

Housing Supply Overview

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

October 2017

Supply will dip for the remainder of the year, but there are some hopeful signs that we may see a bump in the new year. To say that more inventory will immediately impact housing markets is premature, especially if affordability continues to drop and prices continue to rise. For the 12-month period spanning November 2016 through October 2017, Pending Sales in San Diego County were down 1.9 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 20.0 percent.

The overall Median Sales Price was up 8.0 percent to \$529,250. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 7.2 percent to \$595,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 25 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 22.9 percent. The property type that lost the least inventory was the Condos - Townhomes segment, where it decreased 10.5 percent. That amounts to 1.9 months supply for Single-Family Homes and 1.5 months supply for Condos - Townhomes.

Quick Facts

+ 20.0%

+ 4.2%

- 0.7%

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	3,001 Sq Ft and Above	Single-Family Homes

Residential real estate activity in San Diego County, comprised of single family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

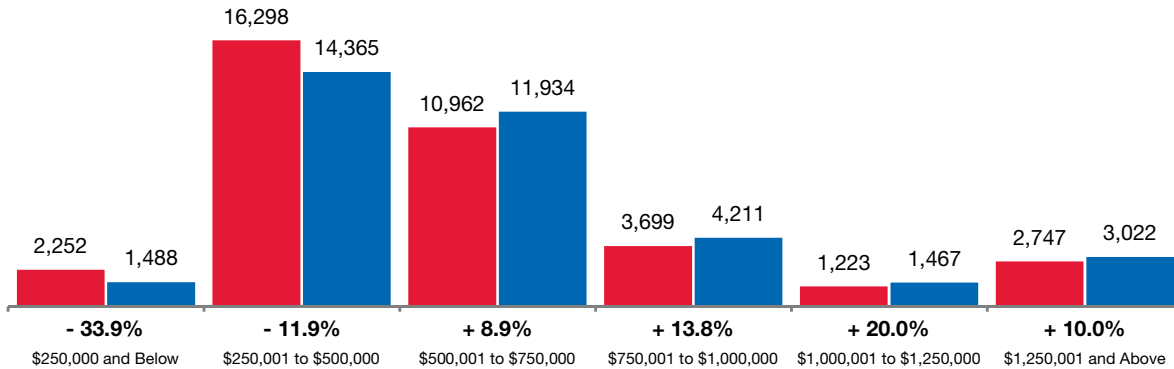
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Pending Sales

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

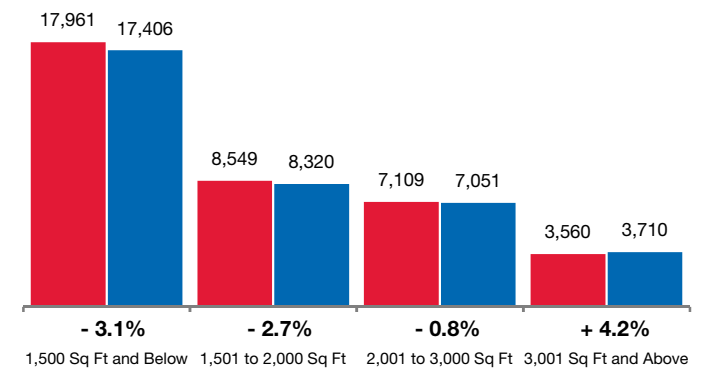
By Price Range

■ 10-2016 ■ 10-2017



By Square Feet

■ 10-2016 ■ 10-2017



All Properties

By Price Range	10-2016	10-2017	Change
\$250,000 and Below	2,252	1,488	- 33.9%
\$250,001 to \$500,000	16,298	14,365	- 11.9%
\$500,001 to \$750,000	10,962	11,934	+ 8.9%
\$750,001 to \$1,000,000	3,699	4,211	+ 13.8%
\$1,000,001 to \$1,250,000	1,223	1,467	+ 20.0%
\$1,250,001 and Above	2,747	3,022	+ 10.0%
All Price Ranges	37,181	36,487	- 1.9%

