



# AREA REPORT

DEL MAR

DECEMBER 2025 | SINGLE FAMILY



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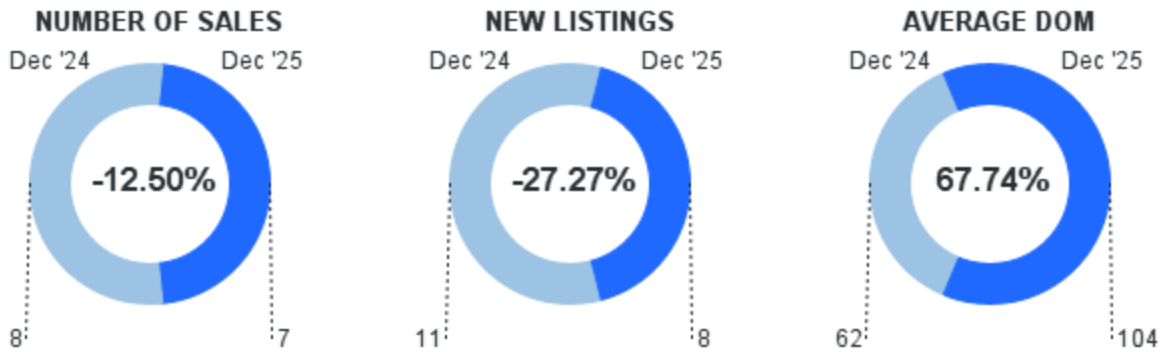


**COLDWELL BANKER**  
**REALTY**

# 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)

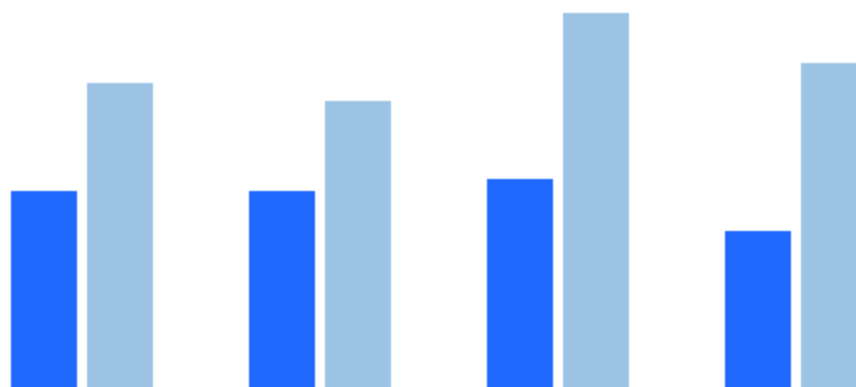
December 2025 | Single Family ?

