

Housing Supply Overview

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

November 2015

Overall, 2015 has been a banner year for residential real estate, so avoid the temptation toward negative thoughts if some metrics show negative trends. For the 12-month period spanning December 2014 through November 2015, Pending Sales in San Diego County were up 10.7 percent overall. The price range with the largest gain in sales was the \$500,001 to \$750,000 range, where they increased 24.0 percent.

The overall Median Sales Price was up 5.5 percent to \$462,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 6.1 percent to \$525,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 36 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 23.4 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 21.2 percent. That amounts to 2.3 months supply for Single-Family Homes and 1.7 months supply for Condos - Townhomes.

Quick Facts

+ 24.0%

+ 13.3%

+ 12.8%

Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$500,001 to \$750,000	3,001 Sq Ft and Above	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.

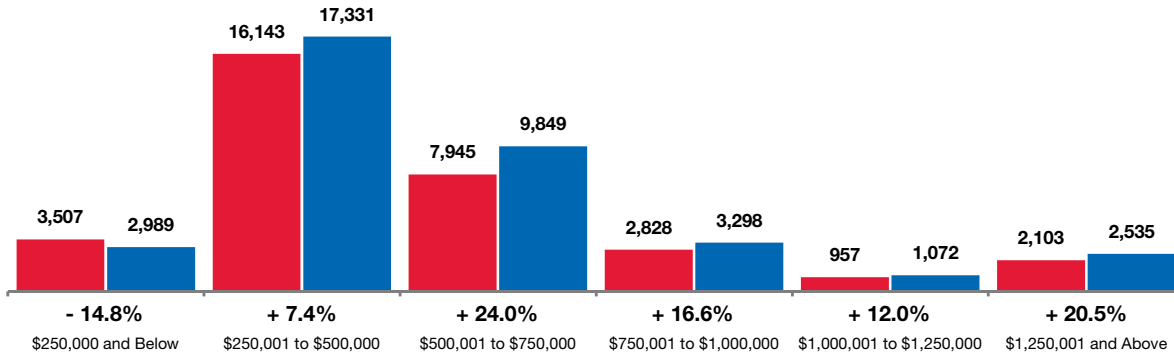
Pending Sales	2
Closed Sales	3
Median Sales Price	4
Percent of Original List Price Received	5
Days on Market Until Sale	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

Pending Sales

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

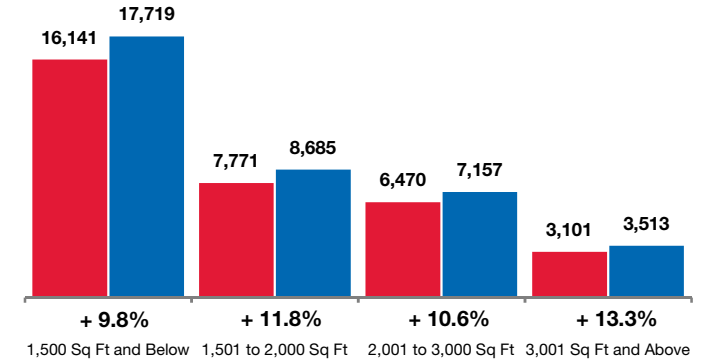
By Price Range

■ 11-2014 ■ 11-2015



By Square Feet

■ 11-2014 ■ 11-2015



All Properties

By Price Range	11-2014	11-2015	Change
\$250,000 and Below	3,507	2,989	- 14.8%
\$250,001 to \$500,000	16,143	17,331	+ 7.4%
\$500,001 to \$750,000	7,945	9,849	+ 24.0%
\$750,001 to \$1,000,000	2,828	3,298	+ 16.6%
\$1,000,001 to \$1,250,000	957	1,072	+ 12.0%
\$1,250,001 and Above	2,103	2,535	+ 20.5%
All Price Ranges	33,484	37,074	+ 10.7%

