



Orange County Housing Report: The Winds are Changing

July 15, 2018

The 6-and-a-half year seller's market is drastically slowing and feels sluggish.



A Changing Market: With more supply and less demand, the overall Orange County housing market has been losing steam.

Have you ever seen a windsock used by pilots to know the direction and speed of the wind? The housing market's windsock has been blowing extremely hard in the seller's favor since 2012. In that time, home values have risen about 80%. Over the past couple of month, the housing windsock has dramatically changed. It is not blowing as hard. It is more of a slight evening breeze.

The Orange County housing market has evolved this year. From February through April, there was not enough supply and plenty of demand. That was how the market had been behaving since 2012. Multiple offers within days was the norm. Buyers tripping over themselves to purchase was the norm. Sellers arbitrarily stretching their asking prices \$25 thousand or more above the most recent comparable sale, and then getting away with it, was the norm. Not any longer.

What is going on? It all boils down to basic supply & demand. The supply of homes, the active inventory, has increased at the fastest pace since 2006. From the start of the year to today, the active inventory has blossomed by 77%. In 2006, it doubled. That was 12 years ago. There is a lot more seller competition today than there was at the start of the year.

Demand, a snapshot of the last 30-days of pending activity, has been more sluggish all year. From April to today, it has been at levels not seen since 2007. With more supply & a lot less demand, the Expected Market Time, the amount of time it would take to list a home today and place it into escrow down the road, has climbed to 80-days, a slight seller's market. Orange County housing is knocking on the door of a balanced market, 90-days, one that doesn't favor a seller or buyer.

Inventory Compared to Last Year				Demand Compared to Last Year			
\$0 - \$500k	↑	+7%	+59 0.0996	\$0 - \$500k	↓	-31%	-225
\$500k - \$750k	↑	+1%	+12 0.0196	\$500k - \$750k	↓	-17%	-180
\$750k - \$1m	↑	+23%	+256 0.4306	\$750k - \$1m	↓	-2%	-12
\$1m - \$1.25m	↑	+29%	+157 0.2633	\$1m - \$1.25m	↑	+19%	+32
\$1.25m - \$1.5m	↑	+2%	+9 0.0142	\$1.25m - \$1.5m	↓	-1%	-1
\$1.5m+	↑	+6%	+103 0.1726	\$1.5m+	↑	+1%	+2
Overall	↑	+10%	+596 0.0996	Overall	↓	-14%	-384

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In comparing the active inventory to last year, it is up in every single price range. Currently, there are 10% more homes on the market than last year. Keep in mind, there were **fewer** homes year over year for 20-months straight until May of this year. Since then, the difference has increased substantially. It is a new trend that is here to stay.

Similarly, year over year demand is down in nearly every single price range. Overall demand is down by 14% compared to last year at this time. There is a bit more demand in the \$1 million to \$1.25 million price range and the over \$1.5 million luxury range, but both are more sluggish this year compared to last year because there are a lot more homes within those price ranges.

The biggest shift in the market can be found in the lower price ranges, homes priced below \$1 million, which accounts for 57% of the active listing inventory and 78% of demand. That is where the Expected Market Time is 32% higher than last year at this time. Above \$1 million, the expected market time is already a lot slower, typical for the higher price ranges. However, it is not typical for the meat of the market, homes priced below \$1 million, to be this slow at this time of the year.

Why has demand drastically dropped? There are two factors at play: higher values and higher interest rates. Values have been increasing unabated for 6-and-a-half years at a pace that significantly outstrips the rise in incomes. That phenomenon cannot continue forever. Eventually, home values reach a point where they become unaffordable for the masses. As a result, buyer demand drops. That was already occurring on its own, but it was drastically aided by a rise in interest rates. Interest rates have risen from 4% at the start of the year to 4.625% today. Last year, interest rates dropped down to 3.75% by September. Moreover, many experts are forecasting interest rates to rise to 5% by year's end.

