

# Elliman Report

## Q1-2024 Orange County, CA Sales

### Single Family & Condo Dashboard

YEAR-OVER-YEAR

**+ 14.9%**  
Prices  
Median Sales Price

**- 0.1 mos**  
Pace  
Months of Supply

**+ 4.0%**  
Sales  
Closed Sales

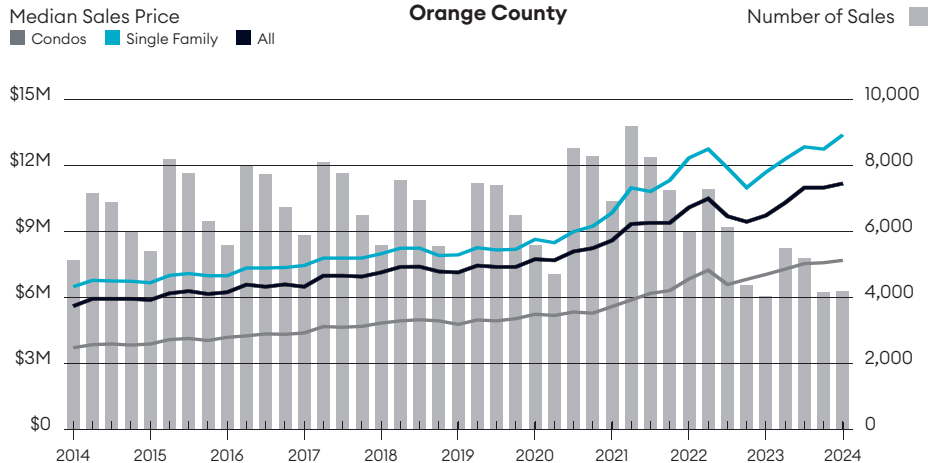
**- 3.3%**  
Inventory  
Total Inventory

**- 14 days**  
Marketing Time  
Days on Market

**- 2.0%**  
Negotiability  
Listing Discount

- The overall price trend indicators rose to all-time highs
- Sales increased annually for the first time in eleven quarters
- Listing inventory declined year over year at a diminishing rate over the past year

Finance (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Cash	50.5%	45.0%
Single Family Mortgage	49.5%	55.0%
Condo Cash	50.1%	43.6%
Condo Mortgage	49.8%	56.4%



Orange County Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,481,142	2.5%	\$1,444,863	14.9%	\$1,288,874
Average Price Per Sq Ft	\$762	4.2%	\$731	15.1%	\$662
Median Sales Price	\$1,118,750	1.7%	\$1,100,000	14.9%	\$973,700
Number of Sales (Closed)	4,210	1.1%	4,166	4.0%	4,050
Days on Market (From Last List Date)	28	7.7%	26	-33.3%	42
Listing Discount (From Last List Price)	0.4%		1.2%		2.4%
Listing Inventory	1,920	14.2%	1,681	-3.3%	1,986
Months of Supply	1.4	16.7%	1.2	-6.7%	1.5
Average Square Feet	1,944	-1.6%	1,976	-0.2%	1,947

