

# Housing Supply Overview

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

## March 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 April 2015 through March 2016, Pending Sales in San Diego County were up 8.2 percent overall. The price range with the largest gain in sales was the \$500,001 to \$750,000 range, where they increased 22.3 percent.

The overall Median Sales Price was up 5.6 percent to \$470,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 6.5 percent to \$532,500. 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 61 days.

Market-wide, inventory levels were down 18.3 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 15.0 percent. That amounts to 2.2 months supply for Single-Family Homes and 1.6 months supply for Condos - Townhomes.

## Quick Facts

+ 22.3%

+ 9.0%

+ 13.3%

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>1,500 Sq Ft and Below</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.

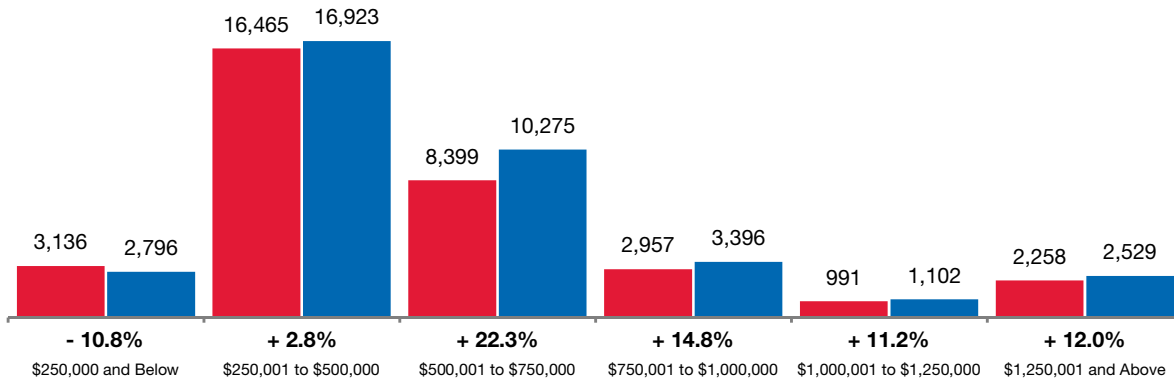
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# Pending Sales

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

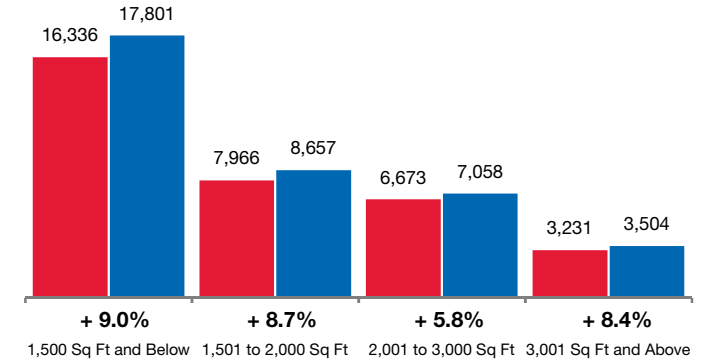
## By Price Range

■ 03-2015 ■ 03-2016



## By Square Feet

■ 03-2015 ■ 03-2016



### All Properties

By Price Range	03-2015	03-2016	Change
\$250,000 and Below	3,136	2,796	- 10.8%
\$250,001 to \$500,000	16,465	16,923	+ 2.8%
\$500,001 to \$750,000	8,399	10,275	+ 22.3%
\$750,001 to \$1,000,000	2,957	3,396	+ 14.8%
\$1,000,001 to \$1,250,000	991	1,102	+ 11.2%
\$1,250,001 and Above	2,258	2,529	+ 12.0%
<b>All Price Ranges</b>	<b>34,207</b>	<b>37,021</b>	<b>+ 8.2%</b>

