

Housing Supply Overview

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

July 2018

There are beginning to be hints of more supply in several markets across the country, coupled with a slowdown in total sales. These factors could potentially slow the long-standing trend of year-over-year median sales price increases. For the 12-month period spanning August 2017 through July 2018, Pending Sales in San Diego County were down 5.7 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 12.2 percent.

The overall Median Sales Price was up 6.8 percent to \$555,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 7.8 percent to \$415,000. 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 and Above range at 55 days.

Market-wide, inventory levels were up 11.2 percent. The property type that gained the most inventory was the Condos - Townhomes segment, where it increased 24.8 percent. That amounts to 2.6 months supply for Single-Family Homes and 2.1 months supply for Condos - Townhomes.

Quick Facts

+ 12.2%

- 2.8%

- 4.9%

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.

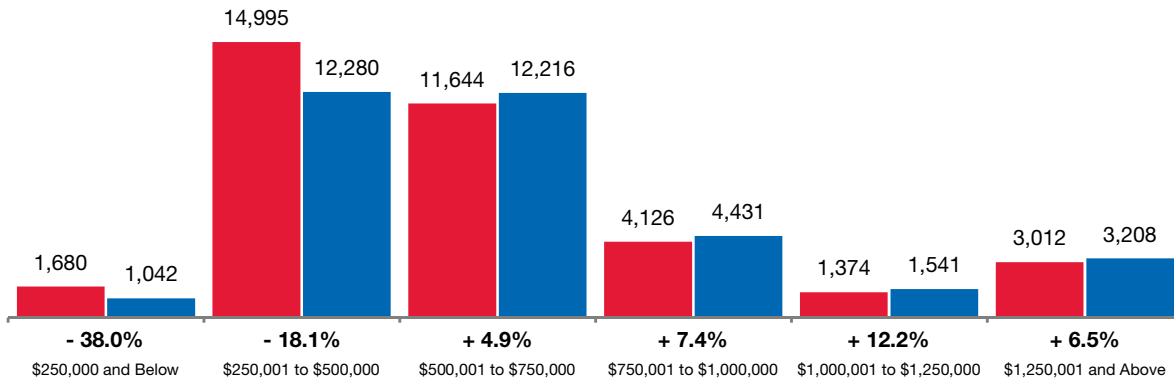
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Pending Sales

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

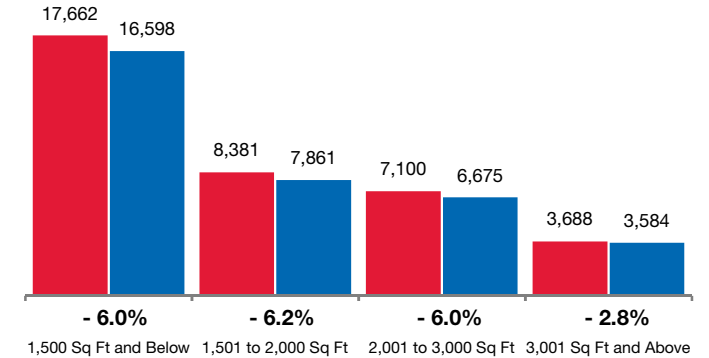
By Price Range

■ 07-2017 ■ 07-2018



By Square Feet

■ 07-2017 ■ 07-2018



All Properties

By Price Range	07-2017	07-2018	Change
\$250,000 and Below	1,680	1,042	- 38.0%
\$250,001 to \$500,000	14,995	12,280	- 18.1%
\$500,001 to \$750,000	11,644	12,216	+ 4.9%
\$750,001 to \$1,000,000	4,126	4,431	+ 7.4%
\$1,000,001 to \$1,250,000	1,374	1,541	+ 12.2%
\$1,250,001 and Above	3,012	3,208	+ 6.5%
All Price Ranges	36,831	34,718	- 5.7%

Single-Family Homes

07-2017	07-2018	Change	07-2017	07-2018	Change
180	138	- 23.3%	1,500	904	- 39.7%
7,439	5,145	- 30.8%	7,556	7,135	- 5.6%
9,398	9,605	+ 2.2%	2,246	2,611	+ 16.3%
3,536	3,788	+ 7.1%	590	643	+ 9.0%
1,172	1,321	+ 12.7%	202	220	+ 8.9%
2,593	2,823	+ 8.9%	419	385	- 8.1%
24,318	22,820	- 6.2%	12,513	11,898	- 4.9%

