

Housing Supply Overview

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

October 2018

Although every community is different, a general analysis of all housing markets across the country reveals that housing inventory is slowly moving toward balance with year-ago levels. This is the first indication in years that we may be approaching an inventory bottom. For the 12-month period spanning November 2017 through October 2018, Pending Sales in San Diego County were down 7.3 percent overall. The price range with the largest gain in sales was the \$1,250,001 or More range, where they increased 9.7 percent.

The overall Median Sales Price was up 6.8 percent to \$565,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 7.4 percent to \$419,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 25 days; the price range that tended to sell the slowest was the \$1,250,001 or More range at 52 days.

Market-wide, inventory levels were up 31.4 percent. The property type that gained the most inventory was the Condos - Townhomes segment, where it increased 38.0 percent. That amounts to 2.9 months supply for Single-Family Homes and 2.3 months supply for Condos - Townhomes.

Quick Facts

+ 9.7%

- 4.8%

- 5.8%

Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$1,250,001 and Above	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.

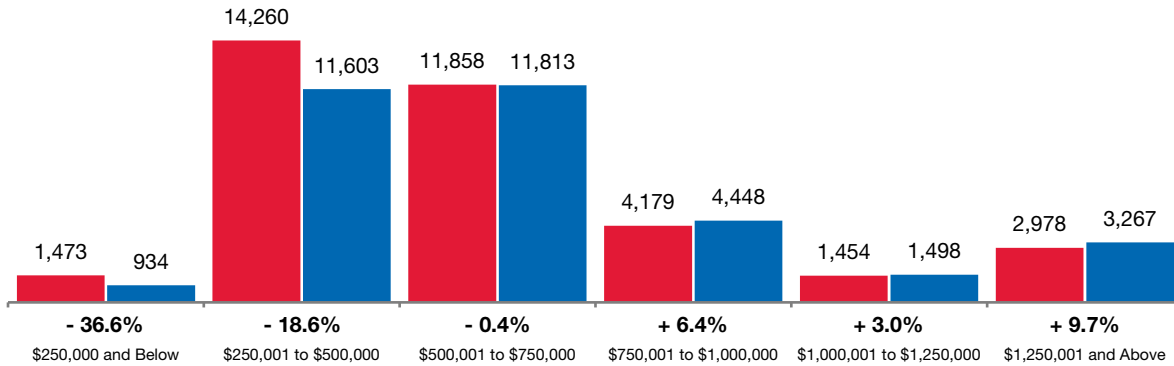
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Pending Sales

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

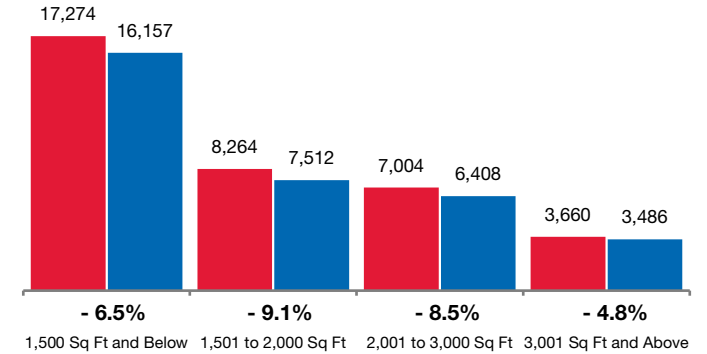
By Price Range

■ 10-2017 ■ 10-2018



By Square Feet

■ 10-2017 ■ 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$250,000 and Below	1,473	934	-36.6%
\$250,001 to \$500,000	14,260	11,603	-18.6%
\$500,001 to \$750,000	11,858	11,813	-0.4%
\$750,001 to \$1,000,000	4,179	4,448	+6.4%
\$1,000,001 to \$1,250,000	1,454	1,498	+3.0%
\$1,250,001 and Above	2,978	3,267	+9.7%
All Price Ranges	36,202	33,563	-7.3%

Single-Family Homes

10-2017	10-2018	Change	10-2017	10-2018	Change
180	132	-26.7%	1,293	802	-38.0%
6,857	4,729	-31.0%	7,403	6,874	-7.1%
9,505	9,235	-2.8%	2,353	2,578	+9.6%
3,573	3,784	+5.9%	606	664	+9.6%
1,242	1,292	+4.0%	212	206	-2.8%
2,593	2,853	+10.0%	385	414	+7.5%
23,950	22,025	-8.0%	12,252	11,538	-5.8%

Condos - Townhomes

By Square Feet	10-2017	10-2018	Change
1,500 Sq Ft and Below	17,274	16,157	-6.5%
1,501 to 2,000 Sq Ft	8,264	7,512	-9.1%
2,001 to 3,000 Sq Ft	7,004	6,408	-8.5%
3,001 Sq Ft and Above	3,660	3,486	-4.8%
All Square Footage	36,202	33,563	-7.3%

10-2017	10-2018	Change	10-2017	10-2018	Change
7,395	6,823	-7.7%	9,879	9,334	-5.5%
6,307	5,703	-9.6%	1,957	1,809	-7.6%
6,604	6,035	-8.6%	400	373	-6.8%
3,644	3,464	-4.9%	16	22	+37.5%
23,950	22,025	-8.0%	12,252	11,538	-5.8%

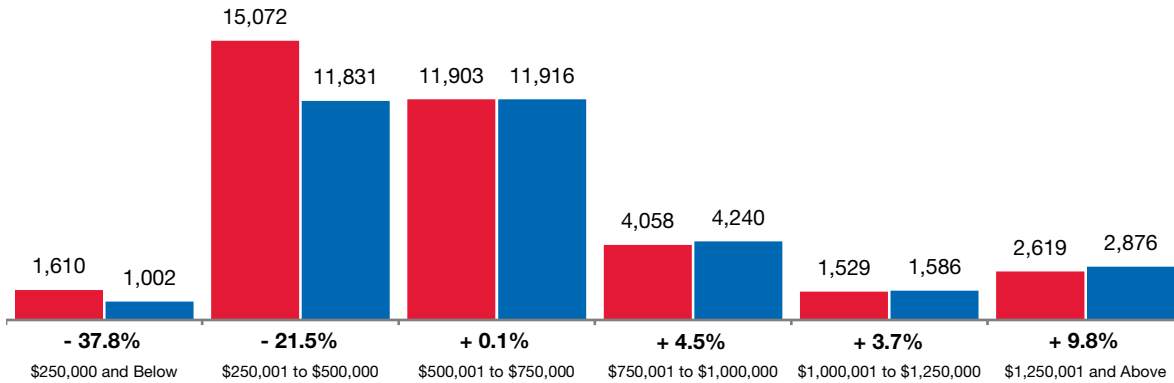


Closed Sales

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

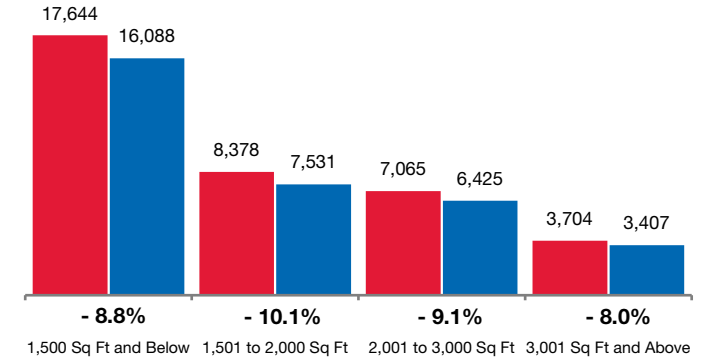
By Price Range

■ 10-2017 ■ 10-2018



By Square Feet

■ 10-2017 ■ 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$250,000 and Below	1,610	1,002	- 37.8%
\$250,001 to \$500,000	15,072	11,831	- 21.5%
\$500,001 to \$750,000	11,903	11,916	+ 0.1%
\$750,001 to \$1,000,000	4,058	4,240	+ 4.5%
\$1,000,001 to \$1,250,000	1,529	1,586	+ 3.7%
\$1,250,001 and Above	2,619	2,876	+ 9.8%
All Price Ranges	36,791	33,451	- 9.1%

