

# California Housing Market “Accelerates” in March as Home Sales and Prices Ratchet Up !!!!!!!!!!!!!!!!!!!!!!!!!!!!

Hi Guys and Gals, below is an Chart from the San Diego Association of Realtors Which Gives You Single Family Home Sales for Each Zip Code !!!!!

Condo Sales Information is Available Upon Request !!!!!!!!!!!!!!!!!!!!!!!!!!!!!

I have also Included an article from the California Association of Realtors !!!

Inventory Levels Have Tightened in January  
!!!!!!!!!!!!!! If You Know Anyone Interested in Selling, Buying or Just may have Questions about Real Estate Please let Me Know? Thanks,

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## MARCH 2015 - San Diego County Summary Statistics

Comparative Sales - Sold Listings - Median Prices - Average Prices - Average Days on Market

Monthly Report	DETACHED (Single-Family Homes)			ATTACHED (Condominiums, Townhomes)		
		% Change from Prior Year	% Change from Prior Month		% Change from Prior Year	% Change from Prior Month
Total Sales Volume - Mar. 2015	\$1,314,361,350	10.092%	32.450%	\$370,896,342	14.461%	18.970%
Average Sales Price - Mar. 2015	\$690,134	5.669%	4.041%	\$409,378	9.660%	2.536%
Median* Sales Price - Mar. 2015	\$519,540	6.029%	3.908%	\$348,825	15.409%	4.127%
Sold Listings - Mar. 2015	1,890	3.392%	26.337%	906	4.378%	24.280%
Average Days on Market - Mar. 2015	44	-6.867%	-16.609%	42	-8.950%	-19.984%
Total Sales Volume - Mar. 2014	\$1,193,878,682			\$324,037,339		
Average Sales Price - Mar. 2014	\$653,107			\$373,315		
Median* Sales Price - Mar. 2014	\$490,000			\$302,250		
Sold Listings - Mar. 2014	1,828			868		
Average Days on Market - Mar. 2014	47			46		
Year-to-Date Report	DETACHED (Single-Family Homes)			ATTACHED (Condominiums, Townhomes)		
		% Change from Prior Year	% Change from Prior Month		% Change from Prior Year	% Change from Prior Month
YTD Total Sales Volume - Mar. 2015	\$3,180,578,085	10.486%		\$929,297,235	6.623%	
YTD Average Sales Price - Mar. 2015	\$674,870	6.786%		\$402,570	10.530%	
YTD Median* Sales Price - Mar. 2015	\$505,000	5.208%		\$338,000	12.667%	
YTD Sold Listings - Mar. 2015	4,698	3.117%		2,257	-5.683%	
YTD Average Days on Market - Mar. 2015	49	0.731%		47	-7.136%	
YTD Total Sales Volume - Mar. 2014	\$2,878,708,549			\$871,569,201		
YTD Average Sales Price - Mar. 2014	\$631,981			\$364,216		
YTD Median* Sales Price - Mar. 2014	\$480,000			\$300,000		
YTD Sold Listings - Mar. 2014	4,556			2,393		
YTD Average Days on Market - Mar. 2014	49			51		

\*The median home price is the price where half of the homes sold for more, and half sold for less. It is a more typical price measure than average price, which can be skewed high by a relative handful of million-dollar-plus transactions.

