



AREA REPORT

RANCHO SANTA FE

DECEMBER 2025 | SINGLE FAMILY



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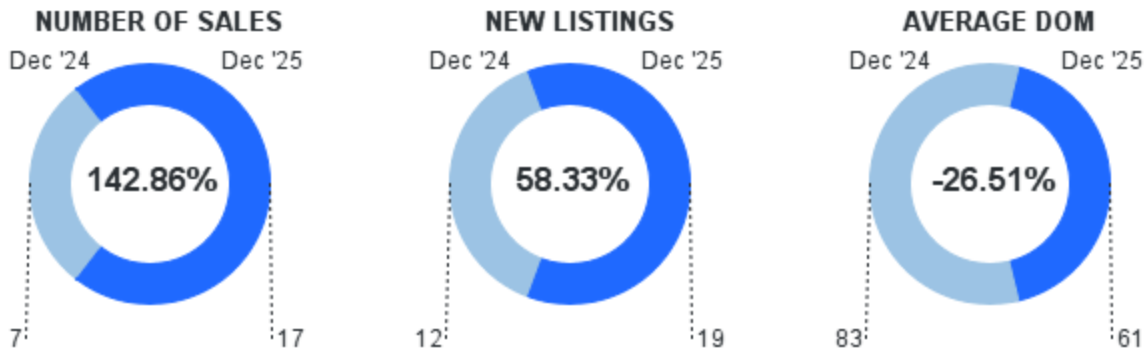


COLDWELL BANKER
REALTY

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

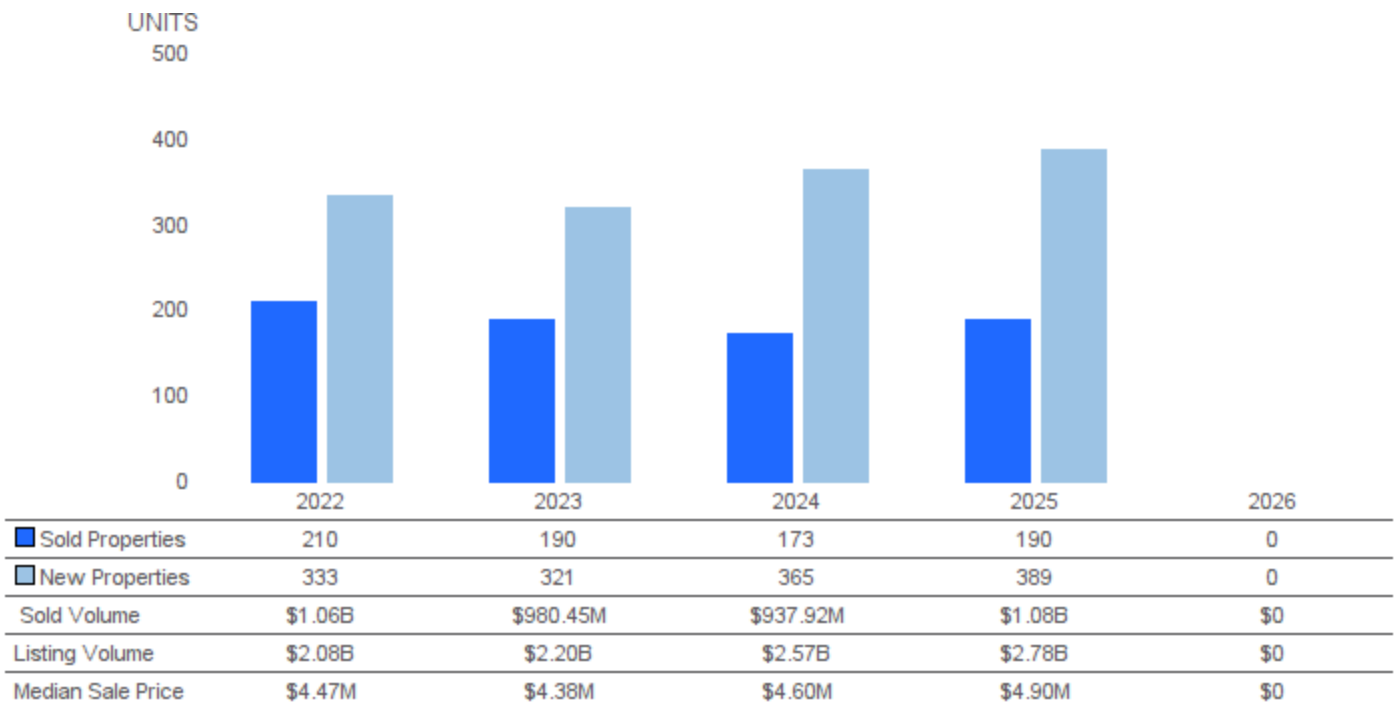
December 2025 | Single Family ?

