

# Local Market Update for December 2025

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

## 92067

Rancho Santa Fe

Detached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		4	4	0.0%	276	291	+ 5.4%
Pending Sales		14	12	- 14.3%	153	172	+ 12.4%
Closed Sales		5	17	+ 240.0%	148	170	+ 14.9%
Median Sales Price*		\$5,000,000	<b>\$5,487,000</b>	+ 9.7%	\$4,800,000	<b>\$5,100,000</b>	+ 6.3%
Percent of Original List Price Received*		89.3%	<b>94.6%</b>	+ 5.9%	93.2%	<b>91.8%</b>	- 1.5%
Days on Market Until Sale		105	<b>58</b>	- 44.8%	65	<b>77</b>	+ 18.5%
Inventory of Homes for Sale		71	<b>33</b>	- 53.5%	--	--	--
Months Supply of Inventory		5.6	<b>2.3</b>	- 58.9%	--	--	--

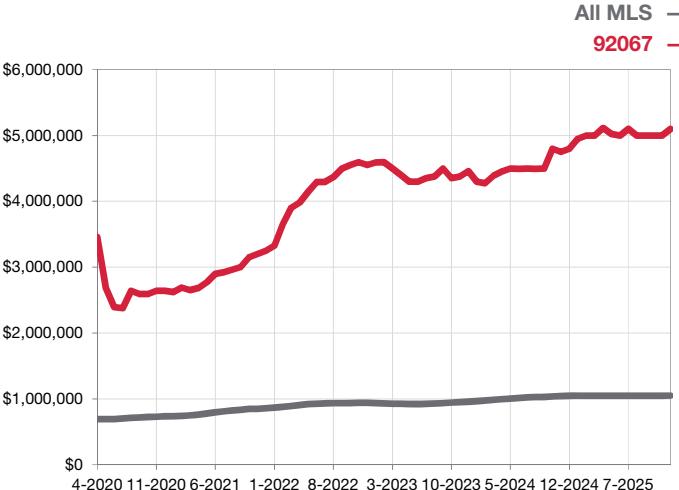
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		1	<b>0</b>	- 100.0%	7	<b>10</b>	+ 42.9%
Pending Sales		0	<b>0</b>	--	4	<b>3</b>	- 25.0%
Closed Sales		1	<b>0</b>	- 100.0%	5	<b>3</b>	- 40.0%
Median Sales Price*		\$3,250,000	<b>\$0</b>	- 100.0%	\$2,550,000	<b>\$2,125,000</b>	- 16.7%
Percent of Original List Price Received*		94.2%	<b>0.0%</b>	- 100.0%	97.4%	<b>96.2%</b>	- 1.2%
Days on Market Until Sale		53	<b>0</b>	- 100.0%	36	<b>24</b>	- 33.3%
Inventory of Homes for Sale		1	<b>3</b>	+ 200.0%	--	--	--
Months Supply of Inventory		1.0	<b>2.0</b>	+ 100.0%	--	--	--

\* 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 – Single Family

Rolling 12-Month Calculation



### Median Sales Price – Townhouse-Condo

Rolling 12-Month Calculation