March 2015



## DETACHED (Single-Family) Homes - San Diego County

		Current Year - 2015						Previous Year - 2014					
		Sold Listings		Avg Days on Mkt		Median Price		Sold Listings		Avg Days on Mkt		Median Price	
Zip Code	Market Area	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD
91901	Alpine	9	32	94	67	\$500,000	\$518,000	14	39	76	62	\$541,644	\$543,388
91902	Bonita	12	36	64	56	\$622,500	\$596,500	17	36	46	63	\$561,506	\$555,753
91905	Boulevard	1	1	126	126	\$255,000	\$255,000	2	4	329	224	\$161,250	\$130,400
91906	Campo	0	5	0	54	\$0	\$223,000	5	9	39	62	\$210,000	\$195,000
91910	Chula Vista North	37	90	27	40	\$445,000	\$433,250	32	77	59	43	\$448,000	\$420,000
91911	Chula Vista South	28	85	43	41	\$377,500	\$380,000	30	95	55	51	\$380,000	\$375,000
91913	Chula Vista - Eastlake	31	72	33	48	\$500,000	\$482,000	35	85	67	64	\$500,000	\$470,000
91914	Chula Vista NE	6	34	27	42	\$742,000	\$598,000	14	32	54	56	\$687,550	\$612,500
91915	Chula Vista SE	23	61	38	50	\$490,000	\$485,000	22	59	67	57	\$429,000	\$450,000
91916	Descanso	1	3	24	131	\$595,000	\$235,000	0	0	0	0	\$0	\$0
91917	Dulzura	0	2	0	163	\$0	\$412,500	0	1	0	14	\$0	\$399,000
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
91932	Imperial Beach	9	23	39	36	\$450,000	\$450,000	8	18	17	29	\$428,500	\$404,000
91934	Jacumba	0	2	0	55	\$0	\$142,500	4	5	90	95	\$94,500	\$90,000
91935	Jamul	10	23	53	53	\$607,389	\$600,000	7	16	33	65	\$565,000	\$505,000
91941	La Mesa, Mount Helix	42	79	39	41	\$491,000	\$517,500	36	84	59	53	\$510,000	\$514,000
91942	La Mesa, Grossmont	36	79	43	44	\$438,300	\$430,000	20	46	41	40	\$418,400	\$398,000
91945	Lemon Grove	22	63	35	32	\$357,500	\$371,000	18	44	56	45	\$315,000	\$325,000
91948	Mount Laguna	1	1	232	232	\$80,000	\$80,000	0	0	0	0	\$0	\$0
91950	National City	20	47	32	41	\$299,450	\$322,000	18	41	74	60	\$287,500	\$300,000
91962	Pine Valley	2	5	12	10	\$230,000	\$325,000	4	13	115	88	\$352,615	\$304,700
91963	Potrero	0	1	0	202	\$0	\$245,000	0	0	0	0	\$0	\$0
91977	Spring Valley	35	105	47	46	\$392,000	\$369,900	39	109	31	38	\$362,500	\$345,000
91978	Rancho San Diego	5	17	37	57	\$494,000	\$469,000	2	9	45	43	\$371,000	\$378,300
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92003	Bonsall	10	20	65	92	\$619,400	\$764,000	4	9	16	25	\$835,500	\$765,000
92004	Borrego Springs	6	15	115	131	\$216,000	\$222,000	10	23	147	109	\$154,000	\$155,000
92007	Cardiff	9	18	50	69	\$1,750,000	\$1,249,500	2	15	102	73	\$2,010,000	\$1,270,000
92008	Carlsbad NW	13	29	55	50	\$745,000	\$770,000	16	46	26	42	\$610,000	\$700,000
92009	Carlsbad SE	37	97	30	47	\$825,000	\$870,000	36	96	23	37	\$805,250	\$810,000
92010	Carlsbad NE	15	27	48	55	\$662,000	\$660,000	10	32	44	51	\$649,500	\$614,950
92011	Carlsbad SW	21	47	34	37	\$907,000	\$860,000	19	43	37	44	\$829,000	\$800,000
92014	Del Mar	11	31	52	70	\$1,465,000	\$1,465,000	21	52	41	73	\$1,725,000	\$1,750,000
92019	El Cajon	29	67	41	63	\$490,000	\$500,000	25	81	68	54	\$450,000	\$440,000



