

Housing Supply Overview

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

April 2016

We should see a healthy number of sales in most categories for the next few months, yet there is still some lingering worry about low inventory, especially with an overall slowdown in new construction. For the 12-month period spanning May 2015 through April 2016, Pending Sales in San Diego County were up 8.0 percent overall. The price range with the largest gain in sales was the \$500,001 to \$750,000 range, where they increased 20.8 percent.

The overall Median Sales Price was up 5.8 percent to \$475,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 7.1 percent to \$537,500. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 33 days; the price range that tended to sell the slowest was the \$1,250,001 Or More range at 59 days.

Market-wide, inventory levels were down 19.7 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 15.9 percent. That amounts to 2.3 months supply for Single-Family Homes and 1.6 months supply for Condos - Townhomes.

Quick Facts

+ 20.8%

+ 9.7%

+ 13.1%

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

Home Size With Strongest
Pending Sales:
3,001 Sq Ft and Above

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.

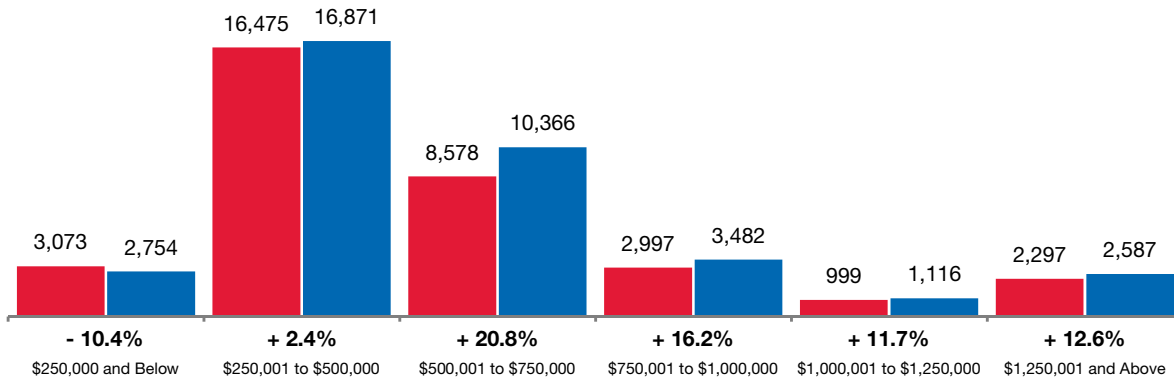
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Pending Sales

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

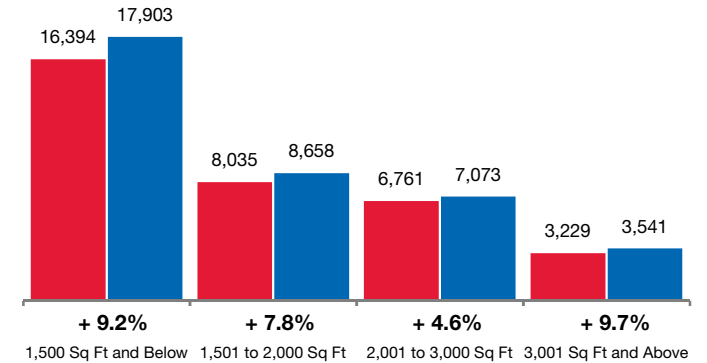
By Price Range

■ 04-2015 ■ 04-2016



By Square Feet

■ 04-2015 ■ 04-2016



All Properties

By Price Range	04-2015	04-2016	Change
\$250,000 and Below	3,073	2,754	- 10.4%
\$250,001 to \$500,000	16,475	16,871	+ 2.4%
\$500,001 to \$750,000	8,578	10,366	+ 20.8%
\$750,001 to \$1,000,000	2,997	3,482	+ 16.2%
\$1,000,001 to \$1,250,000	999	1,116	+ 11.7%
\$1,250,001 and Above	2,297	2,587	+ 12.6%
All Price Ranges	34,420	37,176	+ 8.0%

