



Orange County Housing Report: Like a Model Home

November 4, 2018

Buyers' expectations of the ideal home have evolved, so sellers need to price accordingly.



Carefully Pricing: Sellers must price according to location, condition, upgrades/updates, décor, & overall appeal.

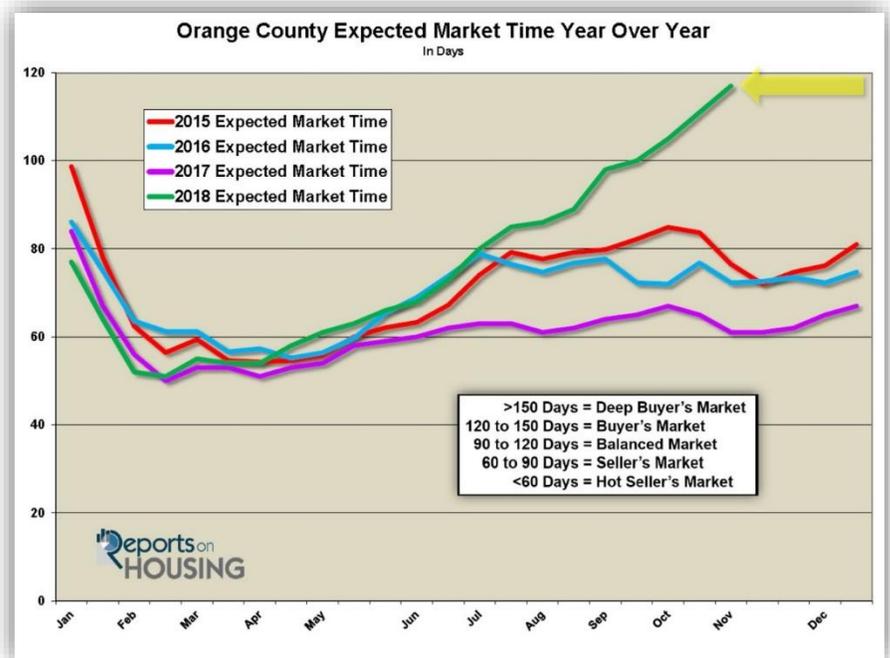
Prior to this year, there was not a lot of thought that went into pricing a home. Since 2012, sellers stretched their asking prices and home values soared. It seemed that every time a home sold, it was a new record for the neighborhood. New sellers would come on the market, take a look at the comparable sales, add a little bit more, and then they sifted through multiple offers. They often settled for purchase prices above their asking prices. Sellers were in control as buyers tripped over each other to secure their piece of the "American Dream."

With higher prices and a dramatic rise in interest rates this year, housing has slowed considerably. Interest rates have risen from 3.9% in November 2017 to nearly 5% today. Combine that with annual appreciation around 5% and monthly mortgage payments have increased by 19%. As a result, demand is down 23% compared to last year and the active listing inventory is 48% higher. Due to the sharp increase in supply and a striking drop in demand, the Expected Market Time for Orange County has increased to levels not seen since 2011.

The Expected Market Time has grown from 54 days in April to 117 days today, a Balanced Market (between 90 to 120 days). It is knocking on the door of a Buyer's Market (over 120-days) for the first time since January 2011. The 117-day height was last reached in July 2011, over seven years ago. Last year at this time, it was at 61 days, a Seller's Market (less than 90-days).

Sellers no longer get away with stretching the asking price. In fact, they must be extremely careful in pricing or they will not find success. It is not as easy as pricing it right at the most recent comparable sale either. Rarely are two homes completely identical. There is a lot more that goes into the value of a home: location, condition, upgrades, updates, décor, and overall appeal.

Buyers today are much different than buyers of past markets. Buyers used to overlook some deferred maintenance and lack of upgrades and updates. They focused on the "bones" of a home, the floorplan, and location. They were not afraid of a home that required a little bit of "elbow grease." Today, buyers want a home that is turnkey, ready to go. They want it to look like a model home. What happened? Quite simply, it was Chip and Joanna Gaines.