Single-Family Homes

10-2016	10-2017	Change	10-2016	10-2017	Change
224	183	- 18.3%	2,028	1,305	- 35.7%
8,651	6,920	- 20.0%	7,647	7,445	- 2.6%
8,854	9,564	+ 8.0%	2,108	2,370	+ 12.4%
3,187	3,603	+ 13.1%	512	608	+ 18.8%
1,035	1,250	+ 20.8%	188	217	+ 15.4%
2,372	2,632	+ 11.0%	375	390	+ 4.0%
24,323	24,152	- 0.7%	12,858	12,335	- 4.1%

Condos - Townhomes

By Square Feet	10-2016	10-2017	Change
1,500 Sq Ft and Below	17,961	17,406	- 3.1%
1,501 to 2,000 Sq Ft	8,549	8,320	- 2.7%
2,001 to 3,000 Sq Ft	7,109	7,051	- 0.8%
3,001 Sq Ft and Above	3,560	3,710	+ 4.2%
All Square Footage	37,181	36,487	- 1.9%

10-2016	10-2017	Change	10-2016	10-2017	Change
7,536	7,461	- 1.0%	10,425	9,945	- 4.6%
6,522	6,353	- 2.6%	2,027	1,967	- 3.0%
6,729	6,646	- 1.2%	380	405	+ 6.6%
3,535	3,692	+ 4.4%	25	18	- 28.0%
24,323	24,152	- 0.7%	12,858	12,335	- 4.1%

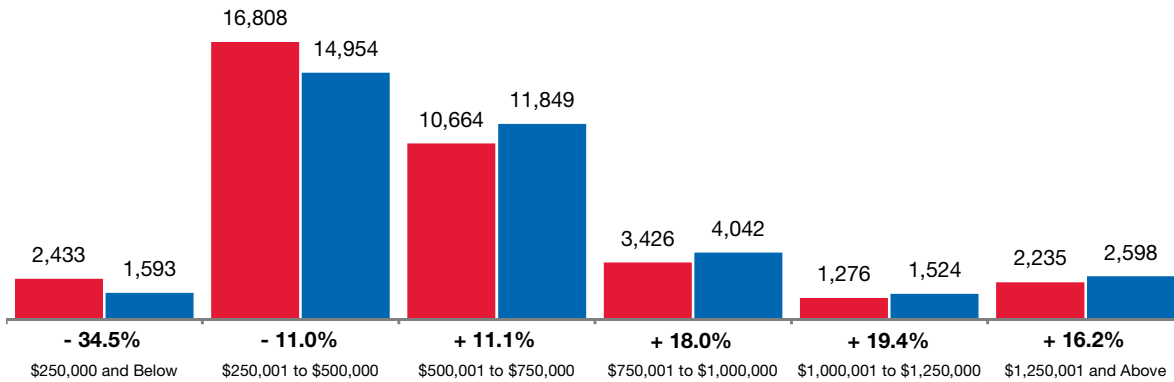


Closed Sales

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

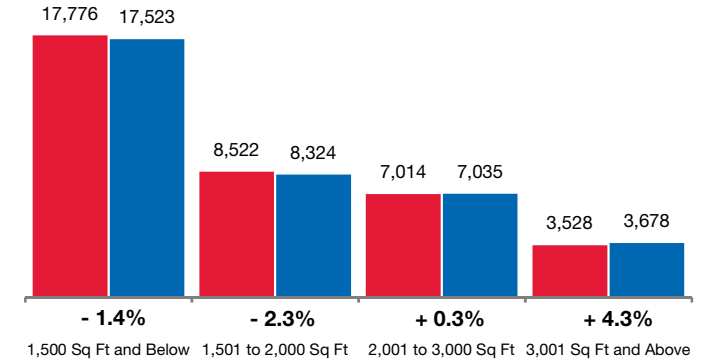
By Price Range

■ 10-2016 ■ 10-2017



By Square Feet

■ 10-2016 ■ 10-2017



All Properties

By Price Range	10-2016	10-2017	Change
\$250,000 and Below	2,433	1,593	-34.5%
\$250,001 to \$500,000	16,808	14,954	-11.0%
\$500,001 to \$750,000	10,664	11,849	+11.1%
\$750,001 to \$1,000,000	3,426	4,042	+18.0%
\$1,000,001 to \$1,250,000	1,276	1,524	+19.4%
\$1,250,001 and Above	2,235	2,598	+16.2%
All Price Ranges	36,842	36,560	-0.8%

