

# Local Market Update for January 2019

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

## 92091

Rancho Santa Fe

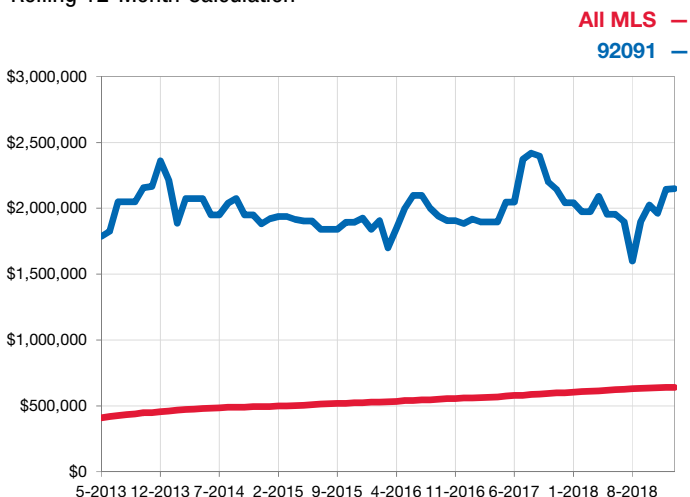
| Single Family                            | January     |                    |                | Year to Date |                    |                |
|--|-------------|--------------------|----------------|--------------|--------------------|----------------|
|  | 2018        | 2019               | Percent Change | Thru 1-2018  | Thru 1-2019        | Percent Change |
| <b>Key Metrics</b>                       |             |                    |                |              |                    |                |
| New Listings                             | 5           | 8                  | + 60.0%        | 5            | 8                  | + 60.0%        |
| Pending Sales                            | 1           | 5                  | + 400.0%       | 1            | 5                  | + 400.0%       |
| Closed Sales                             | 2           | 3                  | + 50.0%        | 2            | 3                  | + 50.0%        |
| Median Sales Price*                      | \$1,770,000 | <b>\$2,015,000</b> | + 13.8%        | \$1,770,000  | <b>\$2,015,000</b> | + 13.8%        |
| Percent of Original List Price Received* | 92.0%       | <b>92.6%</b>       | + 0.7%         | 92.0%        | <b>92.6%</b>       | + 0.7%         |
| Days on Market Until Sale                | 198         | <b>77</b>          | - 61.1%        | 198          | <b>77</b>          | - 61.1%        |
| Inventory of Homes for Sale              | 25          | <b>14</b>          | - 44.0%        | --           | --                 | --             |
| Months Supply of Inventory               | 7.7         | <b>4.5</b>         | - 41.6%        | --           | --                 | --             |

\* 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.

| Townhouse-Condo                          | January     |                  |                | Year to Date |                  |                |
|--|-------------|------------------|----------------|--------------|------------------|----------------|
|  | 2018        | 2019             | Percent Change | Thru 1-2018  | Thru 1-2019      | Percent Change |
| <b>Key Metrics</b>                       |             |                  |                |              |                  |                |
| New Listings                             | 1           | 2                | + 100.0%       | 1            | 2                | + 100.0%       |
| Pending Sales                            | 1           | 0                | - 100.0%       | 1            | 0                | - 100.0%       |
| Closed Sales                             | 1           | 2                | + 100.0%       | 1            | 2                | + 100.0%       |
| Median Sales Price*                      | \$1,100,000 | <b>\$905,000</b> | - 17.7%        | \$1,100,000  | <b>\$905,000</b> | - 17.7%        |
| Percent of Original List Price Received* | 92.1%       | <b>92.9%</b>     | + 0.9%         | 92.1%        | <b>92.9%</b>     | + 0.9%         |
| Days on Market Until Sale                | 54          | <b>30</b>        | - 44.4%        | 54           | <b>30</b>        | - 44.4%        |
| Inventory of Homes for Sale              | 2           | <b>6</b>         | + 200.0%       | --           | --               | --             |
| Months Supply of Inventory               | 1.0         | <b>3.2</b>       | + 220.0%       | --           | --               | --             |

\* 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

