

RECAP of 2018: The Year in Review for all of 92067 and 92091

The overall number of total units sold has decreased from 2017 to 2018 by approximately 7.3%. To really understand this decrease, I have separated the total sales into 3 sub-populations. For these purposes I am using the following 3 sub-populations. They are:

Up to \$3M, >\$3M-\$5M, and >\$5M.

Up to \$3M: There was an overall 15.9% decrease in total sales in this sub-population.

>\$3m-\$5M: There was an overall 13.7% increase in total sales in this sub-population.

>\$5 and over: There was an overall 20% increase in total sales in this sub-population.

Even though overall sales units decreased, there was a 13.7% increase in sales in properties that were priced in the >\$3M to \$5M price range, and a 20% increase in sales in the over \$5M price range. The increases in these 2 sub-populations is something that Rancho Santa Fe has not experienced for years. Buyers have finally realized the value in RSF compared to other surrounding areas. Many of the Buyers are local, if not already RSF residents. One reason for the decrease in the under \$3M range could be an overall lack of inventory in that sub-population since we continue to see buyers waiting on the "side lines" for something with their specific needs and desires to hit the market. Good properties sell in just about any market, however they must be priced accordingly and presented appropriately.

For more specific information, please contact me. I am happy to provide customized reports with statistics for any area, pricing requirements, etc. My contact information is provided below.

Happy 2019.

Listed below are the sales from December 2018:

Community	Address	Bed	Bath	SqFT	Acres	List Price	Sales Price	Sale Date	DOM	% change from LP to SP
Bridges	18620 Via Catania	4	4	4,374	1.75	\$3,700,000	\$3,700,000	12/05/18	0	0%
Bridges	18498 Calle La Serra	4	6	7,477	0.52	\$3,495,000	\$3,170,000	12/07/18	165	-9%
Bridges	18671 Via Varese	3	3	4,385	1.00	\$2,700,000	\$2,550,000	12/07/18	87	-6%
Bridges	4544 Calle Messina	6	5	4,770	1.04	\$3,950,000	\$3,950,000	12/13/18	22	0%
Bridges	18564 Corte Fresco	4	4	3,128	0.31	\$2,249,000	\$2,150,000	12/18/18	74	-4%
Cielo	18240 Avenida Manantial	7	8	5,335	0.51	\$1,555,990	\$1,739,770	12/07/18	414	12%
Cielo	18276 Avenida Manantial	6	6	4,415	0.51	\$1,255,990	\$1,288,557	12/07/18	473	3%
Cielo	18021 Cerro Del Sol	7	8	5,335	1.00	\$1,395,000	\$1,334,934	12/07/18	408	-4%
Cielo	8060 Camino De Arriba	6	6	6,590	1.02	\$3,495,000	\$2,885,000	12/12/18	567	-17%
Cielo	8890 Via Rancho Cielo	3	3	3,553	0.71	\$1,485,000	\$1,385,000	12/27/18	255	-7%
Covenant	15564 Las Planideras	6	7	8,195	2.49	\$4,195,000	\$3,725,000	12/05/18	261	-11%
Covenant	6332 La Valle Plateada	5	7	5,904	0.60	\$2,645,000	\$2,075,000	12/07/18	844	-22%
Covenant	5040 El Mirlo	5	6	8,988	4.43	\$8,495,000	\$8,000,000	12/12/18	11	-6%
Covenant	6411 Via Naranja	4	4	5,079	1.32	\$2,185,000	\$2,185,000	12/28/18	0	0%
Del Mar CC	6369 Clubhouse Dr	6	6	8,089	1.48	\$3,995,000	\$3,200,000	12/26/18	342	-20%
Fairbanks Ranch	16874 Circa Del Sur	5	6	5,245	1.14	\$2,749,000	\$2,290,000	12/07/18	215	-17%
Fairbanks Ranch	17617 Circa Del Norte	4	4	4,795	0.69	\$2,595,000	\$1,900,000	12/10/18	638	-27%
Fairbanks Ranch	16475 Via Cazadero	3	5	6,991	1.21	\$3,700,000	\$2,550,000	12/14/18	368	-31%
Fairbanks Ranch	17423 Circa Del Sur	4	4	5,854	1.18	\$2,450,000	\$1,850,000	12/17/18	140	-24%
Fairbanks Ranch	6119 Calle Camposeco	5	8	11,041	1.89	\$3,695,000	\$3,000,000	12/20/18	154	-19%

*Sourced from public information. It is deemed reliable, but not guaranteed.

LP = List Price & SP = Sales Price

DOM = Days on Market

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