



AREA REPORT

DEL MAR

DECEMBER 2025 | SINGLE FAMILY



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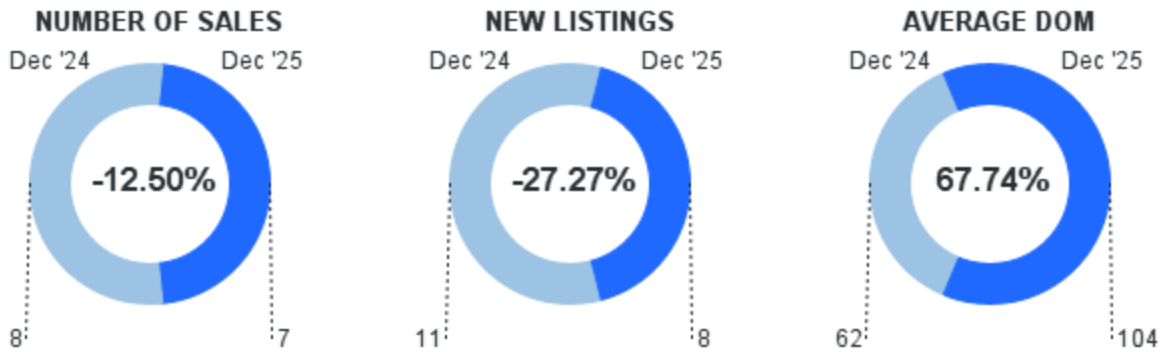


COLDWELL BANKER
REALTY

DEL MAR | December 2025

REAL ESTATE SNAPSHOT - Change since this time last year

Single Family



-4.24% ↓

MEDIAN SALES PRICE
SINGLE FAMILY

8.06% ↑

AVERAGE SALES PRICE
SINGLE FAMILY

-9.67% ↓

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

10.32% ↑

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

■ Dec '24 ■ Dec '25

AREA REPORT

DEL MAR

FULL MARKET SUMMARY

December 2025 | Single Family ?

