

LUXE REPORT



SAN DIEGO COUNTY Q2 2016 LUXE REPORT

LUXE COLLECTION



*All reports are published July 2016, based on data available at the end of June 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 REPORT

1M-1.499M SALES

	Q2 2016	Q1 2016	Q2 2015	Q %CHG	YR %CHG
UNITS SOLD	546	336	522	▲ 62.5	▲ 4.6
AVERAGE SALE PRICE	1,210,000	1,206,300	1,211,700	▲ 0.3	▼ 0.1
AVERAGE DAYS ON MARKET	33	44	37	▼ 25.0	▼ 10.8
AVERAGE SP/AVERAGE LP	97.0%	96.6%	97.1%	▲ 0.4	▼ 0.1
AVERAGE PRICE PER SF	326.1	300.4	298.5	▲ 8.6	▲ 9.2
MONTHS TO SELL INVENTORY	3.2	4.1	3	▼ 22.0	▲ 6.7
LISTING INVENTORY	634	482	535	▲ 31.5	▲ 18.5

1.5M-1.999M SALES

	Q2 2016	Q1 2016	Q2 2015	Q %CHG	YR %CHG
UNITS SOLD	190	118	171	▲ 61.0	▲ 11.1
AVERAGE SALE PRICE	1,712,500	1,655,400	1,702,800	▲ 3.4	▲ 0.6
AVERAGE DAYS ON MARKET	37	50	50	▼ 26.0	▼ 26.0
AVERAGE SP/AVERAGE LP	96.7%	95.4%	96.6%	▲ 1.4	▲ 0.1
AVERAGE PRICE PER SF	424.1	319.8	410.8	▲ 32.6	▲ 3.2
MONTHS TO SELL INVENTORY	4.7	5.6	4.2	▼ 16.1	▲ 11.9
LISTING INVENTORY	329	248	258	▲ 32.7	▲ 27.5

2M-2.499M SALES

	Q2 2016	Q1 2016	Q2 2015	Q %CHG	YR %CHG
UNITS SOLD	62	34	62	▲ 82.4	0
AVERAGE SALE PRICE	2,228,400	2,181,100	2,223,700	▲ 2.2	▲ 0.2
AVERAGE DAYS ON MARKET	37	57	47	▼ 35.1	▼ 21.3
AVERAGE SP/AVERAGE LP	95.3%	94.8%	95.5%	▲ 0.5	▼ 0.2
AVERAGE PRICE PER SF	139.8	277.6	514	▼ 49.6	▼ 72.8
MONTHS TO SELL INVENTORY	7	10	5.9	▼ 30.0	▲ 18.6
LISTING INVENTORY	152	124	131	▲ 22.6	▲ 16.0

2.5M-2.999M SALES

	Q2 2016	Q1 2016	Q2 2015	Q %CHG	YR %CHG
UNITS SOLD	39	25	41	▲ 56.0	▼ 4.9
AVERAGE SALE PRICE	2,717,100	2,702,600	2,704,700	▼ 0.1	▲ 0.5
AVERAGE DAYS ON MARKET	88	44	74	▲ 100.0	▲ 18.9
AVERAGE SP/AVERAGE LP	93.5%	95.8%	94.8%	▼ 2.4	▼ 1.4
AVERAGE PRICE PER SF	329.9	410.6	639.4	▼ 19.7	▼ 48.4
MONTHS TO SELL INVENTORY	8.6	10.8	6.3	▼ 20.4	▲ 36.5
LISTING INVENTORY	113	103	93	▲ 9.7	▲ 21.5

3M-3.499M SALES

	Q2 2016	Q1 2016	Q2 2015	Q %CHG	YR %CHG
UNITS SOLD	22	9	13	▲ 144.4	▲ 69.2
AVERAGE SALE PRICE	3,208,000	3,206,200	3,199,700	▲ 0.1	▲ 0.3
AVERAGE DAYS ON MARKET	51	72	71	▼ 29.2	▼ 28.2
AVERAGE SP/AVERAGE LP	92.4%	93.5%	91.4%	▼ 1.2	▲ 1.1
AVERAGE PRICE PER SF	738.8	682	701.1	▲ 8.3	▲ 5.4
MONTHS TO SELL INVENTORY	7.7	17.3	10.6	▼ 55.5	▼ 27.4
LISTING INVENTORY	55	56	49	▼ 1.8	▲ 12.2

