



# AREA REPORT

LA JOLLA

DECEMBER 2025 | SINGLE FAMILY



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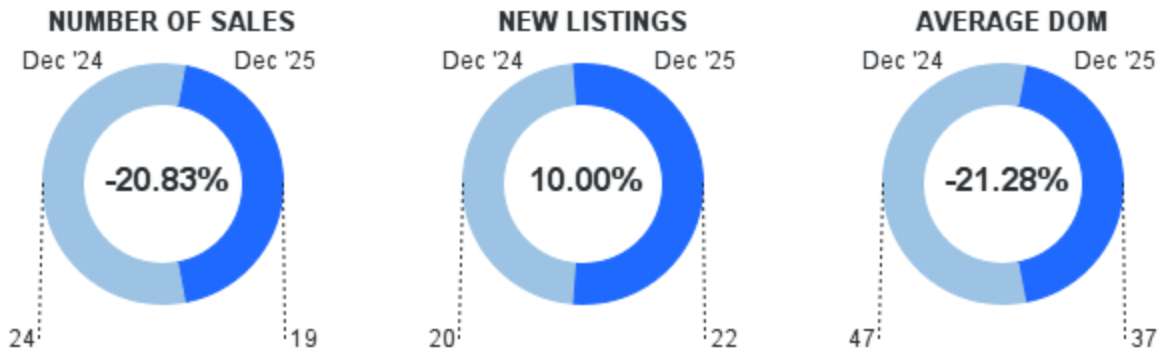


**COLDWELL BANKER**  
**REALTY**

# LA JOLLA | December 2025

## REAL ESTATE SNAPSHOT - Change since this time last year

### Single Family



20.13%

MEDIAN SALES PRICE  
SINGLE FAMILY

41.88%

AVERAGE SALES PRICE  
SINGLE FAMILY

18.23%

MEDIAN LIST PRICE  
(SOLD LISTINGS)  
SINGLE FAMILY

40.15%

AVERAGE LIST PRICE  
(SOLD LISTINGS)  
SINGLE FAMILY

Dec '24 Dec '25

# AREA REPORT

## LA JOLLA

### FULL MARKET SUMMARY

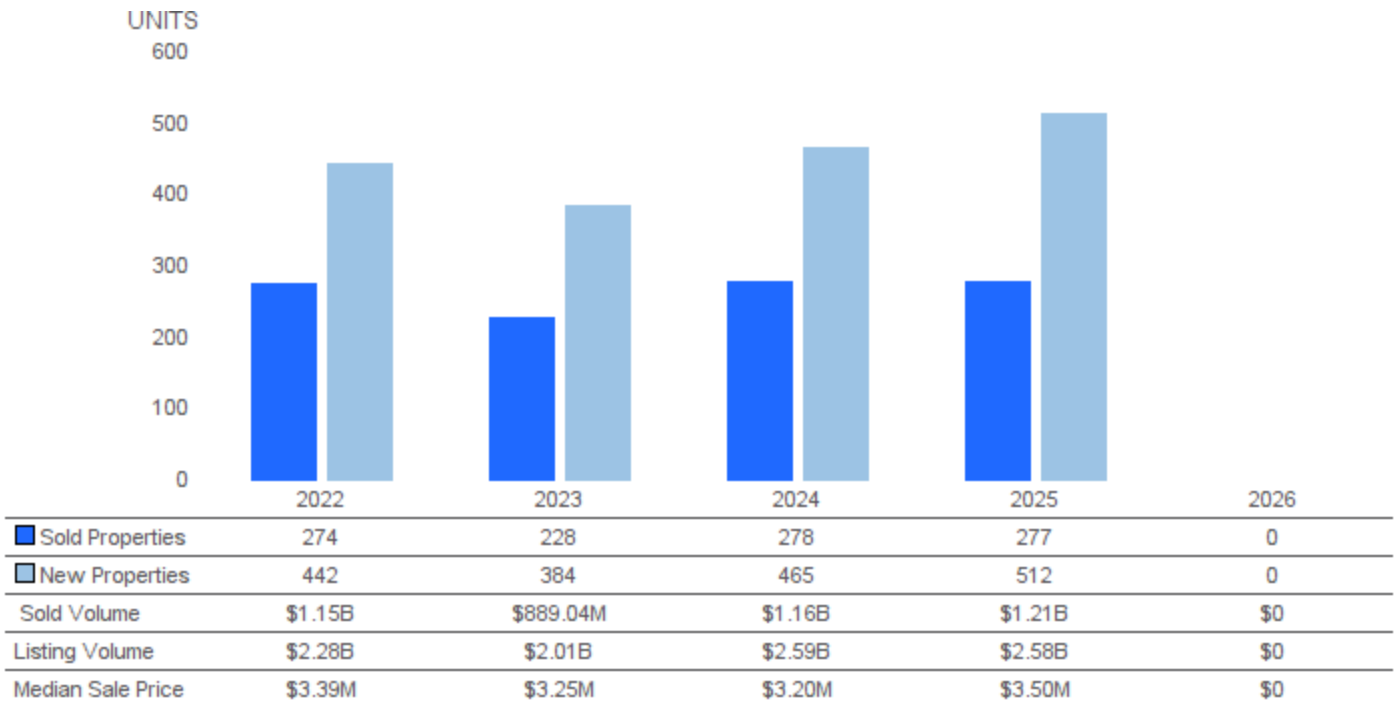
December 2025 | Single Family ?