Single-Family Homes

11-2014	11-2015	Change	11-2014	11-2015	Change
583	364	- 37.6%	2,924	2,625	- 10.2%
10,269	10,189	- 0.8%	5,874	7,142	+ 21.6%
6,464	8,051	+ 24.6%	1,481	1,798	+ 21.4%
2,408	2,859	+ 18.7%	420	439	+ 4.5%
827	919	+ 11.1%	130	153	+ 17.7%
1,832	2,168	+ 18.3%	271	367	+ 35.4%
22,384	24,550	+ 9.7%	11,100	12,524	+ 12.8%

Condos - Townhomes

By Price Range	11-2014	11-2015	Change
\$250,000 and Below	3,507	2,989	- 14.8%
\$250,001 to \$500,000	16,143	17,331	+ 7.4%
\$500,001 to \$750,000	7,945	9,849	+ 24.0%
\$750,001 to \$1,000,000	2,828	3,298	+ 16.6%
\$1,000,001 to \$1,250,000	957	1,072	+ 12.0%
\$1,250,001 and Above	2,103	2,535	+ 20.5%
All Price Ranges	33,484	37,074	+ 10.7%

By Square Feet	11-2014	11-2015	Change	11-2014	11-2015	Change
1,500 Sq Ft and Below	16,141	17,719	+ 9.8%	7,200	7,595	+ 5.5%
1,501 to 2,000 Sq Ft	7,771	8,685	+ 11.8%	5,972	6,703	+ 12.2%
2,001 to 3,000 Sq Ft	6,470	7,157	+ 10.6%	6,137	6,774	+ 10.4%
3,001 Sq Ft and Above	3,101	3,513	+ 13.3%	3,074	3,478	+ 13.1%
All Square Footage	33,484	37,074	+ 10.7%	22,384	24,550	+ 9.7%

