

# Local Market Update for July 2018

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

## 92028

Fallbrook

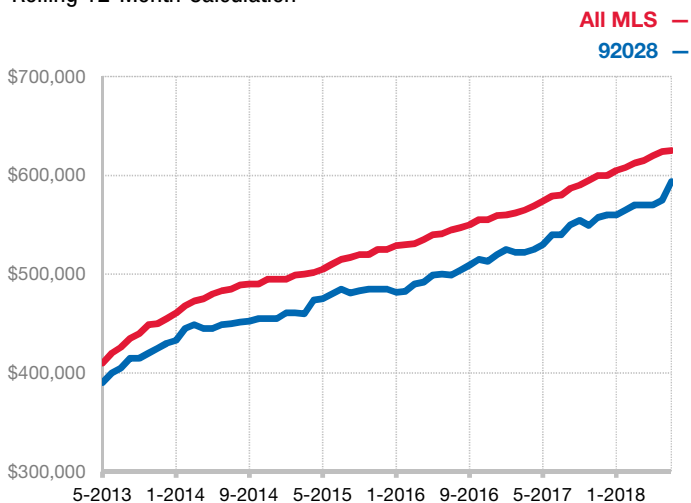
Single Family	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
<b>Key Metrics</b>						
New Listings	89	81	- 9.0%	696	640	- 8.0%
Pending Sales	55	58	+ 5.5%	456	373	- 18.2%
Closed Sales	71	59	- 16.9%	443	349	- 21.2%
Median Sales Price*	\$502,000	\$595,000	+ 18.5%	\$545,000	\$580,000	+ 6.4%
Percent of Original List Price Received*	96.8%	96.0%	- 0.8%	97.1%	96.9%	- 0.2%
Days on Market Until Sale	31	47	+ 51.6%	40	41	+ 2.5%
Inventory of Homes for Sale	213	210	- 1.4%	--	--	--
Months Supply of Inventory	3.7	4.1	+ 10.8%	--	--	--

\* 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.

Townhouse-Condo	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
<b>Key Metrics</b>						
New Listings	7	1	- 85.7%	29	27	- 6.9%
Pending Sales	4	1	- 75.0%	26	16	- 38.5%
Closed Sales	6	2	- 66.7%	28	16	- 42.9%
Median Sales Price*	\$214,500	\$300,000	+ 39.9%	\$273,500	\$305,000	+ 11.5%
Percent of Original List Price Received*	95.7%	98.9%	+ 3.3%	96.5%	97.3%	+ 0.8%
Days on Market Until Sale	48	57	+ 18.8%	52	40	- 23.1%
Inventory of Homes for Sale	6	9	+ 50.0%	--	--	--
Months Supply of Inventory	1.7	3.7	+ 117.6%	--	--	--

\* 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

