

Housing Supply Overview

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

January 2018

As we enter 2018, it will be most interesting to watch demand dynamics, as home sales have been lower in several markets over the last few months. Whether this is related to there being not enough homes for sale, prices getting too high or less buyer interest remains to be seen. For the 12-month period spanning February 2017 through January 2018, Pending Sales in San Diego County were down 2.7 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 17.3 percent.

The overall Median Sales Price was up 8.3 percent to \$537,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 8.1 percent to \$400,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 24 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 19.4 percent. The property type that lost the least inventory was the Condos - Townhomes segment, where it decreased 8.1 percent. That amounts to 1.5 months supply for Single-Family Homes and 1.2 months supply for Condos - Townhomes.

Quick Facts

+ 17.3%

+ 0.8%

- 2.7%

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	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.

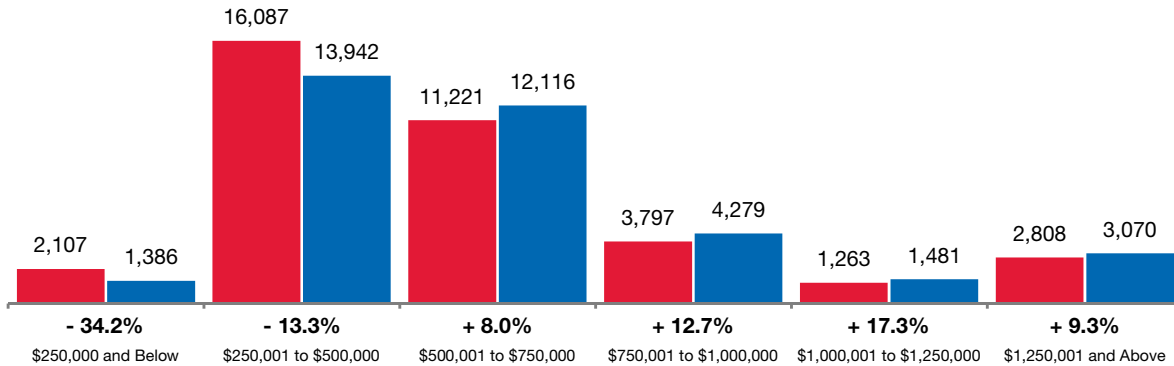
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Pending Sales

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

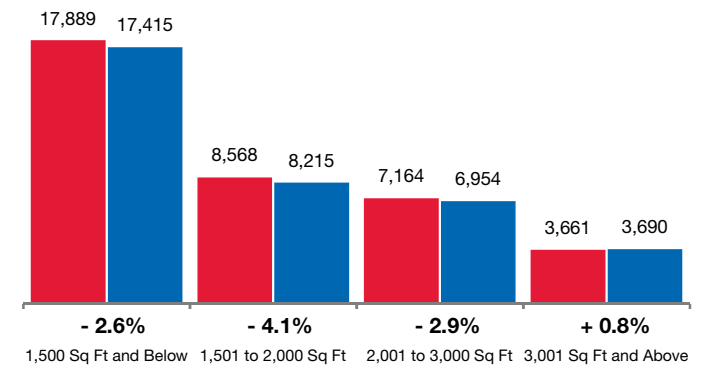
By Price Range

■ 01-2017 ■ 01-2018



By Square Feet

■ 01-2017 ■ 01-2018



All Properties

By Price Range	01-2017	01-2018	Change
\$250,000 and Below	2,107	1,386	-34.2%
\$250,001 to \$500,000	16,087	13,942	-13.3%
\$500,001 to \$750,000	11,221	12,116	+8.0%
\$750,001 to \$1,000,000	3,797	4,279	+12.7%
\$1,000,001 to \$1,250,000	1,263	1,481	+17.3%
\$1,250,001 and Above	2,808	3,070	+9.3%
All Price Ranges	37,283	36,274	-2.7%