Condos - Townhomes

By Square Feet	07-2017	07-2018	Change
1,500 Sq Ft and Below	17,662	16,598	- 6.0%
1,501 to 2,000 Sq Ft	8,381	7,861	- 6.2%
2,001 to 3,000 Sq Ft	7,100	6,675	- 6.0%
3,001 Sq Ft and Above	3,688	3,584	- 2.8%
All Square Footage	36,831	34,718	- 5.7%

07-2017	07-2018	Change	07-2017	07-2018	Change
7,531	7,018	- 6.8%	10,131	9,580	- 5.4%
6,434	5,934	- 7.8%	1,947	1,927	- 1.0%
6,684	6,300	- 5.7%	416	375	- 9.9%
3,669	3,568	- 2.8%	19	16	- 15.8%
24,318	22,820	- 6.2%	12,513	11,898	- 4.9%

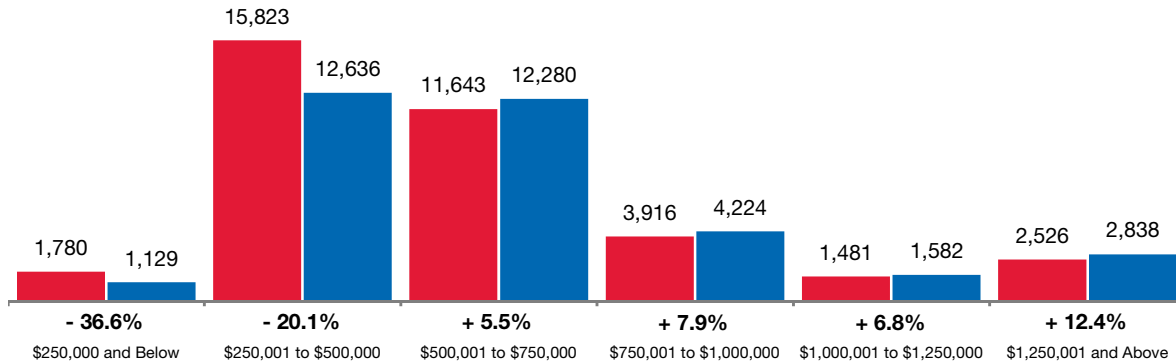


Closed Sales

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

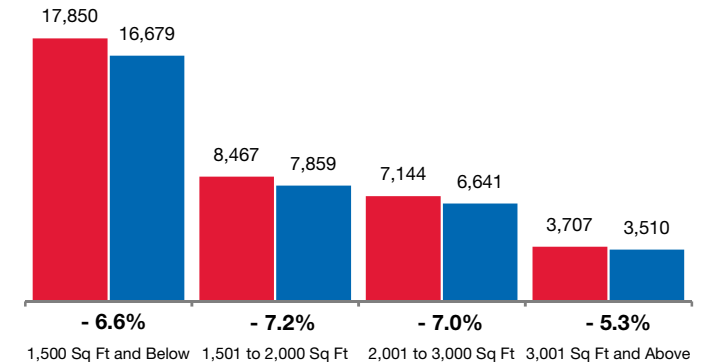
By Price Range

■ 07-2017 ■ 07-2018



By Square Feet

■ 07-2017 ■ 07-2018



All Properties

By Price Range	07-2017	07-2018	Change
\$250,000 and Below	1,780	1,129	-36.6%
\$250,001 to \$500,000	15,823	12,636	-20.1%
\$500,001 to \$750,000	11,643	12,280	+5.5%
\$750,001 to \$1,000,000	3,916	4,224	+7.9%
\$1,000,001 to \$1,250,000	1,481	1,582	+6.8%
\$1,250,001 and Above	2,526	2,838	+12.4%
All Price Ranges	37,169	34,689	-6.7%

Single-Family Homes

07-2017	07-2018	Change
180	139	-22.8%
8,085	5,502	-31.9%
9,390	9,666	+2.9%
3,354	3,585	+6.9%
1,275	1,396	+9.5%
2,218	2,503	+12.8%
24,502	22,791	-7.0%

Condos - Townhomes

07-2017	07-2018	Change
1,600	990	-38.1%
7,738	7,134	-7.8%
2,253	2,614	+16.0%
562	639	+13.7%
206	186	-9.7%
308	335	+8.8%
12,667	11,898	-6.1%

