

# Local Market Update for September 2021

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92024 - Encinitas

North San Diego County

### Detached Single-Family

Key Metrics	September			Rolling 12 Months		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	58	33	- 43.1%	694	614	- 11.5%
Pending Sales	60	29	- 51.7%	492	521	+ 5.9%
Closed Sales	68	30	- 55.9%	446	561	+ 25.8%
Days on Market Until Sale	47	25	- 46.8%	39	21	- 46.2%
Median Sales Price*	\$1,592,500	\$1,907,761	+ 19.8%	\$1,380,500	\$1,680,000	+ 21.7%
Average Sales Price*	\$1,530,717	\$2,430,735	+ 58.8%	\$1,547,199	\$1,950,288	+ 26.1%
Percent of Original List Price Received*	96.7%	100.1%	+ 3.5%	96.2%	100.6%	+ 4.6%
Percent of List Price Received*	98.5%	100.4%	+ 1.9%	97.6%	101.2%	+ 3.7%
Inventory of Homes for Sale	101	46	- 54.5%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--

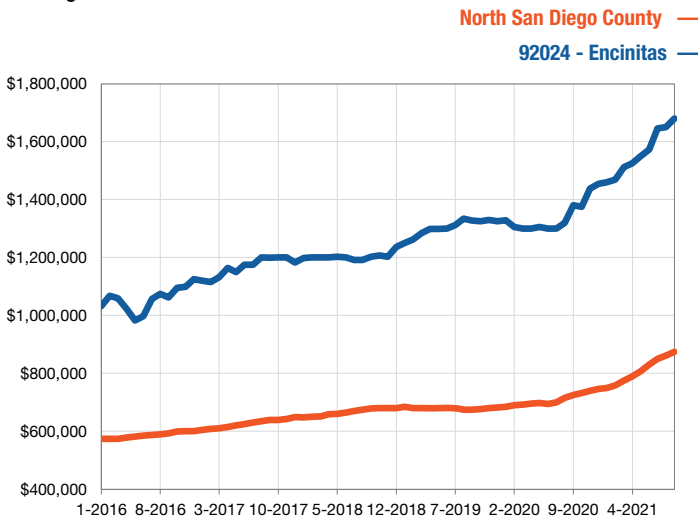
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Attached Single-Family

Key Metrics	September			Rolling 12 Months		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	21	22	+ 4.8%	243	218	- 10.3%
Pending Sales	7	11	+ 57.1%	172	190	+ 10.5%
Closed Sales	20	15	- 25.0%	173	185	+ 6.9%
Days on Market Until Sale	26	9	- 65.4%	28	11	- 60.7%
Median Sales Price*	\$710,000	\$970,000	+ 36.6%	\$698,750	\$800,000	+ 14.5%
Average Sales Price*	\$737,158	\$1,087,793	+ 47.6%	\$771,539	\$996,711	+ 29.2%
Percent of Original List Price Received*	98.6%	102.5%	+ 4.0%	98.5%	102.0%	+ 3.6%
Percent of List Price Received*	99.5%	102.8%	+ 3.3%	99.3%	102.2%	+ 2.9%
Inventory of Homes for Sale	33	24	- 27.3%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--

\* 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 – Detached Single-Family Rolling 12-Month Calculation



### Median Sales Price – Attached Single-Family Rolling 12-Month Calculation

