

Local Market Update for January 2026

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

92024

Encinitas

Detached

Key Metrics	January			Year to Date		
	2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings	39	34	- 12.8%	39	34	- 12.8%
Pending Sales	15	22	+ 46.7%	15	22	+ 46.7%
Closed Sales	16	12	- 25.0%	16	12	- 25.0%
Median Sales Price*	\$1,950,000	\$1,995,000	+ 2.3%	\$1,950,000	\$1,995,000	+ 2.3%
Percent of Original List Price Received*	99.4%	95.5%	- 3.9%	99.4%	95.5%	- 3.9%
Days on Market Until Sale	34	47	+ 38.2%	34	47	+ 38.2%
Inventory of Homes for Sale	55	65	+ 18.2%	--	--	--
Months Supply of Inventory	2.6	2.5	- 3.8%	--	--	--

* 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.

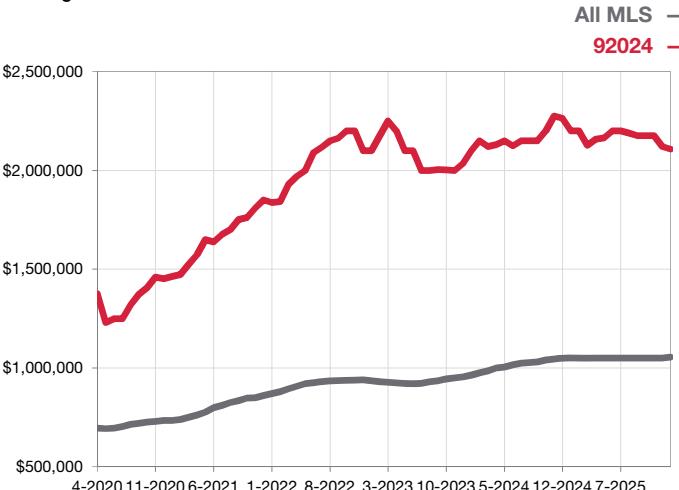
Attached

Key Metrics	January			Year to Date		
	2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings	17	22	+ 29.4%	17	22	+ 29.4%
Pending Sales	5	12	+ 140.0%	5	12	+ 140.0%
Closed Sales	10	10	0.0%	10	10	0.0%
Median Sales Price*	\$1,122,250	\$1,110,000	- 1.1%	\$1,122,250	\$1,110,000	- 1.1%
Percent of Original List Price Received*	97.3%	98.9%	+ 1.6%	97.3%	98.9%	+ 1.6%
Days on Market Until Sale	38	19	- 50.0%	38	19	- 50.0%
Inventory of Homes for Sale	16	26	+ 62.5%	--	--	--
Months Supply of Inventory	1.3	2.1	+ 61.5%	--	--	--

* 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

