



Orange County Housing Report: Crickets...

September 9, 2018

Sellers are learning a lesson about patience: just because your pole is in the water, does not mean you will immediately reel in a fish.



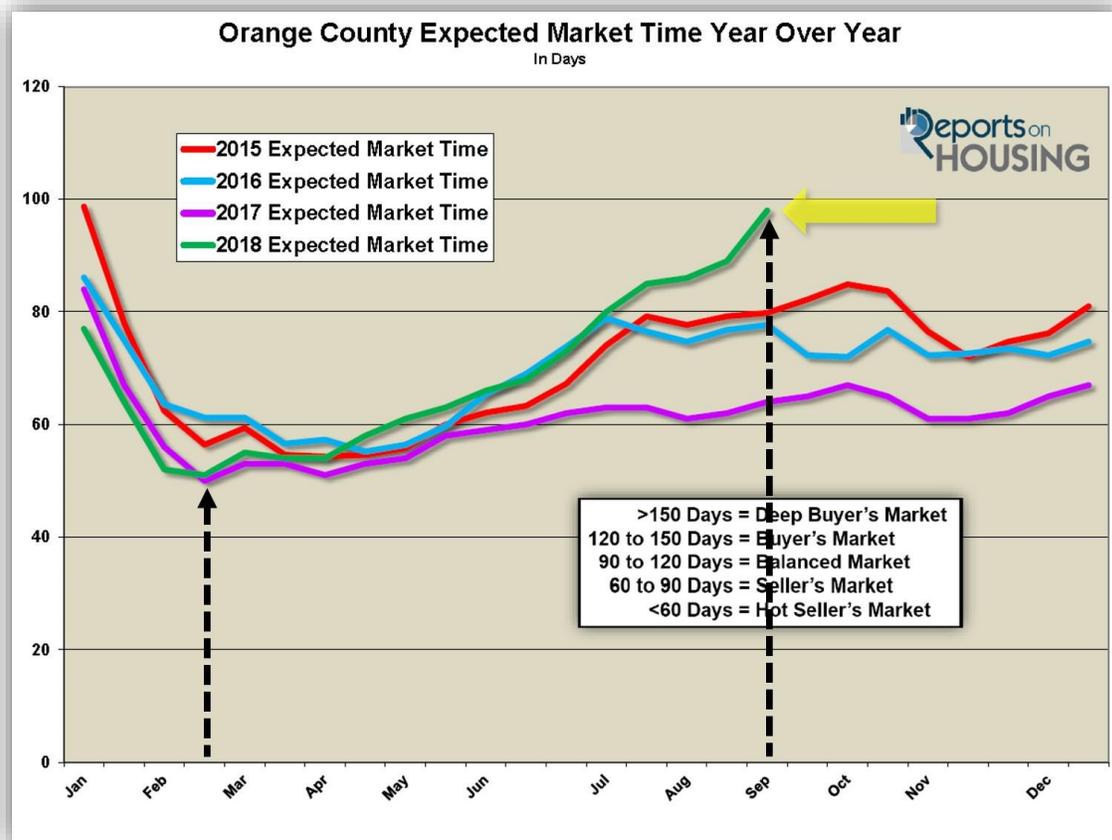
A Much Slower Market: With an Expected Market Time of 98 days for all of Orange County, sellers really need to pack their patience.

Sitting on the edge of a lake fishing, time stops. Sometimes the fishing is great and the bucket is filled. There are days when after fishing for hours, only one is reeled onto the dock. But, there are days, after trying every kind of bait, fishing produces absolutely nothing. A big part of fishing is all about using the bait that is working and being extremely patient.

Today's sellers remind me of a kid that goes fishing for the very first time. After five minutes with their pole in the water they inquire, "How long before I catch a fish?" They quickly realize that fishing is not instantaneous and that it requires quite a bit of time and persistence.

Current sellers have heard about how great the fishing had been and how the housing market was generating instantaneous, multiple offers. For years, up until May of this year, sellers had been selling their homes at or near their list prices, and sometimes fetched even more. Yet, the housing market has evolved. The hot Seller's Market is in the past and is not coming back anytime soon.

