

Local Market Update for November 2025

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

92091

Rancho Santa Fe

Detached

Key Metrics	November			Year to Date		
	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	2	2	0.0%	40	34	- 15.0%
Pending Sales	2	2	0.0%	22	19	- 13.6%
Closed Sales	1	1	0.0%	23	19	- 17.4%
Median Sales Price*	\$5,600,000	\$4,830,000	- 13.8%	\$3,525,000	\$3,175,000	- 9.9%
Percent of Original List Price Received*	80.1%	83.3%	+ 4.0%	93.9%	92.7%	- 1.3%
Days on Market Until Sale	55	74	+ 34.5%	49	67	+ 36.7%
Inventory of Homes for Sale	14	7	- 50.0%	--	--	--
Months Supply of Inventory	7.0	3.2	- 54.3%	--	--	--

* 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.

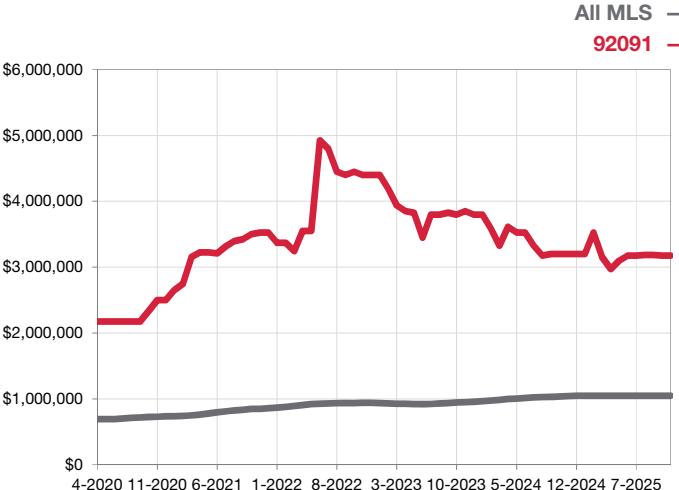
Attached

Key Metrics	November			Year to Date		
	2024	2025	Percent Change	Thru 11-2024	Thru 11-2025	Percent Change
New Listings	3	3	0.0%	25	33	+ 32.0%
Pending Sales	4	3	- 25.0%	26	15	- 42.3%
Closed Sales	2	2	0.0%	25	13	- 48.0%
Median Sales Price*	\$1,949,500	\$3,162,500	+ 62.2%	\$1,610,000	\$1,550,000	- 3.7%
Percent of Original List Price Received*	97.9%	88.7%	- 9.4%	95.3%	93.6%	- 1.8%
Days on Market Until Sale	37	117	+ 216.2%	36	36	0.0%
Inventory of Homes for Sale	1	6	+ 500.0%	--	--	--
Months Supply of Inventory	0.4	3.4	+ 750.0%	--	--	--

* 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

