

Housing Supply Overview

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

October 2016

The low inventory situation is not expected to change anytime soon. But changing housing tastes combined with demographic shifts indicate that more homes will inevitably enter the market one day, either as listings by aging boomers or as newly built multifamily rentals. For the 12-month period spanning November 2015 through October 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 18.4 percent.

The overall Median Sales Price was up 6.5 percent to \$490,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 7.4 percent to \$365,000. 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 17.5 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 12.7 percent. That amounts to 2.4 months supply for Single-Family Homes and 1.4 months supply for Condos - Townhomes.

Quick Facts

+ 18.4%

+ 4.2%

+ 5.7%

Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$1,000,001 to \$1,250,000	1,500 Sq Ft and Below	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.

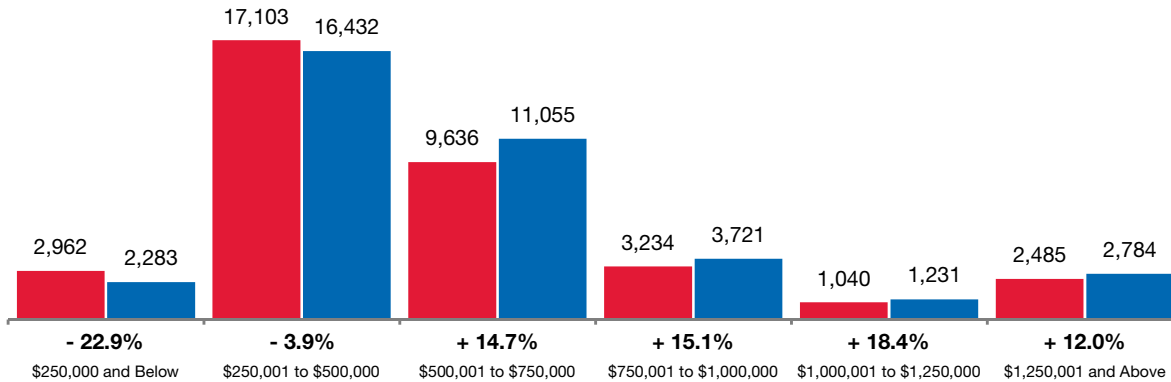
Pending Sales	2
Closed Sales	3
Median Sales Price	4
Percent of Original List Price Received	5
Days on Market Until Sale	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

Pending Sales

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

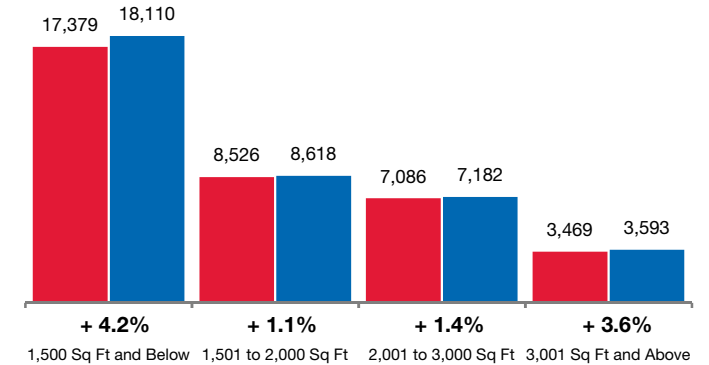
By Price Range

■ 10-2015 ■ 10-2016



By Square Feet

■ 10-2015 ■ 10-2016



All Properties

By Price Range	10-2015	10-2016	Change
\$250,000 and Below	2,962	2,283	- 22.9%
\$250,001 to \$500,000	17,103	16,432	- 3.9%
\$500,001 to \$750,000	9,636	11,055	+ 14.7%
\$750,001 to \$1,000,000	3,234	3,721	+ 15.1%
\$1,000,001 to \$1,250,000	1,040	1,231	+ 18.4%
\$1,250,001 and Above	2,485	2,784	+ 12.0%
All Price Ranges	36,460	37,506	+ 2.9%

