

# Local Market Update for September 2021

Provided by the North San Diego County REALTORS®.

## 92067 - Rancho Santa Fe

North San Diego County

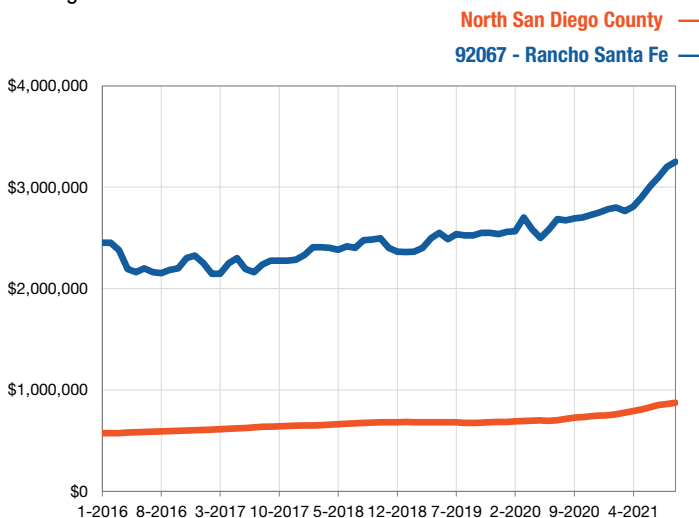
Detached Single-Family	September			Rolling 12 Months		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
<b>Key Metrics</b>						
New Listings	61	13	- 78.7%	482	405	- 16.0%
Pending Sales	42	17	- 59.5%	253	360	+ 42.3%
Closed Sales	28	25	- 10.7%	225	384	+ 70.7%
Days on Market Until Sale	65	44	- 32.3%	91	57	- 37.4%
Median Sales Price*	\$2,855,000	<b>\$3,700,000</b>	+ 29.6%	\$2,690,000	<b>\$3,250,000</b>	+ 20.8%
Average Sales Price*	\$3,395,447	<b>\$4,050,215</b>	+ 19.3%	\$3,213,718	<b>\$3,828,602</b>	+ 19.1%
Percent of Original List Price Received*	95.7%	<b>94.3%</b>	- 1.5%	90.3%	<b>95.1%</b>	+ 5.3%
Percent of List Price Received*	95.7%	<b>95.0%</b>	- 0.7%	93.5%	<b>96.6%</b>	+ 3.3%
Inventory of Homes for Sale	173	56	- 67.6%	--	--	--
Months Supply of Inventory	8.2	1.9	- 76.8%	--	--	--

\* 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.

Attached Single-Family	September			Rolling 12 Months		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
<b>Key Metrics</b>						
New Listings	1	0	- 100.0%	11	9	- 18.2%
Pending Sales	0	0	--	4	10	+ 150.0%
Closed Sales	0	1	--	6	8	+ 33.3%
Days on Market Until Sale	0	138	--	64	47	- 26.6%
Median Sales Price*	\$0	<b>\$1,950,000</b>	--	\$1,242,500	<b>\$1,700,000</b>	+ 36.8%
Average Sales Price*	\$0	<b>\$1,950,000</b>	--	\$1,349,000	<b>\$1,959,219</b>	+ 45.2%
Percent of Original List Price Received*	0.0%	<b>98.0%</b>	--	96.6%	<b>96.3%</b>	- 0.3%
Percent of List Price Received*	0.0%	<b>98.0%</b>	--	97.3%	<b>97.0%</b>	- 0.3%
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	1.5	0.0	- 100.0%	--	--	--

\* 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