Single-Family Homes

04-2015	04-2016	Change	04-2015	04-2016	Change
439	304	- 30.8%	2,634	2,450	- 7.0%
10,277	9,487	- 7.7%	6,198	7,384	+ 19.1%
6,978	8,429	+ 20.8%	1,600	1,937	+ 21.1%
2,558	2,999	+ 17.2%	439	483	+ 10.0%
861	953	+ 10.7%	138	163	+ 18.1%
2,001	2,213	+ 10.6%	296	374	+ 26.4%
23,115	24,385	+ 5.5%	11,305	12,791	+ 13.1%

Condos - Townhomes

By Square Feet	04-2015	04-2016	Change
1,500 Sq Ft and Below	16,394	17,903	+ 9.2%
1,501 to 2,000 Sq Ft	8,035	8,658	+ 7.8%
2,001 to 3,000 Sq Ft	6,761	7,073	+ 4.6%
3,001 Sq Ft and Above	3,229	3,541	+ 9.7%
All Square Footage	34,420	37,176	+ 8.0%

04-2015	04-2016	Change	04-2015	04-2016	Change
7,296	7,567	+ 3.7%	9,098	10,336	+ 13.6%
6,195	6,623	+ 6.9%	1,840	2,035	+ 10.6%
6,424	6,684	+ 4.0%	337	389	+ 15.4%
3,199	3,511	+ 9.8%	30	30	0.0%
23,115	24,385	+ 5.5%	11,305	12,791	+ 13.1%