Single-Family Homes

10-2017	10-2018	Change	10-2017	10-2018	Change
186	131	- 29.6%	1,424	871	- 38.8%
7,464	4,989	- 33.2%	7,608	6,842	- 10.1%
9,551	9,320	- 2.4%	2,352	2,596	+ 10.4%
3,470	3,603	+ 3.8%	588	637	+ 8.3%
1,329	1,390	+ 4.6%	200	196	- 2.0%
2,319	2,526	+ 8.9%	300	350	+ 16.7%
24,319	21,959	- 9.7%	12,472	11,492	- 7.9%

Condos - Townhomes

By Square Feet	10-2017	10-2018	Change
1,500 Sq Ft and Below	17,644	16,088	- 8.8%
1,501 to 2,000 Sq Ft	8,378	7,531	- 10.1%
2,001 to 3,000 Sq Ft	7,065	6,425	- 9.1%
3,001 Sq Ft and Above	3,704	3,407	- 8.0%
All Square Footage	36,791	33,451	- 9.1%

10-2017	10-2018	Change	10-2017	10-2018	Change
7,555	6,789	- 10.1%	10,089	9,299	- 7.8%
6,413	5,723	- 10.8%	1,965	1,808	- 8.0%
6,665	6,059	- 9.1%	400	366	- 8.5%
3,686	3,388	- 8.1%	18	19	+ 5.6%
24,319	21,959	- 9.7%	12,472	11,492	- 7.9%