Single-Family Homes

10-2015	10-2016	Change	10-2015	10-2016	Change
368	232	- 37.0%	2,594	2,051	- 20.9%
10,119	8,751	- 13.5%	6,984	7,681	+ 10.0%
7,886	8,936	+ 13.3%	1,750	2,119	+ 21.1%
2,807	3,206	+ 14.2%	427	515	+ 20.6%
902	1,039	+ 15.2%	138	192	+ 39.1%
2,133	2,405	+ 12.8%	352	379	+ 7.7%
24,215	24,569	+ 1.5%	12,245	12,937	+ 5.7%

Condos - Townhomes

By Square Feet	10-2015	10-2016	Change
1,500 Sq Ft and Below	17,379	18,110	+ 4.2%
1,501 to 2,000 Sq Ft	8,526	8,618	+ 1.1%
2,001 to 3,000 Sq Ft	7,086	7,182	+ 1.4%
3,001 Sq Ft and Above	3,469	3,593	+ 3.6%
All Square Footage	36,460	37,506	+ 2.9%

10-2015	10-2016	Change	10-2015	10-2016	Change
7,493	7,614	+ 1.6%	9,886	10,496	+ 6.2%
6,578	6,585	+ 0.1%	1,948	2,033	+ 4.4%
6,707	6,800	+ 1.4%	379	382	+ 0.8%
3,437	3,568	+ 3.8%	32	25	- 21.9%
24,215	24,569	+ 1.5%	12,245	12,937	+ 5.7%

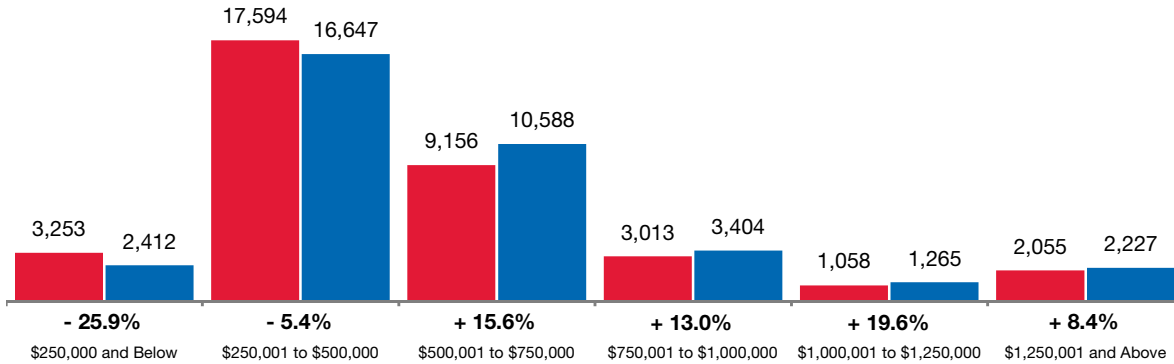


Closed Sales

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

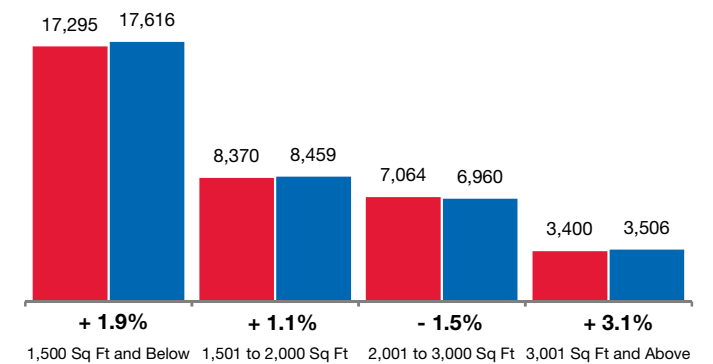
By Price Range

■ 10-2015 ■ 10-2016



By Square Feet

■ 10-2015 ■ 10-2016



All Properties

By Price Range	10-2015	10-2016	Change
\$250,000 and Below	3,253	2,412	- 25.9%
\$250,001 to \$500,000	17,594	16,647	- 5.4%
\$500,001 to \$750,000	9,156	10,588	+ 15.6%
\$750,001 to \$1,000,000	3,013	3,404	+ 13.0%
\$1,000,001 to \$1,250,000	1,058	1,265	+ 19.6%
\$1,250,001 and Above	2,055	2,227	+ 8.4%
All Price Ranges	36,129	36,543	+ 1.1%

