

Elliman Report

Q4-2021 Orange County, CA Sales

Single Family & Condo Dashboard

YEAR-OVER-YEAR

+ 19.5%
Prices
Median Sales Price

- 0.2 mos
Pace
Months of Supply

- 12.4%
Sales
Closed Sales

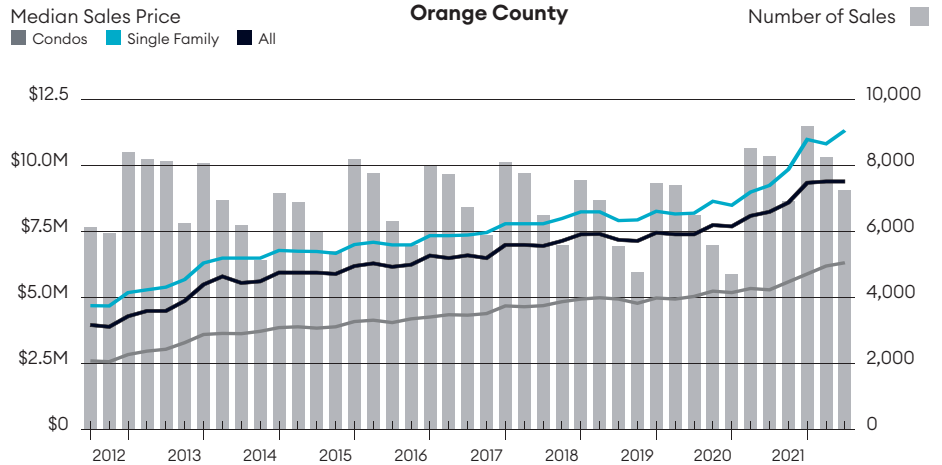
- 37.7%
Inventory
Total Inventory

- 10 days
Marketing Time
Days on Market

- 2.4%
Negotiability
Listing Discount

- Price trend indicators rose to record levels, significantly higher than a year-ago and before the pandemic
- Listing inventory fell faster than sales, restraining market activity
- Bidding wars occurred in six out of ten houses over the past three quarters

Finance (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Cash	42.0%	37.6%
Single Family Mortgage	57.8%	62.3%
Condo Cash	41.8%	33.8%
Condo Mortgage	57.9%	66.3%

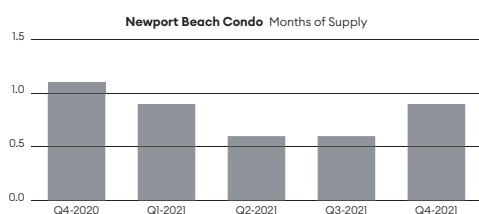
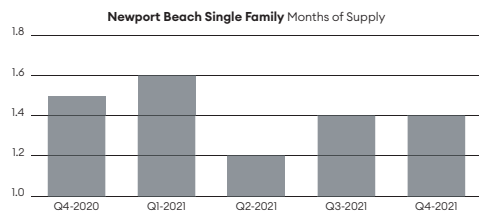
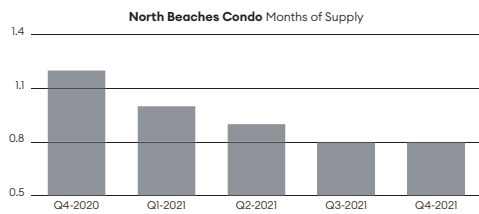
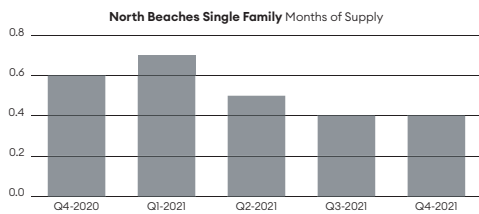
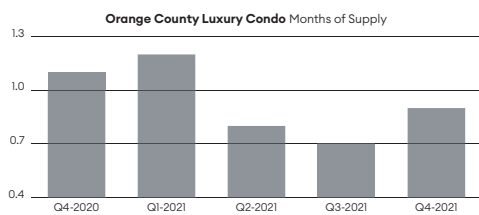
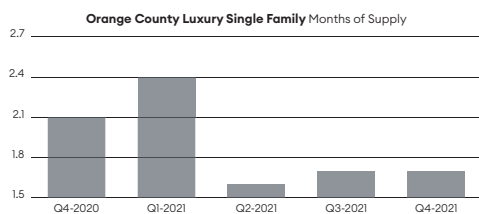
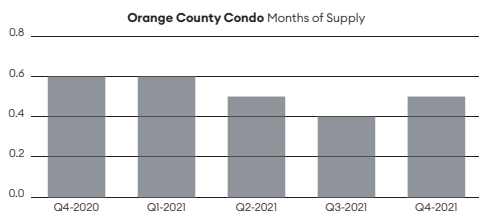
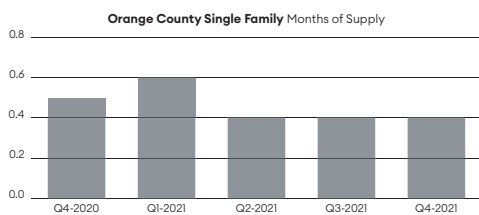


