

Elliman Report

Q3-2024 Orange County, CA Sales

Single Family & Condo Dashboard

YEAR-OVER-YEAR

+ 4.9%
Prices
Median Sales Price

+ 0.7 mos
Pace
Months of Supply

+ 2.0%
Sales
Closed Sales

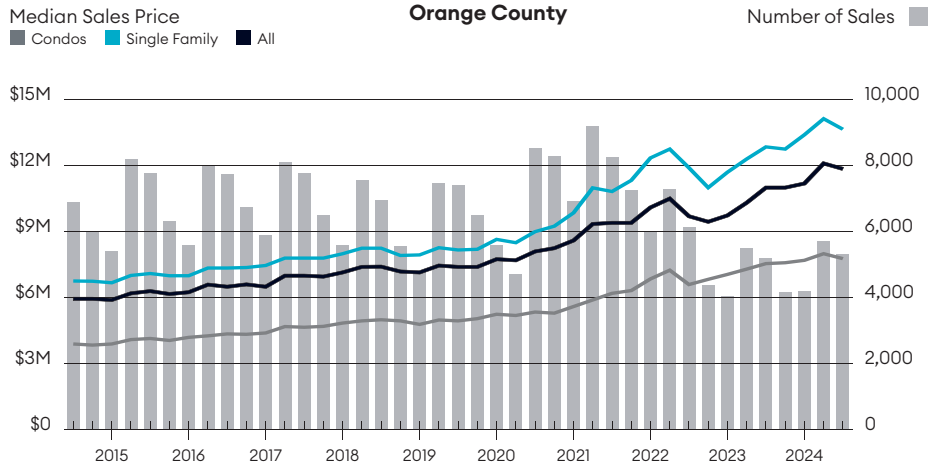
+ 61.4%
Inventory
Total Inventory

+ 2 days
Marketing Time
Days on Market

+ 2.2%
Negotiability
Listing Discount

- Median sales price increased annually for the fifth time, reaching the second-highest on record
- Sales rose year over year for the third consecutive quarter, as listing inventory increased for the second time
- More than four out of ten sales closed above the last asking price during the quarter

Finance (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Cash	49.0%	48.7%
Single Family Mortgage	50.9%	51.4%
Condo Cash	46.7%	47.4%
Condo Mortgage	53.3%	52.6%



Orange County Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$1,518,105	-2.0%	\$1,549,662	4.9%	\$1,447,281
Average Price Per Sq Ft	\$781	0.3%	\$779	5.7%	\$739
Median Sales Price	\$1,185,000	-2.1%	\$1,210,000	7.7%	\$1,100,000
Number of Sales (Closed)	5,308	-6.8%	5,697	2.0%	5,206
Days on Market (From Last List Date)	25	19.0%	21	8.7%	23
Listing Discount (From Last List Price)	2.6%		0.5%		0.4%
Listing Inventory	3,595	25.4%	2,867	61.4%	2,227
Months of Supply	2.0	33.3%	1.5	53.8%	1.3
Average Square Feet	1,945	-2.2%	1,989	-0.7%	1,959

