



SAN DIEGO
CALIFORNIA

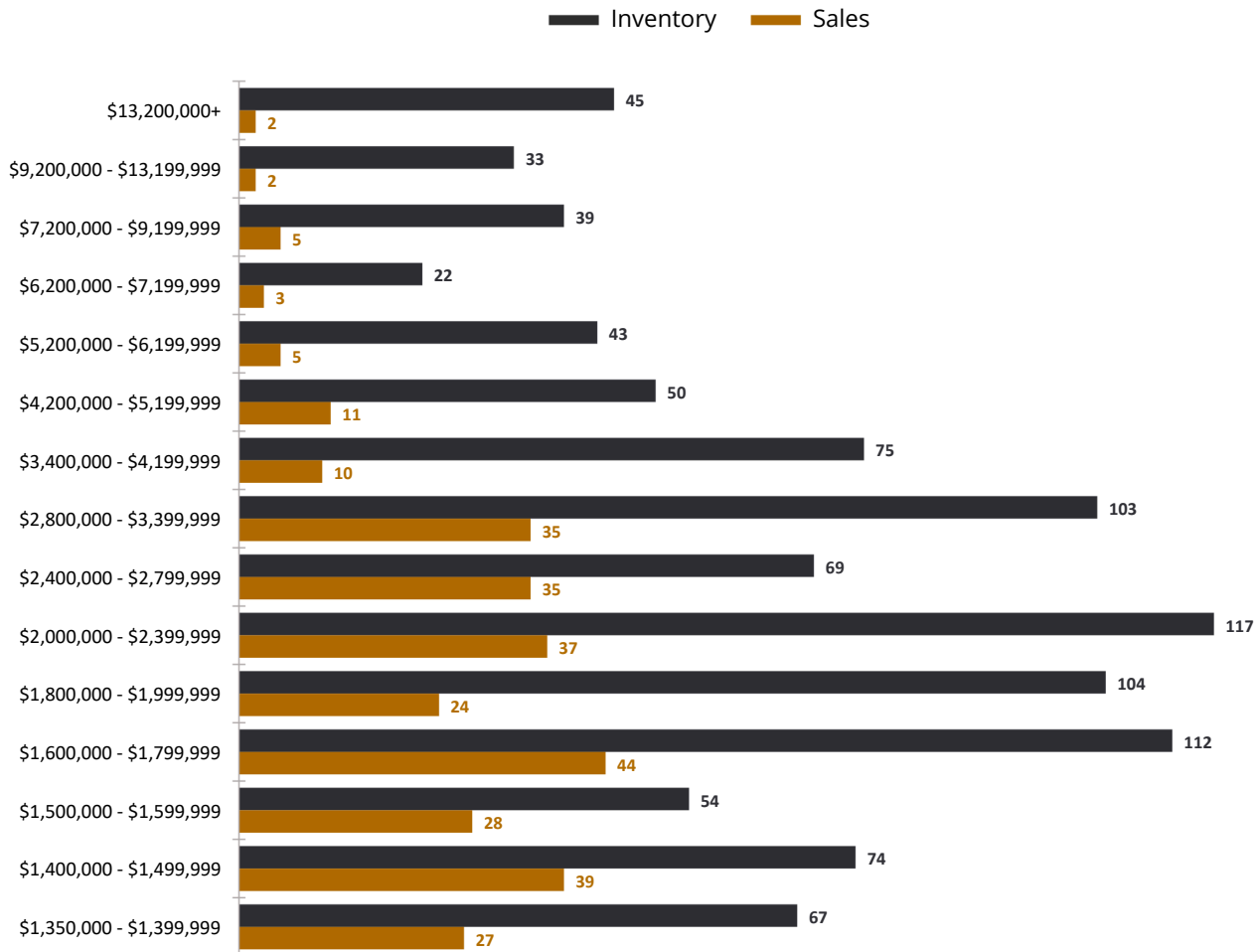
LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: 1,007

