

Local Market Update for October 2018

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

92091

Rancho Santa Fe

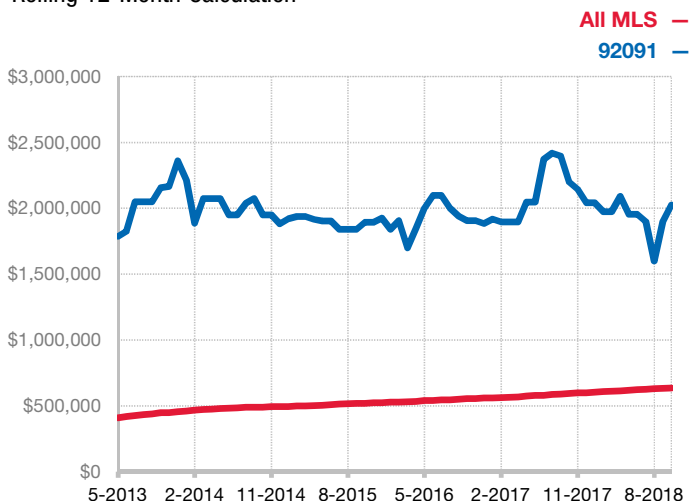
| Single Family | October | | | Year to Date | | |
|--|-------------|--------------------|----------------|--------------|--------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 10-2017 | Thru 10-2018 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 7 | 5 | - 28.6% | 70 | 56 | - 20.0% |
| Pending Sales | 2 | 3 | + 50.0% | 34 | 29 | - 14.7% |
| Closed Sales | 3 | 2 | - 33.3% | 36 | 29 | - 19.4% |
| Median Sales Price* | \$1,900,000 | \$3,475,000 | + 82.9% | \$2,145,000 | \$2,025,000 | - 5.6% |
| Percent of Original List Price Received* | 96.0% | 92.5% | - 3.6% | 92.1% | 93.4% | + 1.4% |
| Days on Market Until Sale | 46 | 30 | - 34.8% | 105 | 80 | - 23.8% |
| Inventory of Homes for Sale | 27 | 24 | - 11.1% | -- | -- | -- |
| Months Supply of Inventory | 8.1 | 8.2 | + 1.2% | -- | -- | -- |

* 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 | 2 | 3 | + 50.0% | 21 | 23 | + 9.5% |
| Pending Sales | 1 | 0 | - 100.0% | 21 | 17 | - 19.0% |
| Closed Sales | 2 | 3 | + 50.0% | 21 | 17 | - 19.0% |
| Median Sales Price* | \$770,000 | \$920,000 | + 19.5% | \$817,500 | \$920,000 | + 12.5% |
| Percent of Original List Price Received* | 93.5% | 94.5% | + 1.1% | 97.5% | 96.7% | - 0.8% |
| Days on Market Until Sale | 42 | 24 | - 42.9% | 27 | 33 | + 22.2% |
| Inventory of Homes for Sale | 4 | 5 | + 25.0% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.8 | + 55.6% | -- | -- | -- |

* 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

