

Housing Supply Overview

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

March 2018

Supply remains low in most markets and categories. Buyer demand continues to show that there is room for growth, but we still have not reached a point where a year-over-year increase in the number of homes for sale can be anticipated. For the 12-month period spanning April 2017 through March 2018, Pending Sales in San Diego County were down 3.5 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 8.8 percent to \$544,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 8.4 percent to \$612,500. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 23 days; the price range that tended to sell the slowest was the \$1,250,001 or Above range at 58 days.

Market-wide, inventory levels were down 9.0 percent. The property type that lost the least inventory was the Condos - Townhomes segment, where it decreased 5.2 percent. That amounts to 1.9 months supply for Single-Family Homes and 1.4 months supply for Condos - Townhomes.

Quick Facts

+ 18.0%

+ 0.7%

- 2.7%

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	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.

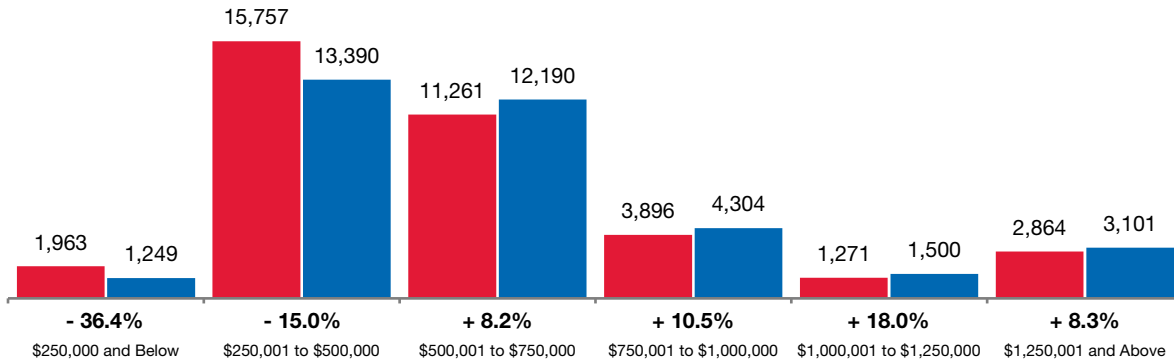
Pending Sales	2
Closed Sales	3
Median Sales Price	4
Percent of Original List Price Received	5
Days on Market Until Sale	6
Inventory of Homes for Sale	7
Months Supply of Inventory	8

Pending Sales

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

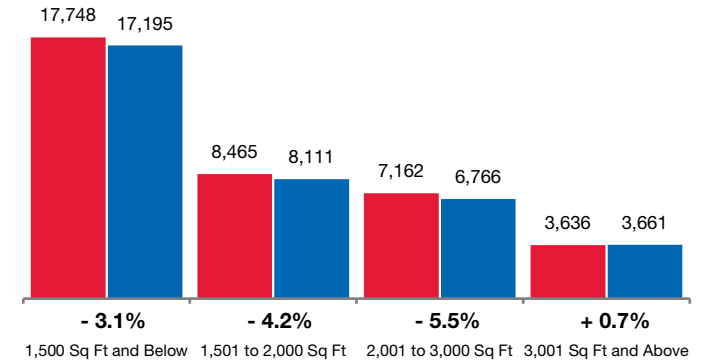
By Price Range

■ 03-2017 ■ 03-2018



By Square Feet

■ 03-2017 ■ 03-2018



All Properties

By Price Range	03-2017	03-2018	Change
\$250,000 and Below	1,963	1,249	-36.4%
\$250,001 to \$500,000	15,757	13,390	-15.0%
\$500,001 to \$750,000	11,261	12,190	+8.2%
\$750,001 to \$1,000,000	3,896	4,304	+10.5%
\$1,000,001 to \$1,250,000	1,271	1,500	+18.0%
\$1,250,001 and Above	2,864	3,101	+8.3%
All Price Ranges	37,012	35,734	-3.5%

Single-Family Homes

03-2017	03-2018	Change	03-2017	03-2018	Change
217	147	-32.3%	1,746	1,102	-36.9%
8,189	5,952	-27.3%	7,568	7,438	-1.7%
9,091	9,668	+6.3%	2,170	2,522	+16.2%
3,349	3,700	+10.5%	547	604	+10.4%
1,086	1,285	+18.3%	185	215	+16.2%
2,472	2,710	+9.6%	392	391	-0.3%
24,404	23,462	-3.9%	12,608	12,272	-2.7%

Condos - Townhomes

By Square Feet	03-2017	03-2018	Change
1,500 Sq Ft and Below	17,748	17,195	-3.1%
1,501 to 2,000 Sq Ft	8,465	8,111	-4.2%
2,001 to 3,000 Sq Ft	7,162	6,766	-5.5%
3,001 Sq Ft and Above	3,636	3,661	+0.7%
All Square Footage	37,012	35,734	-3.5%

03-2017	03-2018	Change	03-2017	03-2018	Change
7,529	7,276	-3.4%	10,219	9,919	-2.9%
6,508	6,144	-5.6%	1,957	1,967	+0.5%
6,752	6,396	-5.3%	410	370	-9.8%
3,614	3,645	+0.9%	22	16	-27.3%
24,404	23,462	-3.9%	12,608	12,272	-2.7%

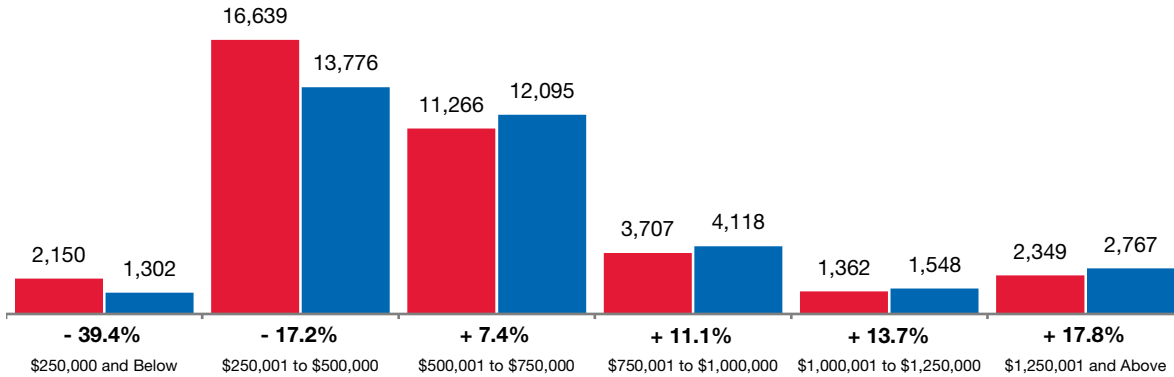


Closed Sales

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

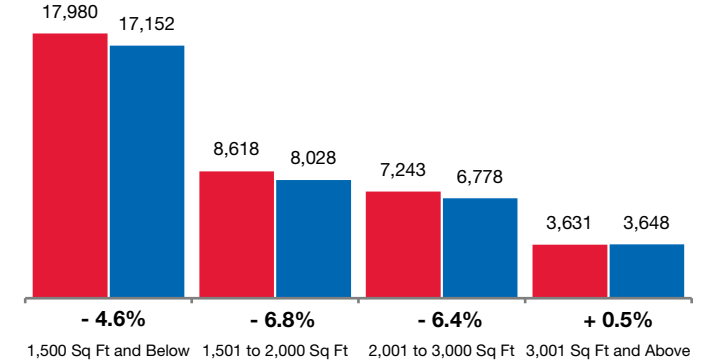
By Price Range

■ 03-2017 ■ 03-2018



By Square Feet

■ 03-2017 ■ 03-2018



All Properties

By Price Range	03-2017	03-2018	Change
\$250,000 and Below	2,150	1,302	-39.4%
\$250,001 to \$500,000	16,639	13,776	-17.2%
\$500,001 to \$750,000	11,266	12,095	+7.4%
\$750,001 to \$1,000,000	3,707	4,118	+11.1%
\$1,000,001 to \$1,250,000	1,362	1,548	+13.7%
\$1,250,001 and Above	2,349	2,767	+17.8%
All Price Ranges	37,473	35,606	-5.0%

Single-Family Homes

03-2017	03-2018	Change	03-2017	03-2018	Change
211	151	-28.4%	1,939	1,151	-40.6%
8,918	6,334	-29.0%	7,721	7,442	-3.6%
9,125	9,588	+5.1%	2,141	2,507	+17.1%
3,193	3,516	+10.1%	514	602	+17.1%
1,165	1,358	+16.6%	197	190	-3.6%
2,065	2,455	+18.9%	284	312	+9.9%
24,677	23,402	-5.2%	12,796	12,204	-4.6%

Condos - Townhomes

By Square Feet	03-2017	03-2018	Change
1,500 Sq Ft and Below	17,980	17,152	-4.6%
1,501 to 2,000 Sq Ft	8,618	8,028	-6.8%
2,001 to 3,000 Sq Ft	7,243	6,778	-6.4%
3,001 Sq Ft and Above	3,631	3,648	+0.5%
All Square Footage	37,473	35,606	-5.0%

03-2017	03-2018	Change	03-2017	03-2018	Change
7,640	7,263	-4.9%	10,340	9,889	-4.4%
6,586	6,095	-7.5%	2,032	1,933	-4.9%
6,841	6,411	-6.3%	402	367	-8.7%
3,609	3,633	+0.7%	22	15	-31.8%
24,677	23,402	-5.2%	12,796	12,204	-4.6%

