

Local Market Update for November 2025

A Research Tool Provided by the Greater San Diego Association of REALTORS®

92067

Rancho Santa Fe

Detached

Key Metrics	November			Year to Date		
	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	16	16	0.0%	269	323	+ 20.1%
Pending Sales	4	24	+ 500.0%	139	161	+ 15.8%
Closed Sales	10	15	+ 50.0%	143	152	+ 6.3%
Median Sales Price*	\$4,075,000	\$4,900,000	+ 20.2%	\$4,800,000	\$5,000,000	+ 4.2%
Percent of Original List Price Received*	95.0%	89.2%	- 6.1%	93.3%	91.7%	- 1.7%
Days on Market Until Sale	40	106	+ 165.0%	63	79	+ 25.4%
Inventory of Homes for Sale	99	65	- 34.3%	--	--	--
Months Supply of Inventory	8.1	4.5	- 44.4%	--	--	--

* 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.

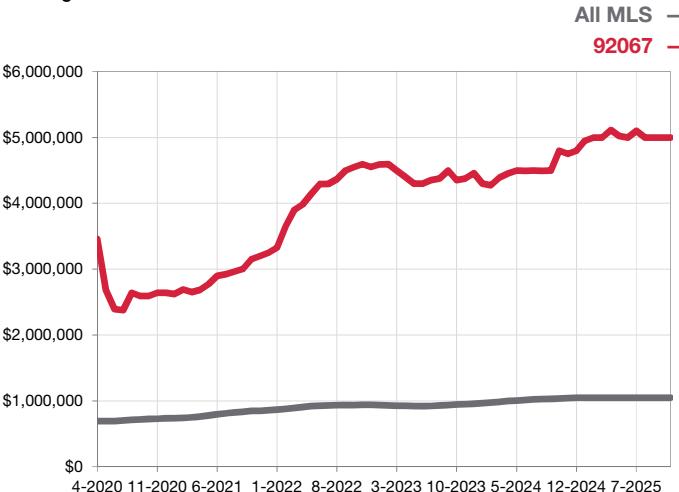
Attached

Key Metrics	November			Year to Date		
	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	0	2	--	6	11	+ 83.3%
Pending Sales	0	0	--	4	3	- 25.0%
Closed Sales	0	0	--	4	3	- 25.0%
Median Sales Price*	\$0	\$0	--	\$2,250,000	\$2,125,000	- 5.6%
Percent of Original List Price Received*	0.0%	0.0%	--	98.1%	96.2%	- 1.9%
Days on Market Until Sale	0	0	--	32	24	- 25.0%
Inventory of Homes for Sale	0	4	--	--	--	--
Months Supply of Inventory	0.0	2.7	--	--	--	--

* 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.

Median Sales Price – Single Family

Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation

