

# Housing Supply Overview

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

## October 2015

A transitory market is currently in effect and it is not uncommon for some metrics to experience declines. For the 12-month period spanning November 2014 through October 2015, Pending Sales in San Diego County were up 10.6 percent overall. The price range with the largest gain in sales was the \$500,001 to \$750,000 range, where they increased 23.6 percent.

The overall Median Sales Price was up 5.7 percent to \$460,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 6.4 percent to \$522,000. 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 23.2 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 20.8 percent. That amounts to 2.6 months supply for Single-Family Homes and 1.9 months supply for Condos - Townhomes.

## Quick Facts

+ 23.6%

+ 12.2%

+ 12.1%

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

Home Size With Strongest  
Pending Sales:  
**3,001 Sq Ft and Above**

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.

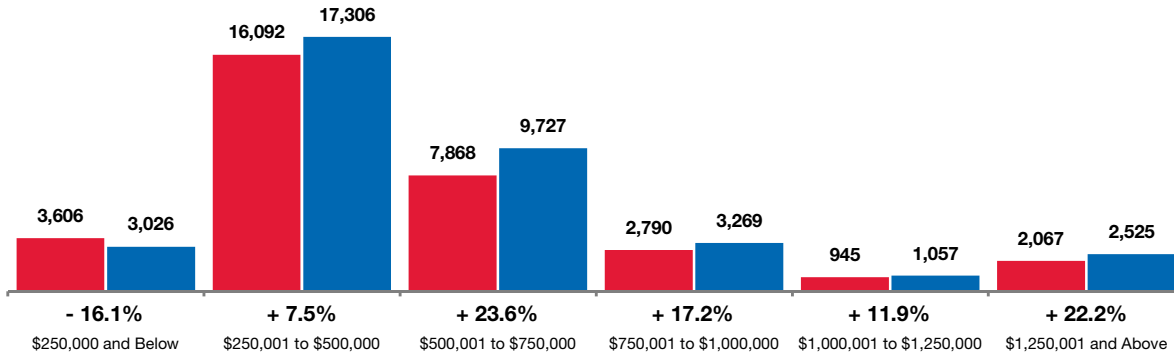
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# Pending Sales

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

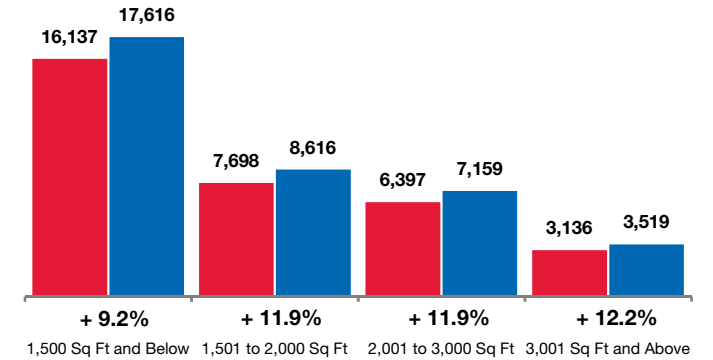
## By Price Range

■ 10-2014 ■ 10-2015



## By Square Feet

■ 10-2014 ■ 10-2015



### All Properties

By Price Range	10-2014	10-2015	Change
\$250,000 and Below	3,606	3,026	- 16.1%
\$250,001 to \$500,000	16,092	17,306	+ 7.5%
\$500,001 to \$750,000	7,868	9,727	+ 23.6%
\$750,001 to \$1,000,000	2,790	3,269	+ 17.2%
\$1,000,001 to \$1,250,000	945	1,057	+ 11.9%
\$1,250,001 and Above	2,067	2,525	+ 22.2%
<b>All Price Ranges</b>	<b>33,369</b>	<b>36,910</b>	<b>+ 10.6%</b>

### Single-Family Homes

10-2014	10-2015	Change	10-2014	10-2015	Change
596	381	- 36.1%	3,010	2,645	- 12.1%
10,295	10,233	- 0.6%	5,797	7,073	+ 22.0%
6,410	7,958	+ 24.1%	1,458	1,769	+ 21.3%
2,375	2,838	+ 19.5%	415	431	+ 3.9%
813	916	+ 12.7%	132	141	+ 6.8%
1,802	2,168	+ 20.3%	265	357	+ 34.7%
<b>22,292</b>	<b>24,494</b>	<b>+ 9.9%</b>	<b>11,077</b>	<b>12,416</b>	<b>+ 12.1%</b>

