

Housing Supply Overview

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

April 2014

With housing recovery now maturing into the next phase, expect to see signs of stability and ongoing health. It's also a critical time to dig beneath the headlines and assess market activity by segment. For the 12-month period spanning May 2013 through April 2014, Pending Sales in San Diego County were down 4.4 percent overall. The price range with the largest gain in sales was the \$1,000,001 to \$1,250,000 range, where they increased 31.9 percent.

The overall Median Sales Price was up 18.6 percent to \$415,000. The property type with the largest price gain was the Condos - Townhomes segment, where prices increased 23.2 percent to \$305,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 39 days; the price range that tended to sell the slowest was the \$250,000 Or Less range at 74 days.

Market-wide, inventory levels were down 10.7 percent. The property type that lost the least inventory was the Condos - Townhomes segment, where it decreased 9.7 percent. That amounts to 2.8 months supply for Single-Family Homes and 2.3 months supply for Condos - Townhomes.

Quick Facts

+ 31.9%

- 1.0%

+ 2.1%

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	1,500 Sq Ft and Below	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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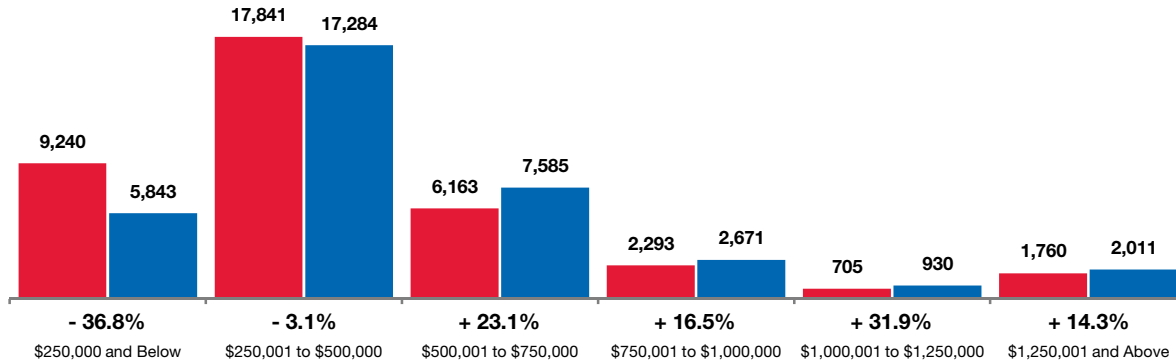
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Pending Sales

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

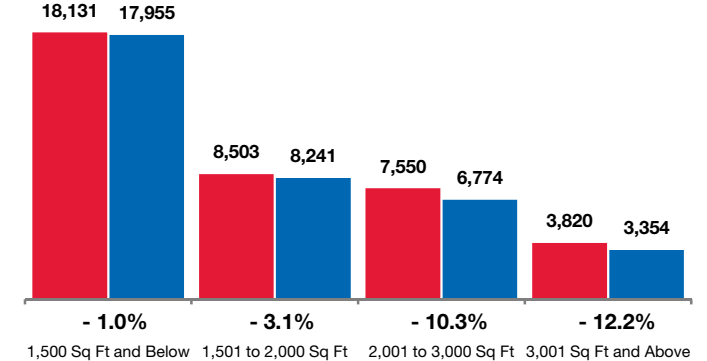
By Price Range

■ 04-2013 ■ 04-2014



By Square Feet

■ 04-2013 ■ 04-2014



All Properties

By Price Range	04-2013	04-2014	Change
\$250,000 and Below	9,240	5,843	- 36.8%
\$250,001 to \$500,000	17,841	17,284	- 3.1%
\$500,001 to \$750,000	6,163	7,585	+ 23.1%
\$750,001 to \$1,000,000	2,293	2,671	+ 16.5%
\$1,000,001 to \$1,250,000	705	930	+ 31.9%
\$1,250,001 and Above	1,760	2,011	+ 14.3%
All Price Ranges	38,005	36,324	- 4.4%