Single-Family Homes

01-2017	01-2018	Change	01-2017	01-2018	Change
216	162	-25.0%	1,891	1,224	-35.3%
8,466	6,446	-23.9%	7,621	7,496	-1.6%
9,103	9,651	+6.0%	2,118	2,465	+16.4%
3,281	3,666	+11.7%	516	613	+18.8%
1,067	1,278	+19.8%	196	203	+3.6%
2,425	2,684	+10.7%	383	386	+0.8%
24,558	23,887	-2.7%	12,725	12,387	-2.7%

Condos - Townhomes

By Square Feet	01-2017	01-2018	Change
1,500 Sq Ft and Below	17,889	17,415	-2.6%
1,501 to 2,000 Sq Ft	8,568	8,215	-4.1%
2,001 to 3,000 Sq Ft	7,164	6,954	-2.9%
3,001 Sq Ft and Above	3,661	3,690	+0.8%
All Square Footage	37,283	36,274	-2.7%

01-2017	01-2018	Change	01-2017	01-2018	Change
7,593	7,399	-2.6%	10,296	10,016	-2.7%
6,553	6,250	-4.6%	2,015	1,965	-2.5%
6,771	6,566	-3.0%	393	388	-1.3%
3,640	3,672	+0.9%	21	18	-14.3%
24,558	23,887	-2.7%	12,725	12,387	-2.7%

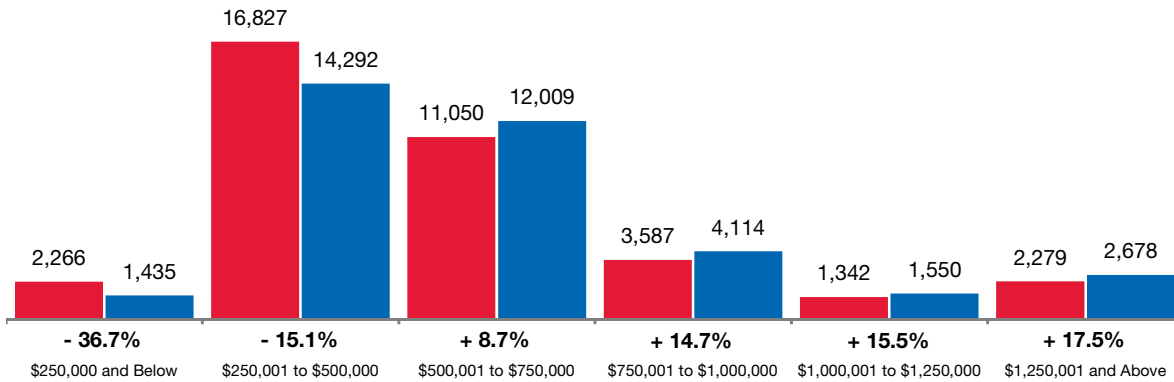


Closed Sales

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

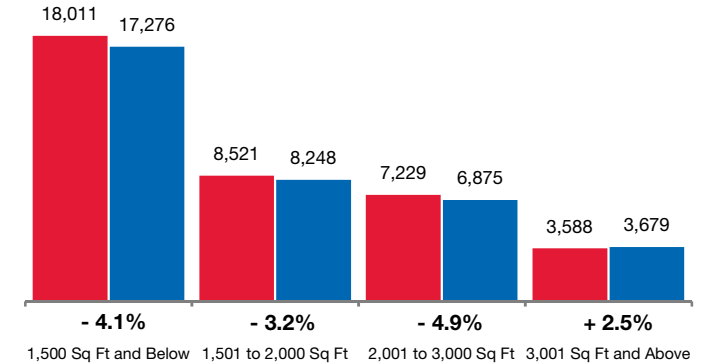
By Price Range

■ 01-2017 ■ 01-2018



By Square Feet

■ 01-2017 ■ 01-2018



All Properties

By Price Range	01-2017	01-2018	Change
\$250,000 and Below	2,266	1,435	-36.7%
\$250,001 to \$500,000	16,827	14,292	-15.1%
\$500,001 to \$750,000	11,050	12,009	+8.7%
\$750,001 to \$1,000,000	3,587	4,114	+14.7%
\$1,000,001 to \$1,250,000	1,342	1,550	+15.5%
\$1,250,001 and Above	2,279	2,678	+17.5%
All Price Ranges	37,351	36,078	-3.4%

Single-Family Homes

01-2017	01-2018	Change	01-2017	01-2018	Change
211	176	-16.6%	2,055	1,259	-38.7%
9,076	6,807	-25.0%	7,751	7,485	-3.4%
8,979	9,574	+6.6%	2,071	2,435	+17.6%
3,084	3,516	+14.0%	503	598	+18.9%
1,150	1,354	+17.7%	192	196	+2.1%
2,001	2,369	+18.4%	278	309	+11.2%
24,501	23,796	-2.9%	12,850	12,282	-4.4%

Condos - Townhomes

By Square Feet	01-2017	01-2018	Change
1,500 Sq Ft and Below	18,011	17,276	-4.1%
1,501 to 2,000 Sq Ft	8,521	8,248	-3.2%
2,001 to 3,000 Sq Ft	7,229	6,875	-4.9%
3,001 Sq Ft and Above	3,588	3,679	+2.5%
All Square Footage	37,351	36,078	-3.4%

01-2017	01-2018	Change	01-2017	01-2018	Change
7,590	7,349	-3.2%	10,421	9,927	-4.7%
6,511	6,290	-3.4%	2,010	1,958	-2.6%
6,836	6,492	-5.0%	393	383	-2.5%
3,563	3,665	+2.9%	25	14	-44.0%
24,501	23,796	-2.9%	12,850	12,282	-4.4%

