

# Housing Supply Overview

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

## September 2016

The housing story for the past 12 months remains the same. Demand is high, supply is low and interest rates have been steady. Finding ways to motivate homeowners to be home sellers will be key over the next year. For the 12-month period spanning October 2015 through September 2016, Pending Sales in San Diego County were up 2.9 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 18.0 percent.

The overall Median Sales Price was up 5.9 percent to \$486,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 6.6 percent to \$362,500. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 30 days; the price range that tended to sell the slowest was the \$1,250,001 Or More range at 58 days.

Market-wide, inventory levels were down 17.0 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 12.4 percent. That amounts to 2.5 months supply for Single-Family Homes and 1.5 months supply for Condos - Townhomes.

## Quick Facts

**+ 18.0%**

**+ 5.3%**

**+ 5.9%**

Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
<b>\$1,000,001 to \$1,250,000</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.

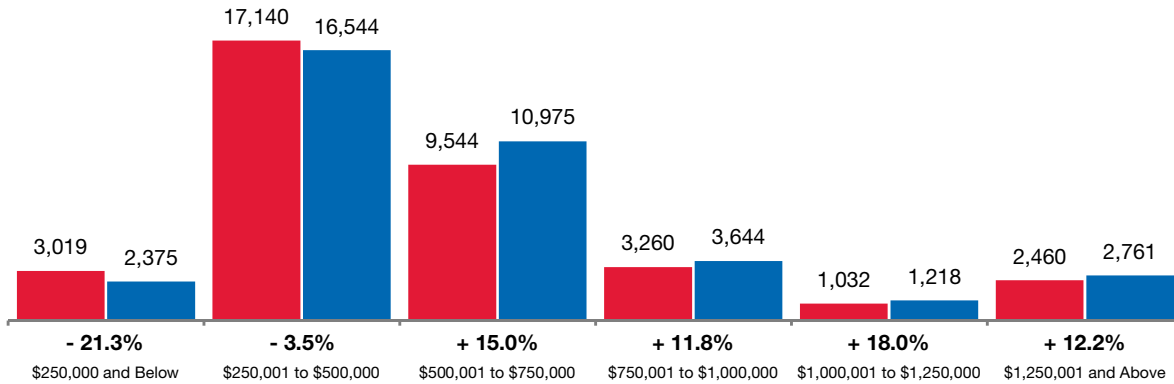
Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Days on Market Until Sale	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>

# Pending Sales

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

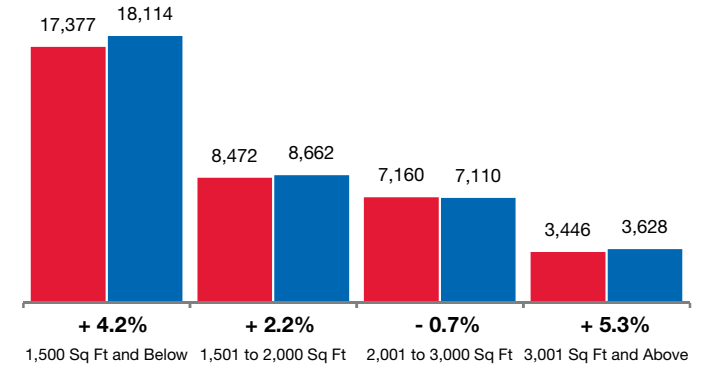
## By Price Range

■ 09-2015 ■ 09-2016



## By Square Feet

■ 09-2015 ■ 09-2016



### All Properties

By Price Range	09-2015	09-2016	Change
\$250,000 and Below	3,019	2,375	- 21.3%
\$250,001 to \$500,000	17,140	16,544	- 3.5%
\$500,001 to \$750,000	9,544	10,975	+ 15.0%
\$750,001 to \$1,000,000	3,260	3,644	+ 11.8%
\$1,000,001 to \$1,250,000	1,032	1,218	+ 18.0%
\$1,250,001 and Above	2,460	2,761	+ 12.2%
<b>All Price Ranges</b>	<b>36,455</b>	<b>37,517</b>	<b>+ 2.9%</b>

### Single-Family Homes

09-2015	09-2016	Change	09-2015	09-2016	Change
383	246	- 35.8%	2,636	2,129	- 19.2%
10,203	8,919	- 12.6%	6,937	7,625	+ 9.9%
7,813	8,844	+ 13.2%	1,731	2,131	+ 23.1%
2,825	3,143	+ 11.3%	435	501	+ 15.2%
891	1,040	+ 16.7%	141	178	+ 26.2%
2,123	2,390	+ 12.6%	337	371	+ 10.1%
<b>24,238</b>	<b>24,582</b>	<b>+ 1.4%</b>	<b>12,217</b>	<b>12,935</b>	<b>+ 5.9%</b>

### Condos - Townhomes

By Square Feet	09-2015	09-2016	Change
1,500 Sq Ft and Below	17,377	18,114	+ 4.2%
1,501 to 2,000 Sq Ft	8,472	8,662	+ 2.2%
2,001 to 3,000 Sq Ft	7,160	7,110	- 0.7%
3,001 Sq Ft and Above	3,446	3,628	+ 5.3%
<b>All Square Footage</b>	<b>36,455</b>	<b>37,517</b>	<b>+ 2.9%</b>

09-2015	09-2016	Change	09-2015	09-2016	Change
7,513	7,631	+ 1.6%	9,864	10,483	+ 6.3%
6,532	6,608	+ 1.2%	1,940	2,054	+ 5.9%
6,776	6,741	- 0.5%	384	369	- 3.9%
3,417	3,600	+ 5.4%	29	28	- 3.4%
<b>24,238</b>	<b>24,582</b>	<b>+ 1.4%</b>	<b>12,217</b>	<b>12,935</b>	<b>+ 5.9%</b>

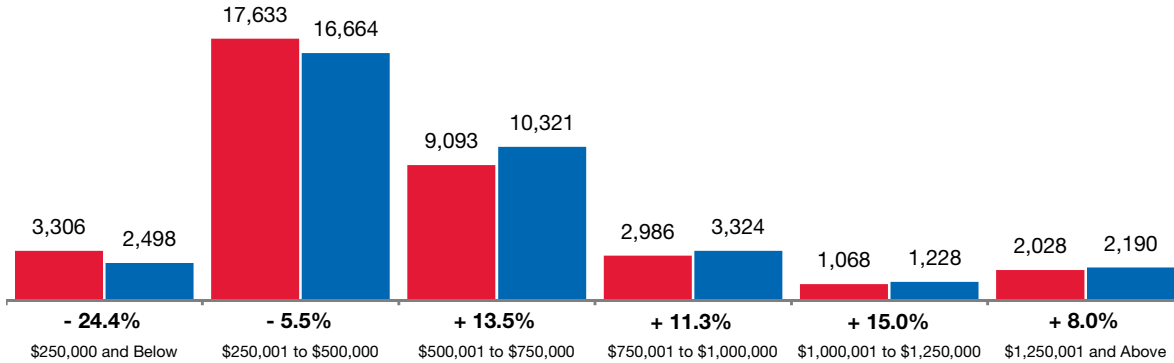


# Closed Sales

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

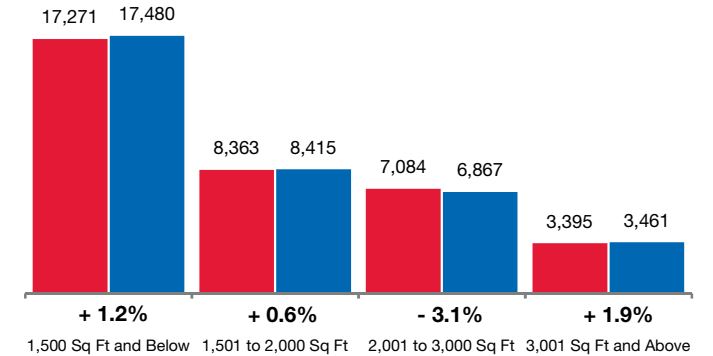
## By Price Range

■ 09-2015 ■ 09-2016



## By Square Feet

■ 09-2015 ■ 09-2016



### All Properties

By Price Range	09-2015	09-2016	Change
\$250,000 and Below	3,306	2,498	-24.4%
\$250,001 to \$500,000	17,633	16,664	-5.5%
\$500,001 to \$750,000	9,093	10,321	+13.5%
\$750,001 to \$1,000,000	2,986	3,324	+11.3%
\$1,000,001 to \$1,250,000	1,068	1,228	+15.0%
\$1,250,001 and Above	2,028	2,190	+8.0%
<b>All Price Ranges</b>	<b>36,114</b>	<b>36,225</b>	<b>+0.3%</b>

### Single-Family Homes

09-2015	09-2016	Change	09-2015	09-2016	Change
415	269	-35.2%	2,891	2,229	-22.9%
10,887	9,242	-15.1%	6,746	7,422	+10.0%
7,465	8,376	+12.2%	1,628	1,945	+19.5%
2,589	2,864	+10.6%	397	460	+15.9%
926	1,052	+13.6%	142	176	+23.9%
1,779	1,898	+6.7%	249	292	+17.3%
<b>24,061</b>	<b>23,701</b>	<b>-1.5%</b>	<b>12,053</b>	<b>12,524</b>	<b>+3.9%</b>

### Condos - Townhomes

By Square Feet	09-2015	09-2016	Change
1,500 Sq Ft and Below	17,271	17,480	+1.2%
1,501 to 2,000 Sq Ft	8,363	8,415	+0.6%
2,001 to 3,000 Sq Ft	7,084	6,867	-3.1%
3,001 Sq Ft and Above	3,395	3,461	+1.9%
<b>All Square Footage</b>	<b>36,114</b>	<b>36,225</b>	<b>+0.3%</b>

09-2015	09-2016	Change	09-2015	09-2016	Change
7,510	7,346	-2.2%	9,761	10,134	+3.8%
6,461	6,422	-0.6%	1,902	1,993	+4.8%
6,723	6,499	-3.3%	361	368	+1.9%
3,366	3,433	+2.0%	29	28	-3.4%
<b>24,061</b>	<b>23,701</b>	<b>-1.5%</b>	<b>12,053</b>	<b>12,524</b>	<b>+3.9%</b>

