



Orange County Housing Report: Housing Abloom

March 11, 2019

Not only have the clocks changed, so has the housing market.

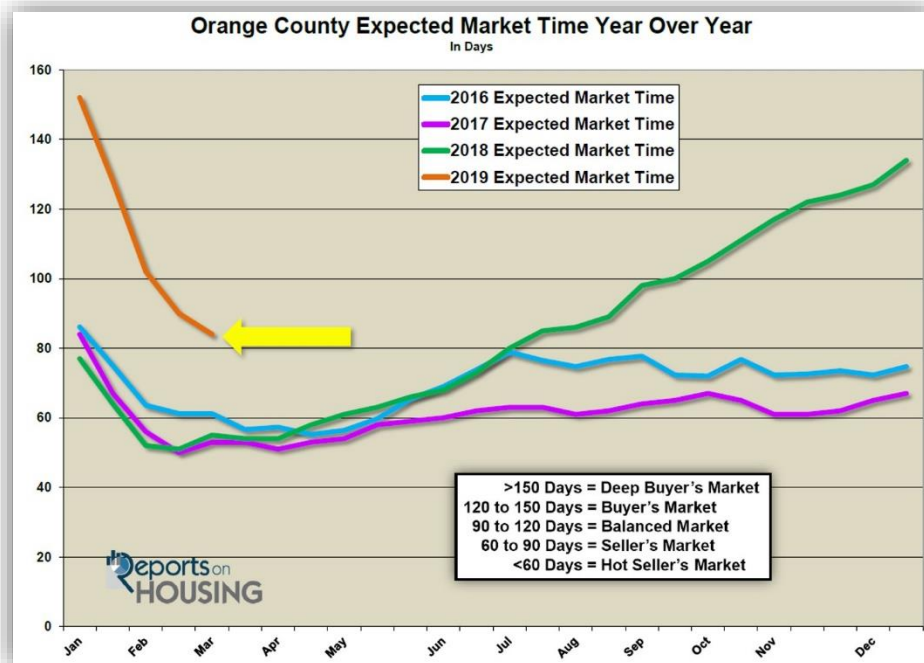


The Spring Market: The best conditions to sell a home are right now.

It is that time of the year again. The hills are a dazzling green. Trees are beginning to bud new leaves. Flowers are opening their petals for the first time. Hummingbirds are feeding on the sweet nectar from birds-of-paradise. The season is changing and so is the housing market.

Housing has been accelerating all year and is officially moving at full speed. It took a while to ramp up, starting the year with an Expected Market Time of 140 days, a *slight* Buyer's Market. **[The Expected Market Time is the amount of time it would take for a home that comes on the market today to open up escrow down the road].** The market has improved dramatically since, on the backs of dropping interest rates. Back in November, rates nearly reached 5%. They dropped to 4.5% by the start of 2019. They recovered even more, dipping to 4.35% by the end of February. As a result, more buyers entered the fray and demand increased by 91% since January 1st. Last year, it improved by 61%.

As the New Year unfolded, the market sped up. By February, it transitioned to a Balanced Market, one that does not favor buyers or sellers. It continued to develop, and the Expected Market Time just dipped to 84 days, a *slight* Seller's Market.



Before sellers jump up and down celebrating a return to the housing run, this is not a market with rapid appreciation and multiple offers on every home regardless of the condition. This is not a market where sellers get away with stretching the asking price, where eager buyers are willing to pay a lot more than the most recent comparable sale. The Spring Markets of 2012 through 2018 were all **HOT** Seller's Market. The Expected Market Time dropped down to as low as 33 days. That is significantly different than today's 84 days.

From here, the Expected Market Time will flatten and not change as much as the first couple of months. Do not anticipate a lot more improvement unless interest rates miraculously drop further. The odds of that happening are

currently slim to none. Today's lower interest rates are a gift to prospective buyers. For buyers who are looking at obtaining a \$750,000 mortgage, their payment has dropped from a height of \$4,026 last November to \$3,734 today, a drop of \$292 per month, or \$3,504 per year.

Today's housing market is exceptionally interest rate sensitive. Lower rates produce much higher demand, which is where the market is today. Higher rates slow demand. Buyers are enjoying much more favorable rates right now because of a perceived global slowdown, the trade war, uncertainty, and Wall Street volatility. But, that can change on a dime. If the trade war were to end, the stock market could get an enormous boost and interest rates would rise.



