

# Local Market Update for October 2018

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

## 92124

Tierrasanta

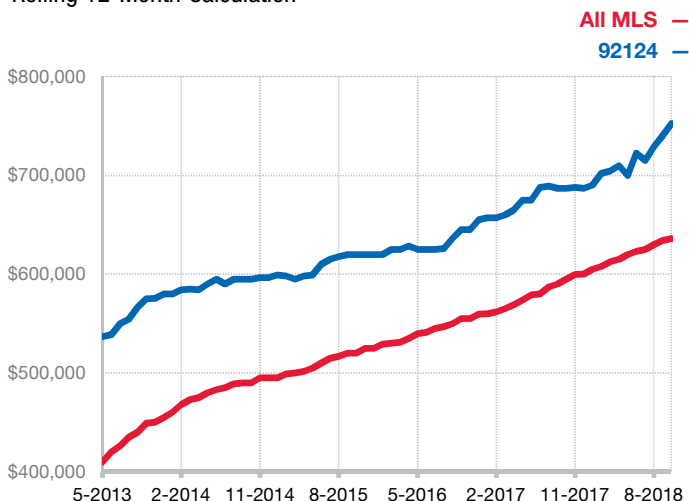
| Single Family                            | October   |           |                | Year to Date |              |                |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
|  | 2017      | 2018      | Percent Change | Thru 10-2017 | Thru 10-2018 | Percent Change |
| <b>Key Metrics</b>                       |           |           |                |              |              |                |
| New Listings                             | 9         | 19        | + 111.1%       | 121          | 145          | + 19.8%        |
| Pending Sales                            | 9         | 7         | - 22.2%        | 109          | 108          | - 0.9%         |
| Closed Sales                             | 13        | 9         | - 30.8%        | 111          | 107          | - 3.6%         |
| Median Sales Price*                      | \$629,500 | \$840,000 | + 33.4%        | \$688,000    | \$765,000    | + 11.2%        |
| Percent of Original List Price Received* | 99.0%     | 94.9%     | - 4.1%         | 98.7%        | 98.7%        | 0.0%           |
| Days on Market Until Sale                | 16        | 37        | + 131.3%       | 24           | 16           | - 33.3%        |
| Inventory of Homes for Sale              | 5         | 23        | + 360.0%       | --           | --           | --             |
| Months Supply of Inventory               | 0.5       | 2.4       | + 380.0%       | --           | --           | --             |

\* 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 |
| <b>Key Metrics</b>                       |           |           |                |              |              |                |
| New Listings                             | 13        | 12        | - 7.7%         | 95           | 109          | + 14.7%        |
| Pending Sales                            | 9         | 7         | - 22.2%        | 87           | 92           | + 5.7%         |
| Closed Sales                             | 9         | 9         | 0.0%           | 86           | 90           | + 4.7%         |
| Median Sales Price*                      | \$463,500 | \$512,000 | + 10.5%        | \$430,000    | \$475,000    | + 10.5%        |
| Percent of Original List Price Received* | 99.1%     | 98.9%     | - 0.2%         | 99.4%        | 99.3%        | - 0.1%         |
| Days on Market Until Sale                | 10        | 19        | + 90.0%        | 22           | 22           | 0.0%           |
| Inventory of Homes for Sale              | 11        | 14        | + 27.3%        | --           | --           | --             |
| Months Supply of Inventory               | 1.3       | 1.6       | + 23.1%        | --           | --           | --             |

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



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