By Square Feet

07-2017	07-2018	Change
17,850	16,679	-6.6%
8,467	7,859	-7.2%
7,144	6,641	-7.0%
3,707	3,510	-5.3%
37,169	34,689	-6.7%

07-2017	07-2018	Change
7,575	7,078	-6.6%
6,504	5,949	-8.5%
6,734	6,273	-6.8%
3,688	3,491	-5.3%
24,502	22,791	-7.0%

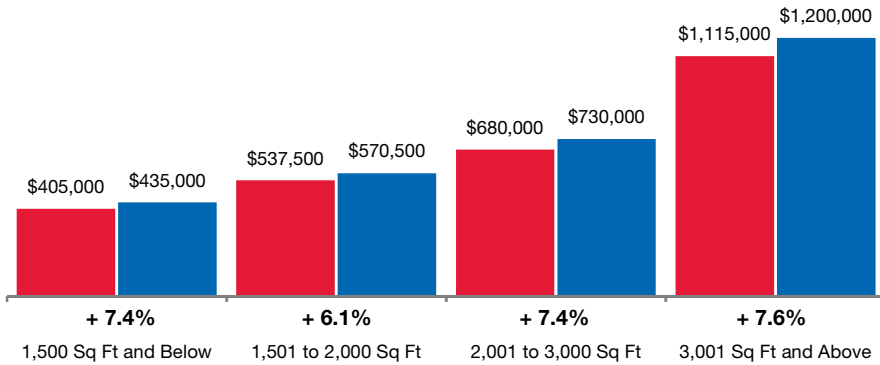


Median Sales Price

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.**

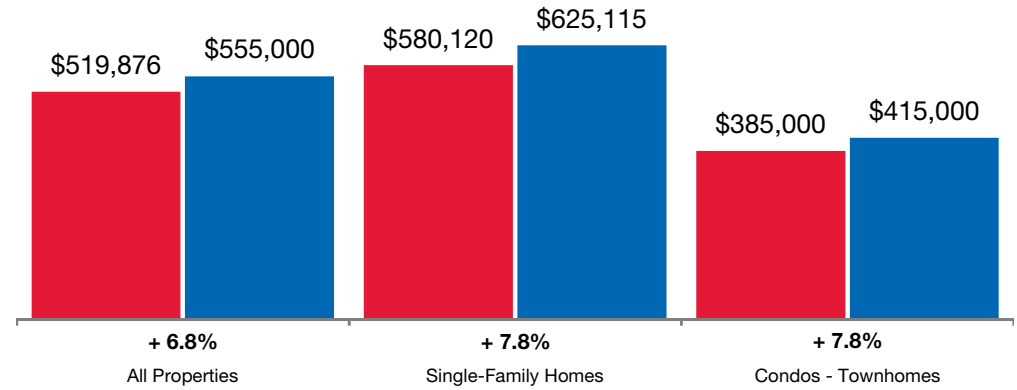
By Square Feet

■ 07-2017 ■ 07-2018



By Property Type

■ 07-2017 ■ 07-2018



By Square Feet	All Properties		
	07-2017	07-2018	Change
1,500 Sq Ft and Below	\$405,000	\$435,000	+ 7.4%
1,501 to 2,000 Sq Ft	\$537,500	\$570,500	+ 6.1%
2,001 to 3,000 Sq Ft	\$680,000	\$730,000	+ 7.4%
3,001 Sq Ft and Above	\$1,115,000	\$1,200,000	+ 7.6%
All Square Footage	\$519,876	\$555,000	+ 6.8%

	Single-Family Homes			Condos - Townhomes		
	07-2017	07-2018	Change	07-2017	07-2018	Change
	\$445,000	\$484,900	+ 9.0%	\$350,250	\$380,000	+ 8.5%
	\$535,000	\$570,000	+ 6.5%	\$550,000	\$573,746	+ 4.3%
	\$675,000	\$720,000	+ 6.7%	\$875,000	\$967,500	+ 10.6%
	\$1,110,000	\$1,200,000	+ 8.1%	\$2,815,000	\$1,656,400	- 41.2%
	\$580,120	\$625,115	+ 7.8%	\$385,000	\$415,000	+ 7.8%