### Single-Family Homes

03-2015	03-2016	Change	03-2015	03-2016	Change
477	306	- 35.8%	2,659	2,490	- 6.4%
10,343	9,596	- 7.2%	6,122	7,327	+ 19.7%
6,832	8,386	+ 22.7%	1,567	1,889	+ 20.5%
2,526	2,934	+ 16.2%	431	462	+ 7.2%
856	936	+ 9.3%	135	166	+ 23.0%
1,967	2,163	+ 10.0%	291	366	+ 25.8%
<b>23,002</b>	<b>24,321</b>	<b>+ 5.7%</b>	<b>11,205</b>	<b>12,700</b>	<b>+ 13.3%</b>

### Condos - Townhomes

By Square Feet	03-2015	03-2016	Change
1,500 Sq Ft and Below	16,336	17,801	+ 9.0%
1,501 to 2,000 Sq Ft	7,966	8,657	+ 8.7%
2,001 to 3,000 Sq Ft	6,673	7,058	+ 5.8%
3,001 Sq Ft and Above	3,231	3,504	+ 8.4%
<b>All Square Footage</b>	<b>34,207</b>	<b>37,021</b>	<b>+ 8.2%</b>

03-2015	03-2016	Change	03-2015	03-2016	Change
7,323	7,533	+ 2.9%	9,013	10,268	+ 13.9%
6,139	6,632	+ 8.0%	1,827	2,025	+ 10.8%
6,338	6,681	+ 5.4%	335	377	+ 12.5%
3,201	3,475	+ 8.6%	30	29	- 3.3%
<b>23,002</b>	<b>24,321</b>	<b>+ 5.7%</b>	<b>11,205</b>	<b>12,700</b>	<b>+ 13.3%</b>

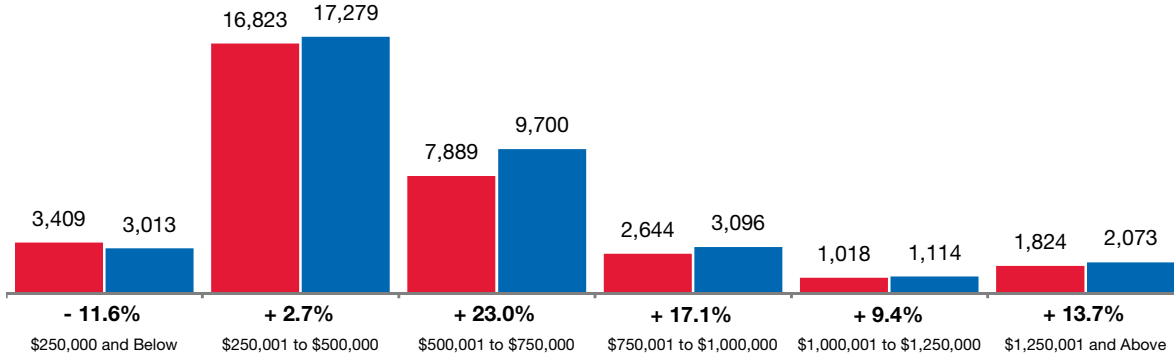


# Closed Sales

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

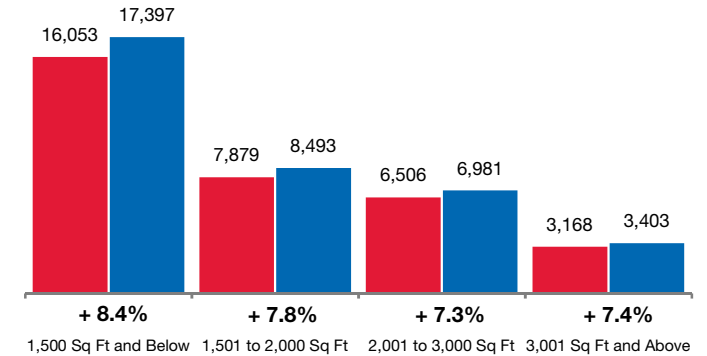
## By Price Range

■ 03-2015 ■ 03-2016



## By Square Feet

■ 03-2015 ■ 03-2016



### All Properties

By Price Range	03-2015	03-2016	Change
\$250,000 and Below	3,409	3,013	- 11.6%
\$250,001 to \$500,000	16,823	17,279	+ 2.7%
\$500,001 to \$750,000	7,889	9,700	+ 23.0%
\$750,001 to \$1,000,000	2,644	3,096	+ 17.1%
\$1,000,001 to \$1,250,000	1,018	1,114	+ 9.4%
\$1,250,001 and Above	1,824	2,073	+ 13.7%
<b>All Price Ranges</b>	<b>33,607</b>	<b>36,275</b>	<b>+ 7.9%</b>

