

# Housing Supply Overview

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

## July 2015

The second half of the year is generally slower than the first, but the 2015 market as a whole has shown a willingness to offer greater returns more often than not. Prior to any autumn rate increases, there is a fair chance of increased buyer activity over the next few months. For the 12-month period spanning August 2014 through July 2015, Pending Sales in San Diego County were up 8.3 percent overall. The price range with the largest gain in sales was the \$500,001 to \$750,000 range, where they increased 22.9 percent.

The overall Median Sales Price was up 6.1 percent to \$455,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 8.3 percent to \$338,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 38 days; the price range that tended to sell the slowest was the \$1,250,001 Or More range at 65 days.

Market-wide, inventory levels were down 20.4 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 18.1 percent. That amounts to 2.8 months supply for Single-Family Homes and 2.2 months supply for Condos - Townhomes.

## Quick Facts

**+ 22.9%**

**+ 11.4%**

**+ 8.9%**

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>2,001 to 3,000 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.

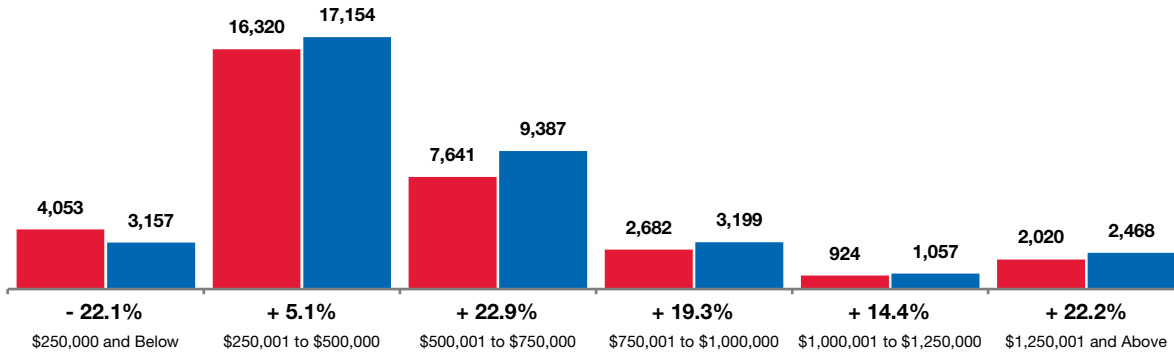
Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Days on Market Until Sale	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>

# Pending Sales

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

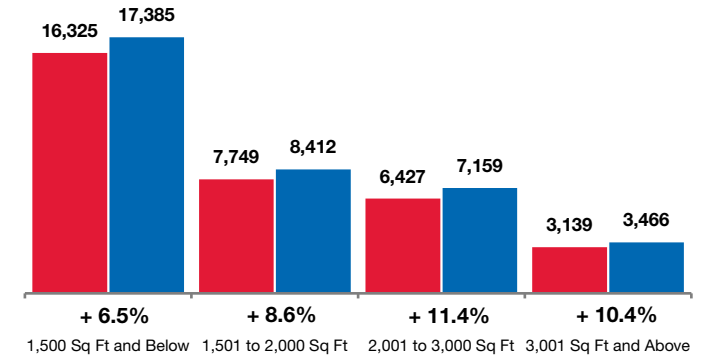
## By Price Range

■ 07-2014 ■ 07-2015



## By Square Feet

■ 07-2014 ■ 07-2015



## All Properties

By Price Range	07-2014	07-2015	Change
\$250,000 and Below	4,053	3,157	- 22.1%
\$250,001 to \$500,000	16,320	17,154	+ 5.1%
\$500,001 to \$750,000	7,641	9,387	+ 22.9%
\$750,001 to \$1,000,000	2,682	3,199	+ 19.3%
\$1,000,001 to \$1,250,000	924	1,057	+ 14.4%
\$1,250,001 and Above	2,020	2,468	+ 22.2%
<b>All Price Ranges</b>	<b>33,640</b>	<b>36,423</b>	<b>+ 8.3%</b>

