

Local Market Update – December 2021

Report provided by Orange County REALTORS®



Laguna Niguel

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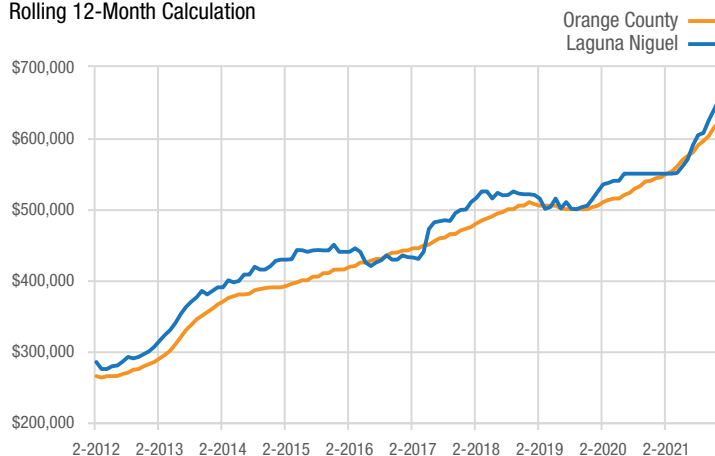
Attached	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	28	25	- 10.7%	574	561	- 2.3%
Pending Sales	30	20	- 33.3%	489	514	+ 5.1%
Closed Sales	49	35	- 28.6%	475	539	+ 13.5%
Days on Market Until Sale	35	9	- 74.3%	33	16	- 51.5%
Median Sales Price*	\$519,900	\$818,000	+ 57.3%	\$550,000	\$655,000	+ 19.1%
Average Sales Price*	\$578,076	\$813,530	+ 40.7%	\$609,882	\$730,333	+ 19.7%
Percent of Original List Price Received*	99.0%	105.9%	+ 7.0%	98.4%	102.6%	+ 4.3%
Percent of List Price Received*	99.7%	104.9%	+ 5.2%	99.3%	102.4%	+ 3.1%
Inventory of Homes for Sale	44	21	- 52.3%	—	—	—
Months Supply of Inventory	1.1	0.5	- 54.5%	—	—	—

Detached	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	32	22	- 31.3%	693	618	- 10.8%
Pending Sales	40	19	- 52.5%	594	571	- 3.9%
Closed Sales	54	47	- 13.0%	586	604	+ 3.1%
Days on Market Until Sale	34	19	- 44.1%	42	21	- 50.0%
Median Sales Price*	\$1,137,500	\$1,440,000	+ 26.6%	\$1,089,250	\$1,350,000	+ 23.9%
Average Sales Price*	\$1,280,044	\$1,953,819	+ 52.6%	\$1,262,100	\$1,574,014	+ 24.7%
Percent of Original List Price Received*	98.0%	102.6%	+ 4.7%	97.6%	102.4%	+ 4.9%
Percent of List Price Received*	98.9%	103.0%	+ 4.1%	98.8%	102.6%	+ 3.8%
Inventory of Homes for Sale	66	23	- 65.2%	—	—	—
Months Supply of Inventory	1.3	0.5	- 61.5%	—	—	—

* 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.

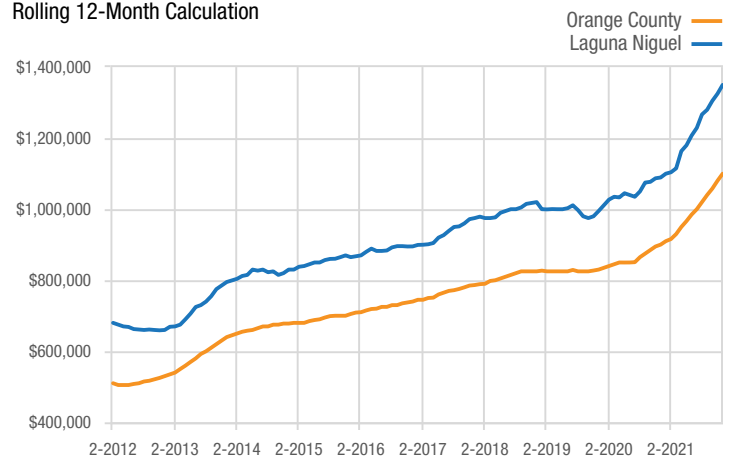
Median Sales Price - Attached

Rolling 12-Month Calculation



Median Sales Price - Detached

Rolling 12-Month Calculation



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