

# Housing Supply Overview

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

## December 2015

Time will tell if the recent Federal Reserve rate increase adversely affects housing markets. Since the increase was widely anticipated in a much-improved economy, overly negative reactions are not anticipated in 2016. Rates are still very attractive. For the 12-month period spanning January 2015 through December 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 23.8 percent.

The overall Median Sales Price was up 5.7 percent to \$465,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 6.5 percent to \$527,000. 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 64 days.

Market-wide, inventory levels were down 24.8 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 21.1 percent. That amounts to 2.0 months supply for Single-Family Homes and 1.4 months supply for Condos - Townhomes.

## Quick Facts

**+ 23.8%**

**+ 13.0%**

**+ 13.4%**

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>3,001 Sq Ft and Above</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.

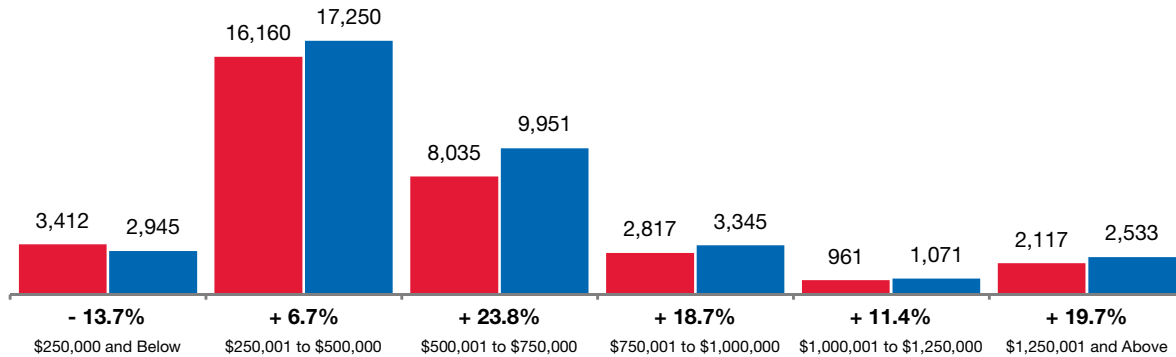
Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Days on Market Until Sale	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>

# Pending Sales

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

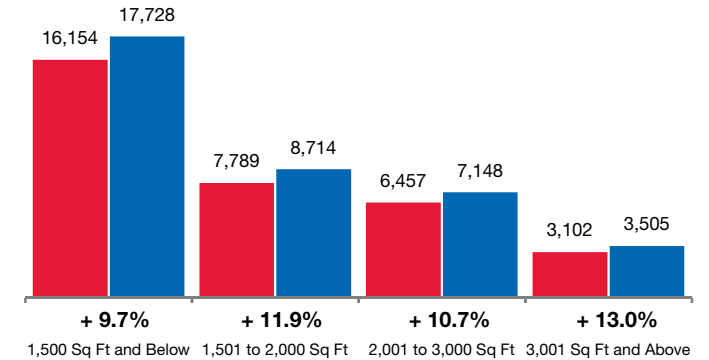
## By Price Range

■ 12-2014 ■ 12-2015



## By Square Feet

■ 12-2014 ■ 12-2015



### All Properties

By Price Range	12-2014	12-2015	Change
\$250,000 and Below	3,412	2,945	- 13.7%
\$250,001 to \$500,000	16,160	17,250	+ 6.7%
\$500,001 to \$750,000	8,035	9,951	+ 23.8%
\$750,001 to \$1,000,000	2,817	3,345	+ 18.7%
\$1,000,001 to \$1,250,000	961	1,071	+ 11.4%
\$1,250,001 and Above	2,117	2,533	+ 19.7%
<b>All Price Ranges</b>	<b>33,503</b>	<b>37,095</b>	<b>+ 10.7%</b>

