EllimanReport

Q1-2022 Orange County, CA Sales

Single Family & Condo

Dashboard

YEAR-OVER-YEAR

- + 21.4%
 Prices
 Median Sales Price
- + 0.1 mos
 Pace
 Months of Supply
- 13.7% Sales Closed Sales
- 2.9% Inventory Total Inventory
- 12 days

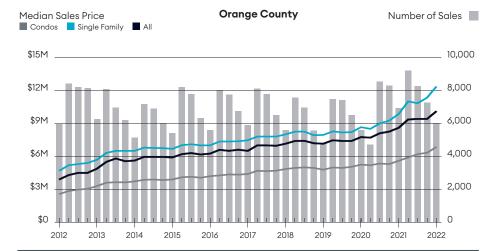
 Marketing Time

 Days on Market
- 3.7%

 Negotiability

 Listing Discount
- Median sales price rose to a new high for the seventh consecutive month, exceeding the \$1 million threshold for the first time
- Sales declined year over year for the third consecutive quarter as listing inventory fell
- Bidding war market share approached seven out of ten sales that closed during the quarter

Finance (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Cash	43.8%	38.7%
Single Family Mortgage	56.2%	61.3%
Condo Cash	43.5%	37.6%
Condo Mortgage	56.4%	62.4%



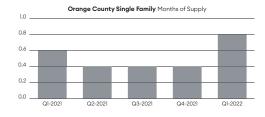
Orange County Matrix	Q1-2022	$\%\Delta$ (QTR)	Q4-2021	$\%\Delta$ (YR)	Q1-2021
Average Sales Price	\$1,376,948	8.3%	\$1,271,250	21.4%	\$1,134,556
Average Price Per Sq Ft	\$709	9.4%	\$648	26.8%	\$559
Median Sales Price	\$1,010,000	7.4%	\$940,000	17.4%	\$860,000
Number of Sales (Closed)	5,989	-17.5%	7,255	-13.7%	6,937
Days on Market (From Last List Date)	16	-15.8%	19	-42.9%	28
Listing Discount (From Last List Price)	-3.1%		-1.0%		0.6%
Listing Inventory	1,370	44.7%	947	-2.9%	1,411
Months of Supply	0.7	75.0%	0.4	16.7%	0.6
Average Square Feet	2,005	-0.9%	2,024	-1.2%	2,029
Year-to-Date	Q1-2022	$\%\Delta$ (QTR)	Q4-2021	%∆ (yr)	Q1-2021
Average Sales Price (YTD)	\$1,376,948	N/A	N/A	21.4%	\$1,134,556
Average Price per Sq Ft (YTD)	\$709	N/A	N/A	26.8%	\$559
Median Sales Price (YTD)	\$1,010,000	N/A	N/A	17.4%	\$860,000
Number of Sales (YTD)	5,989	N/A	N/A	-13.7%	6,937

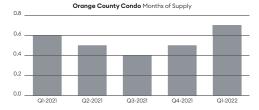
Days on Market (Sales Share)	Current Quarter	Prior Year Quarter
Single Family ≤ 30 Days	86.7%	76.2%
Single Family 31-60 Days	6.9%	10.2%
Single Family > 60 Days	6.4%	13.6%
Condo ≤ 30 Days	87.6%	72.7%
Condo 31-60 Days	7.5%	12.8%
Condo > 60 Days	4.9%	14.5%

Over/Under Last List (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Over	66.6%	47.9%
Single Family At	12.2%	15.5%
Single Family Under	21.2%	36.5%
Condo Over	67.7%	43.4%
Condo At	13.5%	16.0%
Condo Under	18.8%	40.5%

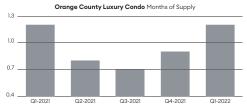
The median sales price exceeded the \$1 million threshold for the first time after seven consecutive quarters of new highs. The decline of listing inventory reined in demand as sales fell 13.7% annually to 5,989 but were still 7.3% higher than pre-pandemic levels. Elevated demand remained evident as the market share of bidding wars reached 67.4% for the seventh consecutive record.



