

RANCHO SANTA FE · THE CITY TIER

Rancho Santa Fe

$5.91m

MEDIAN SALE · OCT 2026

The market report · October 2026

The large figures cover October alone, however many homes sold. Beside each: July to September, and the twelve months to October 31st. A dash means nothing sold in October.

01
OCTOBER 2026

$5.91m	$809	85.8%	91.5	14
MEDIAN SALE	PRICE PER SQ FT	OF ORIGINAL ASK	TOTAL DAYS ON MARKET	CLOSINGS
Q3 2026: $5.04m 12 months: $4.88m	Q3 2026: $982 12 months: $950	Q3 2026: 89.6% 12 months: 90.7%	Q3 2026: 81 12 months: 80	Q3 2026: 56 12 months: 193

WHAT IT MEANS IF YOU'RE BUYING

This quarter is running a little slower than last year. Rancho Santa Fe closed 14 homes in October, and with 12 more in escrow it's on track for about 46 this quarter, against 54 in the same three months last year. There are 81 homes for sale right now, up from 77 at the start of October. At the pace homes have sold over the last year, that's about 5 months' worth.

Buyers are taking their time. The homes that sold in October took a median of 91.5 days from the first listing to the sale, relistings included. They sold at a median of about 95% of their last asking price. Counting earlier listings, 46 of the 81 homes for sale have cut the price.

If you're buying, there's time to be selective, and each home's history will tell you how much room there is. Tell me what you're after and I'll show you what's selling in that range.

02

THIS QUARTER AND THE SEVEN BEFORE

The Card

THIS QUARTER
Q4 2026

14	$5.91m	46	12	54
CLOSED SO FAR	MEDIAN SO FAR	FORECAST	IN ESCROW NOW	SAME QUARTER LAST YEAR

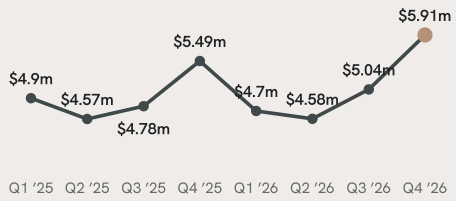
QUARTER BY QUARTER
MOST RECENT FIRST

QUARTER	SALES	MEDIAN SALE	$ / SQ FT	TOTAL DAYS	OF ORIGINAL
Q4 2026 so far	**14**	**$5.91m**	**$809**	**91.5**	**85.8%**
Q3 2026	56	$5.04m	$982	81	89.6%
Q2 2026	51	$4.58m	$905	38.5	92.7%
Q1 2026	36	$4.7m	$967	124	90.8%
Q4 2025	54	$5.49m	$966	100	88.8%
Q3 2025	54	$4.78m	$954	92.5	89.4%
Q2 2025	46	$4.57m	$1,021	42	94.8%
Q1 2025	44	$4.9m	$858	100	88.4%

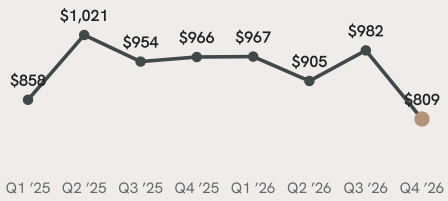
Every quarter shows its medians, however many homes sold; a dash means nothing sold. Total days count every listing of the home.

EIGHT-QUARTER SHAPE · Q1 '25 TO Q4 '26 SO FAR

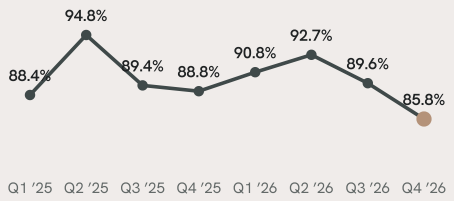
MEDIAN SALE



$ PER SQ FT



% OF ORIGINAL

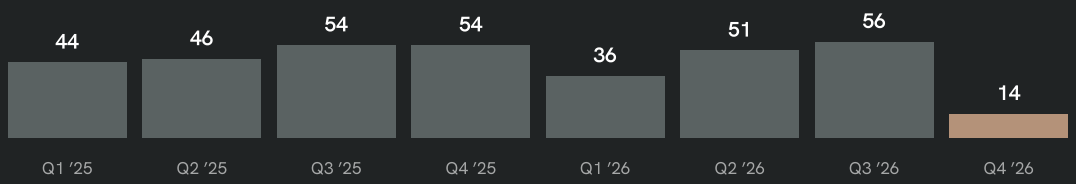


SUPPLY

5.0

months of supply, up from 4.7 on October 4th. 81 for sale and 12 pending on November 1st, 2026.

