

Housing Supply Overview

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

November 2018

Home prices have continued to increase, but price drops are becoming more of a reality as affordability concerns are keeping showings down and some nervous buyers at bay. Meanwhile, year-over-year inventory levels are edging closer to even in several markets across the U.S. For the 12-month period spanning December 2017 through November 2018, Pending Sales in San Diego County were down 8.5 percent overall. The price range with the largest gain in sales was the \$1,250,001 or More range, where they increased 7.5 percent.

The overall Median Sales Price was up 6.2 percent to \$565,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 6.4 percent to \$638,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 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 36.5 percent. The property type that gained the most inventory was the Condos - Townhomes segment, where it increased 48.0 percent. That amounts to 2.8 months supply for Single-Family Homes and 2.3 months supply for Condos - Townhomes.

Quick Facts

+ 7.5%

- 6.6%

- 8.4%

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.

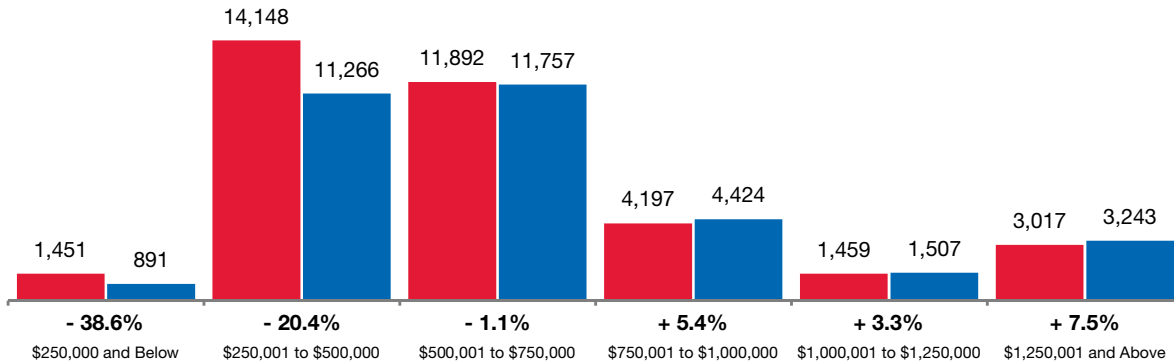
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Pending Sales

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

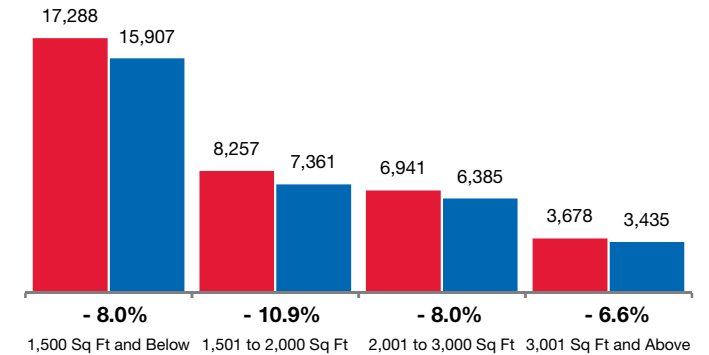
By Price Range

■ 11-2017 ■ 11-2018



By Square Feet

■ 11-2017 ■ 11-2018



All Properties

By Price Range	11-2017	11-2018	Change
\$250,000 and Below	1,451	891	-38.6%
\$250,001 to \$500,000	14,148	11,266	-20.4%
\$500,001 to \$750,000	11,892	11,757	-1.1%
\$750,001 to \$1,000,000	4,197	4,424	+5.4%
\$1,000,001 to \$1,250,000	1,459	1,507	+3.3%
\$1,250,001 and Above	3,017	3,243	+7.5%
All Price Ranges	36,164	33,088	-8.5%