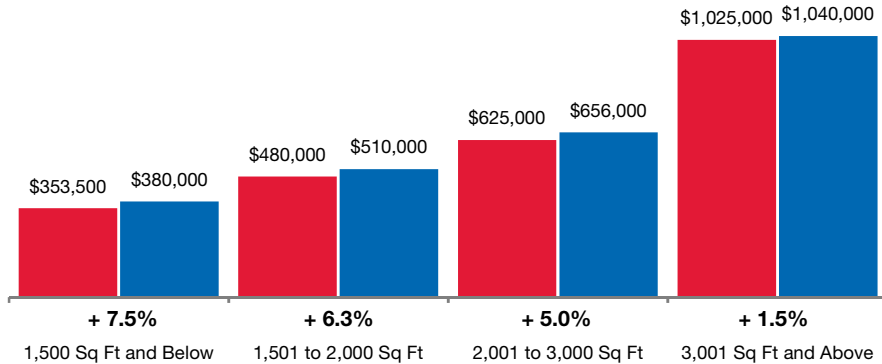


# Median Sales Price

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.**

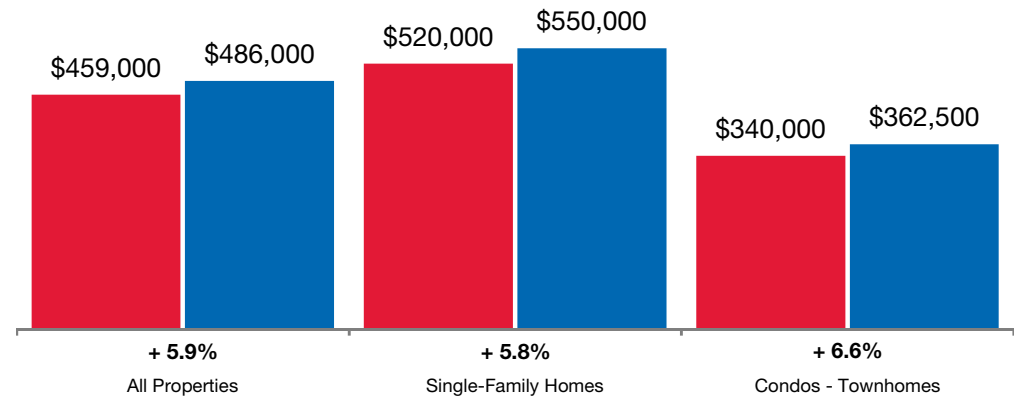
## By Square Feet

■ 09-2015 ■ 09-2016



## By Property Type

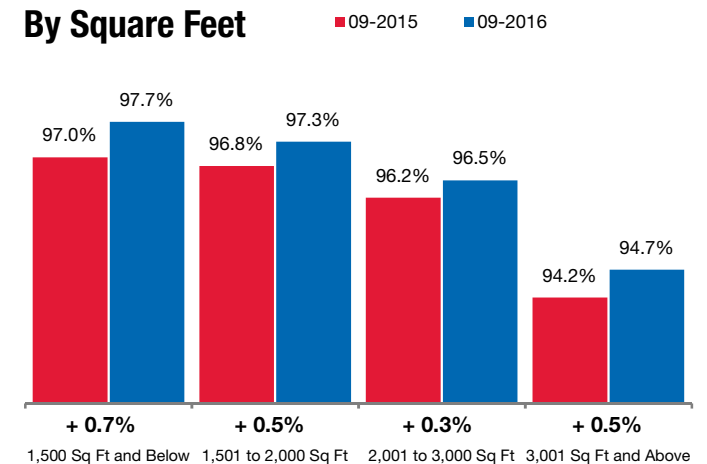
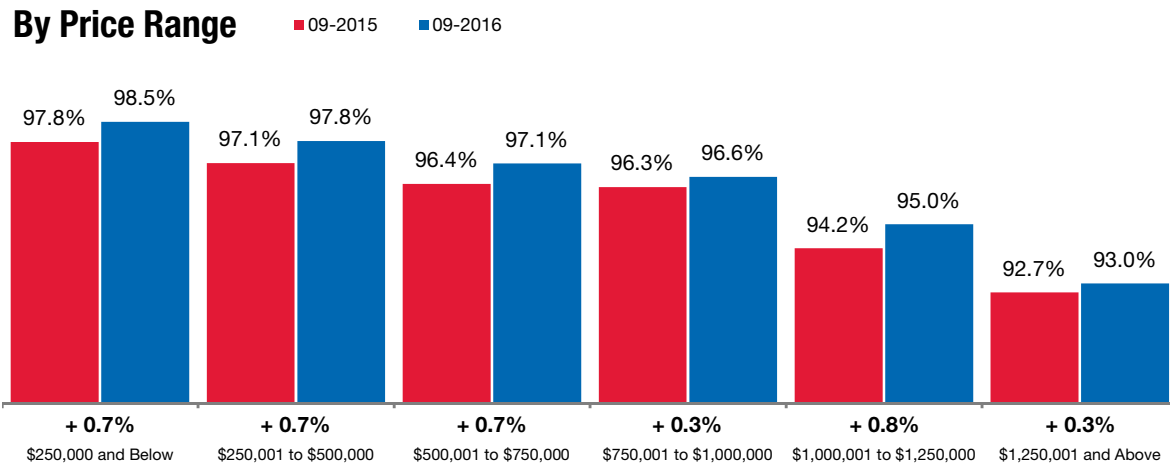
■ 09-2015 ■ 09-2016



By Square Feet	All Properties			Single-Family Homes			Condos - Townhomes		
	09-2015	09-2016	Change	09-2015	09-2016	Change	09-2015	09-2016	Change
1,500 Sq Ft and Below	\$353,500	\$380,000	+ 7.5%	\$390,000	\$422,000	+ 8.2%	\$310,000	\$330,000	+ 6.5%
1,501 to 2,000 Sq Ft	\$480,000	\$510,000	+ 6.3%	\$478,605	\$510,000	+ 6.6%	\$490,000	\$513,750	+ 4.8%
2,001 to 3,000 Sq Ft	\$625,000	\$656,000	+ 5.0%	\$620,000	\$650,000	+ 4.8%	\$837,500	\$875,000	+ 4.5%
3,001 Sq Ft and Above	\$1,025,000	\$1,040,000	+ 1.5%	\$1,020,000	\$1,035,000	+ 1.5%	\$2,000,000	\$1,812,500	- 9.4%
<b>All Square Footage</b>	<b>\$459,000</b>	<b>\$486,000</b>	<b>+ 5.9%</b>	<b>\$520,000</b>	<b>\$550,000</b>	<b>+ 5.8%</b>	<b>\$340,000</b>	<b>\$362,500</b>	<b>+ 6.6%</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.**



All Properties			
By Price Range	09-2015	09-2016	Change
\$250,000 and Below	97.8%	98.5%	+ 0.7%
\$250,001 to \$500,000	97.1%	97.8%	+ 0.7%
\$500,001 to \$750,000	96.4%	97.1%	+ 0.7%
\$750,001 to \$1,000,000	96.3%	96.6%	+ 0.3%
\$1,000,001 to \$1,250,000	94.2%	95.0%	+ 0.8%
\$1,250,001 and Above	92.7%	93.0%	+ 0.3%
<b>All Price Ranges</b>	<b>96.5%</b>	<b>97.1%</b>	<b>+ 0.6%</b>

Single-Family Homes			Condos - Townhomes		
09-2015	09-2016	Change	09-2015	09-2016	Change
92.4%	92.5%	+ 0.1%	96.3%	97.1%	+ 0.8%
96.9%	97.4%	+ 0.5%	97.2%	98.0%	+ 0.8%
96.9%	97.4%	+ 0.5%	96.9%	97.6%	+ 0.7%
96.4%	96.8%	+ 0.4%	96.2%	96.4%	+ 0.2%
94.8%	95.0%	+ 0.2%	94.2%	93.6%	- 0.6%
93.6%	94.0%	+ 0.4%	94.2%	94.5%	+ 0.3%
<b>96.4%</b>	<b>96.9%</b>	<b>+ 0.5%</b>	<b>96.8%</b>	<b>97.6%</b>	<b>+ 0.8%</b>

By Square Feet	09-2015	09-2016	Change
1,500 Sq Ft and Below	97.0%	97.7%	+ 0.7%
1,501 to 2,000 Sq Ft	96.8%	97.3%	+ 0.5%
2,001 to 3,000 Sq Ft	96.2%	96.5%	+ 0.3%
3,001 Sq Ft and Above	94.2%	94.7%	+ 0.5%
<b>All Square Footage</b>	<b>96.5%</b>	<b>97.1%</b>	<b>+ 0.6%</b>

09-2015	09-2016	Change	09-2015	09-2016	Change
97.2%	97.8%	+ 0.6%	96.9%	97.7%	+ 0.8%
96.9%	97.3%	+ 0.4%	96.8%	97.3%	+ 0.5%
96.2%	96.6%	+ 0.4%	95.3%	96.0%	+ 0.7%
94.2%	94.7%	+ 0.5%	90.4%	91.8%	+ 1.5%
<b>96.4%</b>	<b>96.9%</b>	<b>+ 0.5%</b>	<b>96.8%</b>	<b>97.6%</b>	<b>+ 0.8%</b>

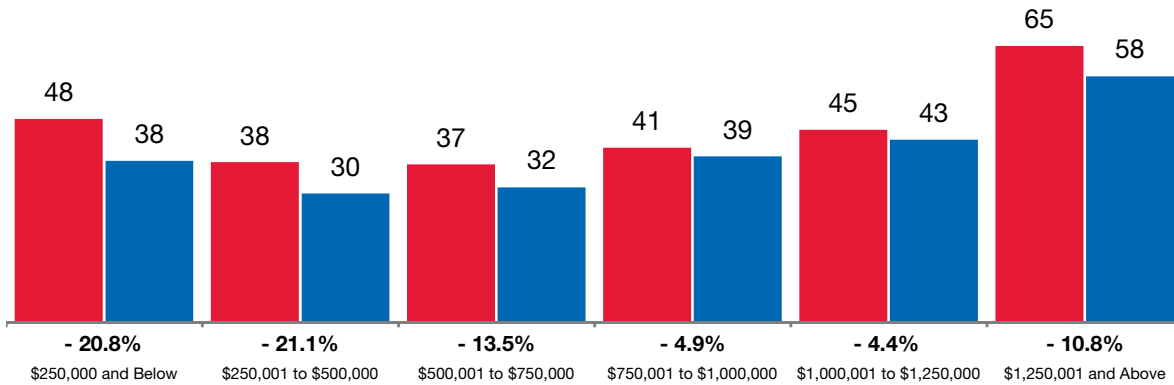


# Days on Market Until Sale

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.

