



AREA REPORT

CARLSBAD

DECEMBER 2025 | SINGLE FAMILY



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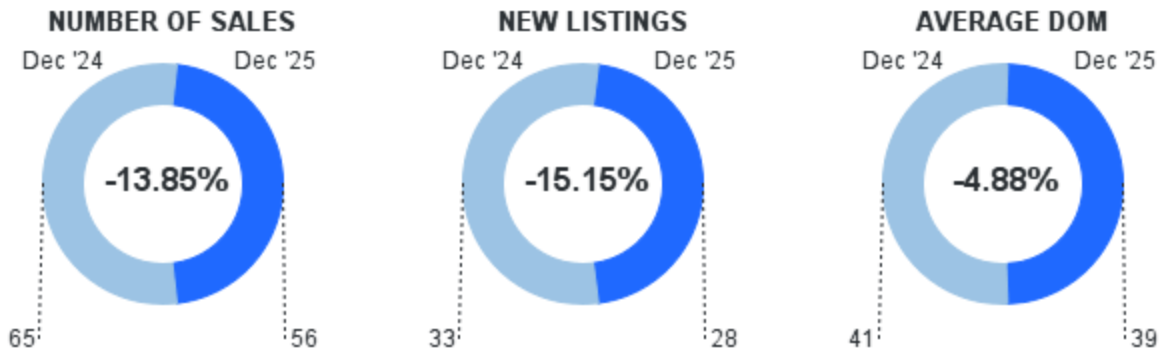


COLDWELL BANKER
REALTY

CARLSBAD | December 2025

REAL ESTATE SNAPSHOT - Change since this time last year

Single Family



-4.65% ↓

MEDIAN SALES PRICE
SINGLE FAMILY

-5.77% ↓

AVERAGE SALES PRICE
SINGLE FAMILY

-0.11% ↓

**MEDIAN LIST PRICE
(SOLD LISTINGS)**
SINGLE FAMILY

-5.37% ↓

**AVERAGE LIST PRICE
(SOLD LISTINGS)**
SINGLE FAMILY

■ Dec '24 ■ Dec '25

AREA REPORT

CARLSBAD

FULL MARKET SUMMARY

December 2025 | Single Family ?

| | Month to Date | | | Year to Date | | |
|----------------------------|---------------|---------------|------------------------|--------------|-------------|-----------------------|
| | December 2025 | December 2024 | % Change | YTD 2025 | YTD 2024 | % Change |
| New Listings | 28 | 33 | -15.15% ↓ | 976 | 959 | 1.77% ↑ |
| Sold Listings | 56 | 65 | -13.85% ↓ | 673 | 704 | -4.4% ↓ |
| Median List Price (Solds) | \$1,797,000 | \$1,799,000 | -0.11% ↓ | \$1,874,900 | \$1,799,948 | 4.16% ↑ |
| Median Sold Price | \$1,692,500 | \$1,775,000 | -4.65% ↓ | \$1,825,000 | \$1,800,000 | 1.39% ↑ |
| Median Days on Market | 25 | 27 | -7.41% ↓ | 19 | 17 | 11.76% ↑ |
| Average List Price (Solds) | \$1,796,842 | \$1,898,892 | -5.37% ↓ | \$2,029,899 | \$1,936,646 | 4.82% ↑ |
| Average Sold Price | \$1,759,318 | \$1,866,997 | -5.77% ↓ | \$2,001,244 | \$1,922,390 | 4.1% ↑ |
| Average Days on Market | 39 | 41 | -4.88% ↓ | 32 | 28 | 14.29% ↑ |
| List/Sold Price Ratio | 98.2% | 98.7% | -0.5% ↓ | 98.8% | 99.7% | -0.95% ↓ |

SOLD AND NEW PROPERTIES (UNITS)

December 2025 | Single Family ?

Sold Properties | Number of properties sold during the year
New Properties | Number of properties listed during the year.

