

# Rancho Santa Fe 92067

ZIP code · CA · California > San Diego County > Rancho Santa Fe

SELLER'S MARKET

**\$4.9M**

MEDIAN SALE PRICE

**+8.4%**

1-YR CHANGE

**175**

SALES (12 MO)

**\$4.7M**

MEDIAN VALUE (AVM)

Market temperature

Seller's market · 78 / 100



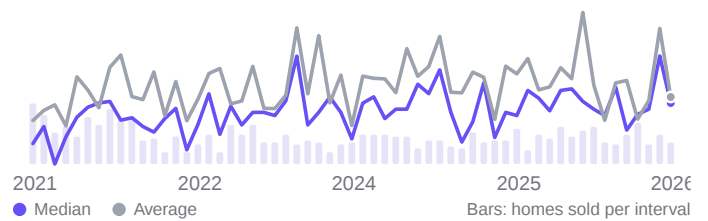
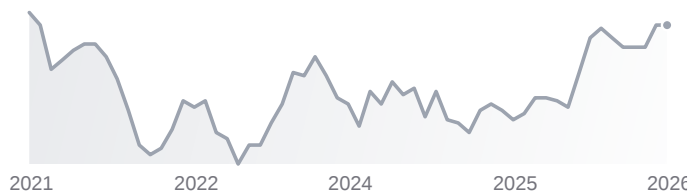
## MARKET TRENDS (5 YEARS)

Market temperature (0–100)

78 / 100

Sale prices

Median \$4.5M · Average \$4.7M

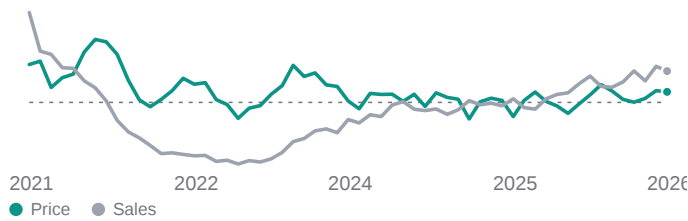


Growth (year over year)

Price +8.4% · Sales +25.0%

Price per square foot

\$978/ft²

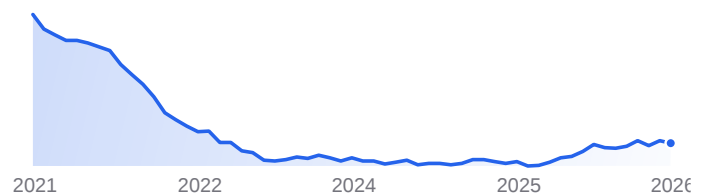
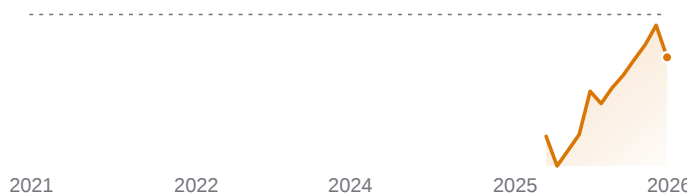


Sale premium vs estimated value

-1.0%

Annual turnover (share of homes sold)

