

Local Market Update for March 2025

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

92114

Encanto

Single Family

Key Metrics	March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	34	40	+ 17.6%	83	110	+ 32.5%
Pending Sales	20	36	+ 80.0%	65	78	+ 20.0%
Closed Sales	21	17	- 19.0%	72	62	- 13.9%
Median Sales Price*	\$765,000	\$780,000	+ 2.0%	\$750,000	\$775,000	+ 3.3%
Percent of Original List Price Received*	101.2%	99.2%	- 2.0%	100.2%	100.1%	- 0.1%
Days on Market Until Sale	28	30	+ 7.1%	23	30	+ 30.4%
Inventory of Homes for Sale	43	39	- 9.3%	--	--	--
Months Supply of Inventory	1.7	1.6	- 5.9%	--	--	--

* 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.

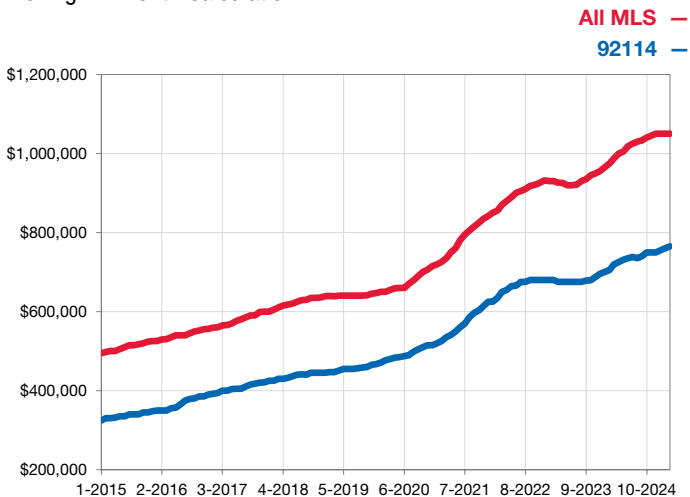
Townhouse-Condo

Key Metrics	March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	1	0	- 100.0%	6	4	- 33.3%
Pending Sales	0	0	--	6	5	- 16.7%
Closed Sales	3	1	- 66.7%	6	4	- 33.3%
Median Sales Price*	\$700,000	\$570,000	- 18.6%	\$650,000	\$747,500	+ 15.0%
Percent of Original List Price Received*	116.9%	95.2%	- 18.6%	108.4%	102.0%	- 5.9%
Days on Market Until Sale	23	30	+ 30.4%	25	57	+ 128.0%
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	1.2	2.9	+ 141.7%	--	--	--

* 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

