

Local Market Update for March 2025

Provided by the North San Diego County REALTORS®.

92009 - Carlsbad

North San Diego County

Detached Single-Family

Key Metrics	March			Rolling 12 Months		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	42	30	- 28.6%	349	383	+ 9.7%
Pending Sales	26	29	+ 11.5%	255	300	+ 17.6%
Closed Sales	25	21	- 16.0%	252	298	+ 18.3%
Days on Market Until Sale	25	25	0.0%	20	25	+ 25.0%
Median Sales Price*	\$1,900,000	\$1,965,000	+ 3.4%	\$1,779,500	\$1,925,000	+ 8.2%
Average Sales Price*	\$2,069,072	\$2,045,574	- 1.1%	\$1,865,917	\$2,026,506	+ 8.6%
Percent of Original List Price Received*	99.3%	99.6%	+ 0.3%	99.4%	98.3%	- 1.1%
Percent of List Price Received*	100.3%	100.1%	- 0.2%	100.1%	99.6%	- 0.5%
Inventory of Homes for Sale	50	40	- 20.0%	--	--	--
Months Supply of Inventory	2.4	1.6	- 33.3%	--	--	--

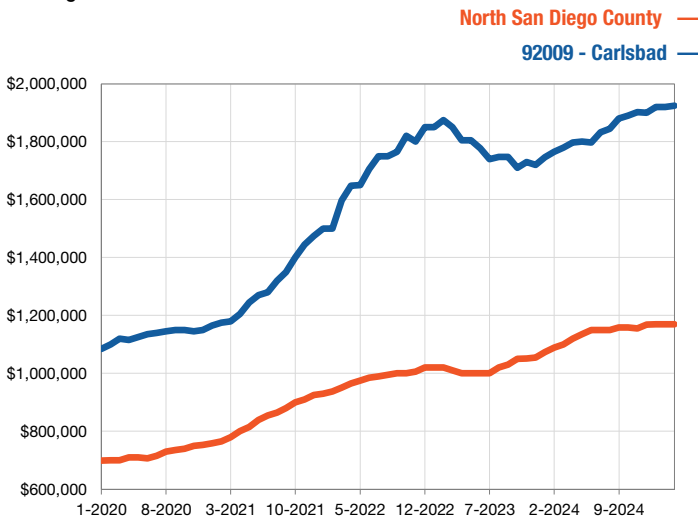
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached Single-Family

Key Metrics	March			Rolling 12 Months		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	19	29	+ 52.6%	231	277	+ 19.9%
Pending Sales	20	19	- 5.0%	179	181	+ 1.1%
Closed Sales	20	13	- 35.0%	174	180	+ 3.4%
Days on Market Until Sale	25	53	+ 112.0%	22	30	+ 36.4%
Median Sales Price*	\$777,950	\$837,000	+ 7.6%	\$775,000	\$812,500	+ 4.8%
Average Sales Price*	\$815,293	\$884,308	+ 8.5%	\$820,823	\$891,246	+ 8.6%
Percent of Original List Price Received*	101.9%	96.3%	- 5.5%	100.1%	98.3%	- 1.8%
Percent of List Price Received*	103.2%	97.2%	- 5.8%	100.5%	99.4%	- 1.1%
Inventory of Homes for Sale	31	49	+ 58.1%	--	--	--
Months Supply of Inventory	2.1	3.2	+ 52.4%	--	--	--

* 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