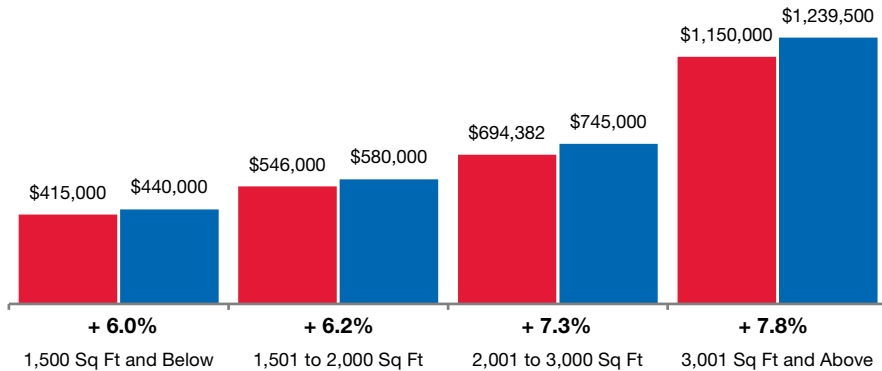


Median Sales Price

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.**

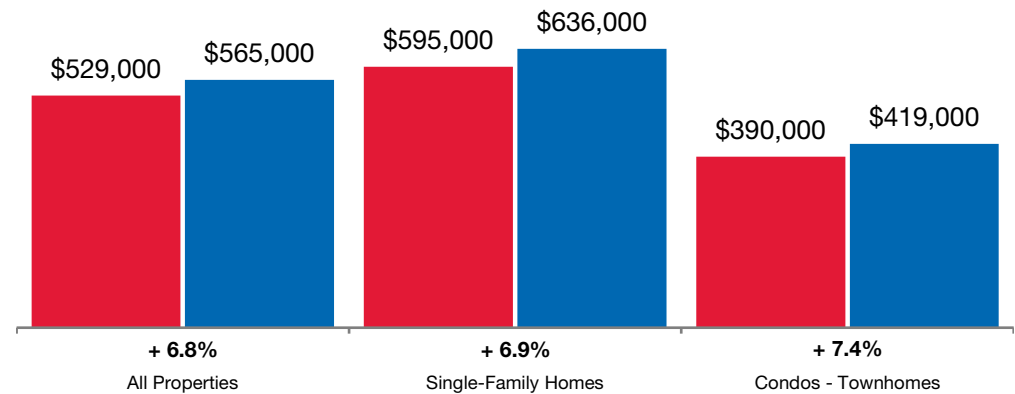
By Square Feet

■ 10-2017 ■ 10-2018



By Property Type

■ 10-2017 ■ 10-2018



By Square Feet	All Properties		
	10-2017	10-2018	Change
1,500 Sq Ft and Below	\$415,000	\$440,000	+ 6.0%
1,501 to 2,000 Sq Ft	\$546,000	\$580,000	+ 6.2%
2,001 to 3,000 Sq Ft	\$694,382	\$745,000	+ 7.3%
3,001 Sq Ft and Above	\$1,150,000	\$1,239,500	+ 7.8%
All Square Footage	\$529,000	\$565,000	+ 6.8%

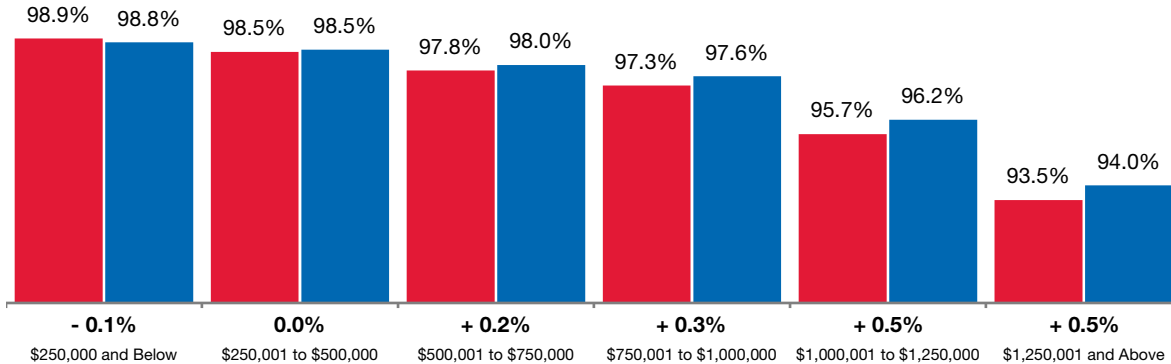
	Single-Family Homes			Condos - Townhomes		
	10-2017	10-2018	Change	10-2017	10-2018	Change
	\$452,755	\$490,000	+ 8.2%	\$358,000	\$385,000	+ 7.5%
	\$545,000	\$580,000	+ 6.4%	\$557,000	\$585,000	+ 5.0%
	\$685,000	\$735,000	+ 7.3%	\$892,450	\$1,002,125	+ 12.3%
	\$1,150,000	\$1,233,500	+ 7.3%	\$1,987,500	\$1,955,000	- 1.6%
	\$595,000	\$636,000	+ 6.9%	\$390,000	\$419,000	+ 7.4%

