



# AREA REPORT

RANCHO SANTA FE

DECEMBER 2025 | SINGLE FAMILY



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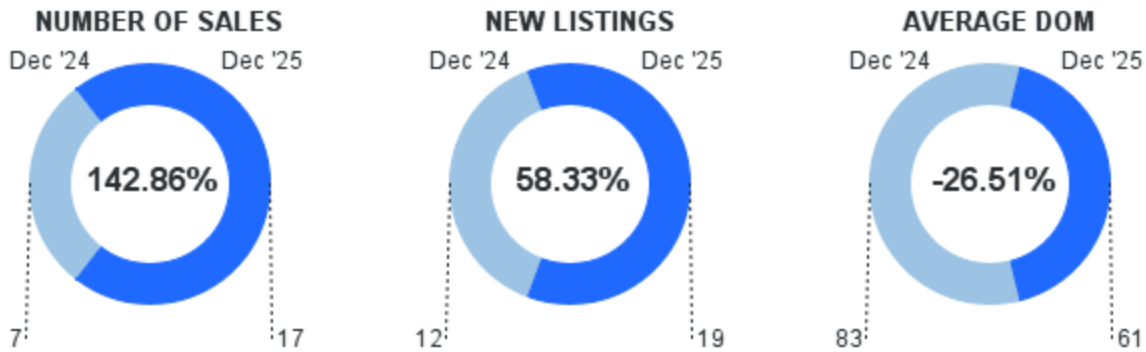


**COLDWELL BANKER**  
**REALTY**

# RANCHO SANTA FE | December 2025

## REAL ESTATE SNAPSHOT - Change since this time last year

### Single Family



33.83%

MEDIAN SALES PRICE  
SINGLE FAMILY

19.22%

AVERAGE SALES PRICE  
SINGLE FAMILY

12.24%

MEDIAN LIST PRICE  
(SOLD LISTINGS)  
SINGLE FAMILY

16.94%

AVERAGE LIST PRICE  
(SOLD LISTINGS)  
SINGLE FAMILY

Dec '24 Dec '25

# AREA REPORT

## RANCHO SANTA FE

### FULL MARKET SUMMARY

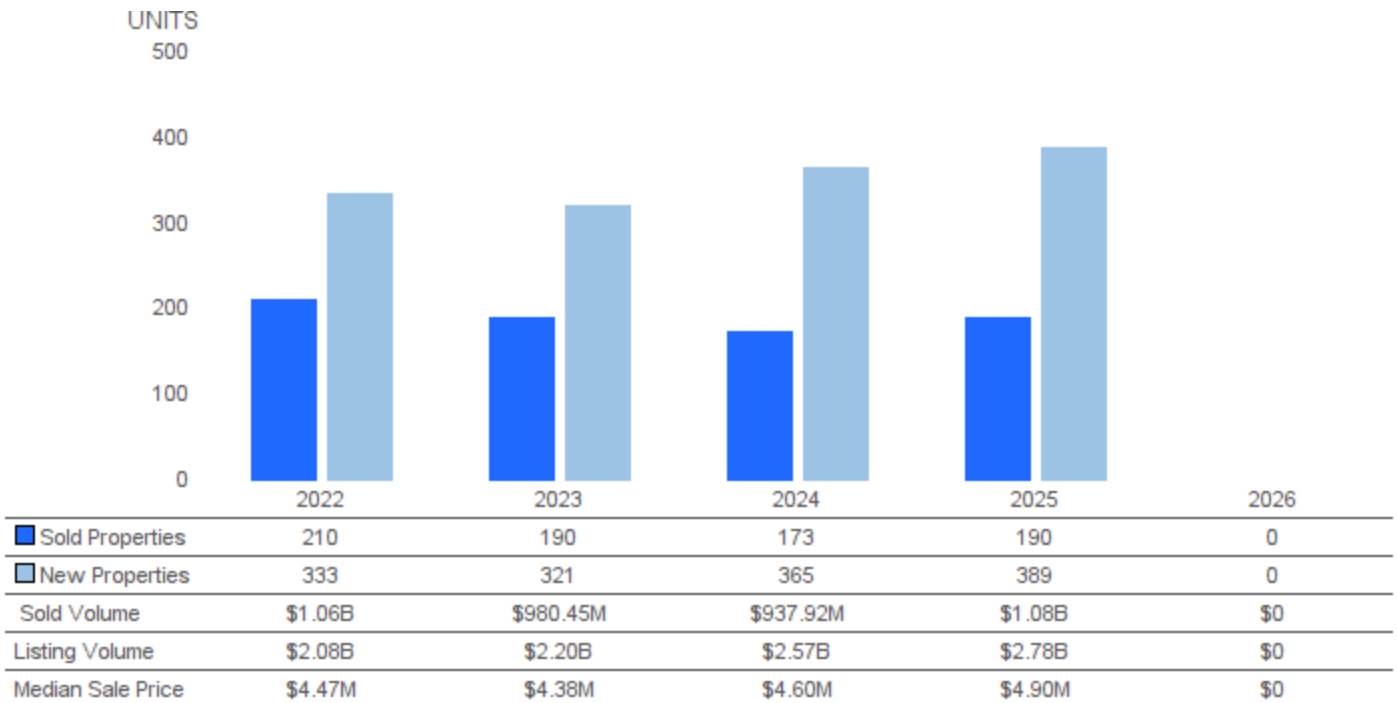
December 2025 | Single Family ?