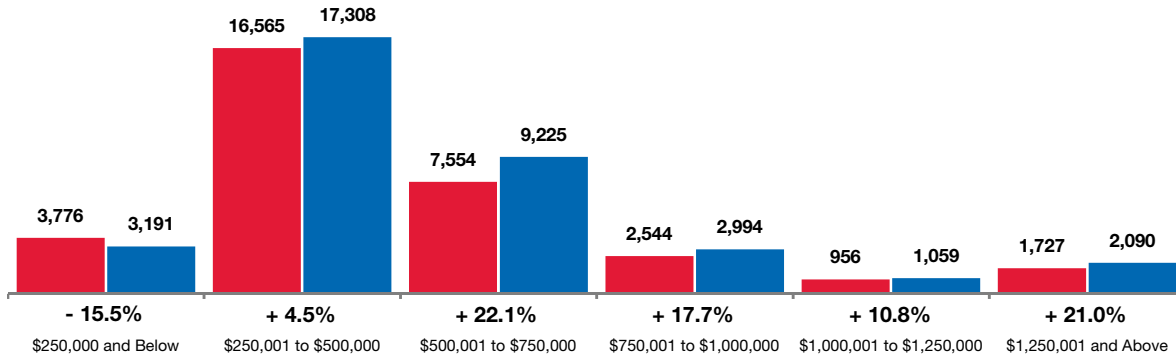


Closed Sales

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

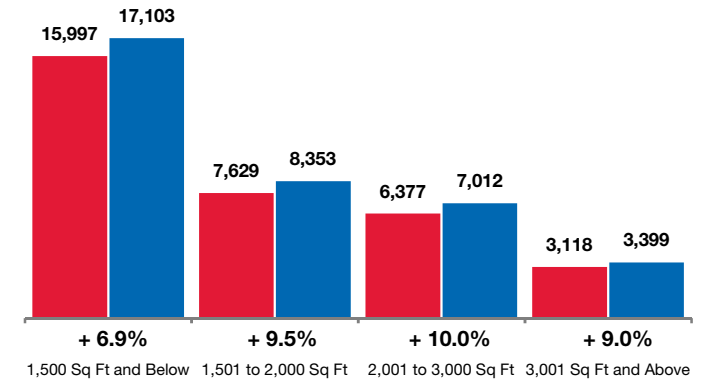
By Price Range

■ 11-2014 ■ 11-2015



By Square Feet

■ 11-2014 ■ 11-2015



All Properties

By Price Range	11-2014	11-2015	Change
\$250,000 and Below	3,776	3,191	- 15.5%
\$250,001 to \$500,000	16,565	17,308	+ 4.5%
\$500,001 to \$750,000	7,554	9,225	+ 22.1%
\$750,001 to \$1,000,000	2,544	2,994	+ 17.7%
\$1,000,001 to \$1,250,000	956	1,059	+ 10.8%
\$1,250,001 and Above	1,727	2,090	+ 21.0%
All Price Ranges	33,122	35,867	+ 8.3%

Single-Family Homes

11-2014	11-2015	Change	11-2014	11-2015	Change
602	388	- 35.5%	3,174	2,803	- 11.7%
10,822	10,523	- 2.8%	5,743	6,785	+ 18.1%
6,175	7,588	+ 22.9%	1,379	1,637	+ 18.7%
2,176	2,599	+ 19.4%	368	395	+ 7.3%
822	918	+ 11.7%	134	141	+ 5.2%
1,539	1,822	+ 18.4%	188	268	+ 42.6%
22,136	23,838	+ 7.7%	10,986	12,029	+ 9.5%

Condos - Townhomes

By Square Feet	11-2014	11-2015	Change
1,500 Sq Ft and Below	15,997	17,103	+ 6.9%
1,501 to 2,000 Sq Ft	7,629	8,353	+ 9.5%
2,001 to 3,000 Sq Ft	6,377	7,012	+ 10.0%
3,001 Sq Ft and Above	3,118	3,399	+ 9.0%
All Square Footage	33,122	35,867	+ 8.3%

11-2014	11-2015	Change	11-2014	11-2015	Change
7,200	7,595	+ 5.5%	8,941	10,124	+ 13.2%
5,972	6,703	+ 12.2%	1,799	1,982	+ 10.2%
6,137	6,774	+ 10.4%	333	383	+ 15.0%
3,074	3,478	+ 13.1%	27	35	+ 29.6%
22,136	23,838	+ 7.7%	10,986	12,029	+ 9.5%

