

Local Market Update for July 2025

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

92024

Encinitas

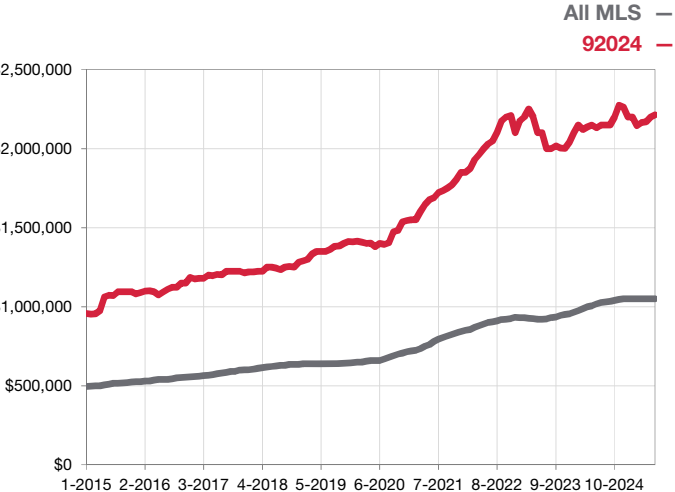
Detached	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	36	46	+ 27.8%	267	322	+ 20.6%
Pending Sales	29	44	+ 51.7%	153	195	+ 27.5%
Closed Sales	31	30	- 3.2%	143	173	+ 21.0%
Median Sales Price*	\$1,925,000	\$1,887,500	- 1.9%	\$2,199,800	\$2,152,000	- 2.2%
Percent of Original List Price Received*	96.7%	96.1%	- 0.6%	99.0%	97.3%	- 1.7%
Days on Market Until Sale	31	42	+ 35.5%	38	35	- 7.9%
Inventory of Homes for Sale	71	81	+ 14.1%	--	--	--
Months Supply of Inventory	3.6	3.3	- 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.

Attached	July			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	16	20	+ 25.0%	133	150	+ 12.8%
Pending Sales	15	11	- 26.7%	96	76	- 20.8%
Closed Sales	18	7	- 61.1%	104	74	- 28.8%
Median Sales Price*	\$1,155,000	\$1,302,500	+ 12.8%	\$1,145,000	\$1,250,000	+ 9.2%
Percent of Original List Price Received*	98.7%	98.2%	- 0.5%	98.7%	99.3%	+ 0.6%
Days on Market Until Sale	17	26	+ 52.9%	30	26	- 13.3%
Inventory of Homes for Sale	31	34	+ 9.7%	--	--	--
Months Supply of Inventory	2.5	3.0	+ 20.0%	--	--	--

* 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 – Single Family
Rolling 12-Month Calculation



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

