

Housing Supply Overview

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

February 2018

Mortgage rates are on the rise. When this happens, it means that buyers in the lower-priced categories tend to have the dilemma of choosing to pay more for their desired home, paying less to get less, waiting for more listings or saving more money toward a downpayment. For the 12-month period spanning March 2017 through February 2018, Pending Sales in San Diego County were down 3.0 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 16.6 percent.

The overall Median Sales Price was up 8.0 percent to \$540,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 8.2 percent to \$608,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 24 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 10.4 percent. The property type that lost the least inventory was the Condos - Townhomes segment, where it decreased 4.8 percent. That amounts to 1.7 months supply for Single-Family Homes and 1.3 months supply for Condos - Townhomes.

Quick Facts

+ 16.6%

- 0.1%

- 2.2%

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	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.

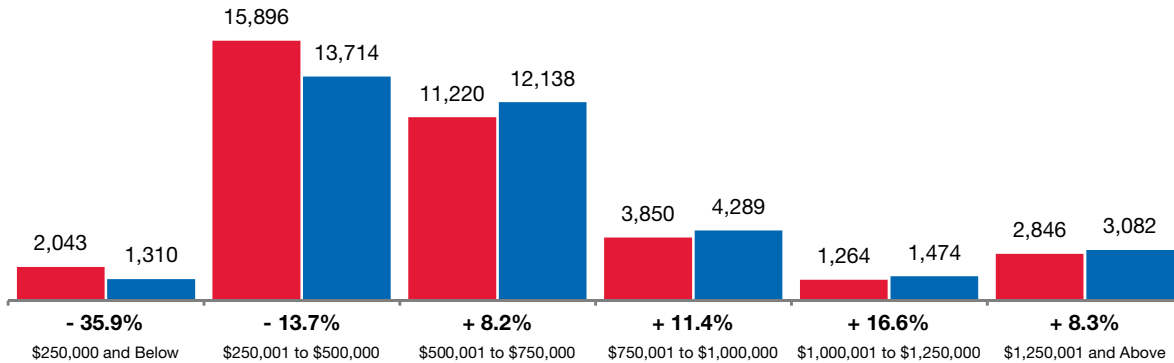
Pending Sales	2
Closed Sales	3
Median Sales Price	4
Percent of Original List Price Received	5
Days on Market Until Sale	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

Pending Sales

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

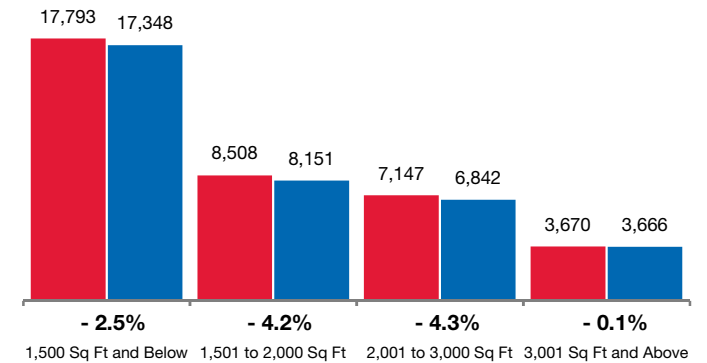
By Price Range

■ 02-2017 ■ 02-2018



By Square Feet

■ 02-2017 ■ 02-2018



All Properties

By Price Range	02-2017	02-2018	Change
\$250,000 and Below	2,043	1,310	- 35.9%
\$250,001 to \$500,000	15,896	13,714	- 13.7%
\$500,001 to \$750,000	11,220	12,138	+ 8.2%
\$750,001 to \$1,000,000	3,850	4,289	+ 11.4%
\$1,000,001 to \$1,250,000	1,264	1,474	+ 16.6%
\$1,250,001 and Above	2,846	3,082	+ 8.3%
All Price Ranges	37,119	36,007	- 3.0%

