

# Local Market Update for September 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92024 - Encinitas

North San Diego County

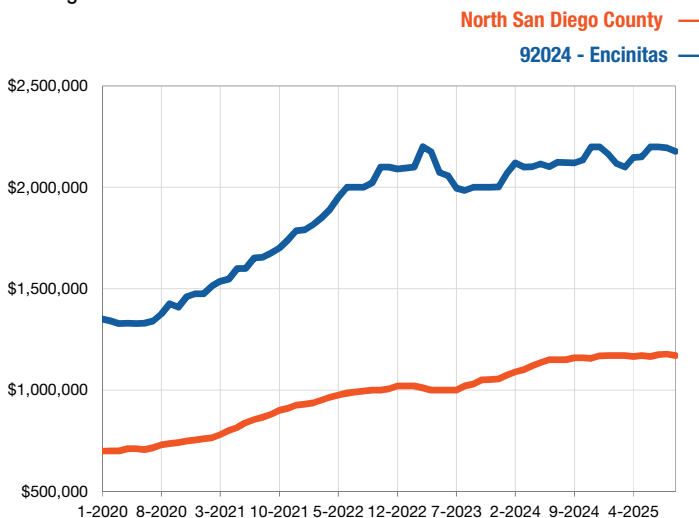
Detached Single-Family	September			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	30	30	0.0%	398	483	+ 21.4%
Pending Sales	20	30	+ 50.0%	257	315	+ 22.6%
Closed Sales	20	32	+ 60.0%	252	311	+ 23.4%
Days on Market Until Sale	26	29	+ 11.5%	30	32	+ 6.7%
Median Sales Price*	\$2,437,500	\$2,149,529	- 11.8%	\$2,120,000	\$2,177,029	+ 2.7%
Average Sales Price*	\$2,520,025	\$2,361,546	- 6.3%	\$2,611,900	\$2,543,917	- 2.6%
Percent of Original List Price Received*	97.6%	96.1%	- 1.5%	97.6%	96.7%	- 0.9%
Percent of List Price Received*	99.1%	98.5%	- 0.6%	99.1%	98.6%	- 0.5%
Inventory of Homes for Sale	77	82	+ 6.5%	--	--	--
Months Supply of Inventory	3.6	3.1	- 13.9%	--	--	--

\* 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	September			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	14	15	+ 7.1%	199	226	+ 13.6%
Pending Sales	12	14	+ 16.7%	150	137	- 8.7%
Closed Sales	13	19	+ 46.2%	150	138	- 8.0%
Days on Market Until Sale	30	23	- 23.3%	22	24	+ 9.1%
Median Sales Price*	\$1,210,000	\$1,215,000	+ 0.4%	\$1,083,000	\$1,225,000	+ 13.1%
Average Sales Price*	\$1,112,504	\$1,546,000	+ 39.0%	\$1,226,431	\$1,470,148	+ 19.9%
Percent of Original List Price Received*	96.8%	97.6%	+ 0.8%	98.1%	98.5%	+ 0.4%
Percent of List Price Received*	99.6%	99.1%	- 0.5%	99.7%	98.9%	- 0.8%
Inventory of Homes for Sale	29	35	+ 20.7%	--	--	--
Months Supply of Inventory	2.3	3.1	+ 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

