

# Local Market Update – February 2022

Report provided by Orange County REALTORS®



## Laguna Niguel

CALL PATRICK 714.401.0893  
Patrick@TheSchwierGroup.com  
SchwierGroupRealEstate.com

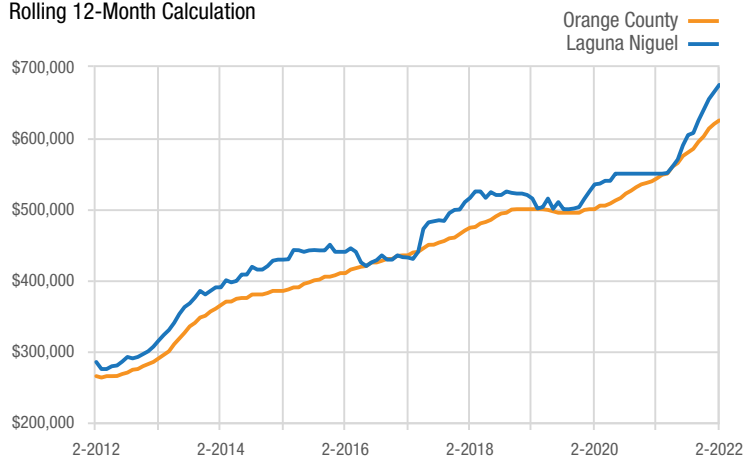
| Attached                                 | February  |           |          | Year to Date |             |          |
|--|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                              | 2021      | 2022      | % Change | Thru 2-2021  | Thru 2-2022 | % Change |
| New Listings                             | 36        | 57        | + 58.3%  | 79           | 95          | + 20.3%  |
| Pending Sales                            | 49        | 27        | - 44.9%  | 81           | 58          | - 28.4%  |
| Closed Sales                             | 44        | 42        | - 4.5%   | 76           | 66          | - 13.2%  |
| Days on Market Until Sale                | 28        | 9         | - 67.9%  | 29           | 10          | - 65.5%  |
| Median Sales Price*                      | \$551,000 | \$775,250 | + 40.7%  | \$610,000    | \$799,950   | + 31.1%  |
| Average Sales Price*                     | \$680,505 | \$881,924 | + 29.6%  | \$687,279    | \$895,276   | + 30.3%  |
| Percent of Original List Price Received* | 100.6%    | 107.8%    | + 7.2%   | 100.4%       | 106.6%      | + 6.2%   |
| Percent of List Price Received*          | 101.0%    | 106.8%    | + 5.7%   | 100.7%       | 105.7%      | + 5.0%   |
| Inventory of Homes for Sale              | 33        | 53        | + 60.6%  | —            | —           | —        |
| Months Supply of Inventory               | 0.8       | 1.3       | + 62.5%  | —            | —           | —        |

| Detached                                 | February    |             |          | Year to Date |             |          |
|--|-------------|-------------|----------|--------------|-------------|----------|
| Key Metrics                              | 2021        | 2022        | % Change | Thru 2-2021  | Thru 2-2022 | % Change |
| New Listings                             | 53          | 38          | - 28.3%  | 103          | 81          | - 21.4%  |
| Pending Sales                            | 42          | 24          | - 42.9%  | 82           | 48          | - 41.5%  |
| Closed Sales                             | 37          | 22          | - 40.5%  | 81           | 47          | - 42.0%  |
| Days on Market Until Sale                | 25          | 7           | - 72.0%  | 28           | 12          | - 57.1%  |
| Median Sales Price*                      | \$1,225,000 | \$1,607,500 | + 31.2%  | \$1,150,000  | \$1,605,000 | + 39.6%  |
| Average Sales Price*                     | \$1,551,945 | \$1,715,592 | + 10.5%  | \$1,432,402  | \$1,728,018 | + 20.6%  |
| Percent of Original List Price Received* | 100.4%      | 109.8%      | + 9.4%   | 99.5%        | 107.3%      | + 7.8%   |
| Percent of List Price Received*          | 100.3%      | 108.4%      | + 8.1%   | 100.0%       | 106.9%      | + 6.9%   |
| Inventory of Homes for Sale              | 72          | 52          | - 27.8%  | —            | —           | —        |
| Months Supply of Inventory               | 1.5         | 1.2         | - 20.0%  | —            | —           | —        |

\* 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.

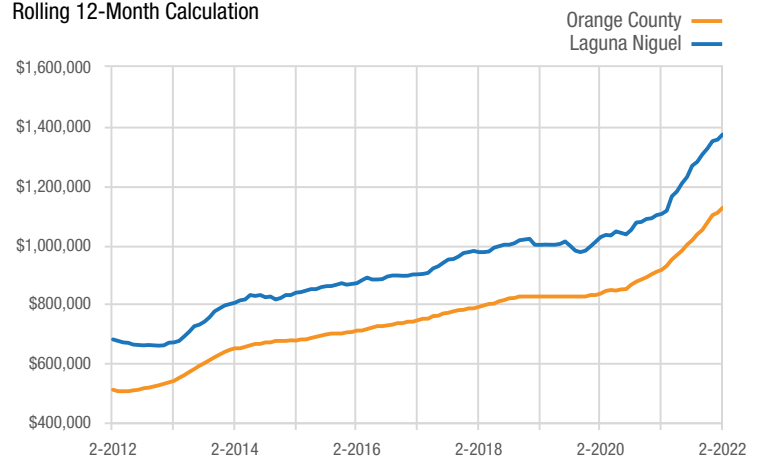
### Median Sales Price - Attached

Rolling 12-Month Calculation



### Median Sales Price - Detached

Rolling 12-Month Calculation



For all things Real Estate check out: [PatricksRealEstateBlog.com](https://www.patricksrealestateblog.com)