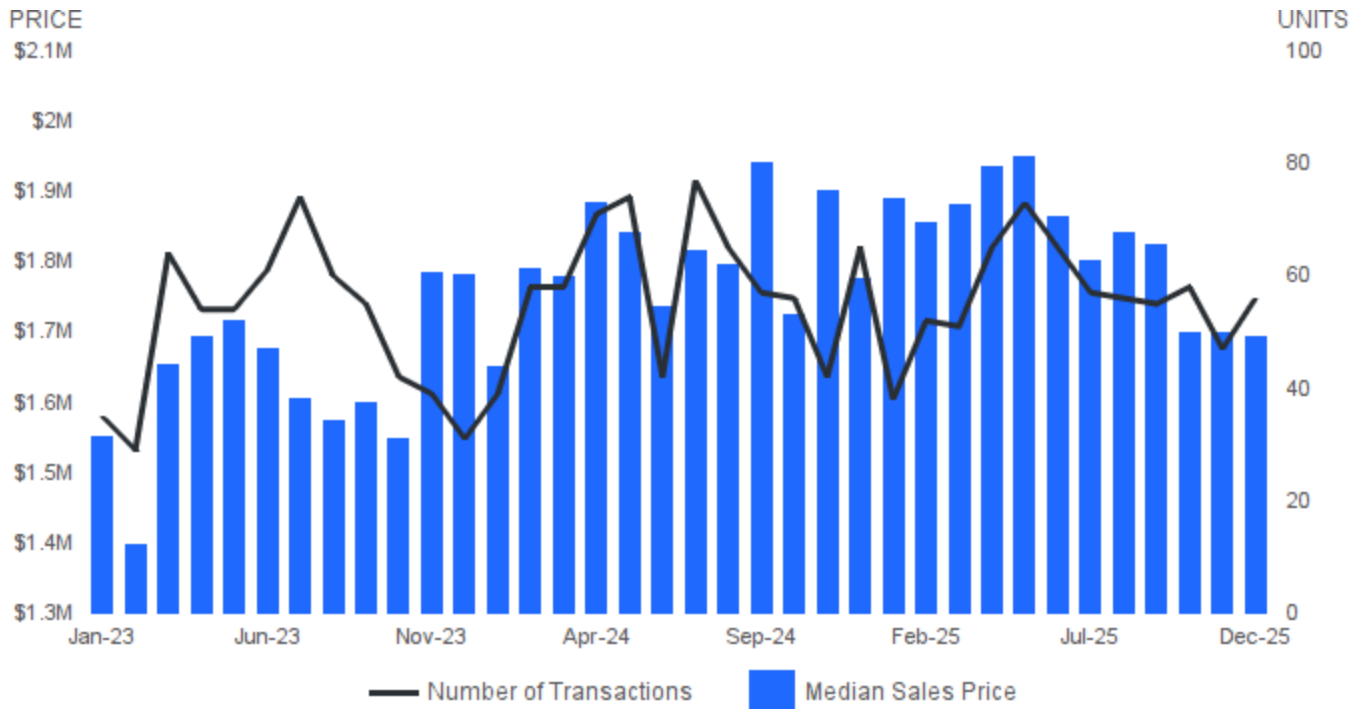


MEDIAN SALES PRICE AND NUMBER OF SALES

December 2025 | Single Family ?

