



AREA REPORT

SOLANA BEACH

DECEMBER 2025 | SINGLE FAMILY



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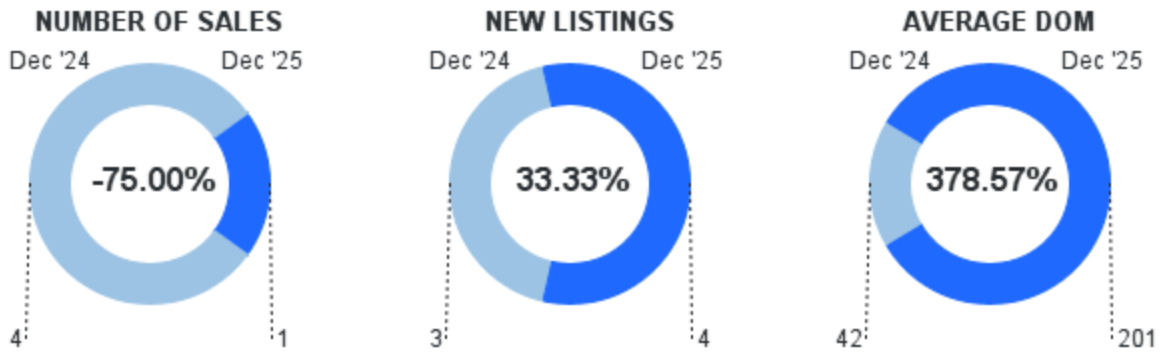


COLDWELL BANKER
REALTY

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

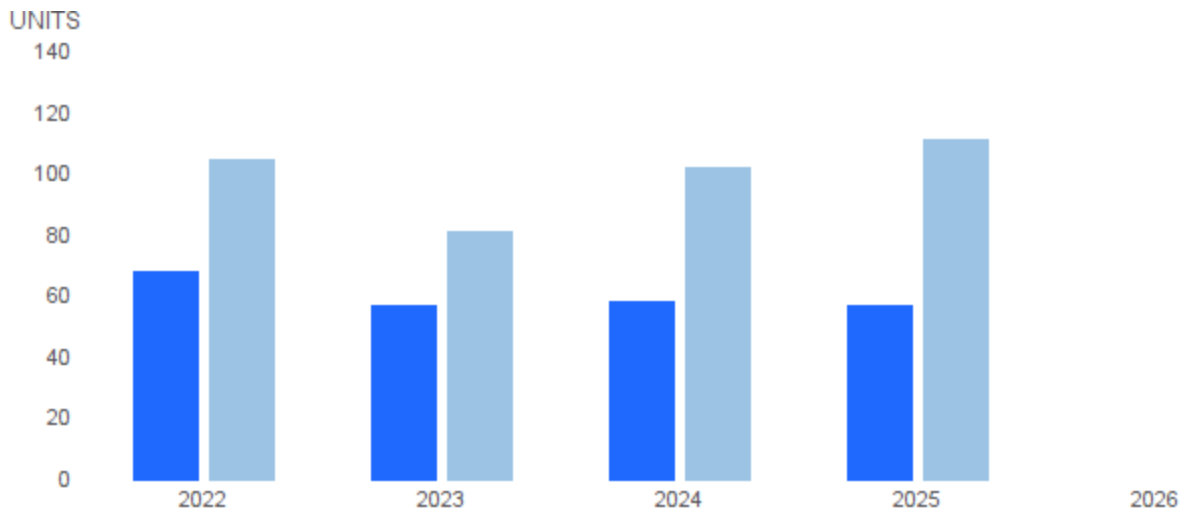
December 2025 | Single Family ?

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

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.