### Single-Family Homes

03-2015	03-2016	Change	03-2015	03-2016	Change
530	335	- 36.8%	2,879	2,678	- 7.0%
10,883	10,151	- 6.7%	5,940	7,128	+ 20.0%
6,413	7,998	+ 24.7%	1,476	1,702	+ 15.3%
2,265	2,676	+ 18.1%	379	420	+ 10.8%
880	959	+ 9.0%	138	155	+ 12.3%
1,624	1,779	+ 9.5%	200	294	+ 47.0%
<b>22,595</b>	<b>23,898</b>	<b>+ 5.8%</b>	<b>11,012</b>	<b>12,377</b>	<b>+ 12.4%</b>

### Condos - Townhomes

By Square Feet	03-2015	03-2016	Change
1,500 Sq Ft and Below	16,053	17,397	+ 8.4%
1,501 to 2,000 Sq Ft	7,879	8,493	+ 7.8%
2,001 to 3,000 Sq Ft	6,506	6,981	+ 7.3%
3,001 Sq Ft and Above	3,168	3,403	+ 7.4%
<b>All Square Footage</b>	<b>33,607</b>	<b>36,275</b>	<b>+ 7.9%</b>

03-2015	03-2016	Change	03-2015	03-2016	Change
7,224	7,370	+ 2.0%	8,829	10,027	+ 13.6%
6,053	6,550	+ 8.2%	1,826	1,943	+ 6.4%
6,176	6,606	+ 7.0%	330	375	+ 13.6%
3,141	3,372	+ 7.4%	27	31	+ 14.8%
<b>22,595</b>	<b>23,898</b>	<b>+ 5.8%</b>	<b>11,012</b>	<b>12,377</b>	<b>+ 12.4%</b>