## Single-Family Homes

07-2014	07-2015	Change	07-2014	07-2015	Change
729	419	- 42.5%	3,324	2,738	- 17.6%
10,601	10,423	- 1.7%	5,719	6,731	+ 17.7%
6,282	7,638	+ 21.6%	1,359	1,749	+ 28.7%
2,299	2,761	+ 20.1%	383	438	+ 14.4%
803	918	+ 14.3%	121	139	+ 14.9%
1,782	2,124	+ 19.2%	238	344	+ 44.5%
<b>22,496</b>	<b>24,284</b>	<b>+ 7.9%</b>	<b>11,144</b>	<b>12,139</b>	<b>+ 8.9%</b>

## Condos - Townhomes

By Square Feet	07-2014	07-2015	Change
1,500 Sq Ft and Below	16,325	17,385	+ 6.5%
1,501 to 2,000 Sq Ft	7,749	8,412	+ 8.6%
2,001 to 3,000 Sq Ft	6,427	7,159	+ 11.4%
3,001 Sq Ft and Above	3,139	3,466	+ 10.4%
<b>All Square Footage</b>	<b>33,640</b>	<b>36,423</b>	<b>+ 8.3%</b>

07-2014	07-2015	Change	07-2014	07-2015	Change
7,283	7,589	+ 4.2%	9,042	9,796	+ 8.3%
5,979	6,474	+ 8.3%	1,770	1,938	+ 9.5%
6,123	6,784	+ 10.8%	304	375	+ 23.4%
3,111	3,436	+ 10.4%	28	30	+ 7.1%
<b>22,496</b>	<b>24,284</b>	<b>+ 7.9%</b>	<b>11,144</b>	<b>12,139</b>	<b>+ 8.9%</b>

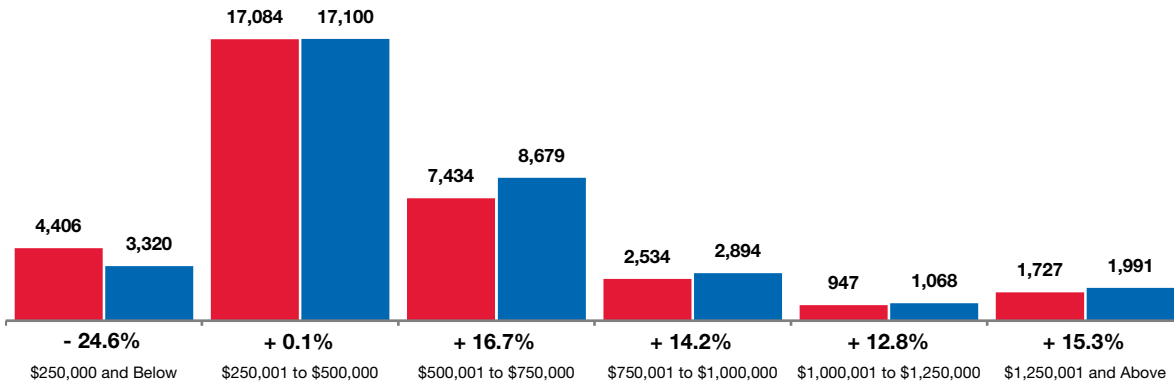


# Closed Sales

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

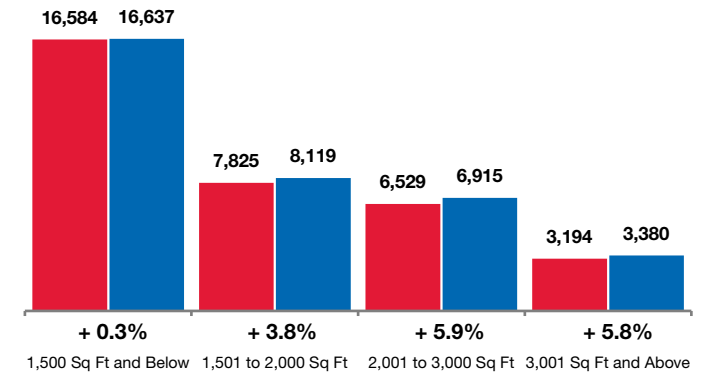
## By Price Range

■ 07-2014 ■ 07-2015



## By Square Feet

■ 07-2014 ■ 07-2015



### All Properties

By Price Range	07-2014	07-2015	Change
\$250,000 and Below	4,406	3,320	- 24.6%
\$250,001 to \$500,000	17,084	17,100	+ 0.1%
\$500,001 to \$750,000	7,434	8,679	+ 16.7%
\$750,001 to \$1,000,000	2,534	2,894	+ 14.2%
\$1,000,001 to \$1,250,000	947	1,068	+ 12.8%
\$1,250,001 and Above	1,727	1,991	+ 15.3%
<b>All Price Ranges</b>	<b>34,132</b>	<b>35,052</b>	<b>+ 2.7%</b>

