



## Orange County Housing Report: It's the Buyer's Turn

November 18, 2018

The housing market slowed to levels not seen in nearly eight years, lining up in favor of buyers.



**Buyer's Market:** With an Expected Market Time of 122 days, the market transitioned into Buyer's Market territory for the first time since January 2011.

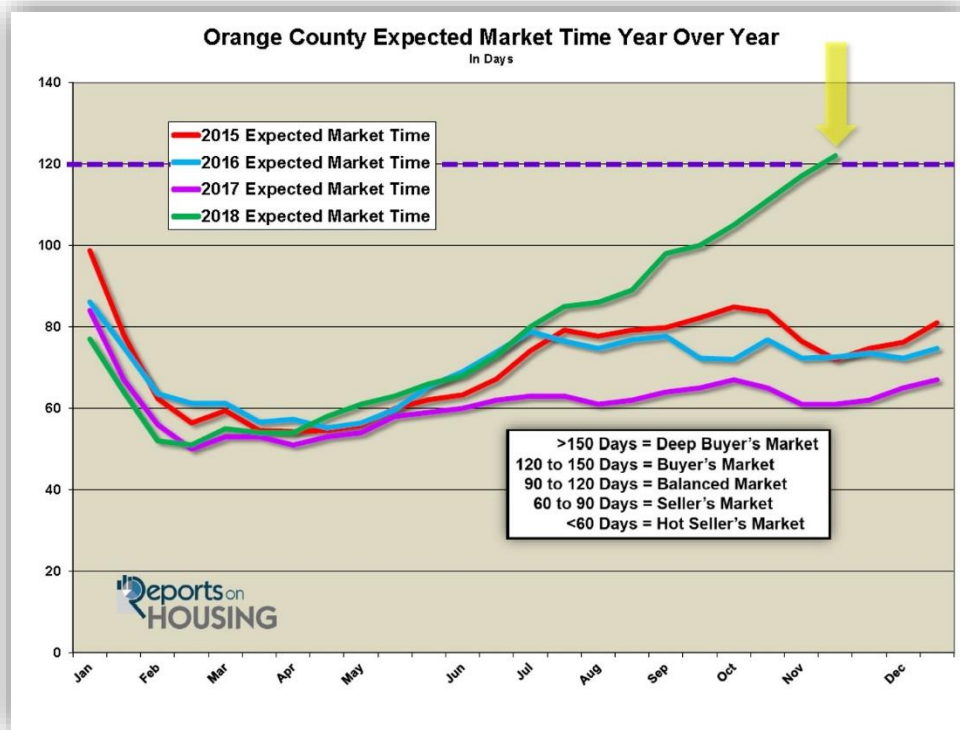
Thanksgiving is just about here. Time to load our plates with turkey, ham, cranberry sauce, stuffing, mashed potatoes, sweet potatoes, string beans, Brussels sprouts, and dinner rolls. As Americans, we eat more on Thanksgiving than any other day of the year. It is all about a smorgasbord of choices.

That's exactly how it is shaping up for buyers in today's housing market, a smorgasbord of choices. Many believe the market is slowing because of the holidays or because of the mid-term elections. Yes, festive cups are back at Starbucks, but the Holiday Market does not really begin until this week when all of the distractions really set in. Presidential elections often, statistically slow the momentum of housing for a moment, but not during mid-term elections. The slowdown is not because of the holidays and it is not because of the mid-term elections. There has been a noticeable shift in the housing market since March of this year and it has not stopped evolving ever since.

Typically, during the Autumn Market, both supply and demand drop. The peak in the housing inventory predictably occurs between July and August, and then drops once the kids go back to school. This year, the peak occurred in mid-October at 7,292 homes, and today, stands at 7,218, a drop of only 1%. Since 2012, the inventory, on average, has dropped from the end of August to mid-November by 17%. From the end of August to mid-November this year, the inventory has **increased** by 3%. Similarly, demand, on average, has dropped by 14% since 2012. This year, it has dropped an astonishing 24%.

With a much higher supply of homes, 53% more than last year, and muted demand, 24% less than last year, 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) has not stopped climbing since August. Typically, it remains flat through the end of the year. Today, the Expected Market Time eclipsed the 120 mark for the first time since January 2011, climbing to 122 days, **Buyer's Market** territory. Statistically, Orange County housing is a slight Buyer's Market, ending the six-and-a-half-year market run-up.