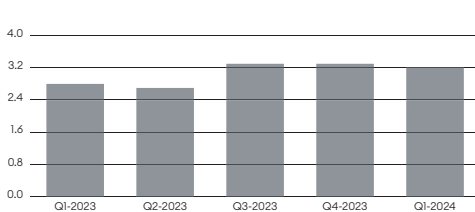
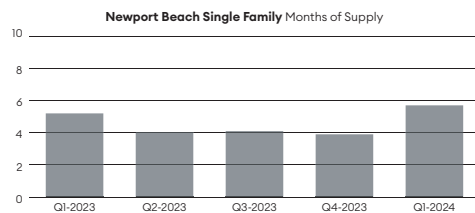
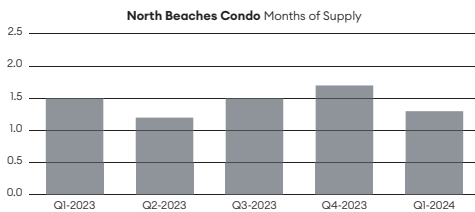
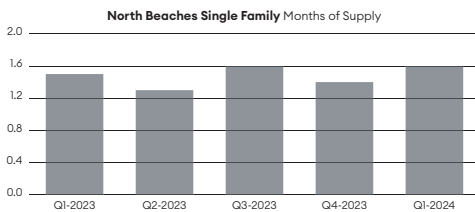
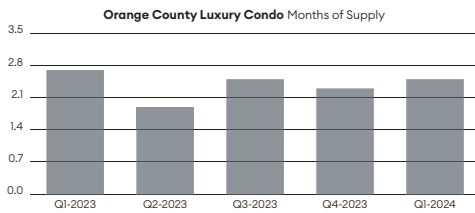
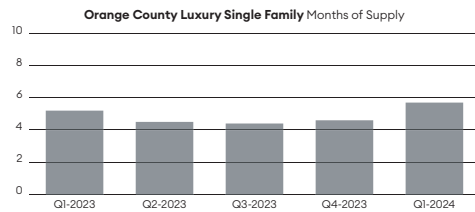
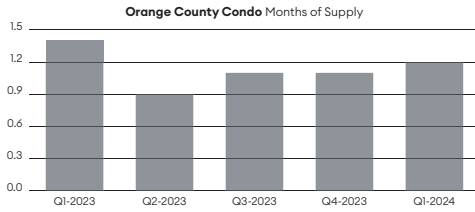
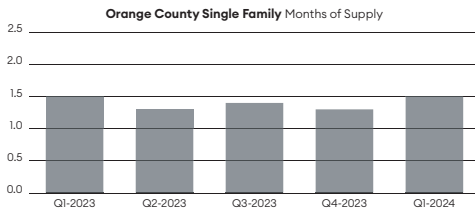
Year-to-Date	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price (YTD)	\$1,481,142	N/A	N/A	14.9%	\$1,288,874
Average Price per Sq Ft (YTD)	\$762	N/A	N/A	15.1%	\$662
Median Sales Price (YTD)	\$1,118,750	N/A	N/A	14.9%	\$973,700
Number of Sales (YTD)	4,210	N/A	N/A	4.0%	4,050

Days on Market (Sales Share)	Current Quarter	Prior Year Quarter
Single Family ≤ 30 Days	72.3%	57.6%
Single Family 31-60 Days	13.5%	15.6%
Single Family > 60 Days	14.2%	26.8%
Condo ≤ 30 Days	71.6%	55.7%
Condo 31-60 Days	13.8%	19.6%
Condo > 60 Days	14.6%	24.7%

Over/Under Last List (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Over	45.0%	28.2%
Single Family At	13.5%	13.0%
Single Family Under	41.5%	58.8%
Condo Over	41.7%	24.5%
Condo At	17.3%	17.9%
Condo Under	41.0%	57.6%

Price trend indicators rose to new highs as sales increased. Median sales price increased annually by 14.9% to \$1,118,750, the highest on record and 44.4% above pre-pandemic levels. There were 4,210 sales in the quarter, 4% above the year-ago level and the first increase since the second quarter of 2021. Listing inventory slipped by 3.3% yearly to 1,920, enabling more sales. However, the market remains tight with a higher share of bidding wars, a proxy for sales closing above the last asking price of 43.8%, up from 26.9% in the previous year. The premium placed on these bidding war sales was 4%.





Single Family Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,806,415	4.0%	\$1,737,607	17.5%	\$1,537,389
Average Price Per Sq Ft	\$796	4.7%	\$760	16.5%	\$683
Median Sales Price	\$1,340,000	5.1%	\$1,275,000	14.5%	\$1,170,000
Number of Sales (Closed)	2,664	-3.2%	2,753	0.6%	2,649
Days on Market (From Last List Date)	28	3.7%	27	-34.9%	43
Listing Discount (From Last List Price)	0.7%		1.5%		2.7%

Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$920,644	5.3%	\$874,499	12.4%	\$818,983
Average Price Per Sq Ft	\$667	4.7%	\$637	11.7%	\$597
Median Sales Price	\$769,945	1.4%	\$759,000	9.1%	\$706,000
Number of Sales (Closed)	1,546	9.4%	1,413	10.3%	1,401
Days on Market (From Last List Date)	27	8.0%	25	-32.5%	40
Listing Discount (From Last List Price)	-0.4%		0.0%		1.4%

Luxury Single Family Matrix (Top 10% of Sales)	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$5,535,872	2.9%	\$5,382,101	22.9%	\$4,506,101
Average Price Per Sq Ft	\$1,338	4.4%	\$1,282	21.7%	\$1,099
Median Sales Price	\$4,375,000	8.0%	\$4,050,000	18.2%	\$3,700,000
Number of Sales (Closed)	268	-3.2%	277	1.1%	265
Days on Market (From Last List Date)	51	-3.8%	53	-16.4%	61
Listing Discount (From Last List Price)	4.0%		4.5%		5.4%

