

Local Market Update – October 2022

Report provided by Orange County REALTORS®

The Schwier Group

Laguna Niguel

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Attached

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2021 | 2022 | % Change | Thru 10-2021 | Thru 10-2022 | % Change |
| New Listings | 33 | 19 | - 42.4% | 500 | 401 | - 19.8% |
| Pending Sales | 41 | 9 | - 78.0% | 464 | 313 | - 32.5% |
| Closed Sales | 44 | 16 | - 63.6% | 462 | 329 | - 28.8% |
| Days on Market Until Sale | 18 | 42 | + 133.3% | 17 | 16 | - 5.9% |
| Median Sales Price* | \$700,000 | \$677,500 | - 3.2% | \$641,000 | \$790,000 | + 23.2% |
| Average Sales Price* | \$759,534 | \$790,813 | + 4.1% | \$717,002 | \$889,261 | + 24.0% |
| Percent of Original List Price Received* | 102.5% | 93.4% | - 8.9% | 102.2% | 103.0% | + 0.8% |
| Percent of List Price Received* | 101.6% | 98.0% | - 3.5% | 102.1% | 103.5% | + 1.4% |
| Inventory of Homes for Sale | 27 | 56 | + 107.4% | — | — | — |
| Months Supply of Inventory | 0.6 | 1.8 | + 200.0% | — | — | — |

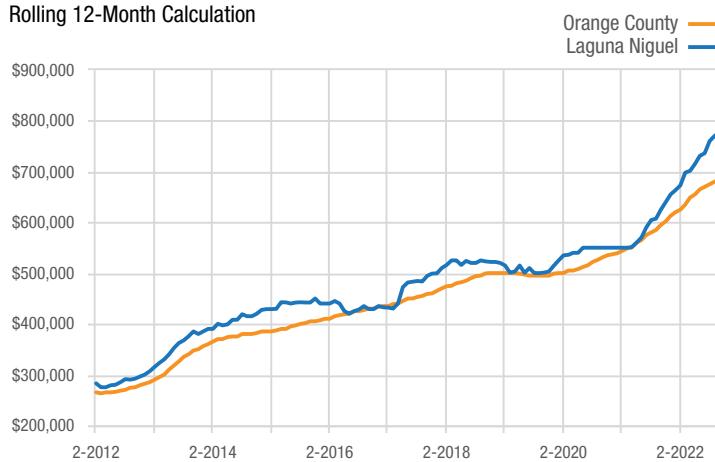
Detached

| Key Metrics | October | | | Year to Date | | |
|--|-------------|--------------------|----------|--------------|--------------------|----------|
| | 2021 | 2022 | % Change | Thru 10-2021 | Thru 10-2022 | % Change |
| New Listings | 36 | 29 | - 19.4% | 564 | 468 | - 17.0% |
| Pending Sales | 33 | 16 | - 51.5% | 507 | 329 | - 35.1% |
| Closed Sales | 47 | 26 | - 44.7% | 524 | 336 | - 35.9% |
| Days on Market Until Sale | 14 | 29 | + 107.1% | 20 | 17 | - 15.0% |
| Median Sales Price* | \$1,380,000 | \$1,424,000 | + 3.2% | \$1,335,000 | \$1,650,000 | + 23.6% |
| Average Sales Price* | \$1,617,481 | \$1,566,077 | - 3.2% | \$1,528,038 | \$1,854,056 | + 21.3% |
| Percent of Original List Price Received* | 104.4% | 95.6% | - 8.4% | 102.2% | 102.4% | + 0.2% |
| Percent of List Price Received* | 103.3% | 98.2% | - 4.9% | 102.4% | 103.0% | + 0.6% |
| Inventory of Homes for Sale | 53 | 83 | + 56.6% | — | — | — |
| Months Supply of Inventory | 1.1 | 2.5 | + 127.3% | — | — | — |

* 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.

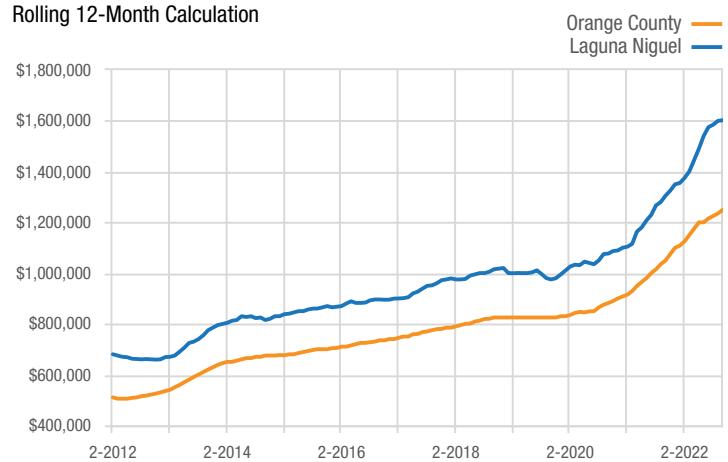
Median Sales Price - Attached

Rolling 12-Month Calculation



Median Sales Price - Detached

Rolling 12-Month Calculation



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