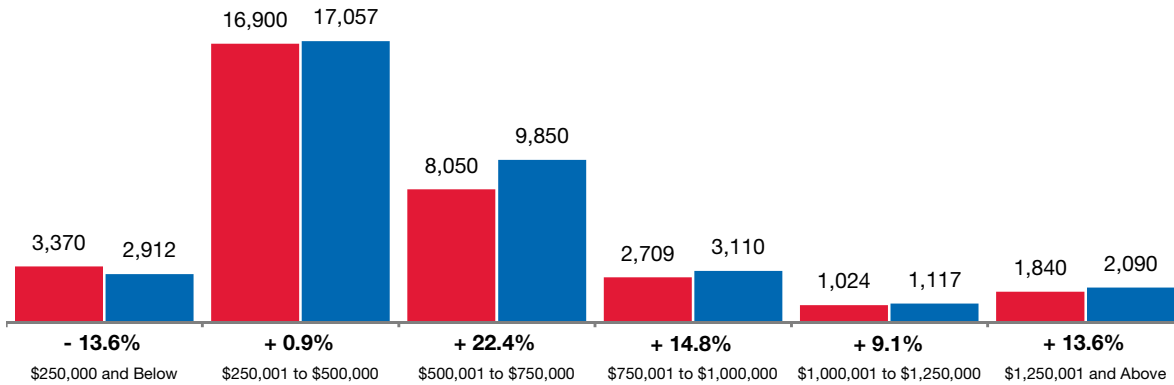


Closed Sales

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

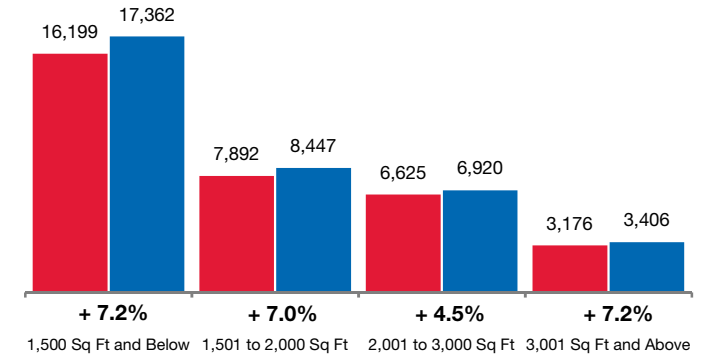
By Price Range

■ 04-2015 ■ 04-2016



By Square Feet

■ 04-2015 ■ 04-2016



All Properties

By Price Range	04-2015	04-2016	Change
\$250,000 and Below	3,370	2,912	- 13.6%
\$250,001 to \$500,000	16,900	17,057	+ 0.9%
\$500,001 to \$750,000	8,050	9,850	+ 22.4%
\$750,001 to \$1,000,000	2,709	3,110	+ 14.8%
\$1,000,001 to \$1,250,000	1,024	1,117	+ 9.1%
\$1,250,001 and Above	1,840	2,090	+ 13.6%
All Price Ranges	33,893	36,136	+ 6.6%

Single-Family Homes

04-2015	04-2016	Change	04-2015	04-2016	Change
501	311	- 37.9%	2,869	2,601	- 9.3%
10,901	9,893	- 9.2%	5,999	7,164	+ 19.4%
6,568	8,094	+ 23.2%	1,482	1,756	+ 18.5%
2,326	2,687	+ 15.5%	383	423	+ 10.4%
883	965	+ 9.3%	141	152	+ 7.8%
1,649	1,797	+ 9.0%	191	293	+ 53.4%
22,828	23,747	+ 4.0%	11,065	12,389	+ 12.0%

Condos - Townhomes

By Square Feet	04-2015	04-2016	Change
1,500 Sq Ft and Below	16,199	17,362	+ 7.2%
1,501 to 2,000 Sq Ft	7,892	8,447	+ 7.0%
2,001 to 3,000 Sq Ft	6,625	6,920	+ 4.5%
3,001 Sq Ft and Above	3,176	3,406	+ 7.2%
All Square Footage	33,893	36,136	+ 6.6%

04-2015	04-2016	Change	04-2015	04-2016	Change
7,274	7,341	+ 0.9%	8,925	10,021	+ 12.3%
6,103	6,469	+ 6.0%	1,789	1,978	+ 10.6%
6,301	6,561	+ 4.1%	324	359	+ 10.8%
3,149	3,376	+ 7.2%	27	30	+ 11.1%
22,828	23,747	+ 4.0%	11,065	12,389	+ 12.0%

