

# Elliman Report

## Q2-2024 Orange County, CA Sales

### Single Family & Condo Dashboard

YEAR-OVER-YEAR

**+ 14.2%**  
Prices  
Median Sales Price

**+ 0.3 mos**  
Pace  
Months of Supply

**+ 3.6%**  
Sales  
Closed Sales

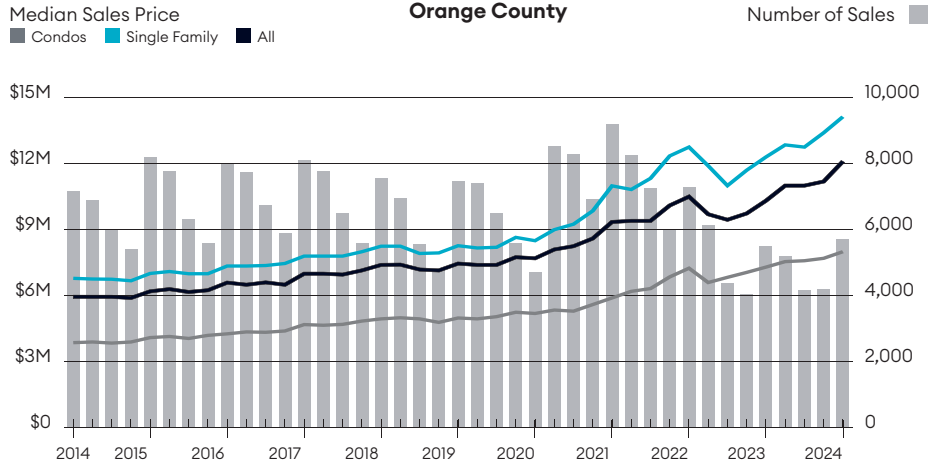
**+ 32.7%**  
Inventory  
Total Inventory

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

**- 0.2%**  
Negotiability  
Listing Discount

- All price trend indicators reached record highs for the second time
- Sales increased annually for the second time after ten quarters of declines
- Listing inventory expanded year over year after three quarters of decreases

Finance (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Cash	48.8%	45.5%
Single Family Mortgage	51.2%	54.5%
Condo Cash	47.3%	45.1%
Condo Mortgage	52.7%	54.8%



Orange County Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,549,662	4.6%	\$1,481,142	14.2%	\$1,356,924
Average Price Per Sq Ft	\$779	2.2%	\$762	11.3%	\$700
Median Sales Price	\$1,210,000	8.2%	\$1,118,750	17.3%	\$1,031,450
Number of Sales (Closed)	5,697	35.3%	4,210	3.6%	5,498
Days on Market (From Last List Date)	21	-25.0%	28	-22.2%	27
Listing Discount (From Last List Price)	0.5%		0.4%		0.7%
Listing Inventory	2,867	49.3%	1,920	32.7%	2,161
Months of Supply	1.5	7.1%	1.4	25.0%	1.2
Average Square Feet	1,989	2.3%	1,944	2.6%	1,939

Year-to-Date	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price (YTD)	\$1,520,544	N/A	N/A	14.5%	\$1,328,059
Average Price per Sq Ft (YTD)	\$772	N/A	N/A	12.9%	\$684
Median Sales Price (YTD)	\$1,178,000	N/A	N/A	17.8%	\$1,000,000
Number of Sales (YTD)	9,907	N/A	N/A	3.8%	9,548