	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.

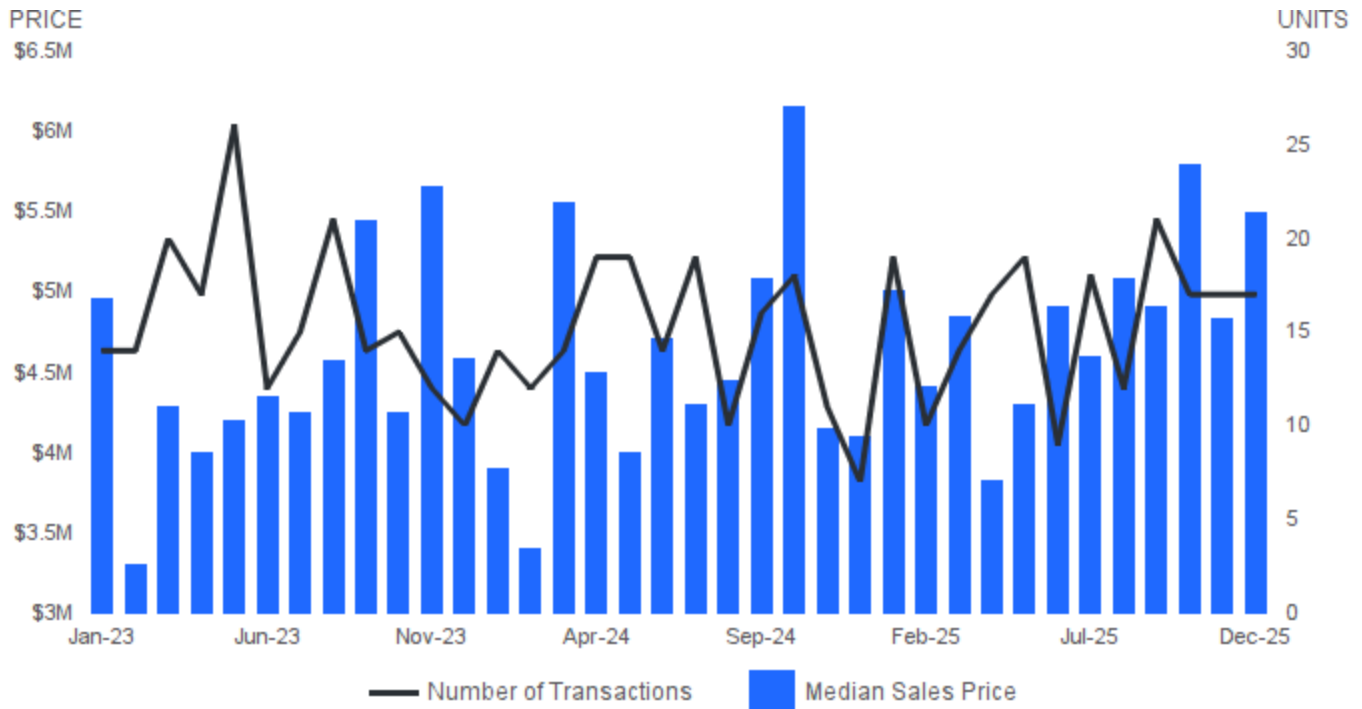


MEDIAN SALES PRICE AND NUMBER OF SALES

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.

