

Elliman Report

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

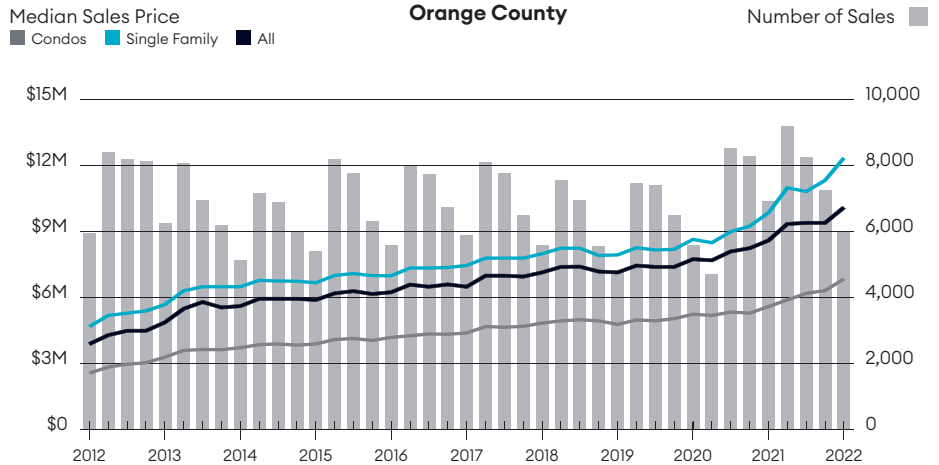
- 2.9%
Inventory
Total Inventory

- 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	%Δ (QTR)	Q4-2021	%Δ (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

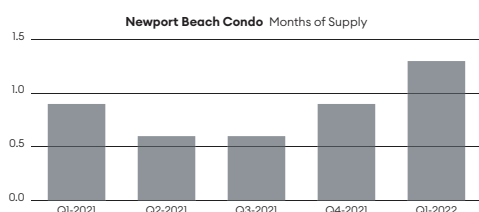
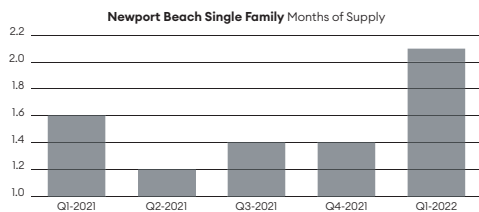
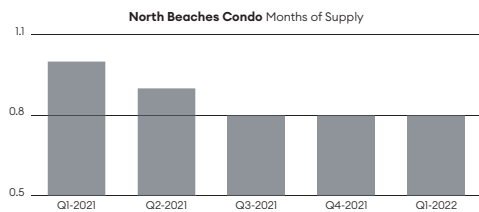
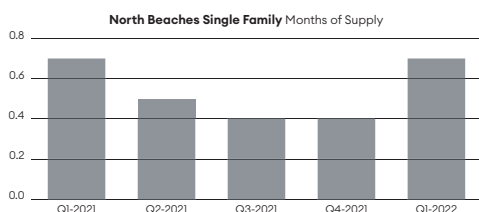
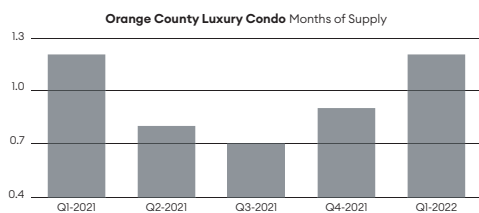
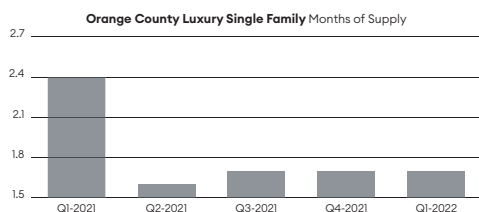
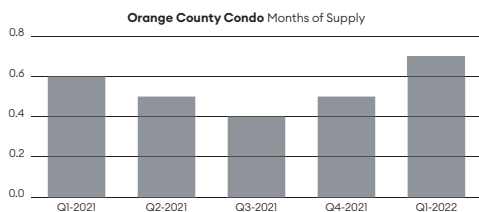
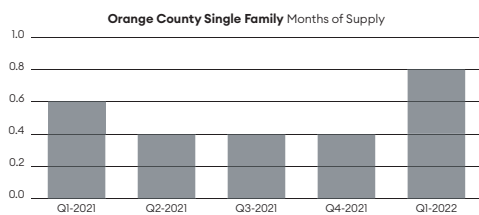
Year-to-Date	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price (YTD)	\$1,376,948	N/A	N/A	21.4%	\$1,134,556
Average Price per Sq Ft (YTD)	\$709	N/A	N/A	26.8%	\$559
Median Sales Price (YTD)	\$1,010,000	N/A	N/A	17.4%	\$860,000
Number of Sales (YTD)	5,989	N/A	N/A	-13.7%	6,937

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.