HGTV's hit show, *Fixer Upper*, about home design and renovation, starred Chip and Joanna Gaines and aired for five years, from 2013 to its final season this year. This show, along with the overabundance of real estate related reality shows, changed buyers' expectations and approach to real estate. Buyers now know the approximate cost, time, and

hassle in improvements, updates, and remodels that go into a home. These real estate shows carefully displayed the purchase price, the cost to upgrade, and the time it took to complete the project. The result was always a spectacular home that left the viewer wanting to move in. This is where the expectations and desire for the perfect home originated.

Today's buyer wants a home to look like a model. When it falls short, buyers subtract from value. If a home needs carpet, the walls are scuffed and dirty, the kitchen is outdated, the yard needs work, the patio is cracked, the light fixtures are old, the bathrooms are dated, and there is plenty of deferred maintenance, buyers will subtract heavily from value. Many buyers will just skip these homes altogether and wait for a home to come along that is already done and ready for immediate occupancy.

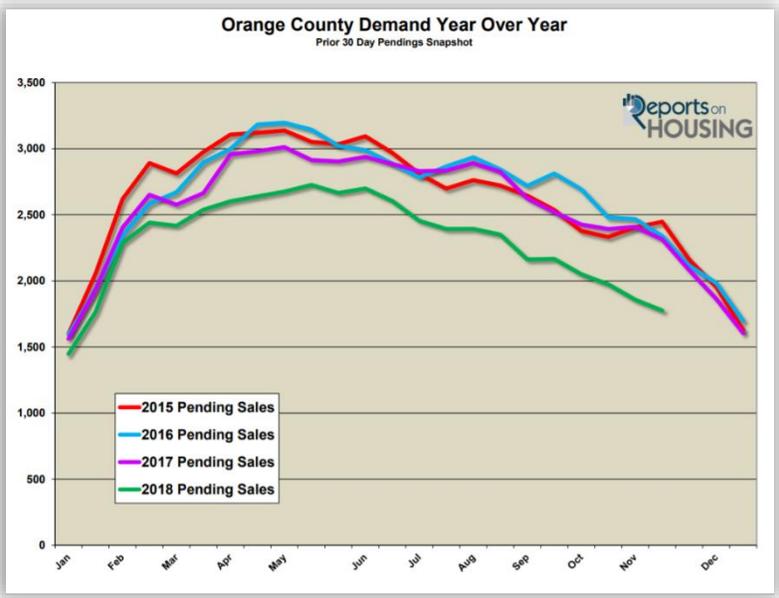
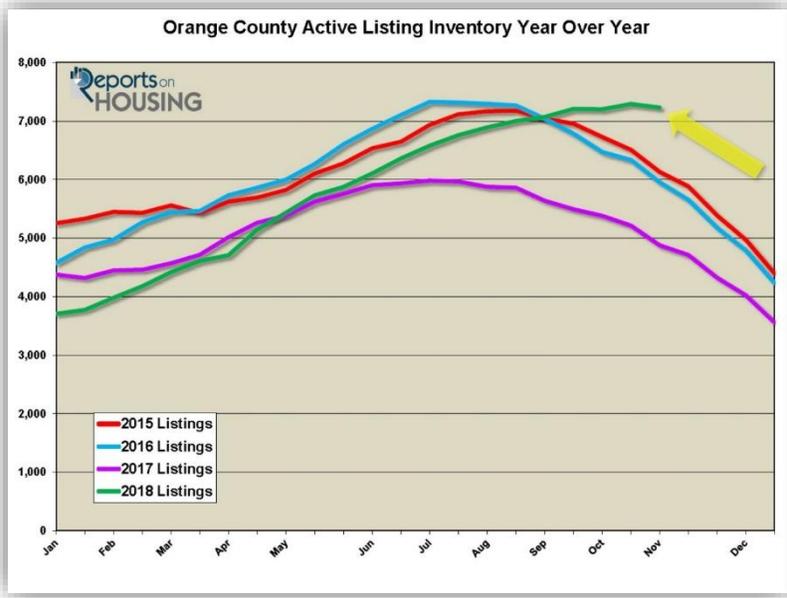
To find success, sellers must price their homes carefully considering the comparable sales and factoring in a home's condition and overall appeal. The closer a home looks to a model, the faster it will sell. Pricing a home at the last comparable sale, yet it needs a lot of work, will simply not sell in today's market. As a result, sellers have a choice. They can either invest in their home and update it prior to placing it on the market; or, they can adjust the price to reflect the work that needs to be done. Buyers will also subtract for the hassle to do it themselves. With the market knocking on the door of a buyer's market, price is everything.