Single-Family Homes

10-2016	10-2017	Change
239	184	-23.0%
9,217	7,403	-19.7%
8,638	9,505	+10.0%
2,938	3,460	+17.8%
1,095	1,325	+21.0%
1,944	2,302	+18.4%
24,071	24,179	+0.4%

Condos - Townhomes

10-2016	10-2017	Change
2,194	1,409	-35.8%
7,591	7,551	-0.5%
2,026	2,344	+15.7%
488	582	+19.3%
181	199	+9.9%
291	296	+1.7%
12,771	12,381	-3.1%

By Square Feet

10-2016	10-2017	Change
17,776	17,523	-1.4%
8,522	8,324	-2.3%
7,014	7,035	+0.3%
3,528	3,678	+4.3%
36,842	36,560	-0.8%

10-2016	10-2017	Change
7,452	7,503	+0.7%
6,482	6,379	-1.6%
6,634	6,637	+0.0%
3,502	3,660	+4.5%
24,071	24,179	+0.4%

10-2016	10-2017	Change
10,324	10,020	-2.9%
2,040	1,945	-4.7%
380	398	+4.7%
26	18	-30.8%
12,771	12,381	-3.1%

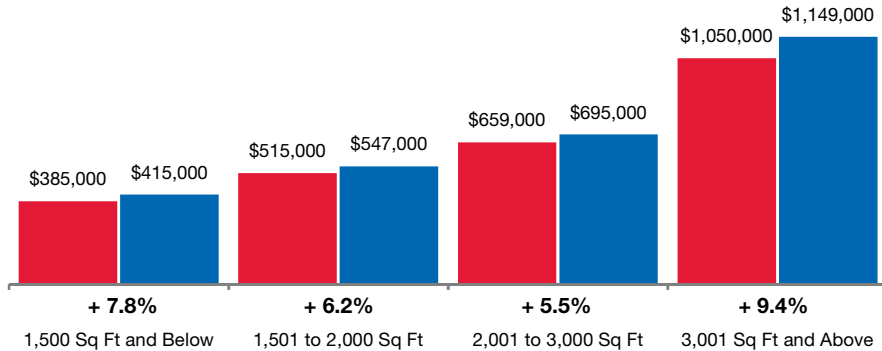


Median Sales Price

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.**

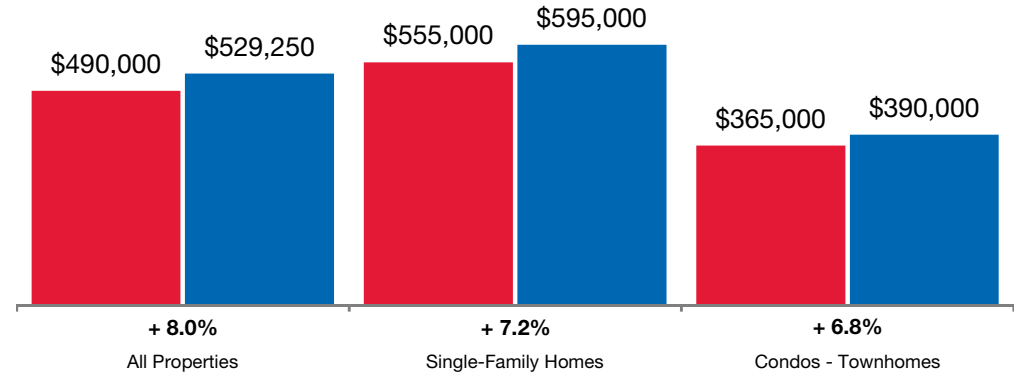
By Square Feet

■ 10-2016 ■ 10-2017



By Property Type

■ 10-2016 ■ 10-2017



By Square Feet	All Properties		
	10-2016	10-2017	Change
1,500 Sq Ft and Below	\$385,000	\$415,000	+ 7.8%
1,501 to 2,000 Sq Ft	\$515,000	\$547,000	+ 6.2%