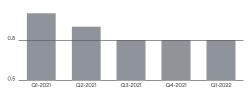














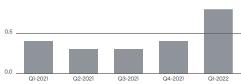
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0.0	Q1-2021	Q2-2021	Q3-2021	Q4-2021	Q1-2022	

Single Family Matrix	Q1-2022	%∆ (QTR)	Q4-2021	%∆ (YR)	Q1-2021
Average Sales Price	\$1,704,036	9.9%	\$1,550,363	25.0%	\$1,363,224
Average Price Per Sq Ft	\$730	9.6%	\$666	27.0%	\$575
Median Sales Price	\$1,235,000	9.0%	\$1,133,000	25.3%	\$985,500
Number of Sales (Closed)	3,741	-20.9%	4,730	-19.9%	4,668
Days on Market (From Last List Date)	17	-10.5%	19	-37.0%	27
Listing Discount (From Last List Price)	-2.8%		-0.6%		0.6%
Condo Matrix	Q1-2022	$\%\Delta$ (QTR)	Q4-2021	Δ (YR)	Q1-2021
Average Sales Price	\$820,955	11.5%	\$736,485	23.6%	\$664,119
Average Price Per Sq Ft	\$627	10.4%	\$568	24.9%	\$502
Median Sales Price	\$685,525	8.4%	\$632,500	22.4%	\$559,999
Number of Sales (Closed)	1,763	-10.3%	1,965	-22.3%	2,269
Days on Market (From Last List Date)	15	-16.7%	18	-46.4%	28
Listing Discount (From Last List Price)	-4.2%		-2.3%		0.2%

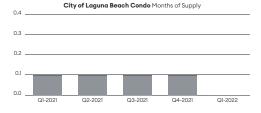
Luxury Single Family Matrix (Top 10% of So	les) Q1-2022	$\%\Delta$ (QTR)	Q4-2021	$\%\Delta$ (YR)	Q1-2021
Average Sales Price	\$5,346,290	10.6%	\$4,832,732	29.4%	\$4,131,861
Average Price Per Sq Ft	\$1,237	11.1%	\$1,113	26.7%	\$976
Median Sales Price	\$4,000,000	6.7%	\$3,750,000	20.3%	\$3,325,000
Number of Sales (Closed)	380	-21.3%	483	-18.6%	467
Days on Market (From Last List Date)	44	-4.3%	46	-36.2%	69
Listing Discount (From Last List Price)	1.4%		3.3%		3.6%
Entry Price Threshold	\$2,850,000	9.6%	\$2,600,000	23.6%	\$2,305,000
Luxury Condo Matrix (Top 10% of Sales)	Q1-2022	$\%\Delta$ (QTR)	Q4-2021	$\%\Delta$ (YR)	Q1-2021
Average Sales Price	\$2,016,303	15.4%	\$1,747,713	25.2%	\$1,609,969
Average Price Per Sq Ft	\$959	14.3%	\$839	27.4%	\$753
Median Sales Price	\$1,650,000	11.9%	\$1,475,000	30.2%	\$1,267,500
Number of Sales (Closed)	177	-10.2%	197	-22.4%	228
Days on Market (From Last List Date)	21	-19.2%	26	-61.1%	54
Listing Discount (From Last List Price)	-2.5%		-1.4%		2.6%
Entry Price Threshold	\$1,358,000	15.1%	\$1,180,000	34.5%	\$1,010,000

North Beaches SF Matrix	Q1-2022	%∆ (QTR)	Q4-2021	%∆ (yr)	Q1-2021
Average Sales Price	\$1,676,390	12.6%	\$1,488,524	23.2%	\$1,360,401
Average Price Per Sq Ft	\$761	7.9%	\$705	22.7%	\$620
Median Sales Price	\$1,387,500	12.8%	\$1,230,000	24.5%	\$1,114,500
Number of Sales (Closed)	256	-29.9%	365	-30.8%	370
Days on Market (From Last List Date)	15	-11.8%	17	-46.4%	28
Listing Discount (From Last List Price)	-2.1%		-0.8%		0.4%
North Beaches Condo Matrix	Q1-2022	%∆ (QTR)	Q4-2021	%∆ (yr)	Q1-2021
Average Sales Price	\$712,054	3.6%	\$687,321	14.5%	\$621,808
Average Price Per Sq Ft	\$635	11.4%	\$570	21.0%	\$525
Median Sales Price	\$610,000	-6.0%	\$649,000	8.5%	\$562,000
Number of Sales (Closed)	137	-2.1%	140	-15.4%	162
Days on Market (From Last List Date)	21	0.0%	21	-12.5%	24
Listing Discount (From Last List Price)	-1.3%		-0.6%		0.7%
Newport Beach SF Matrix	Q1-2022	%∆ (QTR)	Q4-2021	%∆ (yr)	Q1-2021
Average Sales Price	\$4,808,149	9.4%	\$4,396,666	41.4%	\$3,400,095
Average Price Per Sq Ft	\$1,467	12.9%	\$1,299	31.2%	\$1,118
Median Sales Price	\$3,800,000	8.6%	\$3,500,000	43.4%	\$2,650,000
Number of Sales (Closed)	162	-19.4%	201	-31.1%	235
Days on Market (From Last List Date)	30	-14.3%	35	-33.3%	45
Listing Discount (From Last List Price)	1.4%		2.4%		2.1%
Newport Beach Condo Matrix	Q1-2022	%∆ (QTR)	Q4-2021	%∆ (yr)	Q1-2021
Average Sales Price	\$1,628,954	-1.6%	\$1,656,122	10.7%	\$1,471,558
Average Sales Price Average Price Per Sq Ft	\$1,628,954 \$985	-1.6% 0.4%	\$1,656,122 \$981	10.7% 26.4%	\$1,471,558 \$779
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Average Price Per Sq Ft	\$985	0.4%	\$981	26.4%	\$779 \$1,225,000
Average Price Per Sq Ft Median Sales Price	\$985 \$1,300,000	0.4%	\$981 \$1,400,000	26.4% 6.1%	\$779