Total Sales: 307

Total Sales Ratio²: 30%

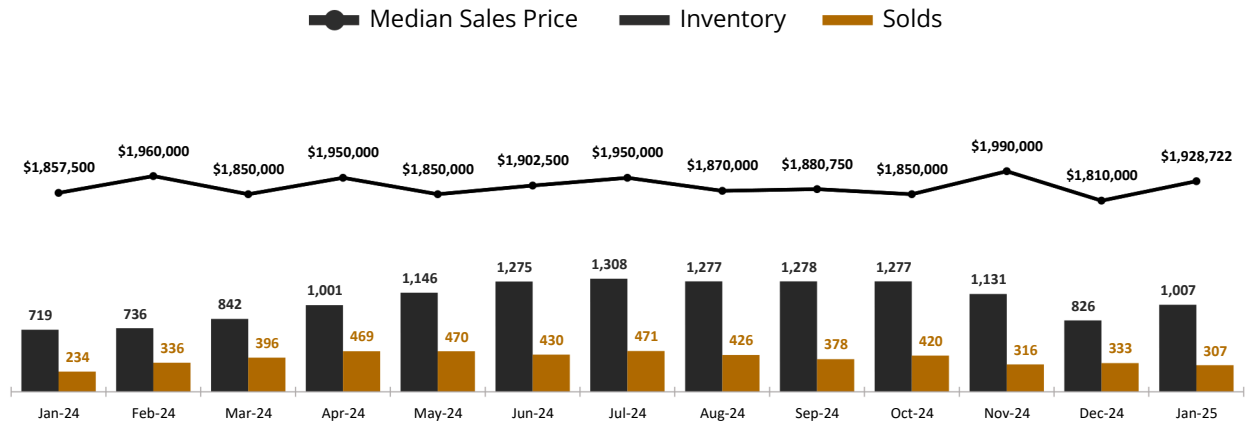
Seller's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,650,000	4	3	188	465	40%
3,000 - 4,499	\$2,288,000	4	4	79	325	24%
4,500 - 5,999	\$3,122,500	5	6	20	100	20%
6,000 - 7,499	\$4,850,000	5	6	11	39	28%
7,500 - 8,999	\$7,800,000	5	7	3	27	11%
9,000+	\$8,997,500	7	9	6	51	12%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JANUARY

TOTAL INVENTORY

Jan. 2024: 719
Jan. 2025: 1,007

VARIANCE: **40%**

TOTAL SOLDS

Jan. 2024: 234
Jan. 2025: 307

VARIANCE: **31%**

SALES PRICE

Jan. 2024: \$1.86m
Jan. 2025: \$1.93m

VARIANCE: **4%**

SALE PRICE PER SQFT.

Jan. 2024: \$752
Jan. 2025: \$769

VARIANCE: **2%**

SALE TO LIST PRICE RATIO

Jan. 2024: 98.05%
Jan. 2025: 97.33%

VARIANCE: **-1%**

DAYS ON MARKET

Jan. 2024: 27
Jan. 2025: 27

VARIANCE: **0%**

SAN DIEGO MARKET SUMMARY | JANUARY 2025

- The single-family luxury market is a **Seller's Market** with a **30% Sales Ratio**.
- Homes sold for a median of **97.33% of list price** in January 2025.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **53%**.
- The median luxury sales price for single-family homes is **\$1,928,722**.
- The median days on market for January 2025 was **27** days, remaining the same from January 2024.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JANUARY 2025

