



# AREA REPORT

EAST COSTA MESA

SEPTEMBER 2023 | ALL PROPERTY TYPES



**DEVIN LUCAS**

CalRE : 01912302

Cell: 949-478-1135

Office: 949-478-1623

[devin@lucas-real-estate.com](mailto:devin@lucas-real-estate.com)

[lucas-real-estate.com](http://lucas-real-estate.com)

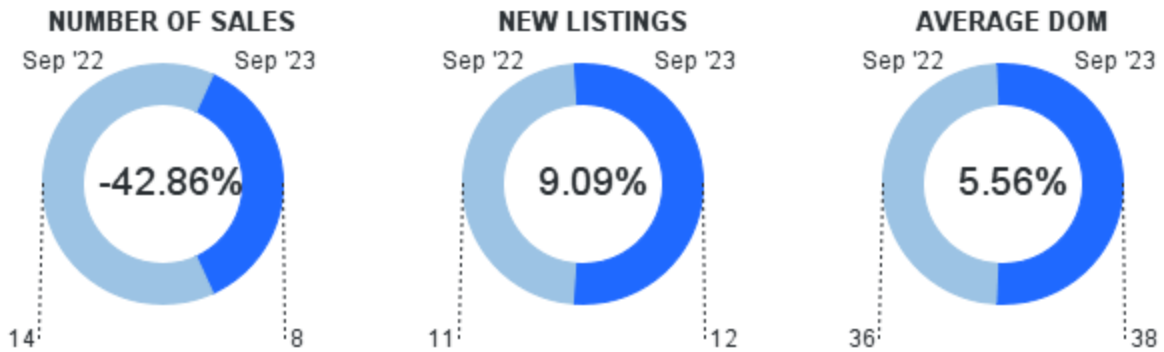


**COLDWELL BANKER**  
REALTY

# EAST COSTA MESA | September 2023

## REAL ESTATE SNAPSHOT - Change since this time last year

### All Property Types



21.99%

**MEDIAN SALES PRICE**  
ALL PROPERTY TYPES

21.52%

**AVERAGE SALES PRICE**  
ALL PROPERTY TYPES

18.75%

**MEDIAN LIST PRICE  
(SOLD LISTINGS)**  
ALL PROPERTY TYPES

17.06%

**AVERAGE LIST PRICE  
(SOLD LISTINGS)**  
ALL PROPERTY TYPES

Sep '22 Sep '23

# AREA REPORT

## EAST COSTA MESA

### FULL MARKET SUMMARY

September 2023 | All Property Types ?

