

# LUXURY REPORT



## SAN DIEGO COUNTY Q1 2016 LUXURY REPORT



\*All reports are published April 2016, based on data available at the end of March 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.

SEE ACTIVE  
LUXE COLLECTION



# LUXURY REPORT

## 1M-1.499M SALES

	Q1 2016	Q4 2015	Q1 2015	Q %CHG	YR %CHG
UNITS SOLD	322	364	340	▼ 11.5	▼ 5.3
AVERAGE SALE PRICE	1,207,500	1,215,500	1,208,900	▼ 0.7	▼ 0.1
AVERAGE DAYS ON MARKET	44	46	52	▼ 4.3	▼ 15.4
AVERAGE SP/AVERAGE LP	96.6%	96.8%	96.1%	▼ 0.2	▲ 0.5
AVERAGE PRICE PER SF	296.7	249.9	319.6	▲ 18.7	▼ 7.2
MONTHS TO SELL INVENTORY	4.3	4.1	3.8	▲ 4.9	▲ 13.2
LISTING INVENTORY	482	436	451	▲ 10.6	▲ 6.9

## 1.5M-1.999M SALES

	Q1 2016	Q4 2015	Q1 2015	Q %CHG	YR %CHG
UNITS SOLD	116	135	106	▼ 14.1	▲ 9.4
AVERAGE SALE PRICE	1,652,100	1,706,300	1,701,600	▼ 3.2	▼ 2.9
AVERAGE DAYS ON MARKET	51	47	62	▲ 8.5	▼ 17.7
AVERAGE SP/AVERAGE LP	95.4%	95.7%	96.3%	▼ 0.3	▼ 0.9
AVERAGE PRICE PER SF	316.1	406	515.2	▼ 22.1	▼ 38.6
MONTHS TO SELL INVENTORY	5.7	4.5	5.5	▲ 26.7	▲ 3.6
LISTING INVENTORY	248	169	206	▲ 46.7	▲ 20.4

## 2M-2.499M SALES

	Q1 2016	Q4 2015	Q1 2015	Q %CHG	YR %CHG
UNITS SOLD	33	51	49	▼ 35.3	▼ 32.7
AVERAGE SALE PRICE	2,178,500	2,214,900	2,219,300	▼ 1.6	▼ 1.8
AVERAGE DAYS ON MARKET	59	59	74	0	▼ 20.3
AVERAGE SP/AVERAGE LP	94.8%	94.4%	95.7%	▲ 0.4	▼ 0.9
AVERAGE PRICE PER SF	272.8	616.5	50.9	▼ 55.8	▲ 436.0
MONTHS TO SELL INVENTORY	10.3	6.7	6	▲ 53.7	▲ 71.7
LISTING INVENTORY	124	98	110	▲ 26.5	▲ 12.7

## 2.5M-2.999M SALES

	Q1 2016	Q4 2015	Q1 2015	Q %CHG	YR %CHG
UNITS SOLD	24	32	23	▼ 25.0	▲ 4.3
AVERAGE SALE PRICE	2,723,500	2,731,500	2,685,400	▼ 0.3	▲ 1.4
AVERAGE DAYS ON MARKET	45	58	58	▼ 22.4	▼ 22.4
AVERAGE SP/AVERAGE LP	95.6%	94.4%	96.7%	▲ 1.3	▼ 1.1
AVERAGE PRICE PER SF	403.1	719.8	651.3	▼ 44.0	▼ 38.1
MONTHS TO SELL INVENTORY	11.3	7.1	9.7	▲ 59.2	▲ 16.5
LISTING INVENTORY	103	69	77	▲ 49.3	▲ 33.8

## 3M-3.499M SALES

	Q1 2016	Q4 2015	Q1 2015	Q %CHG	YR %CHG
UNITS SOLD	10	9	12	▲ 11.1	▼ 16.7
AVERAGE SALE PRICE	3,189,600	3,170,900	3,225,800	▲ 0.6	▼ 1.1
AVERAGE DAYS ON MARKET	65	49	95	▲ 32.7	▼ 31.6
AVERAGE SP/AVERAGE LP	94.0%	95.4%	93.0%	▼ 1.5	▲ 1.1
AVERAGE PRICE PER SF	724.4	879.5	897.8	▼ 17.6	▼ 19.3
MONTHS TO SELL INVENTORY	15.6	14.9	9.8	▲ 4.7	▲ 59.2
LISTING INVENTORY	56	40	42	▲ 40.0	▲ 33.3

