EllimanReport

Q1-2025

Orange County, CA Sales

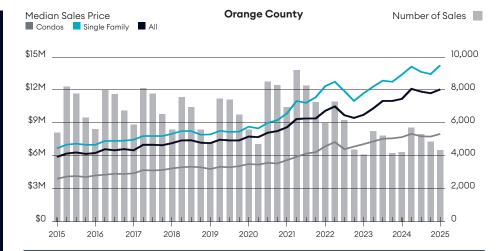
Single Family & Condo

Dashboard

YEAR-OVER-YEAR

- + 7.3%
 Prices
 Median Sales Price
- + 1.2 mos
 Pace
 Months of Supply
- + 3.3%
 Sales
- + 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%



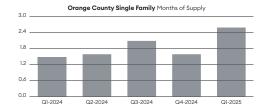
Orange County Matrix	Q1-2025	%∆ (QTR)	Q4-2024	%∆ (YR)	Q1-2024
Average Sales Price	\$1,593,326	8.0%	\$1,474,761	7.6%	\$1,481,142
Average Price Per Sq Ft	\$811	5.1%	\$772	6.4%	\$762
Median Sales Price	\$1,205,000	3.0%	\$1,170,300	7.7%	\$1,118,750
Number of Sales (Closed)	4,349	-10.4%	4,853	3.3%	4,210
Days 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	%∆ (QTR)	Q4-2024	%∆ (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

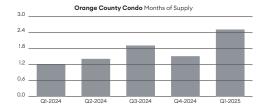
Days on Market (Sales Share)	Current Quarter	Prior Year Quarter
Single Family ≤ 30 Days	65.9%	72.3%
Single Family 31-60 Days	14.3%	13.5%
Single Family > 60 Days	19.8%	14.2%
Condo≤30 Days	63.3%	71.6%
Condo 31-60 Days	17.1%	13.8%
Condo > 60 Days	19.6%	14.6%

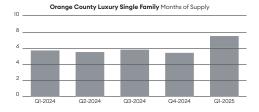
Over/Under Last List (Sales Share)	Current Quarter	Prior Year Quarter
Single Family Over	38.7%	45.0%
Single Family At	9.8%	13.5%
Single Family Under	51.5%	41.5%
Condo Over	30.5%	41.7%
Condo At	13.6%	17.3%
Condo Under	55.8%	41.0%

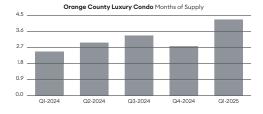
Median sales price increased annually for the seventh time, rising by 7.7% to \$1,205,000, the second-highest level on record. Average sales price followed the same pattern, increasing by 7.6% over the same period to \$1,593,326, a new high. Sales increased year over year by 3.3% to 4,349 for the fifth 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.

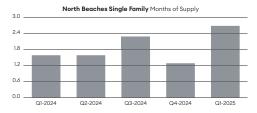


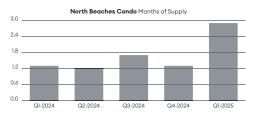






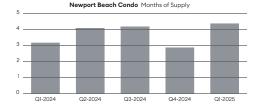






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_	Q1-2024	Q2-2024	Q3-2024	Q4-2024	Q1-2025

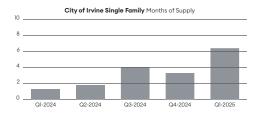
Newport Beach Single Family Months of Supply

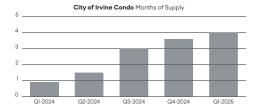


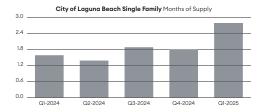
Single Family Matrix	Q1-2025	%∆ (QTR)	Q4-2024	%∆ (YR)	Q1-2024
Average Sales Price	\$1,941,462	10.5%	\$1,756,977	7.5%	\$1,806,415
Average Price Per Sq Ft	\$847	5.7%	\$801	6.4%	\$796
Median Sales Price	\$1,425,000	5.9%	\$1,345,000	6.3%	\$1,340,000
Number of Sales (Closed)	2,803	-11.7%	3,175	5.2%	2,664
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	$\%\Delta$ (QTR)	Q4-2024	$\Delta (YR)$	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%

