

# Housing Supply Overview

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

## August 2015

Like school busses in a darker dawn, the typical seasonal slowdown is imminent. Numbers may be a bit in flux, but no drastic year-over-year drops or rises are anticipated across most markets. For the 12-month period spanning September 2014 through August 2015, Pending Sales in San Diego County were up 9.7 percent overall. The price range with the largest gain in sales was the \$500,001 to \$750,000 range, where they increased 23.0 percent.

The overall Median Sales Price was up 6.5 percent to \$458,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 7.9 percent to \$340,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 37 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 22.1 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 20.6 percent. That amounts to 2.8 months supply for Single-Family Homes and 2.2 months supply for Condos - Townhomes.

## Quick Facts

**+ 23.0%**

**+ 12.1%**

**+ 10.1%**

Price Range With  
Strongest Pending Sales:  
**\$500,001 to \$750,000**

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

Property Type With  
Strongest Pending Sales:  
**Condos - Townhomes**

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

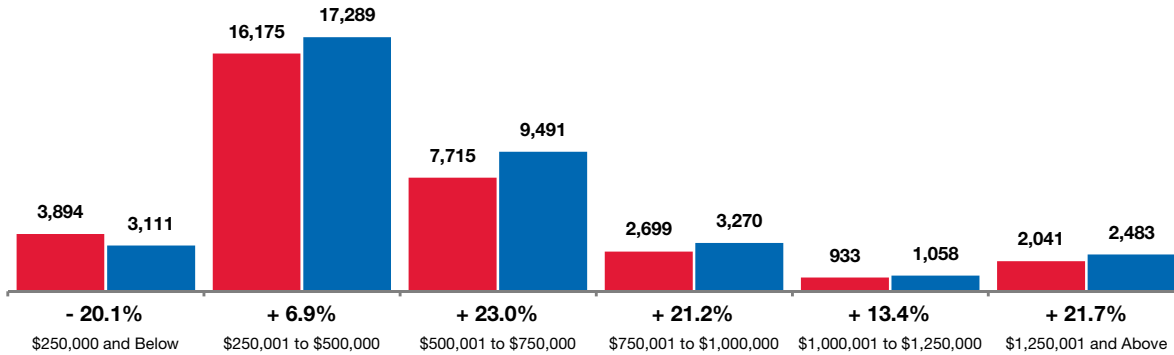
|   |          |
|---|----------|
| Pending Sales                           | <b>2</b> |
| Closed Sales                            | <b>3</b> |
| Median Sales Price                      | <b>4</b> |
| Percent of Original List Price Received | <b>5</b> |
| Days on Market Until Sale               | <b>6</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.

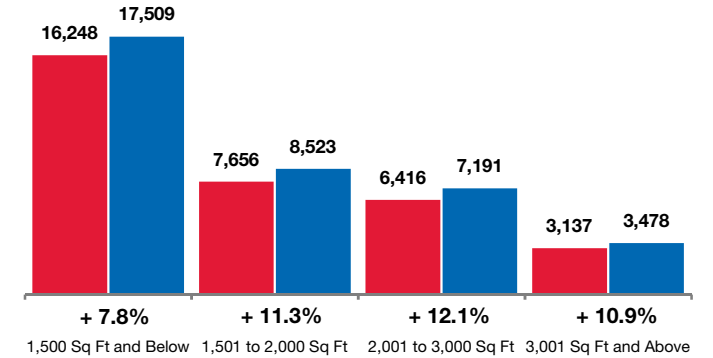
## By Price Range

■ 08-2014 ■ 08-2015



## By Square Feet

■ 08-2014 ■ 08-2015



### All Properties

| By Price Range             | 08-2014       | 08-2015       | Change        |
|----------------------------|---------------|---------------|---------------|
| \$250,000 and Below        | 3,894         | 3,111         | - 20.1%       |
| \$250,001 to \$500,000     | 16,175        | 17,289        | + 6.9%        |
| \$500,001 to \$750,000     | 7,715         | 9,491         | + 23.0%       |
| \$750,001 to \$1,000,000   | 2,699         | 3,270         | + 21.2%       |
| \$1,000,001 to \$1,250,000 | 933           | 1,058         | + 13.4%       |
| \$1,250,001 and Above      | 2,041         | 2,483         | + 21.7%       |
| <b>All Price Ranges</b>    | <b>33,457</b> | <b>36,703</b> | <b>+ 9.7%</b> |

### Single-Family Homes

| 08-2014       | 08-2015       | Change        | 08-2014       | 08-2015       | Change         |
|---------------|---------------|---------------|---------------|---------------|----------------|
| 683           | 411           | - 39.8%       | 3,211         | 2,700         | - 15.9%        |
| 10,437        | 10,391        | - 0.4%        | 5,738         | 6,898         | + 20.2%        |
| 6,310         | 7,754         | + 22.9%       | 1,405         | 1,737         | + 23.6%        |
| 2,304         | 2,835         | + 23.0%       | 395           | 435           | + 10.1%        |
| 814           | 916           | + 12.5%       | 119           | 142           | + 19.3%        |
| 1,787         | 2,146         | + 20.1%       | 254           | 337           | + 32.7%        |
| <b>22,335</b> | <b>24,454</b> | <b>+ 9.5%</b> | <b>11,122</b> | <b>12,249</b> | <b>+ 10.1%</b> |

