

Housing Supply Overview

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

January 2019

Inventory is gradually starting to improve in many pockets across the country, including in several markets that are showing year-over-year percentage increases. Listings tend to improve immediately after a new year, but this national increase also has to do with fewer sales. For the 12-month period spanning February 2018 through January 2019, Pending Sales in San Diego County were down 9.5 percent overall. The price range with the largest gain in sales was the \$1,250,001 or More range, where they increased 4.3 percent.

The overall Median Sales Price was up 6.1 percent to \$570,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 5.8 percent to \$640,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 26 days; the price range that tended to sell the slowest was the \$1,250,001 or Above range at 52 days.

Market-wide, inventory levels were up 33.2 percent. The property type that gained the most inventory was the Condos - Townhomes segment, where it increased 45.2 percent. That amounts to 2.4 months supply for Single-Family Homes and 2.1 months supply for Condos - Townhomes.

Quick Facts

+ 4.3%

- 7.8%

- 9.2%

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	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.

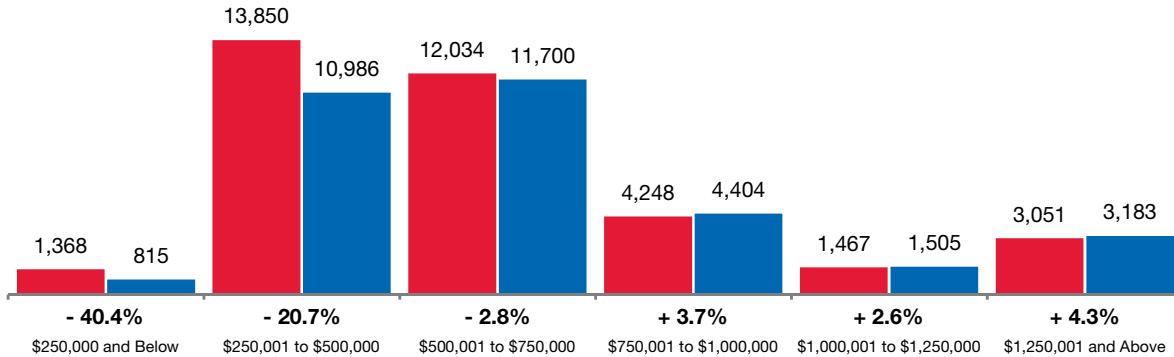
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Pending Sales

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

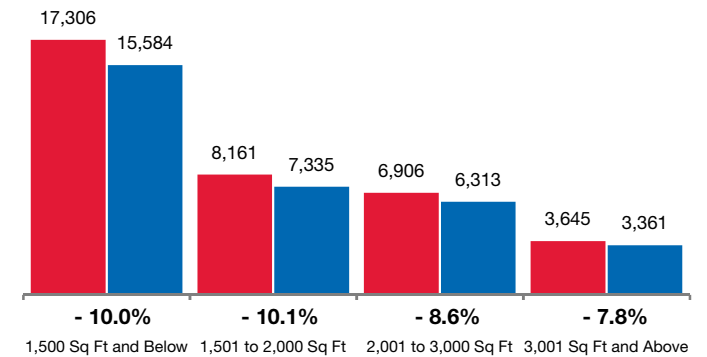
By Price Range

■ 01-2018 ■ 01-2019



By Square Feet

■ 01-2018 ■ 01-2019



All Properties

By Price Range	01-2018	01-2019	Change
\$250,000 and Below	1,368	815	-40.4%
\$250,001 to \$500,000	13,850	10,986	-20.7%
\$500,001 to \$750,000	12,034	11,700	-2.8%
\$750,001 to \$1,000,000	4,248	4,404	+3.7%
\$1,000,001 to \$1,250,000	1,467	1,505	+2.6%
\$1,250,001 and Above	3,051	3,183	+4.3%
All Price Ranges	36,018	32,593	-9.5%

