

# Housing Supply Overview

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

## January 2016

The prediction for 2016 is slightly more sales with slightly higher prices. It would be wonderful if there were more homes for sale in the mix, but changing the trend of lower year-over-year totals is going to take many months in a row of sellers singing a new tune. For the 12-month period spanning February 2015 through January 2016, 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 24.2 percent.

The overall Median Sales Price was up 6.1 percent to \$467,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 7.0 percent to \$529,500. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 35 days; the price range that tended to sell the slowest was the \$1,250,001 And Above range at 63 days.

Market-wide, inventory levels were down 22.3 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 19.4 percent. That amounts to 2.1 months supply for Single-Family Homes and 1.5 months supply for Condos - Townhomes.

## Quick Facts

**+ 24.2%**

**+ 10.9%**

**+ 13.8%**

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.

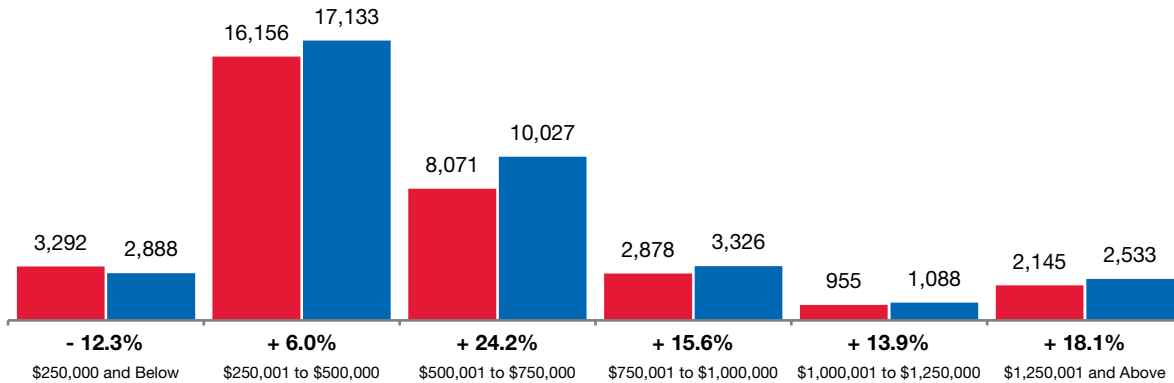
Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Days on Market Until Sale	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>

# Pending Sales

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

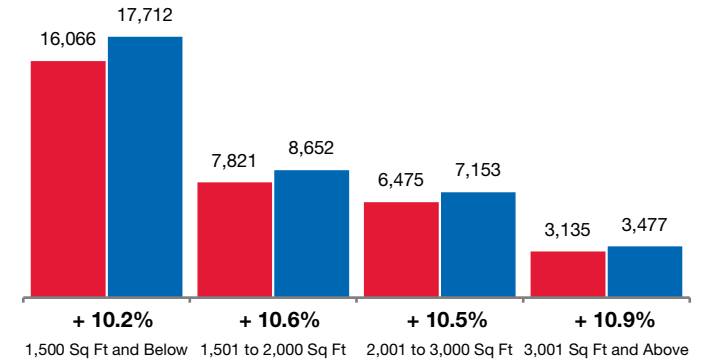
## By Price Range

■ 01-2015 ■ 01-2016



## By Square Feet

■ 01-2015 ■ 01-2016



### All Properties

By Price Range	01-2015	01-2016	Change
\$250,000 and Below	3,292	2,888	- 12.3%
\$250,001 to \$500,000	16,156	17,133	+ 6.0%
\$500,001 to \$750,000	8,071	10,027	+ 24.2%
\$750,001 to \$1,000,000	2,878	3,326	+ 15.6%
\$1,000,001 to \$1,250,000	955	1,088	+ 13.9%
\$1,250,001 and Above	2,145	2,533	+ 18.1%
<b>All Price Ranges</b>	<b>33,498</b>	<b>36,995</b>	<b>+ 10.4%</b>