## 3.5M-3.999M SALES

	Q1 2016	Q4 2015	Q1 2015	Q %CHG	YR %CHG
UNITS SOLD	8	5	8	▲ 60.0	0
AVERAGE SALE PRICE	3,701,600	3,777,900	3,677,900	▼ 2.0	▲ 0.6
AVERAGE DAYS ON MARKET	77	98	49	▼ 21.4	▲ 57.1
AVERAGE SP/AVERAGE LP	90.4%	95.1%	94.0%	▼ 4.9	▼ 3.8
AVERAGE PRICE PER SF	733.6	732.9	462.4	▲ 0.1	▲ 58.7
MONTHS TO SELL INVENTORY	14.4	20.2	9.9	▼ 28.7	▲ 45.5
LISTING INVENTORY	45	27	28	▲ 66.7	▲ 60.7

## 4M-4.499M SALES

	Q1 2016	Q4 2015	Q1 2015	Q %CHG	YR %CHG
UNITS SOLD	2	9	3	▼ 77.8	▼ 33.3
AVERAGE SALE PRICE	4,250,000	4,270,400	4,315,000	▼ 0.5	▼ 1.5
AVERAGE DAYS ON MARKET	66	134	138	▼ 50.7	▼ 52.2
AVERAGE SP/AVERAGE LP	130.9%	91.4%	85.5%	▲ 43.2	▲ 53.1
AVERAGE PRICE PER SF	725.2	834.2	782.1	▼ 13.1	▼ 7.3
MONTHS TO SELL INVENTORY	29.5	6.1	15	▲ 383.6	▲ 96.7
LISTING INVENTORY	22	15	13	▲ 46.7	▲ 69.2

## 4.5M-4.999M SALES

	Q1 2016	Q4 2015	Q1 2015	Q %CHG	YR %CHG
UNITS SOLD	6	2	2	▲ 200.0	▲ 200.0
AVERAGE SALE PRICE	4,703,000	4,803,500	4,600,000	▼ 2.1	▲ 2.2
AVERAGE DAYS ON MARKET	69	83	124	▼ 16.9	▼ 44.4
AVERAGE SP/AVERAGE LP	96.2%	82.1%	89.0%	▲ 17.2	▲ 8.1
AVERAGE PRICE PER SF	1,542.8	726.0	933.7	▲ 112.5	▲ 65.2
MONTHS TO SELL INVENTORY	11.8	44.5	31	▼ 73.5	▼ 61.9
LISTING INVENTORY	23	24	25	▼ 4.2	▼ 8.0

## 5M-5.999M SALES

	Q1 2016	Q4 2015	Q1 2015	Q %CHG	YR %CHG
UNITS SOLD	5	2	6	▲ 150.0	▼ 16.7
AVERAGE SALE PRICE	5,480,000	5,250,000	5,467,800	▲ 4.4	▲ 0.2
AVERAGE DAYS ON MARKET	100	96	155	▲ 4.2	▼ 35.5
AVERAGE SP/AVERAGE LP	93.1%	56.9%	92.2%	▲ 63.6	▲ 1.0
AVERAGE PRICE PER SF	1,003.0	397.5	1,011.7	▲ 152.3	▼ 0.9
MONTHS TO SELL INVENTORY	15.8	34.5	10.8	▼ 54.2	▲ 46.3
LISTING INVENTORY	30	24	22	▲ 25.0	▲ 36.4

## 6M-6.999M SALES

	Q1 2016	Q4 2015	Q1 2015	Q %CHG	YR %CHG
UNITS SOLD	4	3	2	▲ 33.3	▲ 100.0
AVERAGE SALE PRICE	6,331,300	6,766,300	6,025,000	▼ 6.4	▲ 5.1
AVERAGE DAYS ON MARKET	36	95	275	▼ 62.1	▼ 86.9
AVERAGE SP/AVERAGE LP	94.9%	91.5%	90.0%	▲ 3.7	▲ 5.4
AVERAGE PRICE PER SF	1,136.7	871.8	764.4	▲ 30.4	▲ 48.7
MONTHS TO SELL INVENTORY	14.3	24	26	▼ 40.4	▼ 45.0
LISTING INVENTORY	20	24	21	▼ 16.7	▼ 4.8

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

### 1M+ 10 YEAR HISTORY

