

# Local Market Update for March 2024

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

## 92024

### Encinitas

#### Single Family

Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	28	31	+ 10.7%	86	92	+ 7.0%
Pending Sales	23	28	+ 21.7%	63	59	- 6.3%
Closed Sales	21	19	- 9.5%	50	47	- 6.0%
Median Sales Price*	\$2,625,000	\$2,250,000	- 14.3%	\$2,102,500	\$2,545,000	+ 21.0%
Percent of Original List Price Received*	97.8%	101.6%	+ 3.9%	95.5%	100.9%	+ 5.7%
Days on Market Until Sale	49	41	- 16.3%	42	44	+ 4.8%
Inventory of Homes for Sale	44	44	0.0%	--	--	--
Months Supply of Inventory	2.1	2.0	- 4.8%	--	--	--

\* 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.

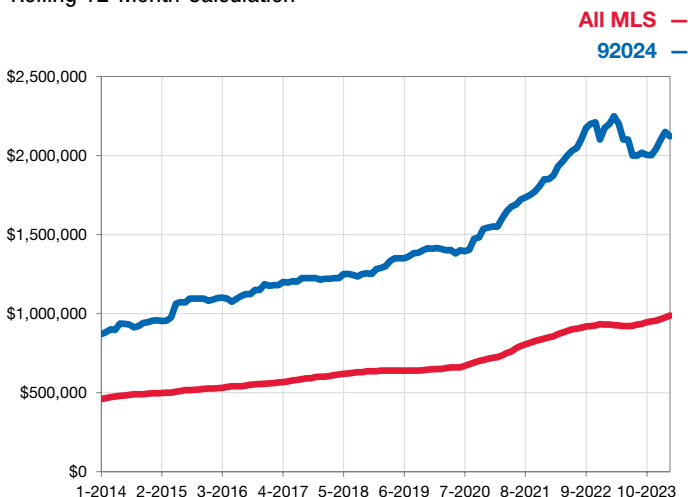
#### Townhouse-Condo

Key Metrics	March			Year to Date		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	15	11	- 26.7%	38	43	+ 13.2%
Pending Sales	10	10	0.0%	35	38	+ 8.6%
Closed Sales	10	10	0.0%	31	46	+ 48.4%
Median Sales Price*	\$962,000	\$1,037,500	+ 7.8%	\$975,000	\$1,088,000	+ 11.6%
Percent of Original List Price Received*	99.2%	97.9%	- 1.3%	98.2%	97.7%	- 0.5%
Days on Market Until Sale	27	42	+ 55.6%	36	33	- 8.3%
Inventory of Homes for Sale	12	18	+ 50.0%	--	--	--
Months Supply of Inventory	0.9	1.5	+ 66.7%	--	--	--

\* 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