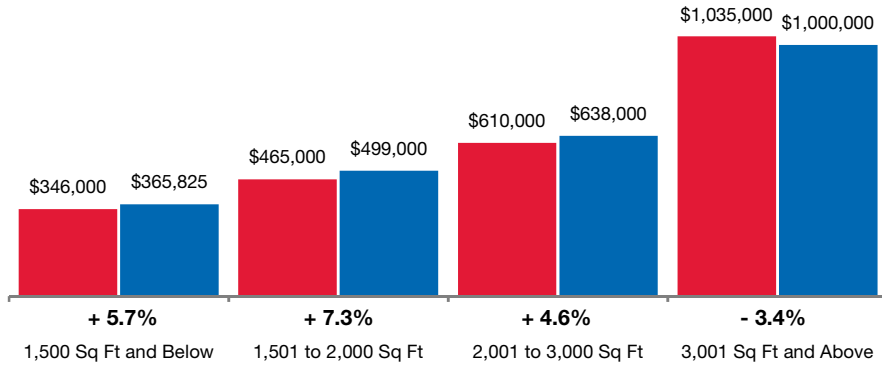


Median Sales Price

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.**

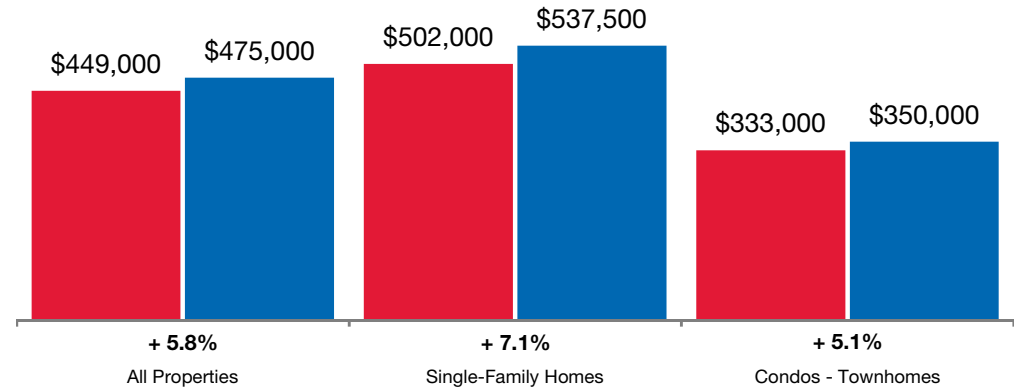
By Square Feet

■ 04-2015 ■ 04-2016



By Property Type

■ 04-2015 ■ 04-2016



By Square Feet	All Properties		
	04-2015	04-2016	Change
1,500 Sq Ft and Below	\$346,000	\$365,825	+ 5.7%
1,501 to 2,000 Sq Ft	\$465,000	\$499,000	+ 7.3%
2,001 to 3,000 Sq Ft	\$610,000	\$638,000	+ 4.6%
3,001 Sq Ft and Above	\$1,035,000	\$1,000,000	- 3.4%
All Square Footage	\$449,000	\$475,000	+ 5.8%

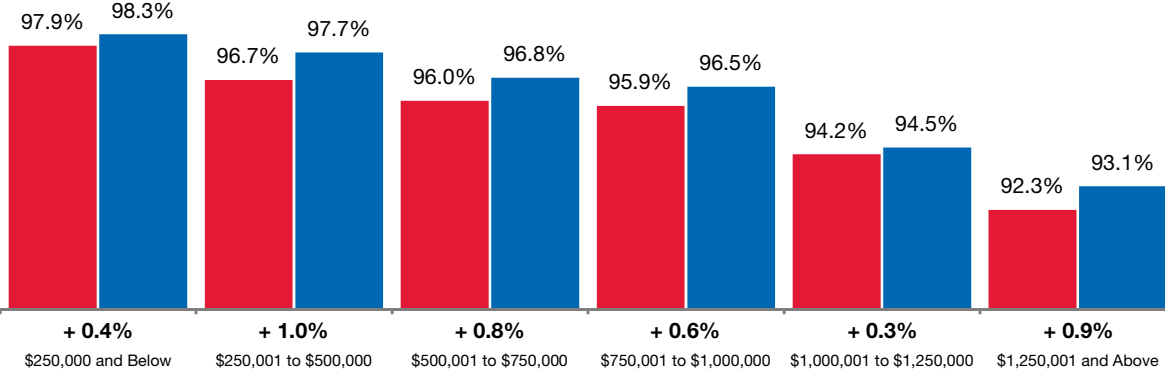
	Single-Family Homes			Condos - Townhomes		
	04-2015	04-2016	Change	04-2015	04-2016	Change
	\$380,000	\$410,000	+ 7.9%	\$305,000	\$319,250	+ 4.7%
	\$463,000	\$496,500	+ 7.2%	\$485,000	\$505,000	+ 4.1%
	\$605,000	\$630,000	+ 4.1%	\$802,500	\$850,000	+ 5.9%
	\$1,027,957	\$997,500	- 3.0%	\$2,000,000	\$1,832,000	- 8.4%
	\$502,000	\$537,500	+ 7.1%	\$333,000	\$350,000	+ 5.1%

