

RANCHO SANTA FE SPECIALISTS



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SELLING FAIRBANKS RANCH FOR 33 YEARS



RANCHO SANTA FE SALES

Detached Single-Family

Key Metrics	June			Rolling 12 Months		
	2022	2023	Percent Change	Thru 6-2022	Thru 6-2023	Percent Change
New Listings	28	25	- 10.7%	307	279	- 9.1%
Pending Sales	14	14	0.0%	244	164	- 32.8%
Closed Sales	21	10	- 52.4%	266	161	- 39.5%
Days on Market Until Sale	29	66	+ 127.6%	40	48	+ 20.0%
Median Sales Price*	\$4,590,000	\$4,850,000	+ 5.7%	\$4,297,500	\$4,200,000	- 2.3%
Average Sales Price*	\$5,185,476	\$5,174,400	- 0.2%	\$4,772,976	\$4,921,239	+ 3.1%
Percent of Original List Price Received*	99.1%	91.0%	- 8.2%	97.5%	92.9%	- 4.7%
Percent of List Price Received*	99.7%	94.1%	- 5.6%	98.3%	95.7%	- 2.6%
Inventory of Homes for Sale	82	74	- 9.8%	--	--	--
Months Supply of Inventory	4.0	5.4	+ 35.0%	--	--	--

* 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.