### Single-Family Homes

01-2015	01-2016	Change	01-2015	01-2016	Change
554	338	- 39.0%	2,738	2,550	- 6.9%
10,220	9,939	- 2.7%	5,936	7,194	+ 21.2%
6,561	8,188	+ 24.8%	1,510	1,839	+ 21.8%
2,449	2,873	+ 17.3%	429	453	+ 5.6%
821	934	+ 13.8%	134	154	+ 14.9%
1,859	2,164	+ 16.4%	286	369	+ 29.0%
<b>22,465</b>	<b>24,436</b>	<b>+ 8.8%</b>	<b>11,033</b>	<b>12,559</b>	<b>+ 13.8%</b>

### Condos - Townhomes

By Square Feet	01-2015	01-2016	Change
1,500 Sq Ft and Below	16,066	17,712	+ 10.2%
1,501 to 2,000 Sq Ft	7,821	8,652	+ 10.6%
2,001 to 3,000 Sq Ft	6,475	7,153	+ 10.5%
3,001 Sq Ft and Above	3,135	3,477	+ 10.9%
<b>All Square Footage</b>	<b>33,498</b>	<b>36,995</b>	<b>+ 10.4%</b>

01-2015	01-2016	Change	01-2015	01-2016	Change
7,204	7,558	+ 4.9%	8,862	10,154	+ 14.6%
6,015	6,672	+ 10.9%	1,806	1,980	+ 9.6%
6,139	6,763	+ 10.2%	336	390	+ 16.1%
3,106	3,443	+ 10.8%	29	34	+ 17.2%
<b>22,465</b>	<b>24,436</b>	<b>+ 8.8%</b>	<b>11,033</b>	<b>12,559</b>	<b>+ 13.8%</b>

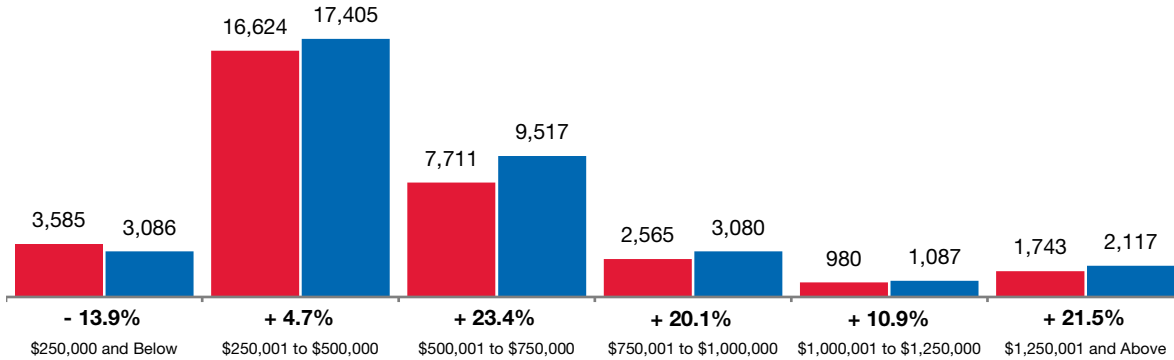


# Closed Sales

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

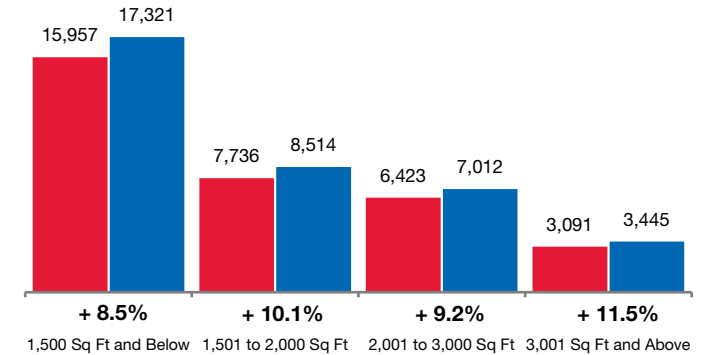
## By Price Range

■ 01-2015 ■ 01-2016



## By Square Feet

■ 01-2015 ■ 01-2016



### All Properties

By Price Range	01-2015	01-2016	Change
\$250,000 and Below	3,585	3,086	- 13.9%
\$250,001 to \$500,000	16,624	17,405	+ 4.7%
\$500,001 to \$750,000	7,711	9,517	+ 23.4%
\$750,001 to \$1,000,000	2,565	3,080	+ 20.1%
\$1,000,001 to \$1,250,000	980	1,087	+ 10.9%
\$1,250,001 and Above	1,743	2,117	+ 21.5%
<b>All Price Ranges</b>	<b>33,208</b>	<b>36,292</b>	<b>+ 9.3%</b>

### Single-Family Homes

01-2015	01-2016	Change	01-2015	01-2016	Change
576	360	- 37.5%	3,009	2,726	- 9.4%
10,832	10,408	- 3.9%	5,792	6,997	+ 20.8%
6,293	7,814	+ 24.2%	1,418	1,703	+ 20.1%
2,199	2,668	+ 21.3%	366	412	+ 12.6%
846	938	+ 10.9%	134	149	+ 11.2%
1,548	1,832	+ 18.3%	195	285	+ 46.2%
<b>22,294</b>	<b>24,020</b>	<b>+ 7.7%</b>	<b>10,914</b>	<b>12,272</b>	<b>+ 12.4%</b>

### Condos - Townhomes

By Square Feet	01-2015	01-2016	Change
1,500 Sq Ft and Below	15,957	17,321	+ 8.5%
1,501 to 2,000 Sq Ft	7,736	8,514	+ 10.1%
2,001 to 3,000 Sq Ft	6,423	7,012	+ 9.2%
3,001 Sq Ft and Above	3,091	3,445	+ 11.5%
<b>All Square Footage</b>	<b>33,208</b>	<b>36,292</b>	<b>+ 9.3%</b>

01-2015	01-2016	Change	01-2015	01-2016	Change
7,180	7,418	+ 3.3%	8,777	9,903	+ 12.8%
5,951	6,563	+ 10.3%	1,785	1,951	+ 9.3%
6,100	6,625	+ 8.6%	323	387	+ 19.8%
3,062	3,414	+ 11.5%	29	31	+ 6.9%
<b>22,294</b>	<b>24,020</b>	<b>+ 7.7%</b>	<b>10,914</b>	<b>12,272</b>	<b>+ 12.4%</b>

