

Housing Supply Overview

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

April 2017

Spring is in the air, and housing activity is heightening. There appear to be more buyers out on the prowl, given the fact that sales prices are still going up while the number of days a house is on the market continues to drop. This is a recipe for a seller's market. For the 12-month period spanning May 2016 through April 2017, Pending Sales in San Diego County were up 1.1 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 19.1 percent.

The overall Median Sales Price was up 6.3 percent to \$505,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 7.7 percent to \$377,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 28 days; the price range that tended to sell the slowest was the \$1,250,001 Or More range at 60 days.

Market-wide, inventory levels were down 28.0 percent. The property type that lost the least inventory was the Single-Family Homes segment, where it decreased 26.0 percent. That amounts to 1.9 months supply for Single-Family Homes and 1.2 months supply for Condos - Townhomes.

Quick Facts

+ 19.1%

+ 4.9%

+ 1.6%

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	Single-Family Homes

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

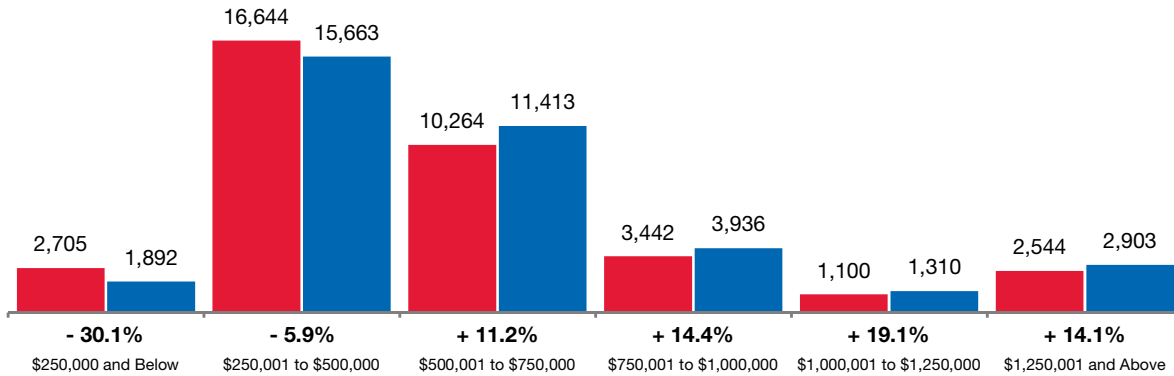
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Pending Sales

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

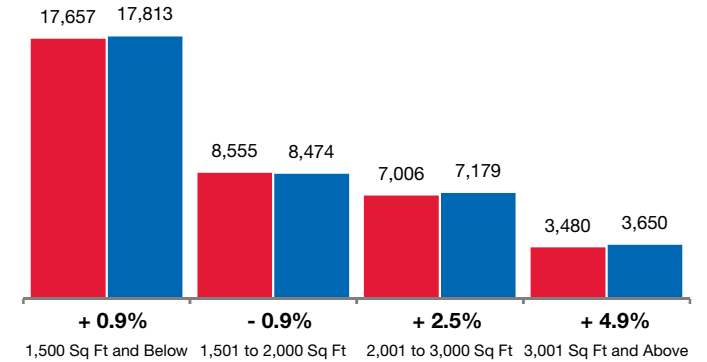
By Price Range

■ 04-2016 ■ 04-2017



By Square Feet

■ 04-2016 ■ 04-2017



All Properties

By Price Range	04-2016	04-2017	Change
\$250,000 and Below	2,705	1,892	- 30.1%
\$250,001 to \$500,000	16,644	15,663	- 5.9%
\$500,001 to \$750,000	10,264	11,413	+ 11.2%
\$750,001 to \$1,000,000	3,442	3,936	+ 14.4%
\$1,000,001 to \$1,250,000	1,100	1,310	+ 19.1%
\$1,250,001 and Above	2,544	2,903	+ 14.1%
All Price Ranges	36,699	37,117	+ 1.1%

Single-Family Homes

04-2016	04-2017	Change	04-2016	04-2017	Change
296	203	- 31.4%	2,409	1,689	- 29.9%
9,361	8,027	- 14.3%	7,283	7,636	+ 4.8%
8,342	9,218	+ 10.5%	1,922	2,195	+ 14.2%
2,967	3,385	+ 14.1%	475	551	+ 16.0%
939	1,119	+ 19.2%	161	191	+ 18.6%
2,172	2,505	+ 15.3%	372	398	+ 7.0%
24,077	24,457	+ 1.6%	12,622	12,660	+ 0.3%

Condos - Townhomes

By Square Feet	04-2016	04-2017	Change
1,500 Sq Ft and Below	17,657	17,813	+ 0.9%
1,501 to 2,000 Sq Ft	8,555	8,474	- 0.9%
2,001 to 3,000 Sq Ft	7,006	7,179	+ 2.5%
3,001 Sq Ft and Above	3,480	3,650	+ 4.9%
All Square Footage	36,699	37,117	+ 1.1%

04-2016	04-2017	Change	04-2016	04-2017	Change
7,462	7,539	+ 1.0%	10,195	10,274	+ 0.8%
6,541	6,519	- 0.3%	2,014	1,955	- 2.9%
6,624	6,768	+ 2.2%	382	411	+ 7.6%
3,450	3,630	+ 5.2%	30	20	- 33.3%
24,077	24,457	+ 1.6%	12,622	12,660	+ 0.3%