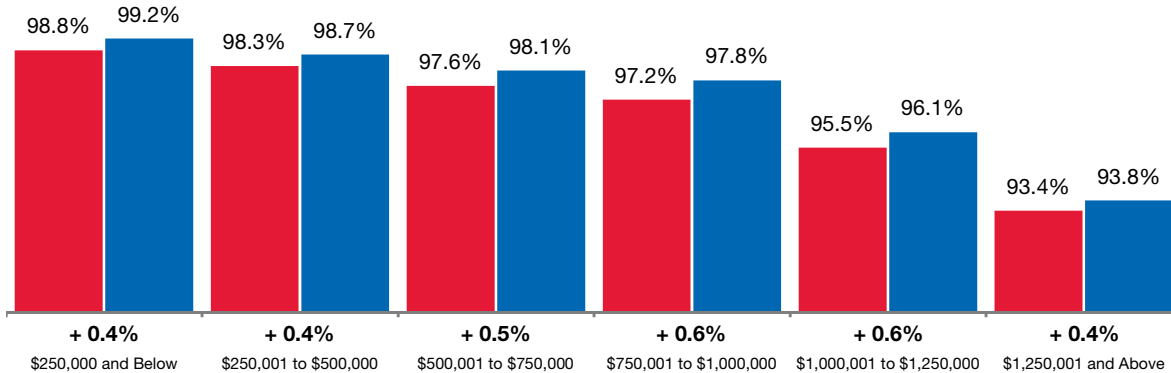


Percent of Original List Price Received

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.**

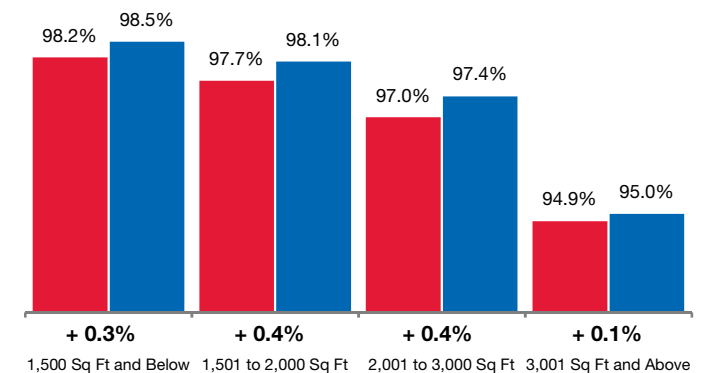
By Price Range

■ 07-2017 ■ 07-2018



By Square Feet

■ 07-2017 ■ 07-2018



All Properties

By Price Range	07-2017	07-2018	Change
\$250,000 and Below	98.8%	99.2%	+ 0.4%
\$250,001 to \$500,000	98.3%	98.7%	+ 0.4%
\$500,001 to \$750,000	97.6%	98.1%	+ 0.5%
\$750,001 to \$1,000,000	97.2%	97.8%	+ 0.6%
\$1,000,001 to \$1,250,000	95.5%	96.1%	+ 0.6%
\$1,250,001 and Above	93.4%	93.8%	+ 0.4%
All Price Ranges	97.5%	97.8%	+ 0.3%

Single-Family Homes

07-2017	07-2018	Change	07-2017	07-2018	Change
89.7%	93.1%	+ 3.8%	97.6%	97.9%	+ 0.3%
97.5%	97.6%	+ 0.1%	98.5%	98.8%	+ 0.3%
97.9%	98.3%	+ 0.4%	98.2%	98.7%	+ 0.5%
97.4%	98.0%	+ 0.6%	97.2%	97.0%	- 0.2%
95.7%	96.5%	+ 0.8%	94.5%	95.6%	+ 1.2%
94.2%	94.6%	+ 0.4%	95.2%	95.5%	+ 0.3%
97.2%	97.5%	+ 0.3%	98.2%	98.4%	+ 0.2%

Condos - Townhomes

By Square Feet	07-2017	07-2018	Change
1,500 Sq Ft and Below	98.2%	98.5%	+ 0.3%
1,501 to 2,000 Sq Ft	97.7%	98.1%	+ 0.4%
2,001 to 3,000 Sq Ft	97.0%	97.4%	+ 0.4%
3,001 Sq Ft and Above	94.9%	95.0%	+ 0.1%
All Square Footage	97.5%	97.8%	+ 0.3%

07-2017	07-2018	Change	07-2017	07-2018	Change
98.0%	98.4%	+ 0.4%	98.3%	98.6%	+ 0.3%
97.7%	98.1%	+ 0.4%	97.8%	98.0%	+ 0.2%
97.0%	97.4%	+ 0.4%	96.0%	96.7%	+ 0.7%
94.9%	95.0%	+ 0.1%	94.3%	92.8%	- 1.6%
97.2%	97.5%	+ 0.3%	98.2%	98.4%	+ 0.2%