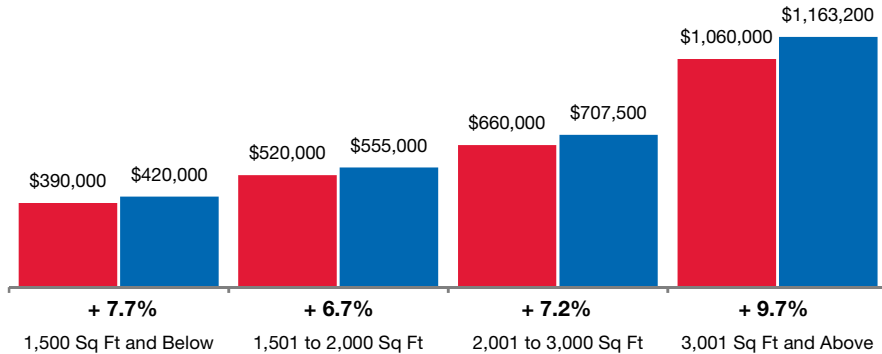


Median Sales Price

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.**

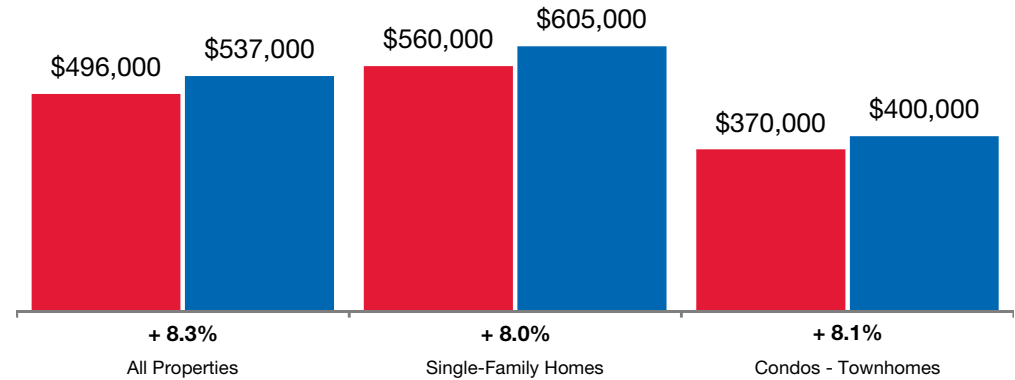
By Square Feet

■ 01-2017 ■ 01-2018



By Property Type

■ 01-2017 ■ 01-2018

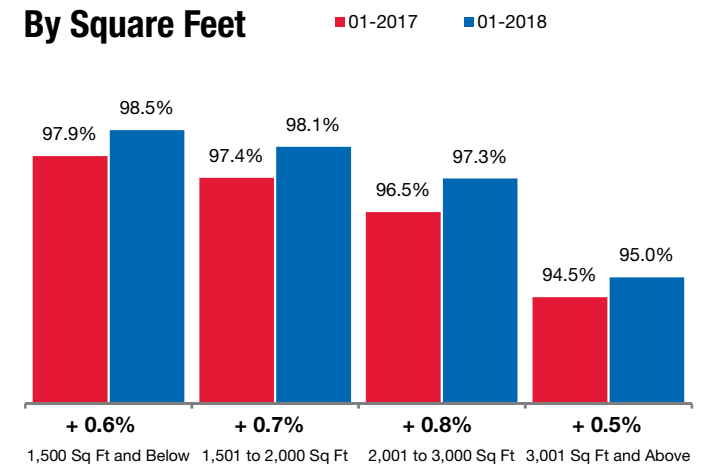
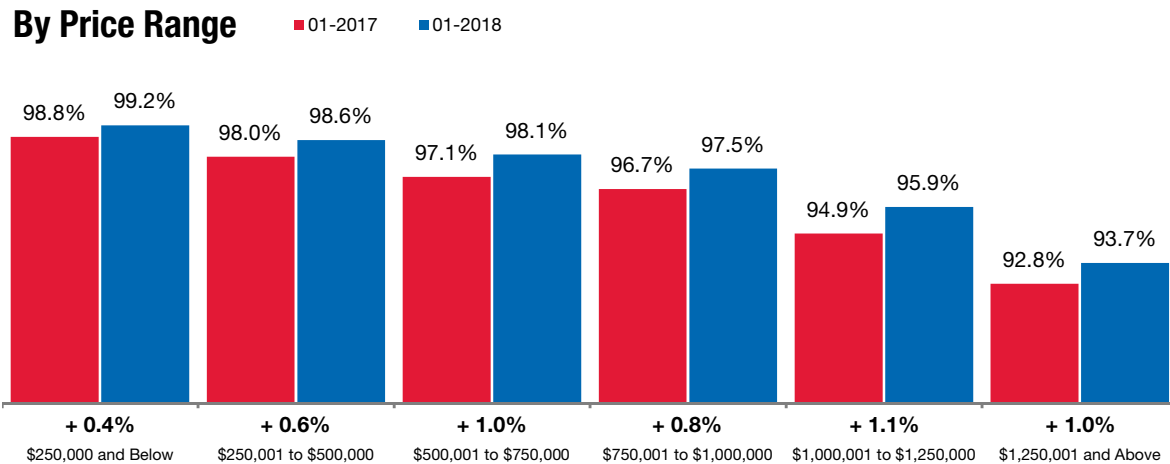


By Square Feet	All Properties		
	01-2017	01-2018	Change
1,500 Sq Ft and Below	\$390,000	\$420,000	+ 7.7%
1,501 to 2,000 Sq Ft	\$520,000	\$555,000	+ 6.7%
2,001 to 3,000 Sq Ft	\$660,000	\$707,500	+ 7.2%
3,001 Sq Ft and Above	\$1,060,000	\$1,163,200	+ 9.7%
All Square Footage	\$496,000	\$537,000	+ 8.3%