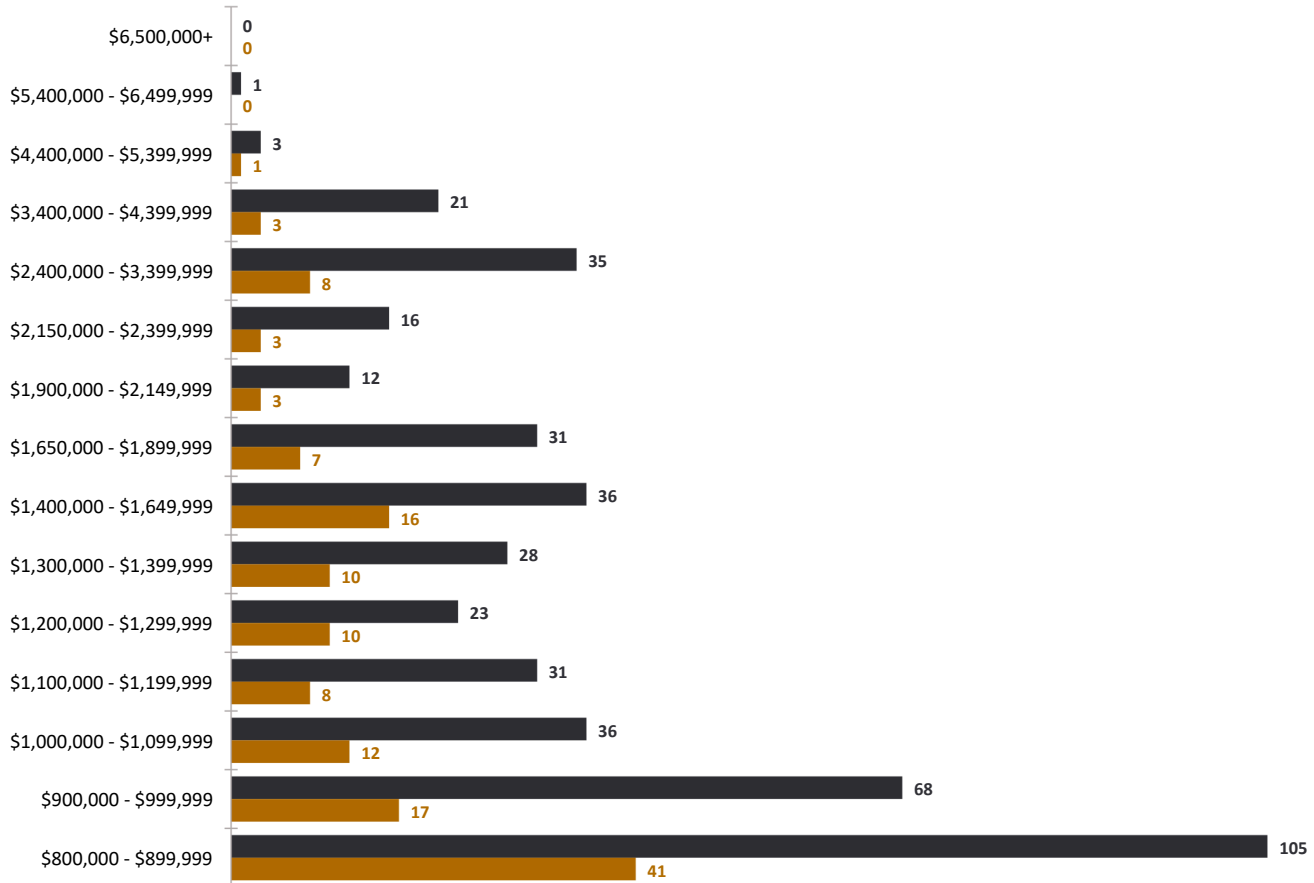
Total Inventory: 446

Total Sales: 139

Total Sales Ratio²: 31%

Seller's Market

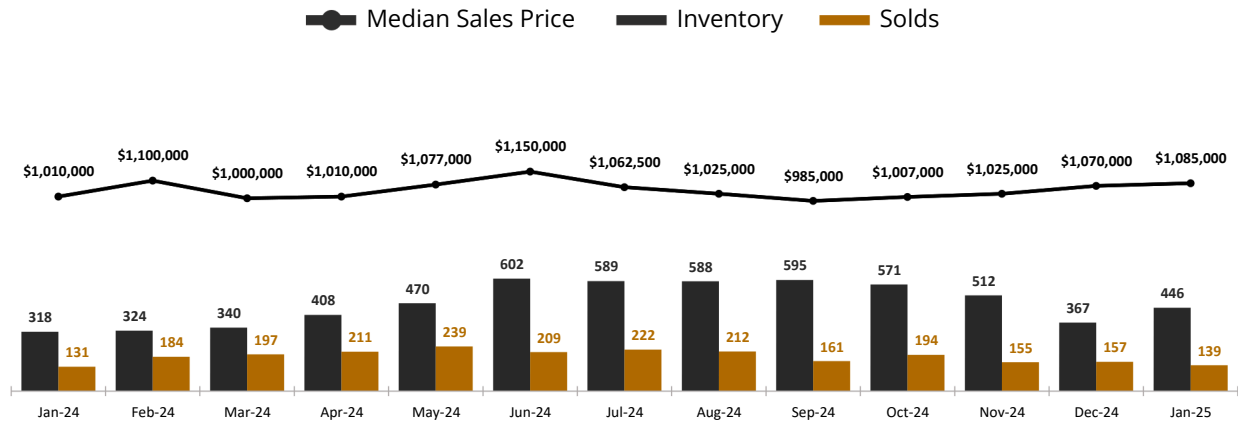
Inventory Sales



Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$881,500	2	2	9	29	31%
1,000 - 1,499	\$986,250	2	2	54	198	27%
1,500 - 1,999	\$1,080,000	3	3	57	155	37%
2,000 - 2,499	\$1,675,000	3	3	15	47	32%
2,500 - 2,999	\$3,495,000	2	3	1	10	10%
3,000+	\$4,070,000	3	3	3	7	43%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JANUARY

TOTAL INVENTORY

Jan. 2024 Jan. 2025
318 446

VARIANCE: **40%**

TOTAL SOLDS

Jan. 2024 Jan. 2025
131 139

VARIANCE: **6%**

SALES PRICE

Jan. 2024 Jan. 2025
\$1.01m \$1.09m

VARIANCE: **7%**

SALE PRICE PER SQFT.

Jan. 2024 Jan. 2025
\$793 \$777

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

Jan. 2024 Jan. 2025
98.83% 99.53%

VARIANCE: **1%**

DAYS ON MARKET

Jan. 2024 Jan. 2025
15 26

VARIANCE: **73%**

SAN DIEGO MARKET SUMMARY | JANUARY 2025

- The attached luxury market is a **Seller's Market** with a **31% Sales Ratio**.
- Homes sold for a median of **99.53% of list price** in January 2025.
- The most active price band is **\$1,400,000-\$1,649,999**, where the sales ratio is **44%**.
- The median luxury sales price for attached homes is **\$1,085,000**.
- The median days on market for January 2025 was **26** days, up from **15** in January 2024.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.