

Local Market Update for November 2025

A Research Tool Provided by the Greater San Diego Association of REALTORS®

92024

Encinitas

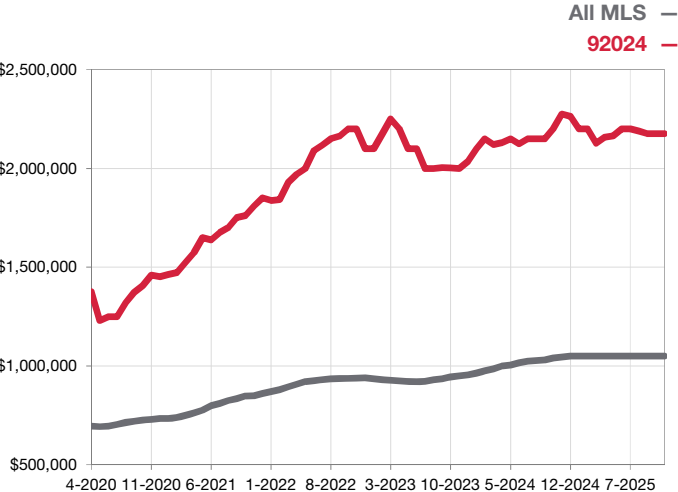
Detached	November			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	23	23	0.0%	331	479	+ 44.7%
Pending Sales	17	19	+ 11.8%	237	285	+ 20.3%
Closed Sales	22	17	- 22.7%	235	277	+ 17.9%
Median Sales Price*	\$2,502,500	\$2,600,000	+ 3.9%	\$2,285,000	\$2,177,029	- 4.7%
Percent of Original List Price Received*	94.5%	99.0%	+ 4.8%	97.9%	97.0%	- 0.9%
Days on Market Until Sale	48	31	- 35.4%	39	39	0.0%
Inventory of Homes for Sale	45	76	+ 68.9%	--	--	--
Months Supply of Inventory	2.2	3.0	+ 36.4%	--	--	--

* 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	November			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	10	11	+ 10.0%	179	223	+ 24.6%
Pending Sales	11	8	- 27.3%	149	129	- 13.4%
Closed Sales	12	15	+ 25.0%	154	127	- 17.5%
Median Sales Price*	\$1,106,000	\$1,130,000	+ 2.2%	\$1,110,000	\$1,238,000	+ 11.5%
Percent of Original List Price Received*	99.9%	91.1%	- 8.8%	98.3%	97.0%	- 1.3%
Days on Market Until Sale	20	70	+ 250.0%	31	36	+ 16.1%
Inventory of Homes for Sale	17	26	+ 52.9%	--	--	--
Months Supply of Inventory	1.3	2.3	+ 76.9%	--	--	--

* 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 – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation

