

Monthly Indicators



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings increased 3.2 percent for Detached homes and 3.5 percent for Attached homes. Pending Sales decreased 36.8 percent for Detached homes and 40.2 percent for Attached homes. Inventory increased 38.3 percent for Detached homes and 48.8 percent for Attached homes.

Median Sales Price increased 1.9 percent to \$1,456,500 for Detached homes and 4.6 percent to \$800,000 for Attached homes. Days on Market increased 26.1 percent for Detached homes and 26.9 percent for Attached homes. Months Supply of Inventory increased 33.3 percent for Detached homes and 50.0 percent for Attached homes.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Monthly Snapshot

+ 1.9%	+ 4.6%	+ 4.8%
Change in Number of Median Sales Price Detached	Change in Number of Median Sales Price Attached	Change in Number of Median Sales Price Combined

Residential real estate activity in Orange County composed of attached and detached properties combined with market overviews for each independently. The accuracy of all information is deemed reliable but not guaranteed and should be personally verified through personal inspection by and/or with the appropriate professionals. Percent changes are calculated using rounded figures.

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Detached Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Detached properties only.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,423	1,469	+ 3.2%	14,466	16,681	+ 15.3%
Pending Sales		1,154	729	- 36.8%	11,913	12,104	+ 1.6%
Closed Sales		1,022	1,061	+ 3.8%	11,805	12,614	+ 6.9%
Days on Market Until Sale		23	29	+ 26.1%	25	27	+ 8.0%
Median Sales Price		\$1,430,000	\$1,456,500	+ 1.9%	\$1,308,000	\$1,425,000	+ 8.9%
Average Sales Price		\$1,882,985	\$2,041,839	+ 8.4%	\$1,756,142	\$1,881,011	+ 7.1%
Pct. of Orig. Price Received		101.6%	99.8%	- 1.8%	100.0%	99.7%	- 0.3%
Percent of List Price Received		101.8%	100.5%	- 1.3%	100.8%	100.6%	- 0.2%
Housing Affordability Index		32	32	0.0%	35	33	- 5.7%
Inventory of Homes for Sale		2,044	2,827	+ 38.3%	—	—	—
Months Supply of Inventory		2.1	2.8	+ 33.3%	—	—	—

The accuracy of all information is deemed reliable but not guaranteed and should be personally verified through personal inspection by and/or with the appropriate professionals.

Attached Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Attached properties only.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		905	937	+ 3.5%	9,199	10,555	+ 14.7%
Pending Sales		762	456	- 40.2%	7,828	7,753	- 1.0%
Closed Sales		733	701	- 4.4%	7,767	8,097	+ 4.2%
Days on Market Until Sale		26	33	+ 26.9%	26	28	+ 7.7%
Median Sales Price		\$765,000	\$800,000	+ 4.6%	\$725,000	\$765,000	+ 5.5%
Average Sales Price		\$883,342	\$975,712	+ 10.5%	\$839,797	\$905,331	+ 7.8%
Pct. of Orig. Price Received		100.3%	98.7%	- 1.6%	99.7%	99.2%	- 0.5%
Percent of List Price Received		101.0%	99.8%	- 1.2%	100.5%	100.1%	- 0.4%
Housing Affordability Index		60	58	- 3.3%	63	61	- 3.2%
Inventory of Homes for Sale		1,185	1,763	+ 48.8%	—	—	—
Months Supply of Inventory		1.8	2.7	+ 50.0%	—	—	—

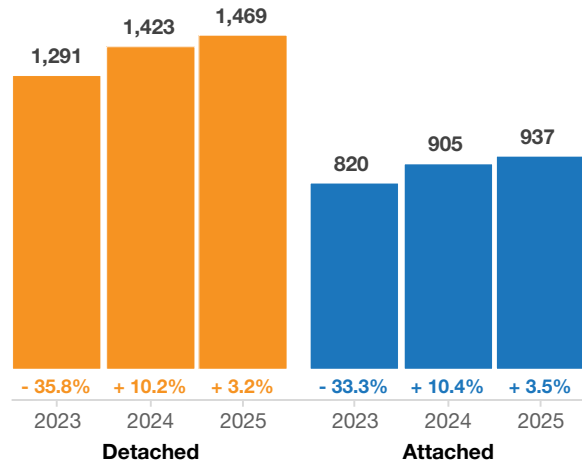
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New Listings

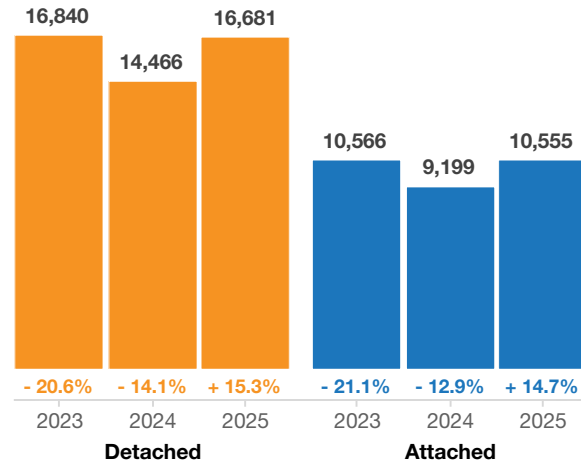
A count of the properties that have been newly listed on the market in a given month.



March

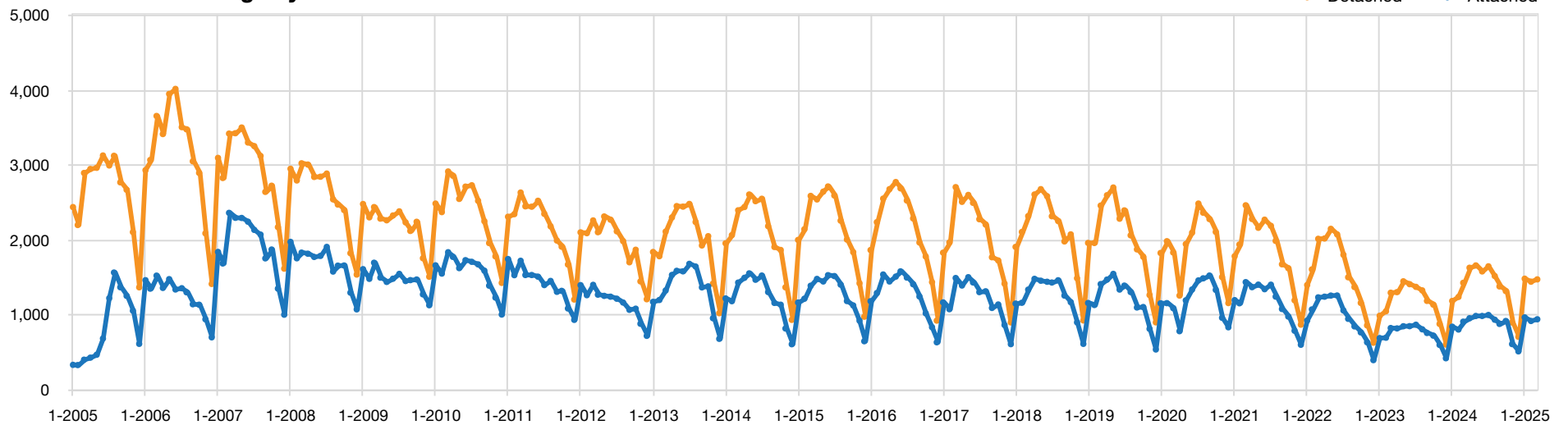


Year to Date



New Listings	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Apr-2024	1,624	+ 25.0%	951	+ 16.7%
May-2024	1,655	+ 14.7%	981	+ 16.2%
Jun-2024	1,575	+ 12.1%	981	+ 16.1%
Jul-2024	1,643	+ 20.0%	994	+ 15.0%
Aug-2024	1,514	+ 14.5%	931	+ 15.9%
Sep-2024	1,375	+ 16.3%	875	+ 16.0%
Oct-2024	1,313	+ 16.0%	914	+ 27.1%
Nov-2024	894	+ 2.2%	606	+ 1.8%
Dec-2024	703	+ 17.2%	509	+ 22.1%
Jan-2025	1,478	+ 25.1%	962	+ 14.8%
Feb-2025	1,438	+ 16.4%	914	+ 14.3%
Mar-2025	1,469	+ 3.2%	937	+ 3.5%
12-Month Avg	1,390	+ 15.3%	880	+ 14.7%

