

Local Market Update for April 2018

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

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Tierrasanta

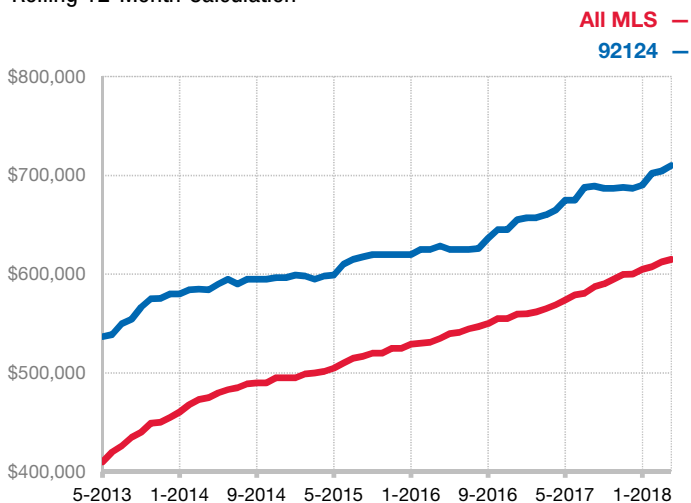
| Single Family | April | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 4-2017 | Thru 4-2018 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 23 | 18 | - 21.7% | 50 | 56 | + 12.0% |
| Pending Sales | 18 | 11 | - 38.9% | 44 | 45 | + 2.3% |
| Closed Sales | 5 | 12 | + 140.0% | 33 | 36 | + 9.1% |
| Median Sales Price* | \$750,000 | \$789,000 | + 5.2% | \$660,000 | \$750,000 | + 13.6% |
| Percent of Original List Price Received* | 99.1% | 99.9% | + 0.8% | 98.2% | 98.9% | + 0.7% |
| Days on Market Until Sale | 40 | 9 | - 77.5% | 32 | 17 | - 46.9% |
| Inventory of Homes for Sale | 13 | 12 | - 7.7% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 1.2 | + 9.1% | -- | -- | -- |

* 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 | April | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 4-2017 | Thru 4-2018 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 7 | 10 | + 42.9% | 32 | 33 | + 3.1% |
| Pending Sales | 11 | 10 | - 9.1% | 35 | 39 | + 11.4% |
| Closed Sales | 6 | 9 | + 50.0% | 29 | 35 | + 20.7% |
| Median Sales Price* | \$425,000 | \$510,000 | + 20.0% | \$424,000 | \$480,000 | + 13.2% |
| Percent of Original List Price Received* | 100.6% | 98.3% | - 2.3% | 97.9% | 98.7% | + 0.8% |
| Days on Market Until Sale | 9 | 27 | + 200.0% | 37 | 27 | - 27.0% |
| Inventory of Homes for Sale | 4 | 4 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 0.5 | 0.5 | 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

