

Elliman Report

Q3-2022 Orange County, CA Sales

Single Family & Condo Dashboard

YEAR-OVER-YEAR

+ 5.8%
Prices
Median Sales Price

+ 1.3 mos
Pace
Months of Supply

- 25.5%
Sales
Closed Sales

+ 196.4%
Inventory
Total Inventory

+ 7 days
Marketing Time
Days on Market

+ 2.4%
Negotiability
Listing Discount

- Median sales price increased annually for the twelfth consecutive quarter to the second-highest on record
- The market share of bidding wars fell by half from the prior quarter to one-third of all sales
- The number of sales fell annually for the fifth straight quarter

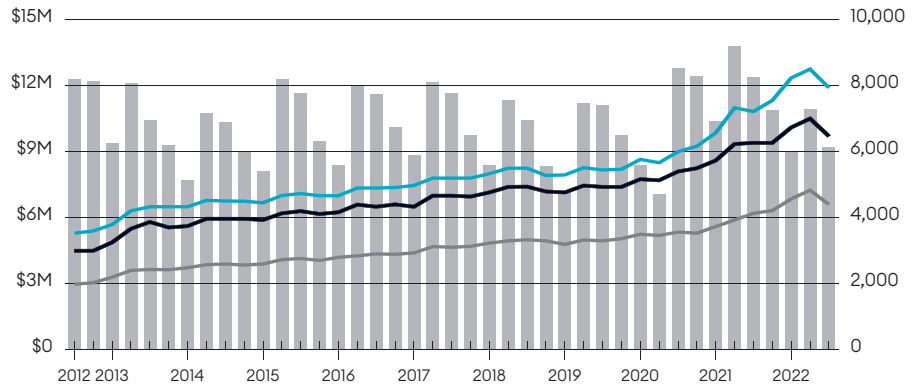
Finance (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Cash	44.6%	42.1%
Single Family Mortgage	55.3%	58.0%
Condo Cash	43.5%	41.8%
Condo Mortgage	56.5%	58.0%

Median Sales Price

■ Condos ■ Single Family ■ All

Orange County

Number of Sales ■



Orange County Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,302,922	-4.3%	\$1,361,287	5.8%	\$1,231,908
Average Price Per Sq Ft	\$695	-4.0%	\$724	14.5%	\$607
Median Sales Price	\$970,000	-7.6%	\$1,050,000	3.2%	\$940,000
Number of Sales (Closed)	6,148	-15.7%	7,292	-25.5%	8,256
Days on Market (From Last List Date)	24	71.4%	14	41.2%	17
Listing Discount (From Last List Price)	1.3%		-2.5%		-1.1%
Listing Inventory	3,483	-13.1%	4,006	196.4%	1,175
Months of Supply	1.7	6.2%	1.6	325.0%	0.4
Average Square Feet	1,966	-1.2%	1,990	-3.1%	2,029

Year-to-Date	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price (YTD)	\$1,347,509	N/A	N/A	10.5%	\$1,219,357
Average Price per Sq Ft (YTD)	\$710	N/A	N/A	19.9%	\$592
Median Sales Price (YTD)	\$1,005,000	N/A	N/A	9.8%	\$915,000
Number of Sales (YTD)	19,431	N/A	N/A	-20.3%	24,380

