

Local Market Update for September 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92067 - Rancho Santa Fe

North San Diego County

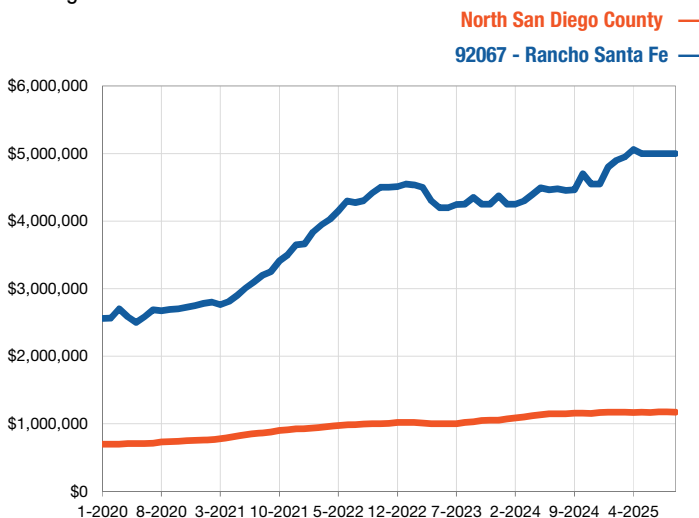
Detached Single-Family	September			Rolling 12 Months		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	26	22	- 15.4%	325	331	+ 1.8%
Pending Sales	15	15	0.0%	160	161	+ 0.6%
Closed Sales	15	19	+ 26.7%	155	159	+ 2.6%
Days on Market Until Sale	34	68	+ 100.0%	55	60	+ 9.1%
Median Sales Price*	\$5,100,000	\$4,900,000	- 3.9%	\$4,465,000	\$5,000,000	+ 12.0%
Average Sales Price*	\$5,551,500	\$5,790,708	+ 4.3%	\$5,340,857	\$5,834,543	+ 9.2%
Percent of Original List Price Received*	94.0%	90.2%	- 4.0%	93.3%	92.5%	- 0.9%
Percent of List Price Received*	97.1%	95.2%	- 2.0%	95.7%	95.1%	- 0.6%
Inventory of Homes for Sale	113	86	- 23.9%	--	--	--
Months Supply of Inventory	8.5	6.4	- 24.7%	--	--	--

* 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	September			Rolling 12 Months		
	2024	2025	Percent Change	Thru 9-2024	Thru 9-2025	Percent Change
New Listings	1	0	- 100.0%	7	5	- 28.6%
Pending Sales	0	0	--	3	4	+ 33.3%
Closed Sales	0	0	--	4	4	0.0%
Days on Market Until Sale	0	0	--	23	31	+ 34.8%
Median Sales Price*	\$0	\$0	--	\$2,175,000	\$2,112,500	- 2.9%
Average Sales Price*	\$0	\$0	--	\$2,237,500	\$2,075,000	- 7.3%
Percent of Original List Price Received*	0.0%	0.0%	--	96.2%	95.0%	- 1.2%
Percent of List Price Received*	0.0%	0.0%	--	96.2%	97.0%	+ 0.8%
Inventory of Homes for Sale	4	2	- 50.0%	--	--	--
Months Supply of Inventory	4.0	1.0	- 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.

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



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