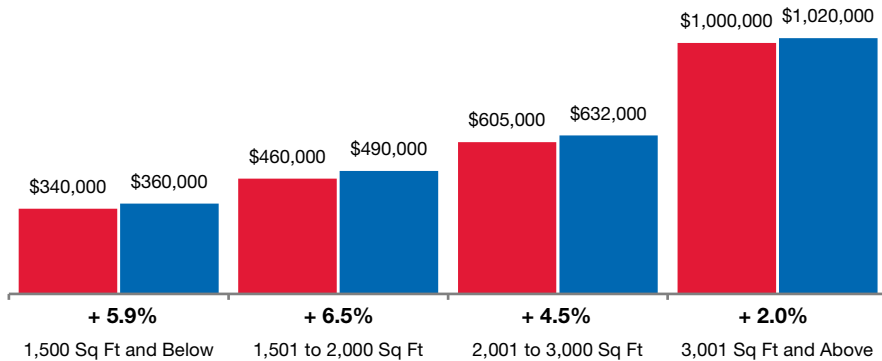


# Median Sales Price

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.**

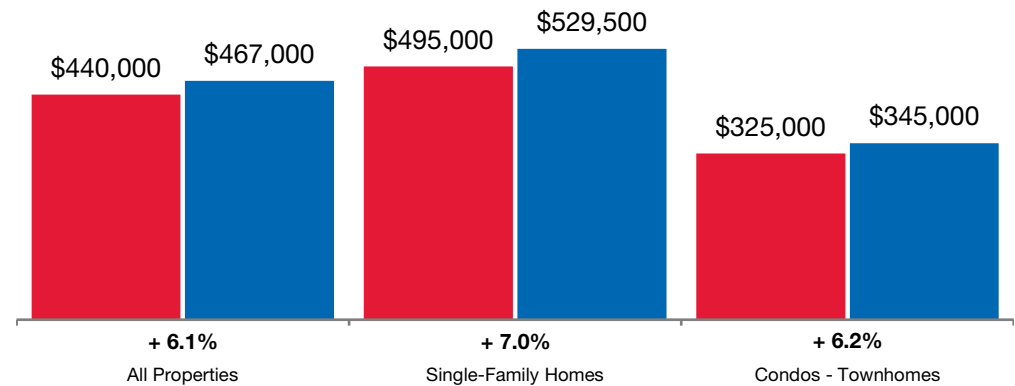
## By Square Feet

■ 01-2015 ■ 01-2016



## By Property Type

■ 01-2015 ■ 01-2016



By Square Feet	All Properties		
	01-2015	01-2016	Change
1,500 Sq Ft and Below	\$340,000	\$360,000	+ 5.9%
1,501 to 2,000 Sq Ft	\$460,000	\$490,000	+ 6.5%
2,001 to 3,000 Sq Ft	\$605,000	\$632,000	+ 4.5%
3,001 Sq Ft and Above	\$1,000,000	\$1,020,000	+ 2.0%
<b>All Square Footage</b>	<b>\$440,000</b>	<b>\$467,000</b>	<b>+ 6.1%</b>

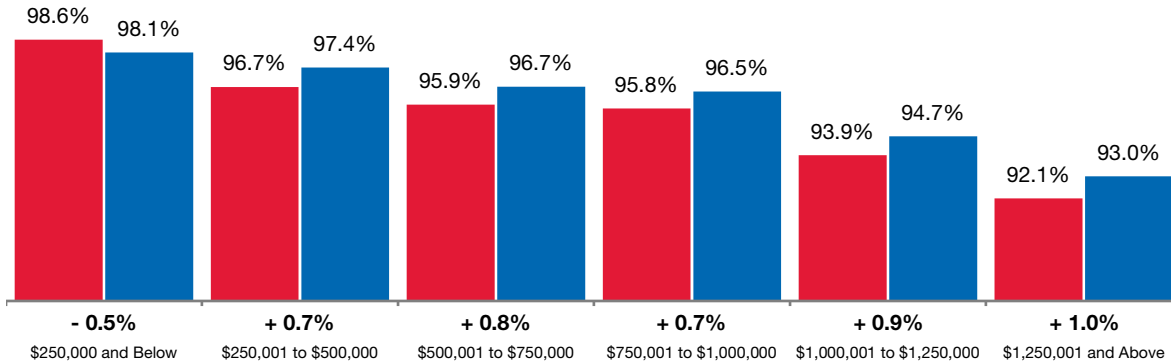
	Single-Family Homes			Condos - Townhomes		
	01-2015	01-2016	Change	01-2015	01-2016	Change
	\$375,000	\$400,000	+ 6.7%	\$297,500	\$315,000	+ 5.9%
	\$459,950	\$489,000	+ 6.3%	\$480,000	\$499,450	+ 4.1%
	\$600,000	\$625,000	+ 4.2%	\$788,000	\$840,000	+ 6.6%
	\$997,500	\$1,008,000	+ 1.1%	\$2,140,000	\$1,947,500	- 9.0%
	<b>\$495,000</b>	<b>\$529,500</b>	<b>+ 7.0%</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.**