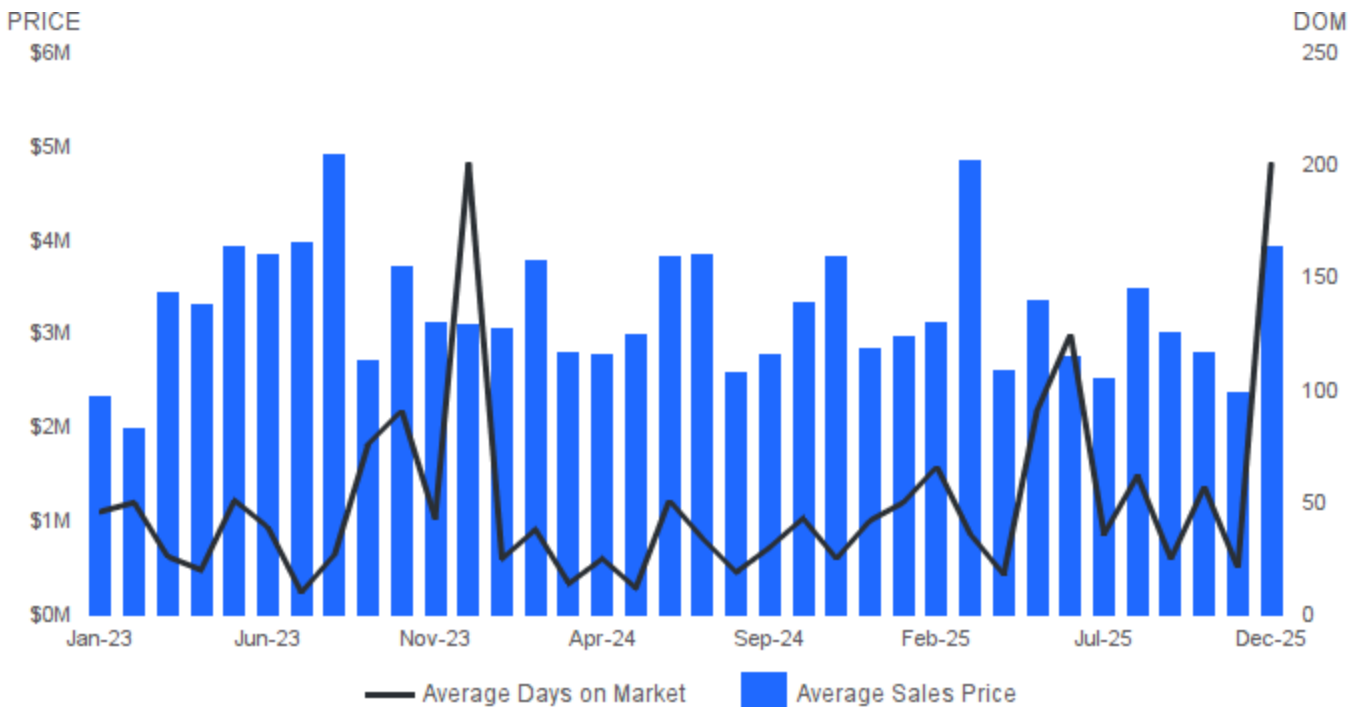


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

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.