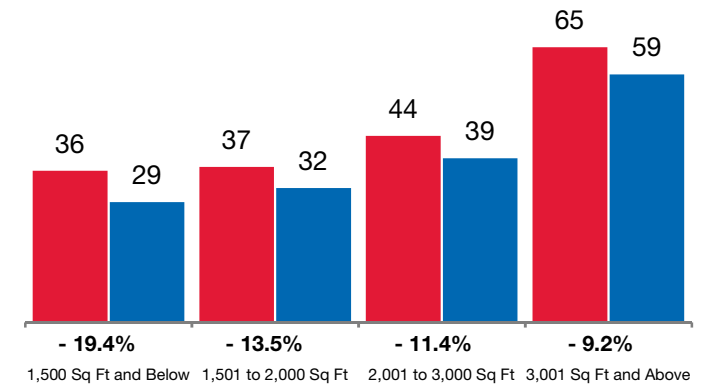
## By Price Range

■ 09-2015 ■ 09-2016



## By Square Feet

■ 09-2015 ■ 09-2016



### All Properties

By Price Range	09-2015	09-2016	Change
\$250,000 and Below	48	38	-20.8%
\$250,001 to \$500,000	38	30	-21.1%
\$500,001 to \$750,000	37	32	-13.5%
\$750,001 to \$1,000,000	41	39	-4.9%
\$1,000,001 to \$1,250,000	45	43	-4.4%
\$1,250,001 and Above	65	58	-10.8%
<b>All Price Ranges</b>	<b>41</b>	<b>34</b>	<b>-17.1%</b>

### Single-Family Homes

09-2015	09-2016	Change	09-2015	09-2016	Change
72	74	+2.8%	45	34	-24.4%
39	32	-17.9%	35	28	-20.0%
37	32	-13.5%	38	29	-23.7%
40	39	-2.5%	46	42	-8.7%
44	40	-9.1%	55	60	+9.1%
65	58	-10.8%	67	58	-13.4%
<b>41</b>	<b>36</b>	<b>-12.2%</b>	<b>39</b>	<b>31</b>	<b>-20.5%</b>

### Condos - Townhomes

By Square Feet	09-2015	09-2016	Change
1,500 Sq Ft and Below	36	29	-19.4%
1,501 to 2,000 Sq Ft	37	32	-13.5%
2,001 to 3,000 Sq Ft	44	39	-11.4%
3,001 Sq Ft and Above	65	59	-9.2%
<b>All Square Footage</b>	<b>41</b>	<b>34</b>	<b>-17.1%</b>

09-2015	09-2016	Change	09-2015	09-2016	Change
33	27	-18.2%	38	29	-23.7%
36	31	-13.9%	41	34	-17.1%
44	39	-11.4%	55	44	-20.0%
65	59	-9.2%	72	76	+5.6%
<b>41</b>	<b>36</b>	<b>-12.2%</b>	<b>39</b>	<b>31</b>	<b>-20.5%</b>

