

Local Market Update – February 2022

Report provided by Orange County REALTORS®

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Group

Tustin

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Attached

Key Metrics	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	32	30	- 6.3%	72	55	- 23.6%
Pending Sales	34	17	- 50.0%	75	32	- 57.3%
Closed Sales	37	16	- 56.8%	61	31	- 49.2%
Days on Market Until Sale	16	7	- 56.3%	21	13	- 38.1%
Median Sales Price*	\$545,000	\$565,000	+ 3.7%	\$522,000	\$565,000	+ 8.2%
Average Sales Price*	\$577,613	\$652,440	+ 13.0%	\$562,415	\$624,098	+ 11.0%
Percent of Original List Price Received*	101.2%	109.2%	+ 7.9%	100.7%	107.9%	+ 7.1%
Percent of List Price Received*	101.3%	108.5%	+ 7.1%	100.8%	107.3%	+ 6.4%
Inventory of Homes for Sale	39	22	- 43.6%	—	—	—
Months Supply of Inventory	1.3	0.8	- 38.5%	—	—	—

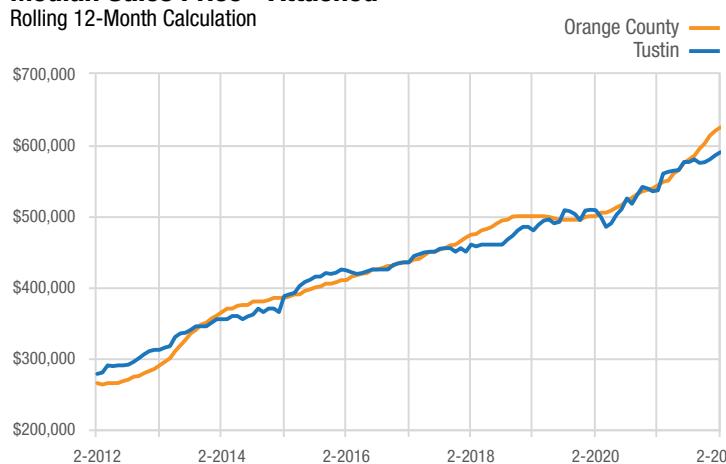
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Key Metrics	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	31	20	- 35.5%	61	40	- 34.4%
Pending Sales	29	20	- 31.0%	48	28	- 41.7%
Closed Sales	20	14	- 30.0%	46	34	- 26.1%
Days on Market Until Sale	52	6	- 88.5%	45	6	- 86.7%
Median Sales Price*	\$982,500	\$1,017,500	+ 3.6%	\$962,500	\$1,017,500	+ 5.7%
Average Sales Price*	\$1,127,392	\$1,357,714	+ 20.4%	\$1,096,034	\$1,182,706	+ 7.9%
Percent of Original List Price Received*	99.1%	104.0%	+ 4.9%	99.5%	105.6%	+ 6.1%
Percent of List Price Received*	99.0%	104.0%	+ 5.1%	99.5%	105.5%	+ 6.0%
Inventory of Homes for Sale	36	22	- 38.9%	—	—	—
Months Supply of Inventory	1.1	0.8	- 27.3%	—	—	—

* 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.

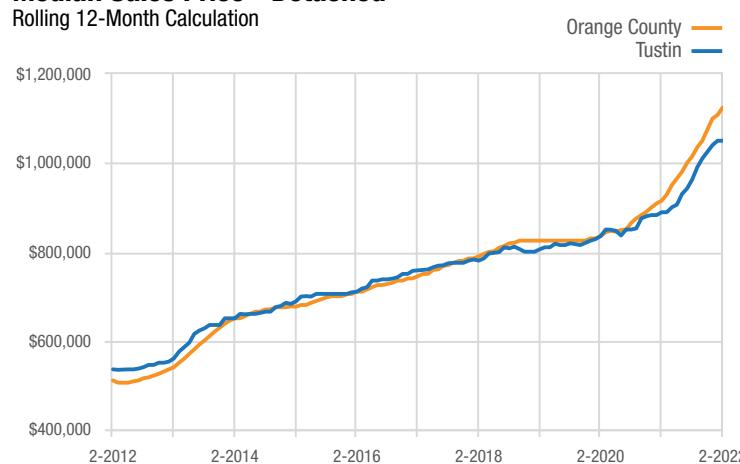
Median Sales Price - Attached

Rolling 12-Month Calculation



Median Sales Price - Detached

Rolling 12-Month Calculation



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