

Local Market Update for October 2018

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

92020

El Cajon

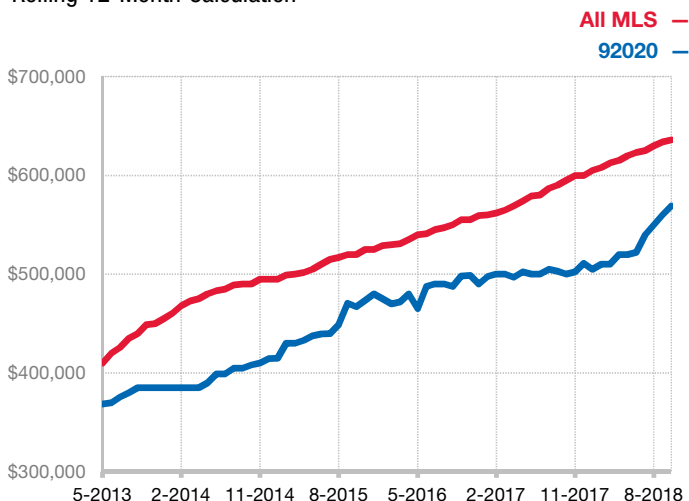
Single Family	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
Key Metrics						
New Listings	40	55	+ 37.5%	473	550	+ 16.3%
Pending Sales	30	28	- 6.7%	345	334	- 3.2%
Closed Sales	28	25	- 10.7%	332	326	- 1.8%
Median Sales Price*	\$480,000	\$585,000	+ 21.9%	\$505,000	\$568,000	+ 12.5%
Percent of Original List Price Received*	95.8%	97.0%	+ 1.3%	97.3%	97.7%	+ 0.4%
Days on Market Until Sale	27	26	- 3.7%	27	24	- 11.1%
Inventory of Homes for Sale	44	70	+ 59.1%	--	--	--
Months Supply of Inventory	1.4	2.3	+ 64.3%	--	--	--

* 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	15	9	- 40.0%	135	136	+ 0.7%
Pending Sales	11	6	- 45.5%	92	99	+ 7.6%
Closed Sales	11	9	- 18.2%	90	99	+ 10.0%
Median Sales Price*	\$266,000	\$270,000	+ 1.5%	\$230,000	\$265,000	+ 15.2%
Percent of Original List Price Received*	97.2%	97.4%	+ 0.2%	97.6%	99.1%	+ 1.5%
Days on Market Until Sale	22	28	+ 27.3%	27	23	- 14.8%
Inventory of Homes for Sale	26	11	- 57.7%	--	--	--
Months Supply of Inventory	3.2	1.1	- 65.6%	--	--	--

* 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

