

Housing Supply Overview

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

April 2018

Although housing supply is low and will likely remain low for the duration of 2018, there are signs of improvement for new listings. Sellers are beginning to come out of hibernation while new build projects are taking shape with more regularity. For the 12-month period spanning May 2017 through April 2018, Pending Sales in San Diego County were down 3.4 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 14.7 percent.

The overall Median Sales Price was up 8.5 percent to \$548,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 8.1 percent to \$615,000. 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 More range at 58 days.

Market-wide, inventory levels were down 1.9 percent. The property type that gained the most inventory was the Condos - Townhomes segment, where it increased 8.0 percent. That amounts to 2.1 months supply for Single-Family Homes and 1.6 months supply for Condos - Townhomes.

Quick Facts

+ 14.7%

+ 1.4%

- 3.2%

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.

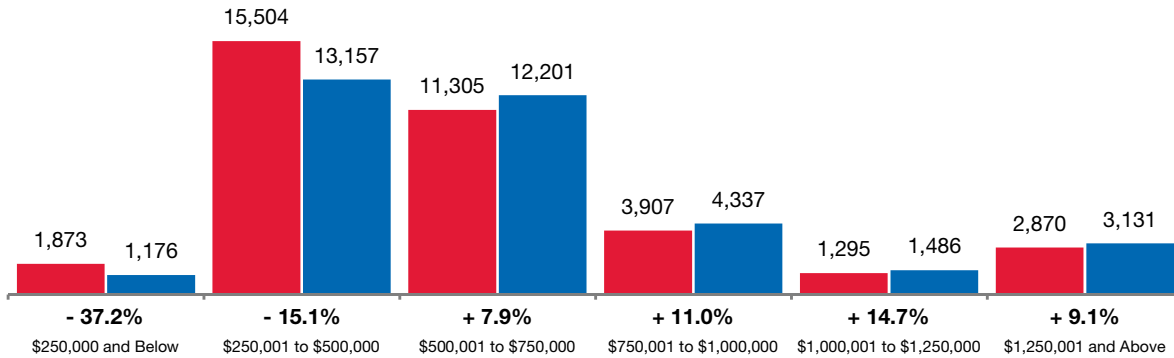
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Pending Sales

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

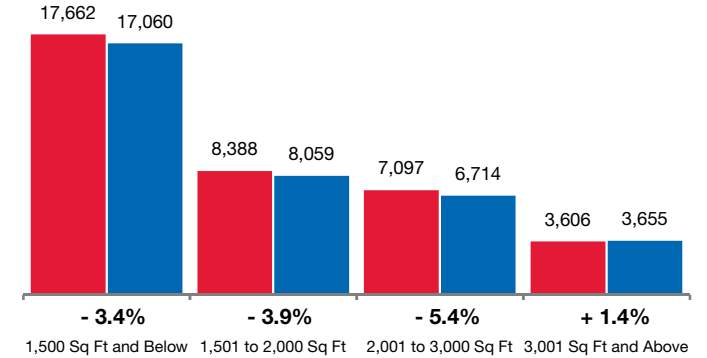
By Price Range

■ 04-2017 ■ 04-2018



By Square Feet

■ 04-2017 ■ 04-2018



All Properties

By Price Range	04-2017	04-2018	Change
\$250,000 and Below	1,873	1,176	-37.2%
\$250,001 to \$500,000	15,504	13,157	-15.1%
\$500,001 to \$750,000	11,305	12,201	+7.9%
\$750,001 to \$1,000,000	3,907	4,337	+11.0%
\$1,000,001 to \$1,250,000	1,295	1,486	+14.7%
\$1,250,001 and Above	2,870	3,131	+9.1%
All Price Ranges	36,754	35,488	-3.4%

Single-Family Homes

04-2017	04-2018	Change	04-2017	04-2018	Change
198	139	-29.8%	1,675	1,037	-38.1%
7,929	5,794	-26.9%	7,575	7,363	-2.8%
9,123	9,681	+6.1%	2,182	2,520	+15.5%
3,362	3,711	+10.4%	545	626	+14.9%
1,105	1,270	+14.9%	190	216	+13.7%
2,478	2,742	+10.7%	392	389	-0.8%
24,195	23,337	-3.5%	12,559	12,151	-3.2%