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

The active listing inventory continues to bounce around the 7,200 mark. Originally, it looked as if the inventory had reached a peak at the end of September when it reached 7,207, and then two weeks later dropped to 7,201. It was the first time in 2018 that the inventory went down. Then, on October 18, it climbed to 7,292, adding 91 homes. Today, two weeks later, it dropped to 7,231, shedding 61 homes, or 1%. So, it appears as if the peak has been reached and the inventory will fall for the remainder of the year.

Typically, the active listing inventory peaks in July or August, but this year there was a two-month delay. The inventory is normally dropping like a rock during this time of the year. The active listing inventory drops for the remainder of the year after peaking, but a peak this late in the year will not allow enough time to drop much. The net result will be a lot more homes on the market to start 2019 compared to recent years.

Last year at this time, there were 4,878 homes on the market, 2,373 fewer. That means that there are **48% more homes available today**. The year over year difference continues to grow every week. The trend of more homes on the market year over year is here to stay.





Demand: Demand dropped 6% 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 6% drop, unusually high for this time of the year. Typically, demand remains flat until Thanksgiving and then dramatically plunges for the remainder of the year, the Holiday Market. Demand now totals 1,857, the lowest demand reading for the start to November since 2007. The current market slowdown is because of muted demand.

Last year at this time, demand was at 2,409 pending sales, **30% more than today**, or 552 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 111 to 117 days in the past two-weeks, a Balanced Market (between 90 and 120 days). Last year, the expected market time was at 61 days, substantially different than today.

Luxury End: The luxury housing market improved slightly.

In the past two-weeks, demand for homes above \$1.25 million increased by 2 pending sales, a 0.8% increase, and now totals 260. It remains at levels last seen at the end of January. The luxury home inventory decreased by 16 homes and now totals 2,147, a 1% drop. The overall expected market time for homes priced above \$1.25 million decreased from 252 to 248 days over the past two-weeks.

Year over year, luxury demand is down by 65 pending sales, or 20%, and the active luxury listing inventory is up by an additional 435 homes, or 25%. The expected market time last year was at 158 days, significantly better than today.

For homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 152 to 175 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 207 to 212 days. For homes priced between \$2 million and \$4 million, the expected market time decreased from 368 to 305 days. For homes priced above \$4 million, the expected market time decreased from 463 to 403 days. At 403 days, a seller would be looking at placing their home into escrow around the middle of **December 2019**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	90 Days	43%	56%	40 Days
O.C. \$750k-\$1m	102 Days	19%	22%	51 Days
O.C. \$1m-\$1.25m	119 Days	8%	8%	85 Days
O.C. \$1.25m-\$1.5m	175 Days	7%	4%	100 Days
O.C. \$1.5m-\$2m	212 Days	7%	4%	154 Days
O.C. \$2m-\$4m	305 Days	11%	4%	164 Days
O.C. \$4m+	403 Days	5%	2%	424 Days



Orange County Housing Market Summary:

- The active listing inventory decreased by 61 homes in the past two weeks and now totals 7,231. The inventory most likely reached a peak for 2018 two-weeks ago. Normally it peaks between July and August. Last year, there were 4878 homes on the market, 2,353 fewer than today.
- So far this year, 13% 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 1,857. Demand peaked in mid-May at 2,726 pending sales. Last year, there were 2,409 pending sales, 30% 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 a Balanced Market (between 90 and 120 days) with an expected market time of 90 days. This range represents 43% of the active inventory and 56% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 102 days, a Balanced Market. This range represents 19% of the active inventory and 22% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 119 days, also a Balanced Market.
- For luxury homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 152 to 175 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 207 to 212 days. For luxury homes priced between \$2 million and \$4 million, the expected market time decreased from 368 to 305 days. For luxury homes priced above \$4 million, the expected market time decreased from 463 to 403 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 111 to 117 days, a Balanced Market (between 90 to 120 days). It was at 61 days last year.
- Distressed homes, both short sales and foreclosures combined, made up only 0.9% of all listings and 1.8% of demand. There are only 20 foreclosures and 46 short sales available to purchase today in all of Orange County, 66 total distressed homes on the active market, down by four from two-weeks ago. Last year there were 58 total distressed homes on the market, nearly identical to 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	Demand (Last 30 Days Pendings)	Market Time (In Days)	2-Weeks Ago	4-Weeks Ago	1-Year Ago	2-Years Ago	Average Active List Price
	11/1/2018		11/1/2018	10/18/2018	10/4/2018	11/2/2017	11/3/2016	11/1/2018
Aliso Viejo	133	46	87	118	155	34	40	\$658k
Anaheim	296	95	93	73	69	41	55	\$590k
Anaheim Hills	126	45	84	96	98	70	62	\$1.0m
Brea	96	24	120	100	115	78	57	\$926k
Buena Park	109	36	91	84	91	67	43	\$660k
Corona Del Mar	118	19	186	202	228	175	180	\$4.7m
Costa Mesa	195	63	93	79	71	54	78	\$971k
Coto De Caza	90	10	270	195	190	133	152	\$2.1m
Cypress	68	21	97	78	69	47	48	\$715k
Dana Point	190	42	136	139	152	113	139	\$2.8m
Dove Canyon	17	4	128	135	100	57	120	\$1.2m
Foothill Ranch	27	11	74	84	113	19	21	\$661k
Fountain Valley	62	32	58	51	54	42	37	\$774k
Fullerton	214	73	88	103	85	52	53	\$884k
Garden Grove	156	64	73	69	70	31	55	\$610k
Huntington Beach	406	105	116	96	91	49	57	\$1.3m
Irvine	738	165	134	127	119	62	73	\$1.4m
La Habra	99	43	69	85	63	46	55	\$650k
La Palma	21	6	105	75	50	48	50	\$716k
Ladera Ranch	104	26	120	117	96	67	68	\$1.3m
Laguna Beach	279	27	310	373	351	216	234	\$5.2m
Laguna Hills	101	22	138	109	94	64	60	\$1.4m
Laguna Niguel	275	70	118	127	133	66	95	\$1.1m
Laguna Woods	238	48	149	134	112	51	64	\$374k
Lake Forest	119	35	102	79	78	36	48	\$673k
Los Alamitos	13	7	56	190	108	30	18	\$996k
Mission Viejo	264	83	95	98	94	34	65	\$728k
Newport Beach	381	47	243	256	207	126	138	\$3.5m
Newport Coast	103	13	238	208	196	138	151	\$6.6m
North Tustin	84	18	140	182	173	65	70	\$1.9m
Orange	252	76	99	77	93	59	66	\$866k
Placentia	83	35	71	104	88	44	68	\$692k
Portola Hills	18	6	90	73	69	22	34	\$622k
Rancho Mission Viejo	33	3	330	180	110	74	90	\$839k
Rancho Santa Marg.	115	28	123	90	87	26	39	\$587k
Rossmoor	27	6	135	188	126	70	*	\$1.4m
San Clemente	255	59	130	131	121	86	112	\$2.0m
San Juan	136	37	110	95	98	87	128	\$1.8m
Santa Ana	293	93	95	84	79	58	65	\$589k
Seal Beach	169	36	141	130	129	42	79	\$454k
Stanton	36	14	77	69	107	32	30	\$555k
Talega	45	11	123	115	120	52	100	\$1.1m
Tustin	120	42	86	124	83	37	64	\$962k
Villa Park	24	5	144	83	124	135	330	\$1.7m
Westminster	73	15	146	107	71	28	49	\$713k
Yorba Linda	262	60	131	106	103	79	84	\$1.3m
All of O.C.	7,231	1,857	117	111	105	61	72	\$1.5m



Attached Homes

	Current Actives 11/1/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 11/1/2018	2-Weeks Ago 10/18/2018	4-Weeks Ago 10/4/2018	1-Year Ago 11/2/2017	2-Years Ago 11/3/2016	Average Active List Price 11/1/2018
All of O.C.	2,566	668	115	104	98	48	60	\$685k
O.C. \$0-\$250k	148	42	106	99	87	27	48	\$200k
O.C. \$250k-\$500k	1,033	310	100	88	80	39	48	\$398k
O.C. \$500k-\$750k	790	216	110	100	89	46	58	\$615k
O.C. \$750k-\$1m	295	64	138	131	137	89	147	\$856k
O.C. \$1m+	300	36	250	243	319	165	187	\$1.9m

