

# Local Market Update for October 2018

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

## 92037

La Jolla

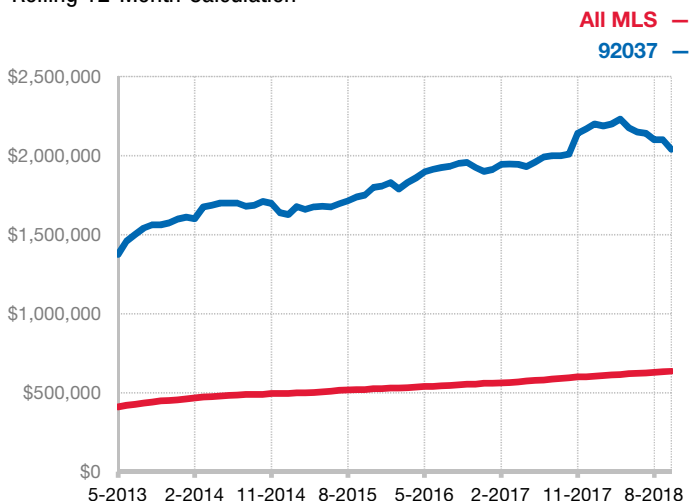
Single Family	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
<b>Key Metrics</b>						
New Listings	41	60	+ 46.3%	593	659	+ 11.1%
Pending Sales	26	24	- 7.7%	280	296	+ 5.7%
Closed Sales	39	31	- 20.5%	278	280	+ 0.7%
Median Sales Price*	\$2,106,500	\$1,855,000	- 11.9%	\$2,128,250	\$1,995,000	- 6.3%
Percent of Original List Price Received*	89.6%	93.2%	+ 4.0%	92.3%	94.6%	+ 2.5%
Days on Market Until Sale	70	63	- 10.0%	60	61	+ 1.7%
Inventory of Homes for Sale	167	198	+ 18.6%	--	--	--
Months Supply of Inventory	6.3	7.2	+ 14.3%	--	--	--

\* 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.

Townhouse-Condo	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
<b>Key Metrics</b>						
New Listings	35	43	+ 22.9%	505	552	+ 9.3%
Pending Sales	33	23	- 30.3%	355	372	+ 4.8%
Closed Sales	40	35	- 12.5%	342	379	+ 10.8%
Median Sales Price*	\$795,000	\$665,000	- 16.4%	\$693,000	\$735,000	+ 6.1%
Percent of Original List Price Received*	96.2%	97.5%	+ 1.4%	97.6%	97.2%	- 0.4%
Days on Market Until Sale	41	25	- 39.0%	30	32	+ 6.7%
Inventory of Homes for Sale	80	116	+ 45.0%	--	--	--
Months Supply of Inventory	2.3	3.4	+ 47.8%	--	--	--

\* 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

