



Orange County Housing Report: Oktober-Housingfest Cancelled

October 7, 2018

The momentum of the housing market has paved the way for cooler Autumn and Holiday Markets.



No End of Year Surge: There will not be a sudden surge in closed sales for the remainder of the year.

It is that time of the year. The days are growing shorter, the leaves are changing, and Halloween decorations have emerged. Autumn has arrived. Just as the seasons change, so does the housing market. The Spring and Summer Markets are officially in the rearview mirror. There's very little of 2018 that remains.

Closed Sales Comparison

	September Closed Sales	October Closed Sales	November Closed Sales	December Closed Sales	Sept. to Dec. Difference
2018	2,108				
2017	2,734	2,554	2,427	2,290	-16%
2016	2,736	2,570	2,443	2,474	-10%
2015	2,680	2,420	1,937	2,476 ↑	-8%
2014	2,407	2,420	1,995	2,272 ↑	-6%
2013	2,494	2,435	2,114	2,306 ↑	-8%
2006	2,186	2,051	2,024	1,943	-11%

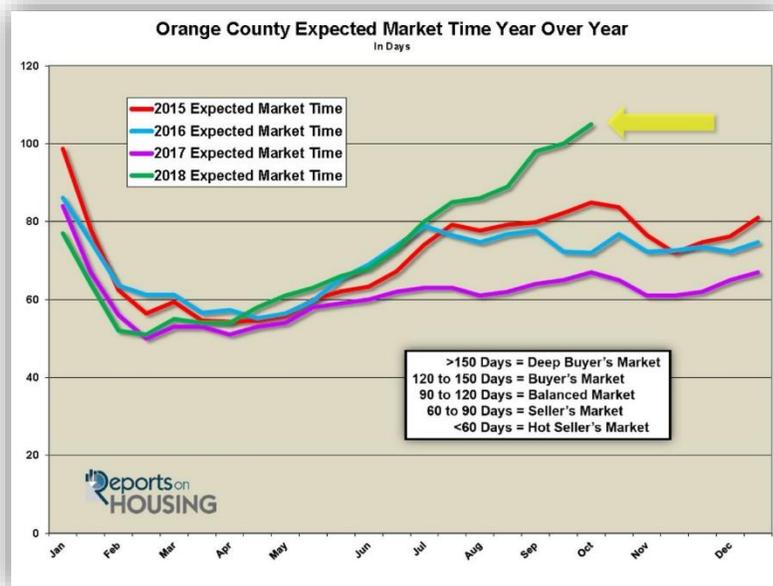
Housing's Autumn Market runs from the end of August through mid-November. Typically, this is the season when the active inventory drops along with demand. The Expected Market Time (from listing a home to opening escrow) does not change much. The number of monthly closed sales slows from the highs of spring and summer. They fall from September to October and drop from October to November. Some years' experience a surge in closed sales from November to December. This surge in closed sales is because of an increase in pending sales, demand,

during October, an "Oktoberfest" for housing. Yet, 2018 is shaping up to be a completely different year, and the remainder of the year will prove to be no exception.

The current momentum and market trends have paved the way for a slower end to 2018. There were 2,108 closed resales in September. That's down a staggering 24% compared to the 2,734 closed sales last year. The last time there were fewer sales dates to 2007 when there were only 1,334. Today's housing market looks a lot like 2006 in terms of sales.

In comparing monthly closed sales, December is on average down 8% compared to September. There wasn't much of an Oktoberfest surge in 2016 and 2017. The last time there was any type of a surge dates to 2013 through 2015, when there was a sharp rise in closed sales from November to December.

The rest of 2018 will be more of the same, muted buyer demand, longer market times, a lingering supply of homes, and a large drop in closed sales compared to last year. Demand (the number of pending sales over the prior month) is down by 15% compared to last year. The Expected Market Time has risen to 105 days, the highest level since September 2011. It was at 67 days last year. And, the active listing inventory is at 7,201 homes, 34% higher than last year's 5,382.





A falling supply of homes and falling demand normally occurs during the Autumn Market. While demand has fallen as expected, the active inventory just peaked and has not begun its usual drop. The peak in the active listing inventory predictably occurs anywhere from July to August. This year, it happened two weeks ago at 7,207 homes. It has remained at that level and has shed only six homes since, sitting at 7,201 homes today. With only demand dropping, the Expected Market Time has been climbing when normally it tends to remain the same. At 105 days, the Orange County housing market is no longer a Seller's Market; instead, it is a Balanced Market that does not favor buyers or sellers.

