

Housing Supply Overview

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

May 2016

Sellers are getting more of their asking price, meaning higher sales prices in most categories. The overall inventory crunch is still in play, but higher-priced homes seem to be faring better with inventory in year-over-year comparisons. For the 12-month period spanning June 2015 through May 2016, Pending Sales in San Diego County were up 6.9 percent overall. The price range with the largest gain in sales was the \$500,001 to \$750,000 range, where they increased 19.1 percent.

The overall Median Sales Price was up 5.6 percent to \$475,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 6.9 percent to \$540,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 32 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 14.5 percent. That amounts to 2.4 months supply for Single-Family Homes and 1.6 months supply for Condos - Townhomes.

Quick Facts

+ 19.1%

+ 8.4%

+ 11.2%

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.

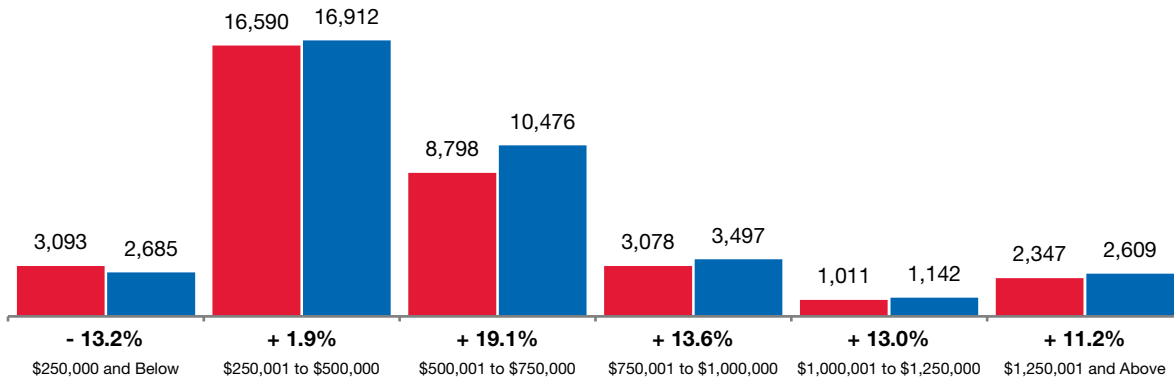
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Pending Sales

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

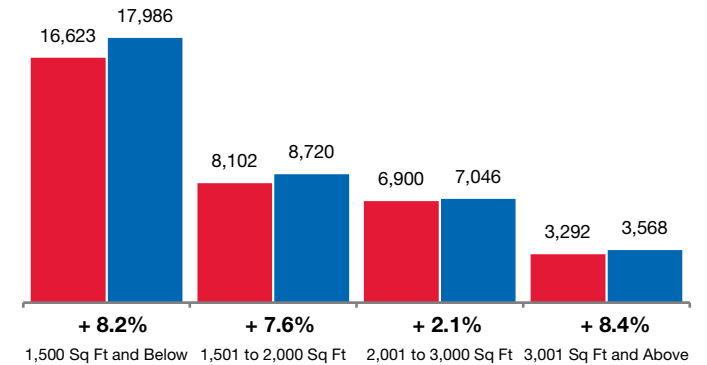
By Price Range

■ 05-2015 ■ 05-2016



By Square Feet

■ 05-2015 ■ 05-2016



All Properties

By Price Range	05-2015	05-2016	Change
\$250,000 and Below	3,093	2,685	- 13.2%
\$250,001 to \$500,000	16,590	16,912	+ 1.9%
\$500,001 to \$750,000	8,798	10,476	+ 19.1%
\$750,001 to \$1,000,000	3,078	3,497	+ 13.6%
\$1,000,001 to \$1,250,000	1,011	1,142	+ 13.0%
\$1,250,001 and Above	2,347	2,609	+ 11.2%
All Price Ranges	34,918	37,321	+ 6.9%

