

Local Market Update for October 2021

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

92091

Rancho Santa Fe

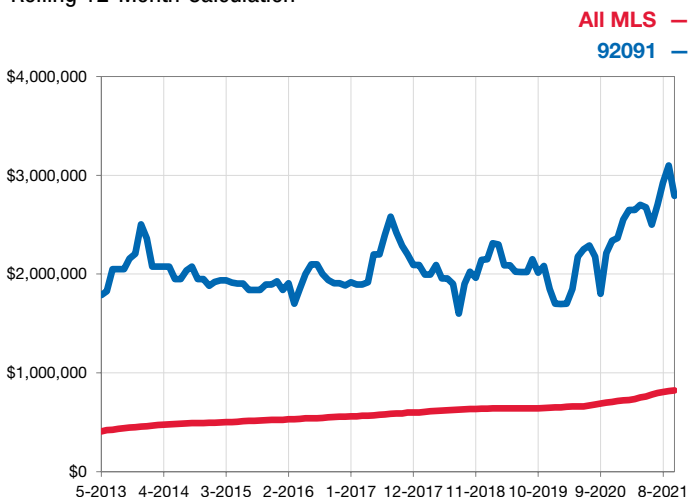
Single Family	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	4	0	- 100.0%	61	42	- 31.1%
Pending Sales	2	0	- 100.0%	36	46	+ 27.8%
Closed Sales	9	3	- 66.7%	40	51	+ 27.5%
Median Sales Price*	\$3,450,000	\$2,790,000	- 19.1%	\$2,212,500	\$2,700,000	+ 22.0%
Percent of Original List Price Received*	94.9%	100.9%	+ 6.3%	93.9%	99.7%	+ 6.2%
Days on Market Until Sale	59	16	- 72.9%	80	46	- 42.5%
Inventory of Homes for Sale	17	1	- 94.1%	--	--	--
Months Supply of Inventory	4.1	0.2	- 95.1%	--	--	--

* 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
Key Metrics						
New Listings	5	3	- 40.0%	31	26	- 16.1%
Pending Sales	2	2	0.0%	20	25	+ 25.0%
Closed Sales	1	2	+ 100.0%	22	26	+ 18.2%
Median Sales Price*	\$1,142,000	\$1,187,500	+ 4.0%	\$953,500	\$1,110,000	+ 16.4%
Percent of Original List Price Received*	96.0%	105.5%	+ 9.9%	94.8%	102.0%	+ 7.6%
Days on Market Until Sale	26	12	- 53.8%	66	27	- 59.1%
Inventory of Homes for Sale	8	1	- 87.5%	--	--	--
Months Supply of Inventory	3.3	0.3	- 90.9%	--	--	--

* 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