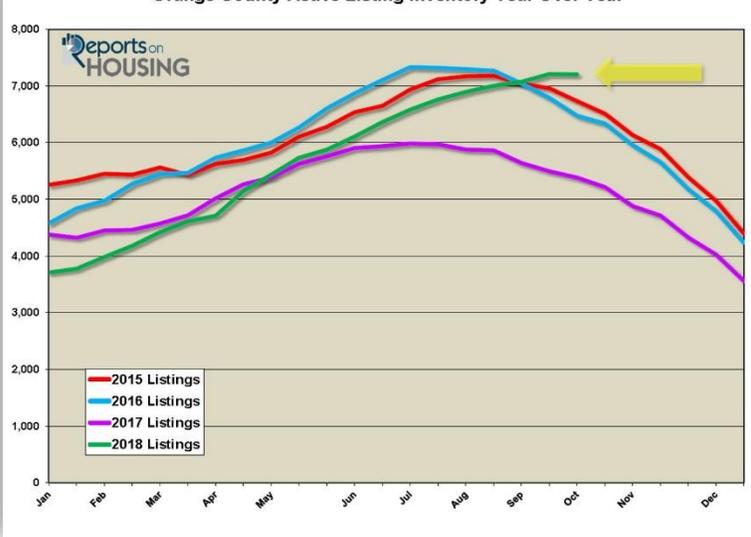
Today's sellers need to understand that housing is not going to suddenly tilt back in their favor. There will be fewer closed sales for the remainder of the year. Demand will be muted, and it will continue to fall. The inventory will start to drop a bit, but it will remain elevated with a lot more competition. It is going to take a lot longer to find success. Only sellers who are accurately priced according to their **Fair Market Values**, and pack plenty of patience, will achieve their goal in selling. Carefully pricing is critical. 64% of all closed sales in September reduced their asking price at least once. This is a time when sellers need to look in the mirror and be certain that they are willing to do what it takes to get their homes sold, knowing that there will not be a sudden surge in activity. There will be no Oktober-Housingfest this year.

Active Inventory: The active inventory finally peaked.

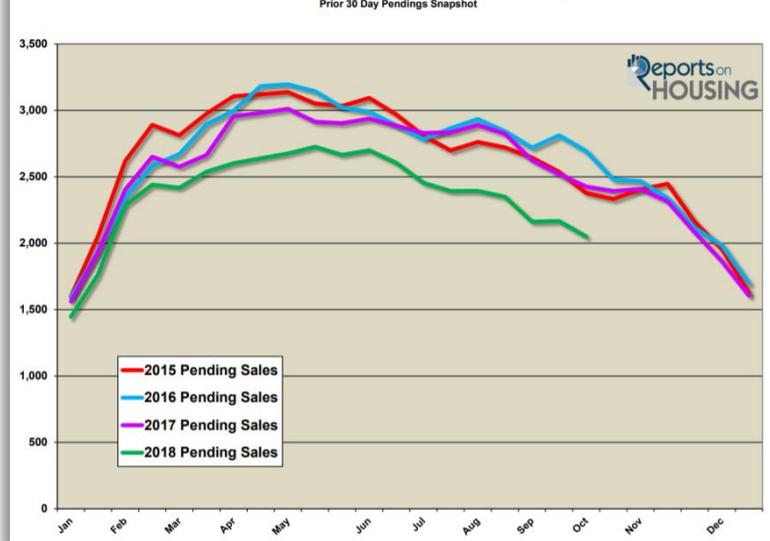
Typically, the active listing inventory peaks in July or August, but not in 2018. Instead, the inventory reached a peak two weeks ago at 7,207 homes. It has only shed six homes since and sits at 7,201 homes today, virtually unchanged. From here expect the active inventory to start to drop slowly, picking up momentum as the year continues to unwind. The late peak means that the inventory will remain elevated compared to 2017 for the remainder of the year. As a result, 2019 will start with a lot more homes on the market compared to recent years.

Last year at this time, there were 5,382 homes on the market, 1,819 fewer. That means that there are 34% 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 5% in the past two-weeks.

In the past two-weeks, demand, the number of pending sales over the prior month, decreased by 117 pending sales, a 5% drop. Demand now totals 2,050, the lowest demand reading for this time of the year since 2007. The housing market has shifted from a supply problem, not enough homes on the market, to a demand problem, not enough pending sales. Interest rates have climbed to their highest levels since 2011. Higher rates and higher values have weakened affordability, impacting demand tremendously.



Last year at this time, demand was at 2,426 pending sales, **15% more than today**, or 376 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 100 to 105 days in the past two-weeks, a Balanced Market (between 90 and 120 days). Last year, the expected market time was at 67 days, drastically different than today.