### Condos - Townhomes

By Square Feet	10-2014	10-2015	Change
1,500 Sq Ft and Below	16,137	17,616	+ 9.2%
1,501 to 2,000 Sq Ft	7,698	8,616	+ 11.9%
2,001 to 3,000 Sq Ft	6,397	7,159	+ 11.9%
3,001 Sq Ft and Above	3,136	3,519	+ 12.2%
<b>All Square Footage</b>	<b>33,369</b>	<b>36,910</b>	<b>+ 10.6%</b>

10-2014	10-2015	Change	10-2014	10-2015	Change
7,204	7,585	+ 5.3%	8,933	10,031	+ 12.3%
5,911	6,648	+ 12.5%	1,787	1,968	+ 10.1%
6,068	6,778	+ 11.7%	329	381	+ 15.8%
3,108	3,483	+ 12.1%	28	36	+ 28.6%
<b>22,292</b>	<b>24,494</b>	<b>+ 9.9%</b>	<b>11,077</b>	<b>12,416</b>	<b>+ 12.1%</b>

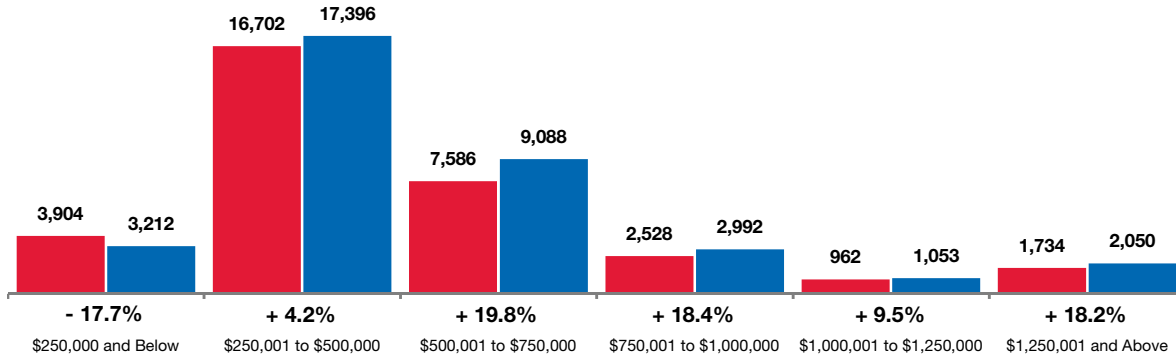


# Closed Sales

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

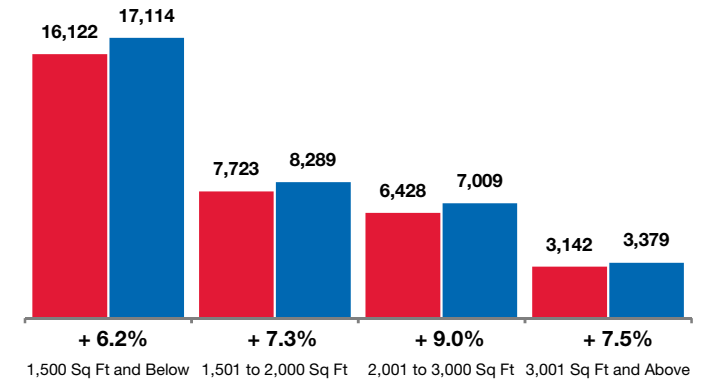
## By Price Range

■ 10-2014 ■ 10-2015



## By Square Feet

■ 10-2014 ■ 10-2015



### All Properties

By Price Range	10-2014	10-2015	Change
\$250,000 and Below	3,904	3,212	- 17.7%
\$250,001 to \$500,000	16,702	17,396	+ 4.2%
\$500,001 to \$750,000	7,586	9,088	+ 19.8%
\$750,001 to \$1,000,000	2,528	2,992	+ 18.4%
\$1,000,001 to \$1,250,000	962	1,053	+ 9.5%
\$1,250,001 and Above	1,734	2,050	+ 18.2%
<b>All Price Ranges</b>	<b>33,416</b>	<b>35,791</b>	<b>+ 7.1%</b>

