

Local Market Update for January 2026

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



92024 - Encinitas

North San Diego County

Detached Single-Family

Key Metrics	January			Rolling 12 Months		
	2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings	42	39	- 7.1%	427	525	+ 23.0%
Pending Sales	15	21	+ 40.0%	267	337	+ 26.2%
Closed Sales	16	13	- 18.8%	266	330	+ 24.1%
Days on Market Until Sale	36	44	+ 22.2%	32	32	0.0%
Median Sales Price*	\$1,950,000	\$1,990,000	+ 2.1%	\$2,165,000	\$2,106,000	- 2.7%
Average Sales Price*	\$2,236,241	\$2,172,538	- 2.8%	\$2,569,616	\$2,469,090	- 3.9%
Percent of Original List Price Received*	99.4%	96.4%	- 3.0%	97.9%	96.8%	- 1.1%
Percent of List Price Received*	100.3%	98.6%	- 1.7%	99.3%	98.5%	- 0.8%
Inventory of Homes for Sale	94	70	- 25.5%	--	--	--
Months Supply of Inventory	4.2	2.5	- 40.5%	--	--	--

* 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

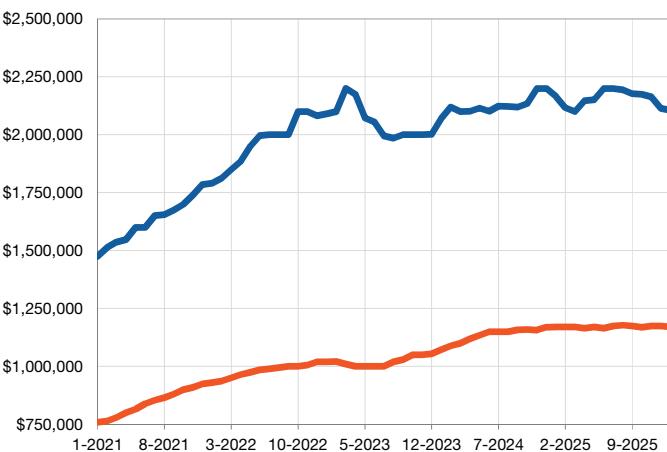
Key Metrics	January			Rolling 12 Months		
	2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings	16	21	+ 31.3%	191	242	+ 26.7%
Pending Sales	5	11	+ 120.0%	143	146	+ 2.1%
Closed Sales	10	10	0.0%	155	140	- 9.7%
Days on Market Until Sale	30	13	- 56.7%	23	29	+ 26.1%
Median Sales Price*	\$1,122,250	\$1,110,000	- 1.1%	\$1,110,000	\$1,250,000	+ 12.6%
Average Sales Price*	\$1,098,350	\$1,437,900	+ 30.9%	\$1,272,559	\$1,536,925	+ 20.8%
Percent of Original List Price Received*	97.3%	98.9%	+ 1.6%	98.1%	96.8%	- 1.3%
Percent of List Price Received*	98.9%	99.4%	+ 0.5%	99.6%	98.0%	- 1.6%
Inventory of Homes for Sale	30	28	- 6.7%	--	--	--
Months Supply of Inventory	2.5	2.3	- 8.0%	--	--	--

* 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

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Median Sales Price – Attached Single-Family

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