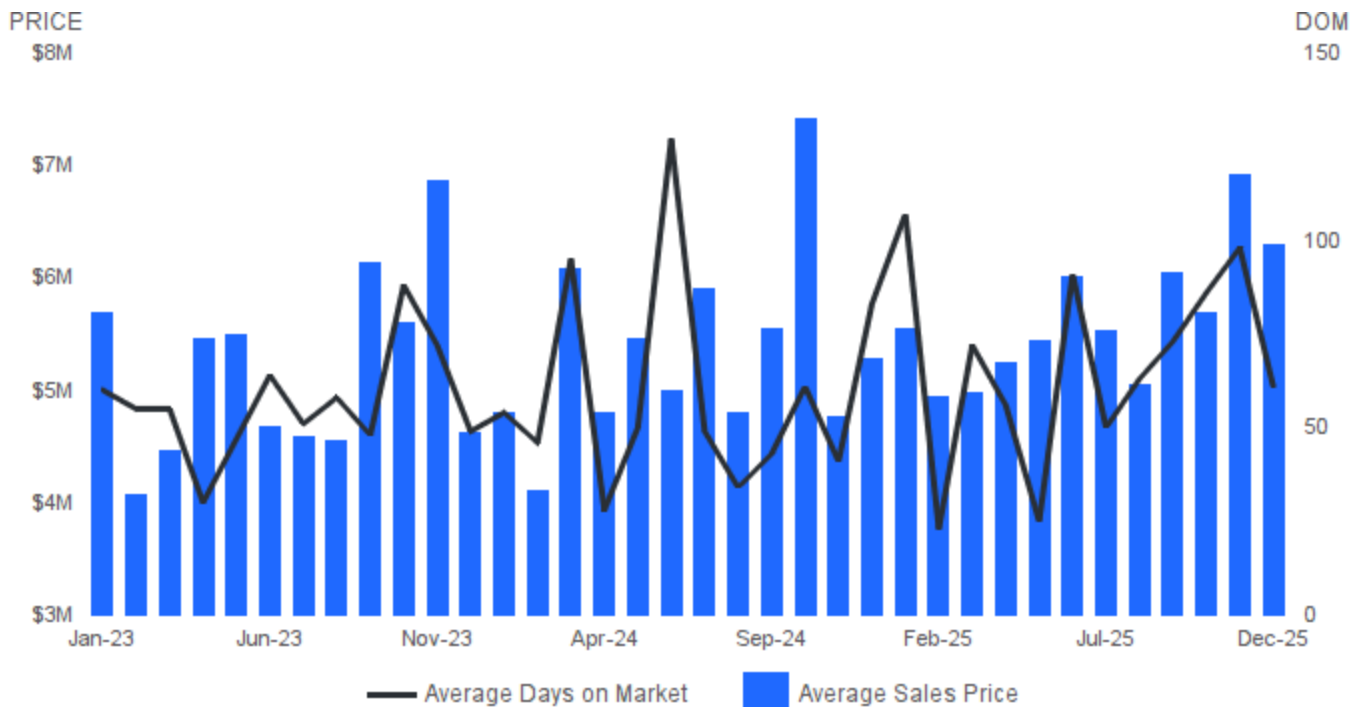


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2025 | Single Family ?

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

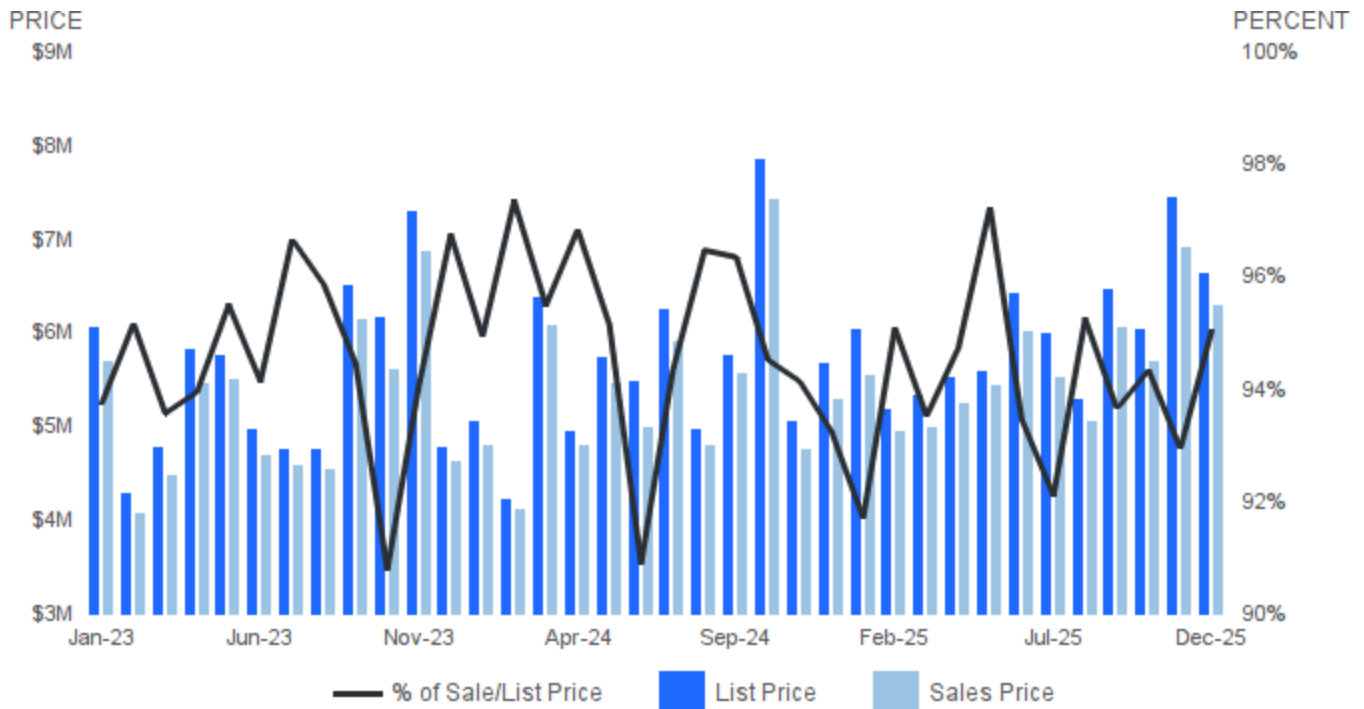
Average Days on Market | Average days on market for all properties sold.



