

LUXE REPORT



SAN DIEGO COUNTY

Q3 2016 LUXE REPORT

LUXE

COLLECTION

San Diego Luxury is a Neutral market! The number of for sale listings was **up 4.9%** from one year earlier and **down 7.3%** from the previous quarter. The number of sold listings **increased 23.1%** year-over-year and **decreased 9.6%** quarter-over-quarter. The Months of Inventory based on Closed Sales is 5.9, **down 14.6%** from the previous year. The Average Sold Price **increased by 1.3%** from last quarter. Based on the 6-month trend, the Average Sold Price trend is **“Neutral.”**

*All reports are published October 2016, based on data available at the end of September 2016, except for the today stats. All reports presented are based on data supplied by the Desert AOR, CARETS, and Sandicor MLS. Neither the Association nor its MLS guarantees nor is in anyway responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity.

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LUXE COLLECTION 

LUXE COLLECTION REPORT

1M-1.499M SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	528	557	456	▼ 5.2	▲ 15.8
AVERAGE SALE PRICE	1,209,100	1,209,000	1,208,100	0	▲ 0.1
AVERAGE DAYS ON MARKET	41	34	41	▲ 20.6	0
AVERAGE SP/AVERAGE LP	96.4%	97.0%	96.6%	▼ 0.6	▼ 0.2
AVERAGE PRICE PER SF	343.0	327.6	324.9	▲ 4.7	▲ 5.6
MONTHS TO SELL INVENTORY	3.4	3.1	3.8	▲ 9.7	▼ 10.5
LISTING INVENTORY	562	634	583	▼ 11.4	▼ 3.6

1.5M-1.999M SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	152	200	159	▼ 24.0	▼ 4.4
AVERAGE SALE PRICE	1,699,200	1,711,500	1,696,100	▼ 0.7	▲ 0.2
AVERAGE DAYS ON MARKET	48	37	40	▲ 29.7	▲ 20.0
AVERAGE SP/AVERAGE LP	96.6%	96.8%	95.9%	▼ 0.2	▲ 0.7
AVERAGE PRICE PER SF	457.3	398.7	396.3	▲ 14.7	▲ 15.4
MONTHS TO SELL INVENTORY	6.1	4.5	5.3	▲ 35.6	▲ 15.1
LISTING INVENTORY	280	329	272	▼ 14.9	▲ 2.9

2M-2.499M SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	61	62	55	▼ 1.6	▲ 10.9
AVERAGE SALE PRICE	2,206,500	2,228,400	2,222,500	▼ 1.0	▼ 0.7
AVERAGE DAYS ON MARKET	50	37	62	▲ 35.1	▼ 19.4
AVERAGE SP/AVERAGE LP	95.2%	95.3%	96.2%	▼ 0.1	▼ 1.0
AVERAGE PRICE PER SF	445.2	139.8	452.3	▲ 218.5	▼ 1.6
MONTHS TO SELL INVENTORY	7.4	7	7.1	▲ 5.7	▲ 4.2
LISTING INVENTORY	147	152	136	▼ 3.3	▲ 8.1

2.5M-2.999M SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	26	39	29	▼ 33.3	▼ 10.3
AVERAGE SALE PRICE	2,733,900	2,717,100	2,701,900	▲ 0.6	▲ 1.2
AVERAGE DAYS ON MARKET	75	88	61	▼ 14.8	▲ 23.0
AVERAGE SP/AVERAGE LP	94.2%	93.5%	94.5%	▲ 0.7	▼ 0.3
AVERAGE PRICE PER SF	717.0	329.9	702.5	▲ 117.3	▲ 2.1
MONTHS TO SELL INVENTORY	12.4	8.6	8.6	▲ 44.2	▲ 44.2
LISTING INVENTORY	103	113	76	▼ 8.8	▲ 35.5

3M-3.499M SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	14	23	23	▼ 39.1	▼ 39.1
AVERAGE SALE PRICE	3,307,300	3,214,300	3,210,600	▲ 2.9	▲ 3.0
AVERAGE DAYS ON MARKET	70	52	104	▲ 34.6	▼ 32.7
AVERAGE SP/AVERAGE LP	97.1%	92.5%	94.9%	▲ 5.0	▲ 2.3
AVERAGE PRICE PER SF	708.3	726.3	909.9	▼ 2.5	▼ 22.2
MONTHS TO SELL INVENTORY	12.9	7.3	6.8	▲ 76.7	▲ 89.7
LISTING INVENTORY	61	55	55	▲ 10.9	▲ 10.9

