

Housing Supply Overview

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

September 2015

The best outcomes seen in the past 15 years are upon us. Nary a warning bell is suspect to sound in this time of generalized stability. For the 12-month period spanning October 2014 through September 2015, Pending Sales in San Diego County were up 10.4 percent overall. The price range with the largest gain in sales was the \$500,001 to \$750,000 range, where they increased 23.3 percent.

The overall Median Sales Price was up 5.9 percent to \$459,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 6.9 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 65 days.

Market-wide, inventory levels were down 23.3 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 21.4 percent. That amounts to 2.7 months supply for Single-Family Homes and 2.1 months supply for Condos - Townhomes.

Quick Facts

+ 23.3%

+ 12.9%

+ 11.7%

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.

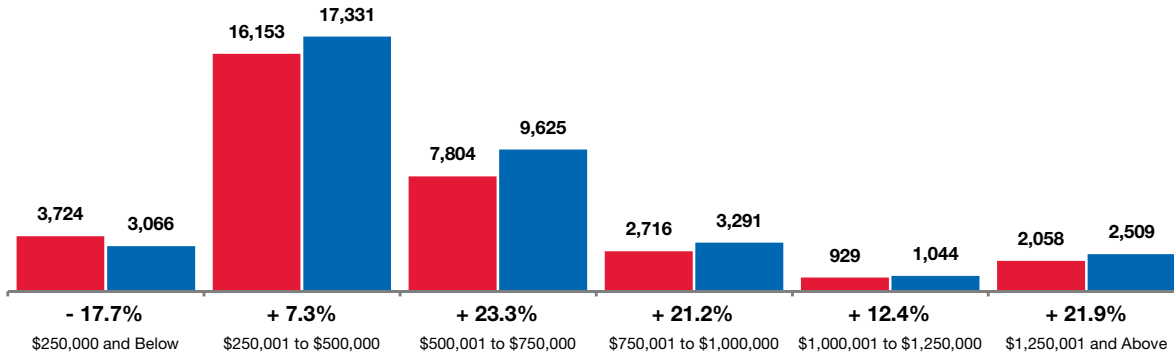
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Pending Sales

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

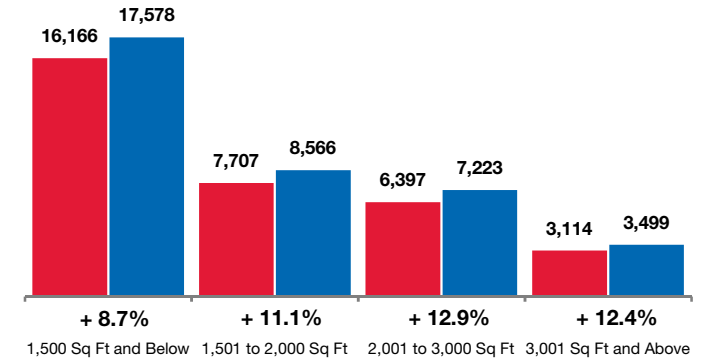
By Price Range

■ 09-2014 ■ 09-2015



By Square Feet

■ 09-2014 ■ 09-2015



All Properties

By Price Range	09-2014	09-2015	Change
\$250,000 and Below	3,724	3,066	- 17.7%
\$250,001 to \$500,000	16,153	17,331	+ 7.3%
\$500,001 to \$750,000	7,804	9,625	+ 23.3%
\$750,001 to \$1,000,000	2,716	3,291	+ 21.2%
\$1,000,001 to \$1,250,000	929	1,044	+ 12.4%
\$1,250,001 and Above	2,058	2,509	+ 21.9%
All Price Ranges	33,385	36,866	+ 10.4%

Single-Family Homes

09-2014	09-2015	Change	09-2014	09-2015	Change
641	399	- 37.8%	3,083	2,667	- 13.5%
10,394	10,317	- 0.7%	5,759	7,014	+ 21.8%
6,387	7,878	+ 23.3%	1,417	1,747	+ 23.3%
2,310	2,855	+ 23.6%	406	436	+ 7.4%
805	901	+ 11.9%	124	143	+ 15.3%
1,791	2,167	+ 21.0%	267	342	+ 28.1%
22,329	24,517	+ 9.8%	11,056	12,349	+ 11.7%

