



AREA REPORT

ENCINITAS

DECEMBER 2025 | SINGLE FAMILY



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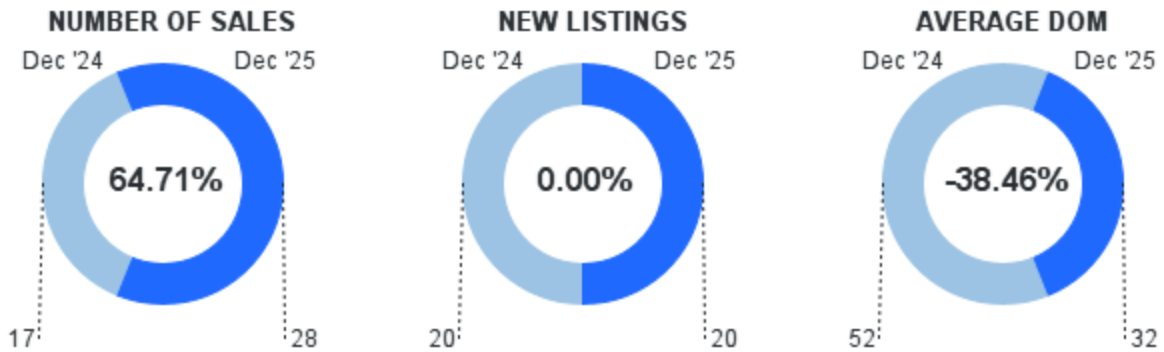


COLDWELL BANKER
REALTY

ENCINITAS | December 2025

REAL ESTATE SNAPSHOT - Change since this time last year

Single Family



-6.96% ↓

MEDIAN SALES PRICE
SINGLE FAMILY

-4.50% ↓

AVERAGE SALES PRICE
SINGLE FAMILY

-6.69% ↓

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

-4.46% ↓

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

■ Dec '24 ■ Dec '25

AREA REPORT

ENCINITAS

FULL MARKET SUMMARY

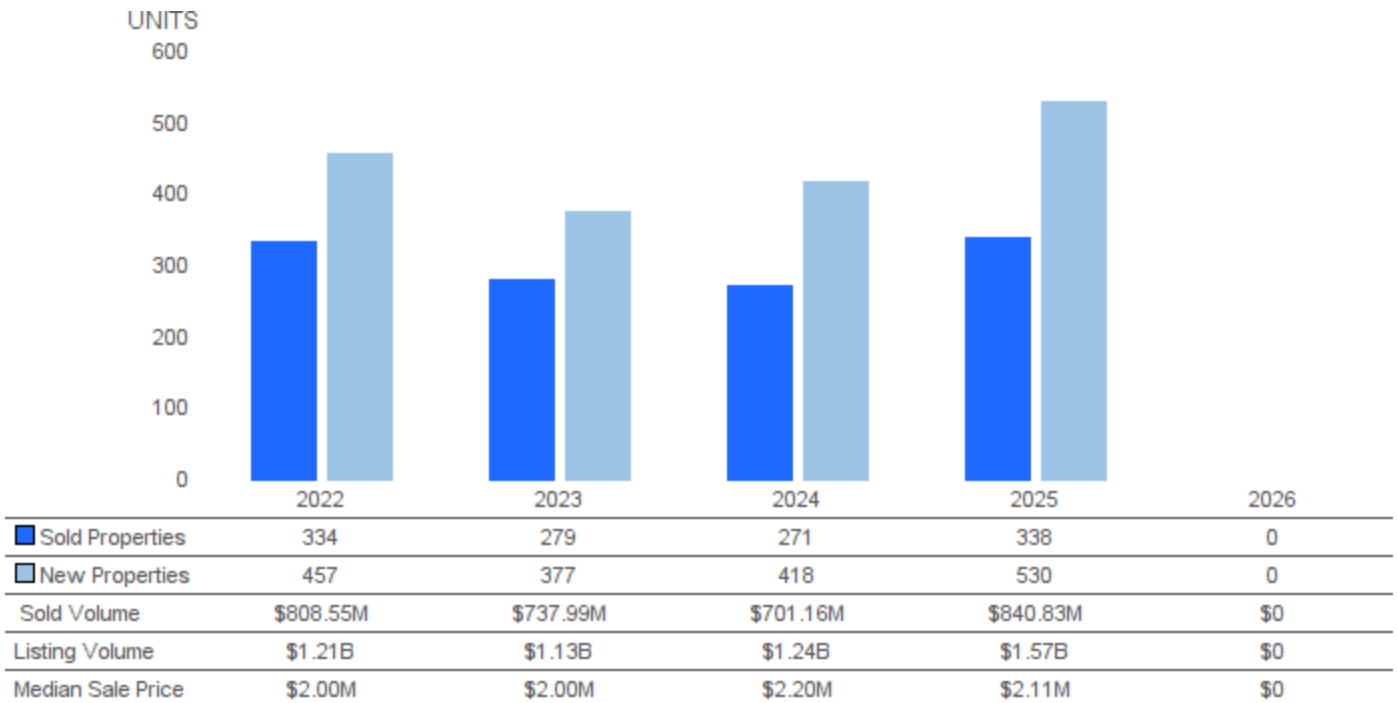
December 2025 | Single Family ?

	Month to Date			Year to Date		
	December 2025	December 2024	% Change	YTD 2025	YTD 2024	% Change
New Listings	20	20	0%	530	418	26.79% ↑
Sold Listings	28	17	64.71% ↑	338	271	24.72% ↑
Median List Price (Solds)	\$1,912,000	\$2,049,000	-6.69% ↓	\$2,125,000	\$2,200,000	-3.41% ↓
Median Sold Price	\$1,898,000	\$2,040,000	-6.96% ↓	\$2,113,500	\$2,200,000	-3.93% ↓
Median Days on Market	21	17	23.53% ↑	16	16	0%
Average List Price (Solds)	\$2,336,389	\$2,445,440	-4.46% ↓	\$2,544,610	\$2,633,071	-3.36% ↓
Average Sold Price	\$2,302,357	\$2,410,754	-4.5% ↓	\$2,487,660	\$2,587,296	-3.85% ↓
Average Days on Market	32	52	-38.46% ↓	34	35	-2.86% ↓
List/Sold Price Ratio	98.4%	99.6%	-1.24% ↓	98.5%	99.3%	-0.83% ↓

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.



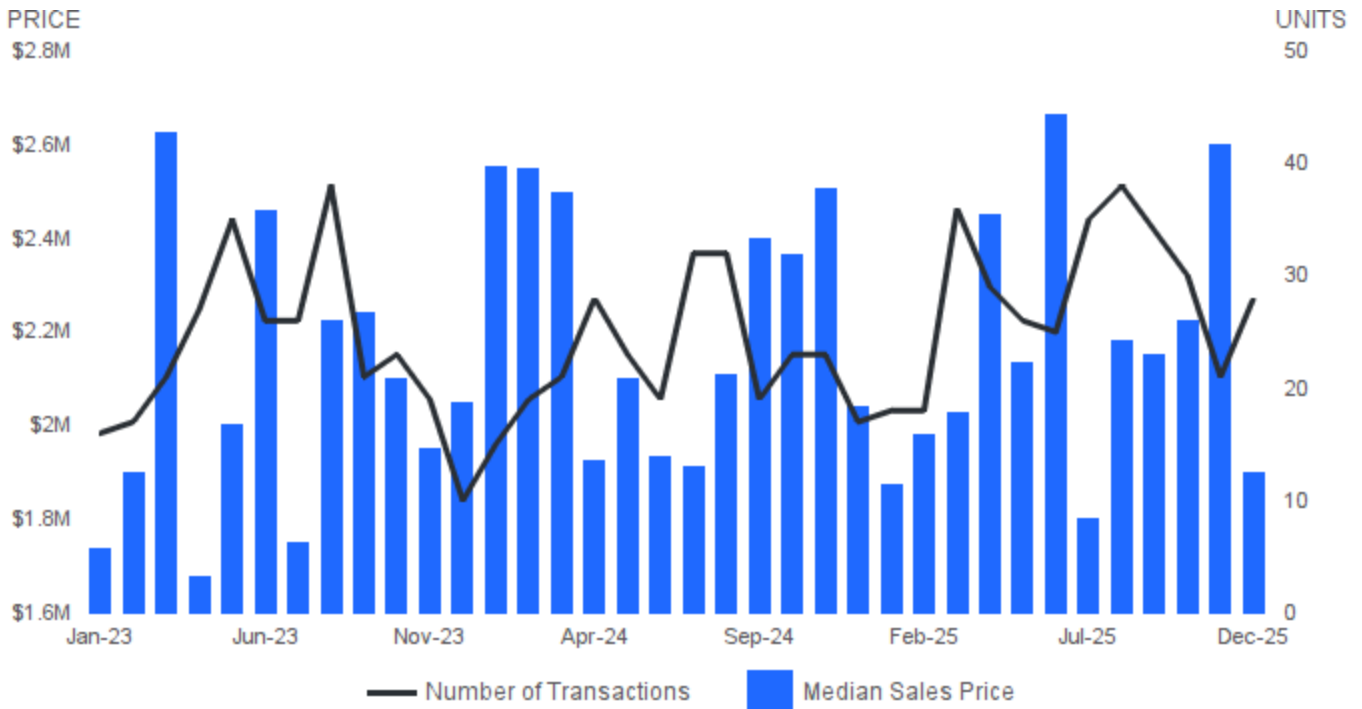
Sold Properties	334	279	271	338	0
New Properties	457	377	418	530	0
Sold Volume	\$808.55M	\$737.99M	\$701.16M	\$840.83M	\$0
Listing Volume	\$1.21B	\$1.13B	\$1.24B	\$1.57B	\$0
Median Sale Price	\$2.00M	\$2.00M	\$2.20M	\$2.11M	\$0

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.

