



AREA REPORT

VISTA

DECEMBER 2025 | SINGLE FAMILY



THE BARNETT TEAM

Lic. #: CA-02120144

CalRE : 02120144

Cell: (760) 845-8810

Cell: (760) 845-2630

Bailee.barnett@gmail.com

www.loribarnett.com

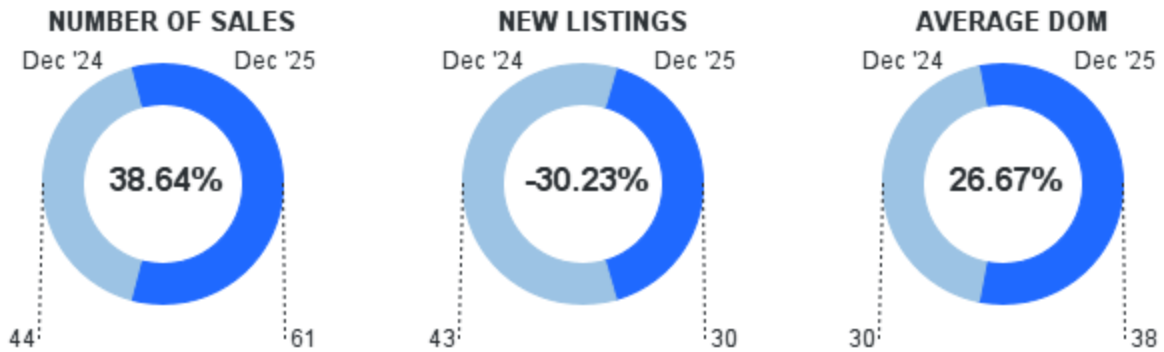


COLDWELL BANKER
REALTY

VISTA | December 2025

REAL ESTATE SNAPSHOT - Change since this time last year


Single Family



7.45% 
MEDIAN SALES PRICE
SINGLE FAMILY

15.89% 
AVERAGE SALES PRICE
SINGLE FAMILY

13.44% 
MEDIAN LIST PRICE
(SOLD LISTINGS)
SINGLE FAMILY

17.68% 
AVERAGE LIST PRICE
(SOLD LISTINGS)
SINGLE FAMILY

 Dec '24  Dec '25

AREA REPORT

VISTA

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 | 30 | 43 | -30.23% ↓ | 838 | 820 | 2.2% ↑ |
| Sold Listings | 61 | 44 | 38.64% ↑ | 584 | 588 | -0.68% ↓ |
| Median List Price (Solds) | \$975,000 | \$859,499 | 13.44% ↑ | \$969,000 | \$899,999 | 7.67% ↑ |
| Median Sold Price | \$933,500 | \$868,750 | 7.45% ↑ | \$965,000 | \$915,000 | 5.46% ↑ |
| Median Days on Market | 22 | 14 | 57.14% ↑ | 21 | 14 | 50% ↑ |
| Average List Price (Solds) | \$1,056,066 | \$897,429 | 17.68% ↑ | \$1,049,923 | \$976,121 | 7.56% ↑ |
| Average Sold Price | \$1,037,139 | \$894,969 | 15.89% ↑ | \$1,038,209 | \$975,965 | 6.38% ↑ |
| Average Days on Market | 38 | 30 | 26.67% ↑ | 35 | 29 | 20.69% ↑ |
| List/Sold Price Ratio | 98.4% | 99.6% | -1.2% ↓ | 99.1% | 100.3% | -1.25% ↓ |

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.