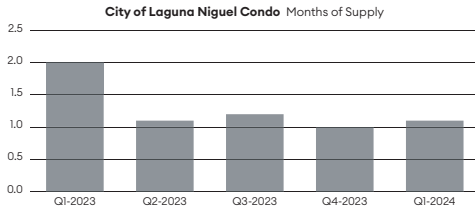
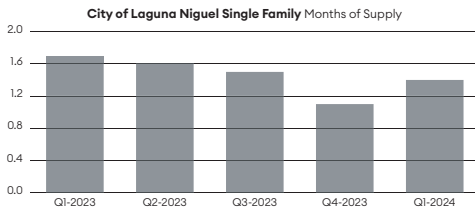
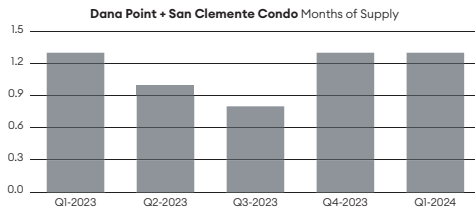
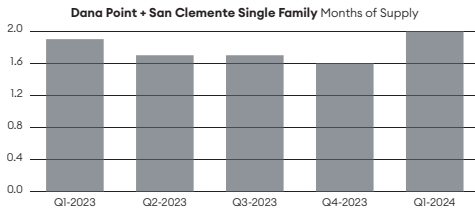
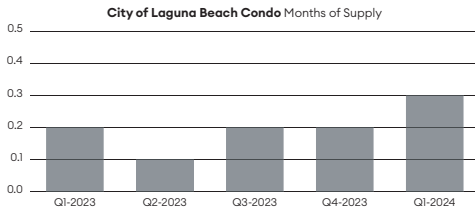
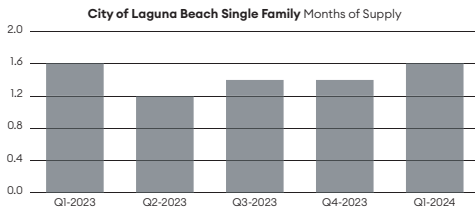
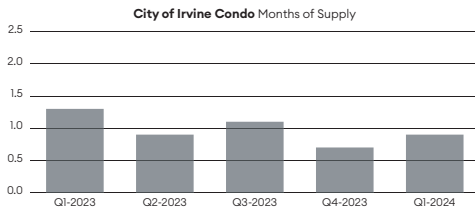
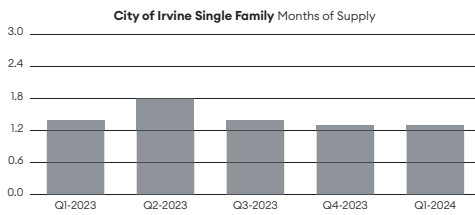
Luxury Condo Matrix (Top 10% of Sales)	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$2,242,854	12.4%	\$1,995,210	16.9%	\$1,918,250
Average Price Per Sq Ft	\$1,013	9.3%	\$927	14.7%	\$883
Median Sales Price	\$1,880,000	11.0%	\$1,694,444	14.7%	\$1,638,450
Number of Sales (Closed)	156	9.9%	142	10.6%	141
Days on Market (From Last List Date)	34	30.8%	26	-12.8%	39
Listing Discount (From Last List Price)	0.7%		0.9%		2.3%
Entry Price Threshold	\$3,000,000	3.4%	\$2,900,000	16.7%	\$2,570,000

North Beaches SF Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,596,978	3.0%	\$1,550,772	4.9%	\$1,522,054
Average Price Per Sq Ft	\$776	2.6%	\$756	10.5%	\$702
Median Sales Price	\$1,415,000	4.8%	\$1,350,000	9.7%	\$1,290,250
Number of Sales (Closed)	206	-15.2%	243	6.2%	194
Days on Market (From Last List Date)	36	44.0%	25	-10.0%	40
Listing Discount (From Last List Price)	0.9%		1.4%		2.8%