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

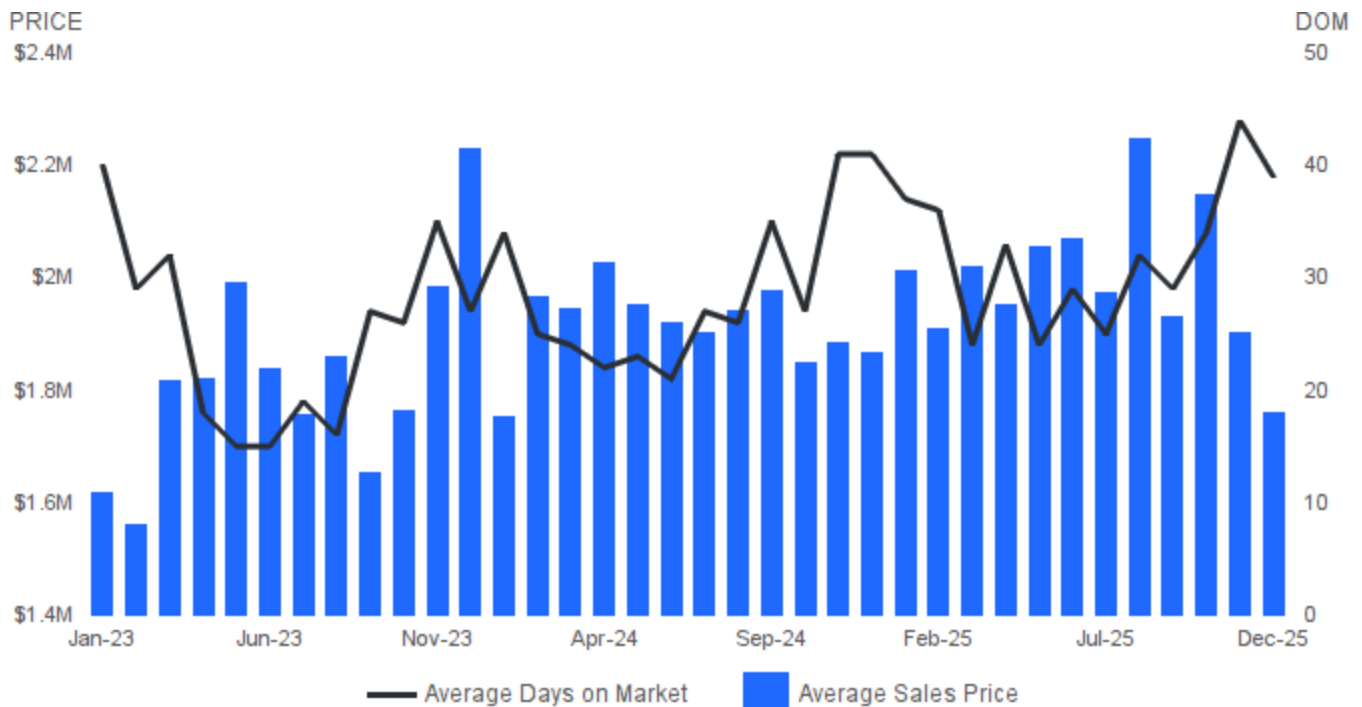


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2025 | Single Family ?

Average Sales Price | Average sales price for all properties sold.

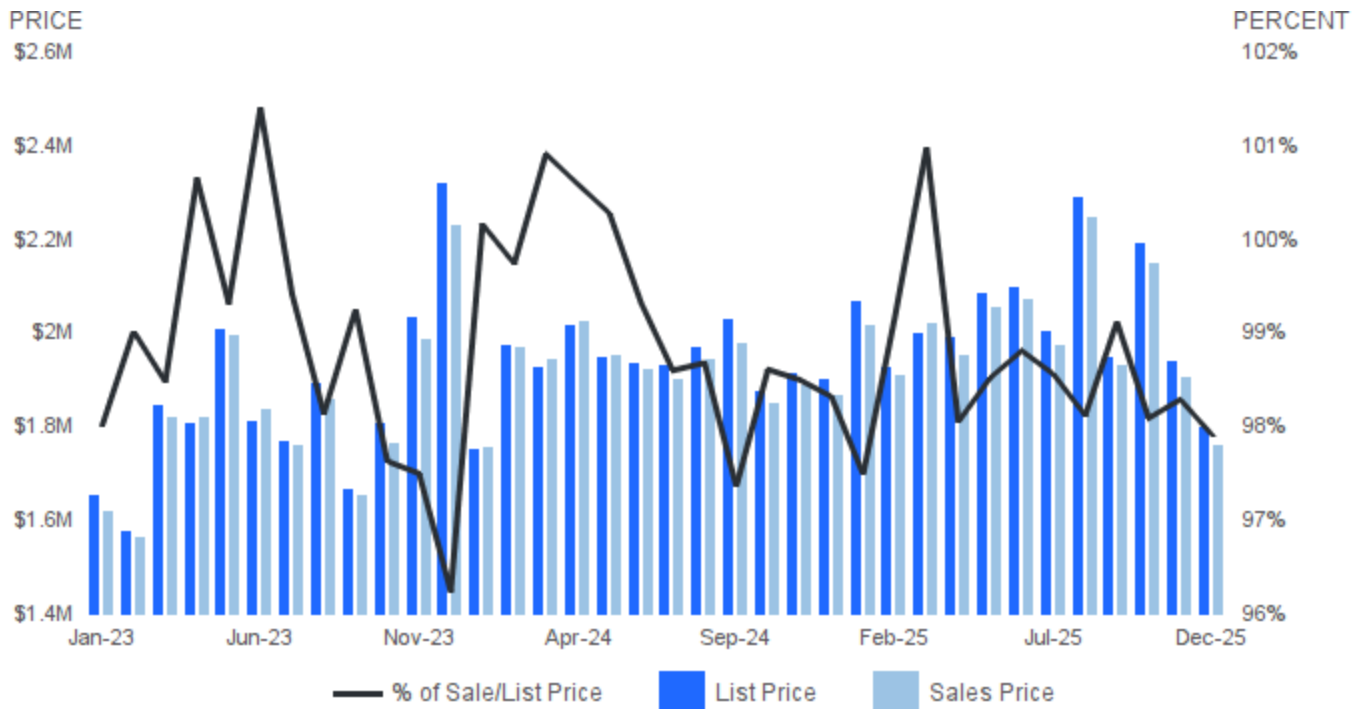
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

