

Local Market Update for December 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92024 - Encinitas

North San Diego County

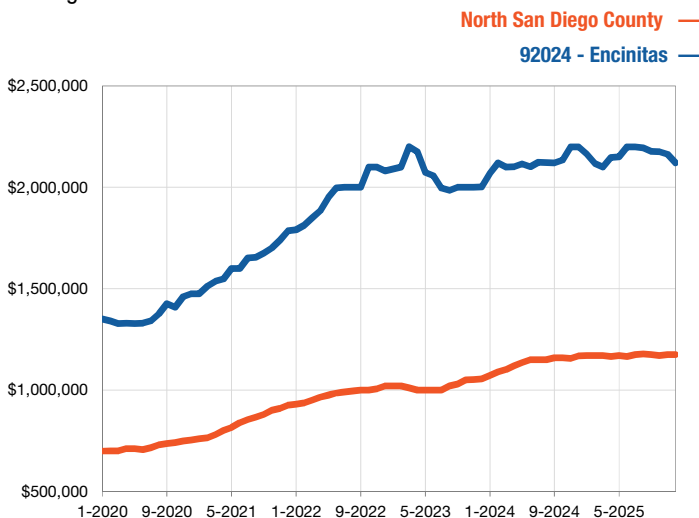
Detached Single-Family	December			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	20	17	- 15.0%	410	526	+ 28.3%
Pending Sales	15	18	+ 20.0%	265	330	+ 24.5%
Closed Sales	18	31	+ 72.2%	265	332	+ 25.3%
Days on Market Until Sale	47	32	- 31.9%	31	32	+ 3.2%
Median Sales Price*	\$2,020,000	\$1,878,000	- 7.0%	\$2,199,850	\$2,120,000	- 3.6%
Average Sales Price*	\$2,324,596	\$2,169,000	- 6.7%	\$2,582,403	\$2,473,013	- 4.2%
Percent of Original List Price Received*	96.7%	96.2%	- 0.5%	97.7%	97.0%	- 0.7%
Percent of List Price Received*	99.6%	98.4%	- 1.2%	99.2%	98.6%	- 0.6%
Inventory of Homes for Sale	77	62	- 19.5%	--	--	--
Months Supply of Inventory	3.5	2.3	- 34.3%	--	--	--

* 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	December			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	5	8	+ 60.0%	196	235	+ 19.9%
Pending Sales	7	9	+ 28.6%	154	140	- 9.1%
Closed Sales	9	11	+ 22.2%	160	139	- 13.1%
Days on Market Until Sale	23	52	+ 126.1%	22	30	+ 36.4%
Median Sales Price*	\$1,050,000	\$1,605,000	+ 52.9%	\$1,106,000	\$1,245,500	+ 12.6%
Average Sales Price*	\$1,030,667	\$1,614,727	+ 56.7%	\$1,273,656	\$1,506,790	+ 18.3%
Percent of Original List Price Received*	96.0%	92.8%	- 3.3%	98.1%	96.7%	- 1.4%
Percent of List Price Received*	98.7%	97.1%	- 1.6%	99.6%	98.0%	- 1.6%
Inventory of Homes for Sale	24	25	+ 4.2%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 10.5%	--	--	--

* 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