Single-Family Homes

04-2013	04-2014	Change
3,709	1,941	- 47.7%
13,483	11,540	- 14.4%
5,258	6,279	+ 19.4%
1,992	2,324	+ 16.7%
601	811	+ 34.9%
1,545	1,777	+ 15.0%
26,589	24,672	- 7.2%

Condos - Townhomes

04-2013	04-2014	Change
5,531	3,902	- 29.5%
4,358	5,744	+ 31.8%
905	1,306	+ 44.3%
301	347	+ 15.3%
104	119	+ 14.4%
215	234	+ 8.8%
11,416	11,652	+ 2.1%

By Square Feet

04-2013	04-2014	Change
18,131	17,955	- 1.0%
8,503	8,241	- 3.1%
7,550	6,774	- 10.3%
3,820	3,354	- 12.2%
38,005	36,324	- 4.4%

04-2013	04-2014	Change
8,907	8,447	- 5.2%
6,689	6,460	- 3.4%
7,201	6,439	- 10.6%
3,791	3,326	- 12.3%
26,589	24,672	- 7.2%

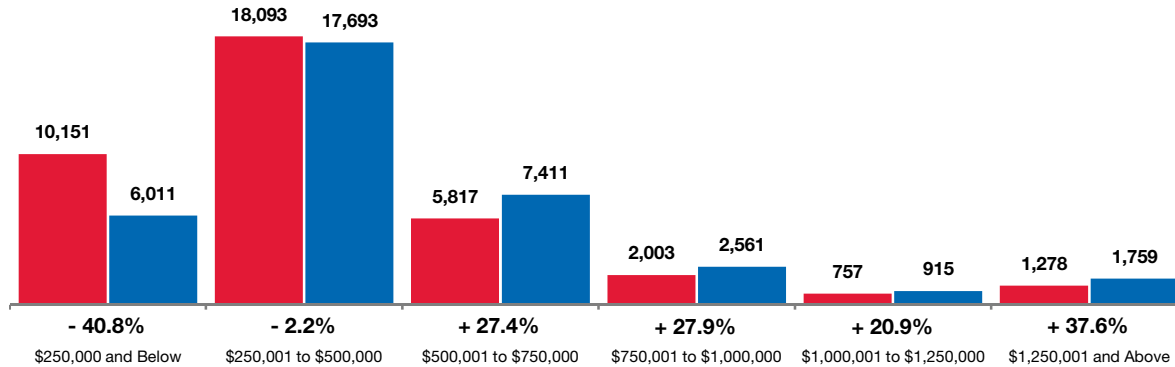
04-2013	04-2014	Change
9,224	9,508	+ 3.1%
1,814	1,781	- 1.8%
349	335	- 4.0%
29	28	- 3.4%
11,416	11,652	+ 2.1%

Closed Sales

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

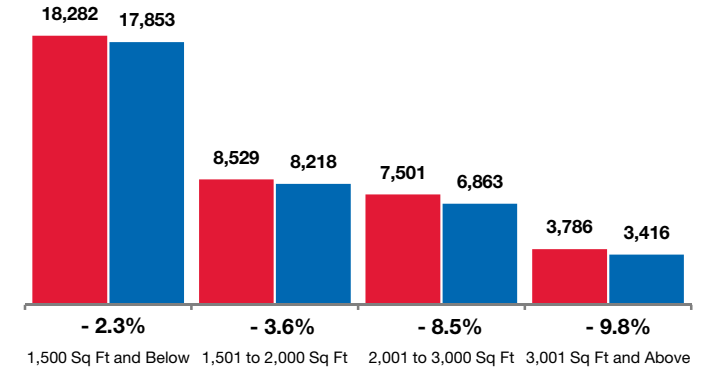
By Price Range

■ 04-2013 ■ 04-2014



By Square Feet

■ 04-2013 ■ 04-2014



All Properties

By Price Range	04-2013	04-2014	Change
\$250,000 and Below	10,151	6,011	- 40.8%
\$250,001 to \$500,000	18,093	17,693	- 2.2%
\$500,001 to \$750,000	5,817	7,411	+ 27.4%
\$750,001 to \$1,000,000	2,003	2,561	+ 27.9%
\$1,000,001 to \$1,250,000	757	915	+ 20.9%
\$1,250,001 and Above	1,278	1,759	+ 37.6%
All Price Ranges	38,099	36,350	- 4.6%

Single-Family Homes

04-2013	04-2014	Change	04-2013	04-2014	Change
4,250	1,951	- 54.1%	5,901	4,060	- 31.2%
13,827	11,987	- 13.3%	4,266	5,706	+ 33.8%
5,016	6,191	+ 23.4%	801	1,220	+ 52.3%
1,769	2,235	+ 26.3%	234	326	+ 39.3%
636	785	+ 23.4%	121	130	+ 7.4%
1,147	1,576	+ 37.4%	131	183	+ 39.7%
26,645	24,725	- 7.2%	11,454	11,625	+ 1.5%

Condos - Townhomes

By Square Feet	04-2013	04-2014	Change
1,500 Sq Ft and Below	18,282	17,853	- 2.3%
1,501 to 2,000 Sq Ft	8,529	8,218	- 3.6%
2,001 to 3,000 Sq Ft	7,501	6,863	- 8.5%
3,001 Sq Ft and Above	3,786	3,416	- 9.8%
All Square Footage	38,099	36,350	- 4.6%

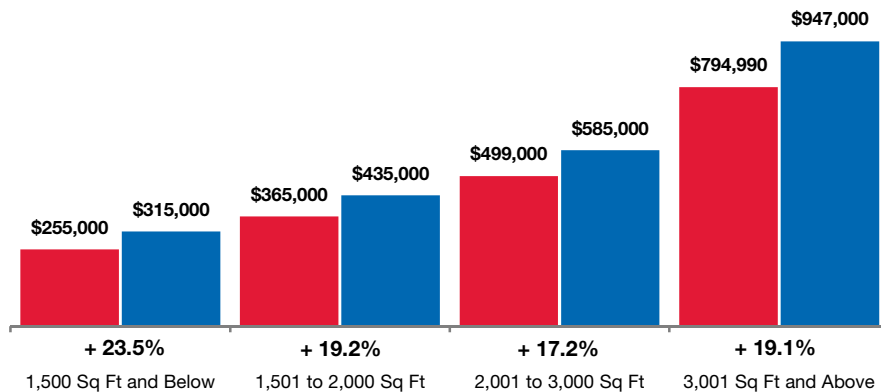
04-2013	04-2014	Change	04-2013	04-2014	Change
8,907	8,447	- 5.2%	9,224	9,508	+ 3.1%
6,689	6,460	- 3.4%	1,814	1,781	- 1.8%
7,201	6,439	- 10.6%	349	335	- 4.0%
3,791	3,326	- 12.3%	29	28	- 3.4%
26,645	24,725	- 7.2%	11,454	11,625	+ 1.5%