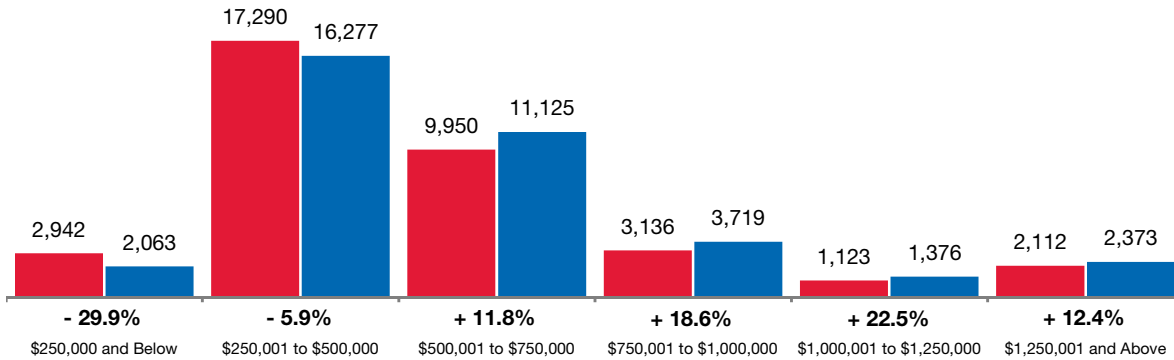


Closed Sales

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

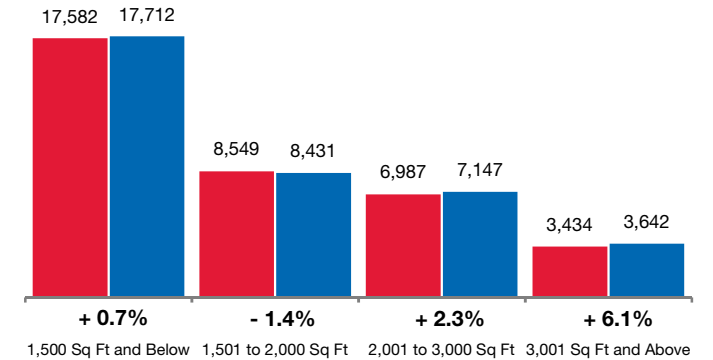
By Price Range

■ 04-2016 ■ 04-2017



By Square Feet

■ 04-2016 ■ 04-2017



All Properties

By Price Range	04-2016	04-2017	Change
\$250,000 and Below	2,942	2,063	-29.9%
\$250,001 to \$500,000	17,290	16,277	-5.9%
\$500,001 to \$750,000	9,950	11,125	+11.8%
\$750,001 to \$1,000,000	3,136	3,719	+18.6%
\$1,000,001 to \$1,250,000	1,123	1,376	+22.5%
\$1,250,001 and Above	2,112	2,373	+12.4%
All Price Ranges	36,553	36,933	+1.0%

Single-Family Homes

04-2016	04-2017	Change
315	211	-33.0%
10,031	8,640	-13.9%
8,174	9,000	+10.1%
2,708	3,192	+17.9%
969	1,183	+22.1%
1,813	2,093	+15.4%
24,010	24,319	+1.3%

Condos - Townhomes

04-2016	04-2017	Change
2,627	1,852	-29.5%
7,259	7,637	+5.2%
1,776	2,125	+19.7%
428	527	+23.1%
154	193	+25.3%
299	280	-6.4%
12,543	12,614	+0.6%

By Square Feet

04-2016	04-2017	Change
17,582	17,712	+0.7%
8,549	8,431	-1.4%
6,987	7,147	+2.3%
3,434	3,642	+6.1%
36,553	36,933	+1.0%

04-2016	04-2017	Change
7,441	7,501	+0.8%
6,542	6,468	-1.1%
6,623	6,730	+1.6%
3,404	3,619	+6.3%
24,010	24,319	+1.3%

04-2016	04-2017	Change
10,141	10,211	+0.7%
2,007	1,963	-2.2%
364	417	+14.6%
30	23	-23.3%
12,543	12,614	+0.6%

