



# AREA REPORT

SOLANA BEACH

DECEMBER 2025 | SINGLE FAMILY



## THE BARNETT TEAM

Lic. #: CA-02120144

CalRE : 02120144

Cell: (760) 845-8810

Cell: (760) 845-2630

[Bailee.barnett@gmail.com](mailto:Bailee.barnett@gmail.com)

[www.loribarnett.com](http://www.loribarnett.com)

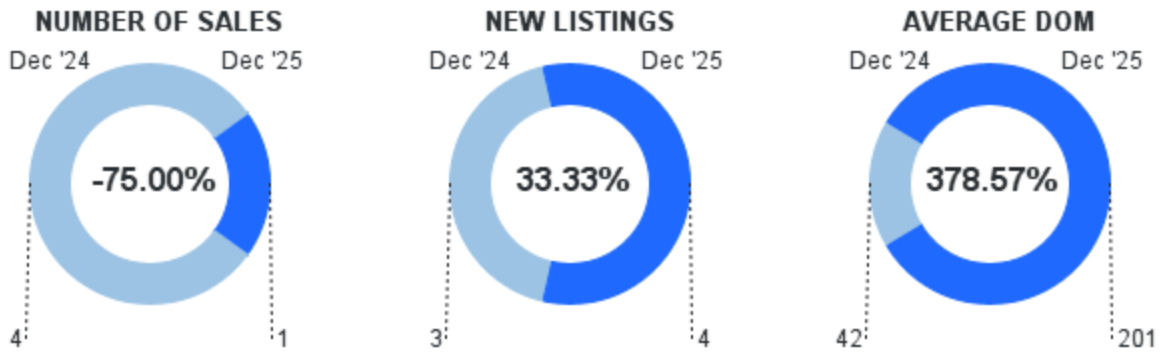


**COLDWELL BANKER**  
**REALTY**

# SOLANA BEACH | December 2025

## REAL ESTATE SNAPSHOT - Change since this time last year

### Single Family



42.86%

MEDIAN SALES PRICE  
SINGLE FAMILY

38.29%

AVERAGE SALES PRICE  
SINGLE FAMILY

47.45%

MEDIAN LIST PRICE  
(SOLD LISTINGS)  
SINGLE FAMILY

41.72%

AVERAGE LIST PRICE  
(SOLD LISTINGS)  
SINGLE FAMILY

Dec '24 Dec '25

# AREA REPORT

## SOLANA BEACH

### FULL MARKET SUMMARY

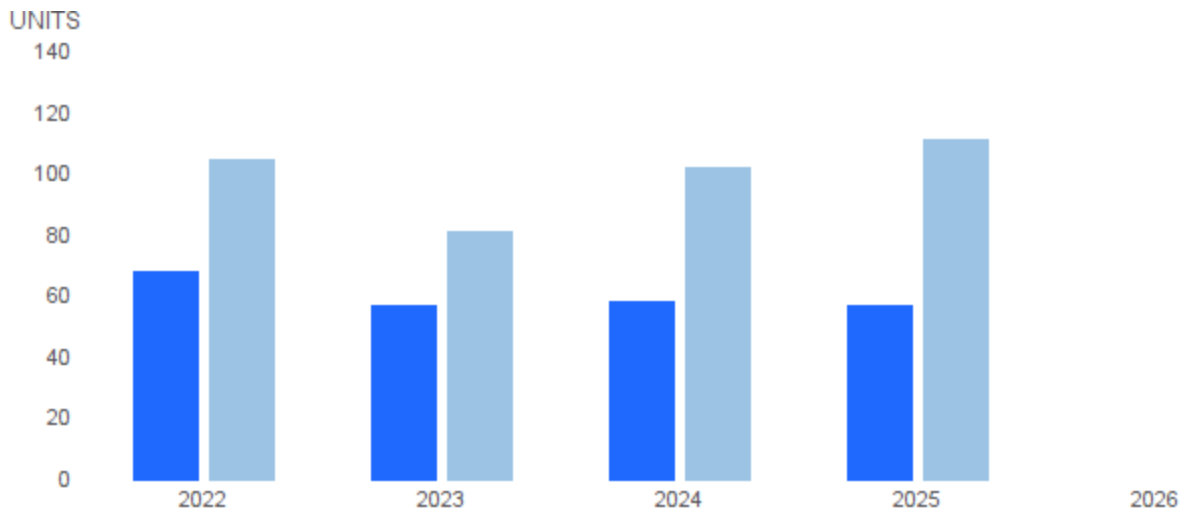
December 2025 | Single Family ?

	Month to Date			Year to Date		
	December 2025	December 2024	% Change	YTD 2025	YTD 2024	% Change
New Listings	4	3	33.33% <span>↑</span>	111	102	8.82% <span>↑</span>
Sold Listings	1	4	-75% <span>↓</span>	57	58	-1.72% <span>↓</span>
Median List Price (Solds)	\$4,195,000	\$2,845,000	47.45% <span>↑</span>	\$2,850,000	\$2,799,000	1.82% <span>↑</span>
Median Sold Price	\$3,925,000	\$2,747,500	42.86% <span>↑</span>	\$2,750,000	\$2,750,000	0%
Median Days on Market	201	46	336.96% <span>↑</span>	24	26	-7.69% <span>↓</span>
Average List Price (Solds)	\$4,195,000	\$2,960,000	41.72% <span>↑</span>	\$3,280,336	\$3,290,196	-0.3% <span>↓</span>
Average Sold Price	\$3,925,000	\$2,838,250	38.29% <span>↑</span>	\$3,134,746	\$3,204,916	-2.19% <span>↓</span>
Average Days on Market	201	42	378.57% <span>↑</span>	49	31	58.06% <span>↑</span>
List/Sold Price Ratio	94%	95.5%	-1.57% <span>↓</span>	97%	97.8%	-0.8% <span>↓</span>

### 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	68	57	58	57	0
New Properties	105	81	102	111	0
Sold Volume	\$210.30M	\$199.34M	\$185.89M	\$178.68M	\$0
Listing Volume	\$342.98M	\$303.24M	\$399.23M	\$473.76M	\$0
Median Sale Price	\$2.54M	\$2.88M	\$2.75M	\$2.75M	\$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.

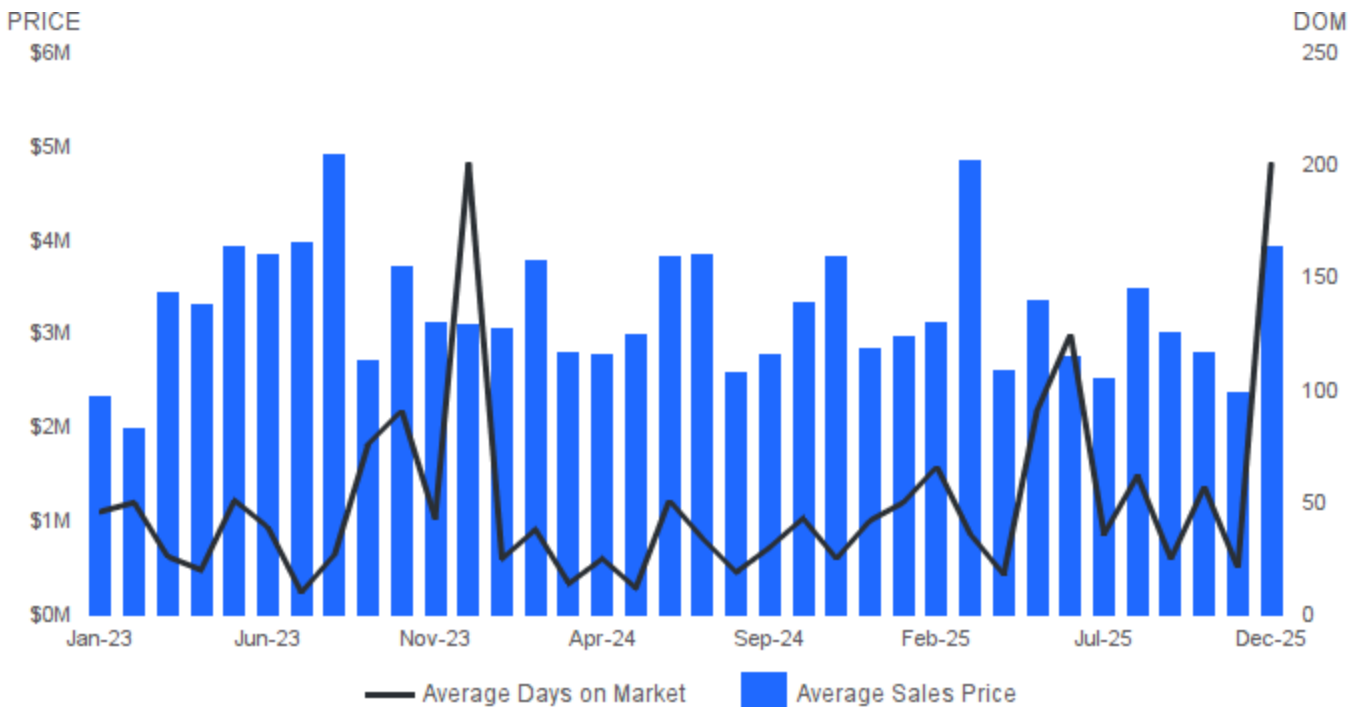


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

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.