Single-Family Homes

02-2017	02-2018	Change	02-2017	02-2018	Change
216	155	- 28.2%	1,827	1,155	- 36.8%
8,322	6,181	- 25.7%	7,574	7,533	- 0.5%
9,069	9,663	+ 6.5%	2,151	2,475	+ 15.1%
3,323	3,673	+ 10.5%	527	616	+ 16.9%
1,075	1,273	+ 18.4%	189	201	+ 6.3%
2,461	2,690	+ 9.3%	385	392	+ 1.8%
24,466	23,635	- 3.4%	12,653	12,372	- 2.2%

Condos - Townhomes

By Square Feet	02-2017	02-2018	Change
1,500 Sq Ft and Below	17,793	17,348	- 2.5%
1,501 to 2,000 Sq Ft	8,508	8,151	- 4.2%
2,001 to 3,000 Sq Ft	7,147	6,842	- 4.3%
3,001 Sq Ft and Above	3,670	3,666	- 0.1%
All Square Footage	37,119	36,007	- 3.0%

02-2017	02-2018	Change	02-2017	02-2018	Change
7,554	7,348	- 2.7%	10,239	10,000	- 2.3%
6,509	6,184	- 5.0%	1,999	1,967	- 1.6%
6,752	6,457	- 4.4%	395	385	- 2.5%
3,650	3,646	- 0.1%	20	20	0.0%
24,466	23,635	- 3.4%	12,653	12,372	- 2.2%

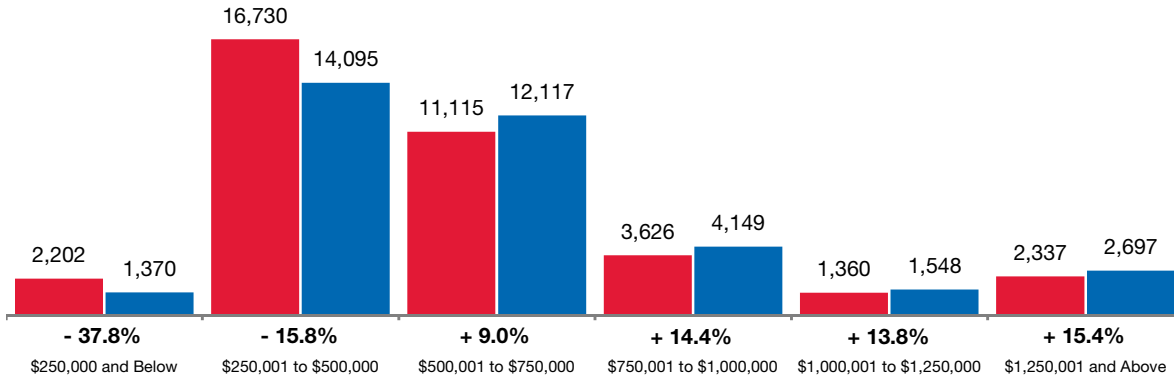


Closed Sales

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

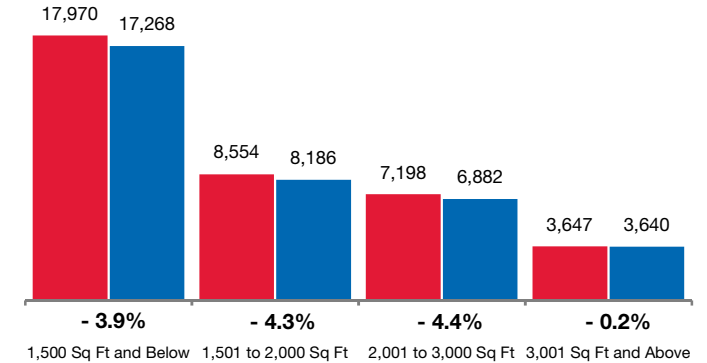
By Price Range

■ 02-2017 ■ 02-2018



By Square Feet

■ 02-2017 ■ 02-2018



All Properties

By Price Range	02-2017	02-2018	Change
\$250,000 and Below	2,202	1,370	- 37.8%
\$250,001 to \$500,000	16,730	14,095	- 15.8%
\$500,001 to \$750,000	11,115	12,117	+ 9.0%
\$750,001 to \$1,000,000	3,626	4,149	+ 14.4%
\$1,000,001 to \$1,250,000	1,360	1,548	+ 13.8%
\$1,250,001 and Above	2,337	2,697	+ 15.4%
All Price Ranges	37,370	35,976	- 3.7%

