

# Housing Supply Overview

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

## May 2016

Sellers are getting more of their asking price, meaning higher sales prices in most categories. The overall inventory crunch is still in play, but higher-priced homes seem to be faring better with inventory in year-over-year comparisons. For the 12-month period spanning June 2015 through May 2016, Pending Sales in San Diego County were up 6.9 percent overall. The price range with the largest gain in sales was the \$500,001 to \$750,000 range, where they increased 19.1 percent.

The overall Median Sales Price was up 5.6 percent to \$475,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 6.9 percent to \$540,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 32 days; the price range that tended to sell the slowest was the \$1,250,001 Or More range at 59 days.

Market-wide, inventory levels were down 19.7 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 14.5 percent. That amounts to 2.4 months supply for Single-Family Homes and 1.6 months supply for Condos - Townhomes.

## Quick Facts

|                                           |                                         |                                             |
|-------------------------------------------|-----------------------------------------|---------------------------------------------|
| + 19.1%                                   | + 8.4%                                  | + 11.2%                                     |
| Price Range With Strongest Pending Sales: | Home Size With Strongest Pending Sales: | Property Type With Strongest Pending Sales: |
| \$500,001 to \$750,000                    | 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.

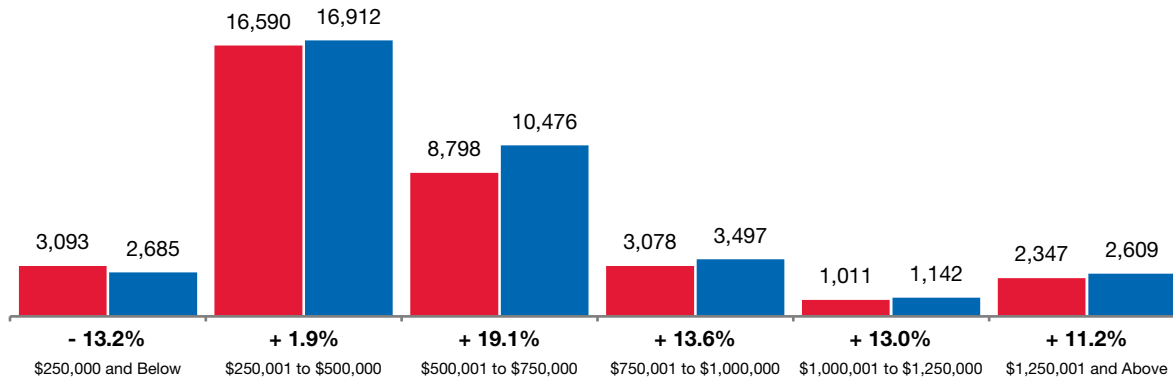
|                                         |   |
|-----------------------------------------|---|
| Pending Sales                           | 2 |
| Closed Sales                            | 3 |
| Median Sales Price                      | 4 |
| Percent of Original List Price Received | 5 |
| Days on Market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

# Pending Sales

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

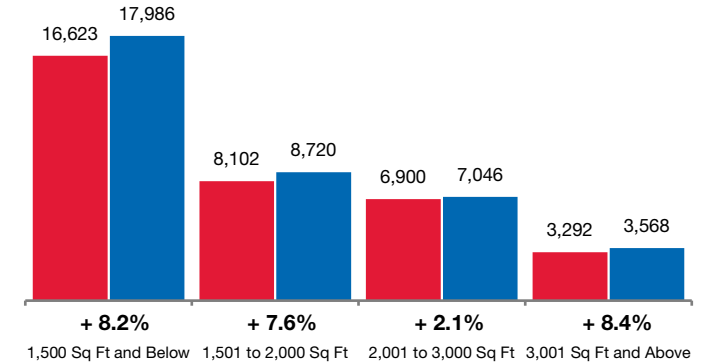
## By Price Range

■ 05-2015 ■ 05-2016



## By Square Feet

■ 05-2015 ■ 05-2016



## All Properties

| By Price Range             | 05-2015       | 05-2016       | Change        |
|----------------------------|---------------|---------------|---------------|
| \$250,000 and Below        | 3,093         | 2,685         | - 13.2%       |
| \$250,001 to \$500,000     | 16,590        | 16,912        | + 1.9%        |
| \$500,001 to \$750,000     | 8,798         | 10,476        | + 19.1%       |
| \$750,001 to \$1,000,000   | 3,078         | 3,497         | + 13.6%       |
| \$1,000,001 to \$1,250,000 | 1,011         | 1,142         | + 13.0%       |
| \$1,250,001 and Above      | 2,347         | 2,609         | + 11.2%       |
| <b>All Price Ranges</b>    | <b>34,918</b> | <b>37,321</b> | <b>+ 6.9%</b> |