Single-Family Homes

01-2018	01-2019	Change	01-2018	01-2019	Change
159	115	-27.7%	1,209	700	-42.1%
6,393	4,432	-30.7%	7,457	6,554	-12.1%
9,579	9,164	-4.3%	2,455	2,536	+3.3%
3,637	3,732	+2.6%	611	672	+10.0%
1,266	1,303	+2.9%	201	202	+0.5%
2,667	2,781	+4.3%	384	402	+4.7%
23,701	21,527	-9.2%	12,317	11,066	-10.2%

Condos - Townhomes

By Square Feet	01-2018	01-2019	Change
1,500 Sq Ft and Below	17,306	15,584	-10.0%
1,501 to 2,000 Sq Ft	8,161	7,335	-10.1%
2,001 to 3,000 Sq Ft	6,906	6,313	-8.6%
3,001 Sq Ft and Above	3,645	3,361	-7.8%
All Square Footage	36,018	32,593	-9.5%

01-2018	01-2019	Change	01-2018	01-2019	Change
7,354	6,668	-9.3%	9,952	8,916	-10.4%
6,195	5,576	-10.0%	1,966	1,759	-10.5%
6,522	5,943	-8.9%	384	370	-3.6%
3,630	3,340	-8.0%	15	21	+40.0%
23,701	21,527	-9.2%	12,317	11,066	-10.2%

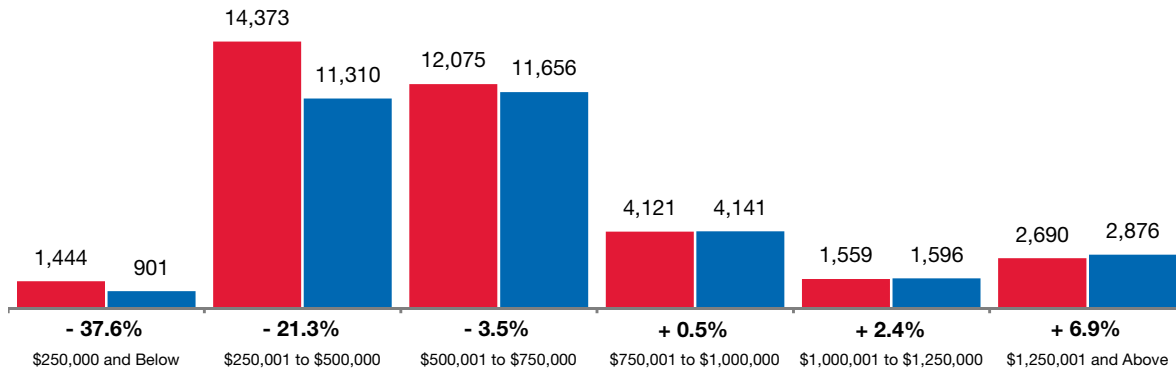


Closed Sales

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

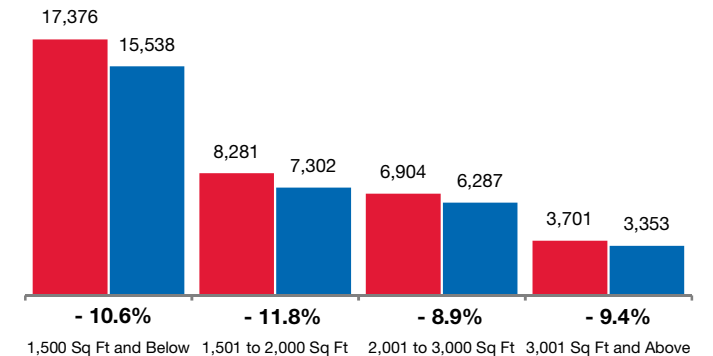
By Price Range

■ 01-2018 ■ 01-2019



By Square Feet

■ 01-2018 ■ 01-2019



All Properties

By Price Range	01-2018	01-2019	Change
\$250,000 and Below	1,444	901	- 37.6%
\$250,001 to \$500,000	14,373	11,310	- 21.3%
\$500,001 to \$750,000	12,075	11,656	- 3.5%
\$750,001 to \$1,000,000	4,121	4,141	+ 0.5%
\$1,000,001 to \$1,250,000	1,559	1,596	+ 2.4%
\$1,250,001 and Above	2,690	2,876	+ 6.9%
All Price Ranges	36,262	32,480	- 10.4%

