

# Local Market Update for December 2025

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

## 92020

El Cajon

Detached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		10	18	+ 80.0%	313	327	+ 4.5%
Pending Sales		10	22	+ 120.0%	235	218	- 7.2%
Closed Sales		15	25	+ 66.7%	239	212	- 11.3%
Median Sales Price*		\$950,000	<b>\$1,050,000</b>	+ 10.5%	\$895,000	<b>\$970,000</b>	+ 8.4%
Percent of Original List Price Received*		98.0%	<b>98.7%</b>	+ 0.7%	99.3%	<b>98.6%</b>	- 0.7%
Days on Market Until Sale		34	<b>34</b>	0.0%	26	<b>32</b>	+ 23.1%
Inventory of Homes for Sale		23	<b>24</b>	+ 4.3%	--	--	--
Months Supply of Inventory		1.2	<b>1.3</b>	+ 8.3%	--	--	--

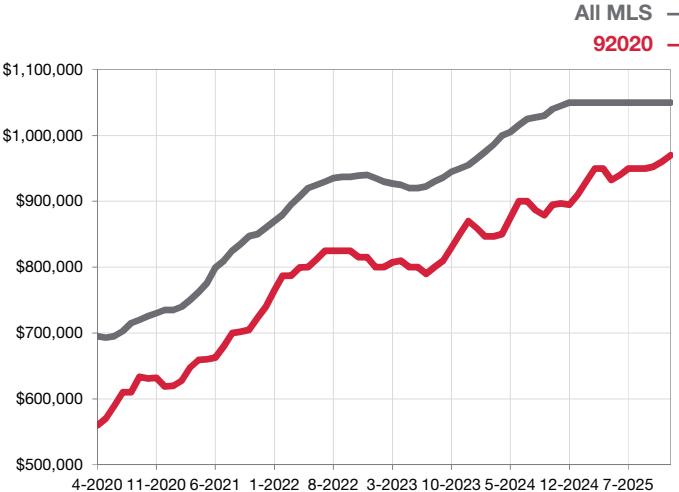
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		6	<b>12</b>	+ 100.0%	126	<b>157</b>	+ 24.6%
Pending Sales		2	<b>7</b>	+ 250.0%	82	<b>71</b>	- 13.4%
Closed Sales		5	<b>6</b>	+ 20.0%	85	<b>65</b>	- 23.5%
Median Sales Price*		\$445,000	<b>\$440,000</b>	- 1.1%	\$455,000	<b>\$487,000</b>	+ 7.0%
Percent of Original List Price Received*		100.2%	<b>95.6%</b>	- 4.6%	100.1%	<b>98.2%</b>	- 1.9%
Days on Market Until Sale		29	<b>117</b>	+ 303.4%	35	<b>46</b>	+ 31.4%
Inventory of Homes for Sale		22	<b>26</b>	+ 18.2%	--	--	--
Months Supply of Inventory		3.2	<b>4.4</b>	+ 37.5%	--	--	--

\* 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

