

# Housing Supply Overview

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

## September 2018

According to a recent study by Fannie Mae, 24 percent of Americans feel that now is a good time to buy a house. That number was 54 percent five years ago. Feelings change rapidly when incomes do not match well with home prices and frustration sets in. For the 12-month period spanning October 2017 through September 2018, Pending Sales in San Diego County were down 6.7 percent overall. The price range with the largest gain in sales was the \$1,250,001 and Above range, where they increased 8.6 percent.

The overall Median Sales Price was up 6.9 percent to \$561,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 7.6 percent to \$635,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 24 days; the price range that tended to sell the slowest was the \$1,250,001 or More range at 53 days.

Market-wide, inventory levels were up 26.2 percent. The property type that gained the most inventory was the Condos - Townhomes segment, where it increased 39.4 percent. That amounts to 2.9 months supply for Single-Family Homes and 2.4 months supply for Condos - Townhomes.

## Quick Facts

**+ 8.6%**

**- 3.9%**

**- 5.6%**

Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
<b>\$1,250,001 and Above</b>	<b>3,001 Sq Ft and Above</b>	<b>Condos - Townhomes</b>

Residential real estate activity in San Diego County, comprised of single family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

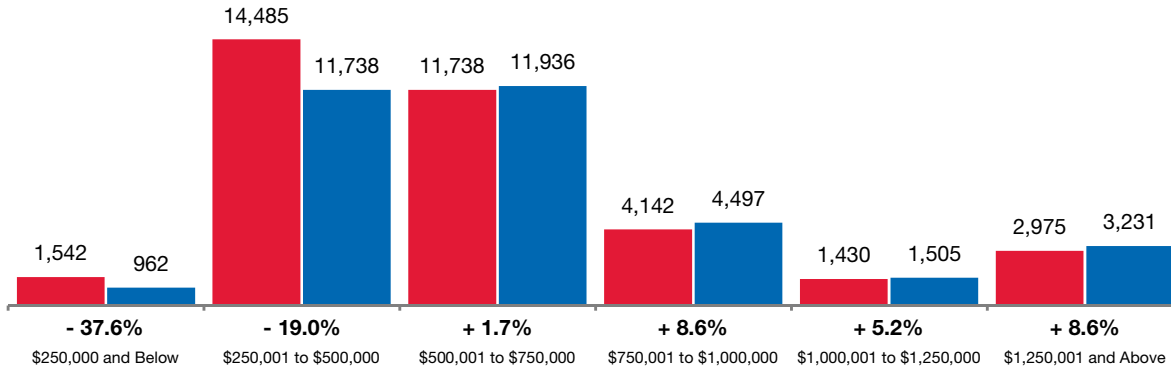
Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Days on Market Until Sale	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>

# Pending Sales

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

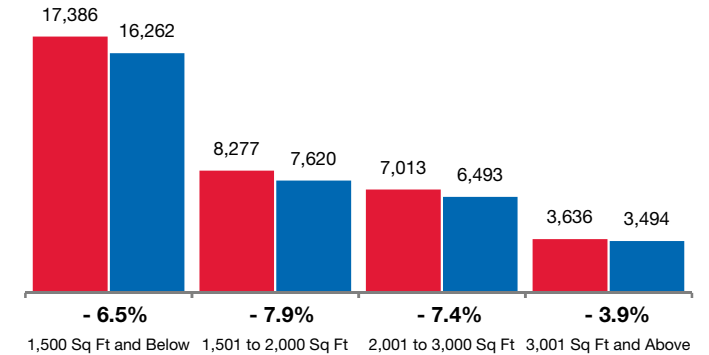
## By Price Range

■ 09-2017 ■ 09-2018



## By Square Feet

■ 09-2017 ■ 09-2018



### All Properties

By Price Range	09-2017	09-2018	Change
\$250,000 and Below	1,542	962	- 37.6%
\$250,001 to \$500,000	14,485	11,738	- 19.0%
\$500,001 to \$750,000	11,738	11,936	+ 1.7%
\$750,001 to \$1,000,000	4,142	4,497	+ 8.6%
\$1,000,001 to \$1,250,000	1,430	1,505	+ 5.2%
\$1,250,001 and Above	2,975	3,231	+ 8.6%
<b>All Price Ranges</b>	<b>36,312</b>	<b>33,869</b>	<b>- 6.7%</b>