Single-Family Homes

11-2017	11-2018	Change	11-2017	11-2018	Change
176	128	-27.3%	1,275	763	-40.2%
6,687	4,591	-31.3%	7,461	6,675	-10.5%
9,510	9,192	-3.3%	2,382	2,565	+7.7%
3,594	3,758	+4.6%	603	666	+10.4%
1,256	1,303	+3.7%	203	204	+0.5%
2,630	2,839	+7.9%	387	404	+4.4%
23,853	21,811	-8.6%	12,311	11,277	-8.4%

Condos - Townhomes

By Square Feet	11-2017	11-2018	Change
1,500 Sq Ft and Below	17,288	15,907	-8.0%
1,501 to 2,000 Sq Ft	8,257	7,361	-10.9%
2,001 to 3,000 Sq Ft	6,941	6,385	-8.0%
3,001 Sq Ft and Above	3,678	3,435	-6.6%
All Square Footage	36,164	33,088	-8.5%

11-2017	11-2018	Change	11-2017	11-2018	Change
7,358	6,790	-7.7%	9,930	9,117	-8.2%
6,287	5,590	-11.1%	1,970	1,771	-10.1%
6,546	6,017	-8.1%	395	368	-6.8%
3,662	3,414	-6.8%	16	21	+31.3%
23,853	21,811	-8.6%	12,311	11,277	-8.4%

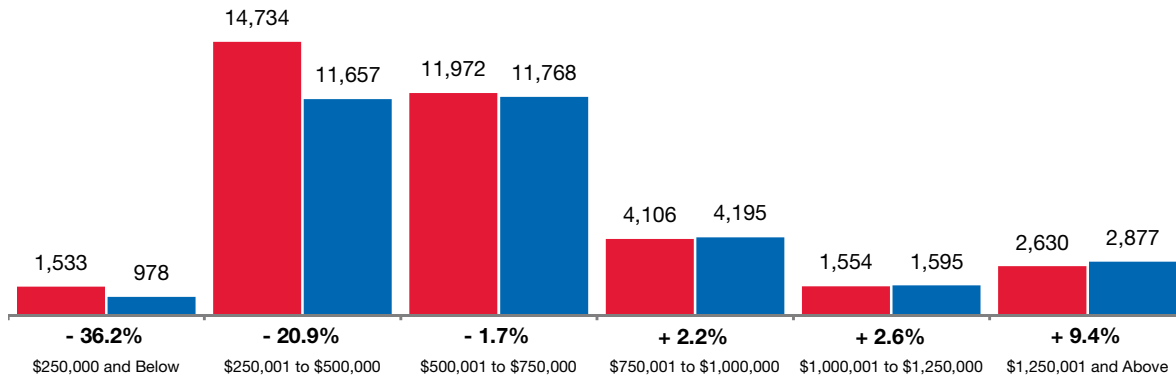


Closed Sales

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

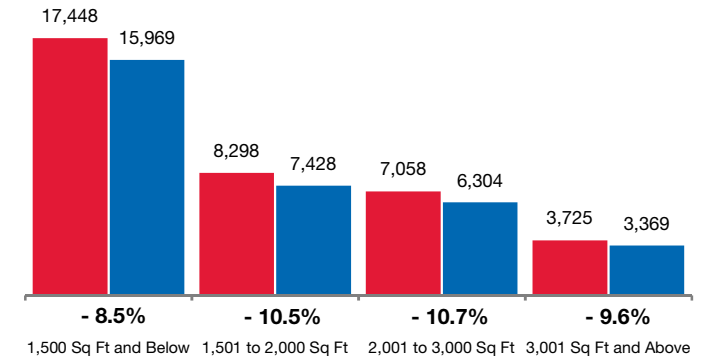
By Price Range

■ 11-2017 ■ 11-2018



By Square Feet

■ 11-2017 ■ 11-2018



All Properties

By Price Range	11-2017	11-2018	Change
\$250,000 and Below	1,533	978	-36.2%
\$250,001 to \$500,000	14,734	11,657	-20.9%
\$500,001 to \$750,000	11,972	11,768	-1.7%
\$750,001 to \$1,000,000	4,106	4,195	+2.2%
\$1,000,001 to \$1,250,000	1,554	1,595	+2.6%
\$1,250,001 and Above	2,630	2,877	+9.4%
All Price Ranges	36,529	33,070	-9.5%