### Condos - Townhomes

| By Square Feet            | 08-2014       | 08-2015       | Change        |
|---------------------------|---------------|---------------|---------------|
| 1,500 Sq Ft and Below     | 16,248        | 17,509        | + 7.8%        |
| 1,501 to 2,000 Sq Ft      | 7,656         | 8,523         | + 11.3%       |
| 2,001 to 3,000 Sq Ft      | 6,416         | 7,191         | + 12.1%       |
| 3,001 Sq Ft and Above     | 3,137         | 3,478         | + 10.9%       |
| <b>All Square Footage</b> | <b>33,457</b> | <b>36,703</b> | <b>+ 9.7%</b> |

| 08-2014       | 08-2015       | Change        | 08-2014       | 08-2015       | Change         |
|---------------|---------------|---------------|---------------|---------------|----------------|
| 7,253         | 7,621         | + 5.1%        | 8,995         | 9,888         | + 9.9%         |
| 5,872         | 6,571         | + 11.9%       | 1,784         | 1,952         | + 9.4%         |
| 6,100         | 6,812         | + 11.7%       | 316           | 379           | + 19.9%        |
| 3,110         | 3,448         | + 10.9%       | 27            | 30            | + 11.1%        |
| <b>22,335</b> | <b>24,454</b> | <b>+ 9.5%</b> | <b>11,122</b> | <b>12,249</b> | <b>+ 10.1%</b> |

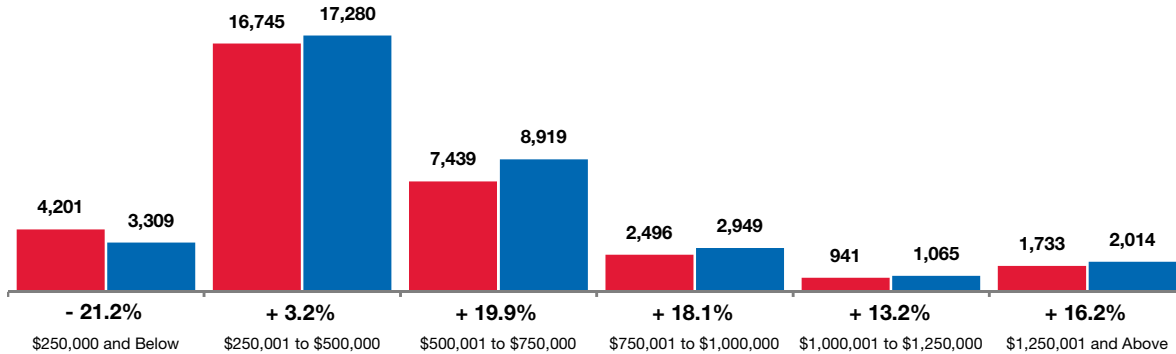


# Closed Sales

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

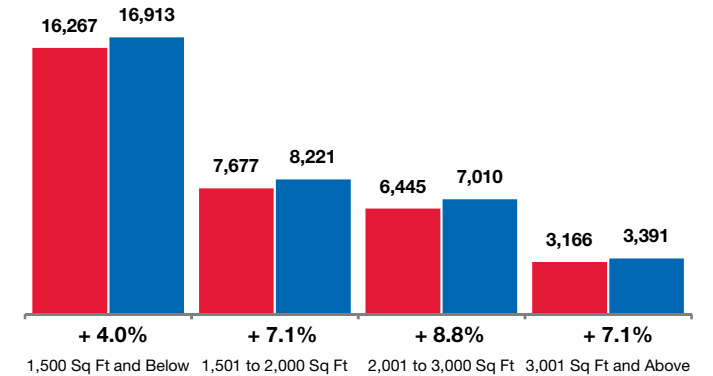
## By Price Range

■ 08-2014 ■ 08-2015



## By Square Feet

■ 08-2014 ■ 08-2015



### All Properties

| By Price Range             | 08-2014       | 08-2015       | Change        |
|----------------------------|---------------|---------------|---------------|
| \$250,000 and Below        | 4,201         | 3,309         | - 21.2%       |
| \$250,001 to \$500,000     | 16,745        | 17,280        | + 3.2%        |
| \$500,001 to \$750,000     | 7,439         | 8,919         | + 19.9%       |
| \$750,001 to \$1,000,000   | 2,496         | 2,949         | + 18.1%       |
| \$1,000,001 to \$1,250,000 | 941           | 1,065         | + 13.2%       |
| \$1,250,001 and Above      | 1,733         | 2,014         | + 16.2%       |
| <b>All Price Ranges</b>    | <b>33,555</b> | <b>35,536</b> | <b>+ 5.9%</b> |

### Single-Family Homes

| 08-2014       | 08-2015       | Change        | 08-2014       | 08-2015       | Change        |
|---------------|---------------|---------------|---------------|---------------|---------------|
| 716           | 419           | - 41.5%       | 3,485         | 2,890         | - 17.1%       |
| 11,045        | 10,779        | - 2.4%        | 5,700         | 6,501         | + 14.1%       |
| 6,130         | 7,311         | + 19.3%       | 1,309         | 1,608         | + 22.8%       |
| 2,154         | 2,557         | + 18.7%       | 342           | 392           | + 14.6%       |
| 811           | 928           | + 14.4%       | 130           | 137           | + 5.4%        |
| 1,572         | 1,765         | + 12.3%       | 161           | 249           | + 54.7%       |
| <b>22,428</b> | <b>23,759</b> | <b>+ 5.9%</b> | <b>11,127</b> | <b>11,777</b> | <b>+ 5.8%</b> |

### Condos - Townhomes

| By Price Range             | 08-2014       | 08-2015       | Change        |
|----------------------------|---------------|---------------|---------------|
| \$250,000 and Below        | 4,201         | 3,309         | - 21.2%       |
| \$250,001 to \$500,000     | 16,745        | 17,280        | + 3.2%        |
| \$500,001 to \$750,000     | 7,439         | 8,919         | + 19.9%       |
| \$750,001 to \$1,000,000   | 2,496         | 2,949         | + 18.1%       |
| \$1,000,001 to \$1,250,000 | 941           | 1,065         | + 13.2%       |
| \$1,250,001 and Above      | 1,733         | 2,014         | + 16.2%       |
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| 716           | 419           | - 41.5%       | 3,485         | 2,890         | - 17.1%       |
| 11,045        | 10,779        | - 2.4%        | 5,700         | 6,501         | + 14.1%       |
| 6,130         | 7,311         | + 19.3%       | 1,309         | 1,608         | + 22.8%       |
| 2,154         | 2,557         | + 18.7%       | 342           | 392           | + 14.6%       |
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| <b>22,428</b> | <b>23,759</b> | <b>+ 5.9%</b> | <b>11,127</b> | <b>11,777</b> | <b>+ 5.8%</b> |

| By Square Feet            | 08-2014       | 08-2015       | Change        |
|---------------------------|---------------|---------------|---------------|
| 1,500 Sq Ft and Below     | 16,267        | 16,913        | + 4.0%        |
| 1,501 to 2,000 Sq Ft      | 7,677         | 8,221         | + 7.1%        |
| 2,001 to 3,000 Sq Ft      | 6,445         | 7,010         | + 8.8%        |
| 3,001 Sq Ft and Above     | 3,166         | 3,391         | + 7.1%        |
| <b>All Square Footage</b> | <b>33,555</b> | <b>35,536</b> | <b>+ 5.9%</b> |