	Month to Date			Year to Date		
	December 2025	December 2024	% Change	YTD 2025	YTD 2024	% Change
New Listings	22	20	10% <span>↑</span>	512	465	10.11% <span>↑</span>
Sold Listings	19	24	-20.83% <span>↓</span>	277	278	-0.36% <span>↓</span>
Median List Price (Solds)	\$3,600,000	\$3,045,000	18.23% <span>↑</span>	\$3,500,000	\$3,372,000	3.8% <span>↑</span>
Median Sold Price	\$3,610,000	\$3,005,000	20.13% <span>↑</span>	\$3,500,000	\$3,200,000	9.38% <span>↑</span>
Median Days on Market	23	38	-39.47% <span>↓</span>	23	22	4.55% <span>↑</span>
Average List Price (Solds)	\$4,732,842	\$3,376,958	40.15% <span>↑</span>	\$4,523,642	\$4,287,812	5.5% <span>↑</span>
Average Sold Price	\$4,593,831	\$3,237,916	41.88% <span>↑</span>	\$4,380,916	\$4,158,607	5.35% <span>↑</span>
Average Days on Market	37	47	-21.28% <span>↓</span>	40	37	8.11% <span>↑</span>
List/Sold Price Ratio	98.1%	96%	2.24% <span>↑</span>	97.8%	97.6%	0.17% <span>↑</span>

### SOLD AND NEW PROPERTIES (UNITS)

December 2025 | Single Family ?

**Sold Properties** | Number of properties sold during the year  
**New Properties** | Number of properties listed during the year.