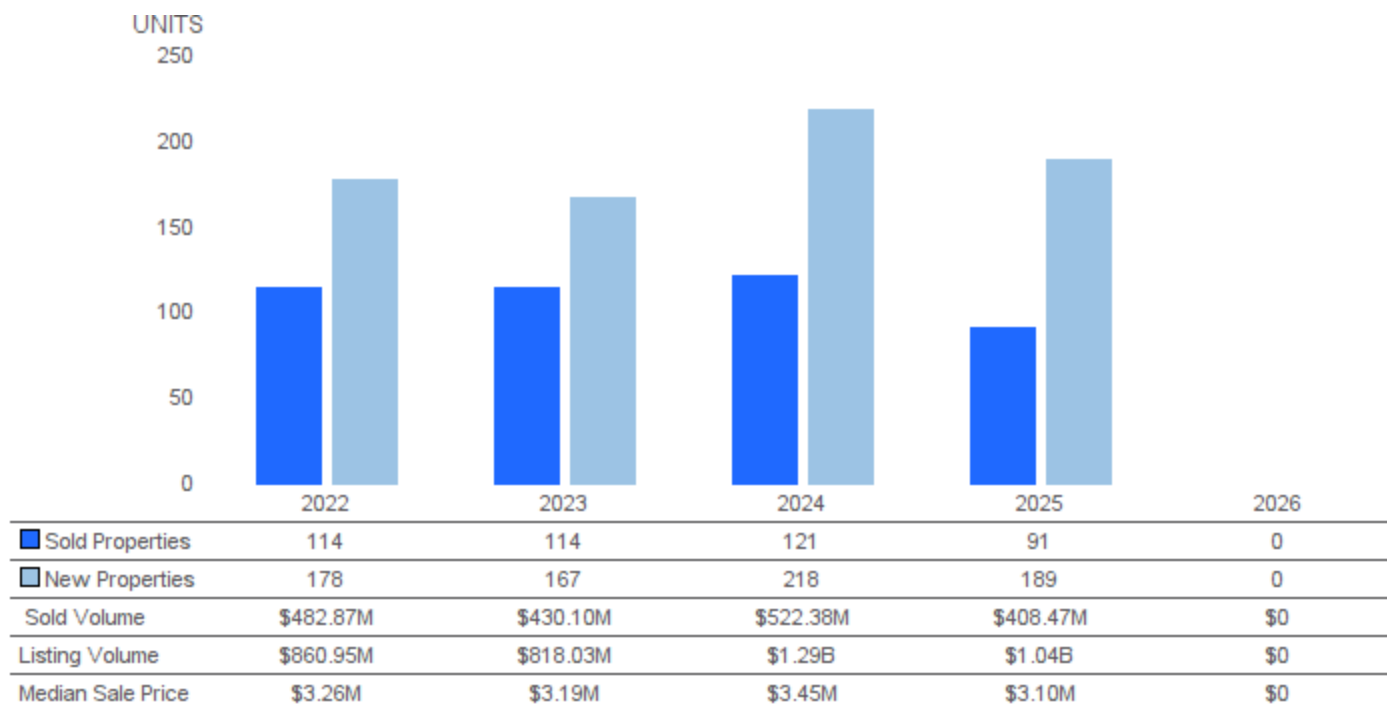
	Month to Date			Year to Date		
	December 2025	December 2024	% Change	YTD 2025	YTD 2024	% Change
New Listings	8	11	-27.27% ↓	189	218	-13.3% ↓
Sold Listings	7	8	-12.5% ↓	91	121	-24.79% ↓
Median List Price (Solds)	\$3,500,000	\$3,874,500	-9.67% ↓	\$3,295,000	\$3,500,000	-5.86% ↓
Median Sold Price	\$3,160,000	\$3,300,000	-4.24% ↓	\$3,100,000	\$3,447,500	-10.08% ↓
Median Days on Market	73	54	35.19% ↑	28	25	12% ↑
Average List Price (Solds)	\$6,220,714	\$5,638,625	10.32% ↑	\$4,771,860	\$4,508,200	5.85% ↑
Average Sold Price	\$5,645,714	\$5,224,375	8.06% ↑	\$4,488,673	\$4,317,175	3.97% ↑
Average Days on Market	104	62	67.74% ↑	49	39	25.64% ↑
List/Sold Price Ratio	94.1%	92.8%	1.5% ↑	96.2%	96.5%	-0.31% ↓

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.

