

# Local Market Update for December 2021

A Research Tool Provided by the Greater San Diego Association of REALTORS®

## 92067

Rancho Santa Fe

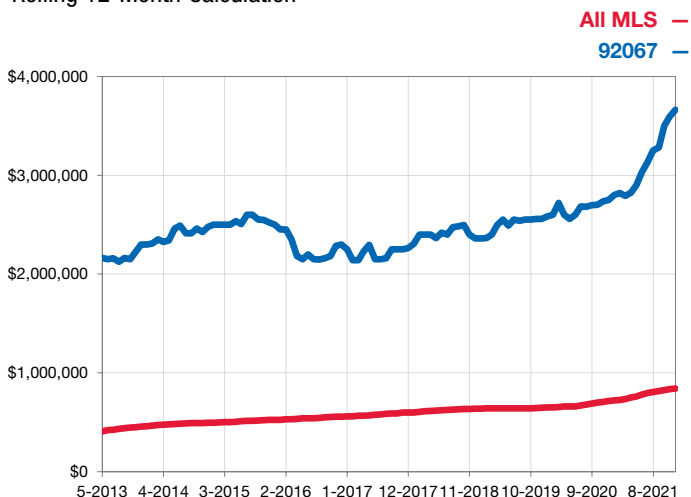
Single Family	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
<b>Key Metrics</b>						
New Listings	21	5	- 76.2%	484	359	- 25.8%
Pending Sales	24	10	- 58.3%	283	317	+ 12.0%
Closed Sales	31	16	- 48.4%	268	330	+ 23.1%
Median Sales Price*	\$2,695,000	\$4,397,500	+ 63.2%	\$2,750,000	\$3,664,500	+ 33.3%
Percent of Original List Price Received*	93.2%	94.4%	+ 1.3%	92.2%	95.9%	+ 4.0%
Days on Market Until Sale	91	43	- 52.7%	92	65	- 29.3%
Inventory of Homes for Sale	120	42	- 65.0%	--	--	--
Months Supply of Inventory	5.1	1.6	- 68.6%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo	December			Year to Date		
	2020	2021	Percent Change	Thru 12-2020	Thru 12-2021	Percent Change
<b>Key Metrics</b>						
New Listings	2	1	- 50.0%	13	11	- 15.4%
Pending Sales	1	1	0.0%	7	11	+ 57.1%
Closed Sales	2	0	- 100.0%	9	10	+ 11.1%
Median Sales Price*	\$2,700,000	\$0	- 100.0%	\$1,600,000	\$1,642,500	+ 2.7%
Percent of Original List Price Received*	93.8%	0.0%	- 100.0%	94.8%	98.8%	+ 4.2%
Days on Market Until Sale	69	0	- 100.0%	53	44	- 17.0%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	1.7	0.6	- 64.7%	--	--	--

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation

