



## Orange County Housing Report: The Holiday Chill

December 2, 2018

Good morning!

Now that the Holiday Market is here, housing shifts to its slowest time of the year.



**Holiday Market:** The slowest time of the year, the Holiday Market, runs from Thanksgiving through the first couple of weeks of the New Year.

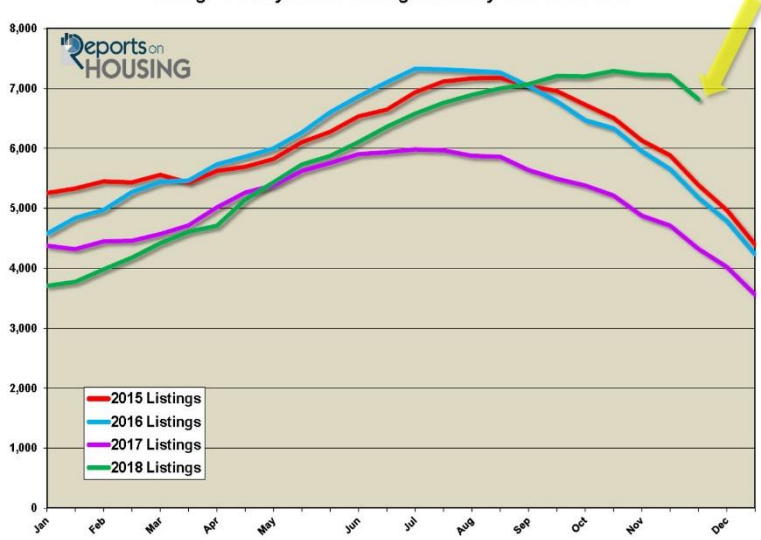
This is the time of the year where the country gets pummeled by blizzards, freezing temperatures, and undrivable roads. School days are cancelled to the delight of so many children. It is no wonder that the housing market cools to its slowest season of the year; who wants to look for a home when the weather is not cooperating. And, there are not as many sellers willing to allow buyers to trapeze through their homes, dragging the snow with them.

It is easy to understand precisely why housing slows for the rest of the country, but why does it occur here in sunny Southern California? Yes, it is a bit cooler than the rest of the year, but the temperature bounces around in the 60's. There is no snow, just a little bit of rain. Regardless of the weather, housing begins to slow during the Autumn Market, after the kids go back to school. It slows further when the distractions of the holidays set in. The holidays are here and with it come weekly parties, plenty of shopping, family gatherings, eggnog, spirits, and nonstop festive music.

It just is not the time to hunker down and tiresomely search for a home. It is also not a time when a wave of homeowners place their homes on the market. Most everybody is laser focused on enjoying the holidays and all of the hubbub. Since Thanksgiving, 150 sellers placed their homes on "Hold Do Not Show" so that they could enjoy the season. The Holiday/Winter Market is the time of the year when typically, both supply, the active inventory, and demand, new pending sales over the prior month, drops like a rock until after we ring in a New Year.

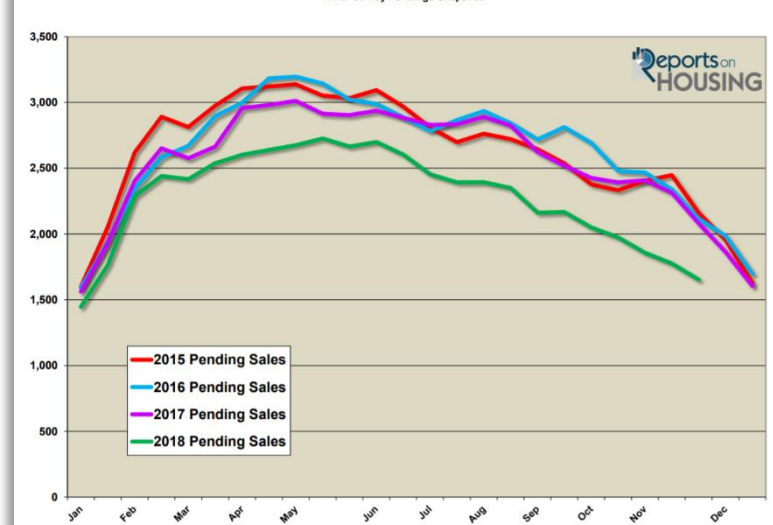
After peaking two months later than normal, and then hovering around that peak for an additional month, the active listing inventory is finally dropping. It declined by 6% in the past two weeks, shedding 398 homes, and now totals 6,820, the highest level for this time of the year since 2011. Normally, the active inventory peaks sometime between July and August

