

Local Market Update for July 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92024 - Encinitas

North San Diego County

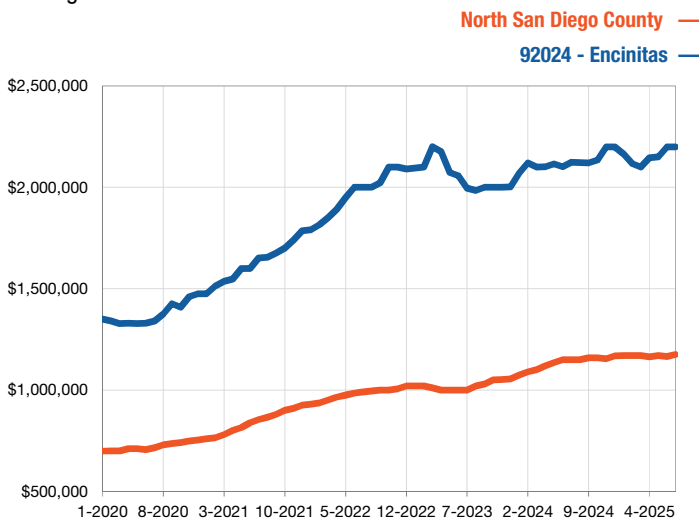
Detached Single-Family	July			Rolling 12 Months		
	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	37	47	+ 27.0%	399	458	+ 14.8%
Pending Sales	31	43	+ 38.7%	249	301	+ 20.9%
Closed Sales	32	31	- 3.1%	256	292	+ 14.1%
Days on Market Until Sale	28	49	+ 75.0%	30	33	+ 10.0%
Median Sales Price*	\$1,910,000	\$1,887,500	- 1.2%	\$2,124,000	\$2,199,900	+ 3.6%
Average Sales Price*	\$2,389,275	\$2,573,831	+ 7.7%	\$2,668,176	\$2,551,888	- 4.4%
Percent of Original List Price Received*	96.6%	96.1%	- 0.5%	98.3%	96.9%	- 1.4%
Percent of List Price Received*	98.8%	98.4%	- 0.4%	99.4%	98.6%	- 0.8%
Inventory of Homes for Sale	86	88	+ 2.3%	--	--	--
Months Supply of Inventory	4.1	3.5	- 14.6%	--	--	--

* 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	July			Rolling 12 Months		
	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	17	20	+ 17.6%	196	215	+ 9.7%
Pending Sales	15	11	- 26.7%	147	136	- 7.5%
Closed Sales	18	7	- 61.1%	152	133	- 12.5%
Days on Market Until Sale	12	15	+ 25.0%	19	25	+ 31.6%
Median Sales Price*	\$1,155,000	\$1,350,000	+ 16.9%	\$1,115,000	\$1,200,000	+ 7.6%
Average Sales Price*	\$1,344,514	\$1,269,429	- 5.6%	\$1,259,983	\$1,395,803	+ 10.8%
Percent of Original List Price Received*	98.7%	98.4%	- 0.3%	98.9%	98.2%	- 0.7%
Percent of List Price Received*	99.2%	98.0%	- 1.2%	100.0%	98.9%	- 1.1%
Inventory of Homes for Sale	39	35	- 10.3%	--	--	--
Months Supply of Inventory	3.2	3.1	- 3.1%	--	--	--

* 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