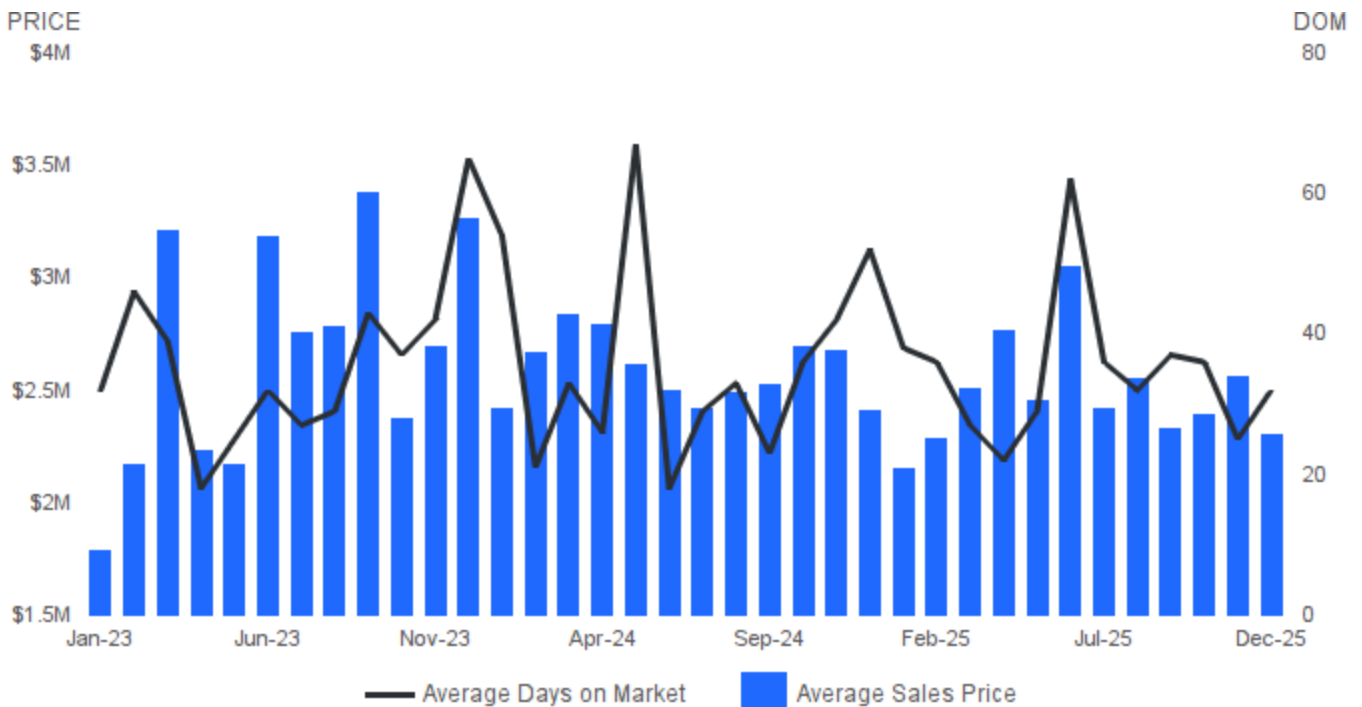


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2025 | Single Family ?