## Single-Family Homes

| 05-2015       | 05-2016       | Change        | 05-2015       | 05-2016       | Change         |
|---------------|---------------|---------------|---------------|---------------|----------------|
| 424           | 301           | - 29.0%       | 2,669         | 2,384         | - 10.7%        |
| 10,245        | 9,454         | - 7.7%        | 6,345         | 7,458         | + 17.5%        |
| 7,175         | 8,489         | + 18.3%       | 1,623         | 1,987         | + 22.4%        |
| 2,629         | 3,019         | + 14.8%       | 449           | 478           | + 6.5%         |
| 878           | 971           | + 10.6%       | 133           | 171           | + 28.6%        |
| 2,027         | 2,251         | + 11.1%       | 320           | 358           | + 11.9%        |
| <b>23,379</b> | <b>24,485</b> | <b>+ 4.7%</b> | <b>11,539</b> | <b>12,836</b> | <b>+ 11.2%</b> |

## Condos - Townhomes

| By Square Feet            | 05-2015       | 05-2016       | Change        |
|---------------------------|---------------|---------------|---------------|
| 1,500 Sq Ft and Below     | 16,623        | 17,986        | + 8.2%        |
| 1,501 to 2,000 Sq Ft      | 8,102         | 8,720         | + 7.6%        |
| 2,001 to 3,000 Sq Ft      | 6,900         | 7,046         | + 2.1%        |
| 3,001 Sq Ft and Above     | 3,292         | 3,568         | + 8.4%        |
| <b>All Square Footage</b> | <b>34,918</b> | <b>37,321</b> | <b>+ 6.9%</b> |

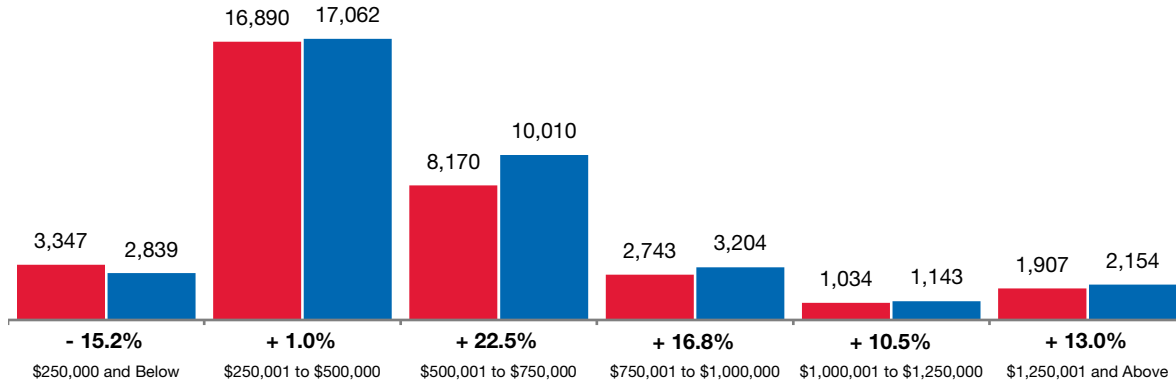
| 05-2015       | 05-2016       | Change        | 05-2015       | 05-2016       | Change         |
|---------------|---------------|---------------|---------------|---------------|----------------|
| 7,341         | 7,610         | + 3.7%        | 9,282         | 10,376        | + 11.8%        |
| 6,224         | 6,666         | + 7.1%        | 1,878         | 2,054         | + 9.4%         |
| 6,551         | 6,668         | + 1.8%        | 349           | 378           | + 8.3%         |
| 3,262         | 3,541         | + 8.6%        | 30            | 27            | - 10.0%        |
| <b>23,379</b> | <b>24,485</b> | <b>+ 4.7%</b> | <b>11,539</b> | <b>12,836</b> | <b>+ 11.2%</b> |

# Closed Sales

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

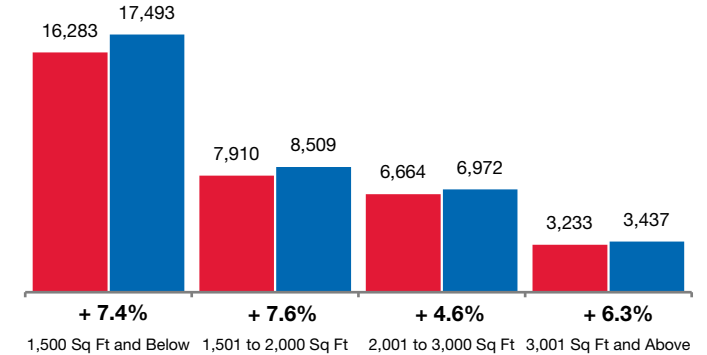
## By Price Range

■ 05-2015 ■ 05-2016



## By Square Feet

■ 05-2015 ■ 05-2016



## All Properties

| By Price Range             | 05-2015       | 05-2016       | Change        |
|----------------------------|---------------|---------------|---------------|
| \$250,000 and Below        | 3,347         | 2,839         | - 15.2%       |
| \$250,001 to \$500,000     | 16,890        | 17,062        | + 1.0%        |
| \$500,001 to \$750,000     | 8,170         | 10,010        | + 22.5%       |
| \$750,001 to \$1,000,000   | 2,743         | 3,204         | + 16.8%       |
| \$1,000,001 to \$1,250,000 | 1,034         | 1,143         | + 10.5%       |
| \$1,250,001 and Above      | 1,907         | 2,154         | + 13.0%       |
| <b>All Price Ranges</b>    | <b>34,091</b> | <b>36,412</b> | <b>+ 6.8%</b> |

## Single-Family Homes

| 05-2015       | 05-2016       | Change        | 05-2015       | 05-2016       | Change         |
|---------------|---------------|---------------|---------------|---------------|----------------|
| 489           | 301           | - 38.4%       | 2,858         | 2,538         | - 11.2%        |
| 10,808        | 9,790         | - 9.4%        | 6,082         | 7,272         | + 19.6%        |
| 6,666         | 8,207         | + 23.1%       | 1,504         | 1,803         | + 19.9%        |
| 2,344         | 2,773         | + 18.3%       | 399           | 431           | + 8.0%         |
| 893           | 981           | + 9.9%        | 141           | 162           | + 14.9%        |
| 1,708         | 1,845         | + 8.0%        | 199           | 309           | + 55.3%        |
| <b>22,908</b> | <b>23,897</b> | <b>+ 4.3%</b> | <b>11,183</b> | <b>12,515</b> | <b>+ 11.9%</b> |

## Condos - Townhomes

| By Square Feet            | 05-2015       | 05-2016       | Change        |
|---------------------------|---------------|---------------|---------------|
| 1,500 Sq Ft and Below     | 16,283        | 17,493        | + 7.4%        |
| 1,501 to 2,000 Sq Ft      | 7,910         | 8,509         | + 7.6%        |
| 2,001 to 3,000 Sq Ft      | 6,664         | 6,972         | + 4.6%        |
| 3,001 Sq Ft and Above     | 3,233         | 3,437         | + 6.3%        |
| <b>All Square Footage</b> | <b>34,091</b> | <b>36,412</b> | <b>+ 6.8%</b> |

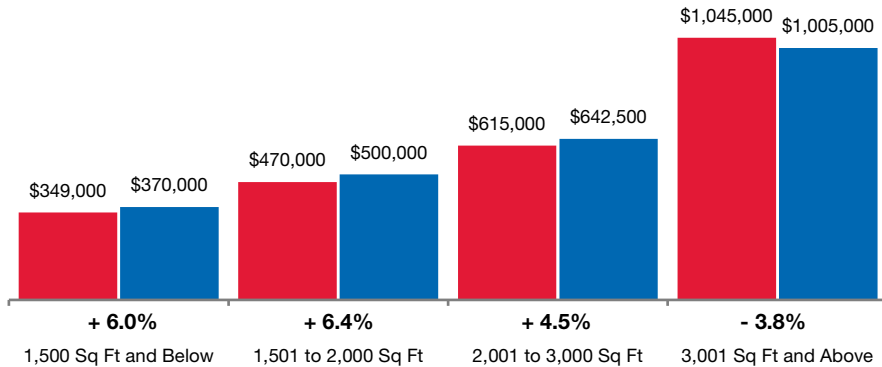
| 05-2015       | 05-2016       | Change        | 05-2015       | 05-2016       | Change         |
|---------------|---------------|---------------|---------------|---------------|----------------|
| 7,272         | 7,387         | + 1.6%        | 9,011         | 10,106        | + 12.2%        |
| 6,089         | 6,512         | + 6.9%        | 1,821         | 1,997         | + 9.7%         |
| 6,340         | 6,594         | + 4.0%        | 324           | 378           | + 16.7%        |
| 3,206         | 3,404         | + 6.2%        | 27            | 33            | + 22.2%        |
| <b>22,908</b> | <b>23,897</b> | <b>+ 4.3%</b> | <b>11,183</b> | <b>12,515</b> | <b>+ 11.9%</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.**