Condos - Townhomes

By Square Feet	04-2017	04-2018	Change
1,500 Sq Ft and Below	17,662	17,060	-3.4%
1,501 to 2,000 Sq Ft	8,388	8,059	-3.9%
2,001 to 3,000 Sq Ft	7,097	6,714	-5.4%
3,001 Sq Ft and Above	3,606	3,655	+1.4%
All Square Footage	36,754	35,488	-3.4%

04-2017	04-2018	Change	04-2017	04-2018	Change
7,470	7,254	-2.9%	10,192	9,806	-3.8%
6,446	6,103	-5.3%	1,942	1,956	+0.7%
6,692	6,341	-5.2%	405	373	-7.9%
3,586	3,639	+1.5%	20	16	-20.0%
24,195	23,337	-3.5%	12,559	12,151	-3.2%

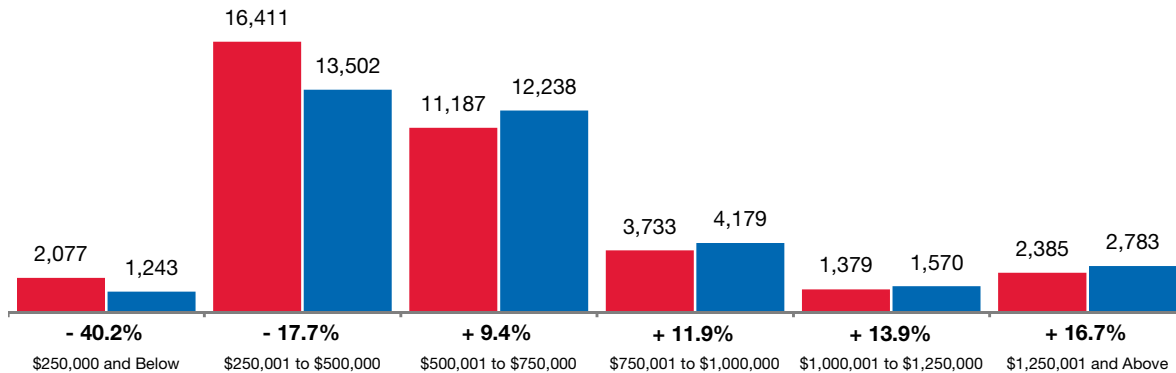


Closed Sales

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

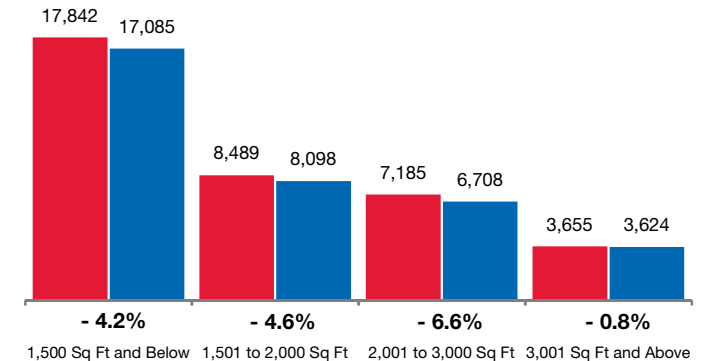
By Price Range

■ 04-2017 ■ 04-2018



By Square Feet

■ 04-2017 ■ 04-2018



All Properties

By Price Range	04-2017	04-2018	Change
\$250,000 and Below	2,077	1,243	-40.2%
\$250,001 to \$500,000	16,411	13,502	-17.7%
\$500,001 to \$750,000	11,187	12,238	+9.4%
\$750,001 to \$1,000,000	3,733	4,179	+11.9%
\$1,000,001 to \$1,250,000	1,379	1,570	+13.9%
\$1,250,001 and Above	2,385	2,783	+16.7%
All Price Ranges	37,172	35,515	-4.5%

Single-Family Homes

04-2017	04-2018	Change	04-2017	04-2018	Change
213	147	-31.0%	1,864	1,096	-41.2%
8,711	6,128	-29.7%	7,700	7,374	-4.2%
9,055	9,657	+6.6%	2,132	2,581	+21.1%
3,205	3,568	+11.3%	528	611	+15.7%
1,185	1,375	+16.0%	194	195	+0.5%
2,102	2,457	+16.9%	283	326	+15.2%
24,471	23,332	-4.7%	12,701	12,183	-4.1%

Condos - Townhomes

By Square Feet	04-2017	04-2018	Change
1,500 Sq Ft and Below	17,842	17,085	-4.2%
1,501 to 2,000 Sq Ft	8,489	8,098	-4.6%
2,001 to 3,000 Sq Ft	7,185	6,708	-6.6%
3,001 Sq Ft and Above	3,655	3,624	-0.8%
All Square Footage	37,172	35,515	-4.5%

04-2017	04-2018	Change	04-2017	04-2018	Change
7,561	7,237	-4.3%	10,281	9,848	-4.2%
6,510	6,138	-5.7%	1,979	1,960	-1.0%
6,767	6,347	-6.2%	418	361	-13.6%
3,632	3,610	-0.6%	23	14	-39.1%
24,471	23,332	-4.7%	12,701	12,183	-4.1%

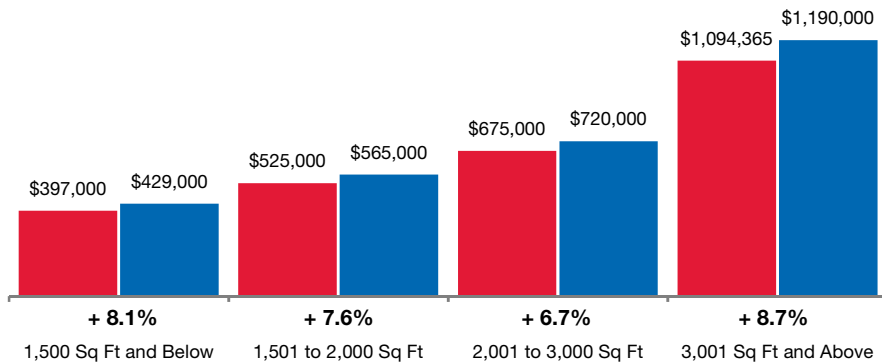


Median Sales Price

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.**

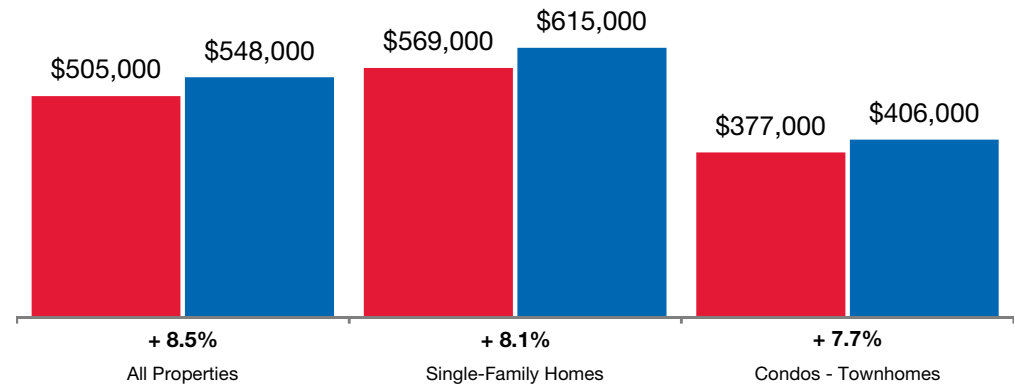
By Square Feet

■ 04-2017 ■ 04-2018



By Property Type

■ 04-2017 ■ 04-2018



By Square Feet	All Properties		
	04-2017	04-2018	Change
1,500 Sq Ft and Below	\$397,000	\$429,000	+ 8.1%
1,501 to 2,000 Sq Ft	\$525,000	\$565,000	+ 7.6%
2,001 to 3,000 Sq Ft	\$675,000	\$720,000	+ 6.7%
3,001 Sq Ft and Above	\$1,094,365	\$1,190,000	+ 8.7%
All Square Footage	\$505,000	\$548,000	+ 8.5%