**March 2015**  
**(continued)**

# DETACHED (Single-Family) Homes - San Diego County

		Current Year - 2015						Previous Year - 2014					
		Sold Listings		Avg Days on Mkt		Median Price		Sold Listings		Avg Days on Mkt		Median Price	
Zip Code	Market Area	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD
92020	El Cajon	28	77	45	51	\$429,500	\$469,000	34	77	44	50	\$412,250	\$389,550
92021	El Cajon	27	64	34	54	\$411,100	\$405,000	20	62	44	49	\$382,500	\$382,500
92024	Encinitas	54	104	36	40	\$1,020,000	\$984,500	25	72	31	45	\$955,000	\$947,500
92025	Escondido South	26	66	64	59	\$483,500	\$450,000	23	56	39	48	\$525,000	\$515,000
92026	Escondido North	36	95	29	43	\$426,000	\$436,000	40	86	51	57	\$440,500	\$411,750
92027	Escondido East	32	101	45	49	\$385,500	\$385,000	42	95	53	52	\$344,500	\$360,000
92028	Fallbrook	49	111	54	59	\$455,000	\$480,000	49	138	63	61	\$455,000	\$455,000
92029	Escondido West	14	35	50	71	\$611,000	\$597,500	19	31	45	47	\$646,550	\$635,000
92036	Julian	5	13	80	111	\$280,000	\$267,500	6	10	87	76	\$317,500	\$246,250
92037	La Jolla	34	87	41	70	\$1,675,000	\$1,925,000	25	68	62	66	\$1,695,000	\$1,690,000
92040	Lakeside	27	60	26	37	\$432,000	\$437,500	25	57	41	45	\$424,000	\$415,000
92054	Oceanside South	24	48	42	42	\$567,000	\$565,000	24	55	33	47	\$523,000	\$515,000
92056	Oceanside East	37	98	47	45	\$505,000	\$475,000	35	79	24	31	\$445,000	\$432,000
92057	Oceanside North	45	116	48	54	\$420,000	\$441,000	42	97	26	30	\$444,500	\$430,000
92058	Oceanside (Central)	9	21	29	63	\$394,000	\$420,000	11	24	36	26	\$405,000	\$389,750
92059	Pala	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92060	Palomar Mountain	3	8	72	107	\$75,000	\$162,500	0	1	0	165	\$0	\$175,000
92061	Pauma Valley	3	5	204	211	\$510,000	\$530,000	0	2	0	121	\$0	\$500,000
92064	Poway	32	85	37	40	\$644,500	\$610,000	37	91	54	44	\$635,000	\$560,000
92065	Ramona	45	107	65	70	\$420,000	\$410,000	46	107	45	69	\$391,000	\$413,000
92066	Ranchita	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92067	Rancho Santa Fe	17	47	104	109	\$2,737,500	\$2,812,500	20	38	105	118	\$2,825,002	\$2,750,000
92068	San Luis Rey	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92069	San Marcos South	14	54	56	47	\$537,500	\$500,000	25	60	44	51	\$515,000	\$492,500
92070	Santa Ysabel	2	3	204	176	\$782,450	\$1,065,000	0	1	0	36	\$0	\$335,999
92071	Santee	46	96	41	39	\$420,000	\$420,000	29	91	30	45	\$400,000	\$400,500
92075	Solana Beach	15	30	39	40	\$1,290,000	\$1,540,750	7	19	88	59	\$1,550,000	\$1,101,000
92078	San Marcos South	37	94	50	40	\$607,000	\$612,500	39	97	45	41	\$655,000	\$638,000
92081	Vista South	21	59	29	49	\$455,000	\$449,000	18	42	67	57	\$432,500	\$442,500
92082	Valley Center	20	46	70	64	\$539,050	\$489,350	16	43	75	78	\$452,000	\$439,000
92083	Vista West	15	48	72	56	\$330,000	\$399,750	23	50	62	52	\$332,000	\$343,500
92084	Vista East	24	78	44	44	\$407,500	\$410,500	27	69	65	71	\$409,000	\$420,000
92086	Warner Springs	1	3	259	112	\$399,900	\$399,900	2	3	196	179	\$365,750	\$335,000
92091	Rancho Santa Fe	6	10	118	135	\$1,990,000	\$1,950,000	2	8	94	72	\$2,220,000	\$1,342,500
92093	UCSD	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92096	San Marcos	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92101	Downtown	1	3	118	40	\$710,000	\$815,000	2	5	135.5	74	\$895,000	\$915,000



