

Local Market Update for August 2025

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

92024

Encinitas

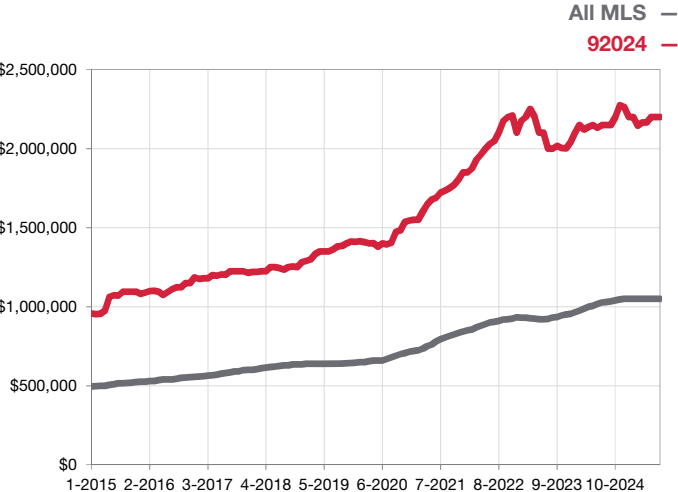
Detached	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	48	48	0.0%	304	378	+ 24.3%
Pending Sales	28	17	- 39.3%	181	215	+ 18.8%
Closed Sales	30	37	+ 23.3%	173	210	+ 21.4%
Median Sales Price*	\$2,110,000	\$2,181,917	+ 3.4%	\$2,199,800	\$2,152,000	- 2.2%
Percent of Original List Price Received*	95.6%	95.0%	- 0.6%	98.4%	96.9%	- 1.5%
Days on Market Until Sale	38	42	+ 10.5%	38	36	- 5.3%
Inventory of Homes for Sale	61	97	+ 59.0%	--	--	--
Months Supply of Inventory	3.0	4.1	+ 36.7%	--	--	--

* 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.

Attached	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	18	24	+ 33.3%	151	176	+ 16.6%
Pending Sales	18	13	- 27.8%	114	87	- 23.7%
Closed Sales	12	9	- 25.0%	116	82	- 29.3%
Median Sales Price*	\$886,500	\$1,010,000	+ 13.9%	\$1,100,000	\$1,250,000	+ 13.6%
Percent of Original List Price Received*	94.7%	97.2%	+ 2.6%	98.3%	99.1%	+ 0.8%
Days on Market Until Sale	44	30	- 31.8%	31	27	- 12.9%
Inventory of Homes for Sale	30	43	+ 43.3%	--	--	--
Months Supply of Inventory	2.4	4.0	+ 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

