

# Local Market Update for July 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



## 92009 - Carlsbad

North San Diego County

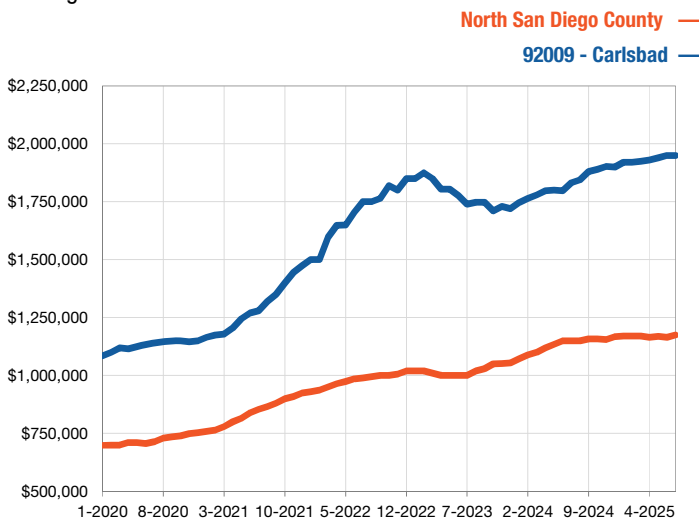
| Detached Single-Family                   | July        |             |                | Rolling 12 Months |             |                |
|--|-------------|-------------|----------------|-------------------|-------------|----------------|
|  | 2024        | 2025        | Percent Change | Thru 7-2024       | Thru 7-2025 | Percent Change |
| New Listings                             | 28          | 34          | + 21.4%        | 361               | 394         | + 9.1%         |
| Pending Sales                            | 27          | 15          | - 44.4%        | 271               | 285         | + 5.2%         |
| Closed Sales                             | 28          | 19          | - 32.1%        | 264               | 294         | + 11.4%        |
| Days on Market Until Sale                | 26          | 20          | - 23.1%        | 22                | 26          | + 18.2%        |
| Median Sales Price*                      | \$1,967,500 | \$2,050,000 | + 4.2%         | \$1,832,500       | \$1,950,000 | + 6.4%         |
| Average Sales Price*                     | \$1,997,714 | \$1,977,793 | - 1.0%         | \$1,930,622       | \$2,067,190 | + 7.1%         |
| Percent of Original List Price Received* | 98.5%       | 97.7%       | - 0.8%         | 99.2%             | 97.3%       | - 1.9%         |
| Percent of List Price Received*          | 99.9%       | 99.1%       | - 0.8%         | 100.2%            | 98.7%       | - 1.5%         |
| Inventory of Homes for Sale              | 58          | 69          | + 19.0%        | --                | --          | --             |
| Months Supply of Inventory               | 2.6         | 2.9         | + 11.5%        | --                | --          | --             |

\* 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.

| Attached Single-Family                   | July        |             |                | Rolling 12 Months |             |                |
|--|-------------|-------------|----------------|-------------------|-------------|----------------|
|  | 2024        | 2025        | Percent Change | Thru 7-2024       | Thru 7-2025 | Percent Change |
| New Listings                             | 19          | 28          | + 47.4%        | 241               | 305         | + 26.6%        |
| Pending Sales                            | 20          | 20          | 0.0%           | 185               | 186         | + 0.5%         |
| Closed Sales                             | 18          | 17          | - 5.6%         | 189               | 181         | - 4.2%         |
| Days on Market Until Sale                | 37          | 43          | + 16.2%        | 25                | 32          | + 28.0%        |
| Median Sales Price*                      | \$873,000   | \$949,000   | + 8.7%         | \$798,000         | \$815,000   | + 2.1%         |
| Average Sales Price*                     | \$1,083,877 | \$1,053,929 | - 2.8%         | \$864,855         | \$877,355   | + 1.4%         |
| Percent of Original List Price Received* | 98.0%       | 94.8%       | - 3.3%         | 99.6%             | 97.6%       | - 2.0%         |
| Percent of List Price Received*          | 99.7%       | 97.7%       | - 2.0%         | 100.4%            | 98.9%       | - 1.5%         |
| Inventory of Homes for Sale              | 41          | 52          | + 26.8%        | --                | --          | --             |
| Months Supply of Inventory               | 2.7         | 3.4         | + 25.9%        | --                | --          | --             |

\* 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