**Sold Properties** | Number of properties sold during the year

**New Properties** | Number of properties listed during the year.

UNITS  
250

200  
150  
100  
50  
0



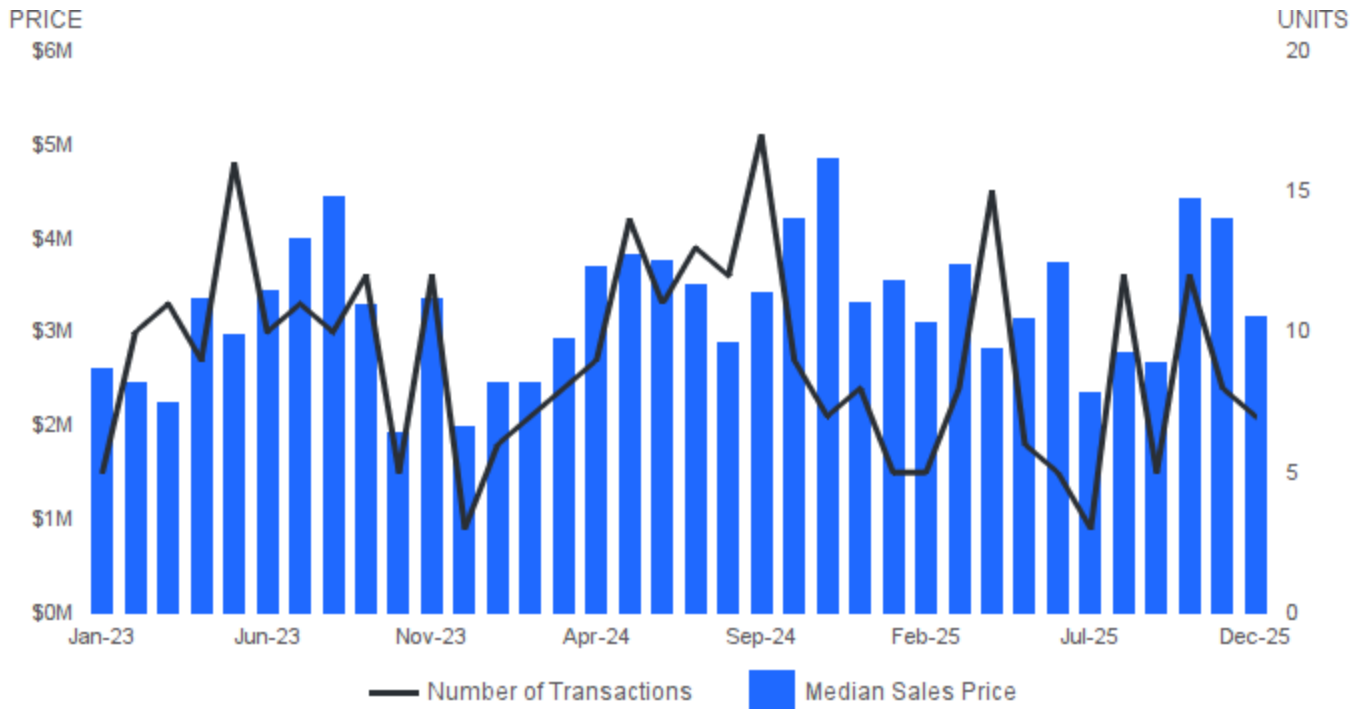
Sold Properties	114	114	121	91	0
New Properties	178	167	218	189	0
Sold Volume	\$482.87M	\$430.10M	\$522.38M	\$408.47M	\$0
Listing Volume	\$860.95M	\$818.03M	\$1.29B	\$1.04B	\$0
Median Sale Price	\$3.26M	\$3.19M	\$3.45M	\$3.10M	\$0