Single-Family Homes

01-2018	01-2019	Change	01-2018	01-2019	Change
178	119	- 33.1%	1,266	782	- 38.2%
6,842	4,735	- 30.8%	7,531	6,575	- 12.7%
9,629	9,148	- 5.0%	2,446	2,508	+ 2.5%
3,522	3,500	- 0.6%	599	641	+ 7.0%
1,362	1,404	+ 3.1%	197	192	- 2.5%
2,380	2,538	+ 6.6%	310	338	+ 9.0%
23,913	21,444	- 10.3%	12,349	11,036	- 10.6%

Condos - Townhomes

By Square Feet	01-2018	01-2019	Change
1,500 Sq Ft and Below	17,376	15,538	- 10.6%
1,501 to 2,000 Sq Ft	8,281	7,302	- 11.8%
2,001 to 3,000 Sq Ft	6,904	6,287	- 8.9%
3,001 Sq Ft and Above	3,701	3,353	- 9.4%
All Square Footage	36,262	32,480	- 10.4%

01-2018	01-2019	Change	01-2018	01-2019	Change
7,387	6,641	- 10.1%	9,989	8,897	- 10.9%
6,318	5,541	- 12.3%	1,963	1,761	- 10.3%
6,521	5,929	- 9.1%	383	358	- 6.5%
3,687	3,333	- 9.6%	14	20	+ 42.9%
23,913	21,444	- 10.3%	12,349	11,036	- 10.6%