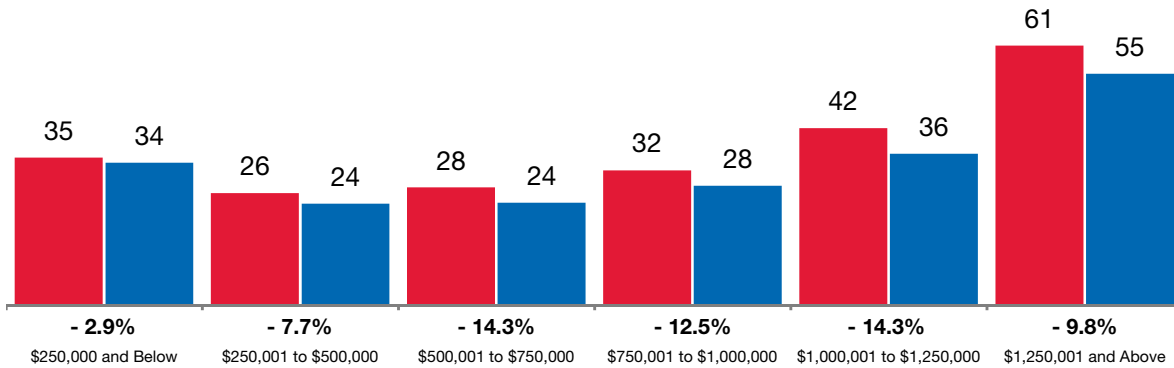


Days on Market Until Sale

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.

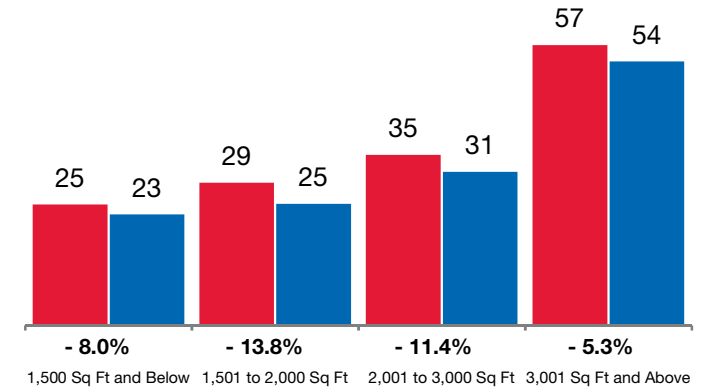
By Price Range

■ 07-2017 ■ 07-2018



By Square Feet

■ 07-2017 ■ 07-2018



All Properties

By Price Range	07-2017	07-2018	Change
\$250,000 and Below	35	34	- 2.9%
\$250,001 to \$500,000	26	24	- 7.7%
\$500,001 to \$750,000	28	24	- 14.3%
\$750,001 to \$1,000,000	32	28	- 12.5%
\$1,000,001 to \$1,250,000	42	36	- 14.3%
\$1,250,001 and Above	61	55	- 9.8%
All Price Ranges	31	28	- 9.7%

Single-Family Homes

07-2017	07-2018	Change	07-2017	07-2018	Change
77	70	- 9.1%	30	28	- 6.7%
30	27	- 10.0%	23	21	- 8.7%
28	25	- 10.7%	26	23	- 11.5%
31	27	- 12.9%	38	35	- 7.9%
39	34	- 12.8%	56	49	- 12.5%
62	55	- 11.3%	58	49	- 15.5%
33	30	- 9.1%	26	24	- 7.7%

Condos - Townhomes

By Square Feet	07-2017	07-2018	Change
1,500 Sq Ft and Below	25	23	- 8.0%
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%

07-2017	07-2018	Change	07-2017	07-2018	Change
25	22	- 12.0%	24	23	- 4.2%
28	24	- 14.3%	32	28	- 12.5%
34	31	- 8.8%	44	41	- 6.8%
57	54	- 5.3%	58	61	+ 5.2%
33	30	- 9.1%	26	24	- 7.7%