Single-Family Homes

11-2017	11-2018	Change	11-2017	11-2018	Change
185	126	-31.9%	1,348	852	-36.8%
7,191	4,896	-31.9%	7,543	6,761	-10.4%
9,587	9,203	-4.0%	2,385	2,565	+7.5%
3,517	3,554	+1.1%	589	641	+8.8%
1,355	1,396	+3.0%	199	199	0.0%
2,333	2,529	+8.4%	297	348	+17.2%
24,168	21,704	-10.2%	12,361	11,366	-8.0%

Condos - Townhomes

By Square Feet	11-2017	11-2018	Change
1,500 Sq Ft and Below	17,448	15,969	-8.5%
1,501 to 2,000 Sq Ft	8,298	7,428	-10.5%
2,001 to 3,000 Sq Ft	7,058	6,304	-10.7%
3,001 Sq Ft and Above	3,725	3,369	-9.6%
All Square Footage	36,529	33,070	-9.5%

11-2017	11-2018	Change	11-2017	11-2018	Change
7,457	6,754	-9.4%	9,991	9,215	-7.8%
6,344	5,656	-10.8%	1,954	1,772	-9.3%
6,660	5,945	-10.7%	398	359	-9.8%
3,707	3,349	-9.7%	18	20	+11.1%
24,168	21,704	-10.2%	12,361	11,366	-8.0%

