

Local Market Update for December 2025

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

92008

Carlsbad NW

Detached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		11	7	- 36.4%	225	279	+ 24.0%
Pending Sales		9	10	+ 11.1%	145	160	+ 10.3%
Closed Sales		13	15	+ 15.4%	139	161	+ 15.8%
Median Sales Price*		\$1,606,000	\$1,650,000	+ 2.7%	\$1,882,500	\$1,862,500	- 1.1%
Percent of Original List Price Received*		94.6%	95.3%	+ 0.7%	97.7%	96.4%	- 1.3%
Days on Market Until Sale		56	58	+ 3.6%	36	45	+ 25.0%
Inventory of Homes for Sale		33	28	- 15.2%	--	--	--
Months Supply of Inventory		2.7	2.1	- 22.2%	--	--	--

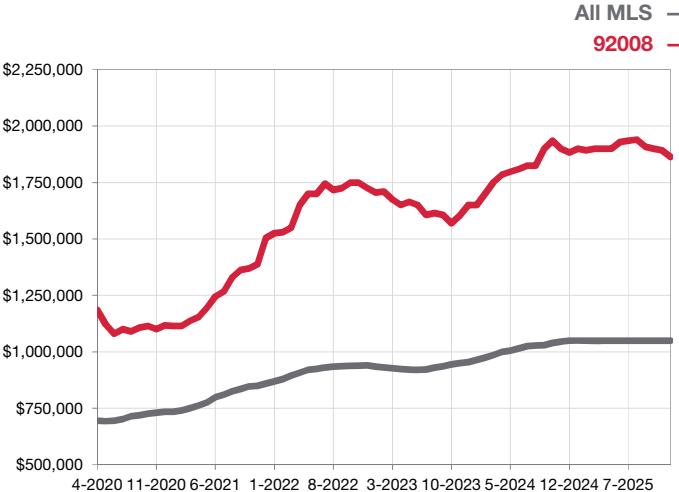
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		5	8	+ 60.0%	174	227	+ 30.5%
Pending Sales		4	6	+ 50.0%	124	125	+ 0.8%
Closed Sales		8	11	+ 37.5%	122	125	+ 2.5%
Median Sales Price*		\$939,950	\$2,049,000	+ 118.0%	\$1,196,751	\$1,220,000	+ 1.9%
Percent of Original List Price Received*		95.9%	95.0%	- 0.9%	96.6%	96.1%	- 0.5%
Days on Market Until Sale		28	109	+ 289.3%	41	61	+ 48.8%
Inventory of Homes for Sale		34	33	- 2.9%	--	--	--
Months Supply of Inventory		3.3	3.2	- 3.0%	--	--	--

* 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

