

Local Market Update for September 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92037 - La Jolla

Metro San Diego County

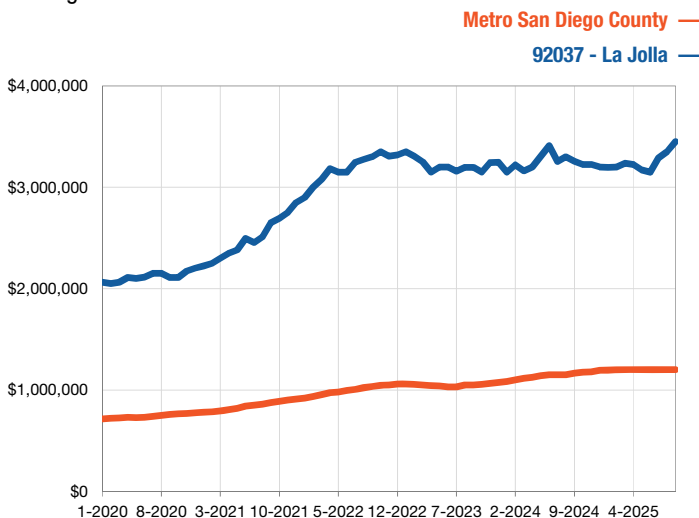
Detached Single-Family	September			Rolling 12 Months		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	45	43	- 4.4%	463	520	+ 12.3%
Pending Sales	26	29	+ 11.5%	250	298	+ 19.2%
Closed Sales	21	30	+ 42.9%	243	307	+ 26.3%
Days on Market Until Sale	48	44	- 8.3%	33	32	- 3.0%
Median Sales Price*	\$3,000,000	\$3,747,500	+ 24.9%	\$3,257,000	\$3,450,000	+ 5.9%
Average Sales Price*	\$3,306,190	\$5,769,350	+ 74.5%	\$4,394,888	\$4,319,660	- 1.7%
Percent of Original List Price Received*	92.8%	92.9%	+ 0.1%	96.7%	96.1%	- 0.6%
Percent of List Price Received*	95.7%	96.1%	+ 0.4%	97.8%	97.4%	- 0.4%
Inventory of Homes for Sale	122	105	- 13.9%	--	--	--
Months Supply of Inventory	5.9	4.2	- 28.8%	--	--	--

* 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.

Attached Single-Family	September			Rolling 12 Months		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	32	28	- 12.5%	393	456	+ 16.0%
Pending Sales	21	23	+ 9.5%	259	262	+ 1.2%
Closed Sales	14	23	+ 64.3%	255	266	+ 4.3%
Days on Market Until Sale	44	41	- 6.8%	30	37	+ 23.3%
Median Sales Price*	\$985,000	\$1,070,000	+ 8.6%	\$1,222,500	\$1,251,000	+ 2.3%
Average Sales Price*	\$1,286,077	\$1,386,891	+ 7.8%	\$1,466,287	\$1,486,019	+ 1.3%
Percent of Original List Price Received*	95.5%	95.9%	+ 0.4%	97.2%	96.4%	- 0.8%
Percent of List Price Received*	97.7%	97.5%	- 0.2%	98.8%	98.2%	- 0.6%
Inventory of Homes for Sale	83	75	- 9.6%	--	--	--
Months Supply of Inventory	3.8	3.4	- 10.5%	--	--	--

* 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 – Detached Single-Family
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family
Rolling 12-Month Calculation