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.

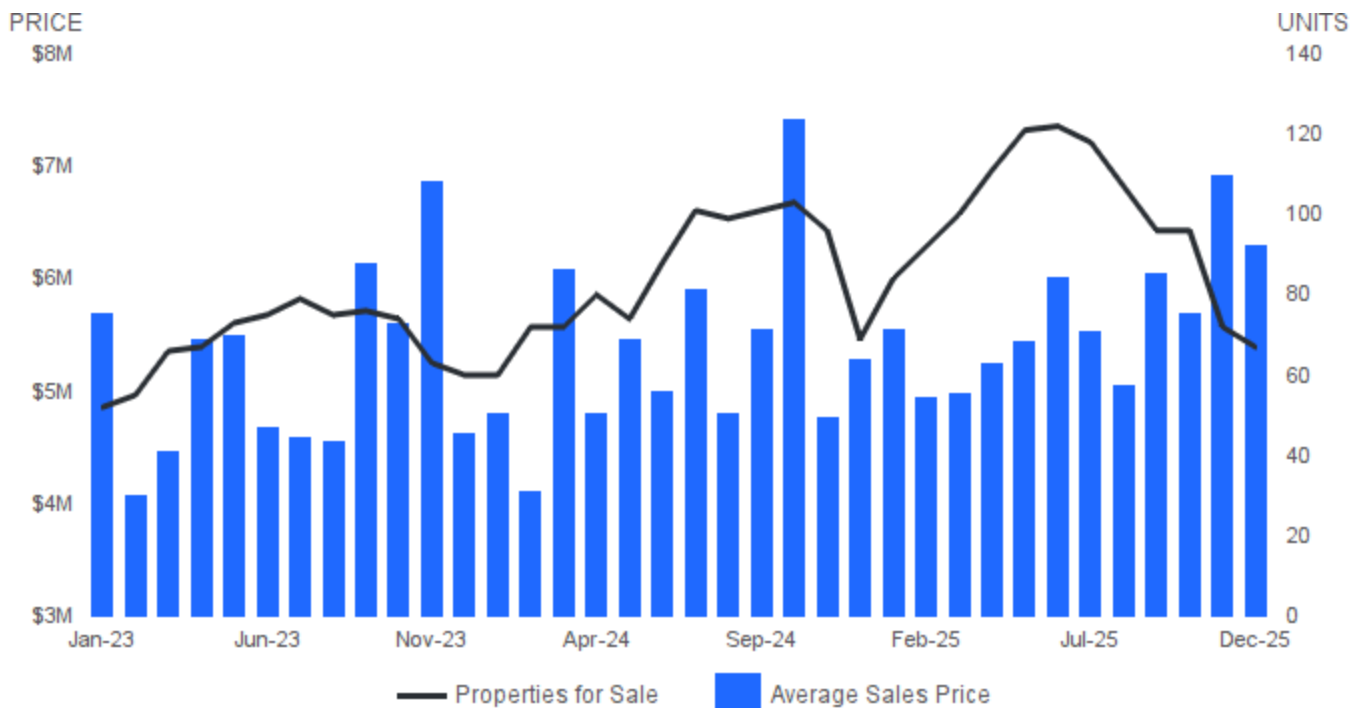


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

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.

