

MONTHLY MARKET SUMMARY

LA QUINTA, CA - CONDOMINIUM
SEPTEMBER, 2025



QUICK ANALYSIS

- UNIT SALES IN LA QUINTA FOR SEPTEMBER ARE DOWN 29.4% TO 12.
- NEW LISTINGS IN LA QUINTA WERE 29 IN SEPTEMBER. THIS IS UP 45.0% FROM 20 IN SEPTEMBER OF 2024.
- MEDIAN PRICE IN LA QUINTA IS DOWN BY 21.3% FOR SEPTEMBER.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 12 unit sales in September. This is down 29.4% from 17 in September of 2024. Sales/list price ratio in September moved up to 96.3% from 95.6% in August.

Prices

Median price of \$521,308 in September was up 24.1% from \$420,000 in August but down 21.3% from \$662,500 in September of 2024. 3-month median price of \$579,308 in September was down marginally from \$595,000 in August and down a little from \$662,500 in September of 2024.

Inventory

Inventory of 90 in September was down 5.3% from 95 in August but up 15.4% from 78 in September of 2024. New listings in September moved up to 29 from 9 in August.

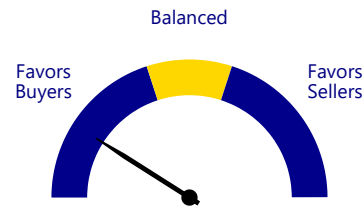
Market Time

Days on market of 64 in September was up somewhat from 49 in August and very slightly up from 63 in September of 2024. Months of supply of 5.7 in September was down just slightly from 5.9 in August but up somewhat from 4.5 in September of 2024.

KEY STATS

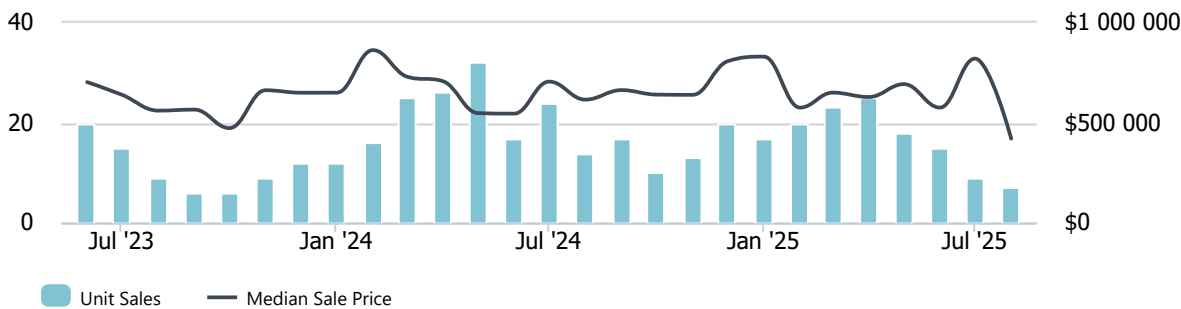
	2025	2024	Chg	Prev Mo	Chg
Unit Sales	12	17	-29.4%	7	71.4%
Median Sale Price	\$521k	\$662k	-21.3%	\$420k	24.1%
Inventory	90	78	15.4%	95	-5.3%
Months of Supply	5.7	4.5	28.2%	5.9	-2.8%
Days on Market	64	63	1.6%	49	30.6%
Avg. Sale Price/SqFt	\$323	\$418	-22.6%	\$383	-15.5%
Sales to LP Ratio	96.3%	96.6%	-0.3%	95.6%	0.7%
Sales to Orig. LP Ratio	94.1%	95.3%	-1.2%	95.1%	-1.0%
New Listings	29	20	45.0%	9	222.2%
Went to Contract	16	13	23.1%	7	128.6%

BUYERS/SELLERS MARKET

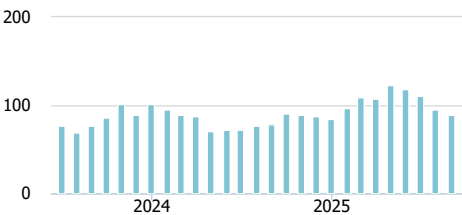


This graphical snapshot reflects current market conditions favoring buyers and sellers. It combines the recent and 12-month history of market time, list and sale price ratios, and the percentage of transactions closed at or above list price.

