

# Local Market Update for July 2018

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

## 92020

El Cajon

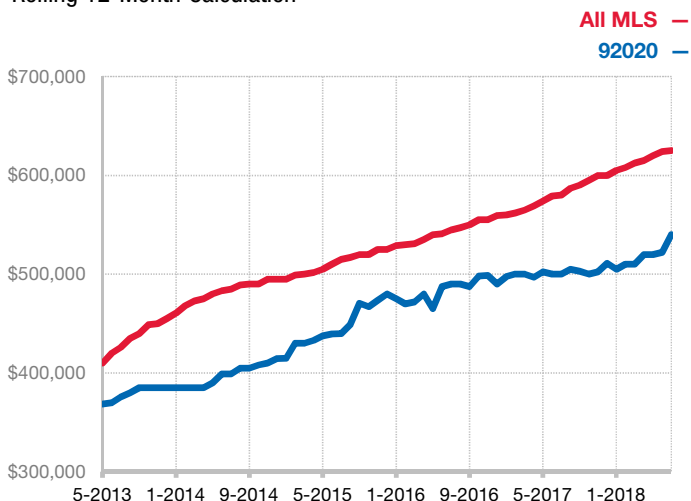
Single Family	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
<b>Key Metrics</b>						
New Listings	57	51	- 10.5%	341	388	+ 13.8%
Pending Sales	38	27	- 28.9%	244	253	+ 3.7%
Closed Sales	33	38	+ 15.2%	224	239	+ 6.7%
Median Sales Price*	\$500,000	\$620,000	+ 24.0%	\$510,000	\$550,000	+ 7.8%
Percent of Original List Price Received*	98.1%	98.6%	+ 0.5%	97.4%	97.8%	+ 0.4%
Days on Market Until Sale	11	22	+ 100.0%	29	24	- 17.2%
Inventory of Homes for Sale	65	72	+ 10.8%	--	--	--
Months Supply of Inventory	2.0	2.2	+ 10.0%	--	--	--

\* 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.

Townhouse-Condo	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
<b>Key Metrics</b>						
New Listings	14	17	+ 21.4%	88	104	+ 18.2%
Pending Sales	8	11	+ 37.5%	68	79	+ 16.2%
Closed Sales	9	9	0.0%	61	73	+ 19.7%
Median Sales Price*	\$235,000	\$277,500	+ 18.1%	\$235,000	\$268,000	+ 14.0%
Percent of Original List Price Received*	99.3%	99.5%	+ 0.2%	97.2%	99.6%	+ 2.5%
Days on Market Until Sale	15	19	+ 26.7%	28	25	- 10.7%
Inventory of Homes for Sale	15	15	0.0%	--	--	--
Months Supply of Inventory	1.8	1.5	- 16.7%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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