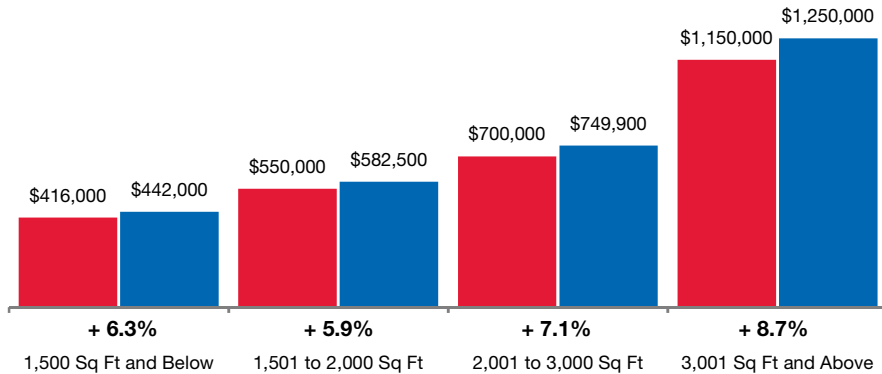


Median Sales Price

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.**

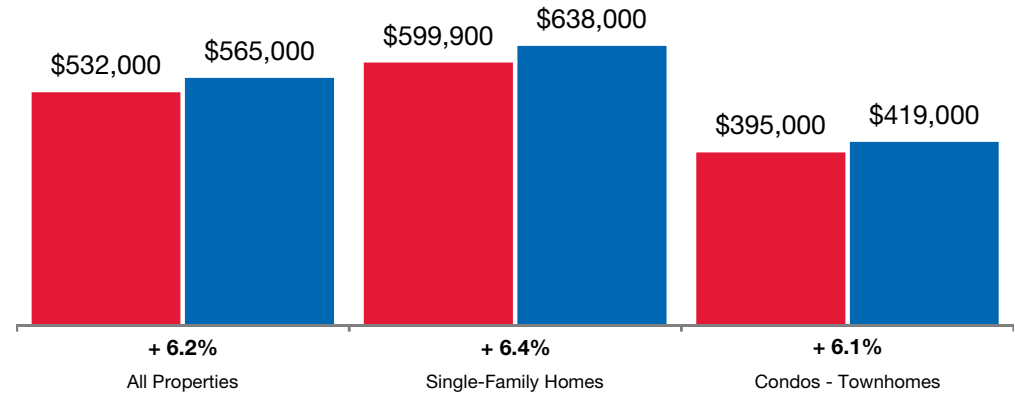
By Square Feet

■ 11-2017 ■ 11-2018



By Property Type

■ 11-2017 ■ 11-2018



By Square Feet	All Properties		
	11-2017	11-2018	Change
1,500 Sq Ft and Below	\$416,000	\$442,000	+ 6.3%
1,501 to 2,000 Sq Ft	\$550,000	\$582,500	+ 5.9%
2,001 to 3,000 Sq Ft	\$700,000	\$749,900	+ 7.1%
3,001 Sq Ft and Above	\$1,150,000	\$1,250,000	+ 8.7%
All Square Footage	\$532,000	\$565,000	+ 6.2%

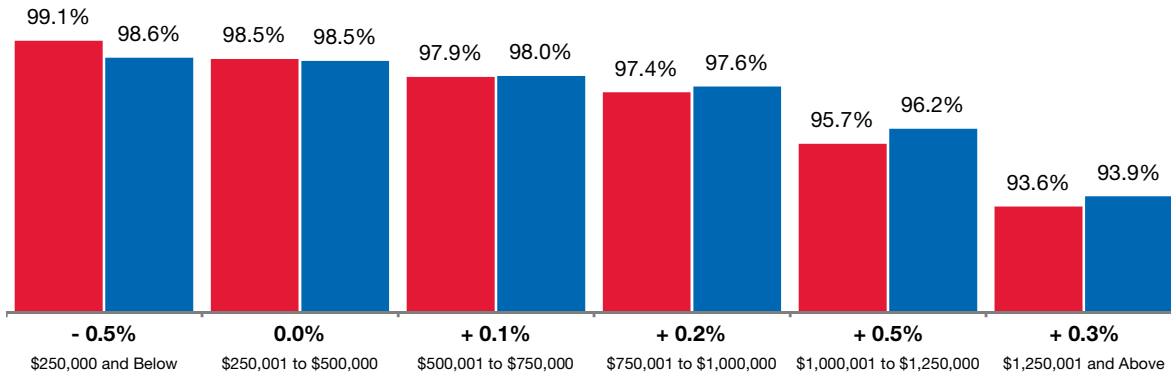
	Single-Family Homes			Condos - Townhomes		
	11-2017	11-2018	Change	11-2017	11-2018	Change
	\$455,000	\$491,000	+ 7.9%	\$360,000	\$385,000	+ 6.9%
	\$548,984	\$580,000	+ 5.6%	\$557,500	\$590,000	+ 5.8%
	\$690,000	\$739,900	+ 7.2%	\$901,158	\$995,000	+ 10.4%
	\$1,150,000	\$1,249,950	+ 8.7%	\$1,987,500	\$1,805,700	- 9.1%
	\$599,900	\$638,000	+ 6.4%	\$395,000	\$419,000	+ 6.1%