Luxury End: Both luxury demand and luxury supply dropped in the past two-weeks.

In the past two-weeks, demand for homes above \$1.25 million decreased by 24 pending sales, an 11% drop, and now totals 279. The luxury home inventory decreased by 29 homes and now totals 2,125, a 1% drop. The overall expected market time for homes priced above \$1.25 million increased from 205 to 228 days over the past two-weeks.

Year over year, luxury demand is down by 24 pending sales, or 8%, and the active luxury listing inventory is up by an additional 238 homes, or 13%. The expected market time last year was at 187 days, better than today.

For homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 134 to 143 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 164 to 170 days. For homes priced between \$2 million and \$4 million, the expected market time increased from 291 to 384 days. For homes priced above \$4 million, the expected market time increased from 328 to 354 days. At 354 days, a seller would be looking at placing their home into escrow around the end of **August 2019**.

	Expected Market Time	Share of Housing Inventory	Share of Demand	Current Last Year
O.C. \$0-\$750k	77 Days	42%	58%	42 Days
O.C. \$750k-\$1m	98 Days	20%	21%	57 Days
O.C. \$1m-\$1.25m	116 Days	8%	7%	95 Days
O.C. \$1.25m-\$1.5m	143 Days	6%	5%	101 Days
O.C. \$1.5m-\$2m	170 Days	7%	4%	178 Days
O.C. \$2m-\$4m	384 Days	11%	3%	280 Days
O.C. \$4m+	354 Days	6%	2%	316 Days

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Orange County Housing Market Summary:

- The active listing inventory decreased by 6 homes in the past two weeks, almost identical, and now totals 7,201. The inventory finally reached a peak for 2018. Normally it peaks between July and August. Last year, there were 5,382 homes on the market, 1,819 fewer than today.
- So far this year, 14% fewer homes have come on the market below \$500,000 compared to last year, and there have been 26% 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 117 pending sales, and now totals 2,050. Demand peaked in mid-May at 2,726 pending sales. Last year, there were 2,426 pending sales, 15% more than today.
- The average list price for all of Orange County remained at \$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 77 days. This range represents 42% of the active inventory and 58% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 98 days, a Balanced Market (between 90 to 120 days). This range represents 20% of the active inventory and 21% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 116 days, a Balanced Market.
- For luxury homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 134 to 143 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 164 to 170 days. For luxury homes priced between \$2 million and \$4 million, the expected market time increased from 291 to 384 days. For luxury homes priced above \$4 million, the expected market time increased from 328 to 354 days.
- The luxury end, all homes above \$1.25 million, accounts for 30% of the inventory and only 14% of demand.
- The expected market time for all homes in Orange County increased from 100 to 105 days, a Balanced Market (between 90 to 120 days).
- Distressed homes, both short sales and foreclosures combined, made up only 1.1% of all listings and 1% of demand. There are only 30 foreclosures and 48 short sales available to purchase today in all of Orange County, 78 total distressed homes on the active market, up by 10 from two-weeks ago. Last year there were 81 total distressed homes on the market, 4% more than today.
- There were 2,090 closed residential resales in September, 24% fewer than September 2017's 2,746. September marked a 25% drop over August 2018. The sales to list price ratio was 96.9% for all of Orange County. Foreclosures accounted for just 0.4% of all closed sales, and short sales accounted for 0.3%. That means that 99.3% of all sales were good ol' fashioned sellers with equity



