



# Local Market Update for March 2016

Provided by the North San Diego County Association of REALTORS®.

## East San Diego County

ZIP Codes: 91901, 91905, 91906, 91916, 91917, 91931, 91934, 91935, 91941, 91942, 91945, 91948, 91962, 91963, 91977, 91978, 91980, 92004, 92019, 92020, 92021, 92036, 92040, 92066, 92070, 92071, 92086

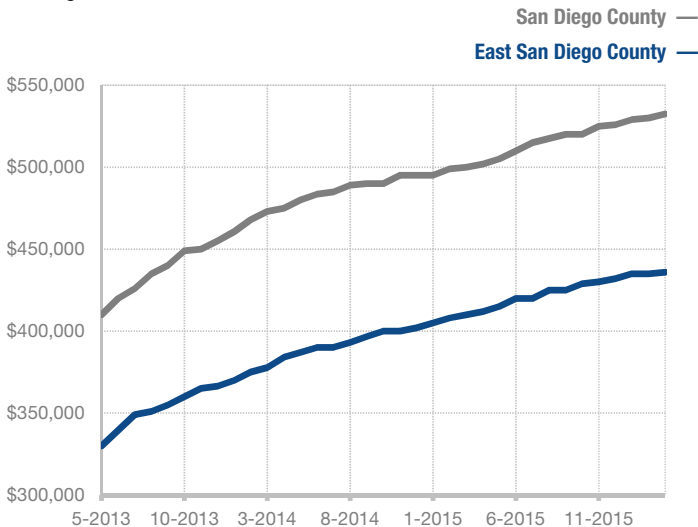
Detached Single-Family	March			Rolling 12 Months		
	2015	2016	Percent Change	Thru 3-2015	Thru 3-2016	Percent Change
<b>Key Metrics</b>						
New Listings	518	<b>553</b>	+ 6.8%	6,085	<b>5,845</b>	- 3.9%
Pending Sales	447	<b>438</b>	- 2.0%	3,967	<b>4,149</b>	+ 4.6%
Closed Sales	358	<b>331</b>	- 7.5%	3,847	<b>4,128</b>	+ 7.3%
Days on Market Until Sale	45	<b>39</b>	- 13.3%	48	<b>39</b>	- 18.8%
Median Sales Price*	\$424,000	<b>\$445,000</b>	+ 5.0%	\$410,000	<b>\$436,000</b>	+ 6.3%
Average Sales Price*	\$444,487	<b>\$477,407</b>	+ 7.4%	\$430,771	<b>\$462,061</b>	+ 7.3%
Percent of Original List Price Received*	96.3%	<b>97.2%</b>	+ 0.9%	96.0%	<b>96.8%</b>	+ 0.8%
Percent of List Price Received*	98.0%	<b>97.9%</b>	- 0.1%	97.8%	<b>98.0%</b>	+ 0.2%
Inventory of Homes for Sale	968	<b>878</b>	- 9.3%	--	--	--
Months Supply of Inventory	2.9	<b>2.5</b>	- 13.8%	--	--	--

\* 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 Single-Family	March			Rolling 12 Months		
	2015	2016	Percent Change	Thru 3-2015	Thru 3-2016	Percent Change
<b>Key Metrics</b>						
New Listings	141	<b>122</b>	- 13.5%	1,468	<b>1,470</b>	+ 0.1%
Pending Sales	120	<b>117</b>	- 2.5%	1,104	<b>1,213</b>	+ 9.9%
Closed Sales	103	<b>78</b>	- 24.3%	1,055	<b>1,190</b>	+ 12.8%
Days on Market Until Sale	47	<b>24</b>	- 48.9%	41	<b>30</b>	- 26.8%
Median Sales Price*	\$241,000	<b>\$261,000</b>	+ 8.3%	\$225,160	<b>\$249,250</b>	+ 10.7%
Average Sales Price*	\$244,671	<b>\$267,563</b>	+ 9.4%	\$236,102	<b>\$255,271</b>	+ 8.1%
Percent of Original List Price Received*	96.5%	<b>98.4%</b>	+ 2.0%	97.1%	<b>97.6%</b>	+ 0.5%
Percent of List Price Received*	98.1%	<b>99.3%</b>	+ 1.2%	98.3%	<b>98.4%</b>	+ 0.1%
Inventory of Homes for Sale	177	<b>146</b>	- 17.5%	--	--	--
Months Supply of Inventory	1.9	<b>1.4</b>	- 26.3%	--	--	--

\* 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.

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



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