### Single-Family Homes

10-2014	10-2015	Change	10-2014	10-2015	Change
635	399	- 37.2%	3,269	2,813	- 13.9%
10,962	10,632	- 3.0%	5,740	6,764	+ 17.8%
6,212	7,478	+ 20.4%	1,374	1,610	+ 17.2%
2,164	2,597	+ 20.0%	364	395	+ 8.5%
833	911	+ 9.4%	129	142	+ 10.1%
1,551	1,793	+ 15.6%	183	257	+ 40.4%
<b>22,357</b>	<b>23,810</b>	<b>+ 6.5%</b>	<b>11,059</b>	<b>11,981</b>	<b>+ 8.3%</b>

### Condos - Townhomes

By Square Feet	10-2014	10-2015	Change
1,500 Sq Ft and Below	16,122	17,114	+ 6.2%
1,501 to 2,000 Sq Ft	7,723	8,289	+ 7.3%
2,001 to 3,000 Sq Ft	6,428	7,009	+ 9.0%
3,001 Sq Ft and Above	3,142	3,379	+ 7.5%
<b>All Square Footage</b>	<b>33,416</b>	<b>35,791</b>	<b>+ 7.1%</b>

10-2014	10-2015	Change	10-2014	10-2015	Change
7,204	7,585	+ 5.3%	8,933	10,031	+ 12.3%
5,911	6,648	+ 12.5%	1,787	1,968	+ 10.1%
6,068	6,778	+ 11.7%	329	381	+ 15.8%
3,108	3,483	+ 12.1%	28	36	+ 28.6%
<b>22,357</b>	<b>23,810</b>	<b>+ 6.5%</b>	<b>11,059</b>	<b>11,981</b>	<b>+ 8.3%</b>