## 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.

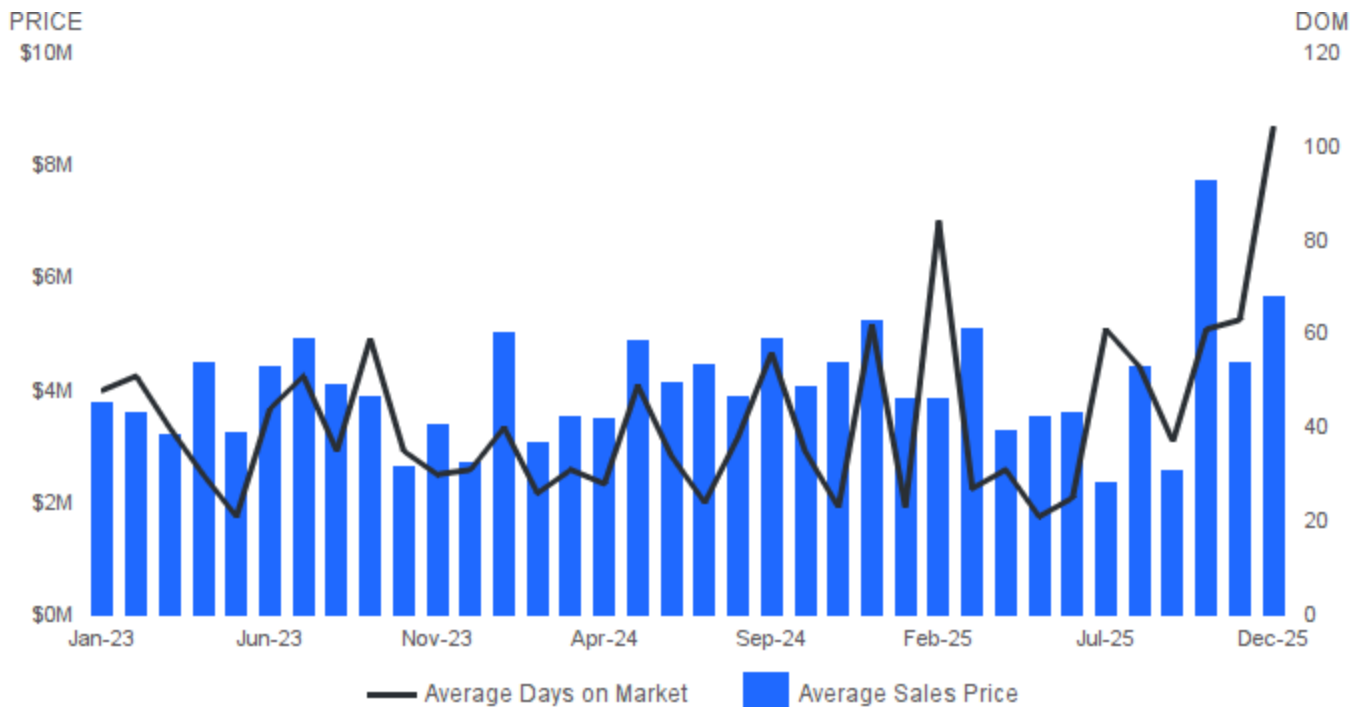


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2025 | Single Family ?

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

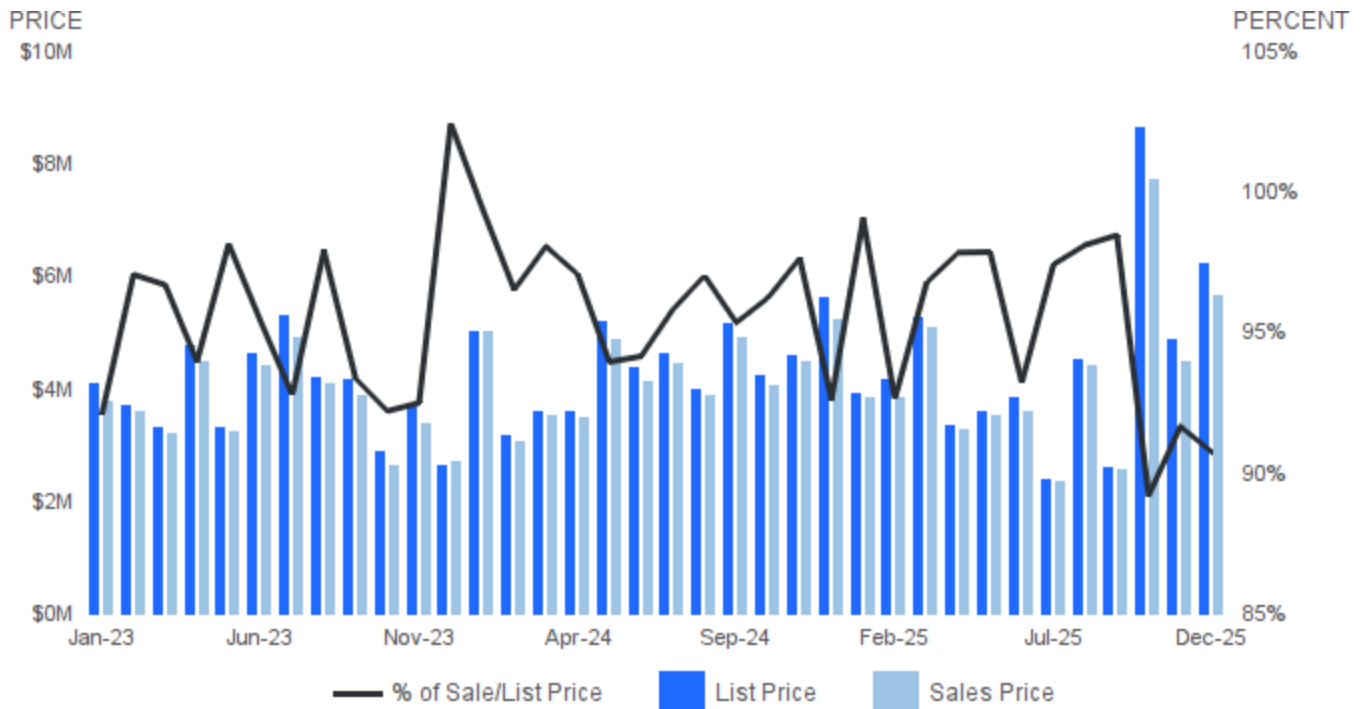
**Average Days on Market** | Average days on market for all properties sold.



