

# Local Market Update for October 2021

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

## 92067

Rancho Santa Fe

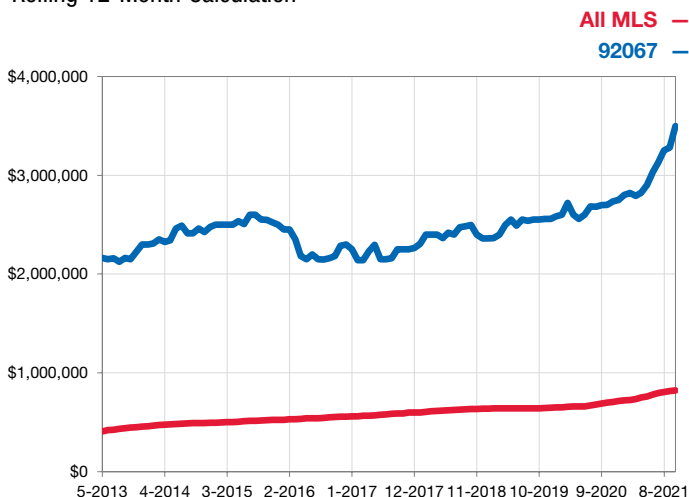
Single Family	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	50	27	- 46.0%	439	332	- 24.4%
Pending Sales	30	15	- 50.0%	231	286	+ 23.8%
Closed Sales	51	20	- 60.8%	215	299	+ 39.1%
Median Sales Price*	\$2,700,000	\$4,300,000	+ 59.3%	\$2,725,000	\$3,650,000	+ 33.9%
Percent of Original List Price Received*	93.1%	97.7%	+ 4.9%	91.7%	95.8%	+ 4.5%
Days on Market Until Sale	89	64	- 28.1%	95	68	- 28.4%
Inventory of Homes for Sale	165	59	- 64.2%	--	--	--
Months Supply of Inventory	7.6	2.1	- 72.4%	--	--	--

\* 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	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
<b>Key Metrics</b>						
New Listings	2	0	- 100.0%	10	9	- 10.0%
Pending Sales	2	0	- 100.0%	5	10	+ 100.0%
Closed Sales	0	0	--	5	10	+ 100.0%
Median Sales Price*	\$0	\$0	--	\$1,300,000	\$1,642,500	+ 26.3%
Percent of Original List Price Received*	0.0%	0.0%	--	96.4%	98.8%	+ 2.5%
Days on Market Until Sale	0	0	--	57	44	- 22.8%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	1.5	0.7	- 53.3%	--	--	--

\* 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.

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



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