Single-Family Homes

05-2015	05-2016	Change	05-2015	05-2016	Change
424	301	- 29.0%	2,669	2,384	- 10.7%
10,245	9,454	- 7.7%	6,345	7,458	+ 17.5%
7,175	8,489	+ 18.3%	1,623	1,987	+ 22.4%
2,629	3,019	+ 14.8%	449	478	+ 6.5%
878	971	+ 10.6%	133	171	+ 28.6%
2,027	2,251	+ 11.1%	320	358	+ 11.9%
23,379	24,485	+ 4.7%	11,539	12,836	+ 11.2%

Condos - Townhomes

By Square Feet	05-2015	05-2016	Change
1,500 Sq Ft and Below	16,623	17,986	+ 8.2%
1,501 to 2,000 Sq Ft	8,102	8,720	+ 7.6%
2,001 to 3,000 Sq Ft	6,900	7,046	+ 2.1%
3,001 Sq Ft and Above	3,292	3,568	+ 8.4%
All Square Footage	34,918	37,321	+ 6.9%

05-2015	05-2016	Change	05-2015	05-2016	Change
7,341	7,610	+ 3.7%	9,282	10,376	+ 11.8%
6,224	6,666	+ 7.1%	1,878	2,054	+ 9.4%
6,551	6,668	+ 1.8%	349	378	+ 8.3%
3,262	3,541	+ 8.6%	30	27	- 10.0%
23,379	24,485	+ 4.7%	11,539	12,836	+ 11.2%

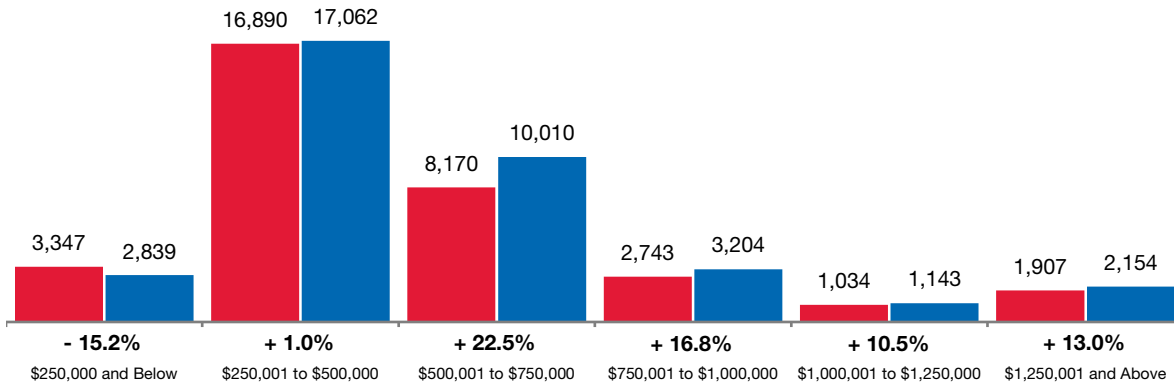


Closed Sales

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

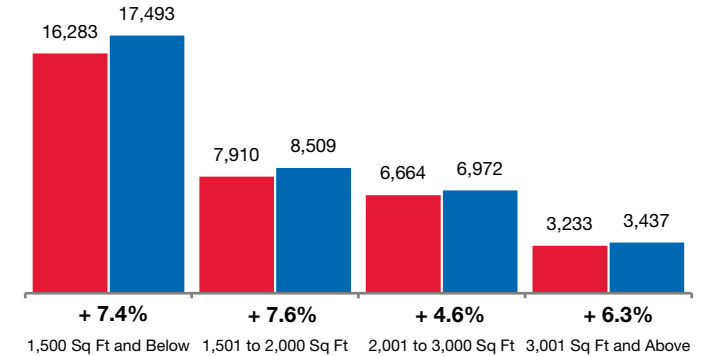
By Price Range

■ 05-2015 ■ 05-2016



By Square Feet

■ 05-2015 ■ 05-2016



All Properties

By Price Range	05-2015	05-2016	Change
\$250,000 and Below	3,347	2,839	- 15.2%
\$250,001 to \$500,000	16,890	17,062	+ 1.0%
\$500,001 to \$750,000	8,170	10,010	+ 22.5%
\$750,001 to \$1,000,000	2,743	3,204	+ 16.8%
\$1,000,001 to \$1,250,000	1,034	1,143	+ 10.5%
\$1,250,001 and Above	1,907	2,154	+ 13.0%
All Price Ranges	34,091	36,412	+ 6.8%

Single-Family Homes

05-2015	05-2016	Change	05-2015	05-2016	Change
489	301	- 38.4%	2,858	2,538	- 11.2%
10,808	9,790	- 9.4%	6,082	7,272	+ 19.6%
6,666	8,207	+ 23.1%	1,504	1,803	+ 19.9%
2,344	2,773	+ 18.3%	399	431	+ 8.0%
893	981	+ 9.9%	141	162	+ 14.9%
1,708	1,845	+ 8.0%	199	309	+ 55.3%
22,908	23,897	+ 4.3%	11,183	12,515	+ 11.9%

Condos - Townhomes

By Square Feet	05-2015	05-2016	Change
1,500 Sq Ft and Below	16,283	17,493	+ 7.4%
1,501 to 2,000 Sq Ft	7,910	8,509	+ 7.6%
2,001 to 3,000 Sq Ft	6,664	6,972	+ 4.6%
3,001 Sq Ft and Above	3,233	3,437	+ 6.3%
All Square Footage	34,091	36,412	+ 6.8%

05-2015	05-2016	Change	05-2015	05-2016	Change
7,272	7,387	+ 1.6%	9,011	10,106	+ 12.2%
6,089	6,512	+ 6.9%	1,821	1,997	+ 9.7%
6,340	6,594	+ 4.0%	324	378	+ 16.7%
3,206	3,404	+ 6.2%	27	33	+ 22.2%
22,908	23,897	+ 4.3%	11,183	12,515	+ 11.9%