Condos - Townhomes

By Square Feet	09-2014	09-2015	Change
1,500 Sq Ft and Below	16,166	17,578	+ 8.7%
1,501 to 2,000 Sq Ft	7,707	8,566	+ 11.1%
2,001 to 3,000 Sq Ft	6,397	7,223	+ 12.9%
3,001 Sq Ft and Above	3,114	3,499	+ 12.4%
All Square Footage	33,385	36,866	+ 10.4%

09-2014	09-2015	Change	09-2014	09-2015	Change
7,237	7,594	+ 4.9%	8,929	9,984	+ 11.8%
5,935	6,617	+ 11.5%	1,772	1,949	+ 10.0%
6,070	6,836	+ 12.6%	327	387	+ 18.3%
3,086	3,470	+ 12.4%	28	29	+ 3.6%
22,329	24,517	+ 9.8%	11,056	12,349	+ 11.7%

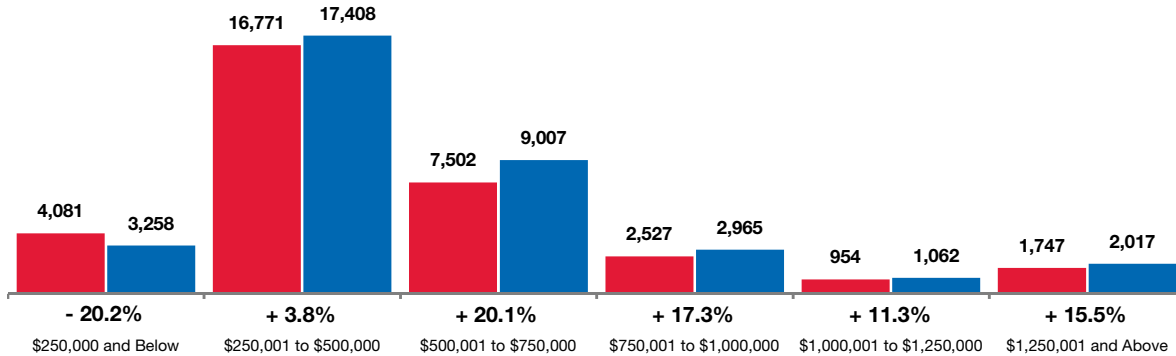


Closed Sales

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

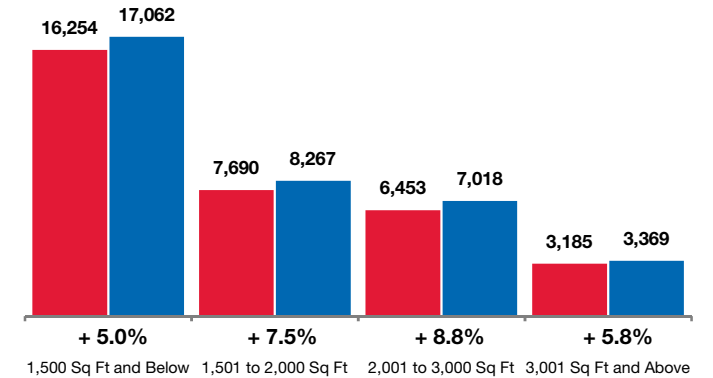
By Price Range

■ 09-2014 ■ 09-2015



By Square Feet

■ 09-2014 ■ 09-2015



All Properties

By Price Range	09-2014	09-2015	Change
\$250,000 and Below	4,081	3,258	- 20.2%
\$250,001 to \$500,000	16,771	17,408	+ 3.8%
\$500,001 to \$750,000	7,502	9,007	+ 20.1%
\$750,001 to \$1,000,000	2,527	2,965	+ 17.3%
\$1,000,001 to \$1,250,000	954	1,062	+ 11.3%
\$1,250,001 and Above	1,747	2,017	+ 15.5%
All Price Ranges	33,582	35,717	+ 6.4%

Single-Family Homes

09-2014	09-2015	Change	09-2014	09-2015	Change
677	411	- 39.3%	3,404	2,847	- 16.4%
11,031	10,747	- 2.6%	5,740	6,661	+ 16.0%
6,175	7,390	+ 19.7%	1,327	1,617	+ 21.9%
2,173	2,572	+ 18.4%	354	393	+ 11.0%
826	922	+ 11.6%	128	140	+ 9.4%
1,570	1,768	+ 12.6%	177	249	+ 40.7%
22,452	23,810	+ 6.0%	11,130	11,907	+ 7.0%