### Single-Family Homes

09-2017	09-2018	Change	09-2017	09-2018	Change
187	136	- 27.3%	1,355	826	- 39.0%
7,031	4,828	- 31.3%	7,454	6,910	- 7.3%
9,439	9,330	- 1.2%	2,299	2,606	+ 13.4%
3,549	3,828	+ 7.9%	593	669	+ 12.8%
1,211	1,298	+ 7.2%	219	207	- 5.5%
2,578	2,819	+ 9.3%	397	412	+ 3.8%
<b>23,995</b>	<b>22,239</b>	<b>- 7.3%</b>	<b>12,317</b>	<b>11,630</b>	<b>- 5.6%</b>

### Condos - Townhomes

By Square Feet	09-2017	09-2018	Change
1,500 Sq Ft and Below	17,386	16,262	- 6.5%
1,501 to 2,000 Sq Ft	8,277	7,620	- 7.9%
2,001 to 3,000 Sq Ft	7,013	6,493	- 7.4%
3,001 Sq Ft and Above	3,636	3,494	- 3.9%
<b>All Square Footage</b>	<b>36,312</b>	<b>33,869</b>	<b>- 6.7%</b>

09-2017	09-2018	Change	09-2017	09-2018	Change
7,450	6,871	- 7.8%	9,936	9,391	- 5.5%
6,329	5,769	- 8.8%	1,948	1,851	- 5.0%
6,597	6,124	- 7.2%	416	369	- 11.3%
3,619	3,475	- 4.0%	17	19	+ 11.8%
<b>23,995</b>	<b>22,239</b>	<b>- 7.3%</b>	<b>12,317</b>	<b>11,630</b>	<b>- 5.6%</b>

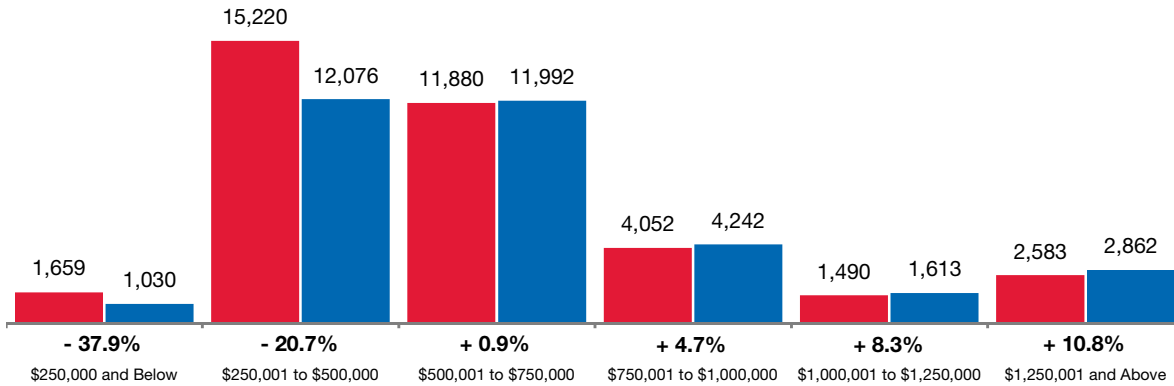


# Closed Sales

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

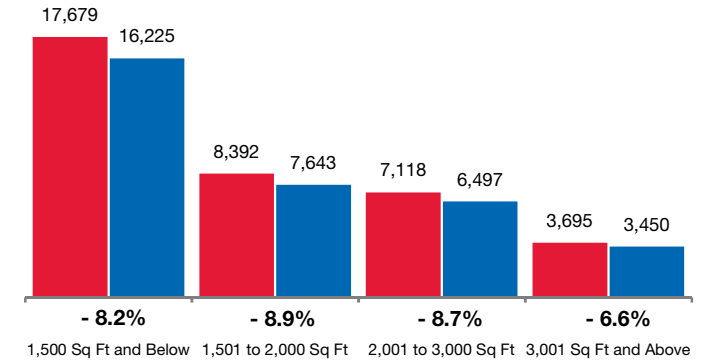
## By Price Range

■ 09-2017 ■ 09-2018



## By Square Feet

■ 09-2017 ■ 09-2018



### All Properties

By Price Range	09-2017	09-2018	Change
\$250,000 and Below	1,659	1,030	- 37.9%
\$250,001 to \$500,000	15,220	12,076	- 20.7%
\$500,001 to \$750,000	11,880	11,992	+ 0.9%
\$750,001 to \$1,000,000	4,052	4,242	+ 4.7%
\$1,000,001 to \$1,250,000	1,490	1,613	+ 8.3%
\$1,250,001 and Above	2,583	2,862	+ 10.8%
<b>All Price Ranges</b>	<b>36,884</b>	<b>33,815</b>	<b>- 8.3%</b>

