

Local Market Update for December 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



92011 - Carlsbad

North San Diego County

Detached Single-Family

Key Metrics	December			Rolling 12 Months		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	8	4	- 50.0%	188	183	- 2.7%
Pending Sales	9	3	- 66.7%	139	136	- 2.2%
Closed Sales	12	9	- 25.0%	138	143	+ 3.6%
Days on Market Until Sale	36	28	- 22.2%	27	27	0.0%
Median Sales Price*	\$2,037,750	\$2,000,000	- 1.9%	\$1,900,250	\$1,870,000	- 1.6%
Average Sales Price*	\$1,991,875	\$1,921,111	- 3.6%	\$1,907,992	\$1,910,537	+ 0.1%
Percent of Original List Price Received*	101.7%	98.0%	- 3.6%	97.9%	98.4%	+ 0.5%
Percent of List Price Received*	98.9%	97.6%	- 1.3%	99.4%	99.3%	- 0.1%
Inventory of Homes for Sale	21	9	- 57.1%	--	--	--
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--

* 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.

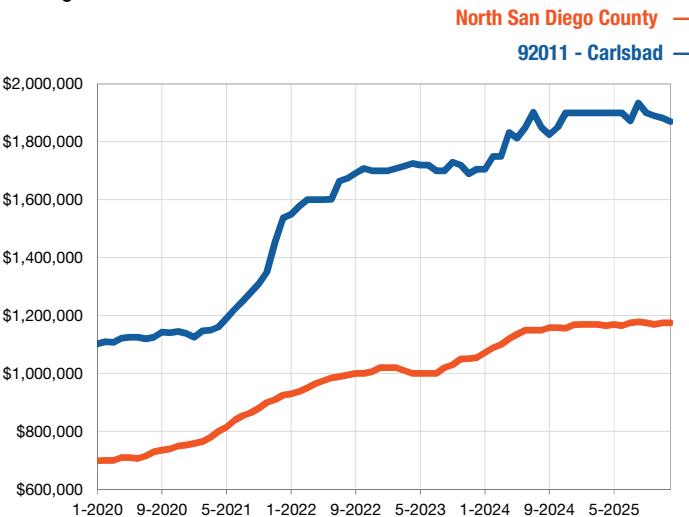
Attached Single-Family

Key Metrics	December			Rolling 12 Months		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	1	2	+ 100.0%	98	100	+ 2.0%
Pending Sales	2	2	0.0%	82	75	- 8.5%
Closed Sales	9	3	- 66.7%	83	75	- 9.6%
Days on Market Until Sale	34	15	- 55.9%	20	29	+ 45.0%
Median Sales Price*	\$1,400,000	\$1,710,000	+ 22.1%	\$1,065,000	\$1,000,000	- 6.1%
Average Sales Price*	\$1,368,222	\$1,436,667	+ 5.0%	\$1,138,854	\$1,064,591	- 6.5%
Percent of Original List Price Received*	94.5%	98.6%	+ 4.3%	98.2%	97.2%	- 1.0%
Percent of List Price Received*	96.5%	99.0%	+ 2.6%	99.6%	98.5%	- 1.1%
Inventory of Homes for Sale	8	11	+ 37.5%	--	--	--
Months Supply of Inventory	1.2	1.8	+ 50.0%	--	--	--

* 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