### Single-Family Homes

12-2014	12-2015	Change	12-2014	12-2015	Change
560	355	- 36.6%	2,852	2,590	- 9.2%
10,256	10,078	- 1.7%	5,904	7,172	+ 21.5%
6,534	8,138	+ 24.5%	1,501	1,813	+ 20.8%
2,402	2,888	+ 20.2%	415	457	+ 10.1%
831	918	+ 10.5%	130	153	+ 17.7%
1,841	2,161	+ 17.4%	276	372	+ 34.8%
<b>22,425</b>	<b>24,538</b>	<b>+ 9.4%</b>	<b>11,078</b>	<b>12,557</b>	<b>+ 13.4%</b>

### Condos - Townhomes

By Square Feet	12-2014	12-2015	Change
1,500 Sq Ft and Below	16,154	17,728	+ 9.7%
1,501 to 2,000 Sq Ft	7,789	8,714	+ 11.9%
2,001 to 3,000 Sq Ft	6,457	7,148	+ 10.7%
3,001 Sq Ft and Above	3,102	3,505	+ 13.0%
<b>All Square Footage</b>	<b>33,503</b>	<b>37,095</b>	<b>+ 10.7%</b>

12-2014	12-2015	Change	12-2014	12-2015	Change
7,235	7,590	+ 4.9%	8,919	10,138	+ 13.7%
5,990	6,720	+ 12.2%	1,799	1,994	+ 10.8%
6,124	6,757	+ 10.3%	333	391	+ 17.4%
3,075	3,471	+ 12.9%	27	34	+ 25.9%
<b>22,425</b>	<b>24,538</b>	<b>+ 9.4%</b>	<b>11,078</b>	<b>12,557</b>	<b>+ 13.4%</b>

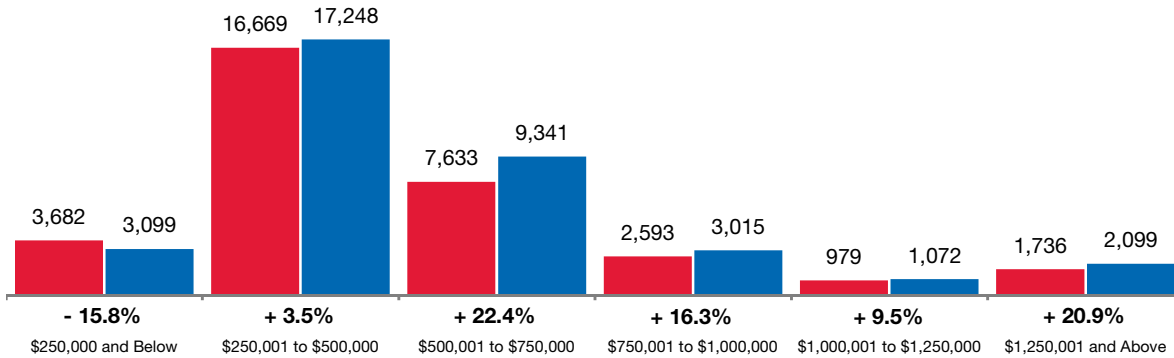


# Closed Sales

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

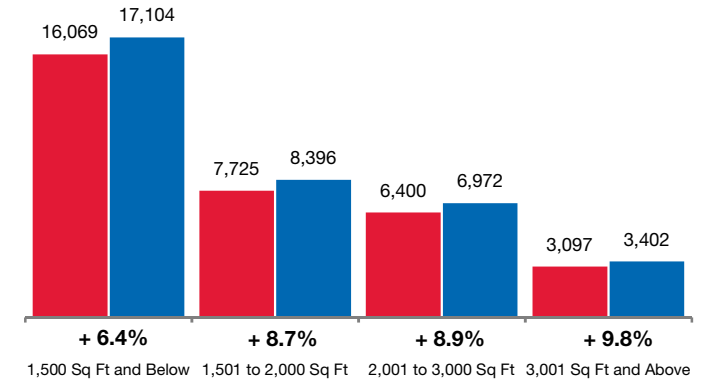
## By Price Range

■ 12-2014 ■ 12-2015



## By Square Feet

■ 12-2014 ■ 12-2015



### All Properties

By Price Range	12-2014	12-2015	Change
\$250,000 and Below	3,682	3,099	- 15.8%
\$250,001 to \$500,000	16,669	17,248	+ 3.5%
\$500,001 to \$750,000	7,633	9,341	+ 22.4%
\$750,001 to \$1,000,000	2,593	3,015	+ 16.3%
\$1,000,001 to \$1,250,000	979	1,072	+ 9.5%
\$1,250,001 and Above	1,736	2,099	+ 20.9%
<b>All Price Ranges</b>	<b>33,292</b>	<b>35,874</b>	<b>+ 7.8%</b>