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

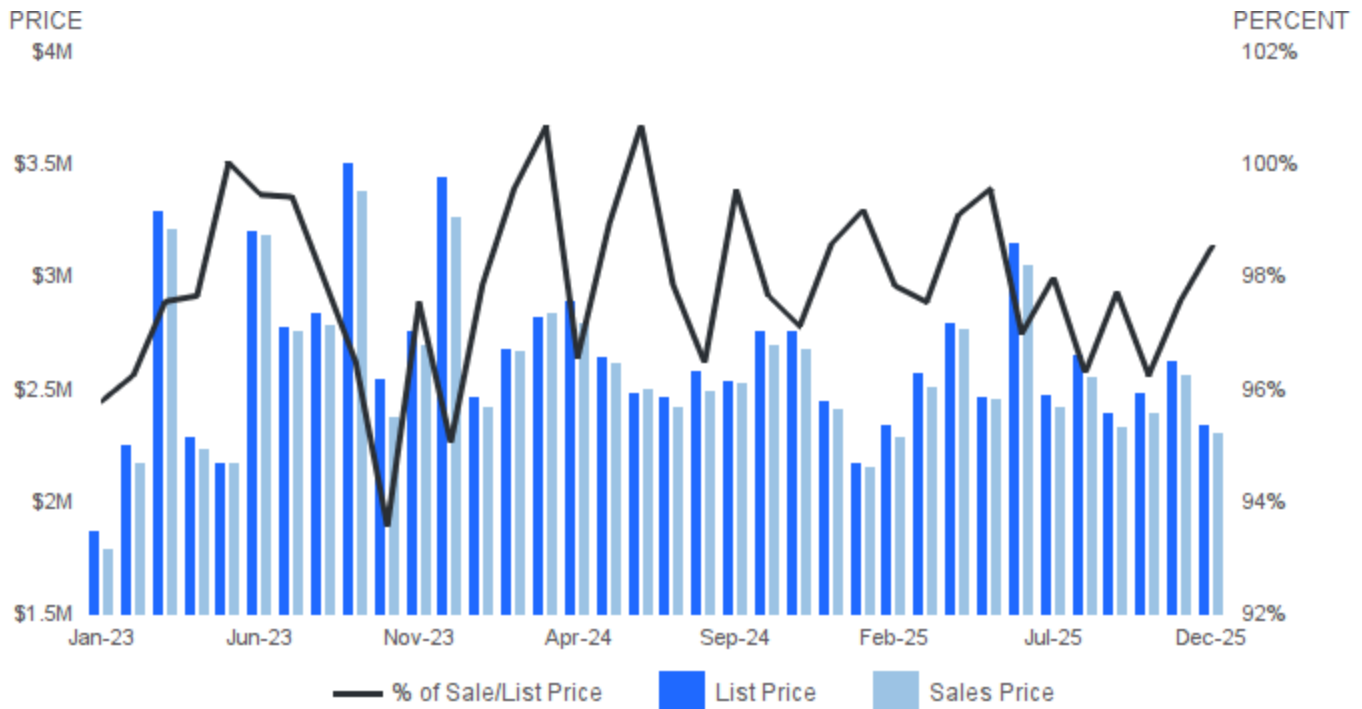
Average Days on Market | Average days on market for all properties sold.



