

Housing Supply Overview

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

June 2018

We are firmly within summer during an economically strong year in the U.S., thus real estate activity is busy. There are still generally more buyers than sellers in most price and housing style categories, so prices will continue to rise until that situation changes. For the 12-month period spanning July 2017 through June 2018, Pending Sales in San Diego County were down 5.0 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 11.1 percent.

The overall Median Sales Price was up 6.8 percent to \$550,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 7.8 percent to \$624,000. 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 55 days.

Market-wide, inventory levels were up 4.3 percent. The property type that gained the most inventory was the Condos - Townhomes segment, where it increased 15.8 percent. That amounts to 2.5 months supply for Single-Family Homes and 1.9 months supply for Condos - Townhomes.

Quick Facts

+ 11.1%

- 2.3%

- 4.5%

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.

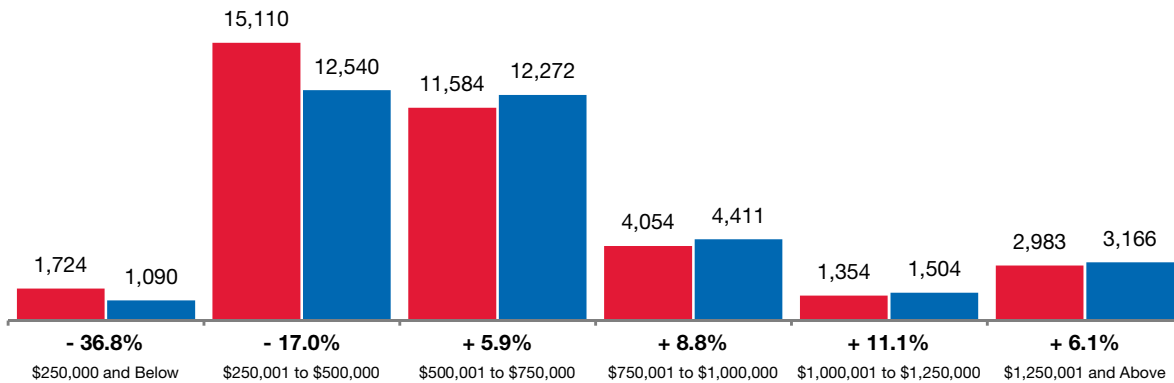
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Pending Sales

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

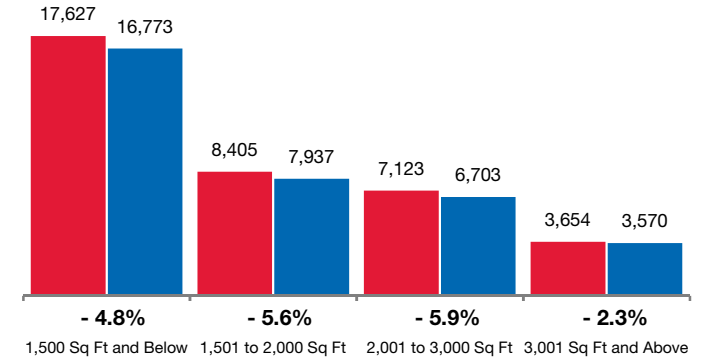
By Price Range

■ 06-2017 ■ 06-2018



By Square Feet

■ 06-2017 ■ 06-2018



All Properties

By Price Range	06-2017	06-2018	Change
\$250,000 and Below	1,724	1,090	-36.8%
\$250,001 to \$500,000	15,110	12,540	-17.0%
\$500,001 to \$750,000	11,584	12,272	+5.9%
\$750,001 to \$1,000,000	4,054	4,411	+8.8%
\$1,000,001 to \$1,250,000	1,354	1,504	+11.1%
\$1,250,001 and Above	2,983	3,166	+6.1%
All Price Ranges	36,809	34,983	-5.0%