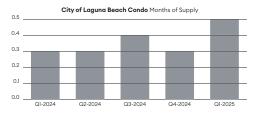
Luxury Single Family Matrix (Top 10% of So	ales) Q1-2025	$\%\Delta$ (QTR)	Q4-2024	Δ (YR)	Q1-2024
Average Sales Price	\$5,999,875	18.8%	\$5,049,725	8.4%	\$5,535,872
Average Price Per Sq Ft	\$1,439	10.0%	\$1,308	7.5%	\$1,338
Median Sales Price	\$5,000,000	22.2%	\$4,090,000	14.3%	\$4,375,000
Number of Sales (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%
Entry Price Threshold	\$3,350,000	14.8%	\$2,918,964	11.7%	\$3,000,000
Luxury Condo Matrix (Top 10% of Sales)	Q1-2025	$\%\Delta$ (QTR)	Q4-2024	%∆ (yr)	Q1-2024
Luxury Condo Matrix (Top 10% of Sales) Average Sales Price	Q1-2025 \$2,385,871	%∆ (QTR) 1.0%	Q4-2024 \$2,363,036	%∆ (YR) 6.4%	Q1-2024 \$2,242,854
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Average Sales Price	\$2,385,871	1.0%	\$2,363,036	6.4%	\$2,242,854
Average Sales Price Average Price Per Sq Ft	\$2,385,871 \$1,101	1.0%	\$2,363,036 \$1,055	6.4%	\$2,242,854 \$1,013
Average Sales Price Average Price Per Sq Ft Median Sales Price	\$2,385,871 \$1,101 \$2,125,000	1.0% 4.4% 10.2%	\$2,363,036 \$1,055 \$1,927,500	6.4% 8.7% 13.0%	\$2,242,854 \$1,013 \$1,880,000
Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$2,385,871 \$1,101 \$2,125,000 158	1.0% 4.4% 10.2% -6.0%	\$2,363,036 \$1,055 \$1,927,500 168	6.4% 8.7% 13.0% 1.3%	\$2,242,854 \$1,013 \$1,880,000 156

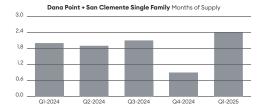
North Beaches SF Matrix	Q1-2025	$\%\Delta$ (QTR)	Q4-2024	%∆ (yr)	Q1-2024
Average Sales Price	\$1,883,500	7.1%	\$1,757,935	17.9%	\$1,596,978
Average Price Per Sq Ft	\$867	5.9%	\$819	11.7%	\$776
Median Sales Price	\$1,543,000	0.2%	\$1,540,000	9.0%	\$1,415,000
Number of Sales (Closed)	221	-22.7%	286	7.3%	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	%∆ (QTR)	Q4-2024	%∆ (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	%∆ (QTR)	Q4-2024	%∆ (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)	F F0/				
Eloting Dioodant (Hom East Elst Hoc)	5.5%		7.8%		4.2%
Newport Beach Condo Matrix	01-2025	%∆ (qtr)	7.8% Q4-2024	%∆ (yr)	4.2% Q1-2024
		%∆ (qtr) -20.5%		%∆ (YR) 6.2%	
Newport Beach Condo Matrix	Q1-2025	, ,	Q4-2024		Q1-2024
Newport Beach Condo Matrix Average Sales Price	Q1-2025 \$1,950,253	-20.5%	Q4-2024 \$2,452,241	6.2%	Q1-2024 \$1,836,005
Newport Beach Condo Matrix Average Sales Price Average Price Per Sq Ft	Q1-2025 \$1,950,253 \$1,077	-20.5% -9.8%	Q4-2024 \$2,452,241 \$1,194	6.2% 2.5%	Q1-2024 \$1,836,005 \$1,051
Newport Beach Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	Q1-2025 \$1,950,253 \$1,077 \$1,887,500	-20.5% -9.8% -0.6%	Q4-2024 \$2,452,241 \$1,194 \$1,899,750	6.2% 2.5% 29.3%	Q1-2024 \$1,836,005 \$1,051 \$1,460,000
Newport Beach Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	Q1-2025 \$1,950,253 \$1,077 \$1,887,500	-20.5% -9.8% -0.6% 35.0%	Q4-2024 \$2,452,241 \$1,194 \$1,899,750 40	6.2% 2.5% 29.3% 10.2%	Q1-2024 \$1,836,005 \$1,051 \$1,460,000 49