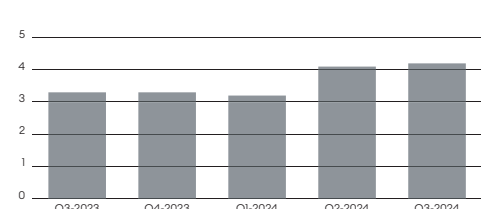
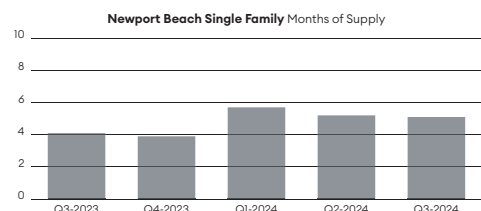
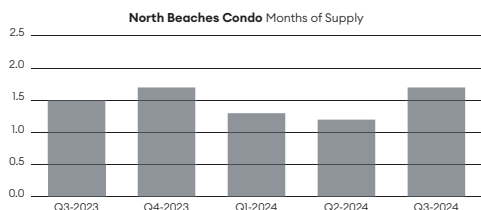
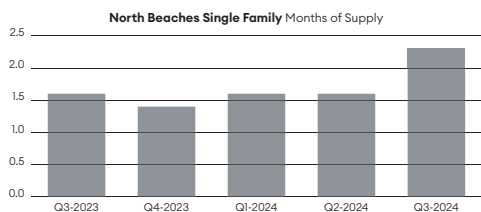
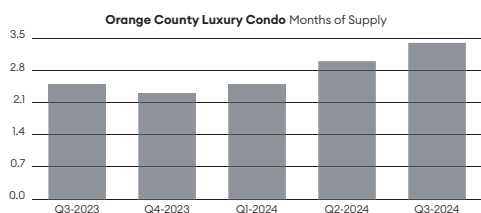
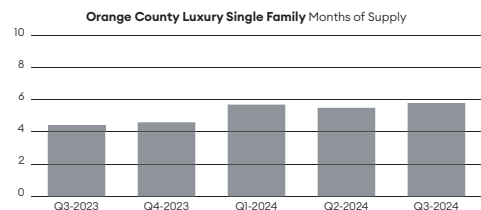
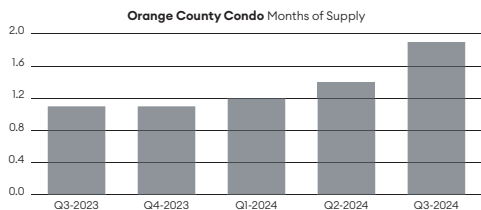
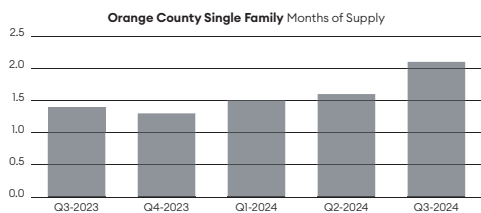
Year-to-Date	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price (YTD)	\$1,519,693	N/A	N/A	10.9%	\$1,370,127
Average Price per Sq Ft (YTD)	\$775	N/A	N/A	10.2%	\$703
Median Sales Price (YTD)	\$1,180,000	N/A	N/A	13.5%	\$1,040,000
Number of Sales (YTD)	15,215	N/A	N/A	3.1%	14,754

Days on Market (Sales Share)	Current Quarter	Prior Year Quarter
Single Family ≤ 30 Days	75.1%	78.8%
Single Family 31-60 Days	15.2%	12.1%
Single Family > 60 Days	9.7%	9.1%
Condo ≤ 30 Days	73.6%	78.5%
Condo 31-60 Days	15.7%	13.1%
Condo > 60 Days	10.7%	8.4%

Over/Under Last List (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Over	42.8%	48.3%
Single Family At	10.7%	13.9%
Single Family Under	46.5%	37.8%
Condo Over	38.7%	48.5%
Condo At	13.6%	16.9%
Condo Under	47.8%	34.6%

Median sales price increased by 7.7% annually to \$1,185,000, the second highest on record. Average sales price followed the same pattern, rising year over year by 4.9% to \$1,518,105, also the second highest on record. There were 5,308 sales during the quarter, up 2% annually for the third consecutive increase in a year. The number of sales remained lower than typical levels, down 28.4% from the same period five years ago. Listing inventory rose 61.4% year over year to 3,595 for the second straight annual gain, enabling more sales.





Single Family Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$1,837,092	-1.4%	\$1,862,730	4.9%	\$1,751,095
Average Price Per Sq Ft	\$813	0.6%	\$808	5.6%	\$770
Median Sales Price	\$1,365,000	-3.4%	\$1,412,800	6.2%	\$1,285,000
Number of Sales (Closed)	3,453	-8.0%	3,753	1.2%	3,413
Days on Market (From Last List Date)	25	25.0%	20	8.7%	23
Listing Discount (From Last List Price)	3.0%		0.9%		0.7%

Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$924,324	-2.2%	\$945,266	6.4%	\$868,968
Average Price Per Sq Ft	\$680	-0.7%	\$685	6.3%	\$640
Median Sales Price	\$777,500	-2.8%	\$800,000	3.0%	\$755,000
Number of Sales (Closed)	1,855	-4.6%	1,944	3.5%	1,793
Days on Market (From Last List Date)	25	19.0%	21	13.6%	22
Listing Discount (From Last List Price)	1.1%		-0.7%		-0.7%

Luxury Single Family Matrix (Top 10% of Sales)	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$5,523,071	3.8%	\$5,320,424	0.1%	\$5,519,565
Average Price Per Sq Ft	\$1,343	2.6%	\$1,309	-0.5%	\$1,350
Median Sales Price	\$4,250,000	0.8%	\$4,217,500	4.3%	\$4,075,000
Number of Sales (Closed)	350	-6.9%	376	2.3%	342
Days on Market (From Last List Date)	50	16.3%	43	28.2%	39
Listing Discount (From Last List Price)	6.9%		5.1%		3.8%

Luxury Condo Matrix (Top 10% of Sales)	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$2,120,441	-5.1%	\$2,233,373	8.8%	\$1,949,658
Average Price Per Sq Ft	\$984	-3.5%	\$1,020	7.1%	\$919
Median Sales Price	\$1,960,000	3.2%	\$1,900,000	12.8%	\$1,737,265
Number of Sales (Closed)	186	-4.6%	195	3.3%	180
Days on Market (From Last List Date)	25	-3.8%	26	-7.4%	27
Listing Discount (From Last List Price)	2.2%		0.4%		0.2%

Luxury Single Family Matrix (Top 10% of Sales)	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Entry Price Threshold	\$3,100,000	-2.0%	\$3,162,500	5.1%	\$2,950,000

Luxury Condo Matrix (Top 10% of Sales)	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Entry Price Threshold	\$1,560,000	2.3%	\$1,525,000	11.1%	\$1,404,429

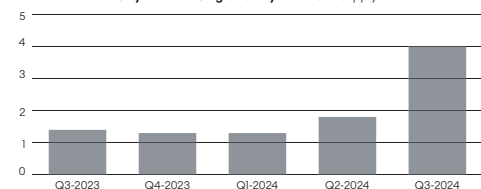
North Beaches SF Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$1,685,081	-1.8%	\$1,715,096	-0.6%	\$1,695,193
Average Price Per Sq Ft	\$811	0.6%	\$806	2.8%	\$789
Median Sales Price	\$1,449,500	-2.4%	\$1,485,000	3.5%	\$1,400,000
Number of Sales (Closed)	268	-9.2%	295	-11.3%	302
Days on Market (From Last List Date)	22	4.8%	21	-4.3%	23
Listing Discount (From Last List Price)	2.5%		2.0%		0.6%

North Beaches Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$837,303	-6.4%	\$894,200	0.7%	\$831,477
Average Price Per Sq Ft	\$676	-1.9%	\$689	0.3%	\$674
Median Sales Price	\$777,500	2.0%	\$762,500	3.8%	\$749,000
Number of Sales (Closed)	146	-1.4%	148	5.0%	139
Days on Market (From Last List Date)	27	-3.6%	28	8.0%	25
Listing Discount (From Last List Price)	1.7%		0.9%		0.0%

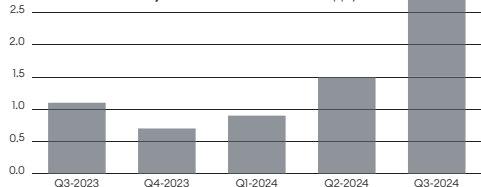
Newport Beach SF Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$5,924,614	11.5%	\$5,314,671	1.0%	\$5,864,308
Average Price Per Sq Ft	\$1,781	5.4%	\$1,690	3.7%	\$1,717
Median Sales Price	\$4,095,000	-3.9%	\$4,262,500	-2.5%	\$4,200,000
Number of Sales (Closed)	140	-2.8%	144	3.7%	135
Days on Market (From Last List Date)	54	45.9%	37	58.8%	34
Listing Discount (From Last List Price)	9.0%		5.9%		4.2%

Newport Beach Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$1,774,677	-16.8%	\$2,131,863	5.2%	\$1,687,349
Average Price Per Sq Ft	\$1,063	-6.2%	\$1,133	6.4%	\$999
Median Sales Price	\$1,614,500	0.4%	\$1,607,500	14.1%	\$1,415,000
Number of Sales (Closed)	62	6.9%	58	8.8%	57
Days on Market (From Last List Date)	40	60.0%	25	60.0%	25
Listing Discount (From Last List Price)	5.7%		-0.1%		1.2%

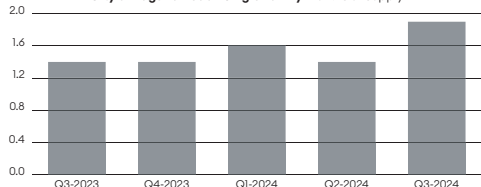
City of Irvine Single Family Months of Supply