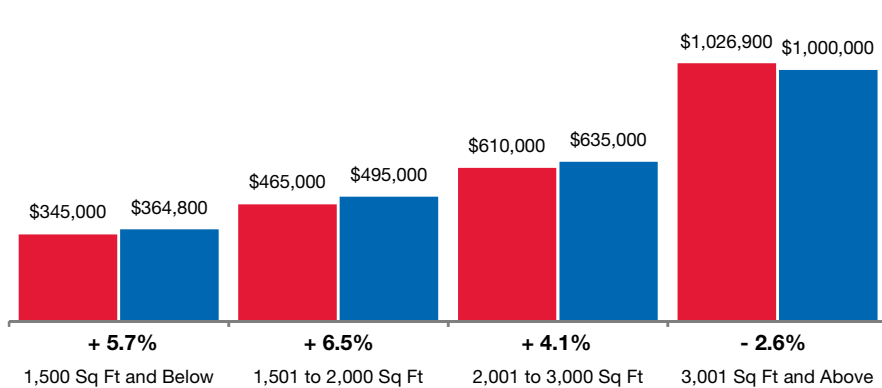


# Median Sales Price

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.**

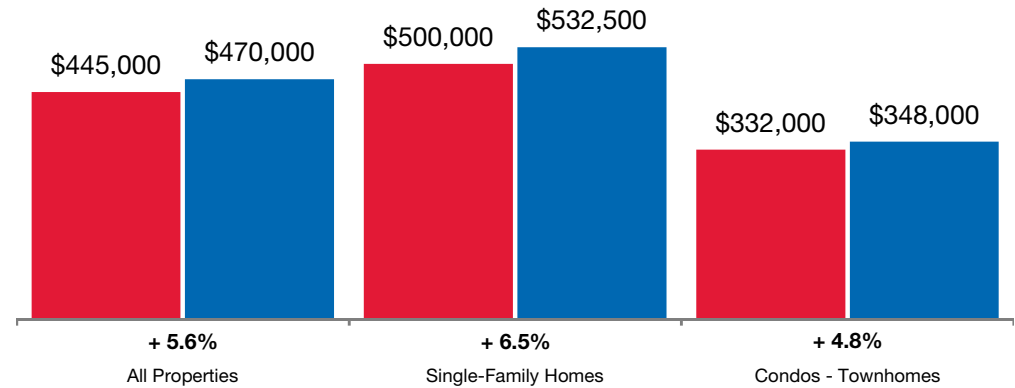
## By Square Feet

■ 03-2015 ■ 03-2016



## By Property Type

■ 03-2015 ■ 03-2016



By Square Feet	All Properties		
	03-2015	03-2016	Change
1,500 Sq Ft and Below	\$345,000	\$364,800	+ 5.7%
1,501 to 2,000 Sq Ft	\$465,000	\$495,000	+ 6.5%
2,001 to 3,000 Sq Ft	\$610,000	\$635,000	+ 4.1%
3,001 Sq Ft and Above	\$1,026,900	\$1,000,000	- 2.6%
<b>All Square Footage</b>	<b>\$445,000</b>	<b>\$470,000</b>	<b>+ 5.6%</b>

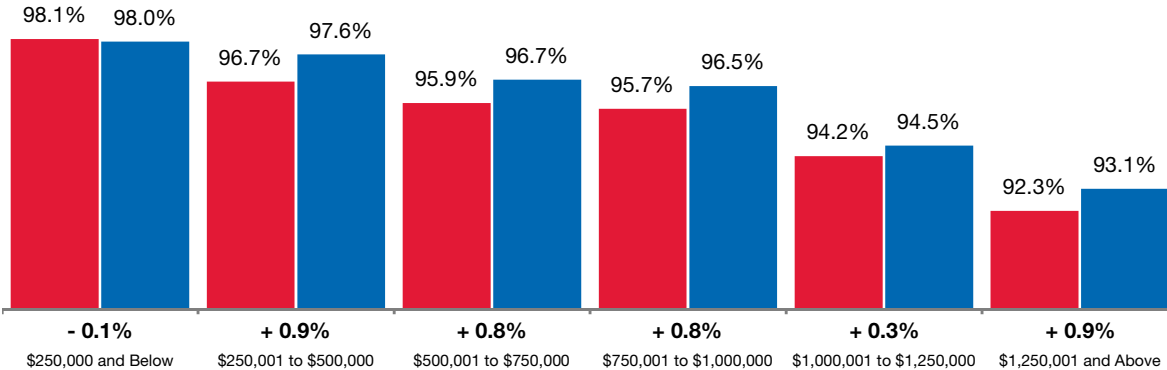
	Single-Family Homes			Condos - Townhomes		
	03-2015	03-2016	Change	03-2015	03-2016	Change
	\$377,000	\$406,000	+ 7.7%	\$303,000	\$316,250	+ 4.4%
	\$460,000	\$490,000	+ 6.5%	\$485,000	\$501,000	+ 3.3%
	\$601,250	\$629,250	+ 4.7%	\$800,000	\$850,000	+ 6.3%
	\$1,025,000	\$1,000,000	- 2.4%	\$2,075,000	\$1,875,000	- 9.6%
	<b>\$500,000</b>	<b>\$532,500</b>	<b>+ 6.5%</b>	<b>\$332,000</b>	<b>\$348,000</b>	<b>+ 4.8%</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.**

