



# AREA REPORT

SAN MARCOS

DECEMBER 2025 | SINGLE FAMILY



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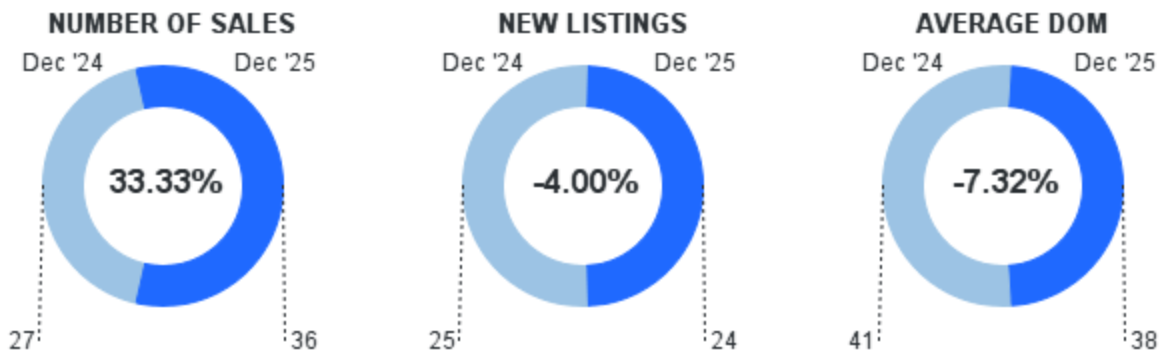


**COLDWELL BANKER**  
**REALTY**

# SAN MARCOS | December 2025

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

### Single Family



**-2.66%** ↓  
**MEDIAN SALES PRICE**  
SINGLE FAMILY

**0.99%** ↑  
**AVERAGE SALES PRICE**  
SINGLE FAMILY

**1.11%** ↑  
**MEDIAN LIST PRICE**  
**(SOLD LISTINGS)**  
SINGLE FAMILY

**2.43%** ↑  
**AVERAGE LIST PRICE**  
**(SOLD LISTINGS)**  
SINGLE FAMILY

■ Dec '24   ■ Dec '25

# AREA REPORT

## SAN MARCOS

### FULL MARKET SUMMARY

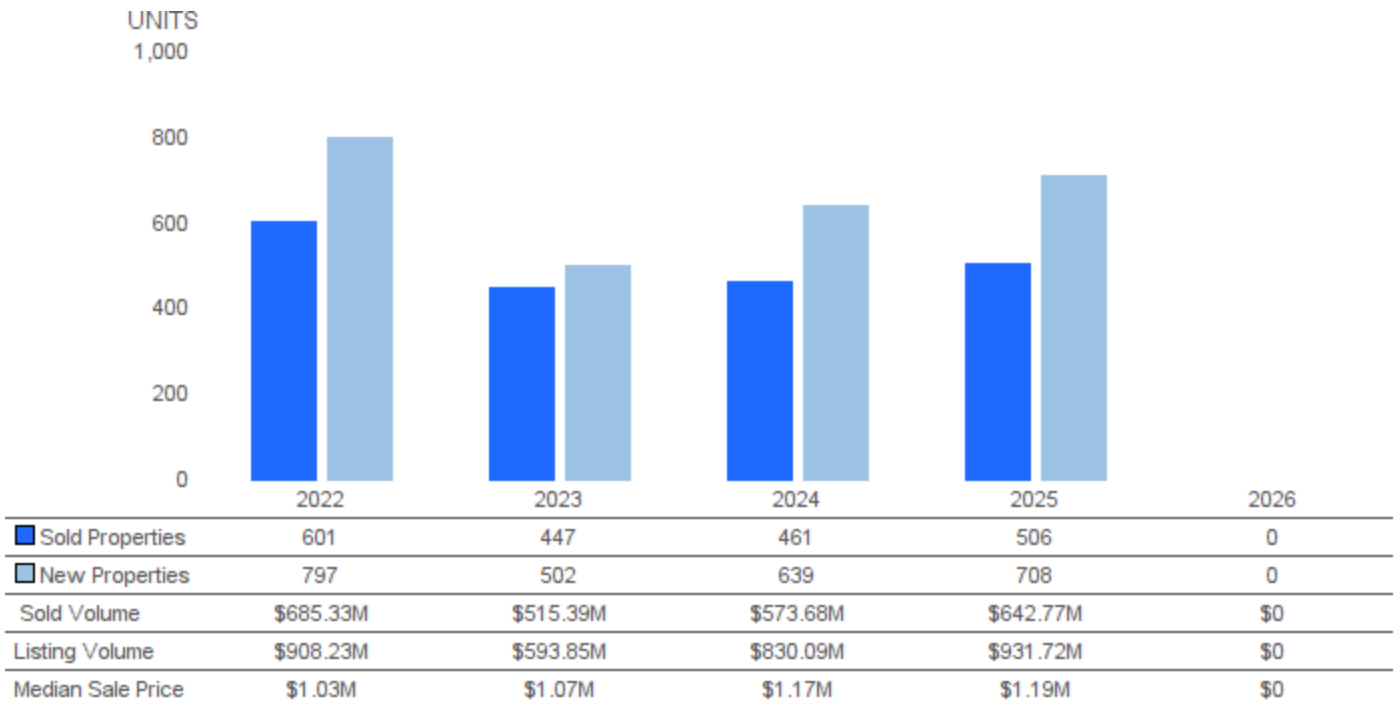
December 2025 | Single Family ?

	Month to Date			Year to Date		
	December 2025	December 2024	% Change	YTD 2025	YTD 2024	% Change
New Listings	24	25	-4% <span>⬇️</span>	708	639	10.8% <span>⬆️</span>
Sold Listings	36	27	33.33% <span>⬆️</span>	506	461	9.76% <span>⬆️</span>
Median List Price (Solds)	\$1,092,000	\$1,080,000	1.11% <span>⬆️</span>	\$1,198,950	\$1,159,999	3.36% <span>⬆️</span>
Median Sold Price	\$1,043,000	\$1,071,500	-2.66% <span>⬆️</span>	\$1,194,950	\$1,165,000	2.57% <span>⬆️</span>
Median Days on Market	22	27	-18.52% <span>⬆️</span>	20	14	42.86% <span>⬆️</span>
Average List Price (Solds)	\$1,222,185	\$1,193,246	2.43% <span>⬆️</span>	\$1,287,632	\$1,243,192	3.57% <span>⬆️</span>
Average Sold Price	\$1,186,719	\$1,175,134	0.99% <span>⬆️</span>	\$1,270,305	\$1,244,420	2.08% <span>⬆️</span>
Average Days on Market	38	41	-7.32% <span>⬆️</span>	31	26	19.23% <span>⬆️</span>
List/Sold Price Ratio	97.9%	98.7%	-0.89% <span>⬆️</span>	99.2%	100.3%	-1.16% <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.