## 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.

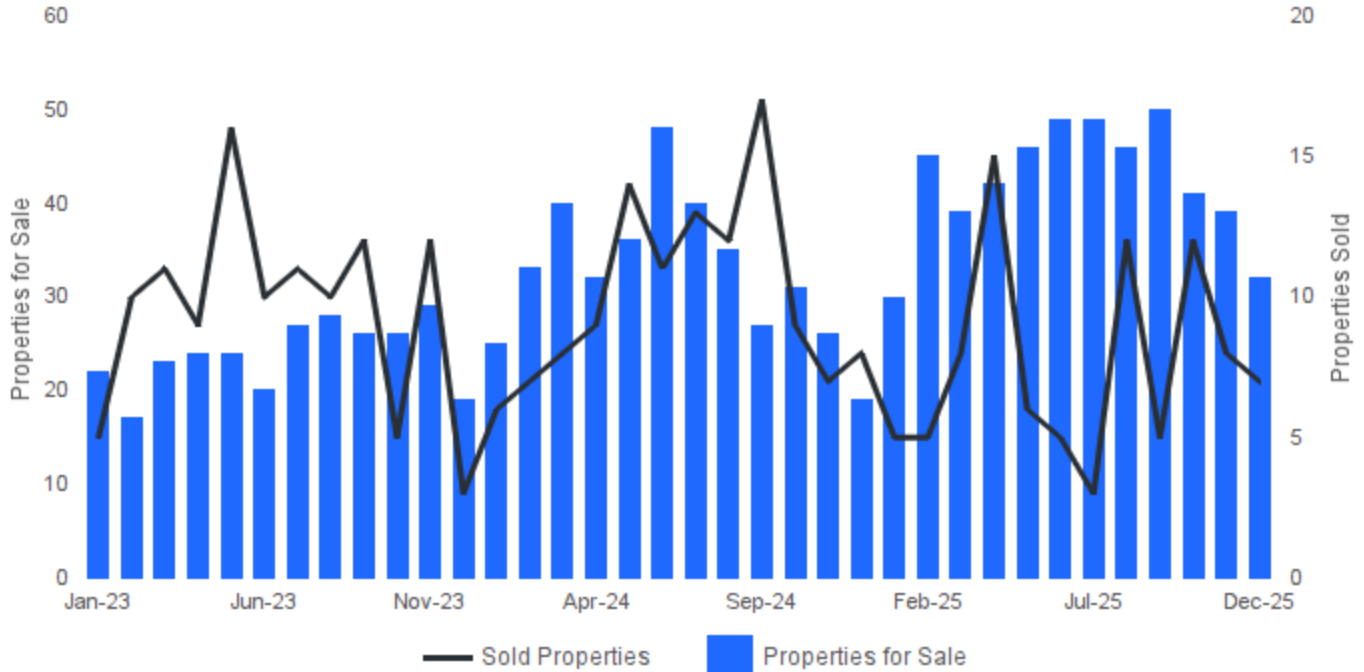


# PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

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

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