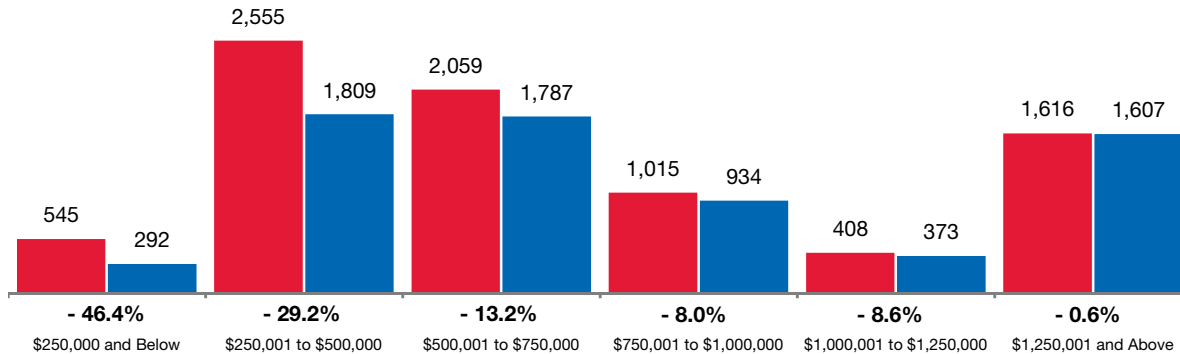


# Inventory of Homes for Sale

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

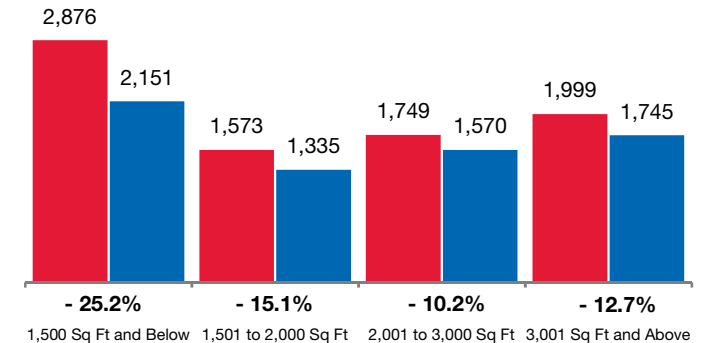
## By Price Range

■ 09-2015 ■ 09-2016



## By Square Feet

■ 09-2015 ■ 09-2016



### All Properties

By Price Range	09-2015	09-2016	Change
\$250,000 and Below	545	292	- 46.4%
\$250,001 to \$500,000	2,555	1,809	- 29.2%
\$500,001 to \$750,000	2,059	1,787	- 13.2%
\$750,001 to \$1,000,000	1,015	934	- 8.0%
\$1,000,001 to \$1,250,000	408	373	- 8.6%
\$1,250,001 and Above	1,616	1,607	- 0.6%
<b>All Price Ranges</b>	<b>8,198</b>	<b>6,802</b>	<b>- 17.0%</b>

### Single-Family Homes

09-2015	09-2016	Change	09-2015	09-2016	Change
105	80	- 23.8%	440	212	- 51.8%
1,450	1,046	- 27.9%	1,105	763	- 31.0%
1,663	1,493	- 10.2%	396	294	- 25.8%
871	782	- 10.2%	144	152	+ 5.6%
338	311	- 8.0%	70	62	- 11.4%
1,437	1,427	- 0.7%	179	180	+ 0.6%
<b>5,864</b>	<b>5,139</b>	<b>- 12.4%</b>	<b>2,334</b>	<b>1,663</b>	<b>- 28.7%</b>

### Condos - Townhomes

By Square Feet	09-2015	09-2016	Change
1,500 Sq Ft and Below	2,876	2,151	- 25.2%
1,501 to 2,000 Sq Ft	1,573	1,335	- 15.1%
2,001 to 3,000 Sq Ft	1,749	1,570	- 10.2%
3,001 Sq Ft and Above	1,999	1,745	- 12.7%
<b>All Square Footage</b>	<b>8,198</b>	<b>6,802</b>	<b>- 17.0%</b>

09-2015	09-2016	Change	09-2015	09-2016	Change
1,117	967	- 13.4%	1,759	1,184	- 32.7%
1,153	1,004	- 12.9%	420	331	- 21.2%
1,616	1,440	- 10.9%	133	130	- 2.3%
1,977	1,727	- 12.6%	22	18	- 18.2%
<b>5,864</b>	<b>5,139</b>	<b>- 12.4%</b>	<b>2,334</b>	<b>1,663</b>	<b>- 28.7%</b>