Single-Family Homes

02-2017	02-2018	Change	02-2017	02-2018	Change
205	166	- 19.0%	1,997	1,204	- 39.7%
9,006	6,609	- 26.6%	7,724	7,486	- 3.1%
9,030	9,630	+ 6.6%	2,085	2,487	+ 19.3%
3,123	3,540	+ 13.4%	503	609	+ 21.1%
1,160	1,357	+ 17.0%	200	191	- 4.5%
2,054	2,383	+ 16.0%	283	314	+ 11.0%
24,578	23,685	- 3.6%	12,792	12,291	- 3.9%

Condos - Townhomes

By Square Feet	02-2017	02-2018	Change
1,500 Sq Ft and Below	17,970	17,268	- 3.9%
1,501 to 2,000 Sq Ft	8,554	8,186	- 4.3%
2,001 to 3,000 Sq Ft	7,198	6,882	- 4.4%
3,001 Sq Ft and Above	3,647	3,640	- 0.2%
All Square Footage	37,370	35,976	- 3.7%

02-2017	02-2018	Change	02-2017	02-2018	Change
7,624	7,325	- 3.9%	10,346	9,943	- 3.9%
6,529	6,233	- 4.5%	2,025	1,953	- 3.6%
6,801	6,501	- 4.4%	397	381	- 4.0%
3,623	3,626	+ 0.1%	24	14	- 41.7%
24,578	23,685	- 3.6%	12,792	12,291	- 3.9%

