

Local Market Update for October 2021

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

92020

El Cajon

Single Family	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	45	32	- 28.9%	427	408	- 4.4%
Pending Sales	37	34	- 8.1%	332	350	+ 5.4%
Closed Sales	37	32	- 13.5%	315	341	+ 8.3%
Median Sales Price*	\$632,000	\$699,500	+ 10.7%	\$632,000	\$710,000	+ 12.3%
Percent of Original List Price Received*	101.7%	101.0%	- 0.7%	99.5%	102.8%	+ 3.3%
Days on Market Until Sale	12	19	+ 58.3%	26	18	- 30.8%
Inventory of Homes for Sale	35	20	- 42.9%	--	--	--
Months Supply of Inventory	1.1	0.6	- 45.5%	--	--	--

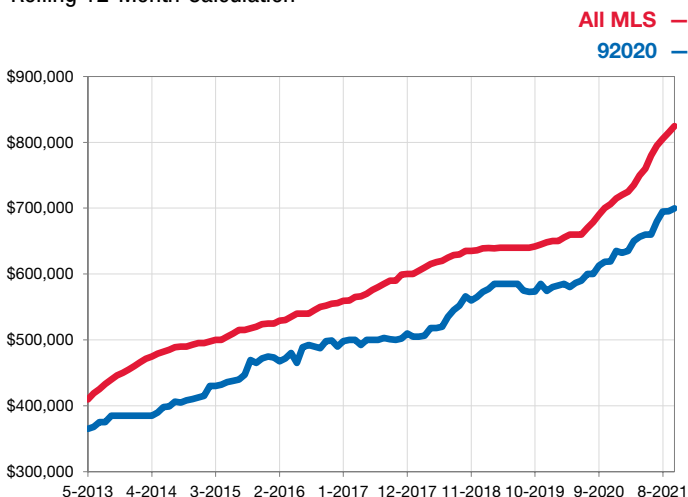
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	16	11	- 31.3%	179	146	- 18.4%
Pending Sales	11	14	+ 27.3%	106	125	+ 17.9%
Closed Sales	16	22	+ 37.5%	100	117	+ 17.0%
Median Sales Price*	\$289,000	\$487,500	+ 68.7%	\$281,500	\$352,000	+ 25.0%
Percent of Original List Price Received*	99.8%	102.8%	+ 3.0%	99.8%	103.1%	+ 3.3%
Days on Market Until Sale	19	18	- 5.3%	20	19	- 5.0%
Inventory of Homes for Sale	17	10	- 41.2%	--	--	--
Months Supply of Inventory	1.7	0.8	- 52.9%	--	--	--

* 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