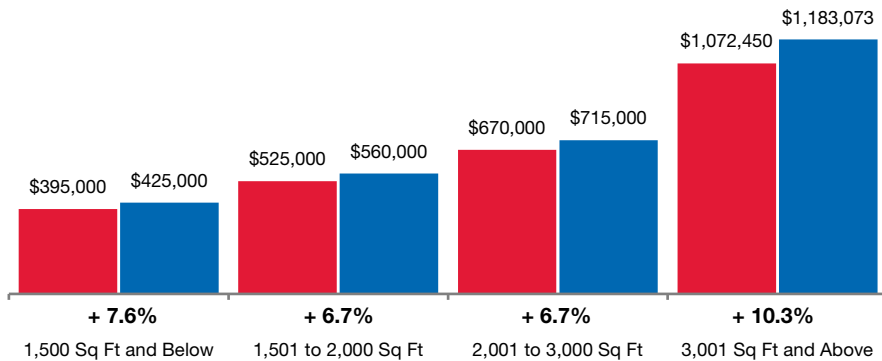


Median Sales Price

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.**

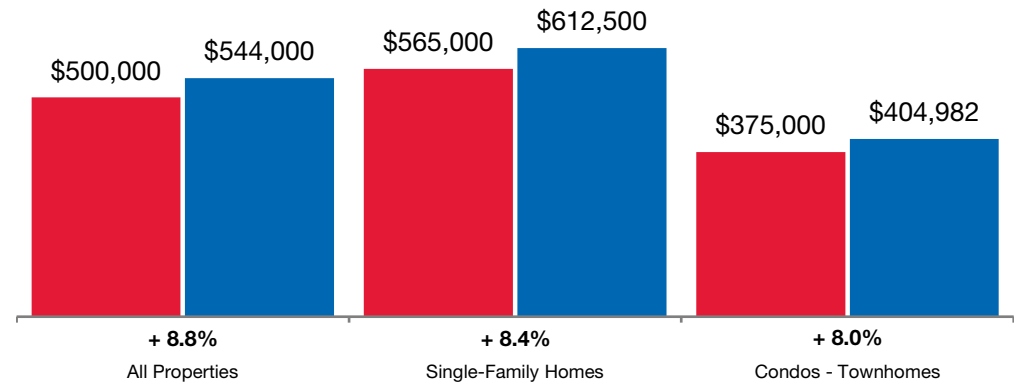
By Square Feet

■ 03-2017 ■ 03-2018



By Property Type

■ 03-2017 ■ 03-2018

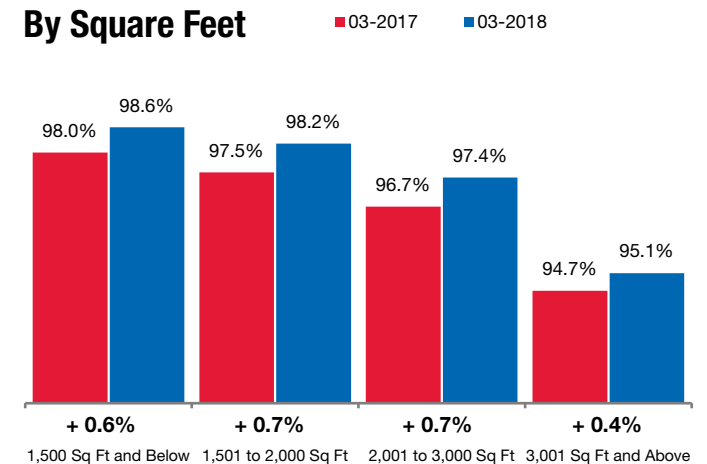
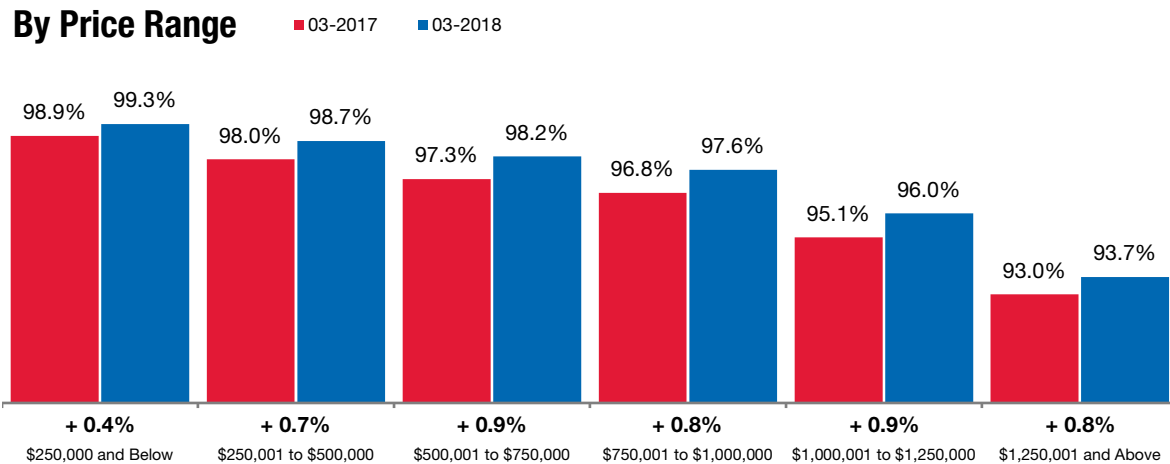


By Square Feet	All Properties		
	03-2017	03-2018	Change
1,500 Sq Ft and Below	\$395,000	\$425,000	+ 7.6%
1,501 to 2,000 Sq Ft	\$525,000	\$560,000	+ 6.7%
2,001 to 3,000 Sq Ft	\$670,000	\$715,000	+ 6.7%
3,001 Sq Ft and Above	\$1,072,450	\$1,183,073	+ 10.3%
All Square Footage	\$500,000	\$544,000	+ 8.8%