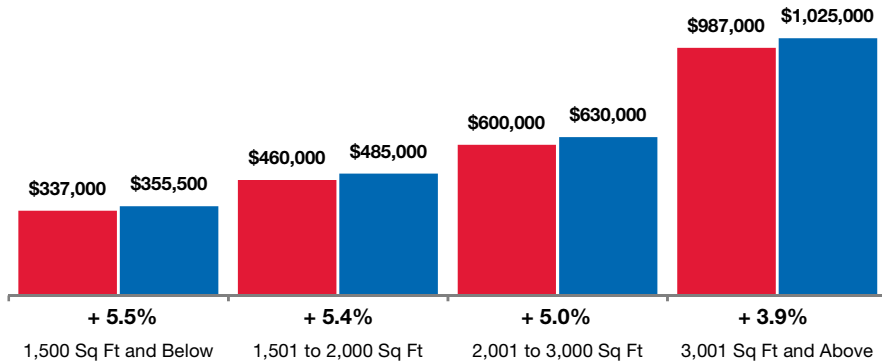


Median Sales Price

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.**

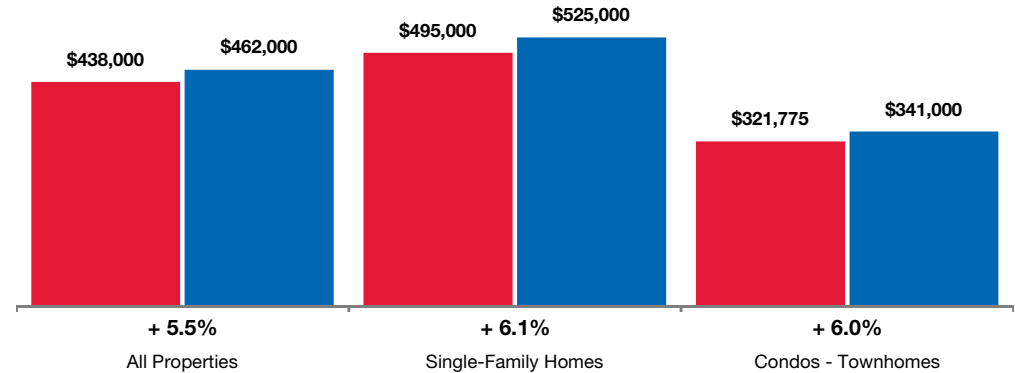
By Square Feet

■ 11-2014 ■ 11-2015



By Property Type

■ 11-2014 ■ 11-2015



By Square Feet	All Properties		
	11-2014	11-2015	Change
1,500 Sq Ft and Below	\$337,000	\$355,500	+ 5.5%
1,501 to 2,000 Sq Ft	\$460,000	\$485,000	+ 5.4%
2,001 to 3,000 Sq Ft	\$600,000	\$630,000	+ 5.0%
3,001 Sq Ft and Above	\$987,000	\$1,025,000	+ 3.9%
All Square Footage	\$438,000	\$462,000	+ 5.5%

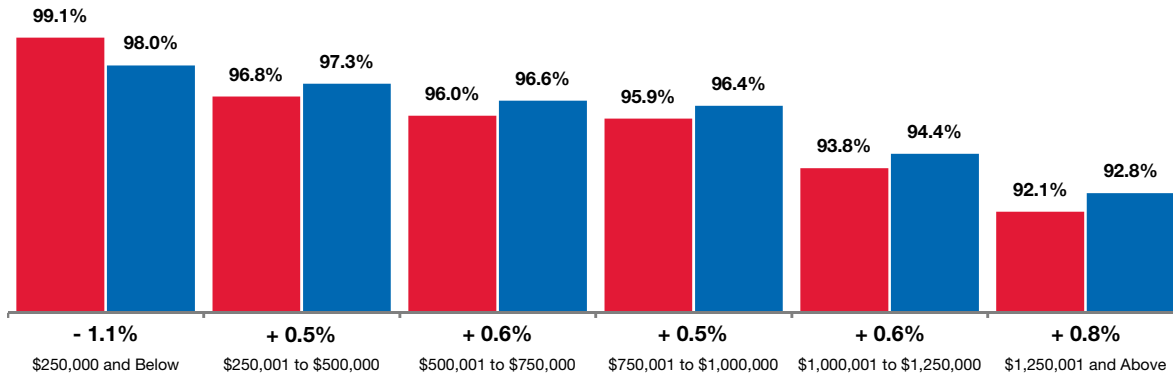
	Single-Family Homes			Condos - Townhomes		
	11-2014	11-2015	Change	11-2014	11-2015	Change
	\$370,000	\$395,000	+ 6.8%	\$294,200	\$312,000	+ 6.1%
	\$455,000	\$482,500	+ 6.0%	\$479,000	\$492,000	+ 2.7%
	\$595,000	\$622,375	+ 4.6%	\$788,500	\$842,500	+ 6.8%
	\$980,000	\$1,025,000	+ 4.6%	\$2,100,000	\$1,918,194	- 8.7%
	\$495,000	\$525,000	+ 6.1%	\$321,775	\$341,000	+ 6.0%