### Single-Family Homes

07-2014	07-2015	Change	07-2014	07-2015	Change
763	444	- 41.8%	3,643	2,876	- 21.1%
11,304	10,762	- 4.8%	5,780	6,338	+ 9.7%
6,149	7,105	+ 15.5%	1,285	1,574	+ 22.5%
2,201	2,487	+ 13.0%	333	407	+ 22.2%
819	931	+ 13.7%	128	137	+ 7.0%
1,569	1,749	+ 11.5%	158	242	+ 53.2%
<b>22,805</b>	<b>23,478</b>	<b>+ 3.0%</b>	<b>11,327</b>	<b>11,574</b>	<b>+ 2.2%</b>

### Condos - Townhomes

By Square Feet	07-2014	07-2015	Change
1,500 Sq Ft and Below	16,584	16,637	+ 0.3%
1,501 to 2,000 Sq Ft	7,825	8,119	+ 3.8%
2,001 to 3,000 Sq Ft	6,529	6,915	+ 5.9%
3,001 Sq Ft and Above	3,194	3,380	+ 5.8%
<b>All Square Footage</b>	<b>34,132</b>	<b>35,052</b>	<b>+ 2.7%</b>

07-2014	07-2015	Change	07-2014	07-2015	Change
7,283	7,589	+ 4.2%	9,042	9,796	+ 8.3%
5,979	6,474	+ 8.3%	1,770	1,938	+ 9.5%
6,123	6,784	+ 10.8%	304	375	+ 23.4%
3,111	3,436	+ 10.4%	28	30	+ 7.1%
<b>22,805</b>	<b>23,478</b>	<b>+ 3.0%</b>	<b>11,327</b>	<b>11,574</b>	<b>+ 2.2%</b>

