

Local Market Update for December 2025

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

92037

La Jolla

Detached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		20	22	+ 10.0%	434	509	+ 17.3%
Pending Sales		13	17	+ 30.8%	276	279	+ 1.1%
Closed Sales		24	18	- 25.0%	273	275	+ 0.7%
Median Sales Price*		\$3,005,000	\$3,255,000	+ 8.3%	\$3,250,000	\$3,610,000	+ 11.1%
Percent of Original List Price Received*		95.1%	95.1%	0.0%	96.5%	96.0%	- 0.5%
Days on Market Until Sale		49	38	- 22.4%	39	40	+ 2.6%
Inventory of Homes for Sale		69	75	+ 8.7%	--	--	--
Months Supply of Inventory		3.0	3.2	+ 6.7%	--	--	--

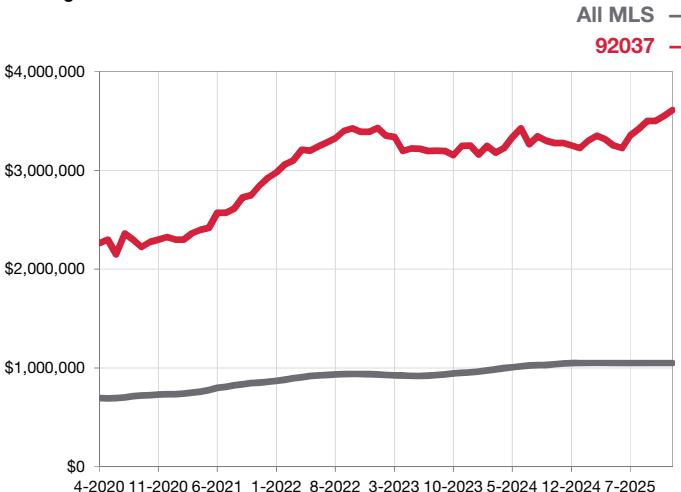
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		20	23	+ 15.0%	385	472	+ 22.6%
Pending Sales		8	14	+ 75.0%	254	261	+ 2.8%
Closed Sales		13	12	- 7.7%	264	256	- 3.0%
Median Sales Price*		\$1,075,000	\$1,182,500	+ 10.0%	\$1,222,500	\$1,233,375	+ 0.9%
Percent of Original List Price Received*		96.6%	94.7%	- 2.0%	96.8%	96.3%	- 0.5%
Days on Market Until Sale		58	40	- 31.0%	37	42	+ 13.5%
Inventory of Homes for Sale		52	59	+ 13.5%	--	--	--
Months Supply of Inventory		2.5	2.7	+ 8.0%	--	--	--

* 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