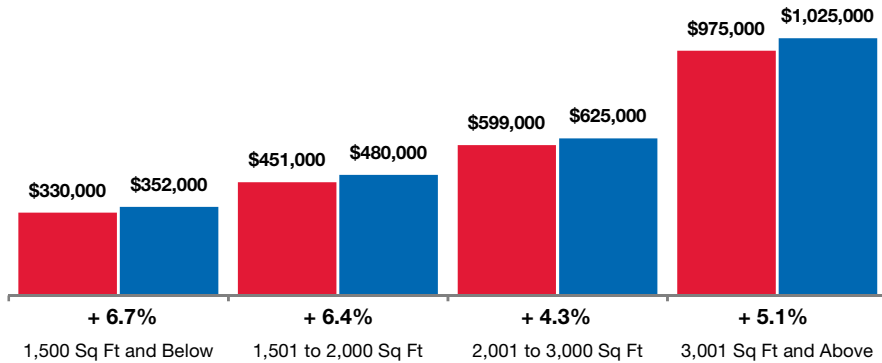


# Median Sales Price

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.**

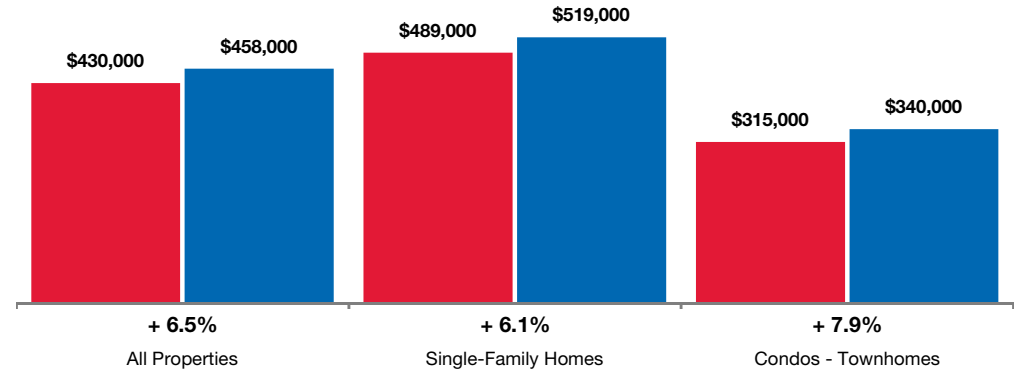
## By Square Feet

■ 08-2014 ■ 08-2015



## By Property Type

■ 08-2014 ■ 08-2015



| By Square Feet            | All Properties   |                  |               |
|---------------------------|------------------|------------------|---------------|
|                           | 08-2014          | 08-2015          | Change        |
| 1,500 Sq Ft and Below     | \$330,000        | \$352,000        | + 6.7%        |
| 1,501 to 2,000 Sq Ft      | \$451,000        | \$480,000        | + 6.4%        |
| 2,001 to 3,000 Sq Ft      | \$599,000        | \$625,000        | + 4.3%        |
| 3,001 Sq Ft and Above     | \$975,000        | \$1,025,000      | + 5.1%        |
| <b>All Square Footage</b> | <b>\$430,000</b> | <b>\$458,000</b> | <b>+ 6.5%</b> |

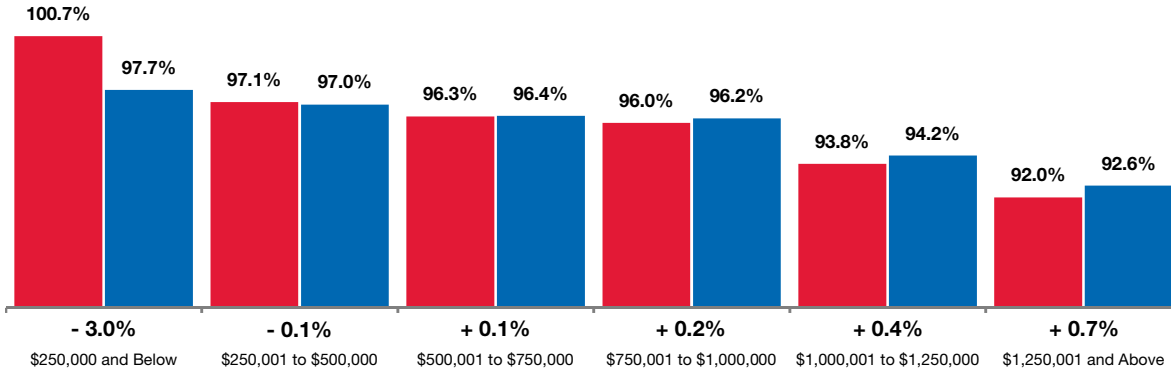
|  | Single-Family Homes |                  |               | Condos - Townhomes |                  |               |
|--|---------------------|------------------|---------------|--------------------|------------------|---------------|
|  | 08-2014             | 08-2015          | Change        | 08-2014            | 08-2015          | Change        |
|  | \$365,000           | \$389,900        | + 6.8%        | \$286,000          | \$310,000        | + 8.4%        |
|  | \$450,000           | \$475,100        | + 5.6%        | \$464,000          | \$495,000        | + 6.7%        |
|  | \$590,000           | \$618,000        | + 4.7%        | \$782,500          | \$830,000        | + 6.1%        |
|  | \$975,000           | \$1,020,000      | + 4.6%        | \$2,050,000        | \$2,000,000      | - 2.4%        |
|  | <b>\$489,000</b>    | <b>\$519,000</b> | <b>+ 6.1%</b> | <b>\$315,000</b>   | <b>\$340,000</b> | <b>+ 7.9%</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.**