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.**

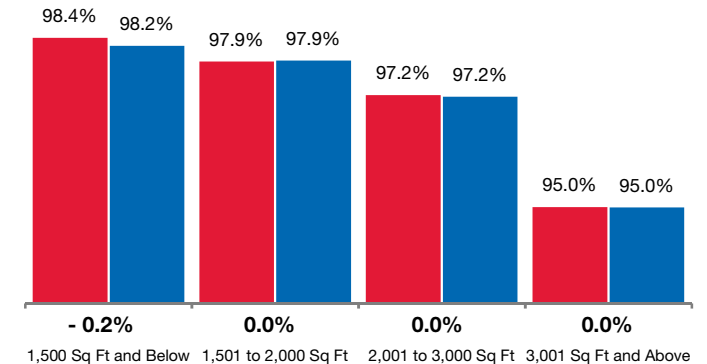
By Price Range

■ 11-2017 ■ 11-2018



By Square Feet

■ 11-2017 ■ 11-2018



All Properties

By Price Range	11-2017	11-2018	Change
\$250,000 and Below	99.1%	98.6%	- 0.5%
\$250,001 to \$500,000	98.5%	98.5%	0.0%
\$500,001 to \$750,000	97.9%	98.0%	+ 0.1%
\$750,001 to \$1,000,000	97.4%	97.6%	+ 0.2%
\$1,000,001 to \$1,250,000	95.7%	96.2%	+ 0.5%
\$1,250,001 and Above	93.6%	93.9%	+ 0.3%
All Price Ranges	97.7%	97.6%	- 0.1%

Single-Family Homes

11-2017	11-2018	Change	11-2017	11-2018	Change
90.9%	92.9%	+ 2.2%	98.0%	97.3%	- 0.7%
97.6%	97.4%	- 0.2%	98.8%	98.4%	- 0.4%
98.2%	98.1%	- 0.1%	98.4%	98.6%	+ 0.2%
97.6%	97.9%	+ 0.3%	97.1%	97.1%	0.0%
96.0%	96.3%	+ 0.3%	95.3%	95.3%	0.0%
94.4%	94.7%	+ 0.3%	95.3%	95.5%	+ 0.2%
97.4%	97.4%	0.0%	98.4%	98.2%	- 0.2%

Condos - Townhomes

By Square Feet	11-2017	11-2018	Change
1,500 Sq Ft and Below	98.4%	98.2%	- 0.2%
1,501 to 2,000 Sq Ft	97.9%	97.9%	0.0%
2,001 to 3,000 Sq Ft	97.2%	97.2%	0.0%
3,001 Sq Ft and Above	95.0%	95.0%	0.0%
All Square Footage	97.7%	97.6%	- 0.1%

11-2017	11-2018	Change	11-2017	11-2018	Change
98.2%	98.2%	0.0%	98.6%	98.3%	- 0.3%
97.9%	98.0%	+ 0.1%	98.0%	97.8%	- 0.2%
97.3%	97.3%	0.0%	96.4%	96.5%	+ 0.1%
95.0%	95.0%	0.0%	93.8%	91.9%	- 2.0%
97.4%	97.4%	0.0%	98.4%	98.2%	- 0.2%

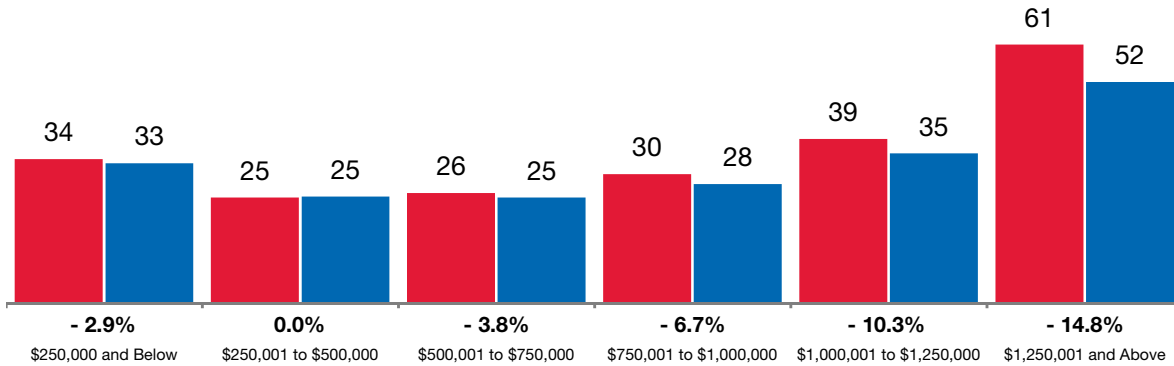


Days on Market Until Sale

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.

