



AREA REPORT

CARLSBAD

DECEMBER 2025 | SINGLE FAMILY



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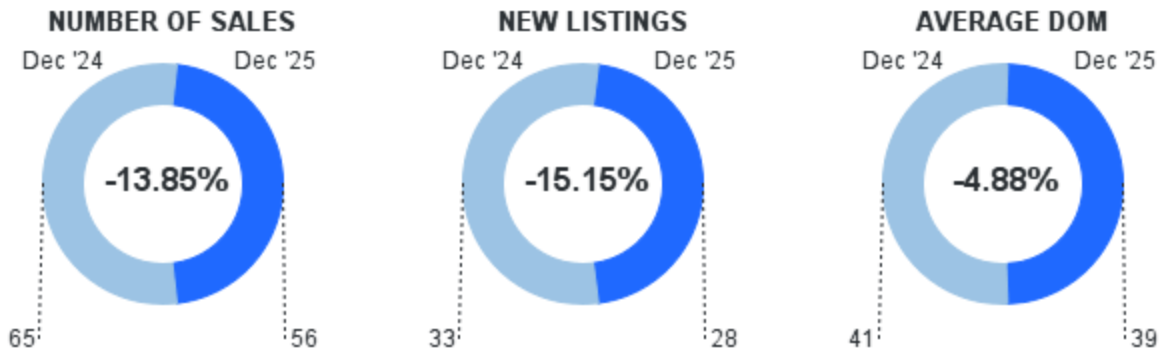


COLDWELL BANKER
REALTY

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

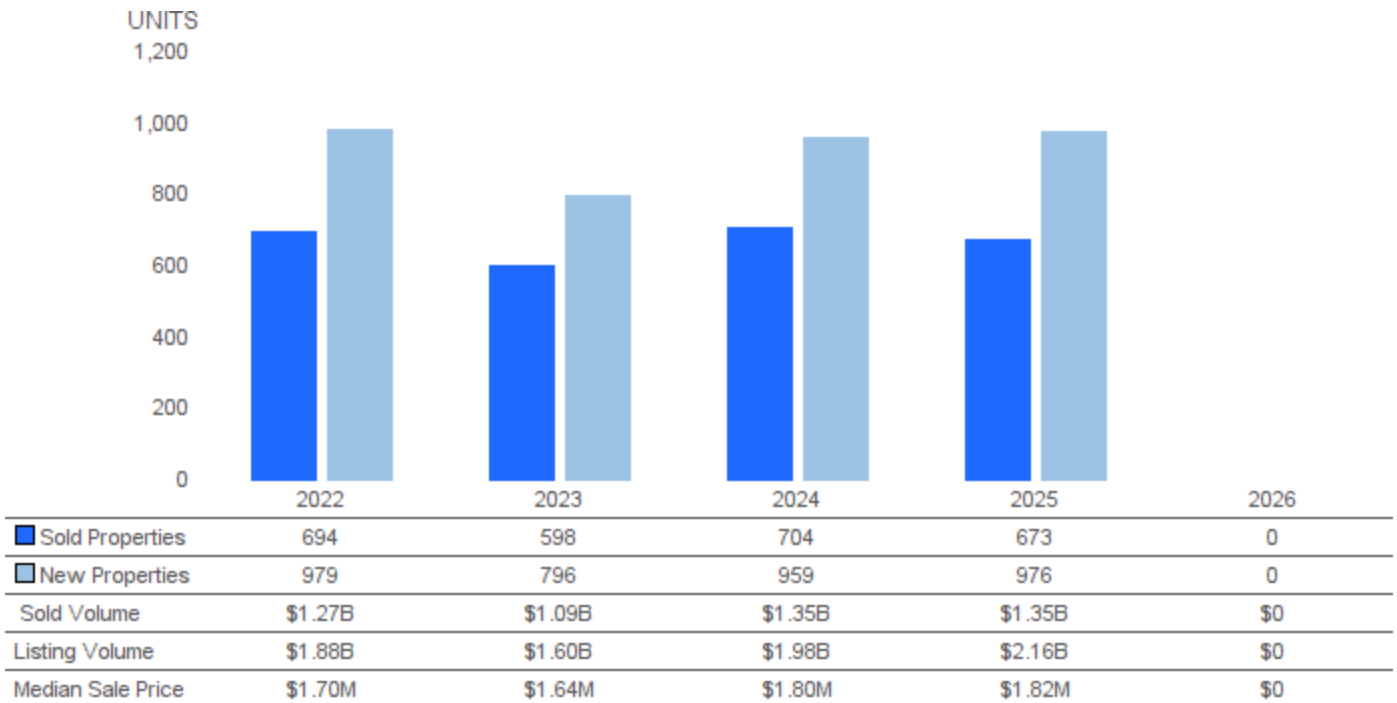
December 2025 | Single Family ?

