

Elliman Report

Q4-2023 Orange County, CA Sales

Single Family & Condo Dashboard

YEAR-OVER-YEAR

+ 16.8%
Prices
Median Sales Price

- 0.5 mos
Pace
Months of Supply

- 4.9%
Sales
Closed Sales

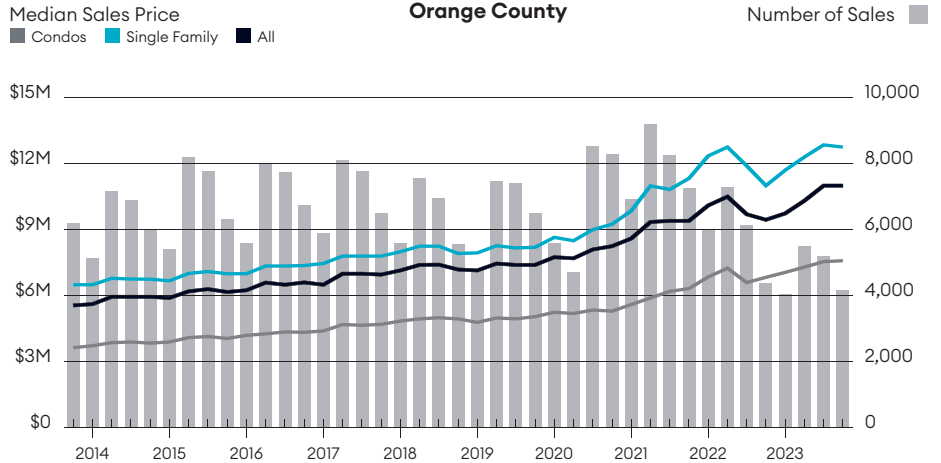
- 31.9%
Inventory
Total Inventory

- 9 days
Marketing Time
Days on Market

- 1.6%
Negotiability
Listing Discount

- Median sales price remained at a record high for the second straight quarter
- Sales declined year over year for the tenth time as bidding wars accounted for four in ten sales
- Listing inventory fell annually for the third straight quarter

Finance (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Cash	52.2%	42.3%
Single Family Mortgage	47.8%	57.7%
Condo Cash	49.2%	42.6%
Condo Mortgage	50.7%	57.4%



Orange County Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,444,863	-0.2%	\$1,447,281	16.8%	\$1,237,260
Average Price Per Sq Ft	\$731	-1.1%	\$739	12.1%	\$652
Median Sales Price	\$1,100,000	0.0%	\$1,100,000	16.4%	\$945,000
Number of Sales (Closed)	4,166	-20.0%	5,206	-4.9%	4,379
Days on Market (From Last List Date)	26	13.0%	23	-25.7%	35
Listing Discount (From Last List Price)	1.2%		0.4%		2.8%
Listing Inventory	1,681	-24.5%	2,227	-31.9%	2,470
Months of Supply	1.2	-7.7%	1.3	-29.4%	1.7
Average Square Feet	1,976	0.9%	1,959	4.1%	1,898