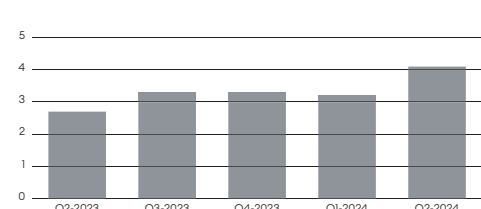
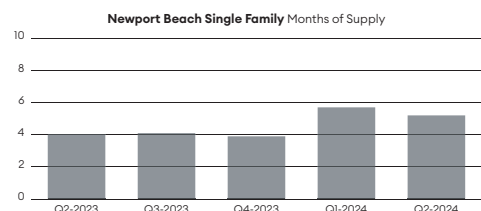
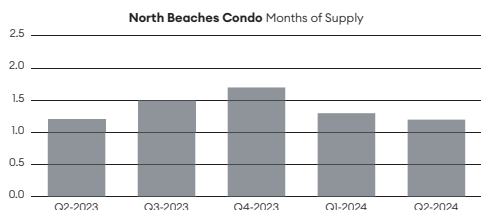
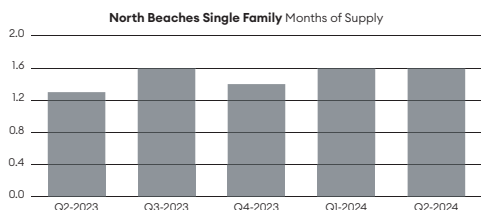
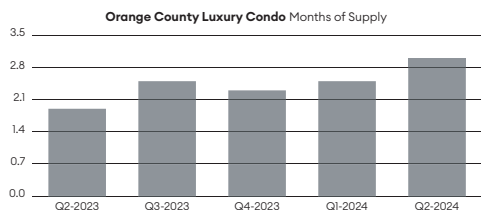
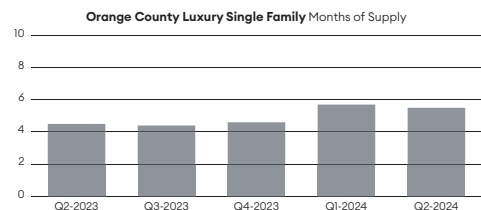
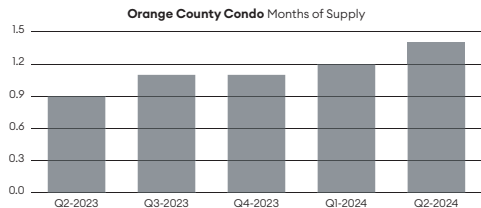
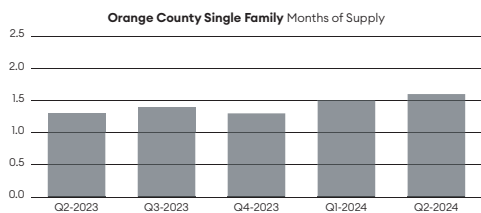
Days on Market (Sales Share)	Current Quarter	Prior Year Quarter
Single Family ≤ 30 Days	82.6%	78.1%
Single Family 31-60 Days	10.4%	10.5%
Single Family > 60 Days	7.0%	11.4%
Condo ≤ 30 Days	79.1%	74.4%
Condo 31-60 Days	13.3%	12.6%
Condo > 60 Days	7.7%	13.1%

Over/Under Last List (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Over	51.8%	47.7%
Single Family At	11.4%	13.4%
Single Family Under	36.8%	38.9%
Condo Over	49.4%	42.9%
Condo At	13.5%	17.7%
Condo Under	37.0%	39.5%

All the overall price trend indicators posted large annual increases to reach new highs. Median sales price rose by 17.3% to \$1,210,000, the highest level on record and the fourth consecutive quarter with a record. For the second time, sales increased year over year. There were 5,697 sales in the county for the quarter, 3.6% more than the same period last year. At the same time, listing inventory surged 32.7% to 2,867, yet months of supply, the number of months it would take to sell all listing inventory at the current sales rate, was blistering at 1.5 months.



Prepared by Miller Samuel Real Estate Appraisers & Consultants



Single Family Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,862,730	3.1%	\$1,806,415	13.9%	\$1,635,335
Average Price Per Sq Ft	\$808	1.5%	\$796	11.3%	\$726
Median Sales Price	\$1,412,800	5.4%	\$1,340,000	14.9%	\$1,230,000
Number of Sales (Closed)	3,753	40.9%	2,664	6.0%	3,539
Days on Market (From Last List Date)	20	-28.6%	28	-23.1%	26
Listing Discount (From Last List Price)	0.9%		0.7%		0.9%

Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$945,266	2.7%	\$920,644	10.7%	\$853,966
Average Price Per Sq Ft	\$685	2.7%	\$667	10.3%	\$621
Median Sales Price	\$800,000	3.9%	\$769,945	9.6%	\$730,000
Number of Sales (Closed)	1,944	25.7%	1,546	-0.8%	1,959
Days on Market (From Last List Date)	21	-22.2%	27	-25.0%	28
Listing Discount (From Last List Price)	-0.7%		-0.4%		-0.3%

