

Local Market Update for March 2024

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

92091

Rancho Santa Fe

Single Family	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	6	4	- 33.3%	16	10	- 37.5%
Pending Sales	4	3	- 25.0%	10	6	- 40.0%
Closed Sales	2	3	+ 50.0%	7	7	0.0%
Median Sales Price*	\$4,675,000	\$5,195,000	+ 11.1%	\$3,800,000	\$3,200,000	- 15.8%
Percent of Original List Price Received*	92.3%	97.1%	+ 5.2%	93.2%	95.4%	+ 2.4%
Days on Market Until Sale	75	137	+ 82.7%	58	82	+ 41.4%
Inventory of Homes for Sale	9	5	- 44.4%	--	--	--
Months Supply of Inventory	3.8	2.0	- 47.4%	--	--	--

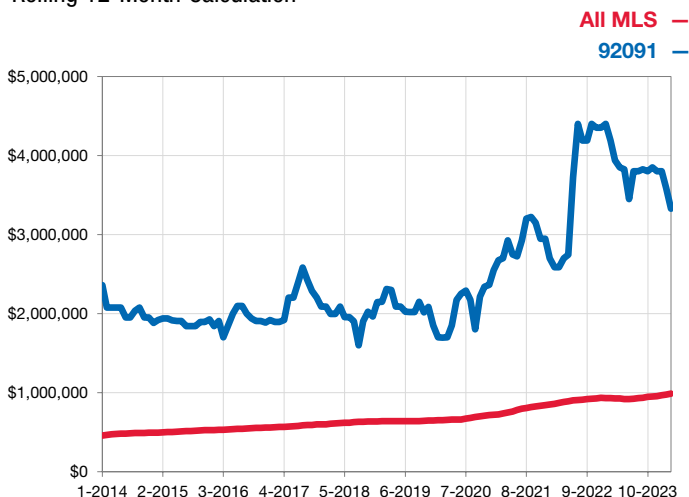
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo	March			Year to Date		
Key Metrics	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	1	2	+ 100.0%	6	6	0.0%
Pending Sales	3	1	- 66.7%	7	6	- 14.3%
Closed Sales	3	0	- 100.0%	4	6	+ 50.0%
Median Sales Price*	\$1,580,000	\$0	- 100.0%	\$1,392,500	\$1,625,000	+ 16.7%
Percent of Original List Price Received*	96.4%	0.0%	- 100.0%	95.5%	97.2%	+ 1.8%
Days on Market Until Sale	32	0	- 100.0%	38	29	- 23.7%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	1.1	1.7	+ 54.5%	--	--	--

* 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