Single-Family Homes

10-2015	10-2016	Change	10-2015	10-2016	Change
405	237	- 41.5%	2,848	2,175	- 23.6%
10,753	9,122	- 15.2%	6,841	7,525	+ 10.0%
7,536	8,580	+ 13.9%	1,620	2,008	+ 24.0%
2,617	2,922	+ 11.7%	396	482	+ 21.7%
914	1,085	+ 18.7%	144	180	+ 25.0%
1,795	1,937	+ 7.9%	260	290	+ 11.5%
24,020	23,883	- 0.6%	12,109	12,660	+ 4.6%

Condos - Townhomes

By Square Feet	10-2015	10-2016	Change
1,500 Sq Ft and Below	17,295	17,616	+ 1.9%
1,501 to 2,000 Sq Ft	8,370	8,459	+ 1.1%
2,001 to 3,000 Sq Ft	7,064	6,960	- 1.5%
3,001 Sq Ft and Above	3,400	3,506	+ 3.1%
All Square Footage	36,129	36,543	+ 1.1%

10-2015	10-2016	Change	10-2015	10-2016	Change
7,508	7,381	- 1.7%	9,787	10,235	+ 4.6%
6,451	6,435	- 0.2%	1,919	2,024	+ 5.5%
6,692	6,586	- 1.6%	372	374	+ 0.5%
3,369	3,480	+ 3.3%	31	26	- 16.1%
24,020	23,883	- 0.6%	12,109	12,660	+ 4.6%