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.**

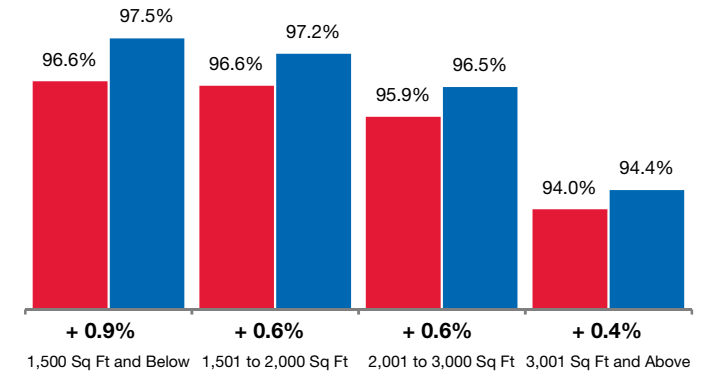
By Price Range

■ 04-2015 ■ 04-2016



By Square Feet

■ 04-2015 ■ 04-2016



All Properties

By Price Range	04-2015	04-2016	Change
\$250,000 and Below	97.9%	98.3%	+ 0.4%
\$250,001 to \$500,000	96.7%	97.7%	+ 1.0%
\$500,001 to \$750,000	96.0%	96.8%	+ 0.8%
\$750,001 to \$1,000,000	95.9%	96.5%	+ 0.6%
\$1,000,001 to \$1,250,000	94.2%	94.5%	+ 0.3%
\$1,250,001 and Above	92.3%	93.1%	+ 0.9%
All Price Ranges	96.2%	97.0%	+ 0.8%

Single-Family Homes

04-2015	04-2016	Change	04-2015	04-2016	Change
92.8%	93.5%	+ 0.8%	96.4%	96.8%	+ 0.4%
96.5%	97.3%	+ 0.8%	96.7%	97.7%	+ 1.0%
96.5%	97.2%	+ 0.7%	96.7%	97.3%	+ 0.6%
96.1%	96.5%	+ 0.4%	95.7%	96.2%	+ 0.5%
94.5%	94.8%	+ 0.3%	94.4%	94.2%	- 0.2%
93.3%	94.1%	+ 0.9%	94.0%	94.6%	+ 0.6%
96.1%	96.8%	+ 0.7%	96.5%	97.3%	+ 0.8%

Condos - Townhomes

By Square Feet	04-2015	04-2016	Change
1,500 Sq Ft and Below	96.6%	97.5%	+ 0.9%
1,501 to 2,000 Sq Ft	96.6%	97.2%	+ 0.6%
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%
All Square Footage	96.2%	97.0%	+ 0.8%

04-2015	04-2016	Change	04-2015	04-2016	Change
96.7%	97.7%	+ 1.0%	96.6%	97.4%	+ 0.8%
96.6%	97.3%	+ 0.7%	96.5%	97.0%	+ 0.5%
95.9%	96.6%	+ 0.7%	95.5%	95.6%	+ 0.1%
94.1%	94.5%	+ 0.4%	92.1%	91.1%	- 1.1%
96.1%	96.8%	+ 0.7%	96.5%	97.3%	+ 0.8%

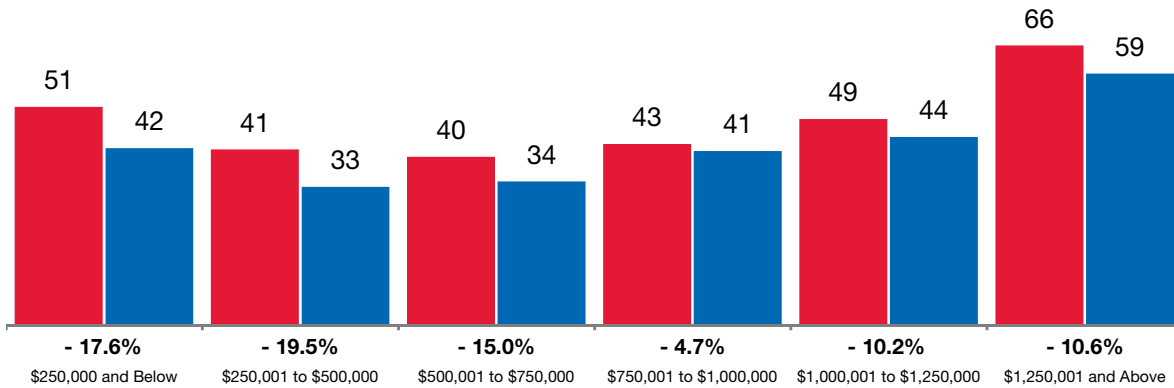


Days on Market Until Sale

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.