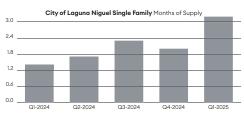


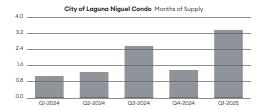




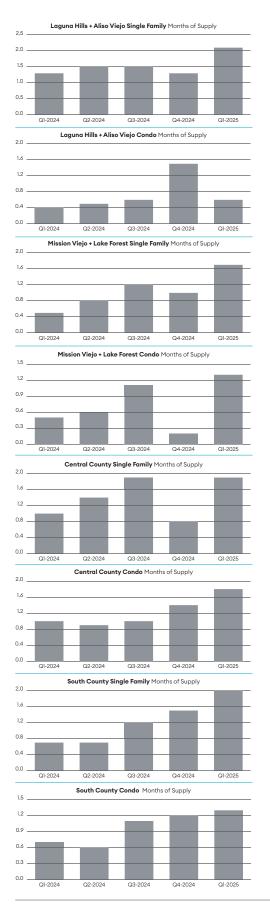








City of Irvine SF Matrix	Q1-2025	%∆ (QTR)	Q4-2024	%∆ (yr)	Q1-2024
Average Sales Price	\$2,966,177	16.6%	\$2,544,666	10.4%	\$2,687,904
Average Price Per Sq Ft	\$1,051	11.0%	\$947	9.4%	\$961
Median Sales Price	\$2,380,000	5.8%	\$2,250,000	3.5%	\$2,300,000
Number of Sales (Closed)	125	-16.1%	149	-28.6%	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	%∆ (QTR)	Q4-2024	%∆ (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	%∆ (qtr)	Q4-2024	%∆ (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	%∆ (QTR)	Q4-2024	%∆ (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%	0.070	3.1%	20.170	-0.5%
Dana Point+San Clemente SF Matrix	Q1-2025	%∆ (QTR)	Q4-2024	%∆ (yr)	Q1-2024
	Q1 2020	70 <u>H</u> (411)	Q 1 202 1		Q1 202 i
Average Sales Price	\$2,314,900	9.0%	\$2,123,150	10.7%	\$2,090,380
Average Sales Price Average Price Per Sq Ft	\$2,314,900 \$915	9.0% 4.5%	\$2,123,150 \$876	10.7%	\$2,090,380
Average Price Per Sq Ft Median Sales Price	\$915	4.5%	\$876	14.2%	\$801
Average Price Per Sq Ft	\$915 \$1,800,000	4.5% 5.9%	\$876 \$1,699,500	14.2% 5.9%	\$801 \$1,700,000
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$915 \$1,800,000 222	4.5% 5.9% -2.6%	\$876 \$1,699,500 228	14.2% 5.9% 11.0%	\$801 \$1,700,000 200
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$915 \$1,800,000 222 45 5.0%	4.5% 5.9% -2.6% 7.1%	\$876 \$1,699,500 228 42 4.9%	14.2% 5.9% 11.0% 45.2%	\$801 \$1,700,000 200 31 1.4%
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix	\$915 \$1,800,000 222 45 5.0% Q1-2025	4.5% 5.9% -2.6% 7.1%	\$876 \$1,699,500 228 42 4.9% Q4-2024	14.2% 5.9% 11.0% 45.2%	\$801 \$1,700,000 200 31 1.4% Q1-2024
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340	4.5% 5.9% -2.6% 7.1% %Δ (QTR) 6.7%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762	4.5% 5.9% -2.6% 7.1% %Δ (GTR) 6.7% 5.2%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724	14.2% 5.9% 11.0% 45.2% %Δ (γR) 13.1% 12.1%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340	4.5% 5.9% -2.6% 7.1% %Δ (GTR) 6.7% 5.2%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000	4.5% 5.9% -2.6% 7.1% %Δ (αΤR) 6.7% 5.2% -0.8%	\$876 \$1,699,500 228 42 4.9% Q4-2024 \$1,092,417 \$724 \$905,000	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1% 12.1% 2.0% -0.8%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000	4.5% 5.9% -2.6% 7.1% %Δ (GTR) 6.7% 5.2%	\$876 \$1,699,500 228 42 4.9% Q4-2024 \$1,092,417 \$724 \$905,000	14.2% 5.9% 11.0% 45.2% %Δ (γr) 13.1% 12.1% 2.0%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1%	4.5% 5.9% -2.6% 7.1% %Δ (GTR) 6.7% 5.2% -0.8% 7.7%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1,9%	14.2% 5.9% 11.0% 45.2% %Δ (γR) 13.1% 12.1% 2.0% -0.8% 20.0%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8%
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025	4.5% 5.9% -2.6% 7.1% %Δ (GTR) 6.7% 5.2% -0.8% 7.7%	\$876 \$1,699,500 228 42 4.9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1.9% Q4-2024	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1% 12.1% 2.0% -0.8% 20.0%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880	4.5% 5.9% -2.6% 7.1% %Δ (αΤR) 6.7% 5.2% 2.2% -0.8% 7.7%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1,9% Q4-2024 \$1,874,899	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1% 12.1% 2.0% -0.8% 20.0% %Δ (YR) 24.0%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880 \$865	4.5% 5.9% -2.6% 7.1% %Δ (QTR) 6.7% 5.2% 2.2% -0.8% 7.7% %Δ (QTR) 8.8%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1,9% Q4-2024 \$1,874,899 \$795	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1% 12.1% 2.0% -0.8% 20.0% %Δ (YR) 24.0% 10.9%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090 \$780
