Local Market Update for September 2025

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

92037

La Jolla

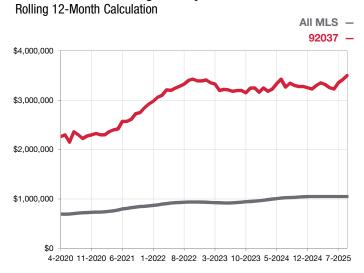
Detached	September			Year to Date			
Key Metrics	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change	
New Listings	40	40	0.0%	294	414	+ 40.8%	
Pending Sales	25	27	+ 8.0%	211	217	+ 2.8%	
Closed Sales	20	29	+ 45.0%	196	215	+ 9.7%	
Median Sales Price*	\$3,050,000	\$3,775,000	+ 23.8%	\$3,253,500	\$3,650,000	+ 12.2%	
Percent of Original List Price Received*	92.5%	92.7%	+ 0.2%	96.8%	96.0%	- 0.8%	
Days on Market Until Sale	55	48	- 12.7%	39	38	- 2.6%	
Inventory of Homes for Sale	92	103	+ 12.0%				
Months Supply of Inventory	4.5	4.4	- 2.2%				

^{*} 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	September			Year to Date			
Key Metrics	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change	
New Listings	24	28	+ 16.7%	255	385	+ 51.0%	
Pending Sales	20	23	+ 15.0%	207	215	+ 3.9%	
Closed Sales	13	23	+ 76.9%	204	206	+ 1.0%	
Median Sales Price*	\$985,000	\$1,070,000	+ 8.6%	\$1,217,500	\$1,225,000	+ 0.6%	
Percent of Original List Price Received*	95.5%	95.9%	+ 0.4%	97.2%	96.8%	- 0.4%	
Days on Market Until Sale	47	44	- 6.4%	33	40	+ 21.2%	
Inventory of Homes for Sale	58	78	+ 34.5%				
Months Supply of Inventory	2.7	3.6	+ 33.3%				

^{*} 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



Median Sales Price - Townhouse-Condo

