

Local Market Update for March 2018

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

92024

Encinitas

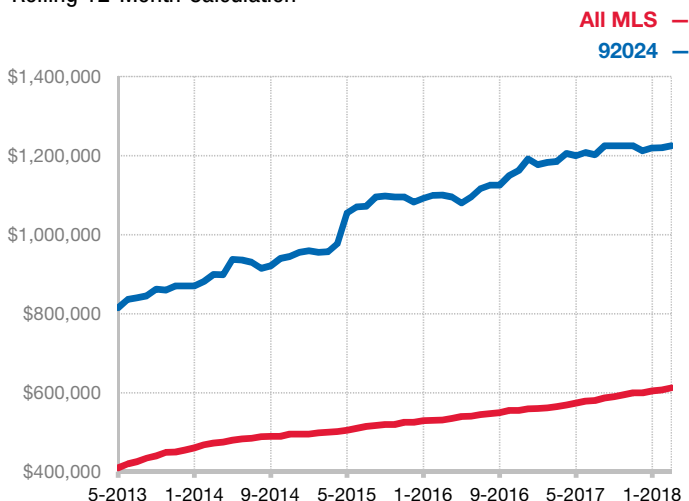
Single Family	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
Key Metrics						
New Listings	76	48	- 36.8%	184	149	- 19.0%
Pending Sales	44	39	- 11.4%	105	108	+ 2.9%
Closed Sales	34	37	+ 8.8%	85	88	+ 3.5%
Median Sales Price*	\$1,012,500	\$1,138,500	+ 12.4%	\$1,100,000	\$1,203,500	+ 9.4%
Percent of Original List Price Received*	97.0%	99.9%	+ 3.0%	95.3%	98.6%	+ 3.5%
Days on Market Until Sale	27	16	- 40.7%	43	27	- 37.2%
Inventory of Homes for Sale	99	62	- 37.4%	--	--	--
Months Supply of Inventory	2.4	1.7	- 29.2%	--	--	--

* 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	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
Key Metrics						
New Listings	28	19	- 32.1%	55	58	+ 5.5%
Pending Sales	15	21	+ 40.0%	41	41	0.0%
Closed Sales	14	11	- 21.4%	32	34	+ 6.3%
Median Sales Price*	\$602,500	\$680,000	+ 12.9%	\$615,000	\$620,000	+ 0.8%
Percent of Original List Price Received*	97.0%	100.6%	+ 3.7%	97.1%	98.4%	+ 1.3%
Days on Market Until Sale	32	11	- 65.6%	31	25	- 19.4%
Inventory of Homes for Sale	23	16	- 30.4%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--

* 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