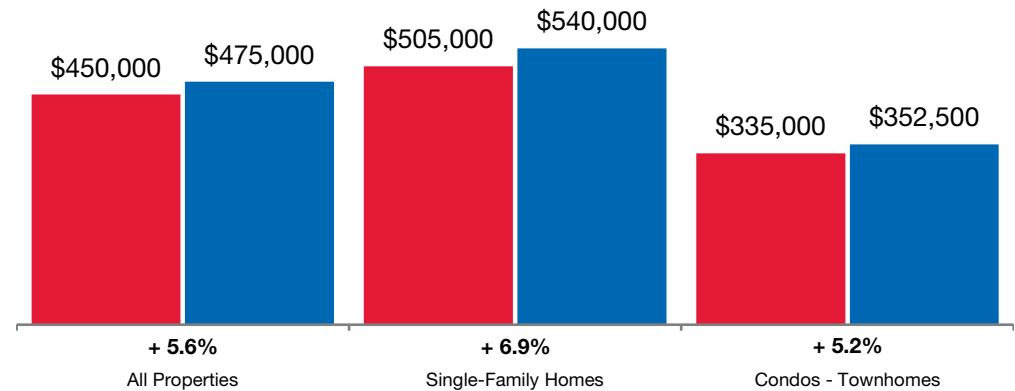
## By Square Feet

■ 05-2015 ■ 05-2016



## By Property Type

■ 05-2015 ■ 05-2016



| All Properties            |                  |                  |               |
|---------------------------|------------------|------------------|---------------|
| By Square Feet            | 05-2015          | 05-2016          | Change        |
| 1,500 Sq Ft and Below     | \$349,000        | \$370,000        | + 6.0%        |
| 1,501 to 2,000 Sq Ft      | \$470,000        | \$500,000        | + 6.4%        |
| 2,001 to 3,000 Sq Ft      | \$615,000        | \$642,500        | + 4.5%        |
| 3,001 Sq Ft and Above     | \$1,045,000      | \$1,005,000      | - 3.8%        |
| <b>All Square Footage</b> | <b>\$450,000</b> | <b>\$475,000</b> | <b>+ 5.6%</b> |

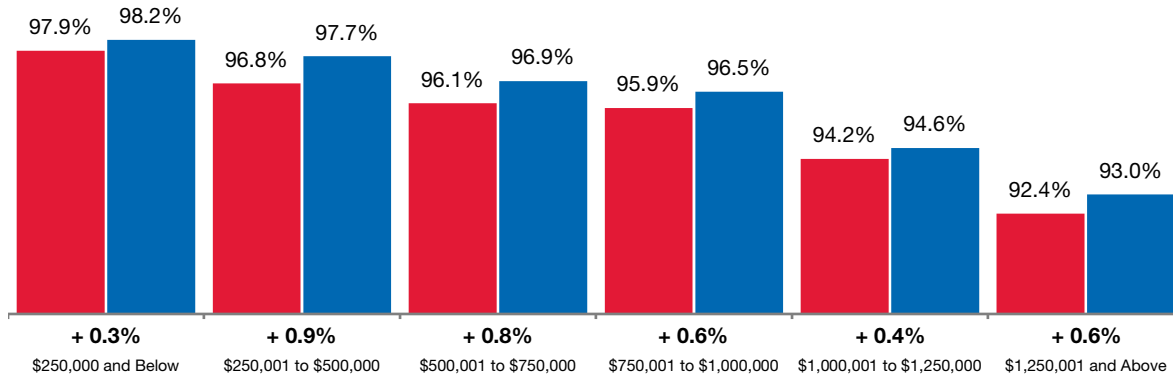
| Single-Family Homes |                  |               | Condos - Townhomes |                  |               |
|---------------------|------------------|---------------|--------------------|------------------|---------------|
| 05-2015             | 05-2016          | Change        | 05-2015            | 05-2016          | Change        |
| \$380,000           | \$413,750        | + 8.9%        | \$305,000          | \$320,000        | + 4.9%        |
| \$465,000           | \$500,000        | + 7.5%        | \$490,000          | \$503,975        | + 2.9%        |
| \$609,000           | \$635,900        | + 4.4%        | \$827,000          | \$843,250        | + 2.0%        |
| \$1,043,900         | \$1,000,000      | - 4.2%        | \$1,947,500        | \$1,888,888      | - 3.0%        |
| <b>\$505,000</b>    | <b>\$540,000</b> | <b>+ 6.9%</b> | <b>\$335,000</b>   | <b>\$352,500</b> | <b>+ 5.2%</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.**

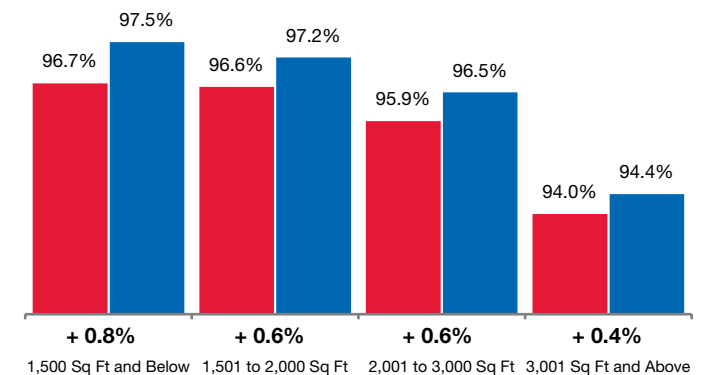
## By Price Range

■ 05-2015 ■ 05-2016



## By Square Feet

■ 05-2015 ■ 05-2016



## All Properties

| By Price Range             | 05-2015      | 05-2016      | Change        |
|----------------------------|--------------|--------------|---------------|
| \$250,000 and Below        | 97.9%        | 98.2%        | + 0.3%        |
| \$250,001 to \$500,000     | 96.8%        | 97.7%        | + 0.9%        |
| \$500,001 to \$750,000     | 96.1%        | 96.9%        | + 0.8%        |
| \$750,001 to \$1,000,000   | 95.9%        | 96.5%        | + 0.6%        |
| \$1,000,001 to \$1,250,000 | 94.2%        | 94.6%        | + 0.4%        |
| \$1,250,001 and Above      | 92.4%        | 93.0%        | + 0.6%        |
| <b>All Price Ranges</b>    | <b>96.3%</b> | <b>97.0%</b> | <b>+ 0.7%</b> |