2,001 to 3,000 Sq Ft	\$659,000	\$695,000	+ 5.5%
3,001 Sq Ft and Above	\$1,050,000	\$1,149,000	+ 9.4%
All Square Footage	\$490,000	\$529,250	+ 8.0%

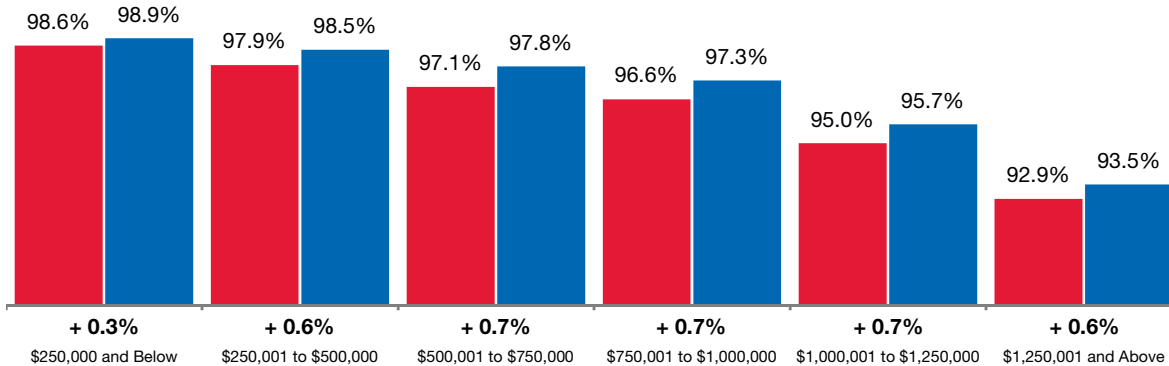
	Single-Family Homes			Condos - Townhomes		
	10-2016	10-2017	Change	10-2016	10-2017	Change
	\$425,000	\$453,250	+ 6.6%	\$333,000	\$358,000	+ 7.5%
	\$513,000	\$545,000	+ 6.2%	\$520,000	\$558,000	+ 7.3%
	\$650,000	\$685,000	+ 5.4%	\$864,524	\$892,450	+ 3.2%
	\$1,050,000	\$1,145,000	+ 9.0%	\$2,429,000	\$1,987,500	- 18.2%
	\$555,000	\$595,000	+ 7.2%	\$365,000	\$390,000	+ 6.8%

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.**

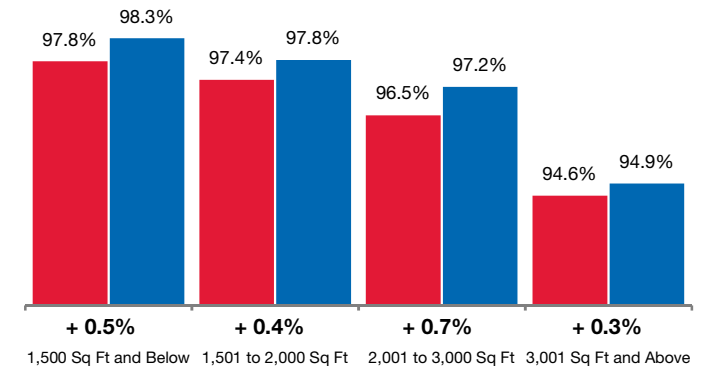
By Price Range

■ 10-2016 ■ 10-2017



By Square Feet

■ 10-2016 ■ 10-2017



All Properties

By Price Range

	10-2016	10-2017	Change
\$250,000 and Below	98.6%	98.9%	+ 0.3%
\$250,001 to \$500,000	97.9%	98.5%	+ 0.6%
\$500,001 to \$750,000	97.1%	97.8%	+ 0.7%
\$750,001 to \$1,000,000	96.6%	97.3%	+ 0.7%
\$1,000,001 to \$1,250,000	95.0%	95.7%	+ 0.7%
\$1,250,001 and Above	92.9%	93.5%	+ 0.6%
All Price Ranges	97.1%	97.7%	+ 0.6%