In looking at the Expected Market Time, the amount of time it would take to place a home on the market today and open up escrow down the road, it has grown from a low of 51 days at the end of February, to 98 days today. Anything above 90 days is a Balanced Market, one that does not favor sellers or buyers. Basically, the Expected Market Time is the current





velocity of the housing market. The overall speed of housing has slowed considerably over time. It is a function of supply and demand. The market slows when supply increases. It also slows when demand decreases. When supply increases and demand drops at the same time, the market rapidly slows; and, that is precisely what occurred from May through today. The supply has climbed from 5,730 homes in May to 7,070 today, a 23% increase and its highest level since August 2016. In the meantime, demand dropped from 2,726 pending sales to 2,162, a 21% drop and its lowest level for this time of the year since 2007.

Sellers need to recalibrate their expectations. First, the best “bait” that is working today is **price**. Pricing at or extremely close to a home’s **Fair Market Value** is critical. Next, sellers must pack their patience. Often, sellers are required to keep their poles in the water and wait for the right buyer to come along. The market, for the most part, is not delivering instant success regardless of how well a home is priced. Another issue is that many sellers are still stretching their asking prices, either wishing they could achieve more than the most recent comparable sale, or they are leaving a little room for negotiations. Both strategies result in not accomplishing the goal in selling. As a result, price reductions are rampant. 44% of the entire active listing inventory has reduced their asking price at least once.

A stiff warning to buyers: it is still not a buyer’s market, so paying at or very close to a home’s Fair Market Value is vital in securing a home. Buyers who are busy writing offers below recent comparable sales are wasting everybody’s time, including their own. The market is **balanced**. Yes, there are a few more choices, but there is not a glut of inventory. A surplus of inventory is needed to push the market in the buyer’s favor. Today’s market is not even close to generating a surplus of homes. In fact, the inventory has not even reached the long-term average of 8,000 homes and is about to peak for the year. Sellers are not desperate and are not going to cave to a buyer looking for a deal.

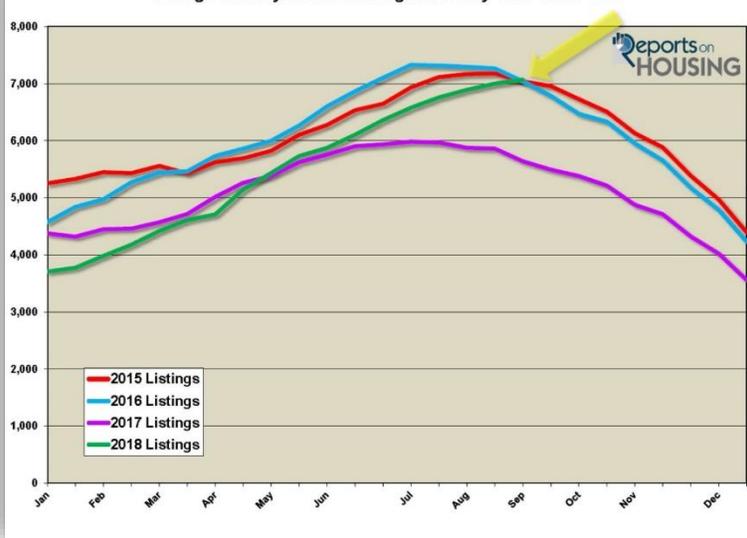
The bottom line, the market has shifted. Sellers need to adjust expectations; buyers should not get ahead of themselves.

Active Inventory: The active inventory grew by 1% in the past two-weeks.

The active listing inventory continued its climb in the past two-weeks, adding 69 homes, or 1%, and now totals 7,070, the highest level since August 2016. The 1% increase is the smallest increase this year, indicating the inventory is reaching a peak for 2018. Housing is now transitioning into the Autumn Market with fewer homes entering the fray and many sellers throwing in the towel and pulling their homes off the market after not finding success in both the spring and summer.