	Month to Date			Year to Date		
	December 2025	December 2024	% Change	YTD 2025	YTD 2024	% Change
New Listings	19	12	58.33% ↑	389	365	6.58% ↑
Sold Listings	17	7	142.86% ↑	190	173	9.83% ↑
Median List Price (Solds)	\$5,500,000	\$4,900,000	12.24% ↑	\$4,995,000	\$4,995,000	0%
Median Sold Price	\$5,487,000	\$4,100,000	33.83% ↑	\$4,900,000	\$4,600,000	6.52% ↑
Median Days on Market	53	92	-42.39% ↓	47	36	30.56% ↑
Average List Price (Solds)	\$6,619,352	\$5,660,700	16.94% ↑	\$6,039,209	\$5,708,958	5.78% ↑
Average Sold Price	\$6,293,241	\$5,278,571	19.22% ↑	\$5,676,282	\$5,421,513	4.7% ↑
Average Days on Market	61	83	-26.51% ↓	68	58	17.24% ↑
List/Sold Price Ratio	96.1%	93.3%	3.03% ↑	94.8%	95.4%	-0.62% ↓

### SOLD AND NEW PROPERTIES (UNITS)

December 2025 | Single Family ?

**Sold Properties** | Number of properties sold during the year  
**New Properties** | Number of properties listed during the year.



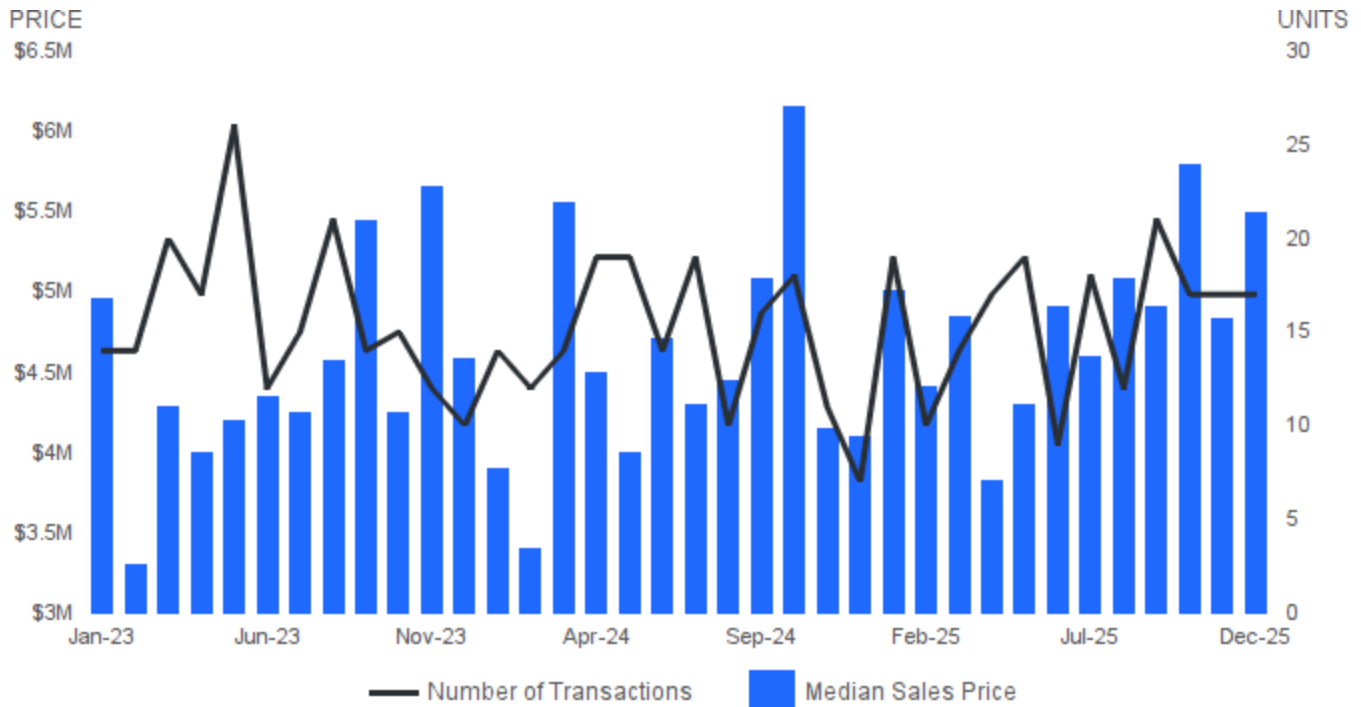
Sold Volume	\$1.06B	\$980.45M	\$937.92M	\$1.08B	\$0
Listing Volume	\$2.08B	\$2.20B	\$2.57B	\$2.78B	\$0
Median Sale Price	\$4.47M	\$4.38M	\$4.60M	\$4.90M	\$0