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.**

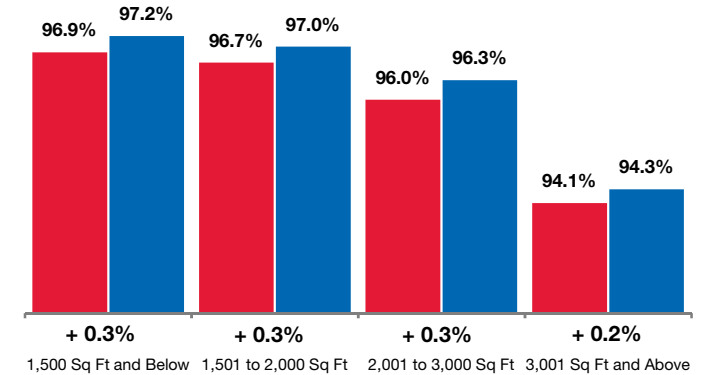
By Price Range

■ 11-2014 ■ 11-2015



By Square Feet

■ 11-2014 ■ 11-2015



All Properties

By Price Range	11-2014	11-2015	Change
\$250,000 and Below	99.1%	98.0%	- 1.1%
\$250,001 to \$500,000	96.8%	97.3%	+ 0.5%
\$500,001 to \$750,000	96.0%	96.6%	+ 0.6%
\$750,001 to \$1,000,000	95.9%	96.4%	+ 0.5%
\$1,000,001 to \$1,250,000	93.8%	94.4%	+ 0.6%
\$1,250,001 and Above	92.1%	92.8%	+ 0.8%
All Price Ranges	96.4%	96.7%	+ 0.3%

Single-Family Homes

11-2014	11-2015	Change	11-2014	11-2015	Change
94.0%	93.1%	- 1.0%	97.3%	96.4%	- 0.9%
96.7%	97.1%	+ 0.4%	96.9%	97.3%	+ 0.4%
96.6%	97.0%	+ 0.4%	96.6%	97.1%	+ 0.5%
96.1%	96.5%	+ 0.4%	95.7%	95.9%	+ 0.2%
94.3%	94.8%	+ 0.5%	94.0%	93.8%	- 0.2%
92.9%	93.7%	+ 0.9%	93.6%	94.3%	+ 0.7%
96.2%	96.6%	+ 0.4%	96.8%	96.9%	+ 0.1%

Condos - Townhomes

By Square Feet	11-2014	11-2015	Change
1,500 Sq Ft and Below	96.9%	97.2%	+ 0.3%
1,501 to 2,000 Sq Ft	96.7%	97.0%	+ 0.3%
2,001 to 3,000 Sq Ft	96.0%	96.3%	+ 0.3%
3,001 Sq Ft and Above	94.1%	94.3%	+ 0.2%
All Square Footage	96.4%	96.7%	+ 0.3%

11-2014	11-2015	Change	11-2014	11-2015	Change
96.8%	97.4%	+ 0.6%	97.0%	97.0%	0.0%
96.7%	97.0%	+ 0.3%	96.6%	96.9%	+ 0.3%
96.0%	96.4%	+ 0.4%	95.1%	95.3%	+ 0.2%
94.1%	94.3%	+ 0.2%	92.6%	90.6%	- 2.2%
96.2%	96.6%	+ 0.4%	96.8%	96.9%	+ 0.1%

