

# Elliman Report

## Q1-2025

### Orange County, CA Sales

## Single Family & Condo Dashboard

YEAR-OVER-YEAR

**+ 7.3%**  
Prices  
Median Sales Price

**+ 1.2 mos**  
Pace  
Months of Supply

**+ 3.3%**  
Sales  
Closed Sales

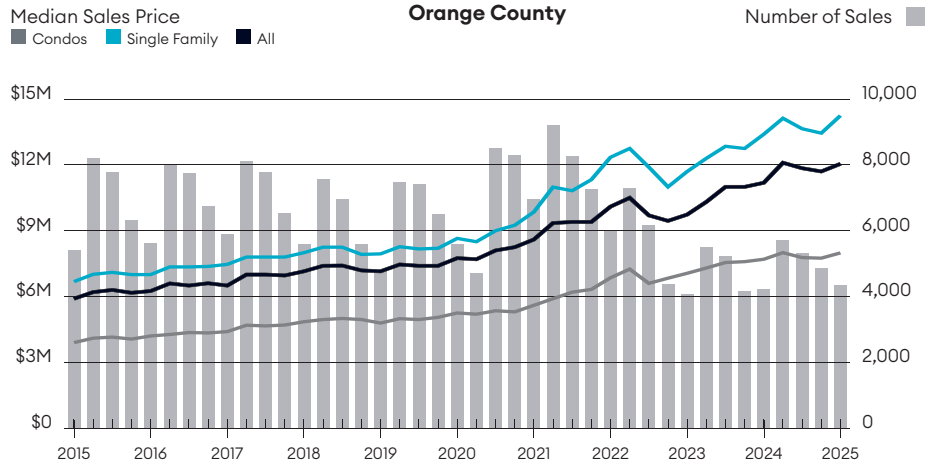
**+ 95.4%**  
Inventory  
Total Inventory

**+ 7 days**  
Marketing Time  
Days on Market

**+ 2.2%**  
Negotiability  
Listing Discount

- Price trend indicators moved higher year over year as average sales price reached a new high
- Sales increased annually for the fifth time while listing inventory growth is accelerating
- Sales exceeding the \$1 million threshold rose annually as sales below the threshold fell

Finance (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Cash	48.8%	50.5%
Single Family Mortgage	51.3%	49.5%
Condo Cash	46.7%	50.1%
Condo Mortgage	53.4%	49.8%



Orange County Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,593,326	8.0%	\$1,474,761	7.6%	\$1,481,142
Average Price Per Sq Ft	\$811	5.1%	\$772	6.4%	\$762
Median Sales Price	\$1,205,000	3.0%	\$1,170,300	7.7%	\$1,118,750
Number of Sales (Closed)	4,349	-10.4%	4,853	3.3%	4,210
Days on Market (From Last List Date)	35	9.4%	32	25.0%	28
Listing Discount (From Last List Price)	2.6%		3.5%		0.4%
Listing Inventory	3,752	51.1%	2,483	95.4%	1,920
Months of Supply	2.6	73.3%	1.5	85.7%	1.4
Average Square Feet	1,965	2.9%	1,910	1.1%	1,944

Year-to-Date	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price (YTD)	\$1,593,326	N/A	N/A	7.6%	\$1,481,142
Average Price per Sq Ft (YTD)	\$811	N/A	N/A	6.4%	\$762
Median Sales Price (YTD)	\$1,205,000	N/A	N/A	7.7%	\$1,118,750
Number of Sales (YTD)	4,349	N/A	N/A	3.3%	4,210

