

Local Market Update for January 2018

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

92019

El Cajon

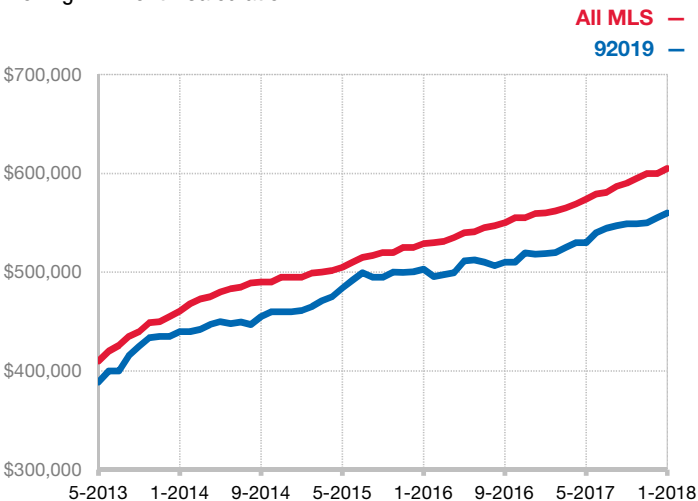
| Single Family | January | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 1-2017 | Thru 1-2018 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 44 | 42 | - 4.5% | 44 | 42 | - 4.5% |
| Pending Sales | 23 | 34 | + 47.8% | 23 | 34 | + 47.8% |
| Closed Sales | 28 | 23 | - 17.9% | 28 | 23 | - 17.9% |
| Median Sales Price* | \$510,000 | \$555,000 | + 8.8% | \$510,000 | \$555,000 | + 8.8% |
| Percent of Original List Price Received* | 96.2% | 97.4% | + 1.2% | 96.2% | 97.4% | + 1.2% |
| Days on Market Until Sale | 43 | 22 | - 48.8% | 43 | 22 | - 48.8% |
| Inventory of Homes for Sale | 63 | 47 | - 25.4% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.4 | - 22.2% | -- | -- | -- |

* 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 | January | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 1-2017 | Thru 1-2018 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 15 | 19 | + 26.7% | 15 | 19 | + 26.7% |
| Pending Sales | 9 | 17 | + 88.9% | 9 | 17 | + 88.9% |
| Closed Sales | 9 | 8 | - 11.1% | 9 | 8 | - 11.1% |
| Median Sales Price* | \$290,000 | \$302,500 | + 4.3% | \$290,000 | \$302,500 | + 4.3% |
| Percent of Original List Price Received* | 96.9% | 96.7% | - 0.2% | 96.9% | 96.7% | - 0.2% |
| Days on Market Until Sale | 26 | 79 | + 203.8% | 26 | 79 | + 203.8% |
| Inventory of Homes for Sale | 20 | 10 | - 50.0% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 0.8 | - 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