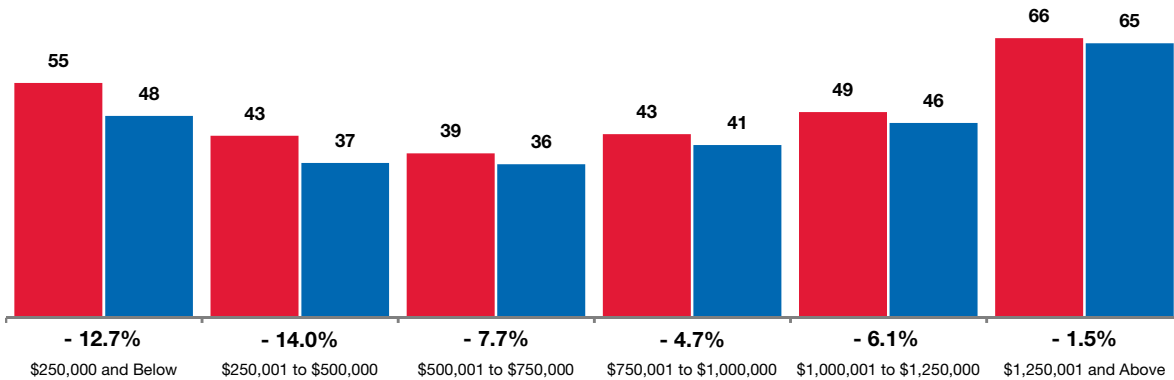


Days on Market Until Sale

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.

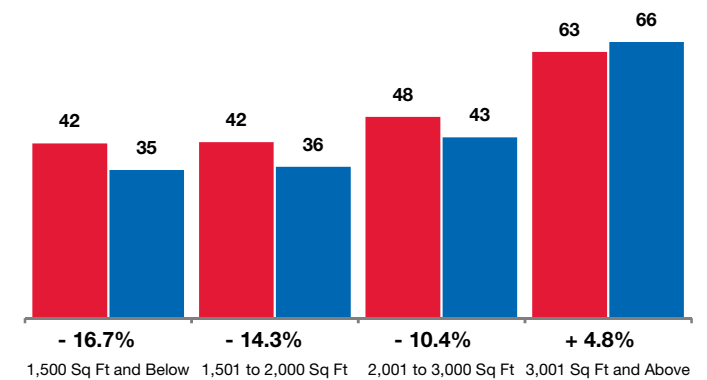
By Price Range

■ 11-2014 ■ 11-2015



By Square Feet

■ 11-2014 ■ 11-2015



All Properties

By Price Range	11-2014	11-2015	Change
\$250,000 and Below	55	48	-12.7%
\$250,001 to \$500,000	43	37	-14.0%
\$500,001 to \$750,000	39	36	-7.7%
\$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	66	65	-1.5%
All Price Ranges	45	40	-11.1%

Single-Family Homes

11-2014	11-2015	Change	11-2014	11-2015	Change
84	75	-10.7%	50	44	-12.0%
45	38	-15.6%	40	35	-12.5%
39	36	-7.7%	40	36	-10.0%
42	40	-4.8%	51	45	-11.8%
48	44	-8.3%	54	60	+11.1%
66	65	-1.5%	69	65	-5.8%
45	40	-11.1%	44	38	-13.6%

Condos - Townhomes

By Square Feet	11-2014	11-2015	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	63	66	+4.8%
All Square Footage	45	40	-11.1%

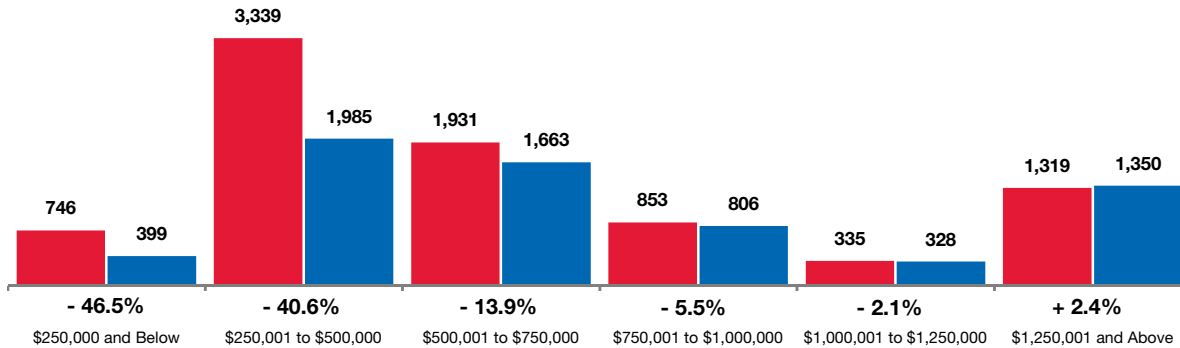
11-2014	11-2015	Change	11-2014	11-2015	Change
40	32	-20.0%	43	37	-14.0%
41	35	-14.6%	44	40	-9.1%
47	42	-10.6%	63	53	-15.9%
63	66	+4.8%	53	71	+34.0%
45	40	-11.1%	44	38	-13.6%

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.