Condos - Townhomes

By Square Feet	09-2014	09-2015	Change
1,500 Sq Ft and Below	16,254	17,062	+ 5.0%
1,501 to 2,000 Sq Ft	7,690	8,267	+ 7.5%
2,001 to 3,000 Sq Ft	6,453	7,018	+ 8.8%
3,001 Sq Ft and Above	3,185	3,369	+ 5.8%
All Square Footage	33,582	35,717	+ 6.4%

09-2014	09-2015	Change	09-2014	09-2015	Change
7,237	7,594	+ 4.9%	8,929	9,984	+ 11.8%
5,935	6,617	+ 11.5%	1,772	1,949	+ 10.0%
6,070	6,836	+ 12.6%	327	387	+ 18.3%
3,086	3,470	+ 12.4%	28	29	+ 3.6%
22,452	23,810	+ 6.0%	11,130	11,907	+ 7.0%

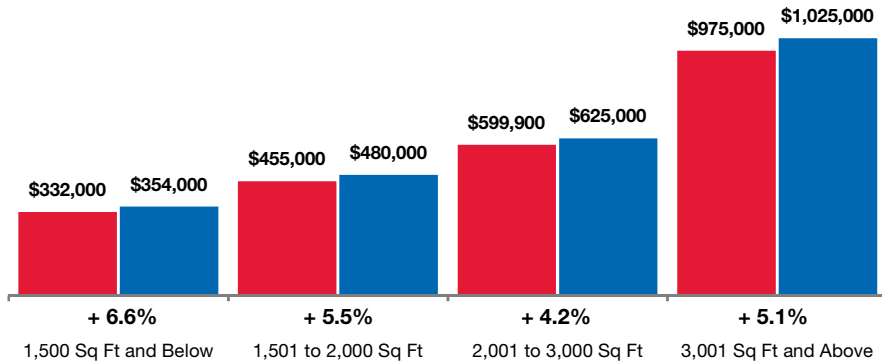


Median Sales Price

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.**

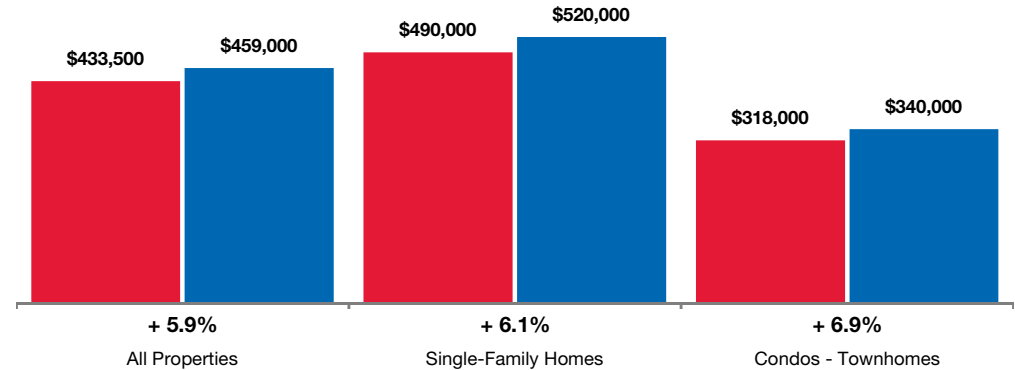
By Square Feet

■ 09-2014 ■ 09-2015



By Property Type

■ 09-2014 ■ 09-2015



By Square Feet	All Properties		
	09-2014	09-2015	Change
1,500 Sq Ft and Below	\$332,000	\$354,000	+ 6.6%
1,501 to 2,000 Sq Ft	\$455,000	\$480,000	+ 5.5%
2,001 to 3,000 Sq Ft	\$599,900	\$625,000	+ 4.2%
3,001 Sq Ft and Above	\$975,000	\$1,025,000	+ 5.1%
All Square Footage	\$433,500	\$459,000	+ 5.9%

