

# Local Market Update for October 2018

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

## 92024

### Encinitas

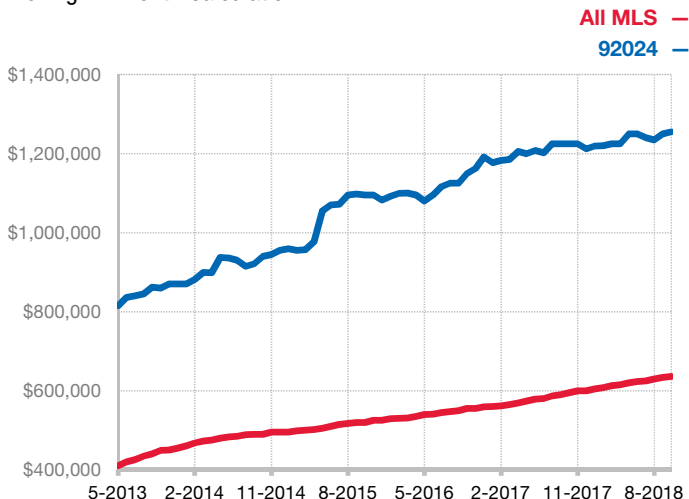
Single Family	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
<b>Key Metrics</b>						
New Listings	49	60	+ 22.4%	573	567	- 1.0%
Pending Sales	23	40	+ 73.9%	380	367	- 3.4%
Closed Sales	32	26	- 18.8%	379	336	- 11.3%
Median Sales Price*	\$1,350,000	\$1,382,500	+ 2.4%	\$1,215,000	\$1,270,000	+ 4.5%
Percent of Original List Price Received*	95.6%	91.4%	- 4.4%	96.1%	96.7%	+ 0.6%
Days on Market Until Sale	36	50	+ 38.9%	33	33	0.0%
Inventory of Homes for Sale	85	100	+ 17.6%	--	--	--
Months Supply of Inventory	2.3	2.9	+ 26.1%	--	--	--

\* 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
<b>Key Metrics</b>						
New Listings	11	17	+ 54.5%	187	214	+ 14.4%
Pending Sales	17	15	- 11.8%	163	154	- 5.5%
Closed Sales	16	20	+ 25.0%	155	149	- 3.9%
Median Sales Price*	\$682,500	\$594,500	- 12.9%	\$625,000	\$665,000	+ 6.4%
Percent of Original List Price Received*	98.9%	96.9%	- 2.0%	98.2%	98.0%	- 0.2%
Days on Market Until Sale	15	27	+ 80.0%	25	22	- 12.0%
Inventory of Homes for Sale	20	25	+ 25.0%	--	--	--
Months Supply of Inventory	1.3	1.7	+ 30.8%	--	--	--

\* 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