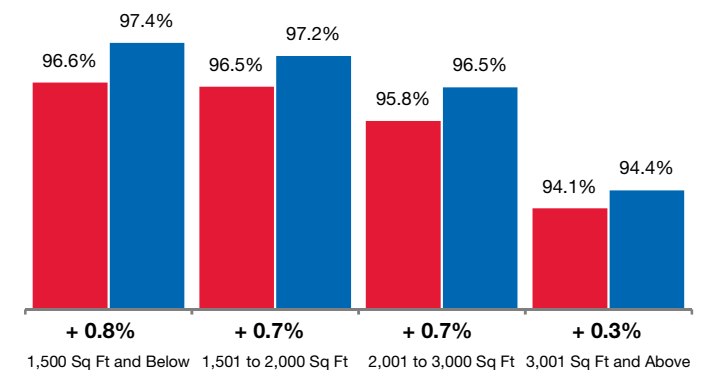
## By Price Range

■ 03-2015 ■ 03-2016



## By Square Feet

■ 03-2015 ■ 03-2016



## All Properties

By Price Range	03-2015	03-2016	Change
\$250,000 and Below	98.1%	98.0%	- 0.1%
\$250,001 to \$500,000	96.7%	97.6%	+ 0.9%
\$500,001 to \$750,000	95.9%	96.7%	+ 0.8%
\$750,001 to \$1,000,000	95.7%	96.5%	+ 0.8%
\$1,000,001 to \$1,250,000	94.2%	94.5%	+ 0.3%
\$1,250,001 and Above	92.3%	93.1%	+ 0.9%
<b>All Price Ranges</b>	<b>96.2%</b>	<b>96.9%</b>	<b>+ 0.7%</b>

## Single-Family Homes

03-2015	03-2016	Change	03-2015	03-2016	Change
92.5%	93.3%	+ 0.9%	96.5%	96.6%	+ 0.1%
96.5%	97.3%	+ 0.8%	96.7%	97.6%	+ 0.9%
96.4%	97.2%	+ 0.8%	96.7%	97.2%	+ 0.5%
96.1%	96.5%	+ 0.4%	95.6%	96.3%	+ 0.7%
94.4%	94.8%	+ 0.4%	94.1%	94.3%	+ 0.2%
93.2%	94.0%	+ 0.9%	93.7%	94.6%	+ 1.0%
<b>96.0%</b>	<b>96.8%</b>	<b>+ 0.8%</b>	<b>96.5%</b>	<b>97.2%</b>	<b>+ 0.7%</b>

## Condos - Townhomes

By Square Feet	03-2015	03-2016	Change
1,500 Sq Ft and Below	96.6%	97.4%	+ 0.8%
1,501 to 2,000 Sq Ft	96.5%	97.2%	+ 0.7%
2,001 to 3,000 Sq Ft	95.8%	96.5%	+ 0.7%
3,001 Sq Ft and Above	94.1%	94.4%	+ 0.3%
<b>All Square Footage</b>	<b>96.2%</b>	<b>96.9%</b>	<b>+ 0.7%</b>

03-2015	03-2016	Change	03-2015	03-2016	Change
96.6%	97.6%	+ 1.0%	96.6%	97.3%	+ 0.7%
96.6%	97.2%	+ 0.6%	96.5%	97.0%	+ 0.5%
95.9%	96.6%	+ 0.7%	95.2%	95.6%	+ 0.4%
94.1%	94.5%	+ 0.4%	91.8%	90.8%	- 1.1%
<b>96.0%</b>	<b>96.8%</b>	<b>+ 0.8%</b>	<b>96.5%</b>	<b>97.2%</b>	<b>+ 0.7%</b>

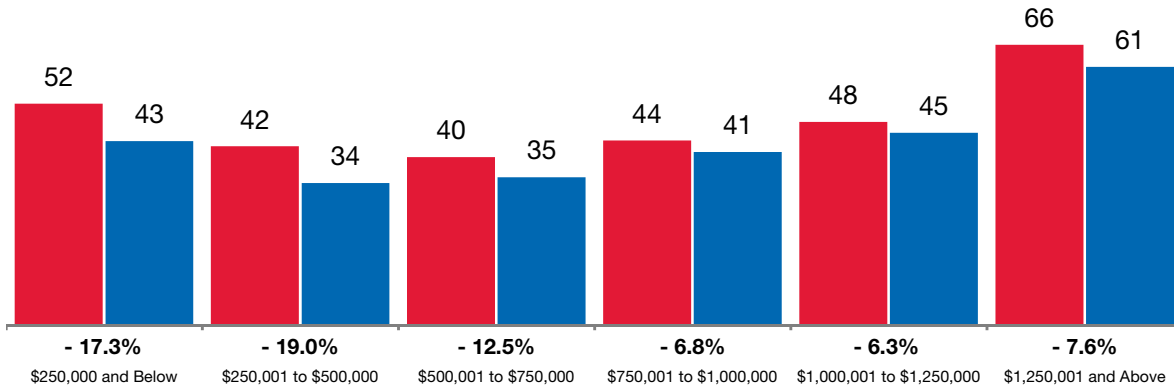


# Days on Market Until Sale

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.