	Single-Family Homes			Condos - Townhomes		
	01-2017	01-2018	Change	01-2017	01-2018	Change
	\$430,000	\$460,500	+ 7.1%	\$339,000	\$365,000	+ 7.7%
	\$519,000	\$552,500	+ 6.5%	\$525,000	\$565,000	+ 7.6%
	\$655,000	\$700,000	+ 6.9%	\$880,000	\$910,000	+ 3.4%
	\$1,060,000	\$1,160,500	+ 9.5%	\$2,371,000	\$2,462,500	+ 3.9%
	\$560,000	\$605,000	+ 8.0%	\$370,000	\$400,000	+ 8.1%

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.**



All Properties

By Price Range	01-2017	01-2018	Change
\$250,000 and Below	98.8%	99.2%	+ 0.4%
\$250,001 to \$500,000	98.0%	98.6%	+ 0.6%
\$500,001 to \$750,000	97.1%	98.1%	+ 1.0%
\$750,001 to \$1,000,000	96.7%	97.5%	+ 0.8%
\$1,000,001 to \$1,250,000	94.9%	95.9%	+ 1.1%
\$1,250,001 and Above	92.8%	93.7%	+ 1.0%
All Price Ranges	97.2%	97.8%	+ 0.6%

Single-Family Homes

01-2017	01-2018	Change	01-2017	01-2018	Change
92.2%	90.4%	- 2.0%	97.4%	98.1%	+ 0.7%
97.4%	97.7%	+ 0.3%	98.1%	98.9%	+ 0.8%
97.5%	98.3%	+ 0.8%	97.7%	98.5%	+ 0.8%
96.8%	97.7%	+ 0.9%	96.6%	97.3%	+ 0.7%
95.1%	96.2%	+ 1.2%	93.7%	95.4%	+ 1.8%
93.6%	94.4%	+ 0.9%	94.3%	95.6%	+ 1.4%
96.9%	97.5%	+ 0.6%	97.7%	98.5%	+ 0.8%

Condos - Townhomes

By Square Feet	01-2017	01-2018	Change
1,500 Sq Ft and Below	97.9%	98.5%	+ 0.6%
1,501 to 2,000 Sq Ft	97.4%	98.1%	+ 0.7%
2,001 to 3,000 Sq Ft	96.5%	97.3%	+ 0.8%
3,001 Sq Ft and Above	94.5%	95.0%	+ 0.5%
All Square Footage	97.2%	97.8%	+ 0.6%

01-2017	01-2018	Change	01-2017	01-2018	Change
97.9%	98.3%	+ 0.4%	97.9%	98.7%	+ 0.8%
97.4%	98.1%	+ 0.7%	97.4%	98.2%	+ 0.8%
96.6%	97.4%	+ 0.8%	95.6%	96.9%	+ 1.4%
94.5%	95.0%	+ 0.5%	93.4%	94.6%	+ 1.3%
96.9%	97.5%	+ 0.6%	97.7%	98.5%	+ 0.8%

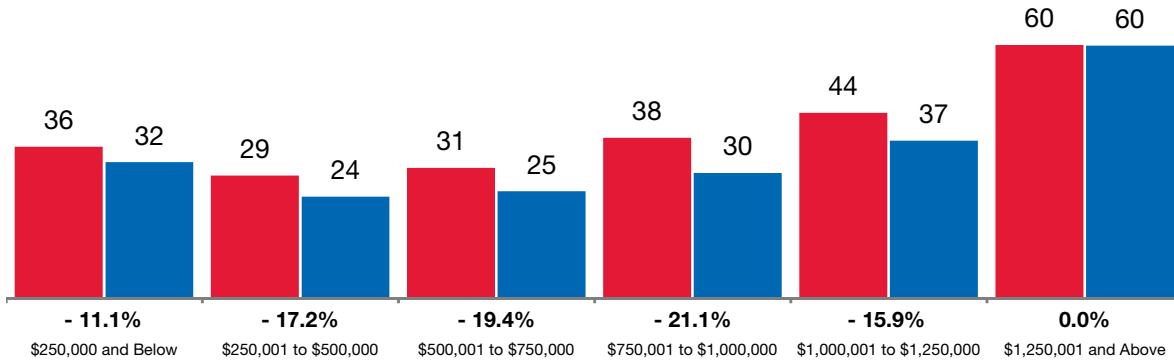


Days on Market Until Sale

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.