Single-Family Homes

06-2017	06-2018	Change	06-2017	06-2018	Change
185	139	-24.9%	1,539	951	-38.2%
7,548	5,351	-29.1%	7,562	7,189	-4.9%
9,357	9,676	+3.4%	2,227	2,596	+16.6%
3,482	3,767	+8.2%	572	644	+12.6%
1,157	1,284	+11.0%	197	220	+11.7%
2,546	2,797	+9.9%	437	369	-15.6%
24,275	23,014	-5.2%	12,534	11,969	-4.5%

Condos - Townhomes

By Square Feet	06-2017	06-2018	Change
1,500 Sq Ft and Below	17,627	16,773	-4.8%
1,501 to 2,000 Sq Ft	8,405	7,937	-5.6%
2,001 to 3,000 Sq Ft	7,123	6,703	-5.9%
3,001 Sq Ft and Above	3,654	3,570	-2.3%
All Square Footage	36,809	34,983	-5.0%

06-2017	06-2018	Change	06-2017	06-2018	Change
7,472	7,142	-4.4%	10,155	9,631	-5.2%
6,463	5,990	-7.3%	1,942	1,947	+0.3%
6,705	6,329	-5.6%	418	374	-10.5%
3,635	3,553	-2.3%	19	17	-10.5%
24,275	23,014	-5.2%	12,534	11,969	-4.5%

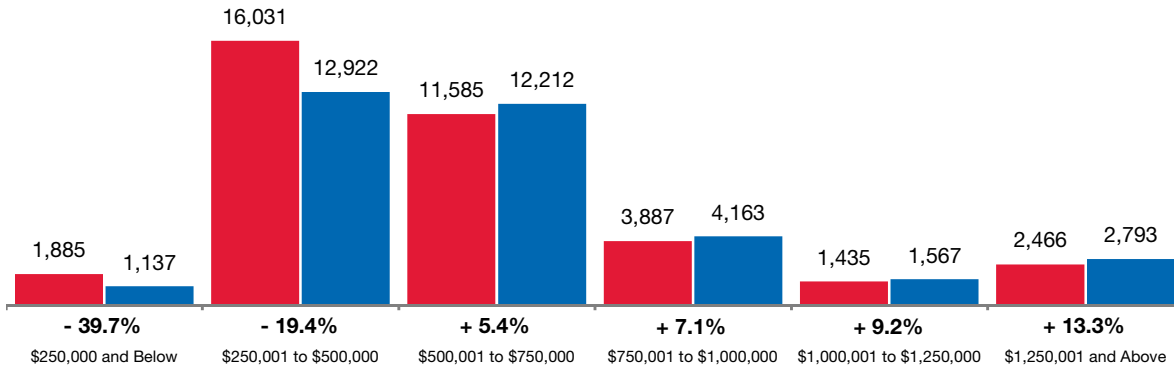


Closed Sales

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

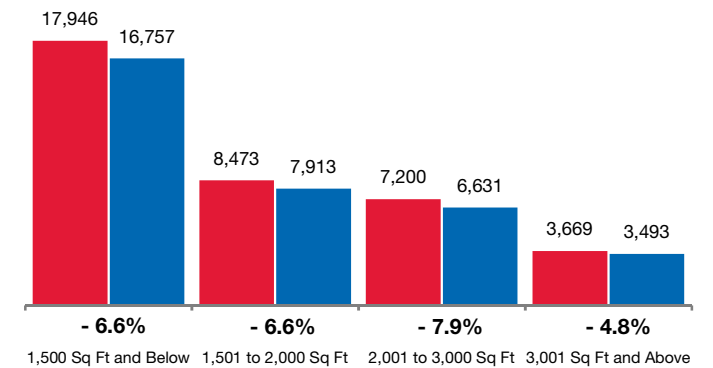
By Price Range

■ 06-2017 ■ 06-2018



By Square Feet

■ 06-2017 ■ 06-2018



All Properties

By Price Range	06-2017	06-2018	Change
\$250,000 and Below	1,885	1,137	-39.7%
\$250,001 to \$500,000	16,031	12,922	-19.4%
\$500,001 to \$750,000	11,585	12,212	+5.4%
\$750,001 to \$1,000,000	3,887	4,163	+7.1%
\$1,000,001 to \$1,250,000	1,435	1,567	+9.2%
\$1,250,001 and Above	2,466	2,793	+13.3%
All Price Ranges	37,289	34,794	-6.7%