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880 \$865 \$1,875,000	4.5% 5.9% -2.6% 7.1% %Δ (QTR) 6.7% 5.2% -0.8% 7.7% %Δ (QTR) 26.2% 8.8% 9.5%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1,9% Q4-2024 \$1,874,899 \$795 \$1,712,500	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1% 12.1% 2.0% -0.8% 20.0% %Δ (YR) 24.0% 10.9% 10.9%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090 \$780 \$1,700,000
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Price) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880 \$865	4.5% 5.9% -2.6% 7.1% %Δ (GTR) 6.7% 5.2% -0.8% 7.7% %Δ (GTR) 26.2% 8.8% 9.5% 0.0%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1,9% Q4-2024 \$1,874,899 \$795	14.2% 5.9% 11.0% 45.2% %Δ (γr) 13.1% 12.1% 2.0% -0.8% 20.0% %Δ (γr) 24.0% 10.9% 10.3% 3.8%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090 \$780 \$1,700,000
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880 \$865 \$1,875,000 82	4.5% 5.9% -2.6% 7.1% %Δ (QTR) 6.7% 5.2% -0.8% 7.7% %Δ (QTR) 26.2% 8.8% 9.5%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1.9% Q4-2024 \$1,874,899 \$795 \$1,712,500 82 41	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1% 12.1% 2.0% -0.8% 20.0% %Δ (YR) 24.0% 10.9% 10.9%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090 \$780 \$1,700,000
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Date)	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880 \$865 \$1,875,000 82 39	4.5% 5.9% -2.6% 7.1% %Δ (GTR) 6.7% 5.2% -0.8% 7.7% %Δ (GTR) 26.2% 8.8% 9.5% 0.0% -4.9%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1,9% Q4-2024 \$1,874,899 \$795 \$1,712,500 82 41 4.0%	14.2% 5.9% 11.0% 45.2% %\(\Delta \) (YR) 13.1% 12.1% 2.0% -0.8% 20.0% %\(\Delta \) (YR) 24.0% 10.9% 10.3% 3.8% 44.4%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090 \$780 \$1,700,000 79 27 0.0%
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880 \$865 \$1,875,000 82 39 2.3% Q1-2025	4.5% 5.9% -2.6% 7.1% %Δ (QTR) 6.7% 5.2% -0.8% 7.7% %Δ (QTR) 26.2% 8.8% 9.5% 0.0% -4.9%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1,9% Q4-2024 \$1,874,899 \$795 \$1,712,500 82 41 4.0% Q4-2024	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1% 12.1% 2.0% -0.8% 20.0% %Δ (YR) 24.0% 10.9% 10.3% 3.8% 44.4%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090 \$780 \$1,700,000 79 27 0.0% Q1-2024
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Average Sales Price Average Sales Price Listing Discount (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) City of Laguna Niguel Condo Matrix Average Sales Price	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880 \$865 \$1,875,000 82 39 2.3% Q1-2025	4.5% 5.9% -2.6% 7.1% %Δ (GTR) 6.7% 5.2% -0.8% 7.7% %Δ (GTR) 26.2% 8.8% 9.5% 0.0% -4.9%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1,9% Q4-2024 \$1,874,899 \$795 \$1,712,500 82 41 4.0% Q4-2024 \$783,899	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1% 12.1% 2.0% -0.8% 20.0% %Δ (YR) 24.0% 10.9% 10.3% 3.8% 44.4%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090 \$780 \$1,700,000 79 27 0.0% Q1-2024 \$877,066
