

# Local Market Update for August 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92024 - Encinitas

North San Diego County

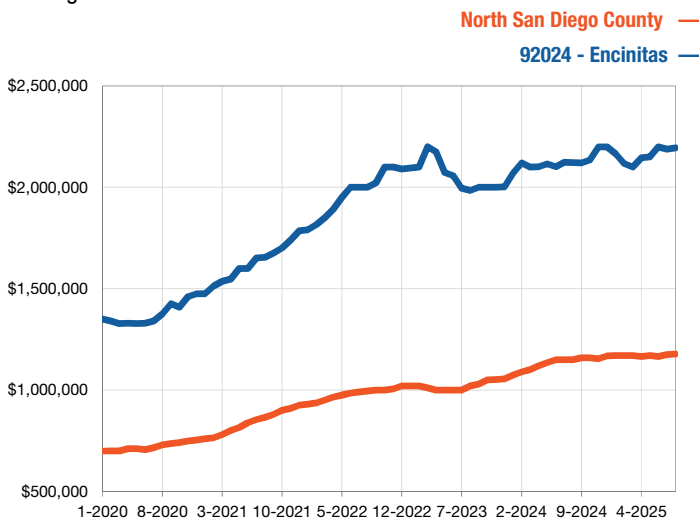
Detached Single-Family	August			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	38	49	+ 28.9%	411	479	+ 16.5%
Pending Sales	30	19	- 36.7%	257	296	+ 15.2%
Closed Sales	33	37	+ 12.1%	253	297	+ 17.4%
Days on Market Until Sale	30	29	- 3.3%	31	33	+ 6.5%
Median Sales Price*	\$2,020,000	\$2,188,833	+ 8.4%	\$2,122,000	\$2,194,367	+ 3.4%
Average Sales Price*	\$2,449,742	\$2,594,873	+ 5.9%	\$2,687,404	\$2,565,416	- 4.5%
Percent of Original List Price Received*	95.6%	95.0%	- 0.6%	97.9%	96.8%	- 1.1%
Percent of List Price Received*	97.3%	97.3%	0.0%	99.0%	98.6%	- 0.4%
Inventory of Homes for Sale	76	102	+ 34.2%	--	--	--
Months Supply of Inventory	3.5	4.1	+ 17.1%	--	--	--

\* 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.

Attached Single-Family	August			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	18	24	+ 33.3%	200	222	+ 11.0%
Pending Sales	18	13	- 27.8%	146	130	- 11.0%
Closed Sales	12	9	- 25.0%	148	130	- 12.2%
Days on Market Until Sale	36	29	- 19.4%	21	25	+ 19.0%
Median Sales Price*	\$886,500	\$1,010,000	+ 13.9%	\$1,083,000	\$1,217,500	+ 12.4%
Average Sales Price*	\$1,131,125	\$1,271,286	+ 12.4%	\$1,235,568	\$1,411,614	+ 14.2%
Percent of Original List Price Received*	94.7%	97.2%	+ 2.6%	98.4%	98.5%	+ 0.1%
Percent of List Price Received*	97.6%	98.2%	+ 0.6%	99.6%	99.0%	- 0.6%
Inventory of Homes for Sale	34	40	+ 17.6%	--	--	--
Months Supply of Inventory	2.8	3.7	+ 32.1%	--	--	--

\* 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