	Single-Family Homes			Condos - Townhomes		
	03-2017	03-2018	Change	03-2017	03-2018	Change
	\$431,000	\$469,000	+ 8.8%	\$342,000	\$370,000	+ 8.2%
	\$522,250	\$560,000	+ 7.2%	\$532,250	\$565,000	+ 6.2%
	\$660,000	\$705,000	+ 6.8%	\$880,000	\$928,000	+ 5.5%
	\$1,070,000	\$1,180,000	+ 10.3%	\$2,564,500	\$2,425,000	- 5.4%
	\$565,000	\$612,500	+ 8.4%	\$375,000	\$404,982	+ 8.0%

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	03-2017	03-2018	Change
\$250,000 and Below	98.9%	99.3%	+ 0.4%
\$250,001 to \$500,000	98.0%	98.7%	+ 0.7%
\$500,001 to \$750,000	97.3%	98.2%	+ 0.9%
\$750,001 to \$1,000,000	96.8%	97.6%	+ 0.8%
\$1,000,001 to \$1,250,000	95.1%	96.0%	+ 0.9%
\$1,250,001 and Above	93.0%	93.7%	+ 0.8%
All Price Ranges	97.3%	97.9%	+ 0.6%

Single-Family Homes			Condos - Townhomes		
03-2017	03-2018	Change	03-2017	03-2018	Change
91.8%	91.4%	- 0.4%	97.5%	98.2%	+ 0.7%
97.5%	97.7%	+ 0.2%	98.2%	98.9%	+ 0.7%
97.6%	98.4%	+ 0.8%	97.9%	98.6%	+ 0.7%
97.0%	97.9%	+ 0.9%	96.7%	97.3%	+ 0.6%
95.1%	96.5%	+ 1.5%	94.3%	95.1%	+ 0.8%
93.9%	94.4%	+ 0.5%	94.4%	95.6%	+ 1.3%
97.0%	97.5%	+ 0.5%	97.8%	98.6%	+ 0.8%

By Square Feet	03-2017	03-2018	Change
1,500 Sq Ft and Below	98.0%	98.6%	+ 0.6%
1,501 to 2,000 Sq Ft	97.5%	98.2%	+ 0.7%
2,001 to 3,000 Sq Ft	96.7%	97.4%	+ 0.7%
3,001 Sq Ft and Above	94.7%	95.1%	+ 0.4%
All Square Footage	97.3%	97.9%	+ 0.6%

03-2017	03-2018	Change	03-2017	03-2018	Change
97.9%	98.4%	+ 0.5%	98.0%	98.7%	+ 0.7%
97.5%	98.2%	+ 0.7%	97.5%	98.2%	+ 0.7%
96.7%	97.4%	+ 0.7%	95.7%	96.9%	+ 1.3%
94.7%	95.1%	+ 0.4%	92.6%	95.0%	+ 2.6%
97.0%	97.5%	+ 0.5%	97.8%	98.6%	+ 0.8%

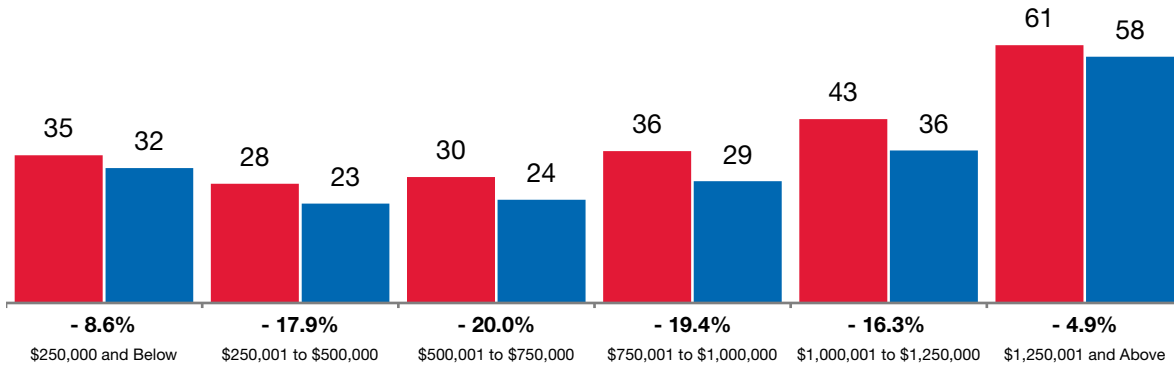


Days on Market Until Sale

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.