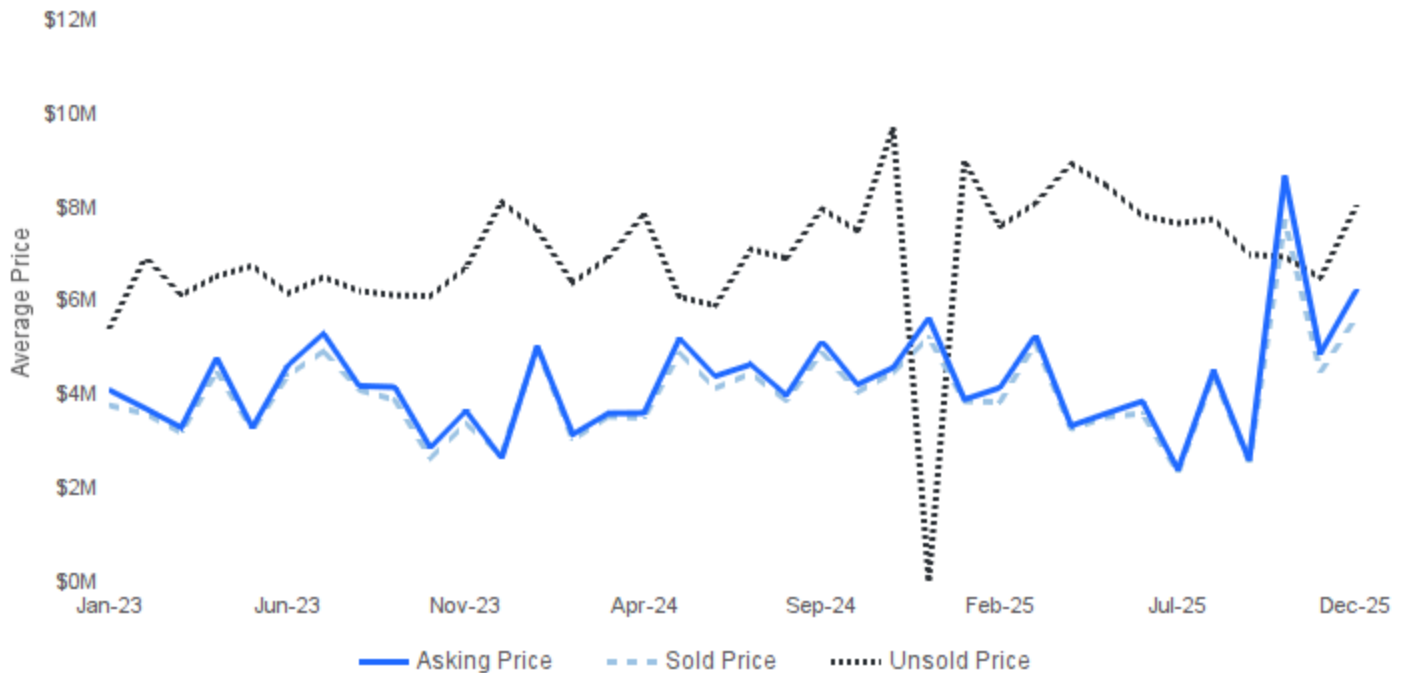
# AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

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

**Sold Price** | the average selling price

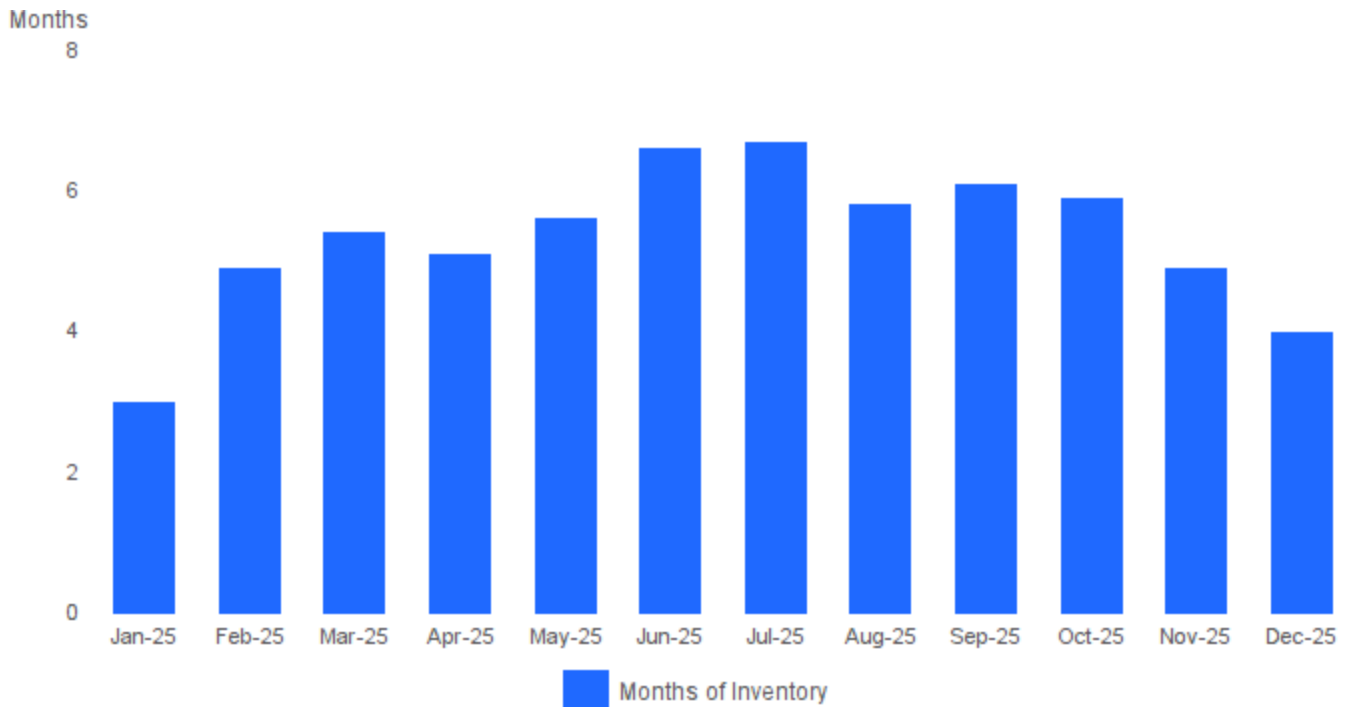
**Unsold Price** | the average active list price