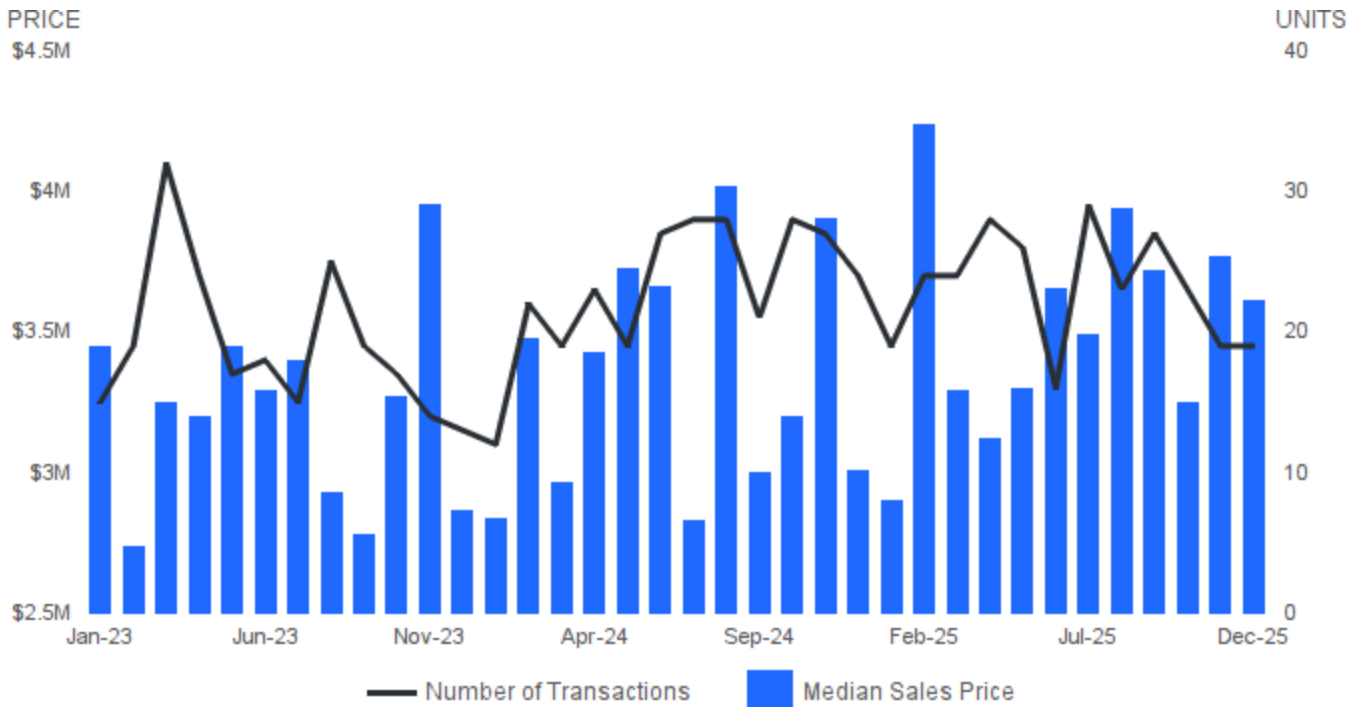
Sold Volume	\$1.15B	\$889.04M	\$1.16B	\$1.21B	\$0
Listing Volume	\$2.28B	\$2.01B	\$2.59B	\$2.58B	\$0
Median Sale Price	\$3.39M	\$3.25M	\$3.20M	\$3.50M	\$0

## MEDIAN SALES PRICE AND NUMBER OF SALES

December 2025 | Single Family ?

**Median Sales Price** | Price of the "middle" property sold -an equal number of sales were above and below this price.

**Number of Sales** | Number of properties sold.



## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2025 | Single Family ?

**Average Sales Price** | Average sales price for all properties sold.

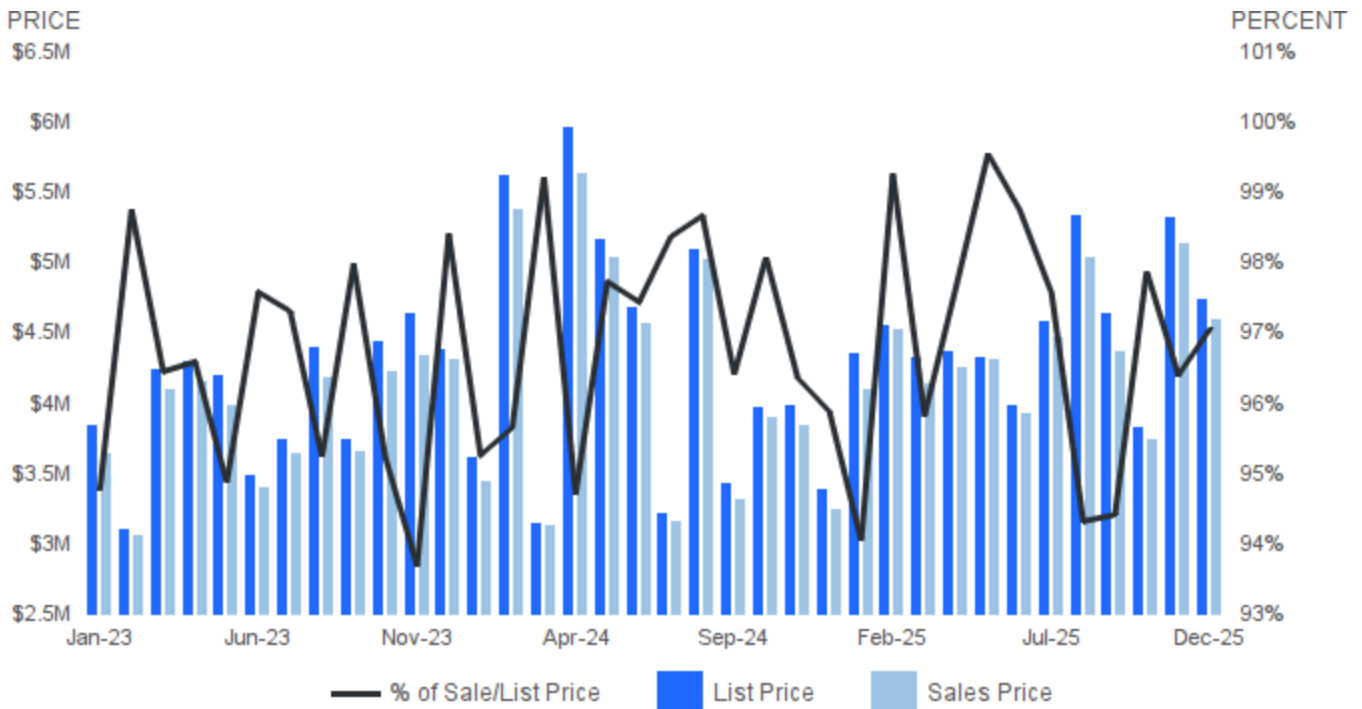
**Average Days on Market** | Average days on market for all properties sold.



# SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

December 2025 | Single Family ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

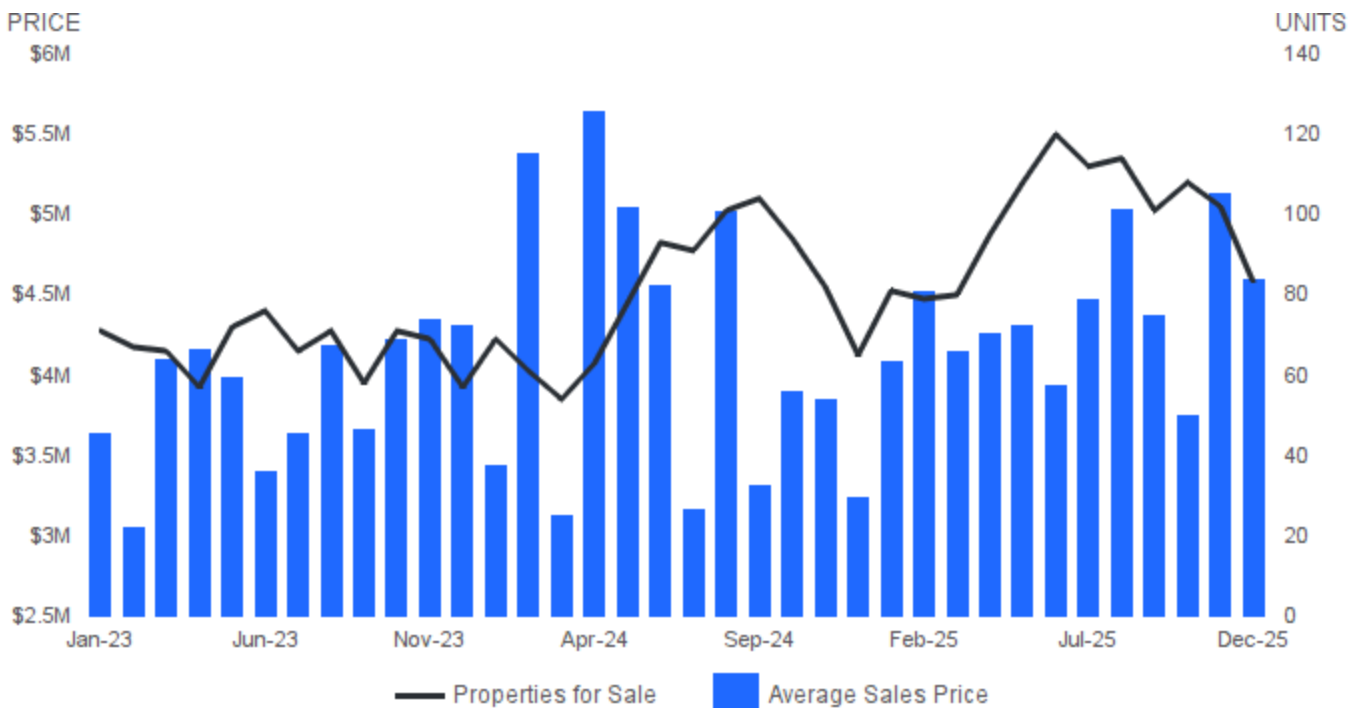


# AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

December 2025 | Single Family ?