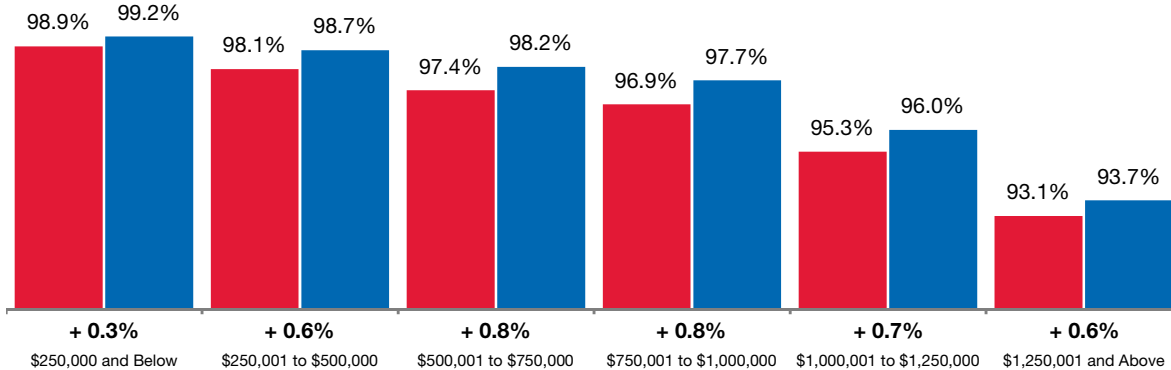
	Single-Family Homes			Condos - Townhomes		
	04-2017	04-2018	Change	04-2017	04-2018	Change
	\$435,000	\$473,000	+ 8.7%	\$345,000	\$373,000	+ 8.1%
	\$525,000	\$565,000	+ 7.6%	\$535,000	\$568,750	+ 6.3%
	\$665,000	\$710,000	+ 6.8%	\$875,000	\$940,000	+ 7.4%
	\$1,090,000	\$1,189,000	+ 9.1%	\$2,815,000	\$1,990,000	- 29.3%
	\$569,000	\$615,000	+ 8.1%	\$377,000	\$406,000	+ 7.7%

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.**

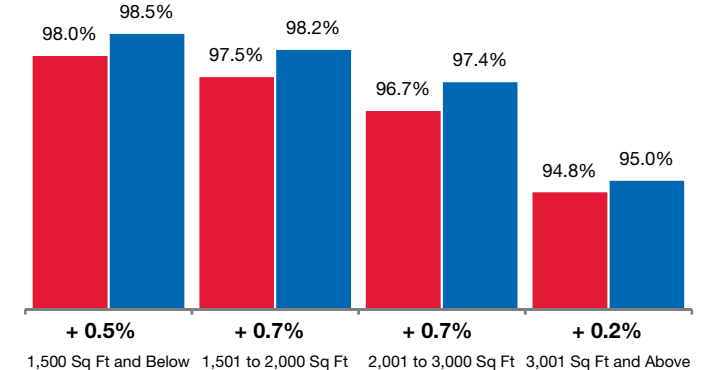
By Price Range

■ 04-2017 ■ 04-2018



By Square Feet

■ 04-2017 ■ 04-2018



All Properties

By Price Range	04-2017	04-2018	Change
\$250,000 and Below	98.9%	99.2%	+ 0.3%
\$250,001 to \$500,000	98.1%	98.7%	+ 0.6%
\$500,001 to \$750,000	97.4%	98.2%	+ 0.8%
\$750,001 to \$1,000,000	96.9%	97.7%	+ 0.8%
\$1,000,001 to \$1,250,000	95.3%	96.0%	+ 0.7%
\$1,250,001 and Above	93.1%	93.7%	+ 0.6%
All Price Ranges	97.3%	97.9%	+ 0.6%

Single-Family Homes

04-2017	04-2018	Change	04-2017	04-2018	Change
90.9%	91.2%	+ 0.3%	97.6%	98.1%	+ 0.5%
97.5%	97.7%	+ 0.2%	98.3%	98.9%	+ 0.6%
97.6%	98.4%	+ 0.8%	97.9%	98.7%	+ 0.8%
97.2%	97.9%	+ 0.7%	96.9%	97.3%	+ 0.4%
95.2%	96.6%	+ 1.5%	94.5%	95.0%	+ 0.5%
94.0%	94.4%	+ 0.4%	94.5%	95.9%	+ 1.5%
97.0%	97.5%	+ 0.5%	97.9%	98.5%	+ 0.6%

Condos - Townhomes

By Square Feet	04-2017	04-2018	Change
1,500 Sq Ft and Below	98.0%	98.5%	+ 0.5%
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	94.8%	95.0%	+ 0.2%
All Square Footage	97.3%	97.9%	+ 0.6%