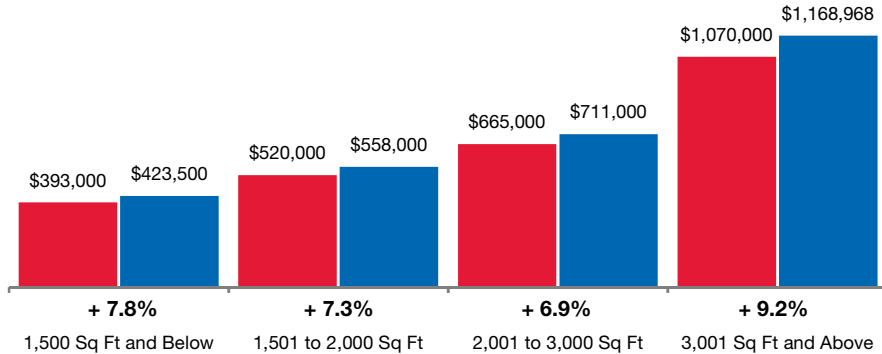


Median Sales Price

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.**

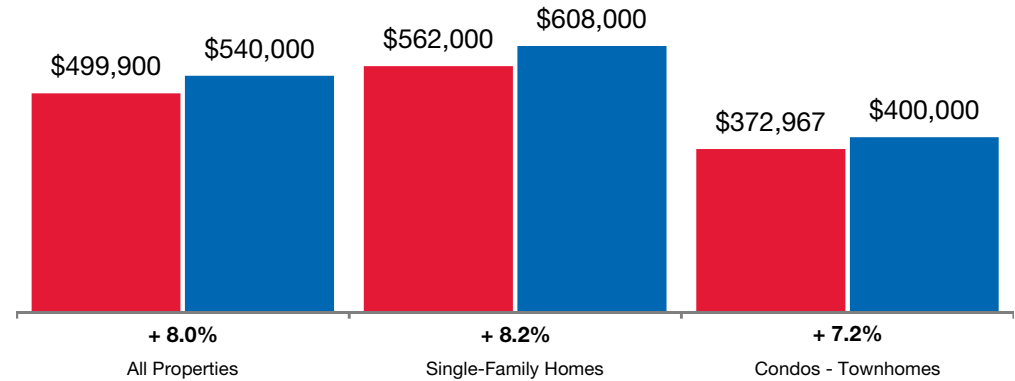
By Square Feet

■ 02-2017 ■ 02-2018



By Property Type

■ 02-2017 ■ 02-2018

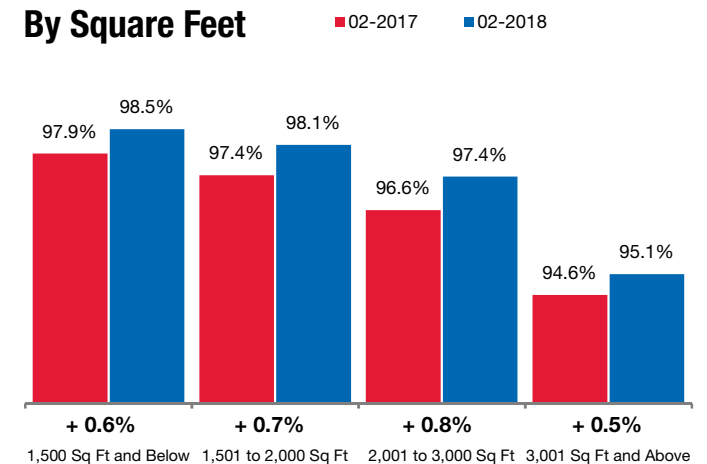
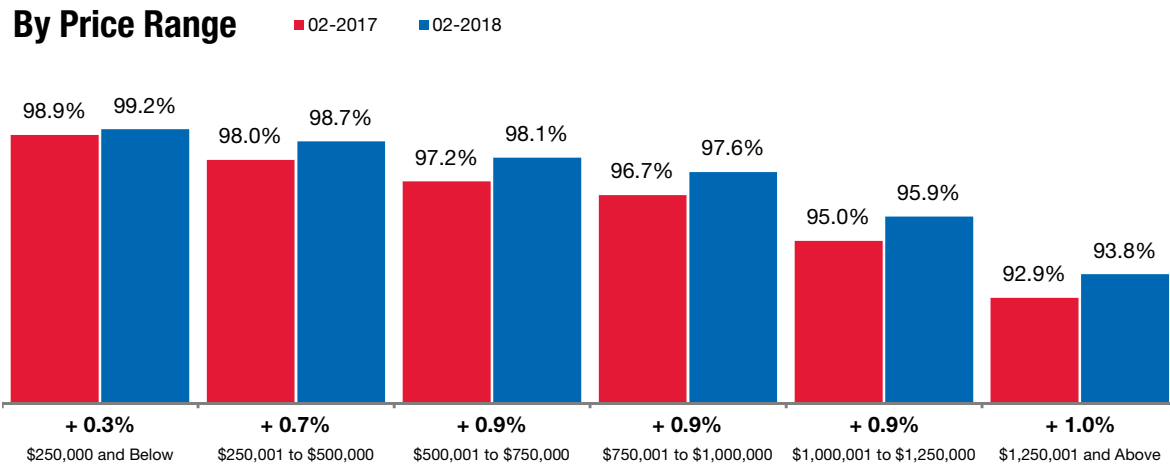


By Square Feet	All Properties		
	02-2017	02-2018	Change
1,500 Sq Ft and Below	\$393,000	\$423,500	+ 7.8%
1,501 to 2,000 Sq Ft	\$520,000	\$558,000	+ 7.3%
2,001 to 3,000 Sq Ft	\$665,000	\$711,000	+ 6.9%
3,001 Sq Ft and Above	\$1,070,000	\$1,168,968	+ 9.2%
All Square Footage	\$499,900	\$540,000	+ 8.0%