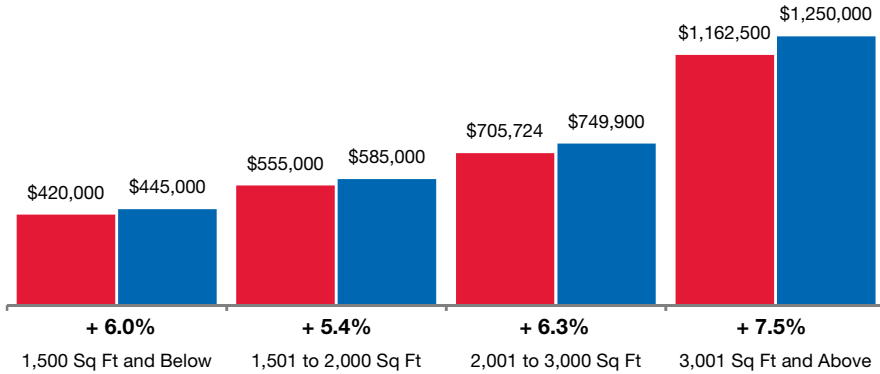


Median Sales Price

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.**

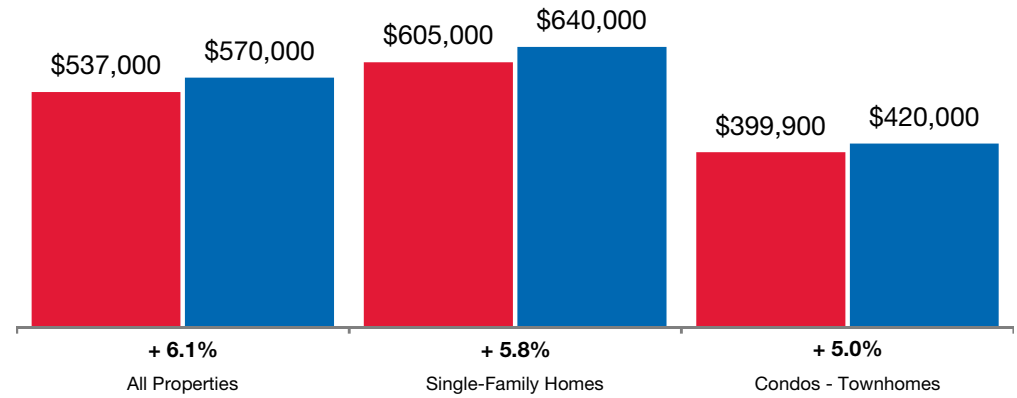
By Square Feet

■ 01-2018 ■ 01-2019



By Property Type

■ 01-2018 ■ 01-2019



By Square Feet	All Properties		
	01-2018	01-2019	Change
1,500 Sq Ft and Below	\$420,000	\$445,000	+ 6.0%
1,501 to 2,000 Sq Ft	\$555,000	\$585,000	+ 5.4%
2,001 to 3,000 Sq Ft	\$705,724	\$749,900	+ 6.3%
3,001 Sq Ft and Above	\$1,162,500	\$1,250,000	+ 7.5%
All Square Footage	\$537,000	\$570,000	+ 6.1%

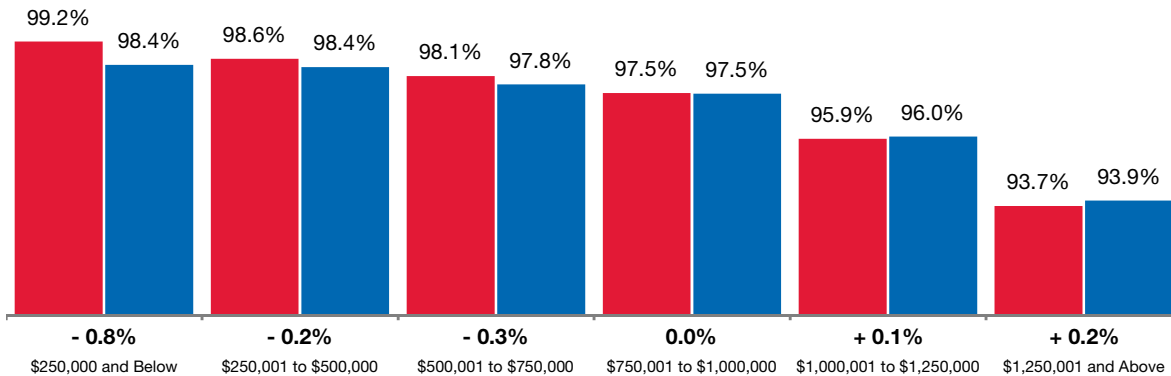
	Single-Family Homes			Condos - Townhomes		
	01-2018	01-2019	Change	01-2018	01-2019	Change
	\$460,500	\$495,000	+ 7.5%	\$365,000	\$385,000	+ 5.5%
	\$552,452	\$585,000	+ 5.9%	\$565,000	\$587,000	+ 3.9%
	\$699,990	\$740,000	+ 5.7%	\$910,000	\$972,500	+ 6.9%
	\$1,160,000	\$1,250,000	+ 7.8%	\$2,462,500	\$1,805,700	- 26.7%
	\$605,000	\$640,000	+ 5.8%	\$399,900	\$420,000	+ 5.0%