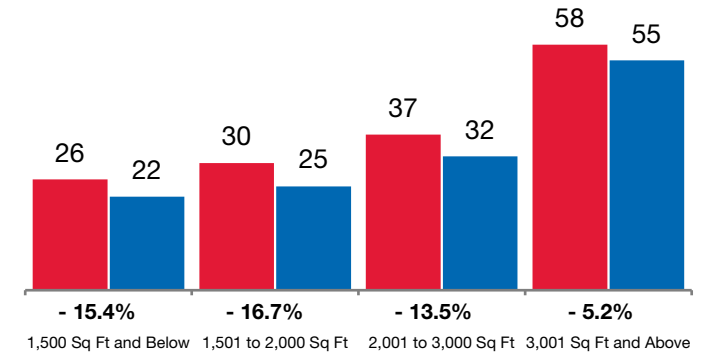
By Price Range

■ 03-2017 ■ 03-2018



By Square Feet

■ 03-2017 ■ 03-2018



All Properties

By Price Range	03-2017	03-2018	Change
\$250,000 and Below	35	32	- 8.6%
\$250,001 to \$500,000	28	23	- 17.9%
\$500,001 to \$750,000	30	24	- 20.0%
\$750,001 to \$1,000,000	36	29	- 19.4%
\$1,000,001 to \$1,250,000	43	36	- 16.3%
\$1,250,001 and Above	61	58	- 4.9%
All Price Ranges	32	28	- 12.5%

Single-Family Homes

03-2017	03-2018	Change	03-2017	03-2018	Change
72	69	- 4.2%	31	27	- 12.9%
31	27	- 12.9%	25	21	- 16.0%
30	25	- 16.7%	28	23	- 17.9%
35	28	- 20.0%	43	33	- 23.3%
41	34	- 17.1%	56	49	- 12.5%
61	59	- 3.3%	62	54	- 12.9%
35	30	- 14.3%	28	23	- 17.9%

Condos - Townhomes

By Square Feet	03-2017	03-2018	Change
1,500 Sq Ft and Below	26	22	- 15.4%
1,501 to 2,000 Sq Ft	30	25	- 16.7%
2,001 to 3,000 Sq Ft	37	32	- 13.5%
3,001 Sq Ft and Above	58	55	- 5.2%
All Square Footage	32	28	- 12.5%

03-2017	03-2018	Change	03-2017	03-2018	Change
26	22	- 15.4%	26	22	- 15.4%
29	24	- 17.2%	33	27	- 18.2%
36	31	- 13.9%	47	38	- 19.1%
58	55	- 5.2%	80	67	- 16.3%
35	30	- 14.3%	28	23	- 17.9%

