

Local Market Update for October 2021

Provided by the North San Diego County REALTORS®.

92067 - Rancho Santa Fe

North San Diego County

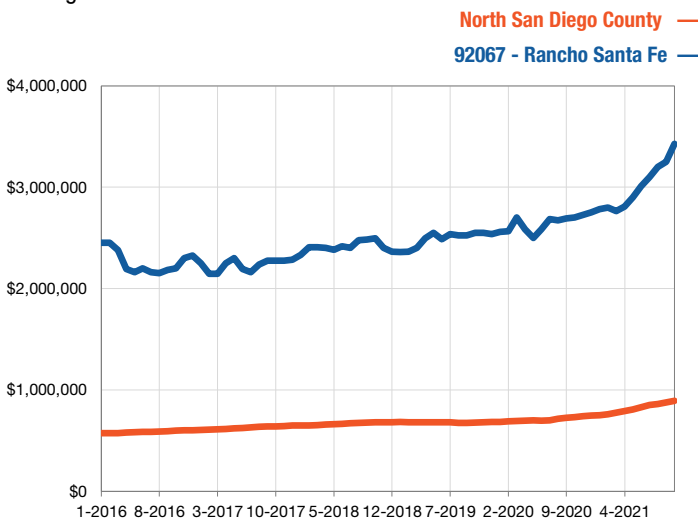
Detached Single-Family	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	52	25	- 51.9%	495	380	- 23.2%
Pending Sales	30	12	- 60.0%	262	343	+ 30.9%
Closed Sales	52	23	- 55.8%	259	360	+ 39.0%
Days on Market Until Sale	69	48	- 30.4%	85	56	- 34.1%
Median Sales Price*	\$2,700,000	\$4,100,000	+ 51.9%	\$2,700,000	\$3,428,500	+ 27.0%
Average Sales Price*	\$3,167,009	\$4,247,696	+ 34.1%	\$3,222,698	\$3,986,592	+ 23.7%
Percent of Original List Price Received*	93.0%	98.0%	+ 5.4%	91.1%	95.6%	+ 4.9%
Percent of List Price Received*	95.3%	97.3%	+ 2.1%	93.9%	96.8%	+ 3.1%
Inventory of Homes for Sale	182	59	- 67.6%	--	--	--
Months Supply of Inventory	8.3	2.1	- 74.7%	--	--	--

* 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	October			Rolling 12 Months		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
Key Metrics						
New Listings	1	0	- 100.0%	10	9	- 10.0%
Pending Sales	2	0	- 100.0%	6	8	+ 33.3%
Closed Sales	0	0	--	5	10	+ 100.0%
Days on Market Until Sale	0	0	--	57	39	- 31.6%
Median Sales Price*	\$0	\$0	--	\$1,300,000	\$1,875,000	+ 44.2%
Average Sales Price*	\$0	\$0	--	\$1,381,800	\$2,097,375	+ 51.8%
Percent of Original List Price Received*	0.0%	0.0%	--	96.4%	96.7%	+ 0.3%
Percent of List Price Received*	0.0%	0.0%	--	97.2%	97.3%	+ 0.1%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.0	0.8	- 20.0%	--	--	--

* 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