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.**

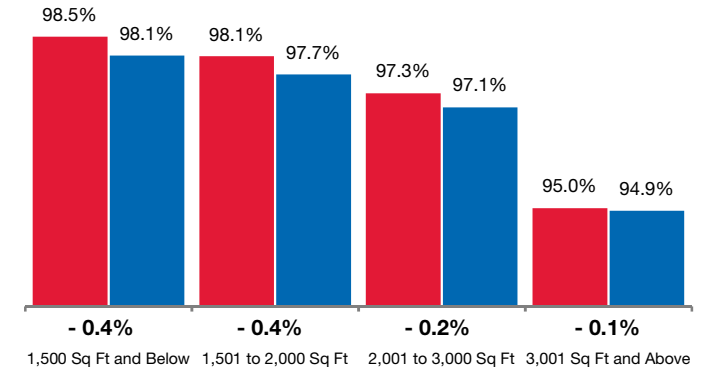
By Price Range

■ 01-2018 ■ 01-2019



By Square Feet

■ 01-2018 ■ 01-2019



All Properties

By Price Range	01-2018	01-2019	Change
\$250,000 and Below	99.2%	98.4%	-0.8%
\$250,001 to \$500,000	98.6%	98.4%	-0.2%
\$500,001 to \$750,000	98.1%	97.8%	-0.3%
\$750,001 to \$1,000,000	97.5%	97.5%	0.0%
\$1,000,001 to \$1,250,000	95.9%	96.0%	+0.1%
\$1,250,001 and Above	93.7%	93.9%	+0.2%
All Price Ranges	97.8%	97.5%	-0.3%

Single-Family Homes

01-2018	01-2019	Change	01-2018	01-2019	Change
90.4%	93.1%	+3.0%	98.1%	97.1%	-1.0%
97.7%	97.2%	-0.5%	98.9%	98.3%	-0.6%
98.3%	98.0%	-0.3%	98.5%	98.4%	-0.1%
97.7%	97.7%	0.0%	97.3%	97.0%	-0.3%
96.2%	96.2%	0.0%	95.4%	95.1%	-0.3%
94.4%	94.8%	+0.4%	95.6%	95.3%	-0.3%
97.5%	97.2%	-0.3%	98.5%	98.0%	-0.5%

Condos - Townhomes

By Square Feet	01-2018	01-2019	Change
1,500 Sq Ft and Below	98.5%	98.1%	-0.4%
1,501 to 2,000 Sq Ft	98.1%	97.7%	-0.4%
2,001 to 3,000 Sq Ft	97.3%	97.1%	-0.2%
3,001 Sq Ft and Above	95.0%	94.9%	-0.1%
All Square Footage	97.8%	97.5%	-0.3%

01-2018	01-2019	Change	01-2018	01-2019	Change
98.3%	98.0%	-0.3%	98.7%	98.2%	-0.5%
98.1%	97.8%	-0.3%	98.2%	97.6%	-0.6%
97.4%	97.1%	-0.3%	96.9%	96.2%	-0.7%
95.0%	95.0%	0.0%	94.6%	92.0%	-2.7%
97.5%	97.2%	-0.3%	98.5%	98.0%	-0.5%

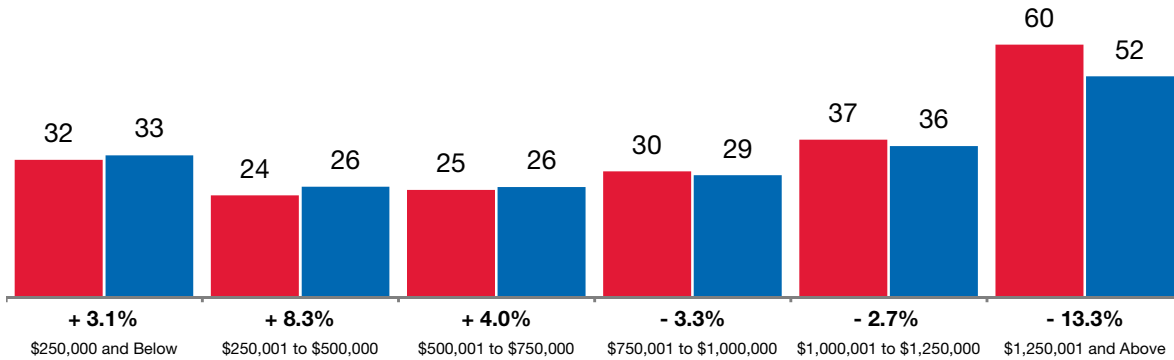


Days on Market Until Sale

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.

