

Local Market Update for December 2025

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

92024

Encinitas

Detached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		19	16	- 15.8%	350	497	+ 42.0%
Pending Sales		15	15	0.0%	252	302	+ 19.8%
Closed Sales		17	27	+ 58.8%	252	304	+ 20.6%
Median Sales Price*		\$2,040,000	\$1,878,000	- 7.9%	\$2,262,500	\$2,120,000	- 6.3%
Percent of Original List Price Received*		96.5%	96.1%	- 0.4%	97.8%	96.9%	- 0.9%
Days on Market Until Sale		54	41	- 24.1%	40	39	- 2.5%
Inventory of Homes for Sale		41	62	+ 51.2%	--	--	--
Months Supply of Inventory		2.0	2.5	+ 25.0%	--	--	--

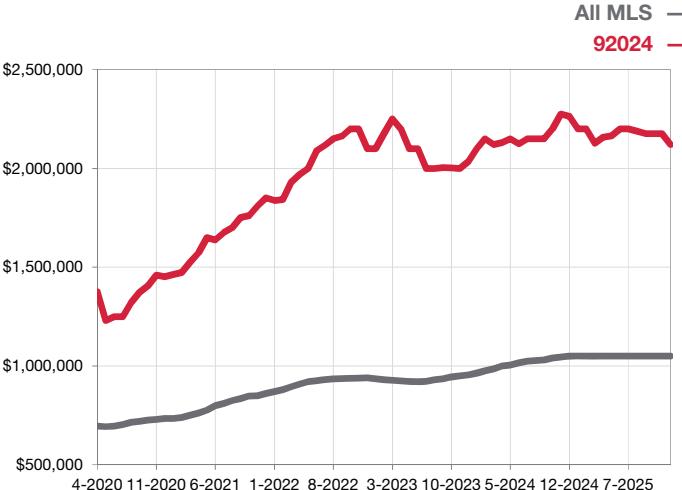
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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%	184	238	+ 29.3%
Pending Sales		7	8	+ 14.3%	156	139	- 10.9%
Closed Sales		9	12	+ 33.3%	163	139	- 14.7%
Median Sales Price*		\$1,050,000	\$1,615,000	+ 53.8%	\$1,110,000	\$1,250,000	+ 12.6%
Percent of Original List Price Received*		96.0%	93.0%	- 3.1%	98.1%	96.7%	- 1.4%
Days on Market Until Sale		28	56	+ 100.0%	31	38	+ 22.6%
Inventory of Homes for Sale		11	27	+ 145.5%	--	--	--
Months Supply of Inventory		0.8	2.3	+ 187.5%	--	--	--

* 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