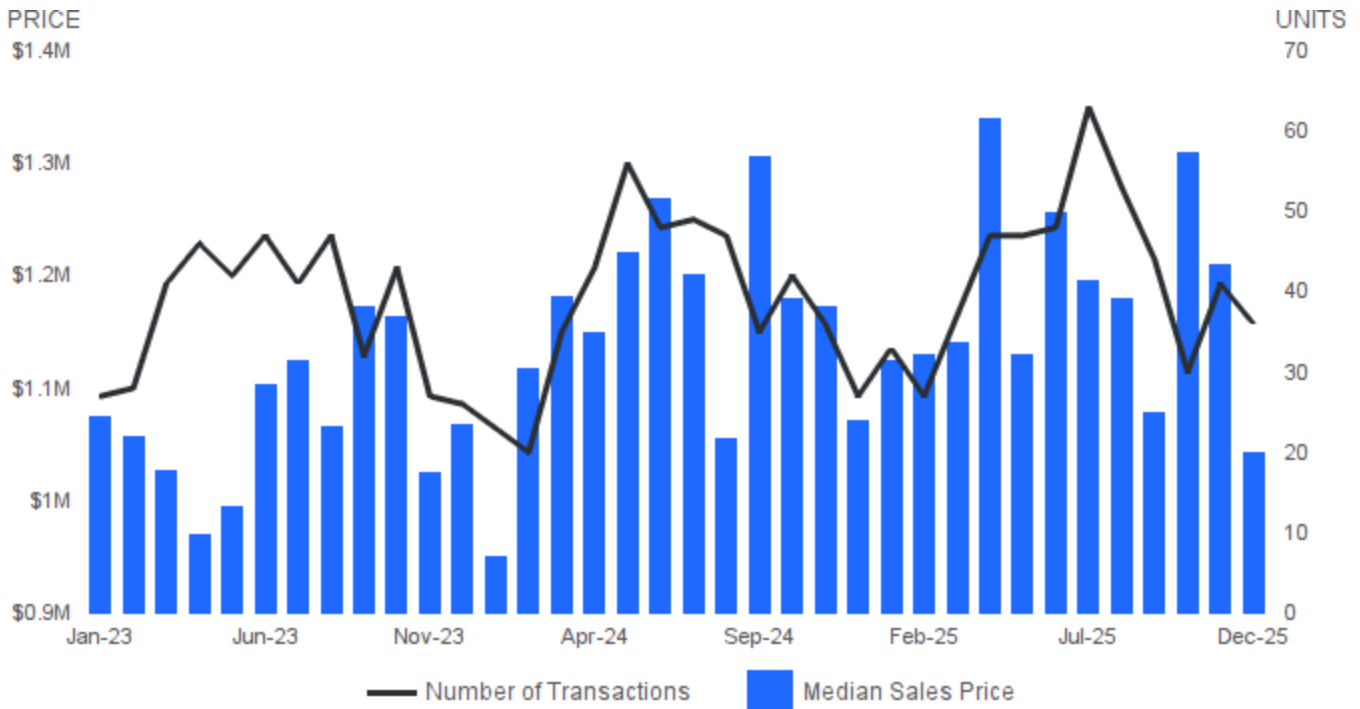


## MEDIAN SALES PRICE AND NUMBER OF SALES

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.

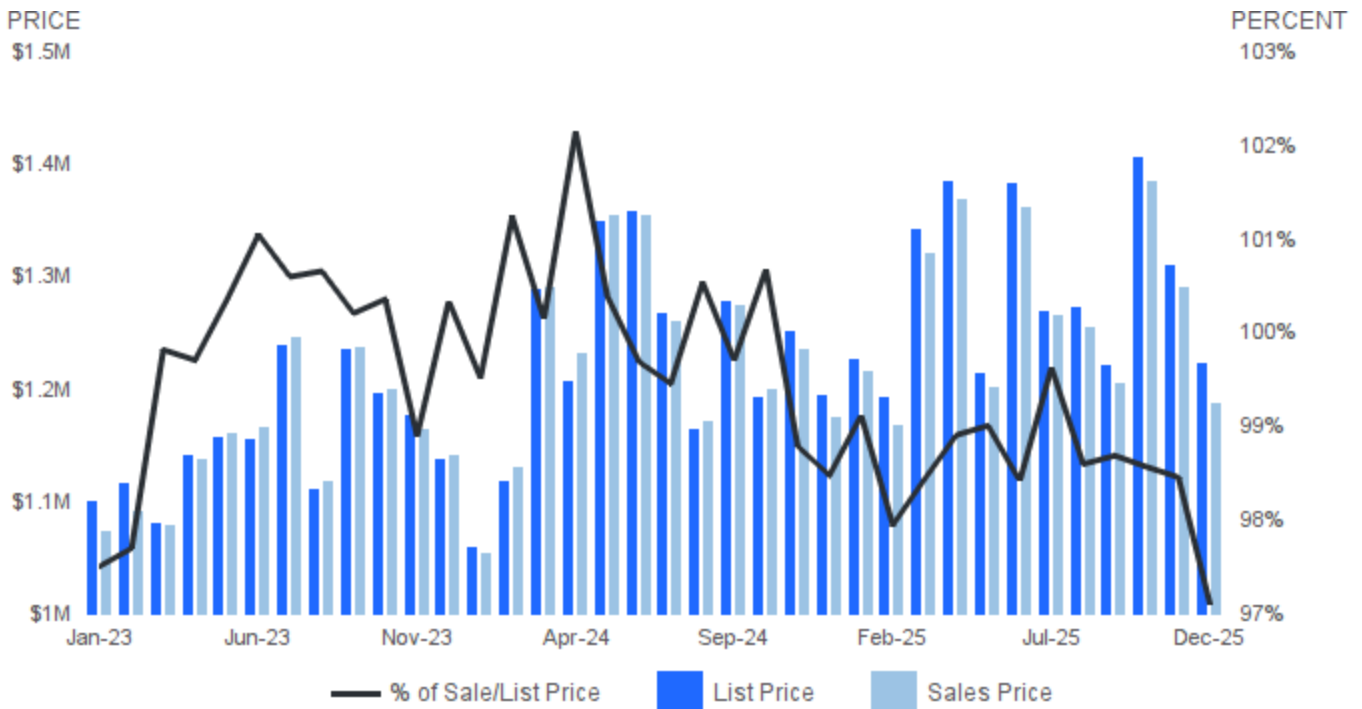
**Average Days on Market** | Average days on market for all properties sold.



