ORANGE COUNTY MONTHLY SOLD REPORT

SEPTEMBER 2026

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ABOUT THIS REPORT

This report delivers a clear, data-driven look at how homes actually sold during the previous month.

We analyze closed sales to uncover pricing behavior, buyer activity, and transaction outcomes, giving you real insight into how the market is performing.

BUILT FROM REAL CLOSED SALES, NOT ASSUMPTIONS.

Our focus is on what actually happens in the market so that you can make smarter decisions with confidence.

WHAT THIS REPORT COVERS

CASH BUYERS

Who is driving demand without financing?

PRICING PERFORMANCE

List price changes and how homes sold compared to original and final asking prices.

OFF-MARKET ACTIVITY

Homes removed from the market without a sale (delistings).

WHY IT MATTERS

Understanding how homes are actually selling provides a clear view of real market conditions, including who is buying, how homes are priced, and how transactions are closing.

This report uses finalized closed sales data and is published the following month to ensure accuracy.



Cash Buyers

% of Recorded Closings

SEPTEMBER 2026

ORANGE COUNTY

SEPTEMBER 2026 SOLD REPORT

HOW MANY HOMES WERE PURCHASED WITH CASH

Based on percentage of closed sales in September 2026



31%
CASH BUYERS

Cash purchases accounted for 31% of all closed sales in September. It was 28% in August.

3% increase from August

69%
FINANCED BUYERS

The majority of buyers continue to rely on financing. It was at 72% in August.

3% decrease from August



TAKEAWAY

Cash buyer activity strengthened this month, gaining market share while financed buyers continued to dominate overall purchases.

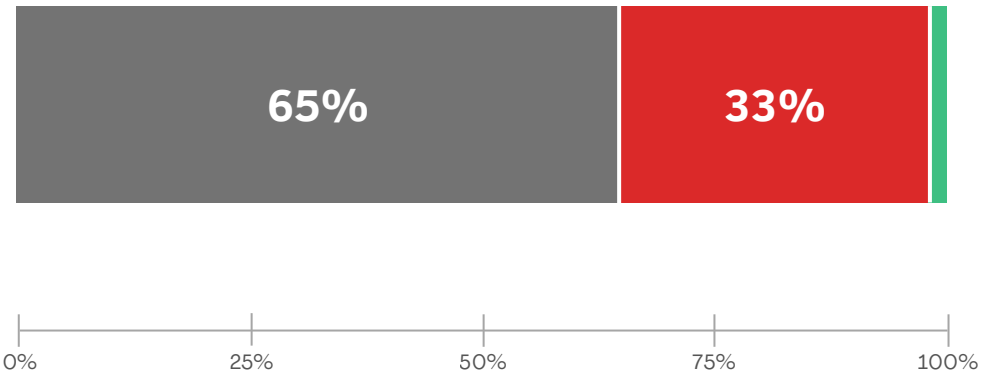
List Price Changes

% of Recorded Closings

SEPTEMBER 2026

HOW SELLERS ADJUSTED THEIR PRICES

Based on percentage of closed sales in September 2026



KEY INSIGHT

33%

HOMES REDUCED THEIR PRICE

Unchanged from August 2026

33%
DECREASED LIST PRICE

33% of all closed sales in September decreased the list price. It was at **33%** in August.

→ **Unchanged** from August

65%
NO CHANGE

Roughly **65%** of all closed sales in September left the list price unchanged. It was also **65%** in August.

→ **Unchanged** from August

2%
INCREASED LIST PRICE

2% of all sales in September increased the list price. It was at **2%** in August.

→ **Unchanged** from August

TAKEAWAY | Limited price adjustments suggest sellers remain confident in their current pricing strategies.