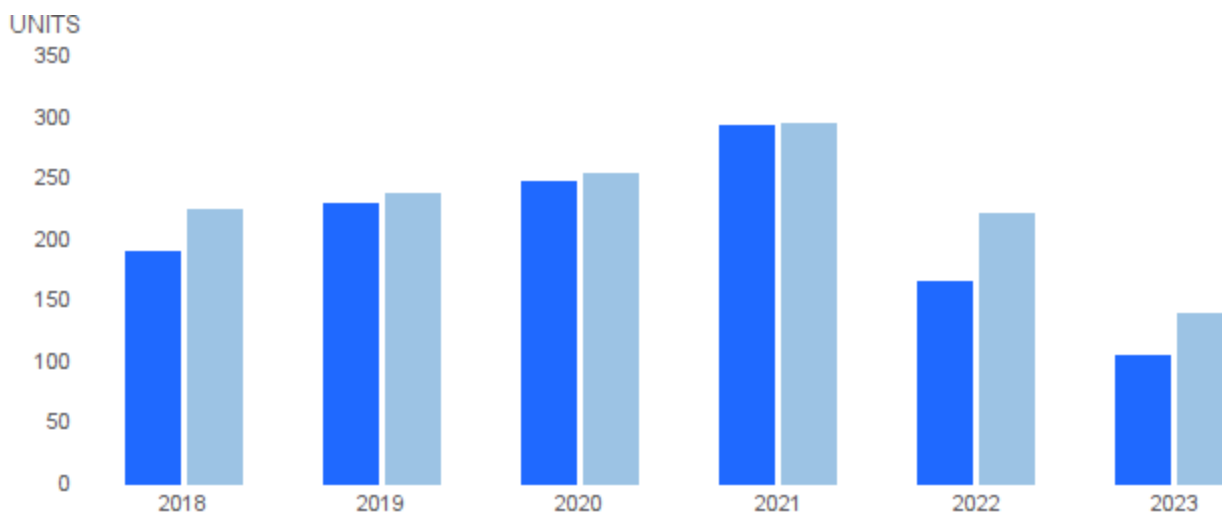
	Month to Date			Year to Date		
	September 2023	September 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	12	11	9.09% <span>↑</span>	139	186	-25.27% <span>↓</span>
Sold Listings	8	14	-42.86% <span>↓</span>	104	138	-24.64% <span>↓</span>
Median List Price (Solds)	\$1,897,000	\$1,597,500	18.75% <span>↑</span>	\$1,625,000	\$1,499,499	8.37% <span>↑</span>
Median Sold Price	\$1,900,000	\$1,557,500	21.99% <span>↑</span>	\$1,642,500	\$1,600,000	2.66% <span>↑</span>
Median Days on Market	21	34	-38.24% <span>↓</span>	12	9	33.33% <span>↑</span>
Average List Price (Solds)	\$1,953,925	\$1,669,207	17.06% <span>↑</span>	\$1,724,788	\$1,618,399	6.57% <span>↑</span>
Average Sold Price	\$1,970,625	\$1,621,642	21.52% <span>↑</span>	\$1,731,648	\$1,652,232	4.81% <span>↑</span>
