

Housing Supply Overview

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

February 2016

Inventory is the primary need as we work our way into 2016. The total months of supply in many housing categories and price ranges is too low to sustain a balanced market. For the 12-month period spanning March 2015 through February 2016, Pending Sales in San Diego County were up 10.0 percent overall. The price range with the largest gain in sales was the \$500,001 to \$750,000 range, where they increased 23.1 percent.

The overall Median Sales Price was up 5.6 percent to \$469,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 6.2 percent to \$530,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 34 days; the price range that tended to sell the slowest was the \$1,250,001 Or More range at 62 days.

Market-wide, inventory levels were down 18.8 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 16.2 percent. That amounts to 2.2 months supply for Single-Family Homes and 1.6 months supply for Condos - Townhomes.

Quick Facts

+ 23.1%

+ 10.2%

+ 14.4%

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

Home Size With Strongest
Pending Sales:
1,501 to 2,000 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.

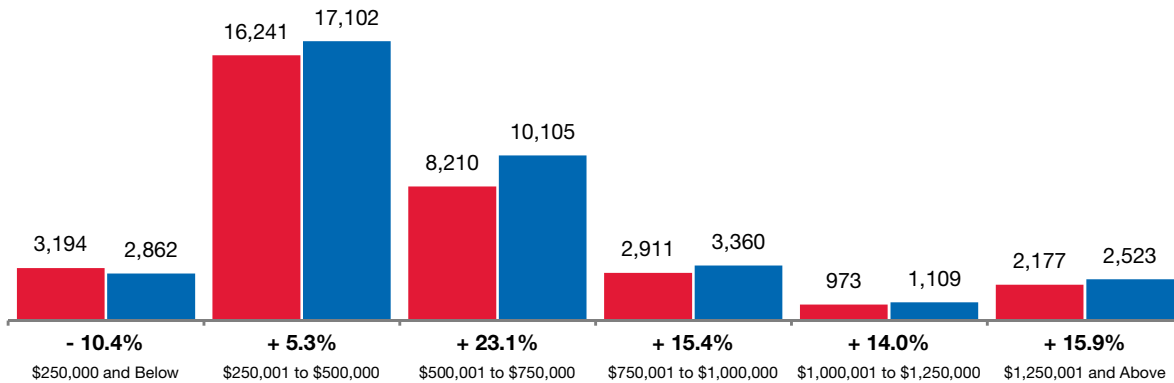
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Pending Sales

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

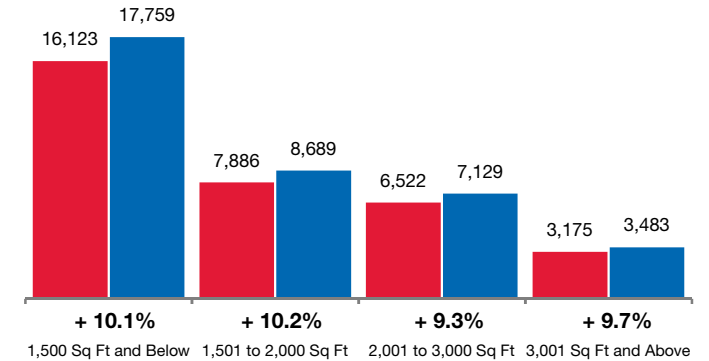
By Price Range

■ 02-2015 ■ 02-2016



By Square Feet

■ 02-2015 ■ 02-2016



All Properties

By Price Range	02-2015	02-2016	Change
\$250,000 and Below	3,194	2,862	- 10.4%
\$250,001 to \$500,000	16,241	17,102	+ 5.3%
\$500,001 to \$750,000	8,210	10,105	+ 23.1%
\$750,001 to \$1,000,000	2,911	3,360	+ 15.4%
\$1,000,001 to \$1,250,000	973	1,109	+ 14.0%
\$1,250,001 and Above	2,177	2,523	+ 15.9%
All Price Ranges	33,707	37,061	+ 10.0%

Single-Family Homes

02-2015	02-2016	Change	02-2015	02-2016	Change
511	327	- 36.0%	2,683	2,535	- 5.5%
10,246	9,815	- 4.2%	5,995	7,287	+ 21.6%
6,663	8,260	+ 24.0%	1,547	1,845	+ 19.3%
2,487	2,899	+ 16.6%	424	461	+ 8.7%
840	942	+ 12.1%	133	167	+ 25.6%
1,887	2,157	+ 14.3%	290	366	+ 26.2%
22,635	24,400	+ 7.8%	11,072	12,661	+ 14.4%

Condos - Townhomes

By Square Feet	02-2015	02-2016	Change
1,500 Sq Ft and Below	16,123	17,759	+ 10.1%
1,501 to 2,000 Sq Ft	7,886	8,689	+ 10.2%
2,001 to 3,000 Sq Ft	6,522	7,129	+ 9.3%
3,001 Sq Ft and Above	3,175	3,483	+ 9.7%
All Square Footage	33,707	37,061	+ 10.0%

02-2015	02-2016	Change	02-2015	02-2016	Change
7,245	7,524	+ 3.9%	8,878	10,235	+ 15.3%
6,052	6,687	+ 10.5%	1,834	2,002	+ 9.2%
6,189	6,739	+ 8.9%	333	390	+ 17.1%
3,148	3,450	+ 9.6%	27	33	+ 22.2%
22,635	24,400	+ 7.8%	11,072	12,661	+ 14.4%

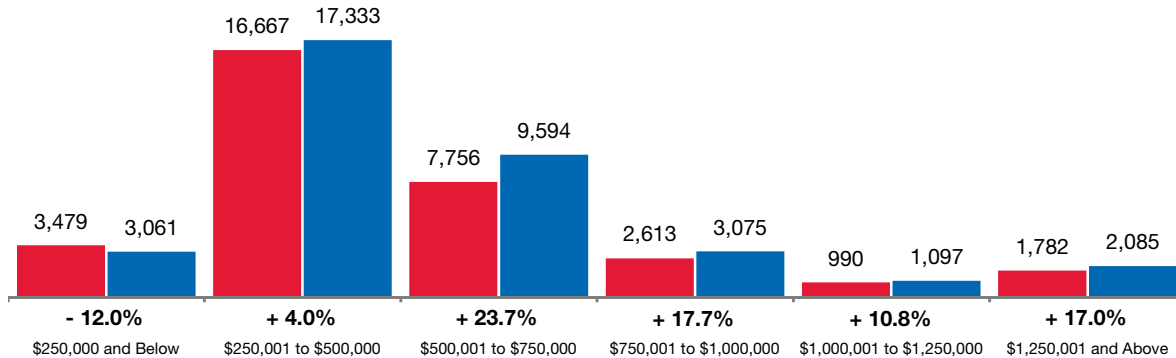


Closed Sales

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

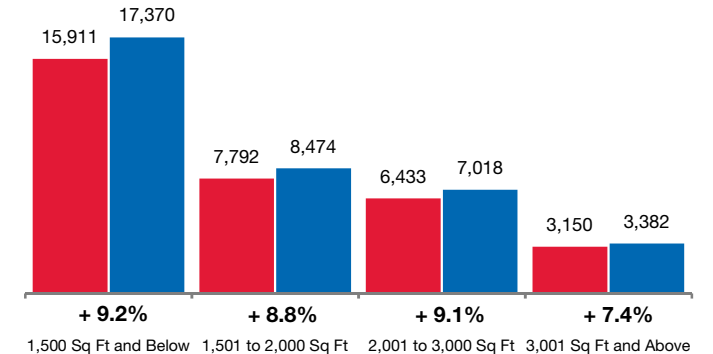
By Price Range

■ 02-2015 ■ 02-2016



By Square Feet

■ 02-2015 ■ 02-2016



All Properties

By Price Range	02-2015	02-2016	Change
\$250,000 and Below	3,479	3,061	- 12.0%
\$250,001 to \$500,000	16,667	17,333	+ 4.0%
\$500,001 to \$750,000	7,756	9,594	+ 23.7%
\$750,001 to \$1,000,000	2,613	3,075	+ 17.7%
\$1,000,001 to \$1,250,000	990	1,097	+ 10.8%
\$1,250,001 and Above	1,782	2,085	+ 17.0%
All Price Ranges	33,287	36,245	+ 8.9%

Single-Family Homes

02-2015	02-2016	Change	02-2015	02-2016	Change
553	353	- 36.2%	2,926	2,708	- 7.5%
10,852	10,278	- 5.3%	5,815	7,055	+ 21.3%
6,327	7,879	+ 24.5%	1,429	1,715	+ 20.0%
2,228	2,665	+ 19.6%	385	410	+ 6.5%
854	948	+ 11.0%	136	149	+ 9.6%
1,587	1,800	+ 13.4%	195	285	+ 46.2%
22,401	23,923	+ 6.8%	10,886	12,322	+ 13.2%