	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.

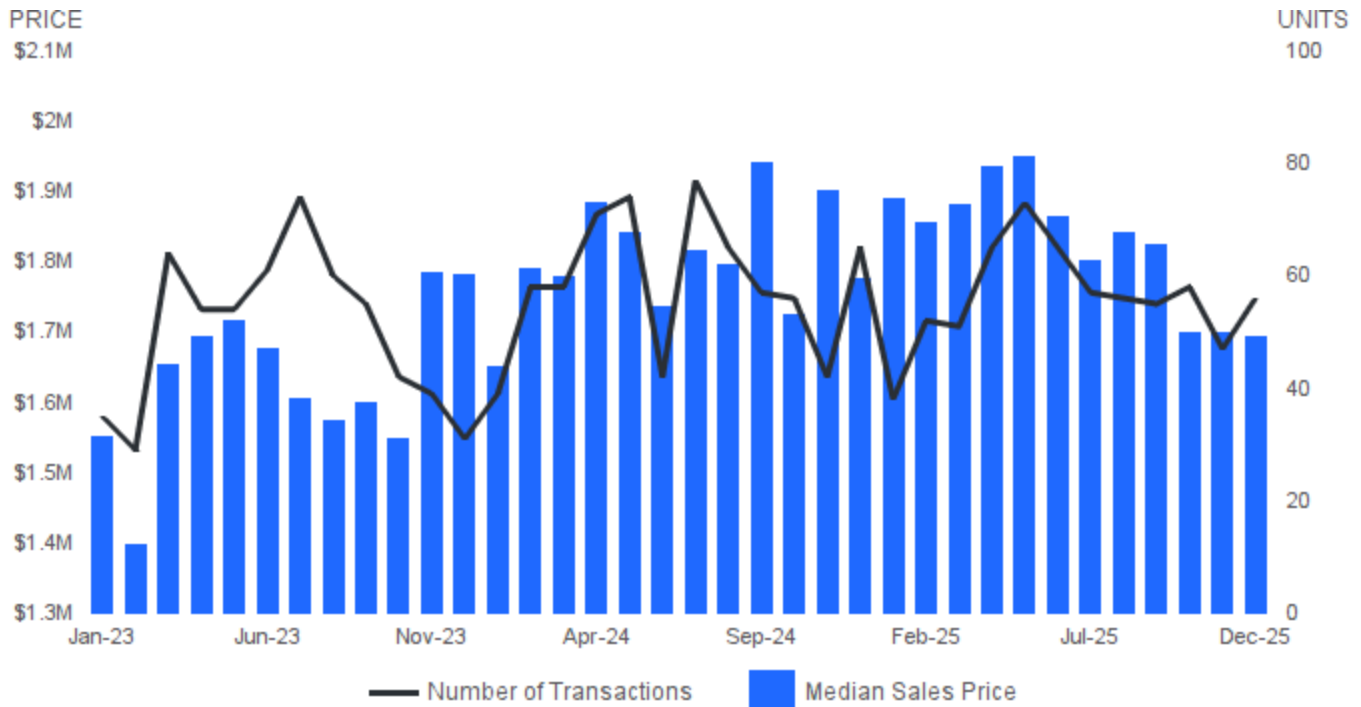


MEDIAN SALES PRICE AND NUMBER OF SALES

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.