CLOSINGS BY QUARTER

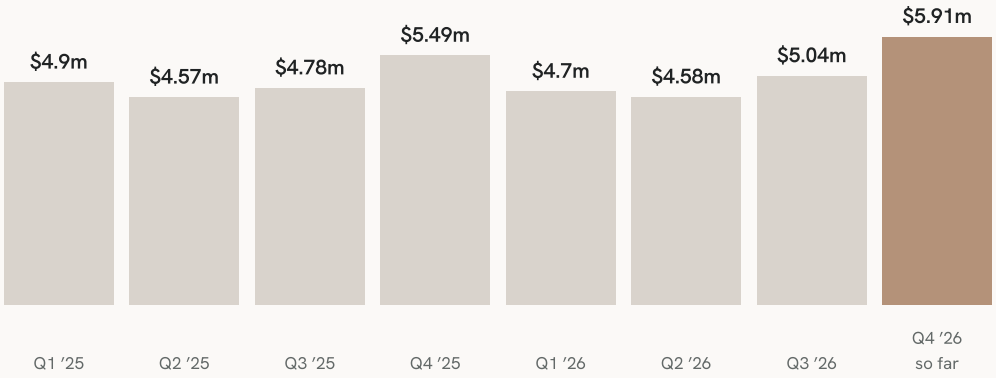


03

EIGHT QUARTERS, OLDEST TO NEWEST

The trend

MEDIAN SALE PRICE, QUARTER BY QUARTER · Q4 '26 SO FAR IN GOLD

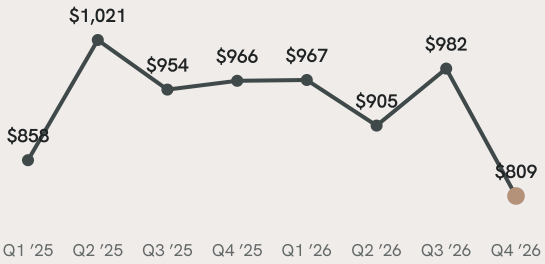


$4.88m

TWELVE-MONTH MEDIAN

The latest full quarter, July to September, closed at a median of $5.04m, up 10% from $4.58m in April to June. One quarter mostly reflects which homes happened to sell, so I'd weigh the last two together.

PRICE PER SQ FT

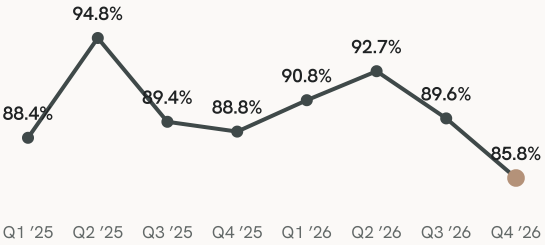


$950

TWELVE MONTHS

Price per square foot was $982 in July to September against $905 the quarter before. Check the lot every time you compare two homes on price per foot.

OF ORIGINAL ASK



90.7%

TWELVE MONTHS

Homes sold at a median of 89.6% of their first asking price in July to September, against 92.7% in April to June. There is usually room between where a home starts and where it closes.

WHAT THE MONEY BOUGHT

	HOMES	MEDIAN PRICE	MEDIAN SQ FT	MEDIAN LOT	$ / SQ FT
Sold, Oct 2026	14	$5.91m	7,090	1.12 ac	$809
Sold, last 12 months	193	$4.88m	5,254	1.62 ac	$950
For sale, November 1st, 2026 (asking)	81	$7.65m	7,726	2.01 ac	$999

Asking prices are not sale prices, so read the last row on its own.