Historical New Listings by Month



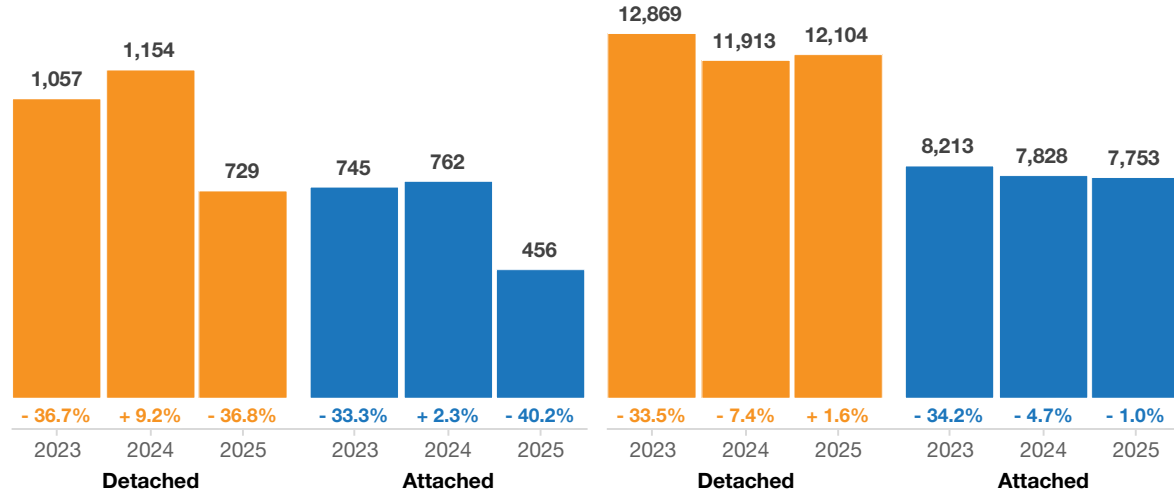
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Pending Sales

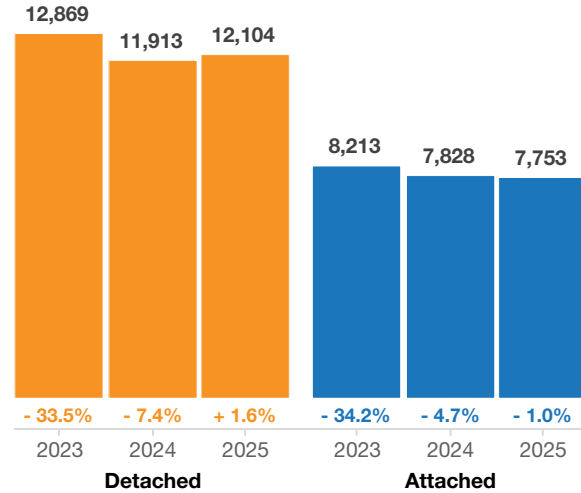
A count of the properties on which offers have been accepted in a given month.



March

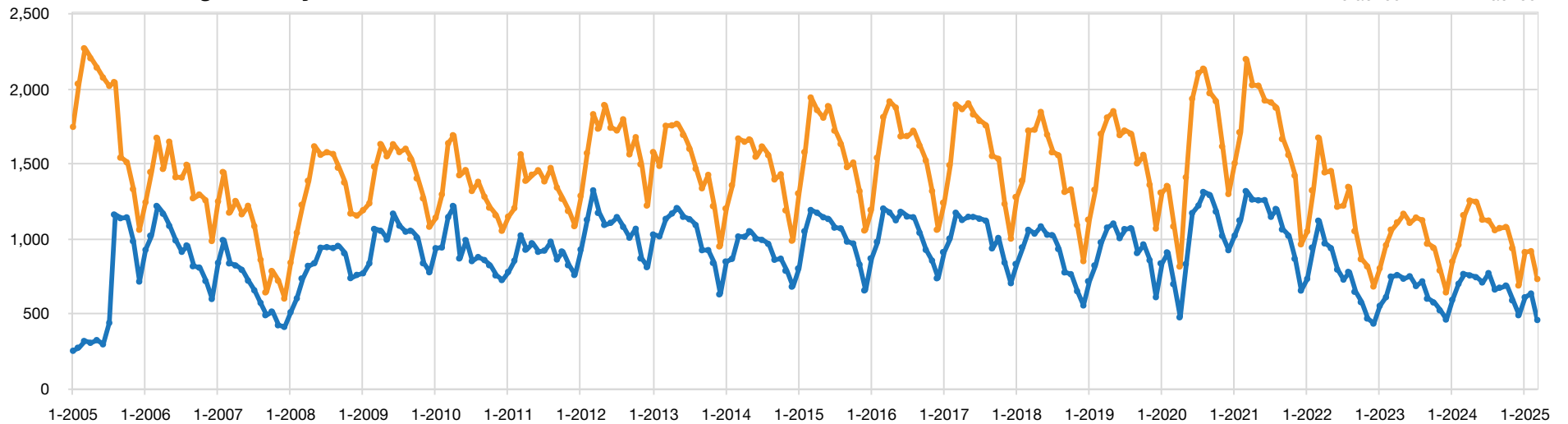


Year to Date



Pending Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Apr-2024	1,251	+ 13.1%	753	- 0.3%
May-2024	1,243	+ 6.9%	741	+ 1.4%
Jun-2024	1,124	+ 1.9%	706	- 5.5%
Jul-2024	1,118	- 1.8%	768	+ 12.6%
Aug-2024	1,054	- 5.9%	659	- 7.6%
Sep-2024	1,068	+ 10.8%	671	+ 12.2%
Oct-2024	1,075	+ 14.7%	685	+ 19.5%
Nov-2024	934	+ 18.8%	587	+ 12.7%
Dec-2024	686	+ 7.2%	488	+ 6.3%
Jan-2025	908	+ 7.5%	607	+ 2.9%
Feb-2025	914	- 4.5%	632	- 9.3%
Mar-2025	729	- 36.8%	456	- 40.2%
12-Month Avg	1,009	+ 1.6%	646	- 0.9%

Historical Pending Sales by Month



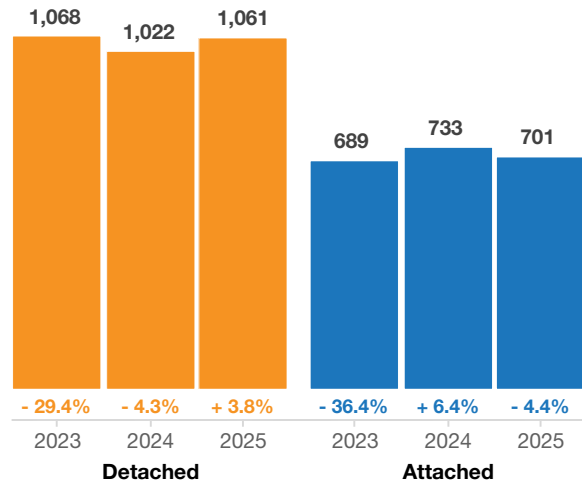
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Closed Sales

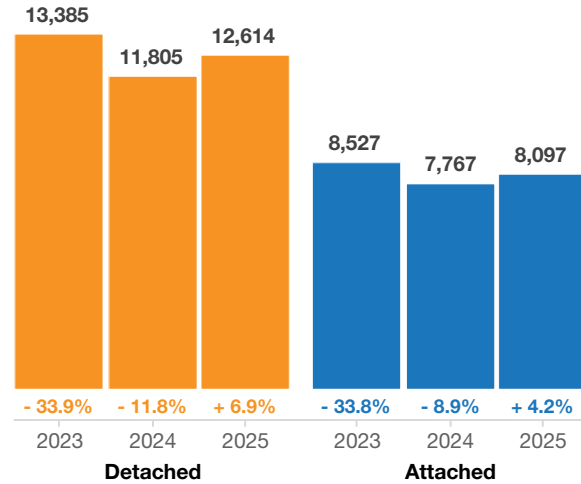
A count of the actual sales that closed in a given month.