Luxury Single Family Matrix (Top 10% of Sales)	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$5,320,424	-3.9%	\$5,535,872	8.8%	\$4,892,148
Average Price Per Sq Ft	\$1,309	-2.2%	\$1,338	8.1%	\$1,211
Median Sales Price	\$4,217,500	-3.6%	\$4,375,000	8.9%	\$3,871,500
Number of Sales (Closed)	376	40.3%	268	4.4%	360
Days on Market (From Last List Date)	43	-15.7%	51	-10.4%	48
Listing Discount (From Last List Price)	5.1%		4.0%		4.3%

Luxury Condo Matrix (Top 10% of Sales)	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$2,233,373	-0.4%	\$2,242,854	14.6%	\$1,948,649
Average Price Per Sq Ft	\$1,020	0.7%	\$1,013	11.4%	\$916
Median Sales Price	\$1,900,000	1.1%	\$1,880,000	13.4%	\$1,675,000
Number of Sales (Closed)	195	25.0%	156	-1.0%	197
Days on Market (From Last List Date)	26	-23.5%	34	-18.8%	32
Listing Discount (From Last List Price)	0.4%		0.7%		1.0%

Luxury Single Family Matrix (Top 10% of Sales)	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Entry Price Threshold	\$3,162,500	5.4%	\$3,000,000	17.1%	\$2,700,000

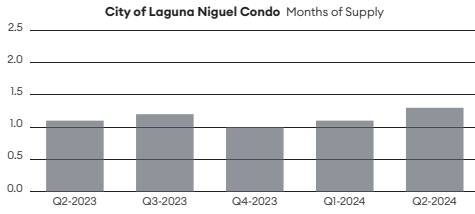
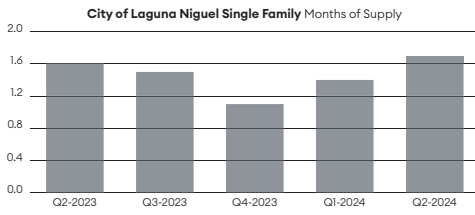
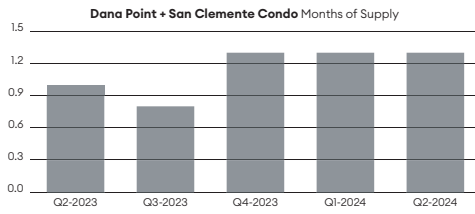
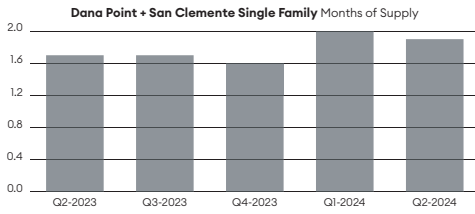
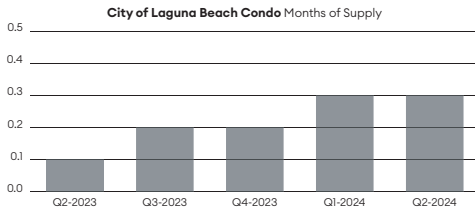
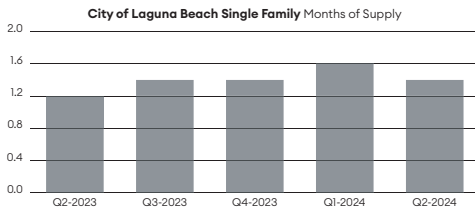
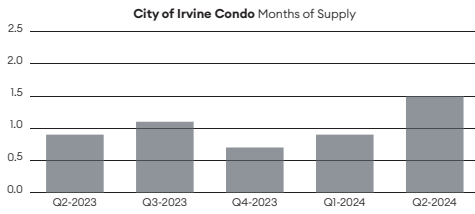
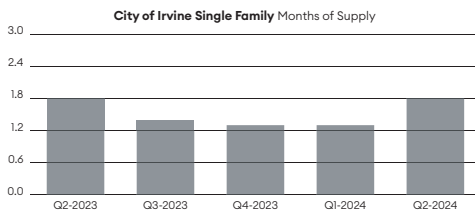
Luxury Condo Matrix (Top 10% of Sales)	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Entry Price Threshold	\$1,525,000	2.3%	\$1,490,000	10.1%	\$1,385,000

North Beaches SF Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,715,096	7.4%	\$1,596,978	9.7%	\$1,562,820
Average Price Per Sq Ft	\$806	3.9%	\$776	7.6%	\$749
Median Sales Price	\$1,485,000	4.9%	\$1,415,000	10.0%	\$1,350,000
Number of Sales (Closed)	295	43.2%	206	-4.2%	308
Days on Market (From Last List Date)	21	-41.7%	36	-22.2%	27
Listing Discount (From Last List Price)	2.0%		0.9%		0.3%