Single Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (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	%Δ (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 Sales)	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (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%

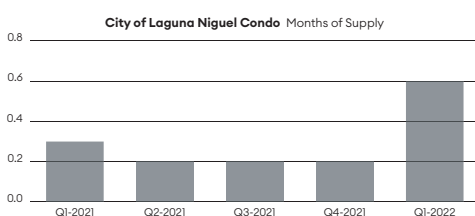
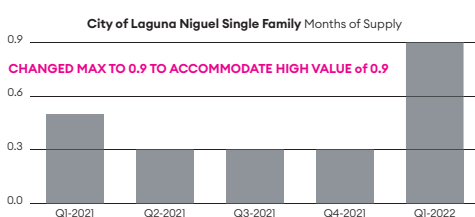
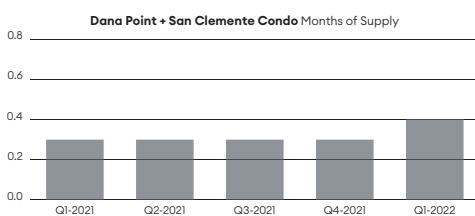
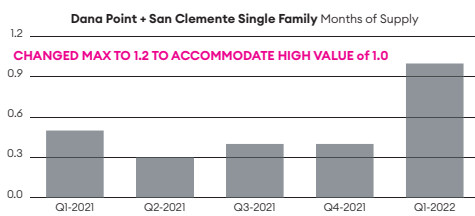
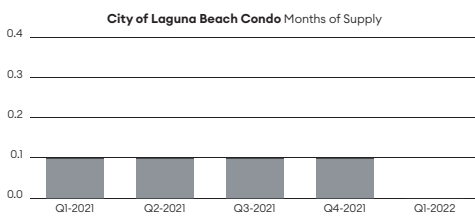
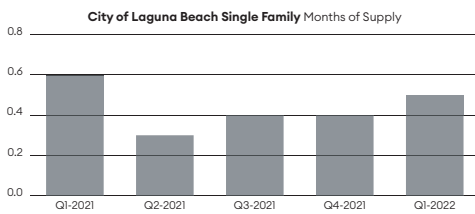
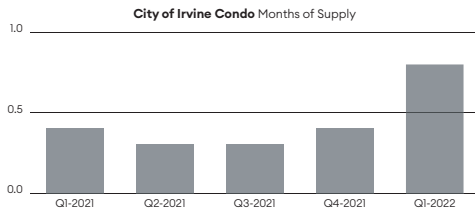
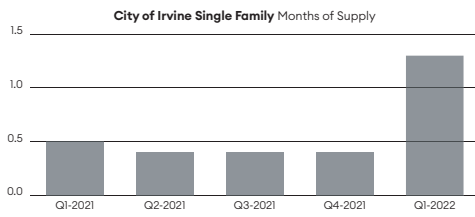
Luxury Condo Matrix (Top 10% of Sales)	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$2,016,303	15.4%	\$1,747,713	25.2%	\$1,609,969
Average Price Per Sq Ft	\$959	14.3%	\$839	27.4%	\$753
Median Sales Price	\$1,650,000	11.9%	\$1,475,000	30.2%	\$1,267,500
Number of Sales (Closed)	177	-10.2%	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	%Δ (QTR)	Q4-2021	%Δ (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	%Δ (QTR)	Q4-2021	%Δ (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	%Δ (QTR)	Q4-2021	%Δ (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	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,628,954	-1.6%	\$1,656,122	10.7%	\$1,471,558
Average Price Per Sq Ft	\$985	0.4%	\$981	26.4%	\$779
Median Sales Price	\$1,300,000	-7.1%	\$1,400,000	6.1%	\$1,225,000
Number of Sales (Closed)	59	3.5%	57	-28.9%	83
Days on Market (From Last List Date)	25	-16.7%	30	-47.9%	48
Listing Discount (From Last List Price)	-1.0%		0.5%		3.5%



City of Irvine SF Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (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	%Δ (QTR)	Q4-2021	%Δ (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	%Δ (QTR)	Q4-2021	%Δ (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%		2.5%		2.8%