March

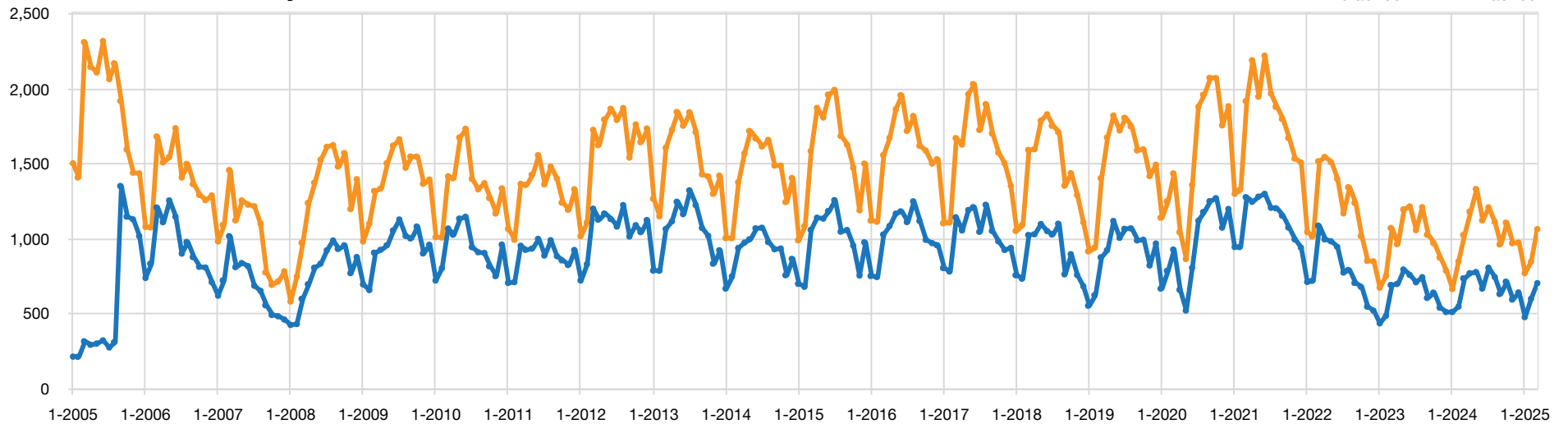


Year to Date



Closed Sales	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Apr-2024	1,178	+ 22.6%	767	+ 10.2%
May-2024	1,328	+ 11.4%	775	- 2.1%
Jun-2024	1,119	- 7.7%	665	- 12.0%
Jul-2024	1,206	+ 14.4%	804	+ 13.7%
Aug-2024	1,109	- 8.1%	742	+ 0.1%
Sep-2024	959	- 6.3%	629	+ 4.3%
Oct-2024	1,104	+ 14.0%	711	+ 11.4%
Nov-2024	967	+ 10.9%	592	+ 10.0%
Dec-2024	971	+ 23.7%	639	+ 25.5%
Jan-2025	768	+ 16.0%	475	- 6.7%
Feb-2025	844	- 0.2%	597	+ 9.5%
Mar-2025	1,061	+ 3.8%	701	- 4.4%
12-Month Avg	1,051	+ 6.8%	675	+ 4.3%

Historical Closed Sales by Month



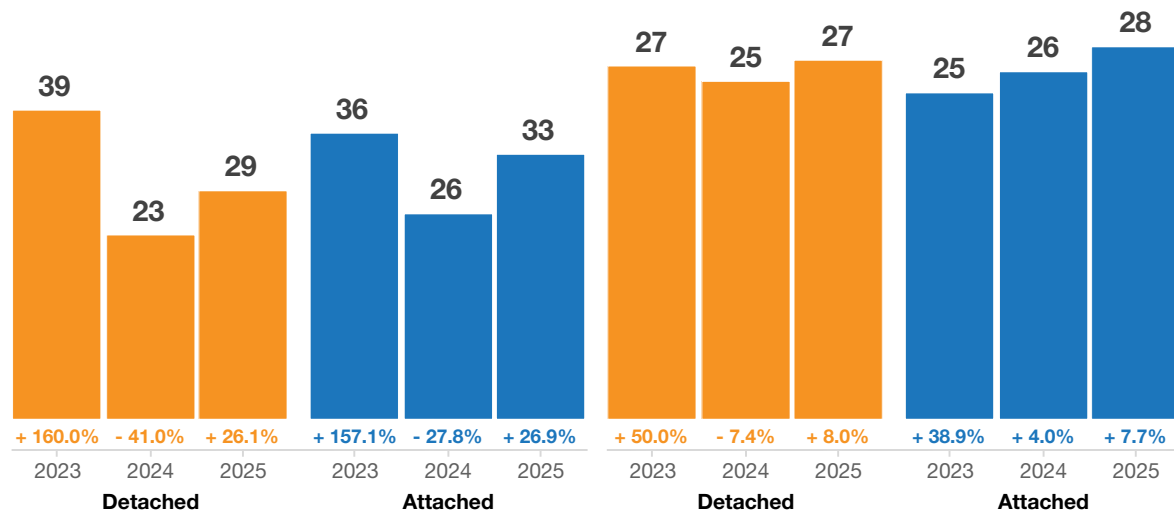
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Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



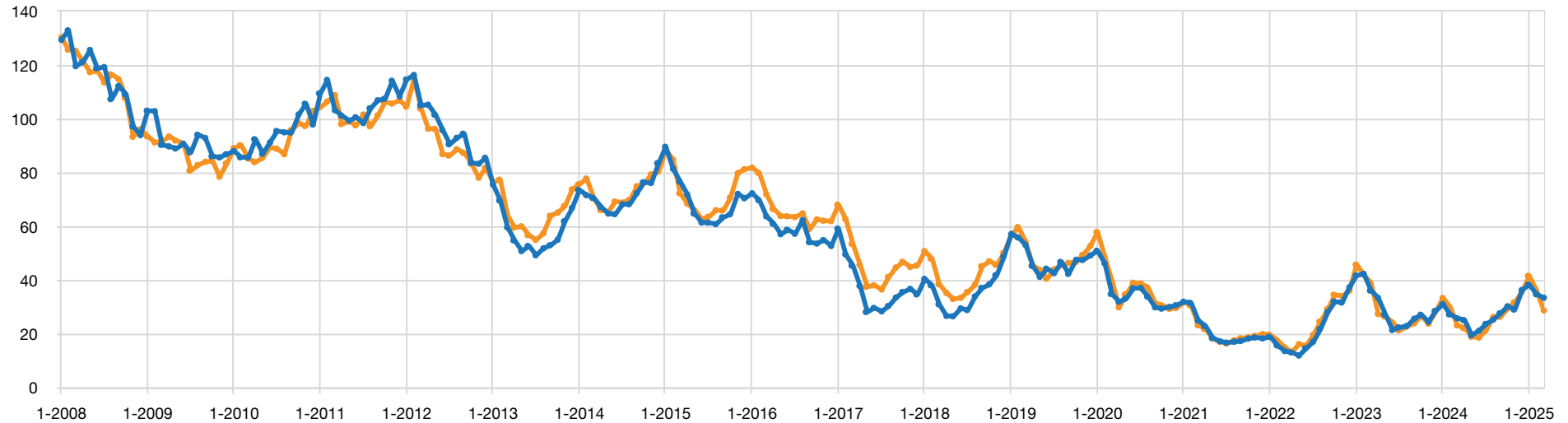
March



Days on Market	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Apr-2024	22	-18.5%	25	-24.2%
May-2024	19	-26.9%	19	-29.6%
Jun-2024	19	-20.8%	21	0.0%
Jul-2024	21	0.0%	24	+9.1%
Aug-2024	26	+13.0%	25	+8.7%
Sep-2024	26	+8.3%	28	+7.7%
Oct-2024	29	+7.4%	30	+11.1%
Nov-2024	32	+33.3%	29	+20.8%
Dec-2024	36	+28.6%	36	+28.6%
Jan-2025	42	+27.3%	38	+22.6%
Feb-2025	36	+20.0%	35	+29.6%
Mar-2025	29	+26.1%	33	+26.9%
12-Month Avg*	27	+6.5%	28	+7.3%

* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



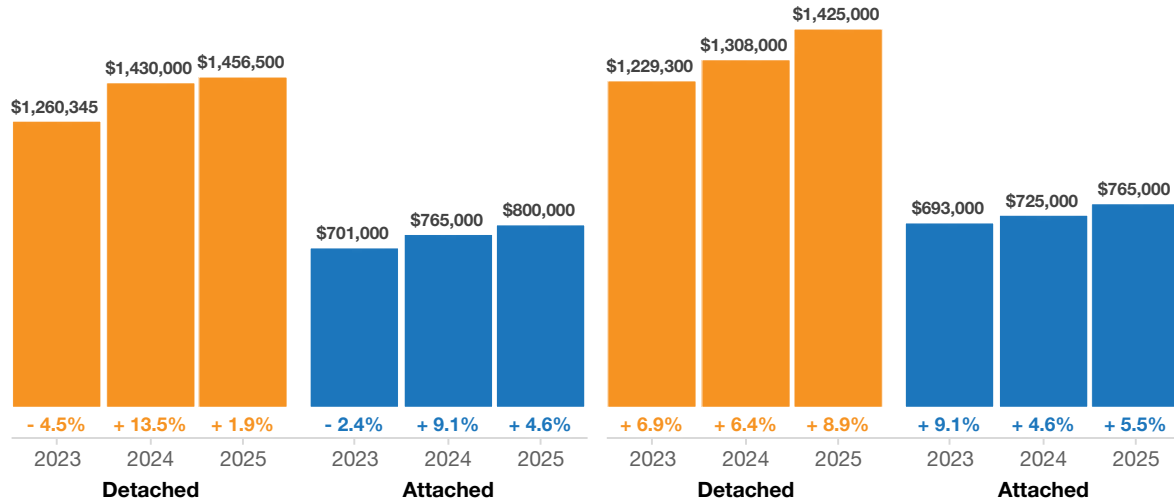
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Median Sales Price

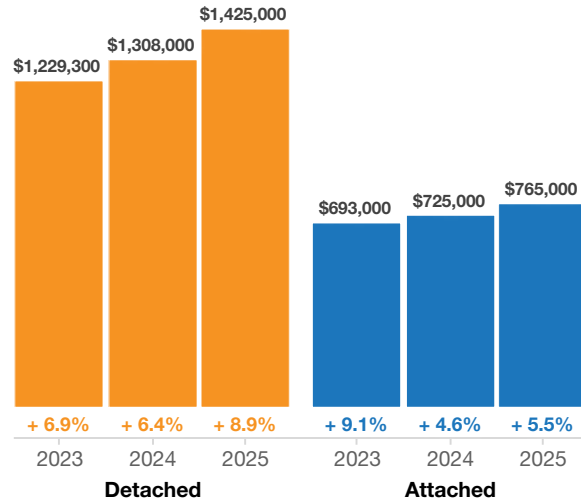
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



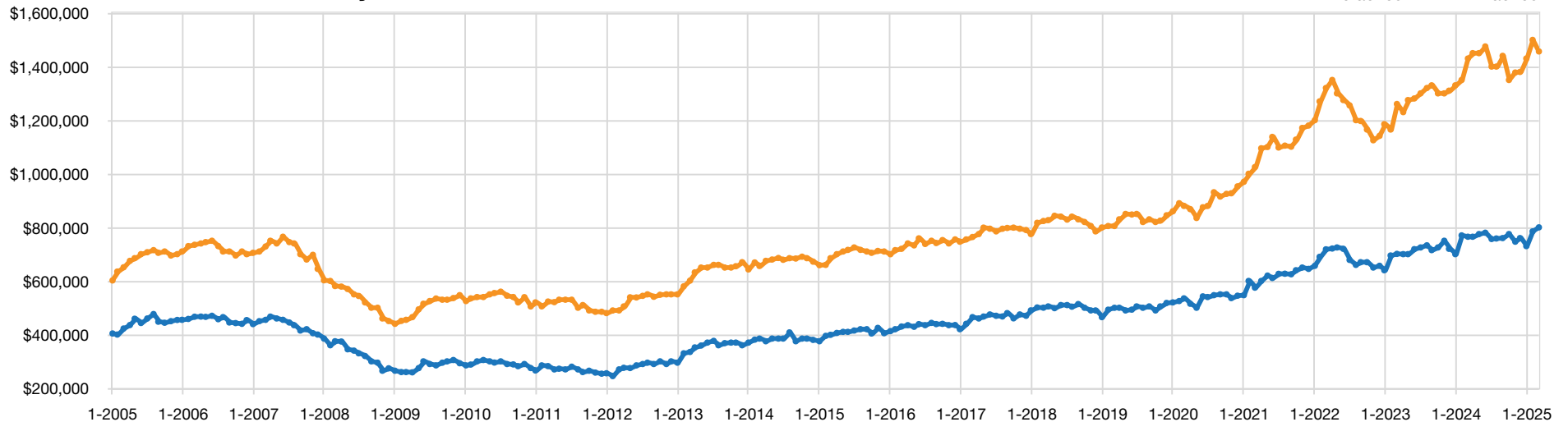
Year to Date



Median Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Apr-2024	\$1,450,000	+ 17.9%	\$765,000	+ 9.3%
May-2024	\$1,450,000	+ 13.7%	\$775,000	+ 10.7%
Jun-2024	\$1,475,000	+ 15.1%	\$780,000	+ 8.5%
Jul-2024	\$1,400,000	+ 7.7%	\$756,500	+ 4.3%
Aug-2024	\$1,400,000	+ 6.1%	\$758,500	+ 3.5%
Sep-2024	\$1,440,000	+ 8.3%	\$760,000	+ 6.3%
Oct-2024	\$1,350,000	+ 3.8%	\$775,000	+ 6.9%
Nov-2024	\$1,377,777	+ 6.0%	\$746,500	- 0.5%
Dec-2024	\$1,380,000	+ 5.3%	\$760,000	+ 5.6%
Jan-2025	\$1,430,000	+ 7.5%	\$730,000	+ 4.3%
Feb-2025	\$1,499,500	+ 11.1%	\$785,000	+ 1.9%
Mar-2025	\$1,456,500	+ 1.9%	\$800,000	+ 4.6%
12-Month Avg*	\$1,425,000	+ 8.9%	\$765,000	+ 5.5%

* Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month



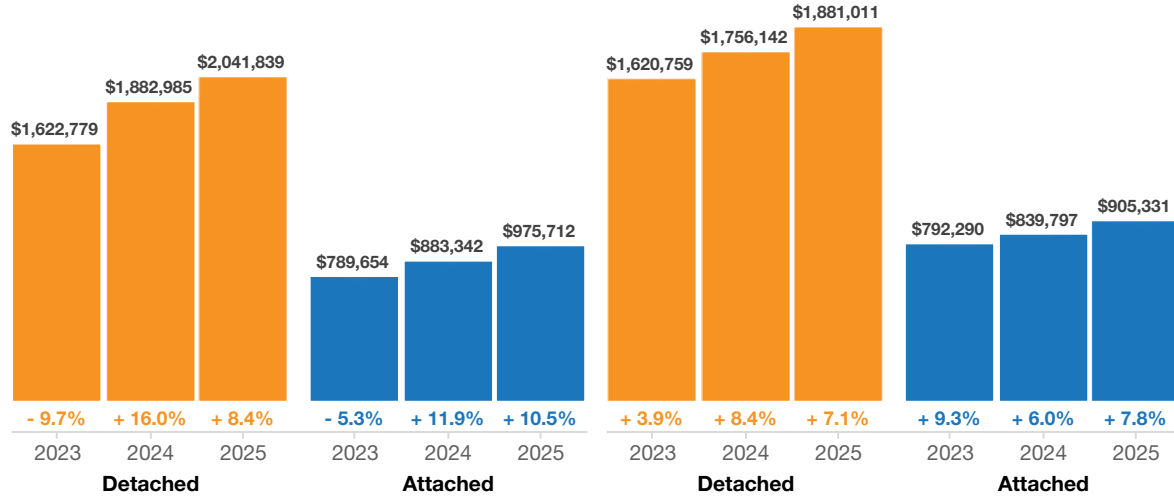
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Average Sales Price