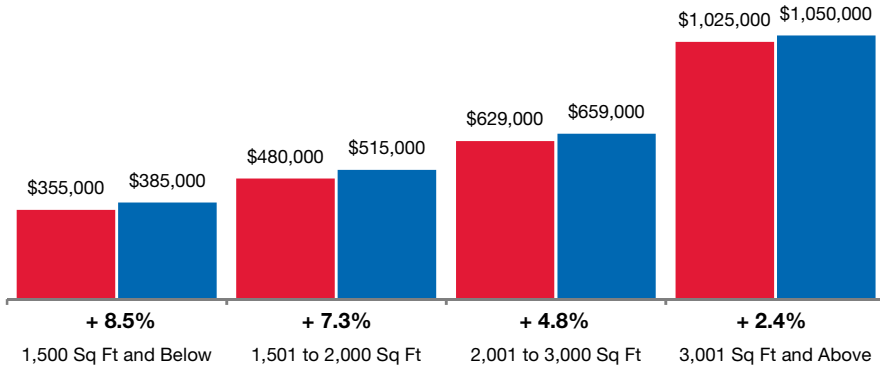


Median Sales Price

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.**

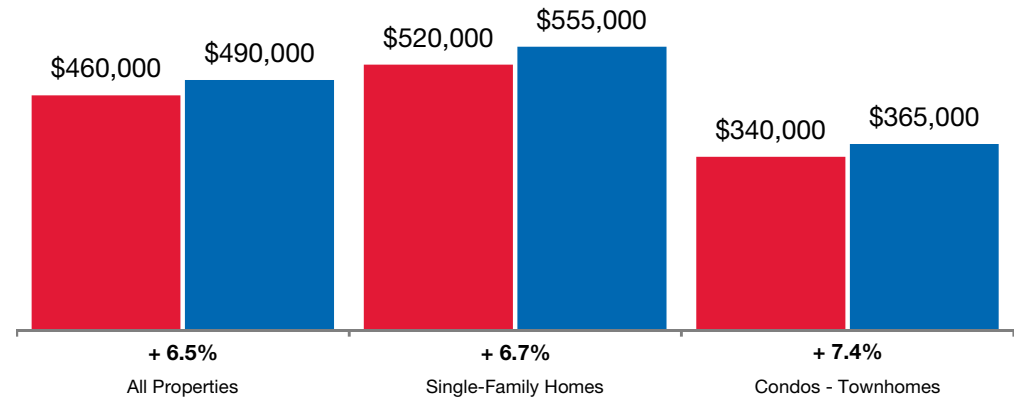
By Square Feet

■ 10-2015 ■ 10-2016



By Property Type

■ 10-2015 ■ 10-2016



By Square Feet	All Properties		
	10-2015	10-2016	Change
1,500 Sq Ft and Below	\$355,000	\$385,000	+ 8.5%
1,501 to 2,000 Sq Ft	\$480,000	\$515,000	+ 7.3%
2,001 to 3,000 Sq Ft	\$629,000	\$659,000	+ 4.8%
3,001 Sq Ft and Above	\$1,025,000	\$1,050,000	+ 2.4%
All Square Footage	\$460,000	\$490,000	+ 6.5%

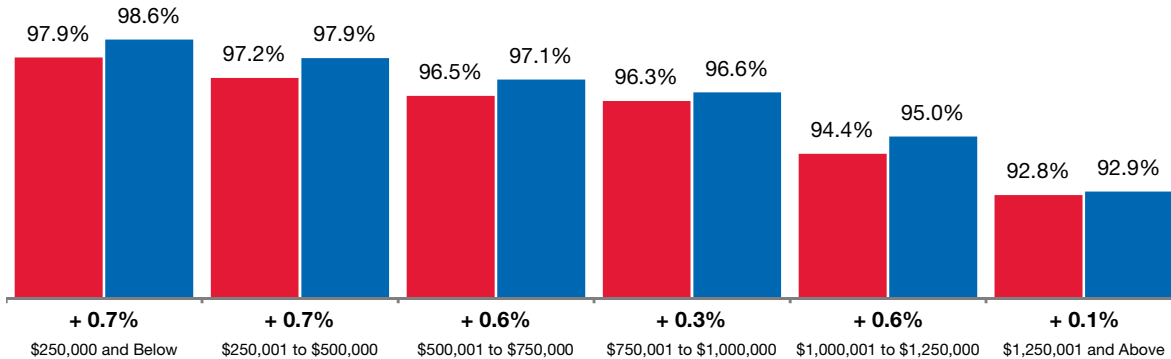
	Single-Family Homes			Condos - Townhomes		
	10-2015	10-2016	Change	10-2015	10-2016	Change
	\$395,000	\$425,000	+ 7.6%	\$310,000	\$333,000	+ 7.4%
	\$480,000	\$515,000	+ 7.3%	\$490,000	\$521,000	+ 6.3%
	\$620,000	\$650,000	+ 4.8%	\$835,250	\$869,524	+ 4.1%
	\$1,020,000	\$1,050,000	+ 2.9%	\$1,947,500	\$2,429,000	+ 24.7%
	\$520,000	\$555,000	+ 6.7%	\$340,000	\$365,000	+ 7.4%