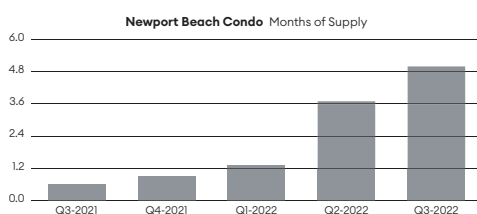
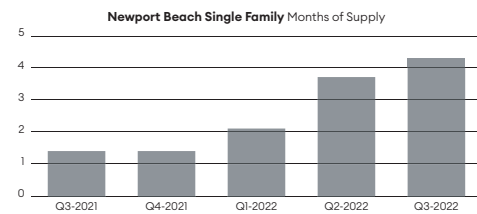
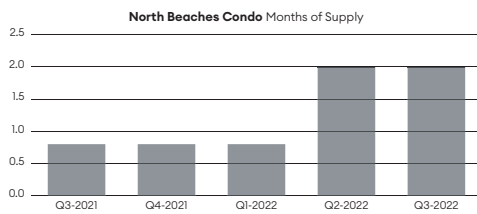
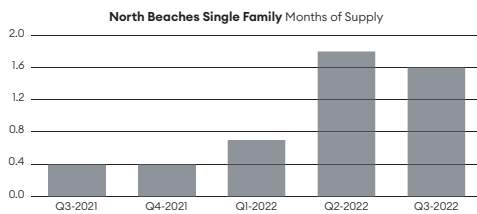
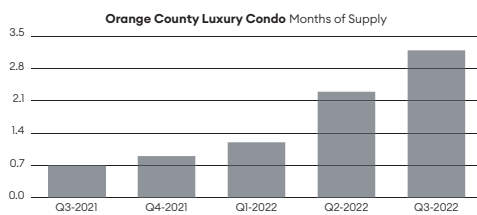
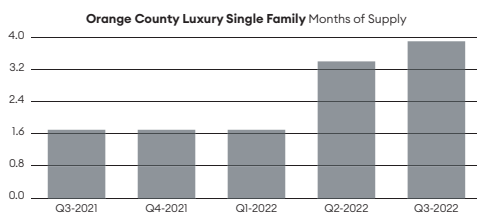
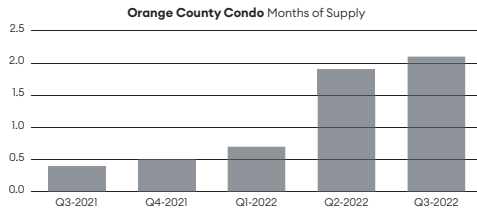
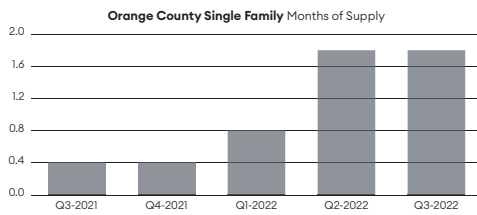
Days on Market (Sales Share)	Current Quarter	Prior Year Quarter
Single Family ≤ 30 Days	70.9%	85.6%
Single Family 31-60 Days	20.4%	9.2%
Single Family > 60 Days	8.7%	5.2%
Condo ≤ 30 Days	74.6%	86.1%
Condo 31-60 Days	17.9%	8.6%
Condo > 60 Days	7.4%	5.3%

Over/Under Last List (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Over	35.2%	60.0%
Single Family At	15.4%	13.8%
Single Family Under	49.4%	26.2%
Condo Over	38.4%	60.3%
Condo At	18.4%	15.4%
Condo Under	43.2%	24.3%

Median sales price rose 3.2% to \$970,000, the second-highest on record, and 31.1% above pre-pandemic levels. However, the number of sales declined annually by 25.5% to 6,148 for the fourth consecutive year over year decline. In addition, the market share of bidding wars fell by half from the prior quarter to 36.3%, the lowest since the pandemic lockdown ended, evidence of a normalizing market.



Prepared by Miller Samuel Real Estate Appraisers & Consultants



Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,584,369	-6.3%	\$1,690,976	9.5%	\$1,446,273
Average Price Per Sq Ft	\$708	-4.7%	\$743	14.2%	\$620
Median Sales Price	\$1,190,000	-6.7%	\$1,275,000	9.9%	\$1,082,500
Number of Sales (Closed)	3,915	-13.5%	4,526	-32.9%	5,835
Days on Market (From Last List Date)	25	66.7%	15	47.1%	17
Listing Discount (From Last List Price)	1.5%		-2.2%		-0.9%

Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$815,561	-4.5%	\$853,664	14.0%	\$715,256
Average Price Per Sq Ft	\$636	-1.9%	\$648	15.6%	\$550
Median Sales Price	\$660,000	-9.0%	\$725,000	6.5%	\$620,000
Number of Sales (Closed)	1,522	-21.0%	1,926	-37.1%	2,421
Days on Market (From Last List Date)	23	76.9%	13	35.3%	17
Listing Discount (From Last List Price)	0.4%		-3.8%		-2.0%

Luxury Single Family Matrix (Top 10% of Sales)	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$4,786,959	-3.8%	\$4,976,726	12.5%	\$4,256,553
Average Price Per Sq Ft	\$1,160	-2.3%	\$1,187	16.2%	\$998
Median Sales Price	\$3,695,000	-5.3%	\$3,900,000	7.3%	\$3,445,000
Number of Sales (Closed)	392	-13.7%	454	-33.6%	590
Days on Market (From Last List Date)	33	-8.3%	36	-21.4%	42
Listing Discount (From Last List Price)	3.0%		2.2%		2.6%

