

Local Market Update for March 2026

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92067 - Rancho Santa Fe

North San Diego County

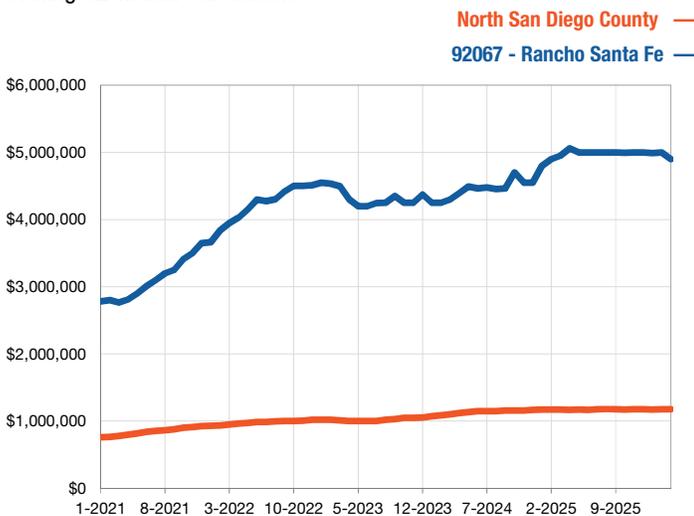
Detached Single-Family	March			Rolling 12 Months		
	2025	2026	Percent Change	Thru 3-2025	Thru 3-2026	Percent Change
Key Metrics						
New Listings	25	21	- 16.0%	348	313	- 10.1%
Pending Sales	9	14	+ 55.6%	163	178	+ 9.2%
Closed Sales	12	8	- 33.3%	161	171	+ 6.2%
Days on Market Until Sale	68	68	0.0%	58	64	+ 10.3%
Median Sales Price*	\$5,300,000	\$3,800,000	- 28.3%	\$4,950,000	\$4,900,000	- 1.0%
Average Sales Price*	\$5,710,633	\$4,144,375	- 27.4%	\$5,604,867	\$5,865,946	+ 4.7%
Percent of Original List Price Received*	90.8%	92.2%	+ 1.5%	92.7%	92.1%	- 0.6%
Percent of List Price Received*	94.3%	95.9%	+ 1.7%	95.2%	95.2%	0.0%
Inventory of Homes for Sale	106	67	- 36.8%	--	--	--
Months Supply of Inventory	7.8	4.5	- 42.3%	--	--	--

* 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 Single-Family	March			Rolling 12 Months		
	2025	2026	Percent Change	Thru 3-2025	Thru 3-2026	Percent Change
Key Metrics						
New Listings	2	0	- 100.0%	7	8	+ 14.3%
Pending Sales	0	0	--	3	4	+ 33.3%
Closed Sales	0	1	--	3	4	+ 33.3%
Days on Market Until Sale	0	93	--	34	38	+ 11.8%
Median Sales Price*	\$0	\$3,635,000	--	\$2,550,000	\$2,112,500	- 17.2%
Average Sales Price*	\$0	\$3,635,000	--	\$2,208,333	\$2,365,000	+ 7.1%
Percent of Original List Price Received*	0.0%	91.7%	--	94.7%	92.3%	- 2.5%
Percent of List Price Received*	0.0%	96.0%	--	94.7%	95.4%	+ 0.7%
Inventory of Homes for Sale	3	4	+ 33.3%	--	--	--
Months Supply of Inventory	2.0	3.0	+ 50.0%	--	--	--

* 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 – Detached Single-Family
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family
Rolling 12-Month Calculation