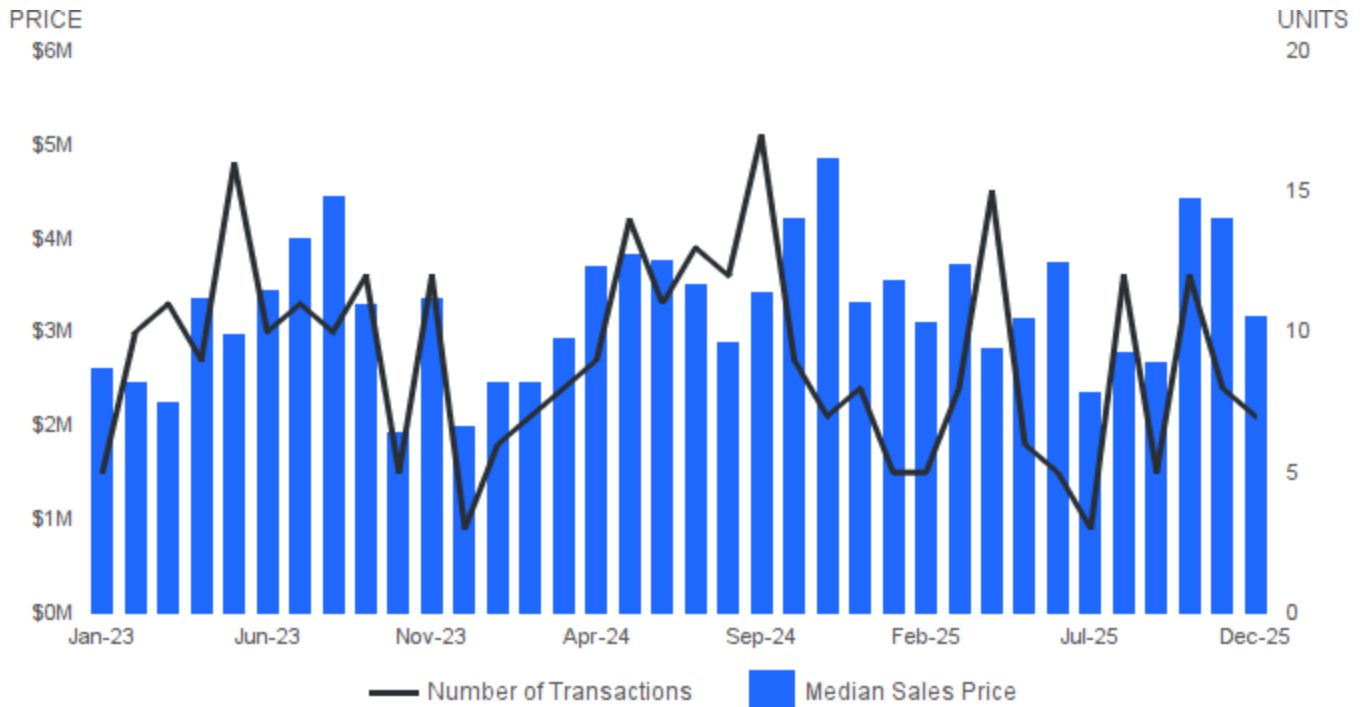


MEDIAN SALES PRICE AND NUMBER OF SALES

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.

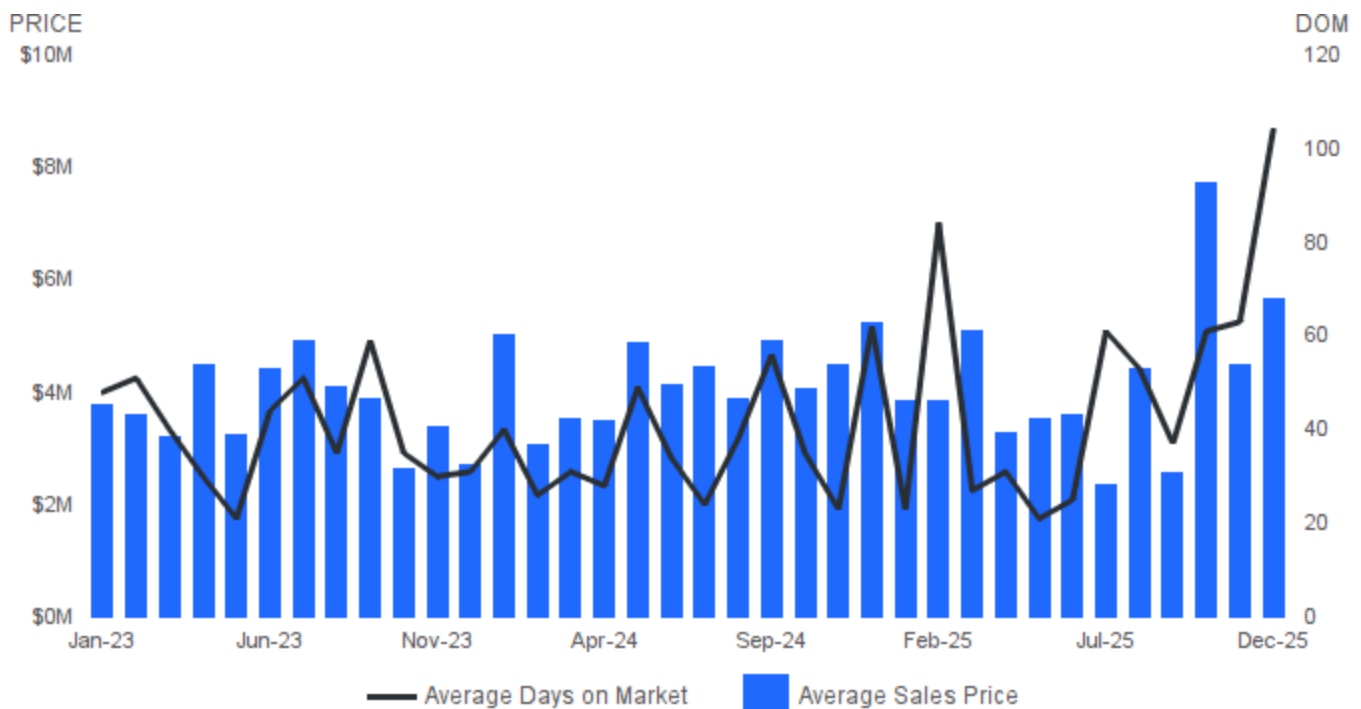


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2025 | Single Family ?