	Current Actives	Dem and (Last 30 Days Pendings)	Market Time (In Days)	2-Weeks Ago	4-Weeks Ago	1-Year Ago	2-Years Ago	Average Active List Price
	10/4/2018		10/4/2018	9/20/2018	9/6/2018	10/5/2017	10/6/2016	10/4/2018
Aliso Viejo	145	28	155	99	71	44	48	\$671k
Anaheim	280	121	69	80	72	49	55	\$580k
Anaheim Hills	141	43	98	89	80	44	66	\$1.0m
Brea	88	23	115	127	136	68	65	\$892k
Buena Park	103	34	91	73	69	34	54	\$698k
Corona Del Mar	129	17	228	163	248	178	202	\$4.8m
Costa Mesa	182	77	71	68	73	63	95	\$963k
Coto De Caza	95	15	190	184	171	188	143	\$2.2m
Cypress	64	28	69	65	61	73	34	\$702k
Dana Point	202	40	152	163	114	106	198	\$2.6m
Dove Canyon	20	6	100	86	110	144	195	\$1.1m
Foothill Ranch	34	9	113	73	71	57	36	\$630k
Fountain Valley	70	39	54	52	69	53	49	\$797k
Fullerton	206	73	85	70	64	58	57	\$866k
Garden Grove	155	66	70	68	67	29	51	\$597k
Huntington Beach	406	134	91	83	77	47	45	\$1.3m
Irvine	751	190	119	122	131	65	79	\$1.4m
La Habra	96	46	63	61	65	50	40	\$632k
La Palma	20	12	50	48	64	36	37	\$719k
Ladera Ranch	102	32	96	78	91	71	74	\$1.3m
Laguna Beach	281	24	351	324	324	228	176	\$5.4m
Laguna Hills	107	34	94	109	134	59	87	\$1.2m
Laguna Niguel	271	61	133	106	112	88	88	\$1.3m
Laguna Woods	231	62	112	128	103	62	53	\$362k
Lake Forest	119	46	78	82	96	53	51	\$667k
Los Alamitos	18	5	108	102	50	30	180	\$985k
Mission Viejo	280	89	94	104	84	50	54	\$839k
Newport Beach	359	52	207	192	172	173	129	\$3.5m
Newport Coast	98	15	196	228	612	231	303	\$6.2m
North Tustin	92	16	173	147	108	72	84	\$1.9m
Orange	258	83	93	96	78	47	88	\$903k
Placentia	91	31	88	67	76	55	52	\$695k
Portola Hills	16	7	69	66	60	40	72	\$647k
Rancho Mission Viejo	33	9	110	154	159	510	53	\$815k
Rancho Santa Marg.	110	38	87	78	78	34	45	\$614k
Rossmoor	21	5	126	63	63	60	*	\$1.2m
San Clemente	267	66	121	100	116	106	85	\$1.9m
San Juan	137	42	98	89	111	104	101	\$1.8m
Santa Ana	271	103	79	79	72	65	67	\$600k
Seal Beach	159	37	129	107	118	33	72	\$454k
Stanton	32	9	107	87	72	20	32	\$557k
Talega	48	12	120	82	81	88	99	\$1.2m
Tustin	116	42	83	80	79	43	46	\$965k
Villa Park	29	7	124	233	218	150	160	\$1.8m
Westminster	59	25	71	53	51	33	45	\$751k
Yorba Linda	246	72	103	98	117	103	89	\$1.3m
All of O.C.	7,201	2,050	105	100	98	67	72	\$1.5m



Attached Homes

	Current Actives 10/4/2018	Dem and (Last 30 Days) Pendings)	Market Time (In Days) 10/4/2018	2-Weeks Ago 9/20/2018	4-Weeks Ago 9/6/2018	1-Year Ago 10/5/2017	2-Years Ago 10/6/2016	Average Active List Price 10/4/2018
All of O.C.	2,556	786	98	95	91	53	57	\$697 k
O.C. \$0-\$250k	134	46	87	99	86	33	38	\$198k
O.C. \$250k-\$500k	983	369	80	76	77	40	46	\$396k
O.C. \$500k-\$750k	819	275	89	85	81	55	64	\$615k
O.C. \$750k-\$1m	301	66	137	158	144	88	101	\$858k
O.C. \$1m+	319	30	319	242	199	186	180	\$1.9m

Current Actives Vacant **36.5%**

Detached Homes

	Current Actives 10/4/2018	Dem and (Last 30 Days) Pendings)	Market Time (In Days) 10/4/2018	2-Weeks Ago 9/20/2018	4-Weeks Ago 9/6/2018	1-Year Ago 10/5/2017	2-Years Ago 10/6/2016	Average Active List Price 10/4/2018
All of O.C.	4,624	1,267	109	103	103	75	82	\$2.0m
O.C. \$0-\$500k	83	32	78	61	58	32	42	\$427k
O.C. \$500k-\$750k	1,014	460	66	64	62	52	49	\$658k
O.C. \$750k-\$1m	1,134	373	91	83	83	38	74	\$871k
O.C. \$1m-\$1.25m	506	142	107	106	112	90	107	\$1.1m
O.C. \$1.25m-\$1.5m	388	85	137	123	116	97	107	\$1.4m
O.C. \$1.5m-\$2m	437	85	154	156	163	174	159	\$1.8m
O.C. \$2m-\$4m	672	57	354	276	257	275	204	\$2.8m
O.C. \$4m+	390	33	355	336	475	305	411	\$9.3m