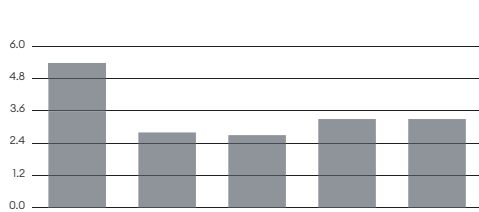
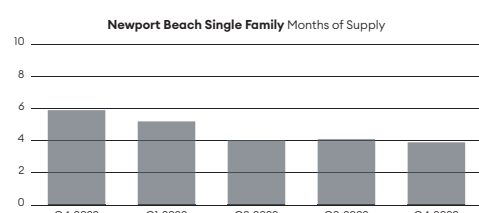
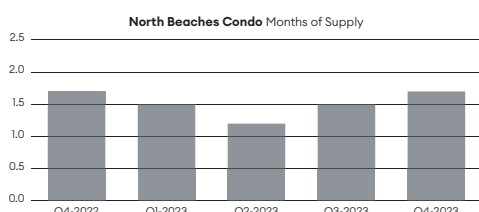
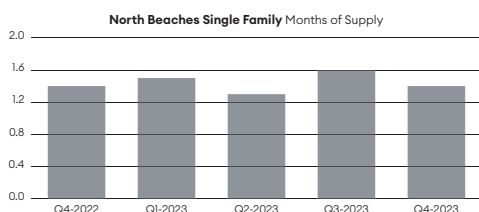
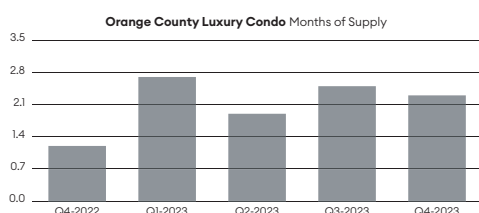
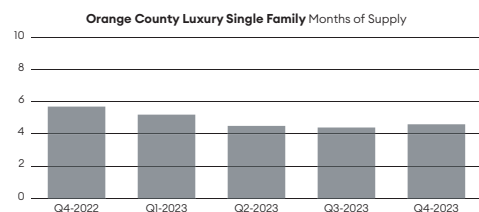
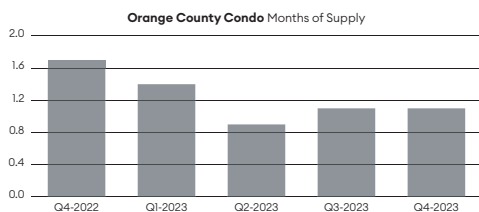
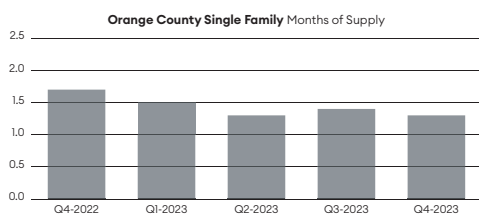
Year-to-Date	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price (YTD)	\$1,386,583	N/A	N/A	4.5%	\$1,327,233
Average Price per Sq Ft (YTD)	\$710	N/A	N/A	1.6%	\$699
Median Sales Price (YTD)	\$1,050,000	N/A	N/A	5.1%	\$999,000
Number of Sales (YTD)	18,920	N/A	N/A	-20.5%	23,810

Days on Market (Sales Share)	Current Quarter	Prior Year Quarter
Single Family ≤ 30 Days	73.0%	58.2%
Single Family 31-60 Days	15.0%	21.0%
Single Family > 60 Days	11.9%	20.8%
Condo ≤ 30 Days	74.6%	60.1%
Condo 31-60 Days	15.6%	22.5%
Condo > 60 Days	9.8%	17.3%

Over/Under Last List (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Over	40.1%	24.9%
Single Family At	13.4%	12.1%
Single Family Under	46.5%	63.0%
Condo Over	39.1%	22.0%
Condo At	15.1%	17.9%
Condo Under	45.7%	60.1%

Price trend indicators rose year over year collectively for the second time, fifty percent higher than pre-pandemic levels, with median sales prices remaining at a record high of \$1,100,000, also for the second time. While sales have been falling year over year for the past ten quarters, alongside the Fed pivot of rising interest rates, the rate of decline has been sliding lower for the past year with a 4.9% drop to 4,166. Listing inventory has fallen significantly year over year for the past three quarters, down 31.9% to 1,681 in the fourth quarter, keeping upward pressure on price trends.





Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,737,607	-0.8%	\$1,751,095	17.7%	\$1,475,805
Average Price Per Sq Ft	\$760	-1.3%	\$770	13.1%	\$672
Median Sales Price	\$1,275,000	-0.8%	\$1,285,000	15.9%	\$1,100,000
Number of Sales (Closed)	2,753	-19.3%	3,413	-4.5%	2,884
Days on Market (From Last List Date)	27	17.4%	23	-25.0%	36
Listing Discount (From Last List Price)	1.5%		0.7%		3.1%

Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$874,499	0.6%	\$868,968	12.5%	\$777,085
Average Price Per Sq Ft	\$637	-0.5%	\$640	8.3%	\$588
Median Sales Price	\$759,000	0.5%	\$755,000	11.0%	\$683,600
Number of Sales (Closed)	1,413	-21.2%	1,793	-5.5%	1,495
Days on Market (From Last List Date)	25	13.6%	22	-24.2%	33
Listing Discount (From Last List Price)	0.0%		-0.7%		1.5%

Luxury Single Family Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$5,382,101	-2.5%	\$5,519,565	21.3%	\$4,438,686
Average Price Per Sq Ft	\$1,282	-5.0%	\$1,350	18.4%	\$1,083
Median Sales Price	\$4,050,000	-0.6%	\$4,075,000	22.7%	\$3,300,000
Number of Sales (Closed)	277	-19.0%	342	-4.2%	289
Days on Market (From Last List Date)	53	35.9%	39	8.2%	49
Listing Discount (From Last List Price)	4.5%		3.8%		5.5%
Entry Price Threshold	\$2,900,000	-1.7%	\$2,950,000	21.8%	\$2,380,000

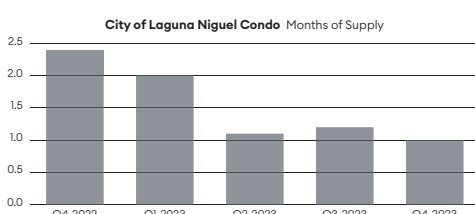
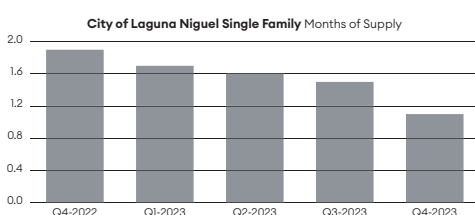
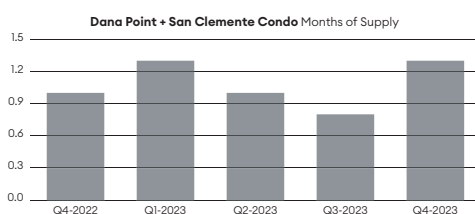
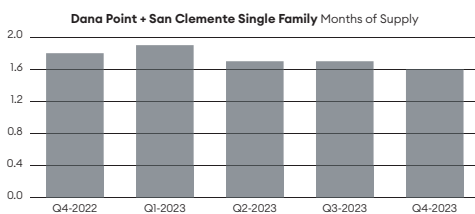
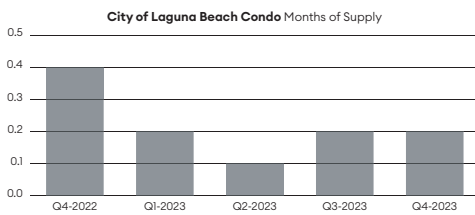
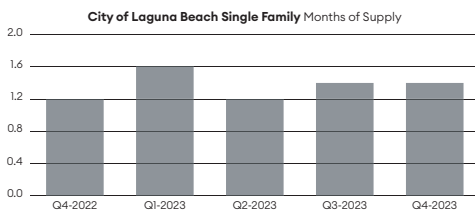
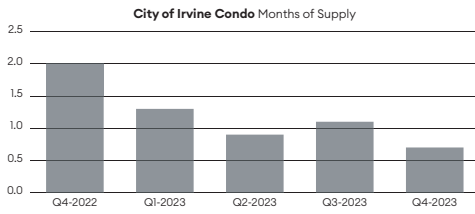
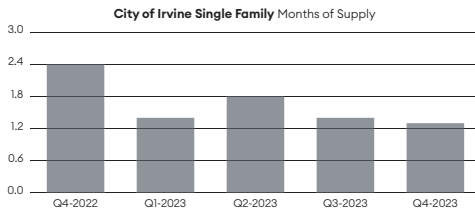
Luxury Condo Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,995,210	2.3%	\$1,949,658	17.5%	\$1,698,704
Average Price Per Sq Ft	\$927	0.9%	\$919	11.6%	\$831
Median Sales Price	\$1,694,444	-2.5%	\$1,737,265	13.0%	\$1,500,000
Number of Sales (Closed)	142	-21.1%	180	-6.0%	151
Days on Market (From Last List Date)	26	-3.7%	27	-25.7%	35
Listing Discount (From Last List Price)	0.9%		0.2%		2.3%
Entry Price Threshold	\$1,388,000	-1.2%	\$1,404,429	15.2%	\$1,205,000

North Beaches SF Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,550,772	-8.5%	\$1,695,193	4.6%	\$1,482,237
Average Price Per Sq Ft	\$756	-4.2%	\$789	5.0%	\$720
Median Sales Price	\$1,350,000	-3.6%	\$1,400,000	7.6%	\$1,255,000
Number of Sales (Closed)	243	-19.5%	302	1.3%	240
Days on Market (From Last List Date)	25	8.7%	23	-26.5%	34
Listing Discount (From Last List Price)	1.4%		0.6%		2.8%