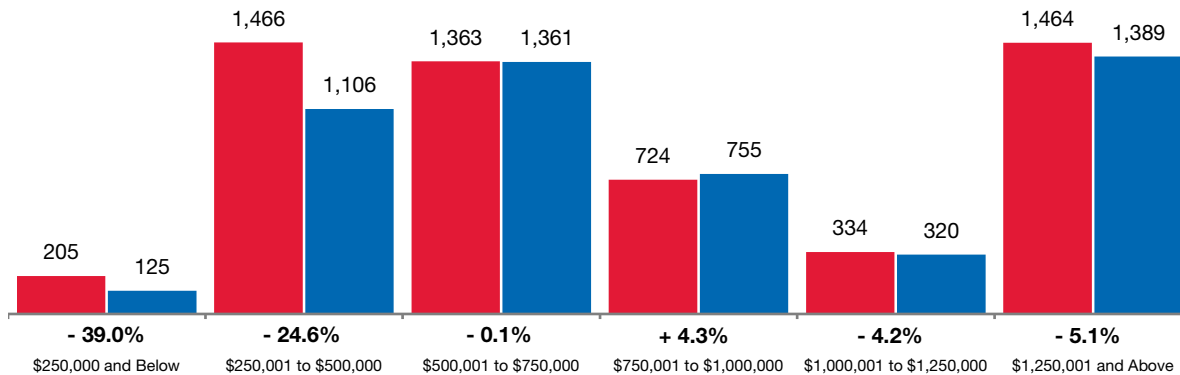


Inventory of Homes for Sale

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

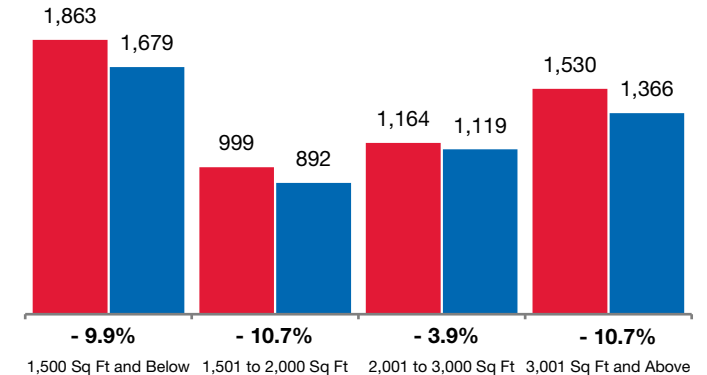
By Price Range

■ 03-2017 ■ 03-2018



By Square Feet

■ 03-2017 ■ 03-2018



All Properties

By Price Range	03-2017	03-2018	Change
\$250,000 and Below	205	125	-39.0%
\$250,001 to \$500,000	1,466	1,106	-24.6%
\$500,001 to \$750,000	1,363	1,361	-0.1%
\$750,001 to \$1,000,000	724	755	+4.3%
\$1,000,001 to \$1,250,000	334	320	-4.2%
\$1,250,001 and Above	1,464	1,389	-5.1%
All Price Ranges	5,556	5,056	-9.0%

Single-Family Homes

03-2017	03-2018	Change	03-2017	03-2018	Change
57	35	-38.6%	148	90	-39.2%
766	466	-39.2%	700	640	-8.6%
1,080	1,089	+0.8%	283	272	-3.9%
586	607	+3.6%	138	148	+7.2%
269	242	-10.0%	65	78	+20.0%
1,292	1,189	-8.0%	172	200	+16.3%
4,050	3,628	-10.4%	1,506	1,428	-5.2%

Condos - Townhomes

By Square Feet	03-2017	03-2018	Change
1,500 Sq Ft and Below	1,863	1,679	-9.9%
1,501 to 2,000 Sq Ft	999	892	-10.7%
2,001 to 3,000 Sq Ft	1,164	1,119	-3.9%
3,001 Sq Ft and Above	1,530	1,366	-10.7%
All Square Footage	5,556	5,056	-9.0%

03-2017	03-2018	Change	03-2017	03-2018	Change
771	677	-12.2%	1,092	1,002	-8.2%
712	601	-15.6%	287	291	+1.4%
1,053	1,003	-4.7%	111	116	+4.5%
1,514	1,347	-11.0%	16	19	+18.8%
4,050	3,628	-10.4%	1,506	1,428	-5.2%