Current Actives Vacant **25.3%**

All Homes

	Current Actives 10/4/2018	Dem and (Last 30 Days) Pendings)	Market Time (In Days) 10/4/2018	2-Weeks Ago 9/20/2018	4-Weeks Ago 9/6/2018	1-Year Ago 10/5/2017	2-Years Ago 10/6/2016	Average Active List Price 10/4/2018
All of O.C.	7,201	2,050	105	100	98	67	72	\$1.5m
O.C. \$0-\$500k	1,209	447	81	77	76	38	44	\$376k
O.C. \$500k-\$750k	1,839	738	75	72	69	45	53	\$638k
O.C. \$750k-\$1m	1,436	440	98	92	90	57	77	\$868k
O.C. \$1m-\$1.25m	592	153	116	111	113	95	112	\$1.1m
O.C. \$1.25m-\$1.5m	453	95	143	134	124	101	112	\$1.4m
O.C. \$1.5m-\$2m	515	91	170	164	174	178	165	\$1.8m
O.C. \$2m-\$4m	756	59	384	291	257	280	204	\$2.8m
O.C. \$4m+	401	34	354	328	449	316	404	\$9.2m

Current Actives Vacant **29.0%**

*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.



	Current Actives 10/4/2018	Total 10/4/2018	% of Active Inventory 10/4/2018	Attached	Current Actives 10/4/2018	Number of Foreclosures & Short Sale Actives 10/4/2018	% of Active Inventory 10/4/2018
Aliso Viejo	145	0	0.0%	All of O.C.	2,556	26	1.0%
Anaheim	280	9	3.2%	O.C. \$0-\$250k	134	5	3.7%
Anaheim Hills	141	1	0.7%	O.C. \$250k-\$500k	983	11	1.1%
Brea	88	1	1.1%	O.C. \$500k-\$750k	819	7	0.9%
Buena Park	103	1	1.0%	O.C. \$750k-\$1m	301	2	0.7%
Corona Del Mar	129	0	0.0%	O.C. \$1m+	319	1	0.3%
Costa Mesa	182	2	1.1%	Detached			
Coto De Caza	95	2	2.1%	All of O.C.	4,624	52	1.1%
Cypress	64	1	1.6%	O.C. \$0k-\$500k	83	8	9.6%
Dana Point	202	2	1.0%	O.C. \$500k-\$750k	1,014	12	1.2%
Dove Canyon	20	0	0.0%	O.C. \$750k-\$1m	1,134	12	1.1%
Foothill Ranch	34	1	2.9%	O.C. \$1m-\$1.5m	506	10	2.0%
Fountain Valley	70	0	0.0%	O.C. \$1.25m-\$1.5m	388	1	0.3%
Fullerton	206	3	1.5%	O.C. \$1.5m-\$2m	437	5	1.1%
Garden Grove	155	0	0.0%	O.C. \$2m-\$4m	672	2	0.3%
Huntington Beach	406	3	0.7%	O.C. \$4m+	390	2	0.5%
Irvine	751	4	0.5%	All Homes			
La Habra	96	3	3.1%	All of O.C.	7,201	78	1.1%
La Palma	20	0	0.0%	O.C. \$0k-\$500k	1,209	24	2.0%
Ladera Ranch	102	2	2.0%	O.C. \$500k-\$750k	1,839	19	1.0%
Laguna Beach	281	0	0.0%	O.C. \$750k-\$1m	1,436	14	1.0%
Laguna Hills	107	3	2.8%	O.C. \$1m-\$1.25m	592	10	1.7%
Laguna Niguel	271	4	1.5%	O.C. \$1.25m-\$1.5m	453	1	0.2%
Laguna Woods	231	3	1.3%	O.C. \$1.5m-\$2m	515	5	1.0%
Lake Forest	119	1	0.8%	O.C. \$2m-\$4m	756	3	0.4%
Los Alamitos	18	0	0.0%	O.C. \$4m+	401	2	0.5%
Mission Viejo	280	6	2.1%	County High Shares - Account for 49%			
Newport Beach	359	0	0.0%	Villa Park	29	1	3.4%
Newport Coast	98	1	1.0%	Westminster	59	2	3.4%
North Tustin	92	0	0.0%	Anaheim	280	9	3.2%
Orange	258	3	1.2%	La Habra	96	3	3.1%
Placentia	91	1	1.1%	Santa Ana	271	8	3.0%
Portola Hills	16	0	0.0%	Foothill Ranch	34	1	2.9%
Rancho Mission Viejo	33	0	0.0%	Laguna Hills	107	3	2.8%
Rancho Santa Marg.	110	1	0.9%	Tustin	116	3	2.6%
Rossmoor	21	0	0.0%	Mission Viejo	280	6	2.1%
San Clemente	267	2	0.7%	Coto De Caza	95	2	2.1%
San Juan	137	2	1.5%	County Low Shares - No Distressed			
Santa Ana	271	8	3.0%	Aliso Viejo	Portola Hills		
Seal Beach	159	0	0.0%	Corona del Mar	Rancho Mission Viejo		
Stanton	32	0	0.0%	Dove Canyon	Rossmoor		
Talega	48	0	0.0%	Fountain Valley	Seal Beach		
Tustin	116	3	2.6%	Garden Grove	Stanton		
Villa Park	29	1	3.4%	La Palma	Talega		
Westminster	59	2	3.4%	Laguna Beach	Yorba Linda		
Yorba Linda	246	1	0.4%	Los Alamitos			
All of O.C.	7,201	78	1.1%	Newport Beach			
				North Tustin			
Orange County Distressed Breakdown							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	30	7	129				
Total Short Sale	48	14	103				