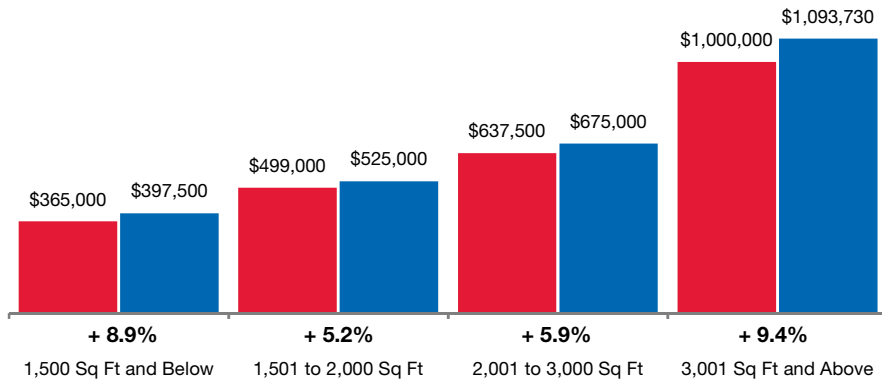


Median Sales Price

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.**

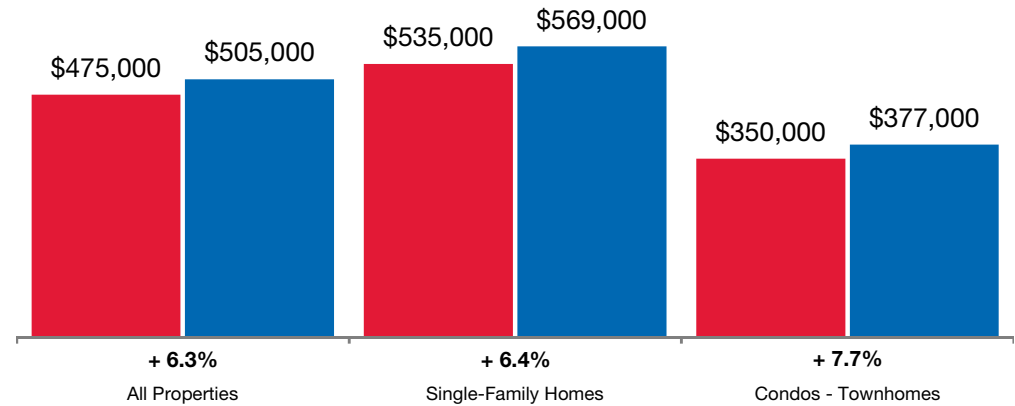
By Square Feet

■ 04-2016 ■ 04-2017



By Property Type

■ 04-2016 ■ 04-2017



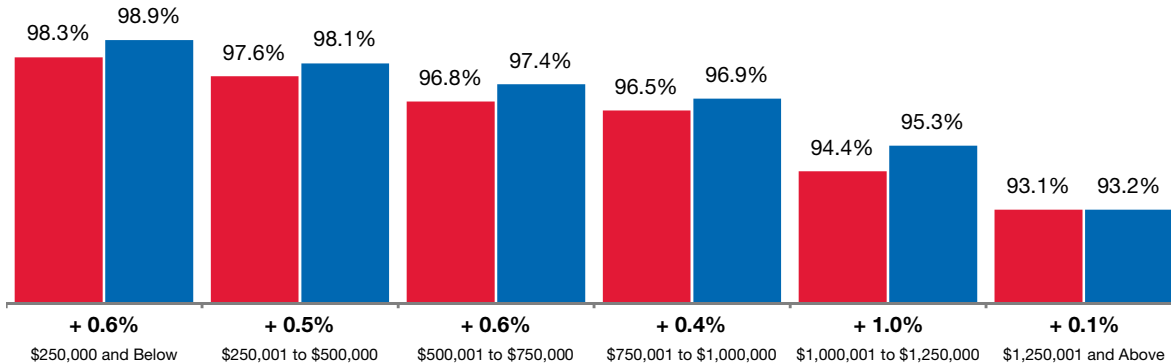
By Square Feet	All Properties			Single-Family Homes			Condos - Townhomes		
	04-2016	04-2017	Change	04-2016	04-2017	Change	04-2016	04-2017	Change
1,500 Sq Ft and Below	\$365,000	\$397,500	+ 8.9%	\$410,000	\$435,000	+ 6.1%	\$319,000	\$345,000	+ 8.2%
1,501 to 2,000 Sq Ft	\$499,000	\$525,000	+ 5.2%	\$496,000	\$525,000	+ 5.8%	\$505,000	\$535,000	+ 5.9%
2,001 to 3,000 Sq Ft	\$637,500	\$675,000	+ 5.9%	\$630,000	\$665,000	+ 5.6%	\$852,500	\$875,000	+ 2.6%
3,001 Sq Ft and Above	\$1,000,000	\$1,093,730	+ 9.4%	\$999,000	\$1,090,000	+ 9.1%	\$1,832,000	\$2,815,000	+ 53.7%
All Square Footage	\$475,000	\$505,000	+ 6.3%	\$535,000	\$569,000	+ 6.4%	\$350,000	\$377,000	+ 7.7%