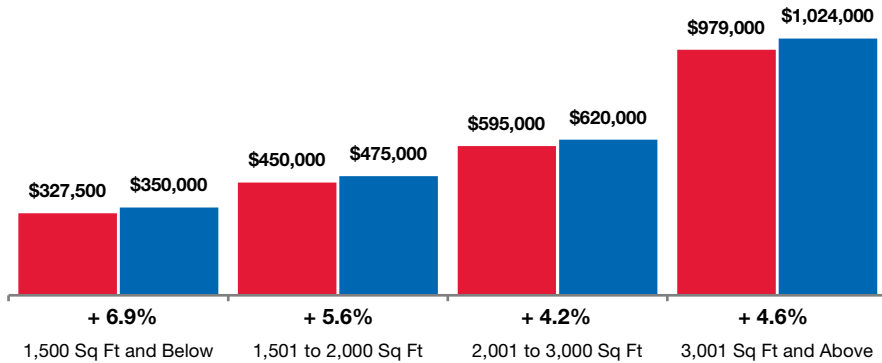


# Median Sales Price

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.**

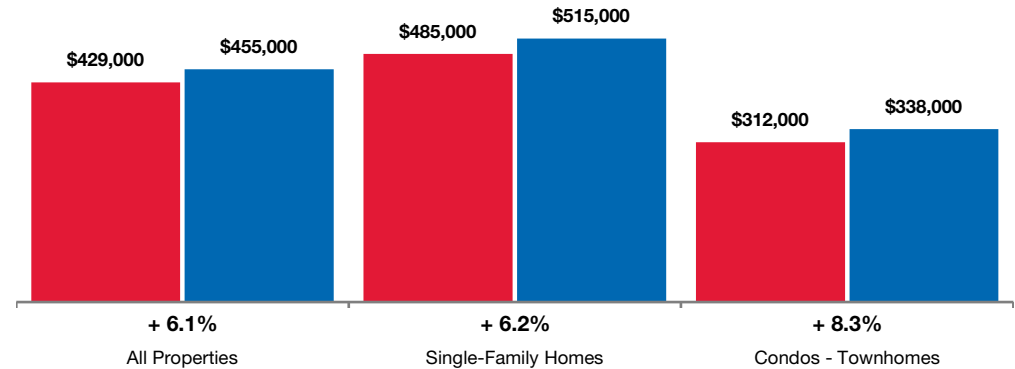
## By Square Feet

■ 07-2014 ■ 07-2015



## By Property Type

■ 07-2014 ■ 07-2015



By Square Feet	All Properties		
	07-2014	07-2015	Change
1,500 Sq Ft and Below	\$327,500	\$350,000	+ 6.9%
1,501 to 2,000 Sq Ft	\$450,000	\$475,000	+ 5.6%
2,001 to 3,000 Sq Ft	\$595,000	\$620,000	+ 4.2%
3,001 Sq Ft and Above	\$979,000	\$1,024,000	+ 4.6%
<b>All Square Footage</b>	<b>\$429,000</b>	<b>\$455,000</b>	<b>+ 6.1%</b>

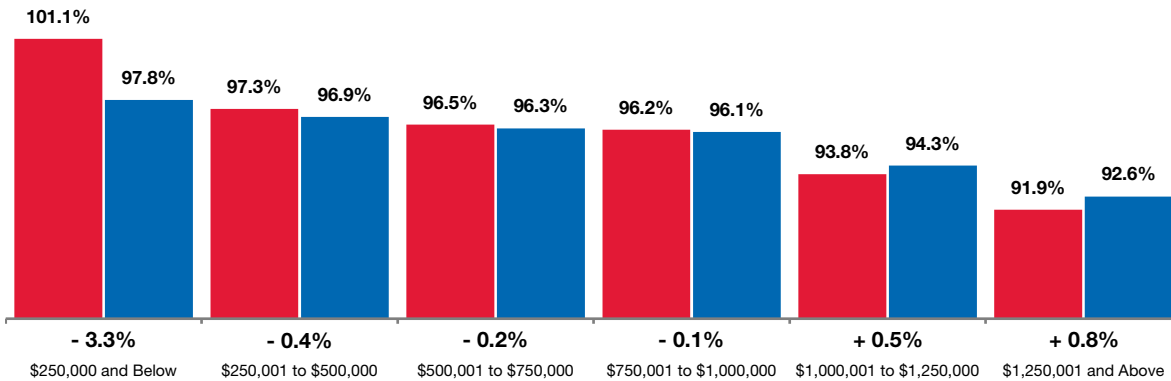
	Single-Family Homes			Condos - Townhomes		
	07-2014	07-2015	Change	07-2014	07-2015	Change
	\$365,000	\$385,000	+ 5.5%	\$285,000	\$308,000	+ 8.1%
	\$450,000	\$475,000	+ 5.6%	\$460,000	\$495,000	+ 7.6%
	\$590,000	\$615,000	+ 4.2%	\$766,000	\$825,000	+ 7.7%
	\$975,000	\$1,020,000	+ 4.6%	\$2,075,000	\$2,000,000	- 3.6%
	<b>\$485,000</b>	<b>\$515,000</b>	<b>+ 6.2%</b>	<b>\$312,000</b>	<b>\$338,000</b>	<b>+ 8.3%</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.**