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.**

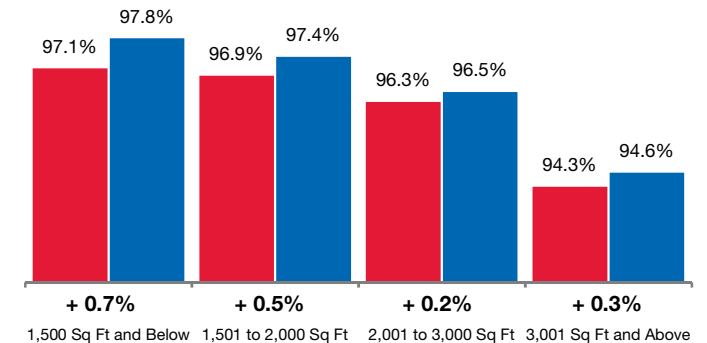
By Price Range

■ 10-2015 ■ 10-2016



By Square Feet

■ 10-2015 ■ 10-2016



All Properties

By Price Range	10-2015	10-2016	Change
\$250,000 and Below	97.9%	98.6%	+ 0.7%
\$250,001 to \$500,000	97.2%	97.9%	+ 0.7%
\$500,001 to \$750,000	96.5%	97.1%	+ 0.6%
\$750,001 to \$1,000,000	96.3%	96.6%	+ 0.3%
\$1,000,001 to \$1,250,000	94.4%	95.0%	+ 0.6%
\$1,250,001 and Above	92.8%	92.9%	+ 0.1%
All Price Ranges	96.6%	97.1%	+ 0.5%

Single-Family Homes

10-2015	10-2016	Change	10-2015	10-2016	Change
92.8%	92.5%	- 0.3%	96.4%	97.2%	+ 0.8%
96.9%	97.5%	+ 0.6%	97.2%	98.0%	+ 0.8%
96.9%	97.4%	+ 0.5%	97.0%	97.6%	+ 0.6%
96.5%	96.8%	+ 0.3%	96.0%	96.6%	+ 0.6%
94.9%	95.0%	+ 0.1%	93.9%	93.7%	- 0.2%
93.7%	93.8%	+ 0.1%	94.3%	94.6%	+ 0.3%
96.5%	96.9%	+ 0.4%	96.9%	97.6%	+ 0.7%

Condos - Townhomes

By Square Feet	10-2015	10-2016	Change
1,500 Sq Ft and Below	97.1%	97.8%	+ 0.7%
1,501 to 2,000 Sq Ft	96.9%	97.4%	+ 0.5%
2,001 to 3,000 Sq Ft	96.3%	96.5%	+ 0.2%
3,001 Sq Ft and Above	94.3%	94.6%	+ 0.3%
All Square Footage	96.6%	97.1%	+ 0.5%

10-2015	10-2016	Change	10-2015	10-2016	Change
97.2%	97.9%	+ 0.7%	97.0%	97.7%	+ 0.7%
96.9%	97.4%	+ 0.5%	96.8%	97.3%	+ 0.5%
96.3%	96.6%	+ 0.3%	95.3%	95.8%	+ 0.5%
94.3%	94.6%	+ 0.3%	90.0%	92.1%	+ 2.3%
96.5%	96.9%	+ 0.4%	96.9%	97.6%	+ 0.7%

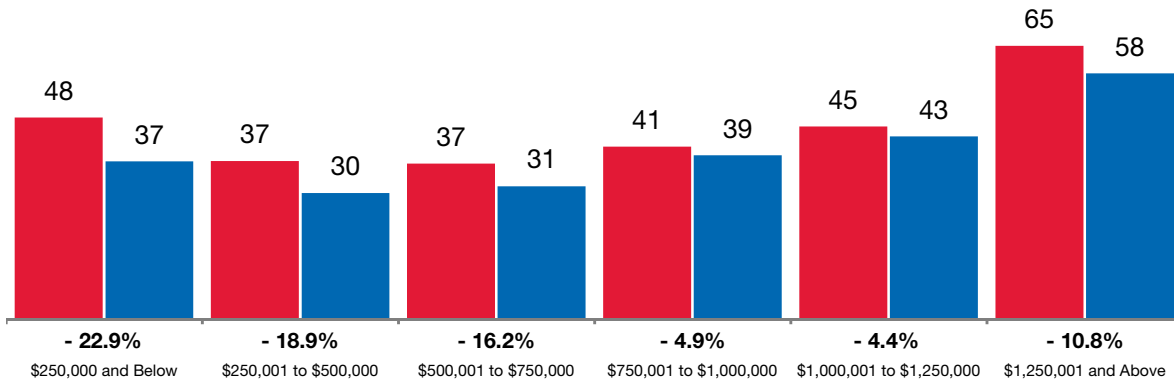


Days on Market Until Sale

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.