Condos - Townhomes

By Square Feet	02-2015	02-2016	Change
1,500 Sq Ft and Below	15,911	17,370	+ 9.2%
1,501 to 2,000 Sq Ft	7,792	8,474	+ 8.8%
2,001 to 3,000 Sq Ft	6,433	7,018	+ 9.1%
3,001 Sq Ft and Above	3,150	3,382	+ 7.4%
All Square Footage	33,287	36,245	+ 8.9%

02-2015	02-2016	Change	02-2015	02-2016	Change
7,161	7,409	+ 3.5%	8,750	9,961	+ 13.8%
6,014	6,519	+ 8.4%	1,778	1,955	+ 10.0%
6,102	6,644	+ 8.9%	331	374	+ 13.0%
3,123	3,351	+ 7.3%	27	31	+ 14.8%
22,401	23,923	+ 6.8%	10,886	12,322	+ 13.2%

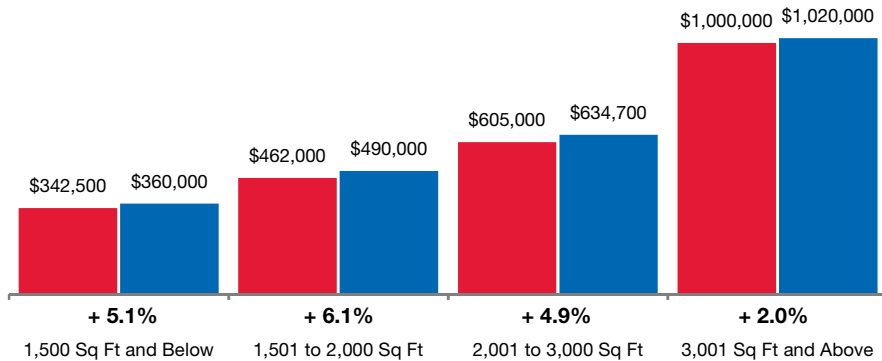


Median Sales Price

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.**

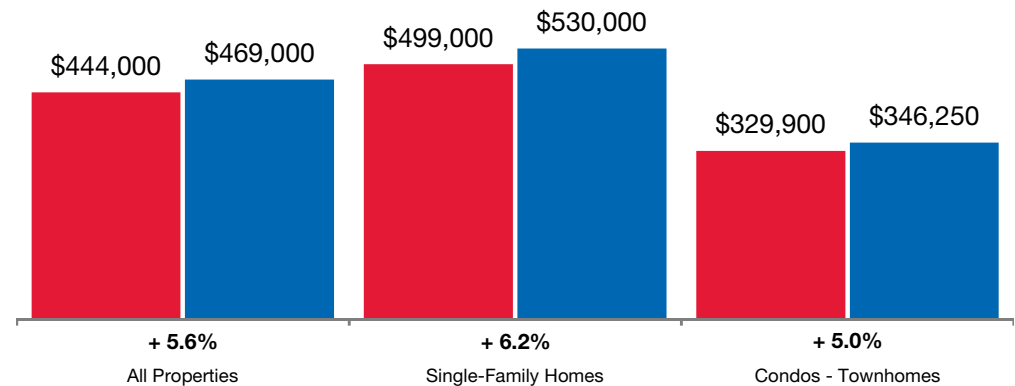
By Square Feet

■ 02-2015 ■ 02-2016



By Property Type

■ 02-2015 ■ 02-2016



By Square Feet	All Properties		
	02-2015	02-2016	Change
1,500 Sq Ft and Below	\$342,500	\$360,000	+ 5.1%
1,501 to 2,000 Sq Ft	\$462,000	\$490,000	+ 6.1%
2,001 to 3,000 Sq Ft	\$605,000	\$634,700	+ 4.9%
3,001 Sq Ft and Above	\$1,000,000	\$1,020,000	+ 2.0%
All Square Footage	\$444,000	\$469,000	+ 5.6%