*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.



	Sales to								
	Units Sold Sep 2018	Average Sales Price	Average List Price	List Price Ratio	Low Price	High Price	Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Sep 2017
Aliso Viejo	53	\$761,889	\$773,101	98.5%	\$330k	\$1.9m	1,531	\$498	53
Anaheim	115	\$571,420	\$576,422	99.1%	\$242k	\$950k	1,569	\$364	132
Anaheim Hills	44	\$735,727	\$751,473	97.9%	\$365k	\$1.7m	2,061	\$357	62
Brea	21	\$693,999	\$706,584	98.2%	\$438k	\$1.0m	1,822	\$381	40
Buena Park	34	\$590,776	\$600,187	98.4%	\$410k	\$1.1m	1,535	\$385	51
Corona Del Mar	14	\$2,322,411	\$2,488,571	93.3%	\$1.1m	\$6.0m	2,187	\$1,062	26
Costa Mesa	86	\$934,733	\$951,784	98.2%	\$415k	\$2.3m	1,847	\$506	72
Coto De Caza	19	\$1,902,843	\$2,180,168	87.3%	\$815k	\$6.8m	4,375	\$435	25
Cypress	20	\$771,515	\$775,659	99.5%	\$465k	\$1.3m	2,008	\$384	40
Dana Point	43	\$1,923,947	\$2,081,079	92.4%	\$329k	\$23.5m	2,303	\$835	54
Dove Canyon	3	\$921,000	\$962,900	95.6%	\$810k	\$1.0m	2,921	\$315	1
Foothill Ranch	10	\$758,400	\$771,449	98.3%	\$403k	\$1.2m	1,934	\$392	12
Fountain Valley	39	\$796,572	\$804,085	99.1%	\$383k	\$2.0m	1,877	\$424	46
Fullerton	92	\$734,550	\$748,084	98.2%	\$142k	\$2.0m	1,903	\$386	109
Garden Grove	60	\$588,515	\$589,625	99.8%	\$310k	\$920k	1,426	\$413	84
Huntington Beach	158	\$962,278	\$980,095	98.2%	\$200k	\$7.5m	1,823	\$528	186
Irvine	181	1,020,642	\$1,049,312	97.3%	\$312k	\$8.5m	2,000	\$510	262
La Habra	42	\$595,898	\$600,775	99.2%	\$327k	\$1.3m	1,650	\$361	53
La Palma	10	\$769,795	\$775,459	99.3%	\$625k	\$910k	2,161	\$356	10
Ladera Ranch	43	\$865,379	\$881,621	98.2%	\$469k	\$2.5m	2,384	\$363	51
Laguna Beach	30	\$3,360,933	\$3,713,263	90.5%	\$585k	\$32.7m	2,260	\$1,487	29
Laguna Hills	31	\$758,538	\$775,485	97.8%	\$334k	\$3.0m	1,979	\$383	43
Laguna Niguel	71	\$1,090,421	\$1,122,524	97.1%	\$315k	\$3.3m	2,374	\$459	90
Laguna Woods	43	\$394,630	\$406,966	97.0%	\$70k	\$1.0m	1,182	\$334	79
Lake Forest	41	\$620,137	\$625,792	99.1%	\$330k	\$2.1m	1,617	\$384	70
Los Alamitos	11	\$833,164	\$844,973	98.6%	\$541k	\$1.2m	1,786	\$466	4
Mission Viejo	85	\$728,484	\$737,453	98.8%	\$340k	\$2.5m	1,784	\$408	115
Newport Beach	61	\$2,225,134	\$2,326,334	95.6%	\$315k	\$5.7m	2,671	\$833	78
Newport Coast	9	\$4,072,222	\$4,472,553	91.0%	\$755k	\$8.6m	3,524	\$1,156	19
North Tustin	20	\$1,165,570	\$1,200,187	97.1%	\$710k	\$2.2m	2,815	\$414	29
Orange	84	\$667,877	\$676,876	98.7%	\$310k	\$1.8m	1,734	\$385	101
Placentia	28	\$673,946	\$679,396	99.2%	\$285k	\$1.1m	1,918	\$351	38
Portola Hills	8	\$607,792	\$612,560	99.2%	\$395k	\$1.1m	1,571	\$387	10
Rancho Mission Viejo	7	\$821,714	\$827,986	99.2%	\$517k	\$1.3m	1,992	\$413	8
Rancho Santa Marg.	50	\$624,313	\$627,844	99.4%	\$320k	\$1.0m	1,673	\$373	60
Rosmoor	8	\$1,270,938	\$1,290,124	98.5%	\$928k	\$1.8m	2,502	\$508	17
San Clemente	63	\$1,066,957	\$1,093,570	97.6%	\$295k	\$3.0m	2,436	\$438	101
San Juan	35	\$966,737	\$982,348	98.4%	\$428k	\$2.0m	2,240	\$432	37
Santa Ana	95	\$510,359	\$514,294	99.2%	\$173k	\$1.3m	1,420	\$359	111
Seal Beach	30	\$516,830	\$519,987	99.4%	\$147k	\$220k	1,155	\$447	52
Stanton	12	\$433,500	\$434,558	99.8%	\$290k	\$630k	1,215	\$357	19
Talega	18	\$1,155,500	\$1,179,850	97.9%	\$500k	\$2.6m	3,262	\$354	19
Tustin	59	\$773,968	\$787,063	98.3%	\$290k	\$3.9m	1,835	\$422	66
Villa Park	3	\$1,182,708	\$1,216,000	97.3%	\$919k	\$1.5m	2,997	\$395	9
Westminster	34	\$687,456	\$697,691	98.5%	\$350k	\$935k	1,713	\$401	39
Yorba Linda	62	\$1,028,513	\$1,070,381	96.1%	\$350k	\$3.4m	2,660	\$387	93
All of O.C.	2,090	\$926,175	\$956,031	96.9%	\$70k	\$32.7m	1,942	\$477	2,746
O.C. \$0-\$500k	407	\$386,925	\$390,715	99.0%	\$70k	\$500k	1,026	\$377	646
O.C. \$500k-\$750k	731	\$630,679	\$636,865	99.0%	\$501k	\$750k	1,542	\$409	996
O.C. \$750k-\$1m	459	\$855,445	\$867,997	98.6%	\$750k	\$1.0m	2,136	\$400	551
O.C. \$1m-\$1.25m	192	\$1,120,375	\$1,149,661	97.5%	\$1.0m	\$1.25m	2,598	\$431	186
O.C. \$1.25m-\$1.5m	99	\$1,364,242	\$1,400,197	97.4%	\$1.25m	\$1.5m	2,890	\$472	138
O.C. \$1.5m-\$2m	88	\$1,719,176	\$1,774,072	96.9%	\$1.5m	\$2.0m	3,442	\$499	99
O.C. \$2m-4m	86	\$2,615,414	\$2,746,334	95.2%	\$2.0m	\$3.9m	3,515	\$744	105
O.C. \$4m+	28	\$7,096,964	\$8,008,886	88.6%	\$4.2m	\$32.7m	5,043	\$1,407	25

