

Local Market Update for November 2020

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

92037

La Jolla

| Single Family | November | | | Year to Date | | |
|--|-------------|-------------|----------------|--------------|--------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 11-2019 | Thru 11-2020 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 48 | 41 | - 14.6% | 836 | 777 | - 7.1% |
| Pending Sales | 28 | 33 | + 17.9% | 403 | 446 | + 10.7% |
| Closed Sales | 31 | 39 | + 25.8% | 398 | 415 | + 4.3% |
| Median Sales Price* | \$1,730,000 | \$2,500,000 | + 44.5% | \$2,100,000 | \$2,235,000 | + 6.4% |
| Percent of Original List Price Received* | 95.4% | 95.6% | + 0.2% | 93.2% | 95.0% | + 1.9% |
| Days on Market Until Sale | 47 | 40 | - 14.9% | 56 | 49 | - 12.5% |
| Inventory of Homes for Sale | 200 | 152 | - 24.0% | -- | -- | -- |
| Months Supply of Inventory | 5.6 | 3.9 | - 30.4% | -- | -- | -- |

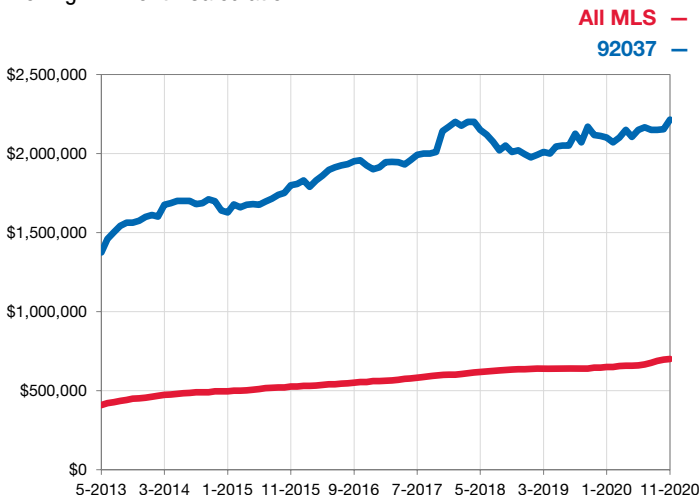
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Townhouse-Condo | November | | | Year to Date | | |
|--|-----------|-------------|----------------|--------------|--------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 11-2019 | Thru 11-2020 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 41 | 32 | - 22.0% | 659 | 645 | - 2.1% |
| Pending Sales | 36 | 38 | + 5.6% | 396 | 373 | - 5.8% |
| Closed Sales | 25 | 32 | + 28.0% | 371 | 352 | - 5.1% |
| Median Sales Price* | \$670,888 | \$1,237,500 | + 84.5% | \$727,000 | \$842,500 | + 15.9% |
| Percent of Original List Price Received* | 95.8% | 96.3% | + 0.5% | 96.5% | 96.3% | - 0.2% |
| Days on Market Until Sale | 58 | 48 | - 17.2% | 44 | 42 | - 4.5% |
| Inventory of Homes for Sale | 126 | 129 | + 2.4% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 3.9 | + 5.4% | -- | -- | -- |

* 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