Higher interest rates and higher prices erode affordability. In looking at May's record Orange County median sales price of \$738,500, assuming a 20% down payment, the monthly payment at today's rate of 4.625% would be \$3,038. That payment would have been \$2,821 at the start of the year (4%). Because of higher interest rates, today's median sales price buyer is paying an additional 8%. Housing has appreciated 6% year over year as well. The payment for the May 2017 median sales price of \$695,000 would have been \$2,654 at 4% (that was the rate a year ago as well). So, the increase in the median sales price and the interest rate in the past year has resulted in a monthly payment that ballooned from \$2,654 to \$3,038, a 14% increase. That is an additional \$384 per month, or \$4,608 per year.

With the active inventory rising, demand falling, and interest rates rising, the market will continue to slow and feel even more sluggish. In order for sellers to be successful, properly pricing their homes is fundamental in order to find success. Sellers are not getting away with stretching and padding their asking prices. Buyers are finally getting a little relief. There are a lot more choices and the overall pace is a bit more relaxed.

Active Inventory: The active inventory grew by 3% in the past two-weeks.

The active listing inventory continued its climb in the past two-weeks, adding 217 homes, or 3%, and now totals 6,579, its highest level since Sept 2016. Expect the active inventory to continue to grow until peaking most likely in mid-August.

Last year at this time, there were 5,983 homes on the market, the 2017 height, 596 fewer. That means that there are 10% more homes on the market today. The year over year difference is growing week by week. The trend of more homes on the market year over year is here to stay.

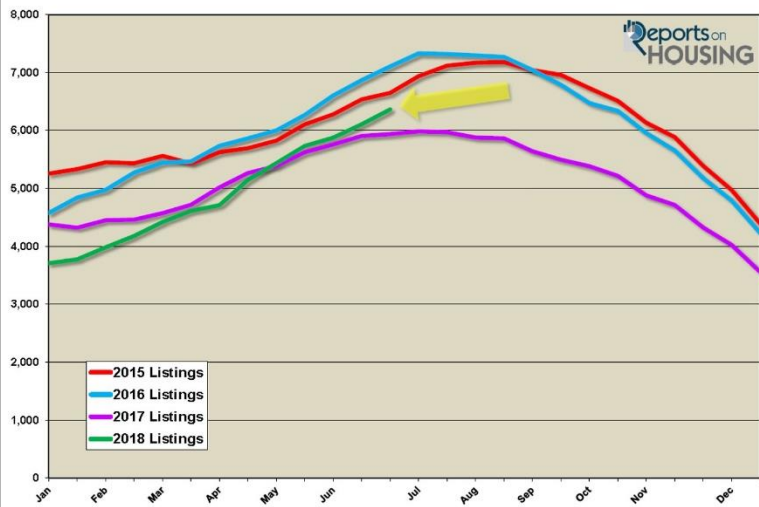
Demand: Demand dropped by 6% in the past two-weeks.

In the past two-weeks, demand, the number of pending sales over the prior 30-days, decreased by 150 pending sales, or 6%, and now totals 2,454, the lowest demand reading for this time of the year since 2007. It is also the largest two-week drop of the year. Last year at this time, demand was at 2,838 pending sales, 16% more than today, or 384 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 73 to 80 days in the past two-weeks. At 80 days, it is a slight seller's market (between 60 to 90 days) where sellers still get to call the shots, but appreciation is muted. Last year at this time, the expected market time was at 63 days, a lot hotter than today.