# 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.



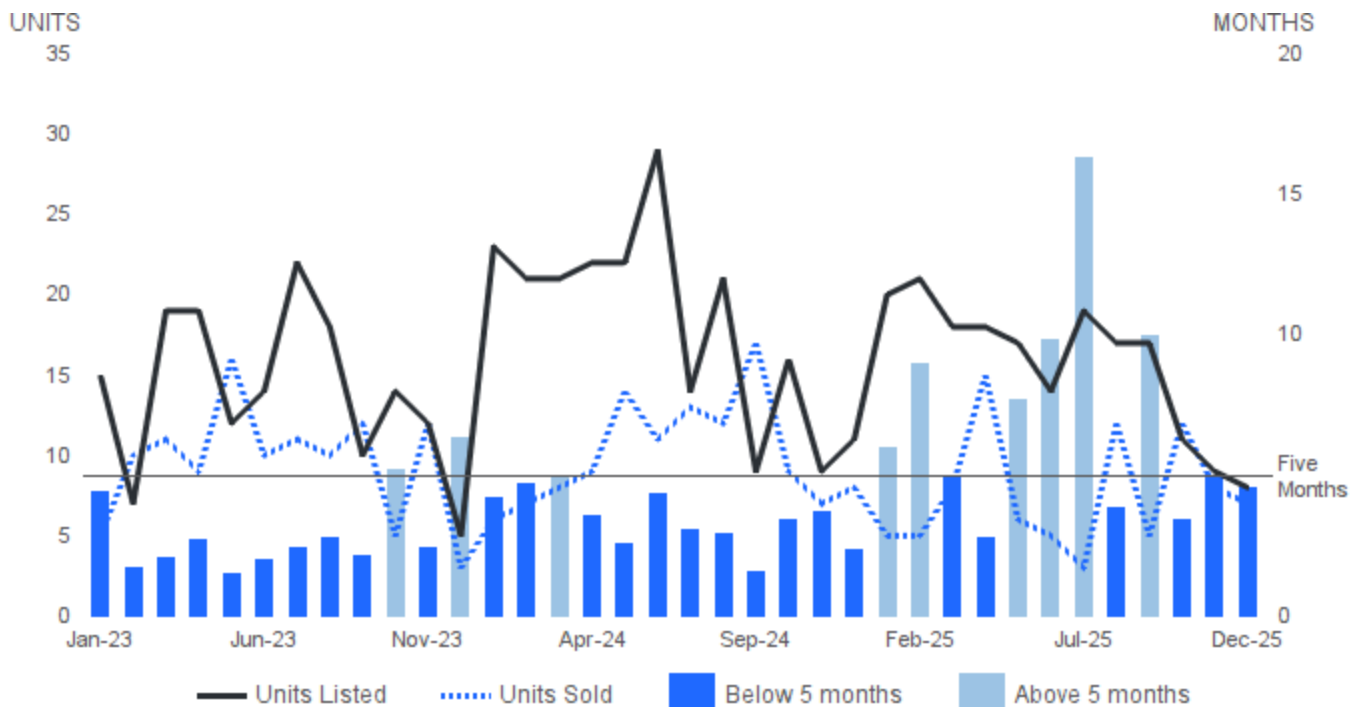
# MONTHS SUPPLY OF INVENTORY

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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