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.**

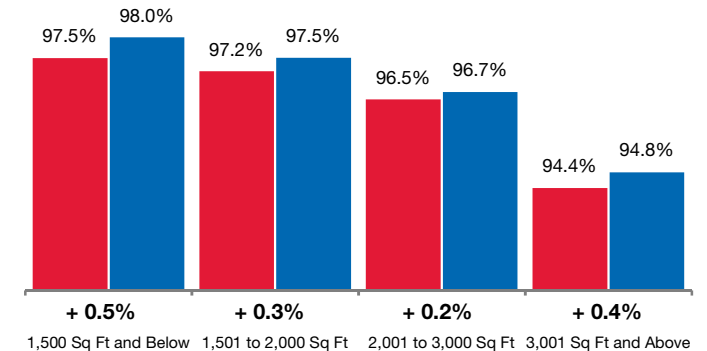
By Price Range

■ 04-2016 ■ 04-2017



By Square Feet

■ 04-2016 ■ 04-2017



All Properties

By Price Range	04-2016	04-2017	Change
\$250,000 and Below	98.3%	98.9%	+ 0.6%
\$250,001 to \$500,000	97.6%	98.1%	+ 0.5%
\$500,001 to \$750,000	96.8%	97.4%	+ 0.6%
\$750,001 to \$1,000,000	96.5%	96.9%	+ 0.4%
\$1,000,001 to \$1,250,000	94.4%	95.3%	+ 1.0%
\$1,250,001 and Above	93.1%	93.2%	+ 0.1%
All Price Ranges	97.0%	97.3%	+ 0.3%

Single-Family Homes

04-2016	04-2017	Change	04-2016	04-2017	Change
93.7%	90.6%	- 3.3%	96.8%	97.6%	+ 0.8%
97.3%	97.5%	+ 0.2%	97.7%	98.3%	+ 0.6%
97.2%	97.6%	+ 0.4%	97.3%	97.9%	+ 0.6%
96.5%	97.2%	+ 0.7%	96.2%	96.9%	+ 0.7%
94.8%	95.1%	+ 0.3%	94.1%	94.4%	+ 0.3%
94.1%	94.0%	- 0.1%	94.6%	94.5%	- 0.1%
96.8%	97.0%	+ 0.2%	97.3%	97.9%	+ 0.6%

Condos - Townhomes

By Square Feet	04-2016	04-2017	Change
1,500 Sq Ft and Below	97.5%	98.0%	+ 0.5%
1,501 to 2,000 Sq Ft	97.2%	97.5%	+ 0.3%
2,001 to 3,000 Sq Ft	96.5%	96.7%	+ 0.2%
3,001 Sq Ft and Above	94.4%	94.8%	+ 0.4%
All Square Footage	97.0%	97.3%	+ 0.3%

04-2016	04-2017	Change	04-2016	04-2017	Change
97.7%	97.9%	+ 0.2%	97.4%	98.1%	+ 0.7%
97.3%	97.5%	+ 0.2%	97.0%	97.6%	+ 0.6%
96.6%	96.8%	+ 0.2%	95.6%	95.8%	+ 0.2%
94.5%	94.8%	+ 0.3%	91.1%	92.5%	+ 1.5%
96.8%	97.0%	+ 0.2%	97.3%	97.9%	+ 0.6%

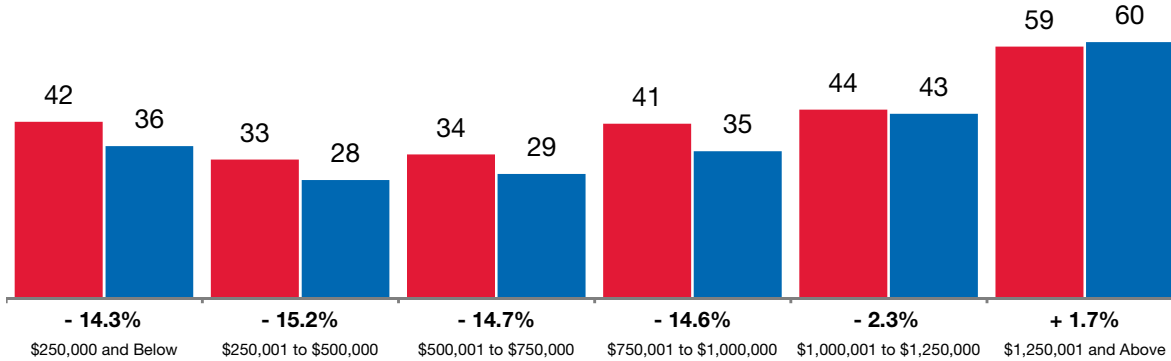


Days on Market Until Sale

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.