04-2017	04-2018	Change	04-2017	04-2018	Change
97.9%	98.4%	+ 0.5%	98.1%	98.7%	+ 0.6%
97.5%	98.1%	+ 0.6%	97.6%	98.2%	+ 0.6%
96.8%	97.4%	+ 0.6%	95.8%	97.0%	+ 1.3%
94.8%	95.0%	+ 0.2%	92.5%	95.4%	+ 3.1%
97.0%	97.5%	+ 0.5%	97.9%	98.5%	+ 0.6%

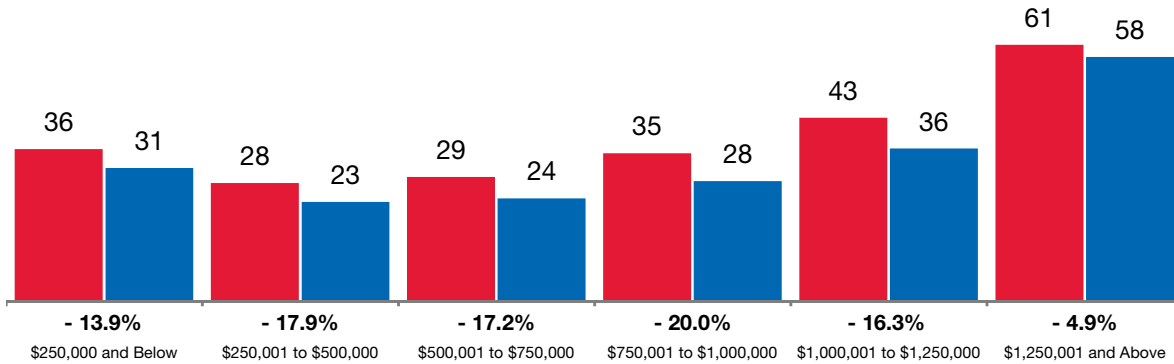


Days on Market Until Sale

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.

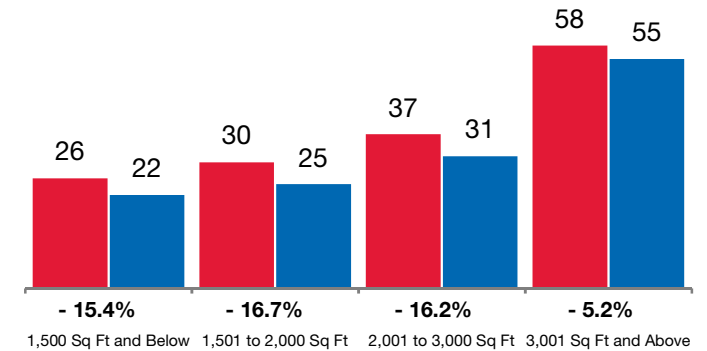
By Price Range

■ 04-2017 ■ 04-2018



By Square Feet

■ 04-2017 ■ 04-2018



All Properties

By Price Range	04-2017	04-2018	Change
\$250,000 and Below	36	31	-13.9%
\$250,001 to \$500,000	28	23	-17.9%
\$500,001 to \$750,000	29	24	-17.2%
\$750,001 to \$1,000,000	35	28	-20.0%
\$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

04-2017	04-2018	Change	04-2017	04-2018	Change
76	71	-6.6%	31	26	-16.1%
31	27	-12.9%	24	21	-12.5%
30	25	-16.7%	27	23	-14.8%
34	27	-20.6%	42	34	-19.0%
41	34	-17.1%	55	51	-7.3%
60	58	-3.3%	62	53	-14.5%
34	30	-11.8%	28	24	-14.3%

Condos - Townhomes

By Square Feet	04-2017	04-2018	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	31	-16.2%
3,001 Sq Ft and Above	58	55	-5.2%
All Square Footage	32	28	-12.5%

04-2017	04-2018	Change	04-2017	04-2018	Change
26	22	-15.4%	26	22	-15.4%
29	24	-17.2%	33	27	-18.2%
36	31	-13.9%	46	40	-13.0%
58	54	-6.9%	76	66	-13.2%
34	30	-11.8%	28	24	-14.3%