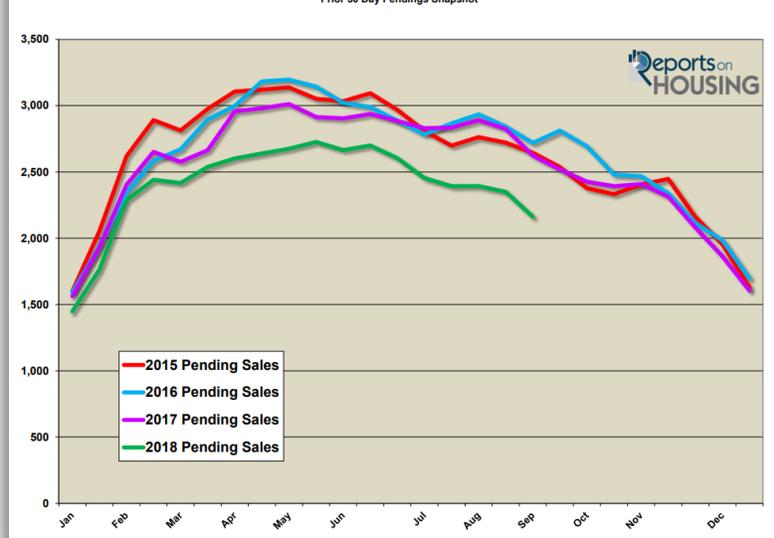
Last year at this time, there were 5,639 homes on the market, 1,431 fewer. That means that there are 25% more homes available today. The year over year difference continues to grow each week. The trend of more homes on the market year over year is here to stay.

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot





Demand: Demand dropped by an astonishing 8% in the past couple of weeks.

In the past two-weeks, demand, the number of pending sales over the prior 30-days, decreased by 188 pending sales, 8%, its largest drop of the year. Demand now totals 2,162, the lowest demand reading for this time of the year since 2007. The supply problem everybody had talked about has evolved into a demand problem with very low readings starting in May. With higher mortgage rates and property values, buyers are not as motivated to purchase as they have been.

Last year at this time, demand was at 2,624 pending sales, **21% more than today**, or 462 additional pending sales.

The expected market time, the amount of time it would take for a home that comes onto the market today to be placed into escrow down the road, increased from 89 to 98 days in the past two-weeks, its highest level for this time of the year since 2011 and is a Balanced Market (between 90 and 120 days). Last year, the expected market time was at 64 days, considerably hotter than today.

Luxury End: Luxury demand dropped significantly over the past two-weeks.

In the past two-weeks, demand for homes above \$1.25 million decreased by 26 pending sales, down 8%, and now totals 319. It has dropped 27% since reaching a height for 2018 in mid-May. The luxury home inventory increased by 11 homes and now totals 2,144. The overall expected market time for homes priced above \$1.25 million increased from 185 to 202 days over the past two-weeks.

Year over year, luxury demand is down by 39 pending sales, or 11%, and the active luxury listing inventory is up by an additional 165 homes, or 8%. The expected market time last year was at 166 days, much better than today.

For homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 110 to 124 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 135 to 174 days. For homes priced between \$2 million and \$4 million, the expected market time decreased from 274 to 257 days. For homes priced above \$4 million, the expected market time decreased from 470 to 449 days. At 449 days, a seller would be looking at placing their home into escrow around **December 2019**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Current Last Year
O.C. \$0-\$750k	72 Days	41%	56%	42 Days
O.C. \$750k-\$1m	90 Days	20%	22%	56 Days
O.C. \$1m-\$1.25m	113 Days	8%	8%	93 Days
O.C. \$1.25m-\$1.5m	124 Days	7%	5%	90 Days
O.C. \$1.5m-\$2m	174 Days	8%	4%	171 Days
O.C. \$2m-\$4m	257 Days	11%	4%	198 Days
O.C. \$4m+	449 Days	5%	1%	460 Days

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Orange County Housing Market Summary:

- The active listing inventory increased by 69 homes in the past two weeks, up 1%, and now totals 7,070. Expect the inventory to peak right around now, the start of the Autumn Market. Last year, there were 5,639 homes on the market, 1,431 fewer than today.
- So far this year, 16% fewer homes have come on the market below \$500,000 compared to last year, and there have been 25% fewer closed sales. Fewer and fewer homes and condominiums are now priced below \$500,000. This price range is slowly vanishing.
- Demand, the number of pending sales over the prior month, decreased in the past two-weeks by 188 pending sales, 8%, its largest drop of the year, and now totals 2,162. Demand peaked in mid-May at 2,726 pending sales. Last year, there were 2,624 pending sales, 21% more than today.
- The average list price for all of Orange County dropped to \$1.5 million over the past two-weeks. This number is high due to the mix of homes in the luxury ranges that sit on the market and do not move as quickly as the lower end.
- For homes priced below \$750,000, the market is still a slight Seller's Market (less than 90 days) with an expected market time of 72 days. This range represents 41% of the active inventory and 56% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 90 days, a Balanced Market (between 90 to 120 days). This range represents 20% of the active inventory and 22% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 113 days, a Balanced Market.
- For luxury homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 110 to 124 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 135 to 174 days. For luxury homes priced between \$2 million and \$4 million, the expected market time decreased from 274 to 257 days. For luxury homes priced above \$4 million, the expected market time decreased from 470 to 449 days.
- The luxury end, all homes above \$1.25 million, accounts for 31% of the inventory and only 14% of demand.
- The expected market time for all homes in Orange County increased from 89 to 98 days, a Balanced Market (between 90 to 120 days).
- Distressed homes, both short sales and foreclosures combined, made up only 0.8% of all listings and 1.4% of demand. There are only 22 foreclosures and 34 short sales available to purchase today in all of Orange County, 56 total distressed homes on the active market, down by two from two-weeks ago. Last year there were 87 total distressed homes on the market, 55% more than today.
- There were 2,784 closed residential resales in August, 11% fewer than August 2017's 3,116. August marked a 1% increase over July 2018. The sales to list price ratio was 97.8% for all of Orange County. Foreclosures accounted for just 0.4% of all closed sales, and short sales accounted for 0.6%. That means that 99% of all sales were good ol' fashioned sellers with equity.



	Current Actives 9/6/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 9/6/2018	2-Weeks Ago 8/23/2018	4-Weeks Ago 8/9/2018	1-Year Ago 9/7/2017	2-Years Ago 9/8/2016	Average Active List Price 9/6/2018
Aliso Viejo	128	54	71	63	68	49	38	\$681k
Anaheim	262	109	72	63	59	53	67	\$589k
Anaheim Hills	138	52	80	68	67	55	63	\$1.1m
Brea	95	21	136	99	87	61	73	\$923k
Buena Park	88	38	69	87	66	33	62	\$652k
Corona Del Mar	132	16	248	213	249	144	126	\$4.8m
Costa Mesa	192	79	73	71	86	57	70	\$1.0m
Coto De Caza	91	16	171	152	195	141	96	\$2.2m
Cypress	53	26	61	56	49	38	37	\$760k
Dana Point	194	51	114	106	121	123	145	\$2.8m
Dove Canyon	22	6	110	75	375	660	90	\$1.0m
Foothill Ranch	26	11	71	81	45	21	43	\$699k
Fountain Valley	76	33	69	67	84	29	42	\$804k
Fullerton	210	99	64	66	91	53	67	\$881k
Garden Grove	158	71	67	73	48	44	54	\$633k
Huntington Beach	394	154	77	66	73	59	55	\$1.3m
Irvine	758	173	131	110	93	67	90	\$1.4m
La Habra	113	52	65	64	59	48	43	\$625k
La Palma	17	8	64	45	47	28	56	\$724k
Ladera Ranch	115	38	91	96	85	68	104	\$1.3m
Laguna Beach	270	25	324	304	300	209	294	\$5.5m
Laguna Hills	112	25	134	98	103	55	81	\$1.2m
Laguna Niguel	266	71	112	91	96	88	100	\$1.3m
Laguna Woods	213	62	103	86	92	60	53	\$370k
Lake Forest	115	36	96	77	72	32	52	\$676k
Los Alamitos	10	6	50	56	23	36	55	\$939k
Mission Viejo	285	102	84	98	83	45	59	\$741k
Newport Beach	356	62	172	175	225	160	205	\$3.5m
Newport Coast	102	5	612	255	184	121	293	\$6.4m
North Tustin	86	24	108	88	129	88	135	\$1.7m
Orange	238	92	78	72	71	52	77	\$914k
Placentia	89	35	76	57	51	39	44	\$680k
Portola Hills	14	7	60	64	64	45	43	\$788k
Rancho Mission Viejo	37	7	159	127	81	162	65	\$804k
Rancho Santa Marg.	117	45	78	75	72	34	45	\$634k
Rossmoor	19	9	63	46	47	55	*	\$1.4m
San Clemente	275	71	116	135	107	75	130	\$1.9m
San Juan	140	38	111	118	124	117	91	\$1.6m
Santa Ana	235	98	72	57	63	75	71	\$610k
Seal Beach	145	37	118	105	72	30	60	\$518k
Stanton	24	10	72	58	47	28	42	\$662k
Talega	51	19	81	118	88	63	123	\$1.1m
Tustin	119	45	79	56	59	40	69	\$939k
Villa Park	29	4	218	188	360	63	204	\$1.7m
Westminster	54	32	51	48	55	29	44	\$757k
Yorba Linda	270	69	117	116	93	88	100	\$1.3m
All of O.C.	7,070	2,162	98	89	86	64	78	\$1.5m