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot

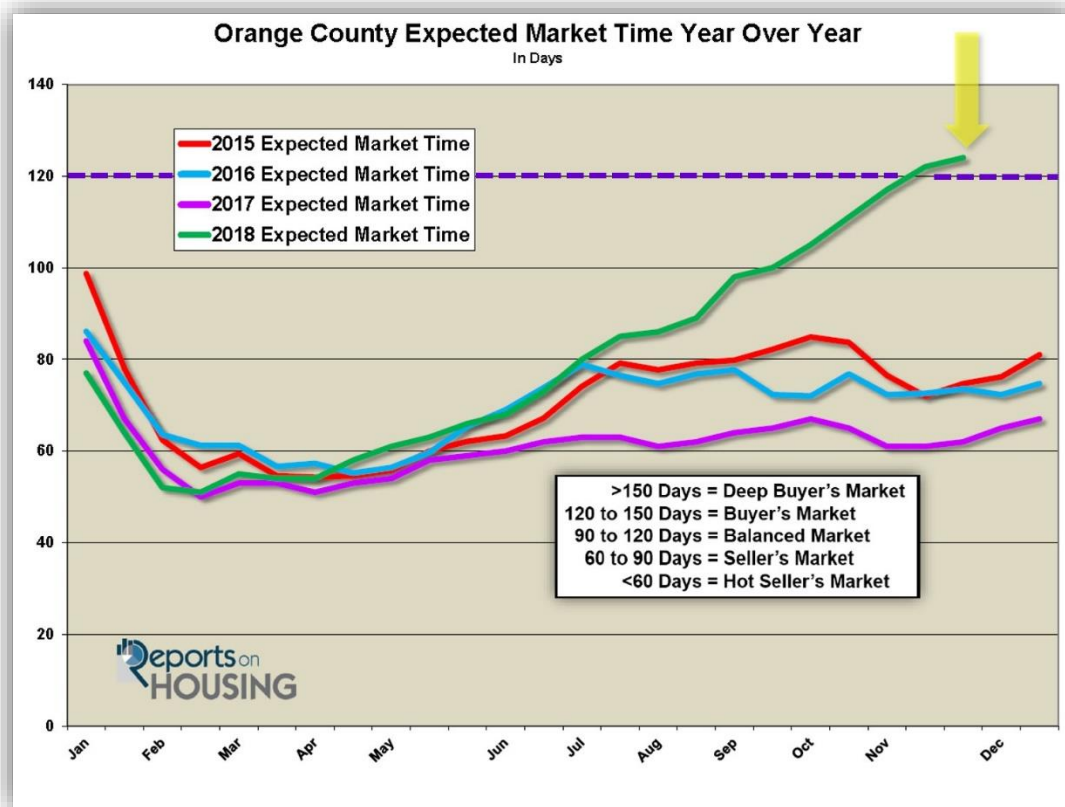




and then falls for the remainder of the year. With the delayed peak, there is not as much time for the inventory to drop, so the start to 2019 is going to be the highest since 2012. The current active inventory is 58% higher than last year's 4,323 mark. There are 2,497 more homes on the market, a lot more competition for sellers. Expect the active listing inventory to continue to drop until New Year's Day, but it will remain elevated at levels not seen in years.

Demand, the number of new pending sales over the prior month, has been dropping since August, the end of the Summer Market. In the past couple of weeks, it accelerated and dropped the most this year, 122 homes, or 7%, and now is at 1,654 pending sales. It's the lowest level for a start to December since 2007. Last year, demand was 26% higher with an additional 428 pending sales.

The Expected Market Time, the amount of time it would take to place a home listed today into escrow down the road, had been climbing at a very rapid rate since August. The quick pace was due to the active listing inventory peaking late and remaining elevated while demand dropped. Today, with both supply and demand dropping, the Expected Market Time only increased slightly from 122 to 124 days, a Slight Buyer's Market (over 120 days). It was at 62 days last year.



For housing, the holiday chill is here. That means that fewer homeowners will place their homes on the market and many current sellers will opt to throw in the towel and wait until next year. For buyers and seller who remain, it is best to properly set their expectations.

**Seller Expectations: the market is lining up in favor of buyers for the first time since the start to 2011 and it is taking a lot longer to sell.** Price is king. Upgraded homes in great condition without deferred maintenance and priced accurately will sell quicker than everybody else. Pricing based upon location, condition, and upgrades is absolutely fundamental. Homes that need a bit of work or have an inferior location need to adjust their price. After arriving at a realistic **Fair Market Value**, sellers are required to pack their patience. This market is far from instant.



**Buyer Expectations: buyers may be in the driver's seat, but a "slight Buyer's Market" does not mean that prices are dropping right now.** Buyers cannot get ahead of themselves. They have the upper hand and can call more of the shots, but this is not a market for writing unrealistic, lowball offers in hopes that some desperate seller is going to bite. This is NOT a deep buyer's market. That occurs when the Expected Market Time surpasses the 150-day mark. The current market is not even close to that level. There are finally more homes to see. Homes are no longer flying off the shelves in days after generating over a dozen offers. Buyers no longer have to rush. There will be fewer homes coming on the market until after ringing in 2019.

**Active Inventory:** *In the past couple of weeks, the active inventory experienced its largest drop of the year.*  
 In the past couple of weeks, the active inventory dropped by 398 homes, a 6% drop, and now totals 6,820, its lowest level since the end of July. The Holiday Market is here and the giant drop is due to fewer sellers coming on the market combined with unsuccessful sellers throwing in the towel after being exposed to the market for months. The sharp drop will continue until New Year's Day. From there, expect the inventory to increase.

Last year at this time there were 4,323 homes on the market. That means that there are **58% more homes available today.**

**Demand:** *In the past couple of weeks, demand experienced its largest drop of the year.*  
 Demand, the number of new pending sales over the prior month, decreased from 1,776 to 1,654, a drop of 122, or 7%. That's the biggest drop so far this year and its lowest level since the start of January. We can expect demand to continue to steadily drop through mid-January.

Last year at this time, there were 428 additional pending sales, 26% more.

**Luxury End:** *The luxury housing market continued to slow considerably.*  
 In the past two-weeks, demand for homes above \$1.25 million decreased by 25 pending sales, an 11% drop, and now totals 209. It dropped to levels not seen since the beginning of January. The luxury home inventory decreased by 89 homes and now totals 2,039, a 4% drop. The overall expected market time for homes priced above \$1.25 million increased from 273 to 293 days over the past two-weeks.

Year over year, luxury demand is down by 27 pending sales, or 11%, and the active luxury listing inventory is up by an additional 454 homes, or 29%. The expected market time last year was at 201 days, significantly better than today.

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the expected market time remained unchanged at 182 days. For homes priced between \$1.5 million and \$2 million, the expected market time decreased from 235 to 222 days. For homes priced between \$2 million and \$4 million, the expected market time increased from 340 to 397 days. For homes priced above \$4 million, the expected market time increased from 484 to 716 days. At 716 days, a seller would be looking at placing their home into escrow around the middle of **November 2020.**

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	91 Days	43%	59%	39 Days
O.C. \$750k-\$1m	111 Days	19%	21%	54 Days
O.C. \$1m-\$1.25m	138 Days	8%	7%	71 Days
O.C. \$1.25m-\$1.5m	182 Days	6%	5%	129 Days
O.C. \$1.5m-\$2m	222 Days	7%	4%	169 Days
O.C. \$2m-\$4m	397 Days	11%	3%	246 Days
O.C. \$4m+	716 Days	6%	1%	437 Days