North Beaches Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$799,017	1.5%	\$787,324	-2.7%	\$821,588
Average Price Per Sq Ft	\$647	-0.3%	\$649	6.9%	\$605
Median Sales Price	\$705,000	-1.4%	\$715,000	-3.4%	\$730,000
Number of Sales (Closed)	129	16.2%	111	16.2%	111
Days on Market (From Last List Date)	42	35.5%	31	13.5%	37
Listing Discount (From Last List Price)	1.1%		0.7%		1.9%

Newport Beach SF Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$5,762,955	21.8%	\$4,729,940	26.9%	\$4,541,958
Average Price Per Sq Ft	\$1,738	17.6%	\$1,478	21.5%	\$1,430
Median Sales Price	\$4,650,000	20.0%	\$3,875,000	32.9%	\$3,500,000
Number of Sales (Closed)	99	-12.4%	113	4.2%	95
Days on Market (From Last List Date)	55	22.2%	45	-5.2%	58
Listing Discount (From Last List Price)	4.2%		4.3%		7.6%

Newport Beach Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,836,005	1.4%	\$1,810,315	8.5%	\$1,692,898
Average Price Per Sq Ft	\$1,051	7.2%	\$980	9.5%	\$960
Median Sales Price	\$1,460,000	-8.5%	\$1,595,000	3.0%	\$1,417,500
Number of Sales (Closed)	49	6.5%	46	-5.8%	52
Days on Market (From Last List Date)	34	17.2%	29	-19.0%	42
Listing Discount (From Last List Price)	1.3%		2.1%		2.4%



City of Irvine SF Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$2,687,904	-3.3%	\$2,779,786	13.4%	\$2,370,890
Average Price Per Sq Ft	\$961	8.5%	\$886	22.3%	\$786
Median Sales Price	\$2,300,000	12.7%	\$2,040,000	15.4%	\$1,992,500
Number of Sales (Closed)	175	17.4%	149	16.7%	150
Days on Market (From Last List Date)	25	-7.4%	27	-50.0%	50
Listing Discount (From Last List Price)	0.3%		2.0%		2.8%

City of Irvine Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,300,473	6.1%	\$1,225,503	16.8%	\$1,113,177
Average Price Per Sq Ft	\$747	4.9%	\$712	15.8%	\$645
Median Sales Price	\$1,240,444	3.4%	\$1,200,000	18.1%	\$1,050,000
Number of Sales (Closed)	232	3.1%	225	16.0%	200
Days on Market (From Last List Date)	19	-17.4%	23	-50.0%	38
Listing Discount (From Last List Price)	-1.4%		-0.6%		1.4%

City of Laguna Beach SF Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$2,526,768	8.2%	\$2,335,497	17.6%	\$2,148,403
Average Price Per Sq Ft	\$1,069	11.0%	\$963	25.0%	\$855
Median Sales Price	\$1,800,000	10.6%	\$1,627,500	17.1%	\$1,537,500
Number of Sales (Closed)	183	-5.7%	194	13.0%	162
Days on Market (From Last List Date)	41	13.9%	36	-19.6%	51
Listing Discount (From Last List Price)	2.7%		3.1%		4.1%

