Local Market Update for March 2024

Provided by the North San Diego County REALTORS®.

92067 - Rancho Santa Fe

North San Diego County
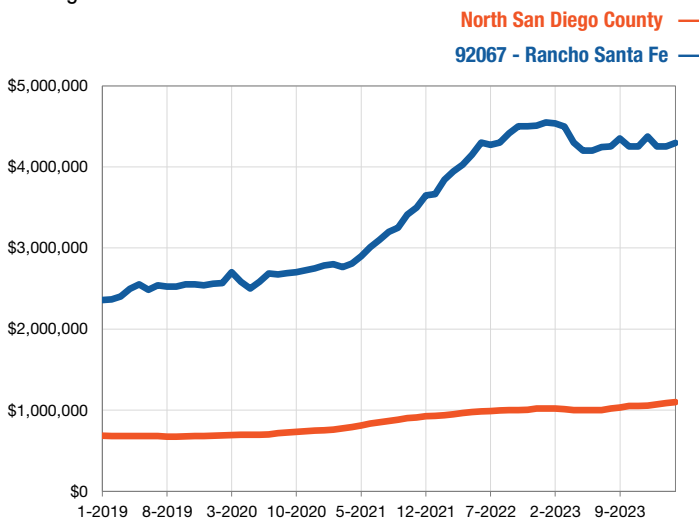
Detached Single-Family

Key Metrics	March			Rolling 12 Months		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	33	28	- 15.2%	284	268	- 5.6%
Pending Sales	20	13	- 35.0%	169	150	- 11.2%
Closed Sales	18	12	- 33.3%	179	155	- 13.4%
Days on Market Until Sale	49	70	+ 42.9%	44	51	+ 15.9%
Median Sales Price*	$4,287,500	$5,450,000	+ 27.1%	$4,495,000	$4,295,000	- 4.4%
Average Sales Price*	$4,377,456	$5,881,917	+ 34.4%	$5,076,639	$5,260,736	+ 3.6%
Percent of Original List Price Received*	92.9%	93.2%	+ 0.3%	94.9%	93.9%	- 1.1%
Percent of List Price Received*	94.9%	95.7%	+ 0.8%	97.4%	95.9%	- 1.5%
Inventory of Homes for Sale	74	79	+ 6.8%	--	--	--
Months Supply of Inventory	5.3	6.3	+ 18.9%	--	--	--

* 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 Single-Family

Key Metrics	March			Rolling 12 Months		
	2023	2024	Percent Change	Thru 3-2023	Thru 3-2024	Percent Change
New Listings	0	1	--	11	6	- 45.5%
Pending Sales	1	0	- 100.0%	9	5	- 44.4%
Closed Sales	0	1	--	8	6	- 25.0%
Days on Market Until Sale	0	2	--	26	29	+ 11.5%
Median Sales Price*	$0	$1,700,000	--	$2,150,000	$1,950,000	- 9.3%
Average Sales Price*	$0	$1,700,000	--	$2,250,000	$2,139,167	- 4.9%
Percent of Original List Price Received*	0.0%	103.0%	--	93.5%	98.1%	+ 4.9%
Percent of List Price Received*	0.0%	103.0%	--	95.8%	98.1%	+ 2.4%
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	0.8	--	--	--	--

* 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 – Detached Single-Family
Rolling 12-Month Calculation

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Median Sales Price – Attached Single-Family
Rolling 12-Month Calculation

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