Average Days on Market	38	36	5.56% <span>↑</span>	24	27	-11.11% <span>↓</span>
List/Sold Price Ratio	101%	97.5%	3.59% <span>↑</span>	101.2%	102.4%	-1.25% <span>↓</span>

### SOLD AND NEW PROPERTIES (UNITS)

September 2023 | All Property Types ?

**Sold Properties** | Number of properties sold during the year

**New Properties** | Number of properties listed during the year.



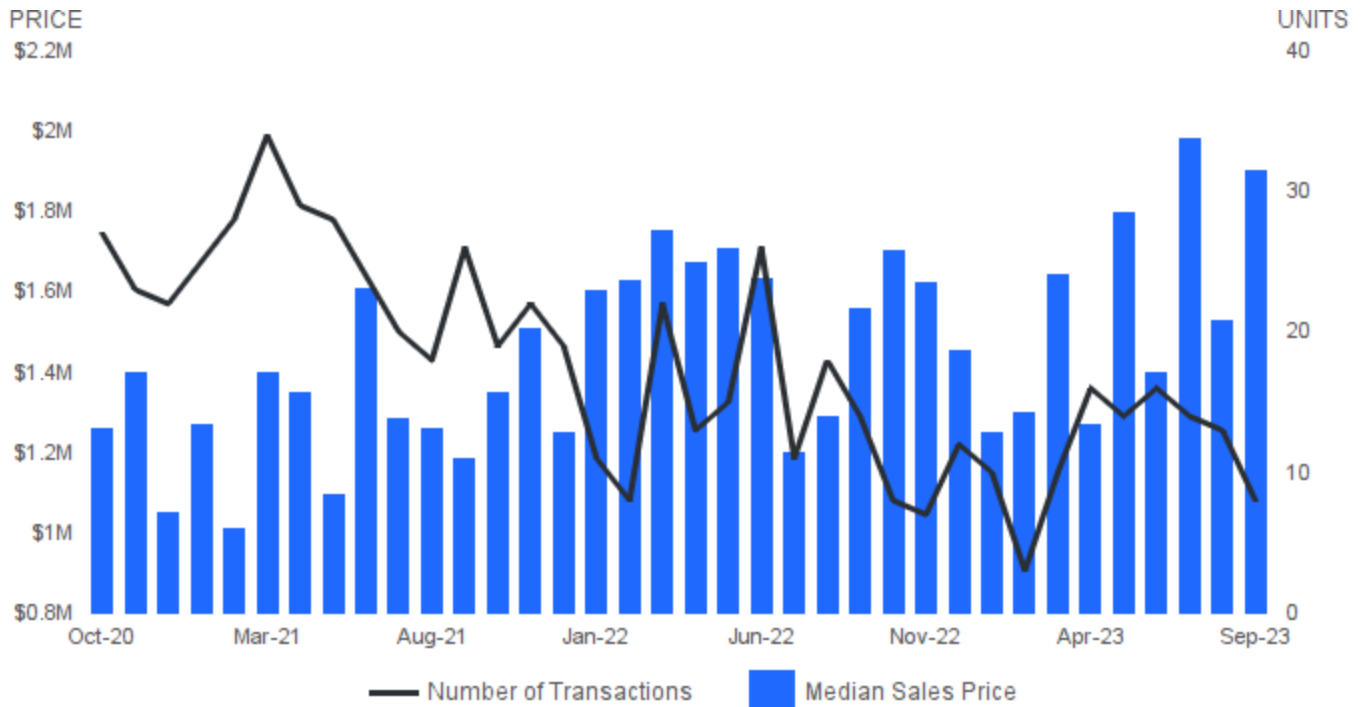
Sold Properties	189	229	247	292	165	104
New Properties	224	237	253	294	220	139
Sold Volume	\$209.22M	\$256.18M	\$299.35M	\$403.28M	\$274.15M	\$180.09M
Listing Volume	\$252.95M	\$279.93M	\$305.04M	\$417.11M	\$375.33M	\$252.64M
Median Sale Price	\$1.04M	\$1.02M	\$1.17M	\$1.30M	\$1.60M	\$1.64M

