

Local Market Update for October 2025

A Research Tool Provided by the Greater San Diego Association of REALTORS®

92114

Encanto

| Detached | October | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2024 | 2025 | Percent Change | Thru 10-2024 | Thru 10-2025 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 41 | 41 | 0.0% | 309 | 384 | + 24.3% |
| Pending Sales | 19 | 31 | + 63.2% | 241 | 258 | + 7.1% |
| Closed Sales | 19 | 22 | + 15.8% | 241 | 250 | + 3.7% |
| Median Sales Price* | \$765,000 | \$765,000 | 0.0% | \$750,000 | \$765,000 | + 2.0% |
| Percent of Original List Price Received* | 101.4% | 99.0% | - 2.4% | 100.8% | 99.6% | - 1.2% |
| Days on Market Until Sale | 41 | 34 | - 17.1% | 25 | 28 | + 12.0% |
| Inventory of Homes for Sale | 51 | 43 | - 15.7% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 1.7 | - 22.7% | -- | -- | -- |

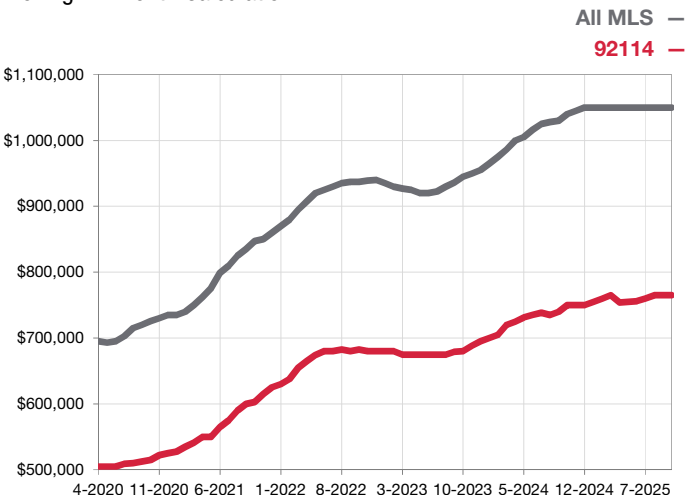
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Attached | October | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
| | 2024 | 2025 | Percent Change | Thru 10-2024 | Thru 10-2025 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 5 | 1 | - 80.0% | 25 | 20 | - 20.0% |
| Pending Sales | 2 | 1 | - 50.0% | 16 | 12 | - 25.0% |
| Closed Sales | 1 | 1 | 0.0% | 14 | 12 | - 14.3% |
| Median Sales Price* | \$535,000 | \$545,000 | + 1.9% | \$585,000 | \$621,500 | + 6.2% |
| Percent of Original List Price Received* | 97.3% | 95.8% | - 1.5% | 103.2% | 97.7% | - 5.3% |
| Days on Market Until Sale | 21 | 40 | + 90.5% | 18 | 52 | + 188.9% |
| Inventory of Homes for Sale | 4 | 5 | + 25.0% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 3.2 | + 52.4% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price – Single Family

Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation

