

Local Market Update for December 2025

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

92067

Rancho Santa Fe

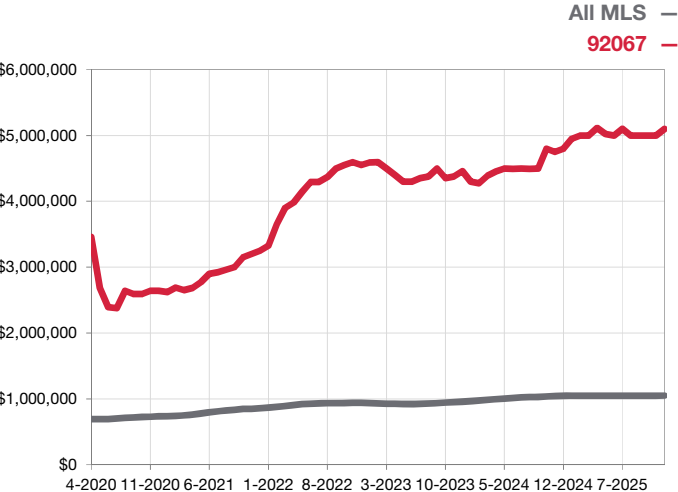
Detached	December			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	4	4	0.0%	276	291	+ 5.4%
Pending Sales	14	12	- 14.3%	153	172	+ 12.4%
Closed Sales	5	17	+ 240.0%	148	170	+ 14.9%
Median Sales Price*	\$5,000,000	\$5,487,000	+ 9.7%	\$4,800,000	\$5,100,000	+ 6.3%
Percent of Original List Price Received*	89.3%	94.6%	+ 5.9%	93.2%	91.8%	- 1.5%
Days on Market Until Sale	105	58	- 44.8%	65	77	+ 18.5%
Inventory of Homes for Sale	71	33	- 53.5%	--	--	--
Months Supply of Inventory	5.6	2.3	- 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	0	- 100.0%	7	10	+ 42.9%
Pending Sales	0	0	--	4	3	- 25.0%
Closed Sales	1	0	- 100.0%	5	3	- 40.0%
Median Sales Price*	\$3,250,000	\$0	- 100.0%	\$2,550,000	\$2,125,000	- 16.7%
Percent of Original List Price Received*	94.2%	0.0%	- 100.0%	97.4%	96.2%	- 1.2%
Days on Market Until Sale	53	0	- 100.0%	36	24	- 33.3%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	1.0	2.0	+ 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