# 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.

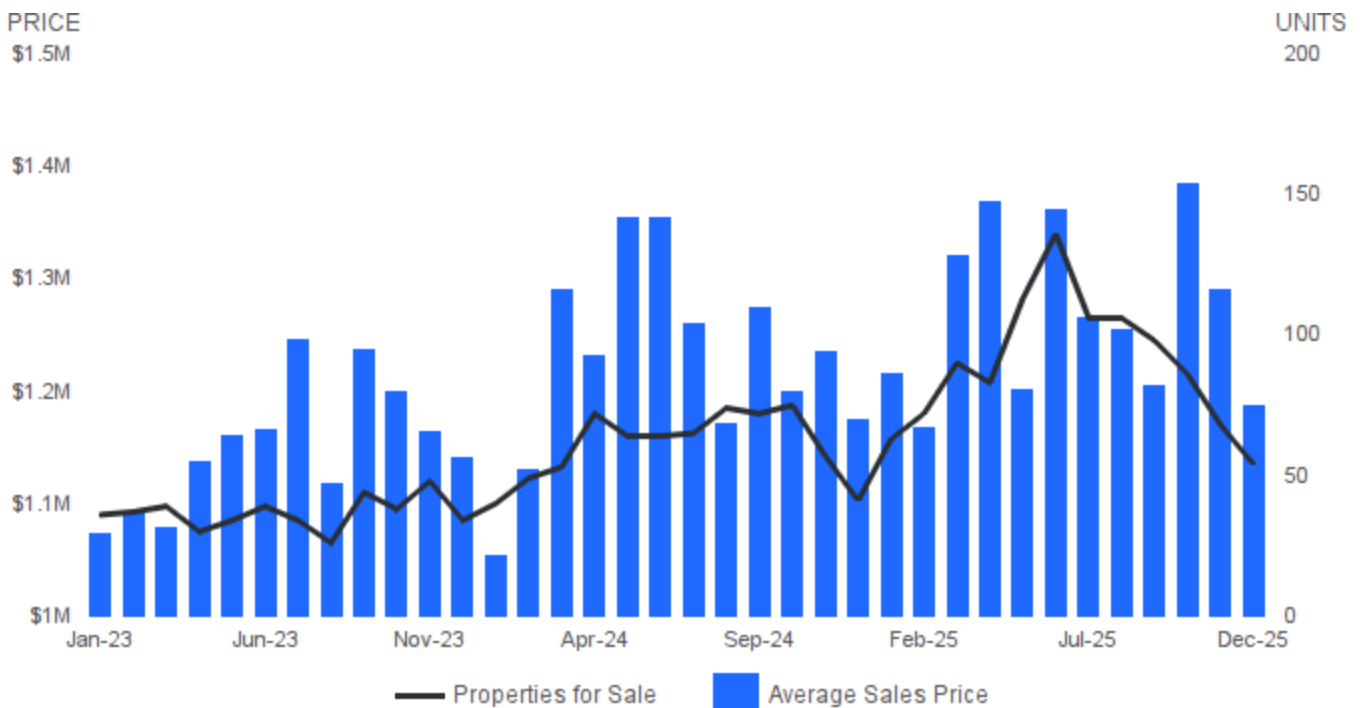


# AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

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.

