

# Local Market Update for December 2025

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

## 92028

Fallbrook

Detached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		33	31	- 6.1%	671	808	+ 20.4%
Pending Sales		41	29	- 29.3%	501	523	+ 4.4%
Closed Sales		37	45	+ 21.6%	491	528	+ 7.5%
Median Sales Price*		\$950,000	<b>\$872,000</b>	- 8.2%	\$899,000	<b>\$915,000</b>	+ 1.8%
Percent of Original List Price Received*		96.6%	<b>98.3%</b>	+ 1.8%	98.5%	<b>96.8%</b>	- 1.7%
Days on Market Until Sale		59	<b>54</b>	- 8.5%	45	<b>53</b>	+ 17.8%
Inventory of Homes for Sale		110	<b>123</b>	+ 11.8%	--	--	--
Months Supply of Inventory		2.6	<b>2.8</b>	+ 7.7%	--	--	--

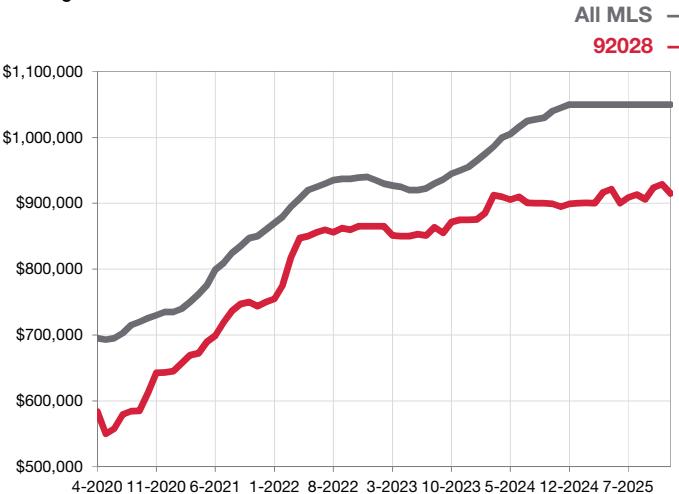
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		3	3	0.0%	89	<b>119</b>	+ 33.7%
Pending Sales		4	<b>5</b>	+ 25.0%	65	<b>72</b>	+ 10.8%
Closed Sales		8	<b>6</b>	- 25.0%	63	<b>72</b>	+ 14.3%
Median Sales Price*		\$611,750	<b>\$597,250</b>	- 2.4%	\$599,000	<b>\$595,000</b>	- 0.7%
Percent of Original List Price Received*		101.6%	<b>97.4%</b>	- 4.1%	100.5%	<b>100.4%</b>	- 0.1%
Days on Market Until Sale		23	<b>79</b>	+ 243.5%	31	<b>45</b>	+ 45.2%
Inventory of Homes for Sale		19	<b>12</b>	- 36.8%	--	--	--
Months Supply of Inventory		3.5	<b>2.0</b>	- 42.9%	--	--	--

\* 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