North Beaches Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$894,200	11.9%	\$799,017	9.3%	\$817,779
Average Price Per Sq Ft	\$689	6.5%	\$647	4.4%	\$660
Median Sales Price	\$762,500	8.2%	\$705,000	3.1%	\$739,900
Number of Sales (Closed)	148	14.7%	129	4.2%	142
Days on Market (From Last List Date)	28	-33.3%	42	3.7%	27
Listing Discount (From Last List Price)	0.9%		1.1%		0.7%

Newport Beach SF Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$5,314,671	-7.8%	\$5,762,955	6.5%	\$4,990,968
Average Price Per Sq Ft	\$1,690	-2.8%	\$1,738	8.8%	\$1,553
Median Sales Price	\$4,262,500	-8.3%	\$4,650,000	10.0%	\$3,875,000
Number of Sales (Closed)	144	45.5%	99	8.3%	133
Days on Market (From Last List Date)	37	-32.7%	55	-7.5%	40
Listing Discount (From Last List Price)	5.9%		4.2%		5.5%

Newport Beach Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$2,131,863	16.1%	\$1,836,005	13.7%	\$1,874,421
Average Price Per Sq Ft	\$1,133	7.8%	\$1,051	10.4%	\$1,026
Median Sales Price	\$1,607,500	10.1%	\$1,460,000	4.8%	\$1,534,500
Number of Sales (Closed)	58	18.4%	49	0.0%	58
Days on Market (From Last List Date)	25	-26.5%	34	-28.6%	35
Listing Discount (From Last List Price)	-0.1%		1.3%		2.7%



City of Irvine SF Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$2,854,716	6.2%	\$2,687,904	22.8%	\$2,324,661
Average Price Per Sq Ft	\$1,005	4.6%	\$961	21.8%	\$825
Median Sales Price	\$2,380,000	3.5%	\$2,300,000	25.3%	\$1,900,000
Number of Sales (Closed)	220	25.7%	175	43.8%	153
Days on Market (From Last List Date)	19	-24.0%	25	-29.6%	27
Listing Discount (From Last List Price)	-0.3%		0.3%		-0.9%

City of Irvine Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,330,299	2.3%	\$1,300,473	12.4%	\$1,183,220
Average Price Per Sq Ft	\$803	7.5%	\$747	19.0%	\$675
Median Sales Price	\$1,300,000	4.8%	\$1,240,444	11.6%	\$1,165,000
Number of Sales (Closed)	284	22.4%	232	-1.7%	289
Days on Market (From Last List Date)	16	-15.8%	19	-33.3%	24
Listing Discount (From Last List Price)	-2.1%		-1.4%		-1.1%

City of Laguna Beach SF Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$2,681,017	6.1%	\$2,526,768	22.2%	\$2,193,495
Average Price Per Sq Ft	\$1,061	-0.7%	\$1,069	19.1%	\$891
Median Sales Price	\$1,850,000	2.8%	\$1,800,000	17.4%	\$1,576,000
Number of Sales (Closed)	277	51.4%	183	9.1%	254
Days on Market (From Last List Date)	29	-29.3%	41	3.6%	28
Listing Discount (From Last List Price)	3.6%		2.7%		2.2%