## Single-Family Homes

| 05-2015      | 05-2016      | Change        | 05-2015      | 05-2016      | Change        |
|--------------|--------------|---------------|--------------|--------------|---------------|
| 92.8%        | 93.4%        | + 0.6%        | 96.4%        | 96.8%        | + 0.4%        |
| 96.6%        | 97.3%        | + 0.7%        | 96.8%        | 97.7%        | + 0.9%        |
| 96.6%        | 97.3%        | + 0.7%        | 96.8%        | 97.3%        | + 0.5%        |
| 96.2%        | 96.6%        | + 0.4%        | 95.8%        | 96.3%        | + 0.5%        |
| 94.5%        | 94.8%        | + 0.3%        | 94.2%        | 94.0%        | - 0.2%        |
| 93.3%        | 94.0%        | + 0.8%        | 93.9%        | 94.5%        | + 0.6%        |
| <b>96.1%</b> | <b>96.8%</b> | <b>+ 0.7%</b> | <b>96.6%</b> | <b>97.3%</b> | <b>+ 0.7%</b> |

## Condos - Townhomes

| By Square Feet            | 05-2015      | 05-2016      | Change        |
|---------------------------|--------------|--------------|---------------|
| 1,500 Sq Ft and Below     | 96.7%        | 97.5%        | + 0.8%        |
| 1,501 to 2,000 Sq Ft      | 96.6%        | 97.2%        | + 0.6%        |
| 2,001 to 3,000 Sq Ft      | 95.9%        | 96.5%        | + 0.6%        |
| 3,001 Sq Ft and Above     | 94.0%        | 94.4%        | + 0.4%        |
| <b>All Square Footage</b> | <b>96.3%</b> | <b>97.0%</b> | <b>+ 0.7%</b> |

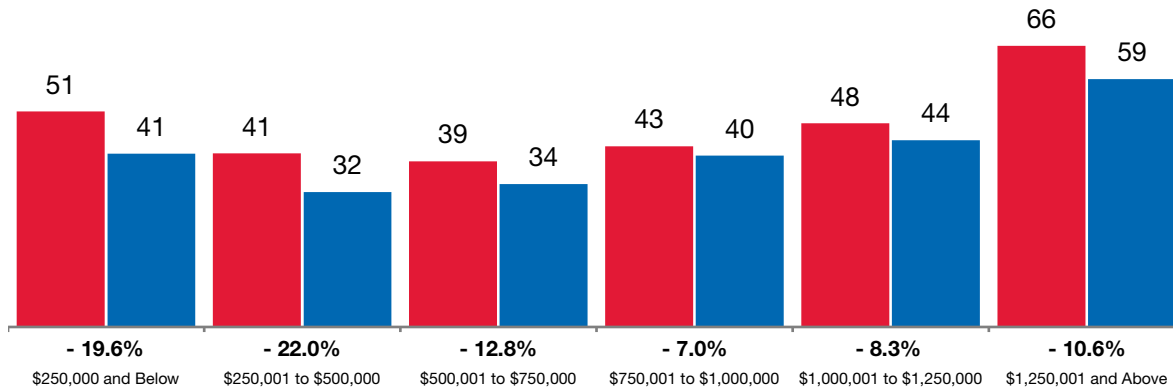
| 05-2015      | 05-2016      | Change        | 05-2015      | 05-2016      | Change        |
|--------------|--------------|---------------|--------------|--------------|---------------|
| 96.8%        | 97.7%        | + 0.9%        | 96.7%        | 97.4%        | + 0.7%        |
| 96.7%        | 97.3%        | + 0.6%        | 96.5%        | 97.0%        | + 0.5%        |
| 96.0%        | 96.6%        | + 0.6%        | 95.2%        | 95.7%        | + 0.5%        |
| 94.1%        | 94.5%        | + 0.4%        | 92.1%        | 90.8%        | - 1.4%        |
| <b>96.1%</b> | <b>96.8%</b> | <b>+ 0.7%</b> | <b>96.6%</b> | <b>97.3%</b> | <b>+ 0.7%</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.