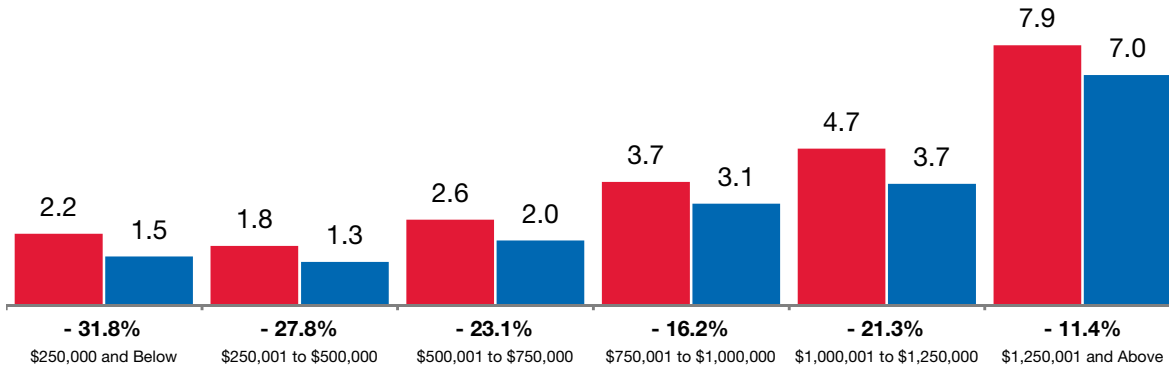


# Months Supply of Inventory

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.

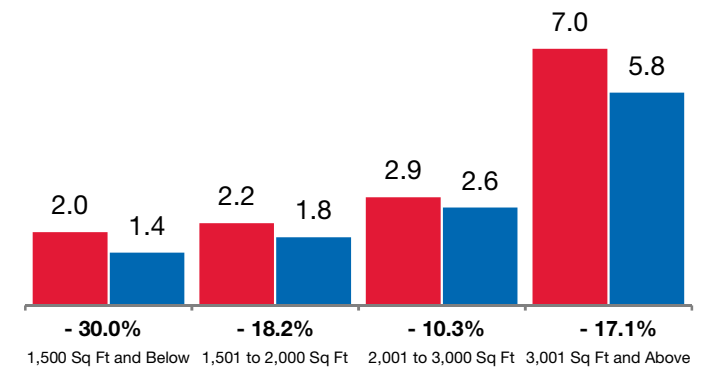
## By Price Range

■ 09-2015 ■ 09-2016



## By Square Feet

■ 09-2015 ■ 09-2016



### All Properties

By Price Range	09-2015	09-2016	Change
\$250,000 and Below	2.2	1.5	- 31.8%
\$250,001 to \$500,000	1.8	1.3	- 27.8%
\$500,001 to \$750,000	2.6	2.0	- 23.1%
\$750,001 to \$1,000,000	3.7	3.1	- 16.2%
\$1,000,001 to \$1,250,000	4.7	3.7	- 21.3%
\$1,250,001 and Above	7.9	7.0	- 11.4%
<b>All Price Ranges</b>	<b>2.7</b>	<b>2.2</b>	<b>- 18.5%</b>

### Single-Family Homes

09-2015	09-2016	Change	09-2015	09-2016	Change
3.3	3.9	+ 18.2%	2.0	1.2	- 40.0%
1.7	1.4	- 17.6%	1.9	1.2	- 36.8%
2.6	2.0	- 23.1%	2.7	1.7	- 37.0%
3.7	3.0	- 18.9%	4.0	3.6	- 10.0%
4.6	3.6	- 21.7%	6.0	4.2	- 30.0%
8.1	7.2	- 11.1%	6.4	5.8	- 9.4%
<b>2.9</b>	<b>2.5</b>	<b>- 13.8%</b>	<b>2.3</b>	<b>1.5</b>	<b>- 34.8%</b>

### Condos - Townhomes

By Square Feet	09-2015	09-2016	Change
1,500 Sq Ft and Below	2.0	1.4	- 30.0%
1,501 to 2,000 Sq Ft	2.2	1.8	- 18.2%
2,001 to 3,000 Sq Ft	2.9	2.6	- 10.3%
3,001 Sq Ft and Above	7.0	5.8	- 17.1%
<b>All Square Footage</b>	<b>2.7</b>	<b>2.2</b>	<b>- 18.5%</b>

09-2015	09-2016	Change	09-2015	09-2016	Change
1.8	1.5	- 16.7%	2.1	1.4	- 33.3%
2.1	1.8	- 14.3%	2.6	1.9	- 26.9%
2.9	2.6	- 10.3%	4.2	4.2	0.0%
6.9	5.8	- 15.9%	9.1	7.7	- 15.4%
<b>2.9</b>	<b>2.5</b>	<b>- 13.8%</b>	<b>2.3</b>	<b>1.5</b>	<b>- 34.8%</b>