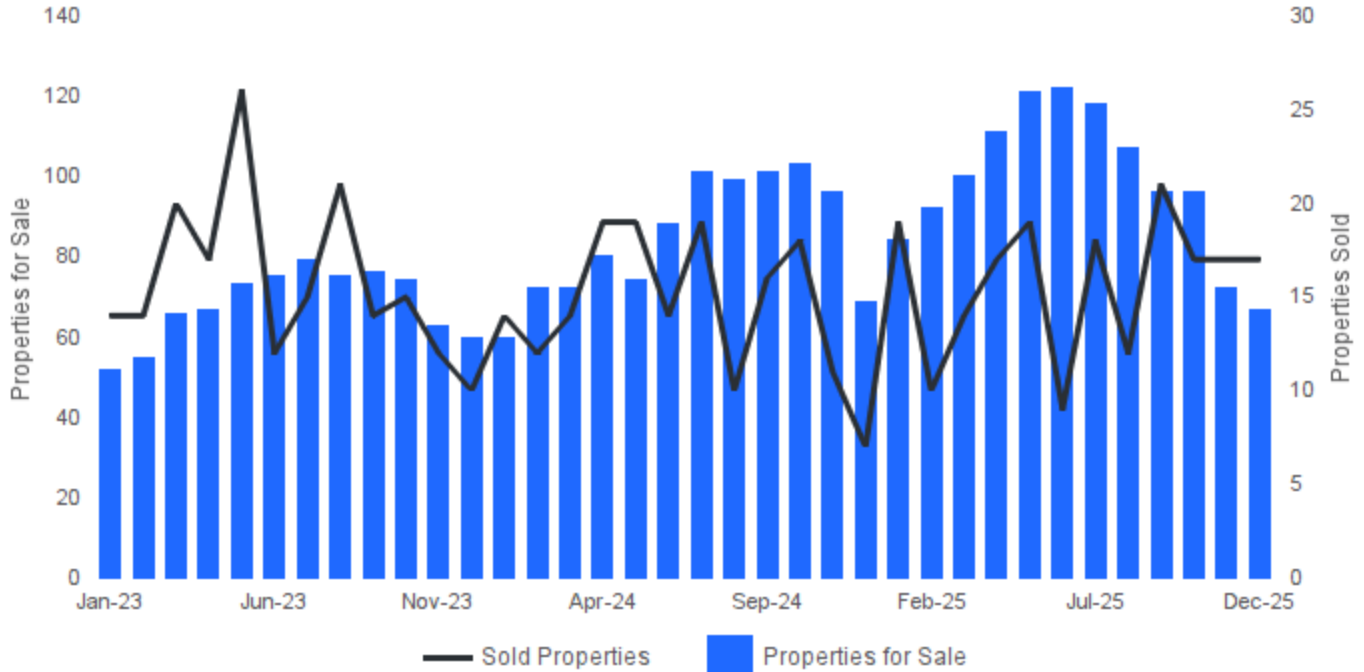


PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

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

Sold Properties | Number of properties sold.



