

Local Market Update for July 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



92067 - Rancho Santa Fe

North San Diego County

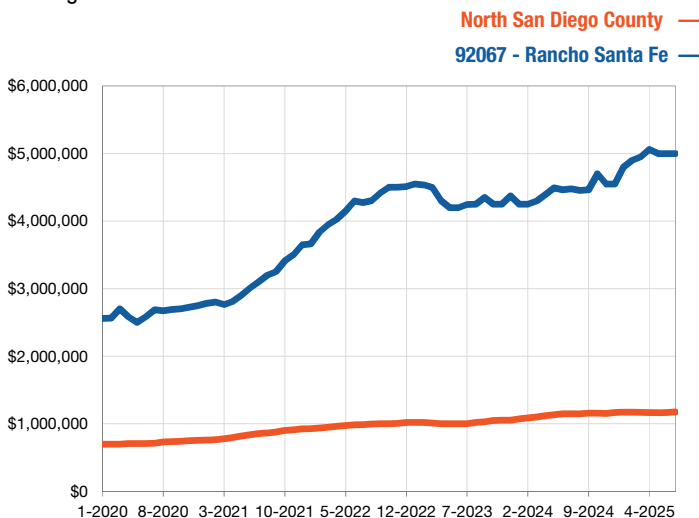
Detached Single-Family	July			Rolling 12 Months		
	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	32	23	- 28.1%	313	347	+ 10.9%
Pending Sales	12	15	+ 25.0%	158	155	- 1.9%
Closed Sales	18	16	- 11.1%	162	149	- 8.0%
Days on Market Until Sale	45	50	+ 11.1%	57	55	- 3.5%
Median Sales Price*	\$4,212,500	\$4,725,000	+ 12.2%	\$4,479,000	\$5,000,000	+ 11.6%
Average Sales Price*	\$5,862,833	\$5,877,500	+ 0.3%	\$5,329,397	\$5,841,769	+ 9.6%
Percent of Original List Price Received*	91.4%	90.4%	- 1.1%	93.4%	93.1%	- 0.3%
Percent of List Price Received*	94.9%	93.0%	- 2.0%	95.7%	95.3%	- 0.4%
Inventory of Homes for Sale	113	104	- 8.0%	--	--	--
Months Supply of Inventory	8.6	8.1	- 5.8%	--	--	--

* 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	July			Rolling 12 Months		
	2024	2025	Percent Change	Thru 7-2024	Thru 7-2025	Percent Change
New Listings	2	0	- 100.0%	6	7	+ 16.7%
Pending Sales	0	0	--	4	4	0.0%
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	2	2	0.0%	--	--	--
Months Supply of Inventory	2.0	1.0	- 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

