

Local Market Update for July 2018

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

92091

Rancho Santa Fe

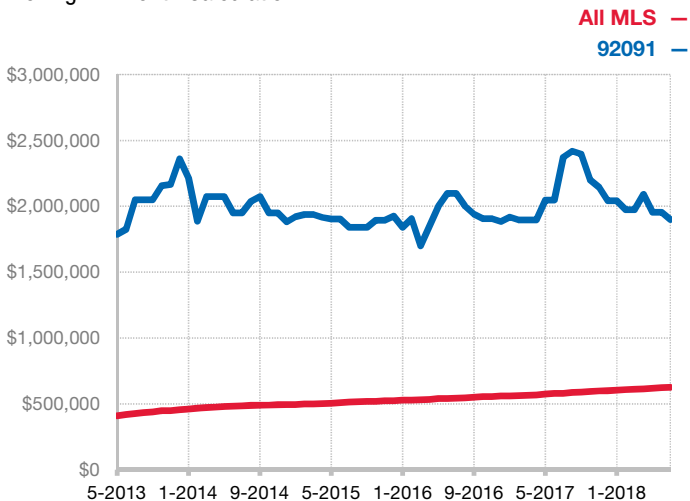
Single Family	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Key Metrics						
New Listings	7	5	- 28.6%	45	36	- 20.0%
Pending Sales	7	6	- 14.3%	21	22	+ 4.8%
Closed Sales	5	1	- 80.0%	17	16	- 5.9%
Median Sales Price*	\$2,825,000	\$3,900,000	+ 38.1%	\$2,373,759	\$1,870,000	- 21.2%
Percent of Original List Price Received*	88.1%	87.0%	- 1.2%	91.0%	92.4%	+ 1.5%
Days on Market Until Sale	224	243	+ 8.5%	104	88	- 15.4%
Inventory of Homes for Sale	27	20	- 25.9%	--	--	--
Months Supply of Inventory	9.5	5.9	- 37.9%	--	--	--

* 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.

Townhouse-Condo	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Key Metrics						
New Listings	4	2	- 50.0%	17	16	- 5.9%
Pending Sales	1	1	0.0%	18	12	- 33.3%
Closed Sales	2	1	- 50.0%	17	12	- 29.4%
Median Sales Price*	\$690,300	\$925,000	+ 34.0%	\$817,500	\$906,500	+ 10.9%
Percent of Original List Price Received*	98.6%	97.4%	- 1.2%	97.8%	98.1%	+ 0.3%
Days on Market Until Sale	19	19	0.0%	29	28	- 3.4%
Inventory of Homes for Sale	4	4	0.0%	--	--	--
Months Supply of Inventory	1.7	2.5	+ 47.1%	--	--	--

* 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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation