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Average Sales Price Listing Discount (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel Condo Matrix Average Sales Price Average Price Per Sq Ft	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880 \$865 \$1,875,000 82 39 2.3% Q1-2025 \$786,344 \$665	4.5% 5.9% -2.6% 7.1% %Δ (GTR) 6.7% 5.2% -0.8% 7.7% %Δ (GTR) 26.2% 8.8% 9.5% 0.0% -4.9%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1.9% Q4-2024 \$1,874,899 \$795 \$1,712,500 82 41 4.0% Q4-2024 \$783,899 \$671	14.2% 5.9% 11.0% 45.2% %Δ (γR) 13.1% 12.1% 2.0% -0.8% 20.0% %Δ (γR) 24.0% 10.9% 10.3% 3.8% 44.4% %Δ (γR) -10.3% 1.7%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090 \$780 \$1,700,000 79 27 0.0% Q1-2024 \$877,066 \$654
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) City of Laguna Niguel Condo Matrix Average Sales Price City of Laguna Niguel Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880 \$865 \$1,875,000 82 39 2.3% Q1-2025 \$786,344 \$665 \$715,000	4.5% 5.9% -2.6% 7.1% %Δ (αΤR) 6.7% 5.2% -0.8% 7.7% %Δ (αΤR) 26.2% 8.8% 9.5% 0.0% -4.9% %Δ (αΤR) 0.3% -0.9% -2.1%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1.9% Q4-2024 \$1,874,899 \$795 \$1,712,500 82 41 4.0% Q4-2024 \$783,899 \$671 \$730,050	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1% 12.1% 2.0% -0.8% 20.0% %Δ (YR) 24.0% 10.9% 10.3% 3.8% 44.4% %Δ (YR) -10.3% 1.7% -9.2%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090 \$780 \$1,700,000 79 27 0.0% Q1-2024 \$877,066 \$654 \$787,500
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) City of Laguna Niguel Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880 \$865 \$1,875,000 82 39 2.3% Q1-2025 \$786,344 \$665 \$715,000 45	4.5% 5.9% -2.6% 7.1% %Δ (QTR) 6.7% 5.2% 2.2% -0.8% 7.7% %Δ (QTR) 26.2% 8.8% 9.5% 0.0% -4.9% %Δ (QTR) 0.3% -0.9% -2.1% -2.24%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1,9% Q4-2024 \$1,874,899 \$795 \$1,712,500 82 41 4.0% Q4-2024 \$783,899 \$671 \$730,050 58	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1% 12.1% 2.0% -0.8% 20.0% %Δ (YR) 24.0% 10.9% 10.3% 3.8% 44.4% %Δ (YR) -10.3% 1.7% -9.2% -10.0%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090 79 27 0.0% Q1-2024 \$877,066 \$654 \$787,500 50
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Dana Point+San Clemente Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) City of Laguna Niguel SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) City of Laguna Niguel Condo Matrix Average Sales Price City of Laguna Niguel Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$915 \$1,800,000 222 45 5.0% Q1-2025 \$1,165,340 \$762 \$925,000 118 42 3.1% Q1-2025 \$2,365,880 \$865 \$1,875,000 82 39 2.3% Q1-2025 \$786,344 \$665 \$715,000	4.5% 5.9% -2.6% 7.1% %Δ (αΤR) 6.7% 5.2% -0.8% 7.7% %Δ (αΤR) 26.2% 8.8% 9.5% 0.0% -4.9% %Δ (αΤR) 0.3% -0.9% -2.1%	\$876 \$1,699,500 228 42 4,9% Q4-2024 \$1,092,417 \$724 \$905,000 119 39 1.9% Q4-2024 \$1,874,899 \$795 \$1,712,500 82 41 4.0% Q4-2024 \$783,899 \$671 \$730,050	14.2% 5.9% 11.0% 45.2% %Δ (YR) 13.1% 12.1% 2.0% -0.8% 20.0% %Δ (YR) 24.0% 10.9% 10.3% 3.8% 44.4% %Δ (YR) -10.3% 1.7% -9.2%	\$801 \$1,700,000 200 31 1.4% Q1-2024 \$1,030,685 \$680 \$907,000 119 35 0.8% Q1-2024 \$1,908,090 \$780 \$1,700,000 79 27 0.0% Q1-2024 \$877,066 \$654 \$787,500