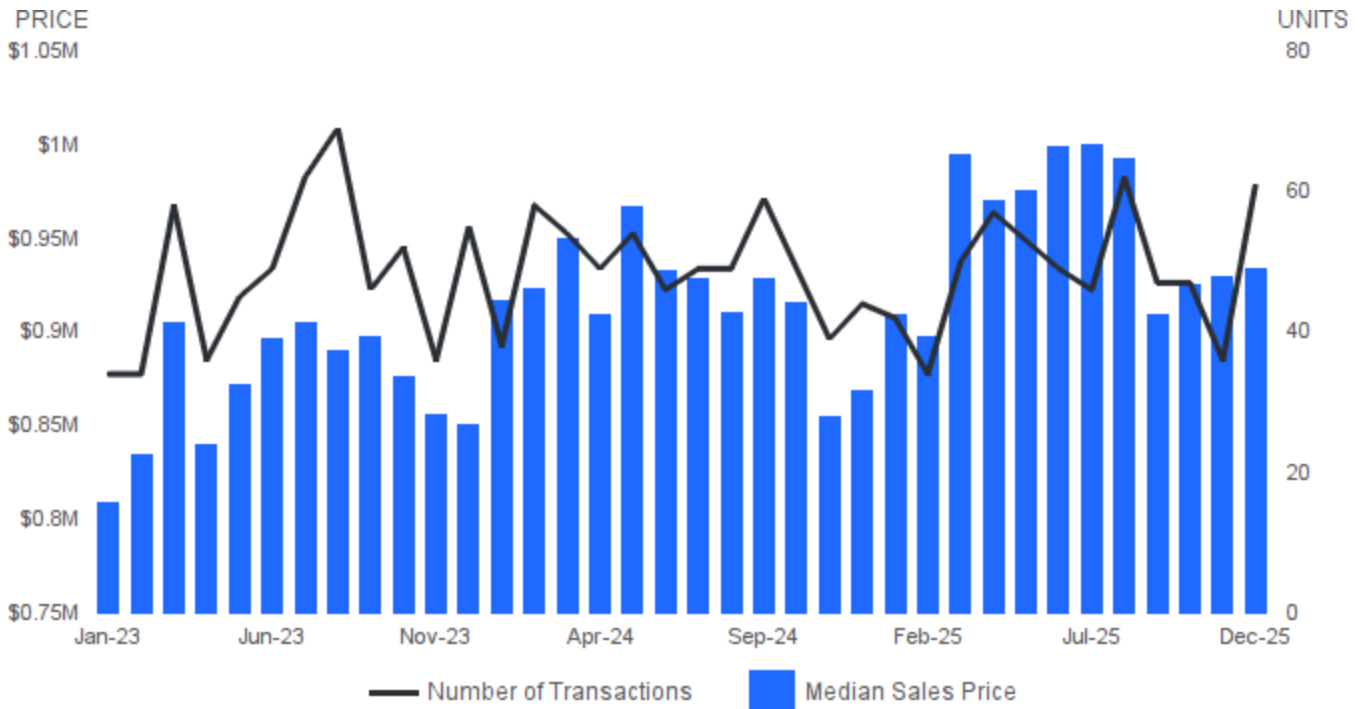
| | | | | | |
|-------------------|-----------|-----------|-----------|-----------|-----|
| Sold Properties | 784 | 576 | 588 | 584 | 0 |
| New Properties | 1,030 | 720 | 820 | 838 | 0 |
| Sold Volume | \$727.70M | \$542.92M | \$573.87M | \$606.31M | \$0 |
| Listing Volume | \$955.47M | \$718.55M | \$858.79M | \$941.29M | \$0 |
| Median Sale Price | \$870K | \$875K | \$915K | \$965K | \$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.

