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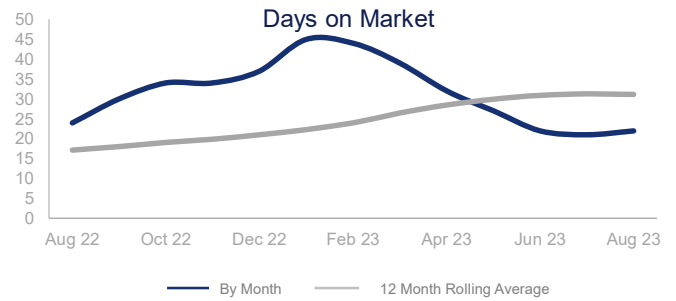
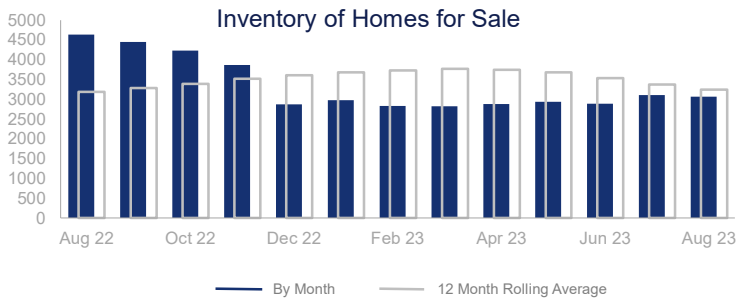
## Market Report | August 2023

### ORANGE COUNTY

#### Highlights:

- Median Sales Price is up 1.2% over a 12 month rolling average and since April has been on an upward trend compared to YoY results.
- Inventory of Homes for Sale is up only 2% over a 12 month rolling average and is holding at historically lower levels since the first of the year.
- Days on Market of 22 days is up 81% over a 12 month rolling average, but is down 8.3% from the same month last year.

|                      | Change in New Listings | Change in Closed Sales | Change in Inventory |
|----------------------|------------------------|------------------------|---------------------|
| Last Month           | <b>-7.9%</b>           | <b>11.7%</b>           | <b>-1.3%</b>        |
| Same Month Last Year | <b>-11.0%</b>          | <b>-6.1%</b>           | <b>-33.8%</b>       |



|                             | August 2022 |  | August 2023        | + / -  | 12 Month Avg       | + / - |
|-----------------------------|-------------|--|--------------------|--------|--------------------|-------|
| New Listings                | 2084        |  | <b>1855</b>        | -11.0% | <b>1701</b>        | -31%  |
| Pending Sales               | 1218        |  | <b>1168</b>        | -4.1%  | <b>1093</b>        | -40%  |
| Closed Sales                | 2032        |  | <b>1909</b>        | -6.1%  | <b>1617</b>        | -29%  |
| Median Sales Price          | \$1,000,000 |  | <b>\$1,110,000</b> | 11.0%  | <b>\$1,007,677</b> | 1%    |
| Average Sales Price         | \$1,355,951 |  | <b>\$1,500,371</b> | 10.7%  | <b>\$1,332,673</b> | 0%    |
| List to Sale Price Ratio    | 98.0%       |  | <b>100.4%</b>      | 2.4%   | <b>98.3%</b>       | 3%    |
| Days on Market              | 24          |  | <b>22</b>          | -8.3%  | <b>31</b>          | 81%   |
| Inventory of Homes for Sale | 4631        |  | <b>3065</b>        | -33.8% | <b>3244</b>        | 2%    |
| Months Supply of Inventory  | 2.2         |  | <b>2.0</b>         | -9.1%  | <b>1.8</b>         | 42%   |

#### % Change in Median Price