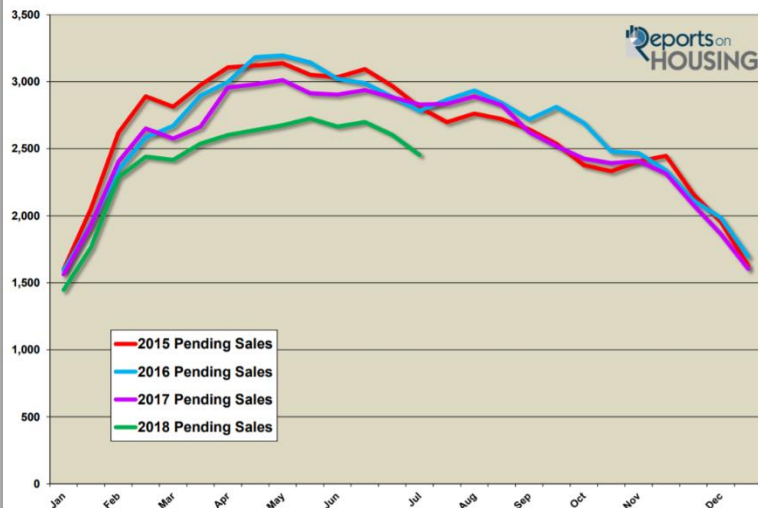


Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot



Luxury End: Demand for luxury homes dropped by 9% in the past couple of weeks.

In the past 2 weeks, demand for homes above \$1.25 million decreased by 33 pending sales, down 9%, & now totals 330, its lowest level since the end of January. The luxury home inventory increased by 20 homes and now totals 2,194. The overall expected market time for homes priced above \$1.25 million increased from 179 to 199 days over the past 2 weeks.

Year over year, luxury demand is up by 1 pending sales, nearly identical, and the active luxury listing inventory is up by an additional 105 homes, or 5%. The expected market time last year was at 190 days, slightly better than today.

For homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 113 to 126 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 150 to 163 days. For homes priced between \$2 million and \$4 million, the expected market time increased from 225 to 250 days. For homes priced above \$4 million, the expected market time increased from 427 to 511 days. At 511 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	Last Year
O.C. \$0-\$750k	52 Days	37%	56%	39 Days
O.C. \$750k-\$1m	72 Days	20%	22%	57 Days
O.C. \$1m-\$1.25m	101 Days	10%	8%	93 Days
O.C. \$1.25m-\$1.5m	126 Days	7%	5%	123 Days
O.C. \$1.5m-\$2m	163 Days	8%	4%	176 Days
O.C. \$2m-\$4m	250 Days	12%	4%	217 Days
O.C. \$4m+	511 Days	6%	1%	474 Days





Orange County Housing Market Summary:

- The active listing inventory increased by 217 homes in the past two weeks, up 3%, and now totals 6,579. Expect the inventory to increase from now through mid-August. Last year, there were 5,983 homes on the market, 596 fewer than today.
- This year, 18% fewer homes have come on the market below \$500,000 today compared to last year, and there have been 26% fewer closed sales so far this year. 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 150 pending sales, down 6%, and now totals 2,454. Demand peaked in mid-May at 2,726 pending sales. Last year, there were 2,838 pending sales, 16% more than today.
- The average list price for all of Orange County dropped to \$1.6 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 HOT with an expected market time of just 54 days, but is knocking on the door of a slight seller's market (60-90 days). This range represents 37% of the active inventory and 56% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 72 days, a slight seller's market (between 60 and 90 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 101 days, a balanced market (between 90 to 120 days).
- For luxury homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 113 to 126 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 150 to 163 days. For luxury homes priced between \$2 million and \$4 million, the expected market time increased from 225 to 250 days. For luxury homes priced above \$4 million, the expected market time increased from 427 to 511 days.
- The luxury end, all homes above \$1.25 million, accounts for 33% of the inventory and only 14% of demand.
- The expected market time for all homes in Orange County increased from 73 to 80 days in the past two weeks, a slight seller's market (from 60 to 90 days).
- Distressed homes, both short sales and foreclosures combined, made up only 1% of all listings and 1.3% of demand. There are only 28 foreclosures and 36 short sales available to purchase today in all of Orange County, 64 total distressed homes on the active market, up six in the past two weeks. Last year there were 76 total distressed homes on the market, 19% more than today.
- There were 2,851 closed residential resales in June, down by 12% from June 2017's 3,229 closed sales. June marked a 1% decrease from May 2018. The sales to list price ratio was 98.2% for all of Orange County. Foreclosures accounted for just 0.2% of all closed sales, and short sales accounted for 0.7%. That means that 99.1% of all sales were good ol' fashioned sellers with equity.