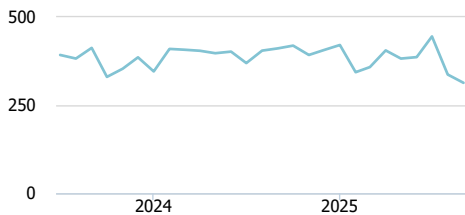
UNIT SALES AND MEDIAN PRICES



INVENTORY



MEDIAN SALE PRICE / SQ FT.



MONTHLY MARKET SUMMARY

LA QUINTA, CA - SINGLE FAMILY
SEPTEMBER, 2025



QUICK ANALYSIS

- LISTINGS UNDER CONTRACT IN LA QUINTA FOR SEPTEMBER ARE UP 66.1% TO 93.
- UNIT SALES IN LA QUINTA WERE 60 IN SEPTEMBER. THIS IS UP 25.0% FROM 48 IN SEPTEMBER OF 2024.
- NEW LISTINGS IN LA QUINTA ARE DOWN BY 24.2% FOR SEPTEMBER.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 60 unit sales in September. This is up 25.0% from 48 in September of 2024. Sales/list price ratio in September moved down to 95.4% from 95.6% in August.

Prices

Median price of \$737,000 in September was up 6.0% from \$695,000 in August but down 11.4% from \$831,815 in September of 2024. 3-month median price of \$726,000 in September was down marginally from \$750,000 in August and down a little from \$850,000 in September of 2024.

Inventory

Inventory of 349 in September was down 11.0% from 392 in August and down 21.2% from 443 in September of 2024. New listings in September moved up to 116 from 112 in August.

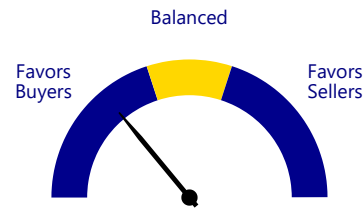
Market Time

Days on market of 71 in September was down slightly from 81 in August but up a little from 60 in September of 2024. Months of supply of 4.3 in September was down marginally from 4.9 in August and down somewhat from 6 in September of 2024.

KEY STATS

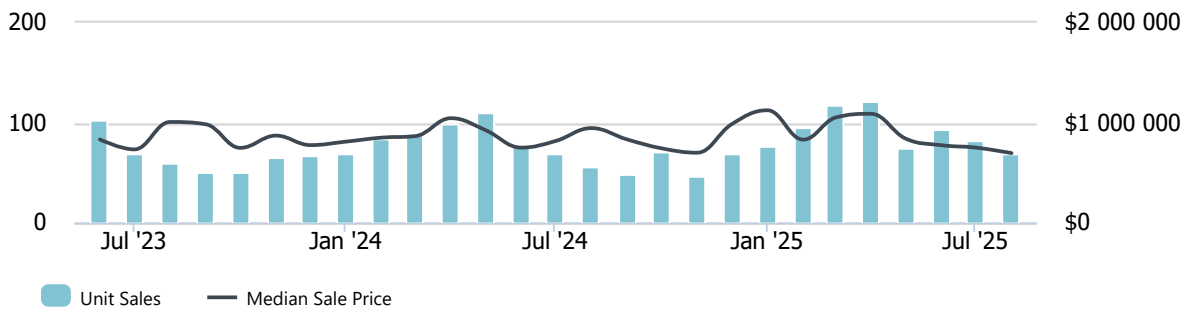
	2025	2024	Chg	Prev Mo	Chg
Unit Sales	60	48	25.0%	70	-14.3%
Median Sale Price	\$737k	\$832k	-11.4%	\$695k	6.0%
Inventory	349	443	-21.2%	392	-11.0%
Months of Supply	4.3	6.0	-28.7%	4.9	-12.1%
Days on Market	71	60	18.3%	81	-12.3%
Avg. Sale Price/SqFt	\$505	\$452	11.8%	\$441	14.6%
Sales to LP Ratio	95.4%	96.0%	-0.6%	95.6%	-0.2%
Sales to Orig. LP Ratio	93.1%	94.6%	-1.6%	94.5%	-1.5%
New Listings	116	153	-24.2%	112	3.6%
Went to Contract	93	56	66.1%	69	34.8%

BUYERS/SELLERS MARKET

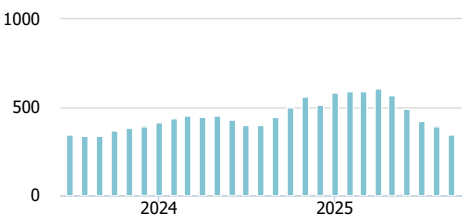


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UNIT SALES AND MEDIAN PRICES



INVENTORY



MEDIAN SALE PRICE / SQ FT.