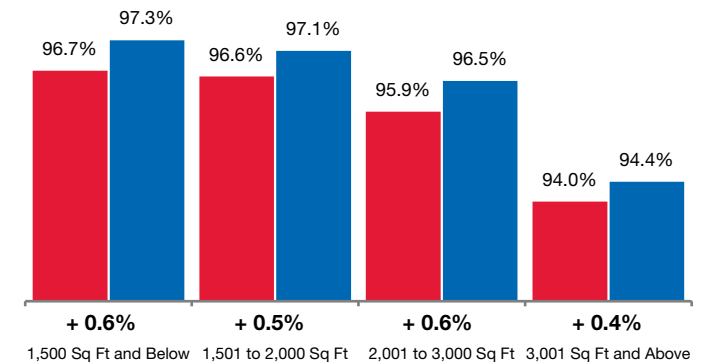
## By Price Range

■ 01-2015 ■ 01-2016



## By Square Feet

■ 01-2015 ■ 01-2016



## All Properties

By Price Range	01-2015	01-2016	Change
\$250,000 and Below	98.6%	98.1%	- 0.5%
\$250,001 to \$500,000	96.7%	97.4%	+ 0.7%
\$500,001 to \$750,000	95.9%	96.7%	+ 0.8%
\$750,001 to \$1,000,000	95.8%	96.5%	+ 0.7%
\$1,000,001 to \$1,250,000	93.9%	94.7%	+ 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

01-2015	01-2016	Change	01-2015	01-2016	Change
93.1%	93.4%	+ 0.3%	96.9%	96.5%	- 0.4%
96.5%	97.2%	+ 0.7%	96.8%	97.5%	+ 0.7%
96.5%	97.1%	+ 0.6%	96.6%	97.2%	+ 0.6%
96.0%	96.7%	+ 0.7%	95.6%	96.2%	+ 0.6%
94.3%	94.8%	+ 0.5%	94.6%	93.9%	- 0.7%
93.0%	94.0%	+ 1.1%	93.8%	94.4%	+ 0.6%
<b>96.1%</b>	<b>96.7%</b>	<b>+ 0.6%</b>	<b>96.7%</b>	<b>97.1%</b>	<b>+ 0.4%</b>

## Condos - Townhomes

By Square Feet	01-2015	01-2016	Change
1,500 Sq Ft and Below	96.7%	97.3%	+ 0.6%
1,501 to 2,000 Sq Ft	96.6%	97.1%	+ 0.5%
2,001 to 3,000 Sq Ft	95.9%	96.5%	+ 0.6%
3,001 Sq Ft and Above	94.0%	94.4%	+ 0.4%
<b>All Square Footage</b>	<b>96.3%</b>	<b>96.8%</b>	<b>+ 0.5%</b>

01-2015	01-2016	Change	01-2015	01-2016	Change
96.6%	97.5%	+ 0.9%	96.8%	97.1%	+ 0.3%
96.6%	97.1%	+ 0.5%	96.5%	97.0%	+ 0.5%
95.9%	96.5%	+ 0.6%	95.2%	95.4%	+ 0.2%
94.0%	94.5%	+ 0.5%	91.9%	90.1%	- 2.0%
<b>96.1%</b>	<b>96.7%</b>	<b>+ 0.6%</b>	<b>96.7%</b>	<b>97.1%</b>	<b>+ 0.4%</b>

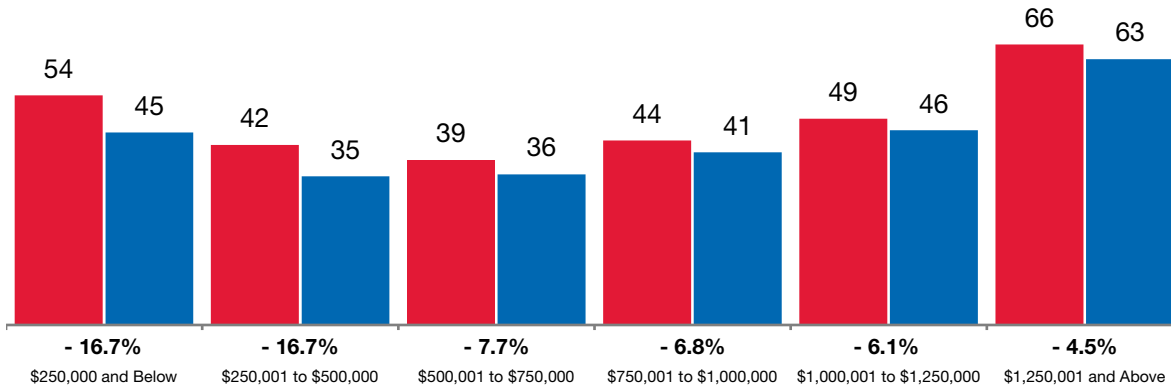


# Days on Market Until Sale

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.