	Current Actives 7/12/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 7/12/2018	Market Time (In Days) 6/28/2018	2-Weeks Ago 6/14/2018	1-Year Ago 7/13/2017	2-Years Ago 7/14/2016	Average Active List Price 7/12/2018
Aliso Viejo	126	59	64	60	48	30	55	\$685k
Anaheim	216	131	49	51	42	49	64	\$605k
Anaheim Hills	115	60	58	57	66	55	72	\$1.2m
Brea	90	36	75	56	57	59	65	\$993k
Buena Park	79	44	54	49	44	36	45	\$661k
Corona Del Mar	123	17	217	179	170	188	147	\$4.4m
Costa Mesa	180	74	73	65	62	54	80	\$1.0m
Coto De Caza	116	24	145	129	105	114	189	\$2.2m
Cypress	38	40	29	37	30	44	41	\$762k
Dana Point	200	42	143	115	119	115	110	\$2.5m
Dove Canyon	30	2	450	300	270	68	94	\$1.1m
Foothill Ranch	19	8	71	67	28	43	62	\$763k
Fountain Valley	60	36	50	42	35	29	32	\$832k
Fullerton	199	109	55	60	56	43	63	\$943k
Garden Grove	137	80	51	42	39	47	52	\$643k
Huntington Beach	345	144	72	74	54	53	69	\$1.3m
Irvine	675	235	86	78	81	69	91	\$1.5m
La Habra	94	49	58	40	53	40	62	\$646k
La Palma	18	21	26	29	39	54	23	\$780k
Ladera Ranch	103	44	70	67	51	70	114	\$1.3m
Laguna Beach	283	32	265	263	239	310	311	\$5.4m
Laguna Hills	101	33	92	65	59	52	84	\$1.4m
Laguna Niguel	242	66	110	98	83	72	87	\$1.4m
Laguna Woods	185	66	84	72	64	55	55	\$393k
Lake Forest	102	46	67	72	49	35	44	\$678k
Los Alamitos	15	6	75	43	27	83	37	\$917k
Mission Viejo	268	124	65	68	62	45	58	\$780k
Newport Beach	366	60	183	139	135	136	168	\$3.6m
Newport Coast	103	12	258	231	204	275	158	\$6.7m
North Tustin	84	23	110	88	108	84	*	\$1.7m
Orange	214	105	61	54	64	47	68	\$891k
Placentia	75	36	63	43	36	38	68	\$678k
Portola Hills	13	6	65	56	24	65	39	\$799k
Rancho Mission Viejo	39	11	106	81	64	81	240	\$762k
Rancho Santa Marg.	92	42	66	73	52	35	45	\$653k
Rossmoor	19	7	81	43	57	48	*	\$1.4m
San Clemente	273	97	84	76	86	93	124	\$1.9m
San Juan	143	38	113	89	89	92	143	\$1.6m
Santa Ana	215	98	66	69	63	57	71	\$619k
Seal Beach	131	46	85	62	57	59	60	\$575k
Stanton	19	13	44	48	20	23	54	\$718k
Talega	52	24	65	53	68	105	119	\$1.2m
Tustin	118	58	61	39	33	51	63	\$964k
Villa Park	19	4	143	114	79	77	240	\$1.8m
Westminster	61	26	70	56	43	35	38	\$775k
Yorba Linda	253	88	86	87	100	92	105	\$1.4m
All of O.C.	6,579	2,454	80	73	68	63	79	\$1.6m



