

Local Market Update for March 2026

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92028 - Fallbrook

North San Diego County

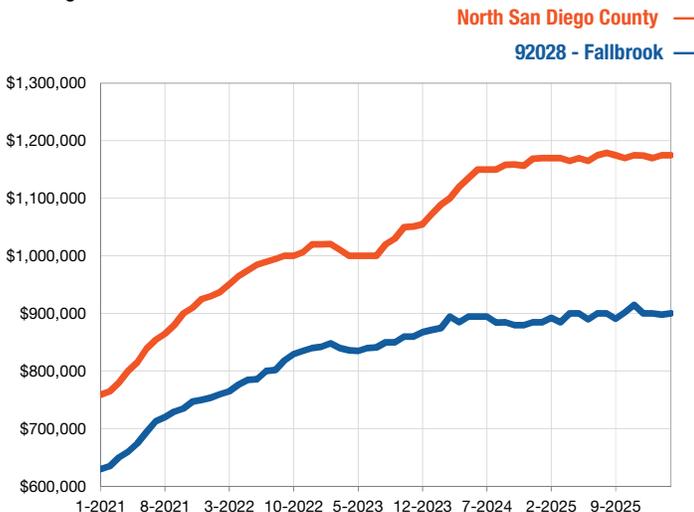
| Detached Single-Family | March | | | Rolling 12 Months | | |
|--|-------------|-------------|----------------|-------------------|-------------|----------------|
| | 2025 | 2026 | Percent Change | Thru 3-2025 | Thru 3-2026 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 78 | 76 | - 2.6% | 796 | 856 | + 7.5% |
| Pending Sales | 50 | 51 | + 2.0% | 529 | 549 | + 3.8% |
| Closed Sales | 39 | 55 | + 41.0% | 539 | 546 | + 1.3% |
| Days on Market Until Sale | 41 | 45 | + 9.8% | 37 | 44 | + 18.9% |
| Median Sales Price* | \$900,000 | \$935,000 | + 3.9% | \$885,000 | \$900,000 | + 1.7% |
| Average Sales Price* | \$1,013,073 | \$1,056,321 | + 4.3% | \$987,240 | \$1,004,340 | + 1.7% |
| Percent of Original List Price Received* | 96.2% | 98.7% | + 2.6% | 97.9% | 96.9% | - 1.0% |
| Percent of List Price Received* | 99.0% | 100.0% | + 1.0% | 99.4% | 98.9% | - 0.5% |
| Inventory of Homes for Sale | 176 | 168 | - 4.5% | -- | -- | -- |
| Months Supply of Inventory | 4.0 | 3.7 | - 7.5% | -- | -- | -- |

* 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 | | |
|--|-----------|-----------|----------------|-------------------|-------------|----------------|
| | 2025 | 2026 | Percent Change | Thru 3-2025 | Thru 3-2026 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 11 | 15 | + 36.4% | 116 | 115 | - 0.9% |
| Pending Sales | 9 | 3 | - 66.7% | 76 | 53 | - 30.3% |
| Closed Sales | 8 | 1 | - 87.5% | 70 | 61 | - 12.9% |
| Days on Market Until Sale | 43 | 19 | - 55.8% | 27 | 35 | + 29.6% |
| Median Sales Price* | \$615,000 | \$719,000 | + 16.9% | \$613,750 | \$585,000 | - 4.7% |
| Average Sales Price* | \$605,500 | \$719,000 | + 18.7% | \$632,427 | \$582,238 | - 7.9% |
| Percent of Original List Price Received* | 99.1% | 100.0% | + 0.9% | 99.8% | 100.8% | + 1.0% |
| Percent of List Price Received* | 100.1% | 100.0% | - 0.1% | 100.3% | 100.5% | + 0.2% |
| Inventory of Homes for Sale | 22 | 30 | + 36.4% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 6.8 | + 94.3% | -- | -- | -- |

* 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