December 2025 | Single Family ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

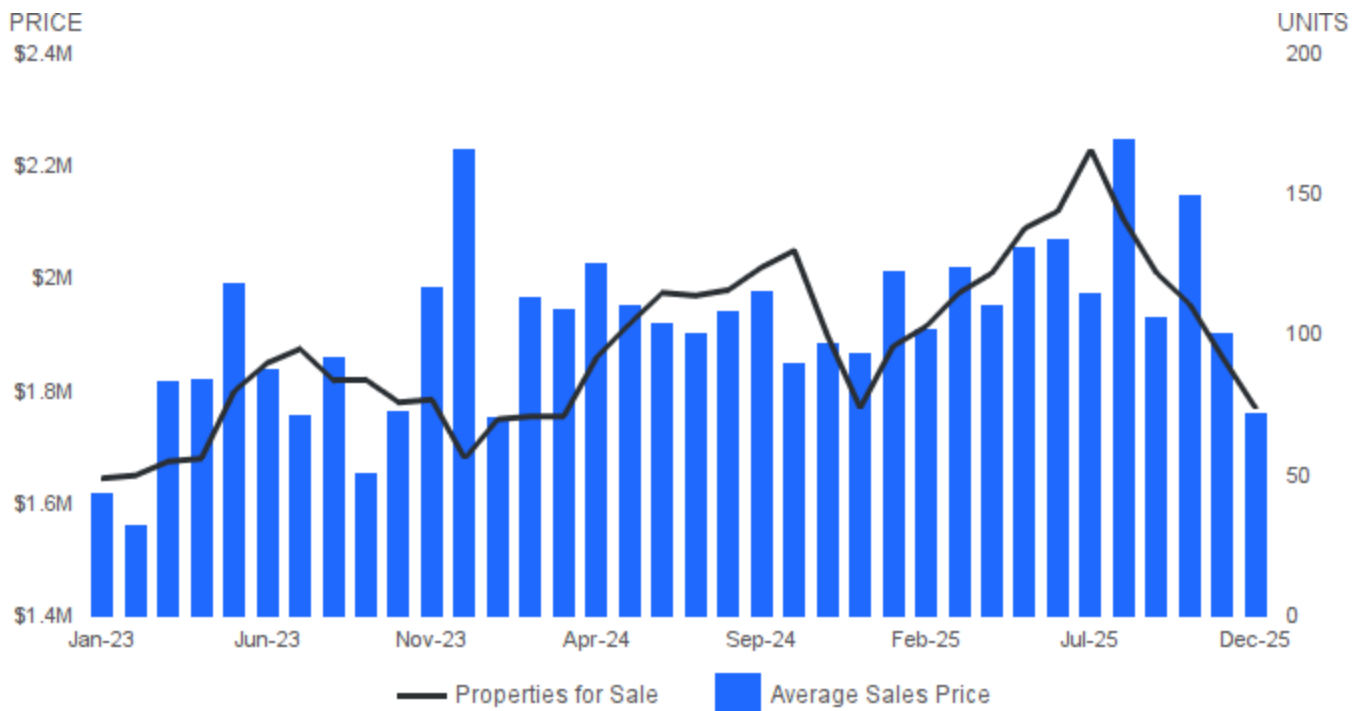


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

December 2025 | Single Family ?