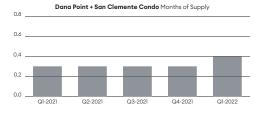


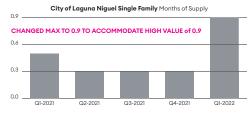












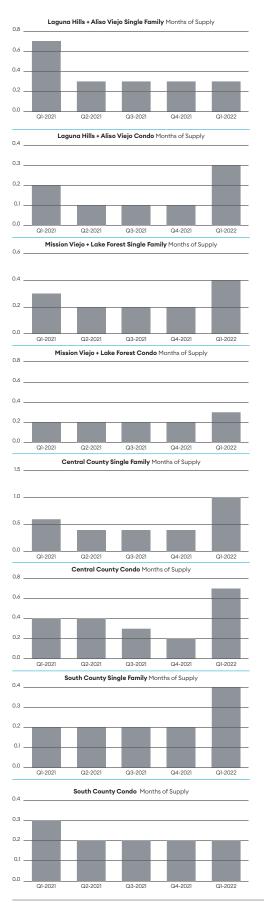


Listing Discount (From Last List Price)

City of Irvine SF Matrix	Q1-2022	%∆ (QTR)	Q4-2021	%∆ (yr)	Q1-2021
Average Sales Price	\$2,226,797	15.3%	\$1,931,309	30.7%	\$1,704,217
Average Price Per Sq Ft	\$748	10.0%	\$680	32.4%	\$565
Median Sales Price	\$1,790,000	16.9%	\$1,531,035	28.3%	\$1,395,000
Number of Sales (Closed)	181	-19.2%	224	-32.2%	267
Days on Market (From Last List Date)	17	0.0%	17	-63.0%	46
Listing Discount (From Last List Price)	-4.3%		-2.0%		1.7%
City of Irvine Condo Matrix	Q1-2022	%∆ (qtr)	Q4-2021	%∆ (yr)	Q1-2021
Average Sales Price	\$1,071,841	9.6%	\$978,037	33.0%	\$806,005
Average Price Per Sq Ft	\$638	7.6%	\$593	28.9%	\$495
Median Sales Price	\$1,019,000	12.6%	\$905,029	30.6%	\$780,000
Number of Sales (Closed)	264	0.0%	264	-25.4%	354
Days on Market (From Last List Date)	12	-25.0%	16	-65.7%	35
Listing Discount (From Last List Price)	-5.7%		-3.3%		0.2%
City of Laguna Beach SF Matrix	Q1-2022	%∆ (QTR)	Q4-2021	%∆ (yr)	Q1-2021
Average Sales Price	\$2,528,712	1.1%	\$2,502,353	28.6%	\$1,967,014
Average Price Per Sq Ft	\$962	2.8%	\$936	29.1%	\$745
Median Sales Price	\$1,880,723	19.0%	\$1.580.000	39.3%	\$1,350,000
Number of Sales (Closed)	291	-13.4%	336	-13.6%	337
Days on Market (From Last List Date)	27	-6.9%	29	-28.9%	38
Listing Discount (From Last List Price)	-1.2%	0.7.70	2.5%	2017 70	2.8%
City of Laguna Beach Condo Matrix	Q1-2022	%∆ (QTR)	Q4-2021	%∆ (yr)	Q1-2021
Average Sales Price	\$972,615	33.5%	\$728,629	54.1%	\$631,219
Average Price Per Sq Ft	\$747	28.6%	\$581	50.6%	\$496
Median Sales Price	\$750,000	13.2%	\$662,500	32.3%	\$567,000
Number of Sales (Closed)	189	-16.4%	226	-20.6%	238
Days on Market (From Last List Date)	12	-7.7%	13	-47.8%	23
Listing Discount (From Last List Price)	-4.6%	7.770	-3.9%	17.070	-0.4%
Dana Point+San Clemente SF Matrix	Q1-2022	%Л (ОТВ)	Q4-2021	%Λ (yr)	Q1-2021
Dana Point+San Clemente SF Matrix Average Sales Price	Q1-2022 \$2,266,354	%∆ (QTR) 21.0%	Q4-2021 \$1.872.595	%∆ (yr) 34.1%	Q1-2021 \$1.690.352
Average Sales Price	\$2,266,354	21.0%	\$1,872,595	%Δ (YR) 34.1% 32.9%	Q1-2021 \$1,690,352 \$614
	\$2,266,354 \$816	21.0% 16.2%	\$1,872,595 \$702	34.1% 32.9%	\$1,690,352 \$614
Average Sales Price Average Price Per Sq Ft Median Sales Price	\$2,266,354	21.0% 16.2% 8.7%	\$1,872,595 \$702 \$1,500,000	34.1% 32.9% 30.5%	\$1,690,352
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$2,266,354 \$816 \$1,630,000 248	21.0% 16.2% 8.7% -28.9%	\$1,872,595 \$702 \$1,500,000 349	34.1% 32.9% 30.5% -39.2%	\$1,690,352 \$614 \$1,249,000 408
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$2,266,354 \$816 \$1,630,000 248 16	21.0% 16.2% 8.7%	\$1,872,595 \$702 \$1,500,000 349 20	34.1% 32.9% 30.5%	\$1,690,352 \$614 \$1,249,000 408 29
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$2,266,354 \$816 \$1,630,000 248 16 -2.3%	21.0% 16.2% 8.7% -28.9% -20.0%	\$1,872,595 \$702 \$1,500,000 349 20 0.2%	34.1% 32.9% 30.5% -39.2% -44.8%	\$1,690,352 \$614 \$1,249,000 408 29 1.5%
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022	21.0% 16.2% 8.7% -28.9% -20.0%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021	34.1% 32.9% 30.5% -39.2% -44.8%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (GTR) 10.8%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836	34.1% 32.9% 30.5% -39.2% -44.8%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679	21.0% 16.2% 8.7% -28.9% -20.0% %\(\rightarrow \text{(atr)} \) 10.8% 12.0%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (GTR) 10.8% 12.0% 4.9%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (GTR) 10.8% 12.0% 4.9% 6.6%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750