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.**

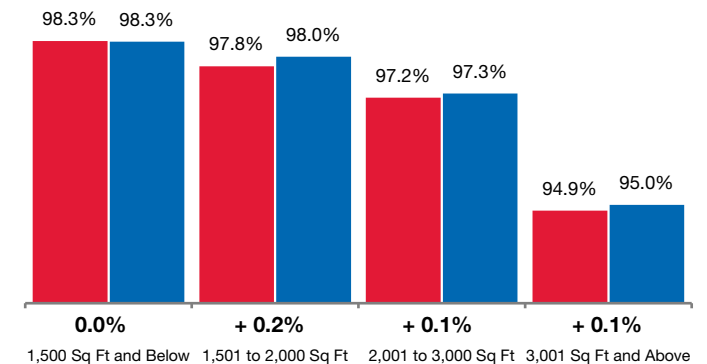
By Price Range

■ 10-2017 ■ 10-2018



By Square Feet

■ 10-2017 ■ 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$250,000 and Below	98.9%	98.8%	- 0.1%
\$250,001 to \$500,000	98.5%	98.5%	0.0%
\$500,001 to \$750,000	97.8%	98.0%	+ 0.2%
\$750,001 to \$1,000,000	97.3%	97.6%	+ 0.3%
\$1,000,001 to \$1,250,000	95.7%	96.2%	+ 0.5%
\$1,250,001 and Above	93.5%	94.0%	+ 0.5%
All Price Ranges	97.7%	97.7%	0.0%

Single-Family Homes

10-2017	10-2018	Change	10-2017	10-2018	Change
90.3%	93.4%	+ 3.4%	97.8%	97.5%	- 0.3%
97.5%	97.4%	- 0.1%	98.7%	98.5%	- 0.2%
98.1%	98.2%	+ 0.1%	98.4%	98.6%	+ 0.2%
97.6%	98.0%	+ 0.4%	97.0%	97.2%	+ 0.2%
95.9%	96.5%	+ 0.6%	95.4%	95.1%	- 0.3%
94.3%	94.8%	+ 0.5%	95.2%	95.5%	+ 0.3%
97.3%	97.4%	+ 0.1%	98.3%	98.3%	0.0%

Condos - Townhomes

By Square Feet	10-2017	10-2018	Change
1,500 Sq Ft and Below	98.3%	98.3%	0.0%
1,501 to 2,000 Sq Ft	97.8%	98.0%	+ 0.2%
2,001 to 3,000 Sq Ft	97.2%	97.3%	+ 0.1%
3,001 Sq Ft and Above	94.9%	95.0%	+ 0.1%
All Square Footage	97.7%	97.7%	0.0%

10-2017	10-2018	Change	10-2017	10-2018	Change
98.1%	98.2%	+ 0.1%	98.5%	98.4%	- 0.1%
97.8%	98.1%	+ 0.3%	97.9%	97.9%	0.0%
97.2%	97.3%	+ 0.1%	96.4%	96.5%	+ 0.1%
94.9%	95.0%	+ 0.1%	93.6%	92.1%	- 1.6%
97.3%	97.4%	+ 0.1%	98.3%	98.3%	0.0%

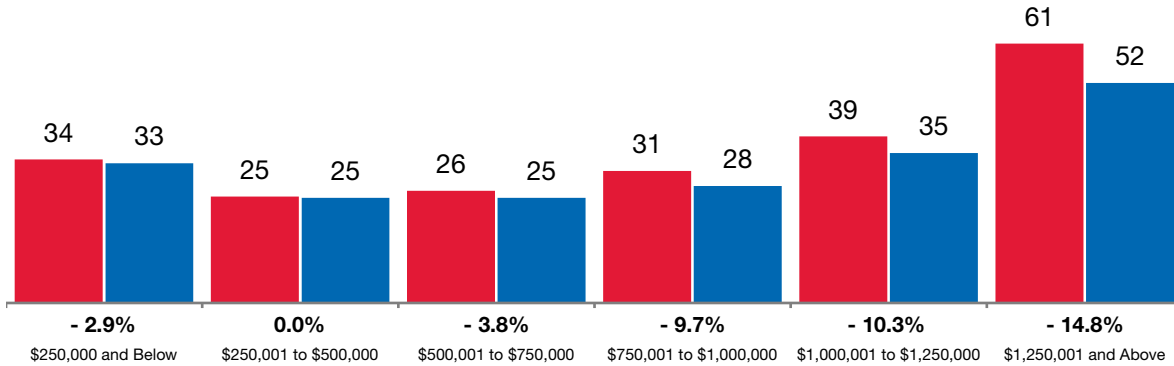


Days on Market Until Sale

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.