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.**

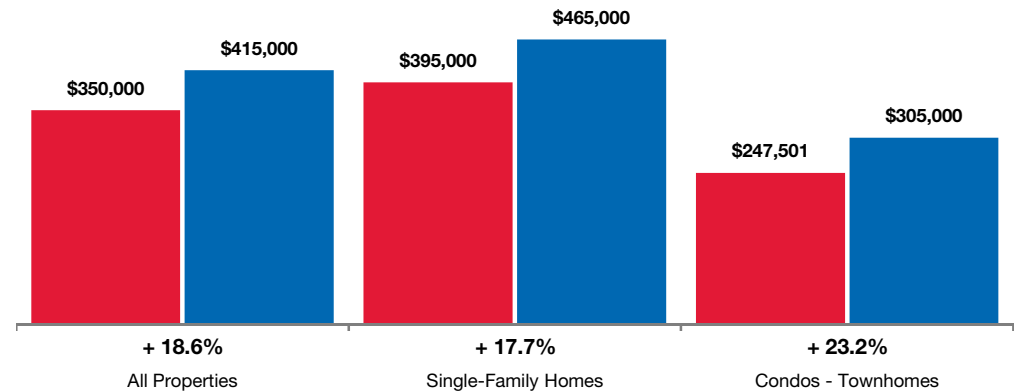
By Square Feet

■ 04-2013 ■ 04-2014



By Property Type

■ 04-2013 ■ 04-2014



All Properties			
By Square Feet	04-2013	04-2014	Change
1,500 Sq Ft and Below	\$255,000	\$315,000	+ 23.5%
1,501 to 2,000 Sq Ft	\$365,000	\$435,000	+ 19.2%
2,001 to 3,000 Sq Ft	\$499,000	\$585,000	+ 17.2%
3,001 Sq Ft and Above	\$794,990	\$947,000	+ 19.1%
All Square Footage	\$350,000	\$415,000	+ 18.6%

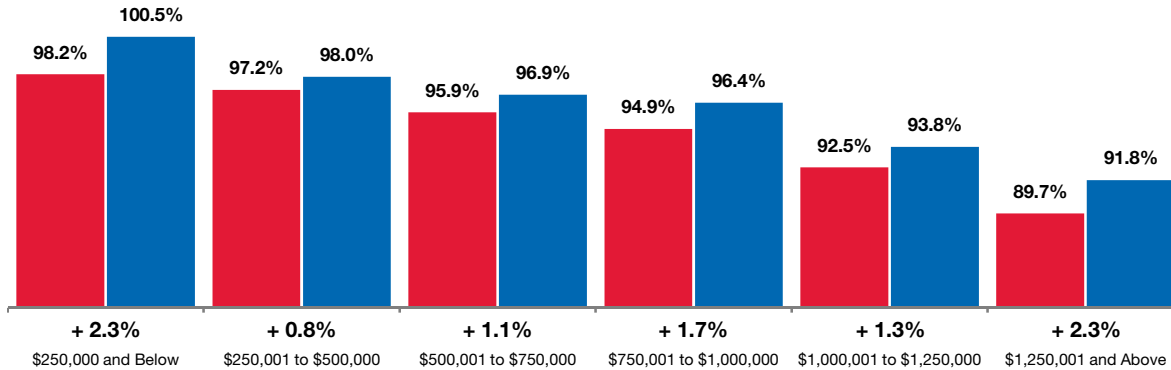
Single-Family Homes			Condos - Townhomes		
04-2013	04-2014	Change	04-2013	04-2014	Change
\$282,000	\$345,000	+ 22.3%	\$220,000	\$275,000	+ 25.0%
\$364,000	\$432,925	+ 18.9%	\$382,000	\$446,250	+ 16.8%
\$490,000	\$580,000	+ 18.4%	\$700,000	\$767,000	+ 9.6%
\$790,000	\$944,900	+ 19.6%	\$1,305,000	\$1,901,500	+ 45.7%
\$395,000	\$465,000	+ 17.7%	\$247,501	\$305,000	+ 23.2%

