

Local Market Update for November 2021

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

92067

Rancho Santa Fe

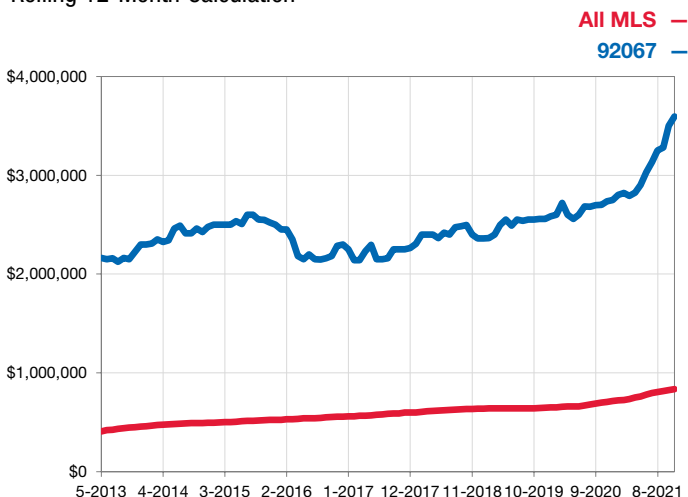
Single Family	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
Key Metrics						
New Listings	24	16	- 33.3%	463	348	- 24.8%
Pending Sales	28	19	- 32.1%	259	305	+ 17.8%
Closed Sales	22	12	- 45.5%	237	311	+ 31.2%
Median Sales Price*	\$3,150,000	\$4,210,000	+ 33.7%	\$2,757,500	\$3,650,000	+ 32.4%
Percent of Original List Price Received*	95.6%	97.6%	+ 2.1%	92.1%	95.9%	+ 4.1%
Days on Market Until Sale	60	26	- 56.7%	92	67	- 27.2%
Inventory of Homes for Sale	136	52	- 61.8%	--	--	--
Months Supply of Inventory	5.9	1.9	- 67.8%	--	--	--

* 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	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
Key Metrics						
New Listings	1	1	0.0%	11	10	- 9.1%
Pending Sales	1	0	- 100.0%	6	10	+ 66.7%
Closed Sales	2	0	- 100.0%	7	10	+ 42.9%
Median Sales Price*	\$1,517,500	\$0	- 100.0%	\$1,435,000	\$1,642,500	+ 14.5%
Percent of Original List Price Received*	91.7%	0.0%	- 100.0%	95.1%	98.8%	+ 3.9%
Days on Market Until Sale	26	0	- 100.0%	48	44	- 8.3%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.1	1.3	+ 18.2%	--	--	--

* 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.

Median Sales Price – Single Family
Rolling 12-Month Calculation



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

