

Local Market Update for November 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92024 - Encinitas

North San Diego County

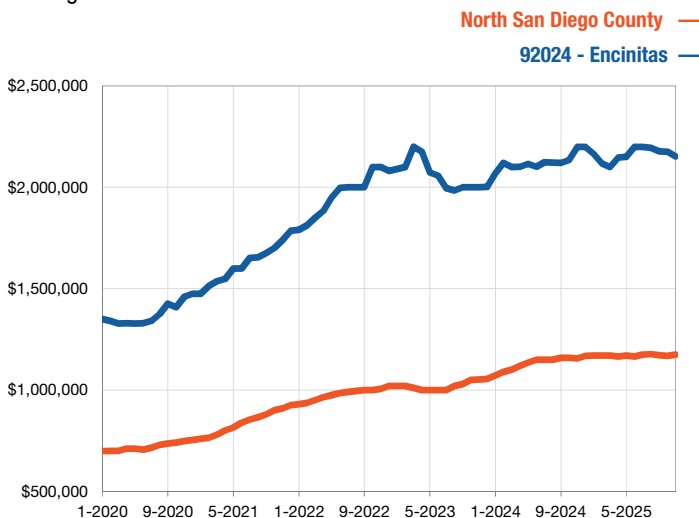
Detached Single-Family	November			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	20	22	+ 10.0%	399	525	+ 31.6%
Pending Sales	18	22	+ 22.2%	263	325	+ 23.6%
Closed Sales	22	19	- 13.6%	257	318	+ 23.7%
Days on Market Until Sale	39	53	+ 35.9%	32	33	+ 3.1%
Median Sales Price*	\$2,502,500	\$2,400,000	- 4.1%	\$2,199,950	\$2,152,000	- 2.2%
Average Sales Price*	\$2,639,630	\$2,274,371	- 13.8%	\$2,627,209	\$2,484,767	- 5.4%
Percent of Original List Price Received*	94.5%	98.7%	+ 4.4%	97.7%	97.0%	- 0.7%
Percent of List Price Received*	97.1%	98.4%	+ 1.3%	99.1%	98.7%	- 0.4%
Inventory of Homes for Sale	83	80	- 3.6%	--	--	--
Months Supply of Inventory	3.8	3.0	- 21.1%	--	--	--

* 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	November			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	10	11	+ 10.0%	202	227	+ 12.4%
Pending Sales	11	8	- 27.3%	161	137	- 14.9%
Closed Sales	12	15	+ 25.0%	159	137	- 13.8%
Days on Market Until Sale	15	51	+ 240.0%	22	28	+ 27.3%
Median Sales Price*	\$1,106,000	\$1,130,000	+ 2.2%	\$1,100,000	\$1,215,000	+ 10.5%
Average Sales Price*	\$1,475,167	\$1,770,658	+ 20.0%	\$1,272,229	\$1,466,552	+ 15.3%
Percent of Original List Price Received*	99.9%	91.1%	- 8.8%	98.3%	97.0%	- 1.3%
Percent of List Price Received*	100.5%	95.6%	- 4.9%	99.7%	98.1%	- 1.6%
Inventory of Homes for Sale	32	25	- 21.9%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--

* 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.

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



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