### Single-Family Homes

12-2014	12-2015	Change	12-2014	12-2015	Change
583	364	- 37.6%	3,099	2,735	- 11.7%
10,853	10,379	- 4.4%	5,816	6,869	+ 18.1%
6,228	7,670	+ 23.2%	1,405	1,671	+ 18.9%
2,222	2,612	+ 17.6%	371	403	+ 8.6%
843	924	+ 9.6%	136	148	+ 8.8%
1,543	1,827	+ 18.4%	193	272	+ 40.9%
<b>22,272</b>	<b>23,776</b>	<b>+ 6.8%</b>	<b>11,020</b>	<b>12,098</b>	<b>+ 9.8%</b>

### Condos - Townhomes

By Square Feet	12-2014	12-2015	Change
1,500 Sq Ft and Below	16,069	17,104	+ 6.4%
1,501 to 2,000 Sq Ft	7,725	8,396	+ 8.7%
2,001 to 3,000 Sq Ft	6,400	6,972	+ 8.9%
3,001 Sq Ft and Above	3,097	3,402	+ 9.8%
<b>All Square Footage</b>	<b>33,292</b>	<b>35,874</b>	<b>+ 7.8%</b>

12-2014	12-2015	Change	12-2014	12-2015	Change
7,175	7,336	+ 2.2%	8,894	9,768	+ 9.8%
5,953	6,474	+ 8.8%	1,772	1,922	+ 8.5%
6,075	6,593	+ 8.5%	325	379	+ 16.6%
3,068	3,373	+ 9.9%	29	29	0.0%
<b>22,272</b>	<b>23,776</b>	<b>+ 6.8%</b>	<b>11,020</b>	<b>12,098</b>	<b>+ 9.8%</b>

