

Local Market Update for November 2025

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

92114

Encanto

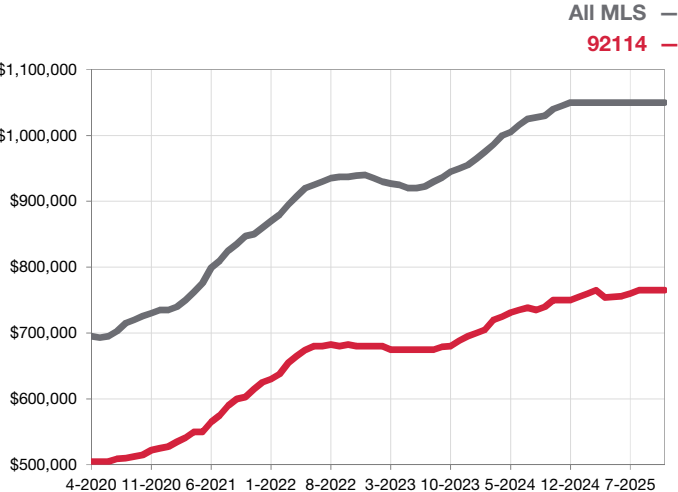
| Detached | November | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| Key Metrics | 2024 | 2025 | Percent Change | Thru 11-2024 | Thru 11-2025 | Percent Change |
| New Listings | 22 | 22 | 0.0% | 337 | 412 | + 22.3% |
| Pending Sales | 17 | 27 | + 58.8% | 258 | 283 | + 9.7% |
| Closed Sales | 21 | 18 | - 14.3% | 262 | 272 | + 3.8% |
| Median Sales Price* | \$768,000 | \$770,000 | + 0.3% | \$752,000 | \$765,000 | + 1.7% |
| Percent of Original List Price Received* | 101.3% | 100.7% | - 0.6% | 100.8% | 99.7% | - 1.1% |
| Days on Market Until Sale | 27 | 59 | + 118.5% | 25 | 31 | + 24.0% |
| Inventory of Homes for Sale | 51 | 38 | - 25.5% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 1.5 | - 31.8% | -- | -- | -- |

* 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.

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|--|-----------|------|----------------|--------------|--------------|----------------|
| Key Metrics | 2024 | 2025 | Percent Change | Thru 11-2024 | Thru 11-2025 | Percent Change |
| New Listings | 6 | 1 | - 83.3% | 31 | 21 | - 32.3% |
| Pending Sales | 1 | 1 | 0.0% | 17 | 12 | - 29.4% |
| Closed Sales | 2 | 0 | - 100.0% | 16 | 12 | - 25.0% |
| Median Sales Price* | \$601,250 | \$0 | - 100.0% | \$590,000 | \$621,500 | + 5.3% |
| Percent of Original List Price Received* | 98.7% | 0.0% | - 100.0% | 102.6% | 97.7% | - 4.8% |
| Days on Market Until Sale | 32 | 0 | - 100.0% | 19 | 52 | + 173.7% |
| Inventory of Homes for Sale | 7 | 3 | - 57.1% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 1.8 | - 51.4% | -- | -- | -- |

* 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

