

# Local Market Update for July 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92037 - La Jolla

Metro San Diego County

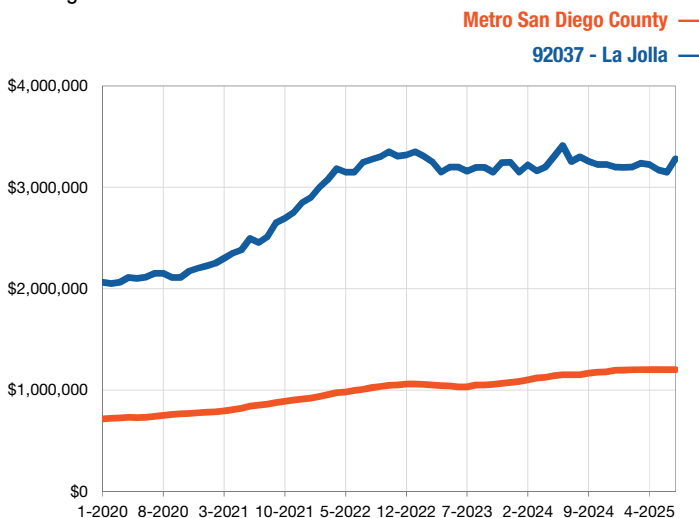
| Detached Single-Family                   | July        |             |                | Rolling 12 Months |             |                |
|--|-------------|-------------|----------------|-------------------|-------------|----------------|
|  | 2024        | 2025        | Percent Change | Thru 7-2024       | Thru 7-2025 | Percent Change |
| New Listings                             | 39          | 39          | 0.0%           | 413               | 534         | + 29.3%        |
| Pending Sales                            | 19          | 22          | + 15.8%        | 225               | 303         | + 34.7%        |
| Closed Sales                             | 29          | 26          | - 10.3%        | 238               | 299         | + 25.6%        |
| Days on Market Until Sale                | 18          | 24          | + 33.3%        | 32                | 31          | - 3.1%         |
| Median Sales Price*                      | \$2,925,000 | \$3,528,125 | + 20.6%        | \$3,253,500       | \$3,283,000 | + 0.9%         |
| Average Sales Price*                     | \$3,585,442 | \$4,479,922 | + 24.9%        | \$4,339,309       | \$4,092,657 | - 5.7%         |
| Percent of Original List Price Received* | 97.5%       | 96.5%       | - 1.0%         | 97.0%             | 96.6%       | - 0.4%         |
| Percent of List Price Received*          | 98.2%       | 98.2%       | 0.0%           | 98.1%             | 97.7%       | - 0.4%         |
| Inventory of Homes for Sale              | 118         | 117         | - 0.8%         | --                | --          | --             |
| Months Supply of Inventory               | 6.3         | 4.6         | - 27.0%        | --                | --          | --             |

\* 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.

| Attached Single-Family                   | July        |             |                | Rolling 12 Months |             |                |
|--|-------------|-------------|----------------|-------------------|-------------|----------------|
|  | 2024        | 2025        | Percent Change | Thru 7-2024       | Thru 7-2025 | Percent Change |
| New Listings                             | 44          | 45          | + 2.3%         | 395               | 460         | + 16.5%        |
| Pending Sales                            | 25          | 32          | + 28.0%        | 264               | 265         | + 0.4%         |
| Closed Sales                             | 23          | 29          | + 26.1%        | 267               | 258         | - 3.4%         |
| Days on Market Until Sale                | 34          | 26          | - 23.5%        | 28                | 36          | + 28.6%        |
| Median Sales Price*                      | \$1,180,000 | \$1,325,000 | + 12.3%        | \$1,206,000       | \$1,316,000 | + 9.1%         |
| Average Sales Price*                     | \$1,332,712 | \$1,775,491 | + 33.2%        | \$1,457,668       | \$1,491,598 | + 2.3%         |
| Percent of Original List Price Received* | 94.4%       | 98.4%       | + 4.2%         | 97.6%             | 96.8%       | - 0.8%         |
| Percent of List Price Received*          | 97.3%       | 98.6%       | + 1.3%         | 99.0%             | 98.5%       | - 0.5%         |
| Inventory of Homes for Sale              | 88          | 90          | + 2.3%         | --                | --          | --             |
| Months Supply of Inventory               | 4.0         | 4.1         | + 2.5%         | --                | --          | --             |

\* 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