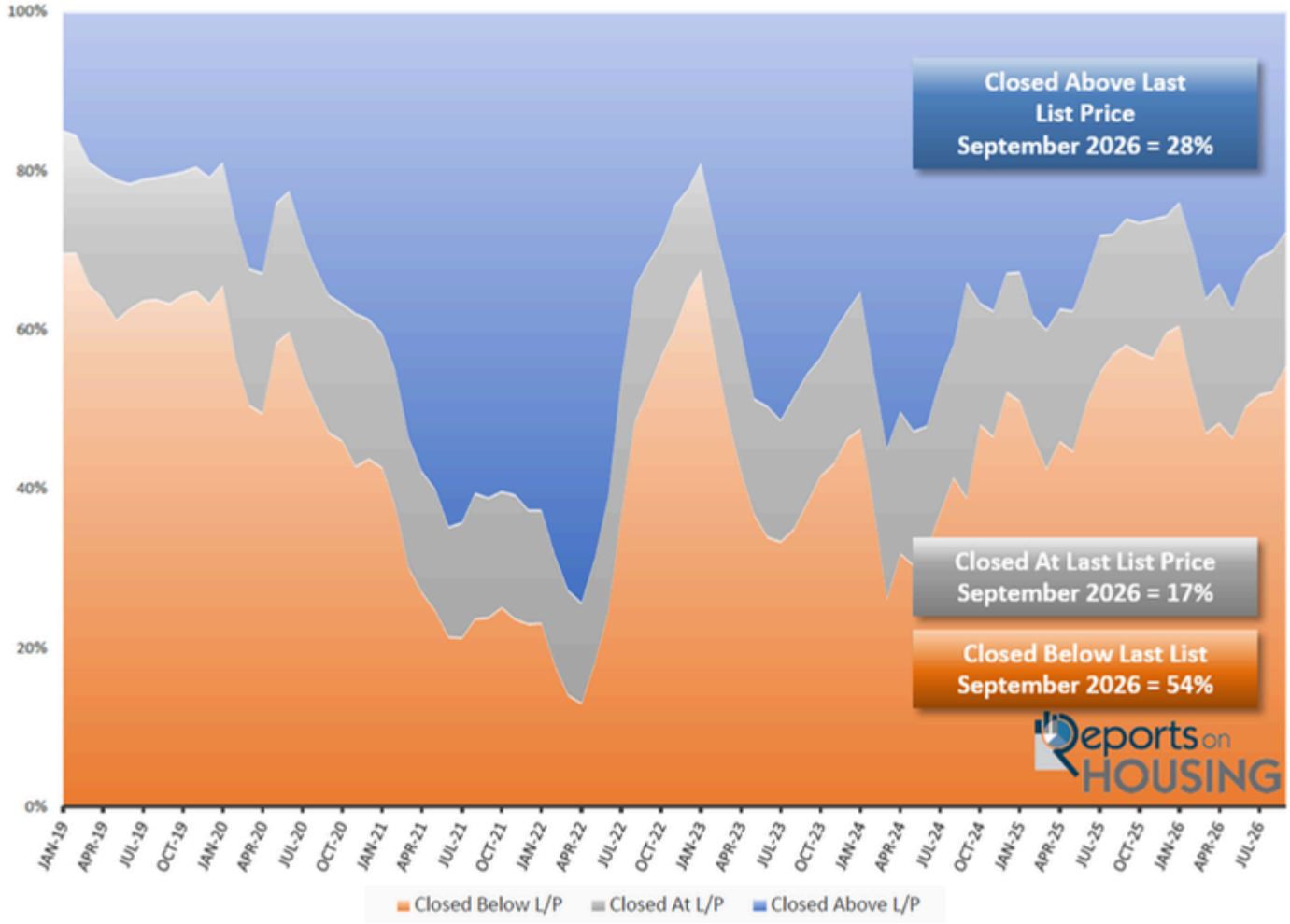
Sold Breakdown

% of Recorded Closings

SEPTEMBER 2026

ORANGE COUNTY

CLOSED VS. LAST LIST PRICE BREAKDOWN (% OF CLOSINGS)



OVERVIEW

In housing, September is often seen as a month when housing doesn't change much. Supply and demand typically fall at the same pace, leaving the market speed, the Expected Market Time, mostly unchanged. However, the market has absorbed a shock, with rates climbing at their fastest one-month pace since 2022 and reaching their highest level since 2024. Supply is stalling, demand is falling, and market times are slowing fast. This is also reflected in the closed sales data: Orange County was down 1% vs. last month and 4% vs. last September. From here, unless rates change, the market will remain cooler year over year.

SEPTEMBER UPDATE

As the market slows, pricing will likely deteriorate. From September's closed sales data, **63% closed below** the **original** asking price, up 3% from August, while **55% closed below** the **final** asking price, also up 3%. As the calendar year comes to a close, fewer homeowners are finding success, but that doesn't mean all homeowners won't: 25% closed above the original asking price, and 28% closed above the final asking price. The best way to set your property up for success is to list it at its **Fair Market Value** and set **proper expectations** for today's sluggish housing market.

