

Local Market Update for October 2018

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

92019

El Cajon

Single Family	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
Key Metrics						
New Listings	38	61	+ 60.5%	475	569	+ 19.8%
Pending Sales	41	31	- 24.4%	347	341	- 1.7%
Closed Sales	46	36	- 21.7%	340	336	- 1.2%
Median Sales Price*	\$570,000	\$617,000	+ 8.2%	\$550,000	\$580,000	+ 5.5%
Percent of Original List Price Received*	96.1%	95.9%	- 0.2%	97.2%	97.6%	+ 0.4%
Days on Market Until Sale	25	30	+ 20.0%	30	26	- 13.3%
Inventory of Homes for Sale	60	108	+ 80.0%	--	--	--
Months Supply of Inventory	1.8	3.3	+ 83.3%	--	--	--

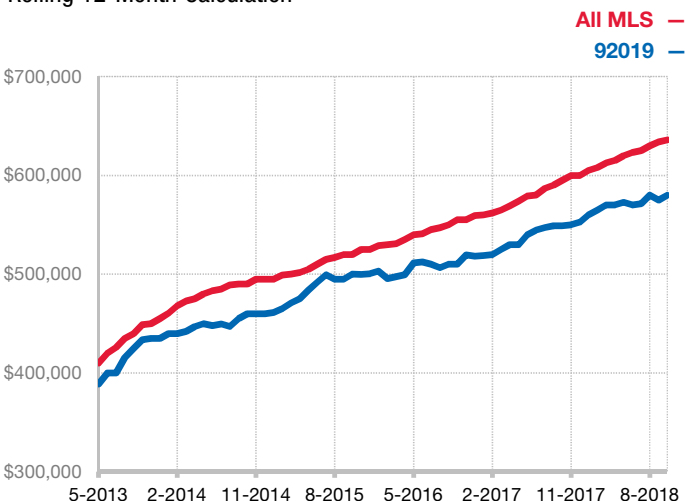
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
Key Metrics						
New Listings	14	14	0.0%	154	216	+ 40.3%
Pending Sales	9	15	+ 66.7%	130	158	+ 21.5%
Closed Sales	9	17	+ 88.9%	127	152	+ 19.7%
Median Sales Price*	\$320,000	\$320,000	0.0%	\$315,000	\$335,000	+ 6.3%
Percent of Original List Price Received*	98.8%	97.4%	- 1.4%	99.0%	98.1%	- 0.9%
Days on Market Until Sale	16	20	+ 25.0%	20	23	+ 15.0%
Inventory of Homes for Sale	12	19	+ 58.3%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--

* 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