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.

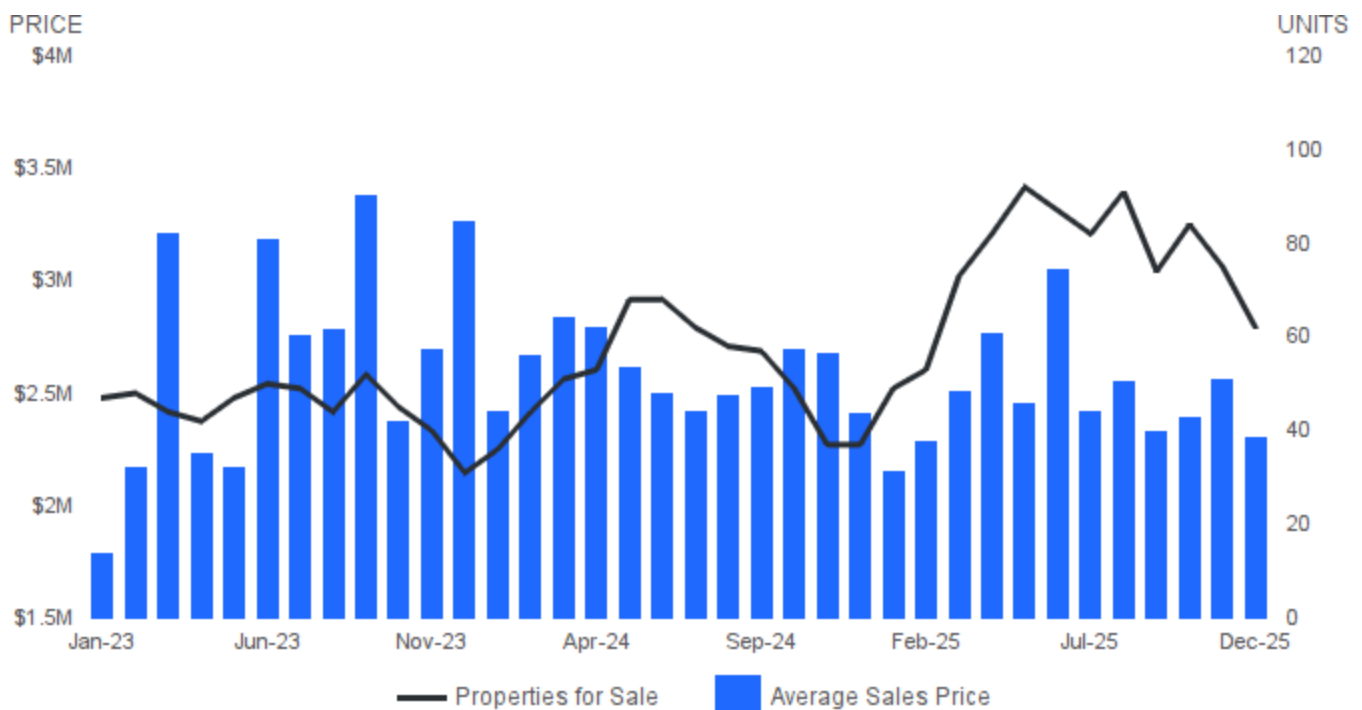


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

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.

