

Local Market Update – July 2021

Report provided by Orange County REALTORS®

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Group

Tustin

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Attached

Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	39	32	- 17.9%	216	262	+ 21.3%
Pending Sales	41	20	- 51.2%	171	248	+ 45.0%
Closed Sales	34	34	0.0%	143	259	+ 81.1%
Days on Market Until Sale	21	12	- 42.9%	29	19	- 34.5%
Median Sales Price*	\$522,500	\$640,000	+ 22.5%	\$510,000	\$600,000	+ 17.6%
Average Sales Price*	\$574,213	\$617,065	+ 7.5%	\$539,667	\$623,407	+ 15.5%
Percent of Original List Price Received*	98.7%	104.2%	+ 5.6%	98.8%	102.8%	+ 4.0%
Percent of List Price Received*	99.3%	104.1%	+ 4.8%	99.5%	102.5%	+ 3.0%
Inventory of Homes for Sale	45	28	- 37.8%	—	—	—
Months Supply of Inventory	1.8	0.8	- 55.6%	—	—	—

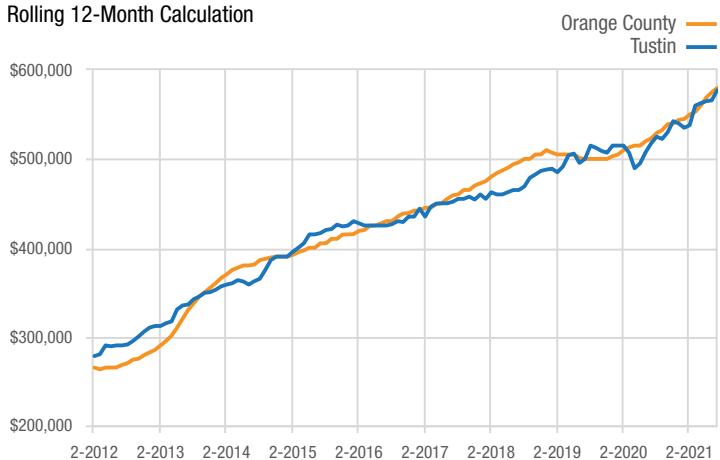
Detached

Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	50	37	- 26.0%	255	240	- 5.9%
Pending Sales	45	23	- 48.9%	191	210	+ 9.9%
Closed Sales	43	30	- 30.2%	164	221	+ 34.8%
Days on Market Until Sale	50	12	- 76.0%	35	22	- 37.1%
Median Sales Price*	\$940,000	\$1,070,000	+ 13.8%	\$880,000	\$980,000	+ 11.4%
Average Sales Price*	\$1,079,184	\$1,160,070	+ 7.5%	\$1,045,255	\$1,141,757	+ 9.2%
Percent of Original List Price Received*	96.2%	103.2%	+ 7.3%	98.2%	102.2%	+ 4.1%
Percent of List Price Received*	97.7%	102.2%	+ 4.6%	98.9%	102.0%	+ 3.1%
Inventory of Homes for Sale	72	35	- 51.4%	—	—	—
Months Supply of Inventory	2.6	1.0	- 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.

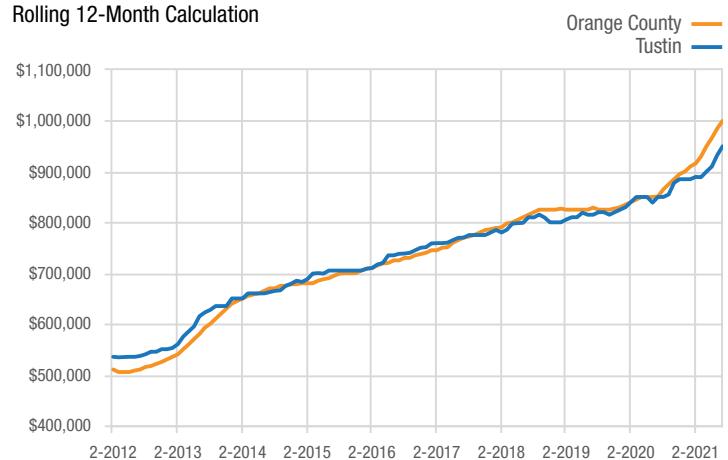
Median Sales Price - Attached

Rolling 12-Month Calculation



Median Sales Price - Detached

Rolling 12-Month Calculation



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