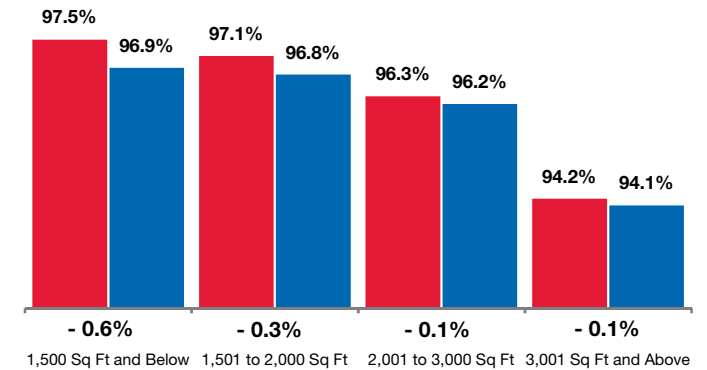
## By Price Range

■ 08-2014 ■ 08-2015



## By Square Feet

■ 08-2014 ■ 08-2015



## All Properties

| By Price Range             | 08-2014      | 08-2015      | Change        |
|----------------------------|--------------|--------------|---------------|
| \$250,000 and Below        | 100.7%       | 97.7%        | - 3.0%        |
| \$250,001 to \$500,000     | 97.1%        | 97.0%        | - 0.1%        |
| \$500,001 to \$750,000     | 96.3%        | 96.4%        | + 0.1%        |
| \$750,001 to \$1,000,000   | 96.0%        | 96.2%        | + 0.2%        |
| \$1,000,001 to \$1,250,000 | 93.8%        | 94.2%        | + 0.4%        |
| \$1,250,001 and Above      | 92.0%        | 92.6%        | + 0.7%        |
| <b>All Price Ranges</b>    | <b>96.9%</b> | <b>96.4%</b> | <b>- 0.5%</b> |

## Single-Family Homes

| 08-2014      | 08-2015      | Change        | 08-2014      | 08-2015      | Change        |
|--------------|--------------|---------------|--------------|--------------|---------------|
| 95.9%        | 92.5%        | - 3.5%        | 98.4%        | 96.3%        | - 2.1%        |
| 97.2%        | 96.8%        | - 0.4%        | 97.2%        | 97.0%        | - 0.2%        |
| 96.9%        | 96.8%        | - 0.1%        | 96.8%        | 96.9%        | + 0.1%        |
| 96.2%        | 96.3%        | + 0.1%        | 95.5%        | 96.1%        | + 0.6%        |
| 94.4%        | 94.5%        | + 0.1%        | 93.4%        | 94.0%        | + 0.6%        |
| 92.8%        | 93.5%        | + 0.8%        | 93.1%        | 94.2%        | + 1.2%        |
| <b>96.6%</b> | <b>96.3%</b> | <b>- 0.3%</b> | <b>97.4%</b> | <b>96.7%</b> | <b>- 0.7%</b> |

## Condos - Townhomes

| By Square Feet            | 08-2014      | 08-2015      | Change        |
|---------------------------|--------------|--------------|---------------|
| 1,500 Sq Ft and Below     | 97.5%        | 96.9%        | - 0.6%        |
| 1,501 to 2,000 Sq Ft      | 97.1%        | 96.8%        | - 0.3%        |
| 2,001 to 3,000 Sq Ft      | 96.3%        | 96.2%        | - 0.1%        |
| 3,001 Sq Ft and Above     | 94.2%        | 94.1%        | - 0.1%        |
| <b>All Square Footage</b> | <b>96.9%</b> | <b>96.4%</b> | <b>- 0.5%</b> |

| 08-2014      | 08-2015      | Change        | 08-2014      | 08-2015      | Change        |
|--------------|--------------|---------------|--------------|--------------|---------------|
| 97.3%        | 97.0%        | - 0.3%        | 97.6%        | 96.8%        | - 0.8%        |
| 97.2%        | 96.8%        | - 0.4%        | 97.0%        | 96.6%        | - 0.4%        |
| 96.4%        | 96.2%        | - 0.2%        | 94.9%        | 95.3%        | + 0.4%        |
| 94.2%        | 94.1%        | - 0.1%        | 93.2%        | 91.8%        | - 1.5%        |
| <b>96.6%</b> | <b>96.3%</b> | <b>- 0.3%</b> | <b>97.4%</b> | <b>96.7%</b> | <b>- 0.7%</b> |

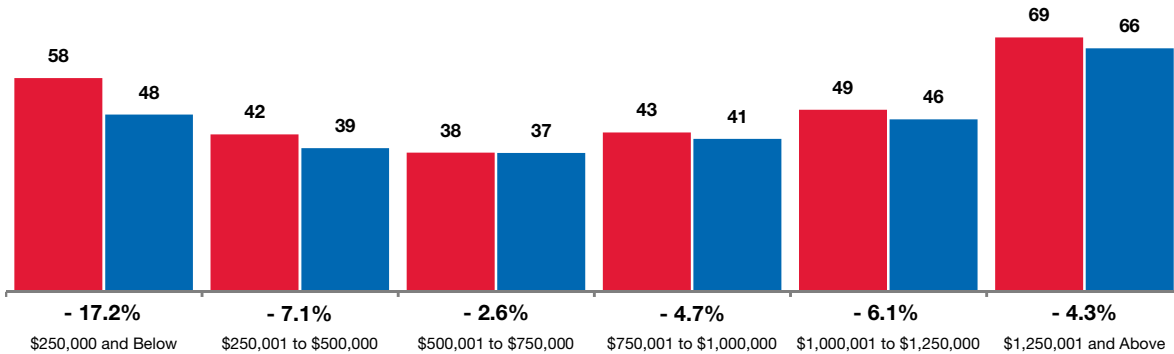


# Days on Market Until Sale

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.