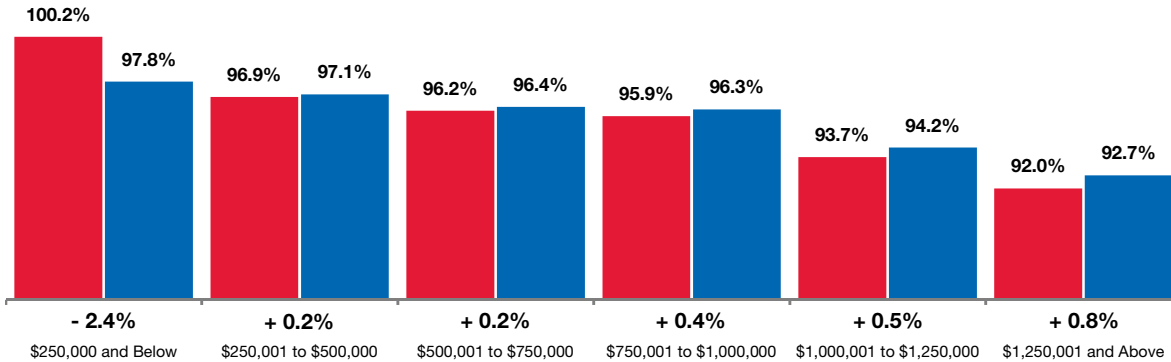
	Single-Family Homes			Condos - Townhomes		
	09-2014	09-2015	Change	09-2014	09-2015	Change
	\$366,500	\$390,000	+ 6.4%	\$289,000	\$310,000	+ 7.3%
	\$451,000	\$479,000	+ 6.2%	\$467,000	\$492,000	+ 5.4%
	\$592,148	\$620,000	+ 4.7%	\$785,000	\$834,500	+ 6.3%
	\$971,000	\$1,021,789	+ 5.2%	\$2,075,000	\$2,000,000	- 3.6%
	\$490,000	\$520,000	+ 6.1%	\$318,000	\$340,000	+ 6.9%

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.**

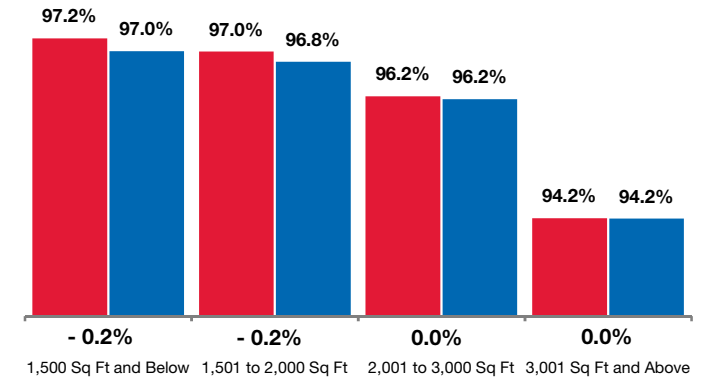
By Price Range

■ 09-2014 ■ 09-2015



By Square Feet

■ 09-2014 ■ 09-2015



All Properties

By Price Range	09-2014	09-2015	Change
\$250,000 and Below	100.2%	97.8%	- 2.4%
\$250,001 to \$500,000	96.9%	97.1%	+ 0.2%
\$500,001 to \$750,000	96.2%	96.4%	+ 0.2%
\$750,001 to \$1,000,000	95.9%	96.3%	+ 0.4%
\$1,000,001 to \$1,250,000	93.7%	94.2%	+ 0.5%
\$1,250,001 and Above	92.0%	92.7%	+ 0.8%
All Price Ranges	96.7%	96.5%	- 0.2%

Single-Family Homes

09-2014	09-2015	Change	09-2014	09-2015	Change
95.8%	92.3%	- 3.7%	98.0%	96.3%	- 1.7%
97.1%	96.8%	- 0.3%	97.1%	97.1%	0.0%
96.8%	96.9%	+ 0.1%	96.6%	97.0%	+ 0.4%
96.1%	96.4%	+ 0.3%	95.4%	96.1%	+ 0.7%
94.3%	94.8%	+ 0.5%	93.5%	94.2%	+ 0.7%
92.9%	93.5%	+ 0.6%	93.4%	94.2%	+ 0.9%
96.5%	96.4%	- 0.1%	97.1%	96.8%	- 0.3%

Condos - Townhomes

By Square Feet	09-2014	09-2015	Change
1,500 Sq Ft and Below	97.2%	97.0%	- 0.2%
1,501 to 2,000 Sq Ft	97.0%	96.8%	- 0.2%
2,001 to 3,000 Sq Ft	96.2%	96.2%	0.0%
3,001 Sq Ft and Above	94.2%	94.2%	0.0%
All Square Footage	96.7%	96.5%	- 0.2%