Single-Family Homes

06-2017	06-2018	Change	06-2017	06-2018	Change
188	136	-27.7%	1,697	1,001	-41.0%
8,309	5,687	-31.6%	7,722	7,235	-6.3%
9,341	9,635	+3.1%	2,244	2,577	+14.8%
3,344	3,526	+5.4%	543	637	+17.3%
1,238	1,375	+11.1%	197	192	-2.5%
2,180	2,458	+12.8%	286	335	+17.1%
24,600	22,817	-7.2%	12,689	11,977	-5.6%

Condos - Townhomes

By Square Feet	06-2017	06-2018	Change
1,500 Sq Ft and Below	17,946	16,757	-6.6%
1,501 to 2,000 Sq Ft	8,473	7,913	-6.6%
2,001 to 3,000 Sq Ft	7,200	6,631	-7.9%
3,001 Sq Ft and Above	3,669	3,493	-4.8%
All Square Footage	37,289	34,794	-6.7%

06-2017	06-2018	Change	06-2017	06-2018	Change
7,625	7,103	-6.8%	10,321	9,654	-6.5%
6,522	5,978	-8.3%	1,951	1,935	-0.8%
6,803	6,261	-8.0%	397	370	-6.8%
3,649	3,475	-4.8%	20	18	-10.0%
24,600	22,817	-7.2%	12,689	11,977	-5.6%