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

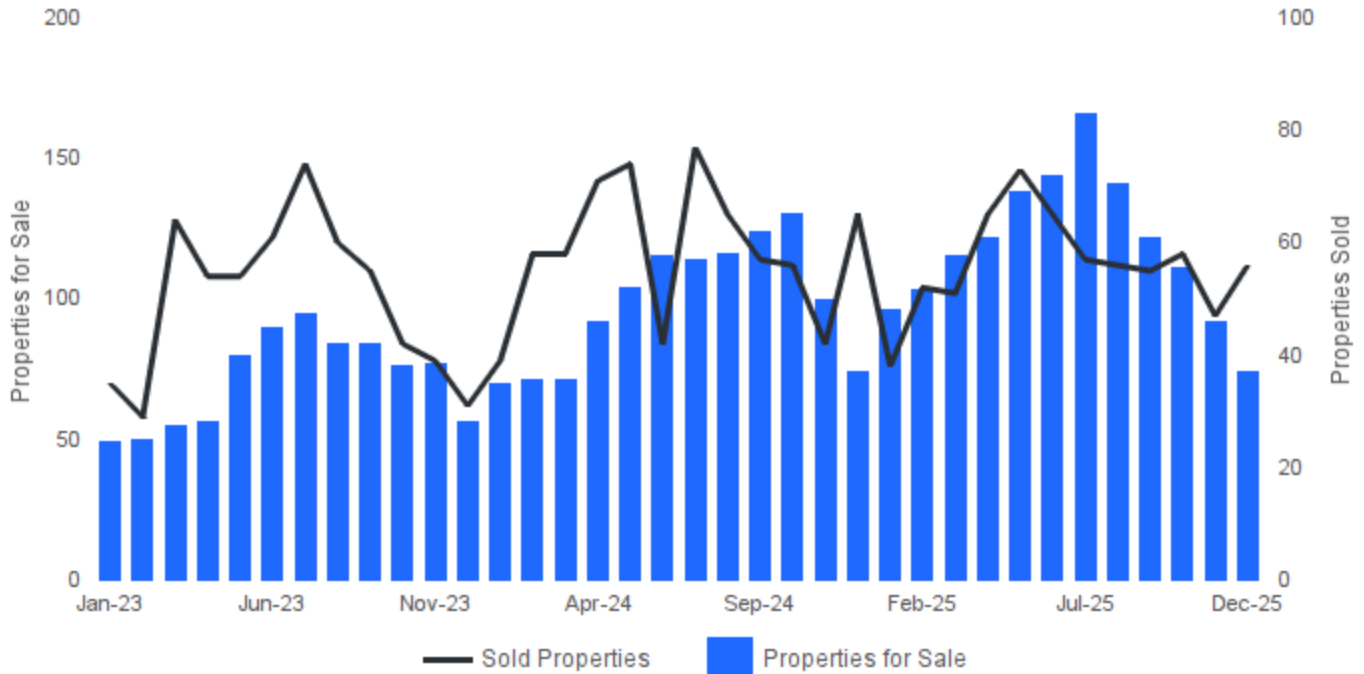


PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

Properties for Sale | Number of properties listed for sale at the end of month.

Sold Properties | Number of properties sold.