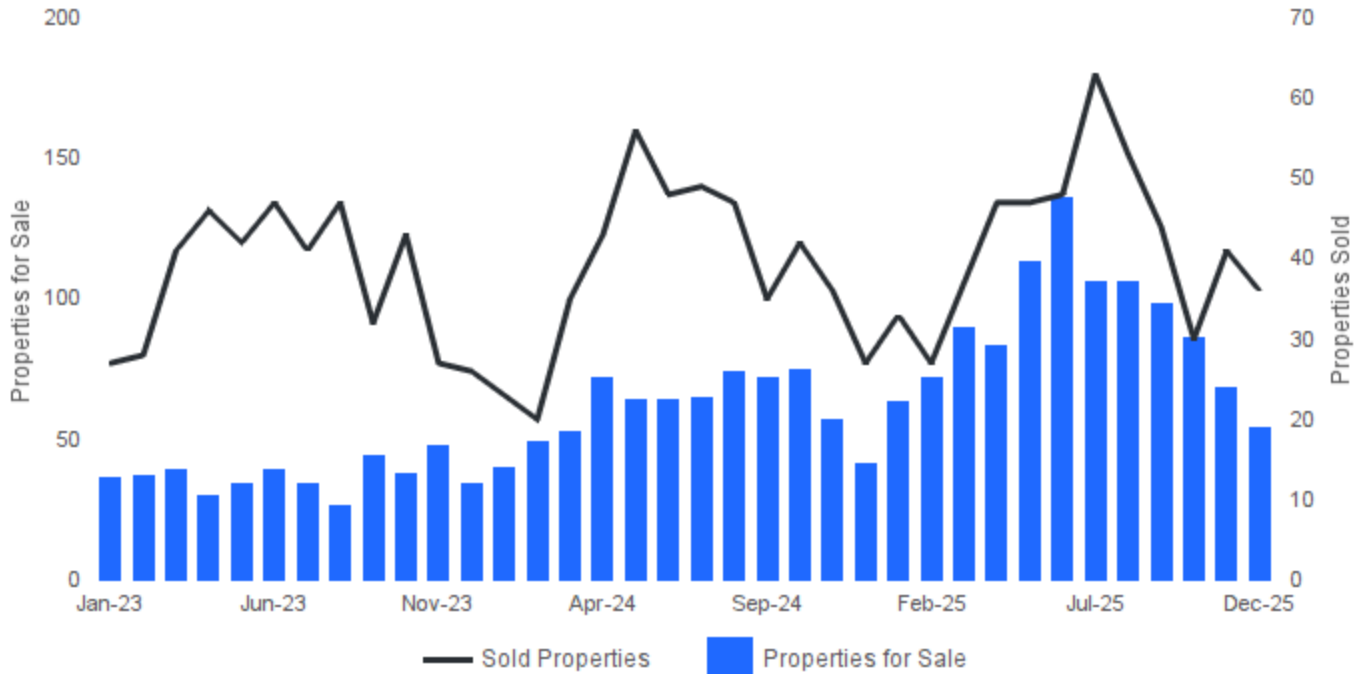


# PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

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

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



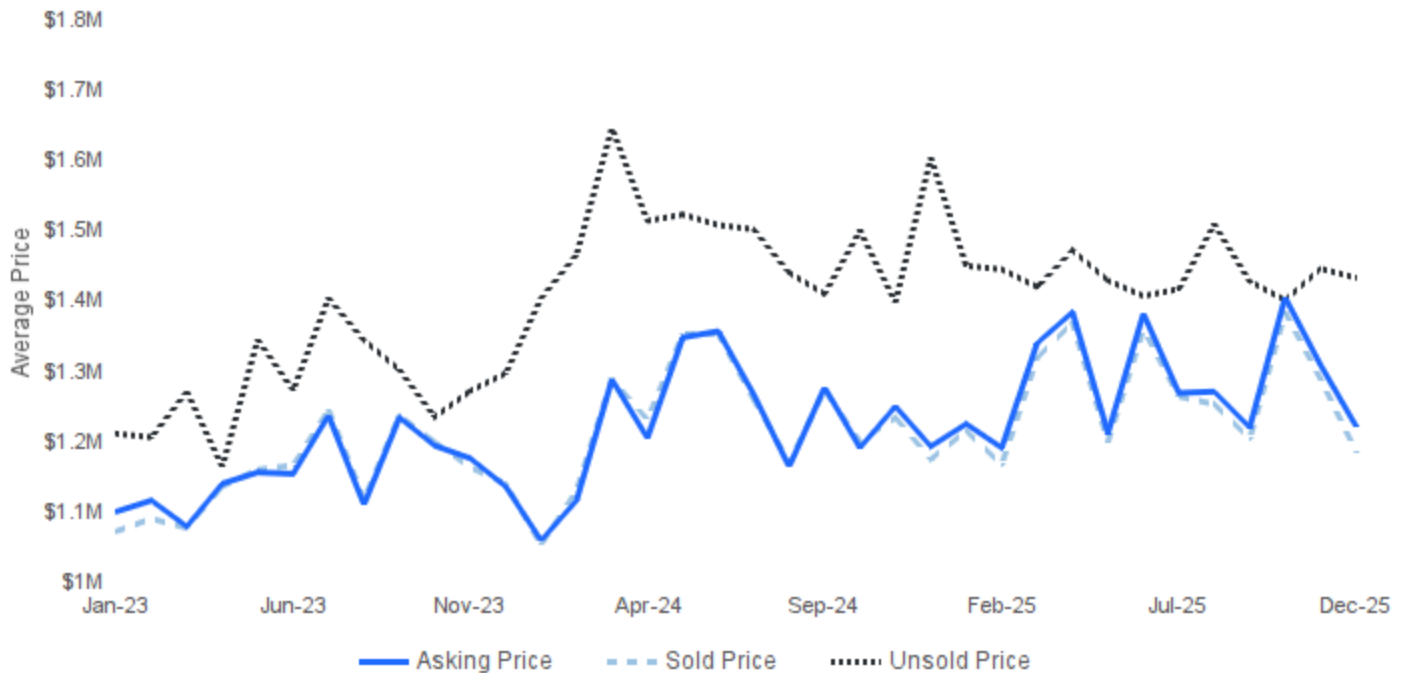
# AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

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

**Sold Price** | the average selling price

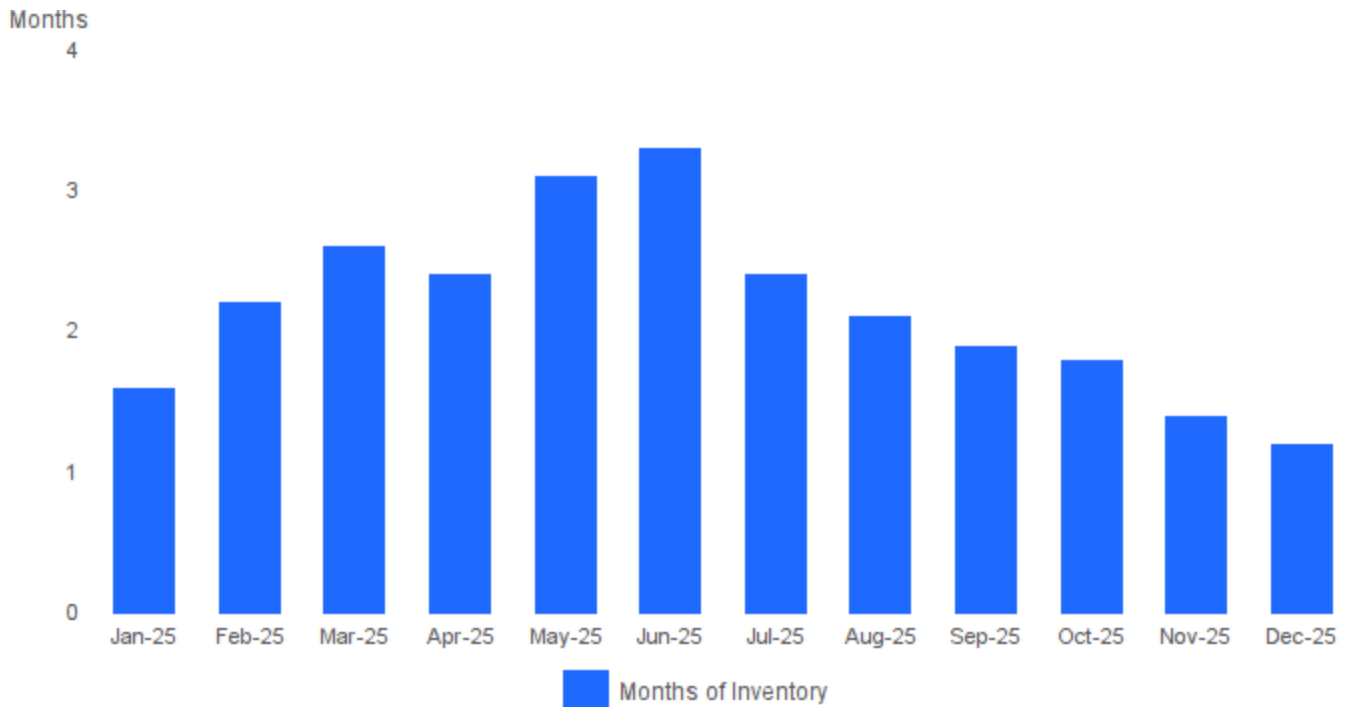
**Unsold Price** | the average active list price



