

Local Market Update for April 2024

Provided by the North San Diego County REALTORS®.

92091 - Rancho Santa Fe

North San Diego County

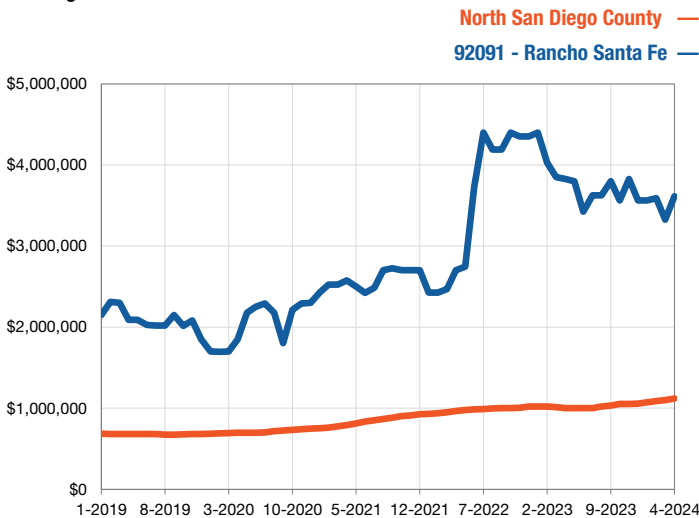
Detached Single-Family	April			Rolling 12 Months		
	2023	2024	Percent Change	Thru 4-2023	Thru 4-2024	Percent Change
Key Metrics						
New Listings	3	5	+ 66.7%	44	34	- 22.7%
Pending Sales	3	2	- 33.3%	30	27	- 10.0%
Closed Sales	3	4	+ 33.3%	26	30	+ 15.4%
Days on Market Until Sale	2	6	+ 200.0%	38	53	+ 39.5%
Median Sales Price*	\$7,500,000	\$5,950,000	- 20.7%	\$3,825,000	\$3,612,500	- 5.6%
Average Sales Price*	\$8,396,667	\$5,395,625	- 35.7%	\$4,245,731	\$4,366,470	+ 2.8%
Percent of Original List Price Received*	97.7%	96.8%	- 0.9%	95.2%	94.0%	- 1.3%
Percent of List Price Received*	97.7%	96.8%	- 0.9%	97.0%	95.0%	- 2.1%
Inventory of Homes for Sale	10	7	- 30.0%	--	--	--
Months Supply of Inventory	4.0	2.9	- 27.5%	--	--	--

* 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	April			Rolling 12 Months		
	2023	2024	Percent Change	Thru 4-2023	Thru 4-2024	Percent Change
Key Metrics						
New Listings	1	3	+ 200.0%	20	35	+ 75.0%
Pending Sales	2	3	+ 50.0%	18	25	+ 38.9%
Closed Sales	4	3	- 25.0%	19	25	+ 31.6%
Days on Market Until Sale	39	46	+ 17.9%	22	31	+ 40.9%
Median Sales Price*	\$1,357,500	\$1,500,000	+ 10.5%	\$1,465,000	\$1,486,875	+ 1.5%
Average Sales Price*	\$1,416,250	\$1,502,333	+ 6.1%	\$1,461,316	\$1,496,375	+ 2.4%
Percent of Original List Price Received*	90.8%	98.3%	+ 8.3%	98.2%	96.4%	- 1.8%
Percent of List Price Received*	95.7%	100.1%	+ 4.6%	100.1%	98.4%	- 1.7%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	1.1	1.6	+ 45.5%	--	--	--

* 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