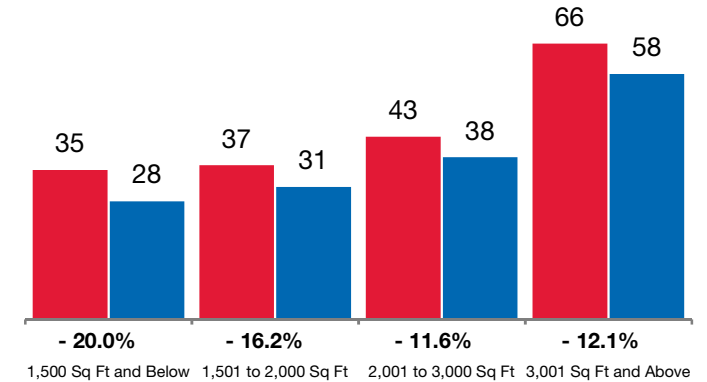
By Price Range

■ 10-2015 ■ 10-2016



By Square Feet

■ 10-2015 ■ 10-2016



All Properties

By Price Range	10-2015	10-2016	Change
\$250,000 and Below	48	37	- 22.9%
\$250,001 to \$500,000	37	30	- 18.9%
\$500,001 to \$750,000	37	31	- 16.2%
\$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%
All Price Ranges	40	34	- 15.0%

Single-Family Homes

10-2015	10-2016	Change	10-2015	10-2016	Change
73	69	- 5.5%	44	34	- 22.7%
39	32	- 17.9%	35	27	- 22.9%
37	32	- 13.5%	37	29	- 21.6%
40	38	- 5.0%	46	42	- 8.7%
44	40	- 9.1%	57	61	+ 7.0%
65	58	- 10.8%	63	56	- 11.1%
41	36	- 12.2%	39	30	- 23.1%

Condos - Townhomes

By Square Feet	10-2015	10-2016	Change
1,500 Sq Ft and Below	35	28	- 20.0%
1,501 to 2,000 Sq Ft	37	31	- 16.2%
2,001 to 3,000 Sq Ft	43	38	- 11.6%
3,001 Sq Ft and Above	66	58	- 12.1%
All Square Footage	40	34	- 15.0%

10-2015	10-2016	Change	10-2015	10-2016	Change
33	27	- 18.2%	38	29	- 23.7%
35	31	- 11.4%	40	34	- 15.0%
43	38	- 11.6%	52	43	- 17.3%
65	58	- 10.8%	69	79	+ 14.5%
41	36	- 12.2%	39	30	- 23.1%