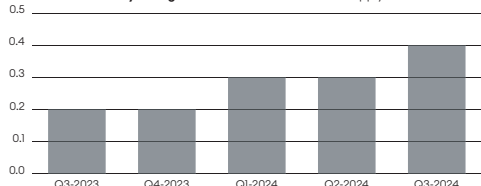
City of Irvine Condo Months of Supply



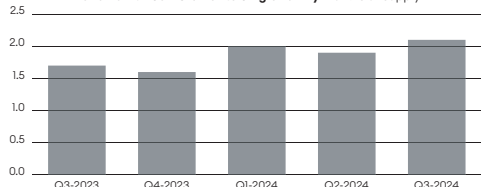
City of Laguna Beach Single Family Months of Supply



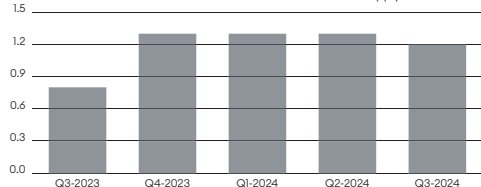
City of Laguna Beach Condo Months of Supply



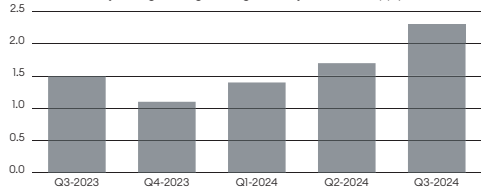
Dana Point + San Clemente Single Family Months of Supply



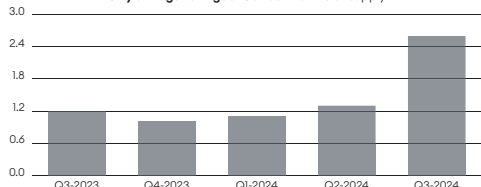
Dana Point + San Clemente Condo Months of Supply



City of Laguna Niguel Single Family Months of Supply



City of Laguna Niguel Condo Months of Supply



City of Irvine SF Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$2,698,916	-5.5%	\$2,854,716	1.2%	\$2,667,864
Average Price Per Sq Ft	\$985	-2.0%	\$1,005	10.2%	\$894
Median Sales Price	\$2,150,300	-9.7%	\$2,380,000	3.5%	\$2,077,500
Number of Sales (Closed)	147	-33.2%	220	-22.6%	190
Days on Market (From Last List Date)	22	15.8%	19	29.4%	17
Listing Discount (From Last List Price)	2.0%		-0.3%		0.9%

City of Irvine Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$1,396,652	5.0%	\$1,330,299	17.7%	\$1,186,134
Average Price Per Sq Ft	\$816	1.6%	\$803	14.4%	\$713
Median Sales Price	\$1,349,800	3.8%	\$1,300,000	21.3%	\$1,112,500
Number of Sales (Closed)	263	-7.4%	284	1.2%	260
Days on Market (From Last List Date)	21	31.3%	16	-4.5%	22
Listing Discount (From Last List Price)	0.2%		-2.1%		-0.8%

City of Laguna Beach SF Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$2,324,349	-13.3%	\$2,681,017	0.9%	\$2,304,019
Average Price Per Sq Ft	\$964	-9.1%	\$1,061	3.9%	\$928
Median Sales Price	\$1,810,000	-2.2%	\$1,850,000	3.8%	\$1,743,500
Number of Sales (Closed)	233	-15.9%	277	-2.9%	240
Days on Market (From Last List Date)	33	13.8%	29	-10.8%	37
Listing Discount (From Last List Price)	4.8%		3.6%		2.4%