What does it mean to be in a slight Buyer's Market? First, home values are NOT dropping like a rock. As a matter of fact, homes that are highly upgraded, in great condition, show like a model home, and are priced right, will fly off the market within the first few weeks. Everybody else will sit and wait. There just are not enough buyers looking to purchase.

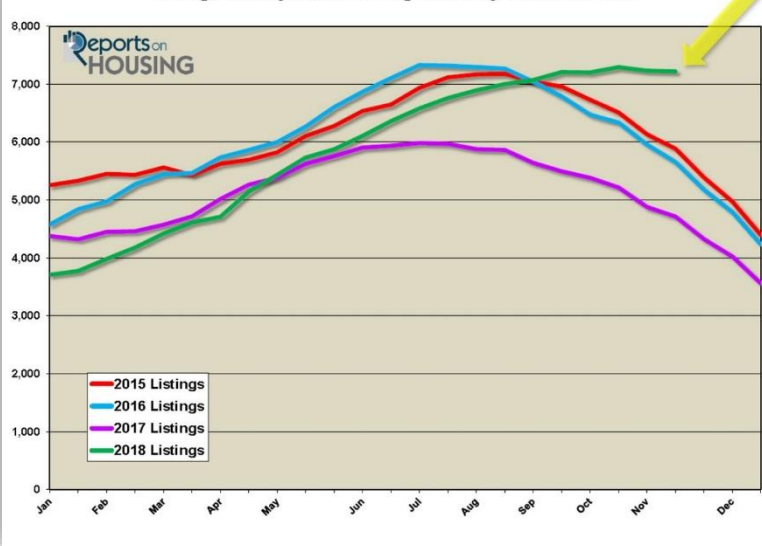
Now, more than ever, price is unmistakably **THE** most important ingredient in order to find success. Homes that back to busy streets, homes that need a lot of work, homes with deferred maintenance, homes lacking updates or upgrades, will sit for a very long time unless they are priced appropriately. Pricing according to recent comparable pending and closed sales is crucial, adjusting for location, view, condition, and upgrades. Sellers can no longer just price a home at the last comparable sale. The price must be adjusted according to a home's features. Sellers will not have to wait very long if their homes look like a model, but the further the needle moves away from looking like a model, the more a home needs to be adjusted downward in price.

One out of every four homes on the market today will not find success in this market. Many sellers simply do not have the stomach for doing what it takes to be successful today, and it all boils down to price. Homeowners who reminisce about the housing market in March, when it was still a hot Seller's Market, and stretch their asking prices above comparable sales, will not achieve their goals in selling. Instant, multiple offers with buyers tripping over themselves to purchase is quickly becoming a distant memory.

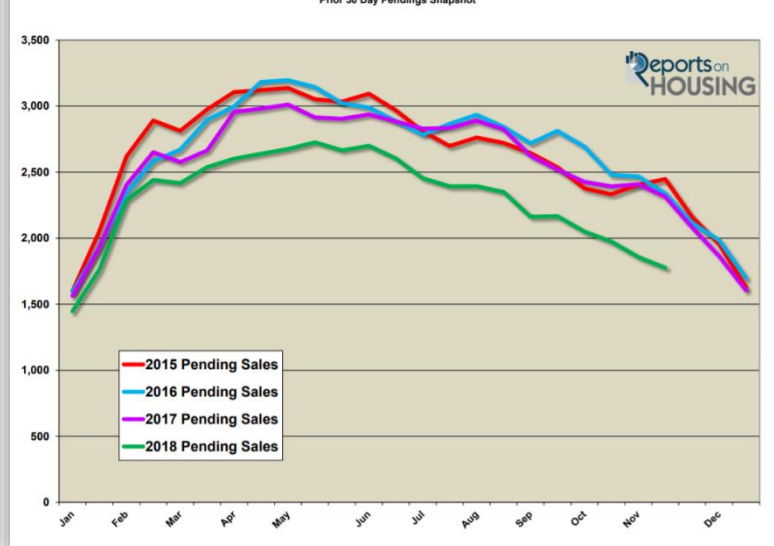
Today, sellers must price their homes with extreme care and then pack their patience. After being exposed to the market for 45 days, sellers should sit with their professional REALTOR® and analyze all current data and statistics, review buyer showing and real estate feedback, and consider adjusting the price considerably in order to entice a buyer to purchase.