Orange County Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,271,250	3.2%	\$1,231,908	19.5%	\$1,064,202
Average Price Per Sq Ft	\$648	6.8%	\$607	24.9%	\$519
Median Sales Price	\$940,000	0.0%	\$940,000	13.9%	\$825,000
Number of Sales (Closed)	7,255	-12.1%	8,256	-12.4%	8,281
Days on Market (From Last List Date)	19	11.8%	17	-34.5%	29
Listing Discount (From Last List Price)	-1.0%		-1.1%		1.4%
Listing Inventory	947	-19.4%	1,175	-37.7%	1,519
Months of Supply	0.4	0.0%	0.4	-33.3%	0.6
Average Square Feet	2,024	-0.2%	2,029	-1.3%	2,051
Year-to-Date	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price (YTD)	\$1,231,258	N/A	N/A	19.8%	\$1,027,537
Average Price per Sq Ft (YTD)	\$603	N/A	N/A	19.4%	\$505
Median Sales Price (YTD)	\$920,000	N/A	N/A	15.0%	\$800,000
Number of Sales (YTD)	31,635	N/A	N/A	16.8%	27,087

Days on Market (Sales Share)	Current Quarter	Prior Year Quarter	Over/Under Last List (Sales Share)	Current Quarter	Prior Year Quarter
Single Family ≤ 30 Days	82.4%	73.1%	Single Family Over	59.5%	39.6%
Single Family 31-60 Days	10.6%	13.5%	Single Family At	13.0%	15.4%
Single Family > 60 Days	6.9%	13.4%	Single Family Under	27.5%	45.0%
Condo ≤ 30 Days	82.9%	69.4%	Condo Over	61.8%	30.6%
Condo 31-60 Days	11.2%	15.8%	Condo At	13.9%	20.2%
Condo > 60 Days	5.9%	14.8%	Condo Under	24.3%	49.2%

All price trend indicators reached new highs, rising sharply year over year, and were significantly higher than pre-pandemic levels. Listing inventory saw a significant decline, overpowering demand. As a result, the market share of bidding wars rose to a new high of more than six out of ten houses for the sixth straight quarterly record.





Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,550,363	7.2%	\$1,446,273	24.0%	\$1,250,795
Average Price Per Sq Ft	\$666	7.4%	\$620	25.7%	\$530
Median Sales Price	\$1,133,000	4.7%	\$1,082,500	22.5%	\$925,000
Number of Sales (Closed)	4,730	-18.9%	5,835	-19.0%	5,843
Days on Market (From Last List Date)	19	11.8%	17	-34.5%	29
Listing Discount (From Last List Price)	-0.6%		-0.9%		1.5%

Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$736,485	3.0%	\$715,256	19.4%	\$617,006
Average Price Per Sq Ft	\$568	3.3%	\$550	21.1%	\$469
Median Sales Price	\$632,500	2.0%	\$620,000	19.3%	\$530,000
Number of Sales (Closed)	1,965	-18.8%	2,421	-19.4%	2,438
Days on Market (From Last List Date)	18	5.9%	17	-40.0%	30
Listing Discount (From Last List Price)	-2.3%		-2.0%		0.9%

Luxury Single Family Matrix (Top 10% of Sales)	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$4,832,732	13.5%	\$4,256,553	28.9%	\$3,749,671
Average Price Per Sq Ft	\$1,113	11.5%	\$998	27.6%	\$872
Median Sales Price	\$3,750,000	8.9%	\$3,445,000	32.3%	\$2,835,000
Number of Sales (Closed)	483	-18.1%	590	-17.4%	585
Days on Market (From Last List Date)	46	9.5%	42	-35.2%	71
Listing Discount (From Last List Price)	3.3%		2.6%		4.5%

Luxury Condo Matrix (Top 10% of Sales)	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,747,713	5.9%	\$1,650,120	23.1%	\$1,419,805
Average Price Per Sq Ft	\$839	5.5%	\$795	26.0%	\$666
Median Sales Price	\$1,475,000	7.7%	\$1,370,000	29.4%	\$1,140,000
Number of Sales (Closed)	197	-18.9%	243	-19.3%	244
Days on Market (From Last List Date)	26	-10.3%	29	-44.7%	47
Listing Discount (From Last List Price)	-1.4%		0.0%		2.8%
Entry Price Threshold	\$1,180,000	4.9%	\$1,125,000	25.7%	\$939,000

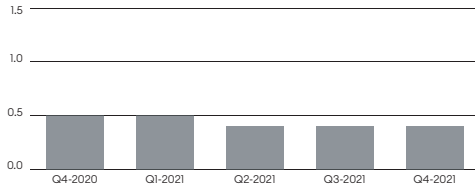
North Beaches SF Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,488,524	4.2%	\$1,429,061	18.5%	\$1,256,215
Average Price Per Sq Ft	\$705	4.4%	\$675	22.2%	\$577
Median Sales Price	\$1,230,000	0.2%	\$1,227,500	17.1%	\$1,050,000
Number of Sales (Closed)	365	-20.7%	460	-15.7%	433
Days on Market (From Last List Date)	17	13.3%	15	-43.3%	30
Listing Discount (From Last List Price)	-0.8%		-1.0%		1.0%

North Beaches Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$687,321	7.8%	\$637,857	11.7%	\$615,458
Average Price Per Sq Ft	\$570	-2.7%	\$586	14.9%	\$496
Median Sales Price	\$649,000	13.9%	\$570,000	20.2%	\$540,000
Number of Sales (Closed)	140	-7.3%	151	-0.7%	141
Days on Market (From Last List Date)	21	16.7%	18	-32.3%	31
Listing Discount (From Last List Price)	-0.6%		-0.7%		1.0%

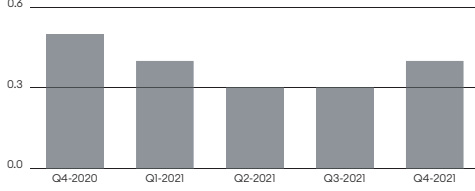
Newport Beach SF Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$4,396,666	4.8%	\$4,193,437	11.9%	\$3,928,265
Average Price Per Sq Ft	\$1,299	4.4%	\$1,244	14.3%	\$1,136
Median Sales Price	\$3,500,000	7.7%	\$3,250,000	26.7%	\$2,762,375
Number of Sales (Closed)	201	-10.3%	224	-19.3%	249
Days on Market (From Last List Date)	35	2.9%	34	-43.5%	62
Listing Discount (From Last List Price)	2.4%		2.8%		4.5%

Newport Beach Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,656,122	18.5%	\$1,397,310	16.8%	\$1,418,024
Average Price Per Sq Ft	\$981	22.9%	\$798	26.4%	\$776
Median Sales Price	\$1,400,000	13.4%	\$1,235,000	25.0%	\$1,120,000
Number of Sales (Closed)	57	-32.1%	84	-32.9%	85
Days on Market (From Last List Date)	30	-6.3%	32	-26.8%	41
Listing Discount (From Last List Price)	0.5%		1.3%		3.4%

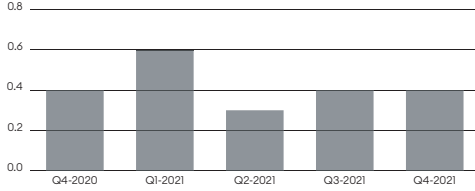
City of Irvine Single Family Months of Supply