Reports of HOUSING





## Orange County Housing Market Summary:

- The active listing inventory decreased by 398 homes in the past two weeks, its largest drop of the year, and now totals 6,820. Last year, there were 4,323 homes on the market, 2,497 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 122 pending sales, its largest drop of the year, and now totals 1,654. Last year, there were 2,082 pending sales, 26% more than today.
- The Expected Market Time for all of Orange County increased from 122 days to weeks ago to 124 days today, a slight Buyer's Market (120 to 150 days) and the highest level since January 2011. It was at 62 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 91 days. This range represents 43% of the active inventory and 59% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 111 days, a Balanced Market. This range represents 19% of the active inventory and 21% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 138 days, a slight Buyer's Market.
- For luxury homes priced between \$1.25 million and \$1.5 million, in the past two weeks, the expected market time remained unchanged at 182 days. For homes priced between \$1.5 million and \$2 million, the expected market time decreased from 235 to 222 days. For luxury homes priced between \$2 million and \$4 million, the expected market time increased from 340 to 397 days. For luxury homes priced above \$4 million, the expected market time increased from 484 to 716 days.
- The luxury end, all homes above \$1.25 million, accounts for 30% of the inventory and only 13% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 1.0% of all listings and 1.7% of demand. There are only 24 foreclosures and 41 short sales available to purchase today in all of Orange County, 65 total distressed homes on the active market, down 13 from two-weeks ago. Last year there were 64 total distressed homes on the market, slightly less than today.
- There were 2,328 closed residential resales in October, 9% fewer than October 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
	11/29/2018		11/29/2018	11/15/2018	11/1/2018	11/30/2017	12/1/2016	11/29/2018
Aliso Viejo	119	35	102	111	87	22	27	\$653k
Anaheim	285	94	91	105	93	46	61	\$591k
Anaheim Hills	106	32	99	79	84	55	57	\$1.1m
Brea	83	20	125	198	120	42	71	\$937k
Buena Park	103	40	77	93	91	56	41	\$651k
Corona Del Mar	113	11	308	298	186	188	155	\$4.9m
Costa Mesa	177	57	93	102	93	67	62	\$963k
Coto De Caza	78	14	167	178	270	109	170	\$2.2m
Cypress	67	21	96	74	97	49	50	\$703k
Dana Point	206	26	238	181	136	128	136	\$2.8m
Dove Canyon	18	2	270	96	128	84	83	\$1.1m
Foothill Ranch	23	10	69	74	74	23	43	\$653k
Fountain Valley	48	23	63	51	58	33	41	\$740k
Fullerton	213	62	103	95	88	55	65	\$828k
Garden Grove	141	64	66	78	73	35	54	\$583k
Huntington Beach	352	115	92	91	116	47	60	\$1.3m
Irvine	682	141	145	143	134	61	83	\$1.4m
La Habra	93	34	82	58	69	66	49	\$646k
La Palma	18	6	90	100	105	27	140	\$706k
Ladera Ranch	92	29	95	109	120	48	59	\$1.4m
Laguna Beach	279	12	698	404	310	386	306	\$5.2m
Laguna Hills	90	14	193	153	138	80	63	\$1.4m
Laguna Niguel	272	56	146	133	118	70	83	\$1.2m
Laguna Woods	237	47	151	165	149	68	68	\$361k
Lake Forest	113	37	92	115	102	31	36	\$674k
Los Alamitos	14	5	84	64	56	15	36	\$1.1m
Mission Viejo	239	80	90	89	95	48	53	\$733k
Newport Beach	367	38	290	264	243	143	142	\$3.5m
Newport Coast	97	12	243	284	238	192	214	\$6.1m
North Tustin	66	19	104	111	140	94	101	\$2.1m
Orange	251	78	97	115	99	43	73	\$851k
Placentia	63	31	61	66	71	34	65	\$723k
Portola Hills	18	4	135	180	90	11	30	\$643k
Rancho Mission Viejo	35	3	350	360	330	77	90	\$827k
Rancho Santa Marg.	106	24	133	158	123	26	44	\$589k
Rossmoor	24	4	180	260	135	70	*	\$1.3m
San Clemente	231	46	151	138	130	94	102	\$2.1m
San Juan	127	33	115	117	110	88	99	\$1.8m
Santa Ana	302	89	102	98	95	57	65	\$607k
Seal Beach	175	36	146	133	141	45	53	\$436k
Stanton	39	10	117	62	77	23	77	\$538k
Talega	38	10	114	143	123	81	76	\$1.2m
Tustin	104	34	92	83	86	51	73	\$986k
Villa Park	21	5	126	165	144	180	111	\$1.6m
Westminster	59	29	61	48	146	40	50	\$721k
Yorba Linda	258	43	180	185	131	72	94	\$1.3m
All of O.C.	6,820	1,654	124	122	117	62	73	\$1.5m



## Attached Homes

	Current Actives 11/29/2018	Demand (Last 30 Days) Pendings	Market Time (In Days) 11/29/2018	2-Weeks Ago 11/15/2018	4-Weeks Ago 11/1/2018	1-Year Ago 11/30/2017	2-Years Ago 12/1/2016	Average Active List Price 11/29/2018
All of O.C.	2,451	595	124	120	115	46	57	\$689k
O.C. \$0-\$250k	160	46	104	117	106	36	39	\$201k
O.C. \$250k-\$500k	1,000	286	105	103	100	36	49	\$399k
O.C. \$500k-\$750k	738	189	117	118	110	42	55	\$616k
O.C. \$750k-\$1m	261	48	163	133	138	63	98	\$858k
O.C. \$1m+	292	26	337	276	250	224	183	\$2.0m