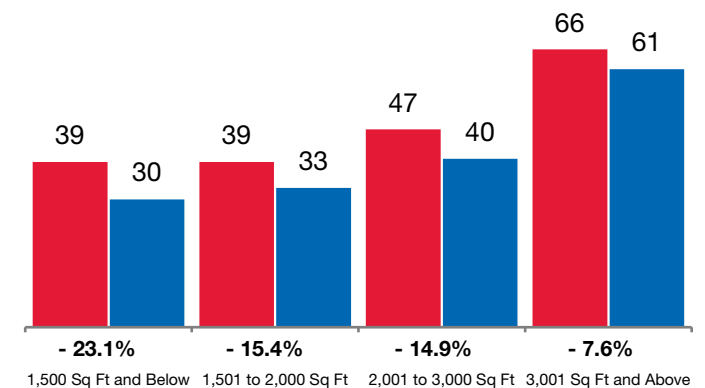
## By Price Range

■ 05-2015 ■ 05-2016



## By Square Feet

■ 05-2015 ■ 05-2016



## All Properties

| By Price Range             | 05-2015   | 05-2016   | Change         |
|----------------------------|-----------|-----------|----------------|
| \$250,000 and Below        | 51        | 41        | - 19.6%        |
| \$250,001 to \$500,000     | 41        | 32        | - 22.0%        |
| \$500,001 to \$750,000     | 39        | 34        | - 12.8%        |
| \$750,001 to \$1,000,000   | 43        | 40        | - 7.0%         |
| \$1,000,001 to \$1,250,000 | 48        | 44        | - 8.3%         |
| \$1,250,001 and Above      | 66        | 59        | - 10.6%        |
| <b>All Price Ranges</b>    | <b>43</b> | <b>36</b> | <b>- 16.3%</b> |

## Single-Family Homes

| 05-2015   | 05-2016   | Change         | 05-2015   | 05-2016   | Change         |
|-----------|-----------|----------------|-----------|-----------|----------------|
| 80        | 68        | - 15.0%        | 46        | 38        | - 17.4%        |
| 42        | 33        | - 21.4%        | 39        | 30        | - 23.1%        |
| 39        | 34        | - 12.8%        | 39        | 33        | - 15.4%        |
| 42        | 40        | - 4.8%         | 49        | 44        | - 10.2%        |
| 47        | 43        | - 8.5%         | 57        | 51        | - 10.5%        |
| 66        | 58        | - 12.1%        | 72        | 59        | - 18.1%        |
| <b>44</b> | <b>37</b> | <b>- 15.9%</b> | <b>42</b> | <b>33</b> | <b>- 21.4%</b> |

## Condos - Townhomes

| By Square Feet            | 05-2015   | 05-2016   | Change         |
|---------------------------|-----------|-----------|----------------|
| 1,500 Sq Ft and Below     | 39        | 30        | - 23.1%        |
| 1,501 to 2,000 Sq Ft      | 39        | 33        | - 15.4%        |
| 2,001 to 3,000 Sq Ft      | 47        | 40        | - 14.9%        |
| 3,001 Sq Ft and Above     | 66        | 61        | - 7.6%         |
| <b>All Square Footage</b> | <b>43</b> | <b>36</b> | <b>- 16.3%</b> |

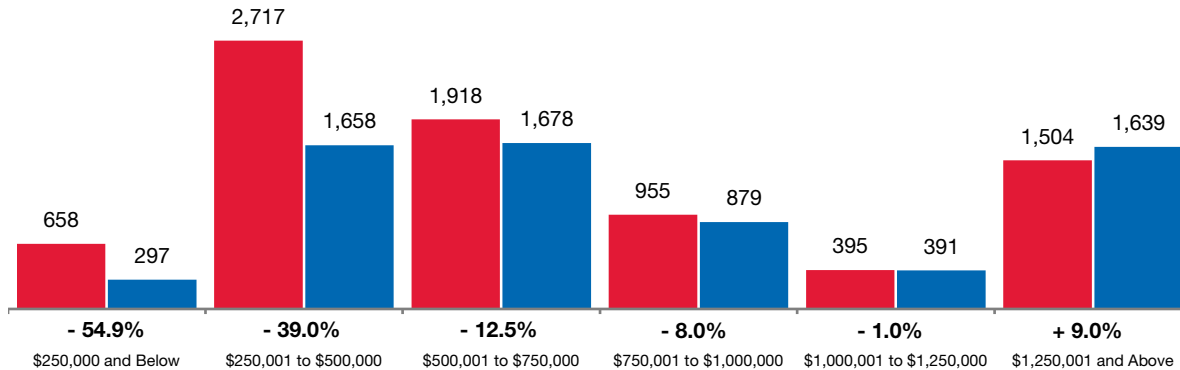
| 05-2015   | 05-2016   | Change         | 05-2015   | 05-2016   | Change         |
|-----------|-----------|----------------|-----------|-----------|----------------|
| 37        | 28        | - 24.3%        | 41        | 32        | - 22.0%        |
| 38        | 32        | - 15.8%        | 42        | 37        | - 11.9%        |
| 46        | 40        | - 13.0%        | 64        | 45        | - 29.7%        |
| 66        | 61        | - 7.6%         | 63        | 76        | + 20.6%        |
| <b>44</b> | <b>37</b> | <b>- 15.9%</b> | <b>42</b> | <b>33</b> | <b>- 21.4%</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.