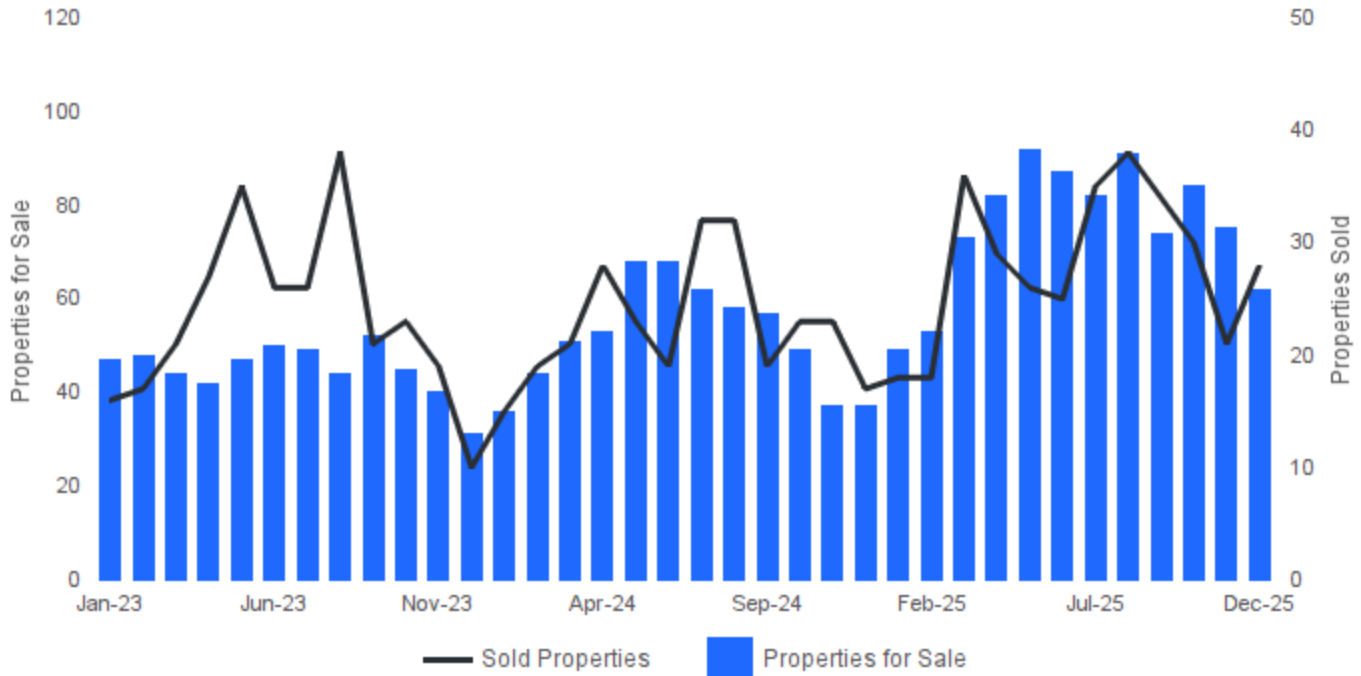


PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

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

Sold Properties | Number of properties sold.