North Beaches Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$787,324	-5.3%	\$831,477	-5.4%	\$832,214
Average Price Per Sq Ft	\$649	-3.7%	\$674	1.4%	\$640
Median Sales Price	\$715,000	-4.5%	\$749,000	7.1%	\$667,500
Number of Sales (Closed)	111	-20.1%	139	-11.9%	126
Days on Market (From Last List Date)	31	24.0%	25	-8.8%	34
Listing Discount (From Last List Price)	0.7%		0.0%		2.2%

Newport Beach SF Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$4,729,940	-19.3%	\$5,864,308	-12.5%	\$5,405,143
Average Price Per Sq Ft	\$1,478	-13.9%	\$1,717	-0.2%	\$1,481
Median Sales Price	\$3,875,000	-7.7%	\$4,200,000	-3.1%	\$4,000,000
Number of Sales (Closed)	113	-16.3%	135	50.7%	75
Days on Market (From Last List Date)	45	32.4%	34	-15.1%	53
Listing Discount (From Last List Price)	4.3%		4.2%		4.9%

Newport Beach Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,810,315	7.3%	\$1,687,349	21.6%	\$1,488,234
Average Price Per Sq Ft	\$980	-1.9%	\$999	6.1%	\$924
Median Sales Price	\$1,595,000	12.7%	\$1,415,000	13.4%	\$1,406,250
Number of Sales (Closed)	46	-19.3%	57	21.1%	38
Days on Market (From Last List Date)	29	16.0%	25	-17.1%	35
Listing Discount (From Last List Price)	2.1%		1.2%		1.9%



City of Irvine SF Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$2,779,786	4.2%	\$2,667,864	30.3%	\$2,133,902
Average Price Per Sq Ft	\$886	-0.9%	\$894	16.1%	\$763
Median Sales Price	\$2,040,000	-1.8%	\$2,077,500	20.7%	\$1,689,944
Number of Sales (Closed)	149	-21.6%	190	8.0%	138
Days on Market (From Last List Date)	27	58.8%	17	-30.8%	39
Listing Discount (From Last List Price)	2.0%		0.9%		3.2%

City of Irvine Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,225,503	3.3%	\$1,186,134	15.1%	\$1,065,111
Average Price Per Sq Ft	\$712	-0.1%	\$713	10.7%	\$643
Median Sales Price	\$1,200,000	7.9%	\$1,112,500	18.1%	\$1,015,675
Number of Sales (Closed)	225	-13.5%	260	13.1%	199
Days on Market (From Last List Date)	23	4.5%	22	-32.4%	34
Listing Discount (From Last List Price)	-0.6%		-0.8%		2.1%

City of Laguna Beach SF Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$2,335,497	1.4%	\$2,304,019	10.5%	\$2,112,982
Average Price Per Sq Ft	\$963	3.8%	\$928	12.6%	\$855
Median Sales Price	\$1,627,500	-6.7%	\$1,743,500	11.9%	\$1,454,500
Number of Sales (Closed)	194	-19.2%	240	0.0%	194
Days on Market (From Last List Date)	36	-2.7%	37	-5.3%	38
Listing Discount (From Last List Price)	3.1%		2.4%		3.3%