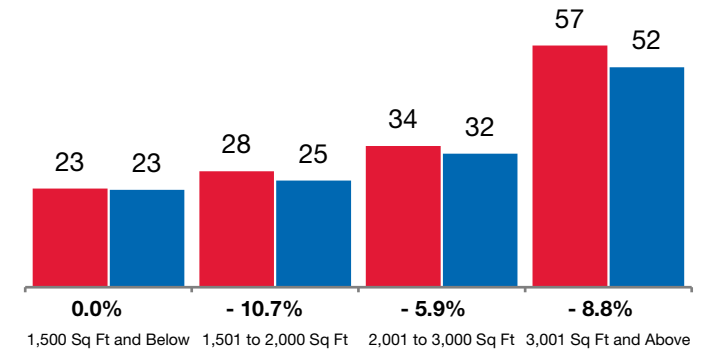
By Price Range

■ 10-2017 ■ 10-2018



By Square Feet

■ 10-2017 ■ 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$250,000 and Below	34	33	- 2.9%
\$250,001 to \$500,000	25	25	0.0%
\$500,001 to \$750,000	26	25	- 3.8%
\$750,001 to \$1,000,000	31	28	- 9.7%
\$1,000,001 to \$1,250,000	39	35	- 10.3%
\$1,250,001 and Above	61	52	- 14.8%
All Price Ranges	30	28	- 6.7%

Single-Family Homes

10-2017	10-2018	Change	10-2017	10-2018	Change
76	62	- 18.4%	28	29	+ 3.6%
29	28	- 3.4%	21	23	+ 9.5%
27	25	- 7.4%	24	23	- 4.2%
30	26	- 13.3%	38	35	- 7.9%
38	34	- 10.5%	45	47	+ 4.4%
61	53	- 13.1%	62	43	- 30.6%
32	30	- 6.3%	25	25	0.0%

Condos - Townhomes

By Square Feet	10-2017	10-2018	Change
1,500 Sq Ft and Below	23	23	0.0%
1,501 to 2,000 Sq Ft	28	25	- 10.7%
2,001 to 3,000 Sq Ft	34	32	- 5.9%
3,001 Sq Ft and Above	57	52	- 8.8%
All Square Footage	30	28	- 6.7%

10-2017	10-2018	Change	10-2017	10-2018	Change
24	23	- 4.2%	23	23	0.0%
27	24	- 11.1%	30	29	- 3.3%
33	31	- 6.1%	44	39	- 11.4%
57	52	- 8.8%	67	49	- 26.9%
32	30	- 6.3%	25	25	0.0%