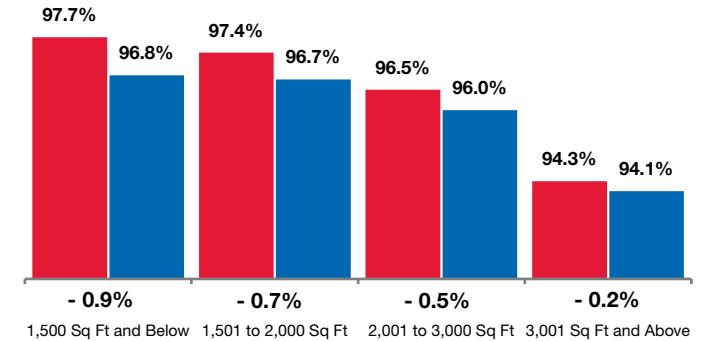
## By Price Range

■ 07-2014 ■ 07-2015



## By Square Feet

■ 07-2014 ■ 07-2015



## All Properties

By Price Range	07-2014	07-2015	Change
\$250,000 and Below	101.1%	97.8%	- 3.3%
\$250,001 to \$500,000	97.3%	96.9%	- 0.4%
\$500,001 to \$750,000	96.5%	96.3%	- 0.2%
\$750,001 to \$1,000,000	96.2%	96.1%	- 0.1%
\$1,000,001 to \$1,250,000	93.8%	94.3%	+ 0.5%
\$1,250,001 and Above	91.9%	92.6%	+ 0.8%
<b>All Price Ranges</b>	<b>97.1%</b>	<b>96.4%</b>	<b>- 0.7%</b>

## Single-Family Homes

07-2014	07-2015	Change	07-2014	07-2015	Change
96.7%	92.2%	- 4.7%	98.9%	96.3%	- 2.6%
97.5%	96.7%	- 0.8%	97.5%	97.0%	- 0.5%
97.1%	96.7%	- 0.4%	96.9%	96.8%	- 0.1%
96.2%	96.3%	+ 0.1%	95.5%	96.1%	+ 0.6%
94.6%	94.5%	- 0.1%	93.0%	93.8%	+ 0.9%
92.8%	93.5%	+ 0.8%	93.5%	94.2%	+ 0.7%
<b>96.8%</b>	<b>96.3%</b>	<b>- 0.5%</b>	<b>97.7%</b>	<b>96.7%</b>	<b>- 1.0%</b>

## Condos - Townhomes

By Square Feet	07-2014	07-2015	Change
1,500 Sq Ft and Below	97.7%	96.8%	- 0.9%
1,501 to 2,000 Sq Ft	97.4%	96.7%	- 0.7%
2,001 to 3,000 Sq Ft	96.5%	96.0%	- 0.5%
3,001 Sq Ft and Above	94.3%	94.1%	- 0.2%
<b>All Square Footage</b>	<b>97.1%</b>	<b>96.4%</b>	<b>- 0.7%</b>

07-2014	07-2015	Change	07-2014	07-2015	Change
97.6%	97.0%	- 0.6%	97.9%	96.8%	- 1.1%
97.4%	96.8%	- 0.6%	97.3%	96.6%	- 0.7%
96.6%	96.1%	- 0.5%	95.3%	95.2%	- 0.1%
94.3%	94.1%	- 0.2%	92.8%	92.6%	- 0.2%
<b>96.8%</b>	<b>96.3%</b>	<b>- 0.5%</b>	<b>97.7%</b>	<b>96.7%</b>	<b>- 1.0%</b>

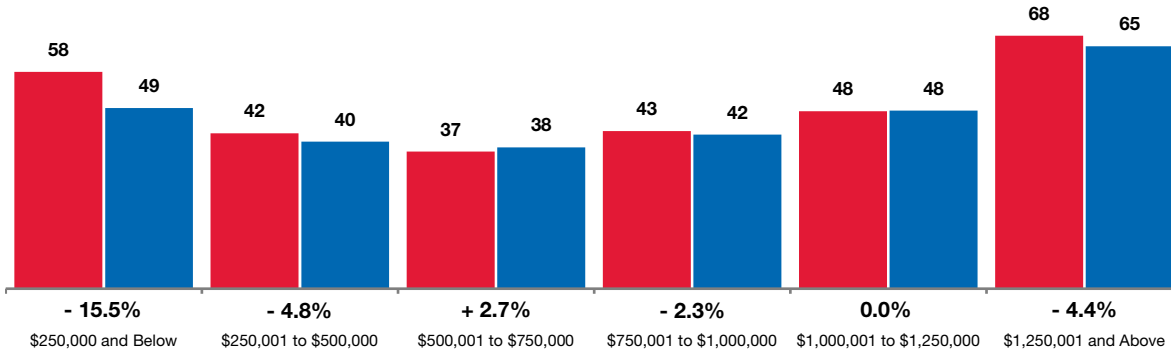


# Days on Market Until Sale

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.