09-2014	09-2015	Change	09-2014	09-2015	Change
97.1%	97.1%	0.0%	97.3%	96.9%	- 0.4%
97.0%	96.8%	- 0.2%	96.8%	96.7%	- 0.1%
96.3%	96.2%	- 0.1%	94.9%	95.3%	+ 0.4%
94.2%	94.2%	0.0%	93.7%	90.4%	- 3.5%
96.5%	96.4%	- 0.1%	97.1%	96.8%	- 0.3%

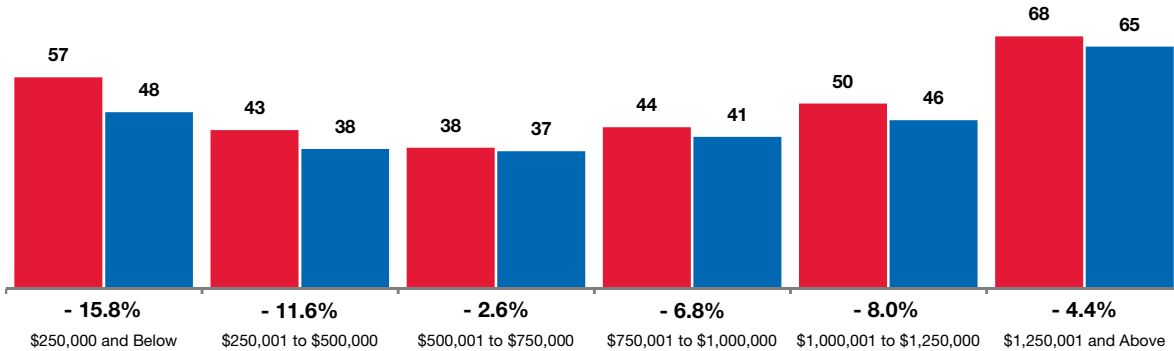


Days on Market Until Sale

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.

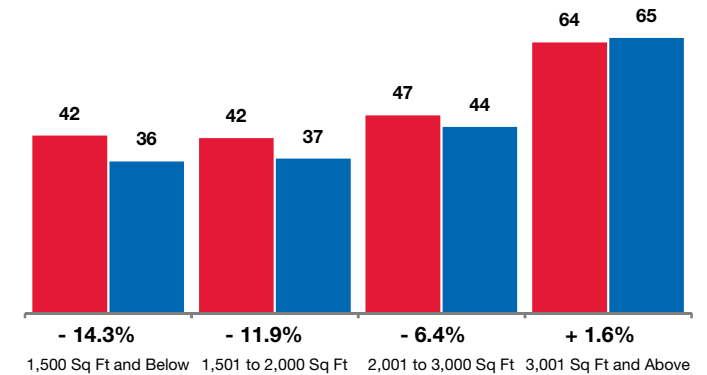
By Price Range

■ 09-2014 ■ 09-2015



By Square Feet

■ 09-2014 ■ 09-2015



All Properties

By Price Range	09-2014	09-2015	Change
\$250,000 and Below	57	48	-15.8%
\$250,001 to \$500,000	43	38	-11.6%
\$500,001 to \$750,000	38	37	-2.6%
\$750,001 to \$1,000,000	44	41	-6.8%
\$1,000,001 to \$1,250,000	50	46	-8.0%
\$1,250,001 and Above	68	65	-4.4%
All Price Ranges	45	41	-8.9%

Single-Family Homes

09-2014	09-2015	Change	09-2014	09-2015	Change
87	71	-18.4%	51	44	-13.7%
44	39	-11.4%	40	35	-12.5%
38	37	-2.6%	39	38	-2.6%
42	40	-4.8%	52	46	-11.5%
49	44	-10.2%	56	55	-1.8%
68	65	-4.4%	67	67	0.0%
45	41	-8.9%	44	39	-11.4%

Condos - Townhomes

By Square Feet	09-2014	09-2015	Change
1,500 Sq Ft and Below	42	36	-14.3%
1,501 to 2,000 Sq Ft	42	37	-11.9%
2,001 to 3,000 Sq Ft	47	44	-6.4%
3,001 Sq Ft and Above	64	65	+1.6%
All Square Footage	45	41	-8.9%

09-2014	09-2015	Change	09-2014	09-2015	Change
40	33	-17.5%	44	38	-13.6%
41	35	-14.6%	44	41	-6.8%
46	44	-4.3%	59	55	-6.8%
64	65	+1.6%	54	72	+33.3%
45	41	-8.9%	44	39	-11.4%