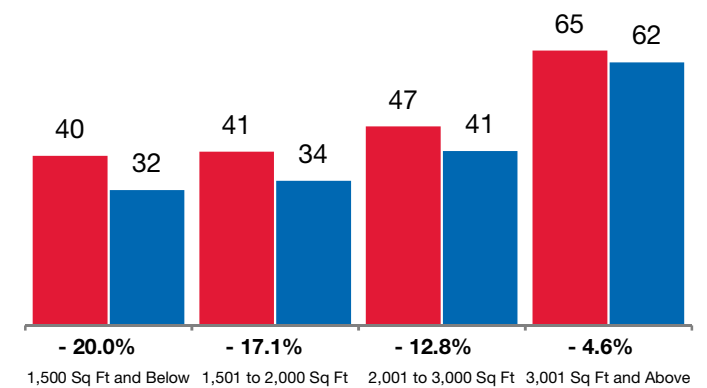
## By Price Range

■ 03-2015 ■ 03-2016



## By Square Feet

■ 03-2015 ■ 03-2016



### All Properties

By Price Range	03-2015	03-2016	Change
\$250,000 and Below	52	43	-17.3%
\$250,001 to \$500,000	42	34	-19.0%
\$500,001 to \$750,000	40	35	-12.5%
\$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	66	61	-7.6%
<b>All Price Ranges</b>	<b>44</b>	<b>37</b>	<b>-15.9%</b>

### Single-Family Homes

03-2015	03-2016	Change	03-2015	03-2016	Change
84	70	-16.7%	46	40	-13.0%
43	35	-18.6%	40	31	-22.5%
40	35	-12.5%	40	34	-15.0%
42	40	-4.8%	52	45	-13.5%
47	44	-6.4%	53	54	+1.9%
66	61	-7.6%	70	62	-11.4%
<b>45</b>	<b>38</b>	<b>-15.6%</b>	<b>43</b>	<b>35</b>	<b>-18.6%</b>

### Condos - Townhomes

By Square Feet	03-2015	03-2016	Change
1,500 Sq Ft and Below	40	32	-20.0%
1,501 to 2,000 Sq Ft	41	34	-17.1%
2,001 to 3,000 Sq Ft	47	41	-12.8%
3,001 Sq Ft and Above	65	62	-4.6%
<b>All Square Footage</b>	<b>44</b>	<b>37</b>	<b>-15.9%</b>

03-2015	03-2016	Change	03-2015	03-2016	Change
38	30	-21.1%	42	34	-19.0%
41	33	-19.5%	42	38	-9.5%
46	41	-10.9%	62	47	-24.2%
65	62	-4.6%	60	71	+18.3%
<b>45</b>	<b>38</b>	<b>-15.6%</b>	<b>43</b>	<b>35</b>	<b>-18.6%</b>