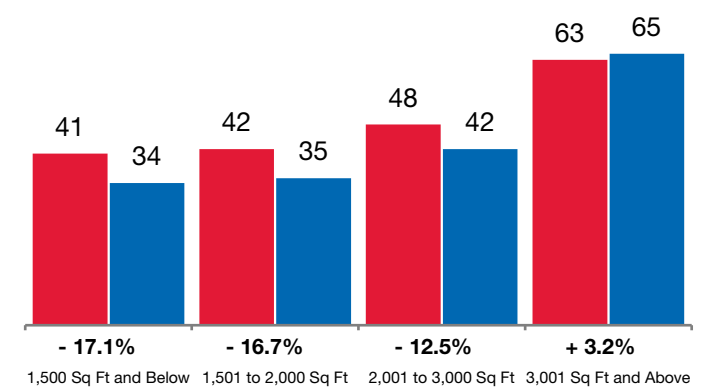
## By Price Range

■ 01-2015 ■ 01-2016



## By Square Feet

■ 01-2015 ■ 01-2016



### All Properties

By Price Range	01-2015	01-2016	Change
\$250,000 and Below	54	45	-16.7%
\$250,001 to \$500,000	42	35	-16.7%
\$500,001 to \$750,000	39	36	-7.7%
\$750,001 to \$1,000,000	44	41	-6.8%
\$1,000,001 to \$1,250,000	49	46	-6.1%
\$1,250,001 and Above	66	63	-4.5%
<b>All Price Ranges</b>	<b>44</b>	<b>39</b>	<b>-11.4%</b>

### Single-Family Homes

01-2015	01-2016	Change	01-2015	01-2016	Change
87	70	-19.5%	48	42	-12.5%
44	37	-15.9%	40	33	-17.5%
39	36	-7.7%	40	36	-10.0%
42	40	-4.8%	52	45	-13.5%
48	44	-8.3%	52	59	+13.5%
66	63	-4.5%	67	64	-4.5%
<b>45</b>	<b>39</b>	<b>-13.3%</b>	<b>43</b>	<b>37</b>	<b>-14.0%</b>

### Condos - Townhomes

By Square Feet	01-2015	01-2016	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>44</b>	<b>39</b>	<b>-11.4%</b>

01-2015	01-2016	Change	01-2015	01-2016	Change
39	31	-20.5%	42	36	-14.3%
41	33	-19.5%	43	40	-7.0%
47	41	-12.8%	63	49	-22.2%
63	64	+1.6%	56	77	+37.5%
<b>45</b>	<b>39</b>	<b>-13.3%</b>	<b>43</b>	<b>37</b>	<b>-14.0%</b>