Single-Family Homes

	10-2016	10-2017	Change
\$250,000 and Below	92.6%	90.4%	- 2.4%
\$250,001 to \$500,000	97.4%	97.6%	+ 0.2%
\$500,001 to \$750,000	97.4%	98.1%	+ 0.7%
\$750,001 to \$1,000,000	96.8%	97.5%	+ 0.7%
\$1,000,001 to \$1,250,000	95.0%	95.9%	+ 0.9%
\$1,250,001 and Above	93.8%	94.3%	+ 0.5%
All Price Ranges	96.9%	97.3%	+ 0.4%

Condos - Townhomes

	10-2016	10-2017	Change
\$250,000 and Below	97.2%	97.8%	+ 0.6%
\$250,001 to \$500,000	98.0%	98.7%	+ 0.7%
\$500,001 to \$750,000	97.6%	98.4%	+ 0.8%
\$750,001 to \$1,000,000	96.5%	97.0%	+ 0.5%
\$1,000,001 to \$1,250,000	93.7%	95.5%	+ 1.9%
\$1,250,001 and Above	94.6%	95.2%	+ 0.6%
All Price Ranges	97.6%	98.3%	+ 0.7%

By Square Feet

	10-2016	10-2017	Change
1,500 Sq Ft and Below	97.8%	98.3%	+ 0.5%
1,501 to 2,000 Sq Ft	97.4%	97.8%	+ 0.4%
2,001 to 3,000 Sq Ft	96.5%	97.2%	+ 0.7%
3,001 Sq Ft and Above	94.6%	94.9%	+ 0.3%
All Square Footage	97.1%	97.7%	+ 0.6%

	10-2016	10-2017	Change
1,500 Sq Ft and Below	97.9%	98.1%	+ 0.2%
1,501 to 2,000 Sq Ft	97.4%	97.8%	+ 0.4%
2,001 to 3,000 Sq Ft	96.6%	97.2%	+ 0.6%
3,001 Sq Ft and Above	94.6%	94.9%	+ 0.3%
All Square Footage	96.9%	97.3%	+ 0.4%

	10-2016	10-2017	Change
1,500 Sq Ft and Below	97.7%	98.5%	+ 0.8%
1,501 to 2,000 Sq Ft	97.3%	97.9%	+ 0.6%
2,001 to 3,000 Sq Ft	95.8%	96.4%	+ 0.6%
3,001 Sq Ft and Above	92.1%	93.6%	+ 1.6%
All Square Footage	97.6%	98.3%	+ 0.7%

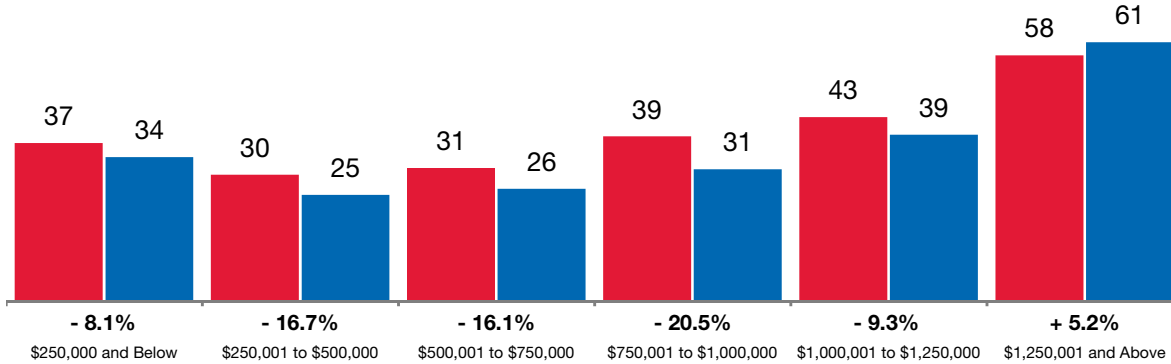


Days on Market Until Sale

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.