	1/11/2018	Current Rates	1/3/2019	12/6/2018	11/15/2018	2007 - Prior to Recession
Mortgage Amount	4%	4.35%	4.5%	4.75%	5%	6.35%
\$500,000	\$2,387	\$2,489	\$2,533	\$2,608	\$2,684	\$3,111
\$750,000	\$3,581	\$3,734	\$3,800	\$3,912	\$4,026	\$4,667
\$1,000,000	\$4,774	\$4,978	\$5,066	\$5,216	\$5,368	\$6,222

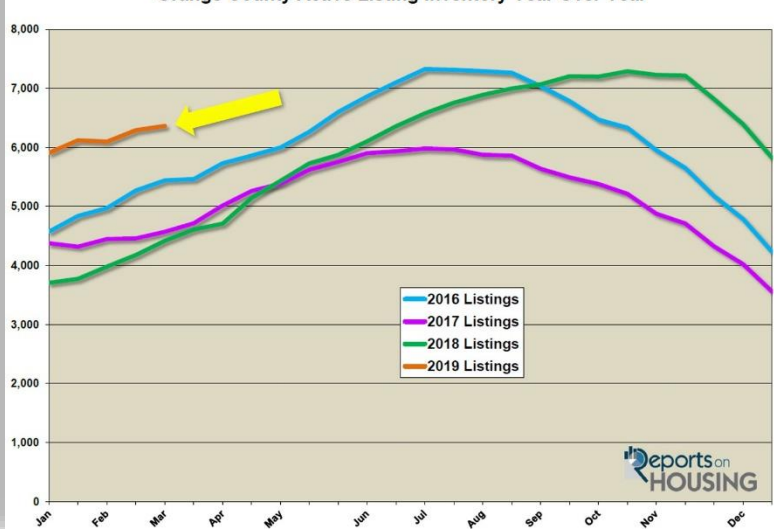
Advice to Sellers: approach pricing your home with extreme caution. Overpriced homes will sit without success. Currently, there are plenty of homes in every price range that have been sitting for quite some time already. It all boils down to pricing carefully based upon comparable pending and recent closed sales, condition, upgrades, and location. Buyers today want a home to be turnkey and ready to go. Homes with deferred maintenance, or a lack of upgrades, or a poor location, must be priced accordingly. The **SLIGHT** Seller's Market means that sellers are able to call more of the shots during negotiations; yet, prices are not appreciating much at all right now.

Active Inventory: *In the past couple of weeks, the active inventory increased by 1%.*

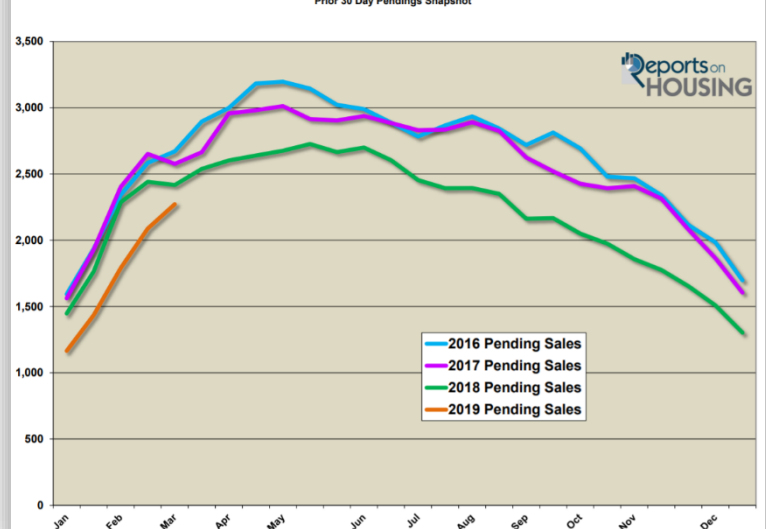
In the past two weeks, the active listing inventory increased by 72 homes, up 1%, and now totals 6,366. It is not rising that rapidly because demand has increased tremendously this year while the number of homeowners opting to sell is a bit subdued. So far this year, 4% fewer homeowners have opted to sell compared to 2018. The wet weather may have something to do with this recent trend. Only time will tell.