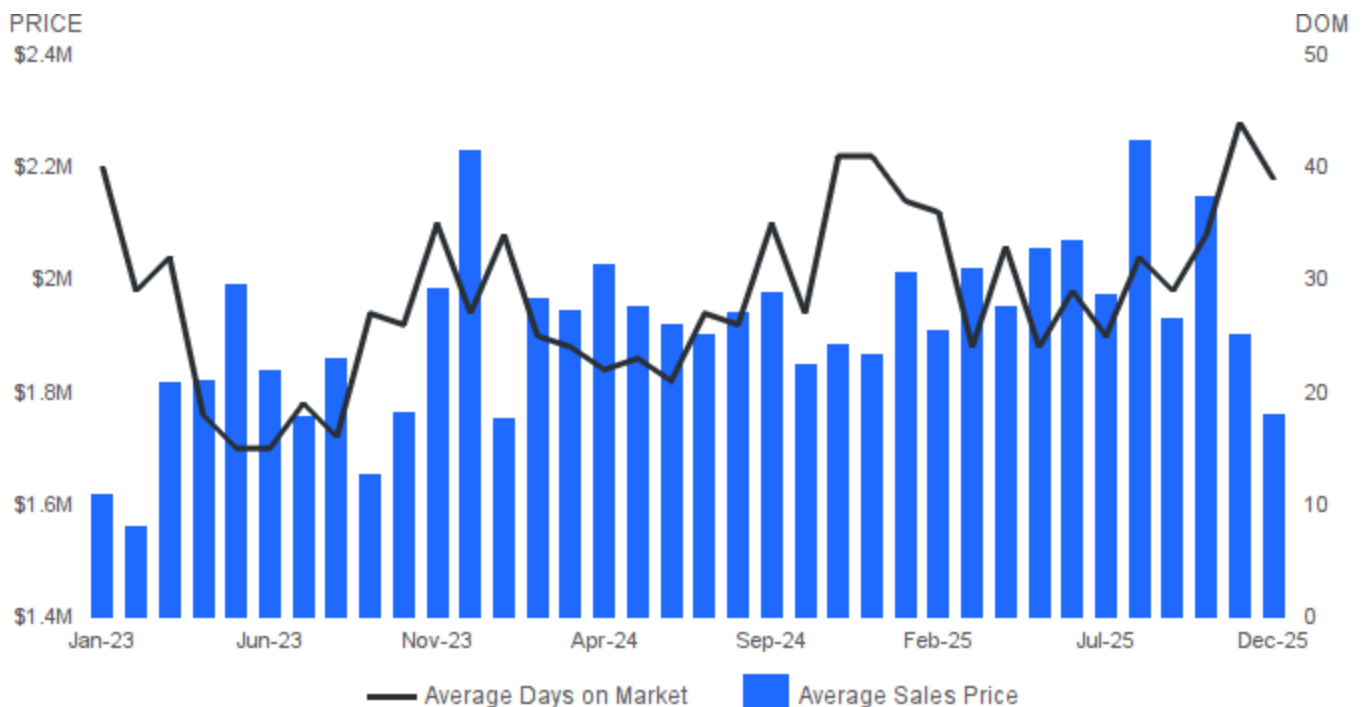


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2025 | Single Family ?

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

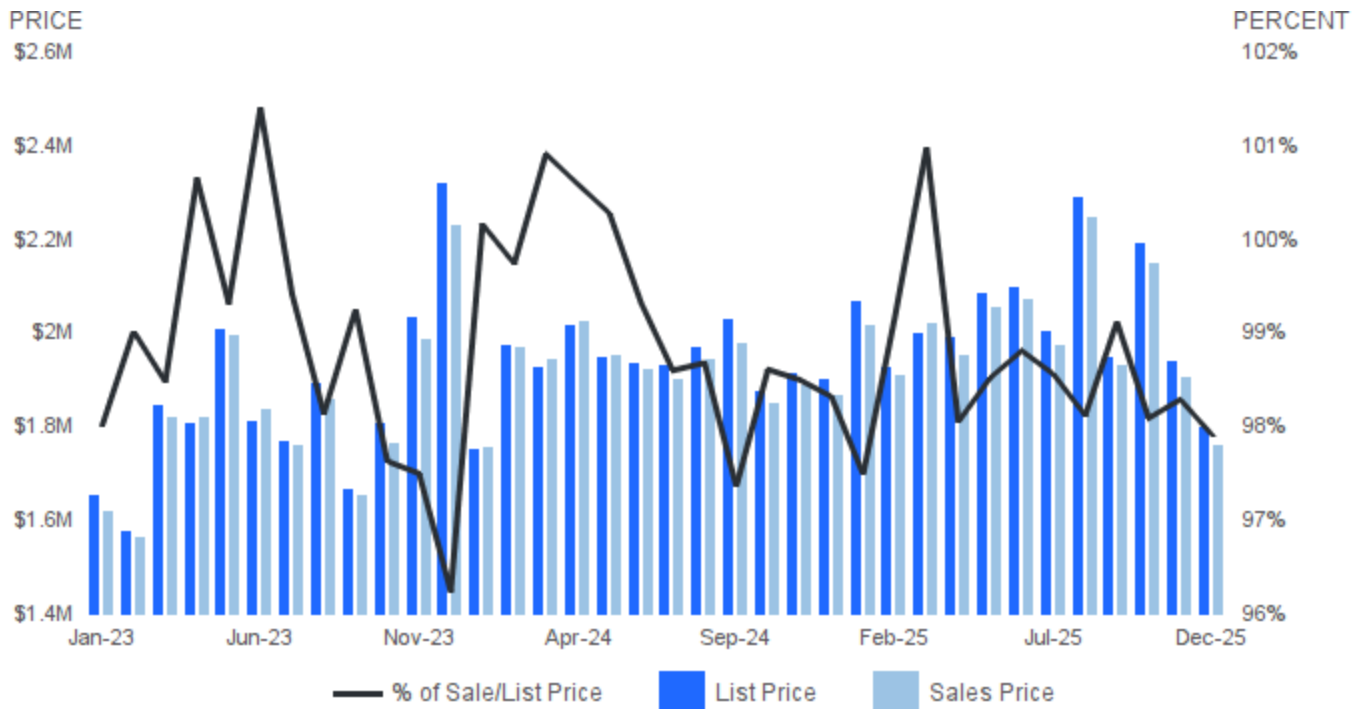
Average Days on Market | Average days on market for all properties sold.