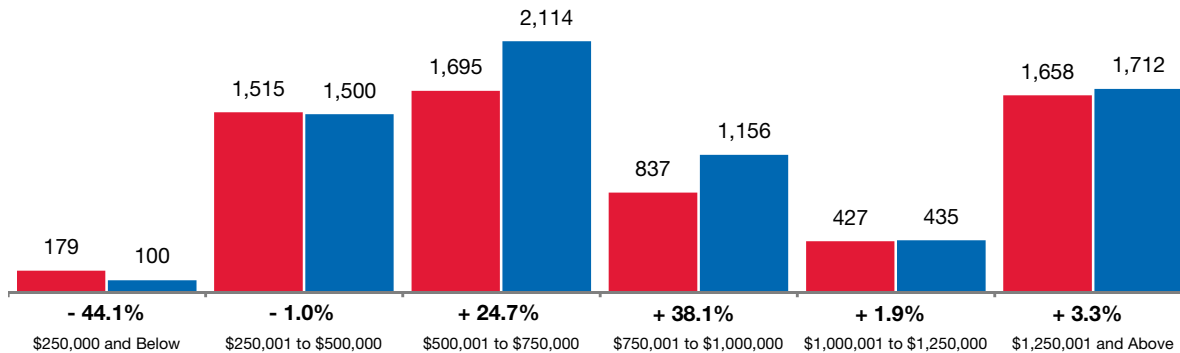


Inventory of Homes for Sale

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

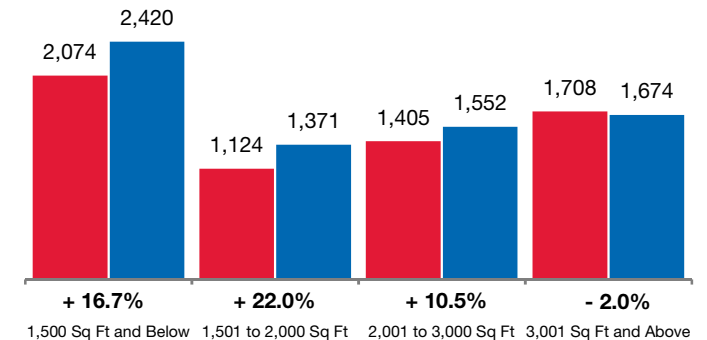
By Price Range

■ 07-2017 ■ 07-2018



By Square Feet

■ 07-2017 ■ 07-2018



All Properties

By Price Range	07-2017	07-2018	Change
\$250,000 and Below	179	100	- 44.1%
\$250,001 to \$500,000	1,515	1,500	- 1.0%
\$500,001 to \$750,000	1,695	2,114	+ 24.7%
\$750,001 to \$1,000,000	837	1,156	+ 38.1%
\$1,000,001 to \$1,250,000	427	435	+ 1.9%
\$1,250,001 and Above	1,658	1,712	+ 3.3%
All Price Ranges	6,311	7,017	+ 11.2%

Single-Family Homes

07-2017	07-2018	Change	07-2017	07-2018	Change
37	25	- 32.4%	142	75	- 47.2%
750	568	- 24.3%	765	932	+ 21.8%
1,364	1,622	+ 18.9%	331	492	+ 48.6%
708	937	+ 32.3%	129	219	+ 69.8%
348	347	- 0.3%	79	88	+ 11.4%
1,462	1,468	+ 0.4%	196	244	+ 24.5%
4,669	4,967	+ 6.4%	1,642	2,050	+ 24.8%

Condos - Townhomes

By Square Feet	07-2017	07-2018	Change
1,500 Sq Ft and Below	2,074	2,420	+ 16.7%
1,501 to 2,000 Sq Ft	1,124	1,371	+ 22.0%
2,001 to 3,000 Sq Ft	1,405	1,552	+ 10.5%
3,001 Sq Ft and Above	1,708	1,674	- 2.0%
All Square Footage	6,311	7,017	+ 11.2%

07-2017	07-2018	Change	07-2017	07-2018	Change
890	961	+ 8.0%	1,184	1,459	+ 23.2%
811	949	+ 17.0%	313	422	+ 34.8%
1,280	1,408	+ 10.0%	125	144	+ 15.2%
1,688	1,649	- 2.3%	20	25	+ 25.0%
4,669	4,967	+ 6.4%	1,642	2,050	+ 24.8%