## MEDIAN SALES PRICE AND NUMBER OF SALES

September 2023 | All Property Types ?

**Median Sales Price** | Price of the "middle" property sold -an equal number of sales were above and below this price.

**Number of Sales** | Number of properties sold.

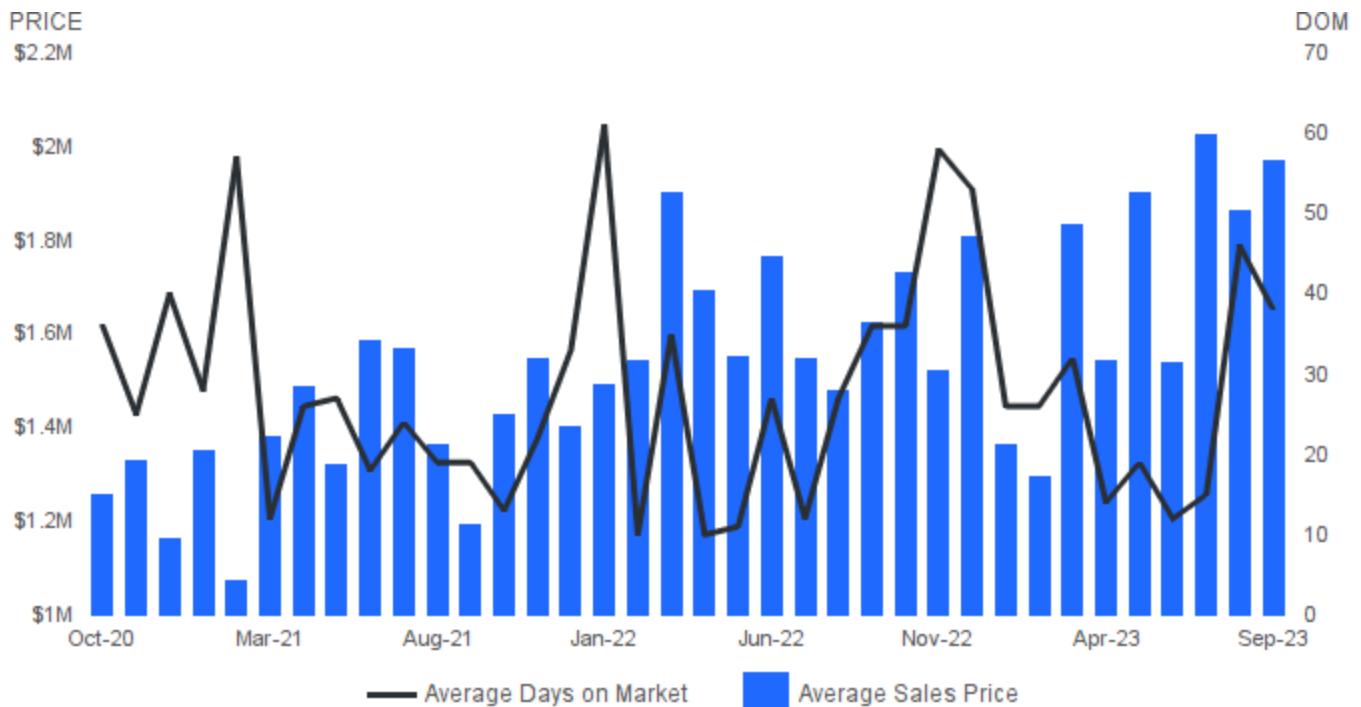


## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

September 2023 | All Property Types ?

**Average Sales Price** | Average sales price for all properties sold.

**Average Days on Market** | Average days on market for all properties sold.



## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

September 2023 | All Property Types ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.



## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

September 2023 | All Property Types ?

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.



# PROPERTIES FOR SALE AND SOLD PROPERTIES

September 2023 | All Property Types ?

