

# Local Market Update for August 2025

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

92037

La Jolla

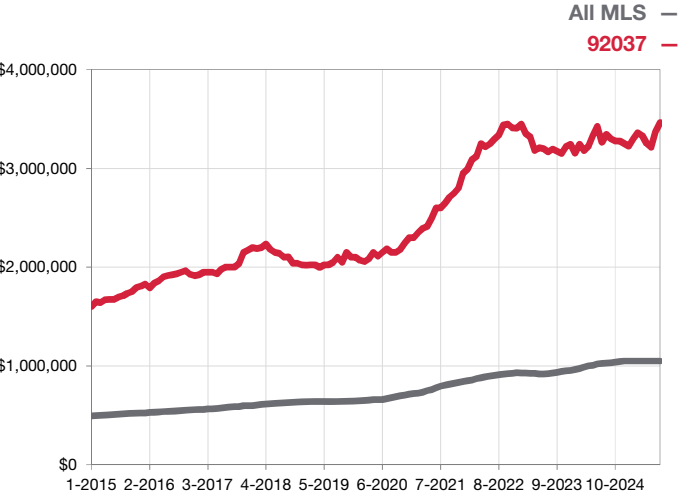
Detached	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	40	40	0.0%	331	372	+ 12.4%
Pending Sales	32	29	- 9.4%	186	195	+ 4.8%
Closed Sales	27	25	- 7.4%	176	186	+ 5.7%
Median Sales Price*	\$4,000,000	\$4,800,000	+ 20.0%	\$3,394,000	\$3,675,000	+ 8.3%
Percent of Original List Price Received*	97.9%	93.8%	- 4.2%	97.3%	96.5%	- 0.8%
Days on Market Until Sale	36	37	+ 2.8%	38	37	- 2.6%
Inventory of Homes for Sale	103	114	+ 10.7%	--	--	--
Months Supply of Inventory	5.1	4.8	- 5.9%	--	--	--

\* 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	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	31	27	- 12.9%	298	356	+ 19.5%
Pending Sales	19	19	0.0%	187	197	+ 5.3%
Closed Sales	24	22	- 8.3%	190	185	- 2.6%
Median Sales Price*	\$1,360,279	\$1,200,000	- 11.8%	\$1,222,500	\$1,250,000	+ 2.2%
Percent of Original List Price Received*	96.9%	92.8%	- 4.2%	97.3%	97.0%	- 0.3%
Days on Market Until Sale	30	47	+ 56.7%	32	38	+ 18.8%
Inventory of Homes for Sale	79	86	+ 8.9%	--	--	--
Months Supply of Inventory	3.6	3.9	+ 8.3%	--	--	--

\* 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

