.3	0.0%
\$1,250,001 and Above	8.6	7.2	- 16.3%
<b>All Price Ranges</b>	<b>3.1</b>	<b>2.5</b>	<b>- 19.4%</b>

## Single-Family Homes

05-2014	05-2015	Change	05-2014	05-2015	Change
2.9	3.4	+ 17.2%	2.1	2.0	- 4.8%
2.2	1.5	- 31.8%	2.6	1.9	- 26.9%
3.2	2.4	- 25.0%	3.6	2.4	- 33.3%
4.1	3.5	- 14.6%	5.6	3.8	- 32.1%
4.0	4.2	+ 5.0%	6.1	5.2	- 14.8%
8.7	7.4	- 14.9%	8.2	5.7	- 30.5%
<b>3.3</b>	<b>2.6</b>	<b>- 21.2%</b>	<b>2.8</b>	<b>2.2</b>	<b>- 21.4%</b>

## Condos - Townhomes

By Square Feet	05-2014	05-2015	Change
1,500 Sq Ft and Below	2.5	1.8	- 28.0%
1,501 to 2,000 Sq Ft	2.7	2.0	- 25.9%
2,001 to 3,000 Sq Ft	3.5	2.7	- 22.9%
3,001 Sq Ft and Above	6.7	6.7	0.0%
<b>All Square Footage</b>	<b>3.1</b>	<b>2.5</b>	<b>- 19.4%</b>

05-2014	05-2015	Change	05-2014	05-2015	Change
2.2	1.5	- 31.8%	2.6	2.1	- 19.2%
2.5	1.9	- 24.0%	3.1	2.6	- 16.1%
3.4	2.6	- 23.5%	4.8	4.1	- 14.6%
6.7	6.7	0.0%	11.5	6.8	- 40.9%
<b>3.3</b>	<b>2.6</b>	<b>- 21.2%</b>	<b>2.8</b>	<b>2.2</b>	<b>- 21.4%</b>