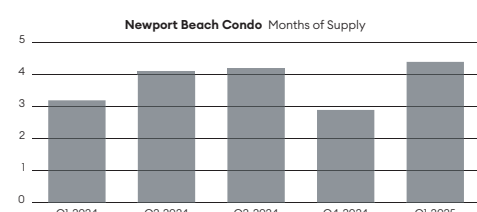
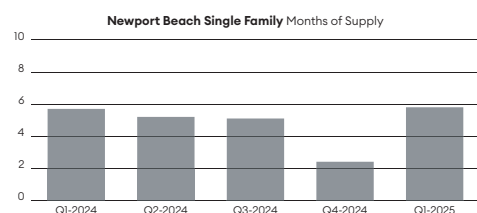
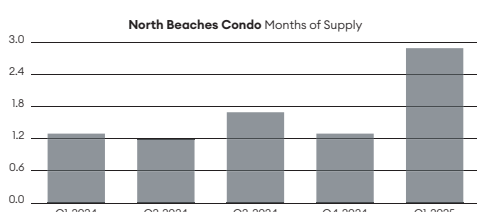
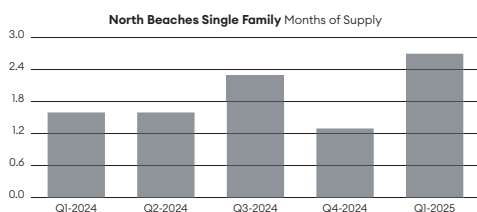
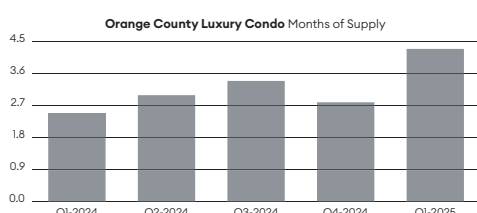
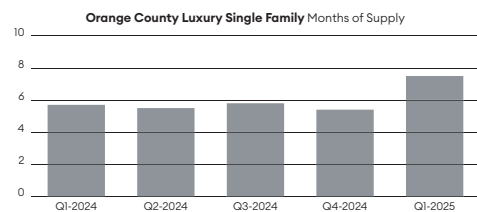
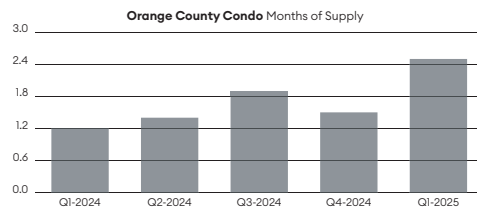
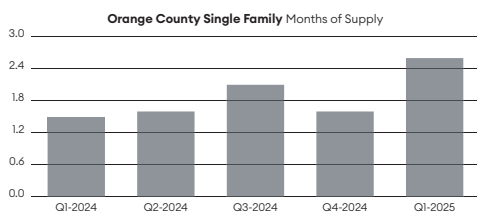
Days on Market (Sales Share)	Current Quarter	Prior Year Quarter
Single Family ≤ 30 Days	65.9%	72.3%
Single Family 31-60 Days	14.3%	13.5%
Single Family > 60 Days	19.8%	14.2%
Condo ≤ 30 Days	63.3%	71.6%
Condo 31-60 Days	17.1%	13.8%
Condo > 60 Days	19.6%	14.6%

Over/Under Last List (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Over	38.7%	45.0%
Single Family At	9.8%	13.5%
Single Family Under	51.5%	41.5%
Condo Over	30.5%	41.7%
Condo At	13.6%	17.3%
Condo Under	55.8%	41.0%

Median sales price increased annually for the seventh time, rising by 7.7% to \$1,205,000, the second-highest level on record. Average sales price followed the same pattern, increasing by 7.6% over the same period to \$1,593,326, a new high. Sales increased year over year by 3.3% to 4,349 for the fifth consecutive gain but remained 22.1% below the same period five years ago. The rate of listing inventory growth has been rising for the past year, showing an increase of nearly double the year-ago period.



Prepared by Miller Samuel Real Estate Appraisers & Consultants



Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,941,462	10.5%	\$1,756,977	7.5%	\$1,806,415
Average Price Per Sq Ft	\$847	5.7%	\$801	6.4%	\$796
Median Sales Price	\$1,425,000	5.9%	\$1,345,000	6.3%	\$1,340,000
Number of Sales (Closed)	2,803	-11.7%	3,175	5.2%	2,664
Days on Market (From Last List Date)	35	6.1%	33	25.0%	28
Listing Discount (From Last List Price)	2.8%		3.7%		0.7%

Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$962,132	2.3%	\$940,773	4.5%	\$920,644
Average Price Per Sq Ft	\$702	2.3%	\$686	5.2%	\$667
Median Sales Price	\$799,000	3.1%	\$775,000	3.8%	\$769,945
Number of Sales (Closed)	1,546	-7.9%	1,678	0.0%	1,546
Days on Market (From Last List Date)	35	12.9%	31	29.6%	27
Listing Discount (From Last List Price)	1.7%		2.5%		-0.4%

