

Local Market Update for October 2018

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

92067

Rancho Santa Fe

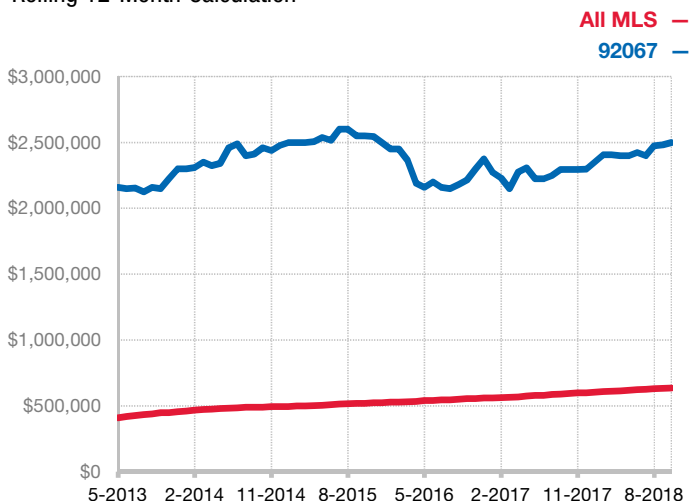
Single Family	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
Key Metrics						
New Listings	47	39	- 17.0%	430	458	+ 6.5%
Pending Sales	18	23	+ 27.8%	191	209	+ 9.4%
Closed Sales	15	22	+ 46.7%	200	191	- 4.5%
Median Sales Price*	\$2,465,000	\$3,100,000	+ 25.8%	\$2,150,000	\$2,485,250	+ 15.6%
Percent of Original List Price Received*	89.4%	89.9%	+ 0.6%	89.7%	90.6%	+ 1.0%
Days on Market Until Sale	135	70	- 48.1%	111	81	- 27.0%
Inventory of Homes for Sale	190	179	- 5.8%	--	--	--
Months Supply of Inventory	10.2	8.9	- 12.7%	--	--	--

* 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.

Townhouse-Condo	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
Key Metrics						
New Listings	0	0	--	8	8	0.0%
Pending Sales	1	1	0.0%	4	7	+ 75.0%
Closed Sales	0	0	--	3	6	+ 100.0%
Median Sales Price*	\$0	\$0	--	\$980,000	\$1,242,500	+ 26.8%
Percent of Original List Price Received*	0.0%	0.0%	--	86.5%	88.8%	+ 2.7%
Days on Market Until Sale	0	0	--	94	94	0.0%
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	4.0	0.7	- 82.5%	--	--	--

* 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