3.5M-3.999M SALES

	Q2 2016	Q1 2016	Q2 2015	Q %CHG	YR %CHG
UNITS SOLD	12	9	10	▲ 33.3	▲ 20.0
AVERAGE SALE PRICE	3,707,800	3,723,700	3,680,500	▼ 0.4	▲ 0.7
AVERAGE DAYS ON MARKET	30	70	114	▼ 57.1	▼ 73.7
AVERAGE SP/AVERAGE LP	94.9%	91.2%	90.2%	▲ 4.1	▲ 5.2
AVERAGE PRICE PER SF	891.9	745.1	799	▲ 19.7	▲ 11.6
MONTHS TO SELL INVENTORY	12	12.8	8.7	▼ 6.3	▲ 37.9
LISTING INVENTORY	48	45	35	▲ 6.7	▲ 37.1

4M-4.499M SALES

	Q2 2016	Q1 2016	Q2 2015	Q %CHG	YR %CHG
UNITS SOLD	6	2	5	▲ 200.0	▲ 20.0
AVERAGE SALE PRICE	4,216,500	4,250,000	4,145,000	▼ 0.8	▲ 1.7
AVERAGE DAYS ON MARKET	117	66	37	▲ 77.3	▲ 216.2
AVERAGE SP/AVERAGE LP	93.0%	130.9%	96.2%	▼ 29.0	▼ 3.3
AVERAGE PRICE PER SF	838.4	725.2	845	▲ 15.6	▼ 0.8
MONTHS TO SELL INVENTORY	15.3	29.5	14	▼ 48.1	▲ 9.3
LISTING INVENTORY	33	22	23	▲ 50.0	▲ 43.5

4.5M-4.999M SALES

	Q2 2016	Q1 2016	Q2 2015	Q %CHG	YR %CHG
UNITS SOLD	4	6	4	▼ 33.3	0
AVERAGE SALE PRICE	4,587,500	4,811,300	4,703,000	▼ 2.5	▼ 4.7
AVERAGE DAYS ON MARKET	97	69	43	▲ 40.6	▲ 125.6
AVERAGE SP/AVERAGE LP	102.4%	96.2%	96.3%	▲ 6.4	▲ 6.3
AVERAGE PRICE PER SF	709.6	1,542.8	1,179.9	▼ 54.0	▼ 39.9
MONTHS TO SELL INVENTORY	18.3	11.8	21.8	▲ 55.1	▼ 16.1
LISTING INVENTORY	26	23	27	▲ 13.0	▼ 3.7

5M-5.999M SALES

	Q2 2016	Q1 2016	Q2 2015	Q %CHG	YR %CHG
UNITS SOLD	4	5	5	▼ 20.0	▼ 20.0
AVERAGE SALE PRICE	5,355,500	5,480,000	5,404,800	▼ 2.3	▼ 0.9
AVERAGE DAYS ON MARKET	66	100	82	▼ 34.0	▼ 19.5
AVERAGE SP/AVERAGE LP	93.6%	93.1%	89.2%	▲ 0.5	▲ 4.9
AVERAGE PRICE PER SF	954.4	1,003.0	1,143.1	▼ 4.8	▼ 16.5
MONTHS TO SELL INVENTORY	24.8	15.8	15	▲ 57.0	▲ 65.3
LISTING INVENTORY	33	30	28	▲ 10.0	▲ 17.9

6M-6.999M SALES

	Q2 2016	Q1 2016	Q2 2015	Q %CHG	YR %CHG
UNITS SOLD	4	4	4	0	0
AVERAGE SALE PRICE	6,452,300	6,331,300	6,100,000	▲ 1.9	▲ 5.8
AVERAGE DAYS ON MARKET	53	36	141	▲ 47.2	▼ 62.4
AVERAGE SP/AVERAGE LP	94.3%	94.9%	84.5%	▼ 0.6	▲ 11.6
AVERAGE PRICE PER SF	1,144.6	1,157.4	1,162.6	▼ 1.1	▼ 1.5
MONTHS TO SELL INVENTORY	17	14.3	14.5	▲ 18.9	▲ 17.2
LISTING INVENTORY	23	20	21	▲ 15.0	▲ 9.5

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

1M+ 10 YEAR HISTORY

