



Local Market Update for August 2018

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

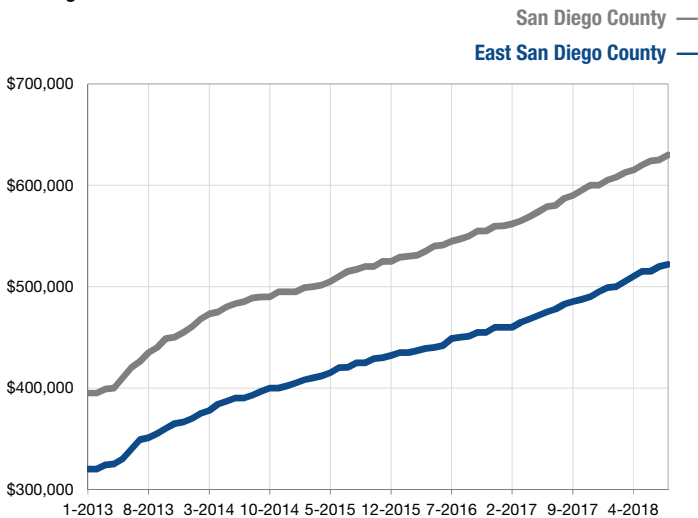
| Detached Single-Family | August | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 8-2017 | Thru 8-2018 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 552 | 672 | + 21.7% | 5,854 | 6,285 | + 7.4% |
| Pending Sales | 371 | 379 | + 2.2% | 4,271 | 4,234 | - 0.9% |
| Closed Sales | 405 | 304 | - 24.9% | 4,302 | 4,204 | - 2.3% |
| Days on Market Until Sale | 32 | 31 | - 3.1% | 33 | 30 | - 9.1% |
| Median Sales Price* | \$507,500 | \$535,000 | + 5.4% | \$482,500 | \$522,000 | + 8.2% |
| Average Sales Price* | \$536,219 | \$556,404 | + 3.8% | \$512,363 | \$546,563 | + 6.7% |
| Percent of Original List Price Received* | 97.7% | 97.1% | - 0.6% | 97.2% | 97.2% | 0.0% |
| Percent of List Price Received* | 98.7% | 98.4% | - 0.3% | 98.3% | 98.6% | + 0.3% |
| Inventory of Homes for Sale | 763 | 935 | + 22.5% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 2.6 | + 23.8% | -- | -- | -- |

* 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 | August | | | Rolling 12 Months | | |
|--|-----------|------------------|----------------|-------------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 8-2017 | Thru 8-2018 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 131 | 143 | + 9.2% | 1,419 | 1,663 | + 17.2% |
| Pending Sales | 91 | 95 | + 4.4% | 1,192 | 1,290 | + 8.2% |
| Closed Sales | 117 | 103 | - 12.0% | 1,224 | 1,263 | + 3.2% |
| Days on Market Until Sale | 22 | 17 | - 22.7% | 25 | 23 | - 8.0% |
| Median Sales Price* | \$295,000 | \$330,000 | + 11.9% | \$285,000 | \$320,000 | + 12.3% |
| Average Sales Price* | \$302,510 | \$336,938 | + 11.4% | \$293,946 | \$320,197 | + 8.9% |
| Percent of Original List Price Received* | 99.3% | 98.3% | - 1.0% | 98.3% | 98.6% | + 0.3% |
| Percent of List Price Received* | 99.7% | 99.3% | - 0.4% | 99.0% | 99.2% | + 0.2% |
| Inventory of Homes for Sale | 136 | 172 | + 26.5% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 1.6 | + 14.3% | -- | -- | -- |

* 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

