

# Local Market Update for January 2019

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

## 92067

Rancho Santa Fe

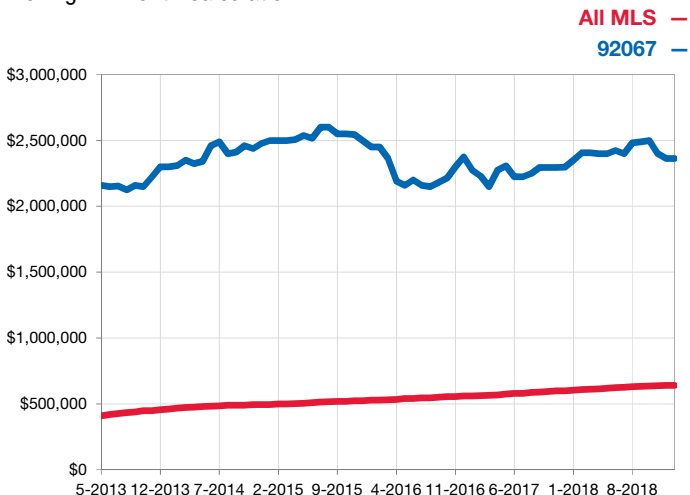
Single Family	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
<b>Key Metrics</b>						
New Listings	62	40	- 35.5%	62	40	- 35.5%
Pending Sales	17	5	- 70.6%	17	5	- 70.6%
Closed Sales	11	8	- 27.3%	11	8	- 27.3%
Median Sales Price*	\$2,775,000	<b>\$2,392,500</b>	- 13.8%	\$2,775,000	<b>\$2,392,500</b>	- 13.8%
Percent of Original List Price Received*	89.2%	<b>91.6%</b>	+ 2.7%	89.2%	<b>91.6%</b>	+ 2.7%
Days on Market Until Sale	85	<b>146</b>	+ 71.8%	85	<b>146</b>	+ 71.8%
Inventory of Homes for Sale	160	<b>154</b>	- 3.8%	--	--	--
Months Supply of Inventory	8.4	<b>8.6</b>	+ 2.4%	--	--	--

\* 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	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
<b>Key Metrics</b>						
New Listings	2	1	- 50.0%	2	1	- 50.0%
Pending Sales	1	2	+ 100.0%	1	2	+ 100.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Median Sales Price*	\$1,100,000	<b>\$1,225,000</b>	+ 11.4%	\$1,100,000	<b>\$1,225,000</b>	+ 11.4%
Percent of Original List Price Received*	92.5%	<b>94.3%</b>	+ 1.9%	92.5%	<b>94.3%</b>	+ 1.9%
Days on Market Until Sale	15	<b>7</b>	- 53.3%	15	<b>7</b>	- 53.3%
Inventory of Homes for Sale	3	<b>1</b>	- 66.7%	--	--	--
Months Supply of Inventory	3.0	<b>0.7</b>	- 76.7%	--	--	--

\* 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

