

Local Market Update – July 2021

Report provided by Orange County REALTORS®



Rancho Santa Margarita

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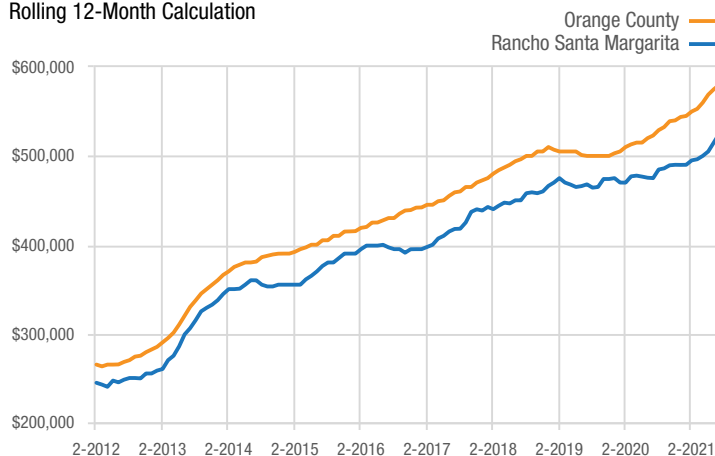
Attached	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	41	41	0.0%	238	277	+ 16.4%
Pending Sales	40	17	- 57.5%	201	233	+ 15.9%
Closed Sales	35	40	+ 14.3%	178	254	+ 42.7%
Days on Market Until Sale	16	11	- 31.3%	23	13	- 43.5%
Median Sales Price*	\$455,500	\$548,625	+ 20.4%	\$472,250	\$535,000	+ 13.3%
Average Sales Price*	\$493,354	\$573,401	+ 16.2%	\$489,278	\$545,673	+ 11.5%
Percent of Original List Price Received*	99.4%	103.4%	+ 4.0%	99.3%	102.5%	+ 3.2%
Percent of List Price Received*	99.7%	103.0%	+ 3.3%	99.7%	102.2%	+ 2.5%
Inventory of Homes for Sale	38	45	+ 18.4%	—	—	—
Months Supply of Inventory	1.3	1.2	- 7.7%	—	—	—

Detached	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	61	37	- 39.3%	340	375	+ 10.3%
Pending Sales	52	27	- 48.1%	291	344	+ 18.2%
Closed Sales	60	50	- 16.7%	257	344	+ 33.9%
Days on Market Until Sale	22	8	- 63.6%	25	10	- 60.0%
Median Sales Price*	\$827,500	\$938,000	+ 13.4%	\$805,000	\$958,500	+ 19.1%
Average Sales Price*	\$837,866	\$1,030,650	+ 23.0%	\$828,560	\$1,013,787	+ 22.4%
Percent of Original List Price Received*	99.7%	105.9%	+ 6.2%	99.1%	103.6%	+ 4.5%
Percent of List Price Received*	100.1%	105.7%	+ 5.6%	99.7%	103.4%	+ 3.7%
Inventory of Homes for Sale	52	44	- 15.4%	—	—	—
Months Supply of Inventory	1.4	0.9	- 35.7%	—	—	—

* 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.

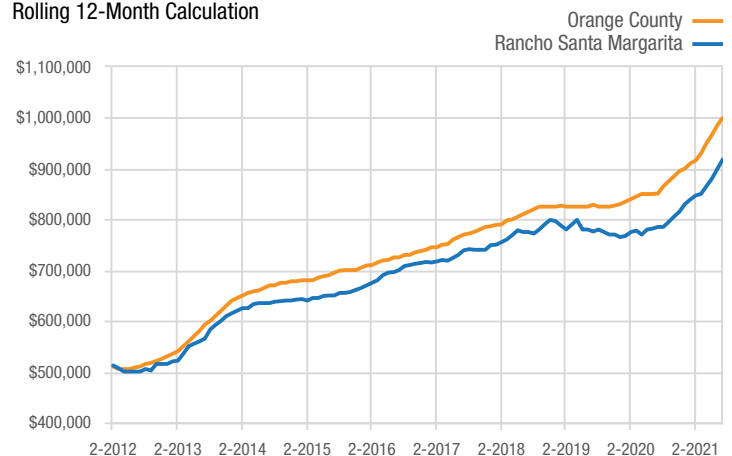
Median Sales Price - Attached

Rolling 12-Month Calculation



Median Sales Price - Detached

Rolling 12-Month Calculation



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