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.**

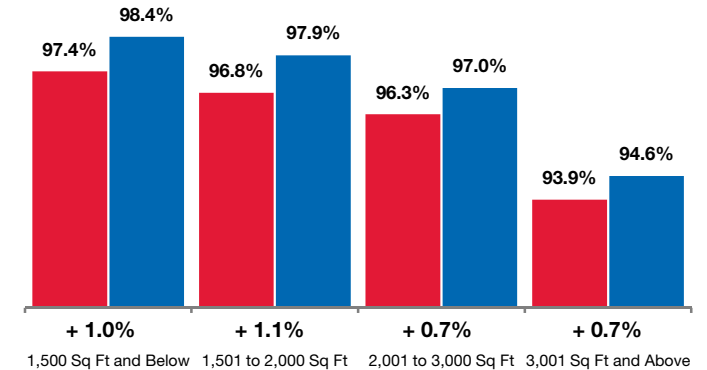
By Price Range

■ 04-2013 ■ 04-2014



By Square Feet

■ 04-2013 ■ 04-2014



All Properties

By Price Range	04-2013	04-2014	Change
\$250,000 and Below	98.2%	100.5%	+ 2.3%
\$250,001 to \$500,000	97.2%	98.0%	+ 0.8%
\$500,001 to \$750,000	95.9%	96.9%	+ 1.1%
\$750,001 to \$1,000,000	94.9%	96.4%	+ 1.7%
\$1,000,001 to \$1,250,000	92.5%	93.8%	+ 1.3%
\$1,250,001 and Above	89.7%	91.8%	+ 2.3%
All Price Ranges	96.7%	97.6%	+ 0.9%

Single-Family Homes

04-2013	04-2014	Change	04-2013	04-2014	Change
93.1%	93.5%	+ 0.4%	98.6%	100.3%	+ 1.8%
97.8%	98.3%	+ 0.5%	97.5%	98.4%	+ 1.0%
96.9%	97.6%	+ 0.7%	95.6%	97.0%	+ 1.5%
94.9%	96.7%	+ 1.9%	93.8%	95.5%	+ 1.8%
93.5%	94.9%	+ 1.5%	91.0%	92.3%	+ 1.4%
91.2%	92.6%	+ 1.5%	91.6%	93.3%	+ 1.9%
96.3%	97.1%	+ 0.9%	97.7%	98.7%	+ 1.0%

Condos - Townhomes

By Square Feet	04-2013	04-2014	Change
1,500 Sq Ft and Below	97.4%	98.4%	+ 1.0%
1,501 to 2,000 Sq Ft	96.8%	97.9%	+ 1.1%
2,001 to 3,000 Sq Ft	96.3%	97.0%	+ 0.7%
3,001 Sq Ft and Above	93.9%	94.6%	+ 0.7%
All Square Footage	96.7%	97.6%	+ 0.9%

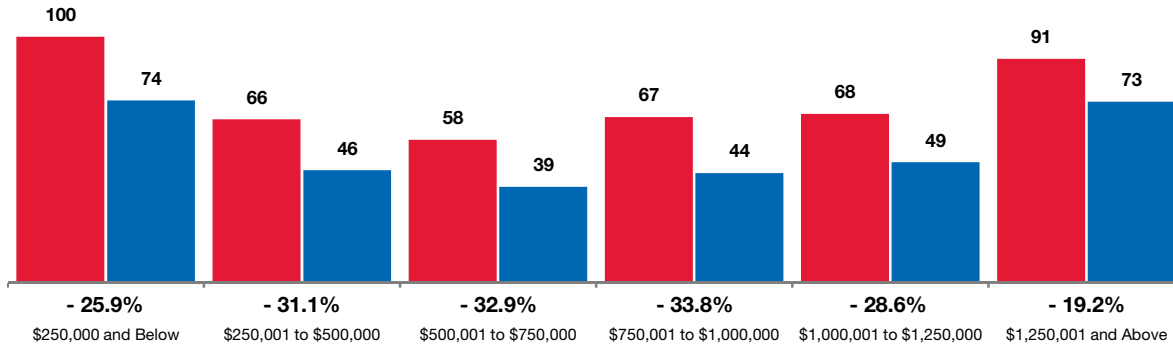
04-2013	04-2014	Change	04-2013	04-2014	Change
96.7%	97.6%	+ 1.0%	98.2%	99.0%	+ 0.9%
97.0%	97.9%	+ 0.9%	96.2%	97.9%	+ 1.8%
96.4%	97.1%	+ 0.7%	93.6%	95.4%	+ 1.9%
94.0%	94.6%	+ 0.7%	91.3%	93.1%	+ 2.0%
96.3%	97.1%	+ 0.9%	97.7%	98.7%	+ 1.0%

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.

