

Local Market Update – February 2022

Report provided by Orange County REALTORS®



Lake Forest

CALL PATRICK 714.401.0893
Patrick@TheSchwierGroup.com
SchwierGroupRealEstate.com

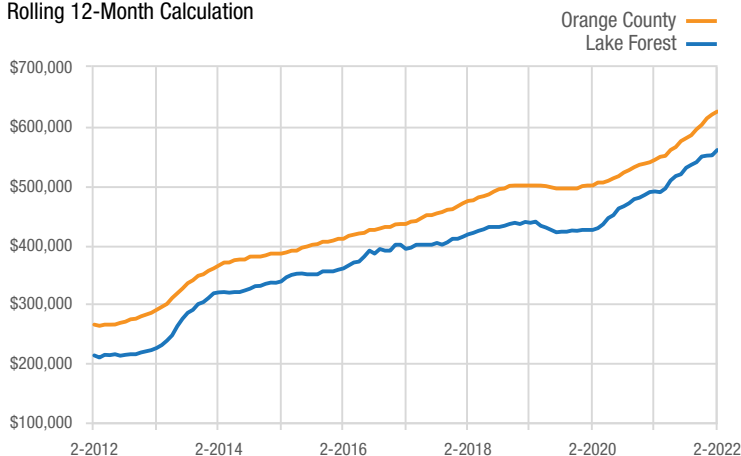
Attached	February			Year to Date		
Key Metrics	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	50	47	- 6.0%	98	75	- 23.5%
Pending Sales	47	23	- 51.1%	95	41	- 56.8%
Closed Sales	38	17	- 55.3%	91	41	- 54.9%
Days on Market Until Sale	16	9	- 43.8%	28	12	- 57.1%
Median Sales Price*	\$515,000	\$756,127	+ 46.8%	\$534,000	\$597,500	+ 11.9%
Average Sales Price*	\$530,731	\$779,698	+ 46.9%	\$542,287	\$660,427	+ 21.8%
Percent of Original List Price Received*	100.7%	106.4%	+ 5.7%	100.0%	104.5%	+ 4.5%
Percent of List Price Received*	100.6%	106.2%	+ 5.6%	100.5%	104.0%	+ 3.5%
Inventory of Homes for Sale	44	36	- 18.2%	—	—	—
Months Supply of Inventory	0.9	0.8	- 11.1%	—	—	—

Detached	February			Year to Date		
Key Metrics	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	70	51	- 27.1%	128	110	- 14.1%
Pending Sales	63	41	- 34.9%	110	83	- 24.5%
Closed Sales	41	33	- 19.5%	84	66	- 21.4%
Days on Market Until Sale	20	14	- 30.0%	29	14	- 51.7%
Median Sales Price*	\$895,000	\$1,316,500	+ 47.1%	\$897,500	\$1,275,000	+ 42.1%
Average Sales Price*	\$981,312	\$1,423,810	+ 45.1%	\$987,785	\$1,334,647	+ 35.1%
Percent of Original List Price Received*	100.6%	108.3%	+ 7.7%	100.3%	107.2%	+ 6.9%
Percent of List Price Received*	100.6%	106.6%	+ 6.0%	100.4%	106.4%	+ 6.0%
Inventory of Homes for Sale	73	46	- 37.0%	—	—	—
Months Supply of Inventory	1.2	0.7	- 41.7%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

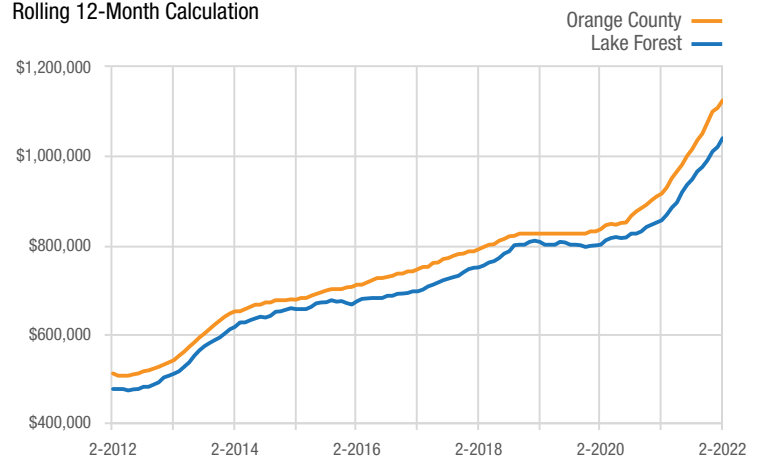
Median Sales Price - Attached

Rolling 12-Month Calculation



Median Sales Price - Detached

Rolling 12-Month Calculation



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