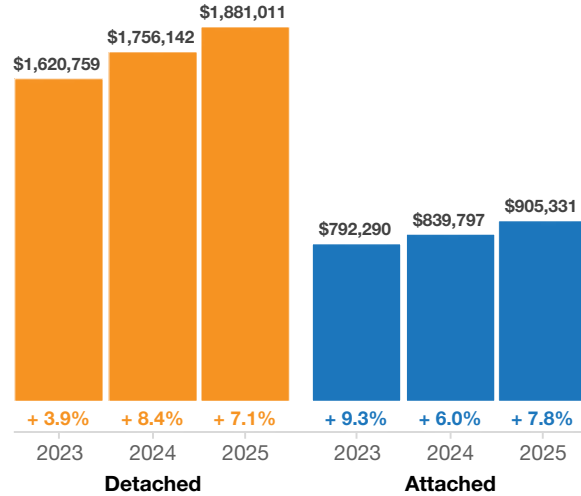
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



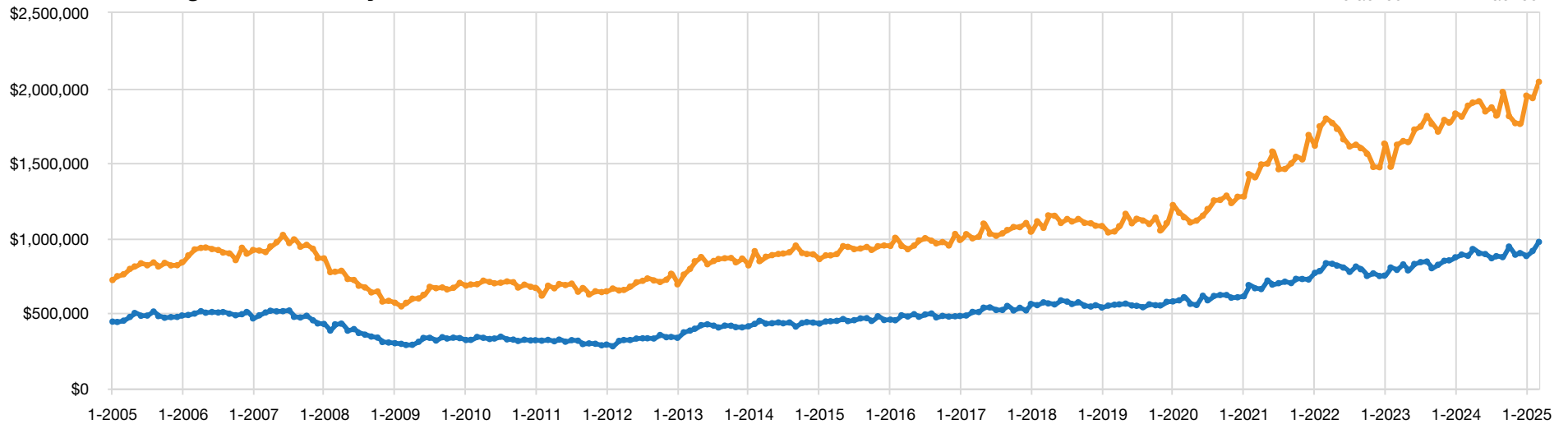
Year to Date



Avg. Sales Price	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Apr-2024	\$1,903,522	+ 15.5%	\$928,351	+ 12.4%
May-2024	\$1,912,393	+ 16.6%	\$900,520	+ 14.5%
Jun-2024	\$1,844,558	+ 7.0%	\$894,775	+ 8.0%
Jul-2024	\$1,871,433	+ 7.3%	\$867,193	+ 3.1%
Aug-2024	\$1,816,912	+ 0.2%	\$880,909	+ 4.3%
Sep-2024	\$1,974,278	+ 12.1%	\$874,528	+ 9.2%
Oct-2024	\$1,813,395	+ 6.0%	\$944,666	+ 14.7%
Nov-2024	\$1,766,281	- 1.2%	\$890,715	+ 4.8%
Dec-2024	\$1,761,551	- 0.5%	\$901,421	+ 5.7%
Jan-2025	\$1,949,706	+ 6.5%	\$882,124	+ 1.0%
Feb-2025	\$1,933,249	+ 6.8%	\$915,704	+ 2.7%
Mar-2025	\$2,041,839	+ 8.4%	\$975,712	+ 10.5%
12-Month Avg*	\$1,881,011	+ 7.1%	\$905,331	+ 7.8%

* Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



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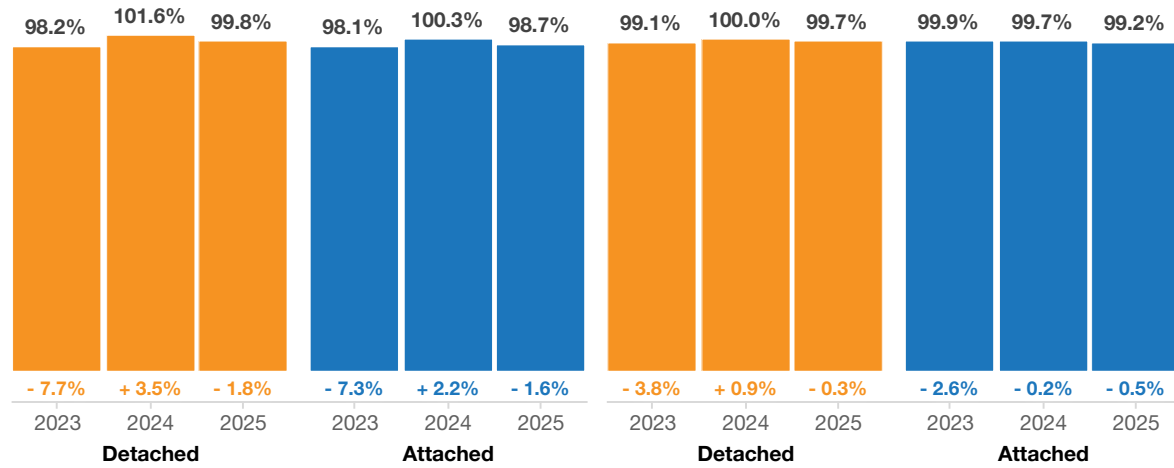
Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