### Single-Family Homes

09-2017	09-2018	Change	09-2017	09-2018	Change
180	139	- 22.8%	1,479	891	- 39.8%
7,629	5,133	- 32.7%	7,591	6,943	- 8.5%
9,541	9,400	- 1.5%	2,339	2,592	+ 10.8%
3,467	3,601	+ 3.9%	585	641	+ 9.6%
1,290	1,418	+ 9.9%	200	195	- 2.5%
2,283	2,511	+ 10.0%	300	351	+ 17.0%
<b>24,390</b>	<b>22,202</b>	<b>- 9.0%</b>	<b>12,494</b>	<b>11,613</b>	<b>- 7.1%</b>

### Condos - Townhomes

By Square Feet	09-2017	09-2018	Change
1,500 Sq Ft and Below	17,679	16,225	- 8.2%
1,501 to 2,000 Sq Ft	8,392	7,643	- 8.9%
2,001 to 3,000 Sq Ft	7,118	6,497	- 8.7%
3,001 Sq Ft and Above	3,695	3,450	- 6.6%
<b>All Square Footage</b>	<b>36,884</b>	<b>33,815</b>	<b>- 8.3%</b>

09-2017	09-2018	Change	09-2017	09-2018	Change
7,582	6,863	- 9.5%	10,097	9,362	- 7.3%
6,410	5,791	- 9.7%	1,982	1,852	- 6.6%
6,721	6,116	- 9.0%	397	381	- 4.0%
3,677	3,432	- 6.7%	18	18	0.0%
<b>24,390</b>	<b>22,202</b>	<b>- 9.0%</b>	<b>12,494</b>	<b>11,613</b>	<b>- 7.1%</b>

