

MONTHLY MARKET SUMMARY

LA QUINTA, CA - CONDOMINIUM
JULY, 2025



QUICK ANALYSIS

- UNIT SALES IN LA QUINTA FOR JULY ARE DOWN 66.7% TO 8.
- NEW LISTINGS IN LA QUINTA WERE 17 IN JULY. THIS IS DOWN 37.0% FROM 27 IN JULY OF 2024.
- LISTINGS UNDER CONTRACT IN LA QUINTA ARE DOWN BY 36.8% FOR JULY.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 8 unit sales in July. This is down 66.7% from 24 in July of 2024. Sales/list price ratio in July moved down to 96.6% from 97.2% in June.

Prices

Median price of \$834,500 in July was up 45.1% from \$575,000 in June and up 18.4% from \$705,000 in July of 2024. 3-month median price of \$675,000 in July was up marginally from \$639,500 in June and up slightly from \$610,000 in July of 2024.

Inventory

Inventory of 104 in July was down 11.1% from 117 in June but up 48.6% from 70 in July of 2024. New listings in July moved down to 17 from 23 in June.

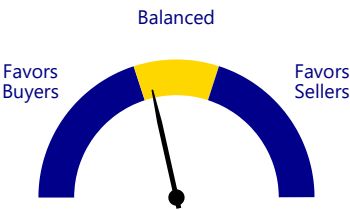
Market Time

Days on market of 68 in July was up substantially from 44 in June and up slightly from 57 in July of 2024. Months of supply of 6.2 in July was down a little from 6.5 in June but up substantially from 4.3 in July of 2024.

KEY STATS

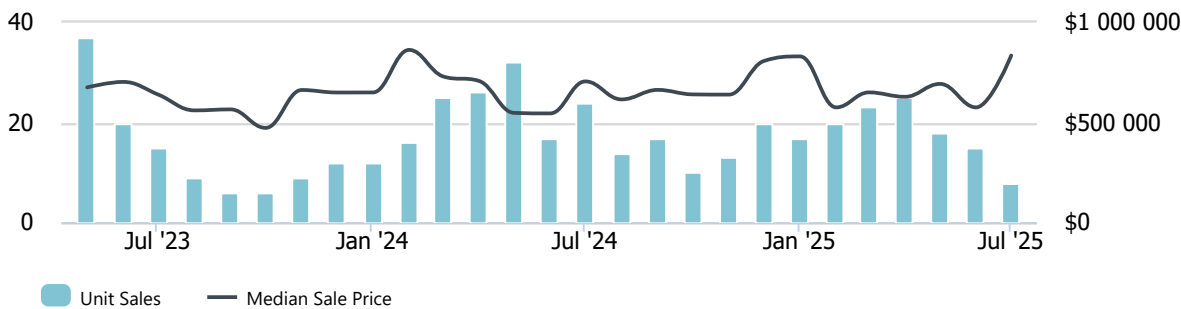
	2025	2024	Chg	Prev Mo	Chg
Unit Sales	8	24	-66.7%	15	-46.7%
Median Sale Price	\$834k	\$705k	18.4%	\$575k	45.1%
Inventory	104	70	48.6%	117	-11.1%
Months of Supply	6.2	4.3	44.1%	6.5	-4.0%
Days on Market	68	57	19.3%	44	54.5%
Avg. Sale Price/SqFt	\$417	\$352	18.3%	\$371	12.5%
Sales to LP Ratio	96.6%	96.4%	0.3%	97.2%	-0.6%
Sales to Orig. LP Ratio	93.4%	94.5%	-1.2%	96.9%	-3.6%
New Listings	17	27	-37.0%	23	-26.1%
Went to Contract	12	19	-36.8%	14	-14.3%

BUYERS/SELLERS MARKET

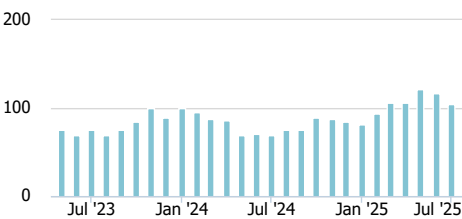


This graphical snapshot reflects current market conditions favoring buyers and sellers. It combines the recent and 12-month history of market time, list and sale price ratios, and the percentage of transactions closed at or above list price.