**Attention buyers: it is finally your turn.** That does not mean you are able to write offers to purchase \$50,000 below the last comparable sale. Values are not falling like a rock. It is not 2007 or 2008. The **slight** Buyer's Market simply means that buyers have the upper hand at last. There are a lot more choices and buyers do not have to feel rushed. Arriving at a price, considering all comparable pending and closed sales, is crucial so that a buyer can find success and secure a home. Since interest rates are higher, many sellers are willing to pay points and buy down the interest rate, reducing the monthly payment. Yes, buyers, it is your turn, but you have to be realistic and approach the market with a sound strategy.

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year  
Prior 30 Day Pending Sales Snapshot



**Active Inventory:** The active listing inventory dropped by only 13 homes in the past two-weeks.

The active listing inventory has been bouncing around the 7,200 mark for two months. The 2018 peak has morphed into a plateau and has not really started dropping like it typically does from August to the end of the year. There's not a lot of



time for the inventory to drop with only six weeks left of the year. After the New Year, the inventory starts to rise. It looks as if 2019 is going to start with between 5,500 and 6,000 homes, a lot higher than this year's 3,397. Next year is going to be a lot different with a much higher inventory and a lot more choices for buyers.

Last year at this time, there were 4,714 homes on the market, 2,504 fewer. That means that there are **53% more homes available today**. The year over year difference continues to grow every week.

**Demand: Demand dropped 4% in the past two-weeks.**

In the past two-weeks, demand, the number of pending sales over the prior month, decreased by 81 pending sales, a 4% drop, and now totals 1,776, the lowest level for this time of the year since 2007. With Thanksgiving upon us, housing transitions into the Holiday Market. This is the time of the year that demand drops like a rock and reaches a low within the first couple of weeks after ringing in the New Year. Expect demand to drop dramatically for the remainder of the year, reaching levels not seen for years.

Last year at this time, demand was at 2,314 pending sales, **30% more than today**, or 538 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 117 to 122 days in the past two-weeks, a slight Buyer's Market (between 120 to 150 days). Last year, the expected market time was at 61 days, noticeably different than today.

**Luxury End: The luxury housing market slowed considerably.**

In the past two-weeks, demand for homes above \$1.25 million decreased by 26 pending sales, a 10% drop, and now totals 234. It dropped to levels not seen since the first couple of weeks of 2018. The luxury home inventory decreased by 19 homes and now totals 2,128, a 1% drop. The overall expected market time for homes priced above \$1.25 million increased from 248 to 273 days over the past two-weeks.

Year over year, luxury demand is down by 65 pending sales, or 22%, and the active luxury listing inventory is up by an additional 456 homes, or 27%. The expected market time last year was at 168 days, appreciably better than today.

For homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 175 to 182 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 212 to 235 days. For homes priced between \$2 million and \$4 million, the expected market time increased from 305 to 340 days. For homes priced above \$4 million, the expected market time increased from 403 to 484 days. At 484 days, a seller would be looking at placing their home into escrow around the middle of **March 2020**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	94 Days	44%	58%	39 Days
O.C. \$750k-\$1m	102 Days	19%	22%	57 Days
O.C. \$1m-\$1.25m	133 Days	8%	7%	76 Days
O.C. \$1.25m-\$1.5m	182 Days	7%	4%	112 Days
O.C. \$1.5m-\$2m	235 Days	7%	4%	143 Days
O.C. \$2m-\$4m	340 Days	10%	4%	181 Days
O.C. \$4m+	484 Days	5%	1%	466 Days

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## Orange County Housing Market Summary:

- The active listing inventory decreased by 13 homes in the past two weeks and now totals 7,218. The inventory most likely reached a peak for 2018 four-weeks ago at 7,292. Last year, there were 4,714 homes on the market, 2,504 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 81 pending sales, and now totals 1,776. Demand peaked in mid-May at 2,726 pending sales. Last year, there were 2,314 pending sales, 30% more than today.
- The Expected Market Time for all of Orange County increased from 117 days to weeks ago to 122 days today, a slight Buyer's Market (120 to 150 days) for the first time since January 2011. It was at 61 days last year.
- For homes priced below \$750,000, the market is a Balanced Market (between 90 and 120 days) with an expected market time of 94 days. This range represents 44% of the active inventory and 58% 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 between \$1 million to \$1.25 million, the expected market time is 133 days, a slight Buyer's Market.
- For luxury homes between \$1.25 million and \$1.5 million, the expected market time increased from 175 to 182 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 212 to 235 days. For luxury homes priced between \$2 million and \$4 million, the expected market time increased from 305 to 340 days. For luxury homes priced above \$4 million, the expected market time increased from 403 to 484 days.
- The luxury end, all homes above \$1.25 million, accounts for 29% of the inventory and only 13% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 1.1% of all listings and 1.6% of demand. There are only 25 foreclosures and 53 short sales available to purchase today in all of Orange County, 78 total distressed homes on the active market, up 12 from two-weeks ago. Last year there were 68 total distressed homes on the market, slightly less than today.
- There were 2,328 closed residential resales in October, 9% fewer than September 2017's 2,553. October marked an 11% increase over September 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 0.6%. That means that 99% 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
	11/15/2018		11/15/2018	11/1/2018	10/18/2018	11/16/2017	11/17/2016	11/15/2018
Aliso Viejo	133	36	111	87	118	34	36	\$673k
Anaheim	319	91	105	93	73	44	67	\$592k
Anaheim Hills	113	43	79	84	96	64	69	\$1.0m
Brea	99	15	198	120	100	48	57	\$901k
Buena Park	112	36	93	91	84	70	38	\$644k
Corona Del Mar	119	12	298	186	202	173	174	\$4.8m
Costa Mesa	194	57	102	93	79	53	62	\$978k
Coto De Caza	83	14	178	270	195	114	134	\$2.1m
Cypress	62	25	74	97	78	54	59	\$715k
Dana Point	205	34	181	136	139	114	141	\$2.9m
Dove Canyon	16	5	96	128	135	85	96	\$1.2m
Foothill Ranch	27	11	74	74	84	18	18	\$654k
Fountain Valley	58	34	51	58	51	32	44	\$741k
Fullerton	222	70	95	88	103	54	58	\$831k
Garden Grove	164	63	78	73	69	41	44	\$598k
Huntington Beach	372	122	91	116	96	50	58	\$1.3m
Irvine	722	151	143	134	127	61	79	\$1.4m
La Habra	91	47	58	69	85	58	50	\$638k
La Palma	20	6	100	105	75	56	83	\$726k
Ladera Ranch	98	27	109	120	117	54	59	\$1.3m
Laguna Beach	283	21	404	310	373	305	296	\$5.3m
Laguna Hills	97	19	153	138	109	80	67	\$1.4m
Laguna Niguel	280	63	133	118	127	56	92	\$1.2m
Laguna Woods	247	45	165	149	134	56	62	\$372k
Lake Forest	126	33	115	102	79	41	50	\$658k
Los Alamitos	15	7	64	56	190	60	30	\$1.0m
Mission Viejo	262	88	89	95	98	42	61	\$728k
Newport Beach	379	43	264	243	256	118	148	\$3.5m
Newport Coast	104	11	284	238	208	144	172	\$6.1m
North Tustin	74	20	111	140	182	77	76	\$2.0m
Orange	264	69	115	99	77	45	73	\$856k
Placentia	77	35	66	71	104	48	59	\$701k
Portola Hills	18	3	180	90	73	21	54	\$606k
Rancho Mission Viejo	36	3	360	330	180	65	70	\$883k
Rancho Santa Marg.	116	22	158	123	90	29	46	\$589k
Rossmoor	26	3	260	135	188	45	*	\$1.4m
San Clemente	249	54	138	130	131	78	97	\$2.0m
San Juan	133	34	117	110	95	97	102	\$1.8m
Santa Ana	301	92	98	95	84	50	63	\$608k
Seal Beach	182	41	133	141	130	37	63	\$451k
Stanton	37	18	62	77	69	32	57	\$552k
Talega	43	9	143	123	115	58	93	\$1.2m
Tustin	119	43	83	86	124	42	60	\$965k
Villa Park	22	4	165	144	83	150	109	\$1.5m
Westminster	56	35	48	146	107	33	49	\$727k
Yorba Linda	265	43	185	131	106	77	99	\$1.3m
All of O.C.	7,218	1,776	122	117	111	61	73	\$1.5m



## Attached Homes

	Current Actives 11/15/2018	Dem and (Last 30 Days) Pendings)	Market Time (In Days) 11/15/2018	2-Weeks Ago 11/1/2018	4-Weeks Ago 10/18/2018	1-Year Ago 11/16/2017	2-Years Ago 11/17/2016	Average Active List Price 11/15/2018
All of O.C.	2,601	649	120	115	104	47	57	\$685k
O.C. \$0-\$250k	160	41	117	106	99	29	41	\$201k
O.C. \$250k-\$500k	1,063	309	103	100	88	38	46	\$400k
O.C. \$500k-\$750k	800	204	118	110	100	44	57	\$617k
O.C. \$750k-\$1m	274	62	133	138	131	87	112	\$854k
O.C. \$1m+	304	33	276	250	243	169	187	\$2.0m

Current Actives Vacant **38.0%**

## Detached Homes

	Current Actives 11/15/2018	Dem and (Last 30 Days) Pendings)	Market Time (In Days) 11/15/2018	2-Weeks Ago 11/1/2018	4-Weeks Ago 10/18/2018	1-Year Ago 11/16/2017	2-Years Ago 11/17/2016	Average Active List Price 11/15/2018
All of O.C.	4,584	1,123	122	117	114	70	83	\$2.0m
O.C. \$0-\$500k	76	26	88	58	56	38	42	\$430k
O.C. \$500k-\$750k	1,067	436	73	72	68	37	47	\$653k
O.C. \$750k-\$1m	1,061	333	96	94	93	52	70	\$870k
O.C. \$1m-\$1.25m	484	112	130	114	119	70	113	\$1.1m
O.C. \$1.25m-\$1.5m	404	71	171	162	149	110	113	\$1.4m
O.C. \$1.5m-\$2m	433	57	228	205	193	139	166	\$1.8m
O.C. \$2m-\$4m	685	64	321	306	362	176	273	\$2.8m
O.C. \$4m+	374	24	468	391	467	471	527	\$9.5m

Current Actives Vacant **26.0%**

## All Homes

	Current Actives 11/15/2018	Dem and (Last 30 Days) Pendings)	Market Time (In Days) 11/15/2018	2-Weeks Ago 11/1/2018	4-Weeks Ago 10/18/2018	1-Year Ago 11/16/2017	2-Years Ago 11/17/2016	Average Active List Price 11/15/2018
All of O.C.	7,218	1,776	122	117	111	61	73	\$1.5m
O.C. \$0-\$500k	1,314	380	104	98	87	37	45	\$377k
O.C. \$500k-\$750k	1,873	640	88	85	79	40	50	\$637k
O.C. \$750k-\$1m	1,342	395	102	102	99	57	75	\$867k
O.C. \$1m-\$1.25m	561	127	133	119	124	76	118	\$1.1m
O.C. \$1.25m-\$1.5m	473	78	182	175	152	112	118	\$1.4m
O.C. \$1.5m-\$2m	509	65	235	212	207	143	174	\$1.8m
O.C. \$2m-\$4m	759	67	340	305	368	181	267	\$2.8m
O.C. \$4m+	387	24	484	403	463	466	512	\$9.3m

Current Actives Vacant **30.2%**

\*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.



	Sales to								Units Sold Oct 2017
	Units Sold Oct 2018	Average Sales Price	Average List Price	List Price Ratio	Low Price	High Price	Avg. Square Feet	Avg. \$ Per Square Feet	
Aliso Viejo	41	\$609,295	\$615,729	99.0%	\$156k	\$1.3m	1,526	\$399	74
Anaheim	122	\$544,785	\$550,255	99.0%	\$273k	\$1.1m	1,468	\$371	138
Anaheim Hills	48	\$737,414	\$748,706	98.5%	\$385k	\$1.4m	1,941	\$380	50
Brea	30	\$731,083	\$740,408	98.7%	\$410k	\$1.5m	1,913	\$382	30
Buena Park	38	\$571,534	\$580,102	98.5%	\$400k	\$825k	1,461	\$391	47
Corona Del Mar	22	\$2,756,383	\$2,874,273	95.9%	\$600k	\$9.7m	2,535	\$1,087	19
Costa Mesa	78	\$895,238	\$908,479	98.5%	\$418k	\$2.1m	1,880	\$476	72
Coto De Caza	20	\$1,503,933	\$1,584,289	94.9%	\$575k	\$2.5m	4,170	\$361	19
Cypress	30	\$676,400	\$688,346	98.3%	\$355k	\$1.2m	1,700	\$398	38
Dana Point	54	\$1,453,120	\$1,507,640	96.4%	\$346k	\$8.8m	2,143	\$678	65
Dove Canyon	6	\$909,583	\$929,417	97.9%	\$675k	\$1.3m	3,153	\$288	3
Foothill Ranch	13	\$716,146	\$715,338	100.1%	\$420k	\$950k	1,686	\$425	8
Fountain Valley	44	\$746,263	\$753,095	99.1%	\$295k	\$1.4m	1,909	\$391	27
Fullerton	85	\$719,515	\$731,093	98.4%	\$220k	\$2.0m	1,887	\$381	93
Garden Grove	69	\$576,319	\$578,161	99.7%	\$310k	\$872k	1,435	\$402	93
Huntington Beach	145	\$895,368	\$915,802	97.8%	\$258k	\$3.7m	1,819	\$492	165
Irvine	247	\$1,001,152	\$1,023,347	97.8%	\$333k	\$5.0m	2,036	\$492	219
La Habra	45	\$527,256	\$532,121	99.1%	\$280k	\$849k	1,514	\$348	47
La Palma	14	\$664,339	\$672,835	98.7%	\$400k	\$850k	1,683	\$395	13
Ladera Ranch	37	\$926,852	\$945,440	98.0%	\$374k	\$2.7m	2,372	\$391	47
Laguna Beach	26	\$2,978,739	\$3,187,158	93.5%	\$588k	\$15.6m	2,163	\$1,377	42
Laguna Hills	38	\$852,597	\$869,837	98.0%	\$357k	\$2.6m	2,189	\$389	41
Laguna Niguel	74	\$1,029,314	\$1,075,212	95.7%	\$315k	\$11.4m	2,156	\$477	76
Laguna Woods	66	\$349,809	\$359,099	97.4%	\$5k	\$850k	1,128	\$310	77
Lake Forest	45	\$632,894	\$641,441	98.7%	\$275k	\$1.1m	1,690	\$374	54
Los Alamitos	4	\$944,250	\$946,725	99.7%	\$685k	\$1.4m	1,989	\$475	9
Mission Viejo	106	\$690,832	\$705,237	98.0%	\$257k	\$1.3m	1,825	\$379	114
Newport Beach	56	\$2,565,714	\$2,718,635	94.4%	\$543k	\$8.6m	2,536	\$1,012	74
Newport Coast	10	\$4,257,739	\$4,549,590	93.6%	\$990k	\$10.3m	4,483	\$950	28
North Tustin	22	\$1,115,818	\$1,152,668	96.8%	\$746k	\$1.7m	2,788	\$400	21
Orange	95	\$692,127	\$705,178	98.1%	\$326k	\$2.4m	1,782	\$388	108
Placentia	41	\$652,896	\$662,686	98.5%	\$410k	\$940k	1,803	\$362	28
Portola Hills	6	\$760,000	\$770,267	98.7%	\$440k	\$970k	2,187	\$348	6
Rancho Mission Viejo	8	\$775,484	\$791,999	97.9%	\$420k	\$1.1m	1,803	\$430	2
Rancho Santa Marg.	44	\$598,502	\$607,509	98.5%	\$295k	\$930k	1,582	\$378	54
Rosmoor	8	\$1,316,500	\$1,306,375	100.8%	\$555k	\$2.6m	2,696	\$488	11
San Clemente	74	\$912,364	\$930,807	98.0%	\$367k	\$1.8m	2,079	\$439	64
San Juan	50	\$1,028,444	\$1,058,011	97.2%	\$280k	\$2.6m	2,552	\$403	40
Santa Ana	111	\$523,948	\$533,776	98.2%	\$245k	\$1.3m	1,394	\$376	111
Seal Beach	36	\$419,731	\$427,958	98.1%	\$150k	\$1.8m	1,197	\$351	61
Stanton	13	\$564,654	\$575,960	98.0%	\$390k	\$1.3m	1,481	\$381	18
Talega	15	\$844,233	\$856,640	98.6%	\$443k	\$1.4m	2,316	\$365	19
Tustin	45	\$617,603	\$628,725	98.2%	\$113k	\$1.5m	1,576	\$392	62
Villa Park	7	\$1,240,429	\$1,257,129	98.7%	\$890k	\$1.7m	3,010	\$412	6
Westminster	29	\$714,207	\$735,875	97.1%	\$500k	\$1.8m	1,626	\$439	38
Yorba Linda	88	\$938,097	\$961,152	97.6%	\$378k	\$3.3m	2,446	\$384	71
All of O.C.	2,328	\$889,014	\$913,376	97.3%	\$5k	\$15.6m	1,905	\$467	2,553
O.C. \$0-\$500k	498	\$381,785	\$387,456	98.5%	\$5k	\$500k	1,029	\$371	651
O.C. \$500k-\$750k	872	\$631,898	\$641,187	98.6%	\$503k	\$750k	1,546	\$409	902
O.C. \$750k-\$1m	468	\$857,371	\$868,238	98.7%	\$753k	\$1.0m	2,141	\$400	503
O.C. \$1m-\$1.25m	165	\$1,124,800	\$1,154,252	97.4%	\$1.0m	\$1.25m	2,632	\$427	167
O.C. \$1.25m-\$1.5m	109	\$1,355,150	\$1,385,665	97.8%	\$1.26m	\$1.5m	2,952	\$459	137
O.C. \$1.5m-\$2m	109	\$1,723,567	\$1,784,097	96.6%	\$1.5m	\$2.0m	3,164	\$545	83
O.C. \$2m-4m	78	\$2,670,143	\$2,785,909	95.8%	\$2.0m	\$4.0m	3,951	\$676	78
O.C. \$4m+	29	\$6,795,470	\$7,378,565	92.1%	\$4.1m	\$15.6m	5,561	\$1,222	32