Current Actives Vacant **39.7%**

## Detached Homes

	Current Actives 11/29/2018	Demand (Last 30 Days) Pendings	Market Time (In Days) 11/29/2018	2-Weeks Ago 11/15/2018	4-Weeks Ago 11/1/2018	1-Year Ago 11/30/2017	2-Years Ago 12/1/2016	Average Active List Price 11/29/2018
All of O.C.	4,331	1,052	124	122	117	74	84	\$2.0m
O.C. \$0-\$500k	60	35	51	88	58	45	42	\$430k
O.C. \$500k-\$750k	988	422	70	73	72	38	50	\$653k
O.C. \$750k-\$1m	1,008	297	102	96	94	53	75	\$868k
O.C. \$1m-\$1.25m	451	110	123	130	114	64	97	\$1.1m
O.C. \$1.25m-\$1.5m	383	63	182	171	162	118	97	\$1.4m
O.C. \$1.5m-\$2m	405	55	221	228	205	165	184	\$1.8m
O.C. \$2m-\$4m	667	54	371	321	306	235	258	\$2.8m
O.C. \$4m+	369	16	692	468	391	430	361	\$9.4m

Current Actives Vacant **27.3%**

## All Homes

	Current Actives 11/29/2018	Demand (Last 30 Days) Pendings	Market Time (In Days) 11/29/2018	2-Weeks Ago 11/15/2018	4-Weeks Ago 11/1/2018	1-Year Ago 11/30/2017	2-Years Ago 12/1/2016	Average Active List Price 11/29/2018
All of O.C.	6,820	1,654	124	122	117	62	73	\$1.5m
O.C. \$0-\$500k	1,236	371	100	104	98	37	46	\$374k
O.C. \$500k-\$750k	1,734	612	85	88	85	39	52	\$637k
O.C. \$750k-\$1m	1,278	345	111	102	102	54	77	\$866k
O.C. \$1m-\$1.25m	533	116	138	133	119	71	101	\$1.1m
O.C. \$1.25m-\$1.5m	443	73	182	182	175	129	101	\$1.4m
O.C. \$1.5m-\$2m	473	64	222	235	212	169	188	\$1.8m
O.C. \$2m-\$4m	741	56	397	340	305	246	265	\$2.8m
O.C. \$4m+	382	16	716	484	403	437	370	\$9.3m

