

Local Market Update for August 2025

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

92067

Rancho Santa Fe

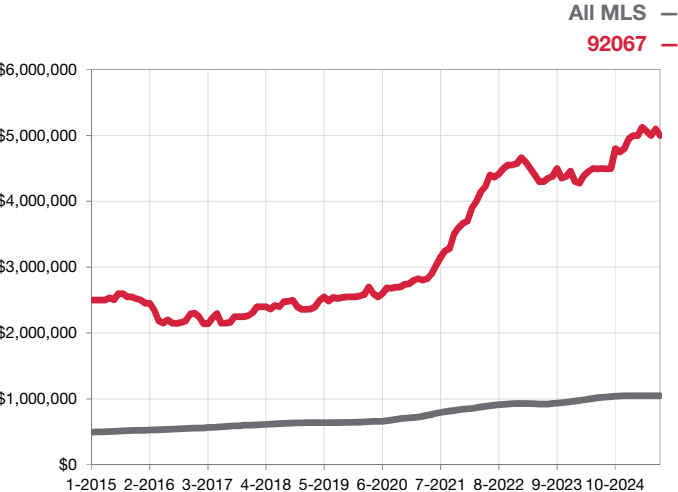
Detached	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	20	20	0.0%	239	253	+ 5.9%
Pending Sales	10	15	+ 50.0%	107	106	- 0.9%
Closed Sales	9	12	+ 33.3%	104	102	- 1.9%
Median Sales Price*	\$5,100,000	\$4,375,000	- 14.2%	\$4,466,500	\$4,995,000	+ 11.8%
Percent of Original List Price Received*	95.4%	92.4%	- 3.1%	93.4%	92.8%	- 0.6%
Days on Market Until Sale	48	55	+ 14.6%	67	71	+ 6.0%
Inventory of Homes for Sale	101	98	- 3.0%	--	--	--
Months Supply of Inventory	8.2	7.7	- 6.1%	--	--	--

* 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.

Attached	August			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	1	0	- 100.0%	6	7	+ 16.7%
Pending Sales	0	0	--	3	3	0.0%
Closed Sales	0	1	--	3	3	0.0%
Median Sales Price*	\$0	\$3,750,000	--	\$2,550,000	\$2,125,000	- 16.7%
Percent of Original List Price Received*	0.0%	100.0%	--	97.5%	96.2%	- 1.3%
Days on Market Until Sale	0	8	--	19	24	+ 26.3%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	3.0	1.5	- 50.0%	--	--	--

* 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