3.5M-3.999M SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	13	12	12	▲ 8.3	▲ 8.3
AVERAGE SALE PRICE	3,688,000	3,707,800	3,644,600	▼ 0.5	▲ 1.2
AVERAGE DAYS ON MARKET	68	30	65	▲ 126.7	▲ 4.6
AVERAGE SP/AVERAGE LP	93.6%	94.9%	92.1%	▼ 1.4	▲ 1.6
AVERAGE PRICE PER SF	754.9	891.9	646.5	▼ 15.4	▲ 16.8
MONTHS TO SELL INVENTORY	12.6	12	8.7	▲ 5.0	▲ 44.8
LISTING INVENTORY	47	48	34	▼ 2.1	▲ 38.2

4M-4.499M SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	12	6	4	▲ 100.0	▲ 200.0
AVERAGE SALE PRICE	4,140,400	4,216,700	4,296,300	▼ 1.8	▼ 3.6
AVERAGE DAYS ON MARKET	53	117	153	▼ 54.7	▼ 65.4
AVERAGE SP/AVERAGE LP	94.2%	93.0%	93.2%	▲ 1.3	▲ 1.1
AVERAGE PRICE PER SF	1,090.6	838.4	708.3	▲ 30.1	▲ 54.0
MONTHS TO SELL INVENTORY	6.9	15.3	19	▼ 54.9	▼ 63.7
LISTING INVENTORY	23	33	26	▼ 30.3	▼ 11.5

4.5M-4.999M SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	5	4	2	▲ 25.0	▲ 150.0
AVERAGE SALE PRICE	4,717,000	4,587,500	4,625,000	▲ 2.8	▲ 2.0
AVERAGE DAYS ON MARKET	59	97	117	▼ 39.2	▼ 49.6
AVERAGE SP/AVERAGE LP	93.7%	102.4%	99.5%	▼ 8.5	▼ 5.8
AVERAGE PRICE PER SF	760.6	709.6	800.2	▲ 7.2	▼ 4.9
MONTHS TO SELL INVENTORY	19.2	18.3	49	▲ 4.9	▼ 60.8
LISTING INVENTORY	32	26	38	▲ 23.1	▼ 15.8

5M-5.999M SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	1	4	4	▼ 75.0	▼ 75.0
AVERAGE SALE PRICE	5,600,000	5,355,500	5,365,500	▲ 4.6	▲ 4.4
AVERAGE DAYS ON MARKET	147	66	131	▲ 122.7	▲ 12.2
AVERAGE SP/AVERAGE LP	93.4%	93.6%	89.8%	▼ 0.2	▲ 4.0
AVERAGE PRICE PER SF	519.7	954.4	824.1	▼ 45.5	▼ 36.9
MONTHS TO SELL INVENTORY	87	24.8	20.5	▲ 250.8	▲ 324.4
LISTING INVENTORY	29	33	23	▼ 12.1	▲ 26.1

6M-6.999M SALES

	Q3 2016	Q2 2016	Q3 2015	Q %CHG	YR %CHG
UNITS SOLD	1	4	2	▼ 75.0	▼ 50.0
AVERAGE SALE PRICE	6,700,000	6,452,300	6,300,000	▲ 3.8	▲ 6.3
AVERAGE DAYS ON MARKET	338	53	22	▲ 537.7	▲ 1436.4
AVERAGE SP/AVERAGE LP	90.8%	94.3%	94.8%	▼ 3.7	▼ 4.2
AVERAGE PRICE PER SF	1,314.0	1,144.6	792.0	▲ 14.8	▲ 65.9
MONTHS TO SELL INVENTORY	59	17	35.5	▲ 247.1	▲ 66.2
LISTING INVENTORY	16	23	24	▼ 30.4	▼ 33.3

For statistics on the luxury market starting at \$7+M, please contact your local Bennion Deville Homes agent.

1M+ 10 YEAR HISTORY