Attached Homes

	Current Actives 7/12/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 7/12/2018	Market Time (In Days) 6/28/2018	2-Weeks Ago 6/14/2018	1-Year Ago 7/13/2017	2-Years Ago 7/14/2016	Average Active List Price 7/12/2018
All of O.C.	2,099	931	68	61	56	47	58	\$753k
O.C. \$0-\$250k	94	55	51	44	39	31	51	\$212k
O.C. \$250k-\$500k	736	412	54	49	41	35	47	\$397k
O.C. \$500k-\$750k	682	335	61	55	54	48	60	\$614k
O.C. \$750k-\$1m	274	86	96	79	85	82	91	\$860k
O.C. \$1m+	313	43	218	197	186	234	160	\$2.0m

Current Actives Vacant **34.7%**

Detached Homes

	Current Actives 7/12/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 7/12/2018	Market Time (In Days) 6/28/2018	2-Weeks Ago 6/14/2018	1-Year Ago 7/13/2017	2-Years Ago 7/14/2016	Average Active List Price 7/12/2018
All of O.C.	4,466	1,521	88	81	75	74	94	\$2.0m
O.C. \$0-\$500k	60	34	53	41	42	36	37	\$432k
O.C. \$500k-\$750k	834	542	46	44	38	40	51	\$658k
O.C. \$750k-\$1m	1,032	460	67	61	56	54	91	\$873k
O.C. \$1m-\$1.25m	582	181	96	80	82	85	139	\$1.1m
O.C. \$1.25m-\$1.5m	421	104	121	109	106	116	139	\$1.4m
O.C. \$1.5m-\$2m	463	91	153	139	152	171	165	\$1.8m
O.C. \$2m-\$4m	682	86	238	220	182	213	286	\$2.8m
O.C. \$4m+	392	23	511	409	378	465	608	\$9.3m

Current Actives Vacant **23.8%**

All Homes

	Current Actives 7/12/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 7/12/2018	Market Time (In Days) 6/28/2018	2-Weeks Ago 6/14/2018	1-Year Ago 7/13/2017	2-Years Ago 7/14/2016	Average Active List Price 7/12/2018
All of O.C.	6,579	2,454	80	73	68	63	79	\$1.6m
O.C. \$0-\$500k	894	501	54	48	41	35	46	\$380k
O.C. \$500k-\$750k	1,520	879	52	48	44	43	55	\$638k
O.C. \$750k-\$1m	1,307	546	72	64	60	57	91	\$870k
O.C. \$1m-\$1.25m	664	198	101	85	88	93	141	\$1.1m
O.C. \$1.25m-\$1.5m	483	115	126	113	111	123	141	\$1.4m
O.C. \$1.5m-\$2m	544	100	163	150	162	176	158	\$1.8m
O.C. \$2m-\$4m	758	91	250	225	183	217	281	\$2.8m
O.C. \$4m+	409	24	511	427	368	474	620	\$9.1m