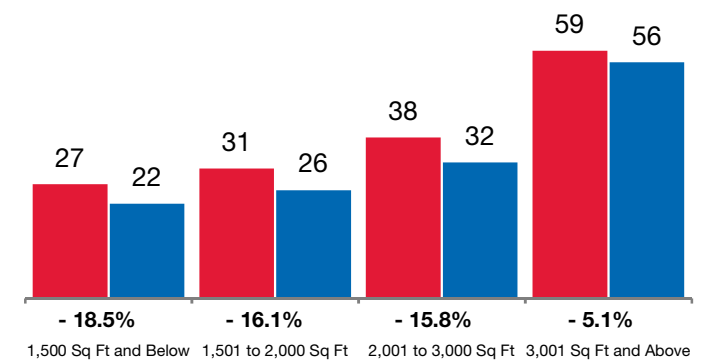
By Price Range

■ 01-2017 ■ 01-2018



By Square Feet

■ 01-2017 ■ 01-2018



All Properties

By Price Range	01-2017	01-2018	Change
\$250,000 and Below	36	32	- 11.1%
\$250,001 to \$500,000	29	24	- 17.2%
\$500,001 to \$750,000	31	25	- 19.4%
\$750,001 to \$1,000,000	38	30	- 21.1%
\$1,000,001 to \$1,250,000	44	37	- 15.9%
\$1,250,001 and Above	60	60	0.0%
All Price Ranges	33	29	- 12.1%

Single-Family Homes

01-2017	01-2018	Change	01-2017	01-2018	Change
73	70	- 4.1%	32	27	- 15.6%
32	28	- 12.5%	26	20	- 23.1%
31	26	- 16.1%	28	23	- 17.9%
37	29	- 21.6%	42	34	- 19.0%
41	36	- 12.2%	57	47	- 17.5%
60	60	0.0%	58	55	- 5.2%
35	31	- 11.4%	29	24	- 17.2%

Condos - Townhomes

By Square Feet	01-2017	01-2018	Change
1,500 Sq Ft and Below	27	22	- 18.5%
1,501 to 2,000 Sq Ft	31	26	- 16.1%
2,001 to 3,000 Sq Ft	38	32	- 15.8%
3,001 Sq Ft and Above	59	56	- 5.1%
All Square Footage	33	29	- 12.1%

01-2017	01-2018	Change	01-2017	01-2018	Change
27	23	- 14.8%	27	22	- 18.5%
30	25	- 16.7%	33	28	- 15.2%
38	32	- 15.8%	46	40	- 13.0%
59	56	- 5.1%	71	70	- 1.4%
35	31	- 11.4%	29	24	- 17.2%