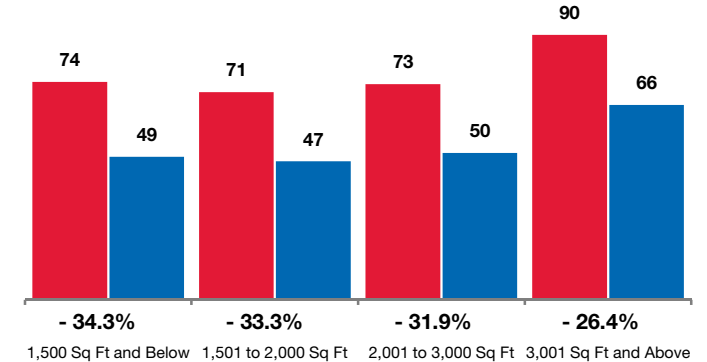
By Price Range

■ 04-2013 ■ 04-2014



By Square Feet

■ 04-2013 ■ 04-2014



All Properties

By Price Range	04-2013	04-2014	Change
\$250,000 and Below	100	74	- 25.9%
\$250,001 to \$500,000	66	46	- 31.1%
\$500,001 to \$750,000	58	39	- 32.9%
\$750,001 to \$1,000,000	67	44	- 33.8%
\$1,000,001 to \$1,250,000	68	49	- 28.6%
\$1,250,001 and Above	91	73	- 19.2%
All Price Ranges	75	50	- 33.3%

Single-Family Homes

04-2013	04-2014	Change	04-2013	04-2014	Change
108	92	- 15.1%	93	65	- 30.3%
67	48	- 28.8%	62	41	- 34.8%
57	39	- 32.3%	62	39	- 36.6%
66	43	- 35.9%	73	57	- 21.3%
65	46	- 29.1%	87	66	- 23.9%
90	73	- 18.6%	93	71	- 24.0%
73	50	- 31.1%	79	50	- 36.5%

Condos - Townhomes

By Square Feet	04-2013	04-2014	Change
1,500 Sq Ft and Below	74	49	- 34.3%
1,501 to 2,000 Sq Ft	71	47	- 33.3%
2,001 to 3,000 Sq Ft	73	50	- 31.9%
3,001 Sq Ft and Above	90	66	- 26.4%
All Square Footage	75	50	- 33.3%

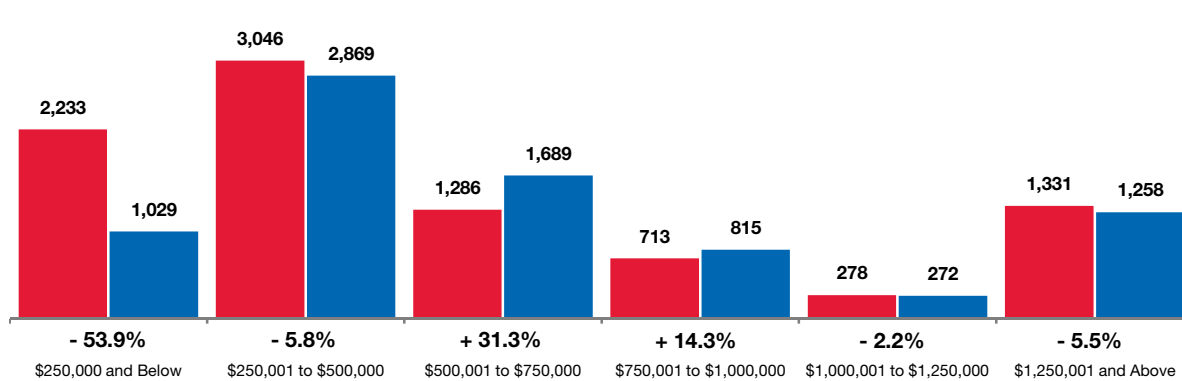
04-2013	04-2014	Change	04-2013	04-2014	Change
68	47	- 30.9%	80	50	- 37.2%
70	47	- 32.7%	75	48	- 35.2%
73	49	- 32.5%	76	59	- 22.6%
90	66	- 26.2%	102	57	- 44.1%
73	50	- 31.1%	79	50	- 36.5%

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.