**Properties for Sale** | Number of properties listed for sale at the end of month.

**Sold Properties** | Number of properties sold.



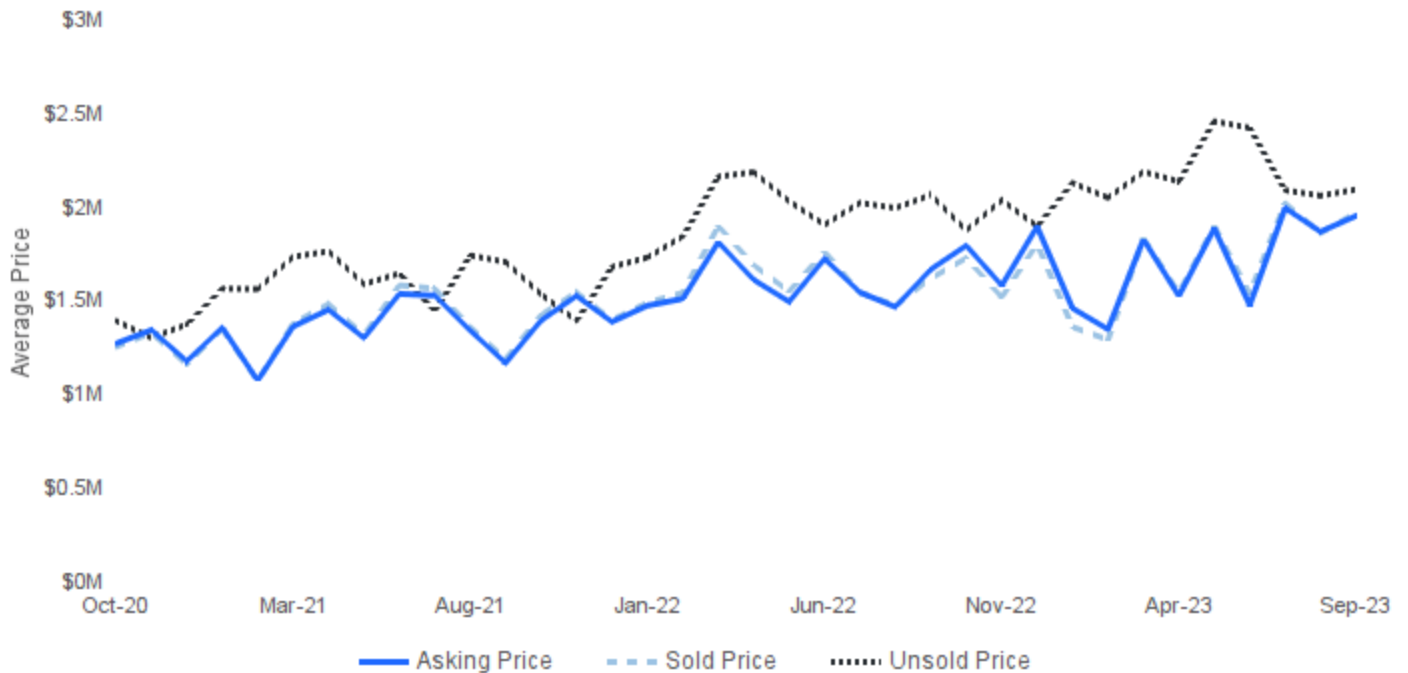
# AVERAGE ASKING/SOLD/UNSOLD PRICE

September 2023 | All Property Types ?

**Asking Price** | the average asking price of sold properties

**Sold Price** | the average selling price

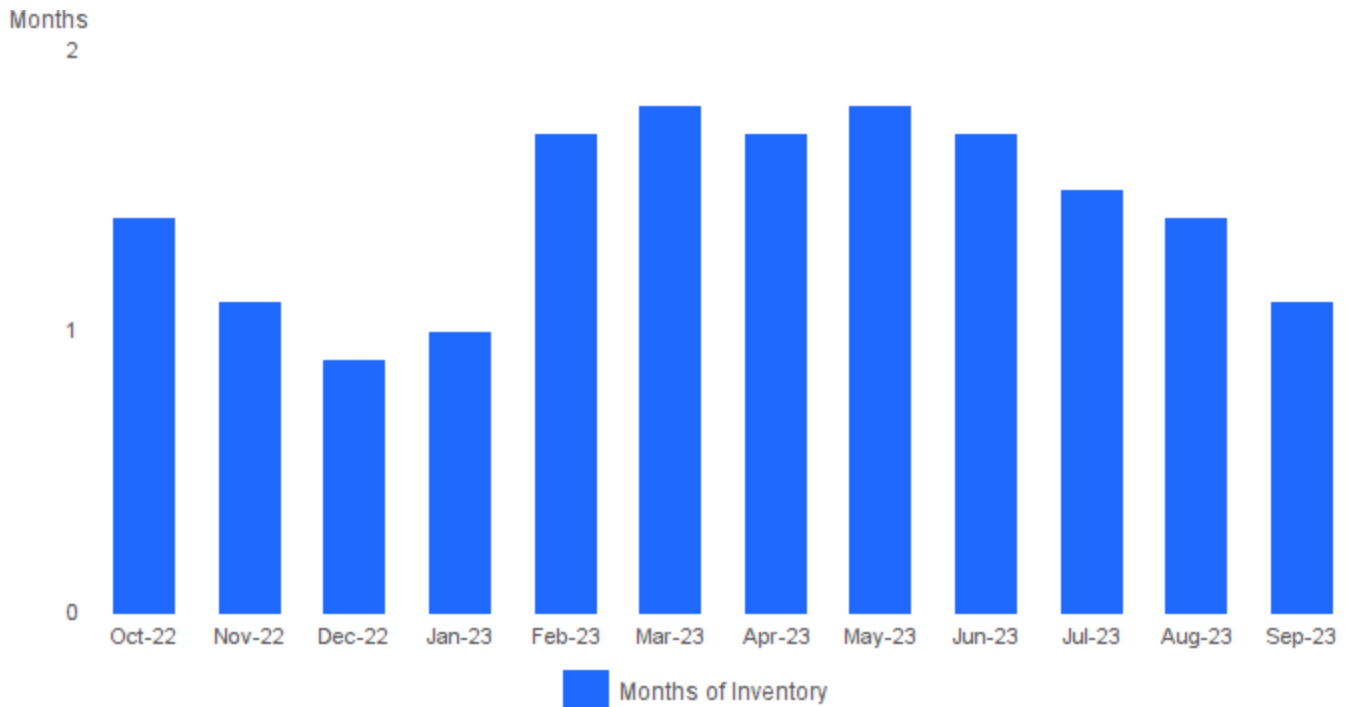
**Unsold Price** | the average active list price



# ABSORPTION RATE

September 2023 | All Property Types ?