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Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4%	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (ατκ) 10.8% 12.0% 4.9% 6.6% -36.4%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0%	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4%
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (GTR) 10.8% 12.0% 4.9% 6.6% -36.4%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γR) 17.5% 25.0% 22.2% -19.4% -51.7%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022 \$1,807,268	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (GTR) 10.8% 12.0% 4.9% 6.6% -36.4% %Δ (GTR)	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021 \$1,710,279	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021 \$1,483,898
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022 \$1,807,268 \$704	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (ατr) 10.8% 12.0% 4.9% 6.6% -36.4% %Δ (ατr) 5.7% 8.6%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021 \$1,710,279 \$648	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7% %Δ (γr) 30.4%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021 \$1,483,898 \$540
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022 \$1,807,268 \$704	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (ατr) 10.8% 12.0% 4.9% 6.6% -36.4% %Δ (ατr) 5.7% 8.6% 25.4%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021 \$1,710,279 \$648 \$1,350,000	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7% %Δ (γr) 21.8% 30.4% 44.0%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021 \$1,483,898 \$540 \$1,175,000
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022 \$1,807,268 \$704 \$1,692,500 108	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (GTR) 10.8% 12.0% 4.9% 6.6% -36.4% %Δ (GTR) 5.7% 8.6% 25.4% -23.4%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021 \$1,710,279 \$648 \$1,350,000	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7% %Δ (γr) 21.8% 30.4% 44.0% -23.9%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021 \$1,483,898 \$540 \$1,175,000
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022 \$1,807,268 \$704 \$1,692,500 108 11	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (ατr) 10.8% 12.0% 4.9% 6.6% -36.4% %Δ (ατr) 5.7% 8.6% 25.4%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021 \$1,710,279 \$648 \$1,350,000 141	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7% %Δ (γr) 21.8% 30.4% 44.0%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021 \$1,483,898 \$540 \$1,175,000 142
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Price) Listing Discount (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price)	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022 \$1,807,268 \$704 \$1,692,500 108 11	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (GTR) 10.8% 12.0% 4.9% 6.6% -36.4% %Δ (GTR) 5.7% 8.6% 25.4% -23.4% -50.0%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021 \$1,710,279 \$648 \$1,350,000 141 22 -1.6%	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7% %Δ (γr) 21.8% 30.4% 44.0% -23.9% -57.7%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021 \$1,483,898 \$540 \$1,175,000 142 26 0.5%