Current Actives Vacant **31.6%**

\*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 Oct 2018	Average Sales Price	Average List Price	Sales to List			Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Oct 2017
				Price Ratio	Low Price	High Price			
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 11/29/2018	Total 11/29/2018	% of Active Inventory 11/29/2018	Attached	Current Actives 11/29/2018	Number of Foreclosures & Short Sale Actives 11/29/18	% of Active Inventory 11/29/18
Aliso Viejo	119	0	0.0%	All of O.C.	2,451	18	0.7%
Anaheim	285	6	2.1%	O.C. \$0-\$250k	160	3	1.9%
Anaheim Hills	106	1	0.9%	O.C. \$250k-\$500k	1,000	8	0.8%
Brea	83	2	2.4%	O.C. \$500k-\$750k	738	5	0.7%
Buena Park	103	4	3.9%	O.C. \$750k-\$1m	261	1	0.4%
Corona Del Mar	113	0	0.0%	O.C. \$1m+	292	1	0.3%
Costa Mesa	177	1	0.6%				
Coto De Caza	78	1	1.3%	<b>Detached</b>			
Cypress	67	1	1.5%	All of O.C.	4,331	47	1.1%
Dana Point	206	1	0.5%	O.C. \$0k-\$500k	60	3	5.0%
Dove Canyon	18	0	0.0%	O.C. \$500k-\$750k	988	13	1.3%
Foothill Ranch	23	0	0.0%	O.C. \$750k-\$1m	1,008	16	1.6%
Fountain Valley	48	0	0.0%	O.C. \$1m-\$1.5m	451	4	0.9%
Fullerton	213	3	1.4%	O.C. \$1.25m-\$1.5m	383	3	0.8%
Garden Grove	141	0	0.0%	O.C. \$1.5m-\$2m	405	6	1.5%
Huntington Beach	352	2	0.6%	O.C. \$2m-\$4m	667	1	0.1%
Irvine	682	6	0.9%	O.C. \$4m+	369	1	0.3%
La Habra	93	0	0.0%				
La Palma	18	0	0.0%	<b>All Homes</b>			
Ladera Ranch	92	3	3.3%	All of O.C.	6,820	65	1.0%
Laguna Beach	279	1	0.4%	O.C. \$0k-\$500k	1,236	14	1.1%
Laguna Hills	90	4	4.4%	O.C. \$500k-\$750k	1,734	18	1.0%
Laguna Niguel	272	2	0.7%	O.C. \$750k-\$1m	1,278	17	1.3%
Laguna Woods	237	2	0.8%	O.C. \$1m-\$1.25m	533	4	0.8%
Lake Forest	113	0	0.0%	O.C. \$1.25m-\$1.5m	443	3	0.7%
Los Alamitos	14	0	0.0%	O.C. \$1.5m-\$2m	473	6	1.3%
Mission Viejo	239	4	1.7%	O.C. \$2m-\$4m	741	2	0.3%
Newport Beach	367	1	0.3%	O.C. \$4m+	382	1	0.3%
Newport Coast	97	0	0.0%				
North Tustin	66	0	0.0%	<b>County High Shares - Account for 58%</b>			
Orange	251	1	0.4%	Laguna Hills	90	4	4.4%
Placentia	63	1	1.6%	Buena Park	103	4	3.9%
Portola Hills	18	0	0.0%	Ladera Ranch	92	3	3.3%
Rancho Mission Viejo	35	0	0.0%	San Juan	127	4	3.1%
Rancho Santa Marg.	106	3	2.8%	Rancho Santa Mar	106	3	2.8%
Rossmoor	24	0	0.0%	Brea	83	2	2.4%
San Clemente	231	0	0.0%	Santa Ana	302	7	2.3%
San Juan	127	4	3.1%	Anaheim	285	6	2.1%
Santa Ana	302	7	2.3%	Mission Viejo	239	4	1.7%
Seal Beach	175	0	0.0%	Placentia	63	1	1.6%
Stanton	39	0	0.0%				
Talega	38	0	0.0%	<b>County Low Shares - No Distressed</b>			
Tustin	104	1	1.0%	Aliso Viejo	Newport Coast	Westminster	
Villa Park	21	0	0.0%	Corona del Mar	North Tustin		
Westminster	59	0	0.0%	Dove Canyon	Portola Hills		
Yorba Linda	258	2	0.8%	Foothill Ranch	Rancho Mission Viejo		
All of O.C.	6,820	65	1.0%	Fountain Valley	Rossmoor		
				Garden Grove	San Clemente		
				La Habra	Seal Beach		
				La Palma	Stanton		
				Lake Forest	Talega		
				Los Alamitos	Villa Park		
<b>Orange County Distressed Breakdown</b>							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	24	6	120				
Total Short Sale	41	22	56				

\*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 11/29/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 11/29/2018	2-Weeks Ago 11/15/2018	4-Weeks Ago 11/1/2018	1-Year Ago 11/30/2017	2-Years Ago 12/1/2016
Los Angeles County	14,541	4,067	107	105	101	59	74
Orange County	6,820	1,654	124	122	117	62	73
Riverside County	9,846	2,039	145	134	130	96	121
San Bernardino County	7,415	1,807	123	117	108	74	89
San Diego County	7,929	2,247	106	101	99	55	63
Ventura County	1,768	552	96	90	89	54	*
<b>SOCAL TOTALS</b>	<b>48,319</b>	<b>12,366</b>	<b>117</b>	<b>112</b>	<b>108</b>	<b>66</b>	<b>82</b>

### Distressed Properties - Foreclosures and Short Sales

	Current Actives 11/29/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 11/29/2018	2-Weeks Ago 11/15/2018	4-Weeks Ago 11/1/2018	1-Year Ago 11/30/2017	2-Years Ago 12/1/2016
Los Angeles County	194	81	72	64	61	43	44
Orange County	65	28	70	81	58	40	47
Riverside County	233	78	90	73	64	58	64
San Bernardino County	182	79	69	75	93	52	64
San Diego County	58	15	116	81	81	49	32
Ventura County	31	14	66	53	62	54	*
<b>SOCAL TOTALS</b>	<b>763</b>	<b>295</b>	<b>78</b>	<b>71</b>	<b>68</b>	<b>50</b>	<b>64</b>