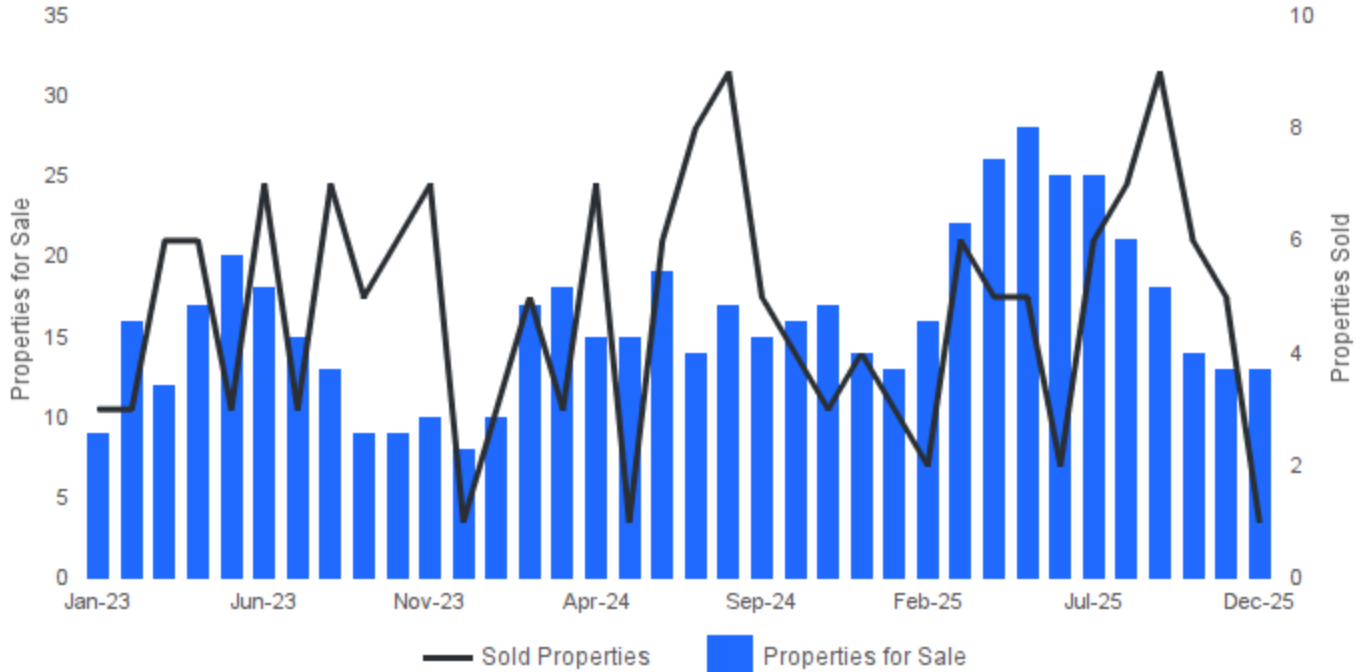


# PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

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

**Sold Properties** | Number of properties sold.



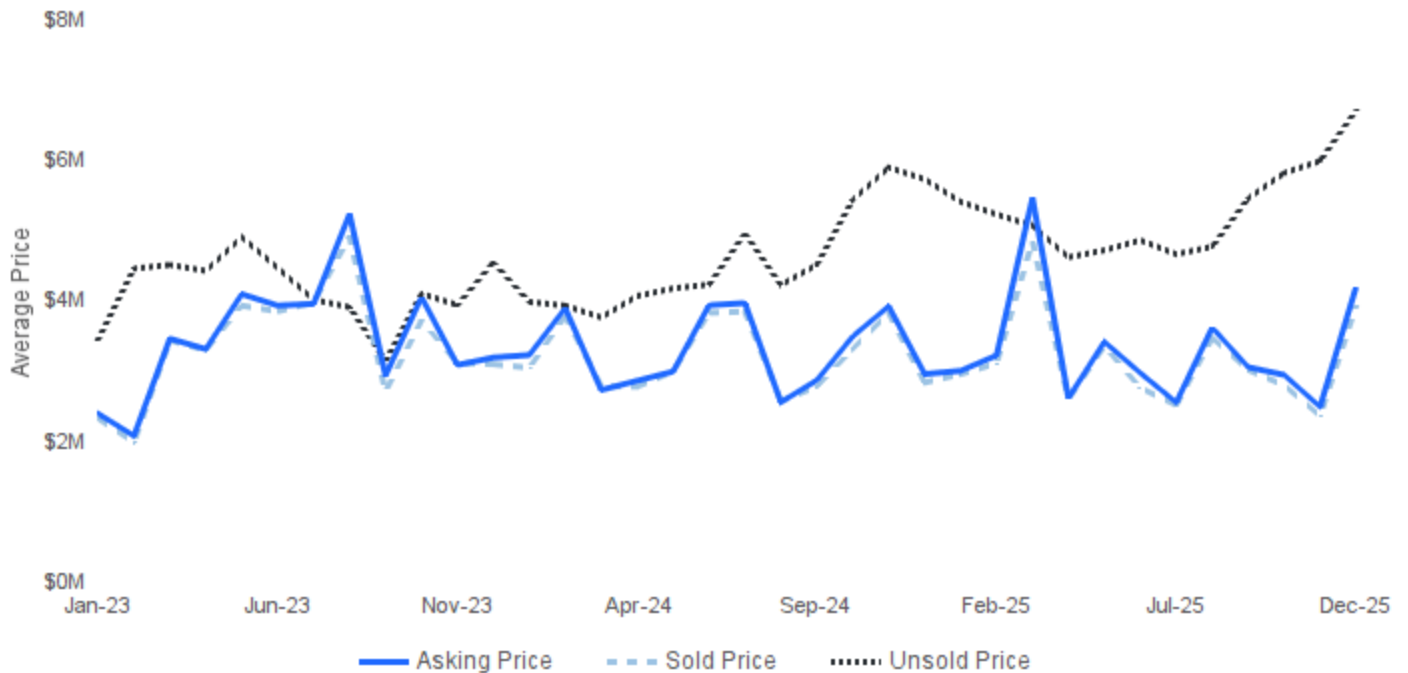
# AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

**Asking Price** | the average asking price of sold properties

**Sold Price** | the average selling price

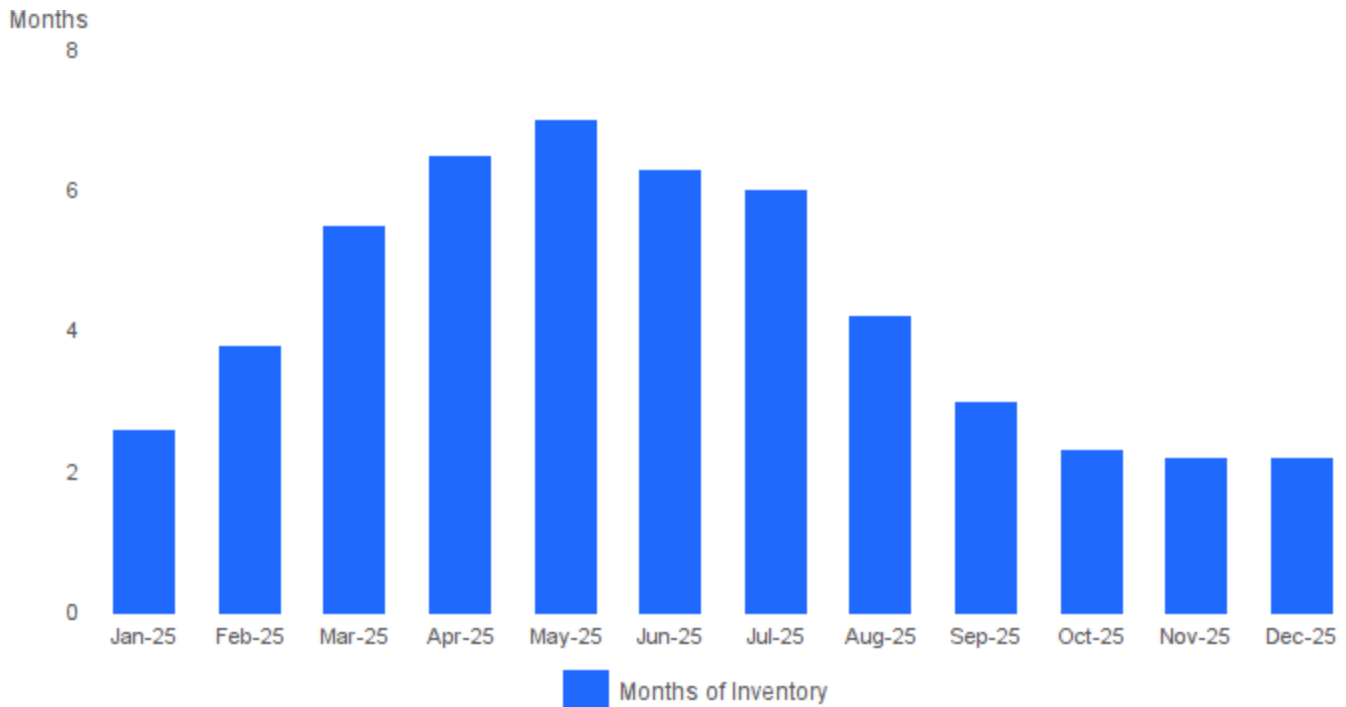
**Unsold Price** | the average active list price