Laguna Hills+Aliso Viejo SF Matrix	Q1-2025	%∆ (QTR)	Q4-2024	%∆ (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	%∆ (QTR)	Q4-2024	%∆ (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)	1.70/	21.4%	28	17.2%	29
Listing Discount (From Last List Price)	1.7%	0(+/_)	1.3%	0(+/-)	-1.0%
Mission Viejo+Lake Forest SF Matrix	Q1-2025	%∆ (QTR)	Q4-2024	%∆ (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	%∆ (QTR)	Q4-2024	%∆ (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	%∆ (QTR)	Q4-2024	%∆ (YR)	Q1-2024
Average Sales Price	\$1,664,354	9.6%	\$1,519,080	4.0%	\$1,600,295
Average Price Per Sq Ft			\$656	1.2%	\$654
Marallana Calla a Dulla a	\$662	0.9%	Φ1 07F 000		
Median Sales Price	\$1,400,000	1.8%	\$1,375,000	-1.4%	\$1,420,000
Number of Sales (Closed)	\$1,400,000 112	1.8% -15.8%	133	-1.4% 0.9%	\$1,420,000 111
Number of Sales (Closed) Days on Market (From Last List Date)	\$1,400,000 112 39	1.8%	133 32	-1.4%	\$1,420,000 111 24
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$1,400,000 112 39 2.4%	1.8% -15.8% 21.9%	133 32 3.5%	-1.4% 0.9% 62.5%	\$1,420,000 111 24 -1.1%
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix	\$1,400,000 112 39 2.4% Q1-2025	1.8% -15.8% 21.9%	133 32 3.5% Q4-2024	-1.4% 0.9% 62.5% %Δ (γR)	\$1,420,000 111 24 -1.1% Q1-2024
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price	\$1,400,000 112 39 2.4% Q1-2025 \$809,140	1.8% -15.8% 21.9% %Δ (αΤR) -9.2%	133 32 3.5% Q4-2024 \$890,990	-1.4% 0.9% 62.5% %Δ (γr) 9.2%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645	1.8% -15.8% 21.9% %Δ (QTR) -9.2% 1.4%	133 32 3.5% Q4-2024 \$890,990 \$636	-1.4% 0.9% 62.5% %Δ (γR) 9.2% 9.3%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000	1.8% -15.8% 21.9% 9\Delta (QTR) -9.2% 1.4% -5.2%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000	-1.4% 0.9% 62.5% %Δ (vr) 9.2% 9.3% -0.5%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49	1.8% -15.8% 21.9% %Δ (QTR) -9.2% 1.4% -5.2% -3.9%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28	1.8% -15.8% 21.9% 9\Delta (QTR) -9.2% 1.4% -5.2%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51	-1.4% 0.9% 62.5% %Δ (vr) 9.2% 9.3% -0.5%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price)	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5%	1.8% -15.8% 21.9% %Δ (GTR) -9.2% 1.4% -5.2% -3.9% 16.7%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5%	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7%
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025	1.8% -15.8% 21.9% %Δ (GTR) -9.2% 1.4% -5.2% -3.9% 16.7%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474	1.8% -15.8% 21.9% %Δ (GTR) -9.2% 1.4% -5.2% -3.9% 16.7%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474 \$670	1.8% -15.8% 21.9% %Δ (ατκ) -9.2% 1.4% -5.2% -3.9% 16.7% %Δ (ατκ) -5.2% -3.9%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360 \$686	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0% %Δ (γr) 3.9% 6.7%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175 \$628