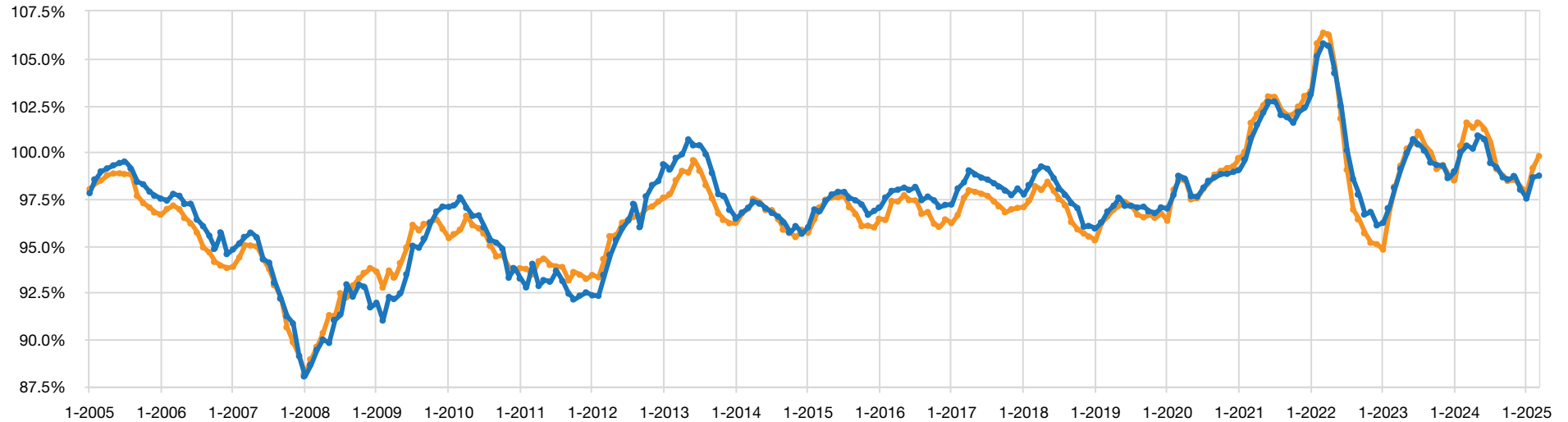
Year to Date



Pct. of Orig. Price Received	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Apr-2024	101.3%	+ 2.0%	100.2%	+ 1.1%
May-2024	101.6%	+ 1.4%	100.9%	+ 1.0%
Jun-2024	101.2%	+ 0.7%	100.7%	0.0%
Jul-2024	100.5%	- 0.6%	99.4%	- 1.0%
Aug-2024	99.1%	- 1.3%	99.2%	- 0.9%
Sep-2024	98.7%	- 1.3%	98.7%	- 0.7%
Oct-2024	98.5%	- 0.6%	98.5%	- 0.8%
Nov-2024	98.5%	- 0.8%	98.7%	- 0.6%
Dec-2024	98.1%	- 0.7%	98.0%	- 0.6%
Jan-2025	97.9%	- 0.6%	97.5%	- 1.5%
Feb-2025	99.1%	- 1.2%	98.6%	- 1.4%
Mar-2025	99.8%	- 1.8%	98.7%	- 1.6%
12-Month Avg*	99.7%	- 0.3%	99.2%	- 0.6%

* Pct. of Orig. Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



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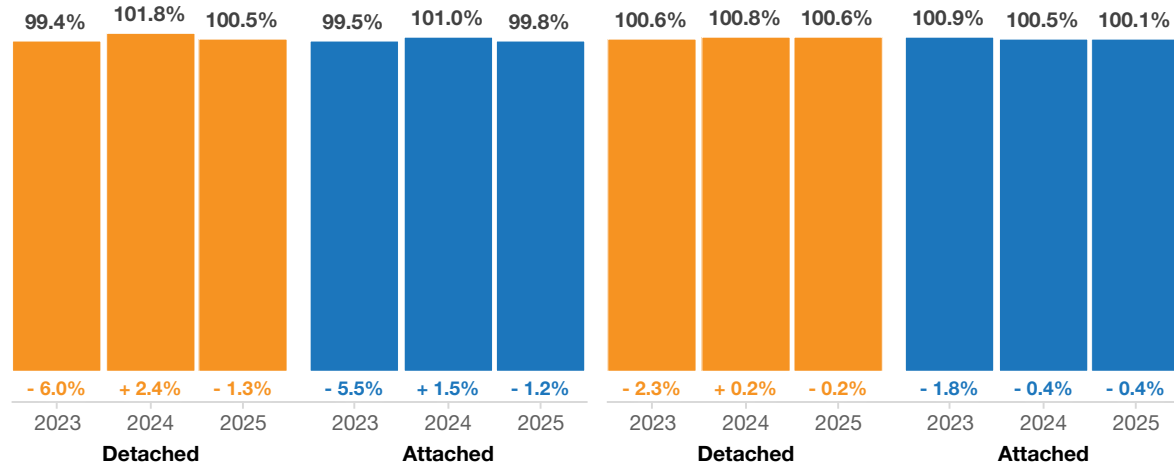
Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

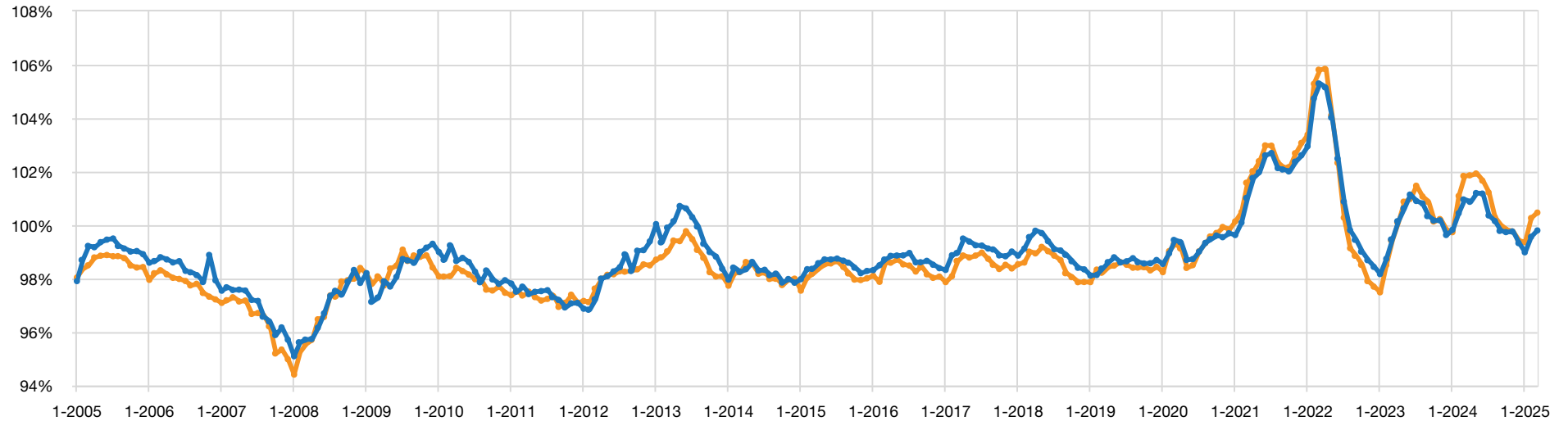
Year to Date



Pct. of List Price Received	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Apr-2024	101.9%	+ 1.8%	100.9%	+ 0.8%
May-2024	101.9%	+ 1.0%	101.2%	+ 0.6%
Jun-2024	101.7%	+ 0.7%	101.2%	+ 0.1%
Jul-2024	101.2%	- 0.3%	100.4%	- 0.5%
Aug-2024	100.3%	- 0.8%	100.2%	- 0.6%
Sep-2024	100.0%	- 0.9%	99.8%	- 0.5%
Oct-2024	99.8%	- 0.3%	99.7%	- 0.5%
Nov-2024	99.8%	- 0.4%	99.8%	- 0.4%
Dec-2024	99.4%	- 0.4%	99.3%	- 0.3%
Jan-2025	99.4%	- 0.3%	99.0%	- 0.8%
Feb-2025	100.3%	- 0.8%	99.6%	- 0.8%
Mar-2025	100.5%	- 1.3%	99.8%	- 1.2%
12-Month Avg*	100.6%	- 0.1%	100.1%	- 0.4%

* Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



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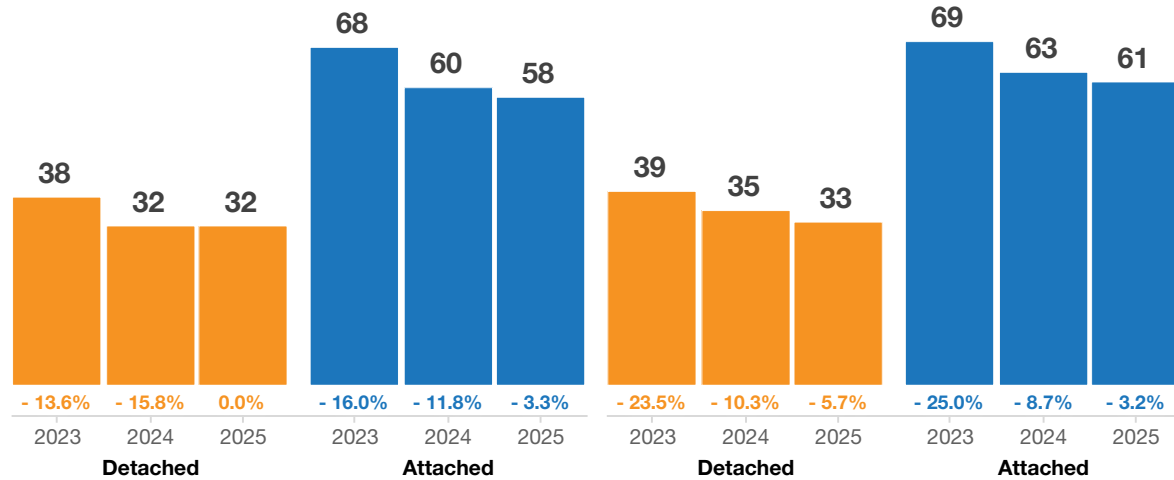
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



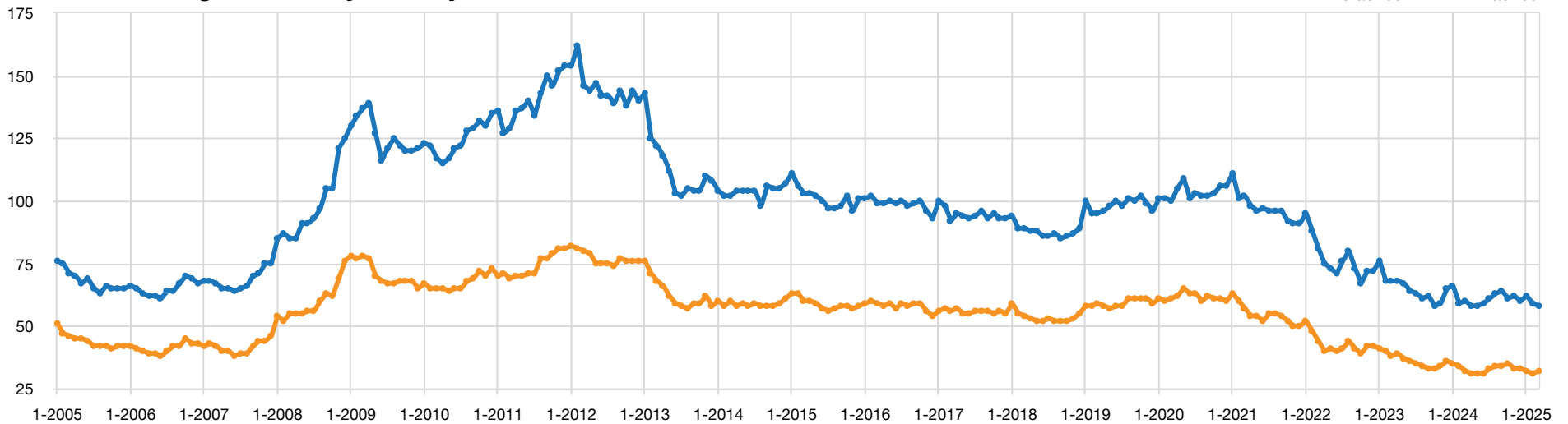
March

Year to Date



Affordability Index	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Apr-2024	31	- 20.5%	58	- 14.7%
May-2024	31	- 16.2%	58	- 13.4%
Jun-2024	31	- 13.9%	59	- 7.8%
Jul-2024	33	- 5.7%	61	- 3.2%
Aug-2024	34	0.0%	63	+ 3.3%
Sep-2024	34	+ 3.0%	64	+ 3.2%
Oct-2024	35	+ 6.1%	61	+ 5.2%
Nov-2024	33	- 2.9%	62	+ 5.1%
Dec-2024	33	- 8.3%	60	- 7.7%
Jan-2025	32	- 8.6%	62	- 6.1%
Feb-2025	31	- 8.8%	59	0.0%
Mar-2025	32	0.0%	58	- 3.3%
12-Month Avg	33	- 5.7%	60	- 4.8%

Historical Housing Affordability Index by Month



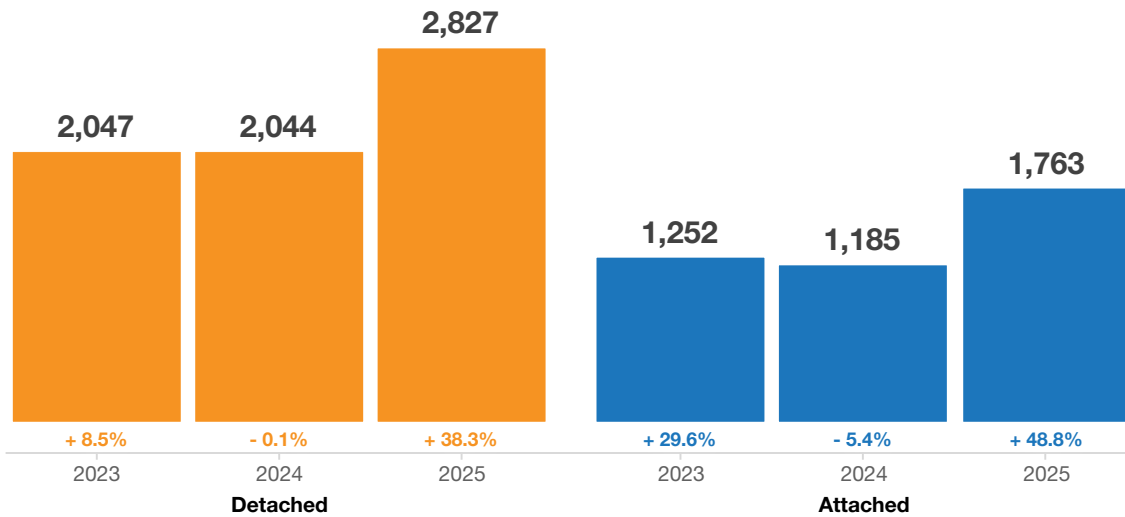
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Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

