

Local Market Update – July 2021

Report provided by Orange County REALTORS®

The
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Group

Lake Forest

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Attached

Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	51	66	+ 29.4%	324	396	+ 22.2%
Pending Sales	47	25	- 46.8%	270	344	+ 27.4%
Closed Sales	53	41	- 22.6%	231	363	+ 57.1%
Days on Market Until Sale	38	11	- 71.1%	34	17	- 50.0%
Median Sales Price*	\$505,000	\$568,000	+ 12.5%	\$477,000	\$540,000	+ 13.2%
Average Sales Price*	\$524,180	\$591,610	+ 12.9%	\$502,339	\$566,712	+ 12.8%
Percent of Original List Price Received*	98.3%	103.0%	+ 4.8%	98.9%	102.4%	+ 3.5%
Percent of List Price Received*	99.3%	102.7%	+ 3.4%	99.6%	102.2%	+ 2.6%
Inventory of Homes for Sale	70	69	- 1.4%	—	—	—
Months Supply of Inventory	2.0	1.3	- 35.0%	—	—	—

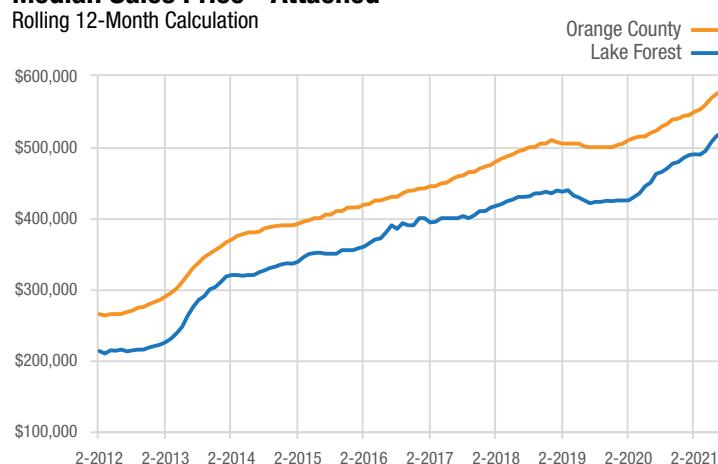
Detached

Key Metrics	July			Year to Date		
	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	91	72	- 20.9%	480	563	+ 17.3%
Pending Sales	69	46	- 33.3%	369	476	+ 29.0%
Closed Sales	92	93	+ 1.1%	330	486	+ 47.3%
Days on Market Until Sale	38	13	- 65.8%	41	19	- 53.7%
Median Sales Price*	\$827,500	\$1,000,000	+ 20.8%	\$825,000	\$975,421	+ 18.2%
Average Sales Price*	\$885,207	\$1,076,100	+ 21.6%	\$891,679	\$1,056,064	+ 18.4%
Percent of Original List Price Received*	98.6%	104.9%	+ 6.4%	98.4%	103.0%	+ 4.7%
Percent of List Price Received*	99.2%	104.3%	+ 5.1%	99.2%	102.8%	+ 3.6%
Inventory of Homes for Sale	129	93	- 27.9%	—	—	—
Months Supply of Inventory	2.6	1.4	- 46.2%	—	—	—

* 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