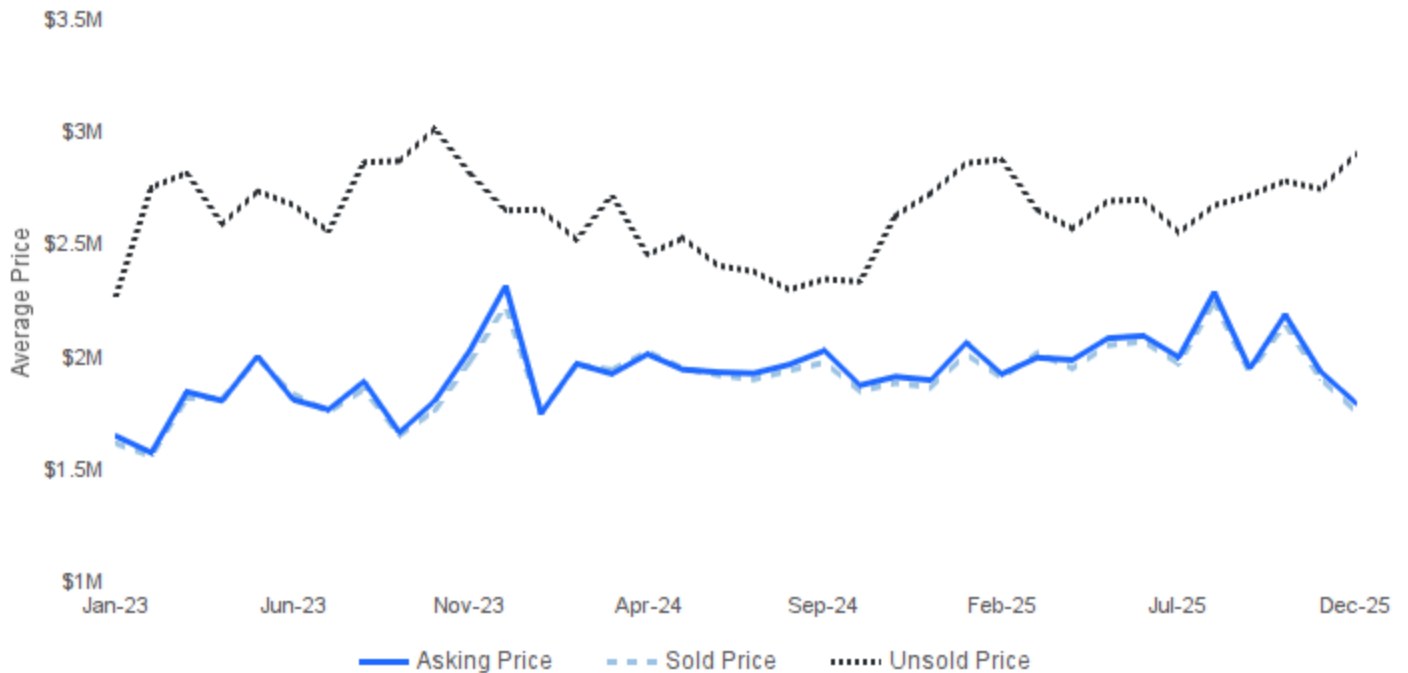
AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

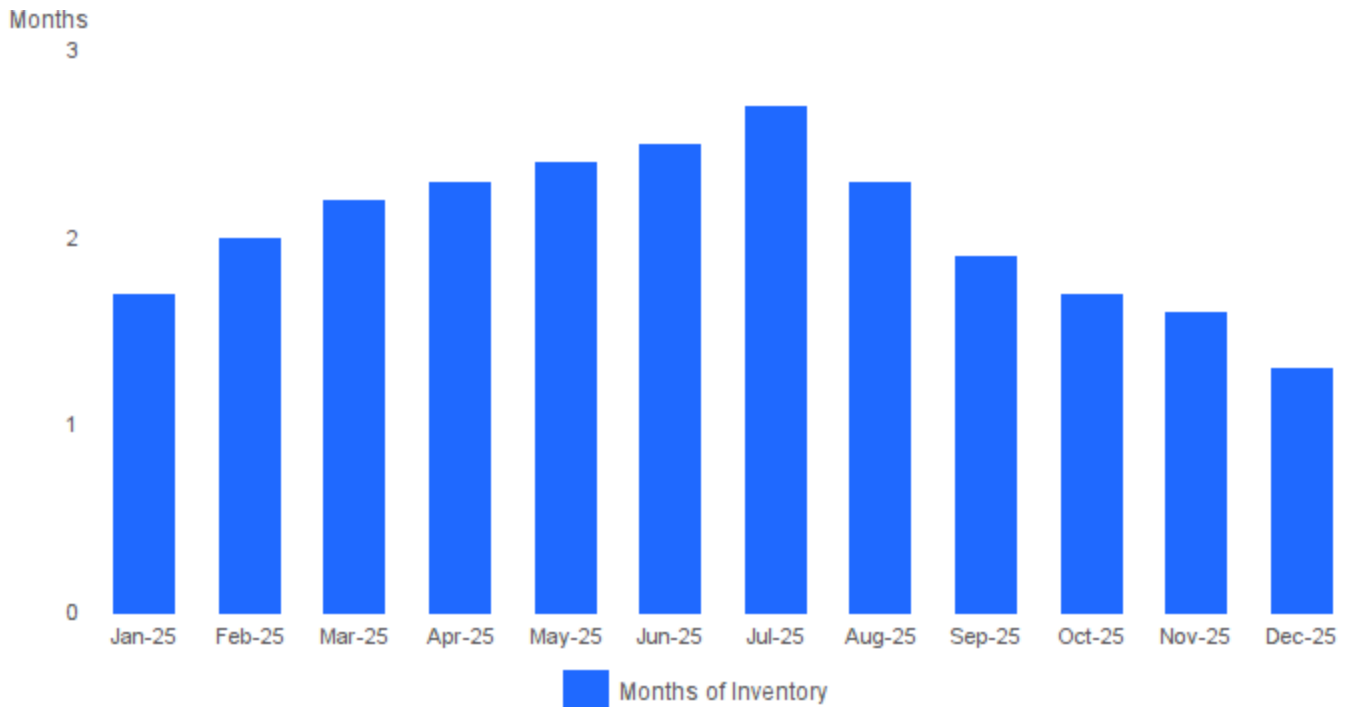
Unsold Price | the average active list price