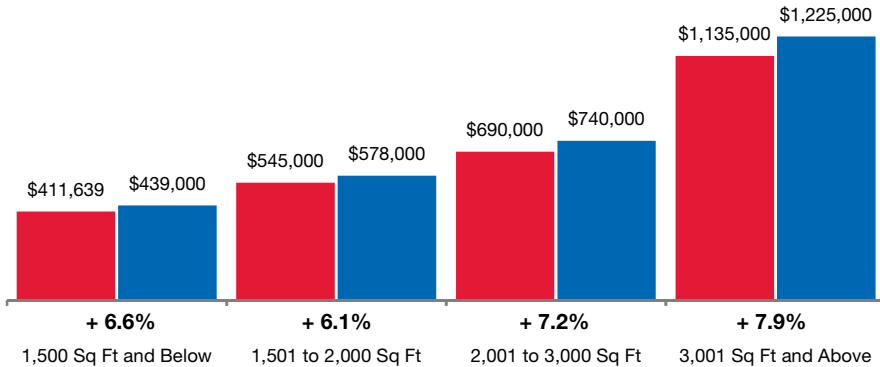


# Median Sales Price

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.**

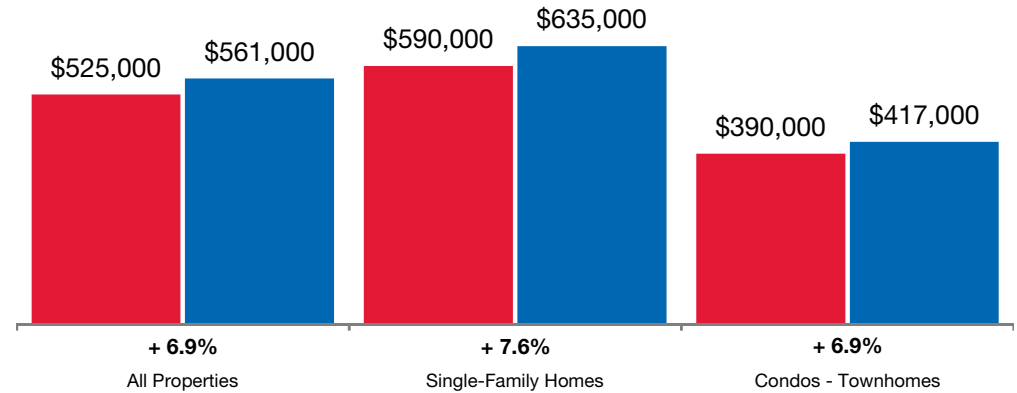
## By Square Feet

■ 09-2017 ■ 09-2018



## By Property Type

■ 09-2017 ■ 09-2018

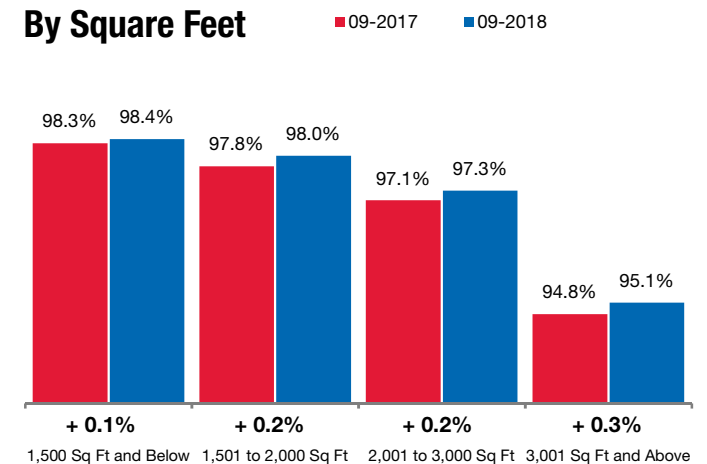
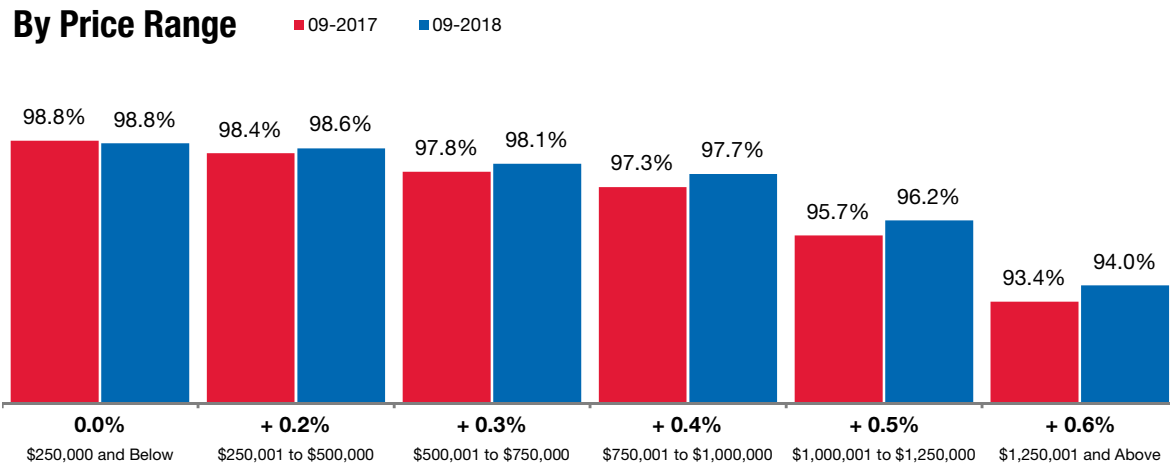


By Square Feet	All Properties		
	09-2017	09-2018	Change
1,500 Sq Ft and Below	\$411,639	\$439,000	+ 6.6%
1,501 to 2,000 Sq Ft	\$545,000	\$578,000	+ 6.1%
2,001 to 3,000 Sq Ft	\$690,000	\$740,000	+ 7.2%
3,001 Sq Ft and Above	\$1,135,000	\$1,225,000	+ 7.9%
<b>All Square Footage</b>	<b>\$525,000</b>	<b>\$561,000</b>	<b>+ 6.9%</b>