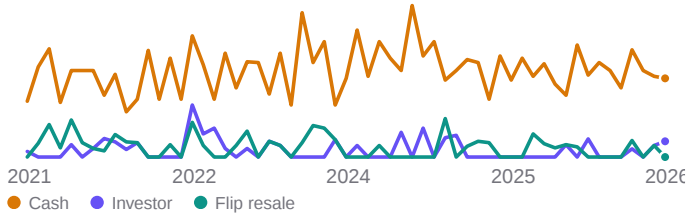
5.1%



## BUYERS & OUTCOMES

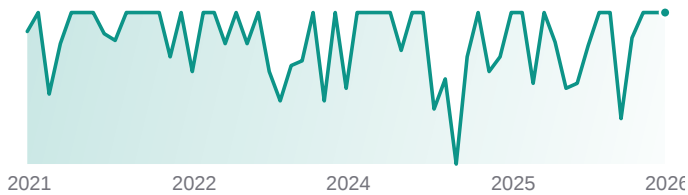
### Buyer mix

Cash 45% · Investor 9.1% · Flip resale 0%



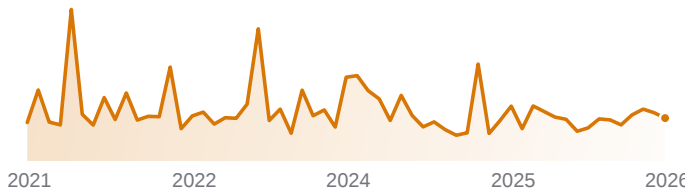
### Sellers who sold at a gain

100%

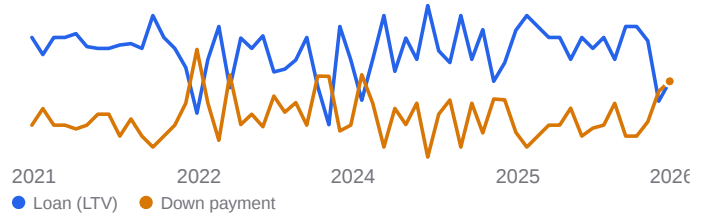


### Median annualized return at resale

+6.3%

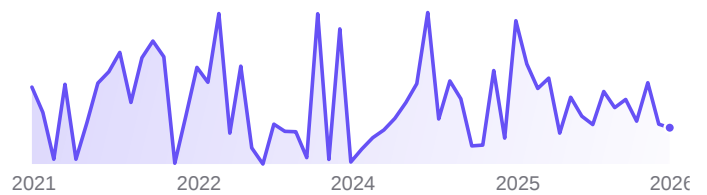


### Financing (share of purchase price) Loan (LTV) 50% · Down payment 50%



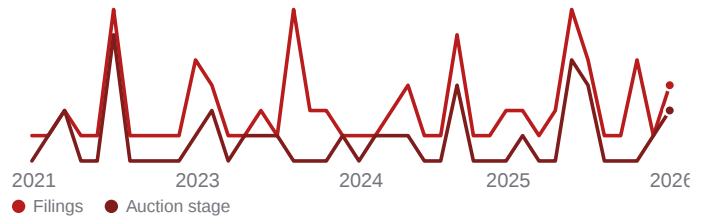
### Typical hold before selling

5.1 yrs



### Preforeclosure filings

Filings 3 · Auction stage 2



## HOUSING STOCK

|                    |           |
|--------------------|-----------|
| Homes              | 3,407     |
| Median value (AVM) | \$4.7M    |
| Median size        | 4,840 ft² |
| Median bedrooms    | 4         |
| Median year built  | 1991      |
| Single family      | 94%       |
| Condos             | 2.9%      |

## EQUITY & OWNERSHIP

|                               |      |
|-------------------------------|------|
| Equity rich (LTV 50% or less) | 84%  |
| Underwater (LTV 125% or more) | 0.5% |
| Owner occupied                | 44%  |
| Company owned                 | 78%  |
| Median loan-to-value          | 26%  |

Typical ownership tenure

**11.6 yrs**

## COMMUNITY

|                                  |                             |
|----------------------------------|-----------------------------|
| Population                       | <b>8,970</b>                |
| Density                          | <b>499 / mi<sup>2</sup></b> |
| Median household income          | <b>\$191K</b>               |
| Average household income         | <b>\$244K</b>               |
| Crime index (US avg 100)         | <b>105</b>                  |
| Air pollution index (US avg 100) | <b>103</b>                  |
| Earthquake index (US avg 100)    | <b>225</b>                  |
| Homes occupied                   | <b>89%</b>                  |
| Bachelor's or higher             | <b>43%</b>                  |
| Poverty rate                     | <b>6.4%</b>                 |
| Unemployment                     | <b>1.1%</b>                 |
| Average temp                     | <b>62°F</b>                 |
| Annual precip                    | <b>12 in</b>                |
| Sunshine                         | <b>68%</b>                  |

Market metrics are derived from recorded arms-length deeds through July 2026. Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.