ABSORPTION RATE

December 2025 | Single Family ?

Absorption Rate | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



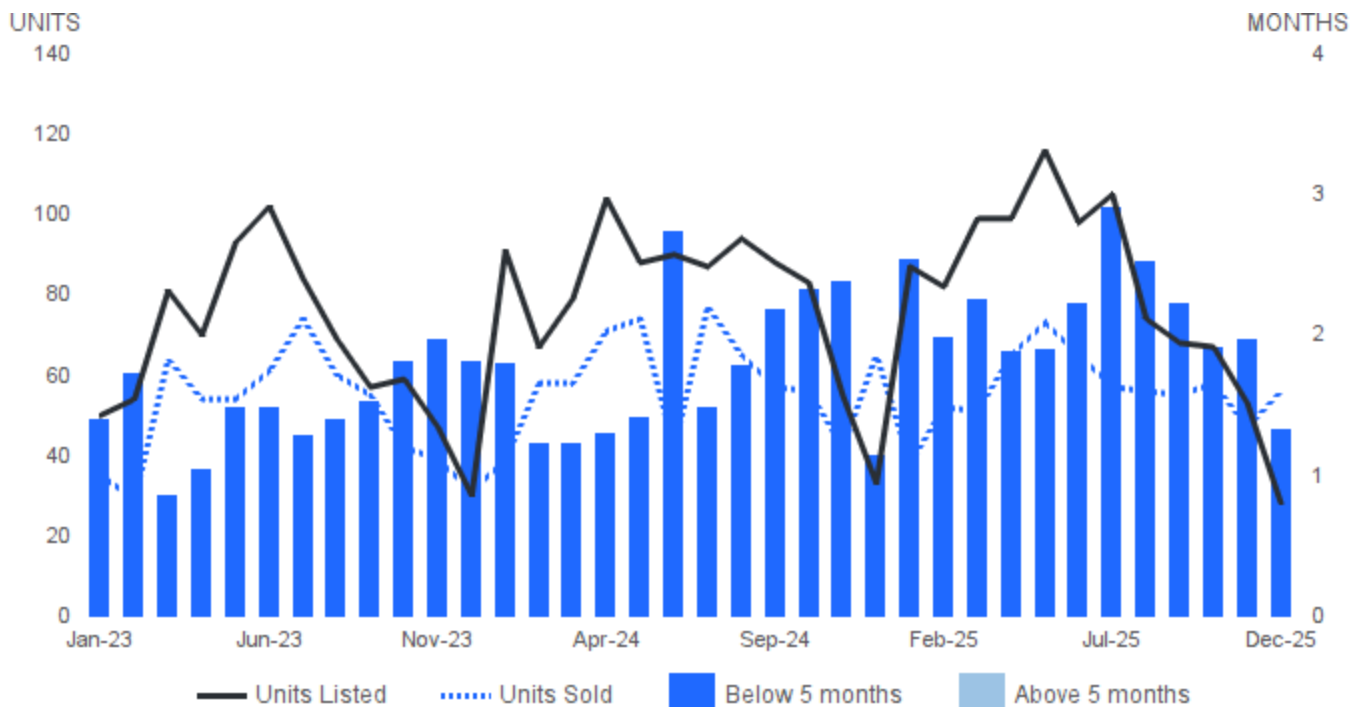
MONTHS SUPPLY OF INVENTORY

December 2025 | Single Family ?

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.



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