**March 2015**  
**(continued)**

# DETACHED (Single-Family) Homes - San Diego County

		Current Year - 2015						Previous Year - 2014					
		Sold Listings		Avg Days on Mkt		Median Price		Sold Listings		Avg Days on Mkt		Median Price	
Zip Code	Market Area	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD	Month	YTD
92102	Golden Hill, South Park	13	35	50	42	\$410,000	\$330,000	14	28	39	35	\$304,000	\$338,350
92103	Hillcrest, Mission Hills	20	36	23	41	\$770,000	\$800,000	15	32	25	34	\$860,000	\$863,000
92104	North Park	23	55	19	36	\$541,000	\$583,000	22	54	29	30	\$507,000	\$558,500
92105	City Heights	15	40	31	34	\$324,500	\$324,750	19	46	24	36	\$280,000	\$280,000
92106	Point Loma	18	45	68	48	\$773,000	\$950,000	15	40	36	35	\$855,000	\$847,500
92107	Ocean Beach	15	39	34	55	\$910,500	\$850,000	15	42	34	56	\$825,000	\$797,000
92108	Mission Valley	2	3	14	71	\$713,000	\$750,000	1	4	11	49	\$500,000	\$534,500
92109	Pacific Beach, Mission Beach	18	48	26	40	\$936,250	\$923,750	25	53	66	56	\$750,000	\$868,000
92110	Morena	9	25	59	57	\$630,000	\$651,000	5	12	23	54	\$769,000	\$672,500
92111	Linda Vista	17	42	18	29	\$515,000	\$490,000	15	50	18	25	\$476,000	\$472,500
92113	Logan Heights	12	32	60	50	\$297,500	\$274,250	14	37	63	60	\$230,050	\$260,000
92114	Encanto	47	114	31	43	\$350,000	\$340,000	40	123	48	49	\$329,500	\$310,000
92115	College	37	80	72	55	\$440,000	\$444,750	40	93	41	41	\$447,500	\$438,000
92116	Kensington, Normal Heights	24	54	29	37	\$604,500	\$588,750	20	52	19	41	\$676,250	\$514,750
92117	Clairemont	32	79	19	30	\$567,550	\$530,000	32	77	36	33	\$484,250	\$480,000
92118	Coronado	12	32	50	70	\$1,865,000	\$1,814,000	19	38	93	87	\$1,535,000	\$1,524,000
92119	San Carlos	18	48	26	34	\$485,500	\$515,000	19	50	31	40	\$500,000	\$483,700
92120	Allied Gardens, Del Cerro	22	47	30	30	\$612,000	\$550,000	24	62	40	38	\$505,000	\$512,500
92121	Sorrento Valley	2	8	102	62	\$792,500	\$792,500	1	5	88	31	\$835,000	\$825,000
92122	University City	16	37	51	55	\$789,000	\$789,000	13	32	39	32	\$725,000	\$720,000
92123	Serra Mesa	22	56	38	40	\$492,250	\$483,000	12	30	45	57	\$448,350	\$453,350
92124	Tierrasanta	12	33	35	37	\$512,500	\$570,000	7	23	43	41	\$545,000	\$531,000
92126	Mira Mesa	17	79	26	30	\$495,000	\$487,500	39	91	38	32	\$459,000	\$459,000
92127	Rancho Bernardo West	47	111	60	63	\$854,900	\$900,000	35	84	50	49	\$815,000	\$849,500
92128	Rancho Bernardo East	43	105	32	37	\$599,000	\$605,000	49	103	39	36	\$585,000	\$600,000
92129	Penasquitos	38	82	48	52	\$675,000	\$671,750	29	72	26	31	\$675,000	\$636,000
92130	Carmel Valley	42	80	39	47	\$1,227,500	\$1,158,750	36	92	23	34	\$1,055,000	\$1,036,250
92131	Scripps Ranch	20	47	44	42	\$710,950	\$785,000	23	56	35	38	\$779,000	\$782,500
92134	Balboa Hospital	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92139	Paradise Hills	12	29	47	56	\$372,500	\$370,000	13	36	23	45	\$375,000	\$341,000
92145	Miramar	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92154	Nestor, Otay Mesa	32	78	25	45	\$358,500	\$375,000	31	78	47	47	\$355,000	\$355,000
92161	VA Hospital	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0
92173	San Ysidro	3	10	30	39	\$360,000	\$350,000	3	9	11	36	\$330,000	\$335,500
<b>Detached Total Counts:</b>		<b>1890</b>	<b>4698</b>					<b>1828</b>	<b>4557</b>				

## **Buoyed by stronger economy, California housing market accelerates in March as home sales and prices ratchet up**

LOS ANGELES (April 15) – California's housing market continued to pick up steam as existing home sales and prices propelled higher, with both posting back-to-back increases in March, the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) said today.