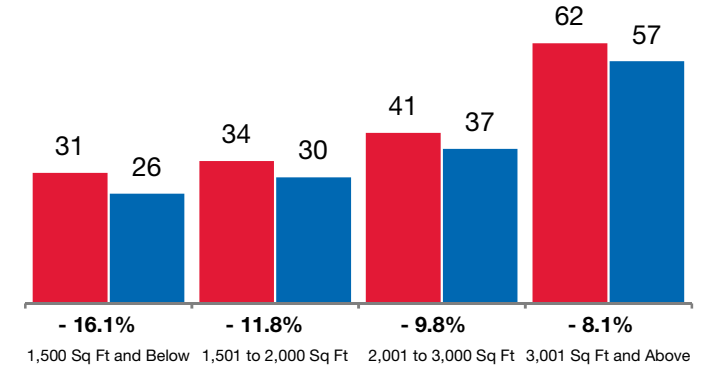
By Price Range

■ 04-2016 ■ 04-2017



By Square Feet

■ 04-2016 ■ 04-2017



All Properties

By Price Range	04-2016	04-2017	Change
\$250,000 and Below	42	36	- 14.3%
\$250,001 to \$500,000	33	28	- 15.2%
\$500,001 to \$750,000	34	29	- 14.7%
\$750,001 to \$1,000,000	41	35	- 14.6%
\$1,000,001 to \$1,250,000	44	43	- 2.3%
\$1,250,001 and Above	59	60	+ 1.7%
All Price Ranges	36	32	- 11.1%

Single-Family Homes

04-2016	04-2017	Change	04-2016	04-2017	Change
71	76	+ 7.0%	38	31	- 18.4%
34	31	- 8.8%	30	24	- 20.0%
34	30	- 11.8%	33	27	- 18.2%
41	33	- 19.5%	45	42	- 6.7%
43	41	- 4.7%	53	56	+ 5.7%
59	60	+ 1.7%	59	61	+ 3.4%
38	34	- 10.5%	34	28	- 17.6%

Condos - Townhomes

By Square Feet	04-2016	04-2017	Change
1,500 Sq Ft and Below	31	26	- 16.1%
1,501 to 2,000 Sq Ft	34	30	- 11.8%
2,001 to 3,000 Sq Ft	41	37	- 9.8%
3,001 Sq Ft and Above	62	57	- 8.1%
All Square Footage	36	32	- 11.1%

04-2016	04-2017	Change	04-2016	04-2017	Change
29	26	- 10.3%	33	26	- 21.2%
33	29	- 12.1%	38	33	- 13.2%
40	36	- 10.0%	47	46	- 2.1%
62	57	- 8.1%	67	76	+ 13.4%
38	34	- 10.5%	34	28	- 17.6%