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Number of Sales (Closed) Days on Market (From Last List Price) Listing Discount (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel Condo Matrix	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022 \$1,807,268 \$704 \$1,692,500 108 11 -5.7% Q1-2022	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (αΤR) 10.8% 12.0% 4.9% 6.6% -36.4% %Δ (αΤR) 5.7% 8.6% 25.4% -23.4% -50.0%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021 \$1,710,279 \$648 \$1,350,000 141 22 -1.6% Q4-2021	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7% %Δ (γr) 21.8% 30.4% 44.0% -23.9% -57.7%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021 \$1,483,898 \$540 \$1,175,000 142 26 0.5% Q1-2021
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel Condo Matrix Average Sales Price	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022 \$1,807,268 \$704 \$1,692,500 108 11 -5.7% Q1-2022 \$836,199	21.0% 16.2% 8.7% -28.9% -20.0% %A (atr) 10.8% 12.0% 4.9% 6.6% -36.4% %A (atr) 5.7% 8.6% -23.4% -50.0% %A (atr) 15.5%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021 \$1,710,279 \$648 \$1,350,000 141 22 -1.6% Q4-2021 \$723,723	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7% %Δ (γr) 21.8% 30.4% 44.0% -23.9% -57.7%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021 \$1,483,898 \$540 \$1,175,000 142 26 0.5% Q1-2021 \$582,896
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel Condo Matrix Average Sales Price Average Price Per Sq Ft	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022 \$1,807,268 \$704 \$1,692,500 108 11 -5.7% Q1-2022 \$836,199 \$651	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (ατr) 10.8% 12.0% 4.9% 6.6% -36.4% %Δ (ατr) 5.7% 8.6% 25.4% -23.4% -50.0% %Δ (ατr) 15.5% 13.8%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021 \$1,710,279 \$648 \$1,350,000 141 22 -1.6% Q4-2021 \$723,723 \$572	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7% %Δ (γr) 21.8% 30.4% 44.0% -53.9% -57.7% %Δ (γr) 43.5% 36.8%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021 \$1,483,898 \$540 \$1,175,000 142 26 0.5% Q1-2021 \$582,896 \$476
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022 \$1,807,268 \$704 \$1,692,500 108 11 -5.7% Q1-2022 \$836,199 \$651 \$715,000	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (GTR) 10.8% 12.0% 4.9% 6.6% -36.4% %Δ (GTR) 5.7% 8.6% 25.4% -23.4% -50.0% %Δ (GTR) 15.5% 13.8% 8.7%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021 \$1,710,279 \$648 \$1,350,000 141 22 -1.6% Q4-2021 \$723,723 \$572 \$657,750	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7% %Δ (γr) 21.8% 30.4% 44.0% -23.9% -57.7% %Δ (γr) 43.5% 36.8% 35.5%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021 \$1,483,898 \$540 \$1,175,000 142 26 0.5% Q1-2021 \$582,896 \$476 \$527,500
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel Condo Matrix Average Sales Price Average Price Per Sq Ft	\$2,266,354 \$816 \$1,630,000 248 16 -2.3% Q1-2022 \$987,185 \$679 \$860,000 129 14 -3.4% Q1-2022 \$1,807,268 \$704 \$1,692,500 108 11 -5.7% Q1-2022 \$836,199 \$651	21.0% 16.2% 8.7% -28.9% -20.0% %Δ (ατr) 10.8% 12.0% 4.9% 6.6% -36.4% %Δ (ατr) 5.7% 8.6% 25.4% -23.4% -50.0% %Δ (ατr) 15.5% 13.8%	\$1,872,595 \$702 \$1,500,000 349 20 0.2% Q4-2021 \$890,836 \$606 \$820,000 121 22 -3.0% Q4-2021 \$1,710,279 \$648 \$1,350,000 141 22 -1.6% Q4-2021 \$723,723 \$572	34.1% 32.9% 30.5% -39.2% -44.8% %Δ (γr) 17.5% 25.0% 22.2% -19.4% -51.7% %Δ (γr) 21.8% 30.4% 44.0% -53.9% -57.7% %Δ (γr) 43.5% 36.8%	\$1,690,352 \$614 \$1,249,000 408 29 1.5% Q1-2021 \$840,370 \$543 \$703,750 160 29 0.4% Q1-2021 \$1,483,898 \$540 \$1,175,000 142 26 0.5% Q1-2021 \$582,896 \$476