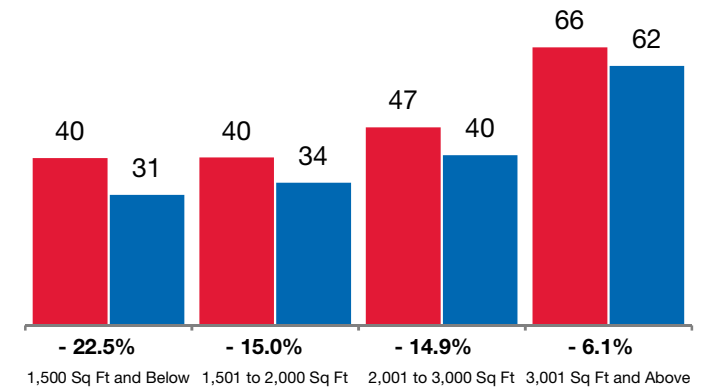
By Price Range

■ 04-2015 ■ 04-2016



By Square Feet

■ 04-2015 ■ 04-2016



All Properties

By Price Range	04-2015	04-2016	Change
\$250,000 and Below	51	42	-17.6%
\$250,001 to \$500,000	41	33	-19.5%
\$500,001 to \$750,000	40	34	-15.0%
\$750,001 to \$1,000,000	43	41	-4.7%
\$1,000,001 to \$1,250,000	49	44	-10.2%
\$1,250,001 and Above	66	59	-10.6%
All Price Ranges	44	36	-18.2%

Single-Family Homes

04-2015	04-2016	Change	04-2015	04-2016	Change
80	71	-11.3%	46	38	-17.4%
42	34	-19.0%	40	30	-25.0%
40	34	-15.0%	39	33	-15.4%
42	40	-4.8%	50	45	-10.0%
48	43	-10.4%	55	53	-3.6%
66	59	-10.6%	69	59	-14.5%
44	38	-13.6%	42	34	-19.0%

Condos - Townhomes

By Square Feet	04-2015	04-2016	Change
1,500 Sq Ft and Below	40	31	-22.5%
1,501 to 2,000 Sq Ft	40	34	-15.0%
2,001 to 3,000 Sq Ft	47	40	-14.9%
3,001 Sq Ft and Above	66	62	-6.1%
All Square Footage	44	36	-18.2%

04-2015	04-2016	Change	04-2015	04-2016	Change
37	29	-21.6%	42	32	-23.8%
39	33	-15.4%	42	38	-9.5%
46	40	-13.0%	62	47	-24.2%
66	62	-6.1%	64	67	+4.7%
44	38	-13.6%	42	34	-19.0%