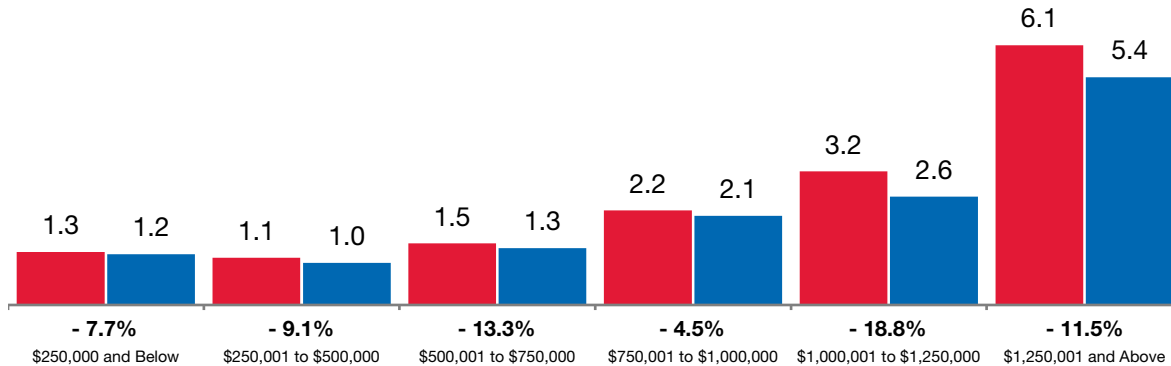


Months Supply of Inventory

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.

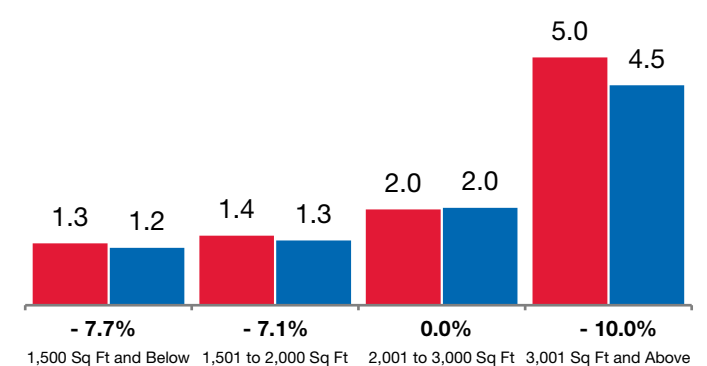
By Price Range

■ 03-2017 ■ 03-2018



By Square Feet

■ 03-2017 ■ 03-2018



All Properties

By Price Range	03-2017	03-2018	Change
\$250,000 and Below	1.3	1.2	- 7.7%
\$250,001 to \$500,000	1.1	1.0	- 9.1%
\$500,001 to \$750,000	1.5	1.3	- 13.3%
\$750,001 to \$1,000,000	2.2	2.1	- 4.5%
\$1,000,001 to \$1,250,000	3.2	2.6	- 18.8%
\$1,250,001 and Above	6.1	5.4	- 11.5%
All Price Ranges	1.8	1.7	- 5.6%

Single-Family Homes

03-2017	03-2018	Change	03-2017	03-2018	Change
3.2	2.9	- 9.4%	1.0	1.0	0.0%
1.1	0.9	- 18.2%	1.1	1.0	- 9.1%
1.4	1.4	0.0%	1.6	1.3	- 18.8%
2.1	2.0	- 4.8%	3.0	2.9	- 3.3%
3.0	2.3	- 23.3%	4.2	4.4	+ 4.8%
6.3	5.3	- 15.9%	5.3	6.1	+ 15.1%
2.0	1.9	- 5.0%	1.4	1.4	0.0%

Condos - Townhomes

By Square Feet	03-2017	03-2018	Change
1,500 Sq Ft and Below	1.3	1.2	- 7.7%
1,501 to 2,000 Sq Ft	1.4	1.3	- 7.1%
2,001 to 3,000 Sq Ft	2.0	2.0	0.0%
3,001 Sq Ft and Above	5.0	4.5	- 10.0%
All Square Footage	1.8	1.7	- 5.6%

03-2017	03-2018	Change	03-2017	03-2018	Change
1.2	1.1	- 8.3%	1.3	1.2	- 7.7%
1.3	1.2	- 7.7%	1.8	1.8	0.0%
1.9	1.9	0.0%	3.2	3.8	+ 18.8%
5.0	4.4	- 12.0%	8.0	9.5	+ 18.8%
2.0	1.9	- 5.0%	1.4	1.4	0.0%