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474 \$670 \$1,400,000	1.8% -15.8% 21.9% %Δ (GTR) -9.2% 1.4% -5.2% -3.9% 16.7% %Δ (GTR) -5.2% -1.4%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360 \$686 \$1,380,000	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0% %Δ (γr) 3.9% 6.7% 3.7%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175 \$628 \$1,350,000
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474 \$670 \$1,400,000 345	1.8% -15.8% 21.9% %Δ (QTR) -9.2% 1.4% -5.2% -3.9% 16.7% %Δ (QTR) -0.5% -2.3% 1.4% -9.9%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360 \$686 \$1,380,000 383	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0% %Δ (γr) 3.9% 6.7% 3.7% -7.8%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175 \$628 \$1,350,000 374
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474 \$670 \$1,400,000 345 34	1.8% -15.8% 21.9% %Δ (GTR) -9.2% 1.4% -5.2% -3.9% 16.7% %Δ (GTR) -5.2% -1.4%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360 \$686 \$1,380,000	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0% %Δ (γr) 3.9% 6.7% 3.7%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175 \$628 \$1,350,000 374 25
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Date)	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474 \$670 \$1,400,000 345 34 1.9%	1.8% -15.8% 21.9% %Δ (GTR) -9.2% 1.4% -5.2% -3.9% 16.7% %Δ (GTR) -0.5% -2.3% 1.4% -9.9% -10.5%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360 \$686 \$1,380,000 383 38 38	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0% %Δ (γr) 3.9% 6.7% 3.7% -7.8% 36.0%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175 \$628 \$1,350,000 374 25 -0.1%
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Date) Listing Discount (From Last List Price) South County Condo Matrix	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474 \$670 \$1,400,000 345 34 1.9% Q1-2025	1.8% -15.8% 21.9% %Δ (GTR) -9.2% 1.4% -5.2% -3.9% 16.7% %Δ (GTR) -0.5% -2.3% 1.4% -9.9% -10.5%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360 \$686 \$1,380,000 383 38 3.8% Q4-2024	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0% %Δ (γr) 3.9% 6.7% 3.7% -7.8% 36.0%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175 \$628 \$1,350,000 374 25 -0.1% Q1-2024
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County Condo Matrix Average Sales Price	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474 \$670 \$1,400,000 345 34 1.9% Q1-2025 \$813,905	1.8% -15.8% 21.9% %Δ (GTR) -9.2% 1.4% -5.2% -3.9% 16.7% %Δ (GTR) -0.5% -2.3% 1.4% -9.9% -10.5%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360 \$686 \$1,380,000 383 38 3.8% Q4-2024 \$818,166	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0% %Δ (γr) 3.9% 6.7% 3.7% -7.8% 36.0%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175 \$628 \$1,350,000 374 25 -0.1% Q1-2024 \$794,149