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

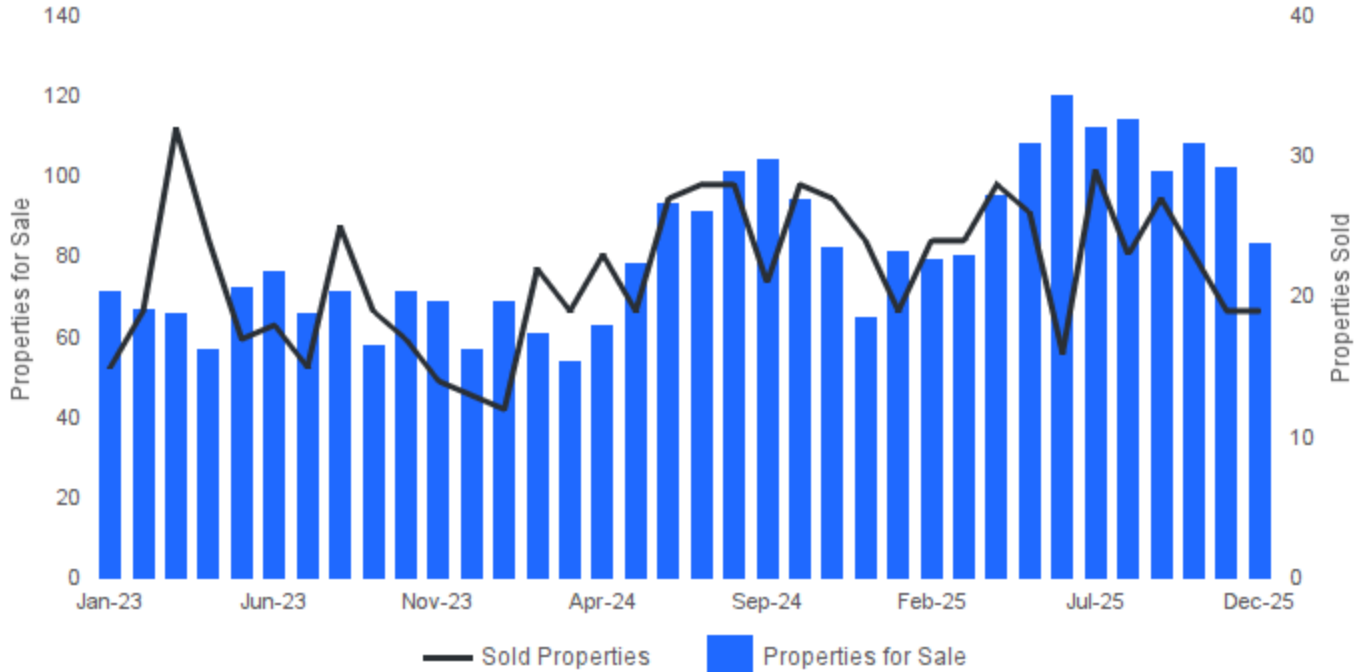


# PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

**Properties for Sale** | Number of properties listed for sale at the end of month.

**Sold Properties** | Number of properties sold.



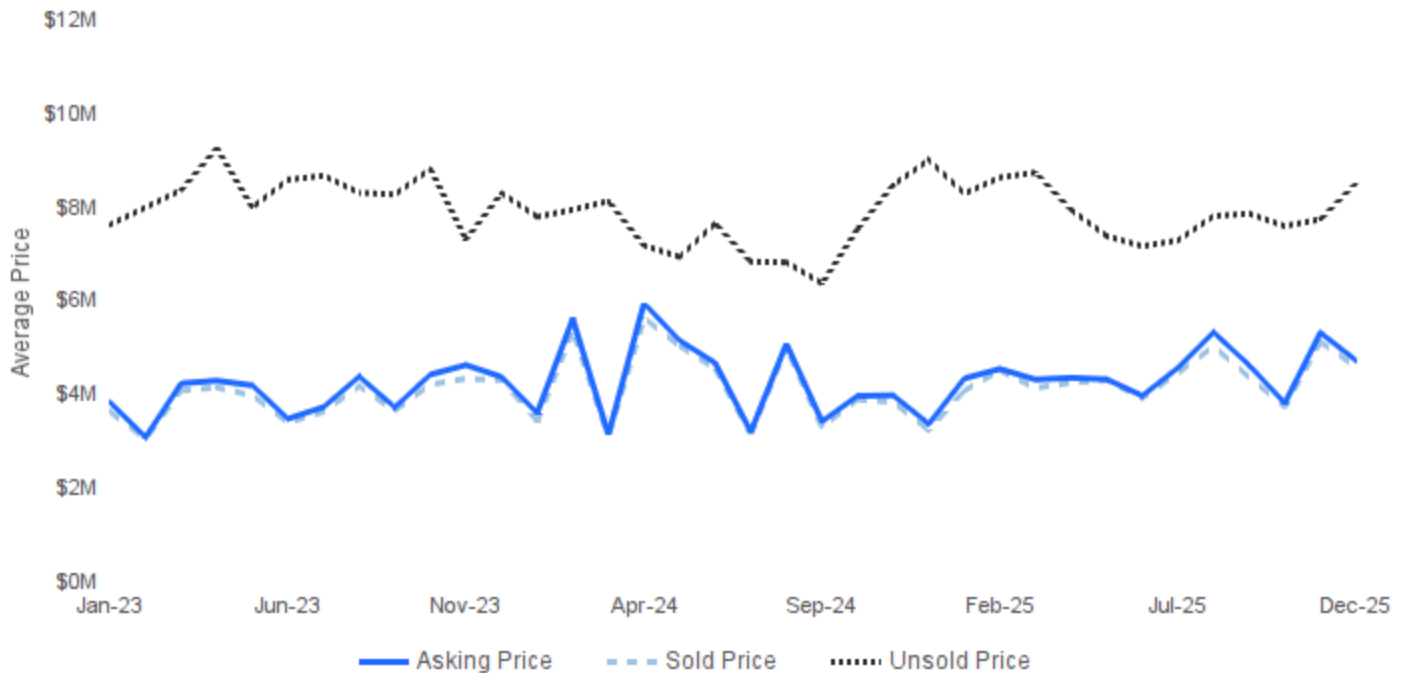
# AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

**Asking Price** | the average asking price of sold properties

**Sold Price** | the average selling price

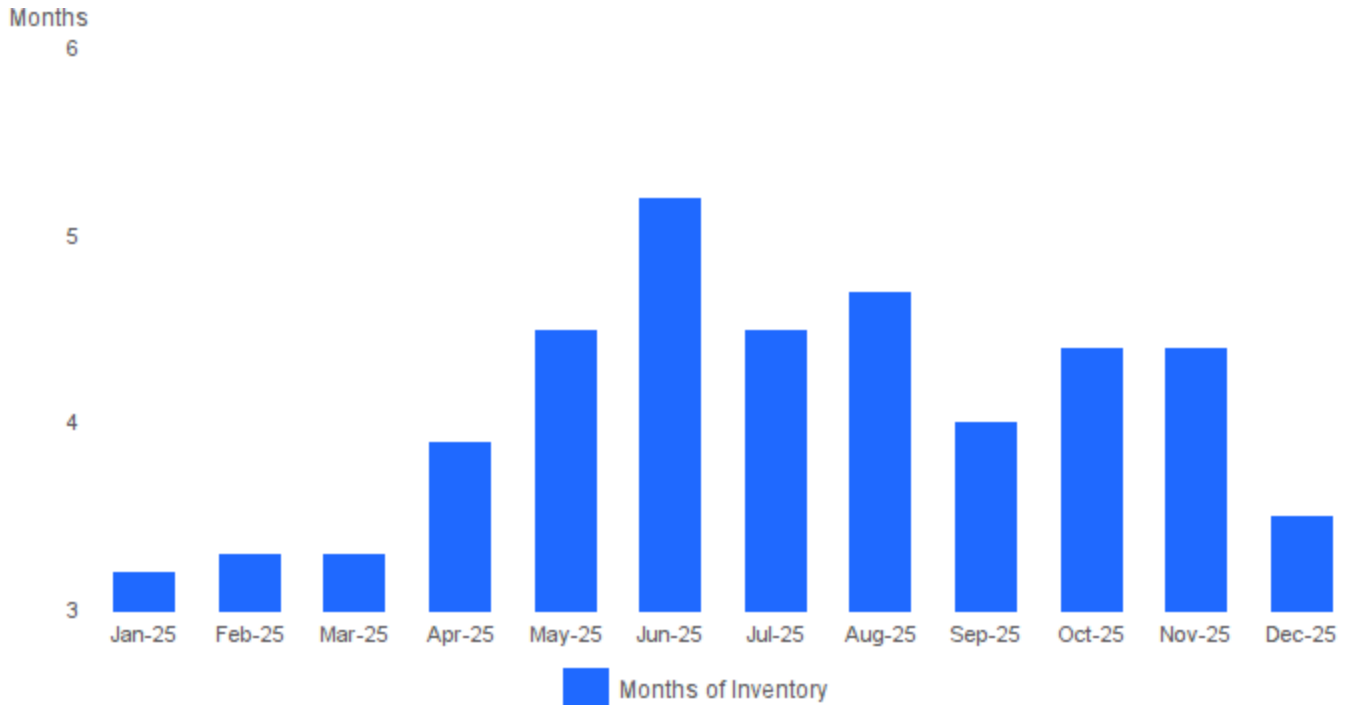
**Unsold Price** | the average active list price



