

# Local Market Update for September 2018

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

## 92067

Rancho Santa Fe

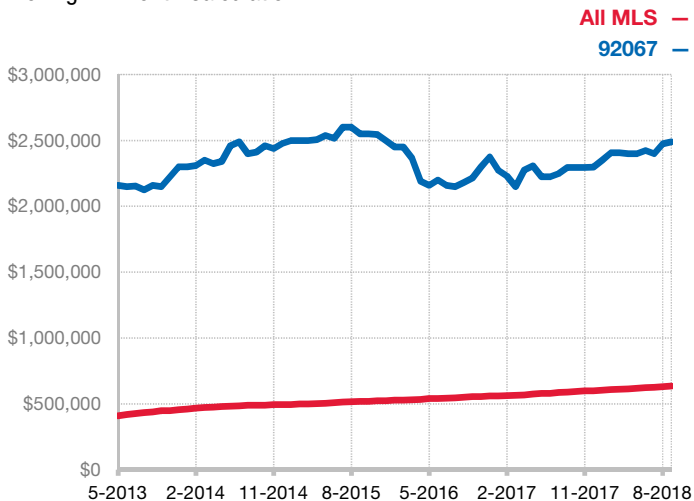
Single Family	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
<b>Key Metrics</b>						
New Listings	31	<b>39</b>	+ 25.8%	383	<b>419</b>	+ 9.4%
Pending Sales	14	<b>21</b>	+ 50.0%	173	<b>188</b>	+ 8.7%
Closed Sales	21	<b>9</b>	- 57.1%	185	<b>168</b>	- 9.2%
Median Sales Price*	\$2,421,000	<b>\$3,150,000</b>	+ 30.1%	\$2,150,000	<b>\$2,400,000</b>	+ 11.6%
Percent of Original List Price Received*	89.7%	<b>88.9%</b>	- 0.9%	89.7%	<b>90.7%</b>	+ 1.1%
Days on Market Until Sale	107	<b>86</b>	- 19.6%	109	<b>82</b>	- 24.8%
Inventory of Homes for Sale	191	<b>197</b>	+ 3.1%	--	--	--
Months Supply of Inventory	10.0	<b>9.9</b>	- 1.0%	--	--	--

\* 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.

Townhouse-Condo	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	--	8	<b>7</b>	- 12.5%
Pending Sales	1	<b>0</b>	- 100.0%	3	<b>6</b>	+ 100.0%
Closed Sales	1	<b>1</b>	0.0%	3	<b>6</b>	+ 100.0%
Median Sales Price*	\$980,000	<b>\$926,250</b>	- 5.5%	\$980,000	<b>\$1,242,500</b>	+ 26.8%
Percent of Original List Price Received*	81.0%	<b>78.2%</b>	- 3.5%	86.5%	<b>88.8%</b>	+ 2.7%
Days on Market Until Sale	164	<b>129</b>	- 21.3%	94	<b>94</b>	0.0%
Inventory of Homes for Sale	5	<b>1</b>	- 80.0%	--	--	--
Months Supply of Inventory	5.0	<b>0.7</b>	- 86.0%	--	--	--

\* 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