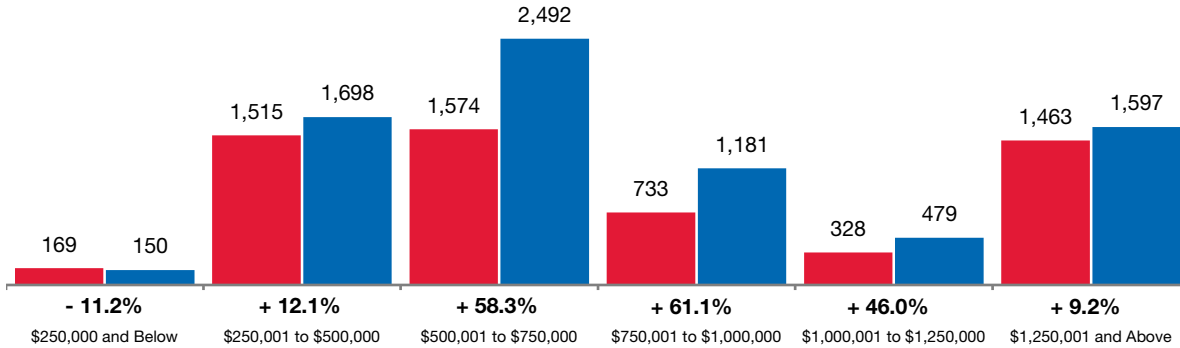


Inventory of Homes for Sale

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

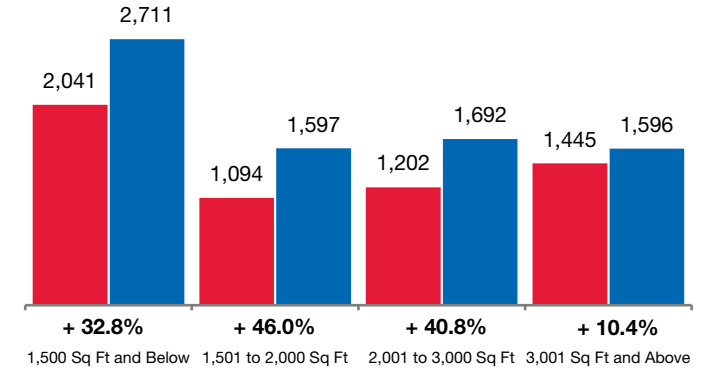
By Price Range

■ 10-2017 ■ 10-2018



By Square Feet

■ 10-2017 ■ 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$250,000 and Below	169	150	- 11.2%
\$250,001 to \$500,000	1,515	1,698	+ 12.1%
\$500,001 to \$750,000	1,574	2,492	+ 58.3%
\$750,001 to \$1,000,000	733	1,181	+ 61.1%
\$1,000,001 to \$1,250,000	328	479	+ 46.0%
\$1,250,001 and Above	1,463	1,597	+ 9.2%
All Price Ranges	5,782	7,597	+ 31.4%

Single-Family Homes

10-2017	10-2018	Change	10-2017	10-2018	Change
34	37	+ 8.8%	135	113	- 16.3%
743	648	- 12.8%	772	1,050	+ 36.0%
1,245	1,969	+ 58.2%	329	523	+ 59.0%
599	944	+ 57.6%	134	237	+ 76.9%
261	392	+ 50.2%	67	87	+ 29.9%
1,272	1,361	+ 7.0%	191	236	+ 23.6%
4,154	5,351	+ 28.8%	1,628	2,246	+ 38.0%

Condos - Townhomes

By Square Feet	10-2017	10-2018	Change
1,500 Sq Ft and Below	2,041	2,711	+ 32.8%
1,501 to 2,000 Sq Ft	1,094	1,597	+ 46.0%
2,001 to 3,000 Sq Ft	1,202	1,692	+ 40.8%
3,001 Sq Ft and Above	1,445	1,596	+ 10.4%
All Square Footage	5,782	7,597	+ 31.4%

10-2017	10-2018	Change	10-2017	10-2018	Change
849	1,108	+ 30.5%	1,192	1,603	+ 34.5%
791	1,115	+ 41.0%	303	482	+ 59.1%
1,092	1,554	+ 42.3%	110	138	+ 25.5%
1,422	1,573	+ 10.6%	23	23	0.0%
4,154	5,351	+ 28.8%	1,628	2,246	+ 38.0%