	Single-Family Homes			Condos - Townhomes		
	02-2017	02-2018	Change	02-2017	02-2018	Change
	\$430,000	\$465,000	+ 8.1%	\$340,000	\$368,000	+ 8.2%
	\$520,000	\$555,000	+ 6.7%	\$529,000	\$567,000	+ 7.2%
	\$657,000	\$702,000	+ 6.8%	\$900,000	\$905,000	+ 0.6%
	\$1,069,000	\$1,165,000	+ 9.0%	\$2,564,500	\$2,462,500	- 4.0%
	\$562,000	\$608,000	+ 8.2%	\$372,967	\$400,000	+ 7.2%

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.**



All Properties

By Price Range	02-2017	02-2018	Change
\$250,000 and Below	98.9%	99.2%	+ 0.3%
\$250,001 to \$500,000	98.0%	98.7%	+ 0.7%
\$500,001 to \$750,000	97.2%	98.1%	+ 0.9%
\$750,001 to \$1,000,000	96.7%	97.6%	+ 0.9%
\$1,000,001 to \$1,250,000	95.0%	95.9%	+ 0.9%
\$1,250,001 and Above	92.9%	93.8%	+ 1.0%
All Price Ranges	97.2%	97.9%	+ 0.7%

Single-Family Homes

02-2017	02-2018	Change
92.1%	90.6%	- 1.6%
97.5%	97.7%	+ 0.2%
97.5%	98.3%	+ 0.8%
96.9%	97.8%	+ 0.9%
95.1%	96.4%	+ 1.4%
93.7%	94.5%	+ 0.9%
96.9%	97.5%	+ 0.6%

Condos - Townhomes

02-2017	02-2018	Change
97.5%	98.1%	+ 0.6%
98.1%	98.9%	+ 0.8%
97.8%	98.6%	+ 0.8%
96.5%	97.4%	+ 0.9%
94.1%	95.2%	+ 1.2%
94.5%	95.5%	+ 1.1%
97.8%	98.5%	+ 0.7%

By Square Feet	02-2017	02-2018	Change
1,500 Sq Ft and Below	97.9%	98.5%	+ 0.6%
1,501 to 2,000 Sq Ft	97.4%	98.1%	+ 0.7%
2,001 to 3,000 Sq Ft	96.6%	97.4%	+ 0.8%
3,001 Sq Ft and Above	94.6%	95.1%	+ 0.5%
All Square Footage	97.2%	97.9%	+ 0.7%

02-2017	02-2018	Change
97.9%	98.3%	+ 0.4%
97.4%	98.1%	+ 0.7%
96.6%	97.4%	+ 0.8%
94.6%	95.1%	+ 0.5%
96.9%	97.5%	+ 0.6%

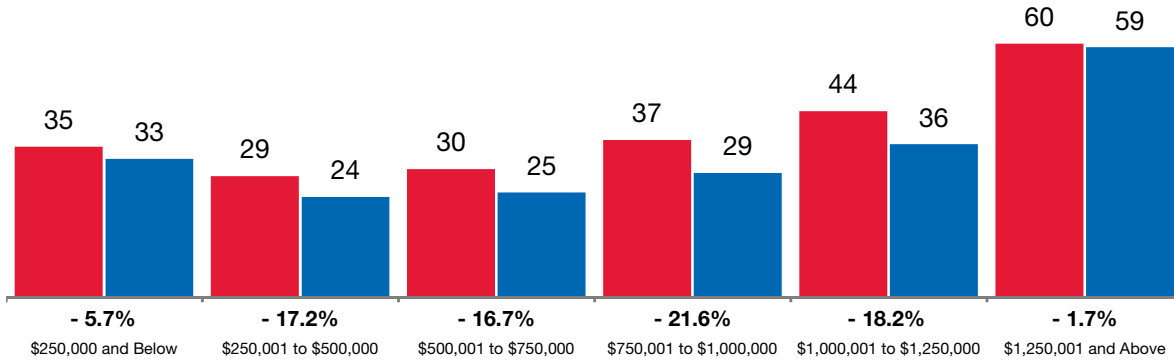


Days on Market Until Sale

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.