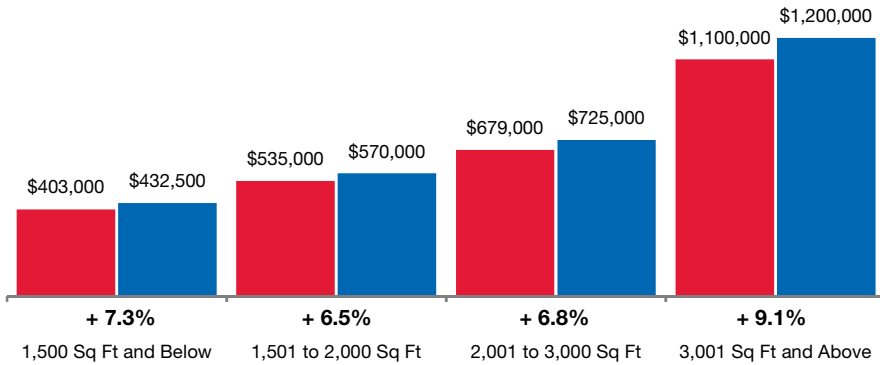


Median Sales Price

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.**

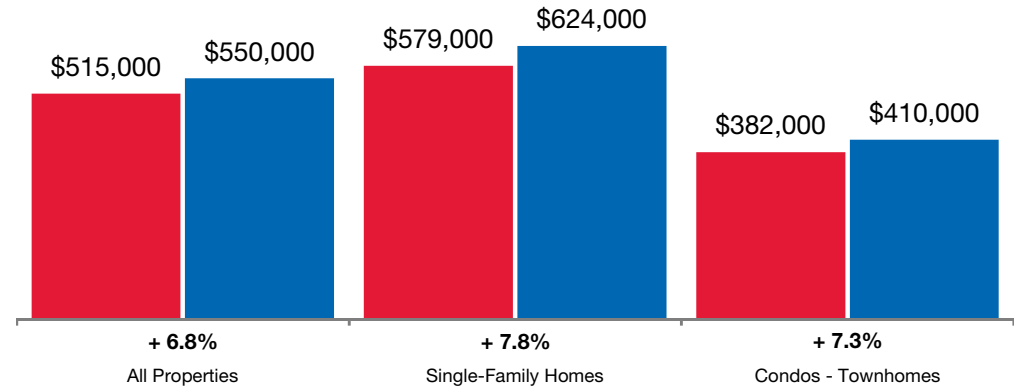
By Square Feet

■ 06-2017 ■ 06-2018



By Property Type

■ 06-2017 ■ 06-2018

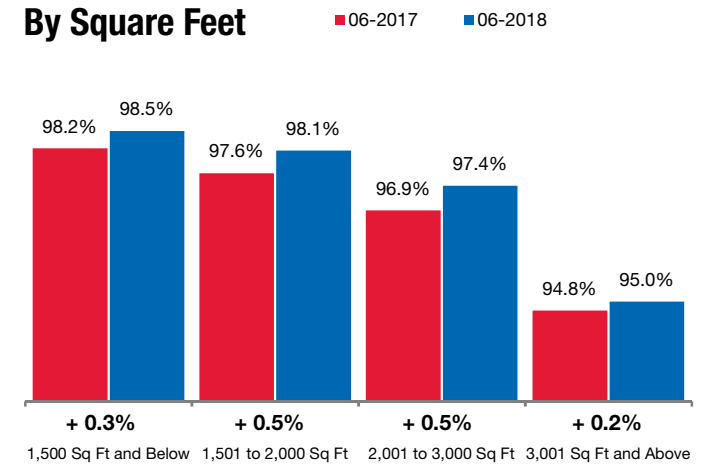
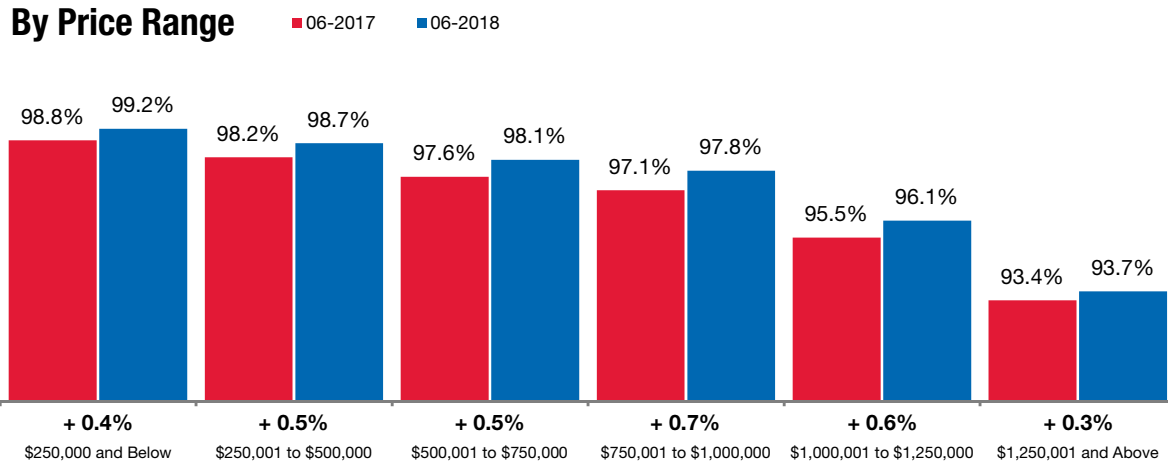


By Square Feet	All Properties		
	06-2017	06-2018	Change
1,500 Sq Ft and Below	\$403,000	\$432,500	+ 7.3%
1,501 to 2,000 Sq Ft	\$535,000	\$570,000	+ 6.5%
2,001 to 3,000 Sq Ft	\$679,000	\$725,000	+ 6.8%
3,001 Sq Ft and Above	\$1,100,000	\$1,200,000	+ 9.1%
All Square Footage	\$515,000	\$550,000	+ 6.8%

