

Local Market Update – July 2021

Report provided by Orange County REALTORS®



Laguna Niguel

CALL PATRICK 714.401.0893
Patrick@TheSchwierGroup.com
SchwierGroupRealEstate.com

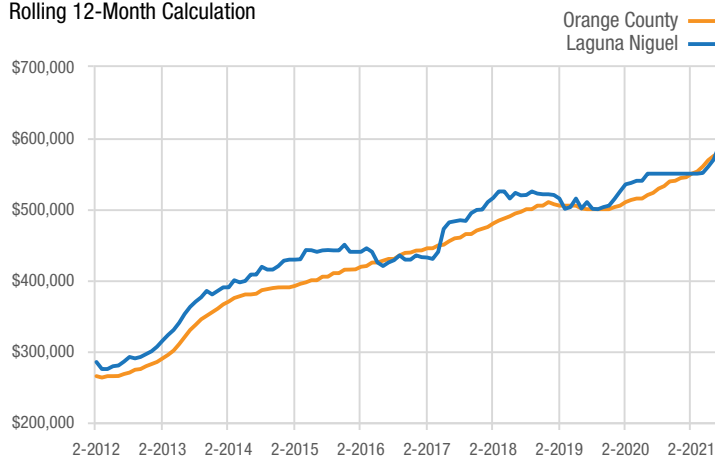
Attached	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	54	57	+ 5.6%	345	374	+ 8.4%
Pending Sales	58	34	- 41.4%	259	304	+ 17.4%
Closed Sales	53	49	- 7.5%	219	313	+ 42.9%
Days on Market Until Sale	33	12	- 63.6%	38	17	- 55.3%
Median Sales Price*	\$550,000	\$679,900	+ 23.6%	\$565,000	\$630,000	+ 11.5%
Average Sales Price*	\$590,515	\$720,272	+ 22.0%	\$607,318	\$714,846	+ 17.7%
Percent of Original List Price Received*	98.0%	103.3%	+ 5.4%	97.8%	102.3%	+ 4.6%
Percent of List Price Received*	99.0%	103.0%	+ 4.0%	98.9%	102.3%	+ 3.4%
Inventory of Homes for Sale	80	68	- 15.0%	—	—	—
Months Supply of Inventory	2.2	1.5	- 31.8%	—	—	—

Detached	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	75	44	- 41.3%	406	416	+ 2.5%
Pending Sales	66	31	- 53.0%	319	338	+ 6.0%
Closed Sales	63	54	- 14.3%	292	362	+ 24.0%
Days on Market Until Sale	43	14	- 67.4%	47	19	- 59.6%
Median Sales Price*	\$1,045,000	\$1,344,500	+ 28.7%	\$1,037,500	\$1,305,000	+ 25.8%
Average Sales Price*	\$1,130,381	\$1,509,732	+ 33.6%	\$1,195,912	\$1,504,353	+ 25.8%
Percent of Original List Price Received*	97.7%	102.0%	+ 4.4%	97.0%	102.1%	+ 5.3%
Percent of List Price Received*	98.9%	103.3%	+ 4.4%	98.4%	102.3%	+ 4.0%
Inventory of Homes for Sale	118	82	- 30.5%	—	—	—
Months Supply of Inventory	2.7	1.6	- 40.7%	—	—	—

* 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.

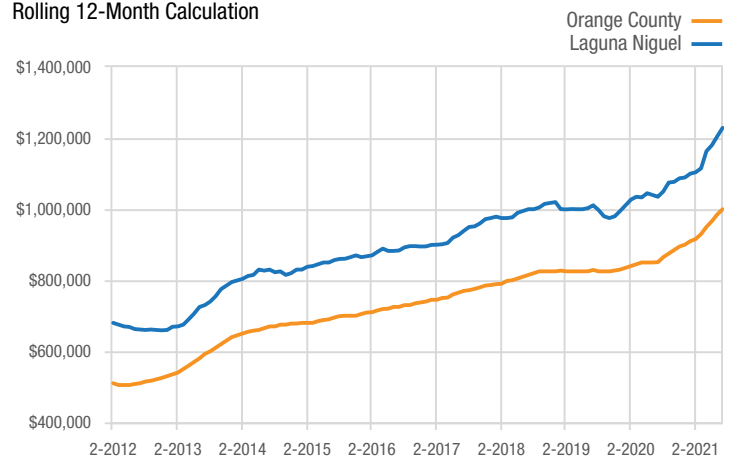
Median Sales Price - Attached

Rolling 12-Month Calculation



Median Sales Price - Detached

Rolling 12-Month Calculation



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