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.

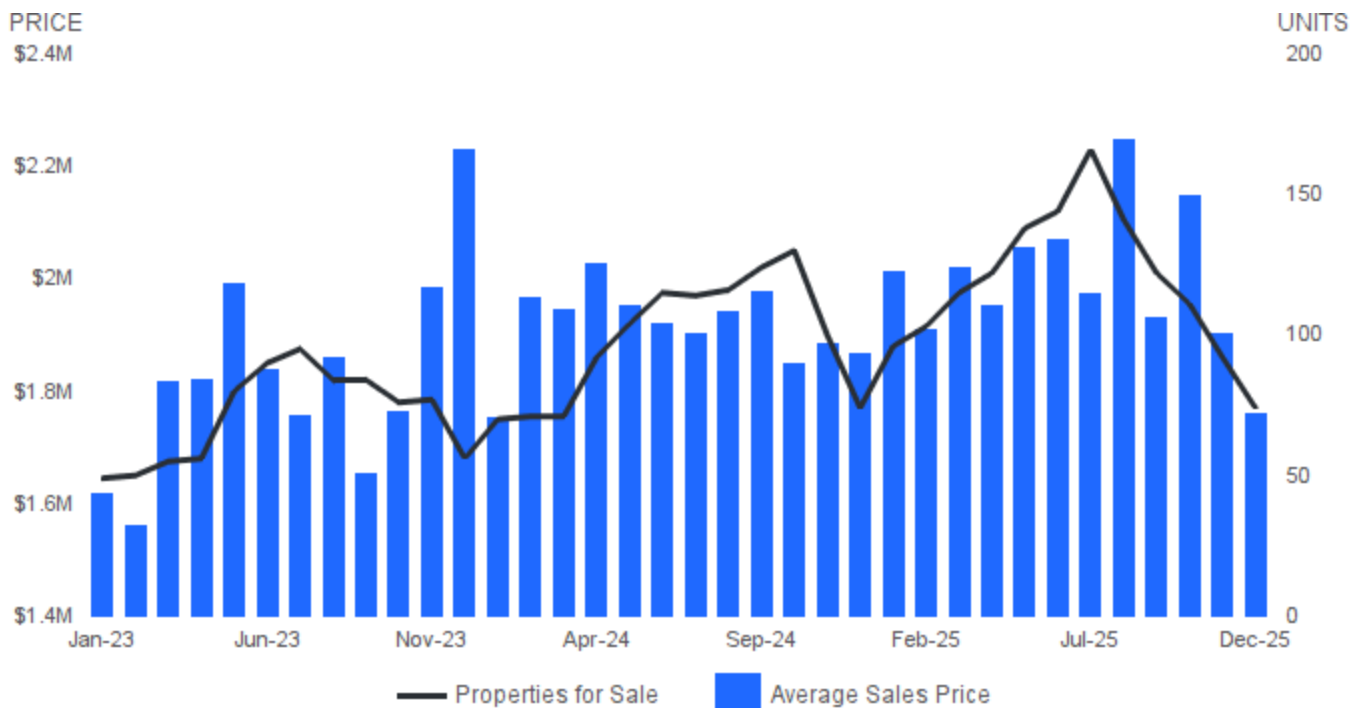


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

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.