## MEDIAN SALES PRICE AND NUMBER OF SALES

December 2025 | Single Family ?

**Median Sales Price** | Price of the "middle" property sold -an equal number of sales were above and below this price.

**Number of Sales** | Number of properties sold.

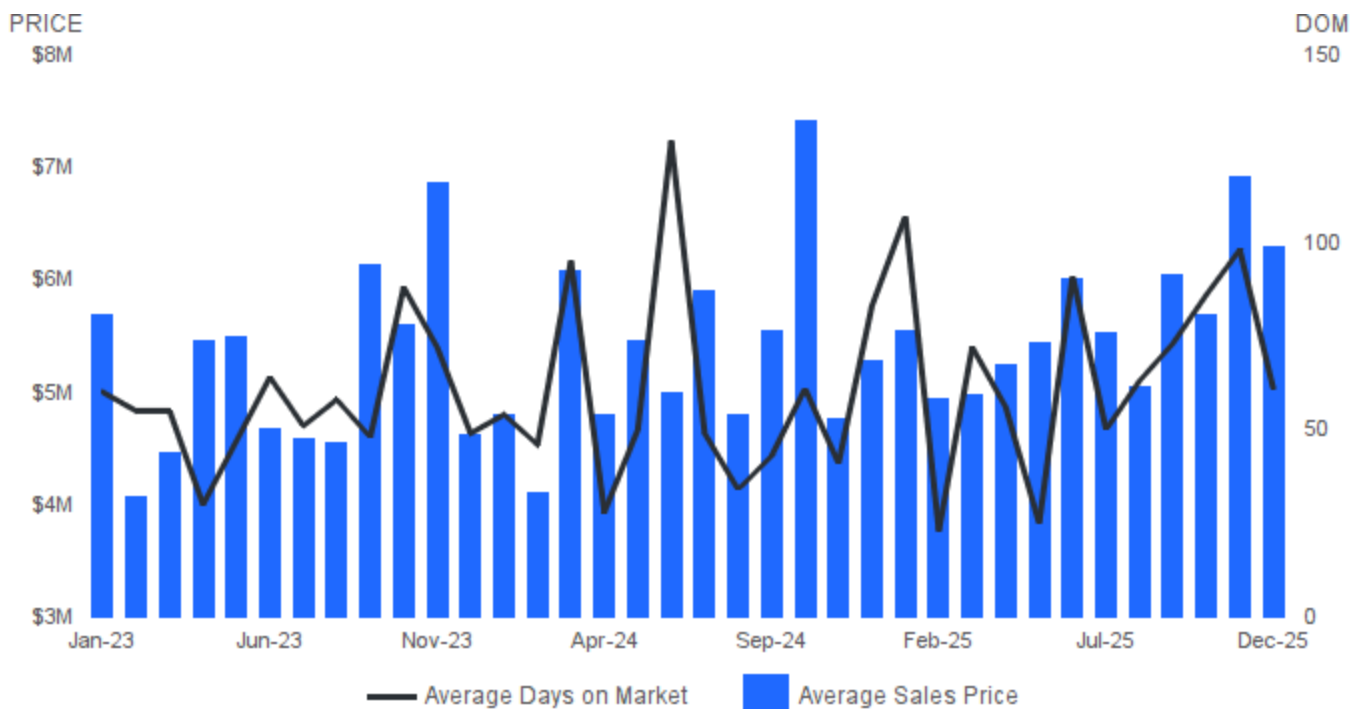


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2025 | Single Family ?

