

Local Market Update for April 2022

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

92067

Rancho Santa Fe

| Single Family | April | | | Year to Date | | |
|--|-------------|-------------|----------------|--------------|-------------|----------------|
| Key Metrics | 2021 | 2022 | Percent Change | Thru 4-2021 | Thru 4-2022 | Percent Change |
| New Listings | 42 | 21 | - 50.0% | 151 | 110 | - 27.2% |
| Pending Sales | 40 | 16 | - 60.0% | 127 | 81 | - 36.2% |
| Closed Sales | 38 | 27 | - 28.9% | 108 | 77 | - 28.7% |
| Median Sales Price* | \$3,485,000 | \$4,896,000 | + 40.5% | \$3,150,000 | \$4,800,000 | + 52.4% |
| Percent of Original List Price Received* | 94.6% | 97.8% | + 3.4% | 94.5% | 98.1% | + 3.8% |
| Days on Market Until Sale | 72 | 62 | - 13.9% | 76 | 58 | - 23.7% |
| Inventory of Homes for Sale | 99 | 53 | - 46.5% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 2.4 | - 27.3% | -- | -- | -- |

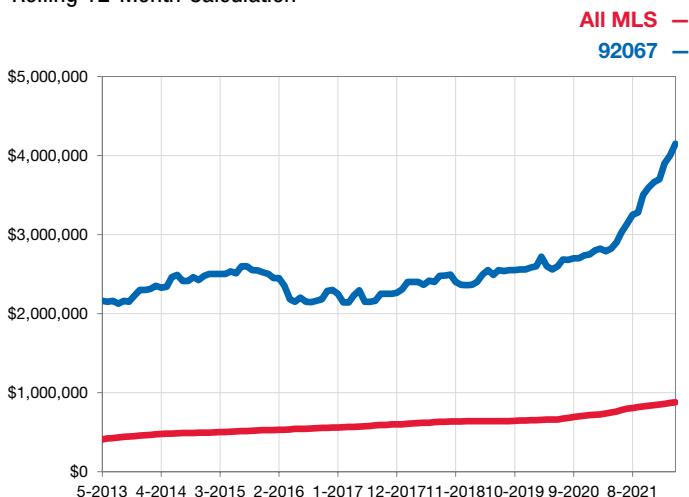
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Townhouse-Condo | April | | | Year to Date | | |
|--|-------|------|----------------|--------------|-------------|----------------|
| Key Metrics | 2021 | 2022 | Percent Change | Thru 4-2021 | Thru 4-2022 | Percent Change |
| New Listings | 0 | 1 | -- | 3 | 4 | + 33.3% |
| Pending Sales | 2 | 2 | 0.0% | 4 | 4 | 0.0% |
| Closed Sales | 0 | 0 | -- | 2 | 3 | + 50.0% |
| Median Sales Price* | \$0 | \$0 | -- | \$1,139,375 | \$2,400,000 | + 110.6% |
| Percent of Original List Price Received* | 0.0% | 0.0% | -- | 95.9% | 93.2% | - 2.8% |
| Days on Market Until Sale | 0 | 0 | -- | 99 | 36 | - 63.6% |
| Inventory of Homes for Sale | 1 | 0 | - 100.0% | -- | -- | -- |
| Months Supply of Inventory | 0.8 | 0.0 | - 100.0% | -- | -- | -- |

* 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