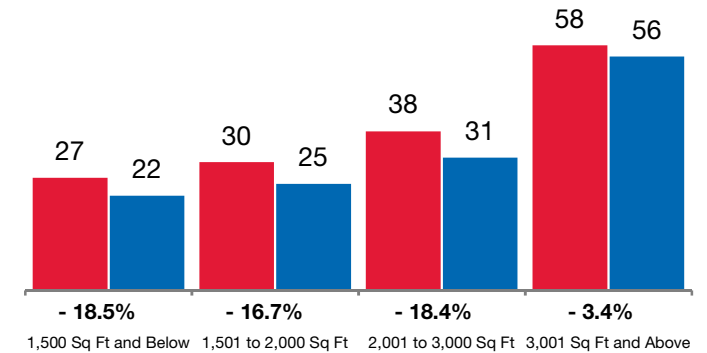
By Price Range

■ 02-2017 ■ 02-2018



By Square Feet

■ 02-2017 ■ 02-2018



All Properties

By Price Range	02-2017	02-2018	Change
\$250,000 and Below	35	33	- 5.7%
\$250,001 to \$500,000	29	24	- 17.2%
\$500,001 to \$750,000	30	25	- 16.7%
\$750,001 to \$1,000,000	37	29	- 21.6%
\$1,000,001 to \$1,250,000	44	36	- 18.2%
\$1,250,001 and Above	60	59	- 1.7%
All Price Ranges	33	28	- 15.2%

Single-Family Homes

02-2017	02-2018	Change	02-2017	02-2018	Change
71	74	+ 4.2%	32	27	- 15.6%
32	27	- 15.6%	25	20	- 20.0%
31	25	- 19.4%	28	23	- 17.9%
36	29	- 19.4%	43	34	- 20.9%
42	34	- 19.0%	56	49	- 12.5%
60	59	- 1.7%	59	55	- 6.8%
35	31	- 11.4%	29	24	- 17.2%

Condos - Townhomes

By Square Feet	02-2017	02-2018	Change
1,500 Sq Ft and Below	27	22	- 18.5%
1,501 to 2,000 Sq Ft	30	25	- 16.7%
2,001 to 3,000 Sq Ft	38	31	- 18.4%
3,001 Sq Ft and Above	58	56	- 3.4%
All Square Footage	33	28	- 15.2%

02-2017	02-2018	Change	02-2017	02-2018	Change
27	23	- 14.8%	27	22	- 18.5%
30	25	- 16.7%	33	28	- 15.2%
37	31	- 16.2%	46	39	- 15.2%
58	56	- 3.4%	74	70	- 5.4%
35	31	- 11.4%	29	24	- 17.2%