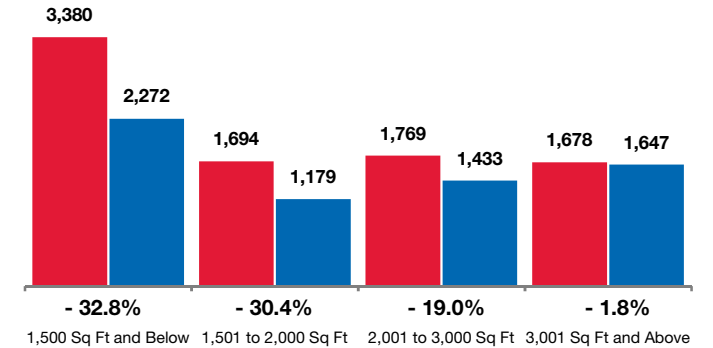
By Price Range

■ 11-2014 ■ 11-2015



By Square Feet

■ 11-2014 ■ 11-2015



All Properties

By Price Range	11-2014	11-2015	Change
\$250,000 and Below	746	399	- 46.5%
\$250,001 to \$500,000	3,339	1,985	- 40.6%
\$500,001 to \$750,000	1,931	1,663	- 13.9%
\$750,001 to \$1,000,000	853	806	- 5.5%
\$1,000,001 to \$1,250,000	335	328	- 2.1%
\$1,250,001 and Above	1,319	1,350	+ 2.4%
All Price Ranges	8,523	6,531	- 23.4%

Single-Family Homes

11-2014	11-2015	Change	11-2014	11-2015	Change
161	98	- 39.1%	585	301	- 48.5%
2,096	1,135	- 45.8%	1,243	850	- 31.6%
1,607	1,362	- 15.2%	324	301	- 7.1%
732	686	- 6.3%	121	120	- 0.8%
276	269	- 2.5%	59	59	0.0%
1,166	1,209	+ 3.7%	153	141	- 7.8%
6,038	4,759	- 21.2%	2,485	1,772	- 28.7%

Condos - Townhomes

By Square Feet	11-2014	11-2015	Change
1,500 Sq Ft and Below	3,380	2,272	- 32.8%
1,501 to 2,000 Sq Ft	1,694	1,179	- 30.4%
2,001 to 3,000 Sq Ft	1,769	1,433	- 19.0%
3,001 Sq Ft and Above	1,678	1,647	- 1.8%
All Square Footage	8,523	6,531	- 23.4%

11-2014	11-2015	Change	11-2014	11-2015	Change
1,440	938	- 34.9%	1,940	1,334	- 31.2%
1,296	864	- 33.3%	398	315	- 20.9%
1,646	1,327	- 19.4%	123	106	- 13.8%
1,654	1,630	- 1.5%	24	17	- 29.2%
6,038	4,759	- 21.2%	2,485	1,772	- 28.7%