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 11/15/2018	Total 11/15/2018	% of Active Inventory 11/15/2018	Attached	Current Actives 11/15/2018	Number of Foreclosures & Short Sale Actives 11/15/2018	% of Active Inventory 11/15/2018
Aliso Viejo	133	0	0.0%	All of O.C.	2,601	20	0.8%
Anaheim	319	4	1.3%	O.C. \$0-\$250k	160	2	1.3%
Anaheim Hills	113	1	0.9%	O.C. \$250k-\$500k	1,063	9	0.8%
Brea	99	2	2.0%	O.C. \$500k-\$750k	800	6	0.8%
Buena Park	112	8	7.1%	O.C. \$750k-\$1m	274	2	0.7%
Corona Del Mar	119	0	0.0%	O.C. \$1m+	304	1	0.3%
Costa Mesa	194	2	1.0%	<b>Detached</b>			
Coto De Caza	83	1	1.2%	All of O.C.	4,584	58	1.3%
Cypress	62	1	1.6%	O.C. \$0k-\$500k	76	6	7.9%
Dana Point	205	0	0.0%	O.C. \$500k-\$750k	1,067	20	1.9%
Dove Canyon	16	0	0.0%	O.C. \$750k-\$1m	1,061	16	1.5%
Foothill Ranch	27	0	0.0%	O.C. \$1m-\$1.5m	484	3	0.6%
Fountain Valley	58	0	0.0%	O.C. \$1.25m-\$1.5m	404	4	1.0%
Fullerton	222	5	2.3%	O.C. \$1.5m-\$2m	433	5	1.2%
Garden Grove	164	0	0.0%	O.C. \$2m-\$4m	685	3	0.4%
Huntington Beach	372	2	0.5%	O.C. \$4m+	374	1	0.3%
Irvine	722	5	0.7%	<b>All Homes</b>			
La Habra	91	2	2.2%	All of O.C.	7,218	78	1.1%
La Palma	20	0	0.0%	O.C. \$0k-\$500k	1,314	17	1.3%
Ladera Ranch	98	3	3.1%	O.C. \$500k-\$750k	1,873	26	1.4%
Laguna Beach	283	1	0.4%	O.C. \$750k-\$1m	1,342	18	1.3%
Laguna Hills	97	4	4.1%	O.C. \$1m-\$1.25m	561	3	0.5%
Laguna Niguel	280	2	0.7%	O.C. \$1.25m-\$1.5m	473	4	0.8%
Laguna Woods	247	2	0.8%	O.C. \$1.5m-\$2m	509	5	1.0%
Lake Forest	126	1	0.8%	O.C. \$2m-\$4m	759	4	0.5%
Los Alamitos	15	0	0.0%	O.C. \$4m+	387	1	0.3%
Mission Viejo	262	5	1.9%	<b>County High Shares - Account for 51%</b>			
Newport Beach	379	1	0.3%	Buena Park	112	8	7.1%
Newport Coast	104	0	0.0%	Laguna Hills	97	4	4.1%
North Tustin	74	0	0.0%	Ladera Ranch	98	3	3.1%
Orange	264	2	0.8%	San Juan	133	4	3.0%
Placentia	77	2	2.6%	Santa Ana	301	9	3.0%
Portola Hills	18	0	0.0%	Rancho Mission V	36	1	2.8%
Rancho Mission Viejo	36	1	2.8%	Placentia	77	2	2.6%
Rancho Santa Marg.	116	2	1.7%	Fullerton	222	5	2.3%
Rossmoor	26	0	0.0%	La Habra	91	2	2.2%
San Clemente	249	1	0.4%	Brea	99	2	2.0%
San Juan	133	4	3.0%	<b>County Low Shares - No Distressed</b>			
Santa Ana	301	9	3.0%	Aliso Viejo	North Tustin		
Seal Beach	182	0	0.0%	Corona del Mar	Portola Hills		
Stanton	37	0	0.0%	Dana Point	Rossmoor		
Talega	43	0	0.0%	Dove Canyon	Seal Beach		
Tustin	119	2	1.7%	Foothill Ranch	Stanton		
Villa Park	22	0	0.0%	Fountain Valley	Talega		
Westminster	56	0	0.0%	Garden Grove	Villa Park		
Yorba Linda	265	3	1.1%	La Palma	Westminster		
All of O.C.	7,218	78	1.1%	Los Alamitos			
				Newport Coast			
<b>Orange County Distressed Breakdown</b>							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	25	10	75				
Total Short Sale	53	19	84				