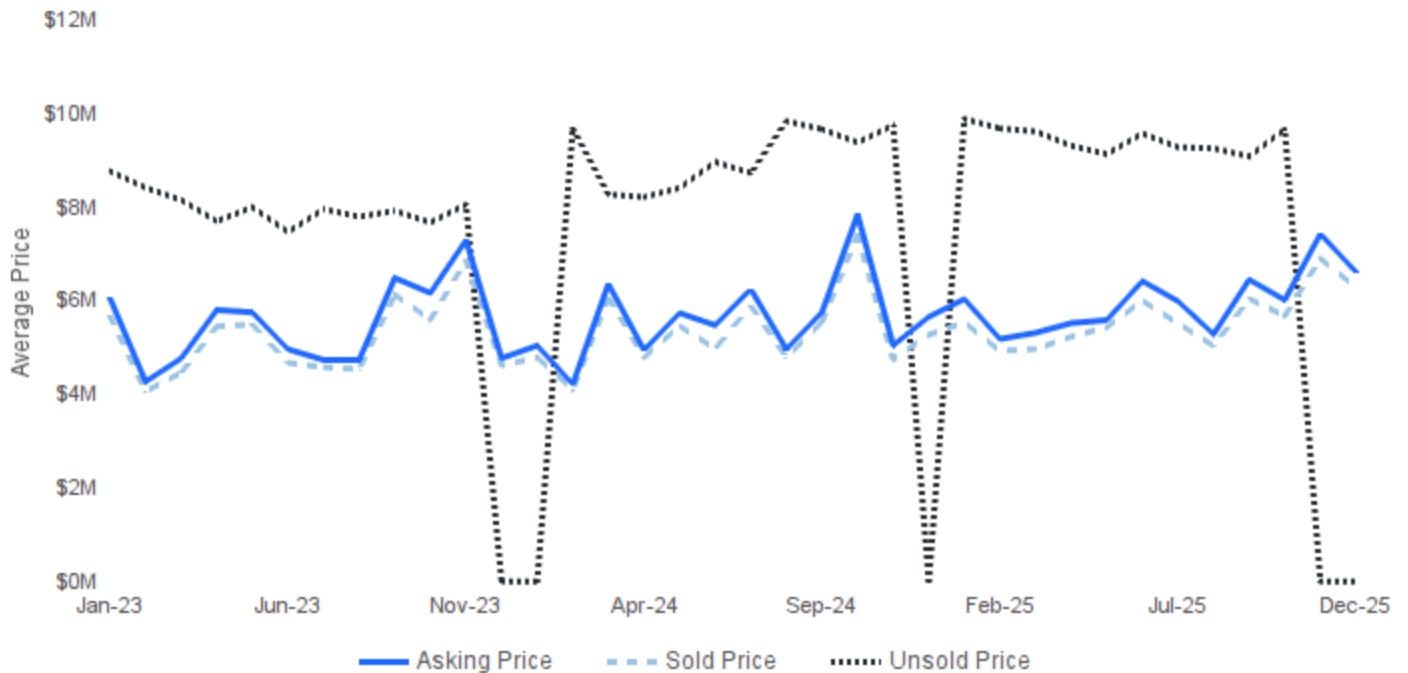
AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

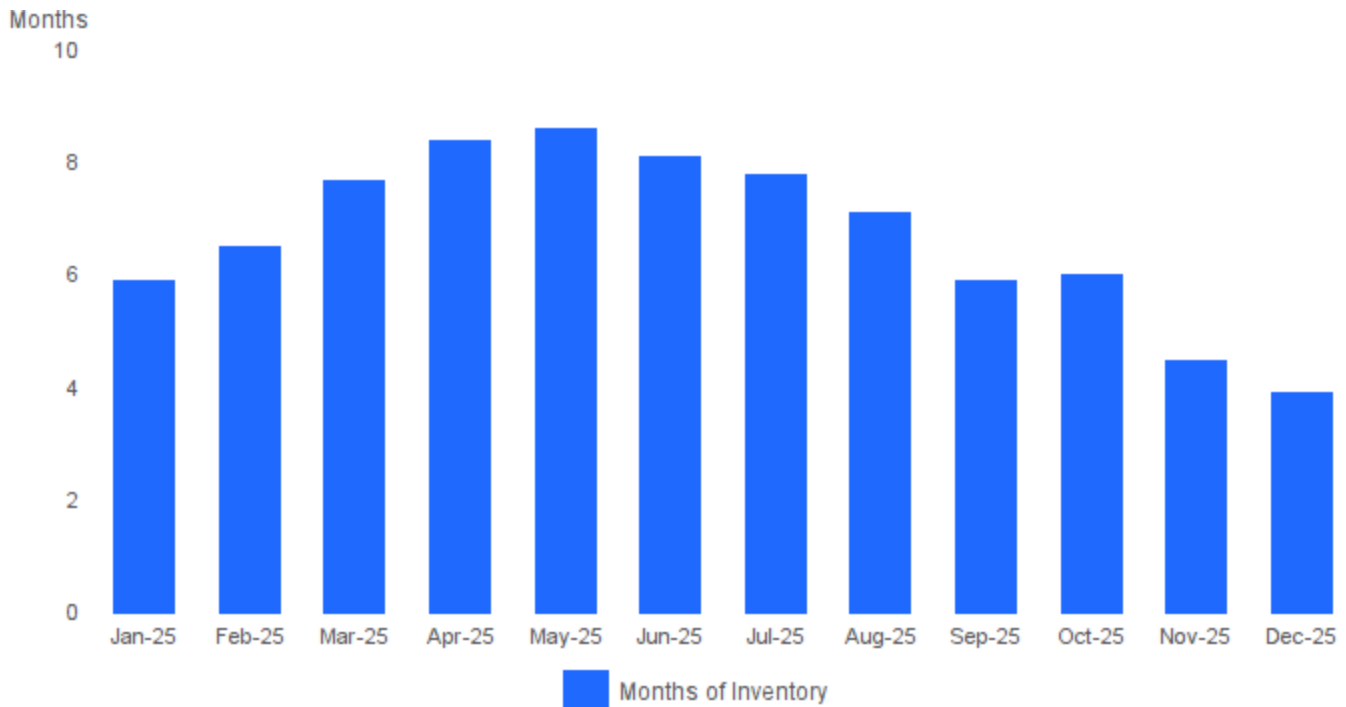
Unsold Price | the average active list price