Cumulative Sold Report

% of Recorded Closings

SEPTEMBER 2026

ORANGE COUNTY

SEPTEMBER 2026 SOLD REPORT

SEPTEMBER SNAPSHOT

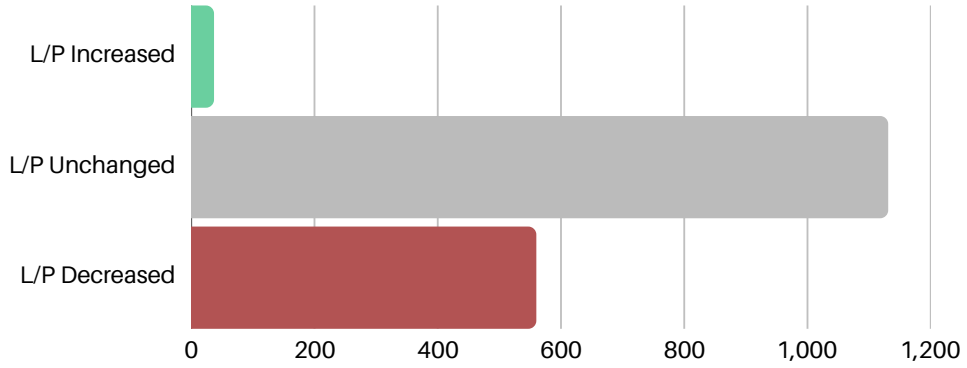
1,729
SOLD
Number of Closed Sales

30.6%
CASH
Percentage of Cash Buyers

$1,209,000
MEDIAN SALES PRICE
Median Price of Closed Sales

99.1%
SALE TO LIST PRICE RATIO
Median Sales-to-List Price Ratio

List Price Breakdown

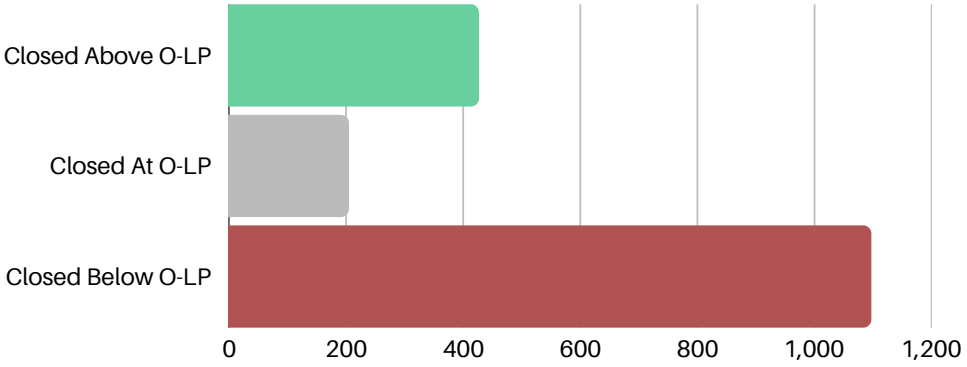


List Price Increased **2%**

List Price Unchanged **65%**

List Price Decreased **33%**

Closed Vs. Original List Price Breakdown



Closed Above Original LP **25%**

Closed At Original LP **12%**

Closed Below Original LP **63%**

Sold Vs. Original List Price Analysis

% of Recorded Closings

SEPTEMBER 2026

ORANGE COUNTY

SEPTEMBER 2026 SOLD REPORT

HOW HOMES SOLD COMPARED TO THE ORIGINAL LIST PRICE

Based on percentage of closed sales in September 2026



25%

ABOVE ORIGINAL PRICE

3% decrease from August

12%

AT ORIGINAL PRICE

Unchanged from August

63%

BELOW ORIGINAL PRICE

3% increase from August

TAKEAWAY

This is a key data point for **sellers** because **first impressions matter**. An effective pricing strategy from the start can help attract buyers and reduce the need for future price adjustments.

Sold Vs. Last List Price Analysis

% of Recorded Closings

SEPTEMBER 2026

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HOW HOMES SOLD COMPARED TO THE FINAL LIST PRICE

Based on percentage of closed sales in September 2026



28%

ABOVE LAST PRICE

↓ **2% decrease** from August

17%

AT LAST PRICE

↓ **1% decrease** from August

55%

BELOW LAST PRICE

↑ **3% increase** from August

TAKEAWAY

This is a key data point for **buyers**, revealing how frequently homes sell **at**, **above**, or **below** the final asking price. Understanding this trend helps buyers gauge negotiating leverage and overall market conditions.

Off Market

% of Recorded Closings

SEPTEMBER 2026

ORANGE COUNTY

SEPTEMBER 2026 SOLD REPORT

HOW MANY HOMES WERE PULLED FROM THE MARKET?

