



# San Diego Real Estate Market Update



# Overview of Key Indicators 2014-2015



## **SOLD LISTINGS**

(Detached) **6.8% INCREASE**    (Attached) **9.8% INCREASE**

## **MEDIAN PRICE**

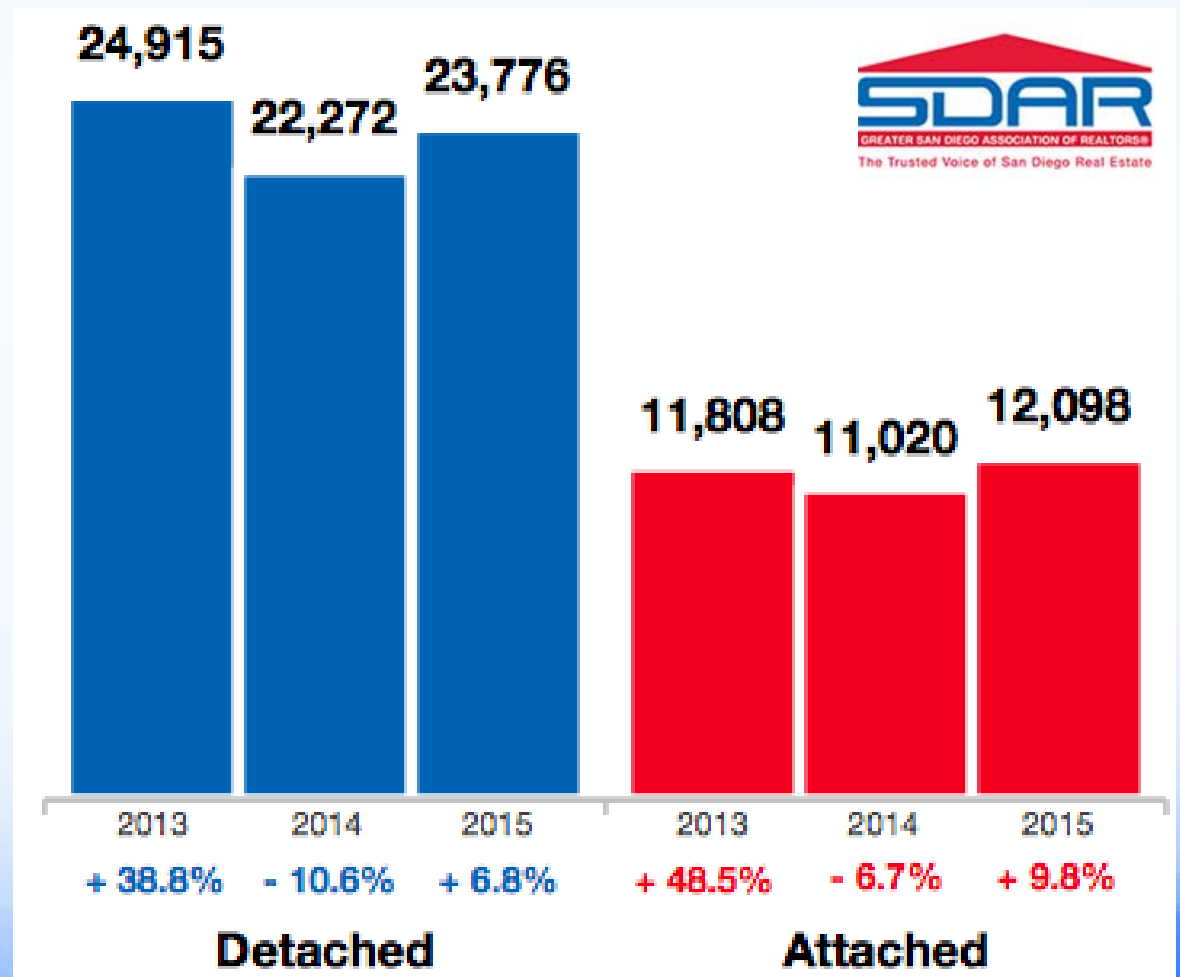
(Detached) **6.5% INCREASE**    (Attached) **6.2% INCREASE**