Luxury Single Family Matrix (Top 10% of Sales)	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$5,999,875	18.8%	\$5,049,725	8.4%	\$5,535,872
Average Price Per Sq Ft	\$1,439	10.0%	\$1,308	7.5%	\$1,338
Median Sales Price	\$5,000,000	22.2%	\$4,090,000	14.3%	\$4,375,000
Number of Sales (Closed)	281	-11.6%	318	4.9%	268
Days on Market (From Last List Date)	67	15.5%	58	31.4%	51
Listing Discount (From Last List Price)	5.9%		7.3%		4.0%

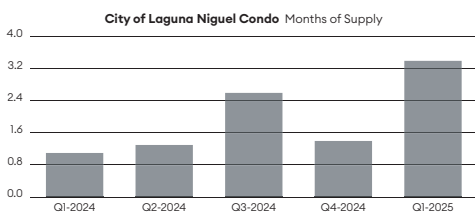
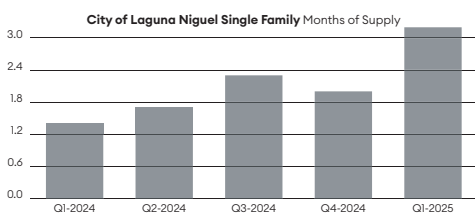
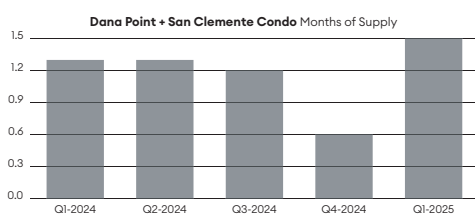
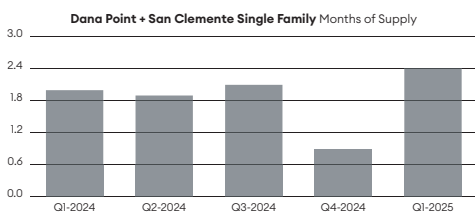
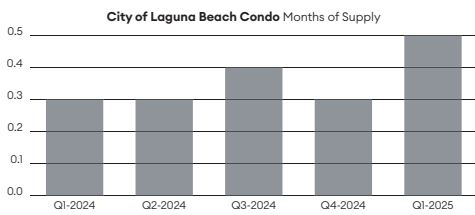
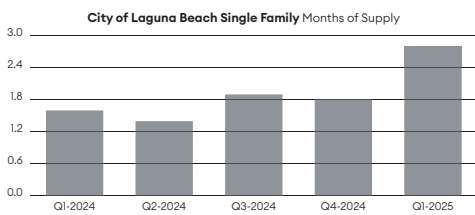
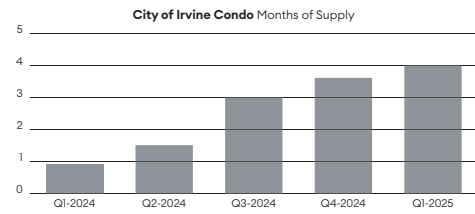
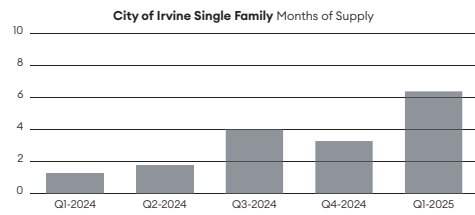
Luxury Condo Matrix (Top 10% of Sales)	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$2,385,871	1.0%	\$2,363,036	6.4%	\$2,242,854
Average Price Per Sq Ft	\$1,101	4.4%	\$1,055	8.7%	\$1,013
Median Sales Price	\$2,125,000	10.2%	\$1,927,500	13.0%	\$1,880,000
Number of Sales (Closed)	158	-6.0%	168	1.3%	156
Days on Market (From Last List Date)	38	-15.6%	45	11.8%	34
Listing Discount (From Last List Price)	2.8%		5.1%		0.7%
Entry Price Threshold	\$3,350,000	14.8%	\$2,918,964	11.7%	\$3,000,000

North Beaches SF Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,883,500	7.1%	\$1,757,935	17.9%	\$1,596,978
Average Price Per Sq Ft	\$867	5.9%	\$819	11.7%	\$776
Median Sales Price	\$1,543,000	0.2%	\$1,540,000	9.0%	\$1,415,000
Number of Sales (Closed)	221	-22.7%	286	7.3%	206
Days on Market (From Last List Date)	35	2.9%	34	-2.8%	36
Listing Discount (From Last List Price)	3.2%		3.1%		0.9%