	Single-Family Homes			Condos - Townhomes		
	09-2017	09-2018	Change	09-2017	09-2018	Change
	\$450,000	\$489,000	+ 8.7%	\$355,000	\$385,000	+ 8.5%
	\$543,000	\$576,995	+ 6.3%	\$560,000	\$580,000	+ 3.6%
	\$680,000	\$730,000	+ 7.4%	\$875,000	\$1,000,000	+ 14.3%
	\$1,135,000	\$1,225,000	+ 7.9%	\$1,987,500	\$2,190,000	+ 10.2%
	<b>\$590,000</b>	<b>\$635,000</b>	<b>+ 7.6%</b>	<b>\$390,000</b>	<b>\$417,000</b>	<b>+ 6.9%</b>

# 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	09-2017	09-2018	Change
\$250,000 and Below	98.8%	98.8%	0.0%
\$250,001 to \$500,000	98.4%	98.6%	+ 0.2%
\$500,001 to \$750,000	97.8%	98.1%	+ 0.3%
\$750,001 to \$1,000,000	97.3%	97.7%	+ 0.4%
\$1,000,001 to \$1,250,000	95.7%	96.2%	+ 0.5%
\$1,250,001 and Above	93.4%	94.0%	+ 0.6%
<b>All Price Ranges</b>	<b>97.6%</b>	<b>97.8%</b>	<b>+ 0.2%</b>

## Single-Family Homes

09-2017	09-2018	Change	09-2017	09-2018	Change
90.6%	92.1%	+ 1.7%	97.7%	97.6%	- 0.1%
97.6%	97.5%	- 0.1%	98.7%	98.6%	- 0.1%
98.0%	98.2%	+ 0.2%	98.3%	98.7%	+ 0.4%
97.5%	98.0%	+ 0.5%	97.0%	97.3%	+ 0.3%
95.8%	96.6%	+ 0.8%	95.2%	95.3%	+ 0.1%
94.2%	94.7%	+ 0.5%	95.5%	95.3%	- 0.2%
<b>97.3%</b>	<b>97.5%</b>	<b>+ 0.2%</b>	<b>98.3%</b>	<b>98.3%</b>	<b>0.0%</b>

## Condos - Townhomes

By Square Feet	09-2017	09-2018	Change
1,500 Sq Ft and Below	98.3%	98.4%	+ 0.1%
1,501 to 2,000 Sq Ft	97.8%	98.0%	+ 0.2%
2,001 to 3,000 Sq Ft	97.1%	97.3%	+ 0.2%
3,001 Sq Ft and Above	94.8%	95.1%	+ 0.3%
<b>All Square Footage</b>	<b>97.6%</b>	<b>97.8%</b>	<b>+ 0.2%</b>

09-2017	09-2018	Change	09-2017	09-2018	Change
98.1%	98.3%	+ 0.2%	98.4%	98.5%	+ 0.1%
97.8%	98.1%	+ 0.3%	97.9%	98.0%	+ 0.1%
97.2%	97.4%	+ 0.2%	96.3%	96.4%	+ 0.1%
94.8%	95.1%	+ 0.3%	94.0%	92.1%	- 2.0%
<b>97.3%</b>	<b>97.5%</b>	<b>+ 0.2%</b>	<b>98.3%</b>	<b>98.3%</b>	<b>0.0%</b>

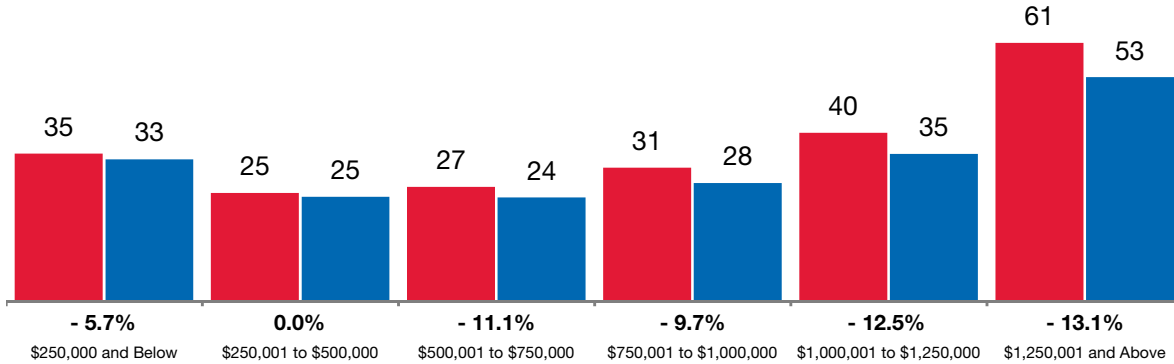


# Days on Market Until Sale

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.