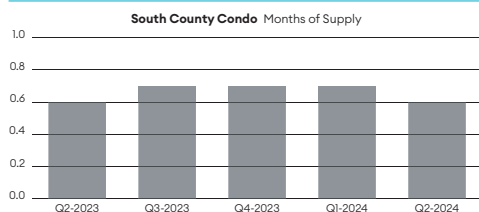
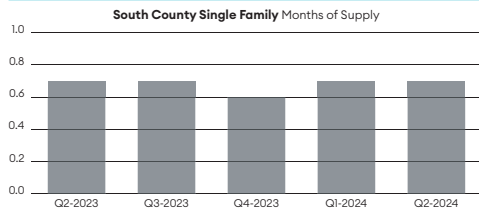
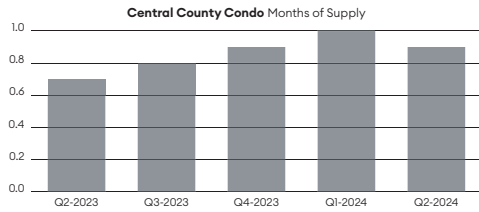
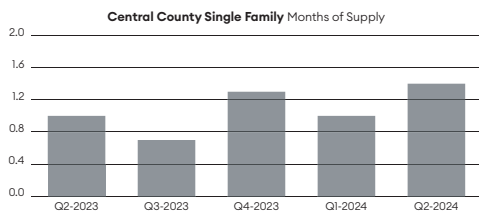
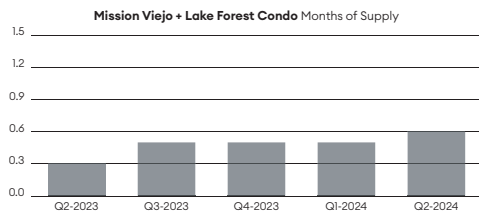
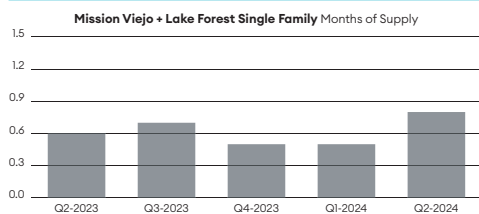
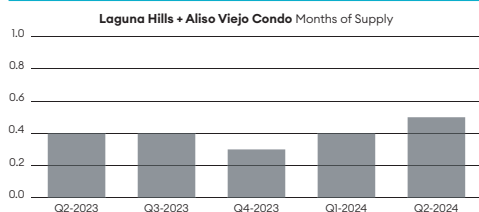
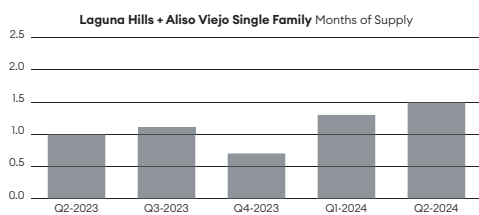
City of Laguna Beach Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$945,321	6.5%	\$887,599	15.7%	\$817,279
Average Price Per Sq Ft	\$717	7.8%	\$665	11.2%	\$645
Median Sales Price	\$825,000	4.4%	\$790,000	14.6%	\$720,000
Number of Sales (Closed)	179	23.4%	145	-7.7%	194
Days on Market (From Last List Date)	20	-23.1%	26	-31.0%	29
Listing Discount (From Last List Price)	-0.1%		-0.5%		-0.2%

Dana Point+San Clemente SF Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$2,142,684	2.5%	\$2,090,380	-3.2%	\$2,213,794
Average Price Per Sq Ft	\$821	2.5%	\$801	-0.1%	\$822
Median Sales Price	\$1,870,000	10.0%	\$1,700,000	10.3%	\$1,695,000
Number of Sales (Closed)	300	50.0%	200	14.1%	263
Days on Market (From Last List Date)	22	-29.0%	31	-37.1%	35
Listing Discount (From Last List Price)	1.1%		1.4%		1.9%

Dana Point+San Clemente Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,002,531	-2.7%	\$1,030,685	-1.0%	\$1,012,905
Average Price Per Sq Ft	\$693	1.9%	\$680	3.4%	\$670
Median Sales Price	\$900,997	-0.7%	\$907,000	3.6%	\$870,000
Number of Sales (Closed)	143	20.2%	119	10.9%	129
Days on Market (From Last List Date)	27	-22.9%	35	-3.6%	28
Listing Discount (From Last List Price)	1.0%		0.8%		0.3%

City of Laguna Niguel SF Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$2,007,191	5.2%	\$1,908,090	10.6%	\$1,814,281
Average Price Per Sq Ft	\$819	5.0%	\$780	11.6%	\$734
Median Sales Price	\$1,726,500	1.6%	\$1,700,000	12.1%	\$1,540,000
Number of Sales (Closed)	122	54.4%	79	9.9%	111
Days on Market (From Last List Date)	21	-22.2%	27	40.0%	15
Listing Discount (From Last List Price)	0.8%		0.0%		0.7%

City of Laguna Niguel Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$886,627	1.1%	\$877,066	14.2%	\$776,347
Average Price Per Sq Ft	\$694	6.1%	\$654	13.4%	\$612
Median Sales Price	\$780,000	-1.0%	\$787,500	10.2%	\$707,500
Number of Sales (Closed)	67	34.0%	50	-11.8%	76
Days on Market (From Last List Date)	20	-28.6%	28	-20.0%	25
Listing Discount (From Last List Price)	0.2%		-0.5%		-0.1%