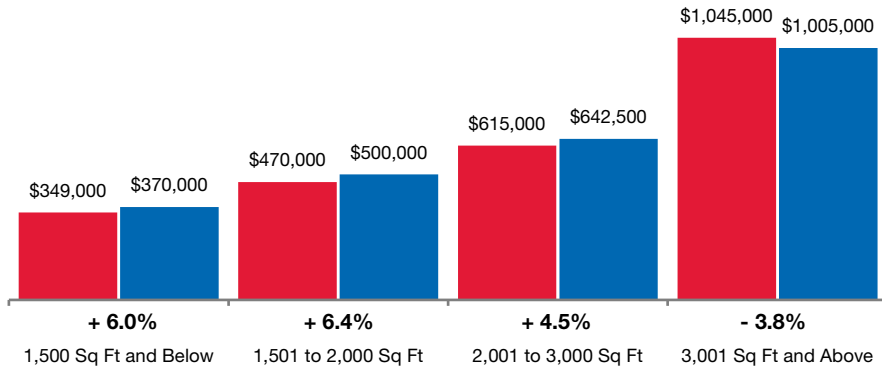


Median Sales Price

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.**

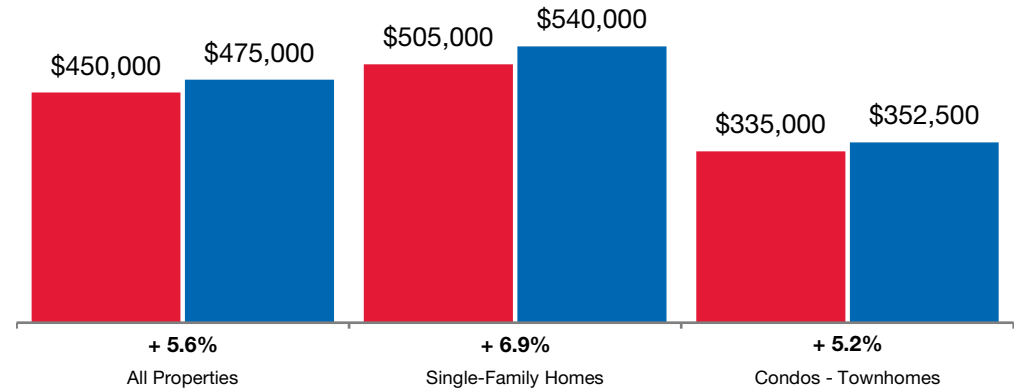
By Square Feet

■ 05-2015 ■ 05-2016



By Property Type

■ 05-2015 ■ 05-2016



By Square Feet	All Properties		
	05-2015	05-2016	Change
1,500 Sq Ft and Below	\$349,000	\$370,000	+ 6.0%
1,501 to 2,000 Sq Ft	\$470,000	\$500,000	+ 6.4%
2,001 to 3,000 Sq Ft	\$615,000	\$642,500	+ 4.5%
3,001 Sq Ft and Above	\$1,045,000	\$1,005,000	- 3.8%
All Square Footage	\$450,000	\$475,000	+ 5.6%

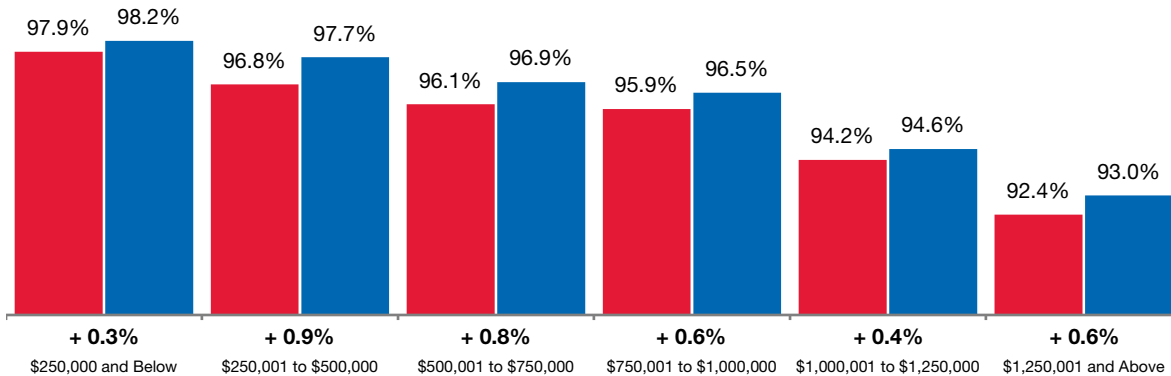
By Square Feet	Single-Family Homes			Condos - Townhomes		
	05-2015	05-2016	Change	05-2015	05-2016	Change
1,500 Sq Ft and Below	\$380,000	\$413,750	+ 8.9%	\$305,000	\$320,000	+ 4.9%
1,501 to 2,000 Sq Ft	\$465,000	\$500,000	+ 7.5%	\$490,000	\$503,975	+ 2.9%
2,001 to 3,000 Sq Ft	\$609,000	\$635,900	+ 4.4%	\$827,000	\$843,250	+ 2.0%
3,001 Sq Ft and Above	\$1,043,900	\$1,000,000	- 4.2%	\$1,947,500	\$1,888,888	- 3.0%
All Square Footage	\$505,000	\$540,000	+ 6.9%	\$335,000	\$352,500	+ 5.2%