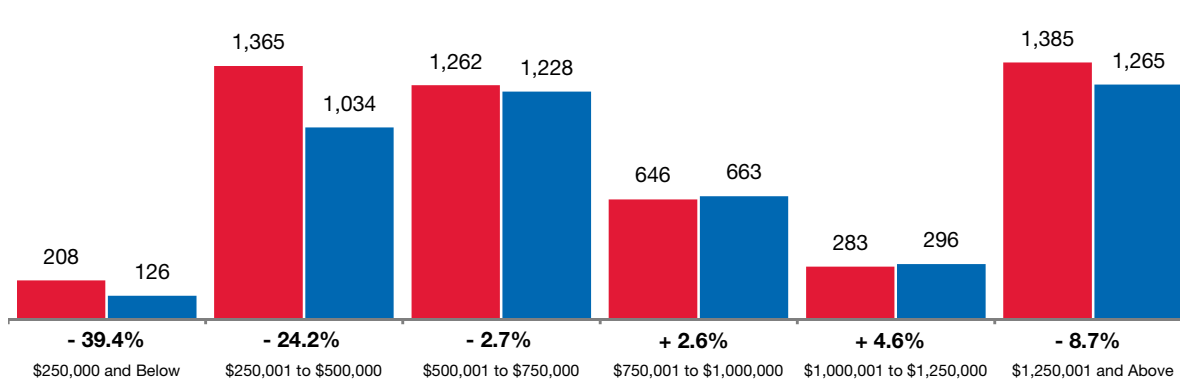


Inventory of Homes for Sale

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

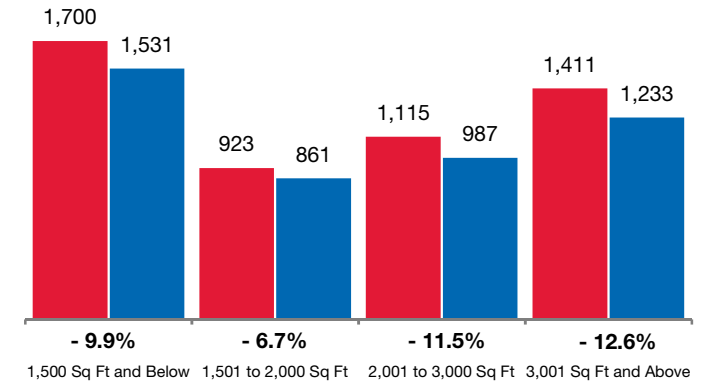
By Price Range

■ 02-2017 ■ 02-2018



By Square Feet

■ 02-2017 ■ 02-2018



All Properties

By Price Range	02-2017	02-2018	Change
\$250,000 and Below	208	126	-39.4%
\$250,001 to \$500,000	1,365	1,034	-24.2%
\$500,001 to \$750,000	1,262	1,228	-2.7%
\$750,001 to \$1,000,000	646	663	+2.6%
\$1,000,001 to \$1,250,000	283	296	+4.6%
\$1,250,001 and Above	1,385	1,265	-8.7%
All Price Ranges	5,149	4,612	-10.4%

Single-Family Homes

02-2017	02-2018	Change	02-2017	02-2018	Change
61	37	-39.3%	147	89	-39.5%
739	468	-36.7%	626	566	-9.6%
1,012	979	-3.3%	250	249	-0.4%
521	523	+0.4%	125	140	+12.0%
227	226	-0.4%	56	70	+25.0%
1,222	1,077	-11.9%	163	188	+15.3%
3,782	3,310	-12.5%	1,367	1,302	-4.8%

Condos - Townhomes

By Square Feet	02-2017	02-2018	Change
1,500 Sq Ft and Below	1,700	1,531	-9.9%
1,501 to 2,000 Sq Ft	923	861	-6.7%
2,001 to 3,000 Sq Ft	1,115	987	-11.5%
3,001 Sq Ft and Above	1,411	1,233	-12.6%
All Square Footage	5,149	4,612	-10.4%

02-2017	02-2018	Change	02-2017	02-2018	Change
715	610	-14.7%	985	921	-6.5%
672	607	-9.7%	251	254	+1.2%
1,001	878	-12.3%	114	109	-4.4%
1,394	1,215	-12.8%	17	18	+5.9%
3,782	3,310	-12.5%	1,367	1,302	-4.8%