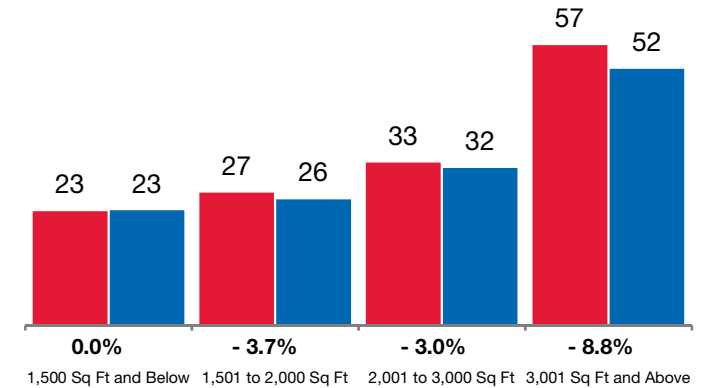
By Price Range

■ 11-2017 ■ 11-2018



By Square Feet

■ 11-2017 ■ 11-2018



All Properties

By Price Range	11-2017	11-2018	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	30	28	- 6.7%
\$1,000,001 to \$1,250,000	39	35	- 10.3%
\$1,250,001 and Above	61	52	- 14.8%
All Price Ranges	29	28	- 3.4%

Single-Family Homes

11-2017	11-2018	Change	11-2017	11-2018	Change
77	61	- 20.8%	28	29	+ 3.6%
29	28	- 3.4%	21	23	+ 9.5%
26	25	- 3.8%	24	23	- 4.2%
30	27	- 10.0%	35	36	+ 2.9%
37	34	- 8.1%	48	44	- 8.3%
61	53	- 13.1%	60	43	- 28.3%
32	30	- 6.3%	24	25	+ 4.2%

Condos - Townhomes

By Square Feet	11-2017	11-2018	Change
1,500 Sq Ft and Below	23	23	0.0%
1,501 to 2,000 Sq Ft	27	26	- 3.7%
2,001 to 3,000 Sq Ft	33	32	- 3.0%
3,001 Sq Ft and Above	57	52	- 8.8%
All Square Footage	29	28	- 3.4%

11-2017	11-2018	Change	11-2017	11-2018	Change
24	23	- 4.2%	23	24	+ 4.3%
26	25	- 3.8%	29	29	0.0%
33	32	- 3.0%	43	39	- 9.3%
57	52	- 8.8%	70	48	- 31.4%
32	30	- 6.3%	24	25	+ 4.2%