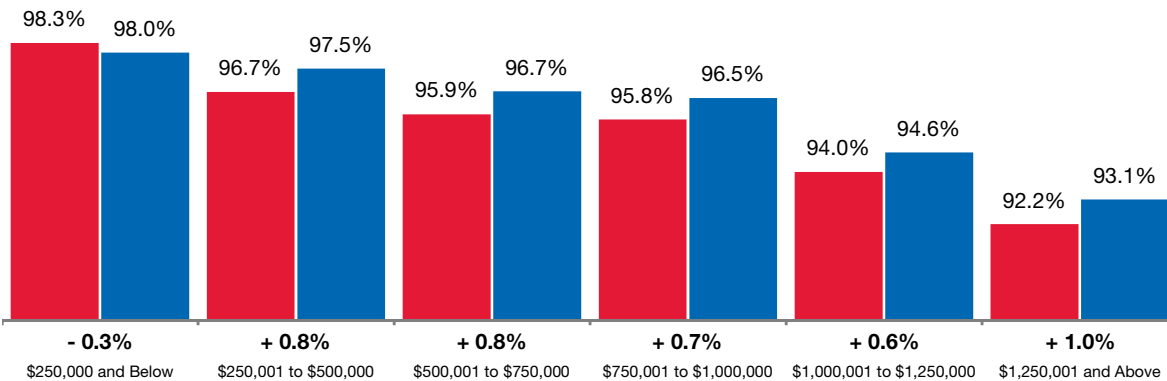
	Single-Family Homes			Condos - Townhomes		
	02-2015	02-2016	Change	02-2015	02-2016	Change
	\$375,000	\$403,000	+ 7.5%	\$300,000	\$315,000	+ 5.0%
	\$460,000	\$490,000	+ 6.5%	\$481,500	\$500,000	+ 3.8%
	\$600,000	\$625,825	+ 4.3%	\$790,000	\$840,750	+ 6.4%
	\$1,000,000	\$1,007,250	+ 0.7%	\$2,140,000	\$1,947,500	- 9.0%
	\$499,000	\$530,000	+ 6.2%	\$329,900	\$346,250	+ 5.0%

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.**

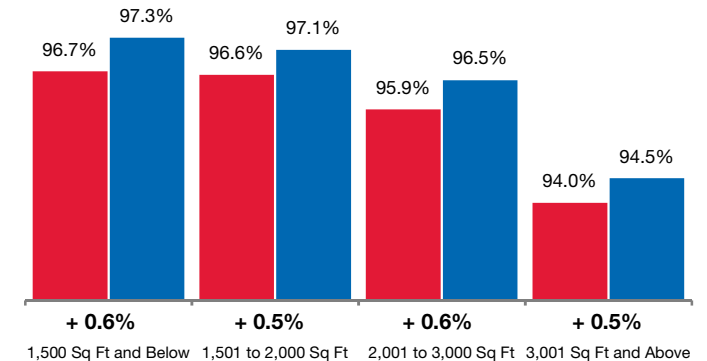
By Price Range

■ 02-2015 ■ 02-2016



By Square Feet

■ 02-2015 ■ 02-2016



All Properties

By Price Range	02-2015	02-2016	Change
\$250,000 and Below	98.3%	98.0%	- 0.3%
\$250,001 to \$500,000	96.7%	97.5%	+ 0.8%
\$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	94.0%	94.6%	+ 0.6%
\$1,250,001 and Above	92.2%	93.1%	+ 1.0%
All Price Ranges	96.2%	96.9%	+ 0.7%

Single-Family Homes

02-2015	02-2016	Change	02-2015	02-2016	Change
93.1%	93.3%	+ 0.2%	96.7%	96.6%	- 0.1%
96.6%	97.2%	+ 0.6%	96.8%	97.5%	+ 0.7%
96.5%	97.1%	+ 0.6%	96.6%	97.2%	+ 0.6%
96.0%	96.6%	+ 0.6%	95.6%	96.2%	+ 0.6%
94.3%	94.7%	+ 0.4%	94.5%	93.9%	- 0.6%
93.1%	94.1%	+ 1.1%	94.1%	94.4%	+ 0.3%
96.1%	96.7%	+ 0.6%	96.6%	97.1%	+ 0.5%

Condos - Townhomes

By Square Feet	02-2015	02-2016	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%	94.5%	+ 0.5%
All Square Footage	96.2%	96.9%	+ 0.7%