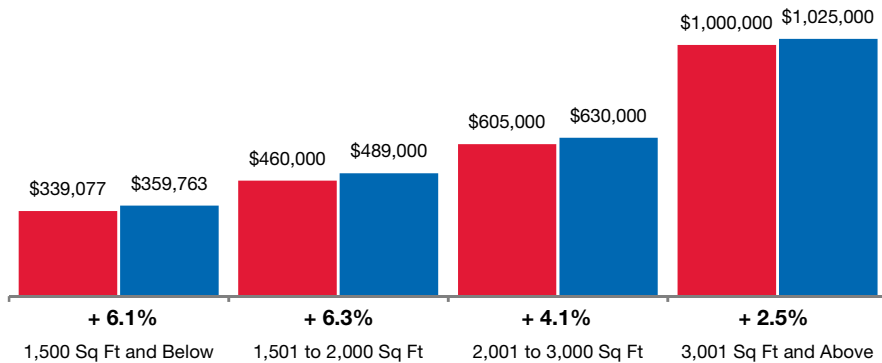


# Median Sales Price

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.**

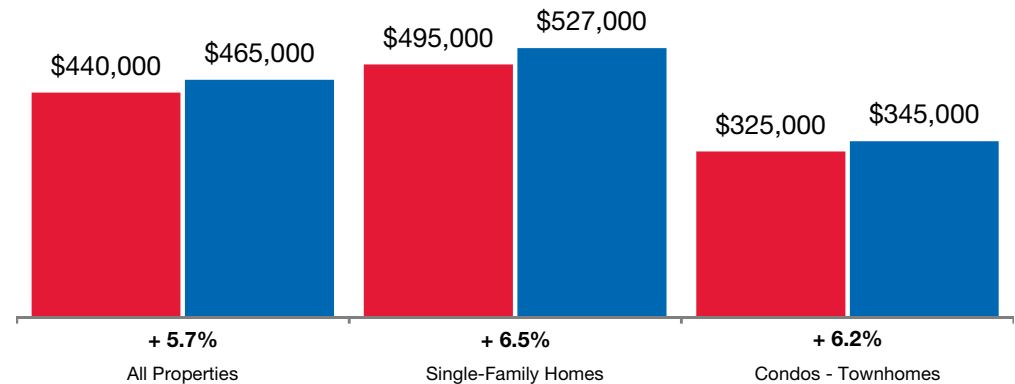
## By Square Feet

■ 12-2014 ■ 12-2015



## By Property Type

■ 12-2014 ■ 12-2015



By Square Feet	All Properties		
	12-2014	12-2015	Change
1,500 Sq Ft and Below	\$339,077	\$359,763	+ 6.1%
1,501 to 2,000 Sq Ft	\$460,000	\$489,000	+ 6.3%
2,001 to 3,000 Sq Ft	\$605,000	\$630,000	+ 4.1%
3,001 Sq Ft and Above	\$1,000,000	\$1,025,000	+ 2.5%
<b>All Square Footage</b>	<b>\$440,000</b>	<b>\$465,000</b>	<b>+ 5.7%</b>

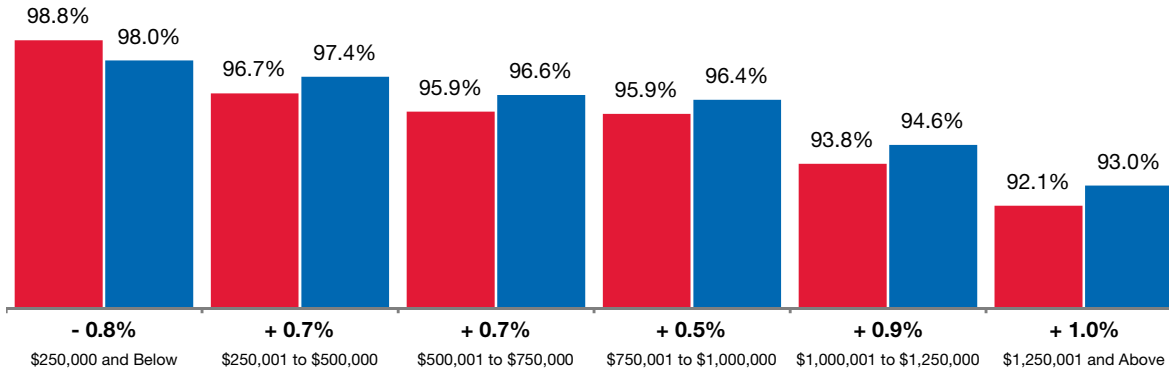
	Single-Family Homes			Condos - Townhomes		
	12-2014	12-2015	Change	12-2014	12-2015	Change
	\$372,000	\$400,000	+ 7.5%	\$295,000	\$315,000	+ 6.8%
	\$459,000	\$485,000	+ 5.7%	\$479,000	\$497,500	+ 3.9%
	\$600,000	\$625,000	+ 4.2%	\$789,000	\$840,000	+ 6.5%
	\$995,000	\$1,020,000	+ 2.5%	\$2,125,000	\$1,947,500	- 8.4%
	<b>\$495,000</b>	<b>\$527,000</b>	<b>+ 6.5%</b>	<b>\$325,000</b>	<b>\$345,000</b>	<b>+ 6.2%</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.**