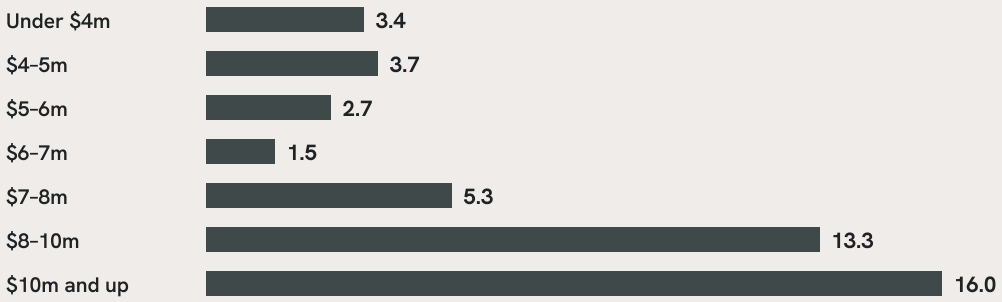
04

WHAT EACH PRICE RANGE BUYS, AND HOW IT'S MOVING

The Range Finder

PRICE RANGE	SOLD, 12 MO	MEDIAN SQ FT	MEDIAN LOT	$ / SQ FT	TOTAL DAYS	FOR SALE	VS OCT 4TH	SUPPLY (MO)
Under $4m	56	3,224	1.11 ac	$975	80	16	▲ 33%	3.4 ▲ 29%
$4–5m	45	4,985	1.15 ac	$905	74.5	14	—	3.7 ▲ 7%
$5–6m	31	5,655	2.00 ac	$895	83	7	▲ 40%	2.7 ▲ 58%
$6–7m	16	6,558	1.71 ac	$927	50.5	2	▼ 50%	1.5 ▼ 47%
$7–8m	18	7,558	2.15 ac	$956	53.5	8	▲ 14%	5.3 ▲ 8%
$8–10m	9	9,246	3.00 ac	$914	274	10	▼ 17%	13.3 ▼ 44%
$10m and up	18	8,606	2.68 ac	$1,277	142.5	24	▲ 4%	16.0 ▲ 16%

MONTHS OF SUPPLY BY PRICE RANGE



WHAT IT MEANS

Under $4 million, there are four more homes for sale than on October 4th. Between $6 and $7 million, there are two fewer homes for sale than on October 4th. Over $10 million there are 16.0 months of supply, so a buyer there has the most to choose from. Supply is tightest between $6 and $7 million, at 1.5 months.

Sold, size, lot, $/sq ft and total days: closings over the last twelve months, medians of however many sold. For sale: homes listed on November 1st, 2026, by asking price. Vs Oct 4th: the change in homes for sale since October 4th, up in green, down in red, a dash if the same. Supply: homes for sale divided by that range's monthly pace of sales, with its change since October 4th beneath.



THE TEN HIGHEST SALES · OCT 2026

The Leaderboard

$12,500,000

1 · 5893 WINLAND HILLS DR · CLOSED 10/22/26

17,332 sq ft · 2.66 ac · first asked $27,499,000 · 761 total days



2 · CLOSED 10/26/26

4505 La Noria

$8,450,000

9,246 sq ft · 4.01 ac · first asked $9,450,000 · 66 total days



3 · CLOSED 10/30/26

15807 Puerta Del Sol

$8,350,000

8,435 sq ft · 2.85 ac · first asked $8,450,000 · 5 total days



4 · CLOSED 10/13/26

6709 Calle Ponte Bella

$8,000,000

9,350 sq ft · 0.76 ac · first asked $15,000,000 · 994 total days

	ADDRESS	CLOSED	SQ FT	LOT	FIRST ASKED	SOLD	TOTAL DAYS
5	6615 Calle Ponte Bella	10/19/26	9,169	0.91 ac	$14,995,000	**$7,700,000**	275
6	7839 Camino De Arriba	10/13/26	8,357	1.93 ac	$6,850,000	**$6,500,000**	30
7	7891 Muirfield Way	10/8/26	6,623	1.00 ac	$9,995,000	**$6,165,000**	155
8	6627 Calle Ponte Bella	10/9/26	7,514	0.82 ac	$6,495,000	**$5,650,000**	280
9	7566 St Andrews	10/16/26	5,108	0.82 ac	$4,550,000	**$4,380,000**	14
10	17517 El Vuelo	10/2/26	4,942	2.56 ac	$4,495,000	**$3,800,000**	71

THE WINDOW

The ten highest sales from October 1st, 2026 to October 31st, 2026. The window starts with October and reaches back by whole months only until there are ten sales to rank. Days are total days on market across every listing of the home.

