

Local Market Update for March 2018

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

92037

La Jolla

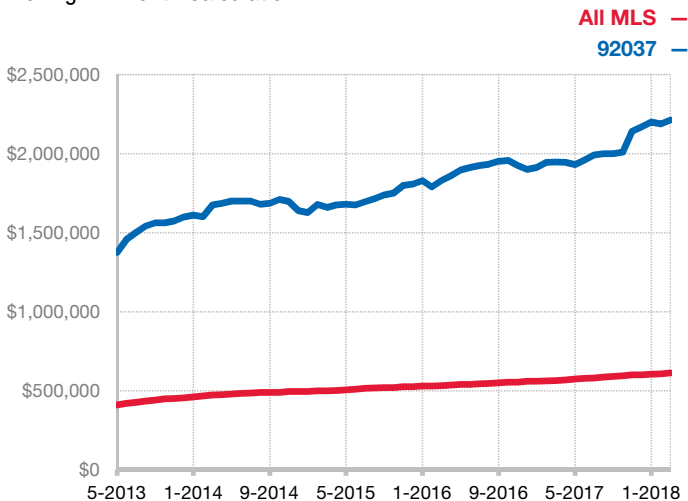
Single Family	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
Key Metrics						
New Listings	67	77	+ 14.9%	185	202	+ 9.2%
Pending Sales	31	35	+ 12.9%	75	86	+ 14.7%
Closed Sales	25	35	+ 40.0%	64	67	+ 4.7%
Median Sales Price*	\$1,625,000	\$2,300,000	+ 41.5%	\$1,975,000	\$2,200,000	+ 11.4%
Percent of Original List Price Received*	93.3%	96.9%	+ 3.9%	92.1%	94.7%	+ 2.8%
Days on Market Until Sale	58	68	+ 17.2%	75	87	+ 16.0%
Inventory of Homes for Sale	174	167	- 4.0%	--	--	--
Months Supply of Inventory	6.3	6.1	- 3.2%	--	--	--

* 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.

Townhouse-Condo	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
Key Metrics						
New Listings	50	60	+ 20.0%	147	170	+ 15.6%
Pending Sales	37	39	+ 5.4%	92	104	+ 13.0%
Closed Sales	30	31	+ 3.3%	81	83	+ 2.5%
Median Sales Price*	\$797,500	\$590,000	- 26.0%	\$700,000	\$643,000	- 8.1%
Percent of Original List Price Received*	98.6%	98.2%	- 0.4%	97.7%	97.8%	+ 0.1%
Days on Market Until Sale	23	32	+ 39.1%	29	29	0.0%
Inventory of Homes for Sale	75	92	+ 22.7%	--	--	--
Months Supply of Inventory	1.9	2.7	+ 42.1%	--	--	--

* 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