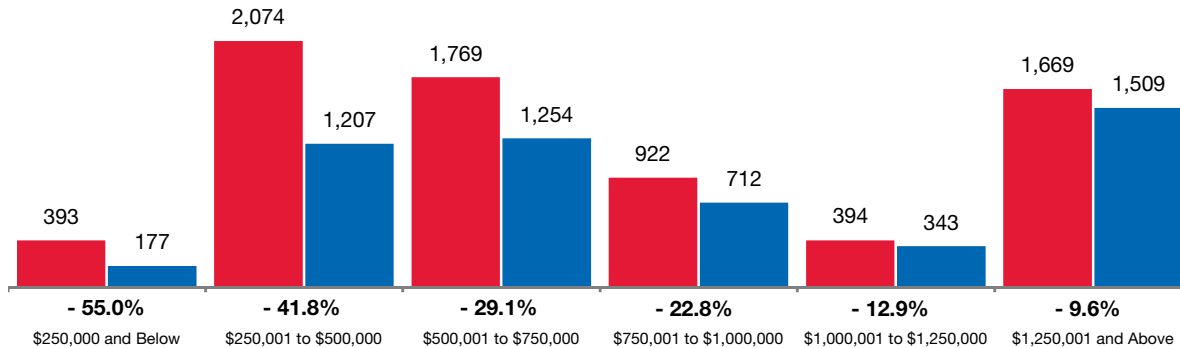


Inventory of Homes for Sale

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

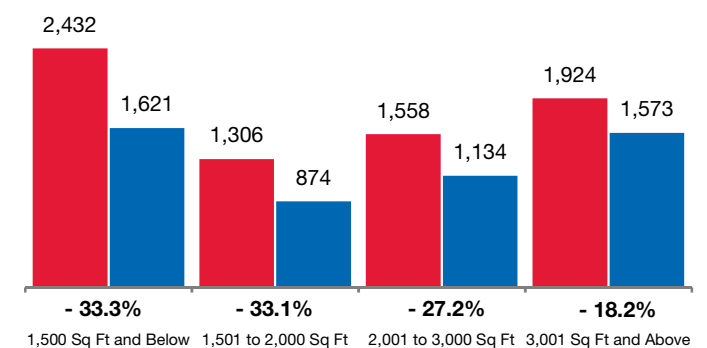
By Price Range

■ 04-2016 ■ 04-2017



By Square Feet

■ 04-2016 ■ 04-2017



All Properties

By Price Range	04-2016	04-2017	Change
\$250,000 and Below	393	177	- 55.0%
\$250,001 to \$500,000	2,074	1,207	- 41.8%
\$500,001 to \$750,000	1,769	1,254	- 29.1%
\$750,001 to \$1,000,000	922	712	- 22.8%
\$1,000,001 to \$1,250,000	394	343	- 12.9%
\$1,250,001 and Above	1,669	1,509	- 9.6%
All Price Ranges	7,221	5,202	- 28.0%

Single-Family Homes

04-2016	04-2017	Change	04-2016	04-2017	Change
92	48	- 47.8%	301	129	- 57.1%
1,151	626	- 45.6%	923	581	- 37.1%
1,436	1,013	- 29.5%	333	241	- 27.6%
757	589	- 22.2%	165	123	- 25.5%
333	278	- 16.5%	61	65	+ 6.6%
1,486	1,333	- 10.3%	183	176	- 3.8%
5,255	3,887	- 26.0%	1,966	1,315	- 33.1%

Condos - Townhomes

By Square Feet	04-2016	04-2017	Change
1,500 Sq Ft and Below	2,432	1,621	- 33.3%
1,501 to 2,000 Sq Ft	1,306	874	- 33.1%
2,001 to 3,000 Sq Ft	1,558	1,134	- 27.2%
3,001 Sq Ft and Above	1,924	1,573	- 18.2%
All Square Footage	7,221	5,202	- 28.0%

04-2016	04-2017	Change	04-2016	04-2017	Change
992	685	- 30.9%	1,440	936	- 35.0%
934	618	- 33.8%	372	256	- 31.2%
1,425	1,027	- 27.9%	133	107	- 19.5%
1,903	1,557	- 18.2%	21	16	- 23.8%
5,255	3,887	- 26.0%	1,966	1,315	- 33.1%