*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 10/4/2018	Total 10/4/2018	% of Active Inventory 10/4/2018	Attached	Current Actives 10/4/2018	Number of Foreclosures & Short Sale Actives 10/4/2018	% of Active Inventory 10/4/2018
Aliso Viejo	145	0	0.0%	All of O.C.	2,556	26	1.0%
Anaheim	280	9	3.2%	O.C. \$0-\$250k	134	5	3.7%
Anaheim Hills	141	1	0.7%	O.C. \$250k-\$500k	983	11	1.1%
Brea	88	1	1.1%	O.C. \$500k-\$750k	819	7	0.9%
Buena Park	103	1	1.0%	O.C. \$750k-\$1m	301	2	0.7%
Corona Del Mar	129	0	0.0%	O.C. \$1m+	319	1	0.3%
Costa Mesa	182	2	1.1%	Detached			
Coto De Caza	95	2	2.1%	All of O.C.	4,624	52	1.1%
Cypress	64	1	1.6%	O.C. \$0k-\$500k	83	8	9.6%
Dana Point	202	2	1.0%	O.C. \$500k-\$750k	1,014	12	1.2%
Dove Canyon	20	0	0.0%	O.C. \$750k-\$1m	1,134	12	1.1%
Foothill Ranch	34	1	2.9%	O.C. \$1m-\$1.5m	506	10	2.0%
Fountain Valley	70	0	0.0%	O.C. \$1.25m-\$1.5m	388	1	0.3%
Fullerton	206	3	1.5%	O.C. \$1.5m-\$2m	437	5	1.1%
Garden Grove	155	0	0.0%	O.C. \$2m-\$4m	672	2	0.3%
Huntington Beach	406	3	0.7%	O.C. \$4m+	390	2	0.5%
Irvine	751	4	0.5%	All Homes			
La Habra	96	3	3.1%	All of O.C.	7,201	78	1.1%
La Palma	20	0	0.0%	O.C. \$0k-\$500k	1,209	24	2.0%
Ladera Ranch	102	2	2.0%	O.C. \$500k-\$750k	1,839	19	1.0%
Laguna Beach	281	0	0.0%	O.C. \$750k-\$1m	1,436	14	1.0%
Laguna Hills	107	3	2.8%	O.C. \$1m-\$1.25m	592	10	1.7%
Laguna Niguel	271	4	1.5%	O.C. \$1.25m-\$1.5m	453	1	0.2%
Laguna Woods	231	3	1.3%	O.C. \$1.5m-\$2m	515	5	1.0%
Lake Forest	119	1	0.8%	O.C. \$2m-\$4m	756	3	0.4%
Los Alamitos	18	0	0.0%	O.C. \$4m+	401	2	0.5%
Mission Viejo	280	6	2.1%	County High Shares - Account for 49%			
Newport Beach	359	0	0.0%	Villa Park	29	1	3.4%
Newport Coast	98	1	1.0%	Westminster	59	2	3.4%
North Tustin	92	0	0.0%	Anaheim	280	9	3.2%
Orange	258	3	1.2%	La Habra	96	3	3.1%
Placentia	91	1	1.1%	Santa Ana	271	8	3.0%
Portola Hills	16	0	0.0%	Foothill Ranch	34	1	2.9%
Rancho Mission Viejo	33	0	0.0%	Laguna Hills	107	3	2.8%
Rancho Santa Marg.	110	1	0.9%	Tustin	116	3	2.6%
Rossmoor	21	0	0.0%	Mission Viejo	280	6	2.1%
San Clemente	267	2	0.7%	Coto De Caza	95	2	2.1%
San Juan	137	2	1.5%	County Low Shares - No Distressed			
Santa Ana	271	8	3.0%	Aliso Viejo	Portola Hills		
Seal Beach	159	0	0.0%	Corona del Mar	Rancho Mission Viejo		
Stanton	32	0	0.0%	Dove Canyon	Rossmoor		
Talega	48	0	0.0%	Fountain Valley	Seal Beach		
Tustin	116	3	2.6%	Garden Grove	Stanton		
Villa Park	29	1	3.4%	La Palma	Talega		
Westminster	59	2	3.4%	Laguna Beach	Yorba Linda		
Yorba Linda	246	1	0.4%	Los Alamitos			
All of O.C.	7,201	78	1.1%	Newport Beach			
				North Tustin			
Orange County Distressed Breakdown							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	30	7	129				
Total Short Sale	48	14	103				