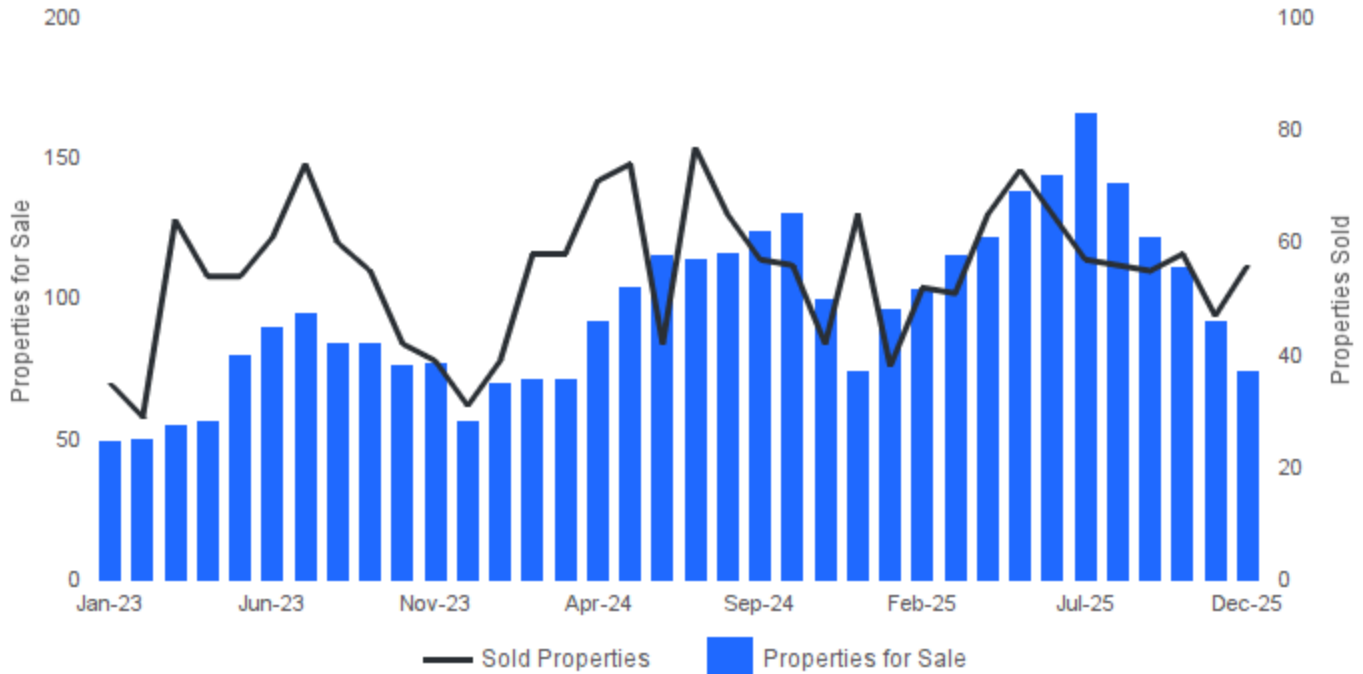


PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

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

Sold Properties | Number of properties sold.



