

Local Market Update for October 2018

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

92007

Cardiff

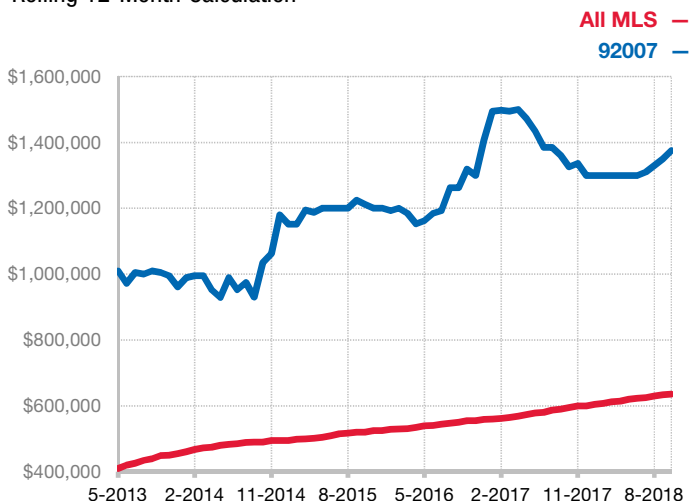
| Single Family | October | | | Year to Date | | |
|--|-------------|-------------|----------------|--------------|--------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 10-2017 | Thru 10-2018 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 12 | 16 | + 33.3% | 119 | 101 | - 15.1% |
| Pending Sales | 8 | 9 | + 12.5% | 67 | 57 | - 14.9% |
| Closed Sales | 10 | 11 | + 10.0% | 64 | 53 | - 17.2% |
| Median Sales Price* | \$1,112,500 | \$2,035,000 | + 82.9% | \$1,325,750 | \$1,420,000 | + 7.1% |
| Percent of Original List Price Received* | 94.8% | 93.1% | - 1.8% | 95.9% | 94.9% | - 1.0% |
| Days on Market Until Sale | 28 | 52 | + 85.7% | 35 | 29 | - 17.1% |
| Inventory of Homes for Sale | 17 | 21 | + 23.5% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 3.9 | + 39.3% | -- | -- | -- |

* 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 | October | | | Year to Date | | |
|--|-----------|-------------|----------------|--------------|--------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 10-2017 | Thru 10-2018 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 4 | 5 | + 25.0% | 48 | 79 | + 64.6% |
| Pending Sales | 1 | 7 | + 600.0% | 41 | 57 | + 39.0% |
| Closed Sales | 5 | 2 | - 60.0% | 41 | 50 | + 22.0% |
| Median Sales Price* | \$575,000 | \$1,156,250 | + 101.1% | \$680,000 | \$747,500 | + 9.9% |
| Percent of Original List Price Received* | 96.6% | 96.2% | - 0.4% | 98.7% | 98.2% | - 0.5% |
| Days on Market Until Sale | 23 | 36 | + 56.5% | 23 | 23 | 0.0% |
| Inventory of Homes for Sale | 5 | 8 | + 60.0% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 1.5 | + 7.1% | -- | -- | -- |

* 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