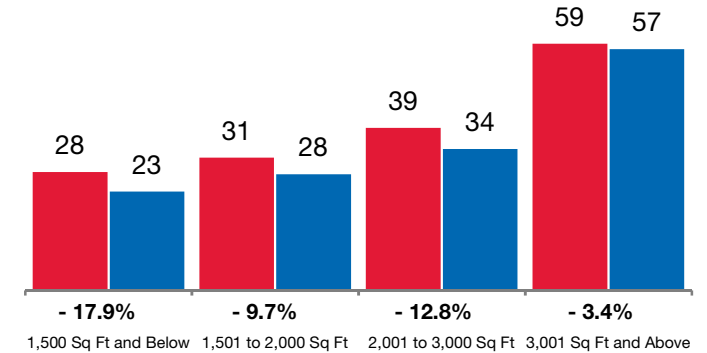
By Price Range

■ 10-2016 ■ 10-2017



By Square Feet

■ 10-2016 ■ 10-2017



All Properties

By Price Range	10-2016	10-2017	Change
\$250,000 and Below	37	34	- 8.1%
\$250,001 to \$500,000	30	25	- 16.7%
\$500,001 to \$750,000	31	26	- 16.1%
\$750,001 to \$1,000,000	39	31	- 20.5%
\$1,000,001 to \$1,250,000	43	39	- 9.3%
\$1,250,001 and Above	58	61	+ 5.2%
All Price Ranges	34	30	- 11.8%

Single-Family Homes

10-2016	10-2017	Change	10-2016	10-2017	Change
70	77	+ 10.0%	34	28	- 17.6%
32	29	- 9.4%	27	21	- 22.2%
32	27	- 15.6%	29	25	- 13.8%
38	30	- 21.1%	42	38	- 9.5%
40	38	- 5.0%	62	45	- 27.4%
58	61	+ 5.2%	57	63	+ 10.5%
36	32	- 11.1%	30	25	- 16.7%

Condos - Townhomes

By Square Feet	10-2016	10-2017	Change
1,500 Sq Ft and Below	28	23	- 17.9%
1,501 to 2,000 Sq Ft	31	28	- 9.7%
2,001 to 3,000 Sq Ft	39	34	- 12.8%
3,001 Sq Ft and Above	59	57	- 3.4%
All Square Footage	34	30	- 11.8%

10-2016	10-2017	Change	10-2016	10-2017	Change
27	24	- 11.1%	29	23	- 20.7%
31	27	- 12.9%	34	30	- 11.8%
38	33	- 13.2%	43	44	+ 2.3%
58	57	- 1.7%	79	67	- 15.2%
36	32	- 11.1%	30	25	- 16.7%