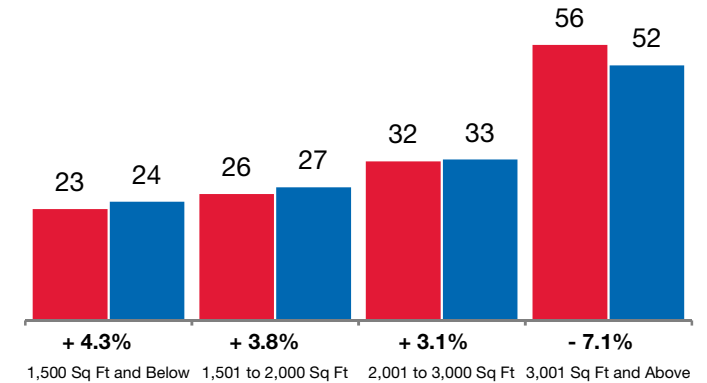
By Price Range

■ 01-2018 ■ 01-2019



By Square Feet

■ 01-2018 ■ 01-2019



All Properties

By Price Range	01-2018	01-2019	Change
\$250,000 and Below	32	33	+ 3.1%
\$250,001 to \$500,000	24	26	+ 8.3%
\$500,001 to \$750,000	25	26	+ 4.0%
\$750,001 to \$1,000,000	30	29	- 3.3%
\$1,000,001 to \$1,250,000	37	36	- 2.7%
\$1,250,001 and Above	60	52	- 13.3%
All Price Ranges	29	29	0.0%

Single-Family Homes

01-2018	01-2019	Change	01-2018	01-2019	Change
70	61	- 12.9%	27	29	+ 7.4%
28	28	0.0%	20	24	+ 20.0%
26	26	0.0%	23	24	+ 4.3%
29	28	- 3.4%	35	35	0.0%
36	35	- 2.8%	48	44	- 8.3%
60	53	- 11.7%	55	47	- 14.5%
31	31	0.0%	24	26	+ 8.3%

Condos - Townhomes

By Square Feet	01-2018	01-2019	Change
1,500 Sq Ft and Below	23	24	+ 4.3%
1,501 to 2,000 Sq Ft	26	27	+ 3.8%
2,001 to 3,000 Sq Ft	32	33	+ 3.1%
3,001 Sq Ft and Above	56	52	- 7.1%
All Square Footage	29	29	0.0%

01-2018	01-2019	Change	01-2018	01-2019	Change
23	23	0.0%	22	25	+ 13.6%
25	26	+ 4.0%	28	31	+ 10.7%
32	32	0.0%	40	39	- 2.5%
56	52	- 7.1%	70	46	- 34.3%
31	31	0.0%	24	26	+ 8.3%

