

Local Market Update for October 2021

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

92028

Fallbrook

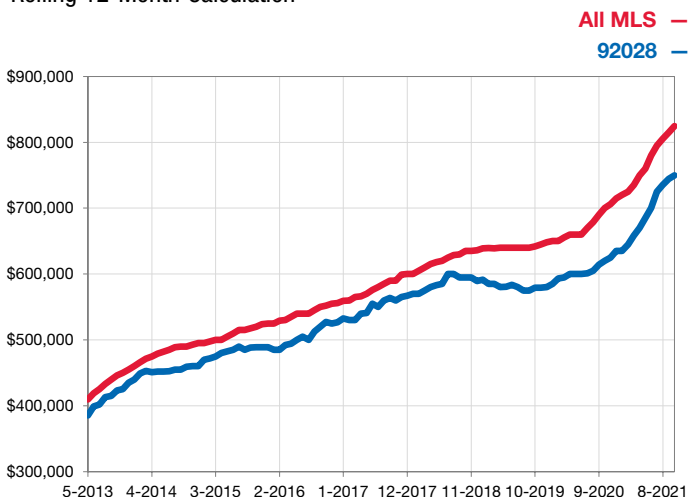
Single Family	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	83	66	- 20.5%	927	870	- 6.1%
Pending Sales	93	66	- 29.0%	779	758	- 2.7%
Closed Sales	76	69	- 9.2%	730	755	+ 3.4%
Median Sales Price*	\$707,500	\$750,000	+ 6.0%	\$625,000	\$757,500	+ 21.2%
Percent of Original List Price Received*	99.5%	100.7%	+ 1.2%	98.8%	102.1%	+ 3.3%
Days on Market Until Sale	41	30	- 26.8%	46	29	- 37.0%
Inventory of Homes for Sale	122	79	- 35.2%	--	--	--
Months Supply of Inventory	1.6	1.1	- 31.3%	--	--	--

* 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		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	8	6	- 25.0%	38	59	+ 55.3%
Pending Sales	3	4	+ 33.3%	35	45	+ 28.6%
Closed Sales	1	5	+ 400.0%	32	45	+ 40.6%
Median Sales Price*	\$449,000	\$585,000	+ 30.3%	\$424,500	\$520,000	+ 22.5%
Percent of Original List Price Received*	103.2%	98.7%	- 4.4%	96.9%	102.3%	+ 5.6%
Days on Market Until Sale	19	11	- 42.1%	59	24	- 59.3%
Inventory of Homes for Sale	8	9	+ 12.5%	--	--	--
Months Supply of Inventory	2.4	2.0	- 16.7%	--	--	--

* 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