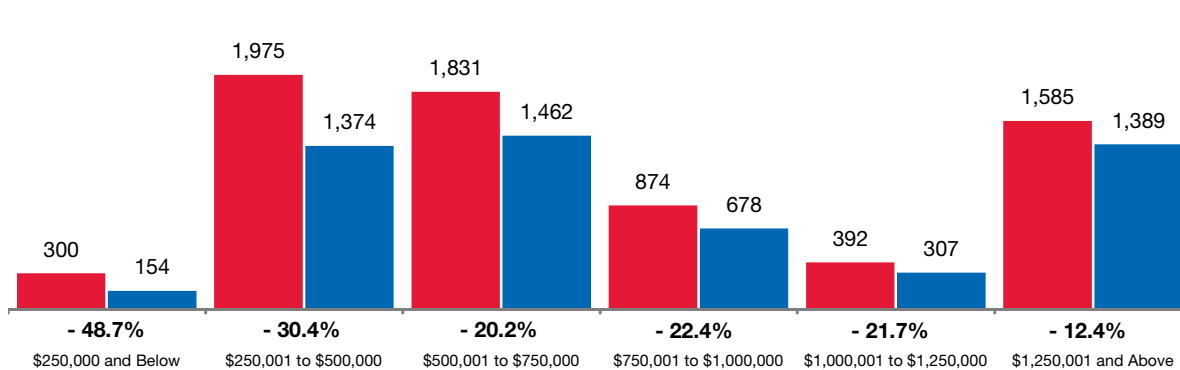


Inventory of Homes for Sale

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

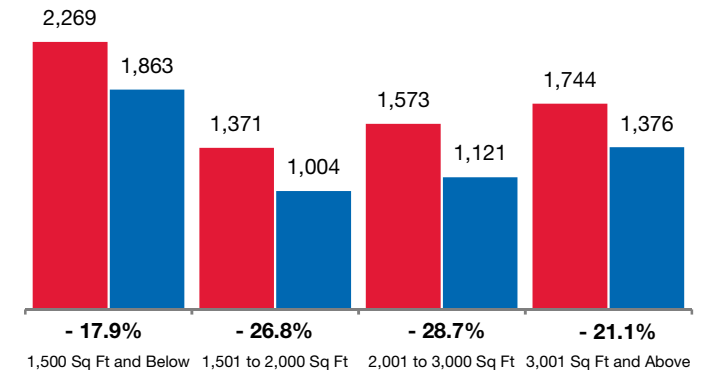
By Price Range

■ 10-2016 ■ 10-2017



By Square Feet

■ 10-2016 ■ 10-2017



All Properties

By Price Range	10-2016	10-2017	Change
\$250,000 and Below	300	154	- 48.7%
\$250,001 to \$500,000	1,975	1,374	- 30.4%
\$500,001 to \$750,000	1,831	1,462	- 20.2%
\$750,001 to \$1,000,000	874	678	- 22.4%
\$1,000,001 to \$1,250,000	392	307	- 21.7%
\$1,250,001 and Above	1,585	1,389	- 12.4%
All Price Ranges	6,957	5,364	- 22.9%

Single-Family Homes

10-2016	10-2017	Change
88	31	- 64.8%
1,187	665	- 44.0%
1,546	1,160	- 25.0%
720	550	- 23.6%
325	244	- 24.9%
1,403	1,203	- 14.3%
5,269	3,853	- 26.9%

Condos - Townhomes

10-2016	10-2017	Change
212	123	- 42.0%
788	709	- 10.0%
285	302	+ 6.0%
154	128	- 16.9%
67	63	- 6.0%
182	186	+ 2.2%
1,688	1,511	- 10.5%

By Square Feet

10-2016	10-2017	Change
2,269	1,863	- 17.9%
1,371	1,004	- 26.8%
1,573	1,121	- 28.7%
1,744	1,376	- 21.1%
6,957	5,364	- 22.9%

10-2016	10-2017	Change
1,066	765	- 28.2%
1,044	719	- 31.1%
1,432	1,016	- 29.1%
1,727	1,353	- 21.7%
5,269	3,853	- 26.9%

10-2016	10-2017	Change
1,203	1,098	- 8.7%
327	285	- 12.8%
141	105	- 25.5%
17	23	+ 35.3%
1,688	1,511	- 10.5%