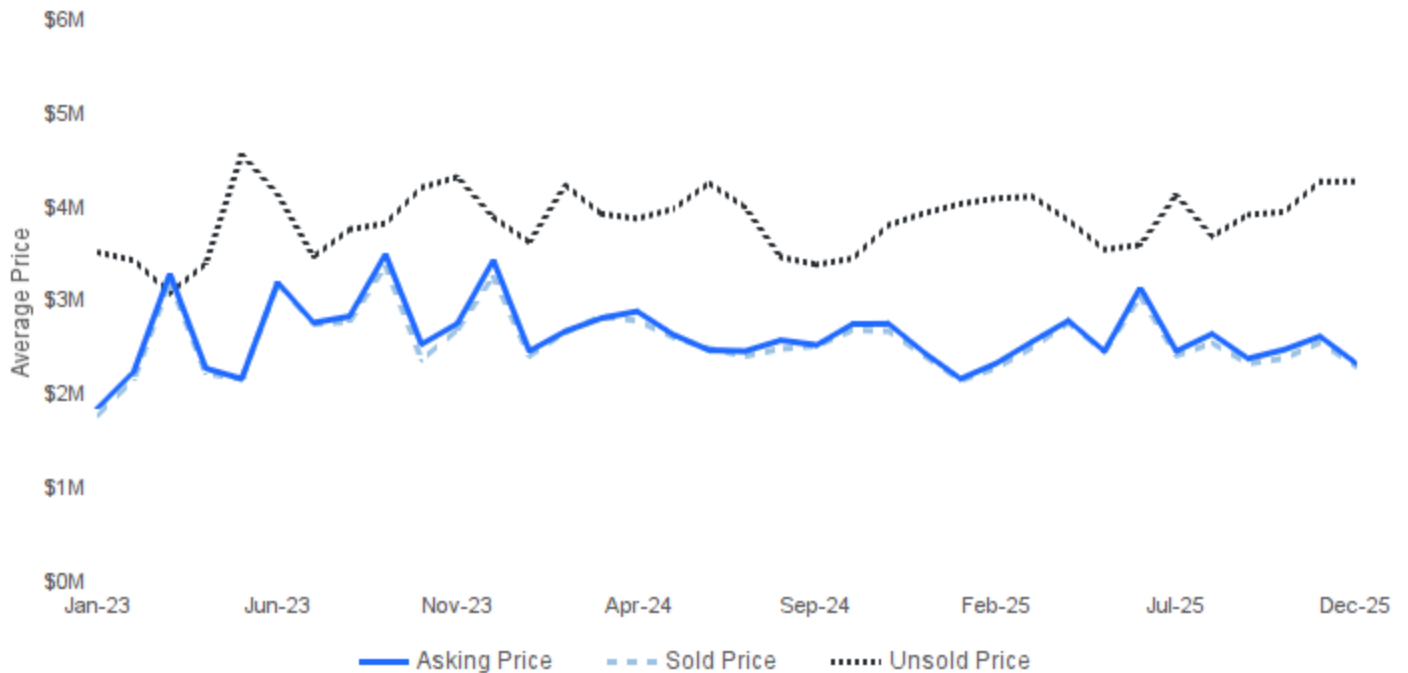
AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

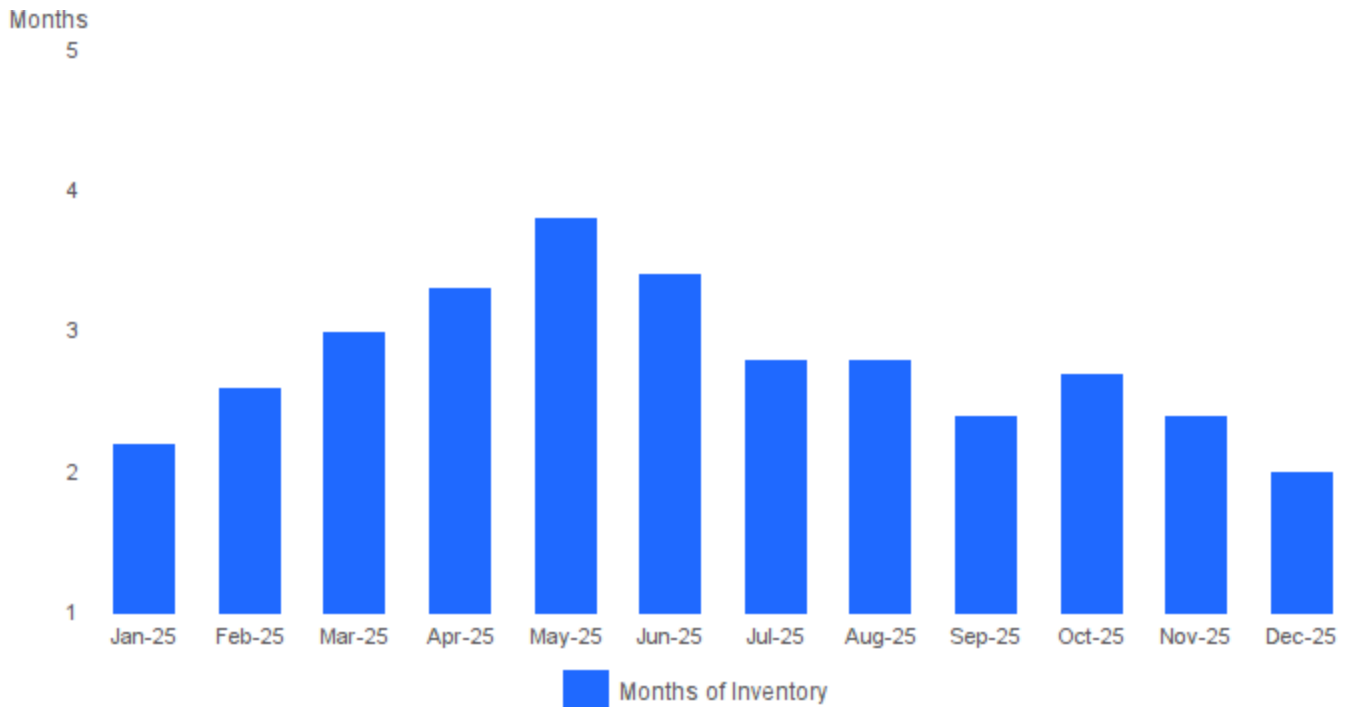
Unsold Price | the average active list price