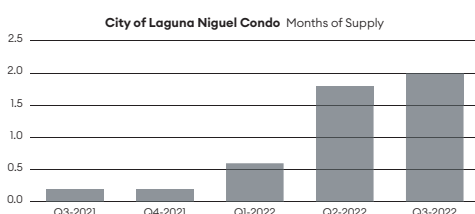
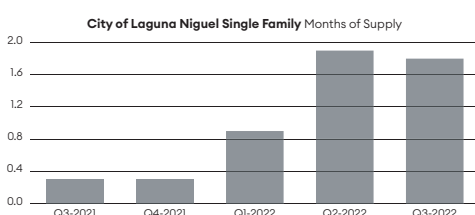
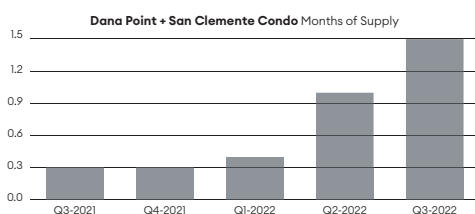
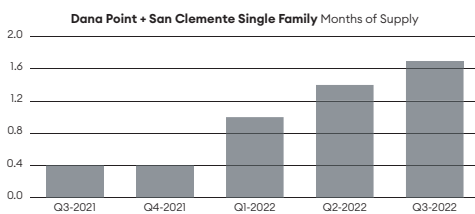
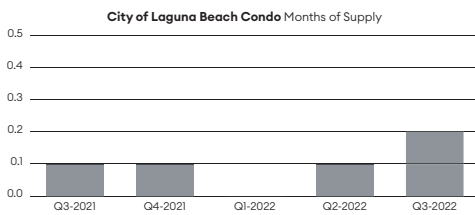
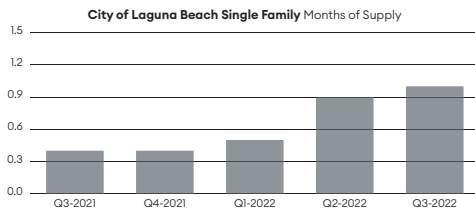
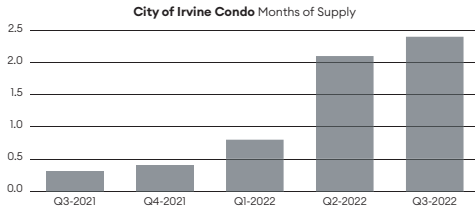
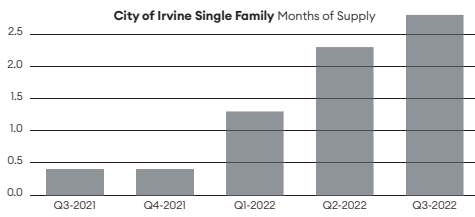
Luxury Condo Matrix (Top 10% of Sales)	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$2,079,448	4.2%	\$1,995,447	26.0%	\$1,650,120
Average Price Per Sq Ft	\$984	7.0%	\$920	23.8%	\$795
Median Sales Price	\$1,710,000	-0.9%	\$1,725,000	24.8%	\$1,370,000
Number of Sales (Closed)	153	-20.7%	193	-37.0%	243
Days on Market (From Last List Date)	22	37.5%	16	-24.1%	29
Listing Discount (From Last List Price)	1.6%		-2.5%		0.0%
Entry Price Threshold	\$1,370,000	-2.2%	\$1,401,000	21.8%	\$1,125,000

North Beaches SF Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,588,420	-0.6%	\$1,597,786	11.2%	\$1,429,061
Average Price Per Sq Ft	\$762	0.0%	\$762	12.9%	\$675
Median Sales Price	\$1,325,000	-5.1%	\$1,395,900	7.9%	\$1,227,500
Number of Sales (Closed)	322	-1.5%	327	-30.0%	460
Days on Market (From Last List Date)	24	60.0%	15	60.0%	15
Listing Discount (From Last List Price)	1.6%		-1.7%		-1.0%

