

# Local Market Update for March 2024

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92024 - Encinitas

North San Diego County

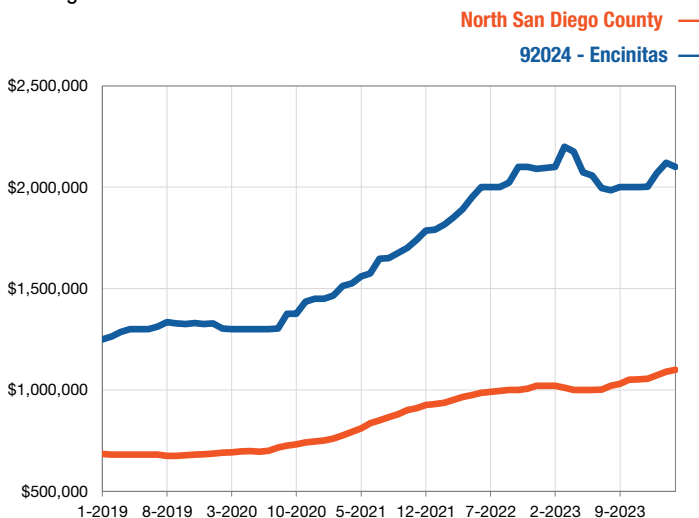
| Detached Single-Family                   | March       |             |                | Rolling 12 Months |             |                |
|--|-------------|-------------|----------------|-------------------|-------------|----------------|
| Key Metrics                              | 2023        | 2024        | Percent Change | Thru 3-2023       | Thru 3-2024 | Percent Change |
| New Listings                             | 28          | 32          | + 14.3%        | 394               | 365         | - 7.4%         |
| Pending Sales                            | 23          | 30          | + 30.4%        | 266               | 264         | - 0.8%         |
| Closed Sales                             | 22          | 20          | - 9.1%         | 282               | 262         | - 7.1%         |
| Days on Market Until Sale                | 36          | 21          | - 41.7%        | 24                | 26          | + 8.3%         |
| Median Sales Price*                      | \$2,580,000 | \$2,187,000 | - 15.2%        | \$2,200,000       | \$2,100,000 | - 4.5%         |
| Average Sales Price*                     | \$3,089,318 | \$2,734,019 | - 11.5%        | \$2,510,366       | \$2,621,317 | + 4.4%         |
| Percent of Original List Price Received* | 97.4%       | 101.2%      | + 3.9%         | 98.3%             | 98.9%       | + 0.6%         |
| Percent of List Price Received*          | 98.3%       | 101.8%      | + 3.6%         | 99.9%             | 99.7%       | - 0.2%         |
| Inventory of Homes for Sale              | 48          | 46          | - 4.2%         | --                | --          | --             |
| Months Supply of Inventory               | 2.2         | 2.1         | - 4.5%         | --                | --          | --             |

\* 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.

| Attached Single-Family                   | March     |             |                | Rolling 12 Months |             |                |
|--|-----------|-------------|----------------|-------------------|-------------|----------------|
| Key Metrics                              | 2023      | 2024        | Percent Change | Thru 3-2023       | Thru 3-2024 | Percent Change |
| New Listings                             | 15        | 11          | - 26.7%        | 204               | 174         | - 14.7%        |
| Pending Sales                            | 10        | 8           | - 20.0%        | 164               | 135         | - 17.7%        |
| Closed Sales                             | 10        | 10          | 0.0%           | 167               | 141         | - 15.6%        |
| Days on Market Until Sale                | 21        | 28          | + 33.3%        | 21                | 19          | - 9.5%         |
| Median Sales Price*                      | \$962,000 | \$1,037,500 | + 7.8%         | \$1,090,000       | \$1,110,000 | + 1.8%         |
| Average Sales Price*                     | \$963,080 | \$1,098,110 | + 14.0%        | \$1,269,716       | \$1,232,340 | - 2.9%         |
| Percent of Original List Price Received* | 99.2%     | 97.9%       | - 1.3%         | 99.2%             | 99.2%       | 0.0%           |
| Percent of List Price Received*          | 99.0%     | 99.8%       | + 0.8%         | 100.6%            | 99.9%       | - 0.7%         |
| Inventory of Homes for Sale              | 12        | 19          | + 58.3%        | --                | --          | --             |
| Months Supply of Inventory               | 0.9       | 1.7         | + 88.9%        | --                | --          | --             |

\* 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.

Median Sales Price – Detached Single-Family  
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family  
Rolling 12-Month Calculation