Attached Homes

	Current Actives 9/6/2018	Demand (Last 30 Days Pendings)	Market Time (In Days) 9/6/2018	2-Weeks Ago 8/23/2018	4-Weeks Ago 8/9/2018	1-Year Ago 9/7/2017	2-Years Ago 9/8/2016	Average Active List Price 9/6/2018
All of O.C.	2,417	799	91	78	74	51	62	\$699k
O.C. \$0-\$250k	118	41	86	66	65	32	40	\$210k
O.C. \$250k-\$500k	913	357	77	64	60	37	52	\$399k
O.C. \$500k-\$750k	792	294	81	77	69	55	62	\$618k
O.C. \$750k-\$1m	302	63	144	103	111	90	136	\$857k
O.C. \$1m+	292	44	199	159	182	142	242	\$1.9m

Current Actives Vacant **36.2%**

Detached Homes

	Current Actives 9/6/2018	Demand (Last 30 Days Pendings)	Market Time (In Days) 9/6/2018	2-Weeks Ago 8/23/2018	4-Weeks Ago 8/9/2018	1-Year Ago 9/7/2017	2-Years Ago 9/8/2016	Average Active List Price 9/6/2018
All of O.C.	4,626	1,352	103	96	94	73	87	\$2.0m
O.C. \$0-\$500k	71	37	58	45	52	38	39	\$433k
O.C. \$500k-\$750k	961	466	62	59	52	41	49	\$659k
O.C. \$750k-\$1m	1,145	415	83	78	79	52	84	\$872k
O.C. \$1m-\$1.25m	529	142	112	98	91	87	117	\$1.1m
O.C. \$1.25m-\$1.5m	402	104	116	105	90	92	117	\$1.4m
O.C. \$1.5m-\$2m	462	85	163	135	183	167	153	\$1.8m
O.C. \$2m-\$4m	676	79	257	277	277	192	360	\$2.8m
O.C. \$4m+	380	24	475	453	505	496	494	\$9.4m

Current Actives Vacant **25.1%**

All Homes

	Current Actives 9/6/2018	Demand (Last 30 Days Pendings)	Market Time (In Days) 9/6/2018	2-Weeks Ago 8/23/2018	4-Weeks Ago 8/9/2018	1-Year Ago 9/7/2017	2-Years Ago 9/8/2016	Average Active List Price 9/6/2018
All of O.C.	7,070	2,162	98	89	86	64	78	\$1.5m
O.C. \$0-\$500k	1,111	439	76	63	60	36	49	\$381k
O.C. \$500k-\$750k	1,763	764	69	66	59	46	53	\$640k
O.C. \$750k-\$1m	1,451	481	90	82	84	56	88	\$869k
O.C. \$1m-\$1.25m	601	159	113	101	94	93	126	\$1.1m
O.C. \$1.25m-\$1.5m	463	112	124	110	93	90	159	\$1.4m
O.C. \$1.5m-\$2m	539	93	174	135	183	171	159	\$1.7m
O.C. \$2m-\$4m	753	88	257	274	294	198	342	\$2.8m
O.C. \$4m+	389	26	449	470	523	460	507	\$9.3m

Current Actives Vacant **28.8%**

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the O.C. totals.

Due to Range Price listings, "All Homes," "Attached" and "Detached" totals do not add up and are slightly off.