\*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 11/15/2018	Demand (Last 30 Days Pendings)	Market Time (In Days) 11/15/2018	2-Weeks Ago 11/1/2018	4-Weeks Ago 10/18/2018	1-Year Ago 11/16/2017	2-Years Ago 11/17/2016
Los Angeles County	15,262	4,376	105	101	100	61	70
Orange County	7,218	1,776	122	117	111	61	73
Riverside County	9,908	2,213	134	130	124	92	110
San Bernardino County	7,604	1,942	117	108	104	72	85
San Diego County	8,285	2,449	101	99	97	57	59
Ventura County	1,856	622	90	89	81	56	*
<b>SOCAL TOTALS</b>	<b>50,133</b>	<b>13,378</b>	<b>112</b>	<b>108</b>	<b>104</b>	<b>67</b>	<b>77</b>

### Distressed Properties - Foreclosures and Short Sales

	Current Actives 11/15/2018	Demand (Last 30 Days Pendings)	Market Time (In Days) 11/15/2018	2-Weeks Ago 11/1/2018	4-Weeks Ago 10/18/2018	1-Year Ago 11/16/2017	2-Years Ago 11/17/2016
Los Angeles County	202	94	64	61	61	42	39
Orange County	78	29	81	58	72	43	46
Riverside County	227	93	73	64	57	56	60
San Bernardino County	190	76	75	93	91	45	56
San Diego County	54	20	81	81	63	52	30
Ventura County	32	18	53	62	55	39	*
<b>SOCAL TOTALS</b>	<b>783</b>	<b>330</b>	<b>71</b>	<b>68</b>	<b>65</b>	<b>47</b>	<b>46</b>