

# Local Market Update for August 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92037 - La Jolla

Metro San Diego County

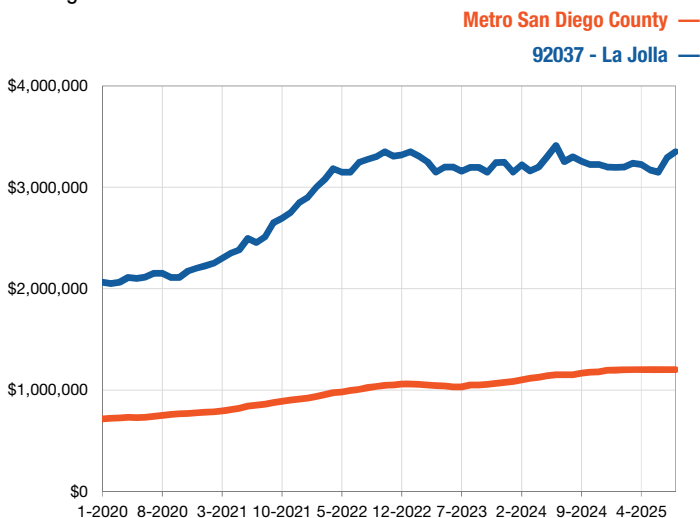
Detached Single-Family	August			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	57	42	- 26.3%	440	520	+ 18.2%
Pending Sales	33	29	- 12.1%	244	299	+ 22.5%
Closed Sales	28	25	- 10.7%	241	297	+ 23.2%
Days on Market Until Sale	27	35	+ 29.6%	31	32	+ 3.2%
Median Sales Price*	\$3,825,000	\$4,400,000	+ 15.0%	\$3,300,000	\$3,350,000	+ 1.5%
Average Sales Price*	\$4,983,017	\$5,132,210	+ 3.0%	\$4,430,817	\$4,106,516	- 7.3%
Percent of Original List Price Received*	98.0%	93.0%	- 5.1%	97.2%	96.2%	- 1.0%
Percent of List Price Received*	98.3%	94.2%	- 4.2%	98.1%	97.4%	- 0.7%
Inventory of Homes for Sale	122	115	- 5.7%	--	--	--
Months Supply of Inventory	6.0	4.6	- 23.3%	--	--	--

\* 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.

Attached Single-Family	August			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	31	28	- 9.7%	387	458	+ 18.3%
Pending Sales	19	18	- 5.3%	261	262	+ 0.4%
Closed Sales	24	22	- 8.3%	266	257	- 3.4%
Days on Market Until Sale	26	44	+ 69.2%	28	37	+ 32.1%
Median Sales Price*	\$1,360,279	\$1,200,000	- 11.8%	\$1,222,500	\$1,251,000	+ 2.3%
Average Sales Price*	\$1,515,232	\$1,469,432	- 3.0%	\$1,470,158	\$1,484,762	+ 1.0%
Percent of Original List Price Received*	96.9%	92.8%	- 4.2%	97.4%	96.4%	- 1.0%
Percent of List Price Received*	98.3%	95.2%	- 3.2%	98.9%	98.2%	- 0.7%
Inventory of Homes for Sale	83	87	+ 4.8%	--	--	--
Months Supply of Inventory	3.8	4.0	+ 5.3%	--	--	--

\* 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.

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



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