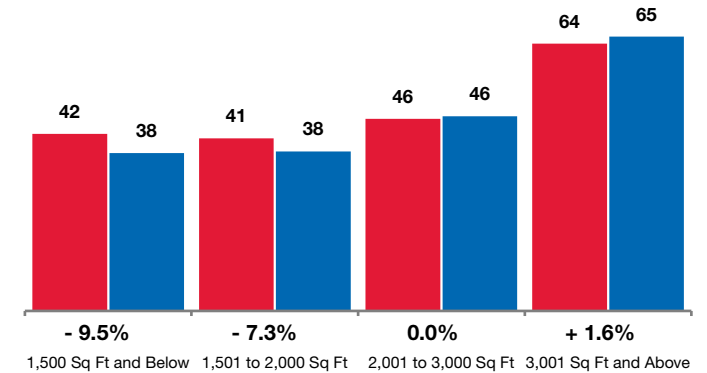
## By Price Range

■ 07-2014 ■ 07-2015



## By Square Feet

■ 07-2014 ■ 07-2015



## All Properties

By Price Range	07-2014	07-2015	Change
\$250,000 and Below	58	49	-15.5%
\$250,001 to \$500,000	42	40	-4.8%
\$500,001 to \$750,000	37	38	+2.7%
\$750,001 to \$1,000,000	43	42	-2.3%
\$1,000,001 to \$1,250,000	48	48	0.0%
\$1,250,001 and Above	68	65	-4.4%
<b>All Price Ranges</b>	<b>45</b>	<b>42</b>	<b>-6.7%</b>

## Single-Family Homes

07-2014	07-2015	Change	07-2014	07-2015	Change
88	75	-14.8%	52	45	-13.5%
43	41	-4.7%	39	37	-5.1%
37	38	+2.7%	37	39	+5.4%
42	41	-2.4%	49	48	-2.0%
46	47	+2.2%	61	58	-4.9%
69	65	-5.8%	63	68	+7.9%
<b>45</b>	<b>43</b>	<b>-4.4%</b>	<b>44</b>	<b>40</b>	<b>-9.1%</b>

## Condos - Townhomes

By Square Feet	07-2014	07-2015	Change
1,500 Sq Ft and Below	42	38	-9.5%
1,501 to 2,000 Sq Ft	41	38	-7.3%
2,001 to 3,000 Sq Ft	46	46	0.0%
3,001 Sq Ft and Above	64	65	+1.6%
<b>All Square Footage</b>	<b>45</b>	<b>42</b>	<b>-6.7%</b>

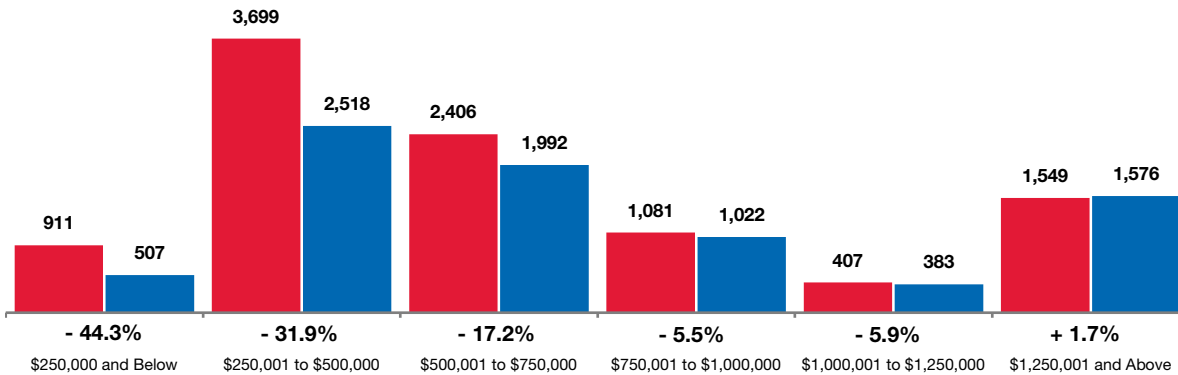
07-2014	07-2015	Change	07-2014	07-2015	Change
40	35	-12.5%	44	39	-11.4%
40	37	-7.5%	43	42	-2.3%
45	45	0.0%	55	60	+9.1%
64	65	+1.6%	58	68	+17.2%
<b>45</b>	<b>43</b>	<b>-4.4%</b>	<b>44</b>	<b>40</b>	<b>-9.1%</b>