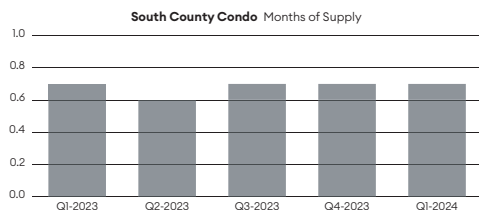
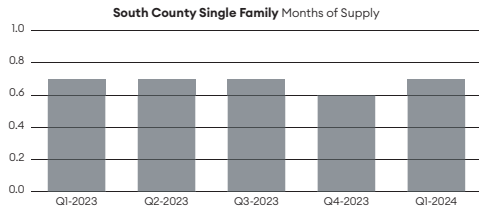
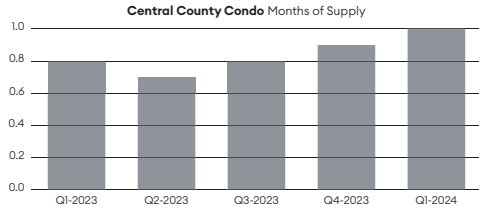
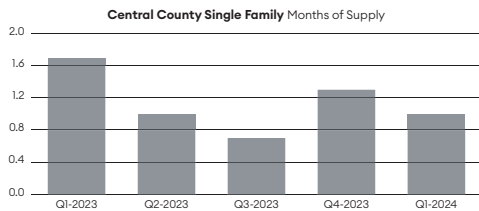
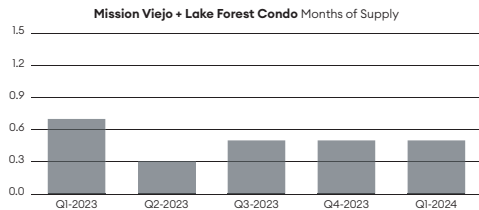
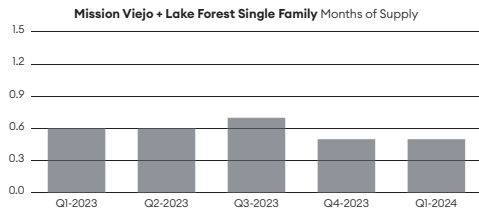
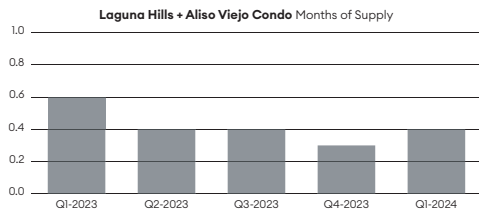
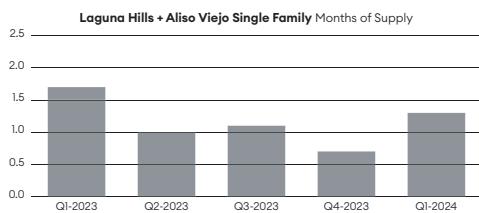
City of Laguna Beach Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$887,599	8.4%	\$819,161	4.4%	\$850,568
Average Price Per Sq Ft	\$665	3.3%	\$644	2.6%	\$648
Median Sales Price	\$790,000	1.9%	\$775,000	9.0%	\$725,000
Number of Sales (Closed)	145	15.1%	126	26.1%	115
Days on Market (From Last List Date)	26	-10.3%	29	-33.3%	39
Listing Discount (From Last List Price)	-0.5%		0.7%		2.7%

Dana Point+San Clemente SF Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$2,090,380	-7.4%	\$2,258,110	1.1%	\$2,068,379
Average Price Per Sq Ft	\$801	-5.5%	\$848	3.6%	\$773
Median Sales Price	\$1,700,000	-2.9%	\$1,750,000	2.9%	\$1,652,500
Number of Sales (Closed)	200	0.0%	200	7.5%	186
Days on Market (From Last List Date)	31	-24.4%	41	-32.6%	46
Listing Discount (From Last List Price)	1.4%		1.4%		2.3%

Dana Point+San Clemente Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,030,685	10.9%	\$929,468	10.8%	\$930,176
Average Price Per Sq Ft	\$680	7.6%	\$632	8.8%	\$625
Median Sales Price	\$907,000	3.1%	\$880,000	13.4%	\$799,800
Number of Sales (Closed)	119	50.6%	79	25.3%	95
Days on Market (From Last List Date)	35	40.0%	25	-7.9%	38
Listing Discount (From Last List Price)	0.8%		0.3%		0.9%

City of Laguna Niguel SF Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,908,090	9.0%	\$1,750,436	15.5%	\$1,652,136
Average Price Per Sq Ft	\$780	5.4%	\$740	20.2%	\$649
Median Sales Price	\$1,700,000	12.4%	\$1,512,500	20.1%	\$1,415,000
Number of Sales (Closed)	79	-14.1%	92	-1.3%	80
Days on Market (From Last List Date)	27	22.7%	22	-49.1%	53
Listing Discount (From Last List Price)	0.0%		1.0%		3.4%

City of Laguna Niguel Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$877,066	17.4%	\$746,976	19.3%	\$735,393
Average Price Per Sq Ft	\$654	3.3%	\$633	9.5%	\$597
Median Sales Price	\$787,500	12.5%	\$700,000	19.3%	\$660,000
Number of Sales (Closed)	50	2.0%	49	28.2%	39
Days on Market (From Last List Date)	28	-3.4%	29	-28.2%	39
Listing Discount (From Last List Price)	-0.5%		0.4%		1.2%