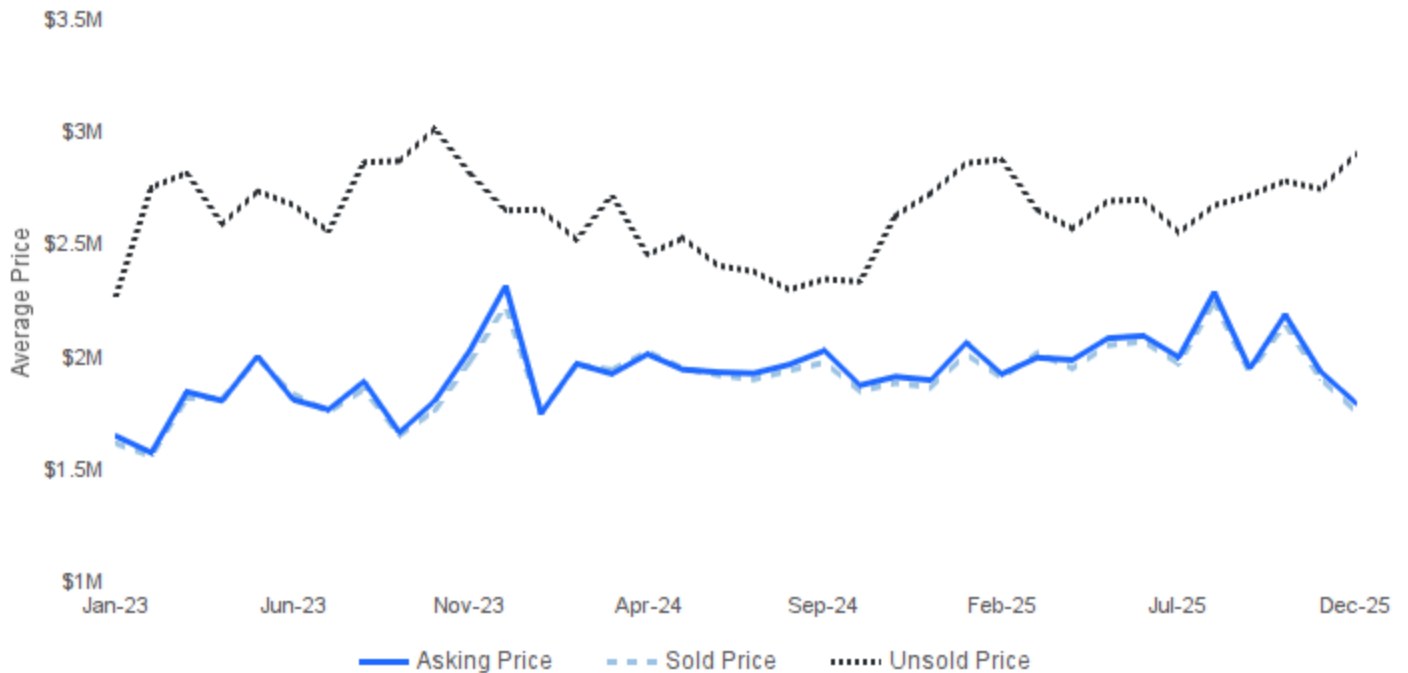
AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

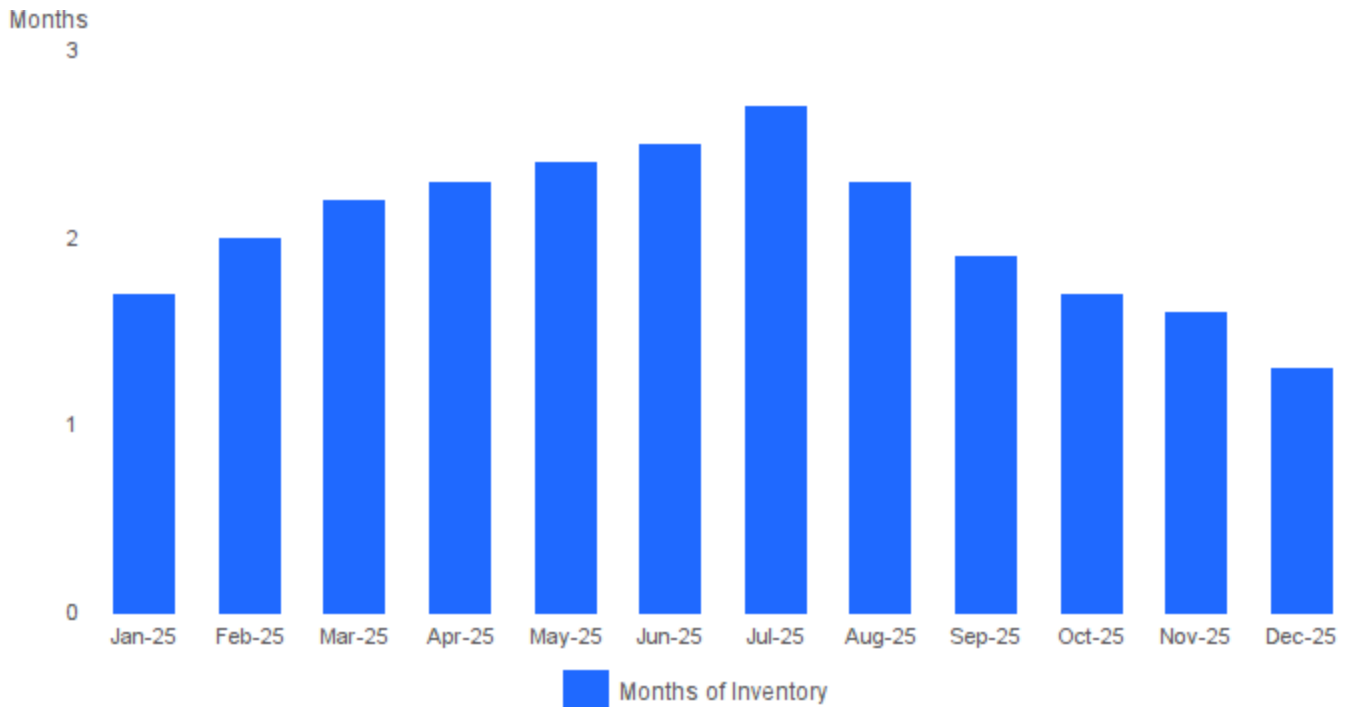
Unsold Price | the average active list price