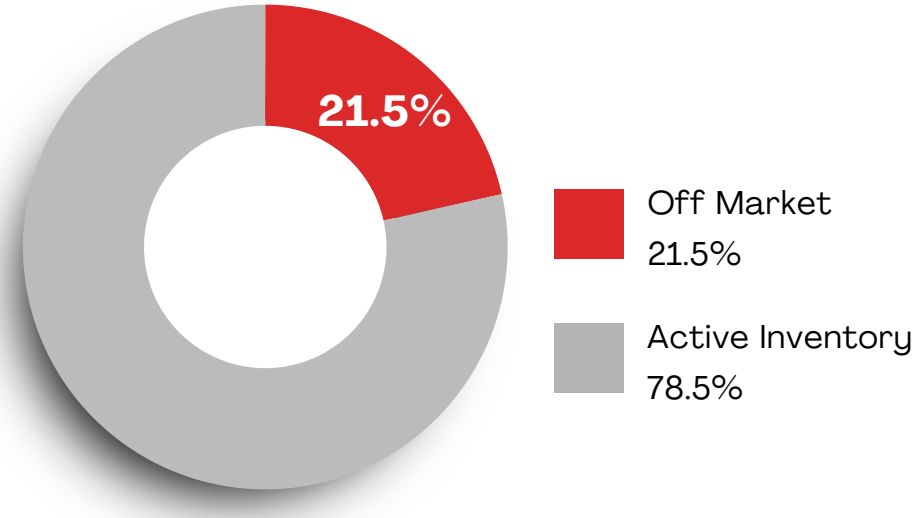
Based on a percentage of active inventory

21.5%

of homes were pulled from the market

Up 8%

from August



1,060
HOMES
were pulled from the market in September

8%
INCREASE
compared to August

21.5%
OF LISTINGS
were unsuccessful in selling

Homes pulled from the market increased this month, reflecting continued challenges for sellers navigating current housing conditions. More homeowners may be withdrawing their listings rather than making further price adjustments.

TAKEAWAY

Rising delistings may reflect growing seller frustration as expectations clash with market realities. This trend offers valuable insight into pricing challenges and seller confidence.