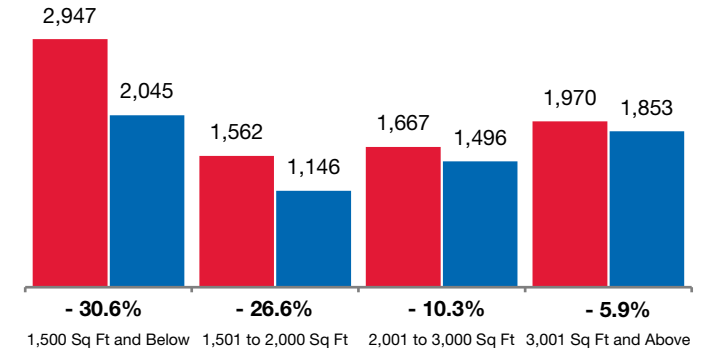
## By Price Range

■ 05-2015 ■ 05-2016



## By Square Feet

■ 05-2015 ■ 05-2016



### All Properties

| By Price Range             | 05-2015      | 05-2016      | Change         |
|----------------------------|--------------|--------------|----------------|
| \$250,000 and Below        | 658          | 297          | - 54.9%        |
| \$250,001 to \$500,000     | 2,717        | 1,658        | - 39.0%        |
| \$500,001 to \$750,000     | 1,918        | 1,678        | - 12.5%        |
| \$750,001 to \$1,000,000   | 955          | 879          | - 8.0%         |
| \$1,000,001 to \$1,250,000 | 395          | 391          | - 1.0%         |
| \$1,250,001 and Above      | 1,504        | 1,639        | + 9.0%         |
| <b>All Price Ranges</b>    | <b>8,147</b> | <b>6,542</b> | <b>- 19.7%</b> |

### Single-Family Homes

| 05-2015      | 05-2016      | Change         | 05-2015      | 05-2016      | Change         |
|--------------|--------------|----------------|--------------|--------------|----------------|
| 135          | 78           | - 42.2%        | 523          | 219          | - 58.1%        |
| 1,525        | 917          | - 39.9%        | 1,192        | 741          | - 37.8%        |
| 1,551        | 1,374        | - 11.4%        | 367          | 304          | - 17.2%        |
| 812          | 731          | - 10.0%        | 143          | 148          | + 3.5%         |
| 333          | 319          | - 4.2%         | 62           | 72           | + 16.1%        |
| 1,337        | 1,450        | + 8.5%         | 167          | 189          | + 13.2%        |
| <b>5,693</b> | <b>4,869</b> | <b>- 14.5%</b> | <b>2,454</b> | <b>1,673</b> | <b>- 31.8%</b> |

### Condos - Townhomes

| By Square Feet            | 05-2015      | 05-2016      | Change         |
|---------------------------|--------------|--------------|----------------|
| 1,500 Sq Ft and Below     | 2,947        | 2,045        | - 30.6%        |
| 1,501 to 2,000 Sq Ft      | 1,562        | 1,146        | - 26.6%        |
| 2,001 to 3,000 Sq Ft      | 1,667        | 1,496        | - 10.3%        |
| 3,001 Sq Ft and Above     | 1,970        | 1,853        | - 5.9%         |
| <b>All Square Footage</b> | <b>8,147</b> | <b>6,542</b> | <b>- 19.7%</b> |

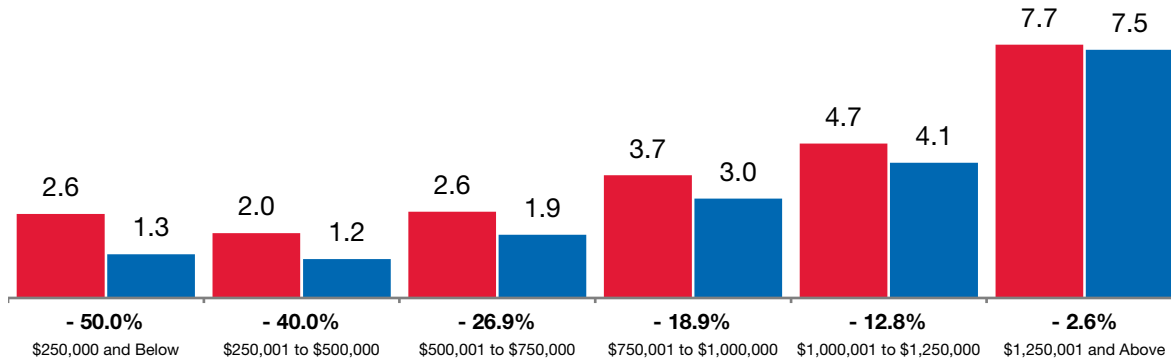
| 05-2015      | 05-2016      | Change         | 05-2015      | 05-2016      | Change         |
|--------------|--------------|----------------|--------------|--------------|----------------|
| 1,094        | 838          | - 23.4%        | 1,853        | 1,207        | - 34.9%        |
| 1,104        | 825          | - 25.3%        | 458          | 321          | - 29.9%        |
| 1,543        | 1,371        | - 11.1%        | 124          | 125          | + 0.8%         |
| 1,951        | 1,833        | - 6.0%         | 19           | 20           | + 5.3%         |
| <b>5,693</b> | <b>4,869</b> | <b>- 14.5%</b> | <b>2,454</b> | <b>1,673</b> | <b>- 31.8%</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.

