

Local Market Update for January 2026

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

92028

Fallbrook

Detached		January			Year to Date		
Key Metrics		2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings		79	51	- 35.4%	79	51	- 35.4%
Pending Sales		36	40	+ 11.1%	36	40	+ 11.1%
Closed Sales		38	22	- 42.1%	38	22	- 42.1%
Median Sales Price*		\$972,450	\$1,032,500	+ 6.2%	\$972,450	\$1,032,500	+ 6.2%
Percent of Original List Price Received*		96.4%	96.8%	+ 0.4%	96.4%	96.8%	+ 0.4%
Days on Market Until Sale		66	77	+ 16.7%	66	77	+ 16.7%
Inventory of Homes for Sale		135	120	- 11.1%	--	--	--
Months Supply of Inventory		3.2	2.7	- 15.6%	--	--	--

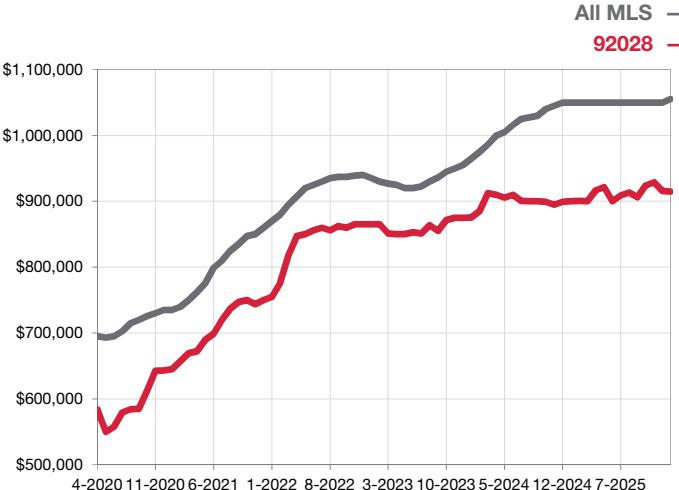
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached		January			Year to Date		
Key Metrics		2025	2026	Percent Change	Thru 1-2025	Thru 1-2026	Percent Change
New Listings		11	4	- 63.6%	11	4	- 63.6%
Pending Sales		6	3	- 50.0%	6	3	- 50.0%
Closed Sales		7	4	- 42.9%	7	4	- 42.9%
Median Sales Price*		\$574,900	\$525,500	- 8.6%	\$574,900	\$525,500	- 8.6%
Percent of Original List Price Received*		97.6%	97.0%	- 0.6%	97.6%	97.0%	- 0.6%
Days on Market Until Sale		34	64	+ 88.2%	34	64	+ 88.2%
Inventory of Homes for Sale		22	10	- 54.5%	--	--	--
Months Supply of Inventory		4.0	1.7	- 57.5%	--	--	--

* 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