ORANGE COUNTY CITY SOLD BREAKDOWN

Sept. 2026

ORANGE COUNTY CITIES	UNITS SOLD SEPT 2026	LIST PRICE INCREASE	LIST PRICE NO CHANGE	LIST PRICE DECREASE	AVG. DROP IN LIST PRICE (%)	AVG. DROP IN LIST PRICE ($)	CLOSED ABOVE ORIGINAL L/P (%)	CLOSED AT ORIGINAL L/P (%)	CLOSED BELOW ORIGINAL L/P (%)	(%) OF HOMES SOLD LESS THAN 30 DAYS	UNITS SOLD SEPT 2025
Aliso Viejo	29	3%	52%	45%	6%	$63k	10%	14%	76%	62%	33
Anaheim	101	4%	75%	21%	5%	$41k	44%	13%	44%	67%	91
Anaheim Hills	17	6%	65%	29%	5%	$53k	35%	18%	47%	71%	20
Brea	25	12%	60%	28%	9%	$124k	64%	4%	32%	68%	21
Buena Park	34	3%	74%	24%	3%	$36k	29%	9%	62%	71%	36
Corona Del Mar	22	0%	64%	36%	5%	$216k	14%	14%	73%	50%	17
Costa Mesa	50	0%	70%	30%	6%	$98k	38%	8%	54%	66%	45
Coto De Caza	9	0%	44%	56%	7%	$201k	0%	0%	100%	67%	14
Cypress	24	0%	54%	46%	4%	$39k	38%	13%	50%	50%	18
Dana Point	31	6%	68%	26%	5%	$118k	29%	10%	61%	48%	35
Dove Canyon	2	0%	50%	50%	3%	$51k	0%	50%	50%	50%	5
Foothill Ranch	5	0%	40%	60%	6%	$82k	0%	0%	100%	40%	6
Fountain Valley	33	0%	79%	21%	6%	$78k	45%	6%	48%	76%	32
Fullerton	65	2%	75%	23%	8%	$107k	31%	17%	52%	71%	60
Garden Grove	59	2%	83%	15%	4%	$47k	47%	5%	47%	80%	66
Huntington Beach	146	1%	64%	35%	5%	$111k	21%	14%	65%	55%	131
Irvine	176	1%	58%	41%	7%	$117k	10%	8%	82%	45%	181
La Habra	26	4%	73%	23%	6%	$65k	46%	12%	42%	81%	31
La Palma	7	0%	86%	14%	13%	$160k	71%	0%	29%	86%	7
Ladera Ranch	12	0%	50%	50%	4%	$111k	50%	0%	50%	58%	20
Laguna Beach	26	0%	50%	50%	10%	$482k	8%	0%	92%	31%	30
Laguna Hills	21	0%	81%	19%	3%	$63k	5%	10%	86%	76%	19
Laguna Niguel	62	2%	59%	39%	6%	$90k	15%	21%	64%	61%	54
Laguna Woods	49	0%	53%	47%	9%	$34k	12%	20%	67%	47%	53
Lake Forest	48	0%	48%	52%	5%	$55k	8%	10%	81%	50%	49
Los Alamitos	12	0%	82%	18%	15%	$275k	27%	18%	55%	73%	13
Mission Viejo	79	1%	68%	30%	5%	$68k	22%	13%	66%	72%	61
Newport Beach	76	0%	64%	36%	9%	$372k	9%	14%	76%	42%	62
Newport Coast	7	0%	71%	29%	6%	$1.0m	0%	0%	100%	71%	11
North Tustin	7	14%	57%	29%	13%	$235k	29%	14%	57%	71%	17
Orange	39	0%	72%	28%	7%	$91k	36%	8%	56%	69%	90
Placentia	24	8%	58%	33%	6%	$56k	38%	4%	58%	54%	34
Portola Hills	5	0%	20%	80%	5%	$42k	0%	0%	100%	20%	6
Rancho Mission Viejo	27	0%	59%	41%	3%	$49k	22%	15%	63%	48%	27
Rancho Santa Margarita	25	0%	55%	45%	5%	$44k	13%	23%	65%	68%	26
Rossmoor	5	0%	40%	60%	8%	$174k	20%	0%	80%	40%	4
San Clemente	55	2%	76%	22%	6%	$157k	24%	22%	55%	62%	58
San Juan Capistrano	32	3%	69%	28%	6%	$179k	28%	9%	63%	63%	21
Santa Ana	72	4%	68%	28%	7%	$54k	38%	11%	51%	63%	81
Seal Beach	46	0%	67%	33%	7%	$57k	11%	13%	76%	61%	49
Stanton	11	0%	91%	9%	3%	$20k	55%	9%	36%	73%	14
Talega	13	0%	46%	54%	4%	$108k	8%	8%	85%	46%	8
Tustin	31	6%	52%	42%	8%	$114k	23%	10%	68%	58%	37
Villa Park	7	0%	86%	14%	5%	$125k	0%	29%	71%	86%	4
Westminster	18	11%	72%	17%	2%	$25k	28%	6%	67%	78%	28
Yorba Linda	65	6%	63%	31%	7%	$167k	20%	14%	66%	58%	59
All of O.C.	1,729	2%	65%	32%	6%	$118k	25%	12%	63%	60%	1,805
$0-$500k	109	0%	48%	52%	9%	$38k	6%	15%	79%	40%	135
$500k-$750k	210	3%	63%	34%	5%	$35k	24%	16%	60%	61%	224
$750k-$1m	319	3%	67%	30%	6%	$57k	29%	15%	57%	63%	338
$1m-$1.25m	284	3%	67%	30%	6%	$83k	34%	10%	56%	69%	307
$1.25m-$1.5m	224	2%	70%	28%	6%	$88k	28%	9%	63%	68%	257
$1.5m-$2m	223	3%	65%	32%	6%	$128k	27%	10%	62%	61%	267
$2m-$2.5m	113	1%	68%	31%	5%	$131k	18%	12%	71%	55%	97
$2.5m-$4m	157	0%	66%	34%	7%	$244k	17%	10%	74%	48%	110
$4m-$6m	55	2%	67%	31%	8%	$441k	18%	11%	71%	45%	40
$6m+	35	0%	74%	26%	9%	$994k	9%	11%	80%	49%	30