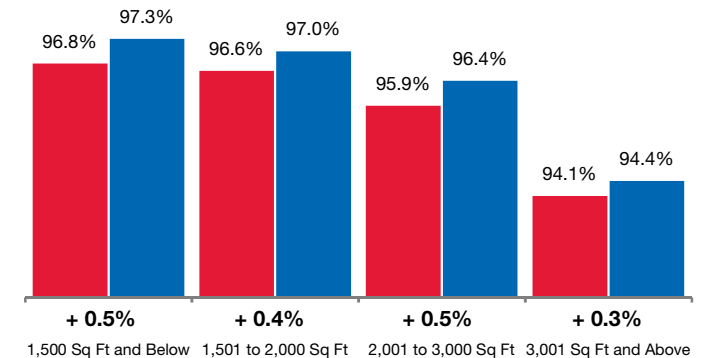
## By Price Range

■ 12-2014 ■ 12-2015



## By Square Feet

■ 12-2014 ■ 12-2015



## All Properties

By Price Range	12-2014	12-2015	Change
\$250,000 and Below	98.8%	98.0%	-0.8%
\$250,001 to \$500,000	96.7%	97.4%	+0.7%
\$500,001 to \$750,000	95.9%	96.6%	+0.7%
\$750,001 to \$1,000,000	95.9%	96.4%	+0.5%
\$1,000,001 to \$1,250,000	93.8%	94.6%	+0.9%
\$1,250,001 and Above	92.1%	93.0%	+1.0%
<b>All Price Ranges</b>	<b>96.3%</b>	<b>96.8%</b>	<b>+0.5%</b>

## Single-Family Homes

12-2014	12-2015	Change	12-2014	12-2015	Change
93.5%	93.4%	-0.1%	97.1%	96.5%	-0.6%
96.6%	97.1%	+0.5%	96.8%	97.4%	+0.6%
96.6%	97.0%	+0.4%	96.6%	97.1%	+0.5%
96.0%	96.6%	+0.6%	95.6%	96.1%	+0.5%
94.4%	94.7%	+0.3%	94.3%	93.7%	-0.6%
92.9%	94.0%	+1.2%	93.5%	94.4%	+1.0%
<b>96.1%</b>	<b>96.7%</b>	<b>+0.6%</b>	<b>96.7%</b>	<b>97.0%</b>	<b>+0.3%</b>

## Condos - Townhomes

By Square Feet	12-2014	12-2015	Change
1,500 Sq Ft and Below	96.8%	97.3%	+0.5%
1,501 to 2,000 Sq Ft	96.6%	97.0%	+0.4%
2,001 to 3,000 Sq Ft	95.9%	96.4%	+0.5%
3,001 Sq Ft and Above	94.1%	94.4%	+0.3%
<b>All Square Footage</b>	<b>96.3%</b>	<b>96.8%</b>	<b>+0.5%</b>

12-2014	12-2015	Change	12-2014	12-2015	Change
96.6%	97.5%	+0.9%	96.9%	97.1%	+0.2%
96.6%	97.1%	+0.5%	96.5%	96.8%	+0.3%
95.9%	96.5%	+0.6%	95.1%	95.3%	+0.2%
94.1%	94.4%	+0.3%	91.9%	90.7%	-1.3%
<b>96.1%</b>	<b>96.7%</b>	<b>+0.6%</b>	<b>96.7%</b>	<b>97.0%</b>	<b>+0.3%</b>

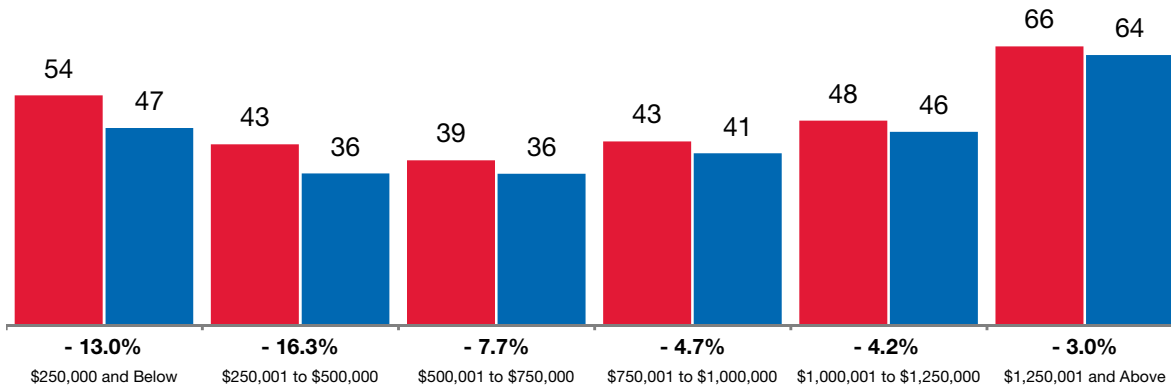


# Days on Market Until Sale

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.