	Units Sold Aug 2018	Average Sales Price	Average List Price	Sales to List Price Ratio	Low Price	High Price	Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Aug 2017
Aliso Viejo	63	\$645,801	\$652,145	99.0%	\$334k	\$1.7m	1,531	\$422	81
Anaheim	139	\$555,962	\$559,208	99.4%	\$252k	\$1.1m	1,508	\$369	164
Anaheim Hills	59	\$822,198	\$830,250	99.0%	\$460k	\$2.0m	2,152	\$382	63
Brea	44	\$812,985	\$819,916	99.2%	\$440k	\$1.8m	2,213	\$367	40
Buena Park	50	\$599,454	\$609,584	98.3%	\$335k	\$1.1m	1,572	\$381	52
Corona Del Mar	19	\$3,290,789	\$3,441,816	95.6%	\$1.3m	\$5.9m	2,565	\$1,283	25
Costa Mesa	82	\$852,460	\$862,449	98.8%	\$425k	\$1.7m	1,677	\$508	88
Coto De Caza	16	\$1,391,313	\$1,459,991	95.3%	\$520k	\$5.1m	3,600	\$386	23
Cypress	37	\$646,208	\$650,427	99.4%	\$370k	\$1.2m	1,659	\$390	33
Dana Point	53	\$1,320,094	\$1,377,383	95.8%	\$350k	\$5.9m	1,966	\$671	60
Dove Canyon	3	\$1,211,667	\$1,297,633	93.4%	\$885k	\$1.7m	3,321	\$365	10
Foothill Ranch	10	\$766,990	\$770,840	99.5%	\$654k	\$945k	1,905	\$403	18
Fountain Valley	41	\$803,388	\$806,600	99.6%	\$415k	\$1.2m	1,988	\$404	37
Fullerton	102	\$663,010	\$670,536	98.9%	\$195k	\$1.5m	1,660	\$399	131
Garden Grove	101	\$584,338	\$584,669	99.9%	\$288k	\$1.0m	1,497	\$390	100
Huntington Beach	185	\$866,731	\$877,885	98.7%	\$150k	\$2.6m	1,726	\$502	200
Irvine	285	1,012,201	\$1,032,409	98.0%	\$327k	\$5.7m	2,020	\$501	297
La Habra	53	\$570,270	\$569,849	100.1%	\$266k	\$1.4m	1,582	\$360	65
La Palma	12	\$770,458	\$778,867	98.9%	\$645k	\$960k	2,089	\$369	18
Ladera Ranch	40	\$886,161	\$900,779	98.4%	\$400k	\$2.0m	2,437	\$364	56
Laguna Beach	33	\$3,329,988	\$3,385,041	98.4%	\$585k	\$35.8m	2,215	\$1,503	35
Laguna Hills	37	\$780,783	\$788,062	99.1%	\$390k	\$1.7m	2,089	\$374	44
Laguna Niguel	102	\$986,883	\$1,004,702	98.2%	\$307k	\$6.6m	2,192	\$450	109
Laguna Woods	85	\$334,234	\$340,532	98.2%	\$35k	\$1.3m	1,111	\$301	81
Lake Forest	54	\$574,343	\$585,639	98.1%	\$275k	\$1.4m	1,484	\$387	71
Los Alamitos	8	\$789,250	\$791,738	99.7%	\$425k	\$1.1m	1,522	\$519	10
Mission Viejo	136	\$705,283	\$714,045	98.8%	\$290k	\$1.3m	1,822	\$387	136