Current Actives Vacant **27.3%**

*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 Jun 2018	Average Sales Price	Average List Price	Sales to			Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Jun 2017
				List Price Ratio	Low Price	High Price			
Aliso Viejo	71	\$673,912	\$673,960	100.0%	\$315k	\$2.0m	1,597	\$422	88
Anaheim	131	\$564,248	\$562,094	100.4%	\$253k	\$870k	1,521	\$371	141
Anaheim Hills	65	\$834,487	\$849,702	98.2%	\$364k	\$2.4m	2,143	\$389	73
Brea	46	\$727,452	\$729,303	99.7%	\$305k	\$1.7m	1,866	\$390	50
Buena Park	48	\$594,604	\$593,524	100.2%	\$44k	\$853k	1,551	\$383	52
Corona Del Mar	34	\$2,490,876	\$2,506,497	99.4%	\$785k	\$5.8m	2,212	\$1,126	25
Costa Mesa	79	\$883,517	\$889,798	99.3%	\$345k	\$1.6m	1,746	\$506	91
Coto De Caza	21	\$1,679,786	\$1,727,471	97.2%	\$585k	\$6.5m	4,304	\$390	34
Cypress	44	\$699,903	\$707,494	98.9%	\$415k	\$1.2m	1,806	\$388	55
Dana Point	49	\$1,856,790	\$1,994,500	93.1%	\$350k	\$19.6m	2,402	\$773	53
Dove Canyon	7	\$1,060,429	\$1,079,414	98.2%	\$860k	\$1.3m	3,289	\$322	13
Foothill Ranch	22	\$647,514	\$643,701	100.6%	\$310k	\$950k	1,446	\$448	31
Fountain Valley	56	\$765,694	\$758,514	100.9%	\$313k	\$1.3m	1,870	\$409	63
Fullerton	113	\$698,735	\$705,570	99.0%	\$148k	\$1.7m	1,769	\$395	123
Garden Grove	88	\$601,116	\$595,925	100.9%	\$268k	\$1.1m	1,476	\$407	100
Huntington Beach	185	\$878,502	\$893,970	98.3%	\$320k	\$4.7m	1,768	\$497	187
Irvine	253	1,022,504	\$1,035,731	98.7%	\$225k	\$4.2m	2,017	\$507	280
La Habra	44	\$550,484	\$552,438	99.6%	\$260k	\$1.2m	1,499	\$367	51
La Palma	10	\$667,900	\$673,800	99.1%	\$410k	\$975k	1,785	\$374	9
Ladera Ranch	52	\$1,064,034	\$1,083,167	98.2%	\$470k	\$3.6m	2,684	\$396	67
Laguna Beach	41	\$2,673,366	\$2,853,790	93.7%	\$643k	\$14.0m	2,042	\$1,309	38
Laguna Hills	41	\$885,500	\$902,931	98.1%	\$285k	\$3.1m	2,126	\$417	49
Laguna Niguel	98	\$921,749	\$938,638	98.2%	\$322k	\$2.1m	2,082	\$443	112
Laguna Woods	81	\$343,729	\$352,486	97.5%	\$29k	\$895k	1,121	\$307	83
Lake Forest	64	\$608,930	\$611,092	99.6%	\$245k	\$1.0m	1,591	\$383	77
Los Alamitos	10	\$826,155	\$838,780	98.5%	\$449k	\$1.2m	1,794	\$461	14