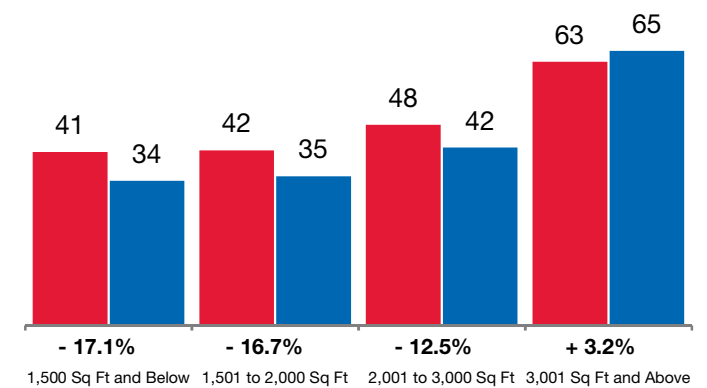
## By Price Range

■ 12-2014 ■ 12-2015



## By Square Feet

■ 12-2014 ■ 12-2015



## All Properties

By Price Range	12-2014	12-2015	Change
\$250,000 and Below	54	47	-13.0%
\$250,001 to \$500,000	43	36	-16.3%
\$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	48	46	-4.2%
\$1,250,001 and Above	66	64	-3.0%
<b>All Price Ranges</b>	<b>45</b>	<b>39</b>	<b>-13.3%</b>

## Single-Family Homes

12-2014	12-2015	Change	12-2014	12-2015	Change
84	74	-11.9%	49	43	-12.2%
44	37	-15.9%	40	34	-15.0%
39	36	-7.7%	40	36	-10.0%
42	40	-4.8%	54	44	-18.5%
47	44	-6.4%	54	58	+7.4%
65	64	-1.5%	70	64	-8.6%
<b>45</b>	<b>40</b>	<b>-11.1%</b>	<b>44</b>	<b>37</b>	<b>-15.9%</b>

## Condos - Townhomes

By Square Feet	12-2014	12-2015	Change
1,500 Sq Ft and Below	41	34	-17.1%
1,501 to 2,000 Sq Ft	42	35	-16.7%
2,001 to 3,000 Sq Ft	48	42	-12.5%
3,001 Sq Ft and Above	63	65	+3.2%
<b>All Square Footage</b>	<b>45</b>	<b>39</b>	<b>-13.3%</b>

12-2014	12-2015	Change	12-2014	12-2015	Change
39	32	-17.9%	43	36	-16.3%
41	34	-17.1%	44	40	-9.1%
47	42	-10.6%	64	50	-21.9%
63	65	+3.2%	60	68	+13.3%
<b>45</b>	<b>40</b>	<b>-11.1%</b>	<b>44</b>	<b>37</b>	<b>-15.9%</b>