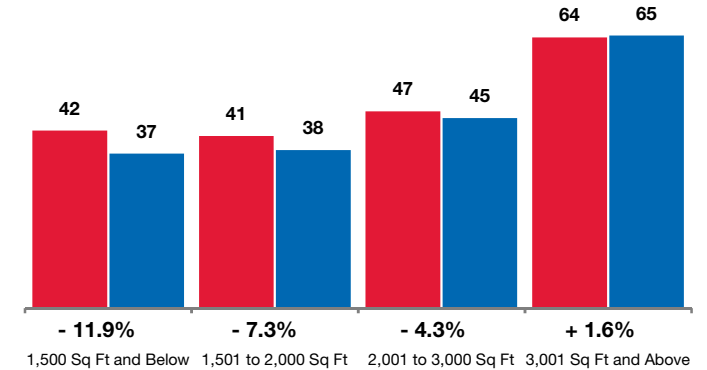
## By Price Range

■ 08-2014 ■ 08-2015



## By Square Feet

■ 08-2014 ■ 08-2015



### All Properties

| By Price Range             | 08-2014   | 08-2015   | Change       |
|----------------------------|-----------|-----------|--------------|
| \$250,000 and Below        | 58        | 48        | -17.2%       |
| \$250,001 to \$500,000     | 42        | 39        | -7.1%        |
| \$500,001 to \$750,000     | 38        | 37        | -2.6%        |
| \$750,001 to \$1,000,000   | 43        | 41        | -4.7%        |
| \$1,000,001 to \$1,250,000 | 49        | 46        | -6.1%        |
| \$1,250,001 and Above      | 69        | 66        | -4.3%        |
| <b>All Price Ranges</b>    | <b>45</b> | <b>41</b> | <b>-8.9%</b> |

### Single-Family Homes

| 08-2014   | 08-2015   | Change       |
|-----------|-----------|--------------|
| 85        | 72        | -15.3%       |
| 44        | 40        | -9.1%        |
| 38        | 37        | -2.6%        |
| 42        | 40        | -4.8%        |
| 48        | 45        | -6.3%        |
| 69        | 65        | -5.8%        |
| <b>45</b> | <b>42</b> | <b>-6.7%</b> |

### Condos - Townhomes

| 08-2014   | 08-2015   | Change       |
|-----------|-----------|--------------|
| 52        | 44        | -15.4%       |
| 39        | 36        | -7.7%        |
| 37        | 39        | +5.4%        |
| 50        | 46        | -8.0%        |
| 55        | 56        | +1.8%        |
| 64        | 70        | +9.4%        |
| <b>44</b> | <b>40</b> | <b>-9.1%</b> |

### By Square Feet

| 08-2014   | 08-2015   | Change       |
|-----------|-----------|--------------|
| 42        | 37        | -11.9%       |
| 41        | 38        | -7.3%        |
| 47        | 45        | -4.3%        |
| 64        | 65        | +1.6%        |
| <b>45</b> | <b>41</b> | <b>-8.9%</b> |

| 08-2014   | 08-2015   | Change       |
|-----------|-----------|--------------|
| 40        | 34        | -15.0%       |
| 40        | 36        | -10.0%       |
| 46        | 44        | -4.3%        |
| 64        | 65        | +1.6%        |
| <b>45</b> | <b>42</b> | <b>-6.7%</b> |

| 08-2014   | 08-2015   | Change       |
|-----------|-----------|--------------|
| 44        | 39        | -11.4%       |
| 43        | 42        | -2.3%        |
| 55        | 59        | +7.3%        |
| 58        | 71        | +22.4%       |
| <b>44</b> | <b>40</b> | <b>-9.1%</b> |