Mission Viejo	124	\$728,558	\$735,909	99.0%	\$245k	\$1.5m	1,840	\$396	151
Newport Beach	83	\$2,150,251	\$2,224,312	96.7%	\$403k	\$10.1m	2,355	\$913	89
Newport Coast	17	\$5,098,653	\$5,436,440	93.8%	\$1.1m	\$16.5m	4,706	\$1,083	19
North Tustin	23	\$1,302,957	\$1,319,799	98.7%	\$685k	\$2.3m	3,049	\$427	36
Orange	115	\$749,243	\$757,378	98.9%	\$280k	\$2.0m	1,912	\$392	148
Placentia	43	\$632,095	\$634,411	99.6%	\$320k	\$1.2m	1,706	\$371	57
Portola Hills	6	\$779,463	\$778,948	100.1%	\$456k	\$1.0m	2,100	\$371	10
Rancho Mission Viejo	20	\$775,346	\$787,410	98.5%	\$516k	\$1.2m	2,041	\$380	9
Rancho Santa Marg.	70	\$623,594	\$624,924	99.8%	\$270k	\$1.1m	1,583	\$394	61
Rosmoor	11	\$1,222,068	\$1,240,399	98.5%	\$756k	\$1.8m	2,476	\$494	15
San Clemente	86	\$1,109,550	\$1,127,257	98.4%	\$373k	\$2.8m	2,539	\$437	97
San Juan	45	\$1,034,889	\$1,054,741	98.1%	\$320k	\$2.6m	2,556	\$405	47
Santa Ana	106	\$529,102	\$526,753	100.4%	\$236k	\$1.4m	1,320	\$401	138
Seal Beach	44	\$435,564	\$442,052	98.5%	\$165k	\$1.4m	1,128	\$386	66
Stanton	21	\$469,848	\$463,389	101.4%	\$245k	\$625k	1,324	\$355	12
Talega	20	\$1,046,038	\$1,036,185	101.0%	\$495k	\$1.8m	2,913	\$359	15
Tustin	82	\$752,471	\$757,342	99.4%	\$305k	\$2.3m	1,799	\$418	78
Villa Park	10	\$1,325,500	\$1,372,890	96.5%	\$950k	\$1.7m	3,236	\$410	13
Westminster	46	\$703,743	\$704,128	99.9%	\$325k	\$990k	1,747	\$403	49
Yorba Linda	102	961,279	\$974,652	98.6%	\$365k	\$3.0m	2,508	\$383	111
All of O.C.	2,851	\$914,811	\$931,249	98.2%	\$29k	\$19.6m	1,920	\$476	3,229
O.C. \$0-\$500k	548	\$386,027	\$388,232	99.4%	\$29k	\$500k	1,024	\$377	774
O.C. \$500k-\$750k	989	\$630,644	\$632,162	99.8%	\$503k	\$750k	1,501	\$420	1,153
O.C. \$750k-\$1m	648	\$856,189	\$860,402	99.5%	\$753k	\$1.0m	2,110	\$406	663
O.C. \$1m-\$1.25m	250	\$1,127,562	\$1,150,158	98.0%	\$1.0m	\$1.25m	2,598	\$434	240
O.C. \$1.25m-\$1.5m	152	\$1,366,130	\$1,397,848	97.7%	\$1.25m	\$1.5m	2,960	\$462	135
O.C. \$1.5m-\$2m	120	\$1,697,141	\$1,730,414	98.1%	\$1.5m	\$2.0m	3,232	\$525	134
O.C. \$2m-4m	117	\$2,730,511	\$2,824,433	96.7%	\$2.0m	\$3.9m	3,596	\$759	101
O.C. \$4m+	27	\$7,888,611	\$8,507,022	92.7%	\$4.1m	\$19.6m	5,723	\$1,378	29

