

Local Market Update – December 2021

Report provided by Orange County REALTORS®



Lake Forest

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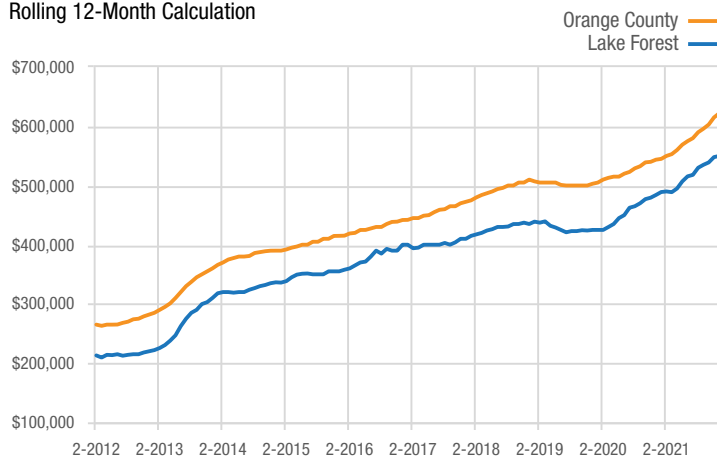
Attached	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	44	13	- 70.5%	603	593	- 1.7%
Pending Sales	46	22	- 52.2%	547	579	+ 5.9%
Closed Sales	61	33	- 45.9%	511	609	+ 19.2%
Days on Market Until Sale	28	13	- 53.6%	28	15	- 46.4%
Median Sales Price*	\$500,000	\$500,000	0.0%	\$484,000	\$550,000	+ 13.6%
Average Sales Price*	\$531,714	\$572,358	+ 7.6%	\$512,485	\$586,769	+ 14.5%
Percent of Original List Price Received*	99.6%	102.2%	+ 2.6%	99.2%	102.4%	+ 3.2%
Percent of List Price Received*	100.2%	102.5%	+ 2.3%	99.7%	102.4%	+ 2.7%
Inventory of Homes for Sale	45	11	- 75.6%	—	—	—
Months Supply of Inventory	1.0	0.2	- 80.0%	—	—	—

Detached	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	37	26	- 29.7%	781	831	+ 6.4%
Pending Sales	41	13	- 68.3%	678	775	+ 14.3%
Closed Sales	68	58	- 14.7%	675	803	+ 19.0%
Days on Market Until Sale	28	16	- 42.9%	34	18	- 47.1%
Median Sales Price*	\$915,000	\$1,094,000	+ 19.6%	\$845,000	\$1,010,000	+ 19.5%
Average Sales Price*	\$988,512	\$1,173,434	+ 18.7%	\$908,842	\$1,094,521	+ 20.4%
Percent of Original List Price Received*	99.9%	104.4%	+ 4.5%	98.9%	102.9%	+ 4.0%
Percent of List Price Received*	100.0%	104.4%	+ 4.4%	99.6%	102.9%	+ 3.3%
Inventory of Homes for Sale	67	32	- 52.2%	—	—	—
Months Supply of Inventory	1.2	0.5	- 58.3%	—	—	—

* 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.

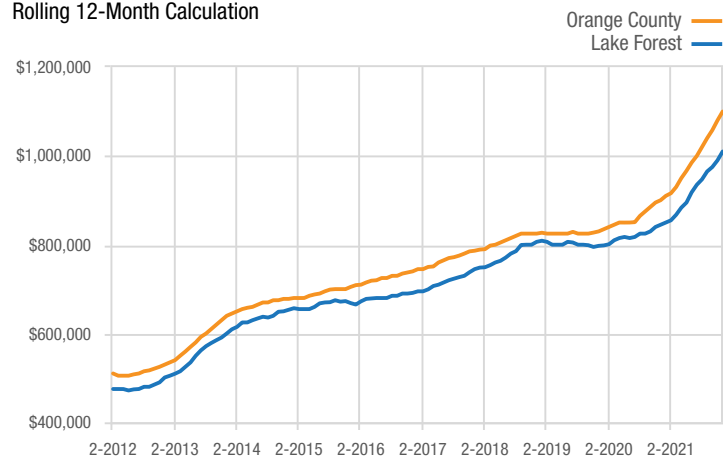
Median Sales Price - Attached

Rolling 12-Month Calculation



Median Sales Price - Detached

Rolling 12-Month Calculation



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