North Beaches Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$847,646	5.4%	\$804,330	6.1%	\$799,017
Average Price Per Sq Ft	\$674	0.0%	\$674	4.2%	\$647
Median Sales Price	\$715,000	0.0%	\$715,000	1.4%	\$705,000
Number of Sales (Closed)	100	-28.1%	139	-22.5%	129
Days on Market (From Last List Date)	38	15.2%	33	-9.5%	42
Listing Discount (From Last List Price)	1.4%		2.3%		1.1%

Newport Beach SF Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$5,900,556	11.8%	\$5,277,348	2.4%	\$5,762,955
Average Price Per Sq Ft	\$1,710	5.3%	\$1,624	-1.6%	\$1,738
Median Sales Price	\$5,000,000	22.0%	\$4,100,000	7.5%	\$4,650,000
Number of Sales (Closed)	123	-6.1%	131	24.2%	99
Days on Market (From Last List Date)	49	-10.9%	55	-10.9%	55
Listing Discount (From Last List Price)	5.5%		7.8%		4.2%

Newport Beach Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,950,253	-20.5%	\$2,452,241	6.2%	\$1,836,005
Average Price Per Sq Ft	\$1,077	-9.8%	\$1,194	2.5%	\$1,051
Median Sales Price	\$1,887,500	-0.6%	\$1,899,750	29.3%	\$1,460,000
Number of Sales (Closed)	54	35.0%	40	10.2%	49
Days on Market (From Last List Date)	31	-18.4%	38	-8.8%	34
Listing Discount (From Last List Price)	2.6%		5.0%		1.3%



City of Irvine SF Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$2,966,177	16.6%	\$2,544,666	10.4%	\$2,687,904
Average Price Per Sq Ft	\$1,051	11.0%	\$947	9.4%	\$961
Median Sales Price	\$2,380,000	5.8%	\$2,250,000	3.5%	\$2,300,000
Number of Sales (Closed)	125	-16.1%	149	-28.6%	175
Days on Market (From Last List Date)	42	10.5%	38	68.0%	25
Listing Discount (From Last List Price)	2.7%		4.8%		0.3%

City of Irvine Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,344,111	-2.8%	\$1,383,166	3.4%	\$1,300,473
Average Price Per Sq Ft	\$774	-3.4%	\$801	3.6%	\$747
Median Sales Price	\$1,276,500	-3.7%	\$1,325,000	2.9%	\$1,240,444
Number of Sales (Closed)	232	-4.9%	244	0.0%	232
Days on Market (From Last List Date)	37	5.7%	35	94.7%	19
Listing Discount (From Last List Price)	2.2%		3.5%		-1.4%

City of Laguna Beach SF Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$2,461,092	-0.2%	\$2,467,023	-2.6%	\$2,526,768
Average Price Per Sq Ft	\$973	-5.4%	\$1,029	-9.0%	\$1,069
Median Sales Price	\$1,925,000	6.9%	\$1,800,000	6.9%	\$1,800,000
Number of Sales (Closed)	199	1.5%	196	8.7%	183
Days on Market (From Last List Date)	44	2.3%	43	7.3%	41
Listing Discount (From Last List Price)	3.9%		5.5%		2.7%