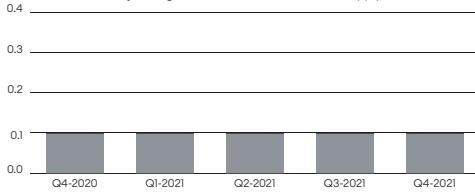
City of Irvine Condo Months of Supply



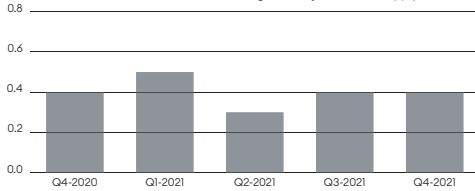
City of Laguna Beach Single Family Months of Supply



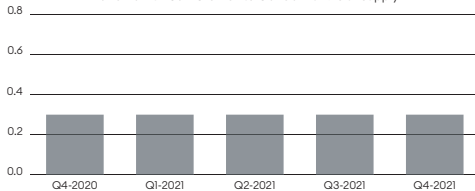
City of Laguna Beach Condo Months of Supply



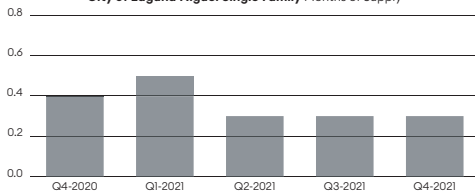
Dana Point + San Clemente Single Family Months of Supply



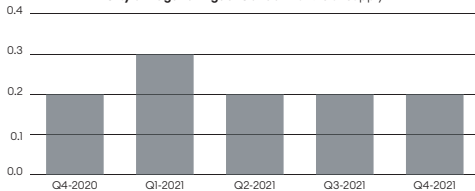
Dana Point + San Clemente Condo Months of Supply



City of Laguna Niguel Single Family Months of Supply



City of Laguna Niguel Condo Months of Supply



City of Irvine SF Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,931,309	2.5%	\$1,884,737	29.4%	\$1,492,844
Average Price Per Sq Ft	\$680	6.3%	\$640	28.3%	\$530
Median Sales Price	\$1,531,035	6.3%	\$1,440,000	26.7%	\$1,208,000
Number of Sales (Closed)	224	-28.2%	312	-18.5%	275
Days on Market (From Last List Date)	17	-29.2%	24	-63.0%	46
Listing Discount (From Last List Price)	-2.0%		-0.1%		2.6%

City of Irvine Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$978,037	8.8%	\$899,184	27.1%	\$769,559
Average Price Per Sq Ft	\$593	5.7%	\$561	24.8%	\$475
Median Sales Price	\$905,029	6.3%	\$851,750	23.1%	\$735,000
Number of Sales (Closed)	264	-31.3%	384	-27.3%	363
Days on Market (From Last List Date)	16	6.7%	15	-59.0%	39
Listing Discount (From Last List Price)	-3.3%		-2.5%		1.2%

City of Laguna Beach SF Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$2,502,353	29.0%	\$1,939,577	52.6%	\$1,639,282
Average Price Per Sq Ft	\$936	23.0%	\$761	50.2%	\$623
Median Sales Price	\$1,580,000	12.1%	\$1,410,000	29.5%	\$1,220,000
Number of Sales (Closed)	336	-28.8%	472	-27.3%	462
Days on Market (From Last List Date)	29	11.5%	26	-38.3%	47
Listing Discount (From Last List Price)	2.5%		-0.1%		2.7%

