

# Local Market Update for July 2015

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

## 92024

### Encinitas

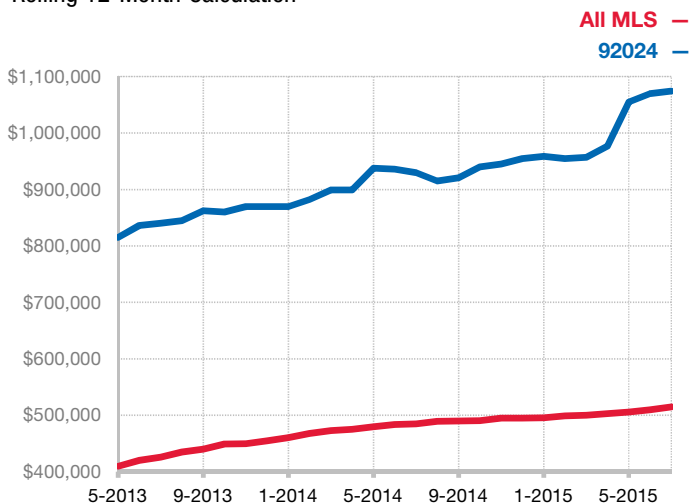
Single Family	July			Year to Date		
	2014	2015	Percent Change	Thru 7-2014	Thru 7-2015	Percent Change
<b>Key Metrics</b>						
New Listings	70	61	- 12.9%	438	447	+ 2.1%
Pending Sales	38	48	+ 26.3%	257	318	+ 23.7%
Closed Sales	33	53	+ 60.6%	238	294	+ 23.5%
Median Sales Price*	\$850,000	\$1,030,000	+ 21.2%	\$920,500	\$1,095,000	+ 19.0%
Percent of Original List Price Received*	96.3%	97.2%	+ 0.9%	95.3%	96.4%	+ 1.2%
Days on Market Until Sale	33	33	0.0%	43	36	- 16.3%
Inventory of Homes for Sale	142	106	- 25.4%	--	--	--
Months Supply of Inventory	4.2	2.7	- 35.7%	--	--	--

\* 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	July			Year to Date		
	2014	2015	Percent Change	Thru 7-2014	Thru 7-2015	Percent Change
<b>Key Metrics</b>						
New Listings	27	16	- 40.7%	160	179	+ 11.9%
Pending Sales	20	22	+ 10.0%	124	149	+ 20.2%
Closed Sales	20	25	+ 25.0%	120	138	+ 15.0%
Median Sales Price*	\$487,500	\$489,000	+ 0.3%	\$532,250	\$532,500	+ 0.0%
Percent of Original List Price Received*	94.8%	96.8%	+ 2.1%	97.4%	97.4%	0.0%
Days on Market Until Sale	31	17	- 45.2%	30	27	- 10.0%
Inventory of Homes for Sale	31	25	- 19.4%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--

\* 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.

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



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