02-2015	02-2016	Change	02-2015	02-2016	Change
96.6%	97.5%	+ 0.9%	96.7%	97.2%	+ 0.5%
96.6%	97.1%	+ 0.5%	96.5%	97.0%	+ 0.5%
95.9%	96.5%	+ 0.6%	95.5%	95.4%	- 0.1%
94.0%	94.5%	+ 0.5%	91.5%	90.6%	- 1.0%
96.1%	96.7%	+ 0.6%	96.6%	97.1%	+ 0.5%

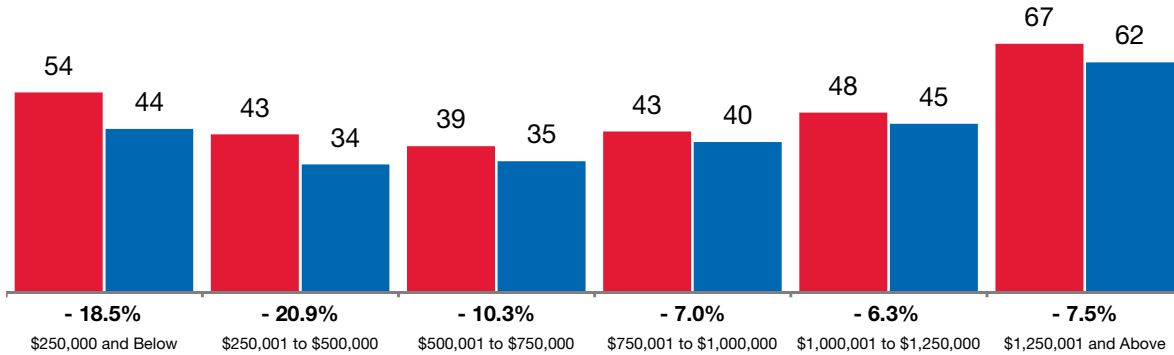


Days on Market Until Sale

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.

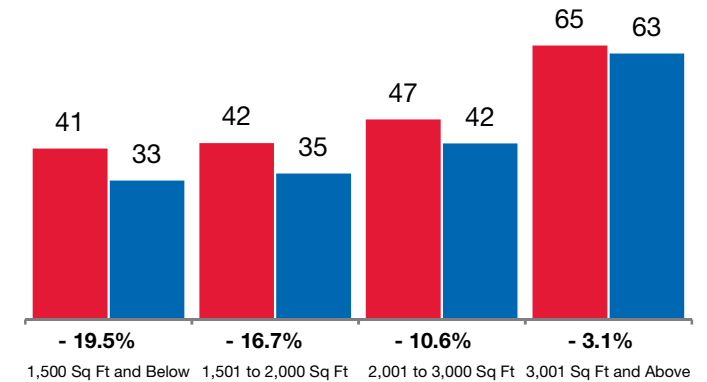
By Price Range

■ 02-2015 ■ 02-2016



By Square Feet

■ 02-2015 ■ 02-2016



All Properties

By Price Range	02-2015	02-2016	Change
\$250,000 and Below	54	44	- 18.5%
\$250,001 to \$500,000	43	34	- 20.9%
\$500,001 to \$750,000	39	35	- 10.3%
\$750,001 to \$1,000,000	43	40	- 7.0%
\$1,000,001 to \$1,250,000	48	45	- 6.3%
\$1,250,001 and Above	67	62	- 7.5%
All Price Ranges	45	38	- 15.6%

Single-Family Homes

02-2015	02-2016	Change	02-2015	02-2016	Change
87	71	- 18.4%	48	41	- 14.6%
44	36	- 18.2%	40	32	- 20.0%
39	35	- 10.3%	40	35	- 12.5%
42	40	- 4.8%	51	45	- 11.8%
48	44	- 8.3%	52	56	+ 7.7%
67	62	- 7.5%	66	64	- 3.0%
45	39	- 13.3%	43	36	- 16.3%

Condos - Townhomes

By Square Feet	02-2015	02-2016	Change
1,500 Sq Ft and Below	41	33	- 19.5%
1,501 to 2,000 Sq Ft	42	35	- 16.7%
2,001 to 3,000 Sq Ft	47	42	- 10.6%
3,001 Sq Ft and Above	65	63	- 3.1%
All Square Footage	45	38	- 15.6%

02-2015	02-2016	Change	02-2015	02-2016	Change
38	31	- 18.4%	42	35	- 16.7%
42	33	- 21.4%	43	39	- 9.3%
47	41	- 12.8%	61	49	- 19.7%
65	63	- 3.1%	55	76	+ 38.2%
45	39	- 13.3%	43	36	- 16.3%