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County Condo Matrix Average Sales Price Average Sales Price Average Sales Price Average Sales Price	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474 \$670 \$1,400,000 345 34 1.9% Q1-2025 \$813,905 \$608	1.8% -15.8% 21.9% %Δ (GTR) -9.2% 1.4% -5.2% -3.9% 16.7% %Δ (GTR) -0.5% -2.3% 1.4% -9.9% -10.5% -0.5% -0.5%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360 \$686 \$1,380,000 383 38 3.8% Q4-2024 \$818,166 \$609	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0% %Δ (γr) 3.9% 6.7% 3.7% -7.8% 36.0% %Δ (γr) 1.8%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175 \$628 \$1,350,000 374 25 -0.1% Q1-2024 \$794,149 \$597
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County Condo Matrix Average Sales Price Average Sales Price Average Sales Price Average Sales Price	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474 \$670 \$1,400,000 345 34 1.9% Q1-2025 \$813,905 \$608 \$790,500	1.8% -15.8% 21.9% %Δ (GTR) -9.2% 1.4% -5.2% -3.9% 16.7% %Δ (GTR) -0.5% -2.3% 1.4% -9.9% -10.5% %Δ (GTR) -0.5% -10.5%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360 \$686 \$1,380,000 383 38 3.8% Q4-2024 \$818,166 \$609 \$780,000	-1.4% 0.9% 62.5% %Δ (vr) 9.2% 9.3% -0.5% -7.5% 12.0% %Δ (vr) 3.9% 6.7% 3.7% -7.8% 36.0% %Δ (vr) 2.5% 1.8% 3.3%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175 \$628 \$1,350,000 374 25 -0.1% Q1-2024 \$794,149 \$597 \$765,000
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474 \$670 \$1,400,000 345 34 1.9% Q1-2025 \$813,905 \$608 \$790,500 210	1.8% -15.8% 21.9% %Δ (QTR) -9.2% 1.4% -5.2% -3.9% 16.7% %Δ (QTR) -0.5% -2.3% 1.4% -9.9% -10.5% %Δ (QTR) -0.5% -1.4% -1.5%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360 \$686 \$1,380,000 383 38 3.8% Q4-2024 \$818,166 \$609	-1.4% 0.9% 62.5% %Δ (γr) 9.2% 9.3% -0.5% -7.5% 12.0% %Δ (γr) 3.9% 6.7% 3.7% -7.8% 36.0% %Δ (γr) 2.5% 1.8% 3.3% 22.8%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175 \$628 \$1,350,000 374 25 -0.1% Q1-2024 \$794,149 \$597
Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Central County Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County SF Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) South County Condo Matrix Average Sales Price Average Sales Price Average Sales Price Average Sales Price	\$1,400,000 112 39 2.4% Q1-2025 \$809,140 \$645 \$735,000 49 28 0.5% Q1-2025 \$1,621,474 \$670 \$1,400,000 345 34 1.9% Q1-2025 \$813,905 \$608 \$790,500	1.8% -15.8% 21.9% %Δ (GTR) -9.2% 1.4% -5.2% -3.9% 16.7% %Δ (GTR) -0.5% -2.3% 1.4% -9.9% -10.5% %Δ (GTR) -0.5% -10.5%	133 32 3.5% Q4-2024 \$890,990 \$636 \$775,000 51 24 0.5% Q4-2024 \$1,629,360 \$686 \$1,380,000 383 38 3.8% Q4-2024 \$818,166 \$609 \$780,000 207	-1.4% 0.9% 62.5% %Δ (vr) 9.2% 9.3% -0.5% -7.5% 12.0% %Δ (vr) 3.9% 6.7% 3.7% -7.8% 36.0% %Δ (vr) 2.5% 1.8% 3.3%	\$1,420,000 111 24 -1.1% Q1-2024 \$740,885 \$590 \$739,000 53 25 -2.7% Q1-2024 \$1,560,175 \$628 \$1,350,000 374 25 -0.1% Q1-2024 \$794,149 \$597 \$765,000 171

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com Methodology: millersamuel.com/research-reports/methodology **Douglas Elliman Real Estate** 575 Madison Avenue, New York, NY 10022 212.891.7000 • elliman.com Miller Samuel Real Estate Appraisers & Consultants 21 West 38th Street, New York, NY 10018 212.768.8100 • millersamuel.com