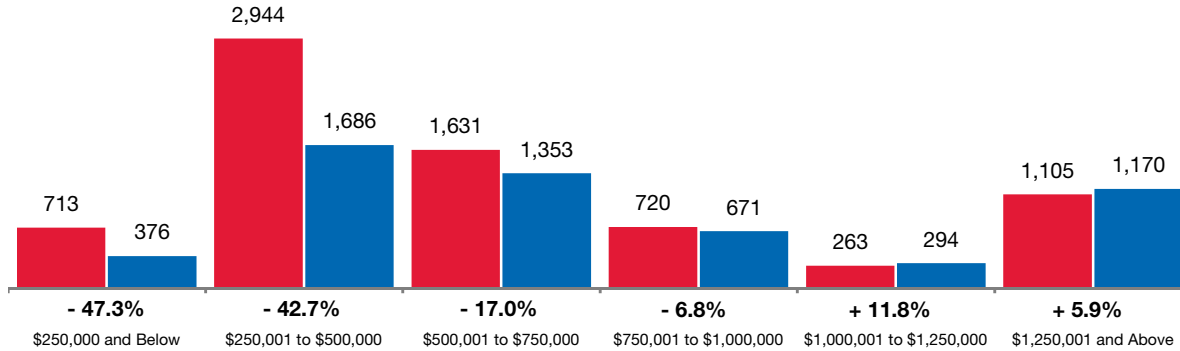


# Inventory of Homes for Sale

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

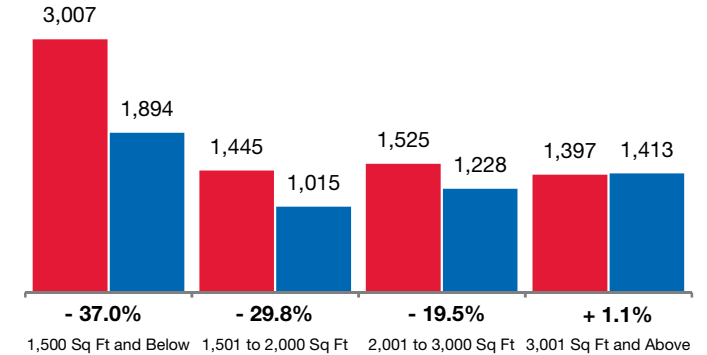
## By Price Range

■ 12-2014 ■ 12-2015



## By Square Feet

■ 12-2014 ■ 12-2015



### All Properties

By Price Range	12-2014	12-2015	Change
\$250,000 and Below	713	376	- 47.3%
\$250,001 to \$500,000	2,944	1,686	- 42.7%
\$500,001 to \$750,000	1,631	1,353	- 17.0%
\$750,001 to \$1,000,000	720	671	- 6.8%
\$1,000,001 to \$1,250,000	263	294	+ 11.8%
\$1,250,001 and Above	1,105	1,170	+ 5.9%
<b>All Price Ranges</b>	<b>7,376</b>	<b>5,550</b>	<b>- 24.8%</b>

### Single-Family Homes

12-2014	12-2015	Change	12-2014	12-2015	Change
154	100	- 35.1%	559	276	- 50.6%
1,850	985	- 46.8%	1,094	701	- 35.9%
1,348	1,117	- 17.1%	283	236	- 16.6%
606	575	- 5.1%	114	96	- 15.8%
210	236	+ 12.4%	53	58	+ 9.4%
968	1,041	+ 7.5%	137	129	- 5.8%
<b>5,136</b>	<b>4,054</b>	<b>- 21.1%</b>	<b>2,240</b>	<b>1,496</b>	<b>- 33.2%</b>

### Condos - Townhomes

By Square Feet	12-2014	12-2015	Change
1,500 Sq Ft and Below	3,007	1,894	- 37.0%
1,501 to 2,000 Sq Ft	1,445	1,015	- 29.8%
2,001 to 3,000 Sq Ft	1,525	1,228	- 19.5%
3,001 Sq Ft and Above	1,397	1,413	+ 1.1%
<b>All Square Footage</b>	<b>7,376</b>	<b>5,550</b>	<b>- 24.8%</b>

12-2014	12-2015	Change	12-2014	12-2015	Change
1,265	767	- 39.4%	1,742	1,127	- 35.3%
1,079	759	- 29.7%	366	256	- 30.1%
1,417	1,130	- 20.3%	108	98	- 9.3%
1,373	1,398	+ 1.8%	24	15	- 37.5%
<b>5,136</b>	<b>4,054</b>	<b>- 21.1%</b>	<b>2,240</b>	<b>1,496</b>	<b>- 33.2%</b>