Current Actives Vacant **38.1%**

Detached Homes

	Current Actives 11/1/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 11/1/2018	2-Weeks Ago 10/18/2018	4-Weeks Ago 10/4/2018	1-Year Ago 11/2/2017	2-Years Ago 11/3/2016	Average Active List Price 11/1/2018
All of O.C.	4,638	1,188	117	114	109	68	80	\$2.0m
O.C. \$0-\$500k	74	38	58	56	78	30	43	\$433k
O.C. \$500k-\$750k	1,048	434	72	68	66	40	46	\$653k
O.C. \$750k-\$1m	1,101	350	94	93	91	46	66	\$868k
O.C. \$1m-\$1.25m	485	128	114	119	107	77	117	\$1.1m
O.C. \$1.25m-\$1.5m	417	77	162	149	137	101	117	\$1.4m
O.C. \$1.5m-\$2m	444	65	205	193	154	144	157	\$1.8m
O.C. \$2m-\$4m	683	67	306	362	354	159	239	\$2.8m
O.C. \$4m+	378	29	391	467	355	430	515	\$9.4m

Current Actives Vacant **25.7%**

All Homes

	Current Actives 11/1/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 11/1/2018	2-Weeks Ago 10/18/2018	4-Weeks Ago 10/4/2018	1-Year Ago 11/2/2017	2-Years Ago 11/3/2016	Average Active List Price 11/1/2018
All of O.C.	7,231	1,857	117	111	105	61	72	\$1.5m
O.C. \$0-\$500k	1,271	391	98	87	81	36	48	\$377k
O.C. \$500k-\$750k	1,847	650	85	79	75	42	50	\$637k
O.C. \$750k-\$1m	1,402	414	102	99	98	51	73	\$866k
O.C. \$1m-\$1.25m	564	142	119	124	116	85	123	\$1.1m
O.C. \$1.25m-\$1.5m	483	83	175	152	143	100	123	\$1.4m
O.C. \$1.5m-\$2m	522	74	212	207	170	154	169	\$1.8m
O.C. \$2m-\$4m	752	74	305	368	384	164	228	\$2.8m
O.C. \$4m+	390	29	403	463	354	424	498	\$9.3m

