

Local Market Update for October 2021

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

92078

San Marcos South

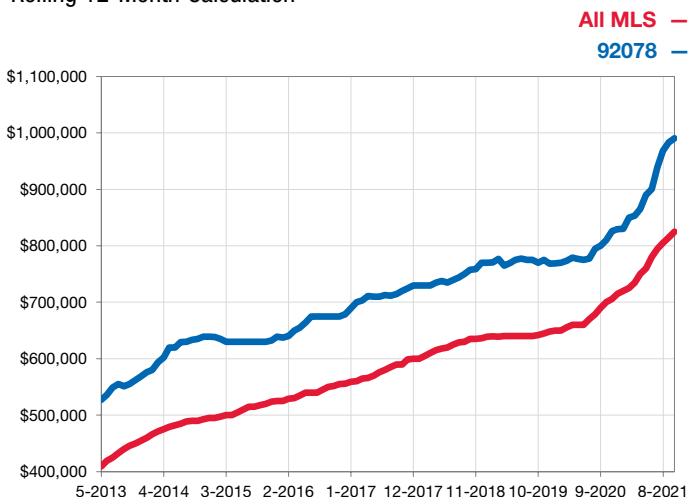
| Single Family | October | | | Year to Date | | |
|--|-----------|-------------|----------------|--------------|--------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 10-2020 | Thru 10-2021 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 53 | 26 | - 50.9% | 505 | 472 | - 6.5% |
| Pending Sales | 48 | 30 | - 37.5% | 435 | 440 | + 1.1% |
| Closed Sales | 38 | 38 | 0.0% | 414 | 440 | + 6.3% |
| Median Sales Price* | \$795,000 | \$1,025,000 | + 28.9% | \$826,250 | \$1,060,000 | + 28.3% |
| Percent of Original List Price Received* | 101.9% | 105.4% | + 3.4% | 99.1% | 105.6% | + 6.6% |
| Days on Market Until Sale | 16 | 13 | - 18.8% | 34 | 17 | - 50.0% |
| Inventory of Homes for Sale | 38 | 18 | - 52.6% | -- | -- | -- |
| Months Supply of Inventory | 0.9 | 0.4 | - 55.6% | -- | -- | -- |

* 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.

| Townhouse-Condo | October | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 10-2020 | Thru 10-2021 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 30 | 22 | - 26.7% | 313 | 265 | - 15.3% |
| Pending Sales | 30 | 27 | - 10.0% | 270 | 240 | - 11.1% |
| Closed Sales | 30 | 21 | - 30.0% | 250 | 224 | - 10.4% |
| Median Sales Price* | \$535,000 | \$639,000 | + 19.4% | \$489,950 | \$617,500 | + 26.0% |
| Percent of Original List Price Received* | 101.6% | 101.1% | - 0.5% | 98.9% | 103.4% | + 4.6% |
| Days on Market Until Sale | 23 | 22 | - 4.3% | 26 | 17 | - 34.6% |
| Inventory of Homes for Sale | 25 | 14 | - 44.0% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 0.6 | - 40.0% | -- | -- | -- |

* 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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation