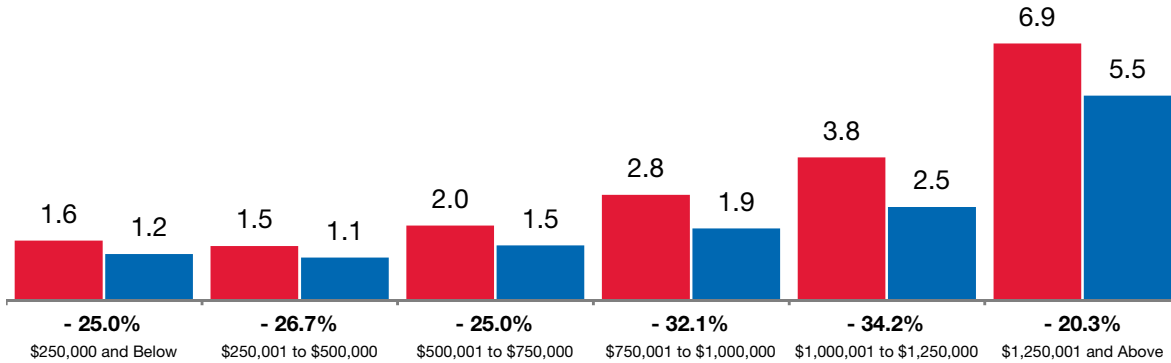


Months Supply of Inventory

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.

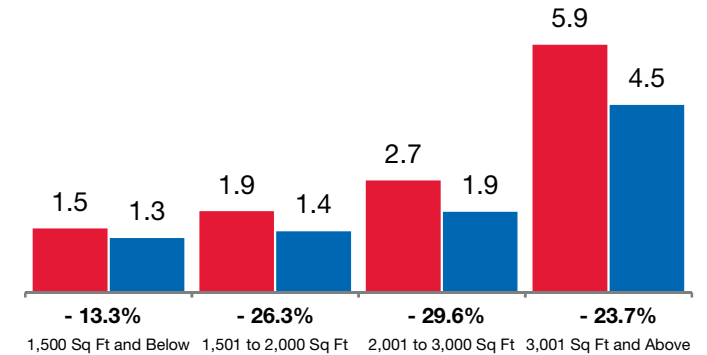
By Price Range

■ 10-2016 ■ 10-2017



By Square Feet

■ 10-2016 ■ 10-2017



All Properties

By Price Range	10-2016	10-2017	Change
\$250,000 and Below	1.6	1.2	- 25.0%
\$250,001 to \$500,000	1.5	1.1	- 26.7%
\$500,001 to \$750,000	2.0	1.5	- 25.0%
\$750,001 to \$1,000,000	2.8	1.9	- 32.1%
\$1,000,001 to \$1,250,000	3.8	2.5	- 34.2%
\$1,250,001 and Above	6.9	5.5	- 20.3%
All Price Ranges	2.2	1.8	- 18.2%

Single-Family Homes

10-2016	10-2017	Change	10-2016	10-2017	Change
4.7	2.0	- 57.4%	1.3	1.1	- 15.4%
1.6	1.2	- 25.0%	1.2	1.1	- 8.3%
2.1	1.5	- 28.6%	1.6	1.5	- 6.3%
2.7	1.8	- 33.3%	3.6	2.5	- 30.6%
3.8	2.3	- 39.5%	4.3	3.5	- 18.6%
7.1	5.5	- 22.5%	5.8	5.7	- 1.7%
2.6	1.9	- 26.9%	1.6	1.5	- 6.3%

Condos - Townhomes

By Square Feet	10-2016	10-2017	Change
1,500 Sq Ft and Below	1.5	1.3	- 13.3%
1,501 to 2,000 Sq Ft	1.9	1.4	- 26.3%
2,001 to 3,000 Sq Ft	2.7	1.9	- 29.6%
3,001 Sq Ft and Above	5.9	4.5	- 23.7%
All Square Footage	2.2	1.8	- 18.2%

10-2016	10-2017	Change	10-2016	10-2017	Change
1.7	1.2	- 29.4%	1.4	1.3	- 7.1%
1.9	1.4	- 26.3%	1.9	1.7	- 10.5%
2.6	1.8	- 30.8%	4.5	3.1	- 31.1%
5.9	4.4	- 25.4%	8.2	11.5	+ 40.2%
2.6	1.9	- 26.9%	1.6	1.5	- 6.3%