	Single-Family Homes			Condos - Townhomes		
	06-2017	06-2018	Change	06-2017	06-2018	Change
	\$440,000	\$480,000	+ 9.1%	\$350,000	\$378,000	+ 8.0%
	\$531,000	\$570,000	+ 7.3%	\$545,000	\$572,000	+ 5.0%
	\$670,000	\$717,282	+ 7.1%	\$857,000	\$977,500	+ 14.1%
	\$1,100,000	\$1,200,000	+ 9.1%	\$2,657,500	\$1,952,500	- 26.5%
	\$579,000	\$624,000	+ 7.8%	\$382,000	\$410,000	+ 7.3%

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	06-2017	06-2018	Change
\$250,000 and Below	98.8%	99.2%	+ 0.4%
\$250,001 to \$500,000	98.2%	98.7%	+ 0.5%
\$500,001 to \$750,000	97.6%	98.1%	+ 0.5%
\$750,001 to \$1,000,000	97.1%	97.8%	+ 0.7%
\$1,000,001 to \$1,250,000	95.5%	96.1%	+ 0.6%
\$1,250,001 and Above	93.4%	93.7%	+ 0.3%
All Price Ranges	97.5%	97.9%	+ 0.4%

Single-Family Homes			Condos - Townhomes		
06-2017	06-2018	Change	06-2017	06-2018	Change
89.9%	91.8%	+ 2.1%	97.6%	97.9%	+ 0.3%
97.5%	97.6%	+ 0.1%	98.5%	98.8%	+ 0.3%
97.8%	98.3%	+ 0.5%	98.2%	98.7%	+ 0.5%
97.3%	98.0%	+ 0.7%	97.1%	97.1%	0.0%
95.7%	96.4%	+ 0.7%	94.7%	95.3%	+ 0.6%
94.2%	94.6%	+ 0.4%	95.1%	95.5%	+ 0.4%
97.1%	97.5%	+ 0.4%	98.1%	98.5%	+ 0.4%

By Square Feet	06-2017	06-2018	Change
1,500 Sq Ft and Below	98.2%	98.5%	+ 0.3%
1,501 to 2,000 Sq Ft	97.6%	98.1%	+ 0.5%
2,001 to 3,000 Sq Ft	96.9%	97.4%	+ 0.5%
3,001 Sq Ft and Above	94.8%	95.0%	+ 0.2%
All Square Footage	97.5%	97.9%	+ 0.4%

06-2017	06-2018	Change	06-2017	06-2018	Change
98.0%	98.4%	+ 0.4%	98.3%	98.6%	+ 0.3%
97.6%	98.1%	+ 0.5%	97.8%	98.1%	+ 0.3%
96.9%	97.4%	+ 0.5%	96.0%	96.8%	+ 0.8%
94.9%	95.0%	+ 0.1%	93.5%	93.7%	+ 0.2%
97.1%	97.5%	+ 0.4%	98.1%	98.5%	+ 0.4%

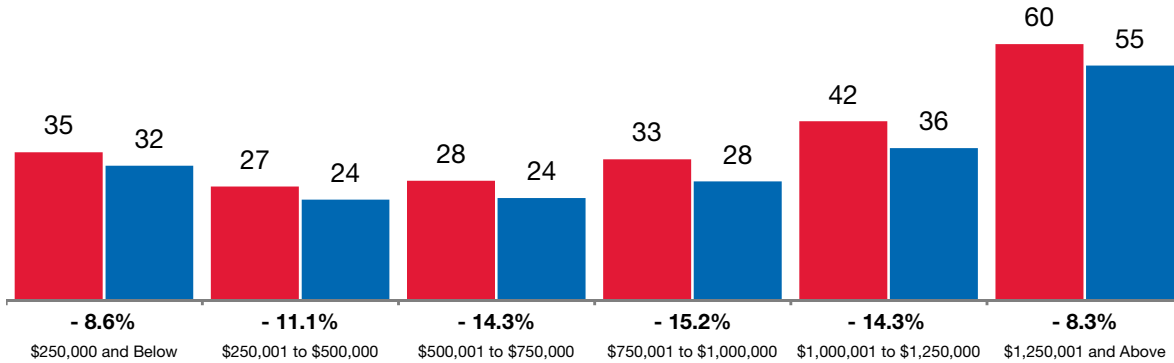


Days on Market Until Sale

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.