Laguna Hills+Aliso Viejo SF Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,782,180	22.2%	\$1,458,957	22.3%	\$1,457,012
Average Price Per Sq Ft	\$694	2.1%	\$680	14.7%	\$605
Median Sales Price	\$1,525,000	22.0%	\$1,250,000	23.5%	\$1,235,000
Number of Sales (Closed)	79	49.1%	53	-13.2%	91
Days on Market (From Last List Date)	13	-48.0%	25	-40.9%	22
Listing Discount (From Last List Price)	-0.5%		-1.7%		-0.6%

Laguna Hills+Aliso Viejo Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$720,260	8.8%	\$661,845	15.8%	\$621,919
Average Price Per Sq Ft	\$566	6.4%	\$532	12.1%	\$505
Median Sales Price	\$695,000	3.7%	\$670,000	12.3%	\$618,944
Number of Sales (Closed)	211	23.4%	171	1.4%	208
Days on Market (From Last List Date)	23	-20.7%	29	-25.8%	31
Listing Discount (From Last List Price)	-1.3%		-1.0%		-0.2%

Mission Viejo+Lake Forest SF Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,636,516	10.9%	\$1,475,716	13.8%	\$1,437,963
Average Price Per Sq Ft	\$697	7.7%	\$647	14.4%	\$609
Median Sales Price	\$1,425,000	9.6%	\$1,300,000	14.5%	\$1,244,500
Number of Sales (Closed)	498	41.5%	352	-0.4%	500
Days on Market (From Last List Date)	19	-24.0%	25	-24.0%	25
Listing Discount (From Last List Price)	-0.6%		-0.4%		0.3%

Mission Viejo+Lake Forest Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$831,749	6.5%	\$780,999	15.5%	\$720,360
Average Price Per Sq Ft	\$609	2.4%	\$595	9.5%	\$556
Median Sales Price	\$799,900	6.7%	\$750,000	15.8%	\$691,000
Number of Sales (Closed)	251	46.8%	171	12.6%	223
Days on Market (From Last List Date)	19	-29.6%	27	-34.5%	29
Listing Discount (From Last List Price)	-1.0%		-0.3%		-0.2%

Central County SF Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,667,911	4.2%	\$1,600,295	11.5%	\$1,495,535
Average Price Per Sq Ft	\$672	2.8%	\$654	15.9%	\$580
Median Sales Price	\$1,455,000	2.5%	\$1,420,000	12.8%	\$1,290,000
Number of Sales (Closed)	133	19.8%	111	-11.3%	150
Days on Market (From Last List Date)	19	-20.8%	24	-20.8%	24
Listing Discount (From Last List Price)	-1.5%		-1.1%		-0.3%

Central County Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$874,898	18.1%	\$740,885	4.9%	\$834,299
Average Price Per Sq Ft	\$635	7.6%	\$590	9.3%	\$581
Median Sales Price	\$825,000	11.6%	\$739,000	7.1%	\$770,000
Number of Sales (Closed)	67	26.4%	53	24.1%	54
Days on Market (From Last List Date)	15	-40.0%	25	-16.7%	18
Listing Discount (From Last List Price)	-2.0%		-2.7%		-2.0%

South County SF Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,705,297	9.3%	\$1,560,175	13.5%	\$1,503,035
Average Price Per Sq Ft	\$680	8.3%	\$628	13.9%	\$597
Median Sales Price	\$1,483,500	9.9%	\$1,350,000	16.8%	\$1,270,000
Number of Sales (Closed)	528	41.2%	374	5.4%	501
Days on Market (From Last List Date)	16	-36.0%	25	-36.0%	25
Listing Discount (From Last List Price)	-0.5%		-0.1%		0.4%

South County Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$814,137	2.5%	\$794,149	8.1%	\$752,860
Average Price Per Sq Ft	\$612	2.5%	\$597	7.9%	\$567
Median Sales Price	\$800,000	4.6%	\$765,000	8.8%	\$735,000
Number of Sales (Closed)	278	62.6%	171	20.9%	230
Days on Market (From Last List Date)	18	-35.7%	28	-25.0%	24
Listing Discount (From Last List Price)	-1.0%		-0.4%		-0.6%

Questions or comments? Email report author  
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