Newport Beach	76	\$2,298,172	\$2,395,207	95.9%	\$412k	\$11.7m	2,605	\$882	94
Newport Coast	17	\$4,453,565	\$4,733,793	94.1%	\$950k	\$15.8m	4,546	\$980	17
North Tustin	23	\$1,296,000	\$1,309,043	99.0%	\$681k	\$2.6m	3,250	\$399	28
Orange	118	\$740,386	\$753,480	98.3%	\$285k	\$2.2m	1,855	\$399	126
Placentia	51	\$646,316	\$650,437	99.4%	\$255k	\$950k	1,772	\$365	46
Portola Hills	6	\$693,500	\$720,817	96.2%	\$399k	\$999k	2,012	\$345	6
Rancho Mission Viejo	16	\$785,453	\$797,281	98.5%	\$513k	\$1.4m	2,005	\$392	3
Rancho Santa Marg.	43	\$573,239	\$580,302	98.8%	\$300k	\$1.1m	1,441	\$398	75
Rosmoor	9	\$1,243,333	\$1,305,522	95.2%	\$900k	\$1.8m	2,674	\$465	9
San Clemente	90	\$1,101,102	\$1,114,254	98.8%	\$282k	\$4.1m	2,335	\$472	102
San Juan	55	\$982,086	\$1,006,950	97.5%	\$270k	\$2.6m	2,440	\$402	39
Santa Ana	106	\$571,782	\$574,707	99.5%	\$225k	\$1.4m	1,575	\$363	136
Seal Beach	57	\$548,715	\$561,335	97.8%	\$145k	\$4.3m	1,260	\$435	83
Stanton	13	\$475,308	\$475,200	100.0%	\$388k	\$610k	1,247	\$381	24
Talega	19	\$985,059	\$996,600	98.8%	\$488k	\$1.5m	2,823	\$349	19
Tustin	69	\$655,216	\$656,354	99.8%	\$305k	\$1.4m	1,571	\$417	84
Villa Park	1	\$950,000	\$975,000	97.4%	\$950k	\$950k	2,212	\$429	8
Westminster	33	\$667,936	\$675,620	98.9%	\$510k	\$839k	1,590	\$420	39
Yorba Linda	108	\$964,910	\$983,561	98.1%	\$228k	\$3.5m	2,506	\$385	93
All of O.C.	2,784	\$895,494	\$912,919	98.1%	\$35k	\$35.8m	1,892	\$473	3,116
O.C. \$0-\$500k	583	\$380,383	\$384,967	98.8%	\$35k	\$500k	1,035	\$368	788
O.C. \$500k-\$750k	997	\$630,644	\$635,422	99.2%	\$502k	\$750k	1,515	\$416	1,149
O.C. \$750k-\$1m	596	\$862,402	\$870,639	99.1%	\$751k	\$1.0m	2,142	\$403	587
O.C. \$1m-\$1.25m	228	\$1,122,992	\$1,144,654	98.1%	\$1.0m	\$1.25m	2,636	\$426	205
O.C. \$1.25m-\$1.5m	145	\$1,363,198	\$1,392,339	97.9%	\$1.25m	\$1.5m	3,042	\$448	128
O.C. \$1.5m-\$2m	102	\$1,717,827	\$1,766,634	97.2%	\$1.5m	\$2.0m	3,121	\$550	118
O.C. \$2m-4m	98	\$2,685,585	\$2,805,130	95.7%	\$2.0m	\$4.0m	3,536	\$759	109
O.C. \$4m+	35	\$6,826,625	\$7,145,768	95.5%	\$4.0m	\$35.8m	5,009	\$1,363	26