North Beaches Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$787,036	-0.6%	\$791,895	23.4%	\$637,857
Average Price Per Sq Ft	\$685	2.7%	\$667	16.9%	\$586
Median Sales Price	\$650,000	-5.1%	\$685,000	14.0%	\$570,000
Number of Sales (Closed)	123	-10.2%	137	-18.5%	151
Days on Market (From Last List Date)	26	100.0%	13	44.4%	18
Listing Discount (From Last List Price)	1.7%		-1.3%		-0.7%

Newport Beach SF Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$4,645,777	-5.3%	\$4,906,342	10.8%	\$4,193,437
Average Price Per Sq Ft	\$1,444	-6.8%	\$1,549	16.1%	\$1,244
Median Sales Price	\$3,466,500	-8.8%	\$3,800,000	6.7%	\$3,250,000
Number of Sales (Closed)	130	-24.4%	172	-42.0%	224
Days on Market (From Last List Date)	32	39.1%	23	-5.9%	34
Listing Discount (From Last List Price)	3.5%		1.2%		2.8%

Newport Beach Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,641,750	-13.2%	\$1,892,007	17.5%	\$1,397,310
Average Price Per Sq Ft	\$1,004	1.1%	\$993	25.8%	\$798
Median Sales Price	\$1,462,500	-2.8%	\$1,505,000	18.4%	\$1,235,000
Number of Sales (Closed)	40	-37.5%	64	-52.4%	84
Days on Market (From Last List Date)	28	133.3%	12	-12.5%	32
Listing Discount (From Last List Price)	2.7%		0.0%		1.3%



City of Irvine SF Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$2,205,990	-4.1%	\$2,301,422	17.0%	\$1,884,737
Average Price Per Sq Ft	\$782	-3.2%	\$808	22.2%	\$640
Median Sales Price	\$1,792,500	-9.6%	\$1,982,000	24.5%	\$1,440,000
Number of Sales (Closed)	204	-12.1%	232	-34.6%	312
Days on Market (From Last List Date)	23	15.0%	20	-4.2%	24
Listing Discount (From Last List Price)	1.9%		-2.7%		-0.1%

City of Irvine Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,091,956	-1.2%	\$1,104,734	21.4%	\$899,184
Average Price Per Sq Ft	\$662	-3.6%	\$687	18.0%	\$561
Median Sales Price	\$1,050,000	5.3%	\$997,500	23.3%	\$851,750
Number of Sales (Closed)	219	-23.4%	286	-43.0%	384
Days on Market (From Last List Date)	21	61.5%	13	40.0%	15
Listing Discount (From Last List Price)	0.6%		-4.7%		-2.5%

City of Laguna Beach SF Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$2,501,936	10.0%	\$2,274,047	29.0%	\$1,939,577
Average Price Per Sq Ft	\$1,007	9.9%	\$916	32.3%	\$761
Median Sales Price	\$1,610,000	-5.3%	\$1,700,000	14.2%	\$1,410,000
Number of Sales (Closed)	276	-7.7%	299	-41.5%	472
Days on Market (From Last List Date)	30	66.7%	18	15.4%	26
Listing Discount (From Last List Price)	2.9%		-0.9%		-0.1%