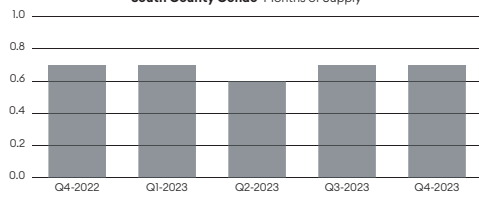
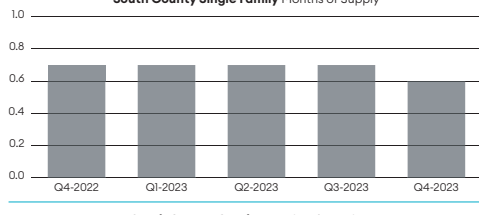
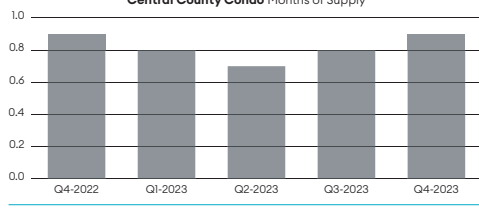
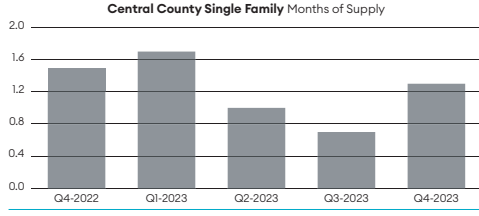
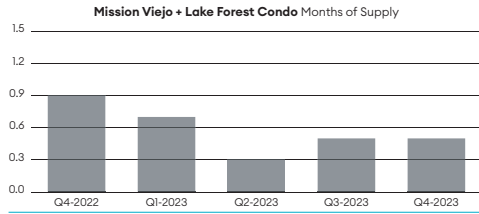
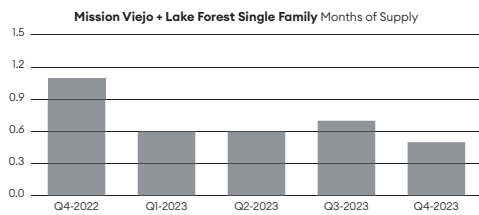
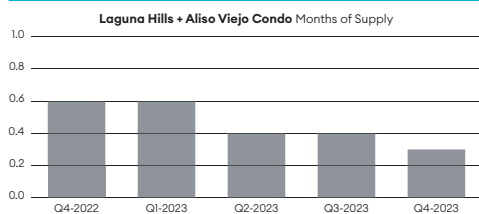
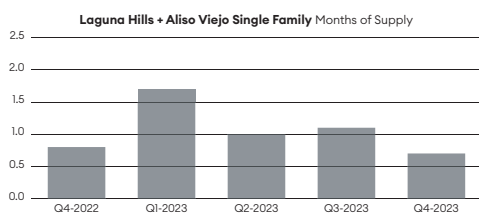
City of Laguna Beach Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$819,161	-5.4%	\$866,306	12.5%	\$728,456
Average Price Per Sq Ft	\$644	-2.0%	\$657	11.6%	\$577
Median Sales Price	\$775,000	-0.6%	\$780,000	7.9%	\$718,000
Number of Sales (Closed)	126	-29.6%	179	-8.0%	137
Days on Market (From Last List Date)	29	20.8%	24	-25.6%	39
Listing Discount (From Last List Price)	0.7%		-0.1%		1.3%

Dana Point+San Clemente SF Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$2,258,110	2.7%	\$2,198,586	27.3%	\$1,774,540
Average Price Per Sq Ft	\$848	-3.4%	\$878	19.6%	\$709
Median Sales Price	\$1,750,000	6.1%	\$1,650,000	12.9%	\$1,549,400
Number of Sales (Closed)	200	-21.9%	256	7.5%	186
Days on Market (From Last List Date)	41	46.4%	28	2.5%	40
Listing Discount (From Last List Price)	1.4%		1.1%		3.7%

Dana Point+San Clemente Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$929,468	-4.9%	\$977,598	-9.3%	\$1,024,963
Average Price Per Sq Ft	\$632	-4.8%	\$664	-4.0%	\$658
Median Sales Price	\$880,000	0.4%	\$876,900	-1.7%	\$895,000
Number of Sales (Closed)	79	-37.3%	126	-11.2%	89
Days on Market (From Last List Date)	25	-3.8%	26	-16.7%	30
Listing Discount (From Last List Price)	0.3%		-0.7%		1.1%

City of Laguna Niguel SF Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,750,436	-7.8%	\$1,898,789	1.9%	\$1,717,906
Average Price Per Sq Ft	\$740	1.4%	\$730	14.7%	\$645
Median Sales Price	\$1,512,500	-9.4%	\$1,670,000	6.1%	\$1,425,000
Number of Sales (Closed)	92	-10.7%	103	13.6%	81
Days on Market (From Last List Date)	22	-40.5%	37	-46.3%	41
Listing Discount (From Last List Price)	1.0%		0.0%		4.8%

City of Laguna Niguel Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$746,976	-10.8%	\$837,508	7.8%	\$692,675
Average Price Per Sq Ft	\$633	-0.8%	\$638	6.7%	\$593
Median Sales Price	\$700,000	-8.8%	\$767,500	6.9%	\$655,000
Number of Sales (Closed)	49	-23.4%	64	14.0%	43
Days on Market (From Last List Date)	29	7.4%	27	-27.5%	40
Listing Discount (From Last List Price)	0.4%		0.6%		1.1%