Current Actives Vacant **30.1%**

*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 Sep 2018	Average Sales Price	Average List Price	Sales to			Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Sep 2017
				List Price Ratio	Low Price	High Price			
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	\$1,129,850	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 11/1/2018	Total 11/1/2018	% of Active Inventory 11/1/2018	Attached	Current Actives 11/1/2018	Number of Foreclosures & Short Sale Actives 11/1/2018	% of Active Inventory 11/1/2018
Aliso Viejo	133	0	0.0%	All of O.C.	2,566	20	0.8%
Anaheim	296	3	1.0%	O.C. \$0-\$250k	148	4	2.7%
Anaheim Hills	126	0	0.0%	O.C. \$250k-\$500k	1,033	7	0.7%
Brea	96	1	1.0%	O.C. \$500k-\$750k	790	6	0.8%
Buena Park	109	3	2.8%	O.C. \$750k-\$1m	295	2	0.7%
Corona Del Mar	118	0	0.0%	O.C. \$1m+	300	1	0.3%
Costa Mesa	195	1	0.5%	Detached			
Coto De Caza	90	1	1.1%	All of O.C.	4,638	46	1.0%
Cypress	68	1	1.5%	O.C. \$0k-\$500k	74	4	5.4%
Dana Point	190	0	0.0%	O.C. \$500k-\$750k	1,048	12	1.1%
Dove Canyon	17	0	0.0%	O.C. \$750k-\$1m	1,101	14	1.3%
Foothill Ranch	27	0	0.0%	O.C. \$1m-\$1.5m	485	4	0.8%
Fountain Valley	62	0	0.0%	O.C. \$1.25m-\$1.5m	417	3	0.7%
Fullerton	214	4	1.9%	O.C. \$1.5m-\$2m	444	4	0.9%
Garden Grove	156	0	0.0%	O.C. \$2m-\$4m	683	3	0.4%
Huntington Beach	406	4	1.0%	O.C. \$4m+	378	2	0.5%
Irvine	738	4	0.5%	All Homes			
La Habra	99	2	2.0%	All of O.C.	7,231	66	0.9%
La Palma	21	3	14.3%	O.C. \$0k-\$500k	1,271	15	1.2%
Ladera Ranch	104	1	1.0%	O.C. \$500k-\$750k	1,847	18	1.0%
Laguna Beach	279	0	0.0%	O.C. \$750k-\$1m	1,402	16	1.1%
Laguna Hills	101	3	3.0%	O.C. \$1m-\$1.25m	564	4	0.7%
Laguna Niguel	275	3	1.1%	O.C. \$1.25m-\$1.5m	483	3	0.6%
Laguna Woods	238	3	1.3%	O.C. \$1.5m-\$2m	522	4	0.8%
Lake Forest	119	0	0.0%	O.C. \$2m-\$4m	752	4	0.5%
Los Alamitos	13	0	0.0%	O.C. \$4m+	390	2	0.5%
Mission Viejo	264	5	1.9%	County High Shares - Account for 53%			
Newport Beach	381	0	0.0%	La Palma	21	3	14.3%
Newport Coast	103	1	1.0%	Laguna Hills	101	3	3.0%
North Tustin	84	0	0.0%	Buena Park	109	3	2.8%
Orange	252	2	0.8%	Santa Ana	293	8	2.7%
Placentia	83	2	2.4%	Placentia	83	2	2.4%
Portola Hills	18	0	0.0%	San Juan	136	3	2.2%
Rancho Mission Viejo	33	0	0.0%	La Habra	99	2	2.0%
Rancho Santa Marg.	115	2	1.7%	Mission Viejo	264	5	1.9%
Rossmoor	27	0	0.0%	Fullerton	214	4	1.9%
San Clemente	255	1	0.4%	Rancho Santa Mar	115	2	1.7%
San Juan	136	3	2.2%	County Low Shares - No Distressed			
Santa Ana	293	8	2.7%	Aliso Viejo	Los Alamitos	Westminster	
Seal Beach	169	0	0.0%	Anaheim Hills	Newport Beach		
Stanton	36	0	0.0%	Corona del Mar	North Tustin		
Talega	45	0	0.0%	Dana Point	Portola Hills		
Tustin	120	2	1.7%	Dove Canyon	Rancho Mission Viejo		
Villa Park	24	0	0.0%	Foothill Ranch	Rossmoor		
Westminster	73	0	0.0%	Fountain Valley	Seal Beach		
Yorba Linda	262	3	1.1%	Garden Grove	Stanton		
All of O.C.	7,231	66	0.9%	Laguna Beach	Talega		
				Lake Forest	Villa Park		

Orange County Distressed Breakdown

	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)
Total Foreclosures	20	13	46
Total Short Sale	46	21	66

*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 11/1/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 11/1/2018	2-Weeks Ago 10/18/2018	4-Weeks Ago 10/4/2018	1-Year Ago 11/2/2017	2-Years Ago 11/3/2016
Los Angeles County	15,228	4,509	101	100	96	61	70
Orange County	7,231	1,857	117	111	105	61	72
Riverside County	9,660	2,224	130	124	117	92	108
San Bernardino County	6,020	1,669	108	104	101	71	88
San Diego County	8,322	2,510	99	97	94	59	58
Ventura County	1,899	641	89	81	72	55	*
SOCAL TOTALS	48,360	13,410	108	104	100	66	77

Distressed Properties - Foreclosures and Short Sales

	Current Actives 11/1/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 11/1/2018	2-Weeks Ago 10/18/2018	4-Weeks Ago 10/4/2018	1-Year Ago 11/2/2017	2-Years Ago 11/3/2016
Los Angeles County	193	95	61	61	56	37	45
Orange County	66	34	58	72	111	31	45
Riverside County	209	98	64	57	55	47	62
San Bernardino County	146	47	93	91	62	43	57
San Diego County	51	19	81	63	71	49	28
Ventura County	31	15	62	55	62	30	*
SOCAL TOTALS	696	308	68	65	62	41	48