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.



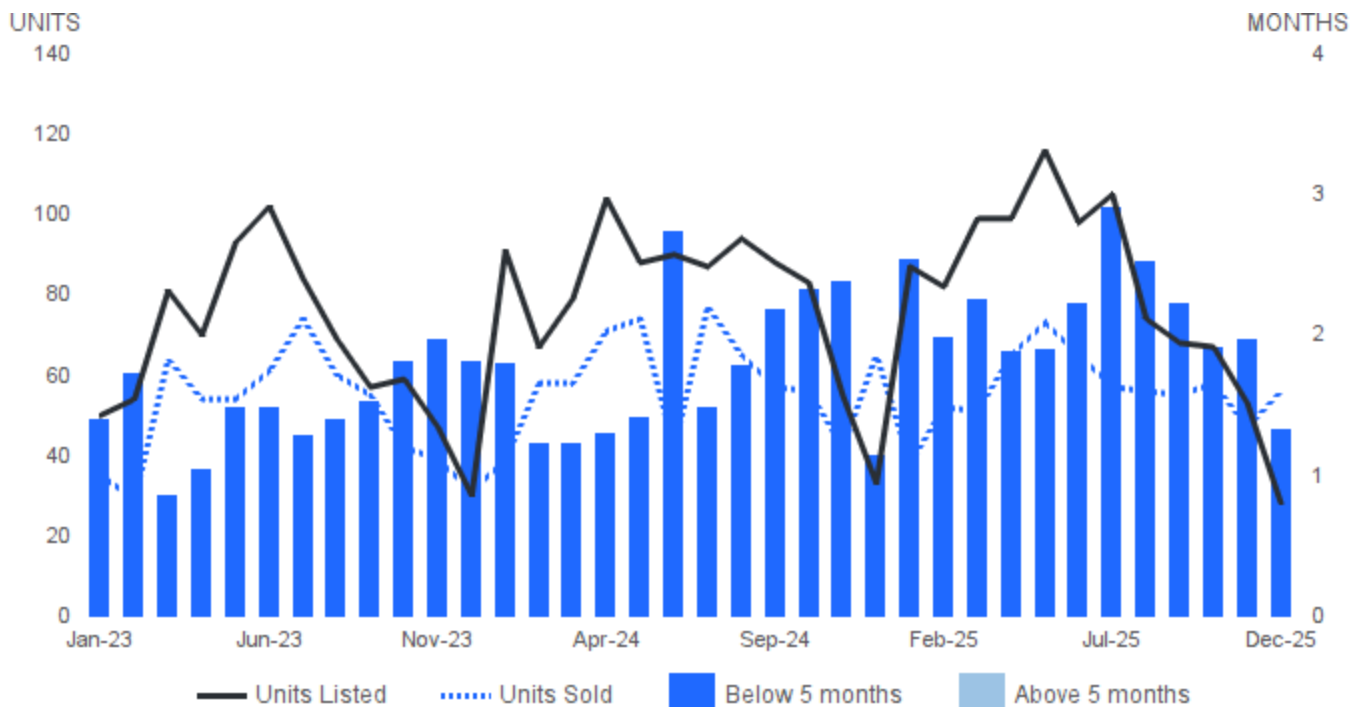
MONTHS SUPPLY OF INVENTORY

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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