

Local Market Update for March 2025

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

92091

Rancho Santa Fe

Single Family

Key Metrics	March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	4	6	+ 50.0%	11	14	+ 27.3%
Pending Sales	4	4	0.0%	7	10	+ 42.9%
Closed Sales	3	3	0.0%	7	7	0.0%
Median Sales Price*	\$5,195,000	\$1,929,331	- 62.9%	\$3,200,000	\$2,650,000	- 17.2%
Percent of Original List Price Received*	97.1%	97.1%	0.0%	95.4%	91.4%	- 4.2%
Days on Market Until Sale	137	170	+ 24.1%	82	104	+ 26.8%
Inventory of Homes for Sale	6	9	+ 50.0%	--	--	--
Months Supply of Inventory	2.4	4.2	+ 75.0%	--	--	--

* 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.

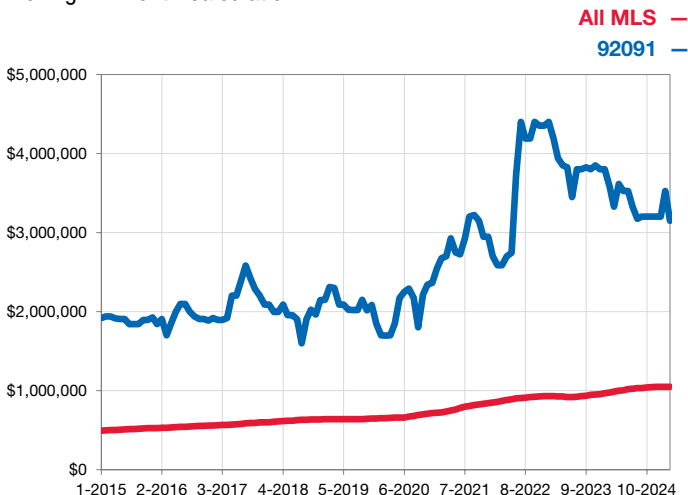
Townhouse-Condo

Key Metrics	March			Year to Date		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	2	1	- 50.0%	6	6	0.0%
Pending Sales	1	0	- 100.0%	6	3	- 50.0%
Closed Sales	0	3	--	6	4	- 33.3%
Median Sales Price*	\$0	\$1,632,000	--	\$1,625,000	\$1,566,000	- 3.6%
Percent of Original List Price Received*	0.0%	87.1%	--	97.2%	89.6%	- 7.8%
Days on Market Until Sale	0	18	--	29	16	- 44.8%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	1.7	1.4	- 17.6%	--	--	--

* 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.

Median Sales Price – Single Family

Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation