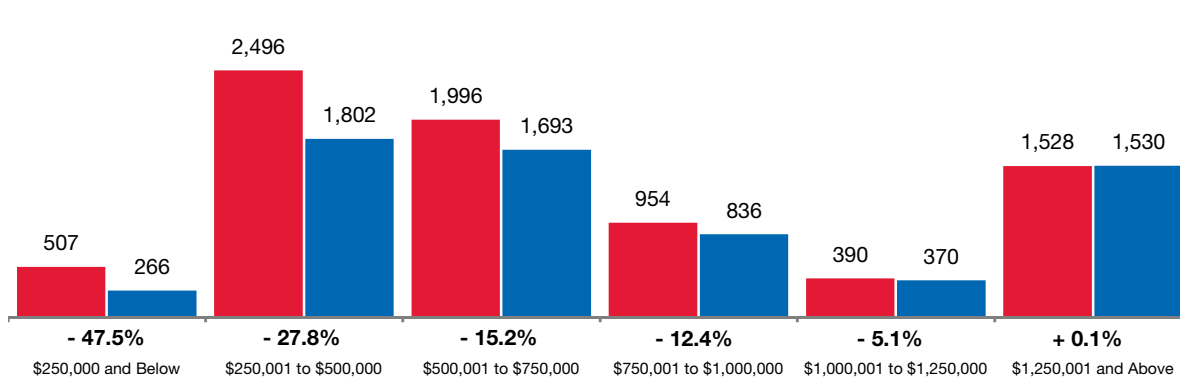


Inventory of Homes for Sale

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

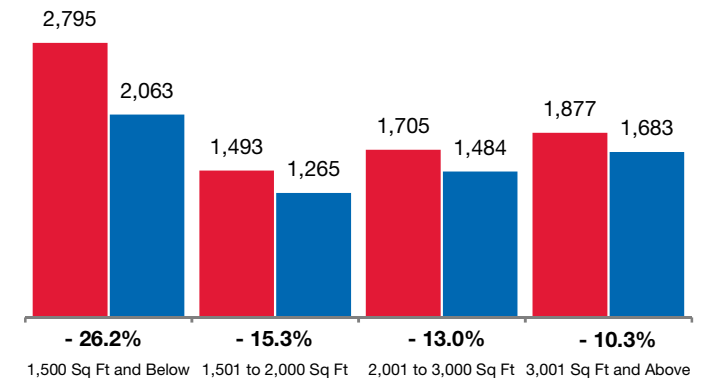
By Price Range

■ 10-2015 ■ 10-2016



By Square Feet

■ 10-2015 ■ 10-2016



All Properties

By Price Range	10-2015	10-2016	Change
\$250,000 and Below	507	266	- 47.5%
\$250,001 to \$500,000	2,496	1,802	- 27.8%
\$500,001 to \$750,000	1,996	1,693	- 15.2%
\$750,001 to \$1,000,000	954	836	- 12.4%
\$1,000,001 to \$1,250,000	390	370	- 5.1%
\$1,250,001 and Above	1,528	1,530	+ 0.1%
All Price Ranges	7,871	6,497	- 17.5%

Single-Family Homes

10-2015	10-2016	Change	10-2015	10-2016	Change
106	81	- 23.6%	401	185	- 53.9%
1,380	1,078	- 21.9%	1,116	724	- 35.1%
1,650	1,424	- 13.7%	346	269	- 22.3%
826	689	- 16.6%	128	147	+ 14.8%
323	311	- 3.7%	67	59	- 11.9%
1,368	1,354	- 1.0%	160	176	+ 10.0%
5,653	4,937	- 12.7%	2,218	1,560	- 29.7%

Condos - Townhomes

By Square Feet	10-2015	10-2016	Change
1,500 Sq Ft and Below	2,795	2,063	- 26.2%
1,501 to 2,000 Sq Ft	1,493	1,265	- 15.3%
2,001 to 3,000 Sq Ft	1,705	1,484	- 13.0%
3,001 Sq Ft and Above	1,877	1,683	- 10.3%
All Square Footage	7,871	6,497	- 17.5%

10-2015	10-2016	Change	10-2015	10-2016	Change
1,089	964	- 11.5%	1,706	1,099	- 35.6%
1,113	956	- 14.1%	380	309	- 18.7%
1,590	1,348	- 15.2%	115	136	+ 18.3%
1,860	1,667	- 10.4%	17	16	- 5.9%
5,653	4,937	- 12.7%	2,218	1,560	- 29.7%