06
14 SALES
OCT 2026

Closed sales



CLOSED 10/30/26
3919 Via Valle Verde
4,363 sq ft · 5 bd · 0.20 ac · first asked $3,325,000 · 13 total days

$3,100,000
$711 / sq ft
93.2% of original



CLOSED 10/30/26
15807 Puerta Del Sol
8,435 sq ft · 5 bd · *2.85 ac* · first asked $8,450,000 · 5 total days

$8,350,000
$990 / sq ft
98.8% of original



CLOSED 10/26/26
4505 La Noria
9,246 sq ft · 5 bd · 4.01 ac · first asked $9,450,000 · 66 total days

$8,450,000
$914 / sq ft
89.4% of original



CLOSED 10/23/26
16850 Los Morros
3,585 sq ft · 5 bd · 2.08 ac · first asked $3,980,000 · 78 total days

$3,500,000
$976 / sq ft
87.9% of original



CLOSED 10/22/26
5893 Winland Hills Dr
17,332 sq ft · 9 bd · 2.66 ac · first asked $27,499,000 · 761 total days

$12,500,000
$721 / sq ft
45.5% of original



CLOSED 10/22/26
18221 Via Ascenso
5,562 sq ft · 5 bd · 1.12 ac · first asked $4,295,000 · 105 total days

$3,275,000
$589 / sq ft
76.3% of original

06
14 SALES
OCT 2026

Closed sales (continued)



CLOSED 10/19/26
6615 Calle Ponte Bella
9,169 sq ft · 7 bd · 0.91 ac · first asked $14,995,000 · 275 total days

$7,700,000
$840 / sq ft
51.4% of original



CLOSED 10/16/26
7566 St Andrews
5,108 sq ft · 5 bd · 0.82 ac · first asked $4,550,000 · 14 total days

$4,380,000
$857 / sq ft
96.3% of original



CLOSED 10/13/26
6709 Calle Ponte Bella
9,350 sq ft · 6 bd · 0.76 ac · first asked $15,000,000 · 994 total days

$8,000,000
$856 / sq ft
53.3% of original



CLOSED 10/13/26
7839 Camino De Arriba
8,357 sq ft · 5 bd · 1.93 ac · first asked $6,850,000 · 30 total days

$6,500,000
$778 / sq ft
94.9% of original



CLOSED 10/9/26
6627 Calle Ponte Bella
7,514 sq ft · 5 bd · 0.82 ac · first asked $6,495,000 · 280 total days

$5,650,000
$752 / sq ft
87.0% of original



CLOSED 10/8/26
7891 Muirfield Way
6,623 sq ft · 6 bd · 1.00 ac · first asked $9,995,000 · 155 total days

$6,165,000
$931 / sq ft
61.7% of original

06
14 SALES
OCT 2026

Closed sales (continued)



CLOSED 10/2/26

17517 El Vuelo

4,942 sq ft · 4 bd · 2.56 ac · first asked $4,495,000 · 71 total days

$3,800,000
$769 / sq ft
84.5% of original



CLOSED 10/1/26

6319 Via Naranjal

6,666 sq ft · 5 bd · 1.11 ac · first asked $4,995,000 · 332 total days

$3,500,000
$525 / sq ft
70.1% of original

THE WINDOW

Every closing from October 1st, 2026 to October 31st, 2026, most recent first. October alone had six or more.

07

AS OF NOVEMBER 1ST, 2026

For sale and pending

MONTHS OF SUPPLY

5.0

81 homes are for sale today, against 77 on October 4th. At the pace homes have sold over the last year, that's 5.0 months of supply, up from 4.7 four weeks ago. Another twelve are in escrow.