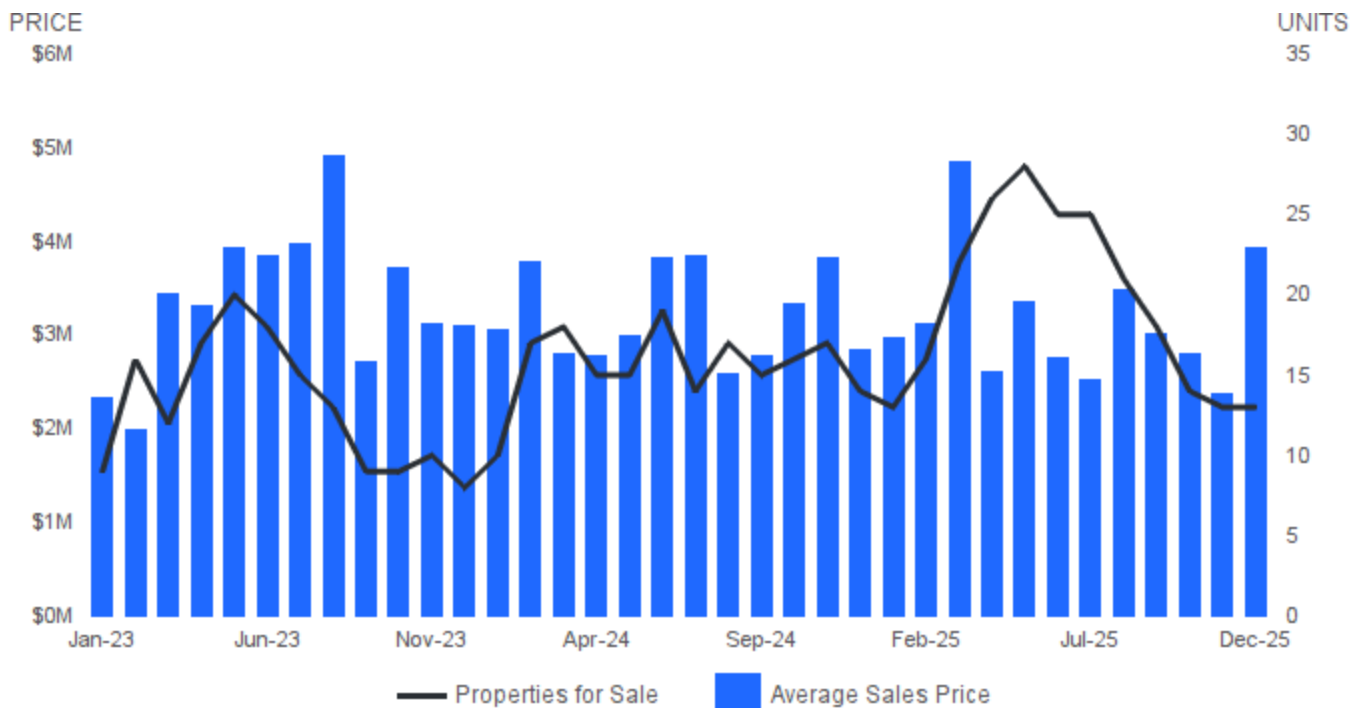


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

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.

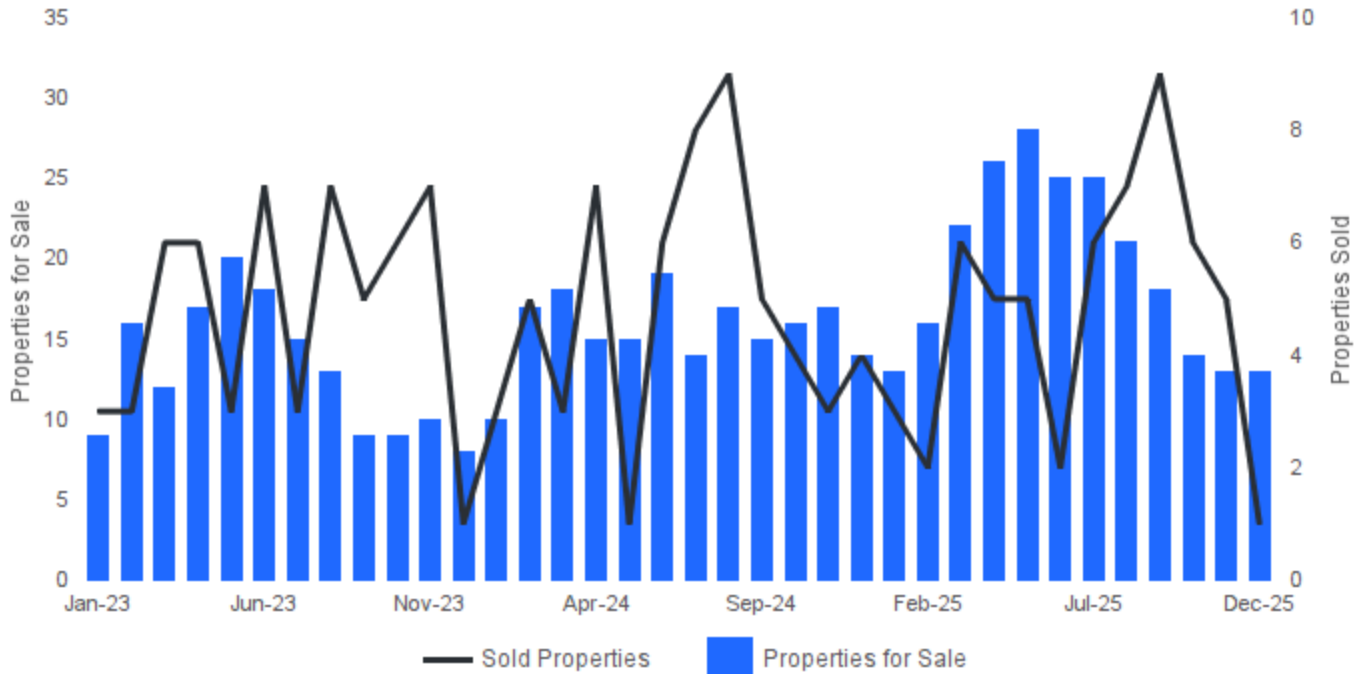


PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

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

Sold Properties | Number of properties sold.