**Average Sales Price** | Average sales price for all properties sold.

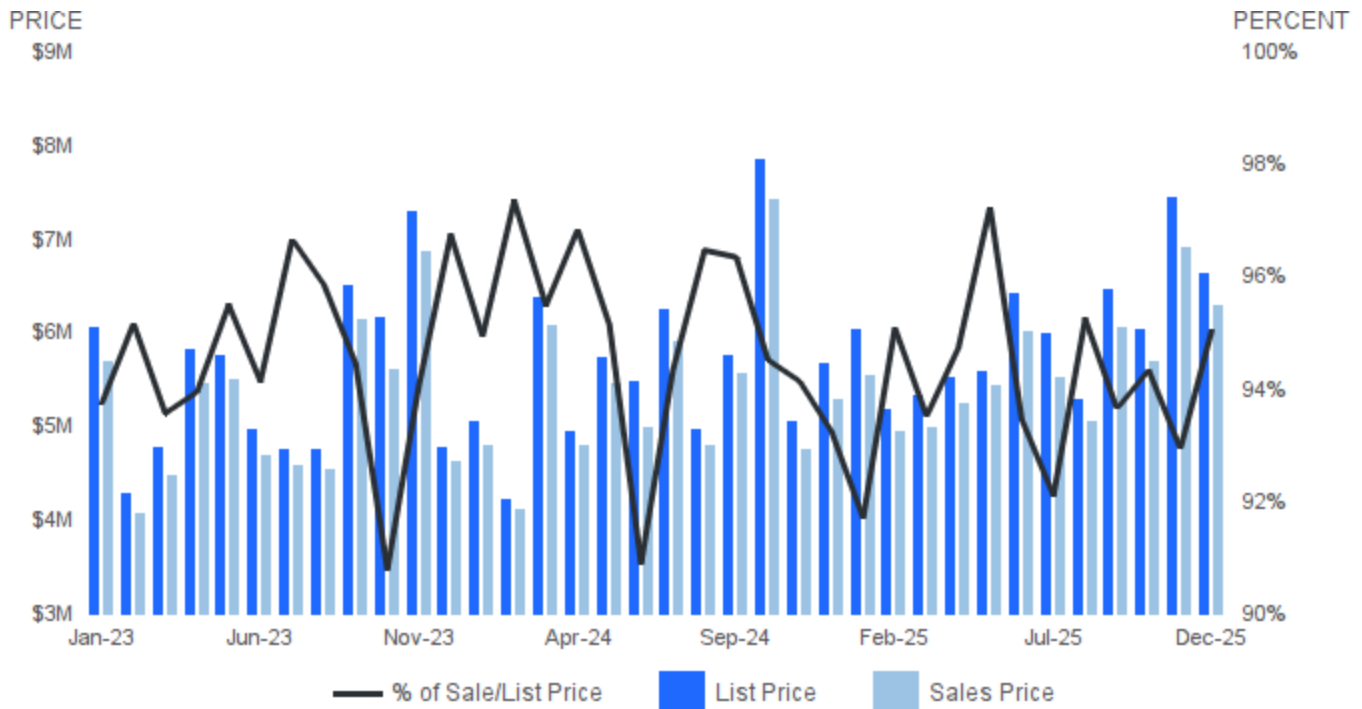
**Average Days on Market** | Average days on market for all properties sold.



## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

December 2025 | Single Family ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.



## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

December 2025 | Single Family ?

Average Sales Price | Average sales price for all properties sold.