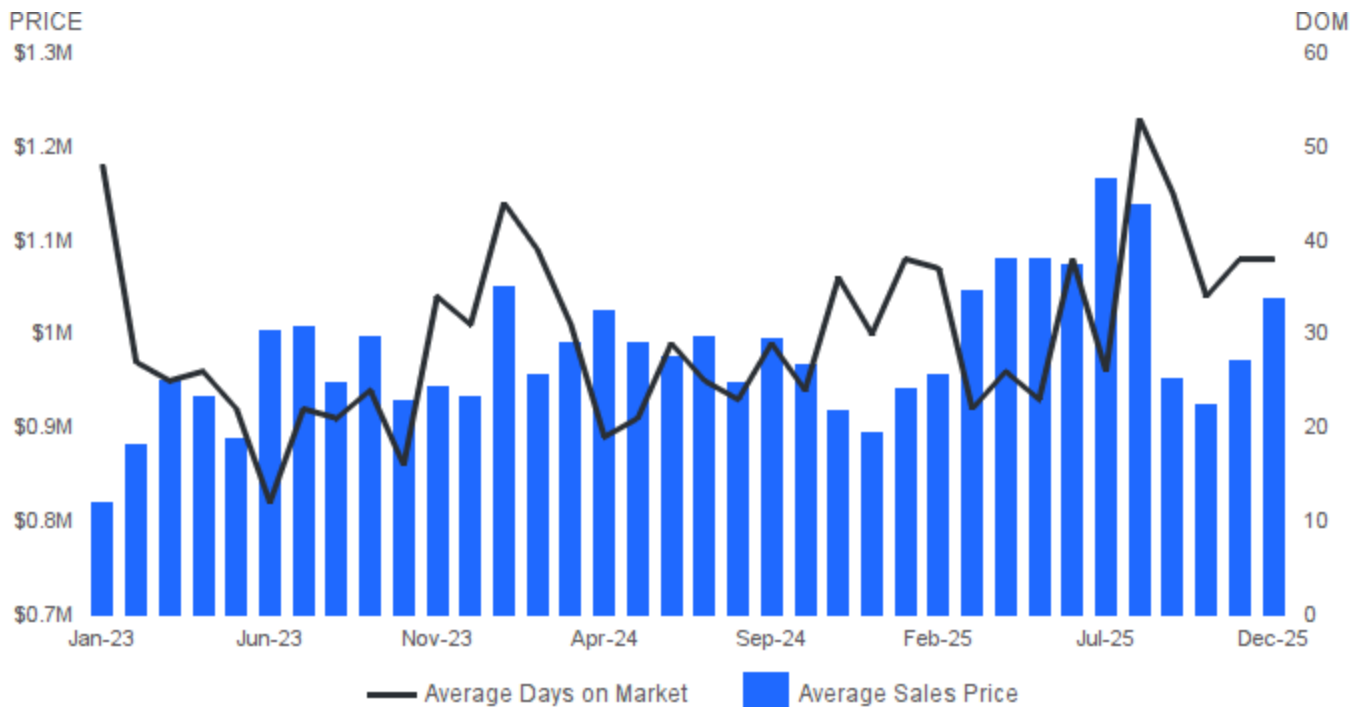


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

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.

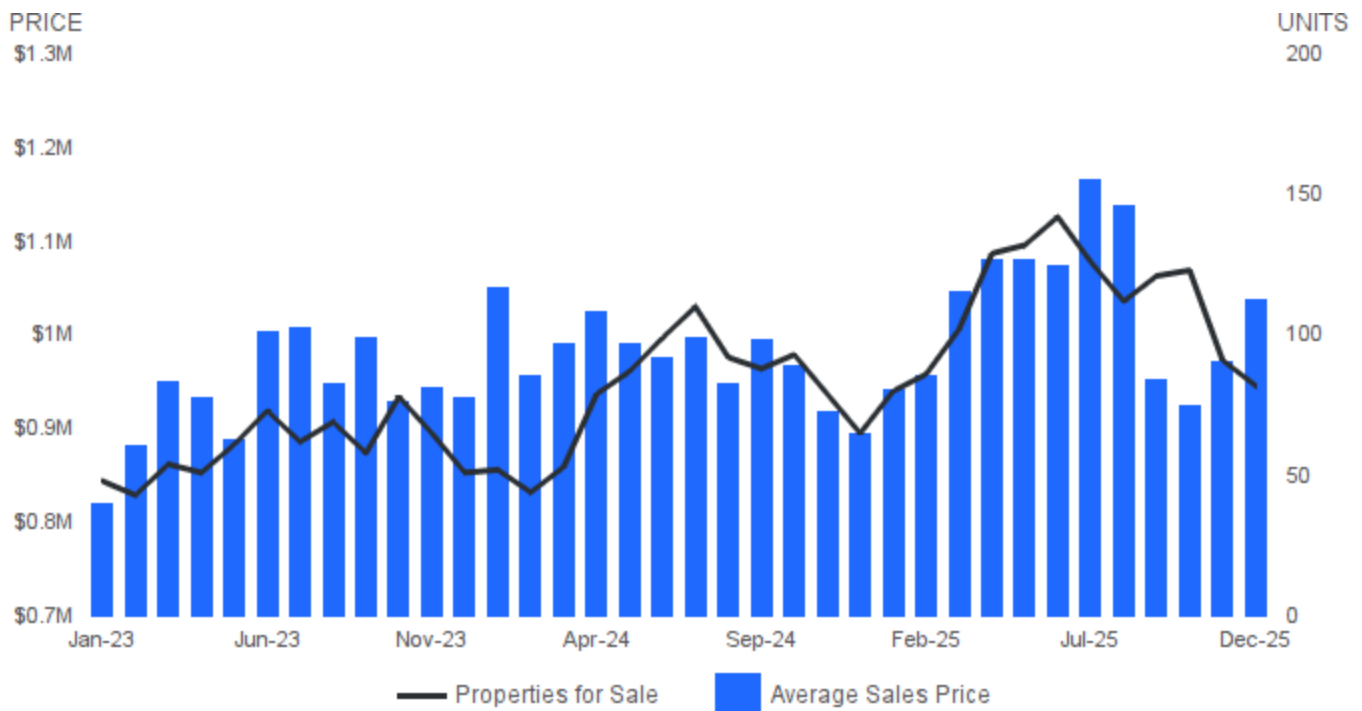


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

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.

