

Local Market Update for October 2018

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

92114

Encanto

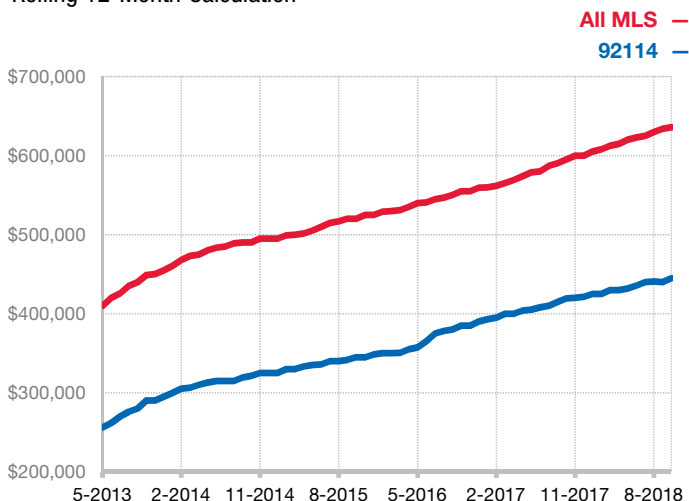
Single Family	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
Key Metrics						
New Listings	45	53	+ 17.8%	544	527	- 3.1%
Pending Sales	35	54	+ 54.3%	430	394	- 8.4%
Closed Sales	40	22	- 45.0%	417	366	- 12.2%
Median Sales Price*	\$428,500	\$445,000	+ 3.9%	\$420,000	\$447,000	+ 6.4%
Percent of Original List Price Received*	99.6%	98.4%	- 1.2%	98.5%	98.5%	0.0%
Days on Market Until Sale	25	21	- 16.0%	30	23	- 23.3%
Inventory of Homes for Sale	74	68	- 8.1%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--

* 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.

Townhouse-Condo	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
Key Metrics						
New Listings	0	4	--	11	22	+ 100.0%
Pending Sales	0	3	--	7	18	+ 157.1%
Closed Sales	2	2	0.0%	9	16	+ 77.8%
Median Sales Price*	\$339,500	\$309,250	- 8.9%	\$360,000	\$330,000	- 8.3%
Percent of Original List Price Received*	101.5%	90.7%	- 10.6%	100.2%	97.7%	- 2.5%
Days on Market Until Sale	11	34	+ 209.1%	15	37	+ 146.7%
Inventory of Homes for Sale	4	4	0.0%	--	--	--
Months Supply of Inventory	2.2	2.2	0.0%	--	--	--

* 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

