

Local Market Update for July 2018

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

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La Mesa, Mount Helix

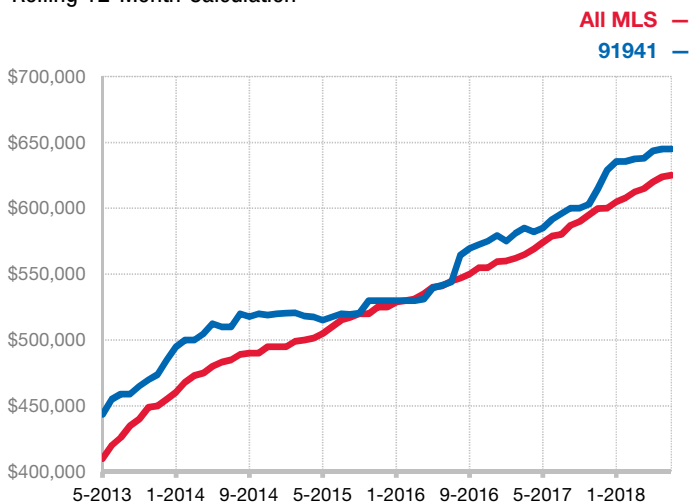
| Single Family | July | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 36 | 60 | + 66.7% | 313 | 367 | + 17.3% |
| Pending Sales | 40 | 30 | - 25.0% | 232 | 232 | 0.0% |
| Closed Sales | 35 | 32 | - 8.6% | 214 | 219 | + 2.3% |
| Median Sales Price* | \$630,000 | \$644,500 | + 2.3% | \$600,000 | \$635,000 | + 5.8% |
| Percent of Original List Price Received* | 97.5% | 98.3% | + 0.8% | 97.2% | 97.7% | + 0.5% |
| Days on Market Until Sale | 32 | 24 | - 25.0% | 28 | 29 | + 3.6% |
| Inventory of Homes for Sale | 55 | 88 | + 60.0% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.9 | + 61.1% | -- | -- | -- |

* 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 | July | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 0 | 5 | -- | 16 | 20 | + 25.0% |
| Pending Sales | 0 | 3 | -- | 16 | 19 | + 18.8% |
| Closed Sales | 2 | 3 | + 50.0% | 17 | 17 | 0.0% |
| Median Sales Price* | \$246,000 | \$345,000 | + 40.2% | \$290,000 | \$295,000 | + 1.7% |
| Percent of Original List Price Received* | 97.4% | 100.1% | + 2.8% | 97.9% | 99.0% | + 1.1% |
| Days on Market Until Sale | 5 | 7 | + 40.0% | 18 | 13 | - 27.8% |
| Inventory of Homes for Sale | 0 | 3 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 1.1 | -- | -- | -- | -- |

* 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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