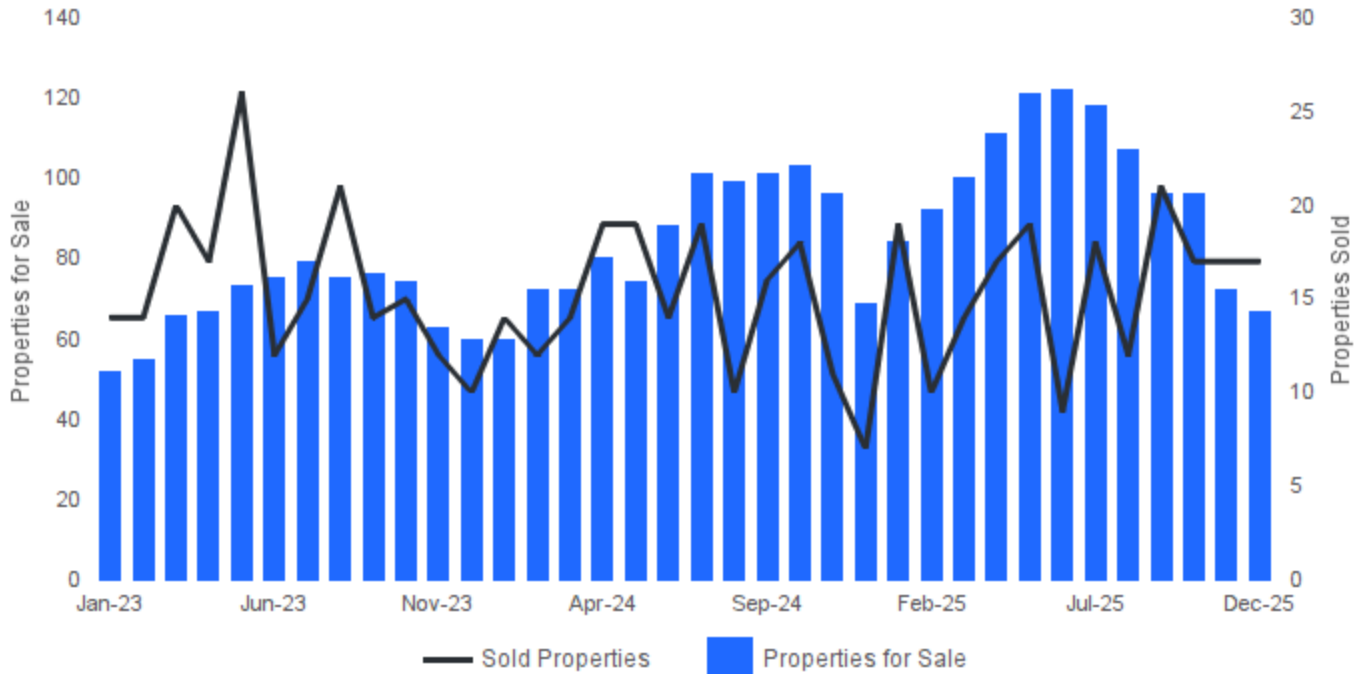
Properties for Sale | Number of properties listed for sale at the end of month.



# PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

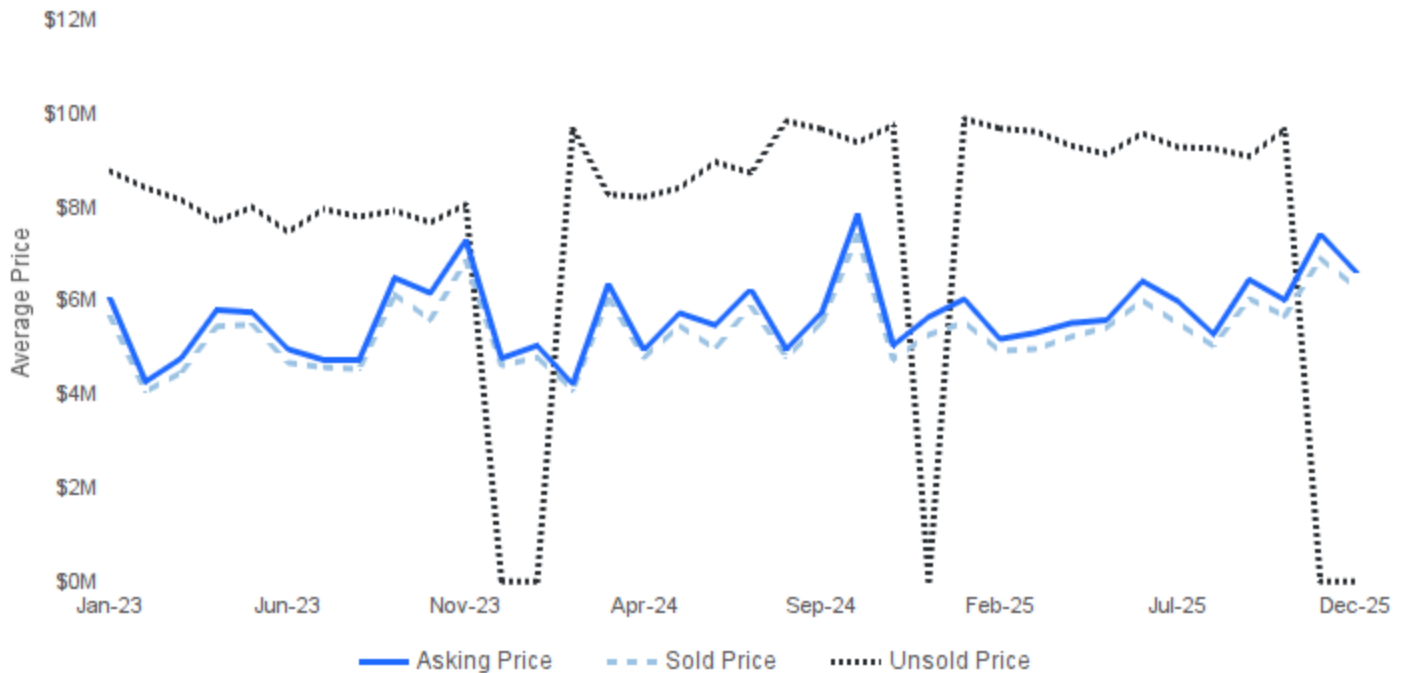
**Properties for Sale** | Number of properties listed for sale at the end of month.  
**Sold Properties** | Number of properties sold.



# AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

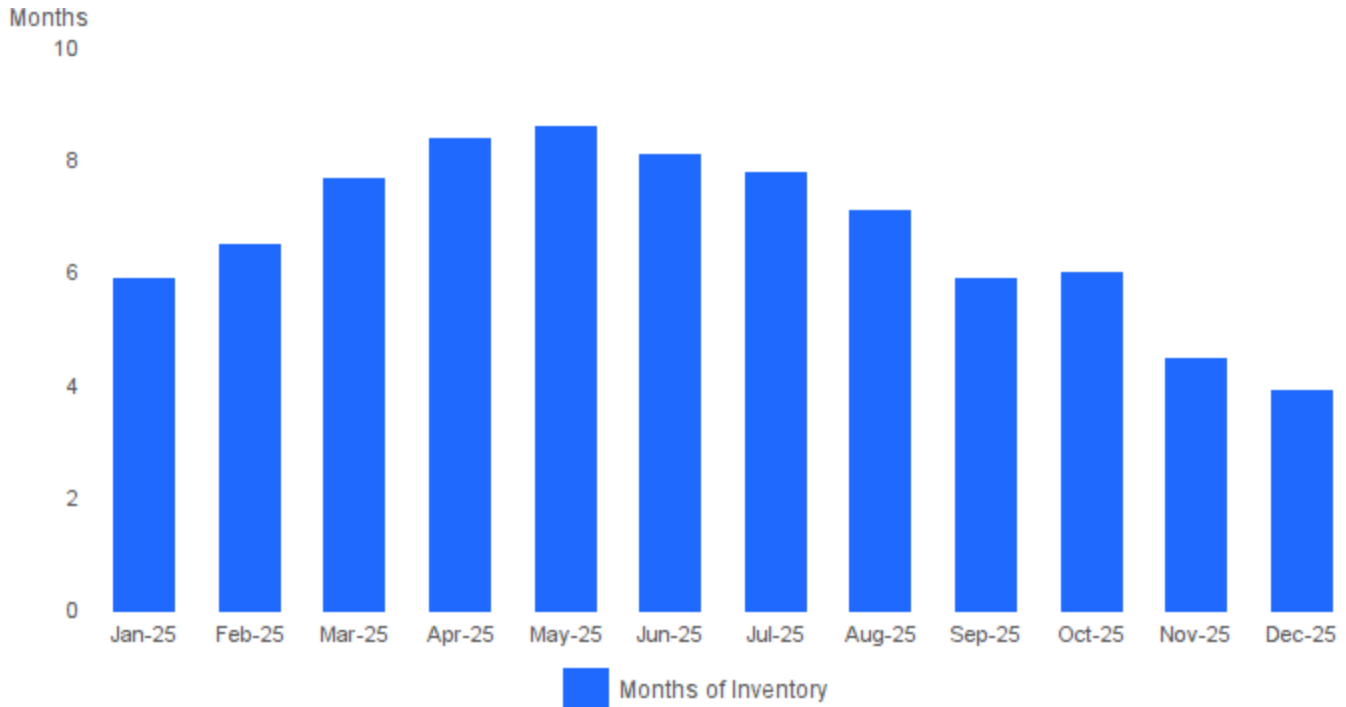
**Asking Price** | the average asking price of sold properties  
**Sold Price** | the average selling price  
**Unsold Price** | the average active list price