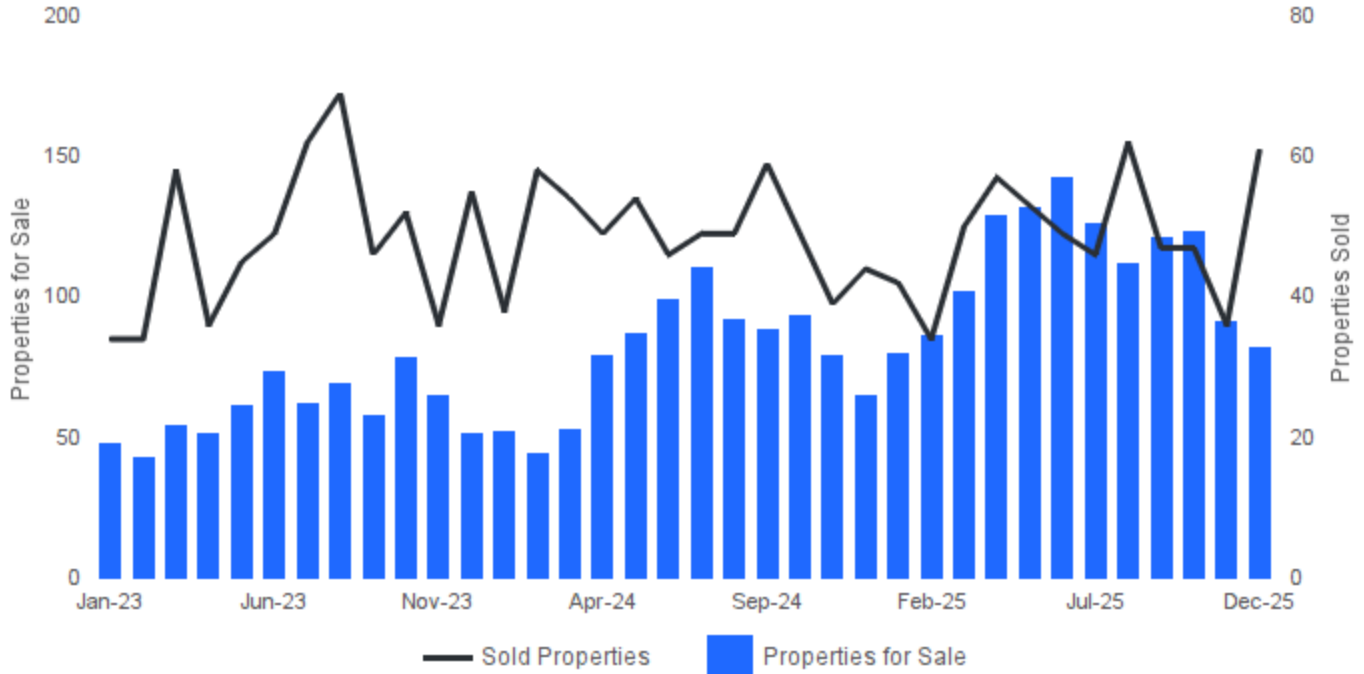


PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

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

Sold Properties | Number of properties sold.