## **NEW LISTINGS**

(Detached) **0.4% DECREASE**    (Attached) **0.7% INCREASE**

# Closed Sales

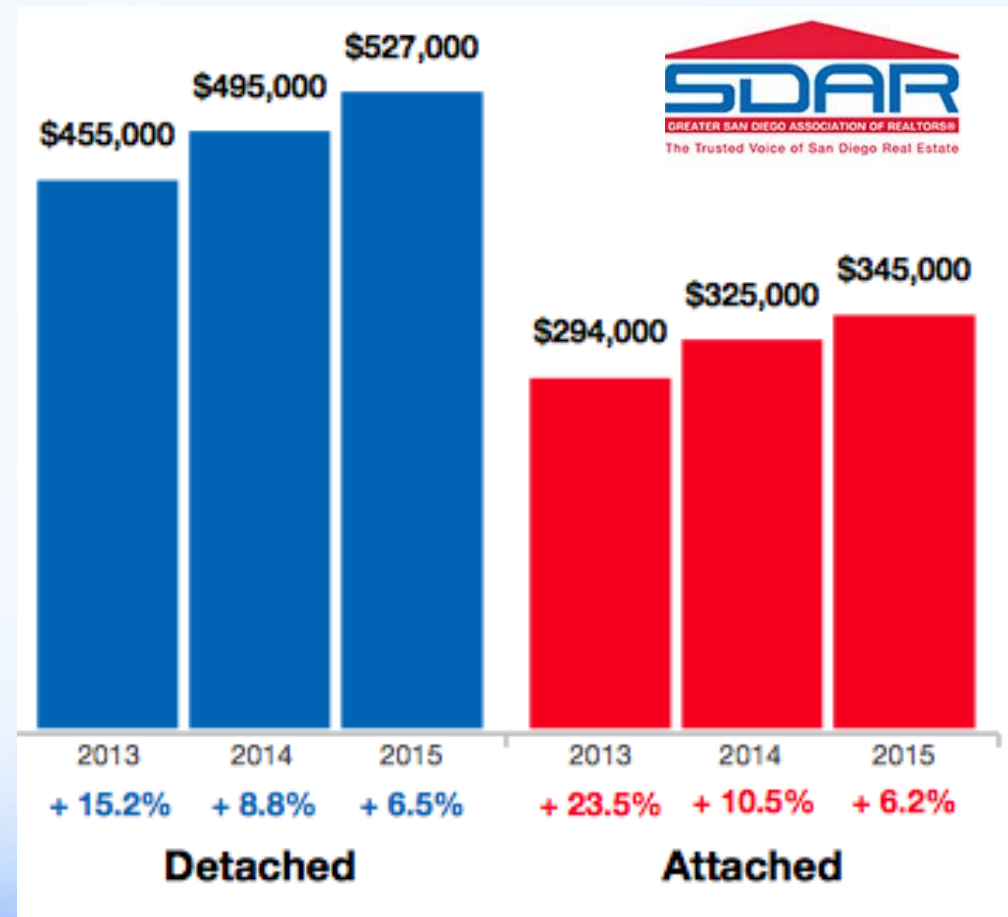
San Diego County  
Year To Date



# Median Sales Price

San Diego County

Year To Date



# Days On Market Until Sale

Comparing Dec 2014 to Dec 2015