*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 10/4/2018	Dem and (Last 30 Days Pending)	Market Time (In Days) 10/4/2018	2-Weeks Ago 9/20/2018	4-Weeks Ago 9/6/2018	1-Year Ago 10/5/2017	2-Years Ago 10/6/2016
Los Angeles County	14,811	4,636	96	89	85	65	70
Orange County	7,201	2,050	105	100	98	67	72
Riverside County	9,273	2,376	117	108	106	89	97
San Bernardino County	5,939	1,756	101	90	89	72	79
San Diego County	8,282	2,652	94	87	85	55	56
Ventura County	1,888	791	72	77	77	54	*
SOCAL TOTALS	47,394	14,261	100	93	90	68	73

Distressed Properties - Foreclosures and Short Sales

	Current Actives 10/4/2018	Dem and (Last 30 Days Pending)	Market Time (In Days) 10/4/2018	2-Weeks Ago 9/20/2018	4-Weeks Ago 9/6/2018	1-Year Ago 10/5/2017	2-Years Ago 10/6/2016
Los Angeles County	177	94	56	58	56	38	46
Orange County	78	21	111	64	54	50	53
Riverside County	207	112	55	65	76	62	63
San Bernardino County	116	56	62	71	57	52	59
San Diego County	52	22	71	89	65	46	27
Ventura County	33	16	62	60	65	32	*
SOCAL TOTALS	663	321	62	65	62	47	50