*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 7/12/2018	Total 7/12/2018	% of Active Inventory 7/12/2018	Attached	Current Actives 7/12/2018	Number of Foreclosures & Short Sale Actives 7/12/2018	% of Active Inventory 7/12/2018
Aliso Viejo	126	1	0.8%	All of O.C.	2,099	18	0.9%
Anaheim	216	4	1.9%	O.C. \$0-\$250k	94	4	4.3%
Anaheim Hills	115	0	0.0%	O.C. \$250k-\$500k	736	7	1.0%
Brea	90	3	3.3%	O.C. \$500k-\$750k	682	5	0.7%
Buena Park	79	0	0.0%	O.C. \$750k-\$1m	274	0	0.0%
Corona Del Mar	123	0	0.0%	O.C. \$1m+	313	2	0.6%
Costa Mesa	180	2	1.1%	Detached			
Coto De Caza	116	0	0.0%	All of O.C.	4,466	46	1.0%
Cypress	38	1	2.6%	O.C. \$0k-\$500k	60	5	8.3%
Dana Point	200	2	1.0%	O.C. \$500k-\$750k	834	14	1.7%
Dove Canyon	30	0	0.0%	O.C. \$750k-\$1m	1,032	11	1.1%
Foothill Ranch	19	0	0.0%	O.C. \$1m-\$1.5m	582	5	0.9%
Fountain Valley	60	0	0.0%	O.C. \$1.25m-\$1.5m	421	2	0.5%
Fullerton	199	2	1.0%	O.C. \$1.5m-\$2m	463	6	1.3%
Garden Grove	137	2	1.5%	O.C. \$2m-\$4m	682	2	0.3%
Huntington Beach	345	3	0.9%	O.C. \$4m+	392	1	0.3%
Irvine	675	4	0.6%	All Homes			
La Habra	94	2	2.1%	All of O.C.	6,579	64	1.0%
La Palma	18	0	0.0%	O.C. \$0k-\$500k	894	16	1.8%
Ladera Ranch	103	0	0.0%	O.C. \$500k-\$750k	1,520	19	1.3%
Laguna Beach	283	0	0.0%	O.C. \$750k-\$1m	1,307	11	0.8%
Laguna Hills	101	2	2.0%	O.C. \$1m-\$1.25m	664	5	0.8%
Laguna Niguel	242	2	0.8%	O.C. \$1.25m-\$1.5m	483	3	0.6%
Laguna Woods	185	2	1.1%	O.C. \$1.5m-\$2m	544	6	1.1%
Lake Forest	102	1	1.0%	O.C. \$2m-\$4m	758	3	0.4%
Los Alamitos	15	0	0.0%	O.C. \$4m+	409	1	0.2%
Mission Viejo	268	6	2.2%	County High Shares - Account for 50%			
Newport Beach	366	3	0.8%	Portola Hills	13	2	15.4%
Newport Coast	103	0	0.0%	Villa Park	19	1	5.3%
North Tustin	84	0	0.0%	Tustin	118	4	3.4%
Orange	214	3	1.4%	Brea	90	3	3.3%
Placentia	75	0	0.0%	Santa Ana	215	7	3.3%
Portola Hills	13	2	15.4%	Cypress	38	1	2.6%
Rancho Mission Viejo	39	0	0.0%	Mission Viejo	268	6	2.2%
Rancho Santa Marg.	92	0	0.0%	La Habra	94	2	2.1%
Rossmoor	19	0	0.0%	Laguna Hills	101	2	2.0%
San Clemente	273	1	0.4%	Anaheim	216	4	1.9%
San Juan	143	0	0.0%	County Low Shares - No Distressed			
Santa Ana	215	7	3.3%	Anaheim Hills	Los Alamitos	Talega	
Seal Beach	131	0	0.0%	Buena Park	Newport Coast	Westminster	
Stanton	19	0	0.0%	Corona del Mar	North Tustin		
Talega	52	0	0.0%	Coto de Caza	Placentia		
Tustin	118	4	3.4%	Dove Canyon	Rancho Mission Viejo		
Villa Park	19	1	5.3%	Foothill Ranch	Rancho Santa Margarita		
Westminster	61	0	0.0%	Fountain Valley	Rossmoor		
Yorba Linda	253	3	1.2%	La Palma	San Juan		
All of O.C.	6,579	64	1.0%	Ladera Ranch	Seal Beach		
Orange County Distressed Breakdown				Laguna Beach	Stanton		
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	28	10	84				
Total Short Sale	36	23	47				

*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 7/12/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 7/12/2018	2-Weeks Ago 6/28/2019	4-Weeks Ago 6/14/2018	1-Year Ago 7/13/2017	2-Years Ago 7/14/2016
Los Angeles County	12,989	5,387	72	68	62	63	71
Orange County	6,579	2,454	80	73	68	63	79
Riverside County	8,597	2,760	93	88	84	76	100
San Bernardino County	5,474	2,032	81	73	70	66	86
San Diego County	7,245	3,142	69	63	58	52	58
Ventura County	1,812	876	62	59	56	*	56
SOCAL TOTALS	42,696	16,651	77	71	66	63	75

Distressed Properties - Foreclosures and Short Sales

	Current Actives 7/12/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 7/12/2018	2-Weeks Ago 6/28/2019	4-Weeks Ago 6/14/2018	1-Year Ago 7/13/2017	2-Years Ago 7/14/2016
Los Angeles County	149	123	36	38	41	38	41
Orange County	64	33	58	47	45	52	33
Riverside County	215	89	72	73	63	67	55
San Bernardino County	111	60	56	47	32	41	56
San Diego County	54	35	46	41	40	43	24
Ventura County	33	15	66	51	56	*	27
SOCAL TOTALS	626	355	53	50	45	47	42