

# Local Market Update for December 2025

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

92037

La Jolla

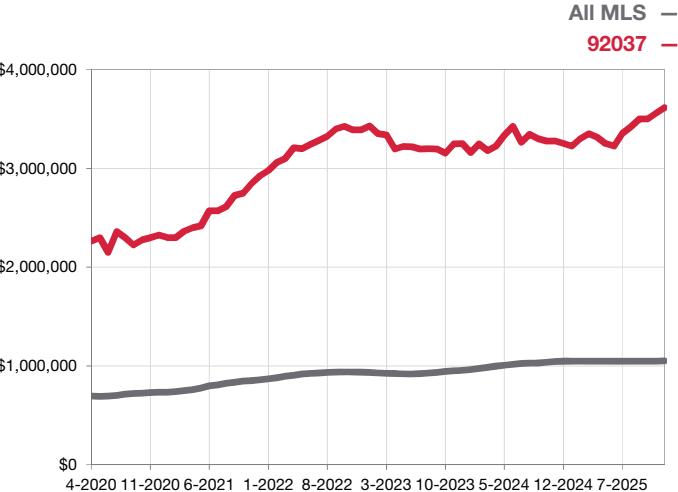
Detached	December			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	9	9	0.0%	432	453	+ 4.9%
Pending Sales	13	20	+ 53.8%	276	282	+ 2.2%
Closed Sales	24	18	- 25.0%	273	274	+ 0.4%
Median Sales Price*	\$3,005,000	\$3,255,000	+ 8.3%	\$3,250,000	\$3,615,000	+ 11.2%
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	67	44	- 34.3%	--	--	--
Months Supply of Inventory	2.9	1.9	- 34.5%	--	--	--

\* 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.

Attached	December			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	20	9	- 55.0%	385	418	+ 8.6%
Pending Sales	8	12	+ 50.0%	254	259	+ 2.0%
Closed Sales	13	11	- 15.4%	264	255	- 3.4%
Median Sales Price*	\$1,075,000	\$1,305,000	+ 21.4%	\$1,222,500	\$1,241,688	+ 1.6%
Percent of Original List Price Received*	96.6%	94.6%	- 2.1%	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	30	- 42.3%	--	--	--
Months Supply of Inventory	2.5	1.4	- 44.0%	--	--	--

\* 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

