

Local Market Update for October 2018

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

92021

El Cajon

Single Family	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
Key Metrics						
New Listings	43	68	+ 58.1%	496	552	+ 11.3%
Pending Sales	43	44	+ 2.3%	376	344	- 8.5%
Closed Sales	34	33	- 2.9%	351	333	- 5.1%
Median Sales Price*	\$487,500	\$515,000	+ 5.6%	\$480,000	\$500,000	+ 4.2%
Percent of Original List Price Received*	97.5%	94.7%	- 2.9%	98.1%	97.5%	- 0.6%
Days on Market Until Sale	19	29	+ 52.6%	27	25	- 7.4%
Inventory of Homes for Sale	51	94	+ 84.3%	--	--	--
Months Supply of Inventory	1.4	2.8	+ 100.0%	--	--	--

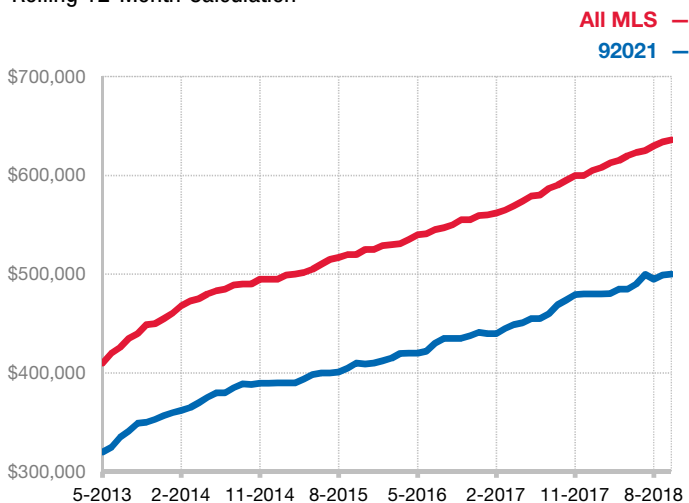
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
Key Metrics						
New Listings	17	27	+ 58.8%	148	197	+ 33.1%
Pending Sales	10	17	+ 70.0%	111	125	+ 12.6%
Closed Sales	14	12	- 14.3%	110	117	+ 6.4%
Median Sales Price*	\$275,000	\$296,500	+ 7.8%	\$258,500	\$286,000	+ 10.6%
Percent of Original List Price Received*	100.5%	98.4%	- 2.1%	99.1%	98.3%	- 0.8%
Days on Market Until Sale	33	20	- 39.4%	23	21	- 8.7%
Inventory of Homes for Sale	18	24	+ 33.3%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

* 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

