

Local Market Update for March 2025

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

92067

Rancho Santa Fe

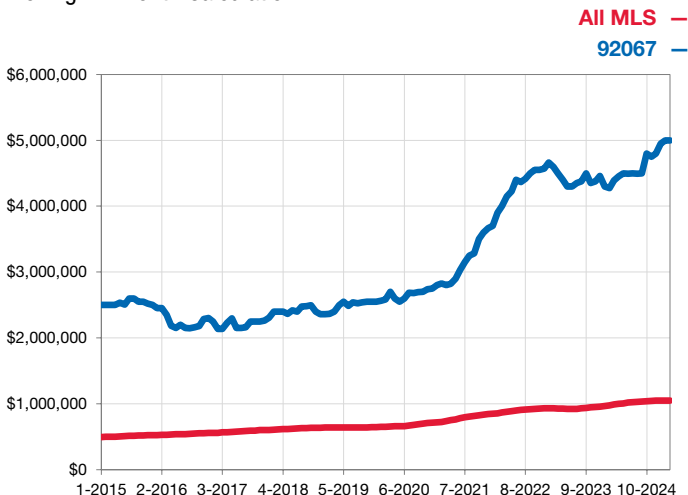
Single Family	March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
Key Metrics						
New Listings	30	23	- 23.3%	74	89	+ 20.3%
Pending Sales	10	9	- 10.0%	34	37	+ 8.8%
Closed Sales	11	11	0.0%	32	37	+ 15.6%
Median Sales Price*	\$5,900,000	\$5,300,000	- 10.2%	\$4,367,500	\$5,140,000	+ 17.7%
Percent of Original List Price Received*	92.6%	90.8%	- 1.9%	94.2%	91.1%	- 3.3%
Days on Market Until Sale	92	72	- 21.7%	65	78	+ 20.0%
Inventory of Homes for Sale	91	88	- 3.3%	--	--	--
Months Supply of Inventory	7.6	6.8	- 10.5%	--	--	--

* 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.

Townhouse-Condo	March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
Key Metrics						
New Listings	1	3	+ 200.0%	2	4	+ 100.0%
Pending Sales	0	0	--	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Median Sales Price*	\$1,700,000	\$0	- 100.0%	\$2,300,000	\$0	- 100.0%
Percent of Original List Price Received*	103.0%	0.0%	- 100.0%	99.9%	0.0%	- 100.0%
Days on Market Until Sale	2	0	- 100.0%	12	0	- 100.0%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	1.6	4.0	+ 150.0%	--	--	--

* 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