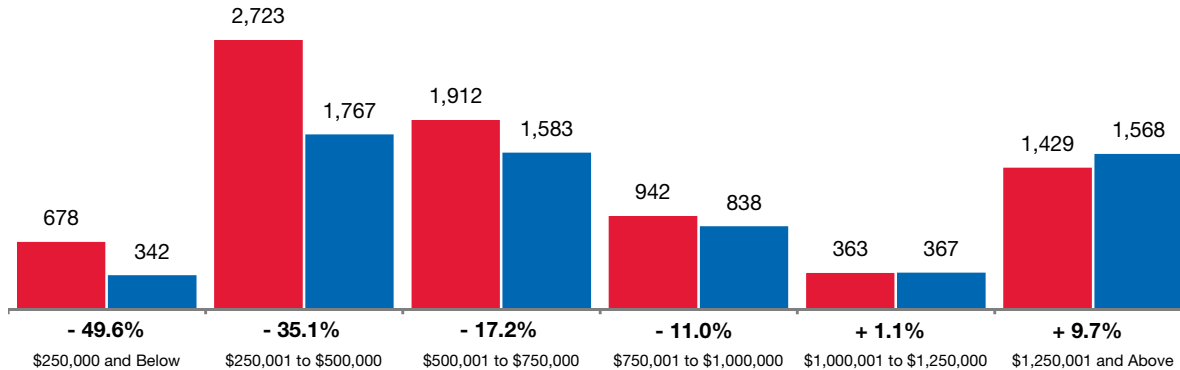


Inventory of Homes for Sale

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

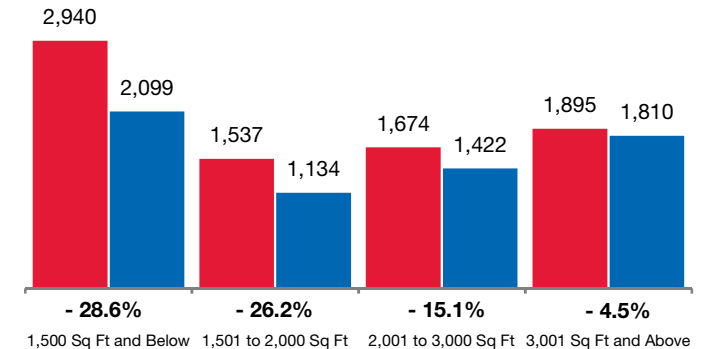
By Price Range

■ 04-2015 ■ 04-2016



By Square Feet

■ 04-2015 ■ 04-2016



All Properties

By Price Range	04-2015	04-2016	Change
\$250,000 and Below	678	342	- 49.6%
\$250,001 to \$500,000	2,723	1,767	- 35.1%
\$500,001 to \$750,000	1,912	1,583	- 17.2%
\$750,001 to \$1,000,000	942	838	- 11.0%
\$1,000,001 to \$1,250,000	363	367	+ 1.1%
\$1,250,001 and Above	1,429	1,568	+ 9.7%
All Price Ranges	8,047	6,465	- 19.7%

Single-Family Homes

04-2015	04-2016	Change	04-2015	04-2016	Change
130	84	- 35.4%	548	258	- 52.9%
1,578	976	- 38.1%	1,145	791	- 30.9%
1,547	1,283	- 17.1%	365	300	- 17.8%
804	687	- 14.6%	138	151	+ 9.4%
304	309	+ 1.6%	59	58	- 1.7%
1,257	1,387	+ 10.3%	172	181	+ 5.2%
5,620	4,726	- 15.9%	2,427	1,739	- 28.3%

Condos - Townhomes

By Square Feet	04-2015	04-2016	Change
1,500 Sq Ft and Below	2,940	2,099	- 28.6%
1,501 to 2,000 Sq Ft	1,537	1,134	- 26.2%
2,001 to 3,000 Sq Ft	1,674	1,422	- 15.1%
3,001 Sq Ft and Above	1,895	1,810	- 4.5%
All Square Footage	8,047	6,465	- 19.7%

04-2015	04-2016	Change	04-2015	04-2016	Change
1,121	843	- 24.8%	1,819	1,256	- 31.0%
1,080	797	- 26.2%	457	337	- 26.3%
1,545	1,298	- 16.0%	129	124	- 3.9%
1,873	1,788	- 4.5%	22	22	0.0%
5,620	4,726	- 15.9%	2,427	1,739	- 28.3%

