

# Local Market Update for December 2025

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

## 92024

Encinitas

Detached	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	3	3	0.0%	349	454	+ 30.1%
Pending Sales	15	16	+ 6.7%	252	302	+ 19.8%
Closed Sales	17	26	+ 52.9%	252	303	+ 20.2%
Median Sales Price*	\$2,040,000	\$1,888,000	- 7.5%	\$2,262,500	\$2,122,500	- 6.2%
Percent of Original List Price Received*	96.5%	96.2%	- 0.3%	97.8%	96.9%	- 0.9%
Days on Market Until Sale	54	42	- 22.2%	40	39	- 2.5%
Inventory of Homes for Sale	40	38	- 5.0%	--	--	--
Months Supply of Inventory	1.9	1.5	- 21.1%	--	--	--

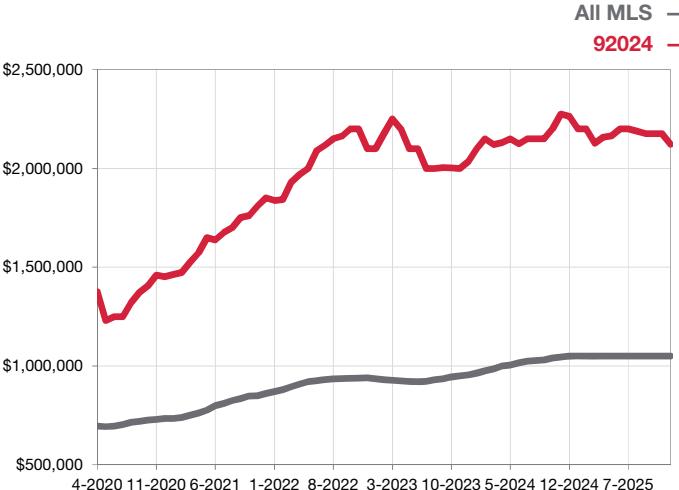
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	4	4	0.0%	183	213	+ 16.4%
Pending Sales	7	9	+ 28.6%	156	139	- 10.9%
Closed Sales	9	11	+ 22.2%	163	138	- 15.3%
Median Sales Price*	\$1,050,000	\$1,605,000	+ 52.9%	\$1,110,000	\$1,250,000	+ 12.6%
Percent of Original List Price Received*	96.0%	92.8%	- 3.3%	98.1%	96.7%	- 1.4%
Days on Market Until Sale	28	55	+ 96.4%	31	37	+ 19.4%
Inventory of Homes for Sale	11	15	+ 36.4%	--	--	--
Months Supply of Inventory	0.8	1.3	+ 62.5%	--	--	--

\* 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