-2.7%

-0.6%



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Laguna Hills+Aliso Viejo SF Matrix	Q1-2022	%∆ (qtr)	Q4-2021	%∆ (YR)	Q1-2021
Average Sales Price	\$1,693,403	22.5%	\$1,382,289	32.8%	\$1,274,700
Average Price Per Sq Ft	\$636	18.2%	\$538	36.8%	\$465
Median Sales Price	\$1,375,000	21.4%	\$1,132,500	34.4%	\$1,023,000
Number of Sales (Closed)	95	0.0%	95	-8.7%	104
Days on Market (From Last List Date)	16	-11.1%	18	-48.4%	31
Listing Discount (From Last List Price)	-4.3%	0(+(-)	-2.0%	0(+(-)	0.0%
Laguna Hills+Aliso Viejo Condo Matrix	Q1-2022	%∆ (QTR)	Q4-2021	%∆ (YR)	Q1-2021
Average Sales Price	\$583,546	2.4%	\$570,072	14.2%	\$510,950
Average Price Per Sq Ft	\$473	1.5%	\$466 \$561,000	16.8%	\$405
Median Sales Price	\$575,000	2.5%		12.7%	\$510,000
Number of Sales (Closed)	208	-24.1%	274	-13.0%	239
Days on Market (From Last List Date)	21	10.5%	19	-46.2%	
Listing Discount (From Last List Price)	-4.3%	0/ A (aza)	-3.2%	O/ A (va)	0.2%
Mission Viejo+Lake Forest SF Matrix	Q1-2022	%∆ (QTR)	Q4-2021	%∆ (YR)	Q1-2021
Average Sales Price	\$1,416,196	7.9%	\$1,312,643	28.3%	\$1,103,889
Average Price Per Sq Ft	\$586	8.5%	\$540	28.8%	\$455
Median Sales Price	\$1,255,000	13.9%	\$1,101,500	34.9%	\$930,000
Number of Sales (Closed)	490	-21.6%	625	-16.4% -40.9%	586
Days on Market (From Last List Date)	13	-23.5%	2.49/	-40.9%	22
Listing Discount (From Last List Price)	-4.4%	0/ A (aza)	-2.6%	%∆ (yr)	-0.4%
Mission Viejo+Lake Forest Condo Matrix	Q1-2022 \$697,548	%∆ (QTR)	Q4-2021	. ,	Q1-2021
Average Sales Price		9.0%	\$640,219 \$508	24.5%	\$560,440
Average Price Per Sq Ft Median Sales Price	\$552	8.7%		28.4%	\$430
Number of Sales (Closed)	\$678,000 200	3.9%	\$652,250 216	-25.4%	\$545,000
	11	-7.4% -31.3%	16	-42.1%	268
Days on Market (From Last List Date) Listing Discount (From Last List Price)	-4.7%	-31.376	-2.6%	-42.1 /0	-0.9%
Listing Discount (From East List Frice)	-4.7 70		-2.0 /0		-0.7 70
Central County SE Matrix	Q1-2022	%A (OTP)	04-2021	%A (vp)	Q1-2021
Central County SF Matrix Average Sales Price	Q1-2022 \$1,366,674	%∆ (QTR)	Q4-2021 \$1,282,775	%∆ (YR)	Q1-2021 \$1,167,527
Average Sales Price	\$1,366,674	6.5%	\$1,282,775	17.1%	\$1,167,527
Average Sales Price Average Price Per Sq Ft	\$1,366,674 \$576	6.5% 9.3%	\$1,282,775 \$527	17.1% 24.7%	\$1,167,527 \$462
Average Sales Price Average Price Per Sq Ft Median Sales Price	\$1,366,674 \$576 \$1,157,000	6.5% 9.3% 6.4%	\$1,282,775 \$527 \$1,087,500	17.1% 24.7% 21.2%	\$1,167,527 \$462 \$955,000
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$1,366,674 \$576 \$1,157,000 135	6.5% 9.3% 6.4% -17.7%	\$1,282,775 \$527 \$1,087,500 164	17.1% 24.7% 21.2% -22.0%	\$1,167,527 \$462 \$955,000 173
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$1,366,674 \$576 \$1,157,000 135	6.5% 9.3% 6.4%	\$1,282,775 \$527 \$1,087,500 164 18	17.1% 24.7% 21.2%	\$1,167,527 \$462 \$955,000 173 32
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$1,366,674 \$576 \$1,157,000 135 12 -5.1%	6.5% 9.3% 6.4% -17.7% -33.3%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7%	17.1% 24.7% 21.2% -22.0% -62.5%	\$1,167,527 \$462 \$955,000 173 32 0.4%
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022	6.5% 9.3% 6.4% -17.7% -33.3%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021	17.1% 24.7% 21.2% -22.0% -62.5%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$1,366,674 \$576 \$1,157,000 135 12 -5.1%	6.5% 9.3% 6.4% -17.7% -33.3%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7%	17.1% 24.7% 21.2% -22.0% -62.5%	\$1,167,527 \$462 \$955,000 173 32 0.4%