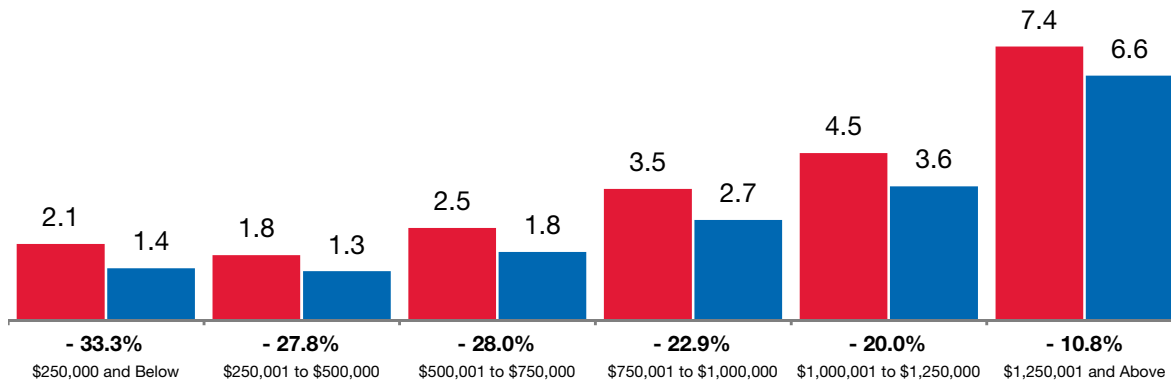


Months Supply of Inventory

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.

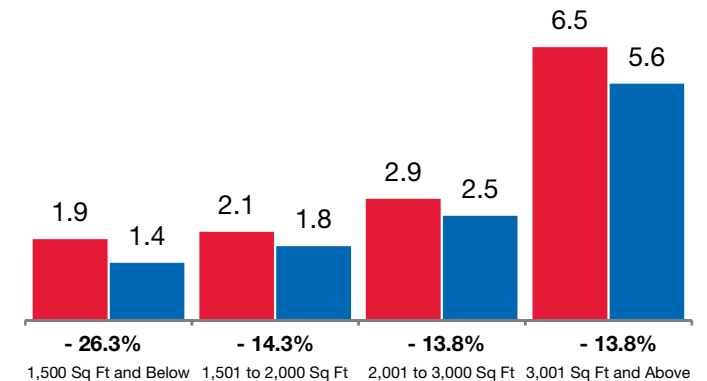
By Price Range

■ 10-2015 ■ 10-2016



By Square Feet

■ 10-2015 ■ 10-2016



All Properties

By Price Range	10-2015	10-2016	Change
\$250,000 and Below	2.1	1.4	- 33.3%
\$250,001 to \$500,000	1.8	1.3	- 27.8%
\$500,001 to \$750,000	2.5	1.8	- 28.0%
\$750,001 to \$1,000,000	3.5	2.7	- 22.9%
\$1,000,001 to \$1,250,000	4.5	3.6	- 20.0%
\$1,250,001 and Above	7.4	6.6	- 10.8%
All Price Ranges	2.6	2.1	- 19.2%

Single-Family Homes

10-2015	10-2016	Change	10-2015	10-2016	Change
3.5	4.2	+ 20.0%	1.9	1.1	- 42.1%
1.6	1.5	- 6.3%	1.9	1.1	- 42.1%
2.5	1.9	- 24.0%	2.4	1.5	- 37.5%
3.5	2.6	- 25.7%	3.6	3.4	- 5.6%
4.3	3.6	- 16.3%	5.8	3.7	- 36.2%
7.7	6.8	- 11.7%	5.5	5.6	+ 1.8%
2.8	2.4	- 14.3%	2.2	1.4	- 36.4%

Condos - Townhomes

By Square Feet	10-2015	10-2016	Change
1,500 Sq Ft and Below	1.9	1.4	- 26.3%
1,501 to 2,000 Sq Ft	2.1	1.8	- 14.3%
2,001 to 3,000 Sq Ft	2.9	2.5	- 13.8%
3,001 Sq Ft and Above	6.5	5.6	- 13.8%
All Square Footage	2.6	2.1	- 19.2%

10-2015	10-2016	Change	10-2015	10-2016	Change
1.7	1.5	- 11.8%	2.1	1.3	- 38.1%
2.0	1.7	- 15.0%	2.3	1.8	- 21.7%
2.8	2.4	- 14.3%	3.6	4.3	+ 19.4%
6.5	5.6	- 13.8%	6.4	7.7	+ 20.3%
2.8	2.4	- 14.3%	2.2	1.4	- 36.4%