FOR SALE · 81
MEDIAN ASK $7.65M
Days are total days, every listing counted
PAGE 1 OF 3

ADDRESS	ASK	SQ FT	DAYS
15912 Avenida Calma	$3,995,000	4,706	1
17949 Circa Oriente	$7,988,000	8,444	6
5851 Saratoga Corte	$2,995,000	3,220	12
16866 Circa del Sur	$4,095,000	5,672	15
17543 Rancho del Rio	$3,650,000	2,668	17
4580 El Mirlo	$5,500,000	5,337	17
6346 El Sicomoro	$3,988,000	3,774	20
6358 Lago Lindo	$4,999,000	4,500	27
3805 Avenida Feliz	$2,995,000	2,056	27
121 Via Coronado	$1,800,000	1,267	29
15931 Via De Santa Fe	$18,885,000	22,782	38
17185 Via Barranca Del Zorro	$7,650,000	7,726	41
7967 Camino Sin Puente	$10,750,000	9,817	44
16050 Avenida Calma	$3,195,000	2,585	44
7922 Silvery Moon Ln	$2,875,000	3,881	45
16238 Via Del Alba	$3,995,000	2,850	51
4704 El Mirar	$28,000,000	12,602	52

ADDRESS	ASK	SQ FT	DAYS
17161 Camino Acampo	$7,900,000	5,911	60
18338 Avenida Apice	$4,495,000	5,998	61
14858 Las Mananas	$4,495,000	5,723	62
8619 Via Rancho Cielo	$8,999,000	13,416	75
6015 Paseo Valencia	$4,988,000	2,886	80
5380 Caminito Providencia	$2,249,000	2,566	82
6150 Avenida Alteras	$4,975,000	6,640	83
5293 La Glorieta	$13,995,000	9,341	85
7825 Muirfield Way	$4,495,000	4,200	87
16947 Avenida Luis	$4,700,000	4,542	88
6590 Calle Reina	$16,500,000	13,446	88
129 Cancha De Golf	$1,539,000	1,764	102
6117 La Flecha	$3,145,000	3,062	103
7150 Via Del Charro	$12,150,000	9,670	109
6102 Avenida Alteras	$9,999,000	9,250	111
5465 El Cielito	$8,880,000	7,306	111
6853 Rancho Valencia Road	$45,000,000	29,812	111

07

AS OF NOVEMBER 1ST, 2026

For sale (continued)

FOR SALE · 81
MEDIAN ASK $7.65M
Days are total days, every listing counted
PAGE 2 OF 3

ADDRESS	ASK	SQ FT	DAYS
6113 El Tordo	$4,495,000	2,455	117
15575 Las Planideras	$14,850,000	7,950	117
5962 Rancho Diegueno Rd.	$14,845,000	17,355	128
17854 Camino De La Mitra	$4,390,000	6,234	129
6533 Lago Lindo	$13,850,000	8,382	130
6479 Calle Del Alcazar	$7,495,000	7,992	133
6749 Calle Ponte Bella	$9,495,000	11,072	137
18136 Via Ascenso	$4,098,867	5,770	143
17650-52 Los Morros	$23,850,000	9,543	143
6171 Avenida Del Duque	$4,650,000	6,000	143
16715 Rambla De Las Flores	$10,398,000	12,416	144
6369 Clubhouse Drive	$10,495,000	8,089	159
6253 Clubhouse Drive	$5,995,000	6,400	165
4773 El Mirlo	$7,995,000	5,400	181
15878 Bella Siena	$12,900,000	12,959	181
7823 Calle Cima	$3,795,000	5,598	182
17839 La Amapola	$3,749,999	5,006	194
14296 Dalia Drive	$8,999,000	8,182	201
3868 Avenida Feliz	$2,495,000	2,327	201

ADDRESS	ASK	SQ FT	DAYS
7756 St Andrews	$8,250,000	10,153	209
6002 Paseo Valencia	$9,995,000	7,012	210
5860 Calle Camposeco	$6,898,000	9,944	211
14783 Roxbury Terr.	$19,990,000	13,515	220
16041 Via Del Alba	$8,495,000	8,575	229
6773 Poco Lago	$5,950,000	8,342	231
6009 Mimulus	$4,250,000	8,281	235
18024 Avenida Alondra	$6,900,000	8,696	236
5315 La Crescenta Road	$13,495,000	8,334	251
7775 Camino De Arriba	$5,500,000	6,000	331
5758 Las Palomas	$7,795,000	6,109	368
14786 Rancho Santa Fe Farms Rd	$5,295,000	7,938	400
17845-47 Via De Fortuna	$29,000,000	10,363	417
16551 Zumaque	$3,750,000	2,960	426
6525 Lago Lindo	$10,750,000	8,092	446
17381 Circa Oriente	$4,299,000	5,562	474
7102 Via De Maya	$5,495,000	5,687	506
6565 Calle Reina	$11,880,000	11,893	541
18486 Via Candela	$7,999,000	8,043	551