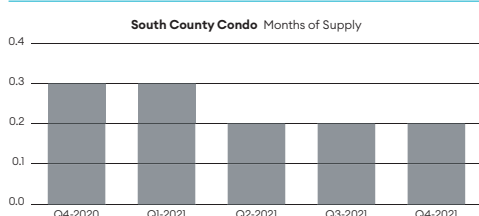
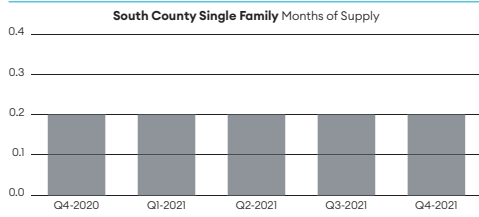
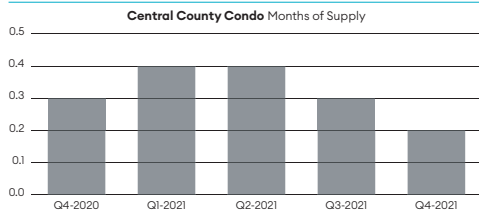
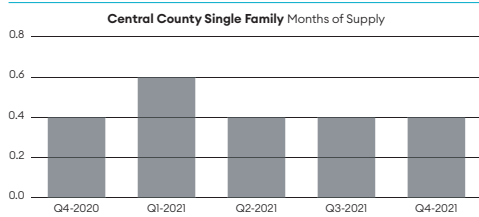
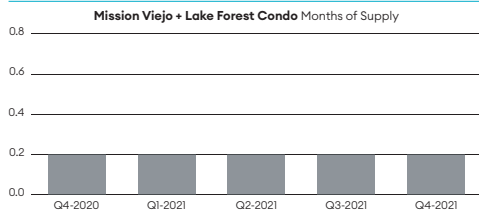
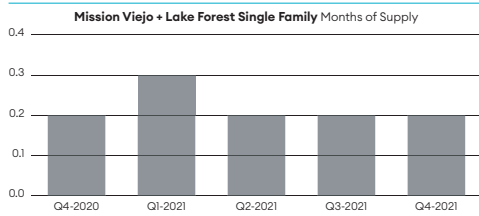
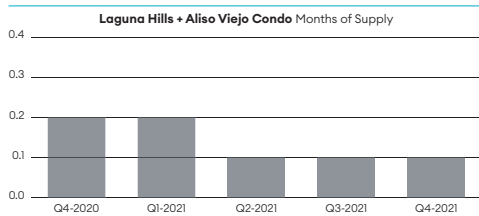
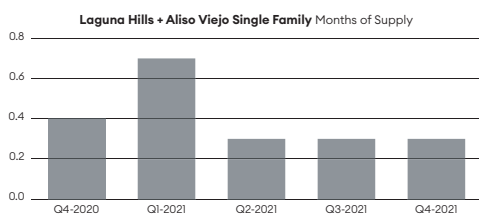
City of Laguna Beach Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$728,629	4.6%	\$696,828	23.9%	\$587,849
Average Price Per Sq Ft	\$581	0.0%	\$581	22.1%	\$476
Median Sales Price	\$662,500	8.8%	\$609,000	26.2%	\$525,000
Number of Sales (Closed)	226	-17.5%	274	-20.7%	285
Days on Market (From Last List Date)	13	-18.8%	16	-50.0%	26
Listing Discount (From Last List Price)	-3.9%		-2.3%		0.5%

Dana Point+San Clemente SF Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,872,595	-3.5%	\$1,939,552	31.0%	\$1,429,206
Average Price Per Sq Ft	\$702	1.2%	\$694	30.5%	\$538
Median Sales Price	\$1,500,000	3.4%	\$1,450,000	30.4%	\$1,150,000
Number of Sales (Closed)	349	-16.1%	416	-22.3%	449
Days on Market (From Last List Date)	20	5.3%	19	-31.0%	29
Listing Discount (From Last List Price)	0.2%		0.4%		1.7%

Dana Point+San Clemente Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$890,836	6.2%	\$839,079	14.7%	\$776,571
Average Price Per Sq Ft	\$606	2.5%	\$591	17.4%	\$516
Median Sales Price	\$820,000	7.0%	\$766,000	27.2%	\$644,612
Number of Sales (Closed)	121	-22.9%	157	-29.7%	172
Days on Market (From Last List Date)	22	46.7%	15	-12.0%	25
Listing Discount (From Last List Price)	-3.0%		-2.2%		1.4%

City of Laguna Niguel SF Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,710,279	16.1%	\$1,472,927	33.4%	\$1,281,685
Average Price Per Sq Ft	\$648	12.7%	\$575	34.4%	\$482
Median Sales Price	\$1,350,000	2.9%	\$1,312,500	22.9%	\$1,098,500
Number of Sales (Closed)	141	-26.6%	192	-19.4%	175
Days on Market (From Last List Date)	22	10.0%	20	-38.9%	36
Listing Discount (From Last List Price)	-1.6%		-1.7%		1.3%

City of Laguna Niguel Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$723,723	16.0%	\$624,067	35.4%	\$534,616
Average Price Per Sq Ft	\$572	4.4%	\$548	23.5%	\$463
Median Sales Price	\$657,750	16.6%	\$564,000	34.2%	\$490,000
Number of Sales (Closed)	80	-26.6%	109	-23.8%	105
Days on Market (From Last List Date)	13	-18.8%	16	-58.1%	31
Listing Discount (From Last List Price)	-2.7%		-1.7%		0.2%