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.**

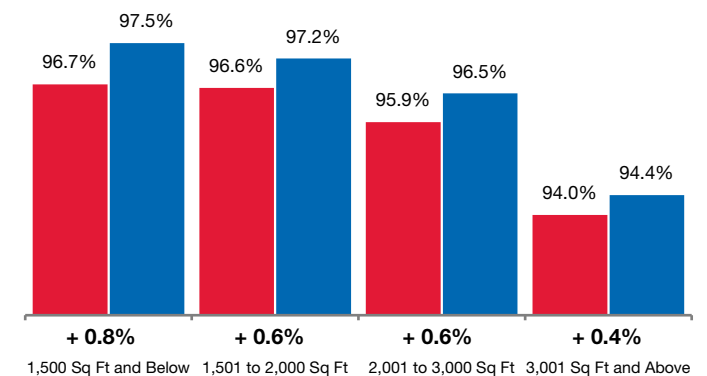
By Price Range

■ 05-2015 ■ 05-2016



By Square Feet

■ 05-2015 ■ 05-2016



All Properties

By Price Range	05-2015	05-2016	Change
\$250,000 and Below	97.9%	98.2%	+ 0.3%
\$250,001 to \$500,000	96.8%	97.7%	+ 0.9%
\$500,001 to \$750,000	96.1%	96.9%	+ 0.8%
\$750,001 to \$1,000,000	95.9%	96.5%	+ 0.6%
\$1,000,001 to \$1,250,000	94.2%	94.6%	+ 0.4%
\$1,250,001 and Above	92.4%	93.0%	+ 0.6%
All Price Ranges	96.3%	97.0%	+ 0.7%

Single-Family Homes

05-2015	05-2016	Change	05-2015	05-2016	Change
92.8%	93.4%	+ 0.6%	96.4%	96.8%	+ 0.4%
96.6%	97.3%	+ 0.7%	96.8%	97.7%	+ 0.9%
96.6%	97.3%	+ 0.7%	96.8%	97.3%	+ 0.5%
96.2%	96.6%	+ 0.4%	95.8%	96.3%	+ 0.5%
94.5%	94.8%	+ 0.3%	94.2%	94.0%	- 0.2%
93.3%	94.0%	+ 0.8%	93.9%	94.5%	+ 0.6%
96.1%	96.8%	+ 0.7%	96.6%	97.3%	+ 0.7%

Condos - Townhomes

By Square Feet	05-2015	05-2016	Change
1,500 Sq Ft and Below	96.7%	97.5%	+ 0.8%
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	96.3%	97.0%	+ 0.7%

05-2015	05-2016	Change	05-2015	05-2016	Change
96.8%	97.7%	+ 0.9%	96.7%	97.4%	+ 0.7%
96.7%	97.3%	+ 0.6%	96.5%	97.0%	+ 0.5%
96.0%	96.6%	+ 0.6%	95.2%	95.7%	+ 0.5%
94.1%	94.5%	+ 0.4%	92.1%	90.8%	- 1.4%
96.1%	96.8%	+ 0.7%	96.6%	97.3%	+ 0.7%

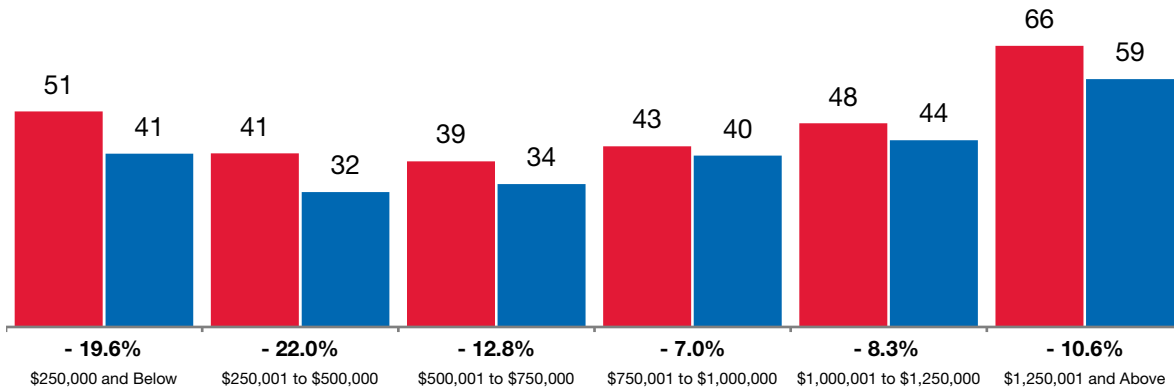


Days on Market Until Sale

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.

