

Local Market Update for October 2021

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

92103

Hillcrest, Mission Hills

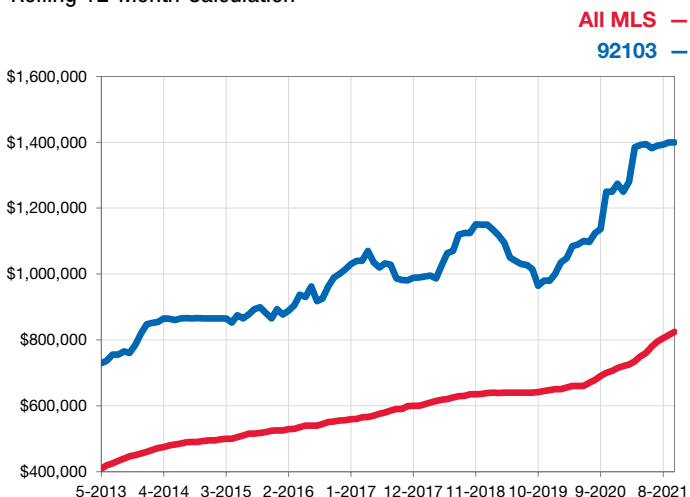
| Single Family | October | | | Year to Date | | |
|--|-------------|-------------|----------------|--------------|--------------|----------------|
| | 2020 | 2021 | Percent Change | Thru 10-2020 | Thru 10-2021 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 34 | 21 | - 38.2% | 237 | 242 | + 2.1% |
| Pending Sales | 16 | 10 | - 37.5% | 141 | 182 | + 29.1% |
| Closed Sales | 20 | 19 | - 5.0% | 137 | 183 | + 33.6% |
| Median Sales Price* | \$1,577,500 | \$1,560,000 | - 1.1% | \$1,250,000 | \$1,400,000 | + 12.0% |
| Percent of Original List Price Received* | 97.1% | 101.1% | + 4.1% | 96.5% | 100.4% | + 4.0% |
| Days on Market Until Sale | 26 | 30 | + 15.4% | 43 | 26 | - 39.5% |
| Inventory of Homes for Sale | 50 | 22 | - 56.0% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 1.2 | - 67.6% | -- | -- | -- |

* 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 | 57 | 22 | - 61.4% | 489 | 462 | - 5.5% |
| Pending Sales | 41 | 32 | - 22.0% | 269 | 372 | + 38.3% |
| Closed Sales | 33 | 25 | - 24.2% | 249 | 363 | + 45.8% |
| Median Sales Price* | \$518,000 | \$725,000 | + 40.0% | \$572,000 | \$650,000 | + 13.6% |
| Percent of Original List Price Received* | 98.6% | 99.7% | + 1.1% | 97.9% | 100.4% | + 2.6% |
| Days on Market Until Sale | 21 | 49 | + 133.3% | 31 | 27 | - 12.9% |
| Inventory of Homes for Sale | 94 | 23 | - 75.5% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 0.7 | - 80.6% | -- | -- | -- |

* 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