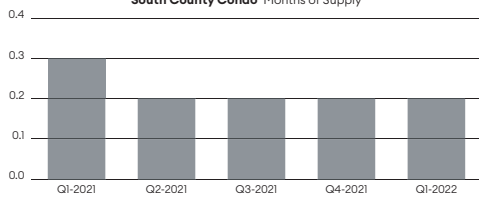
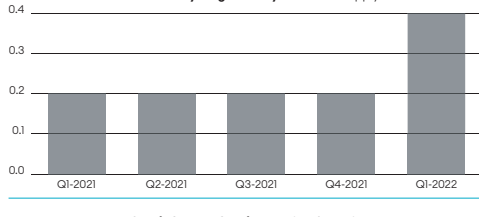
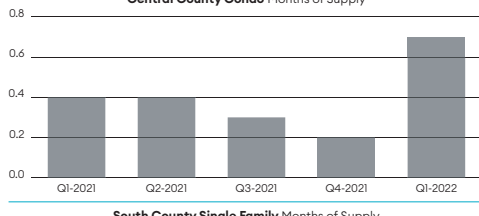
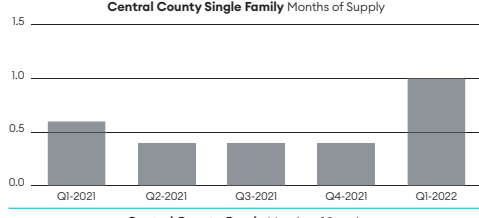
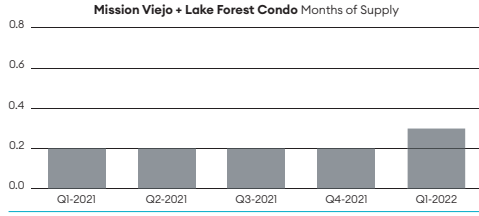
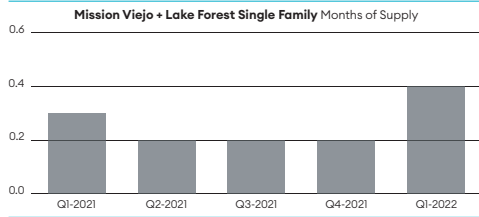
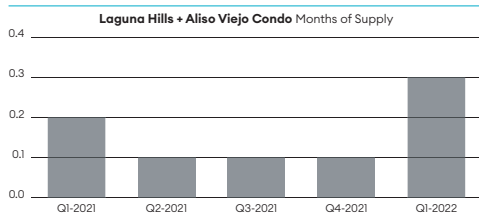
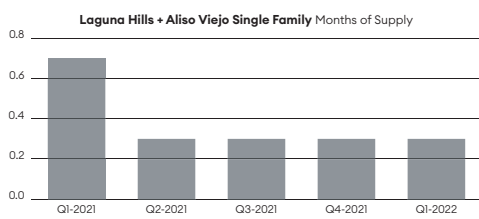
City of Laguna Beach Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$972,615	33.5%	\$728,629	54.1%	\$631,219
Average Price Per Sq Ft	\$747	28.6%	\$581	50.6%	\$496
Median Sales Price	\$750,000	13.2%	\$662,500	32.3%	\$567,000
Number of Sales (Closed)	189	-16.4%	226	-20.6%	238
Days on Market (From Last List Date)	12	-7.7%	13	-47.8%	23
Listing Discount (From Last List Price)	-4.6%		-3.9%		-0.4%

Dana Point+San Clemente SF Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$2,266,354	21.0%	\$1,872,595	34.1%	\$1,690,352
Average Price Per Sq Ft	\$816	16.2%	\$702	32.9%	\$614
Median Sales Price	\$1,630,000	8.7%	\$1,500,000	30.5%	\$1,249,000
Number of Sales (Closed)	248	-28.9%	349	-39.2%	408
Days on Market (From Last List Date)	16	-20.0%	20	-44.8%	29
Listing Discount (From Last List Price)	-2.3%		0.2%		1.5%

Dana Point+San Clemente Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$987,185	10.8%	\$890,836	17.5%	\$840,370
Average Price Per Sq Ft	\$679	12.0%	\$606	25.0%	\$543
Median Sales Price	\$860,000	4.9%	\$820,000	22.2%	\$703,750
Number of Sales (Closed)	129	6.6%	121	-19.4%	160
Days on Market (From Last List Date)	14	-36.4%	22	-51.7%	29
Listing Discount (From Last List Price)	-3.4%		-3.0%		0.4%

City of Laguna Niguel SF Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,807,268	5.7%	\$1,710,279	21.8%	\$1,483,898
Average Price Per Sq Ft	\$704	8.6%	\$648	30.4%	\$540
Median Sales Price	\$1,692,500	25.4%	\$1,350,000	44.0%	\$1,175,000
Number of Sales (Closed)	108	-23.4%	141	-23.9%	142
Days on Market (From Last List Date)	11	-50.0%	22	-57.7%	26
Listing Discount (From Last List Price)	-5.7%		-1.6%		0.5%

City of Laguna Niguel Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$836,199	15.5%	\$723,723	43.5%	\$582,896
Average Price Per Sq Ft	\$651	13.8%	\$572	36.8%	\$476
Median Sales Price	\$715,000	8.7%	\$657,750	35.5%	\$527,500
Number of Sales (Closed)	79	-1.3%	80	-12.2%	90
Days on Market (From Last List Date)	9	-30.8%	13	-64.0%	25
Listing Discount (From Last List Price)	-5.8%		-2.7%		-0.6%



Laguna Hills+Aliso Viejo SF Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (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%		-2.0%		0.0%

Laguna Hills+Aliso Viejo Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (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	16.8%	\$405
Median Sales Price	\$575,000	2.5%	\$561,000	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%	39
Listing Discount (From Last List Price)	-4.3%		-3.2%		0.2%

Mission Viejo+Lake Forest SF Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (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%	586
Days on Market (From Last List Date)	13	-23.5%	17	-40.9%	22
Listing Discount (From Last List Price)	-4.4%		-2.6%		-0.4%

Mission Viejo+Lake Forest Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$697,548	9.0%	\$640,219	24.5%	\$560,440
Average Price Per Sq Ft	\$552	8.7%	\$508	28.4%	\$430
Median Sales Price	\$678,000	3.9%	\$652,250	24.4%	\$545,000
Number of Sales (Closed)	200	-7.4%	216	-25.4%	268
Days on Market (From Last List Date)	11	-31.3%	16	-42.1%	19
Listing Discount (From Last List Price)	-4.7%		-2.6%		-0.9%

Central County SF Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,366,674	6.5%	\$1,282,775	17.1%	\$1,167,527
Average Price Per Sq Ft	\$576	9.3%	\$527	24.7%	\$462
Median Sales Price	\$1,157,000	6.4%	\$1,087,500	21.2%	\$955,000
Number of Sales (Closed)	135	-17.7%	164	-22.0%	173
Days on Market (From Last List Date)	12	-33.3%	18	-62.5%	32
Listing Discount (From Last List Price)	-5.1%		-2.7%		0.4%

Central County Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$722,594	15.4%	\$626,154	26.8%	\$569,737
Average Price Per Sq Ft	\$587	14.0%	\$515	31.3%	\$447
Median Sales Price	\$665,000	19.0%	\$559,000	22.4%	\$543,500
Number of Sales (Closed)	57	-9.5%	63	-25.0%	76
Days on Market (From Last List Date)	8	-42.9%	14	-66.7%	24
Listing Discount (From Last List Price)	-8.3%		-2.7%		-1.0%

South County SF Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,505,050	8.7%	\$1,384,874	26.8%	\$1,186,627
Average Price Per Sq Ft	\$581	9.4%	\$531	29.1%	\$450
Median Sales Price	\$1,275,000	7.0%	\$1,191,500	30.1%	\$980,000
Number of Sales (Closed)	520	-22.4%	670	-21.3%	661
Days on Market (From Last List Date)	13	-23.5%	17	-40.9%	22
Listing Discount (From Last List Price)	-4.0%		-2.1%		-0.3%

South County Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$700,586	10.3%	\$635,069	27.8%	\$548,230
Average Price Per Sq Ft	\$558	7.7%	\$518	28.3%	\$435
Median Sales Price	\$680,000	6.3%	\$640,000	29.5%	\$525,000
Number of Sales (Closed)	207	-8.8%	227	-24.7%	275
Days on Market (From Last List Date)	11	-31.3%	16	-35.3%	17
Listing Discount (From Last List Price)	-4.9%		-2.7%		-0.9%

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

© 2022 DOUGLAS ELLIMAN REAL ESTATE AND MILLER SAMUEL REAL ESTATE APPRAISERS & CONSULTANTS. ALL WORLDWIDE RIGHTS RESERVED. ALL MATERIAL PRESENTED HEREIN IS INTENDED FOR INFORMATION PURPOSES ONLY. WHILE THIS INFORMATION IS BELIEVED TO BE CORRECT, IT IS REPRESENTED SUBJECT TO ERRORS, OMISSIONS, CHANGES OR WITHDRAWAL WITHOUT NOTICE. ALL PROPERTY INFORMATION, INCLUDING, BUT NOT LIMITED TO SQUARE FOOTAGE, ROOM COUNT, NUMBER OF BEDROOMS AND THE SCHOOL DISTRICT IN PROPERTY LISTINGS SHOULD BE VERIFIED BY YOUR OWN ATTORNEY, ARCHITECT OR ZONING EXPERT. IF YOUR PROPERTY IS CURRENTLY LISTED WITH ANOTHER REAL ESTATE BROKER, PLEASE DISREGARD THIS OFFER. IT IS NOT OUR INTENTION TO SOLICIT THE OFFERINGS OF OTHER REAL ESTATE BROKERS. WE COOPERATE WITH THEM FULLY. EQUAL HOUSING OPPORTUNITY. 🏡