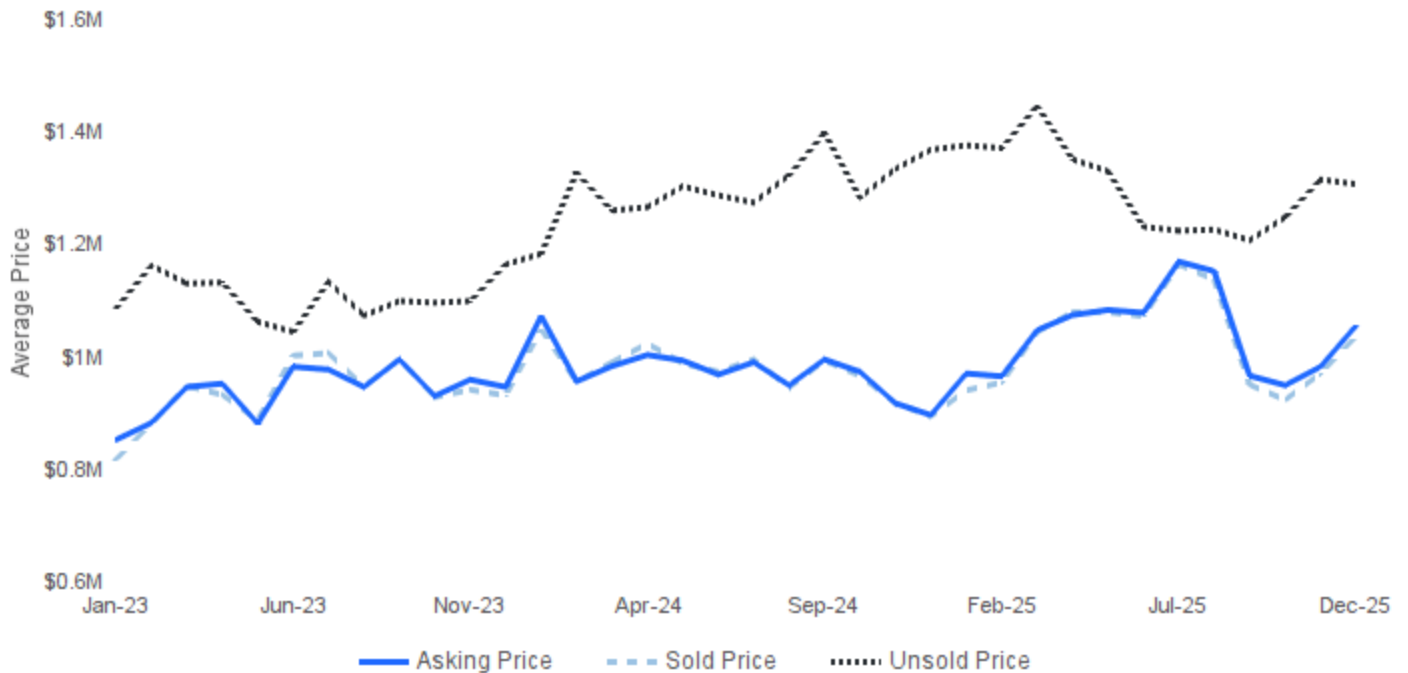
AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

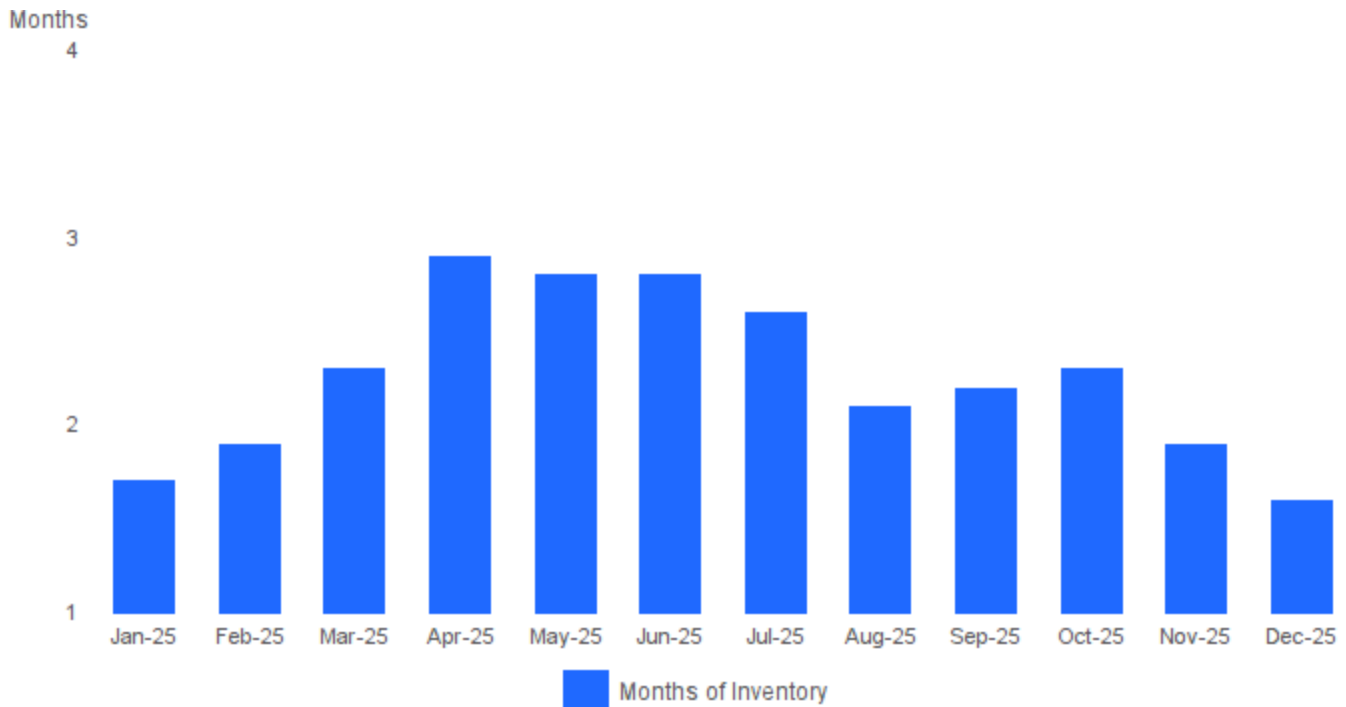
Unsold Price | the average active list price