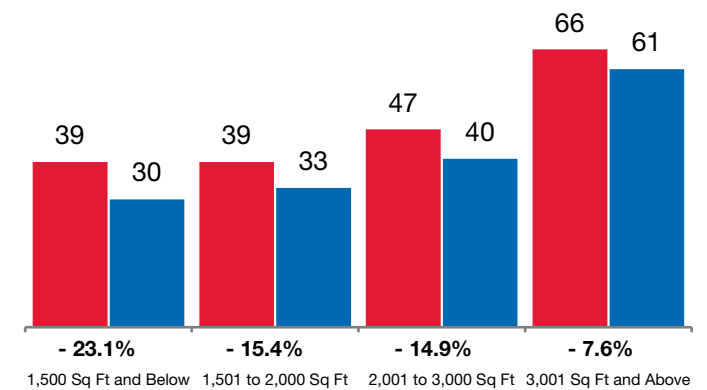
By Price Range

■ 05-2015 ■ 05-2016



By Square Feet

■ 05-2015 ■ 05-2016



All Properties

By Price Range	05-2015	05-2016	Change
\$250,000 and Below	51	41	-19.6%
\$250,001 to \$500,000	41	32	-22.0%
\$500,001 to \$750,000	39	34	-12.8%
\$750,001 to \$1,000,000	43	40	-7.0%
\$1,000,001 to \$1,250,000	48	44	-8.3%
\$1,250,001 and Above	66	59	-10.6%
All Price Ranges	43	36	-16.3%

Single-Family Homes

05-2015	05-2016	Change	05-2015	05-2016	Change
80	68	-15.0%	46	38	-17.4%
42	33	-21.4%	39	30	-23.1%
39	34	-12.8%	39	33	-15.4%
42	40	-4.8%	49	44	-10.2%
47	43	-8.5%	57	51	-10.5%
66	58	-12.1%	72	59	-18.1%
44	37	-15.9%	42	33	-21.4%

Condos - Townhomes

By Square Feet	05-2015	05-2016	Change
1,500 Sq Ft and Below	39	30	-23.1%
1,501 to 2,000 Sq Ft	39	33	-15.4%
2,001 to 3,000 Sq Ft	47	40	-14.9%
3,001 Sq Ft and Above	66	61	-7.6%
All Square Footage	43	36	-16.3%

05-2015	05-2016	Change	05-2015	05-2016	Change
37	28	-24.3%	41	32	-22.0%
38	32	-15.8%	42	37	-11.9%
46	40	-13.0%	64	45	-29.7%
66	61	-7.6%	63	76	+20.6%
44	37	-15.9%	42	33	-21.4%