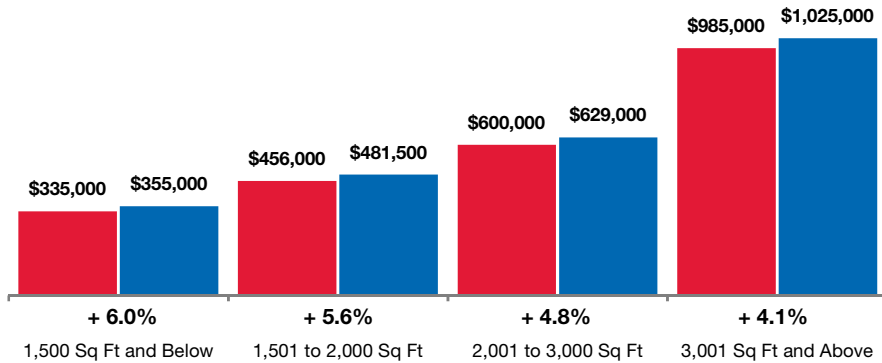


# Median Sales Price

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.**

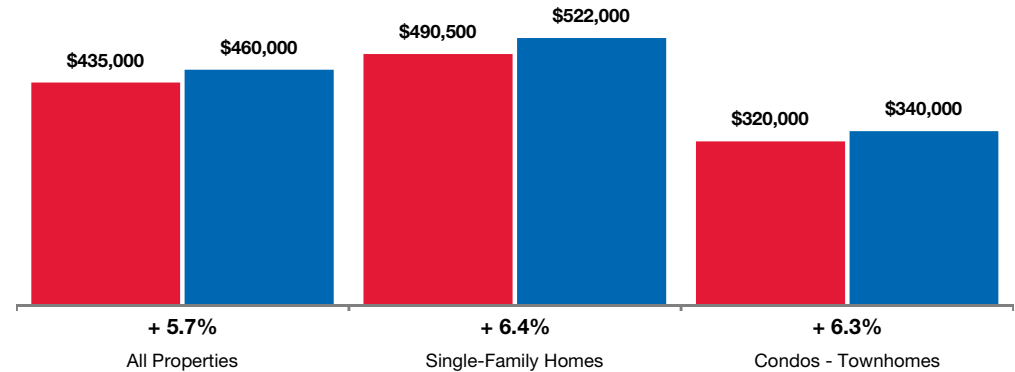
## By Square Feet

■ 10-2014 ■ 10-2015



## By Property Type

■ 10-2014 ■ 10-2015



By Square Feet	All Properties		
	10-2014	10-2015	Change
1,500 Sq Ft and Below	\$335,000	\$355,000	+ 6.0%
1,501 to 2,000 Sq Ft	\$456,000	\$481,500	+ 5.6%
2,001 to 3,000 Sq Ft	\$600,000	\$629,000	+ 4.8%
3,001 Sq Ft and Above	\$985,000	\$1,025,000	+ 4.1%
<b>All Square Footage</b>	<b>\$435,000</b>	<b>\$460,000</b>	<b>+ 5.7%</b>

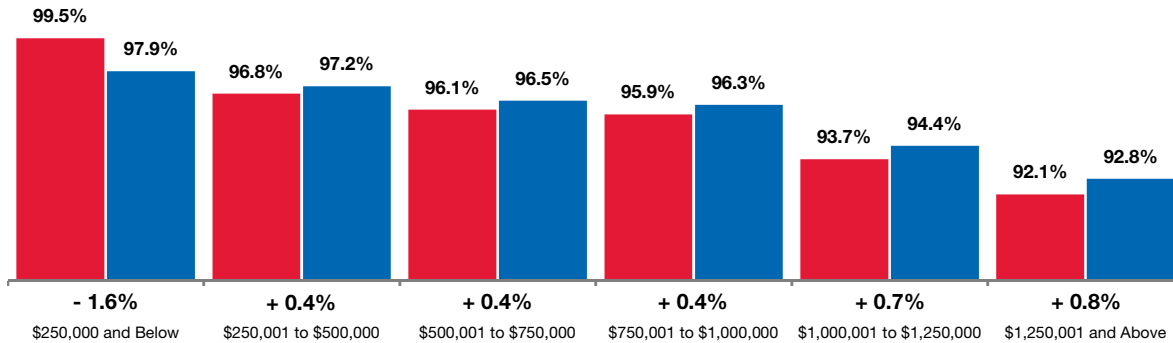
	Single-Family Homes			Condos - Townhomes		
	10-2014	10-2015	Change	10-2014	10-2015	Change
	\$370,000	\$395,000	+ 6.8%	\$291,000	\$310,000	+ 6.5%
	\$455,000	\$480,000	+ 5.5%	\$470,000	\$490,500	+ 4.4%
	\$595,000	\$620,000	+ 4.2%	\$785,000	\$830,750	+ 5.8%
	\$975,000	\$1,025,000	+ 5.1%	\$2,125,000	\$1,947,500	- 8.4%
	<b>\$490,500</b>	<b>\$522,000</b>	<b>+ 6.4%</b>	<b>\$320,000</b>	<b>\$340,000</b>	<b>+ 6.3%</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.**

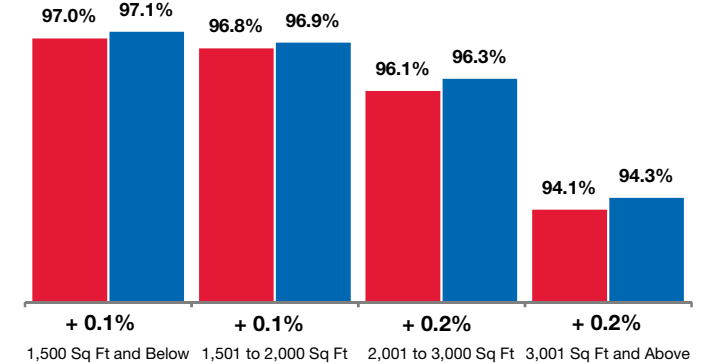
## By Price Range

■ 10-2014 ■ 10-2015



## By Square Feet

■ 10-2014 ■ 10-2015



## All Properties

By Price Range	10-2014	10-2015	Change
\$250,000 and Below	99.5%	97.9%	- 1.6%
\$250,001 to \$500,000	96.8%	97.2%	+ 0.4%
\$500,001 to \$750,000	96.1%	96.5%	+ 0.4%
\$750,001 to \$1,000,000	95.9%	96.3%	+ 0.4%
\$1,000,001 to \$1,250,000	93.7%	94.4%	+ 0.7%
\$1,250,001 and Above	92.1%	92.8%	+ 0.8%
<b>All Price Ranges</b>	<b>96.5%</b>	<b>96.6%</b>	<b>+ 0.1%</b>

## Single-Family Homes

10-2014	10-2015	Change	10-2014	10-2015	Change
94.4%	92.9%	- 1.6%	97.5%	96.4%	- 1.1%
96.8%	96.9%	+ 0.1%	97.0%	97.2%	+ 0.2%
96.6%	96.9%	+ 0.3%	96.6%	97.0%	+ 0.4%
96.1%	96.5%	+ 0.4%	95.6%	96.0%	+ 0.4%
94.3%	94.9%	+ 0.6%	93.7%	93.9%	+ 0.2%
92.9%	93.7%	+ 0.9%	93.6%	94.3%	+ 0.7%
<b>96.3%</b>	<b>96.5%</b>	<b>+ 0.2%</b>	<b>96.9%</b>	<b>96.9%</b>	<b>0.0%</b>

## Condos - Townhomes

By Square Feet	10-2014	10-2015	Change
1,500 Sq Ft and Below	97.0%	97.1%	+ 0.1%
1,501 to 2,000 Sq Ft	96.8%	96.9%	+ 0.1%
2,001 to 3,000 Sq Ft	96.1%	96.3%	+ 0.2%
3,001 Sq Ft and Above	94.1%	94.3%	+ 0.2%
<b>All Square Footage</b>	<b>96.5%</b>	<b>96.6%</b>	<b>+ 0.1%</b>

10-2014	10-2015	Change	10-2014	10-2015	Change
96.9%	97.2%	+ 0.3%	97.0%	97.0%	0.0%
96.8%	96.9%	+ 0.1%	96.7%	96.8%	+ 0.1%
96.1%	96.3%	+ 0.2%	95.1%	95.3%	+ 0.2%
94.1%	94.3%	+ 0.2%	93.6%	90.0%	- 3.8%
<b>96.3%</b>	<b>96.5%</b>	<b>+ 0.2%</b>	<b>96.9%</b>	<b>96.9%</b>	<b>0.0%</b>

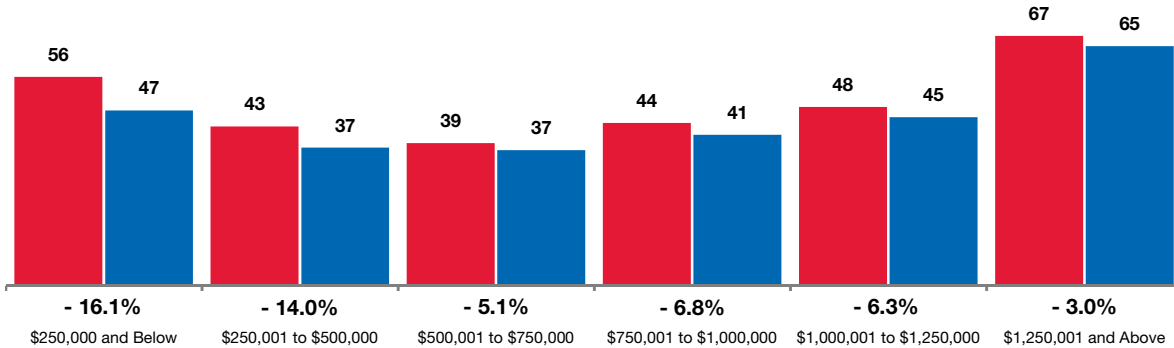


# Days on Market Until Sale

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.