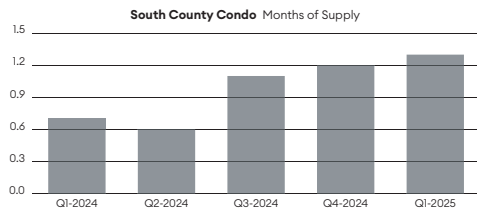
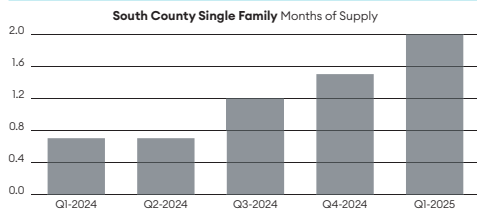
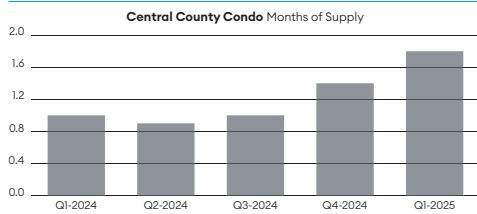
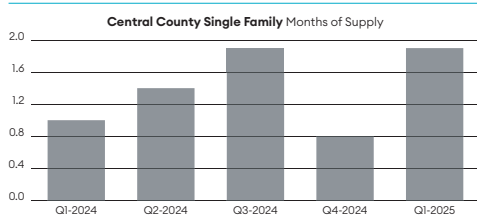
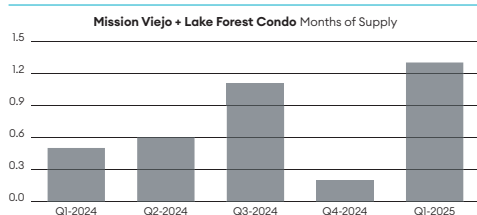
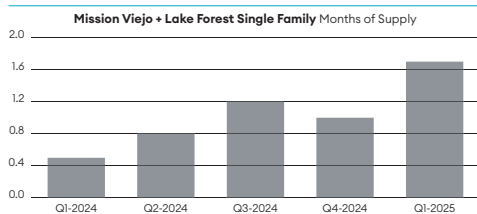
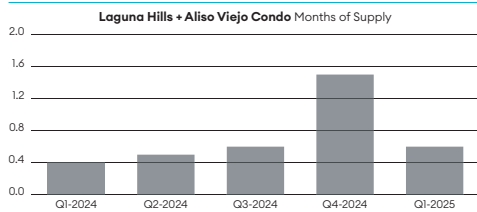
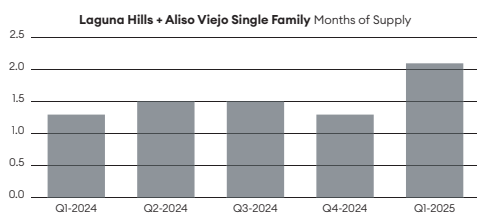
City of Laguna Beach Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$929,236	11.0%	\$837,519	4.7%	\$887,599
Average Price Per Sq Ft	\$740	8.5%	\$682	11.3%	\$665
Median Sales Price	\$799,000	3.8%	\$770,000	1.1%	\$790,000
Number of Sales (Closed)	125	-23.3%	163	-13.8%	145
Days on Market (From Last List Date)	32	0.0%	32	23.1%	26
Listing Discount (From Last List Price)	1.4%		3.1%		-0.5%

Dana Point+San Clemente SF Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$2,314,900	9.0%	\$2,123,150	10.7%	\$2,090,380
Average Price Per Sq Ft	\$915	4.5%	\$876	14.2%	\$801
Median Sales Price	\$1,800,000	5.9%	\$1,699,500	5.9%	\$1,700,000
Number of Sales (Closed)	222	-2.6%	228	11.0%	200
Days on Market (From Last List Date)	45	7.1%	42	45.2%	31
Listing Discount (From Last List Price)	5.0%		4.9%		1.4%

Dana Point+San Clemente Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,165,340	6.7%	\$1,092,417	13.1%	\$1,030,685
Average Price Per Sq Ft	\$762	5.2%	\$724	12.1%	\$680
Median Sales Price	\$925,000	2.2%	\$905,000	2.0%	\$907,000
Number of Sales (Closed)	118	-0.8%	119	-0.8%	119
Days on Market (From Last List Date)	42	7.7%	39	20.0%	35
Listing Discount (From Last List Price)	3.1%		1.9%		0.8%

City of Laguna Niguel SF Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$2,365,880	26.2%	\$1,874,899	24.0%	\$1,908,090
Average Price Per Sq Ft	\$865	8.8%	\$795	10.9%	\$780
Median Sales Price	\$1,875,000	9.5%	\$1,712,500	10.3%	\$1,700,000
Number of Sales (Closed)	82	0.0%	82	3.8%	79
Days on Market (From Last List Date)	39	-4.9%	41	44.4%	27
Listing Discount (From Last List Price)	2.3%		4.0%		0.0%

City of Laguna Niguel Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$786,344	0.3%	\$783,899	-10.3%	\$877,066
Average Price Per Sq Ft	\$665	-0.9%	\$671	1.7%	\$654
Median Sales Price	\$715,000	-2.1%	\$730,050	-9.2%	\$787,500
Number of Sales (Closed)	45	-22.4%	58	-10.0%	50
Days on Market (From Last List Date)	38	26.7%	30	35.7%	28
Listing Discount (From Last List Price)	1.1%		1.9%		-0.5%