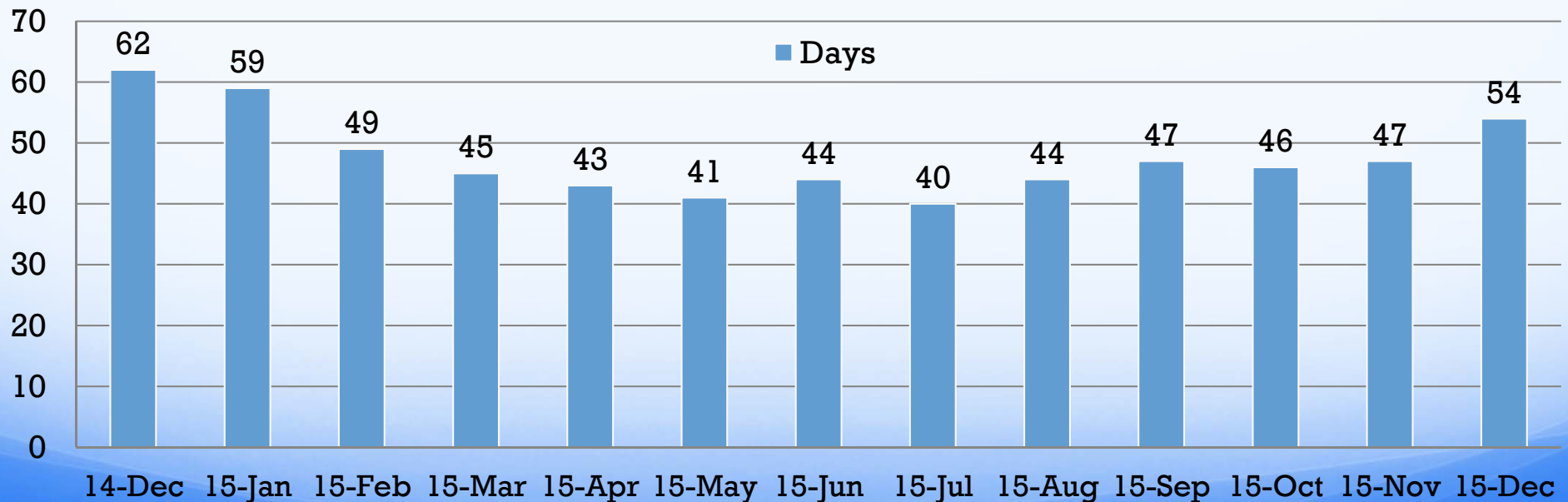


Days Change- 7.9 Decrease

Dec-14 62.4 Days

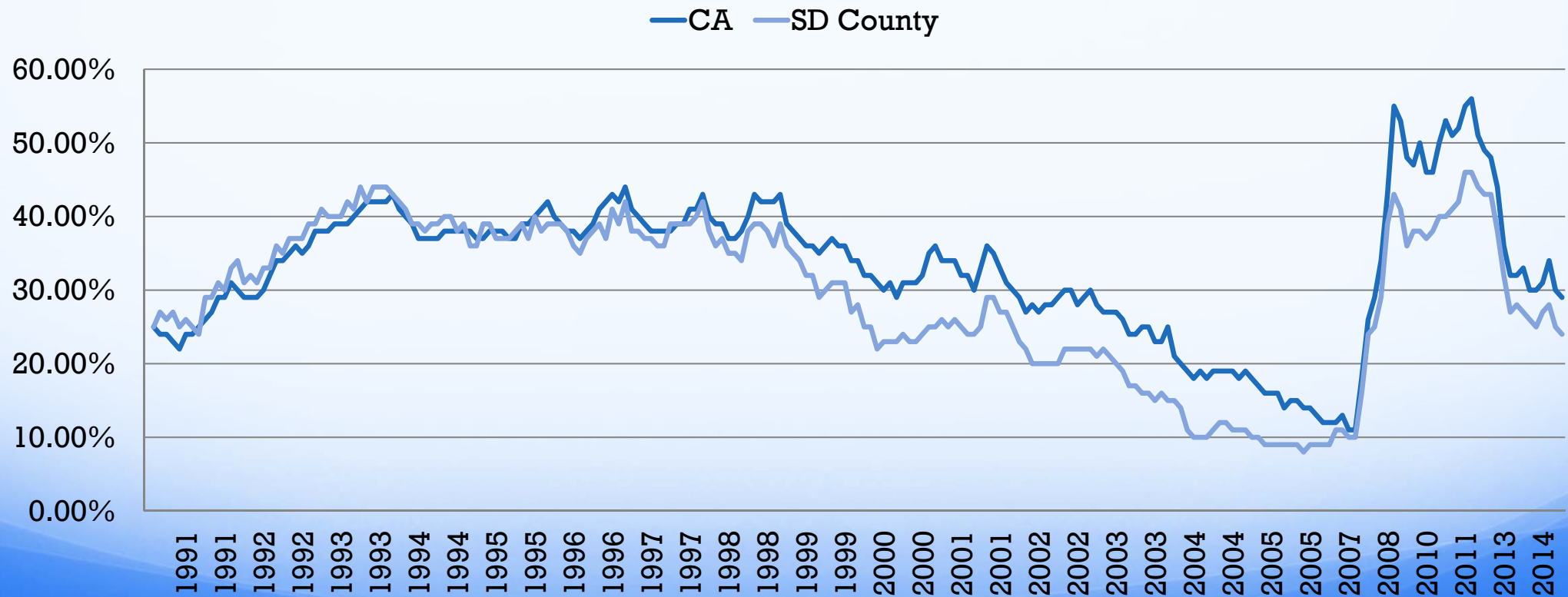
Percent Change- 12.6% Decrease

Dec-15 54.5 Days



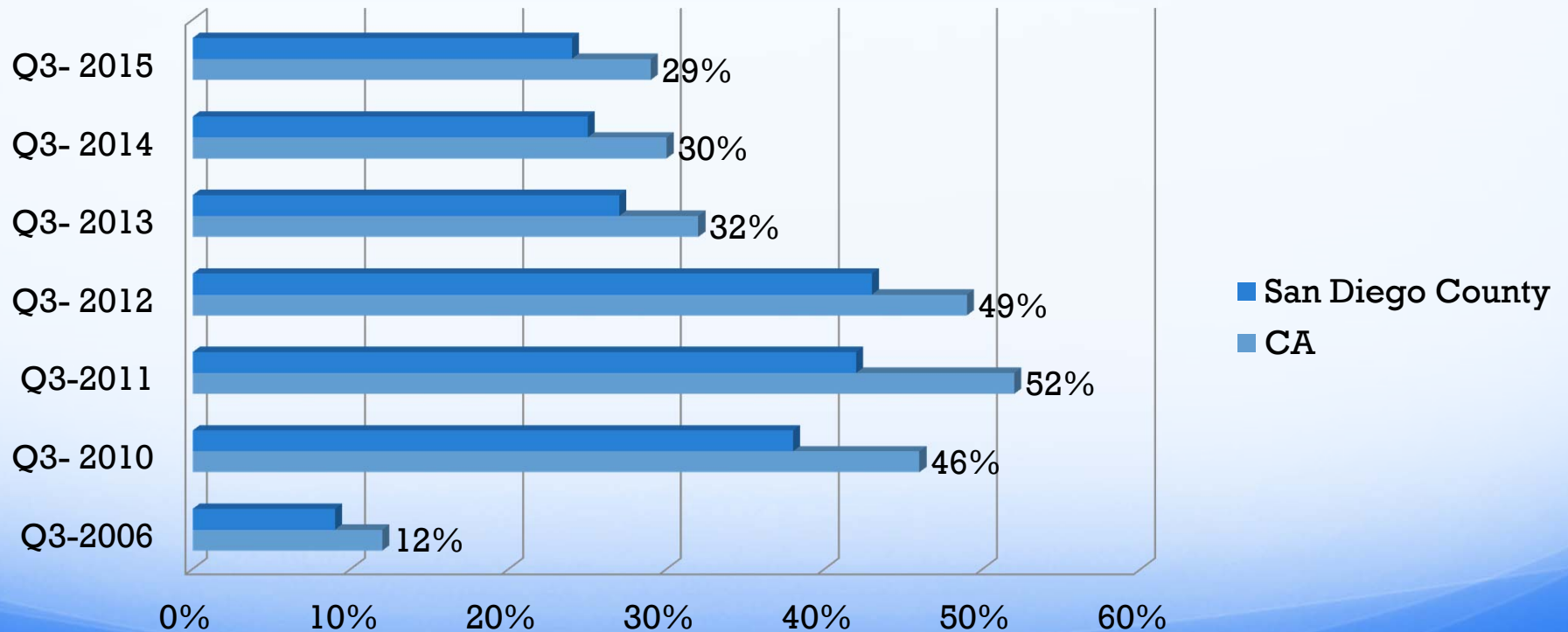
# Historical Affordability Index

Statewide and Countywide 1991-2015



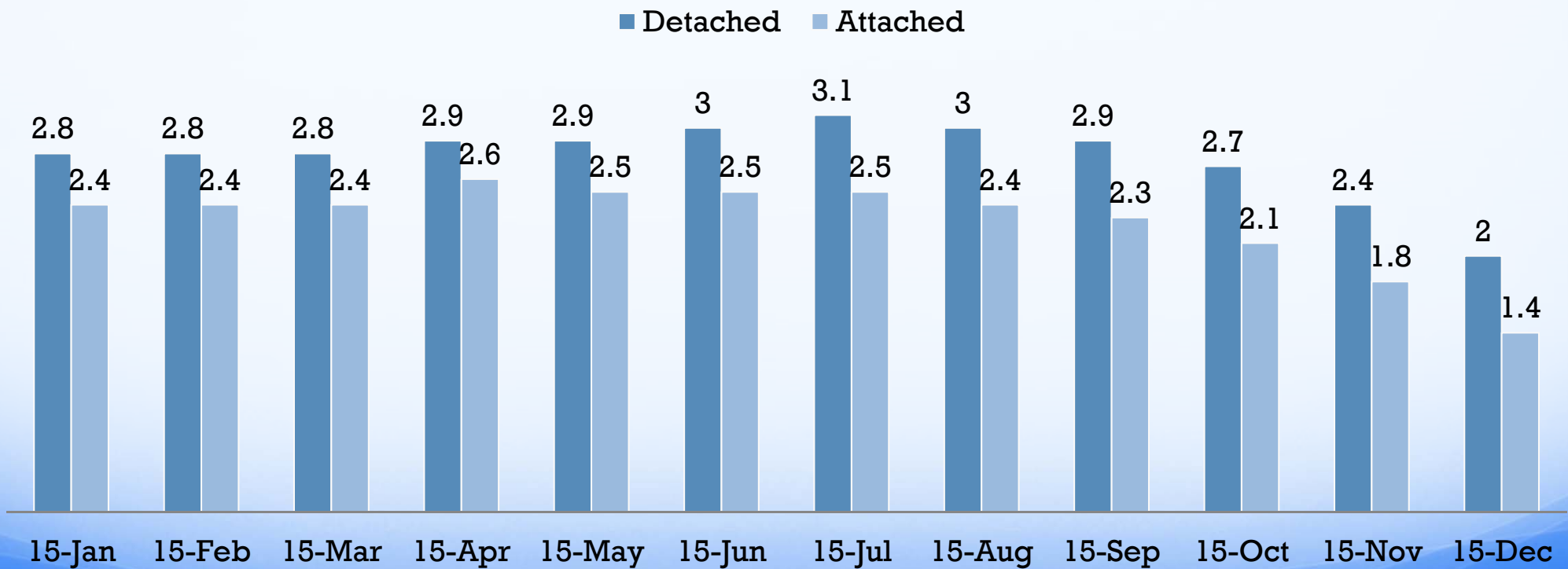
# Historical Affordability Index

Statewide and Countywide 2010-2015



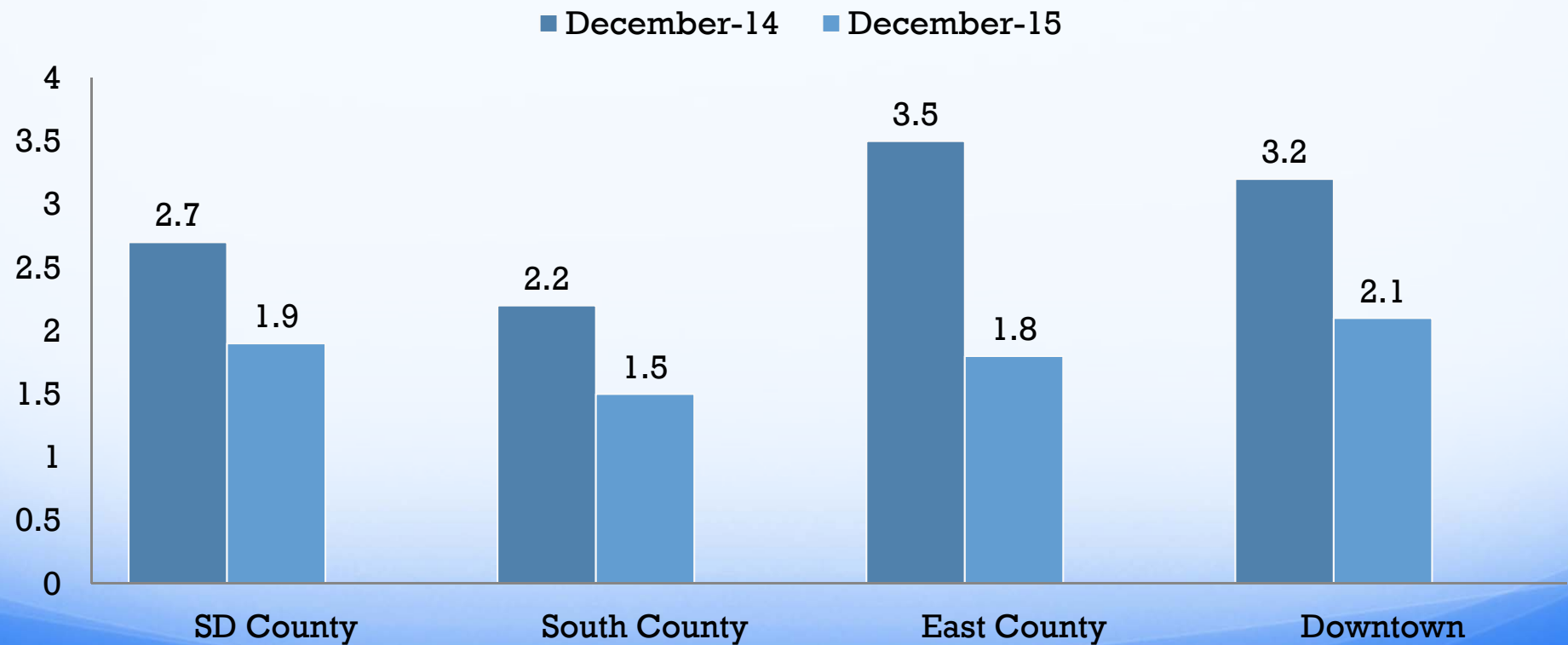
# Months Supply of Inventory

Countywide Jan 2015 - Dec 2015