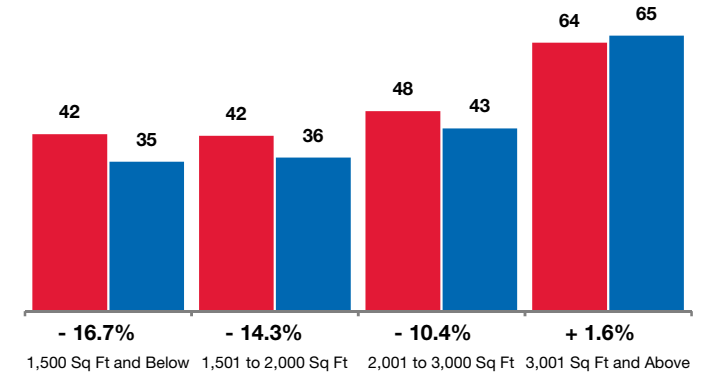
## By Price Range

■ 10-2014 ■ 10-2015



## By Square Feet

■ 10-2014 ■ 10-2015



## All Properties

By Price Range	10-2014	10-2015	Change
\$250,000 and Below	56	47	-16.1%
\$250,001 to \$500,000	43	37	-14.0%
\$500,001 to \$750,000	39	37	-5.1%
\$750,001 to \$1,000,000	44	41	-6.8%
\$1,000,001 to \$1,250,000	48	45	-6.3%
\$1,250,001 and Above	67	65	-3.0%
<b>All Price Ranges</b>	<b>45</b>	<b>40</b>	<b>-11.1%</b>

## Single-Family Homes

10-2014	10-2015	Change	10-2014	10-2015	Change
87	70	-19.5%	50	44	-12.0%
44	39	-11.4%	40	35	-12.5%
38	36	-5.3%	40	37	-7.5%
43	40	-7.0%	52	46	-11.5%
47	44	-6.4%	53	57	+7.5%
67	65	-3.0%	72	63	-12.5%
<b>45</b>	<b>41</b>	<b>-8.9%</b>	<b>44</b>	<b>39</b>	<b>-11.4%</b>

## Condos - Townhomes

By Square Feet	10-2014	10-2015	Change
1,500 Sq Ft and Below	42	35	-16.7%
1,501 to 2,000 Sq Ft	42	36	-14.3%
2,001 to 3,000 Sq Ft	48	43	-10.4%
3,001 Sq Ft and Above	64	65	+1.6%
<b>All Square Footage</b>	<b>45</b>	<b>40</b>	<b>-11.1%</b>

10-2014	10-2015	Change	10-2014	10-2015	Change
40	33	-17.5%	44	38	-13.6%
41	35	-14.6%	44	40	-9.1%
47	43	-8.5%	62	52	-16.1%
64	65	+1.6%	56	69	+23.2%
<b>45</b>	<b>41</b>	<b>-8.9%</b>	<b>44</b>	<b>39</b>	<b>-11.4%</b>