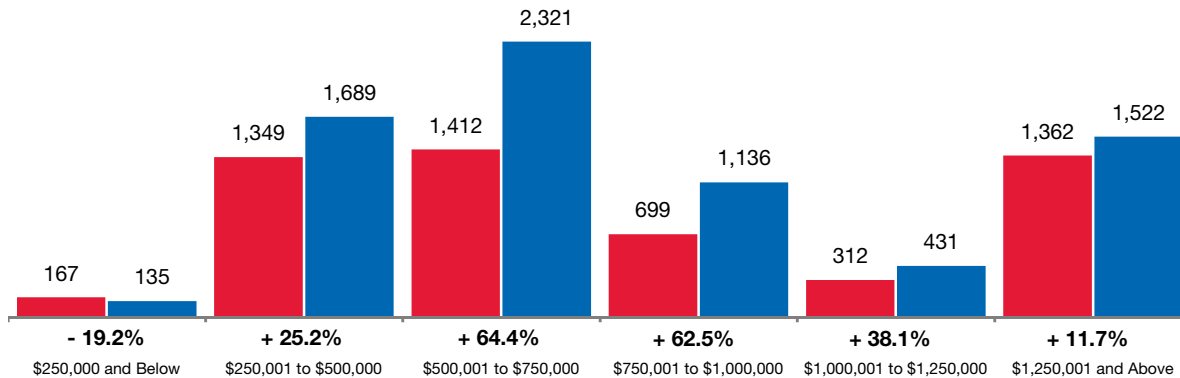


Inventory of Homes for Sale

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

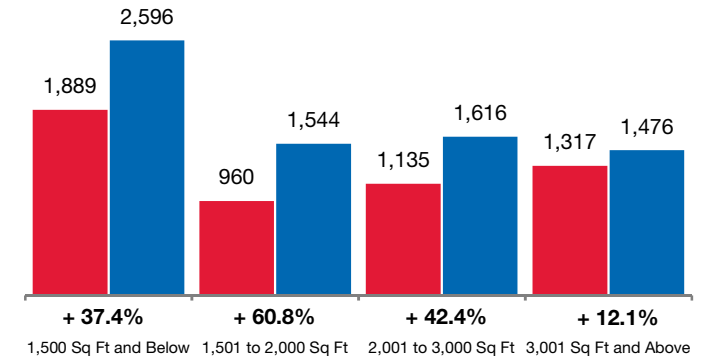
By Price Range

■ 11-2017 ■ 11-2018



By Square Feet

■ 11-2017 ■ 11-2018



All Properties

By Price Range	11-2017	11-2018	Change
\$250,000 and Below	167	135	- 19.2%
\$250,001 to \$500,000	1,349	1,689	+ 25.2%
\$500,001 to \$750,000	1,412	2,321	+ 64.4%
\$750,001 to \$1,000,000	699	1,136	+ 62.5%
\$1,000,001 to \$1,250,000	312	431	+ 38.1%
\$1,250,001 and Above	1,362	1,522	+ 11.7%
All Price Ranges	5,301	7,234	+ 36.5%

Single-Family Homes

11-2017	11-2018	Change	11-2017	11-2018	Change
42	38	- 9.5%	125	97	- 22.4%
677	646	- 4.6%	672	1,043	+ 55.2%
1,128	1,829	+ 62.1%	284	492	+ 73.2%
566	901	+ 59.2%	133	235	+ 76.7%
243	344	+ 41.6%	69	87	+ 26.1%
1,163	1,282	+ 10.2%	199	240	+ 20.6%
3,819	5,040	+ 32.0%	1,482	2,194	+ 48.0%

Condos - Townhomes

By Square Feet	11-2017	11-2018	Change
1,500 Sq Ft and Below	1,889	2,596	+ 37.4%
1,501 to 2,000 Sq Ft	960	1,544	+ 60.8%
2,001 to 3,000 Sq Ft	1,135	1,616	+ 42.4%
3,001 Sq Ft and Above	1,317	1,476	+ 12.1%
All Square Footage	5,301	7,234	+ 36.5%

11-2017	11-2018	Change	11-2017	11-2018	Change
828	1,033	+ 24.8%	1,061	1,563	+ 47.3%
675	1,086	+ 60.9%	285	458	+ 60.7%
1,021	1,468	+ 43.8%	114	148	+ 29.8%
1,295	1,451	+ 12.0%	22	25	+ 13.6%
3,819	5,040	+ 32.0%	1,482	2,194	+ 48.0%