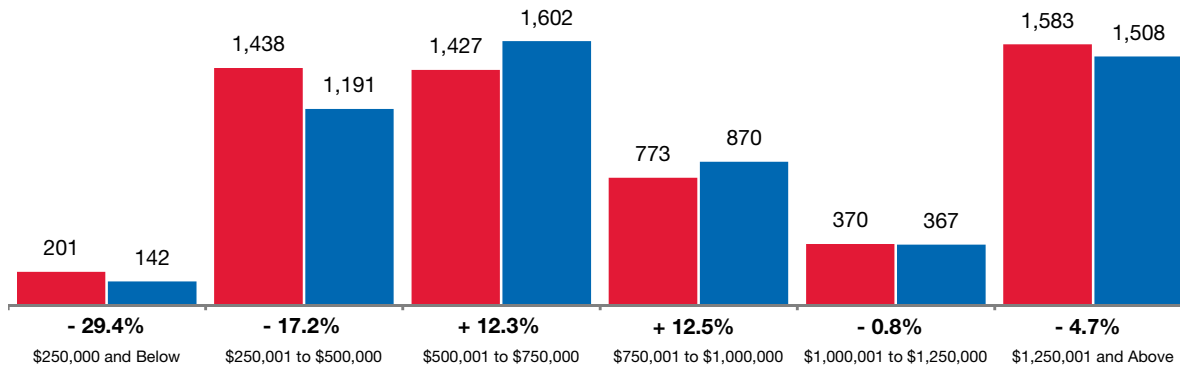


Inventory of Homes for Sale

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

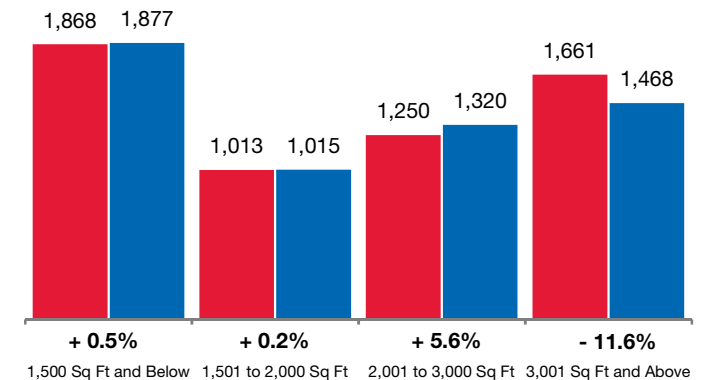
By Price Range

■ 04-2017 ■ 04-2018



By Square Feet

■ 04-2017 ■ 04-2018



All Properties

By Price Range	04-2017	04-2018	Change
\$250,000 and Below	201	142	- 29.4%
\$250,001 to \$500,000	1,438	1,191	- 17.2%
\$500,001 to \$750,000	1,427	1,602	+ 12.3%
\$750,001 to \$1,000,000	773	870	+ 12.5%
\$1,000,001 to \$1,250,000	370	367	- 0.8%
\$1,250,001 and Above	1,583	1,508	- 4.7%
All Price Ranges	5,792	5,680	- 1.9%

Single-Family Homes

04-2017	04-2018	Change	04-2017	04-2018	Change
55	44	- 20.0%	146	98	- 32.9%
762	492	- 35.4%	676	699	+ 3.4%
1,152	1,254	+ 8.9%	275	348	+ 26.5%
638	695	+ 8.9%	135	175	+ 29.6%
300	288	- 4.0%	70	79	+ 12.9%
1,394	1,297	- 7.0%	189	211	+ 11.6%
4,301	4,070	- 5.4%	1,491	1,610	+ 8.0%

Condos - Townhomes

By Square Feet	04-2017	04-2018	Change
1,500 Sq Ft and Below	1,868	1,877	+ 0.5%
1,501 to 2,000 Sq Ft	1,013	1,015	+ 0.2%
2,001 to 3,000 Sq Ft	1,250	1,320	+ 5.6%
3,001 Sq Ft and Above	1,661	1,468	- 11.6%
All Square Footage	5,792	5,680	- 1.9%

04-2017	04-2018	Change	04-2017	04-2018	Change
801	747	- 6.7%	1,067	1,130	+ 5.9%
722	668	- 7.5%	291	347	+ 19.2%
1,133	1,201	+ 6.0%	117	119	+ 1.7%
1,645	1,454	- 11.6%	16	14	- 12.5%
4,301	4,070	- 5.4%	1,491	1,610	+ 8.0%