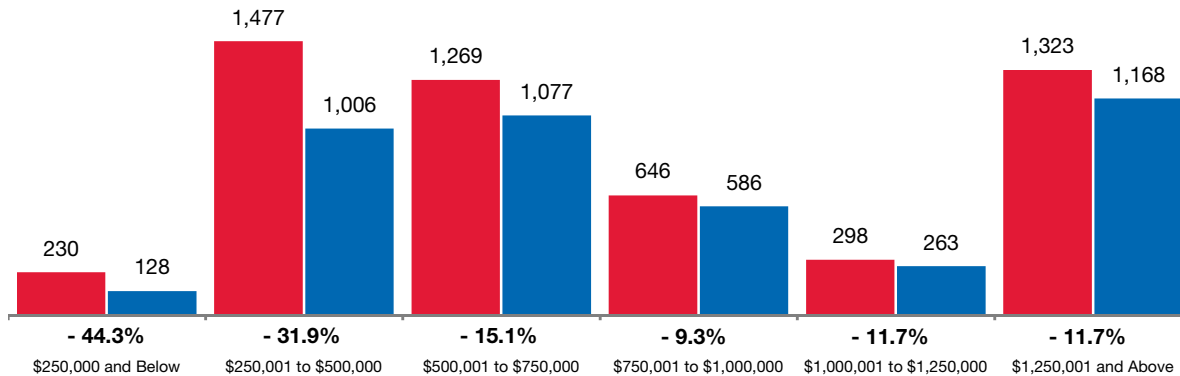


Inventory of Homes for Sale

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

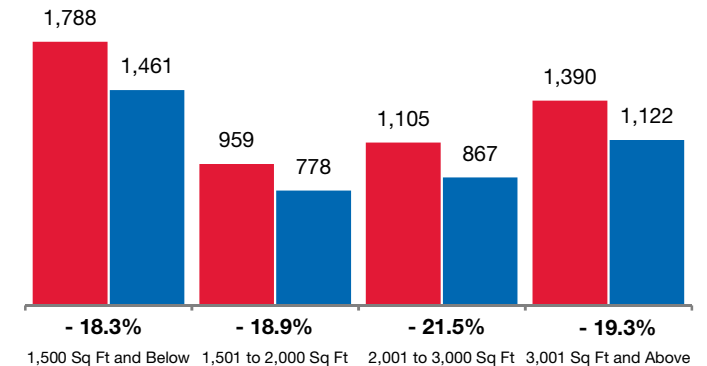
By Price Range

■ 01-2017 ■ 01-2018



By Square Feet

■ 01-2017 ■ 01-2018



All Properties

By Price Range	01-2017	01-2018	Change
\$250,000 and Below	230	128	- 44.3%
\$250,001 to \$500,000	1,477	1,006	- 31.9%
\$500,001 to \$750,000	1,269	1,077	- 15.1%
\$750,001 to \$1,000,000	646	586	- 9.3%
\$1,000,001 to \$1,250,000	298	263	- 11.7%
\$1,250,001 and Above	1,323	1,168	- 11.7%
All Price Ranges	5,243	4,228	- 19.4%

Single-Family Homes

01-2017	01-2018	Change	01-2017	01-2018	Change
68	35	- 48.5%	162	93	- 42.6%
853	462	- 45.8%	624	544	- 12.8%
1,015	853	- 16.0%	254	224	- 11.8%
530	457	- 13.8%	116	129	+ 11.2%
253	201	- 20.6%	45	62	+ 37.8%
1,183	988	- 16.5%	140	180	+ 28.6%
3,902	2,996	- 23.2%	1,341	1,232	- 8.1%

Condos - Townhomes

By Square Feet	01-2017	01-2018	Change
1,500 Sq Ft and Below	1,788	1,461	- 18.3%
1,501 to 2,000 Sq Ft	959	778	- 18.9%
2,001 to 3,000 Sq Ft	1,105	867	- 21.5%
3,001 Sq Ft and Above	1,390	1,122	- 19.3%
All Square Footage	5,243	4,228	- 19.4%

01-2017	01-2018	Change	01-2017	01-2018	Change
807	593	- 26.5%	981	868	- 11.5%
706	529	- 25.1%	253	249	- 1.6%
1,014	770	- 24.1%	91	97	+ 6.6%
1,375	1,104	- 19.7%	15	18	+ 20.0%
3,902	2,996	- 23.2%	1,341	1,232	- 8.1%