07

AS OF NOVEMBER 1ST, 2026

For sale (continued)

FOR SALE · 81

MEDIAN ASK $7.65M

Days are total days, every listing counted

PAGE 3 OF 3

ADDRESS	ASK	SQ FT	DAYS
5423 Calzada Del Bosque	$8,995,000	9,160	553
16039 Via Del Alba	$8,995,000	6,247	656
18245 Paseo Victoria	$7,999,000	8,161	665
15651 Puerta Del Sol	$29,500,000	16,500	739
7029 Las Colinas	$17,500,000	18,039	782

ADDRESS	ASK	SQ FT	DAYS
459 Flores De Oro	$5,495,000	9,772	807
6884 Poco Lago	$13,980,000	11,121	832
6002 Via Posada Del Norte	$10,900,000	12,745	1928
6710 El Montevideo	$23,300,000	1,460	3798

PENDING · 12

ADDRESS	LAST ASK	SQ FT	DAYS
6055 Lago Lindo	$5,195,000	3,076	14
3817 Avenida Feliz	$2,995,000	2,382	19
5927 Linea Del Cielo -Elm	$4,250,000	2,197	59
17940 Avenida Alondra	$6,595,000	7,600	64
7030 Caminito De Conejos	$5,495,000	4,822	70
6347 Las Colinas	—	4,194	94

ADDRESS	LAST ASK	SQ FT	DAYS
5929 Linea Del Cielo -Jacaranda	$1,995,000	1,051	101
18148 Avnda Orilla	$3,195,000	4,579	103
7729 Calle Amanacer	$3,999,000	4,908	138
7090 Via Guadalupe	$7,995,000	9,717	146
15808 Via Del Alba	$4,995,000	5,278	189
18050 Rancho La Cima Corte	$5,595,000	9,087	276

Days are total days, every listing counted.

08

CAME OFF WITHOUT SELLING, LAST 30 DAYS

Off the market

CAME OFF 10/15/26 6678 Las Colinas	$4,200,000 LAST ASK	$4,200,000 FIRST ASKED	64 TOTAL DAYS · 3,416 SQ FT · 3.63 AC
CAME OFF 10/15/26 6868 Spyglass Lane	$8,750,000 LAST ASK	$9,990,000 FIRST ASKED	477 TOTAL DAYS · 11,320 SQ FT · 2.39 AC
CAME OFF 10/14/26 4905 El Arco Iris	$5,199,000 LAST ASK	$5,395,000 FIRST ASKED	146 TOTAL DAYS · 4,300 SQ FT · 2.02 AC
CAME OFF 10/13/26 16337 Los Arboles	$19,950,000 LAST ASK	$19,950,000 FIRST ASKED	258 TOTAL DAYS · 16,006 SQ FT · 2.98 AC

IF ONE WAS ON YOUR LIST

Four homes came off the market in the last 30 days without selling. If one of them was on your list, I can find out where it stands. One home that came off in the same 30 days is already back on the market and is in the for-sale list. Days are total days on market, counting every listing of the home in an unbroken run.



A NOTE FROM AJ

If I were buying in Rancho Santa Fe right now

The market here is fairly balanced right now. That gives a buyer room to be selective without losing the home they want to a long wait.

If your range is between $6 and $7 million, that's where supply is tightest, at 1.5 months. I'd move faster there than anywhere else in the city.

Before you compare two homes on price per foot, compare the lots. A lot of the value here sits in the land, and price per foot hides it.

Some of the best opportunities I see are homes a buyer can make their own. My design and renovation background is how I help clients see what a home becomes and what the work is worth.

AJ Powers

BROKER/OWNER, IRONS & ESTATES

CALL OR TEXT AJ

EMAIL AJ