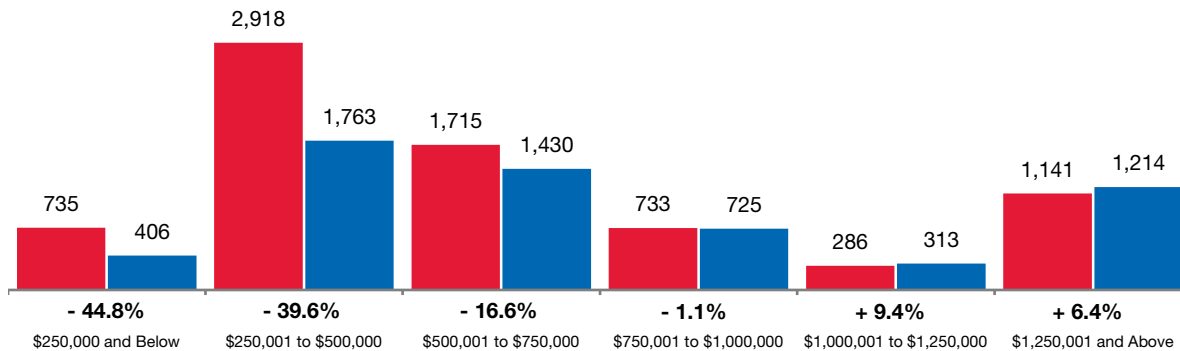


# Inventory of Homes for Sale

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

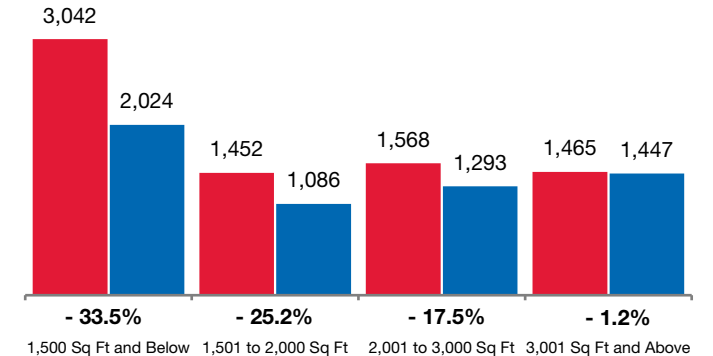
## By Price Range

■ 01-2015 ■ 01-2016



## By Square Feet

■ 01-2015 ■ 01-2016



### All Properties

By Price Range	01-2015	01-2016	Change
\$250,000 and Below	735	406	- 44.8%
\$250,001 to \$500,000	2,918	1,763	- 39.6%
\$500,001 to \$750,000	1,715	1,430	- 16.6%
\$750,001 to \$1,000,000	733	725	- 1.1%
\$1,000,001 to \$1,250,000	286	313	+ 9.4%
\$1,250,001 and Above	1,141	1,214	+ 6.4%
<b>All Price Ranges</b>	<b>7,528</b>	<b>5,851</b>	<b>- 22.3%</b>

### Single-Family Homes

01-2015	01-2016	Change	01-2015	01-2016	Change
142	102	- 28.2%	593	304	- 48.7%
1,848	1,037	- 43.9%	1,070	726	- 32.1%
1,418	1,185	- 16.4%	297	245	- 17.5%
628	606	- 3.5%	105	119	+ 13.3%
236	252	+ 6.8%	50	61	+ 22.0%
1,011	1,078	+ 6.6%	130	136	+ 4.6%
<b>5,283</b>	<b>4,260</b>	<b>- 19.4%</b>	<b>2,245</b>	<b>1,591</b>	<b>- 29.1%</b>

### Condos - Townhomes

By Square Feet	01-2015	01-2016	Change
1,500 Sq Ft and Below	3,042	2,024	- 33.5%
1,501 to 2,000 Sq Ft	1,452	1,086	- 25.2%
2,001 to 3,000 Sq Ft	1,568	1,293	- 17.5%
3,001 Sq Ft and Above	1,465	1,447	- 1.2%
<b>All Square Footage</b>	<b>7,528</b>	<b>5,851</b>	<b>- 22.3%</b>

01-2015	01-2016	Change	01-2015	01-2016	Change
1,283	834	- 35.0%	1,759	1,190	- 32.3%
1,086	797	- 26.6%	366	289	- 21.0%
1,473	1,196	- 18.8%	95	97	+ 2.1%
1,440	1,432	- 0.6%	25	15	- 40.0%
<b>5,283</b>	<b>4,260</b>	<b>- 19.4%</b>	<b>2,245</b>	<b>1,591</b>	<b>- 29.1%</b>