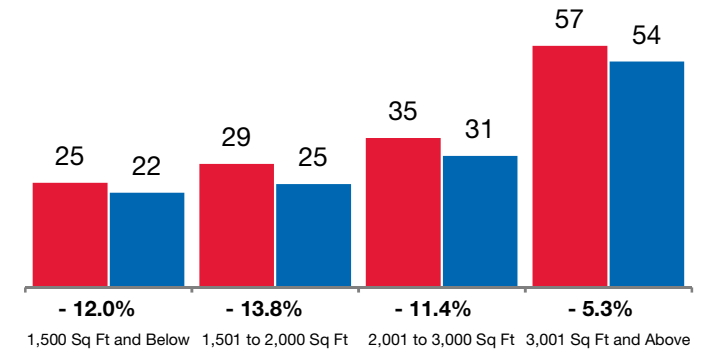
By Price Range

■ 06-2017 ■ 06-2018



By Square Feet

■ 06-2017 ■ 06-2018



All Properties

By Price Range	06-2017	06-2018	Change
\$250,000 and Below	35	32	- 8.6%
\$250,001 to \$500,000	27	24	- 11.1%
\$500,001 to \$750,000	28	24	- 14.3%
\$750,001 to \$1,000,000	33	28	- 15.2%
\$1,000,001 to \$1,250,000	42	36	- 14.3%
\$1,250,001 and Above	60	55	- 8.3%
All Price Ranges	31	28	- 9.7%

Single-Family Homes

06-2017	06-2018	Change	06-2017	06-2018	Change
80	66	- 17.5%	30	27	- 10.0%
31	27	- 12.9%	23	21	- 8.7%
29	24	- 17.2%	25	23	- 8.0%
32	27	- 15.6%	39	35	- 10.3%
40	34	- 15.0%	59	48	- 18.6%
60	56	- 6.7%	60	50	- 16.7%
34	30	- 11.8%	26	24	- 7.7%

Condos - Townhomes

By Square Feet	06-2017	06-2018	Change
1,500 Sq Ft and Below	25	22	- 12.0%
1,501 to 2,000 Sq Ft	29	25	- 13.8%
2,001 to 3,000 Sq Ft	35	31	- 11.4%
3,001 Sq Ft and Above	57	54	- 5.3%
All Square Footage	31	28	- 9.7%

06-2017	06-2018	Change	06-2017	06-2018	Change
25	22	- 12.0%	24	23	- 4.2%
28	24	- 14.3%	32	28	- 12.5%
35	31	- 11.4%	45	42	- 6.7%
57	54	- 5.3%	60	55	- 8.3%
34	30	- 11.8%	26	24	- 7.7%