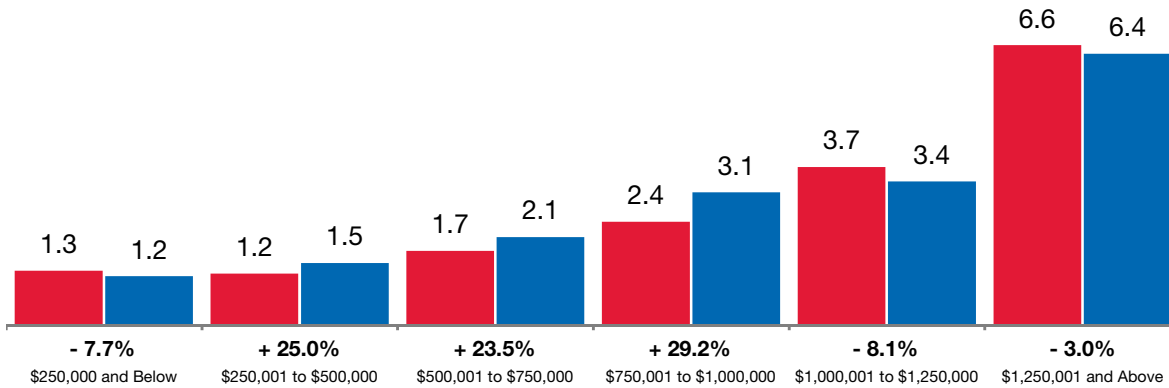


Months Supply of Inventory

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.

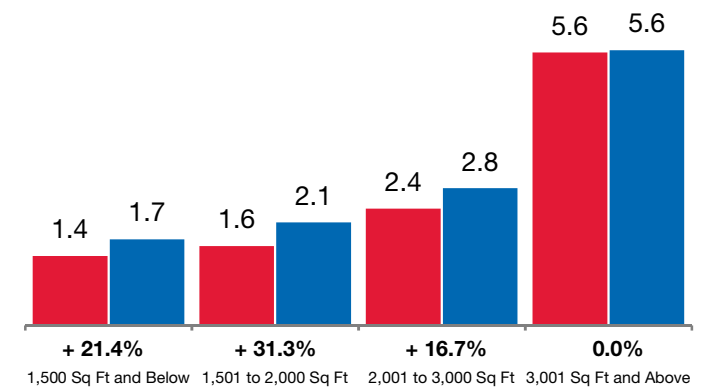
By Price Range

■ 07-2017 ■ 07-2018



By Square Feet

■ 07-2017 ■ 07-2018



All Properties

By Price Range	07-2017	07-2018	Change
\$250,000 and Below	1.3	1.2	- 7.7%
\$250,001 to \$500,000	1.2	1.5	+ 25.0%
\$500,001 to \$750,000	1.7	2.1	+ 23.5%
\$750,001 to \$1,000,000	2.4	3.1	+ 29.2%
\$1,000,001 to \$1,250,000	3.7	3.4	- 8.1%
\$1,250,001 and Above	6.6	6.4	- 3.0%
All Price Ranges	2.1	2.4	+ 14.3%

Single-Family Homes

07-2017	07-2018	Change	07-2017	07-2018	Change
2.5	2.2	- 12.0%	1.1	1.0	- 9.1%
1.2	1.3	+ 8.3%	1.2	1.6	+ 33.3%
1.7	2.0	+ 17.6%	1.8	2.3	+ 27.8%
2.4	3.0	+ 25.0%	2.6	4.1	+ 57.7%
3.6	3.2	- 11.1%	4.7	4.8	+ 2.1%
6.8	6.2	- 8.8%	5.6	7.6	+ 35.7%
2.3	2.6	+ 13.0%	1.6	2.1	+ 31.3%

Condos - Townhomes

By Square Feet	07-2017	07-2018	Change
1,500 Sq Ft and Below	1.4	1.7	+ 21.4%
1,501 to 2,000 Sq Ft	1.6	2.1	+ 31.3%
2,001 to 3,000 Sq Ft	2.4	2.8	+ 16.7%
3,001 Sq Ft and Above	5.6	5.6	0.0%
All Square Footage	2.1	2.4	+ 14.3%

07-2017	07-2018	Change	07-2017	07-2018	Change
1.4	1.6	+ 14.3%	1.4	1.8	+ 28.6%
1.5	1.9	+ 26.7%	1.9	2.6	+ 36.8%
2.3	2.7	+ 17.4%	3.6	4.6	+ 27.8%
5.5	5.5	0.0%	10.5	14.1	+ 34.3%
2.3	2.6	+ 13.0%	1.6	2.1	+ 31.3%