Laguna Hills+Aliso Viejo SF Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,859,050	7.6%	\$1,727,325	27.4%	\$1,458,957
Average Price Per Sq Ft	\$701	-2.2%	\$717	3.1%	\$680
Median Sales Price	\$1,497,500	-2.8%	\$1,540,000	19.8%	\$1,250,000
Number of Sales (Closed)	60	-4.8%	63	13.2%	53
Days on Market (From Last List Date)	24	-22.6%	31	-4.0%	25
Listing Discount (From Last List Price)	1.2%		2.7%		-1.7%

Laguna Hills+Aliso Viejo Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$671,500	-4.4%	\$702,276	1.5%	\$661,845
Average Price Per Sq Ft	\$545	-4.7%	\$572	2.4%	\$532
Median Sales Price	\$655,000	-2.6%	\$672,500	-2.2%	\$670,000
Number of Sales (Closed)	159	-8.6%	174	-7.0%	171
Days on Market (From Last List Date)	34	21.4%	28	17.2%	29
Listing Discount (From Last List Price)	1.7%		1.3%		-1.0%

Mission Viejo+Lake Forest SF Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,540,409	-2.4%	\$1,577,481	4.4%	\$1,475,716
Average Price Per Sq Ft	\$684	-1.3%	\$693	5.7%	\$647
Median Sales Price	\$1,332,000	0.3%	\$1,327,750	2.5%	\$1,300,000
Number of Sales (Closed)	327	-10.2%	364	-7.1%	352
Days on Market (From Last List Date)	33	-5.7%	35	32.0%	25
Listing Discount (From Last List Price)	1.6%		3.4%		-0.4%

Mission Viejo+Lake Forest Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$810,495	0.9%	\$803,209	3.8%	\$780,999
Average Price Per Sq Ft	\$607	1.3%	\$599	2.0%	\$595
Median Sales Price	\$791,990	3.3%	\$766,500	5.6%	\$750,000
Number of Sales (Closed)	203	5.7%	192	18.7%	171
Days on Market (From Last List Date)	34	6.3%	32	25.9%	27
Listing Discount (From Last List Price)	1.0%		1.7%		-0.3%

Central County SF Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,664,354	9.6%	\$1,519,080	4.0%	\$1,600,295
Average Price Per Sq Ft	\$662	0.9%	\$656	1.2%	\$654
Median Sales Price	\$1,400,000	1.8%	\$1,375,000	-1.4%	\$1,420,000
Number of Sales (Closed)	112	-15.8%	133	0.9%	111
Days on Market (From Last List Date)	39	21.9%	32	62.5%	24
Listing Discount (From Last List Price)	2.4%		3.5%		-1.1%

Central County Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$809,140	-9.2%	\$890,990	9.2%	\$740,885
Average Price Per Sq Ft	\$645	1.4%	\$636	9.3%	\$590
Median Sales Price	\$735,000	-5.2%	\$775,000	-0.5%	\$739,000
Number of Sales (Closed)	49	-3.9%	51	-7.5%	53
Days on Market (From Last List Date)	28	16.7%	24	12.0%	25
Listing Discount (From Last List Price)	0.5%		0.5%		-2.7%

South County SF Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,621,474	-0.5%	\$1,629,360	3.9%	\$1,560,175
Average Price Per Sq Ft	\$670	-2.3%	\$686	6.7%	\$628
Median Sales Price	\$1,400,000	1.4%	\$1,380,000	3.7%	\$1,350,000
Number of Sales (Closed)	345	-9.9%	383	-7.8%	374
Days on Market (From Last List Date)	34	-10.5%	38	36.0%	25
Listing Discount (From Last List Price)	1.9%		3.8%		-0.1%

South County Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$813,905	-0.5%	\$818,166	2.5%	\$794,149
Average Price Per Sq Ft	\$608	-0.2%	\$609	1.8%	\$597
Median Sales Price	\$790,500	1.3%	\$780,000	3.3%	\$765,000
Number of Sales (Closed)	210	1.4%	207	22.8%	171
Days on Market (From Last List Date)	32	-3.0%	33	14.3%	28
Listing Discount (From Last List Price)	1.0%		1.8%		-0.4%

Questions or comments? Email report author Jonathan Miller at jmill@millersamuel.com  
 Methodology: millersamuel.com/research-reports/methodology

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