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.



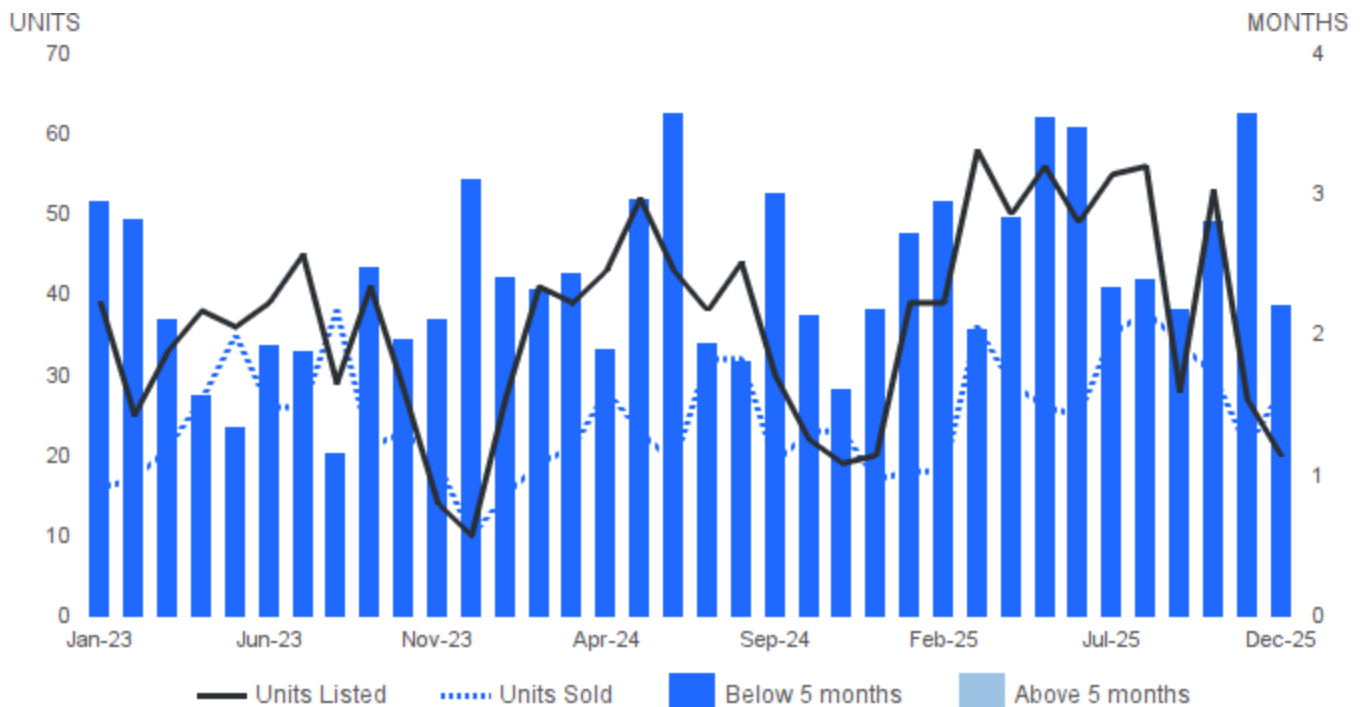
MONTHS SUPPLY OF INVENTORY

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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