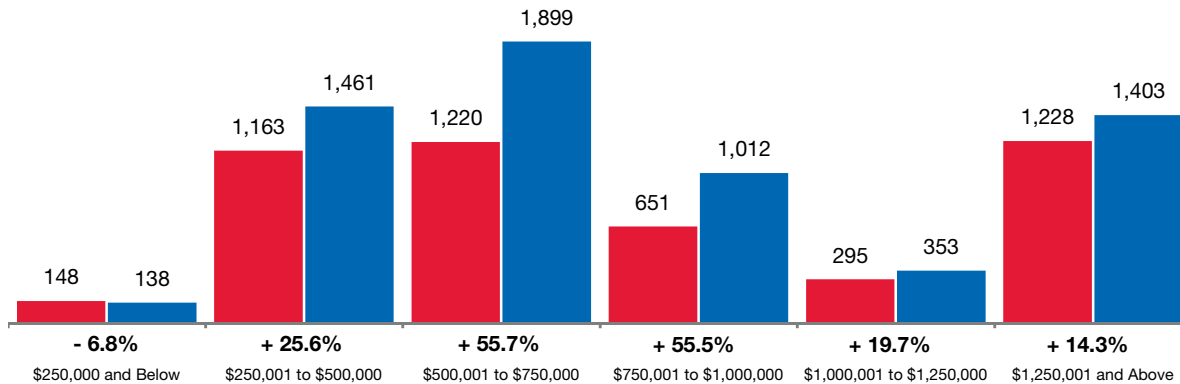


Inventory of Homes for Sale

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

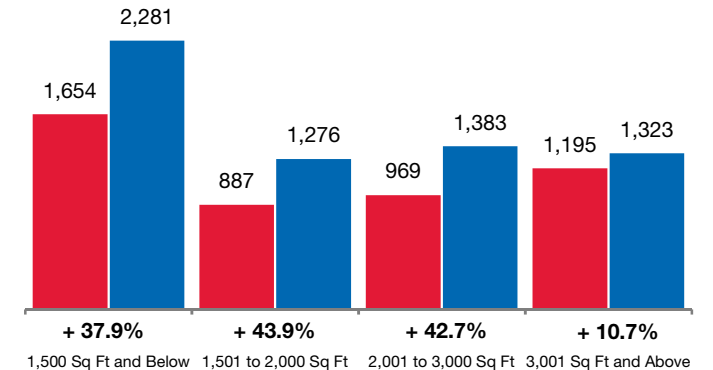
By Price Range

■ 01-2018 ■ 01-2019



By Square Feet

■ 01-2018 ■ 01-2019



All Properties

By Price Range	01-2018	01-2019	Change
\$250,000 and Below	148	138	- 6.8%
\$250,001 to \$500,000	1,163	1,461	+ 25.6%
\$500,001 to \$750,000	1,220	1,899	+ 55.7%
\$750,001 to \$1,000,000	651	1,012	+ 55.5%
\$1,000,001 to \$1,250,000	295	353	+ 19.7%
\$1,250,001 and Above	1,228	1,403	+ 14.3%
All Price Ranges	4,705	6,266	+ 33.2%

Single-Family Homes

01-2018	01-2019	Change	01-2018	01-2019	Change
37	38	+ 2.7%	111	100	- 9.9%
550	545	- 0.9%	613	916	+ 49.4%
966	1,470	+ 52.2%	254	429	+ 68.9%
517	789	+ 52.6%	134	223	+ 66.4%
227	276	+ 21.6%	68	77	+ 13.2%
1,047	1,172	+ 11.9%	181	231	+ 27.6%
3,344	4,290	+ 28.3%	1,361	1,976	+ 45.2%

Condos - Townhomes

By Square Feet	01-2018	01-2019	Change
1,500 Sq Ft and Below	1,654	2,281	+ 37.9%
1,501 to 2,000 Sq Ft	887	1,276	+ 43.9%
2,001 to 3,000 Sq Ft	969	1,383	+ 42.7%
3,001 Sq Ft and Above	1,195	1,323	+ 10.7%
All Square Footage	4,705	6,266	+ 33.2%

01-2018	01-2019	Change	01-2018	01-2019	Change
689	897	+ 30.2%	965	1,384	+ 43.4%
615	855	+ 39.0%	272	421	+ 54.8%
864	1,237	+ 43.2%	105	146	+ 39.0%
1,176	1,298	+ 10.4%	19	25	+ 31.6%
3,344	4,290	+ 28.3%	1,361	1,976	+ 45.2%