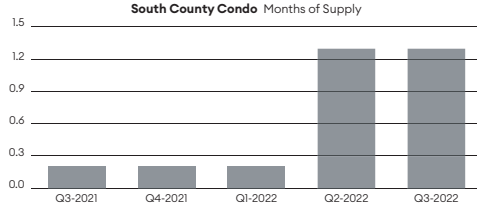
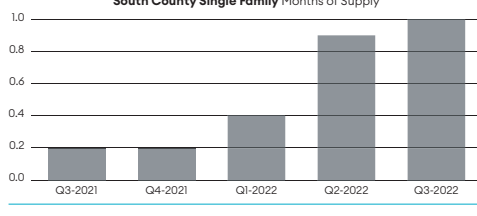
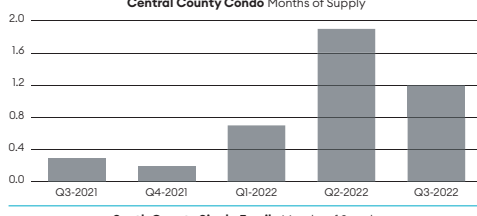
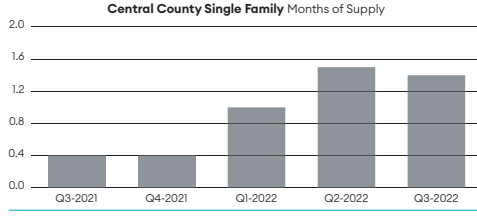
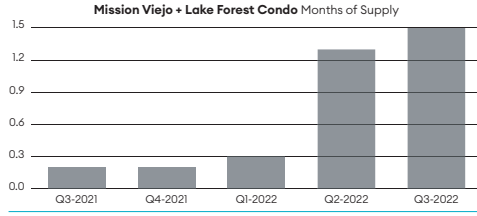
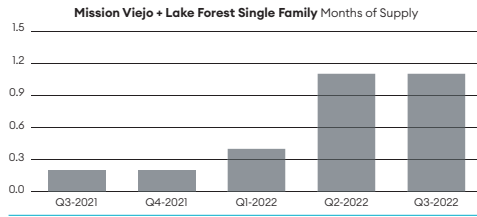
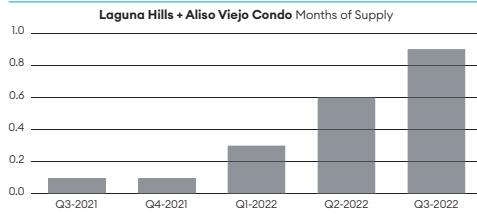
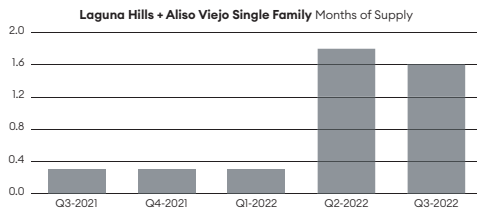
City of Laguna Beach Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$811,533	-4.1%	\$845,891	16.5%	\$696,828
Average Price Per Sq Ft	\$700	0.9%	\$694	20.5%	\$581
Median Sales Price	\$639,000	-15.4%	\$755,000	4.9%	\$609,000
Number of Sales (Closed)	139	-42.3%	241	-49.3%	274
Days on Market (From Last List Date)	21	61.5%	13	31.3%	16
Listing Discount (From Last List Price)	0.2%		-3.5%		-2.3%

Dana Point+San Clemente SF Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$2,153,866	-0.3%	\$2,159,525	11.0%	\$1,939,552
Average Price Per Sq Ft	\$789	-1.7%	\$803	13.7%	\$694
Median Sales Price	\$1,689,000	-4.2%	\$1,762,500	16.5%	\$1,450,000
Number of Sales (Closed)	234	-26.4%	318	-43.8%	416
Days on Market (From Last List Date)	28	115.4%	13	47.4%	19
Listing Discount (From Last List Price)	1.3%		-0.8%		0.4%

Dana Point+San Clemente Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,097,402	10.0%	\$997,467	30.8%	\$839,079
Average Price Per Sq Ft	\$721	7.9%	\$668	22.0%	\$591
Median Sales Price	\$890,000	-2.5%	\$912,500	16.2%	\$766,000
Number of Sales (Closed)	89	-29.4%	126	-43.3%	157
Days on Market (From Last List Date)	23	64.3%	14	53.3%	15
Listing Discount (From Last List Price)	0.9%		-3.1%		-2.2%

City of Laguna Niguel SF Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,578,942	-17.5%	\$1,913,739	7.2%	\$1,472,927
Average Price Per Sq Ft	\$683	-7.6%	\$739	18.8%	\$575
Median Sales Price	\$1,400,000	-12.5%	\$1,600,000	6.7%	\$1,312,500
Number of Sales (Closed)	117	-17.0%	141	-39.1%	192
Days on Market (From Last List Date)	25	92.3%	13	25.0%	20
Listing Discount (From Last List Price)	1.2%		-3.3%		-1.7%

City of Laguna Niguel Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$715,398	-14.0%	\$832,030	14.6%	\$624,067
Average Price Per Sq Ft	\$639	-4.8%	\$671	16.6%	\$548
Median Sales Price	\$610,000	-12.9%	\$700,000	8.2%	\$564,000
Number of Sales (Closed)	62	-7.5%	67	-43.1%	109
Days on Market (From Last List Date)	23	76.9%	13	43.8%	16
Listing Discount (From Last List Price)	0.5%		-2.9%		-1.7%



