

MONTHLY MARKET SUMMARY

LA QUINTA, CA - CONDOMINIUM
AUGUST, 2025



QUICK ANALYSIS

- UNIT SALES IN LA QUINTA FOR AUGUST ARE DOWN 50.0% TO 7.
- NEW LISTINGS IN LA QUINTA WERE 9 IN AUGUST. THIS IS DOWN 65.4% FROM 26 IN AUGUST OF 2024.
- MEDIAN PRICE IN LA QUINTA IS DOWN BY 31.7% FOR AUGUST.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 7 unit sales in August. This is down 50.0% from 14 in August of 2024. Sales/list price ratio in August moved down to 95.6% from 96.6% in July.

Prices

Median price of \$420,000 in August was down 48.8% from \$820,000 in July and down 31.7% from \$615,000 in August of 2024. 3-month median price of \$595,000 in August was down slightly from \$667,500 in July and down a little from \$630,000 in August of 2024.

Inventory

Inventory of 90 in August was down 19.6% from 112 in July but up 16.9% from 77 in August of 2024. New listings in August moved down to 9 from 18 in July.

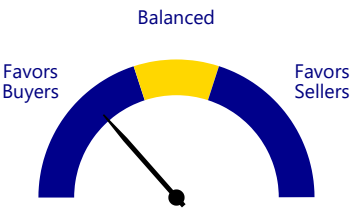
Market Time

Days on market of 49 in August was down somewhat from 66 in July and down a little from 52 in August of 2024. Months of supply of 5.6 in August was down marginally from 6.7 in July but up somewhat from 4.6 in August of 2024.

KEY STATS

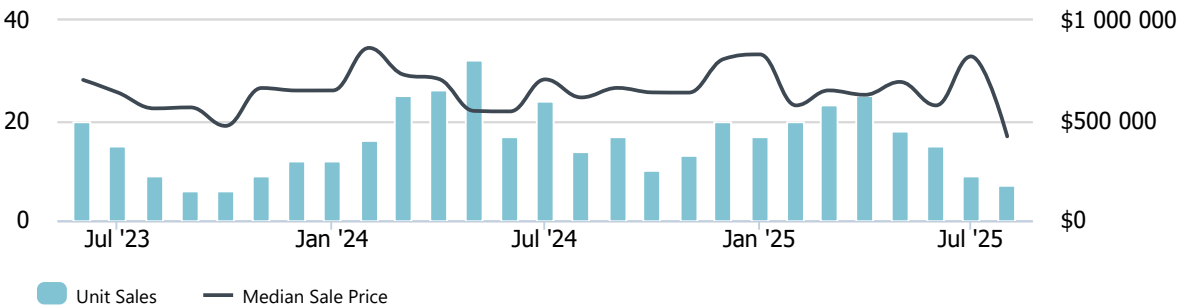
	2025	2024	Chg	Prev Mo	Chg
Unit Sales	7	14	-50.0%	9	-22.2%
Median Sale Price	\$420k	\$615k	-31.7%	\$820k	-48.8%
Inventory	90	77	16.9%	112	-19.6%
Months of Supply	5.6	4.6	19.9%	6.7	-16.7%
Days on Market	49	52	-5.8%	66	-25.8%
Avg. Sale Price/SqFt	\$383	\$391	-2.2%	\$416	-8.0%
Sales to LP Ratio	95.6%	96.7%	-1.1%	96.6%	-1.0%
Sales to Orig. LP Ratio	95.1%	95.2%	-0.2%	93.6%	1.6%
New Listings	9	26	-65.4%	18	-50.0%
Went to Contract	13	15	-13.3%	8	62.5%

BUYERS/SELLERS MARKET

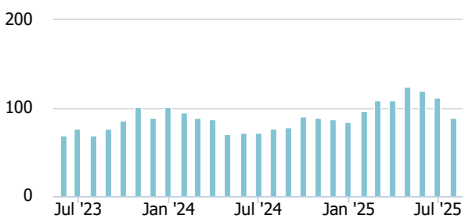


This graphical snapshot reflects current market conditions favoring buyers and sellers. It combines the recent and 12-month history of market time, list and sale price ratios, and the percentage of transactions closed at or above list price.

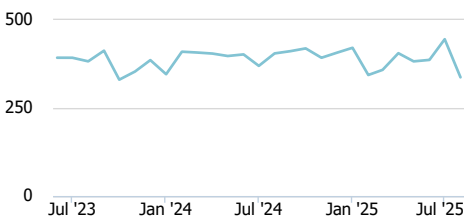
UNIT SALES AND MEDIAN PRICES



INVENTORY



MEDIAN SALE PRICE / SQ FT.



MONTHLY MARKET SUMMARY

LA QUINTA, CA - SINGLE FAMILY
AUGUST, 2025



QUICK ANALYSIS

- LISTINGS UNDER CONTRACT IN LA QUINTA WERE 88 IN AUGUST. THIS IS UP 91.3% FROM 46 IN AUGUST OF 2024.
- MEDIAN PRICE IN LA QUINTA IS DOWN BY 26.5% FOR AUGUST.
- UNIT SALES IN LA QUINTA FOR AUGUST ARE UP 25.0% TO 70.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 70 unit sales in August. This is up 25.0% from 56 in August of 2024. Sales/list price ratio in August moved down to 95.6% from 95.9% in July.

Prices

Median price of \$695,000 in August was down 7.3% from \$750,000 in July and down 26.5% from \$945,000 in August of 2024. 3-month median price of \$750,000 in August was down just slightly from \$775,000 in July and down slightly from \$818,175 in August of 2024.

Inventory

Inventory of 360 in August was down 12.2% from 410 in July and down 9.5% from 398 in August of 2024. New listings in August moved up to 109 from 77 in July.

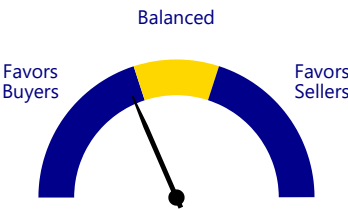
Market Time

Days on market of 81 in August was up marginally from 75 in July and up slightly from 77 in August of 2024. Months of supply of 4.5 in August was down a little from 5.2 in July and down marginally from 5.4 in August of 2024.

KEY STATS

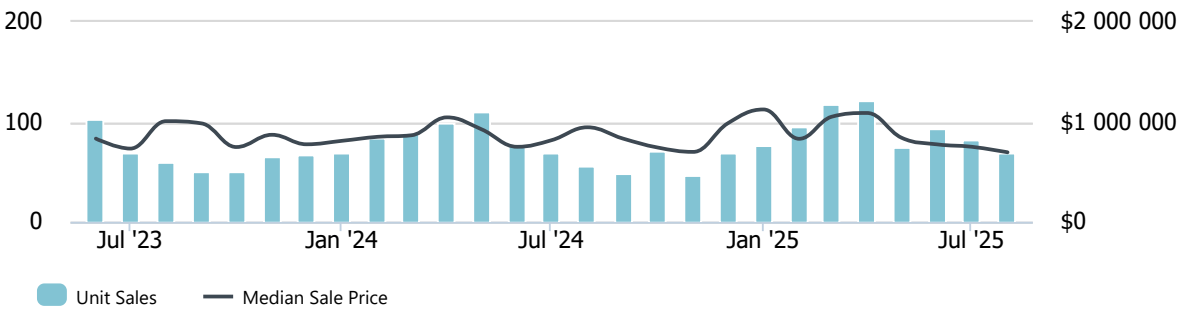
	2025	2024	Chg	Prev Mo	Chg
Unit Sales	70	56	25.0%	82	-14.6%
Median Sale Price	\$695k	\$945k	-26.5%	\$750k	-7.3%
Inventory	360	398	-9.5%	410	-12.2%
Months of Supply	4.5	5.4	-16.9%	5.2	-13.5%
Days on Market	81	77	5.2%	75	8.0%
Avg. Sale Price/SqFt	\$441	\$458	-3.8%	\$488	-9.7%
Sales to LP Ratio	95.6%	95.5%	0.1%	95.9%	-0.3%
Sales to Orig. LP Ratio	94.5%	92.4%	2.3%	93.6%	1.0%
New Listings	109	109	0.0%	77	41.6%
Went to Contract	88	46	91.3%	75	17.3%

BUYERS/SELLERS MARKET

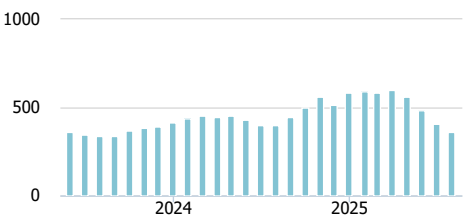


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UNIT SALES AND MEDIAN PRICES



INVENTORY



MEDIAN SALE PRICE / SQ FT.