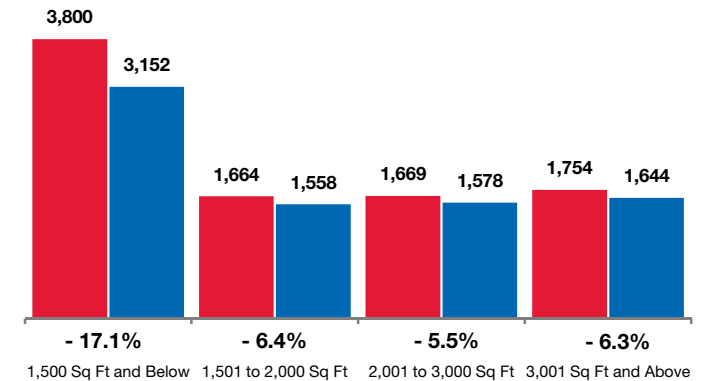
By Price Range

■ 04-2013 ■ 04-2014



By Square Feet

■ 04-2013 ■ 04-2014



All Properties

By Price Range	04-2013	04-2014	Change
\$250,000 and Below	2,233	1,029	- 53.9%
\$250,001 to \$500,000	3,046	2,869	- 5.8%
\$500,001 to \$750,000	1,286	1,689	+ 31.3%
\$750,001 to \$1,000,000	713	815	+ 14.3%
\$1,000,001 to \$1,250,000	278	272	- 2.2%
\$1,250,001 and Above	1,331	1,258	- 5.5%
All Price Ranges	8,887	7,932	- 10.7%

Single-Family Homes

04-2013	04-2014	Change	04-2013	04-2014	Change
1,081	442	- 59.1%	1,152	587	- 49.0%
2,292	1,832	- 20.1%	754	1,037	+ 37.5%
1,038	1,356	+ 30.6%	248	333	+ 34.3%
580	683	+ 17.8%	133	132	- 0.8%
215	221	+ 2.8%	63	51	- 19.0%
1,166	1,126	- 3.4%	165	132	- 20.0%
6,372	5,660	- 11.2%	2,515	2,272	- 9.7%

Condos - Townhomes

By Square Feet	04-2013	04-2014	Change
1,500 Sq Ft and Below	3,800	3,152	- 17.1%
1,501 to 2,000 Sq Ft	1,664	1,558	- 6.4%
2,001 to 3,000 Sq Ft	1,669	1,578	- 5.5%
3,001 Sq Ft and Above	1,754	1,644	- 6.3%
All Square Footage	8,887	7,932	- 10.7%

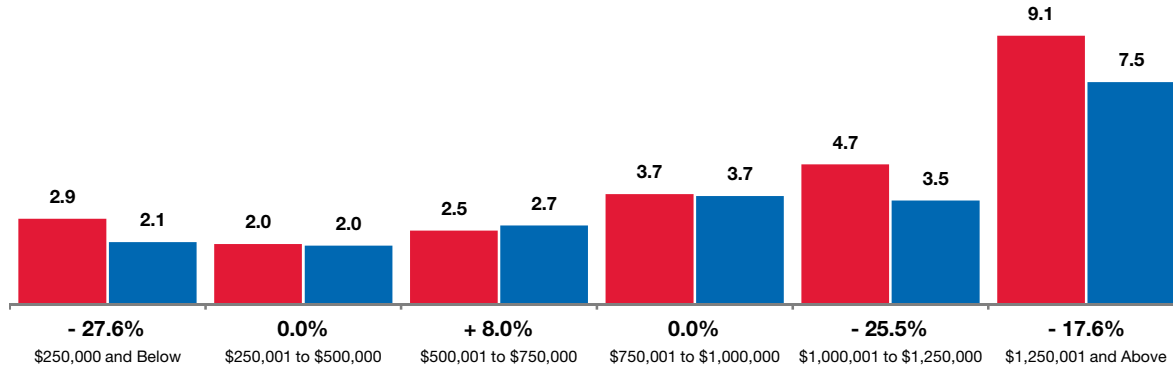
04-2013	04-2014	Change	04-2013	04-2014	Change
1,848	1,397	- 24.4%	1,952	1,755	- 10.1%
1,262	1,175	- 6.9%	402	383	- 4.7%
1,535	1,466	- 4.5%	134	112	- 16.4%
1,727	1,622	- 6.1%	27	22	- 18.5%
6,372	5,660	- 11.2%	2,515	2,272	- 9.7%