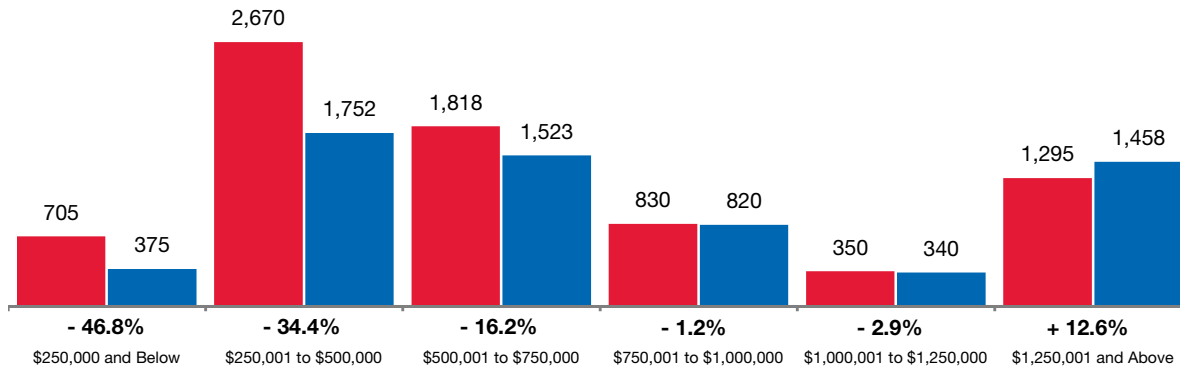


# Inventory of Homes for Sale

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

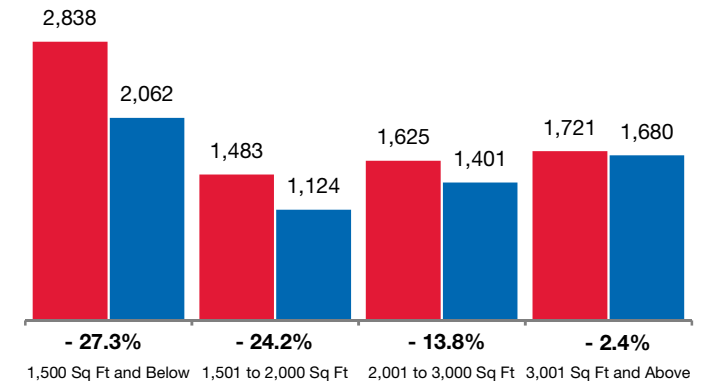
## By Price Range

■ 03-2015 ■ 03-2016



## By Square Feet

■ 03-2015 ■ 03-2016



## All Properties

By Price Range	03-2015	03-2016	Change
\$250,000 and Below	705	375	- 46.8%
\$250,001 to \$500,000	2,670	1,752	- 34.4%
\$500,001 to \$750,000	1,818	1,523	- 16.2%
\$750,001 to \$1,000,000	830	820	- 1.2%
\$1,000,001 to \$1,250,000	350	340	- 2.9%
\$1,250,001 and Above	1,295	1,458	+ 12.6%
<b>All Price Ranges</b>	<b>7,668</b>	<b>6,268</b>	<b>- 18.3%</b>

## Single-Family Homes

03-2015	03-2016	Change
132	99	- 25.0%
1,607	994	- 38.1%
1,497	1,228	- 18.0%
698	676	- 3.2%
292	278	- 4.8%
1,140	1,285	+ 12.7%
<b>5,366</b>	<b>4,560</b>	<b>- 15.0%</b>

## Condos - Townhomes

03-2015	03-2016	Change
573	276	- 51.8%
1,063	758	- 28.7%
321	295	- 8.1%
132	144	+ 9.1%
58	62	+ 6.9%
155	173	+ 11.6%
<b>2,302</b>	<b>1,708</b>	<b>- 25.8%</b>

## By Square Feet

03-2015	03-2016	Change
2,838	2,062	- 27.3%
1,483	1,124	- 24.2%
1,625	1,401	- 13.8%
1,721	1,680	- 2.4%
<b>7,668</b>	<b>6,268</b>	<b>- 18.3%</b>

03-2015	03-2016	Change
1,082	834	- 22.9%
1,070	802	- 25.0%
1,511	1,266	- 16.2%
1,702	1,657	- 2.6%
<b>5,366</b>	<b>4,560</b>	<b>- 15.0%</b>