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (QTR) 15.4%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515	17.1% 24.7% 21.2% -22.0% -62.5% %Δ (γr) 26.8%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (GTR) 15.4% 14.0% 19.0%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154	17.1% 24.7% 21.2% -22.0% -62.5% %\(\lambda \text{ (yr)} \) 26.8% 31.3% 22.4%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (QTR) 15.4% 14.0%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000	17.1% 24.7% 21.2% -22.0% -62.5% %\(\(\text{Vr} \) \) 26.8% 31.3% 22.4% -25.0%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (QTR) 15.4% 14.0% 19.0% -9.5%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63	17.1% 24.7% 21.2% -22.0% -62.5% %\(\lambda \text{ (yr)} \) 26.8% 31.3% 22.4%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (QTR) 15.4% 14.0% 19.0% -9.5%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14	17.1% 24.7% 21.2% -22.0% -62.5% %\(\(\text{Vr} \) \) 26.8% 31.3% 22.4% -25.0%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0%
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8 -8.3% Q1-2022	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (ΔΤR) 15.4% 14.0% 19.0% -9.5% -42.9%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7% Q4-2021	17.1% 24.7% 21.2% -22.0% -62.5% %Δ (γr) 26.8% 31.3% 22.4% -25.0% -66.7%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0% Q1-2021
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8	6.5% 9.3% 6.496 -17.7% -33.3% %Δ (ατr) 15.4% 14.0% 19.0% -9.5% -42.9%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7%	17.1% 24.7% 21.2% -22.0% -62.5% %Δ (γr) 26.8% 31.3% 22.4% -25.0% -66.7%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0%
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8 -8.3% Q1-2022 \$1,505,050	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (QTR) 15.4% 14.0% 19.0% -9.5% -42.9% %Δ (QTR) 8.7%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7% Q4-2021 \$1,384,874	17.1% 24.7% 21.2% -22.0% -62.5% %Δ (γr) 26.8% 31.3% 22.4% -25.0% -66.7%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0% Q1-2021 \$1,186,627
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Price) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8 -8.3% Q1-2022 \$1,505,050 \$581	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (GTR) 15.4% 14.0% -9.5% -42.9% %Δ (GTR) 8.7% 9.4% 7.0%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7% Q4-2021 \$1,384,874 \$531	17.1% 24.7% 21.2% -22.0% -62.5% %Δ (γr) 26.8% 31.3% 22.4% -25.0% -66.7% %Δ (γr) 26.8% 29.1%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0% Q1-2021 \$1,186,627 \$450
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8 -8.3% Q1-2022 \$1,505,050 \$581	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (QTR) 15.4% 14.0% 19.0% -9.5% -42.9% %Δ (QTR) 8.7% 9.4%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7% Q4-2021 \$1,384,874 \$531 \$1,191,500	17.1% 24.7% 21.2% -22.0% -62.5% %\(\Delta \text{(rr)} \) 26.8% 31.3% 22.4% -25.0% -66.7% %\(\Delta \text{(rr)} \) 26.8% 29.1% 30.1%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0% Q1-2021 \$1,186,627 \$450 \$980,000
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8 -8.3% Q1-2022 \$1,505,050 \$581 \$1,275,000 520	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (αΤR) 15.4% 14.0% -9.5% -42.9% %Δ (αΤR) 8.7% 9.4% 7.0% -22.4%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7% Q4-2021 \$1,384,874 \$531 \$1,191,500 670	17.1% 24.7% 21.2% -22.0% -62.5% %\(\(\text{Vr} \) \) 26.8% 31.3% 22.4% -25.0% -66.7% %\(\(\text{Vr} \) \) 26.8% 20.1% 30.1% -21.3%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0% Q1-2021 \$1,186,627 \$450 \$980,000 661
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Number of Sales (Closed) Days on Market (From Last List Date)	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8 -8.3% Q1-2022 \$1,505,050 \$581 \$1,275,000 520 13	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (αΤR) 15.4% 14.0% -9.5% -42.9% %Δ (αΤR) 8.7% 9.4% 7.0% -22.4%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7% Q4-2021 \$1,384,874 \$531 \$1,191,500 670 17	17.1% 24.7% 21.2% -22.0% -62.5% %\(\(\text{Vr} \) \) 26.8% 31.3% 22.4% -25.0% -66.7% %\(\(\text{Vr} \) \) 26.8% 20.1% 30.1% -21.3%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0% Q1-2021 \$1,186,627 \$450 \$980,000 661 22