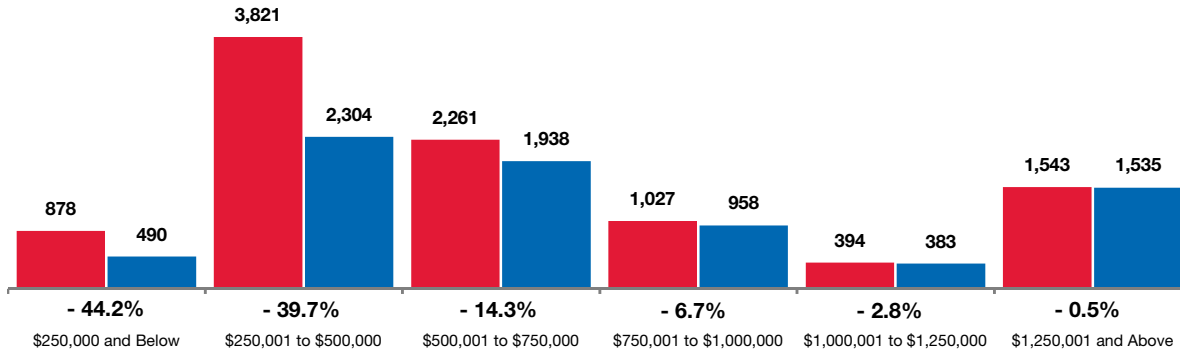


Inventory of Homes for Sale

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

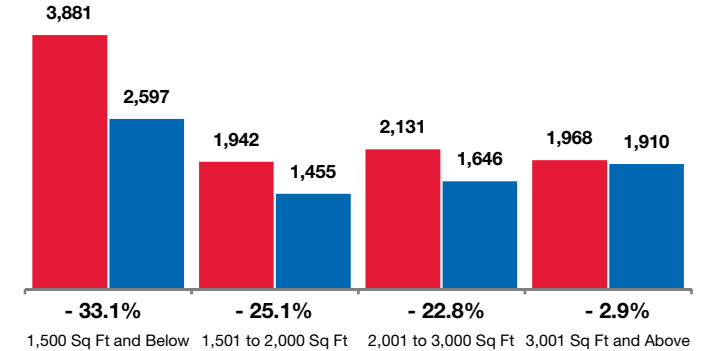
By Price Range

■ 09-2014 ■ 09-2015



By Square Feet

■ 09-2014 ■ 09-2015



All Properties

By Price Range	09-2014	09-2015	Change
\$250,000 and Below	878	490	- 44.2%
\$250,001 to \$500,000	3,821	2,304	- 39.7%
\$500,001 to \$750,000	2,261	1,938	- 14.3%
\$750,001 to \$1,000,000	1,027	958	- 6.7%
\$1,000,001 to \$1,250,000	394	383	- 2.8%
\$1,250,001 and Above	1,543	1,535	- 0.5%
All Price Ranges	9,924	7,608	- 23.3%

Single-Family Homes

09-2014	09-2015	Change	09-2014	09-2015	Change
183	93	- 49.2%	695	397	- 42.9%
2,321	1,300	- 44.0%	1,500	1,004	- 33.1%
1,856	1,562	- 15.8%	405	376	- 7.2%
873	818	- 6.3%	154	140	- 9.1%
330	320	- 3.0%	64	63	- 1.6%
1,378	1,364	- 1.0%	165	171	+ 3.6%
6,941	5,457	- 21.4%	2,983	2,151	- 27.9%

Condos - Townhomes

By Square Feet	09-2014	09-2015	Change
1,500 Sq Ft and Below	3,881	2,597	- 33.1%
1,501 to 2,000 Sq Ft	1,942	1,455	- 25.1%
2,001 to 3,000 Sq Ft	2,131	1,646	- 22.8%
3,001 Sq Ft and Above	1,968	1,910	- 2.9%
All Square Footage	9,924	7,608	- 23.3%

09-2014	09-2015	Change	09-2014	09-2015	Change
1,566	995	- 36.5%	2,315	1,602	- 30.8%
1,446	1,056	- 27.0%	496	399	- 19.6%
1,984	1,518	- 23.5%	147	128	- 12.9%
1,943	1,888	- 2.8%	25	22	- 12.0%
6,941	5,457	- 21.4%	2,983	2,151	- 27.9%