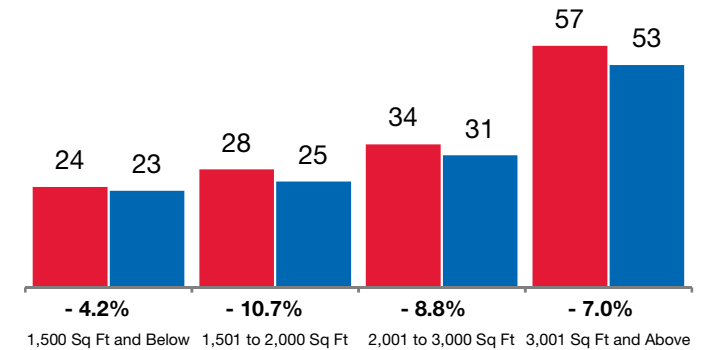
## By Price Range

■ 09-2017 ■ 09-2018



## By Square Feet

■ 09-2017 ■ 09-2018



### All Properties

By Price Range	09-2017	09-2018	Change
\$250,000 and Below	35	33	- 5.7%
\$250,001 to \$500,000	25	25	0.0%
\$500,001 to \$750,000	27	24	- 11.1%
\$750,001 to \$1,000,000	31	28	- 9.7%
\$1,000,001 to \$1,250,000	40	35	- 12.5%
\$1,250,001 and Above	61	53	- 13.1%
<b>All Price Ranges</b>	<b>30</b>	<b>28</b>	<b>- 6.7%</b>

### Single-Family Homes

09-2017	09-2018	Change	09-2017	09-2018	Change
76	65	- 14.5%	30	29	- 3.3%
29	28	- 3.4%	22	22	0.0%
27	25	- 7.4%	25	23	- 8.0%
30	27	- 10.0%	38	35	- 7.9%
39	33	- 15.4%	47	44	- 6.4%
61	54	- 11.5%	58	47	- 19.0%
<b>33</b>	<b>30</b>	<b>- 9.1%</b>	<b>25</b>	<b>25</b>	<b>0.0%</b>

### Condos - Townhomes

By Square Feet	09-2017	09-2018	Change
1,500 Sq Ft and Below	24	23	- 4.2%
1,501 to 2,000 Sq Ft	28	25	- 10.7%
2,001 to 3,000 Sq Ft	34	31	- 8.8%
3,001 Sq Ft and Above	57	53	- 7.0%
<b>All Square Footage</b>	<b>30</b>	<b>28</b>	<b>- 6.7%</b>

09-2017	09-2018	Change	09-2017	09-2018	Change
24	23	- 4.2%	24	23	- 4.2%
27	24	- 11.1%	30	29	- 3.3%
33	31	- 6.1%	43	40	- 7.0%
57	53	- 7.0%	55	63	+ 14.5%
<b>33</b>	<b>30</b>	<b>- 9.1%</b>	<b>25</b>	<b>25</b>	<b>0.0%</b>