# 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.

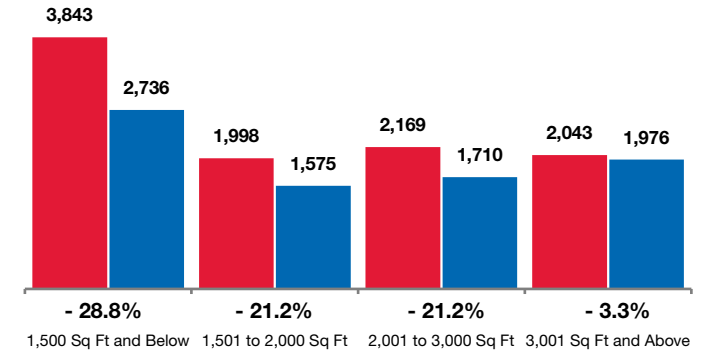
## By Price Range

■ 07-2014 ■ 07-2015



## By Square Feet

■ 07-2014 ■ 07-2015



## All Properties

By Price Range	07-2014	07-2015	Change
\$250,000 and Below	911	507	- 44.3%
\$250,001 to \$500,000	3,699	2,518	- 31.9%
\$500,001 to \$750,000	2,406	1,992	- 17.2%
\$750,001 to \$1,000,000	1,081	1,022	- 5.5%
\$1,000,001 to \$1,250,000	407	383	- 5.9%
\$1,250,001 and Above	1,549	1,576	+ 1.7%
<b>All Price Ranges</b>	<b>10,054</b>	<b>7,998</b>	<b>- 20.4%</b>

## Single-Family Homes

07-2014	07-2015	Change	07-2014	07-2015	Change
199	110	- 44.7%	712	397	- 44.2%
2,259	1,421	- 37.1%	1,440	1,097	- 23.8%
1,938	1,617	- 16.6%	468	375	- 19.9%
915	885	- 3.3%	166	137	- 17.5%
337	311	- 7.7%	70	72	+ 2.9%
1,368	1,400	+ 2.3%	181	176	- 2.8%
<b>7,017</b>	<b>5,744</b>	<b>- 18.1%</b>	<b>3,037</b>	<b>2,254</b>	<b>- 25.8%</b>

## Condos - Townhomes

By Square Feet	07-2014	07-2015	Change
1,500 Sq Ft and Below	3,843	2,736	- 28.8%
1,501 to 2,000 Sq Ft	1,998	1,575	- 21.2%
2,001 to 3,000 Sq Ft	2,169	1,710	- 21.2%
3,001 Sq Ft and Above	2,043	1,976	- 3.3%
<b>All Square Footage</b>	<b>10,054</b>	<b>7,998</b>	<b>- 20.4%</b>

07-2014	07-2015	Change	07-2014	07-2015	Change
1,522	1,071	- 29.6%	2,321	1,665	- 28.3%
1,465	1,149	- 21.6%	533	426	- 20.1%
2,011	1,564	- 22.2%	158	146	- 7.6%
2,018	1,959	- 2.9%	25	17	- 32.0%
<b>7,017</b>	<b>5,744</b>	<b>- 18.1%</b>	<b>3,037</b>	<b>2,254</b>	<b>- 25.8%</b>