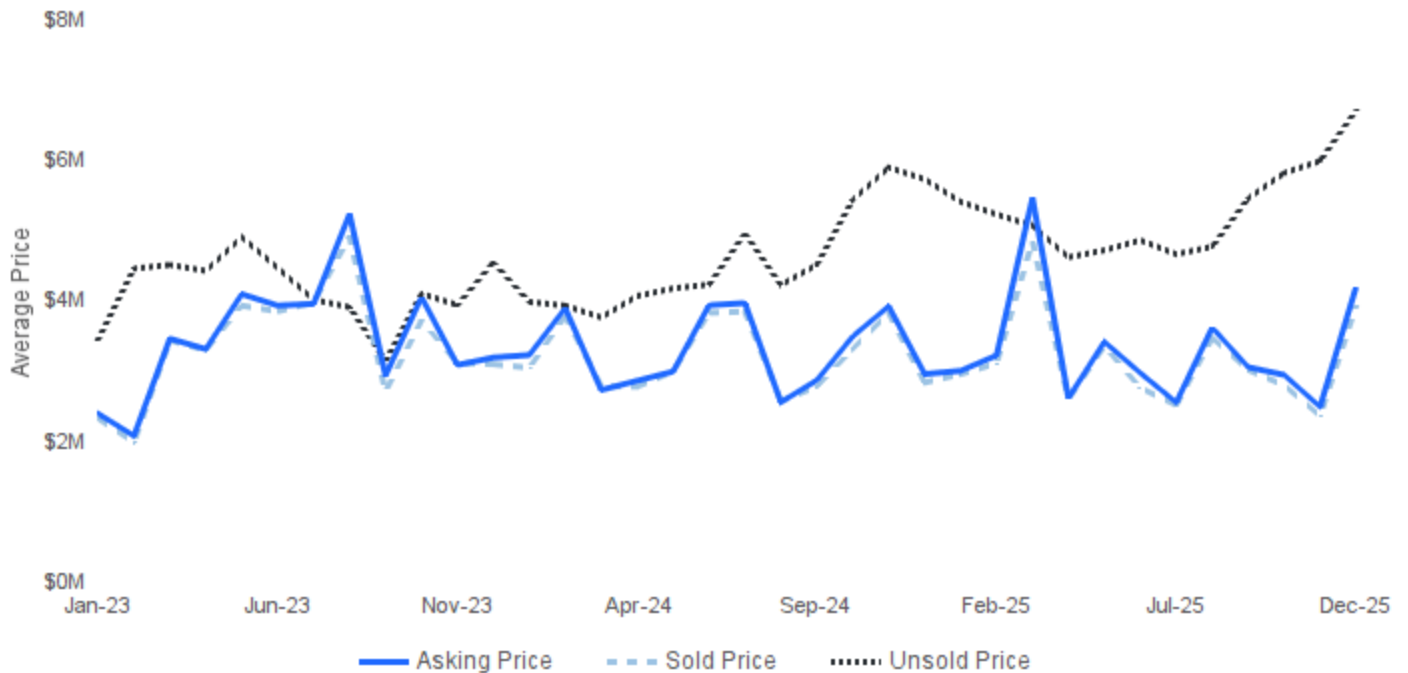
AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

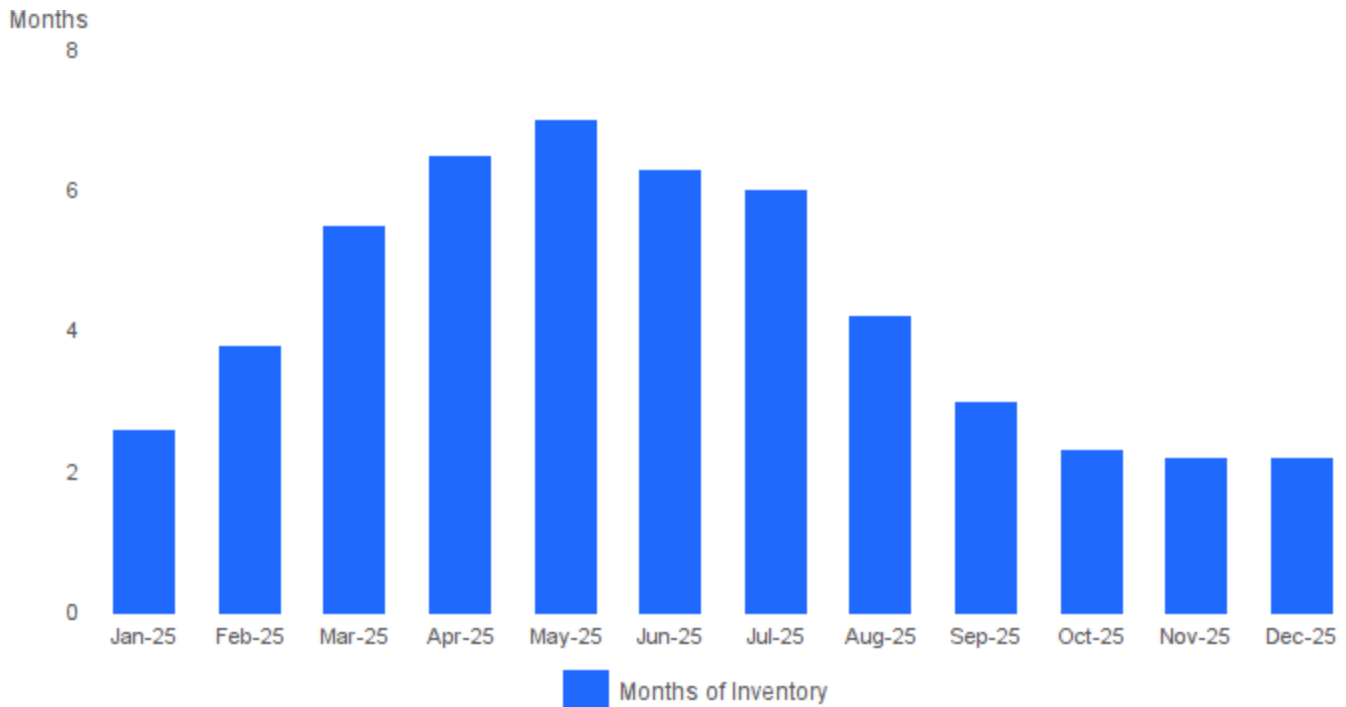
Unsold Price | the average active list price