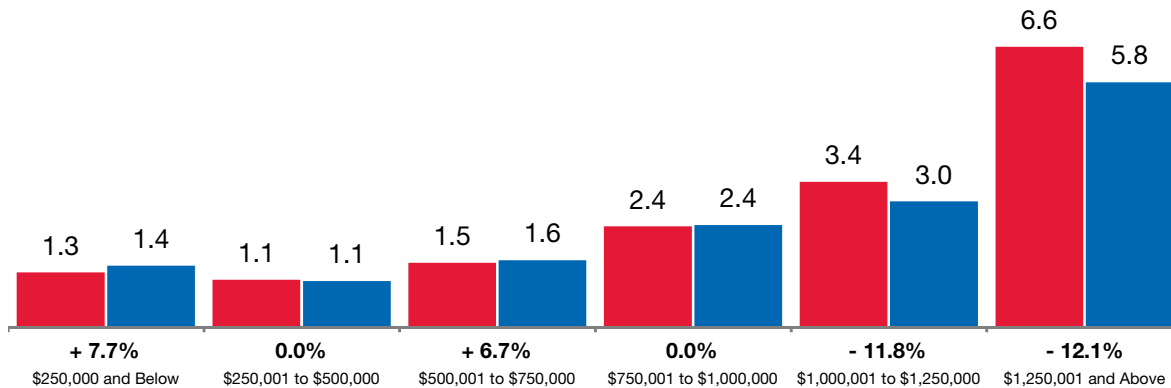


Months Supply of Inventory

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.

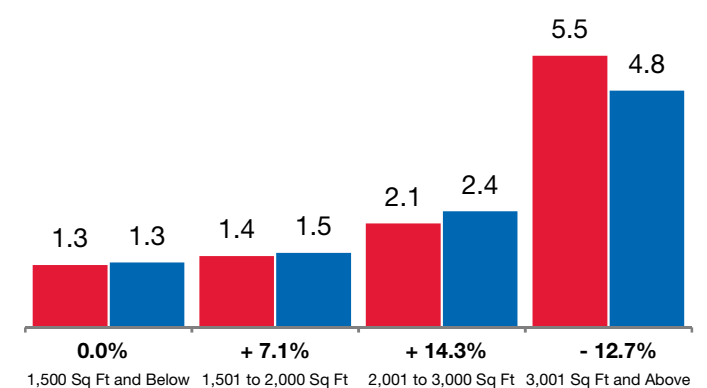
By Price Range

■ 04-2017 ■ 04-2018



By Square Feet

■ 04-2017 ■ 04-2018



All Properties

By Price Range	04-2017	04-2018	Change
\$250,000 and Below	1.3	1.4	+ 7.7%
\$250,001 to \$500,000	1.1	1.1	0.0%
\$500,001 to \$750,000	1.5	1.6	+ 6.7%
\$750,001 to \$1,000,000	2.4	2.4	0.0%
\$1,000,001 to \$1,250,000	3.4	3.0	- 11.8%
\$1,250,001 and Above	6.6	5.8	- 12.1%
All Price Ranges	1.9	1.9	0.0%

Single-Family Homes

04-2017	04-2018	Change	04-2017	04-2018	Change
3.3	3.8	+ 15.2%	1.0	1.1	+ 10.0%
1.2	1.0	- 16.7%	1.1	1.1	0.0%
1.5	1.6	+ 6.7%	1.5	1.7	+ 13.3%
2.3	2.2	- 4.3%	3.0	3.4	+ 13.3%
3.3	2.7	- 18.2%	4.4	4.4	0.0%
6.8	5.7	- 16.2%	5.8	6.5	+ 12.1%
2.1	2.1	0.0%	1.4	1.6	+ 14.3%

Condos - Townhomes

By Square Feet	04-2017	04-2018	Change
1,500 Sq Ft and Below	1.3	1.3	0.0%
1,501 to 2,000 Sq Ft	1.4	1.5	+ 7.1%
2,001 to 3,000 Sq Ft	2.1	2.4	+ 14.3%
3,001 Sq Ft and Above	5.5	4.8	- 12.7%
All Square Footage	1.9	1.9	0.0%

04-2017	04-2018	Change	04-2017	04-2018	Change
1.3	1.2	- 7.7%	1.3	1.4	+ 7.7%
1.3	1.3	0.0%	1.8	2.1	+ 16.7%
2.0	2.3	+ 15.0%	3.5	3.8	+ 8.6%
5.5	4.8	- 12.7%	8.8	7.0	- 20.5%
2.1	2.1	0.0%	1.4	1.6	+ 14.3%