Laguna Hills+Aliso Viejo SF Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,382,289	7.8%	\$1,281,920	13.7%	\$1,215,686
Average Price Per Sq Ft	\$538	5.3%	\$511	24.0%	\$434
Median Sales Price	\$1,132,500	1.6%	\$1,115,000	14.7%	\$987,500
Number of Sales (Closed)	95	-36.7%	150	-45.4%	174
Days on Market (From Last List Date)	18	20.0%	15	-43.8%	32
Listing Discount (From Last List Price)	-2.0%		-3.0%		0.9%

Laguna Hills+Aliso Viejo Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$570,072	6.0%	\$537,590	15.0%	\$495,628
Average Price Per Sq Ft	\$466	6.4%	\$438	17.7%	\$396
Median Sales Price	\$561,000	6.9%	\$525,000	16.9%	\$480,000
Number of Sales (Closed)	274	0.0%	274	3.4%	265
Days on Market (From Last List Date)	19	-34.5%	29	-45.7%	35
Listing Discount (From Last List Price)	-3.2%		-2.6%		0.6%

Mission Viejo+Lake Forest SF Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,312,643	8.5%	\$1,209,891	25.3%	\$1,047,571
Average Price Per Sq Ft	\$540	6.3%	\$508	27.7%	\$423
Median Sales Price	\$1,101,500	2.5%	\$1,075,000	22.4%	\$900,000
Number of Sales (Closed)	625	-19.9%	780	-21.7%	798
Days on Market (From Last List Date)	17	21.4%	14	-34.6%	26
Listing Discount (From Last List Price)	-2.6%		-2.7%		0.7%

Mission Viejo+Lake Forest Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$640,219	0.5%	\$637,209	21.5%	\$527,141
Average Price Per Sq Ft	\$508	4.7%	\$485	23.9%	\$410
Median Sales Price	\$652,250	2.3%	\$637,400	27.4%	\$511,900
Number of Sales (Closed)	216	-22.3%	278	-31.0%	313
Days on Market (From Last List Date)	16	33.3%	12	-33.3%	24
Listing Discount (From Last List Price)	-2.6%		-2.9%		0.3%

Central County SF Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,282,775	0.3%	\$1,279,394	18.9%	\$1,078,997
Average Price Per Sq Ft	\$527	3.9%	\$507	17.9%	\$447
Median Sales Price	\$1,087,500	1.6%	\$1,070,000	11.4%	\$976,500
Number of Sales (Closed)	164	-28.1%	228	-41.4%	280
Days on Market (From Last List Date)	18	38.5%	13	-30.8%	26
Listing Discount (From Last List Price)	-2.7%		-2.1%		0.6%

Central County Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$626,154	-0.1%	\$626,692	13.3%	\$552,616
Average Price Per Sq Ft	\$515	4.3%	\$494	22.9%	\$419
Median Sales Price	\$559,000	-7.6%	\$605,000	1.1%	\$552,750
Number of Sales (Closed)	63	-13.7%	73	-25.0%	84
Days on Market (From Last List Date)	14	7.7%	13	-36.4%	22
Listing Discount (From Last List Price)	-2.7%		-3.1%		-0.1%

South County SF Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,384,874	6.7%	\$1,297,692	24.9%	\$1,108,482
Average Price Per Sq Ft	\$531	5.1%	\$505	27.0%	\$418
Median Sales Price	\$1,191,500	8.3%	\$1,100,000	28.1%	\$930,000
Number of Sales (Closed)	670	-15.9%	797	-21.5%	853
Days on Market (From Last List Date)	17	13.3%	15	-34.6%	26
Listing Discount (From Last List Price)	-2.1%		-2.4%		0.7%

South County Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$635,069	1.0%	\$628,537	20.9%	\$525,095
Average Price Per Sq Ft	\$518	5.5%	\$491	23.9%	\$418
Median Sales Price	\$640,000	3.1%	\$621,000	24.3%	\$515,000
Number of Sales (Closed)	227	-21.5%	289	-27.0%	311
Days on Market (From Last List Date)	16	33.3%	12	-30.4%	23
Listing Discount (From Last List Price)	-2.7%		-2.7%		0.3%

Questions or comments? Email report author
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 Methodology: millersamuel.com/research-reports/methodology

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