ORANGE COUNTY SOLD RANGE BREAKDOWN

Sept. 2026

ORANGE COUNTY ATTACHED HOMES	UNITS SOLD SEPT 2026	LIST PRICE INCREASE	LIST PRICE NO CHANGE	LIST PRICE DECREASE	AVG. DROP IN LIST PRICE (%)	AVG. DROP IN LIST PRICE ($)	CLOSED ABOVE ORIGINAL L/P (%)	CLOSED AT ORIGINAL L/P (%)	CLOSED BELOW ORIGINAL L/P (%)	(%) OF HOMES SOLD LESS THAN 30 DAYS	UNITS SOLD SEPT 2025
All of O.C.	647	2%	59%	39%	6%	$54k	19%	15%	67%	53%	694
O.C. $0-$500k	107	0%	49%	51%	9%	$37k	7%	15%	79%	41%	129
O.C. $500k-$750k	201	3%	61%	36%	5%	$35k	24%	15%	62%	60%	207
O.C. $750k-$1m	181	3%	60%	37%	5%	$54k	22%	14%	64%	55%	176
O.C. $1m-$2m	123	2%	59%	38%	5%	$74k	20%	14%	66%	54%	154
O.C. $2m+	35	0%	66%	34%	5%	$174k	6%	17%	77%	37%	28

ORANGE COUNTY DETACHED HOMES	UNITS SOLD SEPT 2026	LIST PRICE INCREASE	LIST PRICE NO CHANGE	LIST PRICE DECREASE	AVG. DROP IN LIST PRICE (%)	AVG. DROP IN LIST PRICE ($)	CLOSED ABOVE ORIGINAL L/P (%)	CLOSED AT ORIGINAL L/P (%)	CLOSED BELOW ORIGINAL L/P (%)	(%) OF HOMES SOLD LESS THAN 30 DAYS	UNITS SOLD SEPT 2025
All of O.C.	1,082	2%	70%	28%	7%	$171k	28%	10%	61%	64%	1,111
O.C. $0-$500k	2	0%	0%	100%	10%	$63k	0%	0%	100%	0%	3
O.C. $500-$750k	10	0%	100%	0%	N/A	N/A	30%	40%	30%	80%	18
O.C. $750k-$1m	138	2%	77%	21%	6%	$65k	38%	15%	47%	73%	163
O.C. $1m-$1.25m	214	3%	71%	26%	7%	$89k	38%	9%	52%	76%	224
O.C. $1.25m-$1.5m	188	2%	71%	27%	6%	$92k	30%	9%	62%	69%	208
O.C. $1.5m-$2m	206	3%	65%	32%	6%	$131k	27%	9%	64%	61%	246
O.C. $2m-$2.5m	101	1%	68%	31%	6%	$143k	20%	9%	71%	58%	91
O.C. $2.5m-$4m	143	0%	66%	34%	7%	$245k	17%	10%	73%	48%	94
O.C. $4m-6m	46	2%	67%	30%	8%	$480k	20%	11%	70%	48%	34
O.C. $6m+	34	0%	74%	26%	9%	$994k	9%	12%	79%	47%	30

ORANGE COUNTY ALL HOMES	UNITS SOLD SEPT 2026	LIST PRICE INCREASE	LIST PRICE NO CHANGE	LIST PRICE DECREASE	AVG. DROP IN LIST PRICE (%)	AVG. DROP IN LIST PRICE ($)	CLOSED ABOVE ORIGINAL L/P (%)	CLOSED AT ORIGINAL L/P (%)	CLOSED BELOW ORIGINAL L/P (%)	(%) OF HOMES SOLD LESS THAN 30 DAYS	UNITS SOLD SEPT 2025
All of O.C.	1,729	2%	65%	32%	6%	$118k	25%	12%	63%	60%	1,805
O.C. $0-$500k	109	0%	48%	52%	9%	$38k	6%	15%	79%	40%	135
O.C. $500k-$750k	210	3%	63%	34%	5%	$35k	24%	16%	60%	61%	224
O.C. $750k-$1m	319	3%	67%	30%	6%	$57k	29%	15%	57%	63%	338
O.C. $1m-$1.25m	284	3%	67%	30%	6%	$83k	34%	10%	56%	69%	307
O.C. $1.25m-$1.5m	224	2%	70%	28%	6%	$88k	28%	9%	63%	68%	257
O.C. $1.5m-$2m	223	3%	65%	32%	6%	$128k	27%	10%	62%	61%	267
O.C. $2m-$2.5m	113	1%	68%	31%	5%	$131k	18%	12%	71%	55%	97
O.C. $2.5m-$4m	157	0%	66%	34%	7%	$244k	17%	10%	74%	48%	110
O.C. $4m-6m	55	2%	67%	31%	8%	$441k	18%	11%	71%	45%	40
O.C. $6m+	35	0%	74%	26%	9%	$994k	9%	11%	80%	49%	30

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Due to Range Price listings, "All Homes," "Attached" and "Detached" totals do not add up and are slightly off.