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the O.C. totals.



	Current Actives 9/6/2018	Total 9/6/2018	% of Active Inventory 9/6/2018	Attached	Current Actives 9/6/2018	Number of Foreclosures & Short Sale Actives 9/6/2018	% of Active Inventory 9/6/2018
Aliso Viejo	128	0	0.0%	All of O.C.	2,417	3	2.5%
Anaheim	262	3	1.1%	O.C. \$0-\$250k	118	8	0.9%
Anaheim Hills	138	1	0.7%	O.C. \$250k-\$500k	913	4	0.5%
Brea	95	2	2.1%	O.C. \$500k-\$750k	792	1	0.3%
Buena Park	88	0	0.0%	O.C. \$750k-\$1m	302	1	0.3%
Corona Del Mar	132	0	0.0%	O.C. \$1m+	292	1	0.3%
Costa Mesa	192	2	1.0%	Detached			
Coto De Caza	91	0	0.0%	All of O.C.	4,626	38	0.8%
Cypress	53	1	1.9%	O.C. \$0k-\$500k	71	1	1.4%
Dana Point	194	2	1.0%	O.C. \$500k-\$750k	961	9	0.9%
Dove Canyon	22	0	0.0%	O.C. \$750k-\$1m	1,145	10	0.9%
Foothill Ranch	26	0	0.0%	O.C. \$1m-\$1.5m	529	7	1.3%
Fountain Valley	76	1	1.3%	O.C. \$1.25m-\$1.5m	402	3	0.7%
Fullerton	210	4	1.9%	O.C. \$1.5m-\$2m	462	5	1.1%
Garden Grove	158	0	0.0%	O.C. \$2m-\$4m	676	2	0.3%
Huntington Beach	394	3	0.8%	O.C. \$4m+	380	1	0.3%
Irvine	758	2	0.3%	All Homes			
La Habra	113	2	1.8%	All of O.C.	7,070	56	0.8%
La Palma	17	0	0.0%	O.C. \$0k-\$500k	1,111	12	1.1%
Ladera Ranch	115	3	2.6%	O.C. \$500k-\$750k	1,763	13	0.7%
Laguna Beach	270	1	0.4%	O.C. \$750k-\$1m	1,451	11	0.8%
Laguna Hills	112	2	1.8%	O.C. \$1m-\$1.25m	601	7	1.2%
Laguna Niguel	266	1	0.4%	O.C. \$1.25m-\$1.5m	463	3	0.6%
Laguna Woods	213	2	0.9%	O.C. \$1.5m-\$2m	539	5	0.9%
Lake Forest	115	1	0.9%	O.C. \$2m-\$4m	753	3	0.4%
Los Alamitos	10	0	0.0%	O.C. \$4m+	389	1	0.3%
Mission Viejo	285	4	1.4%	County High Shares - Account for 41%			
Newport Beach	356	0	0.0%	Portola Hills	14	1	7.1%
Newport Coast	102	0	0.0%	Villa Park	29	1	3.4%
North Tustin	86	0	0.0%	Ladera Ranch	115	3	2.6%
Orange	238	1	0.4%	Santa Ana	235	5	2.1%
Placentia	89	1	1.1%	Brea	95	2	2.1%
Portola Hills	14	1	7.1%	Fullerton	210	4	1.9%
Rancho Mission Viejo	37	0	0.0%	Cypress	53	1	1.9%
Rancho Santa Marg.	117	0	0.0%	Laguna Hills	112	2	1.8%
Rossmoor	19	0	0.0%	La Habra	113	2	1.8%
San Clemente	275	3	1.1%	Tustin	119	2	1.7%
San Juan	140	2	1.4%	County Low Shares - No Distressed			
Santa Ana	235	5	2.1%	Aliso Viejo	Newport Coast		
Seal Beach	145	0	0.0%	Buena Park	North Tustin		
Stanton	24	0	0.0%	Corona del Mar	Rancho Mission Viejo		
Talega	51	0	0.0%	Coto de Caza	Rancho Santa Margarita		
Tustin	119	2	1.7%	Dove Canyon	Rossmoor		
Villa Park	29	1	3.4%	Foothill Ranch	Seal Beach		
Westminster	54	0	0.0%	Garden Grove	Stanton		
Yorba Linda	270	2	0.7%	La Palma	Talega		
All of O.C.	7,070	56	0.8%	Los Alamitos	Westminster		
Orange County Distressed Breakdown				Newport Beach			
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	22	8	83				
Total Short Sale	34	23	44				

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the O.C. totals.



Southern California Housing

All Properties

	Current Actives 9/6/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 9/6/2018	2-Weeks Ago 8/23/2018	4-Weeks Ago 8/9/2018	1-Year Ago 9/7/2017	2-Years Ago 9/8/2016
Los Angeles County	14,166	5,027	85	80	77	60	69
Orange County	7,070	2,162	98	89	86	64	78
Riverside County	8,932	2,530	106	102	98	82	100
San Bernardino County	5,930	1,998	89	85	84	69	83
San Diego County	8,086	2,857	85	81	75	55	55
Ventura County	1,984	770	77	69	67	51	*
SOCAL TOTALS	46,168	15,344	90	85	82	64	74

Distressed Properties - Foreclosures and Short Sales

	Current Actives 9/6/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 9/6/2018	2-Weeks Ago 8/23/2018	4-Weeks Ago 8/9/2018	1-Year Ago 9/7/2017	2-Years Ago 9/8/2016
Los Angeles County	171	92	56	47	42	44	47
Orange County	56	31	54	47	48	41	42
Riverside County	207	82	76	68	55	57	59
San Bernardino County	115	61	57	53	54	48	52
San Diego County	52	24	65	57	57	44	28
Ventura County	28	13	65	37	44	37	*
SOCAL TOTALS	629	303	62	54	50	47	47