# ABSORPTION RATE

December 2025 | Single Family ?

**Absorption Rate** | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



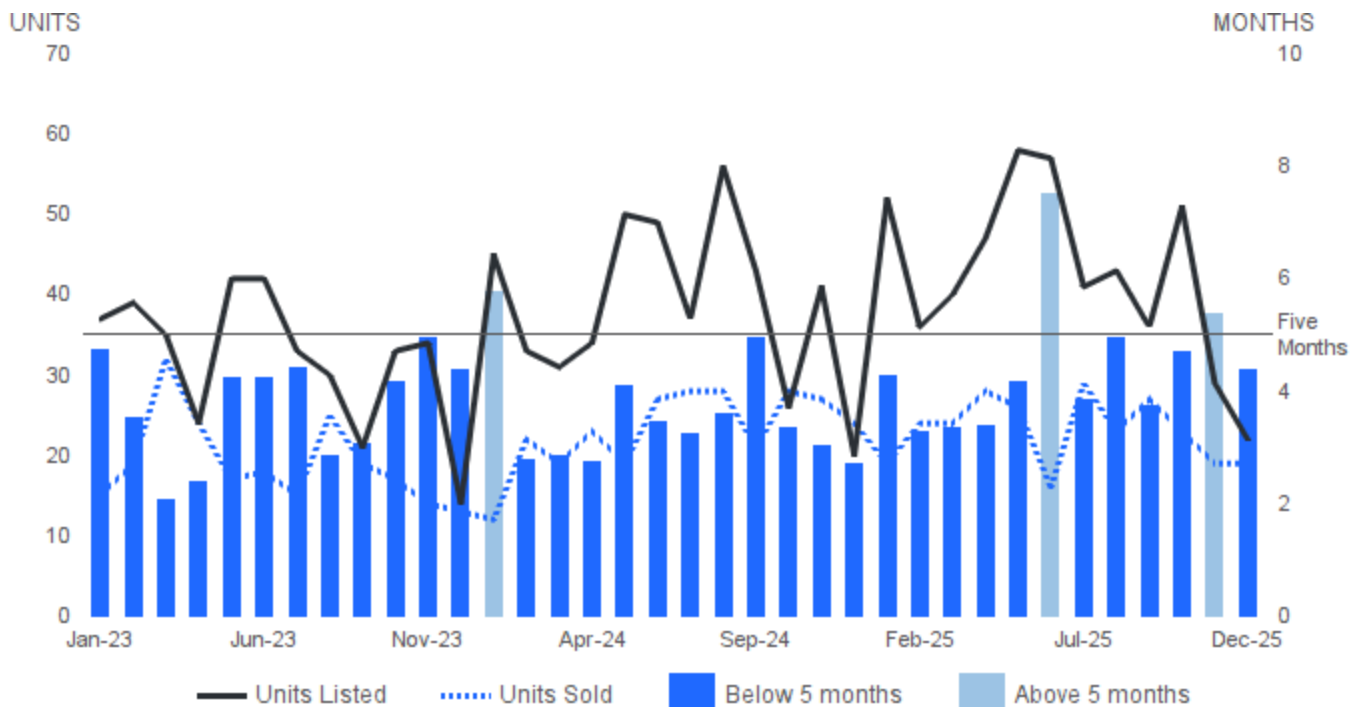
# MONTHS SUPPLY OF INVENTORY

December 2025 | Single Family ?

**Months Supply of Inventory** | Properties for sale divided by number of properties sold.

**Units Listed** | Number of properties listed for sale at the end of month.

**Units Sold** | Number of properties sold.



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