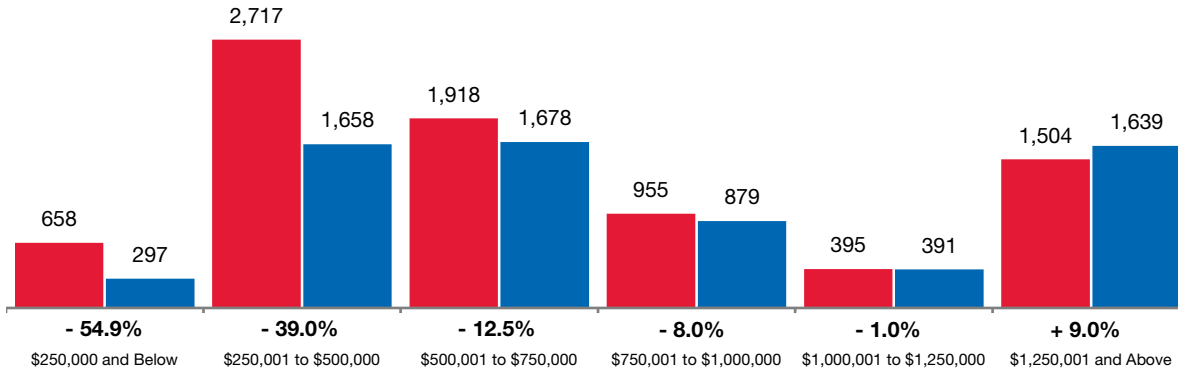


Inventory of Homes for Sale

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

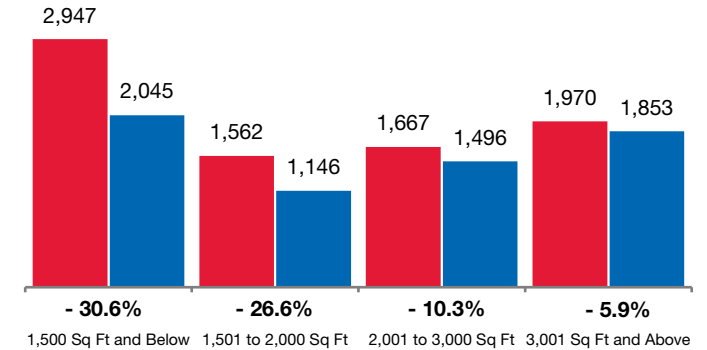
By Price Range

■ 05-2015 ■ 05-2016



By Square Feet

■ 05-2015 ■ 05-2016



All Properties

By Price Range	05-2015	05-2016	Change
\$250,000 and Below	658	297	- 54.9%
\$250,001 to \$500,000	2,717	1,658	- 39.0%
\$500,001 to \$750,000	1,918	1,678	- 12.5%
\$750,001 to \$1,000,000	955	879	- 8.0%
\$1,000,001 to \$1,250,000	395	391	- 1.0%
\$1,250,001 and Above	1,504	1,639	+ 9.0%
All Price Ranges	8,147	6,542	- 19.7%

Single-Family Homes

05-2015	05-2016	Change	05-2015	05-2016	Change
135	78	- 42.2%	523	219	- 58.1%
1,525	917	- 39.9%	1,192	741	- 37.8%
1,551	1,374	- 11.4%	367	304	- 17.2%
812	731	- 10.0%	143	148	+ 3.5%
333	319	- 4.2%	62	72	+ 16.1%
1,337	1,450	+ 8.5%	167	189	+ 13.2%
5,693	4,869	- 14.5%	2,454	1,673	- 31.8%

Condos - Townhomes

By Square Feet	05-2015	05-2016	Change
1,500 Sq Ft and Below	2,947	2,045	- 30.6%
1,501 to 2,000 Sq Ft	1,562	1,146	- 26.6%
2,001 to 3,000 Sq Ft	1,667	1,496	- 10.3%
3,001 Sq Ft and Above	1,970	1,853	- 5.9%
All Square Footage	8,147	6,542	- 19.7%

05-2015	05-2016	Change	05-2015	05-2016	Change
1,094	838	- 23.4%	1,853	1,207	- 34.9%
1,104	825	- 25.3%	458	321	- 29.9%
1,543	1,371	- 11.1%	124	125	+ 0.8%
1,951	1,833	- 6.0%	19	20	+ 5.3%
5,693	4,869	- 14.5%	2,454	1,673	- 31.8%