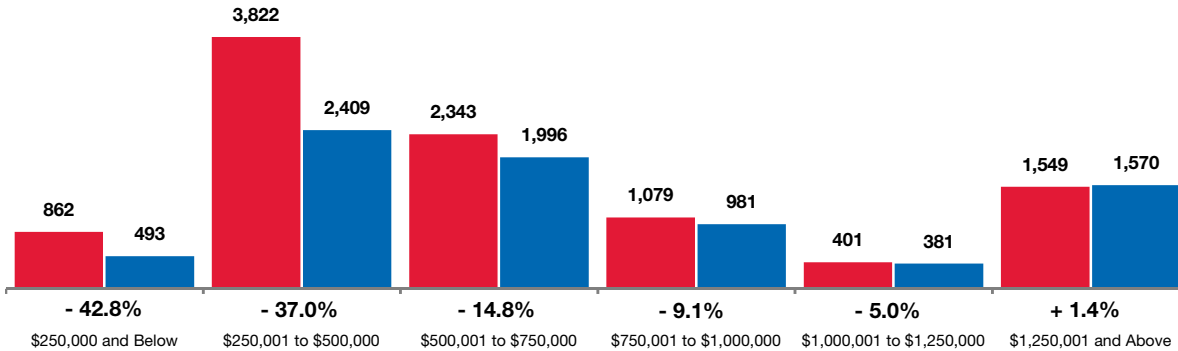


# Inventory of Homes for Sale

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

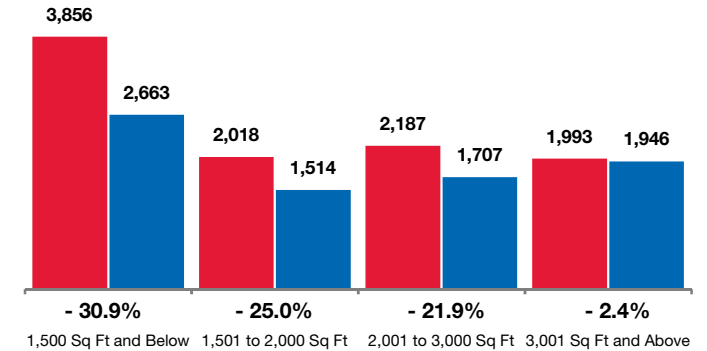
## By Price Range

■ 08-2014 ■ 08-2015



## By Square Feet

■ 08-2014 ■ 08-2015



### All Properties

| By Price Range             | 08-2014       | 08-2015      | Change         |
|----------------------------|---------------|--------------|----------------|
| \$250,000 and Below        | 862           | 493          | - 42.8%        |
| \$250,001 to \$500,000     | 3,822         | 2,409        | - 37.0%        |
| \$500,001 to \$750,000     | 2,343         | 1,996        | - 14.8%        |
| \$750,001 to \$1,000,000   | 1,079         | 981          | - 9.1%         |
| \$1,000,001 to \$1,250,000 | 401           | 381          | - 5.0%         |
| \$1,250,001 and Above      | 1,549         | 1,570        | + 1.4%         |
| <b>All Price Ranges</b>    | <b>10,057</b> | <b>7,830</b> | <b>- 22.1%</b> |

### Single-Family Homes

| 08-2014      | 08-2015      | Change         | 08-2014      | 08-2015      | Change         |
|--------------|--------------|----------------|--------------|--------------|----------------|
| 190          | 97           | - 48.9%        | 672          | 396          | - 41.1%        |
| 2,335        | 1,339        | - 42.7%        | 1,487        | 1,070        | - 28.0%        |
| 1,914        | 1,630        | - 14.8%        | 429          | 366          | - 14.7%        |
| 917          | 839          | - 8.5%         | 162          | 142          | - 12.3%        |
| 330          | 315          | - 4.5%         | 71           | 66           | - 7.0%         |
| 1,377        | 1,388        | + 0.8%         | 172          | 182          | + 5.8%         |
| <b>7,064</b> | <b>5,608</b> | <b>- 20.6%</b> | <b>2,993</b> | <b>2,222</b> | <b>- 25.8%</b> |

### Condos - Townhomes

| By Square Feet            | 08-2014       | 08-2015      | Change         |
|---------------------------|---------------|--------------|----------------|
| 1,500 Sq Ft and Below     | 3,856         | 2,663        | - 30.9%        |
| 1,501 to 2,000 Sq Ft      | 2,018         | 1,514        | - 25.0%        |
| 2,001 to 3,000 Sq Ft      | 2,187         | 1,707        | - 21.9%        |
| 3,001 Sq Ft and Above     | 1,993         | 1,946        | - 2.4%         |
| <b>All Square Footage</b> | <b>10,057</b> | <b>7,830</b> | <b>- 22.1%</b> |

| 08-2014      | 08-2015      | Change         | 08-2014      | 08-2015      | Change         |
|--------------|--------------|----------------|--------------|--------------|----------------|
| 1,552        | 1,008        | - 35.1%        | 2,304        | 1,655        | - 28.2%        |
| 1,501        | 1,109        | - 26.1%        | 517          | 405          | - 21.7%        |
| 2,039        | 1,567        | - 23.1%        | 148          | 140          | - 5.4%         |
| 1,969        | 1,924        | - 2.3%         | 24           | 22           | - 8.3%         |
| <b>7,064</b> | <b>5,608</b> | <b>- 20.6%</b> | <b>2,993</b> | <b>2,222</b> | <b>- 25.8%</b> |