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.



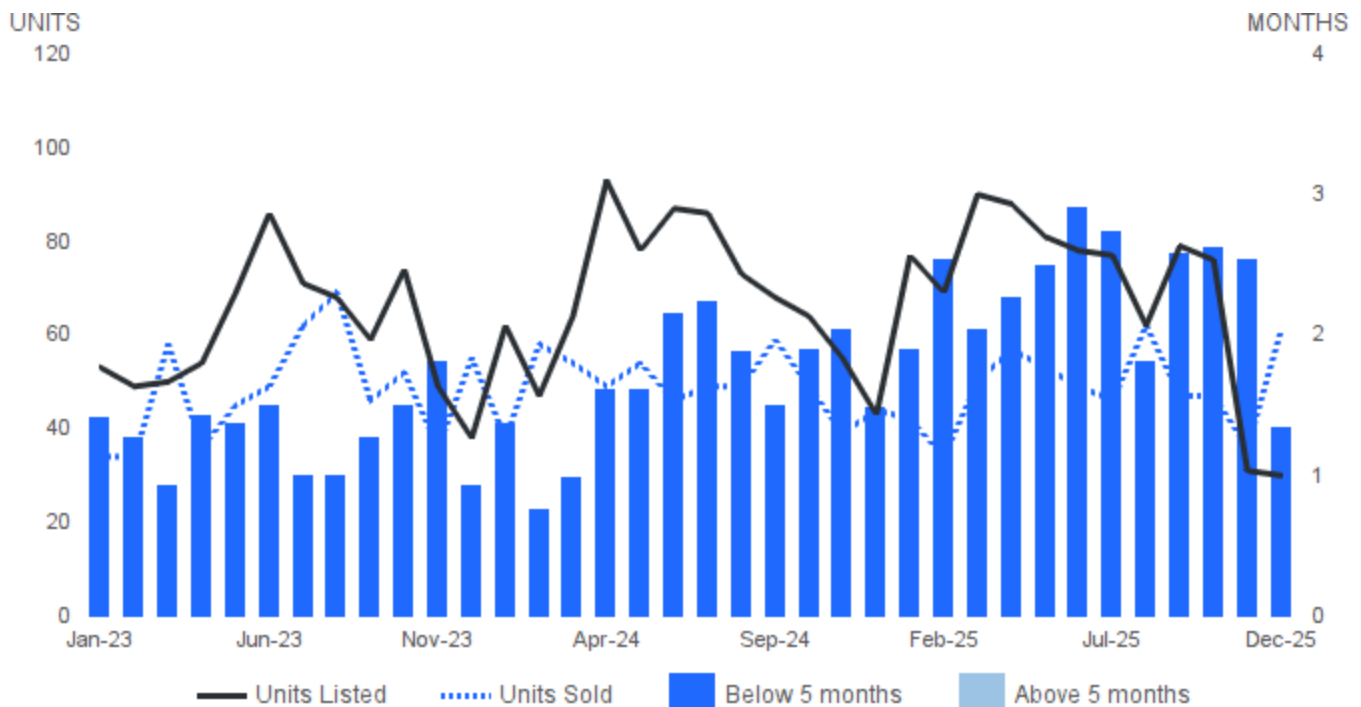
MONTHS SUPPLY OF INVENTORY

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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