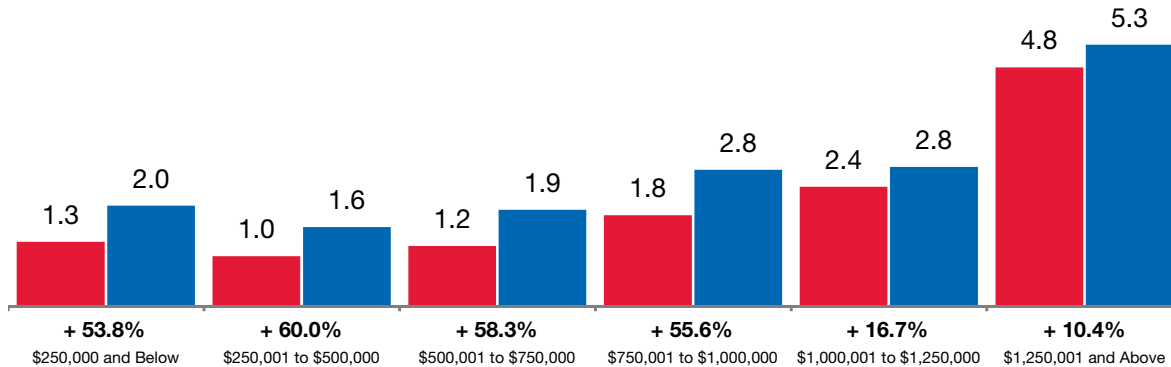


Months Supply of Inventory

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.

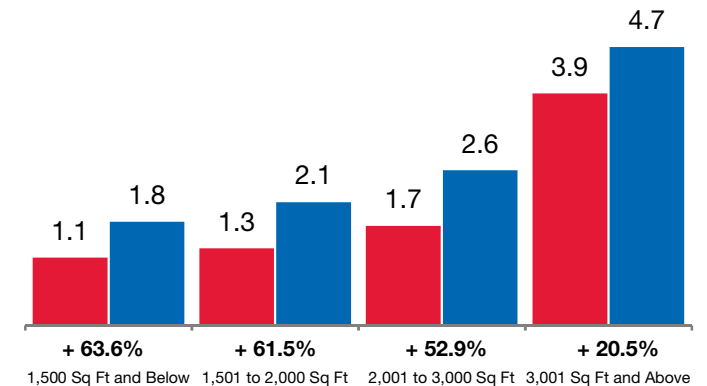
By Price Range

■ 01-2018 ■ 01-2019



By Square Feet

■ 01-2018 ■ 01-2019



All Properties

By Price Range	01-2018	01-2019	Change
\$250,000 and Below	1.3	2.0	+ 53.8%
\$250,001 to \$500,000	1.0	1.6	+ 60.0%
\$500,001 to \$750,000	1.2	1.9	+ 58.3%
\$750,001 to \$1,000,000	1.8	2.8	+ 55.6%
\$1,000,001 to \$1,250,000	2.4	2.8	+ 16.7%
\$1,250,001 and Above	4.8	5.3	+ 10.4%
All Price Ranges	1.6	2.3	+ 43.8%

Single-Family Homes

01-2018	01-2019	Change	01-2018	01-2019	Change
2.8	4.0	+ 42.9%	1.1	1.7	+ 54.5%
1.0	1.5	+ 50.0%	1.0	1.7	+ 70.0%
1.2	1.9	+ 58.3%	1.2	2.0	+ 66.7%
1.7	2.5	+ 47.1%	2.6	4.0	+ 53.8%
2.2	2.5	+ 13.6%	4.1	4.6	+ 12.2%
4.7	5.1	+ 8.5%	5.7	6.9	+ 21.1%
1.7	2.4	+ 41.2%	1.3	2.1	+ 61.5%

Condos - Townhomes

By Square Feet	01-2018	01-2019	Change
1,500 Sq Ft and Below	1.1	1.8	+ 63.6%
1,501 to 2,000 Sq Ft	1.3	2.1	+ 61.5%
2,001 to 3,000 Sq Ft	1.7	2.6	+ 52.9%
3,001 Sq Ft and Above	3.9	4.7	+ 20.5%
All Square Footage	1.6	2.3	+ 43.8%

01-2018	01-2019	Change	01-2018	01-2019	Change
1.1	1.6	+ 45.5%	1.2	1.9	+ 58.3%
1.2	1.8	+ 50.0%	1.7	2.9	+ 70.6%
1.6	2.5	+ 56.3%	3.3	4.7	+ 42.4%
3.9	4.7	+ 20.5%	11.4	11.9	+ 4.4%
1.7	2.4	+ 41.2%	1.3	2.1	+ 61.5%