# ABSORPTION RATE

December 2025 | Single Family ?

**Absorption Rate** | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



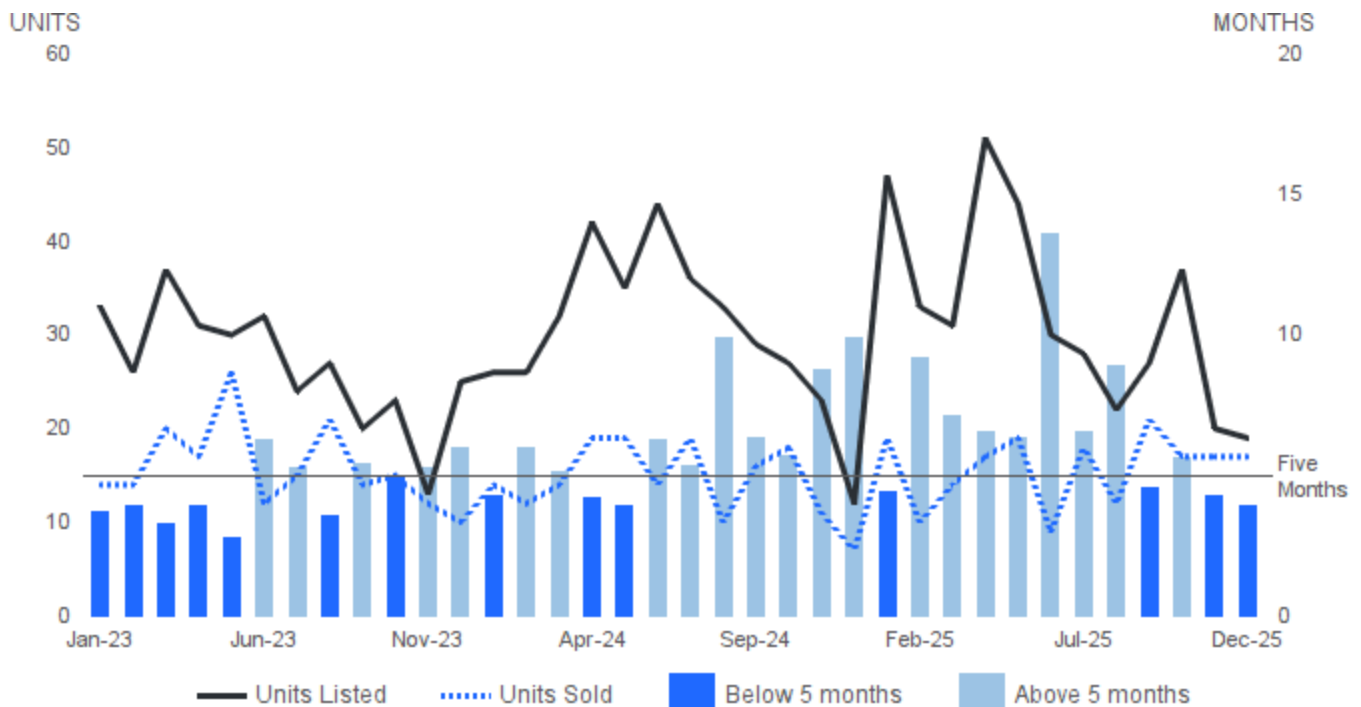
# MONTHS SUPPLY OF INVENTORY

December 2025 | Single Family ?

**Months Supply of Inventory** | Properties for sale divided by number of properties sold.

**Units Listed** | Number of properties listed for sale at the end of month.

**Units Sold** | Number of properties sold.



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