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.

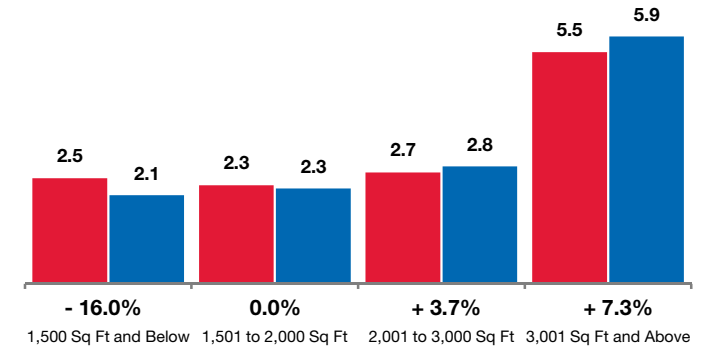
By Price Range

■ 04-2013 ■ 04-2014



By Square Feet

■ 04-2013 ■ 04-2014



All Properties

By Price Range	04-2013	04-2014	Change
\$250,000 and Below	2.9	2.1	- 27.6%
\$250,001 to \$500,000	2.0	2.0	0.0%
\$500,001 to \$750,000	2.5	2.7	+ 8.0%
\$750,001 to \$1,000,000	3.7	3.7	0.0%
\$1,000,001 to \$1,250,000	4.7	3.5	- 25.5%
\$1,250,001 and Above	9.1	7.5	- 17.6%
All Price Ranges	2.8	2.6	- 7.1%

Single-Family Homes

04-2013	04-2014	Change	04-2013	04-2014	Change
3.5	2.7	- 22.9%	2.5	1.8	- 28.0%
2.0	1.9	- 5.0%	2.1	2.2	+ 4.8%
2.4	2.6	+ 8.3%	3.3	3.1	- 6.1%
3.5	3.5	0.0%	5.3	4.6	- 13.2%
4.3	3.3	- 23.3%	7.3	5.1	- 30.1%
9.1	7.6	- 16.5%	9.2	6.8	- 26.1%
2.9	2.8	- 3.4%	2.6	2.3	- 11.5%

Condos - Townhomes

By Square Feet	04-2013	04-2014	Change
1,500 Sq Ft and Below	2.5	2.1	- 16.0%
1,501 to 2,000 Sq Ft	2.3	2.3	0.0%
2,001 to 3,000 Sq Ft	2.7	2.8	+ 3.7%
3,001 Sq Ft and Above	5.5	5.9	+ 7.3%
All Square Footage	2.8	2.6	- 7.1%

04-2013	04-2014	Change	04-2013	04-2014	Change
2.5	2.0	- 20.0%	2.5	2.2	- 12.0%
2.3	2.2	- 4.3%	2.7	2.6	- 3.7%
2.6	2.7	+ 3.8%	4.6	4.0	- 13.0%
5.5	5.9	+ 7.3%	10.2	9.4	- 7.8%
2.9	2.8	- 3.4%	2.6	2.3	- 11.5%