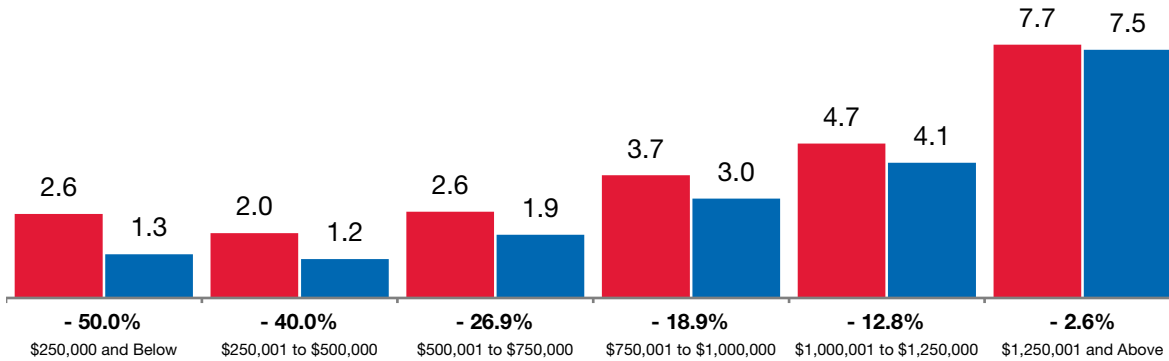


Months Supply of Inventory

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.

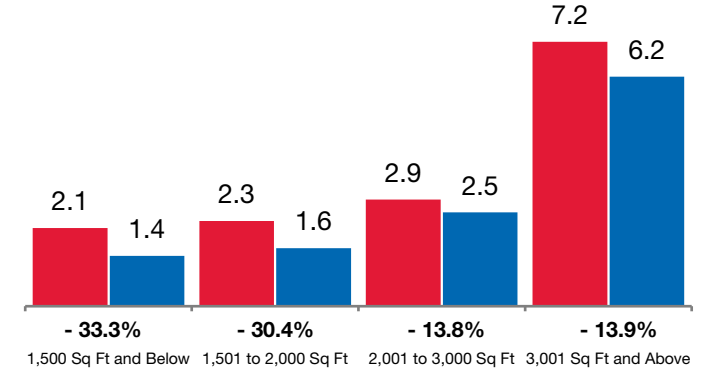
By Price Range

■ 05-2015 ■ 05-2016



By Square Feet

■ 05-2015 ■ 05-2016



All Properties

By Price Range	05-2015	05-2016	Change
\$250,000 and Below	2.6	1.3	- 50.0%
\$250,001 to \$500,000	2.0	1.2	- 40.0%
\$500,001 to \$750,000	2.6	1.9	- 26.9%
\$750,001 to \$1,000,000	3.7	3.0	- 18.9%
\$1,000,001 to \$1,250,000	4.7	4.1	- 12.8%
\$1,250,001 and Above	7.7	7.5	- 2.6%
All Price Ranges	2.8	2.1	- 25.0%

Single-Family Homes

05-2015	05-2016	Change	05-2015	05-2016	Change
3.8	3.1	- 18.4%	2.4	1.1	- 54.2%
1.8	1.2	- 33.3%	2.3	1.2	- 47.8%
2.6	1.9	- 26.9%	2.7	1.8	- 33.3%
3.7	2.9	- 21.6%	3.8	3.7	- 2.6%
4.6	3.9	- 15.2%	5.6	5.1	- 8.9%
7.9	7.7	- 2.5%	6.3	6.3	0.0%
2.9	2.4	- 17.2%	2.6	1.6	- 38.5%

Condos - Townhomes

By Square Feet	05-2015	05-2016	Change
1,500 Sq Ft and Below	2.1	1.4	- 33.3%
1,501 to 2,000 Sq Ft	2.3	1.6	- 30.4%
2,001 to 3,000 Sq Ft	2.9	2.5	- 13.8%
3,001 Sq Ft and Above	7.2	6.2	- 13.9%
All Square Footage	2.8	2.1	- 25.0%

05-2015	05-2016	Change	05-2015	05-2016	Change
1.8	1.3	- 27.8%	2.4	1.4	- 41.7%
2.1	1.5	- 28.6%	2.9	1.9	- 34.5%
2.8	2.5	- 10.7%	4.3	4.0	- 7.0%
7.2	6.2	- 13.9%	7.6	8.9	+ 17.1%
2.9	2.4	- 17.2%	2.6	1.6	- 38.5%