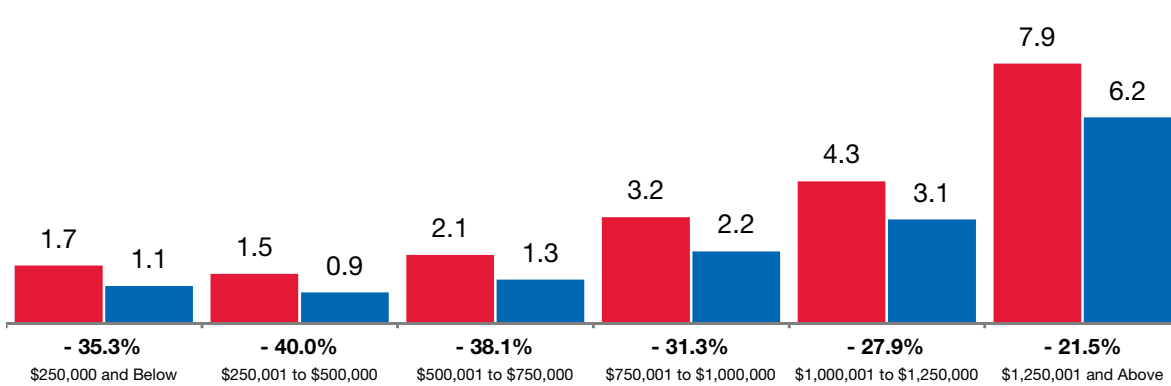


Months Supply of Inventory

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.

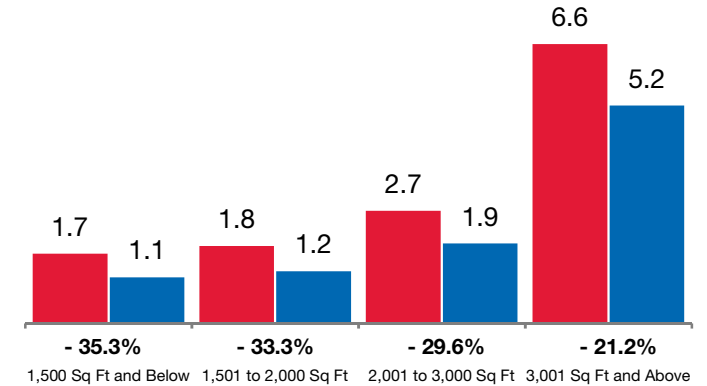
By Price Range

■ 04-2016 ■ 04-2017



By Square Feet

■ 04-2016 ■ 04-2017



All Properties

By Price Range	04-2016	04-2017	Change
\$250,000 and Below	1.7	1.1	-35.3%
\$250,001 to \$500,000	1.5	0.9	-40.0%
\$500,001 to \$750,000	2.1	1.3	-38.1%
\$750,001 to \$1,000,000	3.2	2.2	-31.3%
\$1,000,001 to \$1,250,000	4.3	3.1	-27.9%
\$1,250,001 and Above	7.9	6.2	-21.5%
All Price Ranges	2.4	1.7	-29.2%

Single-Family Homes

04-2016	04-2017	Change	04-2016	04-2017	Change
3.7	2.8	-24.3%	1.5	0.9	-40.0%
1.5	0.9	-40.0%	1.5	0.9	-40.0%
2.1	1.3	-38.1%	2.1	1.3	-38.1%
3.1	2.1	-32.3%	4.2	2.7	-35.7%
4.3	3.0	-30.2%	4.5	4.1	-8.9%
8.2	6.4	-22.0%	5.9	5.3	-10.2%
2.6	1.9	-26.9%	1.9	1.2	-36.8%

Condos - Townhomes

By Square Feet	04-2016	04-2017	Change
1,500 Sq Ft and Below	1.7	1.1	-35.3%
1,501 to 2,000 Sq Ft	1.8	1.2	-33.3%
2,001 to 3,000 Sq Ft	2.7	1.9	-29.6%
3,001 Sq Ft and Above	6.6	5.2	-21.2%
All Square Footage	2.4	1.7	-29.2%

04-2016	04-2017	Change	04-2016	04-2017	Change
1.6	1.1	-31.3%	1.7	1.1	-35.3%
1.7	1.1	-35.3%	2.2	1.6	-27.3%
2.6	1.8	-30.8%	4.2	3.1	-26.2%
6.6	5.1	-22.7%	8.4	8.8	+4.8%
2.6	1.9	-26.9%	1.9	1.2	-36.8%