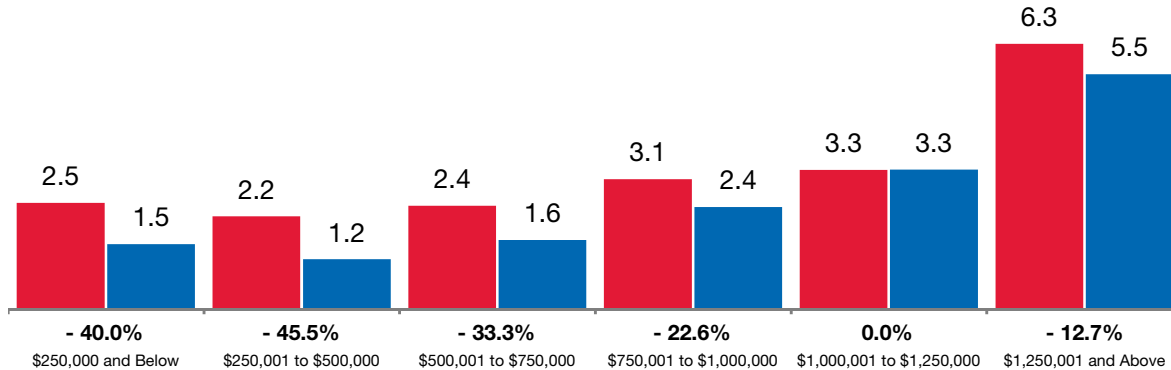


# Months Supply of Inventory

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.

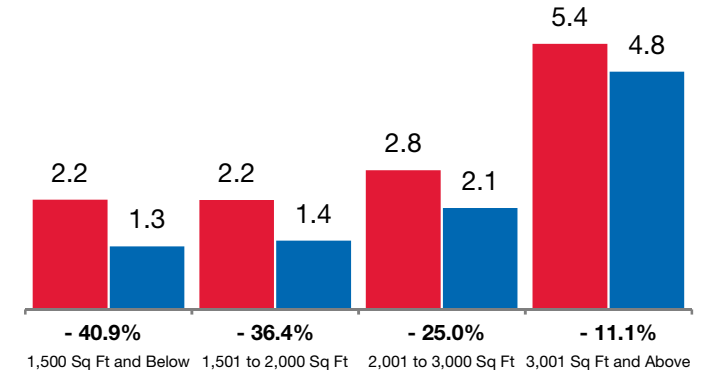
## By Price Range

■ 12-2014 ■ 12-2015



## By Square Feet

■ 12-2014 ■ 12-2015



### All Properties

By Price Range	12-2014	12-2015	Change
\$250,000 and Below	2.5	1.5	- 40.0%
\$250,001 to \$500,000	2.2	1.2	- 45.5%
\$500,001 to \$750,000	2.4	1.6	- 33.3%
\$750,001 to \$1,000,000	3.1	2.4	- 22.6%
\$1,000,001 to \$1,250,000	3.3	3.3	0.0%
\$1,250,001 and Above	6.3	5.5	- 12.7%
<b>All Price Ranges</b>	<b>2.6</b>	<b>1.8</b>	<b>- 30.8%</b>

### Single-Family Homes

12-2014	12-2015	Change	12-2014	12-2015	Change
3.3	3.4	+ 3.0%	2.4	1.3	- 45.8%
2.2	1.2	- 45.5%	2.2	1.2	- 45.5%
2.5	1.6	- 36.0%	2.3	1.6	- 30.4%
3.0	2.4	- 20.0%	3.3	2.5	- 24.2%
3.0	3.1	+ 3.3%	4.9	4.5	- 8.2%
6.3	5.8	- 7.9%	6.0	4.2	- 30.0%
<b>2.7</b>	<b>2.0</b>	<b>- 25.9%</b>	<b>2.4</b>	<b>1.4</b>	<b>- 41.7%</b>

### Condos - Townhomes

By Square Feet	12-2014	12-2015	Change
1,500 Sq Ft and Below	2.2	1.3	- 40.9%
1,501 to 2,000 Sq Ft	2.2	1.4	- 36.4%
2,001 to 3,000 Sq Ft	2.8	2.1	- 25.0%
3,001 Sq Ft and Above	5.4	4.8	- 11.1%
<b>All Square Footage</b>	<b>2.6</b>	<b>1.8</b>	<b>- 30.8%</b>

12-2014	12-2015	Change	12-2014	12-2015	Change
2.1	1.2	- 42.9%	2.3	1.3	- 43.5%
2.2	1.4	- 36.4%	2.4	1.5	- 37.5%
2.8	2.0	- 28.6%	3.9	3.0	- 23.1%
5.4	4.8	- 11.1%	10.7	5.3	- 50.5%
<b>2.7</b>	<b>2.0</b>	<b>- 25.9%</b>	<b>2.4</b>	<b>1.4</b>	<b>- 41.7%</b>