



Central Coast Real Estate Update: Third Quarter (January 1st-September 30th) 2016

The San Luis Obispo County Real Estate Update includes data for all cities and surrounding areas of the Central Coast for the first three quarters of the year (January-September) of 2016.

- **2,170 Total Number of Sales** (2016) vs. 2,174 (2015)
- **\$555,000 Median Home Price** (2016) vs. \$520,000 (2015)
- **98.09% Average Selling Price per a List Price** (2016) vs. 97.98% (2015)
- **\$341.95 Average Price per a Square Foot** (2016) vs. \$319.53 (2015)
- **68 Average Cumulative Days on Market** (2016) vs. 72 (2015)

All components of the housing market in San Luis Obispo County improved from the first three quarters of 2015 to the first three quarters of 2016 with the exception of the total number of sales, which was 4 total homes higher in 2015 than 2016. Though, the first three quarters of 2015 had more total number of sales, it had less normal sales and more foreclosures than in 2016, making 2016 a healthier sales mix in the first three quarters than the first three quarters of 2015 when there were 86 foreclosures compared to 61 foreclosures in 2016. All other aspects of the housing market improved from 2015. The median home price increased by \$35,000 in San Luis Obispo County. The average selling price compared to the average list price was .11% higher during the first three quarters of this year meaning buyers are willing to pay a higher percentage of the listing price. Average price per a square foot increased by \$22.42 on a year on year basis. The average cumulative days a home sits on the market decreased by 4 days from the first three quarters of 2015. All of these elements

point to a healthier housing market this year than that of 2015.

Most Expensive vs. Least Expensive Cities on the Central Coast

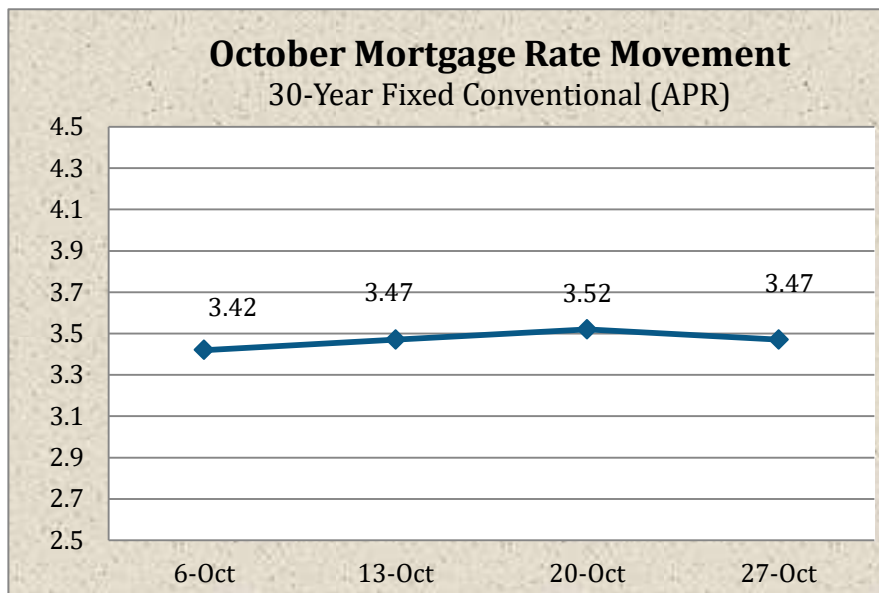


The overall median home price for San Luis Obispo County for the first three quarters of 2016 came in at \$555,000, that's \$5,000 above the median home price of SLO County last quarter. The graph above represents the least expensive cities on the Central Coast with Santa Margarita being the cheapest at \$339,000. Templeton and Cambria are the only two cities on the graph above that surpass the San Luis Obispo County average of \$555,000.

All of the cities on the Central Coast's most expensive median home price graph are above the San Luis Obispo County average of \$555,000. Avila Beach comes in as the most expensive city on the Central Coast for the first three quarters of 2016. Due to Avila Beach's high median home price the total number of sales in the city is very low, at a level of 14 total sales it is only 1 sale below Santa Margarita the city with the least amount of sales.

Mortgage Rates

Mortgage rates in the month of October varied by ten basis points, starting the month off at the ten week low of 3.42% APR for the 30-year fixed conventional mortgage program, and increasing up to 3.52% in the week of October 20th for a 16 week high. This APR marks the first time since June the 30-year conventional APR rate spiked above the 3.50% level. Rates then dropped back down to 3.47% APR for the second time in the month in the last week of October. The average APR of the 30-year fixed conventional mortgage program in the month of October was a rate of 3.47%. This average APR of 3.47% remains near the four year low of 3.41%.



News Briefs

Mortgage Applications

Purchase applications for home mortgages fell at a seasonally adjusted 7 percent in the week of October 21st. This is the lowest level since January. The purchase index was still up considerably on a yearly basis increasing by 9 percent. Application for refinancing fell 2 percent from the previous week to its lowest level since June.

Pending Home Sales Index

Final sales of existing homes picked up sharply in September as well as contract signings. Pending sales rose 1.5 percent in the month for the best showing since April. Gains are concentrated in the two most important housing regions, the South which is up 1.9 percent and the West up 4.7 percent. Final sales are up 0.6 percent year on year with pending sales up 1.5 percent.

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