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

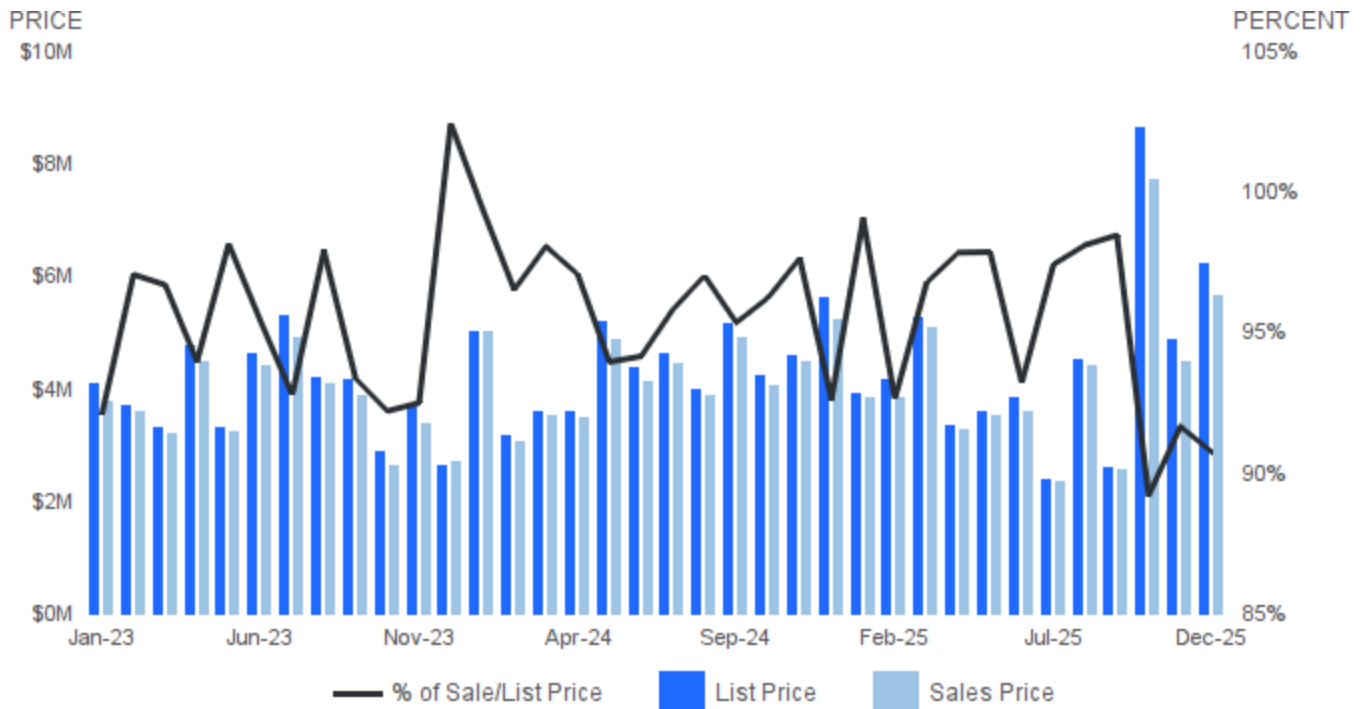
Average Days on Market | Average days on market for all properties sold.



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.