Laguna Hills+Aliso Viejo SF Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,645,592	5.6%	\$1,557,929	19.0%	\$1,382,559
Average Price Per Sq Ft	\$646	1.9%	\$634	9.1%	\$592
Median Sales Price	\$1,409,000	4.4%	\$1,350,000	18.9%	\$1,184,900
Number of Sales (Closed)	58	-22.7%	75	-20.5%	73
Days on Market (From Last List Date)	26	8.3%	24	-16.1%	31
Listing Discount (From Last List Price)	0.5%		-0.7%		2.2%

Laguna Hills+Aliso Viejo Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$655,311	3.6%	\$632,516	10.1%	\$595,230
Average Price Per Sq Ft	\$512	0.4%	\$510	5.8%	\$484
Median Sales Price	\$635,000	0.6%	\$631,000	6.2%	\$597,750
Number of Sales (Closed)	164	-26.8%	224	-8.9%	180
Days on Market (From Last List Date)	29	7.4%	27	-19.4%	36
Listing Discount (From Last List Price)	0.4%		-0.6%		1.6%

Mission Viejo+Lake Forest SF Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,474,630	3.2%	\$1,428,328	11.5%	\$1,323,069
Average Price Per Sq Ft	\$628	1.5%	\$619	11.3%	\$564
Median Sales Price	\$1,263,500	-0.4%	\$1,269,000	8.5%	\$1,165,000
Number of Sales (Closed)	348	-23.3%	454	-8.4%	380
Days on Market (From Last List Date)	27	22.7%	22	-25.0%	36
Listing Discount (From Last List Price)	0.8%		-0.4%		2.6%

Mission Viejo+Lake Forest Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$820,570	8.3%	\$757,942	19.7%	\$685,601
Average Price Per Sq Ft	\$581	2.5%	\$567	8.8%	\$534
Median Sales Price	\$817,500	9.0%	\$750,000	18.1%	\$692,500
Number of Sales (Closed)	146	-26.3%	198	-5.2%	154
Days on Market (From Last List Date)	23	9.5%	21	-28.1%	32
Listing Discount (From Last List Price)	0.3%		-0.5%		0.8%

Central County SF Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,459,935	5.5%	\$1,384,469	5.1%	\$1,388,989
Average Price Per Sq Ft	\$608	-3.0%	\$627	6.3%	\$572
Median Sales Price	\$1,236,000	2.4%	\$1,206,500	12.4%	\$1,100,000
Number of Sales (Closed)	94	-33.8%	142	-13.0%	108
Days on Market (From Last List Date)	23	27.8%	18	-20.7%	29
Listing Discount (From Last List Price)	-0.9%		-1.3%		1.7%

Central County Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$804,524	2.4%	\$785,625	20.5%	\$667,450
Average Price Per Sq Ft	\$589	-2.5%	\$604	9.5%	\$538
Median Sales Price	\$772,500	-2.2%	\$790,000	23.6%	\$625,000
Number of Sales (Closed)	42	-17.6%	51	-14.3%	49
Days on Market (From Last List Date)	18	20.0%	15	-41.9%	31
Listing Discount (From Last List Price)	-1.2%		-2.9%		0.6%

South County SF Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,513,997	-0.3%	\$1,518,884	10.4%	\$1,370,989
Average Price Per Sq Ft	\$617	0.7%	\$613	11.4%	\$554
Median Sales Price	\$1,273,350	-2.1%	\$1,300,000	7.9%	\$1,180,000
Number of Sales (Closed)	354	-21.3%	450	-7.8%	384
Days on Market (From Last List Date)	27	28.6%	21	-25.0%	36
Listing Discount (From Last List Price)	0.8%		-0.2%		2.8%

South County Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$779,645	2.8%	\$758,349	11.4%	\$699,647
Average Price Per Sq Ft	\$582	1.7%	\$572	7.6%	\$541
Median Sales Price	\$755,000	0.6%	\$750,500	7.9%	\$700,000
Number of Sales (Closed)	165	-25.0%	220	-7.3%	178
Days on Market (From Last List Date)	22	15.8%	19	-35.3%	34
Listing Discount (From Last List Price)	0.2%		-0.8%		1.2%

Questions or comments? Email report author
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