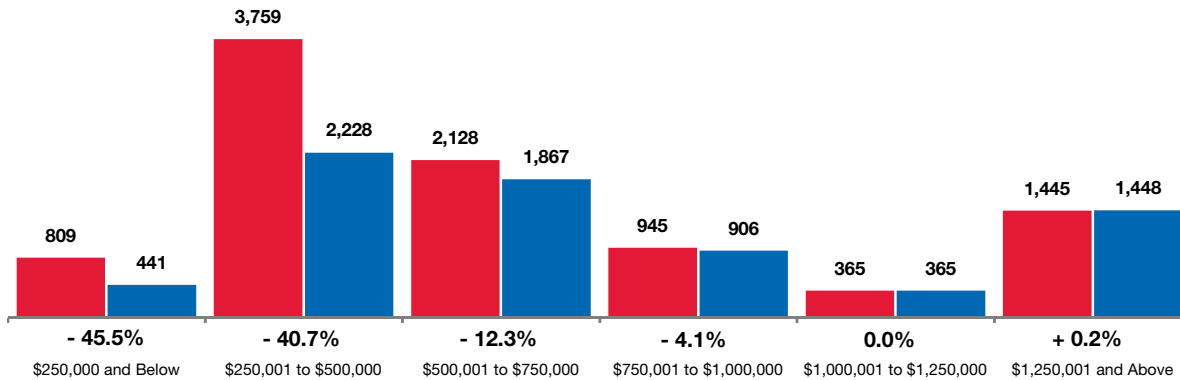


# Inventory of Homes for Sale

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

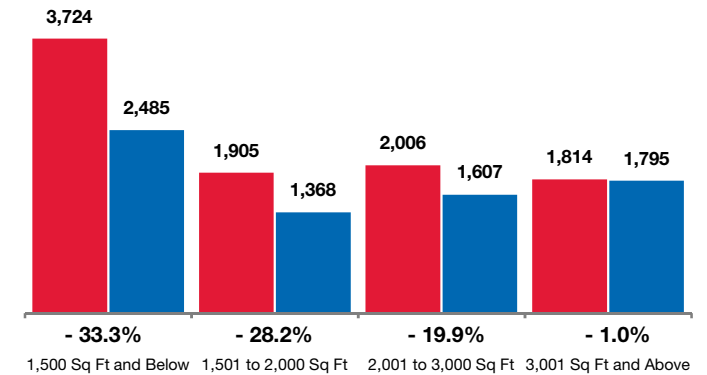
## By Price Range

■ 10-2014 ■ 10-2015



## By Square Feet

■ 10-2014 ■ 10-2015



## All Properties

By Price Range	10-2014	10-2015	Change
\$250,000 and Below	809	441	- 45.5%
\$250,001 to \$500,000	3,759	2,228	- 40.7%
\$500,001 to \$750,000	2,128	1,867	- 12.3%
\$750,001 to \$1,000,000	945	906	- 4.1%
\$1,000,001 to \$1,250,000	365	365	0.0%
\$1,250,001 and Above	1,445	1,448	+ 0.2%
<b>All Price Ranges</b>	<b>9,451</b>	<b>7,255</b>	<b>- 23.2%</b>

## Single-Family Homes

10-2014	10-2015	Change	10-2014	10-2015	Change
171	94	- 45.0%	638	347	- 45.6%
2,306	1,234	- 46.5%	1,453	994	- 31.6%
1,758	1,548	- 11.9%	370	319	- 13.8%
815	787	- 3.4%	130	119	- 8.5%
310	304	- 1.9%	55	61	+ 10.9%
1,288	1,300	+ 0.9%	157	148	- 5.7%
<b>6,648</b>	<b>5,267</b>	<b>- 20.8%</b>	<b>2,803</b>	<b>1,988</b>	<b>- 29.1%</b>

## Condos - Townhomes

By Square Feet	10-2014	10-2015	Change
1,500 Sq Ft and Below	3,724	2,485	- 33.3%
1,501 to 2,000 Sq Ft	1,905	1,368	- 28.2%
2,001 to 3,000 Sq Ft	2,006	1,607	- 19.9%
3,001 Sq Ft and Above	1,814	1,795	- 1.0%
<b>All Square Footage</b>	<b>9,451</b>	<b>7,255</b>	<b>- 23.2%</b>

10-2014	10-2015	Change	10-2014	10-2015	Change
1,547	966	- 37.6%	2,177	1,519	- 30.2%
1,439	1,025	- 28.8%	466	343	- 26.4%
1,871	1,497	- 20.0%	135	110	- 18.5%
1,789	1,779	- 0.6%	25	16	- 36.0%
<b>6,648</b>	<b>5,267</b>	<b>- 20.8%</b>	<b>2,803</b>	<b>1,988</b>	<b>- 29.1%</b>