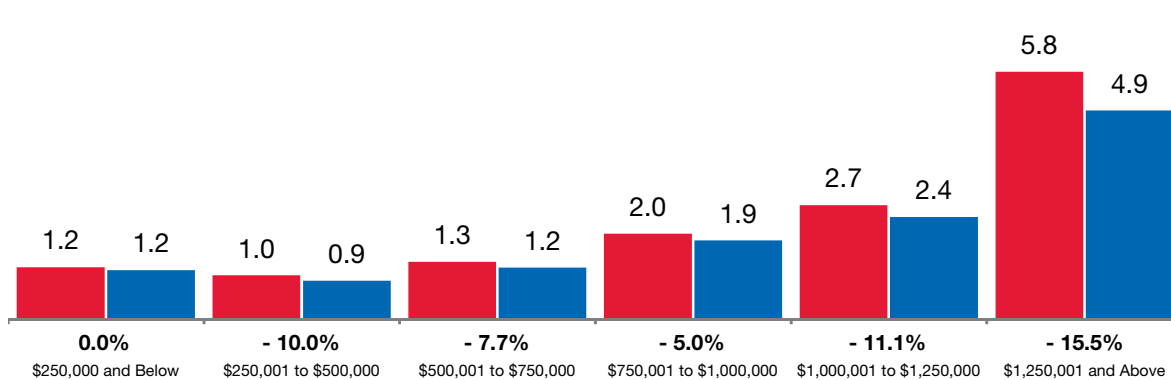


Months Supply of Inventory

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.

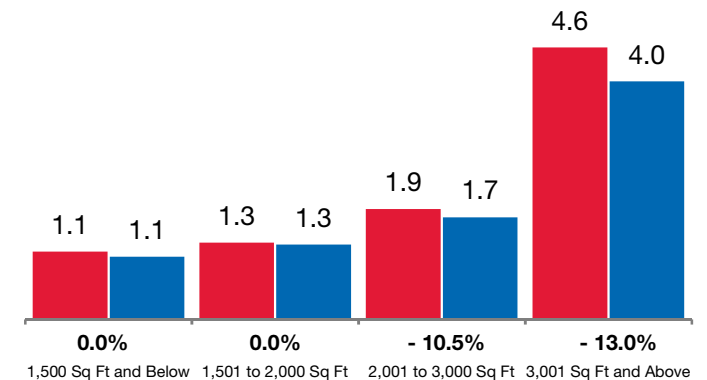
By Price Range

■ 02-2017 ■ 02-2018



By Square Feet

■ 02-2017 ■ 02-2018



All Properties

By Price Range	02-2017	02-2018	Change
\$250,000 and Below	1.2	1.2	0.0%
\$250,001 to \$500,000	1.0	0.9	- 10.0%
\$500,001 to \$750,000	1.3	1.2	- 7.7%
\$750,001 to \$1,000,000	2.0	1.9	- 5.0%
\$1,000,001 to \$1,250,000	2.7	2.4	- 11.1%
\$1,250,001 and Above	5.8	4.9	- 15.5%
All Price Ranges	1.7	1.5	- 11.8%

Single-Family Homes

02-2017	02-2018	Change	02-2017	02-2018	Change
3.4	2.9	- 14.7%	1.0	0.9	- 10.0%
1.1	0.9	- 18.2%	1.0	0.9	- 10.0%
1.3	1.2	- 7.7%	1.4	1.2	- 14.3%
1.9	1.7	- 10.5%	2.8	2.7	- 3.6%
2.5	2.1	- 16.0%	3.6	4.2	+ 16.7%
6.0	4.8	- 20.0%	5.1	5.8	+ 13.7%
1.9	1.7	- 10.5%	1.3	1.3	0.0%

Condos - Townhomes

By Square Feet	02-2017	02-2018	Change
1,500 Sq Ft and Below	1.1	1.1	0.0%
1,501 to 2,000 Sq Ft	1.3	1.3	0.0%
2,001 to 3,000 Sq Ft	1.9	1.7	- 10.5%
3,001 Sq Ft and Above	4.6	4.0	- 13.0%
All Square Footage	1.7	1.5	- 11.8%

02-2017	02-2018	Change	02-2017	02-2018	Change
1.1	1.0	- 9.1%	1.2	1.1	- 8.3%
1.2	1.2	0.0%	1.5	1.5	0.0%
1.8	1.6	- 11.1%	3.5	3.4	- 2.9%
4.6	4.0	- 13.0%	9.4	8.1	- 13.8%
1.9	1.7	- 10.5%	1.3	1.3	0.0%