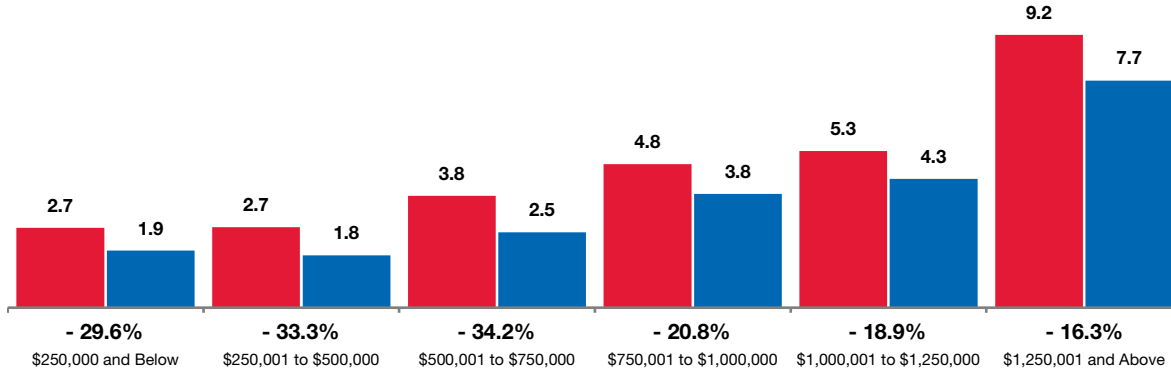


# Months Supply of Inventory

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.

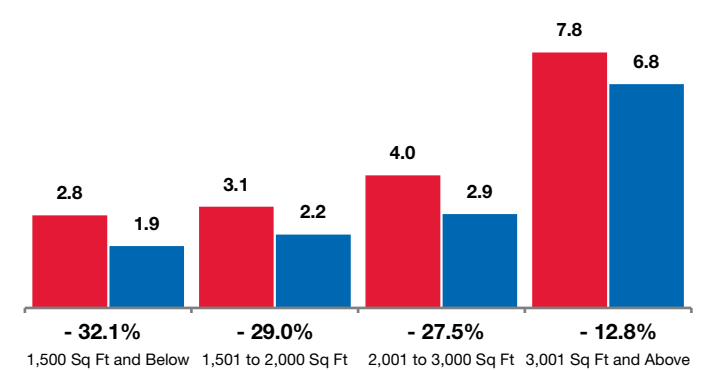
## By Price Range

■ 07-2014 ■ 07-2015



## By Square Feet

■ 07-2014 ■ 07-2015



### All Properties

By Price Range	07-2014	07-2015	Change
\$250,000 and Below	2.7	1.9	-29.6%
\$250,001 to \$500,000	2.7	1.8	-33.3%
\$500,001 to \$750,000	3.8	2.5	-34.2%
\$750,001 to \$1,000,000	4.8	3.8	-20.8%
\$1,000,001 to \$1,250,000	5.3	4.3	-18.9%
\$1,250,001 and Above	9.2	7.7	-16.3%
<b>All Price Ranges</b>	<b>3.6</b>	<b>2.6</b>	<b>-27.8%</b>

### Single-Family Homes

07-2014	07-2015	Change	07-2014	07-2015	Change
3.3	3.2	-3.0%	2.6	1.7	-34.6%
2.6	1.6	-38.5%	3.0	2.0	-33.3%
3.7	2.5	-32.4%	4.1	2.6	-36.6%
4.8	3.8	-20.8%	5.2	3.8	-26.9%
5.0	4.1	-18.0%	6.9	6.2	-10.1%
9.2	7.9	-14.1%	9.1	6.1	-33.0%
<b>3.7</b>	<b>2.8</b>	<b>-24.3%</b>	<b>3.3</b>	<b>2.2</b>	<b>-33.3%</b>

### Condos - Townhomes

By Square Feet	07-2014	07-2015	Change
1,500 Sq Ft and Below	2.8	1.9	-32.1%
1,501 to 2,000 Sq Ft	3.1	2.2	-29.0%
2,001 to 3,000 Sq Ft	4.0	2.9	-27.5%
3,001 Sq Ft and Above	7.8	6.8	-12.8%
<b>All Square Footage</b>	<b>3.6</b>	<b>2.6</b>	<b>-27.8%</b>

07-2014	07-2015	Change	07-2014	07-2015	Change
2.5	1.7	-32.0%	3.1	2.0	-35.5%
2.9	2.1	-27.6%	3.6	2.6	-27.8%
3.9	2.8	-28.2%	6.2	4.7	-24.2%
7.8	6.8	-12.8%	10.7	6.8	-36.4%
<b>3.7</b>	<b>2.8</b>	<b>-24.3%</b>	<b>3.3</b>	<b>2.2</b>	<b>-33.3%</b>