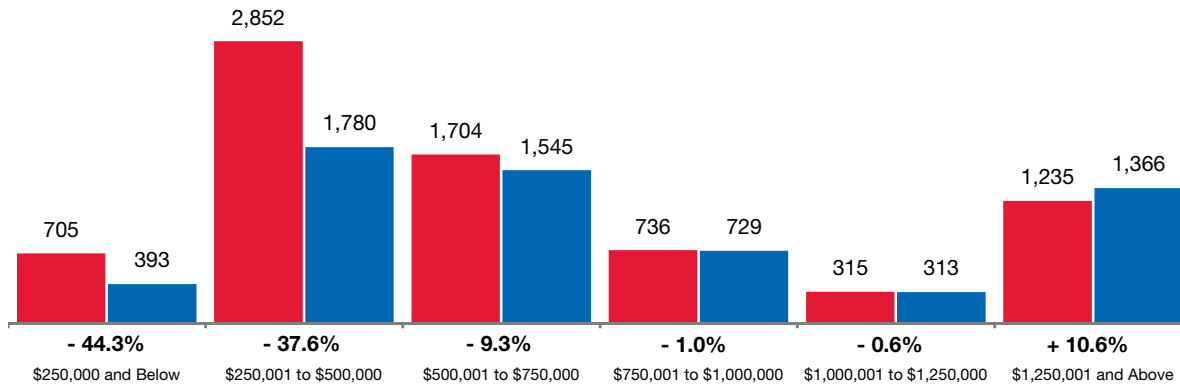


Inventory of Homes for Sale

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

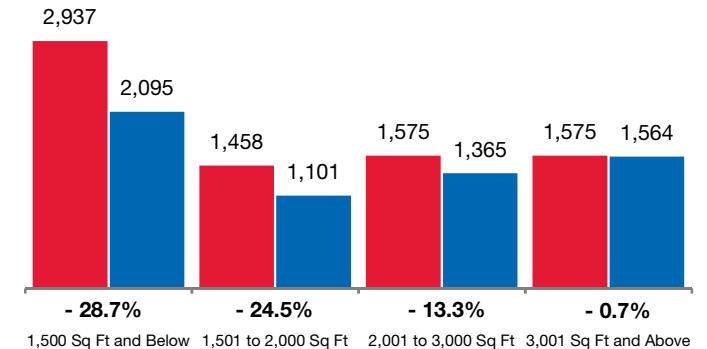
By Price Range

■ 02-2015 ■ 02-2016



By Square Feet

■ 02-2015 ■ 02-2016



All Properties

By Price Range	02-2015	02-2016	Change
\$250,000 and Below	705	393	- 44.3%
\$250,001 to \$500,000	2,852	1,780	- 37.6%
\$500,001 to \$750,000	1,704	1,545	- 9.3%
\$750,001 to \$1,000,000	736	729	- 1.0%
\$1,000,001 to \$1,250,000	315	313	- 0.6%
\$1,250,001 and Above	1,235	1,366	+ 10.6%
All Price Ranges	7,547	6,126	- 18.8%

Single-Family Homes

02-2015	02-2016	Change
144	96	- 33.3%
1,759	1,014	- 42.4%
1,418	1,268	- 10.6%
617	601	- 2.6%
268	254	- 5.2%
1,095	1,210	+ 10.5%
5,301	4,443	- 16.2%

Condos - Townhomes

02-2015	02-2016	Change
561	297	- 47.1%
1,093	766	- 29.9%
286	277	- 3.1%
119	128	+ 7.6%
47	59	+ 25.5%
140	156	+ 11.4%
2,246	1,683	- 25.1%

By Square Feet

02-2015	02-2016	Change
2,937	2,095	- 28.7%
1,458	1,101	- 24.5%
1,575	1,365	- 13.3%
1,575	1,564	- 0.7%
7,547	6,126	- 18.8%

02-2015	02-2016	Change
1,201	861	- 28.3%
1,070	783	- 26.8%
1,475	1,251	- 15.2%
1,553	1,548	- 0.3%
5,301	4,443	- 16.2%

02-2015	02-2016	Change
1,736	1,234	- 28.9%
388	318	- 18.0%
100	114	+ 14.0%
22	16	- 27.3%
2,246	1,683	- 25.1%