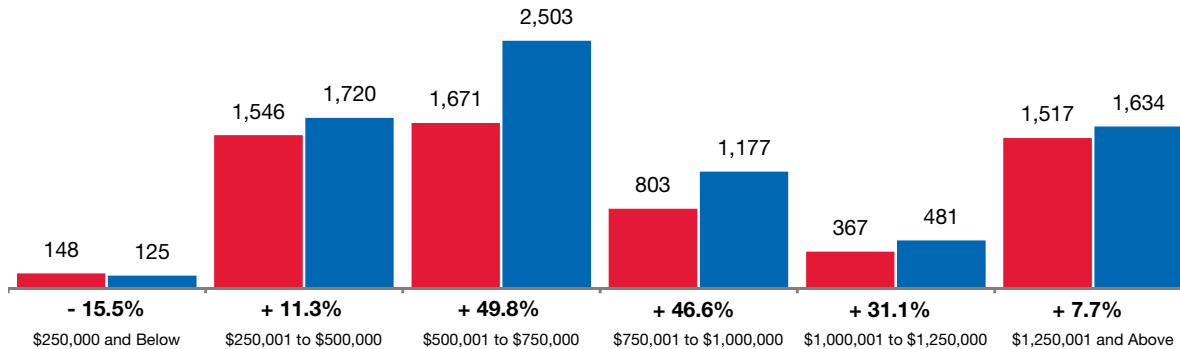


# Inventory of Homes for Sale

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

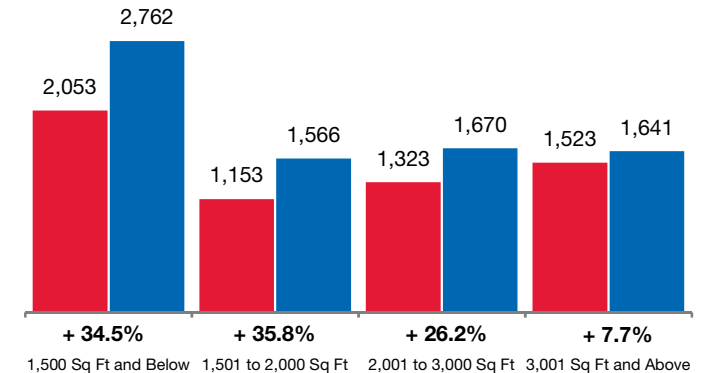
## By Price Range

■ 09-2017 ■ 09-2018



## By Square Feet

■ 09-2017 ■ 09-2018



### All Properties

By Price Range	09-2017	09-2018	Change
\$250,000 and Below	148	125	- 15.5%
\$250,001 to \$500,000	1,546	1,720	+ 11.3%
\$500,001 to \$750,000	1,671	2,503	+ 49.8%
\$750,001 to \$1,000,000	803	1,177	+ 46.6%
\$1,000,001 to \$1,250,000	367	481	+ 31.1%
\$1,250,001 and Above	1,517	1,634	+ 7.7%
<b>All Price Ranges</b>	<b>6,052</b>	<b>7,640</b>	<b>+ 26.2%</b>

### Single-Family Homes

09-2017	09-2018	Change	09-2017	09-2018	Change
25	30	+ 20.0%	123	95	- 22.8%
759	624	- 17.8%	787	1,096	+ 39.3%
1,347	1,954	+ 45.1%	324	549	+ 69.4%
649	944	+ 45.5%	154	233	+ 51.3%
297	388	+ 30.6%	70	93	+ 32.9%
1,319	1,392	+ 5.5%	198	242	+ 22.2%
<b>4,396</b>	<b>5,332</b>	<b>+ 21.3%</b>	<b>1,656</b>	<b>2,308</b>	<b>+ 39.4%</b>

### Condos - Townhomes

By Square Feet	09-2017	09-2018	Change
1,500 Sq Ft and Below	2,053	2,762	+ 34.5%
1,501 to 2,000 Sq Ft	1,153	1,566	+ 35.8%
2,001 to 3,000 Sq Ft	1,323	1,670	+ 26.2%
3,001 Sq Ft and Above	1,523	1,641	+ 7.7%
<b>All Square Footage</b>	<b>6,052</b>	<b>7,640</b>	<b>+ 26.2%</b>

09-2017	09-2018	Change	09-2017	09-2018	Change
863	1,090	+ 26.3%	1,190	1,672	+ 40.5%
826	1,089	+ 31.8%	327	477	+ 45.9%
1,207	1,534	+ 27.1%	116	136	+ 17.2%
1,500	1,618	+ 7.9%	23	23	0.0%
<b>4,396</b>	<b>5,332</b>	<b>+ 21.3%</b>	<b>1,656</b>	<b>2,308</b>	<b>+ 39.4%</b>

