

Local Market Update for March 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92091 - Rancho Santa Fe

North San Diego County

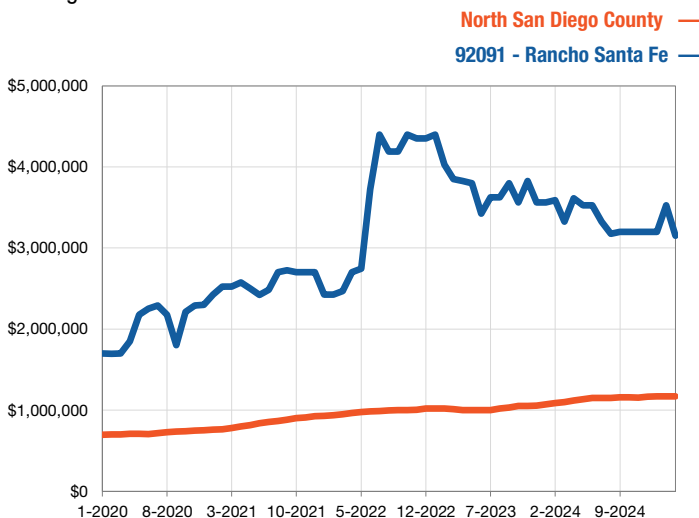
Detached Single-Family	March			Rolling 12 Months		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	4	6	+ 50.0%	34	46	+ 35.3%
Pending Sales	4	4	0.0%	28	26	- 7.1%
Closed Sales	3	3	0.0%	29	25	- 13.8%
Days on Market Until Sale	93	81	- 12.9%	54	39	- 27.8%
Median Sales Price*	\$5,195,000	\$1,929,331	- 62.9%	\$3,325,000	\$3,150,000	- 5.3%
Average Sales Price*	\$5,098,333	\$2,281,444	- 55.3%	\$4,641,435	\$3,746,025	- 19.3%
Percent of Original List Price Received*	97.1%	97.1%	0.0%	94.0%	92.8%	- 1.3%
Percent of List Price Received*	98.4%	98.0%	- 0.4%	95.0%	94.1%	- 0.9%
Inventory of Homes for Sale	7	9	+ 28.6%	--	--	--
Months Supply of Inventory	2.8	4.2	+ 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.

Attached Single-Family	March			Rolling 12 Months		
	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
New Listings	2	1	- 50.0%	33	29	- 12.1%
Pending Sales	1	0	- 100.0%	24	24	0.0%
Closed Sales	0	3	--	26	25	- 3.8%
Days on Market Until Sale	0	17	--	30	31	+ 3.3%
Median Sales Price*	\$0	\$1,632,000	--	\$1,460,000	\$1,610,000	+ 10.3%
Average Sales Price*	\$0	\$1,710,667	--	\$1,483,361	\$1,638,080	+ 10.4%
Percent of Original List Price Received*	0.0%	87.1%	--	95.4%	94.5%	- 0.9%
Percent of List Price Received*	0.0%	87.1%	--	97.8%	96.4%	- 1.4%
Inventory of Homes for Sale	5	3	- 40.0%	--	--	--
Months Supply of Inventory	2.1	1.4	- 33.3%	--	--	--

* 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.

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



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