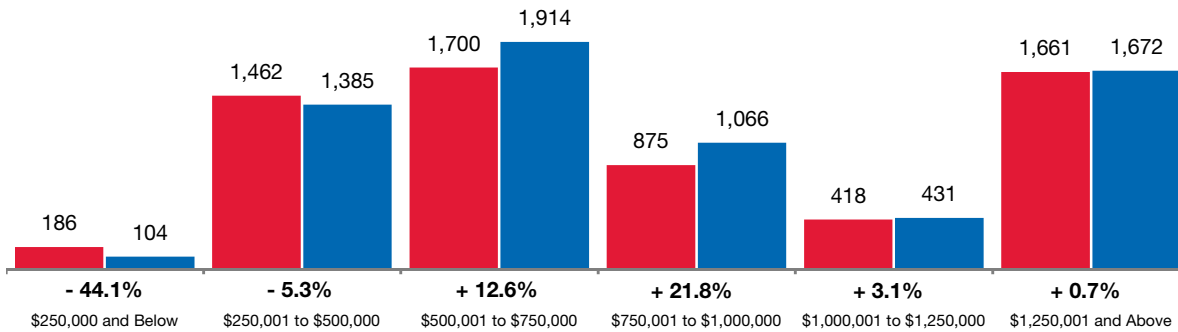


Inventory of Homes for Sale

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

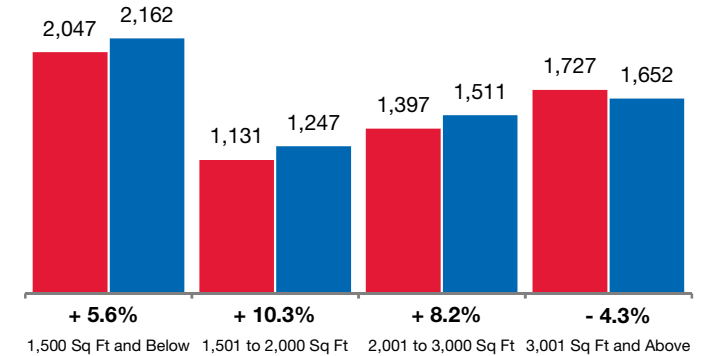
By Price Range

■ 06-2017 ■ 06-2018



By Square Feet

■ 06-2017 ■ 06-2018



All Properties

By Price Range	06-2017	06-2018	Change
\$250,000 and Below	186	104	- 44.1%
\$250,001 to \$500,000	1,462	1,385	- 5.3%
\$500,001 to \$750,000	1,700	1,914	+ 12.6%
\$750,001 to \$1,000,000	875	1,066	+ 21.8%
\$1,000,001 to \$1,250,000	418	431	+ 3.1%
\$1,250,001 and Above	1,661	1,672	+ 0.7%
All Price Ranges	6,302	6,572	+ 4.3%

Single-Family Homes

06-2017	06-2018	Change	06-2017	06-2018	Change
46	28	- 39.1%	140	76	- 45.7%
742	525	- 29.2%	720	860	+ 19.4%
1,352	1,491	+ 10.3%	348	423	+ 21.6%
724	875	+ 20.9%	151	191	+ 26.5%
347	349	+ 0.6%	71	82	+ 15.5%
1,476	1,434	- 2.8%	185	238	+ 28.6%
4,687	4,702	+ 0.3%	1,615	1,870	+ 15.8%

Condos - Townhomes

By Square Feet	06-2017	06-2018	Change
1,500 Sq Ft and Below	2,047	2,162	+ 5.6%
1,501 to 2,000 Sq Ft	1,131	1,247	+ 10.3%
2,001 to 3,000 Sq Ft	1,397	1,511	+ 8.2%
3,001 Sq Ft and Above	1,727	1,652	- 4.3%
All Square Footage	6,302	6,572	+ 4.3%

06-2017	06-2018	Change	06-2017	06-2018	Change
897	829	- 7.6%	1,150	1,333	+ 15.9%
807	869	+ 7.7%	324	378	+ 16.7%
1,275	1,375	+ 7.8%	122	136	+ 11.5%
1,708	1,629	- 4.6%	19	23	+ 21.1%
4,687	4,702	+ 0.3%	1,615	1,870	+ 15.8%