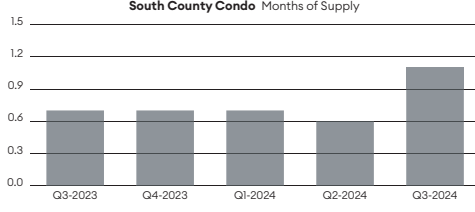
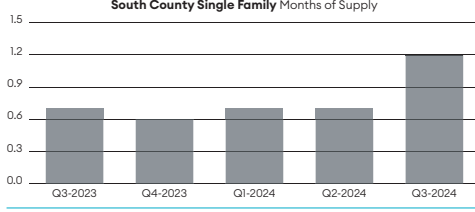
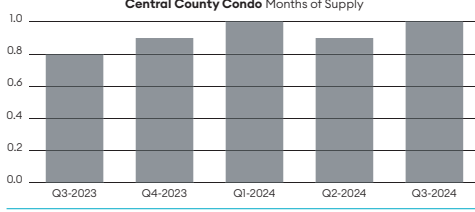
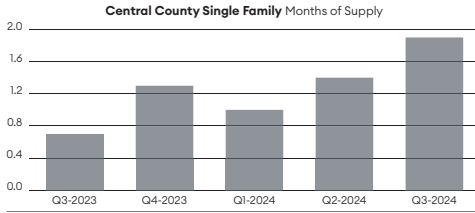
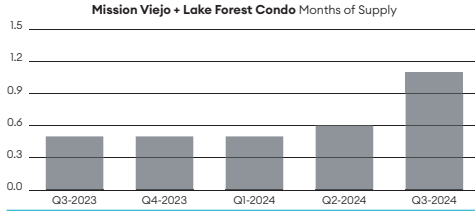
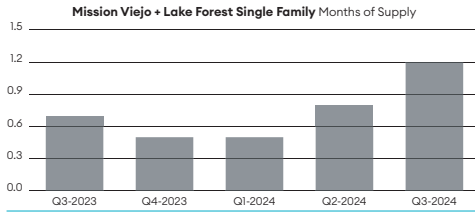
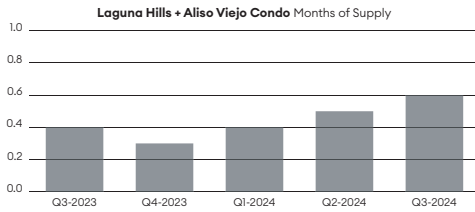
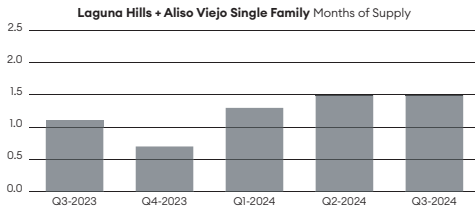
City of Laguna Beach Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$887,422	-6.1%	\$945,321	2.4%	\$866,306
Average Price Per Sq Ft	\$692	-3.5%	\$717	5.3%	\$657
Median Sales Price	\$804,500	-2.5%	\$825,000	3.1%	\$780,000
Number of Sales (Closed)	170	-5.0%	179	-5.0%	179
Days on Market (From Last List Date)	22	10.0%	20	-8.3%	24
Listing Discount (From Last List Price)	0.3%		-0.1%		-0.1%

Dana Point+San Clemente SF Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$2,197,350	2.6%	\$2,142,684	-0.1%	\$2,198,586
Average Price Per Sq Ft	\$859	4.6%	\$821	-2.2%	\$878
Median Sales Price	\$1,800,000	-3.7%	\$1,870,000	9.1%	\$1,650,000
Number of Sales (Closed)	275	-8.3%	300	7.4%	256
Days on Market (From Last List Date)	32	45.5%	22	14.3%	28
Listing Discount (From Last List Price)	4.1%		1.1%		1.1%

Dana Point+San Clemente Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$964,868	-3.8%	\$1,002,531	-1.3%	\$977,598
Average Price Per Sq Ft	\$671	-3.2%	\$693	1.1%	\$664
Median Sales Price	\$852,027	-5.4%	\$900,997	-2.8%	\$876,900
Number of Sales (Closed)	138	-3.5%	143	9.5%	126
Days on Market (From Last List Date)	28	3.7%	27	7.7%	26
Listing Discount (From Last List Price)	3.1%		1.0%		-0.7%

City of Laguna Niguel SF Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$1,899,712	-5.4%	\$2,007,191	0.0%	\$1,898,789
Average Price Per Sq Ft	\$780	-4.8%	\$819	6.8%	\$730
Median Sales Price	\$1,725,000	-0.1%	\$1,726,500	3.3%	\$1,670,000
Number of Sales (Closed)	109	-10.7%	122	5.8%	103
Days on Market (From Last List Date)	25	19.0%	21	-32.4%	37
Listing Discount (From Last List Price)	2.3%		0.8%		0.0%

City of Laguna Niguel Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$901,720	1.7%	\$886,627	7.7%	\$837,508
Average Price Per Sq Ft	\$709	2.2%	\$694	11.1%	\$638
Median Sales Price	\$815,000	4.5%	\$780,000	6.2%	\$767,500
Number of Sales (Closed)	50	-25.4%	67	-21.9%	64
Days on Market (From Last List Date)	26	30.0%	20	-3.7%	27
Listing Discount (From Last List Price)	0.1%		0.2%		0.6%