# 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.



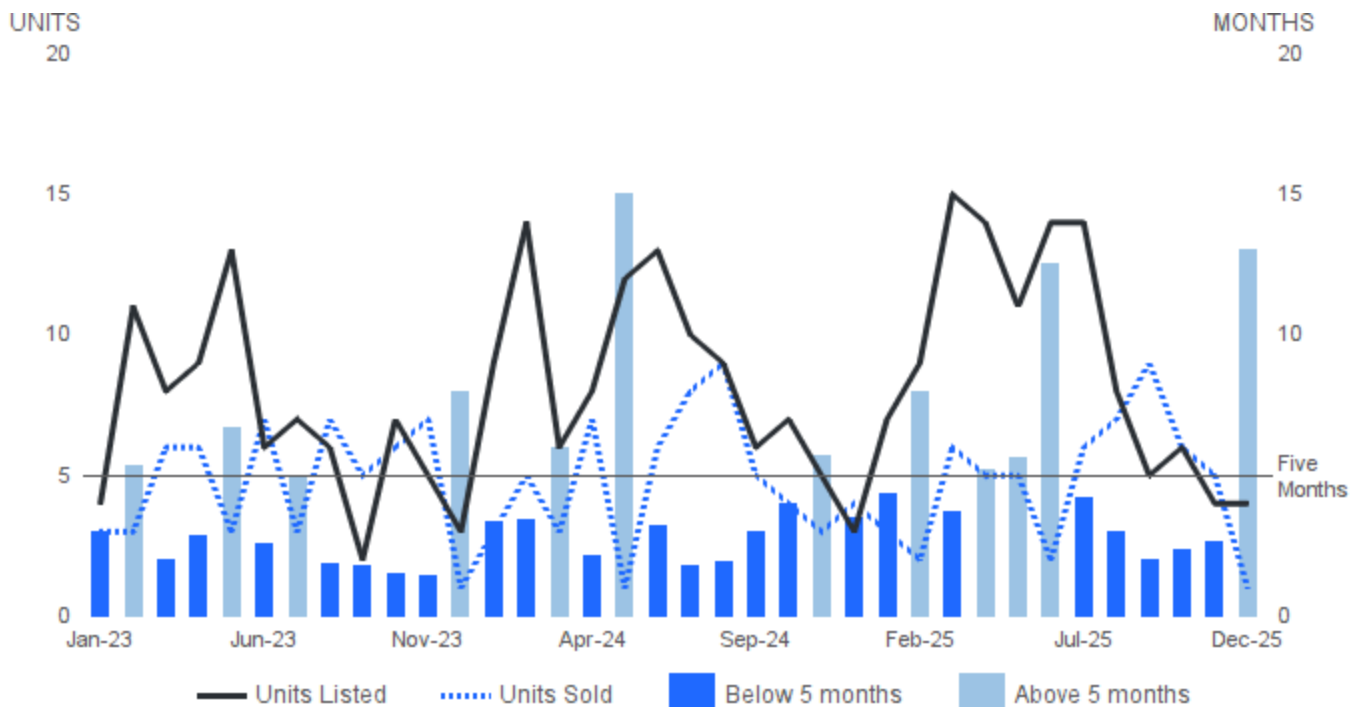
# MONTHS SUPPLY OF INVENTORY

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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