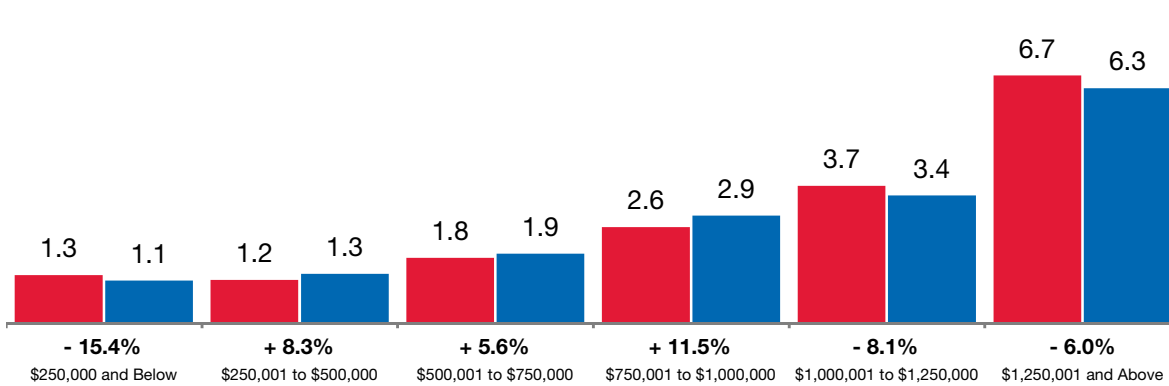


Months Supply of Inventory

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.

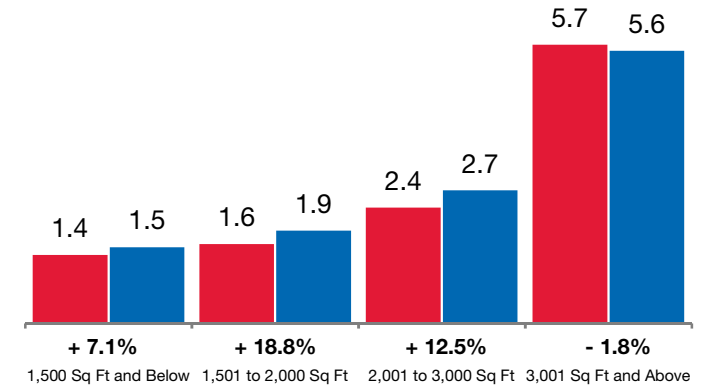
By Price Range

■ 06-2017 ■ 06-2018



By Square Feet

■ 06-2017 ■ 06-2018



All Properties

By Price Range	06-2017	06-2018	Change
\$250,000 and Below	1.3	1.1	-15.4%
\$250,001 to \$500,000	1.2	1.3	+8.3%
\$500,001 to \$750,000	1.8	1.9	+5.6%
\$750,001 to \$1,000,000	2.6	2.9	+11.5%
\$1,000,001 to \$1,250,000	3.7	3.4	-8.1%
\$1,250,001 and Above	6.7	6.3	-6.0%
All Price Ranges	2.1	2.3	+9.5%

Single-Family Homes

06-2017	06-2018	Change	06-2017	06-2018	Change
3.0	2.4	-20.0%	1.1	1.0	-9.1%
1.2	1.2	0.0%	1.1	1.4	+27.3%
1.7	1.8	+5.9%	1.9	2.0	+5.3%
2.5	2.8	+12.0%	3.2	3.6	+12.5%
3.6	3.3	-8.3%	4.3	4.5	+4.7%
7.0	6.2	-11.4%	5.1	7.7	+51.0%
2.3	2.5	+8.7%	1.5	1.9	+26.7%

Condos - Townhomes

By Square Feet	06-2017	06-2018	Change
1,500 Sq Ft and Below	1.4	1.5	+7.1%
1,501 to 2,000 Sq Ft	1.6	1.9	+18.8%
2,001 to 3,000 Sq Ft	2.4	2.7	+12.5%
3,001 Sq Ft and Above	5.7	5.6	-1.8%
All Square Footage	2.1	2.3	+9.5%

06-2017	06-2018	Change	06-2017	06-2018	Change
1.4	1.4	0.0%	1.4	1.7	+21.4%
1.5	1.7	+13.3%	2.0	2.3	+15.0%
2.3	2.6	+13.0%	3.5	4.4	+25.7%
5.6	5.5	-1.8%	10.0	12.2	+22.0%
2.3	2.5	+8.7%	1.5	1.9	+26.7%

