

Local Market Update for November 2020

A Research Tool Provided by the Greater San Diego Association of REALTORS®

92024

Encinitas

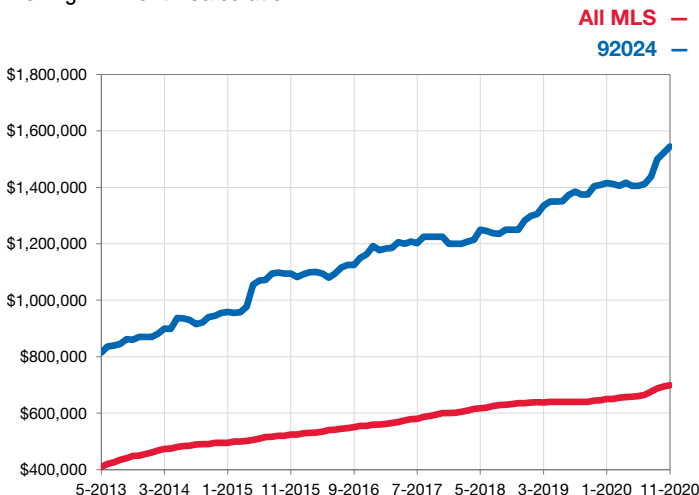
Single Family	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
Key Metrics						
New Listings	64	34	- 46.9%	1086	885	- 18.5%
Pending Sales	54	43	- 20.4%	678	686	+ 1.2%
Closed Sales	57	52	- 8.8%	654	612	- 6.4%
Median Sales Price*	\$1,400,000	\$1,641,325	+ 17.2%	\$1,409,500	\$1,550,000	+ 10.0%
Percent of Original List Price Received*	96.7%	97.5%	+ 0.8%	96.4%	96.8%	+ 0.4%
Days on Market Until Sale	27	20	- 25.9%	29	30	+ 3.4%
Inventory of Homes for Sale	161	84	- 47.8%	--	--	--
Months Supply of Inventory	2.7	1.4	- 48.1%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
Key Metrics						
New Listings	23	10	- 56.5%	370	334	- 9.7%
Pending Sales	16	13	- 18.8%	261	277	+ 6.1%
Closed Sales	32	15	- 53.1%	259	252	- 2.7%
Median Sales Price*	\$630,000	\$620,000	- 1.6%	\$675,000	\$699,000	+ 3.6%
Percent of Original List Price Received*	98.2%	98.7%	+ 0.5%	97.6%	98.7%	+ 1.1%
Days on Market Until Sale	25	21	- 16.0%	29	25	- 13.8%
Inventory of Homes for Sale	47	24	- 48.9%	--	--	--
Months Supply of Inventory	2.0	1.0	- 50.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation