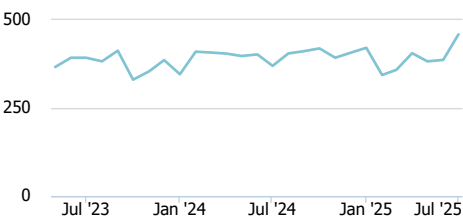
UNIT SALES AND MEDIAN PRICES



INVENTORY



MEDIAN SALE PRICE / SQ FT.



MONTHLY MARKET SUMMARY

LA QUINTA, CA - SINGLE FAMILY
JULY, 2025



QUICK ANALYSIS

- LISTINGS UNDER CONTRACT IN LA QUINTA WERE 94 IN JULY. THIS IS UP 51.6% FROM 62 IN JULY OF 2024.
- UNIT SALES IN LA QUINTA ARE UP BY 17.4% FOR JULY.
- DAYS ON MARKET IN LA QUINTA FOR JULY IS UP 16.9% TO 76.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 81 unit sales in July. This is up 17.4% from 69 in July of 2024. Sales/list price ratio in July moved down to 95.8% from 96.6% in June.

Prices

Median price of \$750,000 in July was down 3.1% from \$774,103 in June and down 8.1% from \$816,350 in July of 2024. 3-month median price of \$777,500 in July was down a little from \$869,500 in June and down marginally from \$822,000 in July of 2024.

Inventory

Inventory of 371 in July was down 20.0% from 464 in June and down 7.0% from 399 in July of 2024. New listings in July moved down to 75 from 97 in June.

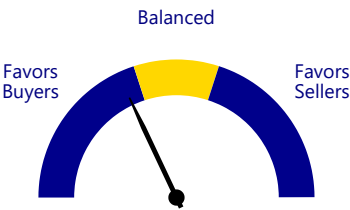
Market Time

Days on market of 76 in July was up a little from 67 in June and up marginally from 65 in July of 2024. Months of supply of 4.7 in July was down somewhat from 5.9 in June and down a little from 5.4 in July of 2024.

KEY STATS

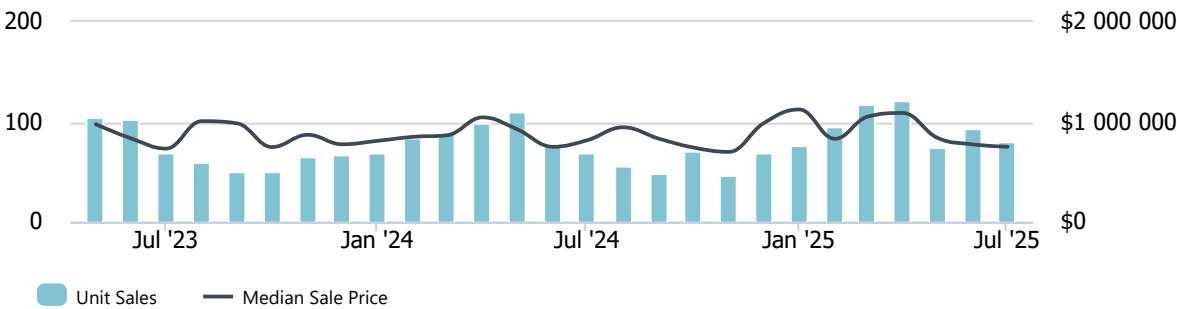
	2025	2024	Chg	Prev Mo	Chg
Unit Sales	81	69	17.4%	94	-13.8%
Median Sale Price	\$750k	\$816k	-8.1%	\$774k	-3.1%
Inventory	371	399	-7.0%	464	-20.0%
Months of Supply	4.7	5.4	-12.9%	5.9	-21.0%
Days on Market	76	65	16.9%	67	13.4%
Avg. Sale Price/SqFt	\$490	\$430	13.8%	\$519	-5.6%
Sales to LP Ratio	95.8%	97.3%	-1.5%	96.6%	-0.8%
Sales to Orig. LP Ratio	93.6%	94.8%	-1.2%	94.1%	-0.5%
New Listings	75	81	-7.4%	97	-22.7%
Went to Contract	94	62	51.6%	92	2.2%

BUYERS/SELLERS MARKET

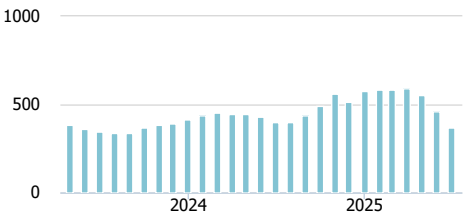


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UNIT SALES AND MEDIAN PRICES



INVENTORY



MEDIAN SALE PRICE / SQ FT.