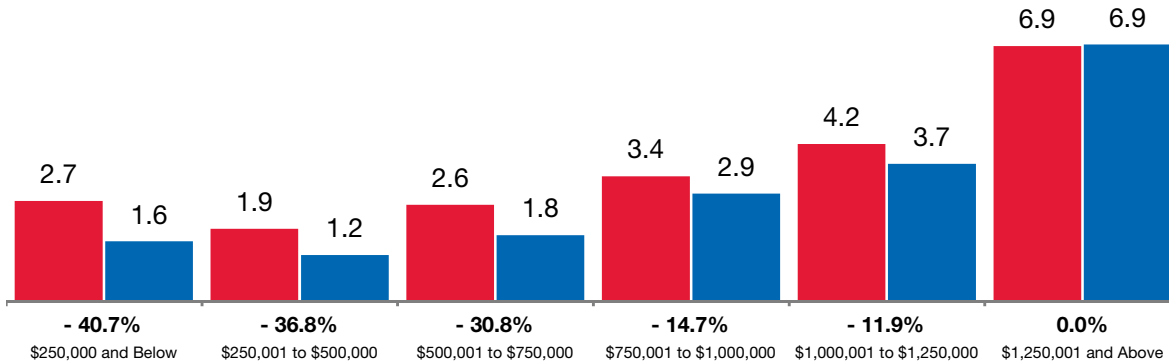


# Months Supply of Inventory

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.

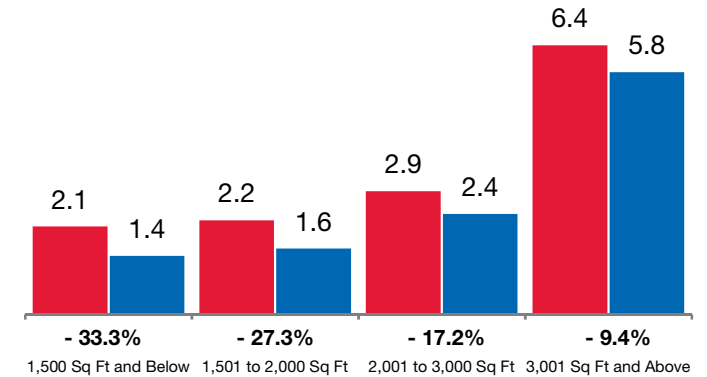
## By Price Range

■ 03-2015 ■ 03-2016



## By Square Feet

■ 03-2015 ■ 03-2016



### All Properties

By Price Range	03-2015	03-2016	Change
\$250,000 and Below	2.7	1.6	-40.7%
\$250,001 to \$500,000	1.9	1.2	-36.8%
\$500,001 to \$750,000	2.6	1.8	-30.8%
\$750,001 to \$1,000,000	3.4	2.9	-14.7%
\$1,000,001 to \$1,250,000	4.2	3.7	-11.9%
\$1,250,001 and Above	6.9	6.9	0.0%
<b>All Price Ranges</b>	<b>2.7</b>	<b>2.0</b>	<b>-25.9%</b>

### Single-Family Homes

03-2015	03-2016	Change	03-2015	03-2016	Change
3.3	3.9	+18.2%	2.6	1.3	-50.0%
1.9	1.2	-36.8%	2.1	1.2	-42.9%
2.6	1.8	-30.8%	2.5	1.9	-24.0%
3.3	2.8	-15.2%	3.7	3.7	0.0%
4.1	3.6	-12.2%	5.2	4.5	-13.5%
7.0	7.1	+1.4%	6.4	5.7	-10.9%
<b>2.8</b>	<b>2.2</b>	<b>-21.4%</b>	<b>2.5</b>	<b>1.6</b>	<b>-36.0%</b>

### Condos - Townhomes

By Square Feet	03-2015	03-2016	Change
1,500 Sq Ft and Below	2.1	1.4	-33.3%
1,501 to 2,000 Sq Ft	2.2	1.6	-27.3%
2,001 to 3,000 Sq Ft	2.9	2.4	-17.2%
3,001 Sq Ft and Above	6.4	5.8	-9.4%
<b>All Square Footage</b>	<b>2.7</b>	<b>2.0</b>	<b>-25.9%</b>

03-2015	03-2016	Change	03-2015	03-2016	Change
1.8	1.3	-27.8%	2.3	1.4	-39.1%
2.1	1.5	-28.6%	2.7	1.9	-29.6%
2.9	2.3	-20.7%	4.1	4.3	+4.9%
6.4	5.7	-10.9%	7.6	9.5	+25.0%
<b>2.8</b>	<b>2.2</b>	<b>-21.4%</b>	<b>2.5</b>	<b>1.6</b>	<b>-36.0%</b>

