

Local Market Update for June 2025

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

92067

Rancho Santa Fe

Detached	June			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 6-2024	Thru 6-2025	Percent Change
New Listings	37	29	- 21.6%	178	209	+ 17.4%
Pending Sales	14	10	- 28.6%	86	79	- 8.1%
Closed Sales	13	8	- 38.5%	78	75	- 3.8%
Median Sales Price*	\$5,020,000	\$4,872,500	- 2.9%	\$4,466,500	\$5,000,000	+ 11.9%
Percent of Original List Price Received*	88.9%	91.3%	+ 2.7%	93.7%	93.4%	- 0.3%
Days on Market Until Sale	157	87	- 44.6%	72	75	+ 4.2%
Inventory of Homes for Sale	93	112	+ 20.4%	--	--	--
Months Supply of Inventory	7.3	9.2	+ 26.0%	--	--	--

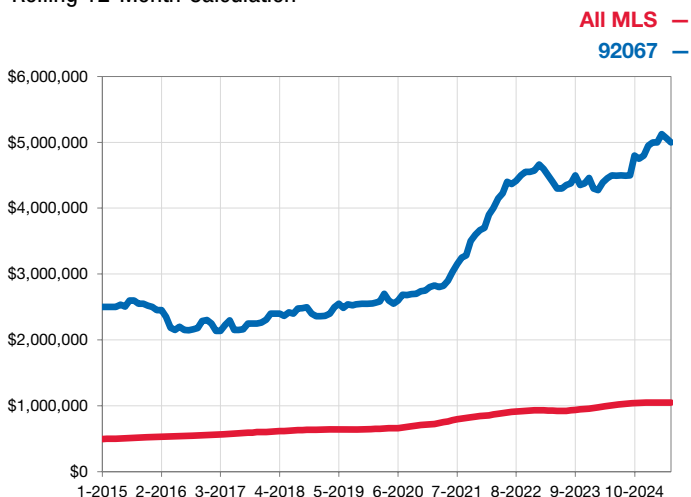
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached	June			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 6-2024	Thru 6-2025	Percent Change
New Listings	0	1	--	3	7	+ 133.3%
Pending Sales	0	1	--	2	3	+ 50.0%
Closed Sales	0	0	--	3	2	- 33.3%
Median Sales Price*	\$0	\$0	--	\$2,550,000	\$2,112,500	- 17.2%
Percent of Original List Price Received*	0.0%	0.0%	--	97.5%	94.3%	- 3.3%
Days on Market Until Sale	0	0	--	19	32	+ 68.4%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	1.0	1.6	+ 60.0%	--	--	--

* 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