Laguna Hills+Aliso Viejo SF Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,583,230	5.0%	\$1,507,832	23.5%	\$1,281,920
Average Price Per Sq Ft	\$607	-4.6%	\$636	18.8%	\$511
Median Sales Price	\$1,325,000	1.5%	\$1,305,000	18.8%	\$1,115,000
Number of Sales (Closed)	94	5.6%	89	-37.3%	150
Days on Market (From Last List Date)	27	107.7%	13	80.0%	15
Listing Discount (From Last List Price)	2.1%		-5.0%		-3.0%

Laguna Hills+Aliso Viejo Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$559,023	-14.9%	\$656,660	4.0%	\$537,590
Average Price Per Sq Ft	\$485	-10.4%	\$541	10.7%	\$438
Median Sales Price	\$550,000	-14.9%	\$646,000	4.8%	\$525,000
Number of Sales (Closed)	174	-37.6%	279	-36.5%	274
Days on Market (From Last List Date)	24	71.4%	14	-17.2%	29
Listing Discount (From Last List Price)	0.3%		-3.9%		-2.6%

Mission Viejo+Lake Forest SF Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,400,273	-5.2%	\$1,477,369	15.7%	\$1,209,891
Average Price Per Sq Ft	\$586	-5.8%	\$622	15.4%	\$508
Median Sales Price	\$1,200,000	-5.9%	\$1,275,000	11.6%	\$1,075,000
Number of Sales (Closed)	521	-21.1%	660	-33.2%	780
Days on Market (From Last List Date)	26	85.7%	14	85.7%	14
Listing Discount (From Last List Price)	1.0%		-3.6%		-2.7%

Mission Viejo+Lake Forest Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$670,988	-10.4%	\$749,182	5.3%	\$637,209
Average Price Per Sq Ft	\$548	-5.0%	\$577	13.0%	\$485
Median Sales Price	\$647,500	-9.8%	\$718,000	1.6%	\$637,400
Number of Sales (Closed)	159	-29.6%	226	-42.8%	278
Days on Market (From Last List Date)	20	100.0%	10	66.7%	12
Listing Discount (From Last List Price)	-0.4%		-4.8%		-2.9%

Central County SF Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,358,208	-8.1%	\$1,477,526	6.2%	\$1,279,394
Average Price Per Sq Ft	\$559	-7.3%	\$603	10.3%	\$507
Median Sales Price	\$1,190,000	-6.5%	\$1,273,020	11.2%	\$1,070,000
Number of Sales (Closed)	193	-6.8%	207	-15.4%	228
Days on Market (From Last List Date)	24	84.6%	13	84.6%	13
Listing Discount (From Last List Price)	1.2%		-5.0%		-2.1%

Central County Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$741,177	-13.5%	\$856,477	18.3%	\$626,692
Average Price Per Sq Ft	\$568	-8.4%	\$620	15.0%	\$494
Median Sales Price	\$705,000	-14.6%	\$825,912	16.5%	\$605,000
Number of Sales (Closed)	54	-6.9%	58	-26.0%	73
Days on Market (From Last List Date)	19	90.0%	10	46.2%	13
Listing Discount (From Last List Price)	0.8%		-5.8%		-3.1%

South County SF Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,512,068	-2.1%	\$1,545,093	16.5%	\$1,297,692
Average Price Per Sq Ft	\$588	-3.9%	\$612	16.4%	\$505
Median Sales Price	\$1,250,000	-4.6%	\$1,310,000	13.6%	\$1,100,000
Number of Sales (Closed)	510	-24.1%	672	-36.0%	797
Days on Market (From Last List Date)	25	56.3%	16	66.7%	15
Listing Discount (From Last List Price)	1.3%		-3.3%		-2.4%

South County Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$664,188	-10.4%	\$741,546	5.7%	\$628,537
Average Price Per Sq Ft	\$557	-5.1%	\$587	13.4%	\$491
Median Sales Price	\$647,500	-9.5%	\$715,500	4.3%	\$621,000
Number of Sales (Closed)	179	-27.8%	248	-38.1%	289
Days on Market (From Last List Date)	24	140.0%	10	100.0%	12
Listing Discount (From Last List Price)	0.1%		-4.8%		-2.7%

Questions or comments? Email report author
Jonathan Miller at jmillermillersamuel.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

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