Laguna Hills+Aliso Viejo SF Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$1,671,235	-6.2%	\$1,782,180	7.3%	\$1,557,929
Average Price Per Sq Ft	\$711	2.4%	\$694	12.1%	\$634
Median Sales Price	\$1,424,950	-6.6%	\$1,525,000	5.6%	\$1,350,000
Number of Sales (Closed)	72	-8.9%	79	-4.0%	75
Days on Market (From Last List Date)	19	46.2%	13	-20.8%	24
Listing Discount (From Last List Price)	0.7%		-0.5%		-0.7%

Laguna Hills+Aliso Viejo Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$679,789	-5.6%	\$720,260	7.5%	\$632,516
Average Price Per Sq Ft	\$545	-3.7%	\$566	6.9%	\$510
Median Sales Price	\$660,000	-5.0%	\$695,000	4.6%	\$631,000
Number of Sales (Closed)	231	9.5%	211	3.1%	224
Days on Market (From Last List Date)	26	13.0%	23	-3.7%	27
Listing Discount (From Last List Price)	0.1%		-1.3%		-0.6%

Mission Viejo+Lake Forest SF Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$1,590,764	-2.8%	\$1,636,516	11.4%	\$1,428,328
Average Price Per Sq Ft	\$673	-3.4%	\$697	8.7%	\$619
Median Sales Price	\$1,370,000	-3.9%	\$1,425,000	8.0%	\$1,269,000
Number of Sales (Closed)	463	-7.0%	498	2.0%	454
Days on Market (From Last List Date)	22	15.8%	19	0.0%	22
Listing Discount (From Last List Price)	0.9%		-0.6%		-0.4%

Mission Viejo+Lake Forest Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$800,209	-3.8%	\$831,749	5.6%	\$757,942
Average Price Per Sq Ft	\$613	0.7%	\$609	8.1%	\$567
Median Sales Price	\$761,000	-4.9%	\$799,900	1.5%	\$750,000
Number of Sales (Closed)	212	-15.5%	251	7.1%	198
Days on Market (From Last List Date)	22	15.8%	19	4.8%	21
Listing Discount (From Last List Price)	0.9%		-1.0%		-0.5%

Central County SF Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$1,730,331	3.7%	\$1,667,911	25.0%	\$1,384,469
Average Price Per Sq Ft	\$693	3.1%	\$672	10.5%	\$627
Median Sales Price	\$1,500,000	3.1%	\$1,455,000	24.3%	\$1,206,500
Number of Sales (Closed)	150	12.8%	133	5.6%	142
Days on Market (From Last List Date)	27	42.1%	19	50.0%	18
Listing Discount (From Last List Price)	1.4%		-1.5%		-1.3%

Central County Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$882,587	0.9%	\$874,898	12.3%	\$785,625
Average Price Per Sq Ft	\$630	-0.8%	\$635	4.3%	\$604
Median Sales Price	\$808,000	-2.1%	\$825,000	2.3%	\$790,000
Number of Sales (Closed)	56	-16.4%	67	9.8%	51
Days on Market (From Last List Date)	17	13.3%	15	13.3%	15
Listing Discount (From Last List Price)	-0.5%		-2.0%		-2.9%

South County SF Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$1,667,081	-2.2%	\$1,705,297	9.8%	\$1,518,884
Average Price Per Sq Ft	\$669	-1.6%	\$680	9.1%	\$613
Median Sales Price	\$1,430,000	-3.6%	\$1,483,500	10.0%	\$1,300,000
Number of Sales (Closed)	456	-13.6%	528	1.3%	450
Days on Market (From Last List Date)	22	37.5%	16	4.8%	21
Listing Discount (From Last List Price)	1.4%		-0.5%		-0.2%

South County Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$819,293	0.6%	\$814,137	8.0%	\$758,349
Average Price Per Sq Ft	\$613	0.2%	\$612	7.2%	\$572
Median Sales Price	\$785,847	-1.8%	\$800,000	4.7%	\$750,500
Number of Sales (Closed)	217	-21.9%	278	-1.4%	220
Days on Market (From Last List Date)	24	33.3%	18	26.3%	19
Listing Discount (From Last List Price)	1.1%		-1.0%		-0.8%

Questions or comments? Email report author
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