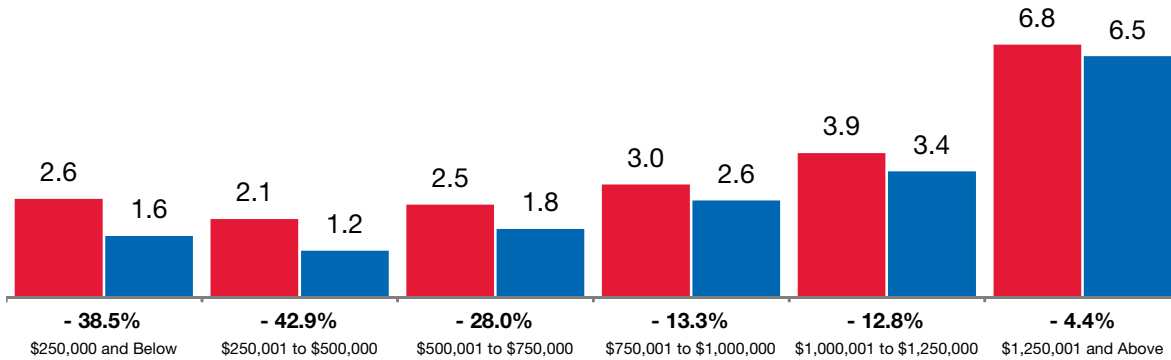


Months Supply of Inventory

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.

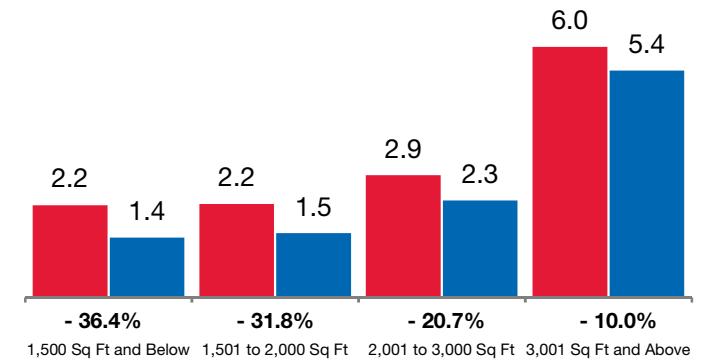
By Price Range

■ 02-2015 ■ 02-2016



By Square Feet

■ 02-2015 ■ 02-2016



All Properties

By Price Range	02-2015	02-2016	Change
\$250,000 and Below	2.6	1.6	-38.5%
\$250,001 to \$500,000	2.1	1.2	-42.9%
\$500,001 to \$750,000	2.5	1.8	-28.0%
\$750,001 to \$1,000,000	3.0	2.6	-13.3%
\$1,000,001 to \$1,250,000	3.9	3.4	-12.8%
\$1,250,001 and Above	6.8	6.5	-4.4%
All Price Ranges	2.7	2.0	-25.9%

Single-Family Homes

02-2015	02-2016	Change	02-2015	02-2016	Change
3.4	3.5	+2.9%	2.5	1.4	-44.0%
2.1	1.2	-42.9%	2.2	1.3	-40.9%
2.6	1.8	-30.8%	2.2	1.8	-18.2%
3.0	2.5	-16.7%	3.4	3.3	-2.9%
3.8	3.2	-15.8%	4.2	4.2	0.0%
7.0	6.7	-4.3%	5.8	5.1	-12.1%
2.8	2.2	-21.4%	2.4	1.6	-33.3%

Condos - Townhomes

By Square Feet	02-2015	02-2016	Change
1,500 Sq Ft and Below	2.2	1.4	-36.4%
1,501 to 2,000 Sq Ft	2.2	1.5	-31.8%
2,001 to 3,000 Sq Ft	2.9	2.3	-20.7%
3,001 Sq Ft and Above	6.0	5.4	-10.0%
All Square Footage	2.7	2.0	-25.9%

02-2015	02-2016	Change	02-2015	02-2016	Change
2.0	1.4	-30.0%	2.3	1.4	-39.1%
2.1	1.4	-33.3%	2.5	1.9	-24.0%
2.9	2.2	-24.1%	3.6	3.5	-2.8%
5.9	5.4	-8.5%	9.8	5.8	-40.8%
2.8	2.2	-21.4%	2.4	1.6	-33.3%