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.



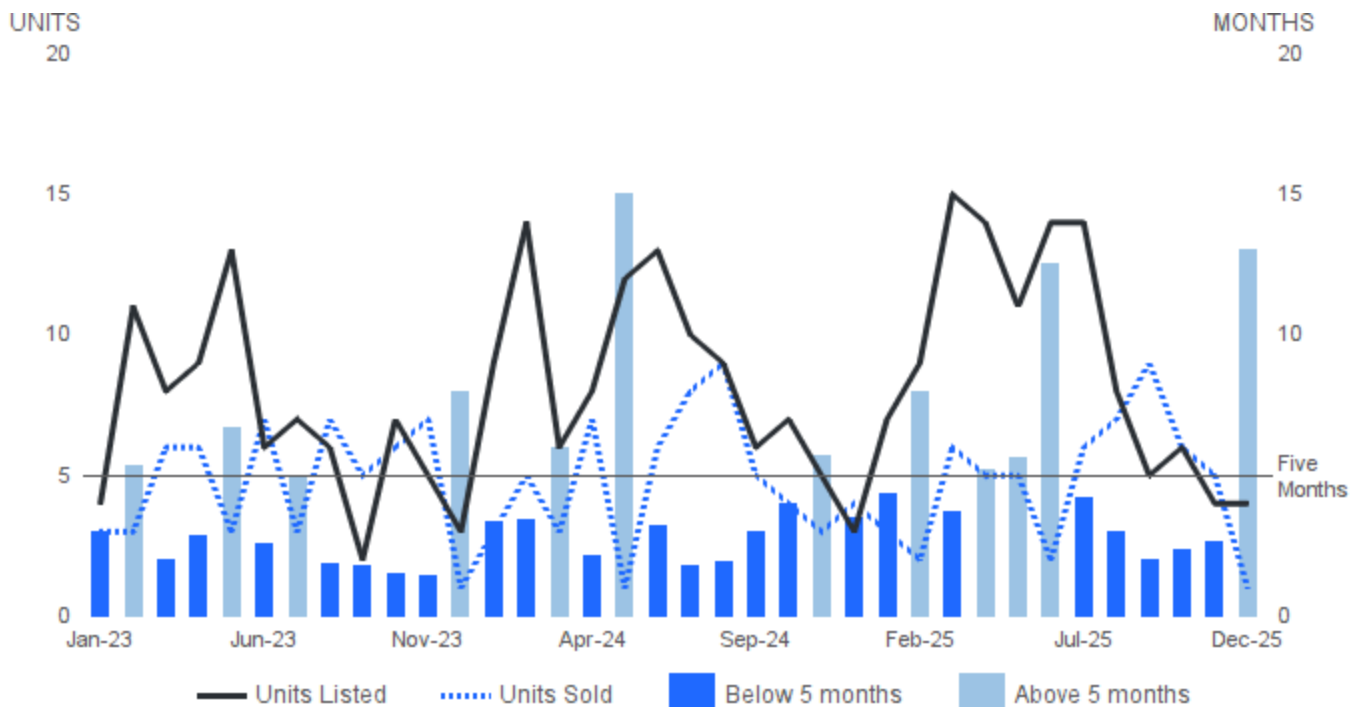
MONTHS SUPPLY OF INVENTORY

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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