Laguna Hills+Aliso Viejo SF Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,458,957	-11.3%	\$1,645,592	-1.0%	\$1,473,504
Average Price Per Sq Ft	\$680	5.3%	\$646	21.6%	\$559
Median Sales Price	\$1,250,000	-11.3%	\$1,409,000	-3.8%	\$1,300,000
Number of Sales (Closed)	53	-8.6%	58	23.3%	43
Days on Market (From Last List Date)	25	-3.8%	26	-47.9%	48
Listing Discount (From Last List Price)	-1.7%		0.5%		2.5%

Laguna Hills+Aliso Viejo Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$661,845	1.0%	\$655,311	18.2%	\$560,085
Average Price Per Sq Ft	\$532	3.9%	\$512	15.7%	\$460
Median Sales Price	\$670,000	5.5%	\$635,000	22.7%	\$546,000
Number of Sales (Closed)	171	4.3%	164	15.5%	148
Days on Market (From Last List Date)	29	0.0%	29	-23.7%	38
Listing Discount (From Last List Price)	-1.0%		0.4%		1.6%

Mission Viejo+Lake Forest SF Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,475,716	0.1%	\$1,474,630	10.3%	\$1,338,468
Average Price Per Sq Ft	\$647	3.0%	\$628	12.9%	\$573
Median Sales Price	\$1,300,000	2.9%	\$1,263,500	13.0%	\$1,150,000
Number of Sales (Closed)	352	1.1%	348	-5.1%	371
Days on Market (From Last List Date)	25	-7.4%	27	-35.9%	39
Listing Discount (From Last List Price)	-0.4%		0.8%		1.2%

Mission Viejo+Lake Forest Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$780,999	-4.8%	\$820,570	8.1%	\$722,370
Average Price Per Sq Ft	\$595	2.4%	\$581	11.2%	\$535
Median Sales Price	\$750,000	-8.3%	\$817,500	4.3%	\$718,900
Number of Sales (Closed)	171	17.1%	146	-1.2%	173
Days on Market (From Last List Date)	27	17.4%	23	-27.0%	37
Listing Discount (From Last List Price)	-0.3%		0.3%		0.7%

Central County SF Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,600,295	9.6%	\$1,459,935	19.5%	\$1,338,817
Average Price Per Sq Ft	\$654	7.6%	\$608	16.2%	\$563
Median Sales Price	\$1,420,000	14.9%	\$1,236,000	18.3%	\$1,200,000
Number of Sales (Closed)	111	18.1%	94	0.9%	110
Days on Market (From Last List Date)	24	4.3%	23	-38.5%	39
Listing Discount (From Last List Price)	-1.1%		-0.9%		1.9%

Central County Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$740,885	-7.9%	\$804,524	9.4%	\$677,044
Average Price Per Sq Ft	\$590	0.2%	\$589	5.0%	\$562
Median Sales Price	\$739,000	-4.3%	\$772,500	8.7%	\$680,000
Number of Sales (Closed)	53	26.2%	42	23.3%	43
Days on Market (From Last List Date)	25	38.9%	18	-37.5%	40
Listing Discount (From Last List Price)	-2.7%		-1.2%		0.9%

South County SF Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,560,175	3.1%	\$1,513,997	11.3%	\$1,401,841
Average Price Per Sq Ft	\$628	1.8%	\$617	11.3%	\$564
Median Sales Price	\$1,350,000	6.0%	\$1,273,350	13.2%	\$1,193,000
Number of Sales (Closed)	374	5.6%	354	1.6%	368
Days on Market (From Last List Date)	25	-7.4%	27	-39.0%	41
Listing Discount (From Last List Price)	-0.1%		0.8%		1.4%

South County Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$794,149	1.9%	\$779,645	10.0%	\$721,834
Average Price Per Sq Ft	\$597	2.6%	\$582	10.8%	\$539
Median Sales Price	\$765,000	1.3%	\$755,000	4.8%	\$729,944
Number of Sales (Closed)	171	3.6%	165	-8.1%	186
Days on Market (From Last List Date)	28	27.3%	22	-30.0%	40
Listing Discount (From Last List Price)	-0.4%		0.2%		0.9%

Questions or comments? Email report author  
 Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
 Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

**Douglas Elliman Real Estate**  
 575 Madison Avenue, New York, NY 10022  
 212.891.7000 • [elliman.com](http://elliman.com)

**Miller Samuel Real Estate Appraisers & Consultants**  
 21 West 38<sup>th</sup> Street, New York, NY 10018  
 212.768.8100 • [millersamuel.com](http://millersamuel.com)

© 2024 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. 🏡