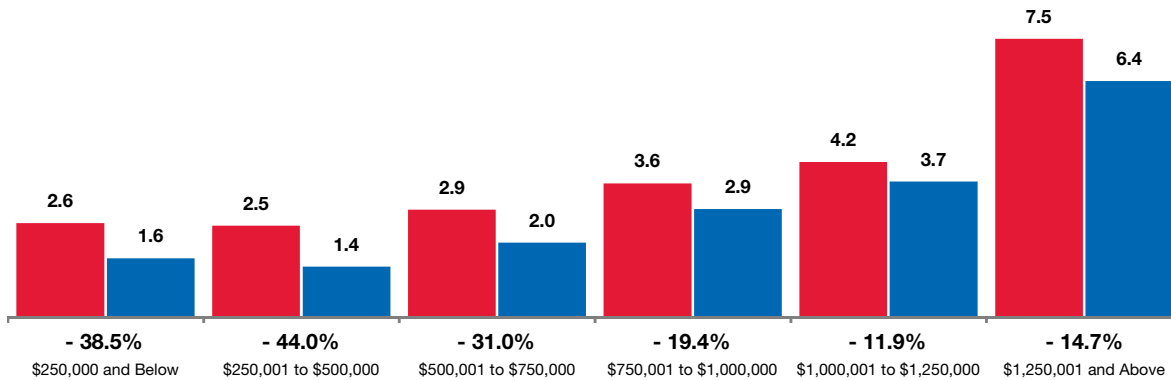


Months Supply of Inventory

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.

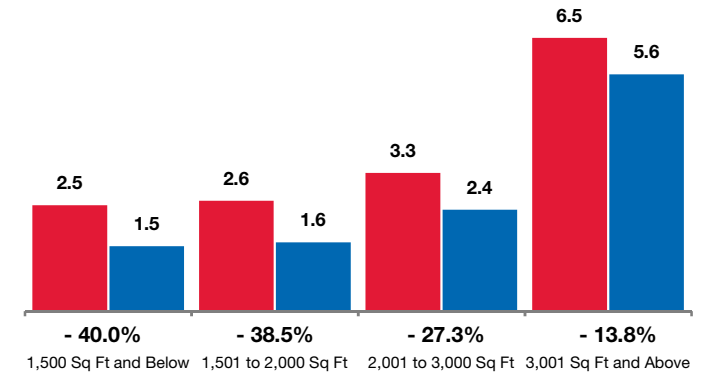
By Price Range

■ 11-2014 ■ 11-2015



By Square Feet

■ 11-2014 ■ 11-2015



All Properties

By Price Range	11-2014	11-2015	Change
\$250,000 and Below	2.6	1.6	-38.5%
\$250,001 to \$500,000	2.5	1.4	-44.0%
\$500,001 to \$750,000	2.9	2.0	-31.0%
\$750,001 to \$1,000,000	3.6	2.9	-19.4%
\$1,000,001 to \$1,250,000	4.2	3.7	-11.9%
\$1,250,001 and Above	7.5	6.4	-14.7%
All Price Ranges	3.1	2.1	-32.3%

Single-Family Homes

11-2014	11-2015	Change	11-2014	11-2015	Change
3.3	3.2	-3.0%	2.4	1.4	-41.7%
2.4	1.3	-45.8%	2.5	1.4	-44.0%
3.0	2.0	-33.3%	2.6	2.0	-23.1%
3.6	2.9	-19.4%	3.5	3.3	-5.7%
4.0	3.5	-12.5%	5.4	4.6	-14.8%
7.6	6.7	-11.8%	6.8	4.6	-32.4%
3.2	2.3	-28.1%	2.7	1.7	-37.0%

Condos - Townhomes

By Square Feet	11-2014	11-2015	Change
1,500 Sq Ft and Below	2.5	1.5	-40.0%
1,501 to 2,000 Sq Ft	2.6	1.6	-38.5%
2,001 to 3,000 Sq Ft	3.3	2.4	-27.3%
3,001 Sq Ft and Above	6.5	5.6	-13.8%
All Square Footage	3.1	2.1	-32.3%

11-2014	11-2015	Change	11-2014	11-2015	Change
2.4	1.5	-37.5%	2.6	1.6	-38.5%
2.6	1.5	-42.3%	2.7	1.9	-29.6%
3.2	2.4	-25.0%	4.4	3.3	-25.0%
6.5	5.6	-13.8%	10.7	5.8	-45.8%
3.2	2.3	-28.1%	2.7	1.7	-37.0%