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.



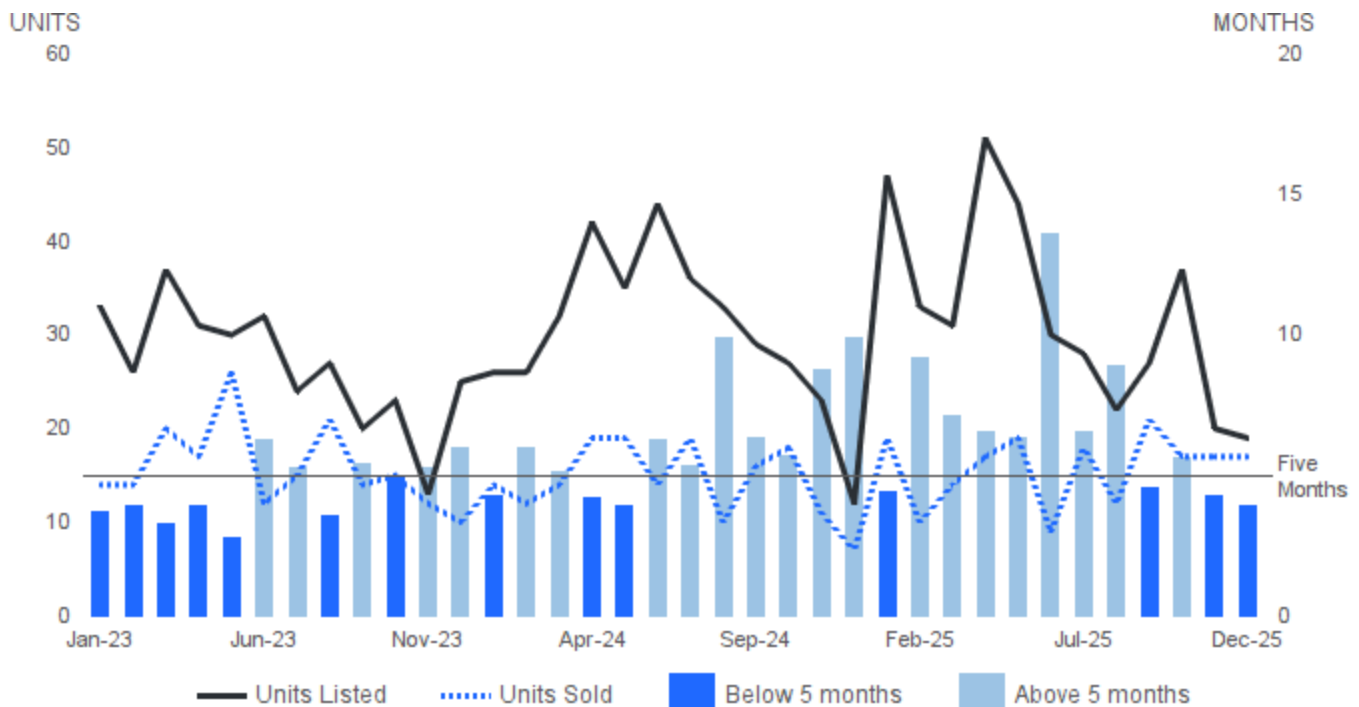
MONTHS SUPPLY OF INVENTORY

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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