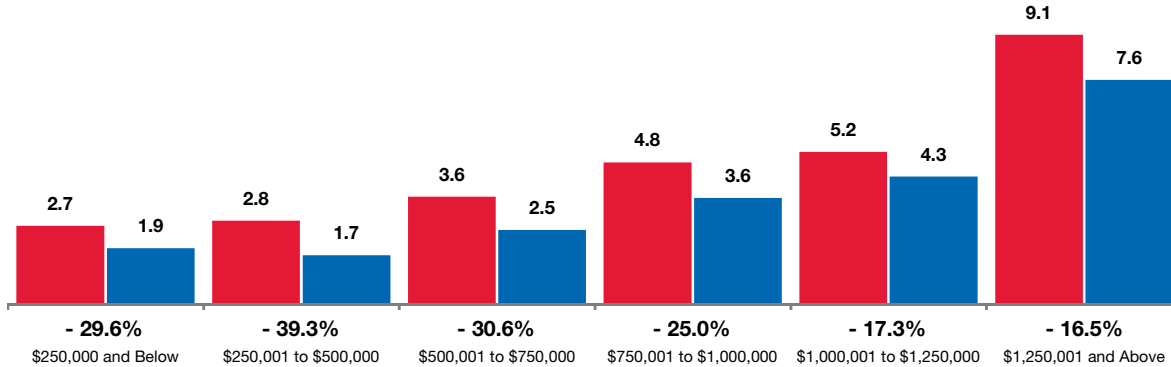


# Months Supply of Inventory

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.

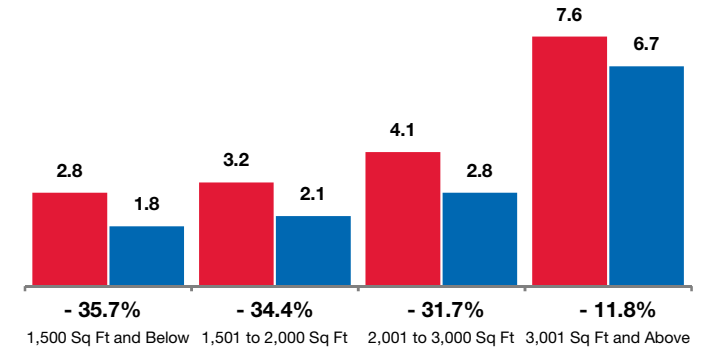
## By Price Range

■ 08-2014 ■ 08-2015



## By Square Feet

■ 08-2014 ■ 08-2015



## All Properties

| By Price Range             | 08-2014    | 08-2015    | Change        |
|----------------------------|------------|------------|---------------|
| \$250,000 and Below        | 2.7        | 1.9        | -29.6%        |
| \$250,001 to \$500,000     | 2.8        | 1.7        | -39.3%        |
| \$500,001 to \$750,000     | 3.6        | 2.5        | -30.6%        |
| \$750,001 to \$1,000,000   | 4.8        | 3.6        | -25.0%        |
| \$1,000,001 to \$1,250,000 | 5.2        | 4.3        | -17.3%        |
| \$1,250,001 and Above      | 9.1        | 7.6        | -16.5%        |
| <b>All Price Ranges</b>    | <b>3.6</b> | <b>2.6</b> | <b>-27.8%</b> |

## Single-Family Homes

| 08-2014    | 08-2015    | Change        | 08-2014    | 08-2015    | Change        |
|------------|------------|---------------|------------|------------|---------------|
| 3.3        | 2.8        | -15.2%        | 2.5        | 1.8        | -28.0%        |
| 2.7        | 1.5        | -44.4%        | 3.1        | 1.9        | -38.7%        |
| 3.6        | 2.5        | -30.6%        | 3.7        | 2.5        | -32.4%        |
| 4.8        | 3.6        | -25.0%        | 4.9        | 3.9        | -20.4%        |
| 4.9        | 4.1        | -16.3%        | 7.2        | 5.6        | -22.2%        |
| 9.2        | 7.8        | -15.2%        | 8.1        | 6.5        | -19.8%        |
| <b>3.8</b> | <b>2.8</b> | <b>-26.3%</b> | <b>3.2</b> | <b>2.2</b> | <b>-31.3%</b> |

## Condos - Townhomes

| By Square Feet            | 08-2014    | 08-2015    | Change        |
|---------------------------|------------|------------|---------------|
| 1,500 Sq Ft and Below     | 2.8        | 1.8        | -35.7%        |
| 1,501 to 2,000 Sq Ft      | 3.2        | 2.1        | -34.4%        |
| 2,001 to 3,000 Sq Ft      | 4.1        | 2.8        | -31.7%        |
| 3,001 Sq Ft and Above     | 7.6        | 6.7        | -11.8%        |
| <b>All Square Footage</b> | <b>3.6</b> | <b>2.6</b> | <b>-27.8%</b> |

| 08-2014    | 08-2015    | Change        | 08-2014    | 08-2015    | Change        |
|------------|------------|---------------|------------|------------|---------------|
| 2.6        | 1.6        | -38.5%        | 3.1        | 2.0        | -35.5%        |
| 3.1        | 2.0        | -35.5%        | 3.5        | 2.5        | -28.6%        |
| 4.0        | 2.8        | -30.0%        | 5.6        | 4.4        | -21.4%        |
| 7.6        | 6.7        | -11.8%        | 10.7       | 8.8        | -17.8%        |
| <b>3.8</b> | <b>2.8</b> | <b>-26.3%</b> | <b>3.2</b> | <b>2.2</b> | <b>-31.3%</b> |