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price)	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8 -8.3% Q1-2022 \$1,505,050 \$581 \$1,275,000 520 13 -4.0%	6.5% 9.3% 6.4% -17.7% -33.3% %\(\(\) (\text{OTR} \) 15.4% 14.0% 19.0% -9.5% -42.9% %\(\) (\text{OTR} \) 8.7% 9.4% 7.0% -22.4% -23.5%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7% Q4-2021 \$1,384,874 \$531 \$1,191,500 670 17 -2.1%	17.1% 24.7% 21.2% -22.0% -62.5% %Δ (γr) 26.8% 31.3% -25.0% -66.7% %Δ (γr) 26.8% 29.1% 30.1% -40.9%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0% Q1-2021 \$1,186,627 \$450 \$980,000 661 22 -0.3%
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price) South County Condo Matrix	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8 -8.3% Q1-2022 \$1,505,050 \$581 \$1,275,000 520 13 -4.0% Q1-2022	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (ΔΤR) 15.4% 14.0% -9.5% -42.9% %Δ (ΩΤR) 8.7% 9.4% 7.0% -22.4% -23.5%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7% Q4-2021 \$1,384,874 \$531 \$1,191,500 670 17 -2.1% Q4-2021	17.1% 24.7% 21.2% -22.0% -62.5% %Δ (γr) 26.8% 31.3% 22.4% -25.0% -66.7% %Δ (γr) 26.8% 29.1% 30.1% -21.3% -40.9%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0% Q1-2021 \$1,186,627 \$450 \$980,000 661 22 -0.3% Q1-2021
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price) South County Condo Matrix Average Sales Price	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8 -8.3% Q1-2022 \$1,505,050 \$581 \$1,275,000 520 13 -4.0% Q1-2022 \$7700,586	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (αΤR) 15.4% 14.0% 19.0% -9.5% -42.9% %Δ (αΤR) 8.7% 9.4% 7.0% -22.4% -23.5% %Δ (αΤR) 10.3%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7% Q4-2021 \$1,384,874 \$531 \$1,191,500 670 17 -2.1% Q4-2021 \$635,069	17.1% 24.7% 21.2% -22.0% -62.5% %Δ (γr) 26.8% 31.3% 22.4% -25.0% -66.7% %Δ (γr) 26.8% 29.1% 30.1% -21.3% -40.9%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0% Q1-2021 \$1,186,627 \$450 \$980,000 661 22 -0.3% Q1-2021 \$548,230
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Price) South County SF Matrix Average Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price) South County Condo Matrix Average Sales Price Average Price Per Sq Ft	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8 -8.3% Q1-2022 \$1,505,050 \$581 \$1,275,000 520 13 -4.0% Q1-2022 \$700,586 \$558	6.5% 9.3% 6.496 -17.7% -33.3% %Δ (αTR) 15.4% 14.0% 19.0% -9.5% -42.9% %Δ (αTR) 8.7% 9.4% 7.0% -22.4% -23.5% %Δ (αTR) 10.3% 7.7%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7% Q4-2021 \$1,384,874 \$531 \$1,191,500 670 17 -2.1% Q4-2021 \$635,069 \$518	17.1% 24.7% 21.2% -22.0% -62.5% %Δ (γr) 26.8% 31.3% 22.4% -25.0% -66.7% %Δ (γr) 26.8% 29.1% 30.1% -21.3% -40.9%	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0% Q1-2021 \$1,186,627 \$450 \$980,000 661 22 -0.3% Q1-2021 \$548,230 \$435
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Price) South County SF Matrix Average Sales Price Listing Discount (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price) South County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$1,366,674 \$576 \$1,157,000 135 12 -5.1% Q1-2022 \$722,594 \$587 \$665,000 57 8 -8.3% Q1-2022 \$1,505,050 \$581 \$1,275,000 520 13 -4.0% Q1-2022 \$700,586 \$558	6.5% 9.3% 6.4% -17.7% -33.3% %Δ (GTR) 15.4% 14.0% -9.5% -42.9% %Δ (GTR) 8.7% 9.4% -23.5% %Δ (GTR) 10.3% 7.7% 6.3%	\$1,282,775 \$527 \$1,087,500 164 18 -2.7% Q4-2021 \$626,154 \$515 \$559,000 63 14 -2.7% Q4-2021 \$1,384,874 \$531 \$1,191,500 670 17 -2.1% Q4-2021 \$635,069 \$518 \$640,000	17.1% 24.7% 21.2% -22.0% -62.5% %\(\(\)	\$1,167,527 \$462 \$955,000 173 32 0.4% Q1-2021 \$569,737 \$447 \$543,500 76 24 -1.0% Q1-2021 \$1,186,627 \$450 \$980,000 661 22 -0.3% Q1-2021 \$548,230 \$435 \$525,000

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com Methodology: millersamuel.com/research-reports/methodology **Douglas Elliman Real Estate** 575 Madison Avenue, New York, NY 10022 212.891.7000 • elliman.com Miller Samuel Real Estate Appraisers & Consultants 21 West 38th Street, New York, NY 10018 212.768.8100 • millersamuel.com