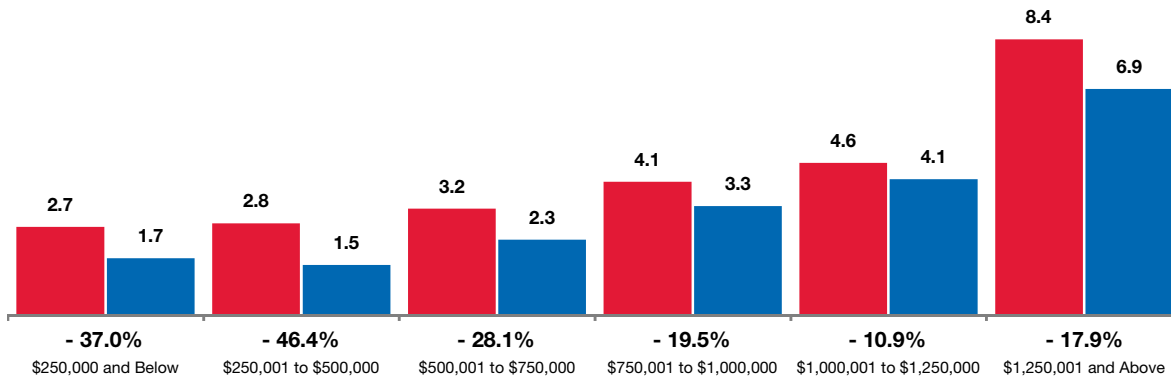


# Months Supply of Inventory

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.

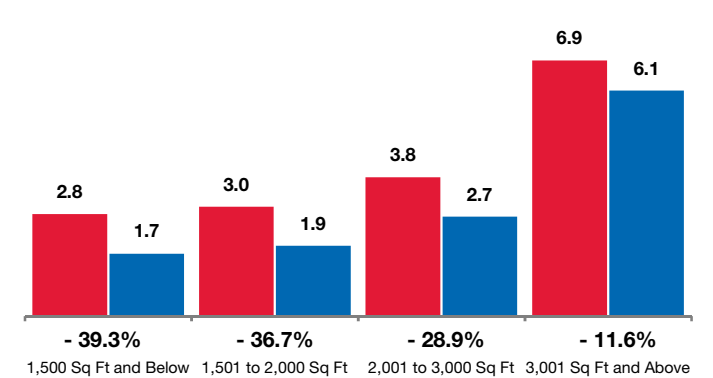
## By Price Range

■ 10-2014 ■ 10-2015



## By Square Feet

■ 10-2014 ■ 10-2015



### All Properties

By Price Range	10-2014	10-2015	Change
\$250,000 and Below	2.7	1.7	-37.0%
\$250,001 to \$500,000	2.8	1.5	-46.4%
\$500,001 to \$750,000	3.2	2.3	-28.1%
\$750,001 to \$1,000,000	4.1	3.3	-19.5%
\$1,000,001 to \$1,250,000	4.6	4.1	-10.9%
\$1,250,001 and Above	8.4	6.9	-17.9%
<b>All Price Ranges</b>	<b>3.4</b>	<b>2.4</b>	<b>-29.4%</b>

### Single-Family Homes

10-2014	10-2015	Change	10-2014	10-2015	Change
3.4	3.0	-11.8%	2.5	1.6	-36.0%
2.7	1.4	-48.1%	3.0	1.7	-43.3%
3.3	2.3	-30.3%	3.0	2.2	-26.7%
4.1	3.3	-19.5%	3.8	3.3	-13.2%
4.6	4.0	-13.0%	5.0	5.2	+4.0%
8.6	7.2	-16.3%	7.1	5.0	-29.6%
<b>3.6</b>	<b>2.6</b>	<b>-27.8%</b>	<b>3.0</b>	<b>1.9</b>	<b>-36.7%</b>

### Condos - Townhomes

By Square Feet	10-2014	10-2015	Change
1,500 Sq Ft and Below	2.8	1.7	-39.3%
1,501 to 2,000 Sq Ft	3.0	1.9	-36.7%
2,001 to 3,000 Sq Ft	3.8	2.7	-28.9%
3,001 Sq Ft and Above	6.9	6.1	-11.6%
<b>All Square Footage</b>	<b>3.4</b>	<b>2.4</b>	<b>-29.4%</b>

10-2014	10-2015	Change	10-2014	10-2015	Change
2.6	1.5	-42.3%	2.9	1.8	-37.9%
2.9	1.9	-34.5%	3.1	2.1	-32.3%
3.7	2.7	-27.0%	4.9	3.5	-28.6%
6.9	6.1	-11.6%	10.7	5.3	-50.5%
<b>3.6</b>	<b>2.6</b>	<b>-27.8%</b>	<b>3.0</b>	<b>1.9</b>	<b>-36.7%</b>