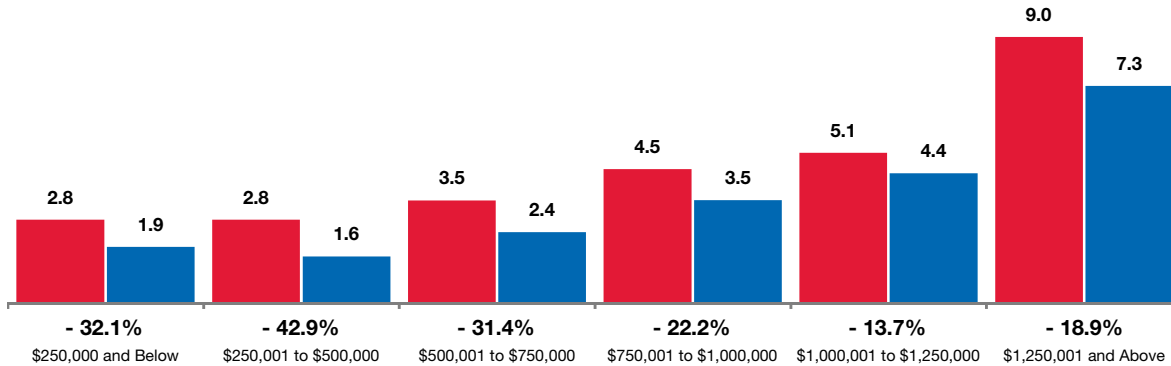


Months Supply of Inventory

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.

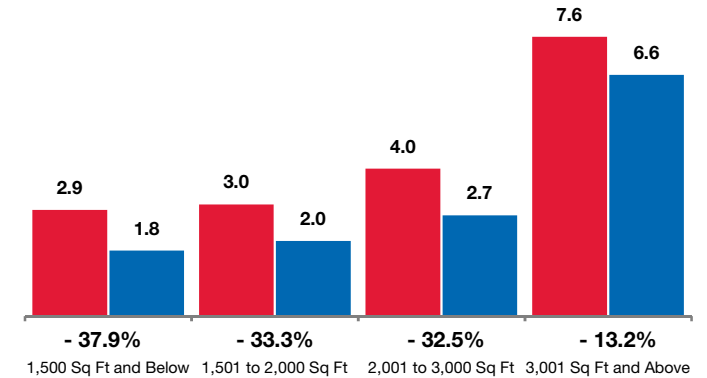
By Price Range

■ 09-2014 ■ 09-2015



By Square Feet

■ 09-2014 ■ 09-2015



All Properties

By Price Range	09-2014	09-2015	Change
\$250,000 and Below	2.8	1.9	-32.1%
\$250,001 to \$500,000	2.8	1.6	-42.9%
\$500,001 to \$750,000	3.5	2.4	-31.4%
\$750,001 to \$1,000,000	4.5	3.5	-22.2%
\$1,000,001 to \$1,250,000	5.1	4.4	-13.7%
\$1,250,001 and Above	9.0	7.3	-18.9%
All Price Ranges	3.6	2.5	-30.6%

Single-Family Homes

09-2014	09-2015	Change	09-2014	09-2015	Change
3.4	2.8	-17.6%	2.7	1.8	-33.3%
2.7	1.5	-44.4%	3.1	1.7	-45.2%
3.5	2.4	-31.4%	3.4	2.6	-23.5%
4.5	3.4	-24.4%	4.6	3.9	-15.2%
4.9	4.3	-12.2%	6.2	5.3	-14.5%
9.2	7.6	-17.4%	7.4	6.0	-18.9%
3.7	2.7	-27.0%	3.2	2.1	-34.4%

Condos - Townhomes

By Square Feet	09-2014	09-2015	Change
1,500 Sq Ft and Below	2.9	1.8	-37.9%
1,501 to 2,000 Sq Ft	3.0	2.0	-33.3%
2,001 to 3,000 Sq Ft	4.0	2.7	-32.5%
3,001 Sq Ft and Above	7.6	6.6	-13.2%
All Square Footage	3.6	2.5	-30.6%

09-2014	09-2015	Change	09-2014	09-2015	Change
2.6	1.6	-38.5%	3.1	1.9	-38.7%
2.9	1.9	-34.5%	3.4	2.5	-26.5%
3.9	2.7	-30.8%	5.4	4.0	-25.9%
7.6	6.5	-14.5%	10.7	9.1	-15.0%
3.7	2.7	-27.0%	3.2	2.1	-34.4%