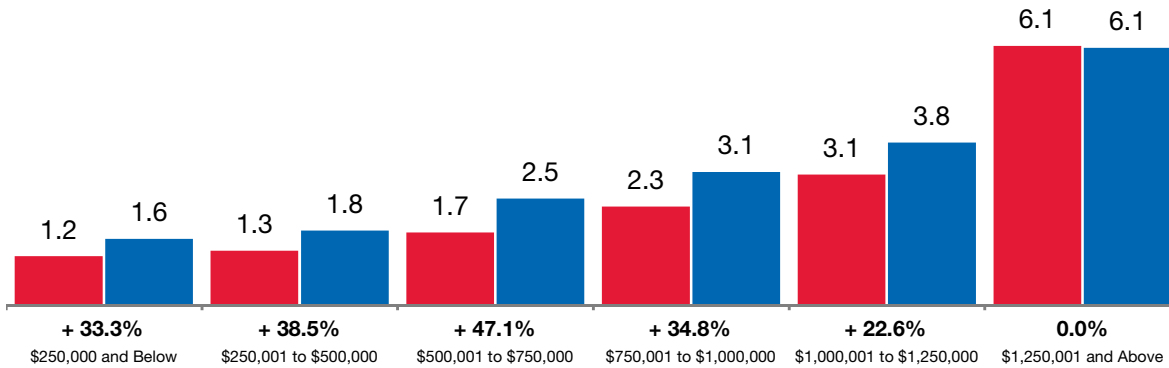


# Months Supply of Inventory

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.

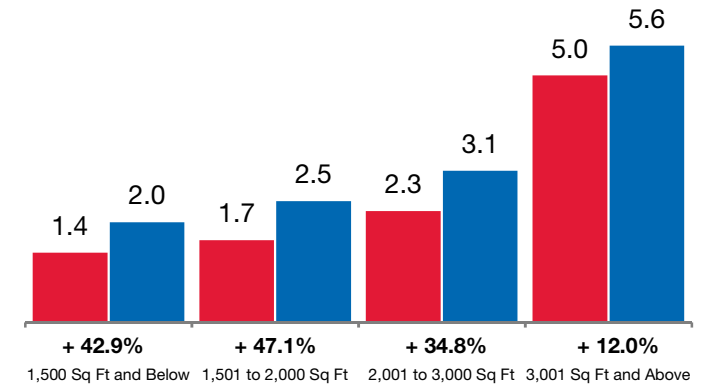
## By Price Range

■ 09-2017 ■ 09-2018



## By Square Feet

■ 09-2017 ■ 09-2018



### All Properties

By Price Range	09-2017	09-2018	Change
\$250,000 and Below	1.2	1.6	+ 33.3%
\$250,001 to \$500,000	1.3	1.8	+ 38.5%
\$500,001 to \$750,000	1.7	2.5	+ 47.1%
\$750,001 to \$1,000,000	2.3	3.1	+ 34.8%
\$1,000,001 to \$1,250,000	3.1	3.8	+ 22.6%
\$1,250,001 and Above	6.1	6.1	0.0%
<b>All Price Ranges</b>	<b>2.0</b>	<b>2.7</b>	<b>+ 35.0%</b>

### Single-Family Homes

09-2017	09-2018	Change	09-2017	09-2018	Change
1.6	2.6	+ 62.5%	1.1	1.4	+ 27.3%
1.3	1.6	+ 23.1%	1.3	1.9	+ 46.2%
1.7	2.5	+ 47.1%	1.7	2.5	+ 47.1%
2.2	3.0	+ 36.4%	3.1	4.2	+ 35.5%
2.9	3.6	+ 24.1%	3.8	5.4	+ 42.1%
6.1	5.9	- 3.3%	6.0	7.0	+ 16.7%
<b>2.2</b>	<b>2.9</b>	<b>+ 31.8%</b>	<b>1.6</b>	<b>2.4</b>	<b>+ 50.0%</b>

### Condos - Townhomes

By Square Feet	09-2017	09-2018	Change
1,500 Sq Ft and Below	1.4	2.0	+ 42.9%
1,501 to 2,000 Sq Ft	1.7	2.5	+ 47.1%
2,001 to 3,000 Sq Ft	2.3	3.1	+ 34.8%
3,001 Sq Ft and Above	5.0	5.6	+ 12.0%
<b>All Square Footage</b>	<b>2.0</b>	<b>2.7</b>	<b>+ 35.0%</b>

09-2017	09-2018	Change	09-2017	09-2018	Change
1.4	1.9	+ 35.7%	1.4	2.1	+ 50.0%
1.6	2.3	+ 43.8%	2.0	3.1	+ 55.0%
2.2	3.0	+ 36.4%	3.3	4.4	+ 33.3%
5.0	5.6	+ 12.0%	13.5	10.9	- 19.3%
<b>2.2</b>	<b>2.9</b>	<b>+ 31.8%</b>	<b>1.6</b>	<b>2.4</b>	<b>+ 50.0%</b>