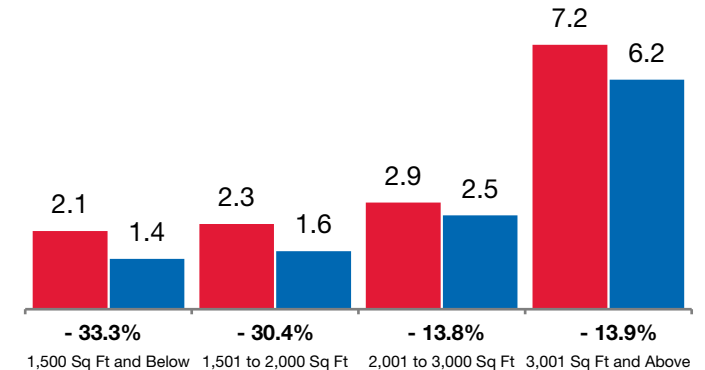
## By Price Range

■ 05-2015 ■ 05-2016



## By Square Feet

■ 05-2015 ■ 05-2016



### All Properties

| By Price Range             | 05-2015    | 05-2016    | Change         |
|----------------------------|------------|------------|----------------|
| \$250,000 and Below        | 2.6        | 1.3        | - 50.0%        |
| \$250,001 to \$500,000     | 2.0        | 1.2        | - 40.0%        |
| \$500,001 to \$750,000     | 2.6        | 1.9        | - 26.9%        |
| \$750,001 to \$1,000,000   | 3.7        | 3.0        | - 18.9%        |
| \$1,000,001 to \$1,250,000 | 4.7        | 4.1        | - 12.8%        |
| \$1,250,001 and Above      | 7.7        | 7.5        | - 2.6%         |
| <b>All Price Ranges</b>    | <b>2.8</b> | <b>2.1</b> | <b>- 25.0%</b> |

### Single-Family Homes

| 05-2015    | 05-2016    | Change         |
|------------|------------|----------------|
| 3.8        | 3.1        | - 18.4%        |
| 1.8        | 1.2        | - 33.3%        |
| 2.6        | 1.9        | - 26.9%        |
| 3.7        | 2.9        | - 21.6%        |
| 4.6        | 3.9        | - 15.2%        |
| 7.9        | 7.7        | - 2.5%         |
| <b>2.9</b> | <b>2.4</b> | <b>- 17.2%</b> |

### Condos - Townhomes

| 05-2015    | 05-2016    | Change         |
|------------|------------|----------------|
| 2.4        | 1.1        | - 54.2%        |
| 2.3        | 1.2        | - 47.8%        |
| 2.7        | 1.8        | - 33.3%        |
| 3.8        | 3.7        | - 2.6%         |
| 5.6        | 5.1        | - 8.9%         |
| 6.3        | 6.3        | 0.0%           |
| <b>2.6</b> | <b>1.6</b> | <b>- 38.5%</b> |

### By Square Feet

| 05-2015    | 05-2016    | Change         |
|------------|------------|----------------|
| 2.1        | 1.4        | - 33.3%        |
| 2.3        | 1.6        | - 30.4%        |
| 2.9        | 2.5        | - 13.8%        |
| 7.2        | 6.2        | - 13.9%        |
| <b>2.8</b> | <b>2.1</b> | <b>- 25.0%</b> |

| 05-2015    | 05-2016    | Change         |
|------------|------------|----------------|
| 1.8        | 1.3        | - 27.8%        |
| 2.1        | 1.5        | - 28.6%        |
| 2.8        | 2.5        | - 10.7%        |
| 7.2        | 6.2        | - 13.9%        |
| <b>2.9</b> | <b>2.4</b> | <b>- 17.2%</b> |

| 05-2015    | 05-2016    | Change         |
|------------|------------|----------------|
| 2.4        | 1.4        | - 41.7%        |
| 2.9        | 1.9        | - 34.5%        |
| 4.3        | 4.0        | - 7.0%         |
| 7.6        | 8.9        | + 17.1%        |
| <b>2.6</b> | <b>1.6</b> | <b>- 38.5%</b> |