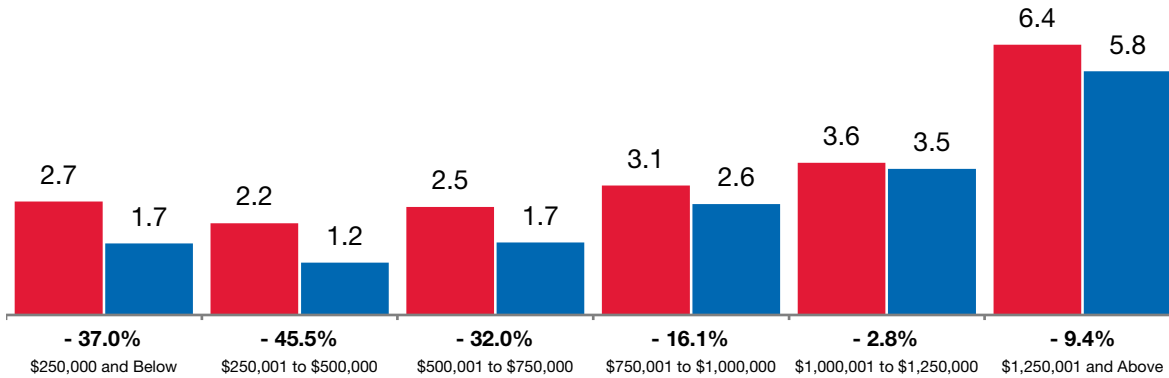


# Months Supply of Inventory

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.

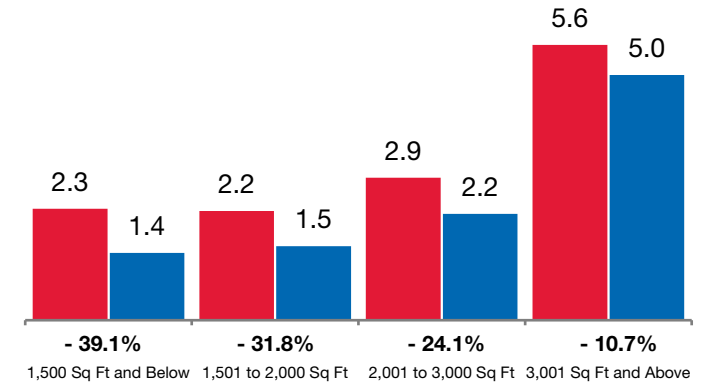
## By Price Range

■ 01-2015 ■ 01-2016



## By Square Feet

■ 01-2015 ■ 01-2016



### All Properties

By Price Range	01-2015	01-2016	Change
\$250,000 and Below	2.7	1.7	- 37.0%
\$250,001 to \$500,000	2.2	1.2	- 45.5%
\$500,001 to \$750,000	2.5	1.7	- 32.0%
\$750,001 to \$1,000,000	3.1	2.6	- 16.1%
\$1,000,001 to \$1,250,000	3.6	3.5	- 2.8%
\$1,250,001 and Above	6.4	5.8	- 9.4%
<b>All Price Ranges</b>	<b>2.7</b>	<b>1.9</b>	<b>- 29.6%</b>

### Single-Family Homes

01-2015	01-2016	Change	01-2015	01-2016	Change
3.1	3.6	+ 16.1%	2.6	1.4	- 46.2%
2.2	1.3	- 40.9%	2.2	1.2	- 45.5%
2.6	1.7	- 34.6%	2.4	1.6	- 33.3%
3.1	2.5	- 19.4%	2.9	3.2	+ 10.3%
3.4	3.2	- 5.9%	4.5	4.8	+ 6.7%
6.5	6.0	- 7.7%	5.5	4.4	- 20.0%
<b>2.8</b>	<b>2.1</b>	<b>- 25.0%</b>	<b>2.4</b>	<b>1.5</b>	<b>- 37.5%</b>

### Condos - Townhomes

By Square Feet	01-2015	01-2016	Change
1,500 Sq Ft and Below	2.3	1.4	- 39.1%
1,501 to 2,000 Sq Ft	2.2	1.5	- 31.8%
2,001 to 3,000 Sq Ft	2.9	2.2	- 24.1%
3,001 Sq Ft and Above	5.6	5.0	- 10.7%
<b>All Square Footage</b>	<b>2.7</b>	<b>1.9</b>	<b>- 29.6%</b>

01-2015	01-2016	Change	01-2015	01-2016	Change
2.1	1.3	- 38.1%	2.4	1.4	- 41.7%
2.2	1.4	- 36.4%	2.4	1.8	- 25.0%
2.9	2.1	- 27.6%	3.4	3.0	- 11.8%
5.6	5.0	- 10.7%	10.3	5.3	- 48.5%
<b>2.8</b>	<b>2.1</b>	<b>- 25.0%</b>	<b>2.4</b>	<b>1.5</b>	<b>- 37.5%</b>