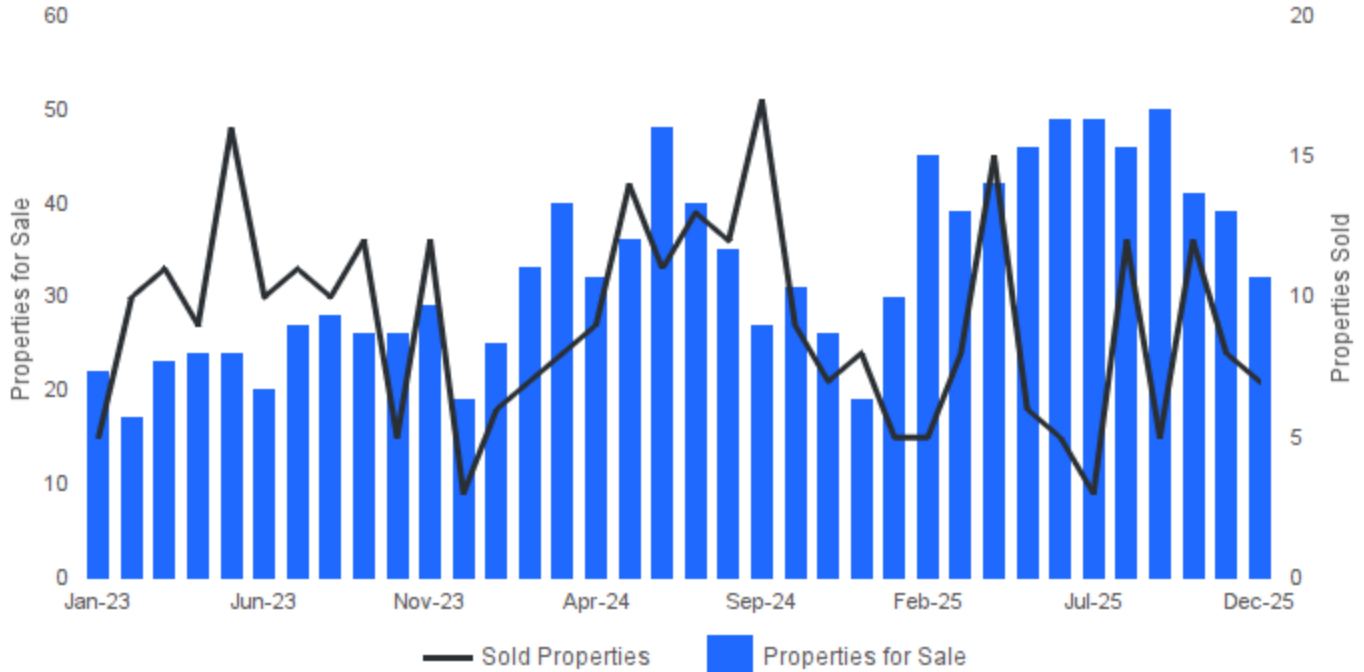
Properties for Sale | Number of properties listed for sale at the end of month.



PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

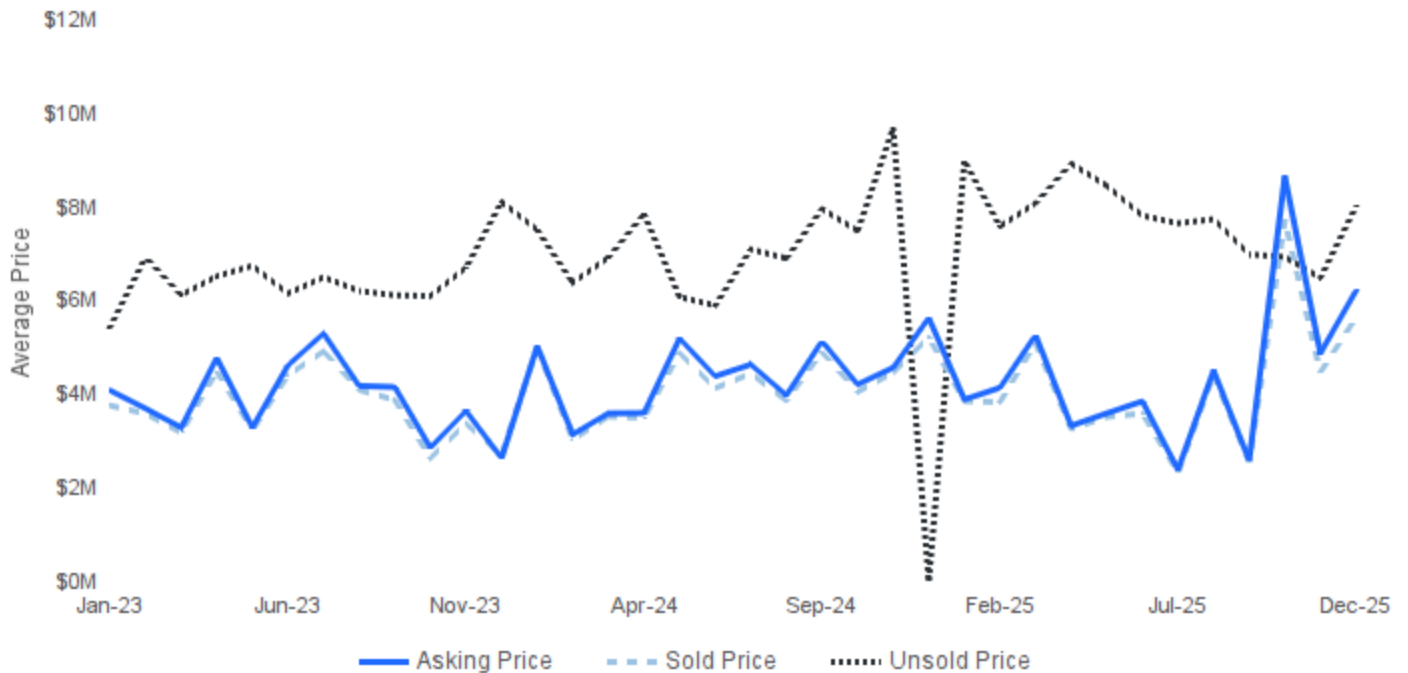
Properties for Sale | Number of properties listed for sale at the end of month.
Sold Properties | Number of properties sold.



AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

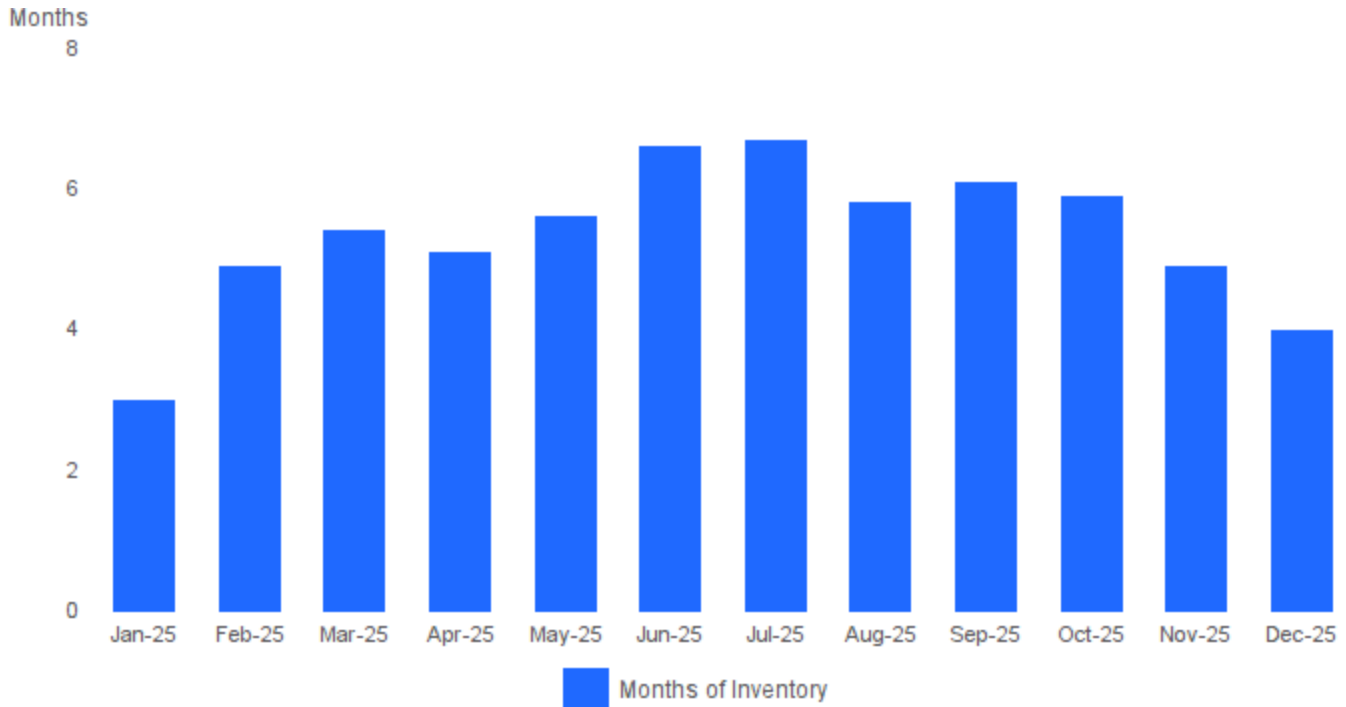
Asking Price | the average asking price of sold properties
Sold Price | the average selling price
Unsold Price | the average active list price



