

Local Market Update for December 2025

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

92091

Rancho Santa Fe

Detached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		1	1	0.0%	42	32	- 23.8%
Pending Sales		1	1	0.0%	23	20	- 13.0%
Closed Sales		2	0	- 100.0%	25	19	- 24.0%
Median Sales Price*		\$2,500,000	\$0	- 100.0%	\$3,200,000	\$3,175,000	- 0.8%
Percent of Original List Price Received*		93.8%	0.0%	- 100.0%	93.9%	92.7%	- 1.3%
Days on Market Until Sale		31	0	- 100.0%	48	67	+ 39.6%
Inventory of Homes for Sale		12	2	- 83.3%	--	--	--
Months Supply of Inventory		6.3	0.9	- 85.7%	--	--	--

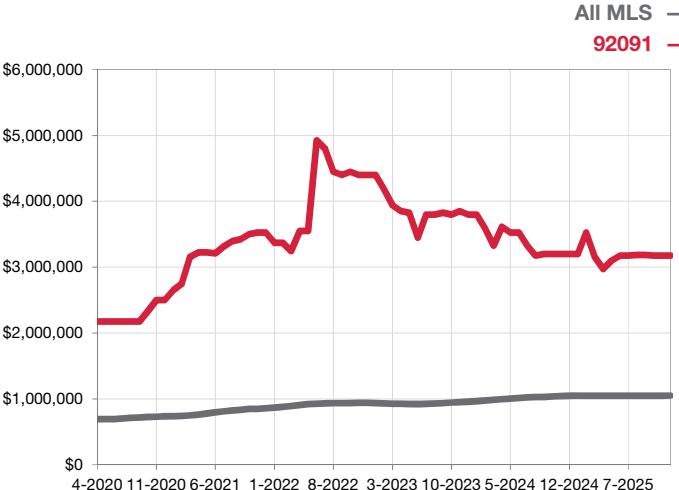
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached		December			Year to Date		
Key Metrics		2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings		2	0	- 100.0%	27	26	- 3.7%
Pending Sales		1	2	+ 100.0%	27	17	- 37.0%
Closed Sales		2	3	+ 50.0%	27	16	- 40.7%
Median Sales Price*		\$1,585,000	\$1,550,000	- 2.2%	\$1,610,000	\$1,550,000	- 3.7%
Percent of Original List Price Received*		102.0%	93.5%	- 8.3%	95.8%	93.6%	- 2.3%
Days on Market Until Sale		17	51	+ 200.0%	34	39	+ 14.7%
Inventory of Homes for Sale		2	1	- 50.0%	--	--	--
Months Supply of Inventory		0.8	0.5	- 37.5%	--	--	--

* 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