**Absorption Rate** | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



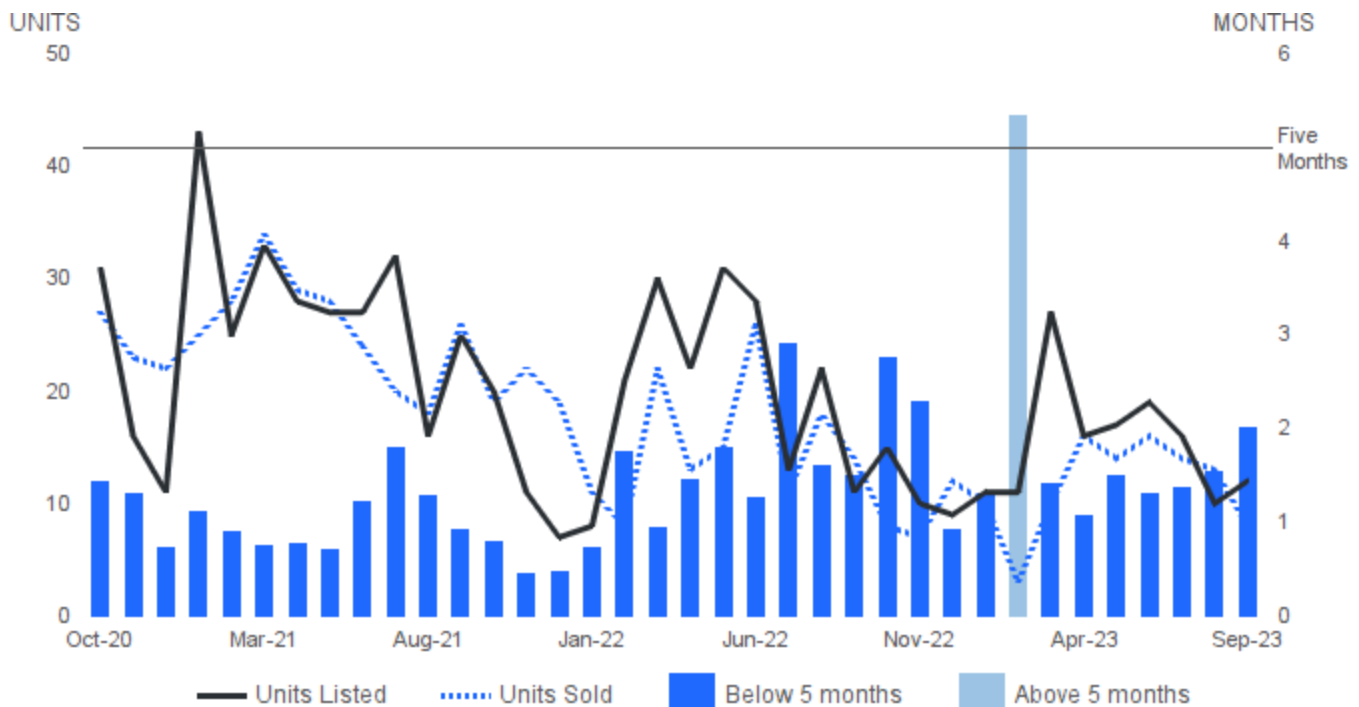
# MONTHS SUPPLY OF INVENTORY

September 2023 | All Property Types ?

**Months Supply of Inventory** | Properties for sale divided by number of properties sold.

**Units Listed** | Number of properties listed for sale at the end of month.

**Units Sold** | Number of properties sold.



The property information herein is derived from various sources that may include, but not be limited to, county records and the Multiple Listing Service, and it may include approximations. Although the information is believed to be accurate, it is not warranted and you should not rely upon it without personal verification. ©2023 Coldwell Banker. All Rights Reserved. Coldwell Banker and the Coldwell Banker logos are trademarks of Coldwell Banker Real Estate LLC. The Coldwell Banker® System is comprised of company owned offices which are owned by a subsidiary of Anywhere Advisors LLC and franchised offices which are independently owned and operated. The Coldwell Banker System fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. 