Closed escrow sales of existing, single-family detached homes in California totaled a seasonally adjusted annualized rate of 391,680 units in March, according to information collected by C.A.R. from more than 90 local REALTOR® associations and MLSs statewide. Sales in March were up 6.3 percent from a revised 368,400 in February and up 7.3 percent from a revised 365,120 in March 2014. The year-over-year sales increase was the first back-to-back sales gain since December 2012 and the largest observed since May 2012. The statewide sales figure represents what would be the total number of homes sold during 2015 if sales maintained the March pace throughout the year. It is adjusted to account for seasonal factors that typically influence home sales.

"The housing market is picking up momentum and continuing its upward trend as economic conditions improved throughout the state", said C.A.R. President Chris Kutzkey. "A better economy, improved job creation, and an increase in inventory in Central Valley and Southern California, in particular, are pushing sales higher, which led to the strongest February-to-March increase we've seen since 2008."

The median price of an existing, single-family detached California home jumped in March from both the previous month and year. The median home price was up 9.2 percent from \$428,970 in February to \$468,550 in March, the highest level in seven months. The increase was stronger than the long-run February-to-March average of 3.9 percent. March's median price was 7.2 percent higher than the revised \$437,100 recorded in March 2014. The median sales price is the point at which half of homes sold for more and half sold for less; it is influenced by the types of homes selling as well as a general change in values.

With home sales growing at a faster rate than active listings in March, the available supply of existing, single-family detached homes for sale statewide declined, with the Unsold Inventory Index falling from the 5 months reported in February to 3.8 months in March. The index, which indicates the number of months needed to sell the supply of homes on the market at the current sales rate, stood at 4 months in March 2014. A six- to seven-month supply is considered typical in a normal market.

"While housing supply has been improving in real terms in recent months, the growth rate in housing demand continues to outpace that of inventory, pushing the Unsold Inventory Index lower," said C.A.R. Vice President and Chief Economist Leslie Appleton-Young. "The shortage in housing units relative to demand, along with the attractive rate environment, pushed home prices higher."

### **Other key facts from C.A.R.'s March 2015 resale housing report include:**

- The median number of days it took to sell a single-family home also fell in March, down from 47 days in February to 39 days in March but was up from 35.1 days in March 2014.
- According to C.A.R.'s newest housing market indicator measuring sales-to-list price ratio\*, properties are again generally selling below the list price, except in the San Francisco Bay Area, where a lack of homes for sale is pushing sales prices higher than original asking prices. The statewide measure suggests that homes are selling at a median of 98.3 percent of the list price, essentially flat compared to a ratio of 98.6 percent at the same time last year. The Bay Area is the only region where homes are selling above original list prices due to constrained supply with a ratio of 105.9 percent.
- The average California price per square foot\*\* for an existing single-family home was \$223 in March 2015, an increase of 6.1 percent from the previous month and a 5.6 percent increase from March 2014. Price per square foot at the state level has been showing an upward trend since early 2012, and has been rising on a year-over-year basis for 38 consecutive months. In recent months, however, the growth rate in price per square foot has slowed down as home prices level off. San Francisco County had the highest price per square foot in March at \$761/sq. ft., followed by San Mateo (\$741/sq. ft.), and Santa Clara (\$566/sq. ft.). The three counties with the lowest price per square foot in March were Siskiyou (\$112/sq. ft.), Tehama (\$115/sq. ft.), and Madera (\$115/sq. ft.).
- Mortgage rates moved upward in March, with the 30-year, fixed-mortgage interest rate averaging 3.77 percent, up from 3.71 percent in February but down from 4.34 percent in March 2014, according to Freddie Mac. Adjustable-mortgage interest rates also rose in March, averaging 2.46 percent, up from 2.43 percent in February but down from 2.48 percent in March 2014.