# 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.



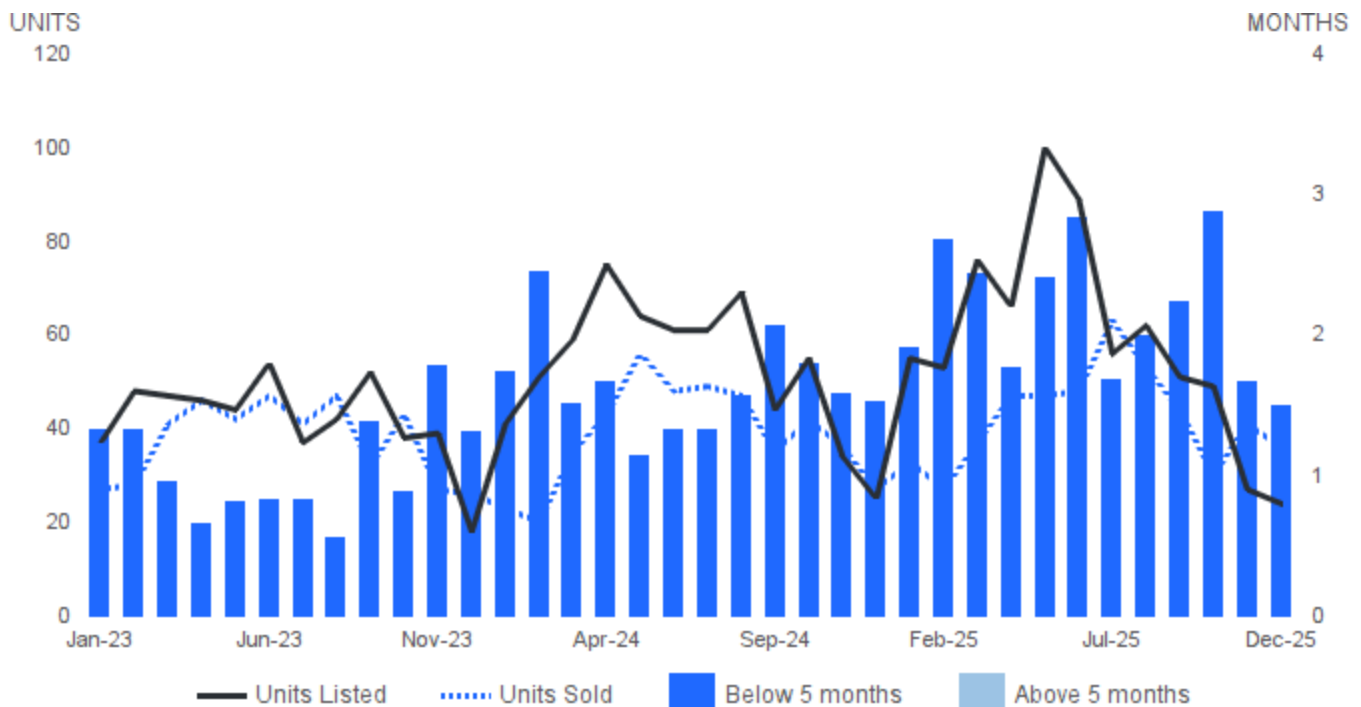
# MONTHS SUPPLY OF INVENTORY

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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