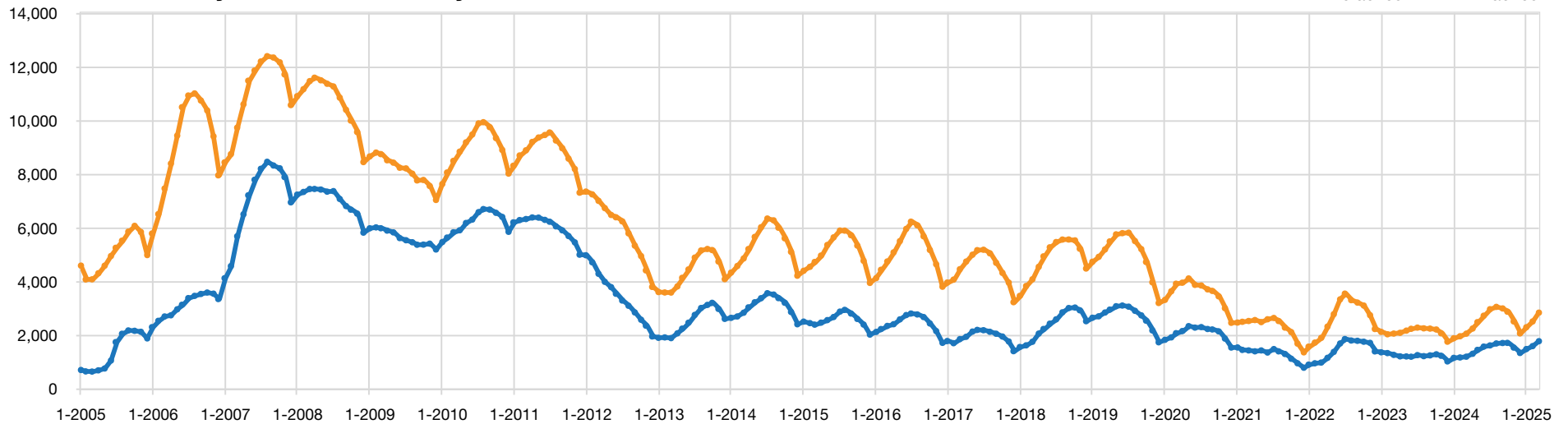


March



Homes for Sale	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Apr-2024	2,235	+ 7.7%	1,294	+ 8.1%
May-2024	2,473	+ 14.6%	1,438	+ 20.4%
Jun-2024	2,713	+ 21.9%	1,561	+ 31.8%
Jul-2024	2,956	+ 30.3%	1,606	+ 29.1%
Aug-2024	3,042	+ 35.7%	1,679	+ 39.3%
Sep-2024	2,984	+ 33.7%	1,695	+ 37.4%
Oct-2024	2,863	+ 30.3%	1,700	+ 33.4%
Nov-2024	2,500	+ 21.5%	1,524	+ 25.0%
Dec-2024	2,053	+ 17.7%	1,324	+ 31.2%
Jan-2025	2,282	+ 21.9%	1,469	+ 28.7%
Feb-2025	2,498	+ 28.3%	1,579	+ 36.6%
Mar-2025	2,827	+ 38.3%	1,763	+ 48.8%
12-Month Avg	2,619	+ 25.4%	1,553	+ 30.8%

Historical Inventory of Homes for Sale by Month



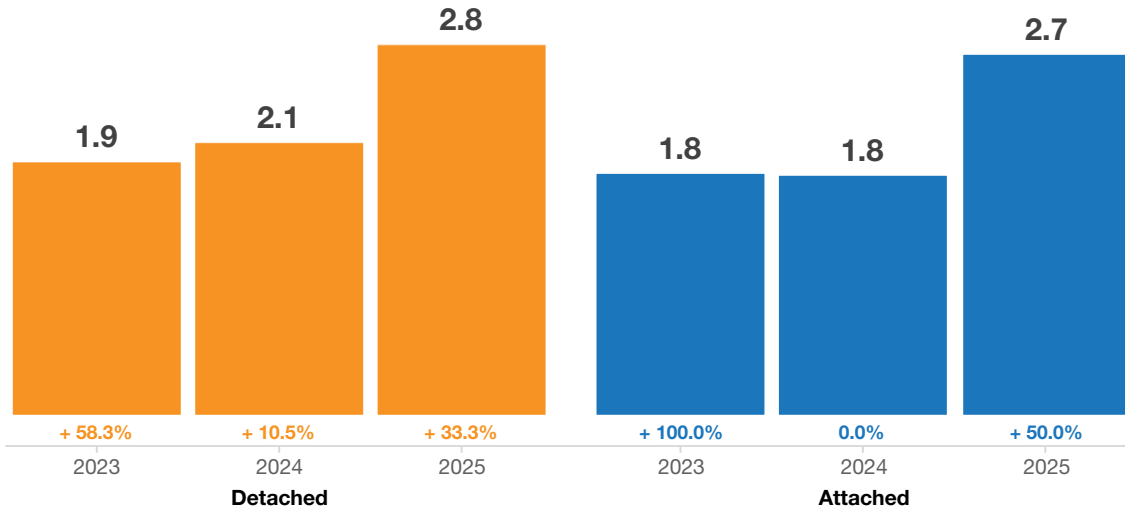
The accuracy of all information is deemed reliable but not guaranteed and should be personally verified through personal inspection by and/or with the appropriate professionals.

Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



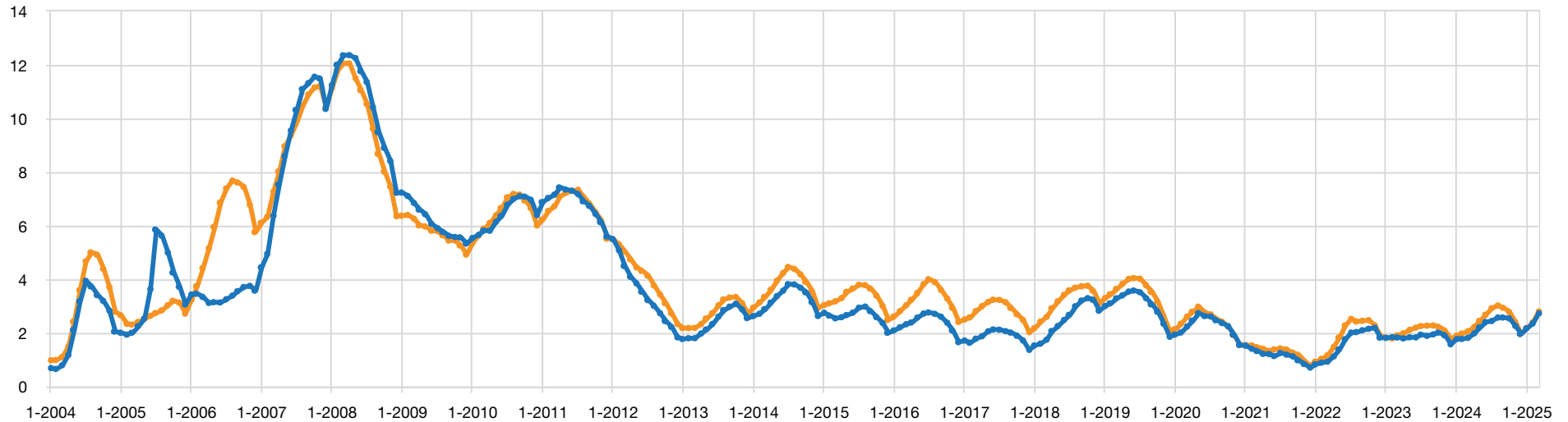
March



Months Supply	Detached	Year-Over-Year Change	Attached	Year-Over-Year Change
Apr-2024	2.2	+ 10.0%	2.0	+ 11.1%
May-2024	2.4	+ 14.3%	2.2	+ 22.2%
Jun-2024	2.7	+ 22.7%	2.4	+ 33.3%
Jul-2024	2.9	+ 26.1%	2.4	+ 26.3%
Aug-2024	3.0	+ 30.4%	2.6	+ 36.8%
Sep-2024	2.9	+ 26.1%	2.6	+ 36.8%
Oct-2024	2.8	+ 27.3%	2.5	+ 25.0%
Nov-2024	2.4	+ 14.3%	2.3	+ 21.1%
Dec-2024	2.0	+ 11.1%	2.0	+ 25.0%
Jan-2025	2.2	+ 15.8%	2.2	+ 22.2%
Feb-2025	2.4	+ 20.0%	2.4	+ 33.3%
Mar-2025	2.8	+ 33.3%	2.7	+ 50.0%
12-Month Avg*	2.6	+ 22.4%	2.4	+ 27.6%

* Months Supply for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



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All Properties

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		2,365	2,449	+ 3.6%	24,066	27,724	+ 15.2%
Pending Sales		1,938	1,208	- 37.7%	20,024	20,182	+ 0.8%
Closed Sales		1,783	1,791	+ 0.4%	19,882	21,030	+ 5.8%
Days on Market Until Sale		24	31	+ 29.2%	26	28	+ 7.7%
Median Sales Price		\$1,145,000	\$1,200,000	+ 4.8%	\$1,055,000	\$1,175,000	+ 11.4%
Average Sales Price		\$1,466,253	\$1,610,498	+ 9.8%	\$1,394,092	\$1,500,264	+ 7.6%
Pct. of Orig. Price Received		101.0%	99.3%	- 1.7%	99.9%	99.5%	- 0.4%
Percent of List Price Received		101.5%	100.2%	- 1.3%	100.6%	100.4%	- 0.2%
Housing Affordability Index		40	39	- 2.5%	44	40	- 9.1%
Inventory of Homes for Sale		3,304	4,678	+ 41.6%	—	—	—
Months Supply of Inventory		2.0	2.8	+ 40.0%	—	—	—

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