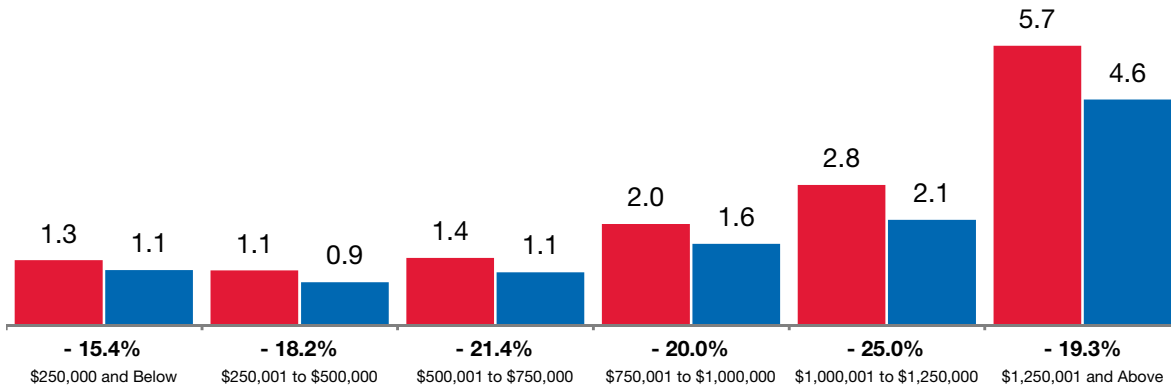


Months Supply of Inventory

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.

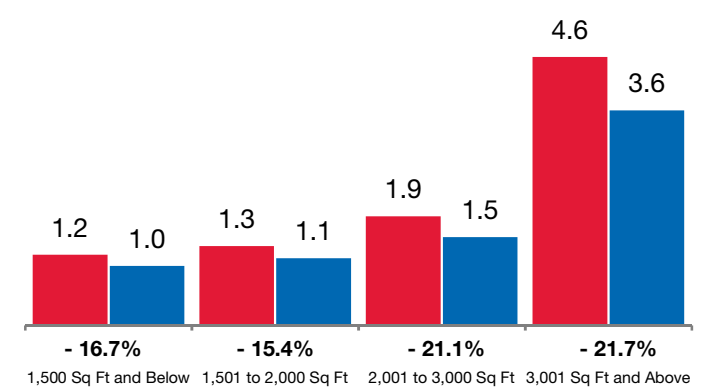
By Price Range

■ 01-2017 ■ 01-2018



By Square Feet

■ 01-2017 ■ 01-2018



All Properties

By Price Range	01-2017	01-2018	Change
\$250,000 and Below	1.3	1.1	-15.4%
\$250,001 to \$500,000	1.1	0.9	-18.2%
\$500,001 to \$750,000	1.4	1.1	-21.4%
\$750,001 to \$1,000,000	2.0	1.6	-20.0%
\$1,000,001 to \$1,250,000	2.8	2.1	-25.0%
\$1,250,001 and Above	5.7	4.6	-19.3%
All Price Ranges	1.7	1.4	-17.6%

Single-Family Homes

01-2017	01-2018	Change	01-2017	01-2018	Change
3.8	2.6	-31.6%	1.0	0.9	-10.0%
1.2	0.9	-25.0%	1.0	0.9	-10.0%
1.3	1.1	-15.4%	1.4	1.1	-21.4%
1.9	1.5	-21.1%	2.7	2.5	-7.4%
2.8	1.9	-32.1%	2.8	3.7	+32.1%
5.9	4.4	-25.4%	4.4	5.6	+27.3%
1.9	1.5	-21.1%	1.3	1.2	-7.7%

Condos - Townhomes

By Square Feet	01-2017	01-2018	Change
1,500 Sq Ft and Below	1.2	1.0	-16.7%
1,501 to 2,000 Sq Ft	1.3	1.1	-15.4%
2,001 to 3,000 Sq Ft	1.9	1.5	-21.1%
3,001 Sq Ft and Above	4.6	3.6	-21.7%
All Square Footage	1.7	1.4	-17.6%

01-2017	01-2018	Change	01-2017	01-2018	Change
1.3	1.0	-23.1%	1.1	1.0	-9.1%
1.3	1.0	-23.1%	1.5	1.5	0.0%
1.8	1.4	-22.2%	2.8	3.0	+7.1%
4.5	3.6	-20.0%	7.9	9.0	+13.9%
1.9	1.5	-21.1%	1.3	1.2	-7.7%