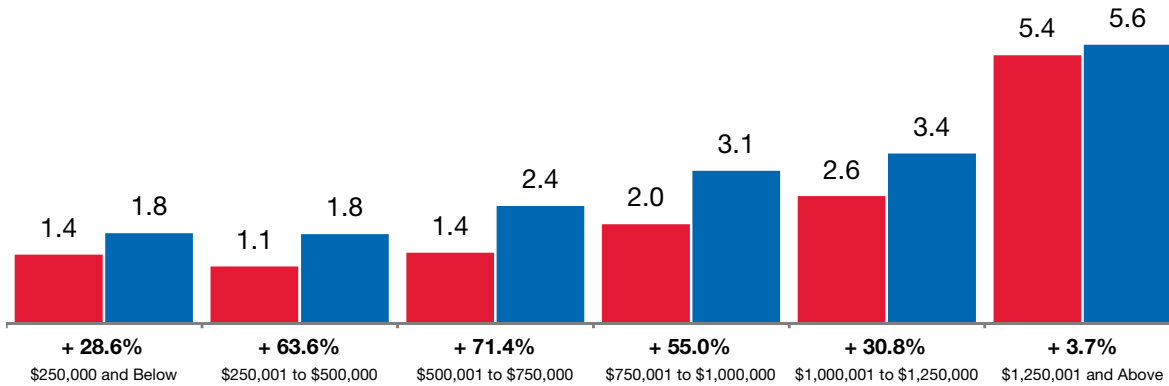


Months Supply of Inventory

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.

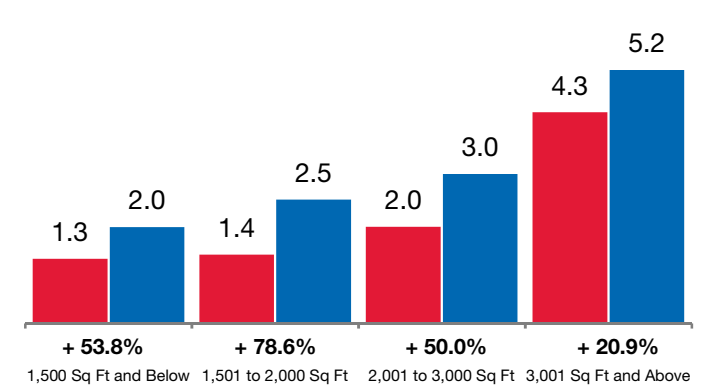
By Price Range

■ 11-2017 ■ 11-2018



By Square Feet

■ 11-2017 ■ 11-2018



All Properties

By Price Range	11-2017	11-2018	Change
\$250,000 and Below	1.4	1.8	+ 28.6%
\$250,001 to \$500,000	1.1	1.8	+ 63.6%
\$500,001 to \$750,000	1.4	2.4	+ 71.4%
\$750,001 to \$1,000,000	2.0	3.1	+ 55.0%
\$1,000,001 to \$1,250,000	2.6	3.4	+ 30.8%
\$1,250,001 and Above	5.4	5.6	+ 3.7%
All Price Ranges	1.8	2.6	+ 44.4%

Single-Family Homes

11-2017	11-2018	Change	11-2017	11-2018	Change
2.9	3.6	+ 24.1%	1.2	1.5	+ 25.0%
1.2	1.7	+ 41.7%	1.1	1.9	+ 72.7%
1.4	2.4	+ 71.4%	1.4	2.3	+ 64.3%
1.9	2.9	+ 52.6%	2.6	4.2	+ 61.5%
2.3	3.2	+ 39.1%	4.1	5.1	+ 24.4%
5.3	5.4	+ 1.9%	6.2	7.1	+ 14.5%
1.9	2.8	+ 47.4%	1.4	2.3	+ 64.3%

Condos - Townhomes

By Square Feet	11-2017	11-2018	Change
1,500 Sq Ft and Below	1.3	2.0	+ 53.8%
1,501 to 2,000 Sq Ft	1.4	2.5	+ 78.6%
2,001 to 3,000 Sq Ft	2.0	3.0	+ 50.0%
3,001 Sq Ft and Above	4.3	5.2	+ 20.9%
All Square Footage	1.8	2.6	+ 44.4%

11-2017	11-2018	Change	11-2017	11-2018	Change
1.4	1.8	+ 28.6%	1.3	2.1	+ 61.5%
1.3	2.3	+ 76.9%	1.7	3.1	+ 82.4%
1.9	2.9	+ 52.6%	3.5	4.8	+ 37.1%
4.2	5.1	+ 21.4%	12.4	11.9	- 4.0%
1.9	2.8	+ 47.4%	1.4	2.3	+ 64.3%

