

Local Market Update for May 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92024 - Encinitas

North San Diego County

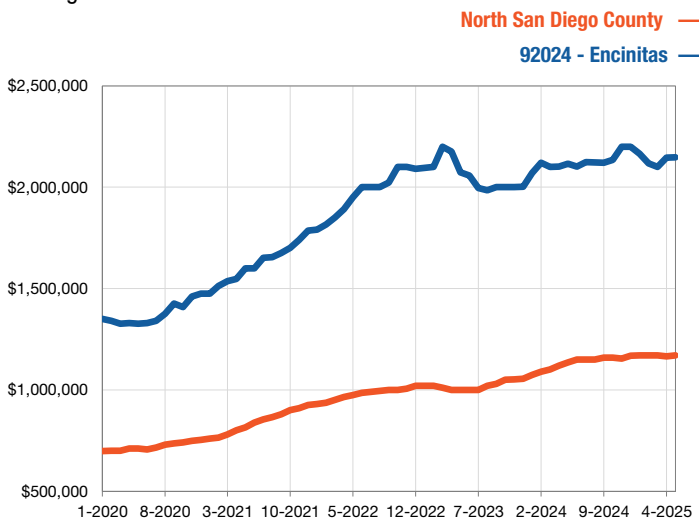
Detached Single-Family	May			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 5-2024	Thru 5-2025	Percent Change
New Listings	56	44	- 21.4%	401	435	+ 8.5%
Pending Sales	26	29	+ 11.5%	254	287	+ 13.0%
Closed Sales	22	23	+ 4.5%	250	289	+ 15.6%
Days on Market Until Sale	60	11	- 81.7%	29	28	- 3.4%
Median Sales Price*	\$2,105,000	\$2,067,000	- 1.8%	\$2,115,000	\$2,147,500	+ 1.5%
Average Sales Price*	\$2,645,455	\$2,427,652	- 8.2%	\$2,733,431	\$2,491,817	- 8.8%
Percent of Original List Price Received*	96.2%	100.8%	+ 4.8%	98.7%	97.6%	- 1.1%
Percent of List Price Received*	100.0%	100.2%	+ 0.2%	99.6%	99.0%	- 0.6%
Inventory of Homes for Sale	88	89	+ 1.1%	--	--	--
Months Supply of Inventory	4.2	3.7	- 11.9%	--	--	--

* 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.

Attached Single-Family	May			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 5-2024	Thru 5-2025	Percent Change
New Listings	22	15	- 31.8%	185	216	+ 16.8%
Pending Sales	15	11	- 26.7%	140	139	- 0.7%
Closed Sales	19	17	- 10.5%	150	139	- 7.3%
Days on Market Until Sale	10	17	+ 70.0%	19	22	+ 15.8%
Median Sales Price*	\$1,300,000	\$1,400,000	+ 7.7%	\$1,160,000	\$1,125,000	- 3.0%
Average Sales Price*	\$1,373,329	\$1,852,471	+ 34.9%	\$1,254,742	\$1,393,607	+ 11.1%
Percent of Original List Price Received*	100.8%	98.8%	- 2.0%	99.3%	98.6%	- 0.7%
Percent of List Price Received*	101.7%	99.3%	- 2.4%	100.2%	99.1%	- 1.1%
Inventory of Homes for Sale	30	37	+ 23.3%	--	--	--
Months Supply of Inventory	2.6	3.2	+ 23.1%	--	--	--

* 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