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.



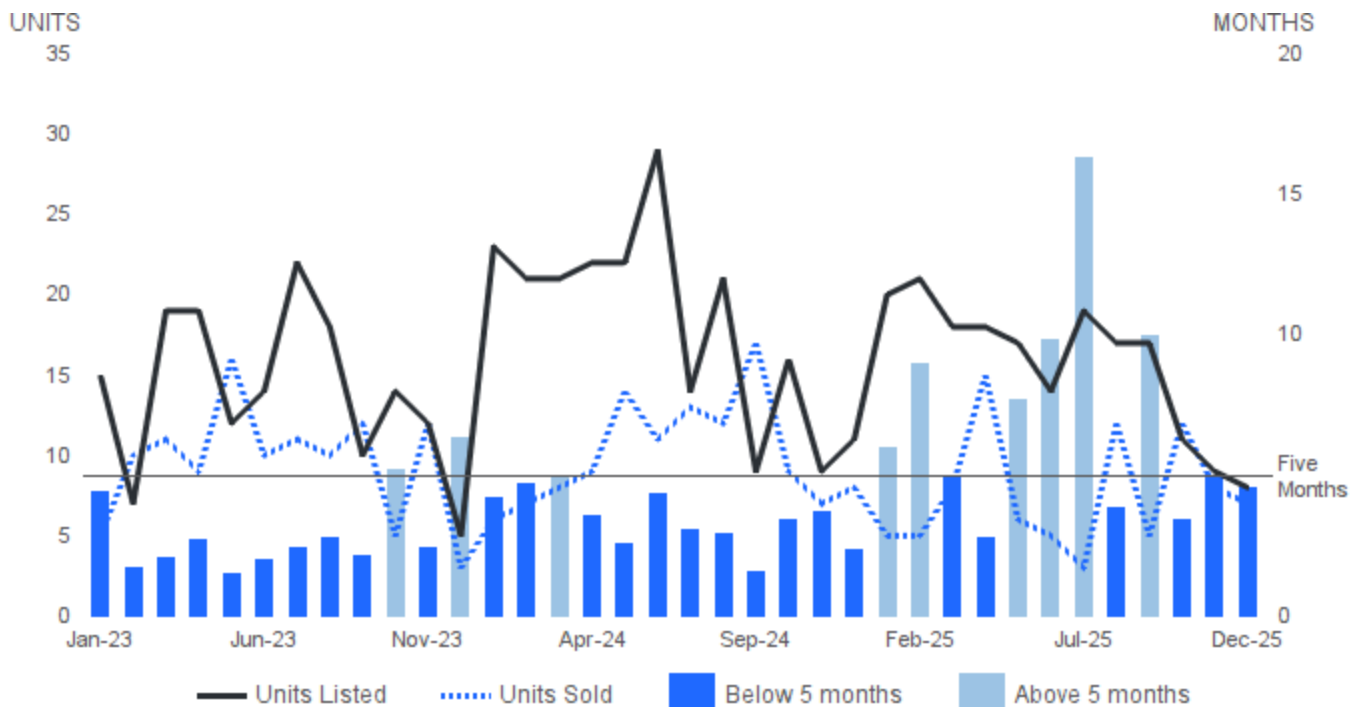
MONTHS SUPPLY OF INVENTORY

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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