

# Local Market Update for January 2018

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

## 92024

### Encinitas

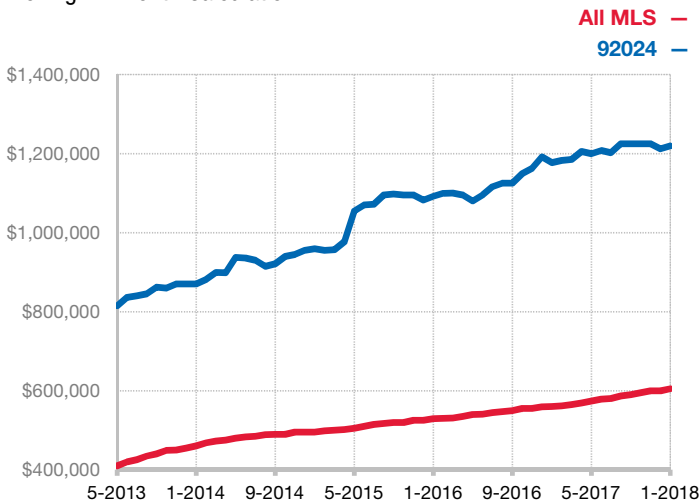
Single Family	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
<b>Key Metrics</b>						
New Listings	53	58	+ 9.4%	53	58	+ 9.4%
Pending Sales	26	39	+ 50.0%	26	39	+ 50.0%
Closed Sales	31	18	- 41.9%	31	18	- 41.9%
Median Sales Price*	\$1,155,000	\$1,180,000	+ 2.2%	\$1,155,000	\$1,180,000	+ 2.2%
Percent of Original List Price Received*	93.2%	95.6%	+ 2.6%	93.2%	95.6%	+ 2.6%
Days on Market Until Sale	57	44	- 22.8%	57	44	- 22.8%
Inventory of Homes for Sale	81	51	- 37.0%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--

\* 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	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
<b>Key Metrics</b>						
New Listings	12	17	+ 41.7%	12	17	+ 41.7%
Pending Sales	11	12	+ 9.1%	11	12	+ 9.1%
Closed Sales	8	12	+ 50.0%	8	12	+ 50.0%
Median Sales Price*	\$682,500	\$617,250	- 9.6%	\$682,500	\$617,250	- 9.6%
Percent of Original List Price Received*	95.0%	96.3%	+ 1.4%	95.0%	96.3%	+ 1.4%
Days on Market Until Sale	27	49	+ 81.5%	27	49	+ 81.5%
Inventory of Homes for Sale	16	7	- 56.3%	--	--	--
Months Supply of Inventory	1.1	0.4	- 63.6%	--	--	--

\* 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

