

# Local Market Update for April 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

## 92067 - Rancho Santa Fe

North San Diego County

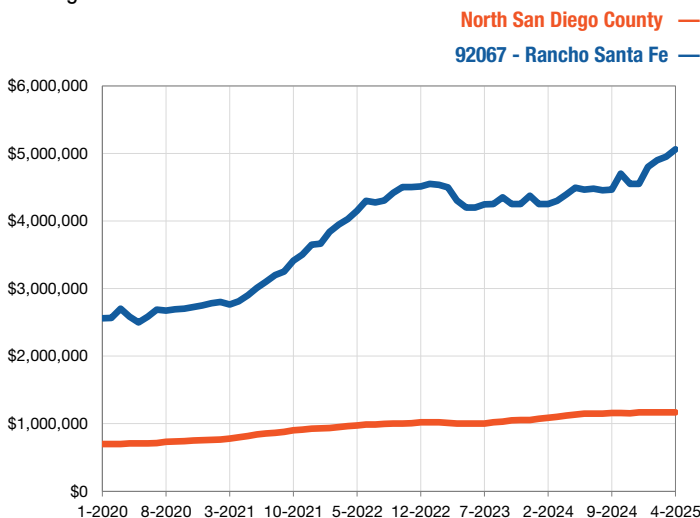
Detached Single-Family	April			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 4-2024	Thru 4-2025	Percent Change
New Listings	36	44	+ 22.2%	283	347	+ 22.6%
Pending Sales	22	13	- 40.9%	150	154	+ 2.7%
Closed Sales	15	11	- 26.7%	154	157	+ 1.9%
Days on Market Until Sale	18	79	+ 338.9%	50	63	+ 26.0%
Median Sales Price*	\$4,100,000	\$5,130,000	+ 25.1%	\$4,390,000	\$5,060,000	+ 15.3%
Average Sales Price*	\$4,636,867	\$6,376,818	+ 37.5%	\$5,267,383	\$5,752,376	+ 9.2%
Percent of Original List Price Received*	96.2%	94.8%	- 1.5%	94.1%	92.5%	- 1.7%
Percent of List Price Received*	97.6%	96.1%	- 1.5%	96.1%	95.0%	- 1.1%
Inventory of Homes for Sale	103	102	- 1.0%	--	--	--
Months Supply of Inventory	8.2	7.9	- 3.7%	--	--	--

\* 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	April			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 4-2024	Thru 4-2025	Percent Change
New Listings	0	1	--	5	8	+ 60.0%
Pending Sales	1	2	+ 100.0%	6	4	- 33.3%
Closed Sales	0	2	--	5	4	- 20.0%
Days on Market Until Sale	0	28	--	21	36	+ 71.4%
Median Sales Price*	\$0	\$2,112,500	--	\$1,850,000	\$2,337,500	+ 26.4%
Average Sales Price*	\$0	\$2,112,500	--	\$2,060,000	\$2,506,250	+ 21.7%
Percent of Original List Price Received*	0.0%	94.3%	--	98.4%	93.9%	- 4.6%
Percent of List Price Received*	0.0%	98.3%	--	98.4%	95.9%	- 2.5%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

\* 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

