

# Local Market Update for January 2018

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

## 92021

El Cajon

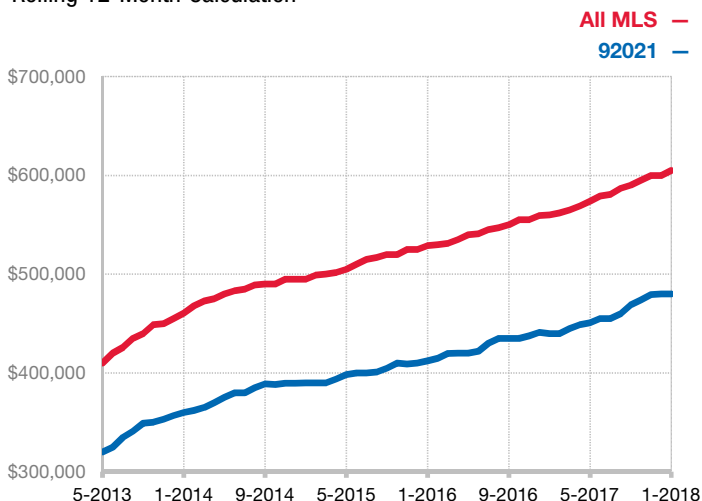
| Single Family                            | January   |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2017      | 2018      | Percent Change | Thru 1-2017  | Thru 1-2018 | Percent Change |
| <b>Key Metrics</b>                       |           |           |                |              |             |                |
| New Listings                             | 43        | 40        | - 7.0%         | 43           | 40          | - 7.0%         |
| Pending Sales                            | 31        | 34        | + 9.7%         | 31           | 34          | + 9.7%         |
| Closed Sales                             | 21        | 33        | + 57.1%        | 21           | 33          | + 57.1%        |
| Median Sales Price*                      | \$452,000 | \$480,000 | + 6.2%         | \$452,000    | \$480,000   | + 6.2%         |
| Percent of Original List Price Received* | 97.4%     | 96.9%     | - 0.5%         | 97.4%        | 96.9%       | - 0.5%         |
| Days on Market Until Sale                | 36        | 30        | - 16.7%        | 36           | 30          | - 16.7%        |
| Inventory of Homes for Sale              | 60        | 39        | - 35.0%        | --           | --          | --             |
| Months Supply of Inventory               | 1.8       | 1.1       | - 38.9%        | --           | --          | --             |

\* 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.

| Townhouse-Condo                          | January   |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2017      | 2018      | Percent Change | Thru 1-2017  | Thru 1-2018 | Percent Change |
| <b>Key Metrics</b>                       |           |           |                |              |             |                |
| New Listings                             | 11        | 27        | + 145.5%       | 11           | 27          | + 145.5%       |
| Pending Sales                            | 9         | 15        | + 66.7%        | 9            | 15          | + 66.7%        |
| Closed Sales                             | 7         | 9         | + 28.6%        | 7            | 9           | + 28.6%        |
| Median Sales Price*                      | \$258,000 | \$260,000 | + 0.8%         | \$258,000    | \$260,000   | + 0.8%         |
| Percent of Original List Price Received* | 98.7%     | 96.0%     | - 2.7%         | 98.7%        | 96.0%       | - 2.7%         |
| Days on Market Until Sale                | 58        | 22        | - 62.1%        | 58           | 22          | - 62.1%        |
| Inventory of Homes for Sale              | 8         | 15        | + 87.5%        | --           | --          | --             |
| Months Supply of Inventory               | 0.8       | 1.3       | + 62.5%        | --           | --          | --             |

\* 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.

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



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