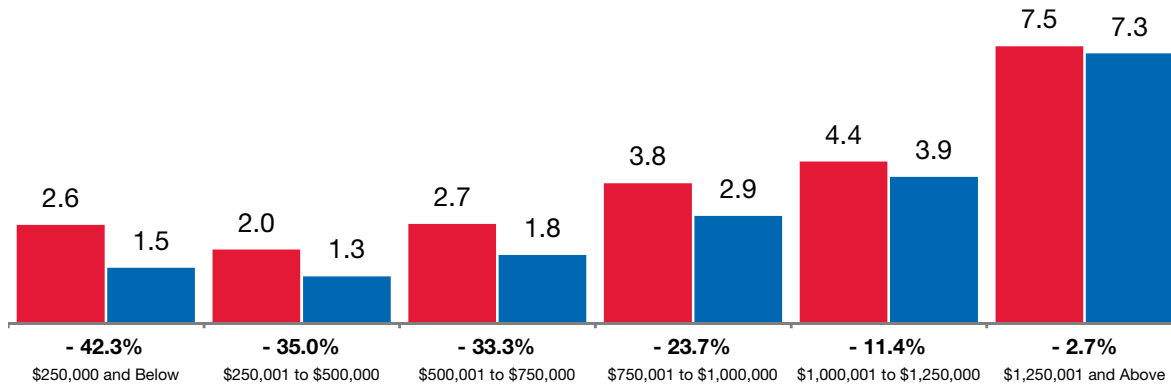


Months Supply of Inventory

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.

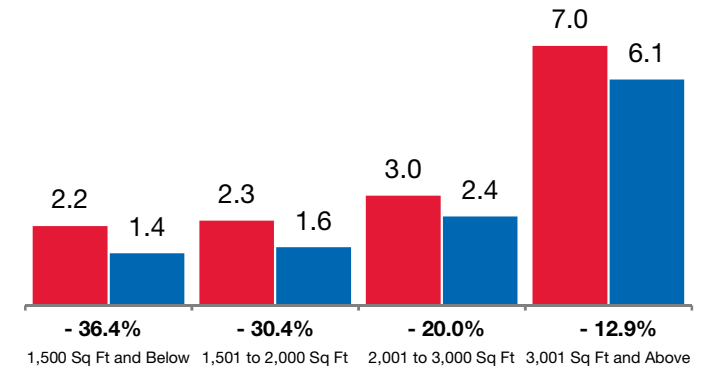
By Price Range

■ 04-2015 ■ 04-2016



By Square Feet

■ 04-2015 ■ 04-2016



All Properties

By Price Range	04-2015	04-2016	Change
\$250,000 and Below	2.6	1.5	- 42.3%
\$250,001 to \$500,000	2.0	1.3	- 35.0%
\$500,001 to \$750,000	2.7	1.8	- 33.3%
\$750,001 to \$1,000,000	3.8	2.9	- 23.7%
\$1,000,001 to \$1,250,000	4.4	3.9	- 11.4%
\$1,250,001 and Above	7.5	7.3	- 2.7%
All Price Ranges	2.8	2.1	- 25.0%

Single-Family Homes

04-2015	04-2016	Change	04-2015	04-2016	Change
3.6	3.3	- 8.3%	2.5	1.3	- 48.0%
1.8	1.2	- 33.3%	2.2	1.3	- 40.9%
2.7	1.8	- 33.3%	2.7	1.9	- 29.6%
3.8	2.7	- 28.9%	3.8	3.8	0.0%
4.2	3.9	- 7.1%	5.1	4.3	- 15.7%
7.5	7.5	0.0%	7.0	5.8	- 17.1%
2.9	2.3	- 20.7%	2.6	1.6	- 38.5%

Condos - Townhomes

By Square Feet	04-2015	04-2016	Change
1,500 Sq Ft and Below	2.2	1.4	- 36.4%
1,501 to 2,000 Sq Ft	2.3	1.6	- 30.4%
2,001 to 3,000 Sq Ft	3.0	2.4	- 20.0%
3,001 Sq Ft and Above	7.0	6.1	- 12.9%
All Square Footage	2.8	2.1	- 25.0%

04-2015	04-2016	Change	04-2015	04-2016	Change
1.8	1.3	- 27.8%	2.4	1.5	- 37.5%
2.1	1.4	- 33.3%	3.0	2.0	- 33.3%
2.9	2.3	- 20.7%	4.6	3.8	- 17.4%
7.0	6.1	- 12.9%	8.8	8.8	0.0%
2.9	2.3	- 20.7%	2.6	1.6	- 38.5%