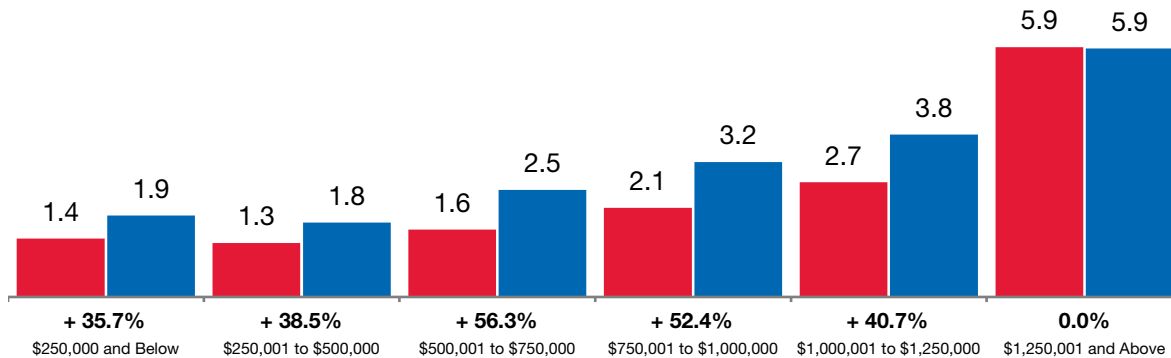


Months Supply of Inventory

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.

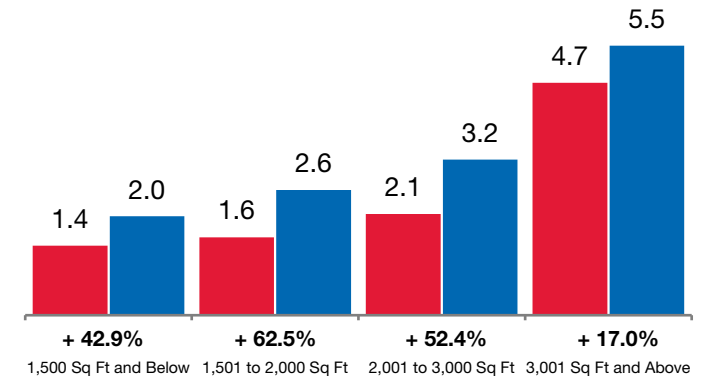
By Price Range

■ 10-2017 ■ 10-2018



By Square Feet

■ 10-2017 ■ 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$250,000 and Below	1.4	1.9	+ 35.7%
\$250,001 to \$500,000	1.3	1.8	+ 38.5%
\$500,001 to \$750,000	1.6	2.5	+ 56.3%
\$750,001 to \$1,000,000	2.1	3.2	+ 52.4%
\$1,000,001 to \$1,250,000	2.7	3.8	+ 40.7%
\$1,250,001 and Above	5.9	5.9	0.0%
All Price Ranges	1.9	2.7	+ 42.1%

Single-Family Homes

10-2017	10-2018	Change	10-2017	10-2018	Change
2.3	3.4	+ 47.8%	1.3	1.7	+ 30.8%
1.3	1.6	+ 23.1%	1.3	1.8	+ 38.5%
1.6	2.6	+ 62.5%	1.7	2.4	+ 41.2%
2.0	3.0	+ 50.0%	2.7	4.3	+ 59.3%
2.5	3.6	+ 44.0%	3.8	5.1	+ 34.2%
5.9	5.7	- 3.4%	6.0	6.8	+ 13.3%
2.1	2.9	+ 38.1%	1.6	2.3	+ 43.8%

Condos - Townhomes

By Square Feet	10-2017	10-2018	Change
1,500 Sq Ft and Below	1.4	2.0	+ 42.9%
1,501 to 2,000 Sq Ft	1.6	2.6	+ 62.5%
2,001 to 3,000 Sq Ft	2.1	3.2	+ 52.4%
3,001 Sq Ft and Above	4.7	5.5	+ 17.0%
All Square Footage	1.9	2.7	+ 42.1%

10-2017	10-2018	Change	10-2017	10-2018	Change
1.4	1.9	+ 35.7%	1.4	2.1	+ 50.0%
1.5	2.3	+ 53.3%	1.9	3.2	+ 68.4%
2.0	3.1	+ 55.0%	3.3	4.4	+ 33.3%
4.7	5.4	+ 14.9%	12.9	10.5	- 18.6%
2.1	2.9	+ 38.1%	1.6	2.3	+ 43.8%