# Months Supply of Inventory

Neighborhood Specific

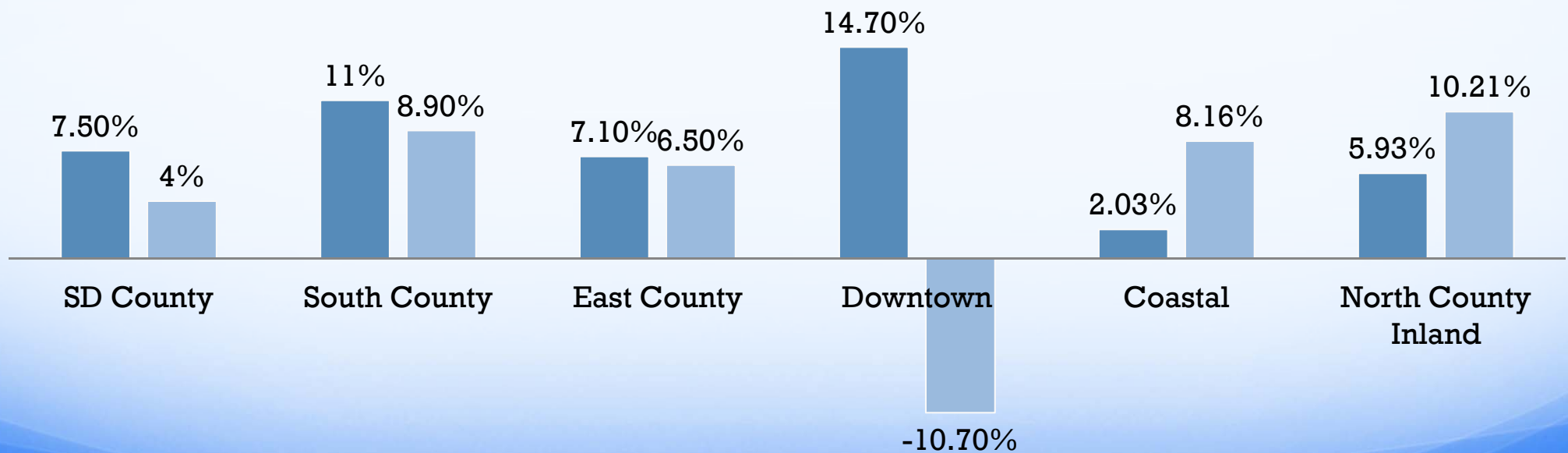


# Median Price Changes

Neighborhood Specific Jan 2015 – Dec 2015

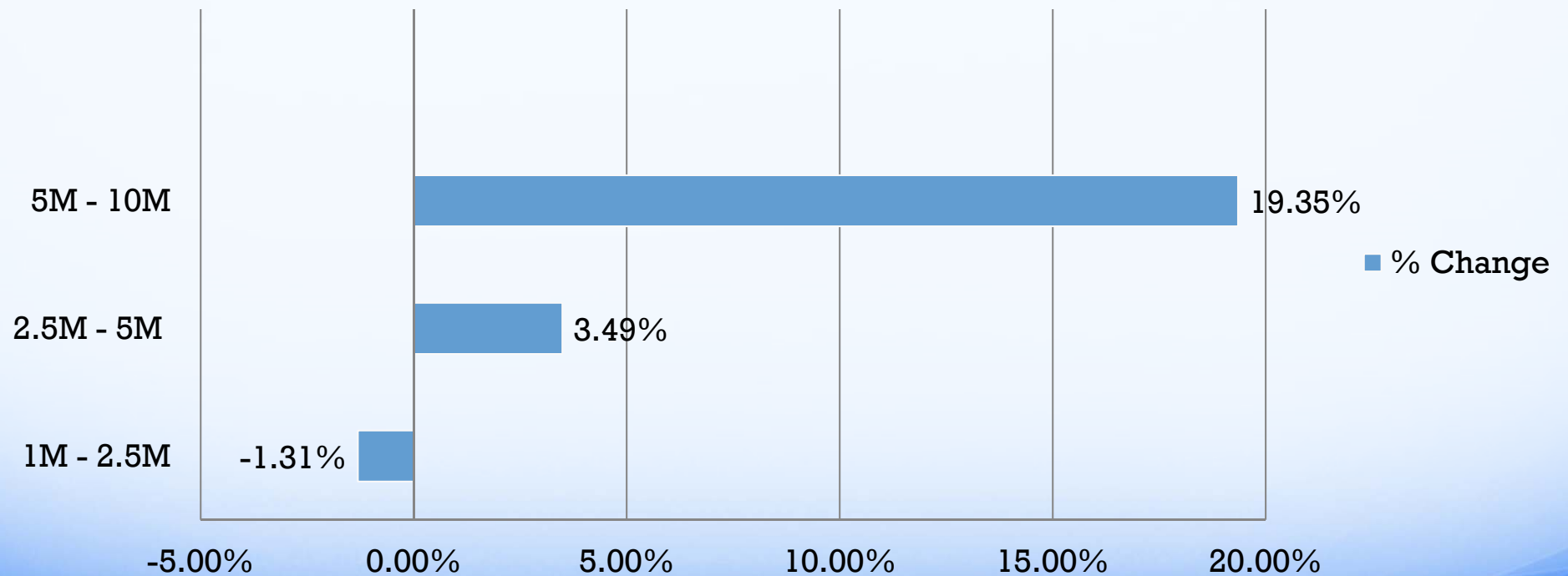


■ Detached Price ■ Attached Price



# Median Price Changes

Luxury Market Jan 2015 – Dec 2015



# Projections for 2016



## **PRICES**

**4 - 6% INCREASE**

## **INTEREST RATES**

**1% - 1.25% INCREASE**

## **MARKET TIMES**

**70-75 Days SFR Detached Home**

# Projections for 2016



## **BUYERS MARKET**

**2016 Transitioning to a Buyer's Market**

## **PRICE RECESSION**

**2+ Years Affordability Index Drops to Teens**

## **INVENTORY INCREASE**

**2+ Years Inventory Builds to 7+ Months**



# Thank you. Questions?

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