From here, expect the inventory to slowly rise until it starts picking up momentum at the end of this month. It will then increase at a higher rate with a lot more homeowners deciding to sell as housing rolls deeper into the Spring Market. Last year at this time there were 4,420 homes on the market. That means that there are **44% more homes available today**. This is the highest level of homes on the market for this time of the year since 2012.

Orange County Active Listing Inventory Year Over Year



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





Demand: *In the past couple of weeks, demand increased by 9%.*

Demand, the number of new pending sales over the prior month, continued its rapid rise, increasing by 184 pending sales in the past two weeks, and now totals 2,272. The retreat in interest rates this year has helped demand considerably. Expect demand to continue to slowly rise before peaking sometime in May. From there, demand will slowly diminish through the rest of the Spring and Summer Markets.

Even with the strong increase in demand, it is important to note that the current demand reading continues to be the lowest for this time of the year since 2008. Expect persistent muted demand compared to recent years.

Last year at this time, there were 145 additional pending sales, 6% more than today.

The current Expected Market Time dropped from 90 days to 84 days in the past two weeks, a slight Seller's Market. It is still the highest reading for this time of the year since 2011. Last year, the Expected Market Time was at 55 days, a HOT Seller's Market.

Luxury End: *Luxury demand soared by 22%.*

In the past two-weeks, demand for homes above \$1.25 million increased by 62 pending sales, a 22% increase, and now totals 346, its highest level since the end of June 2018. The luxury home inventory increased by 77 homes and now totals 2,014, a 4% increase. The overall expected market time for homes priced above \$1.25 million dropped from 205 days to 175 over the past two-weeks, a considerable improvement.

Year over year, luxury demand is **up** by 3 pending sales, or 1%, and the active luxury listing inventory is up by an additional 310 homes, or 18%. There is a lot more seller competition so far this year. The expected market time last year was at 149 days, better than today.

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the expected market time decreased from 132 to 95 days. For homes priced between \$1.5 million and \$2 million, the expected market time decreased from 173 to 140 days. For homes priced between \$2 million and \$4 million, the expected market time increased from 234 to 245 days. For homes priced above \$4 million, the expected market time increased from 573 to 650 days. At 650 days, a seller would be looking at placing their home into escrow around the **middle of December 2020**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	65 Days	42%	54%	33 Days
O.C. \$750k-\$1m	63 Days	17%	23%	43 Days
O.C. \$1m-\$1.25m	102 Days	9%	7%	82 Days
O.C. \$1.25m-\$1.5m	95 Days	7%	6%	78 Days
O.C. \$1.5m-\$2m	140 Days	8%	5%	149 Days
O.C. \$2m-\$4m	245 Days	11%	4%	193 Days
O.C. \$4m+	650 Days	6%	1%	338 Days



Orange County Housing Market Summary:

- The active listing inventory increased by 72 homes in the past two weeks, up 1%, and now totals 6,366. Last year, there were 4,420 homes on the market, 1,946 fewer than today. There are 44% more homes than last year.
- So far this year, 4% fewer homes came on the market below \$500,000 compared to 2018, and there were 15% fewer closed sales. Fewer and fewer homes and condominiums are now priced below \$500,000. This price range is continuing to vanish.
- Demand, the number of pending sales over the prior month, continued its rapid rise in the past two-weeks, climbing by 184 pending sales, up 9%, and now totals 2,272, its lowest level for this time of the year since 2008. Last year, there were 2,417 pending sales, 6% more than today.
- The Expected Market Time for all of Orange County decreased from 90 days two weeks ago to 84 days today, a **slight** Seller's Market (between 60 to 90 days) and the highest level for this time of the year since 2011. It was at 55 days last year.
- For homes priced below \$750,000, the market is a slight Seller's Market (between 60 and 90 days) with an expected market time of 65 days. This range represents 42% of the active inventory and 54% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 63 days, a slight Seller's Market. This range represents 17% of the active inventory and 23% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 102 days, a Balanced Market.
- For luxury homes priced between \$1.25 million and \$1.5 million, in the past two weeks, the expected market time decreased from 132 to 95 days. For homes priced between \$1.5 million and \$2 million, the expected market time decreased from 173 to 140 days. For luxury homes priced between \$2 million and \$4 million, the expected market time increased from 234 to 245 days. For luxury homes priced above \$4 million, the expected market time increased from 573 to 650 days.
- The luxury end, all homes above \$1.25 million, accounts for 32% of the inventory and only 16% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.8% of all listings and 1.9% of demand. There are only 17 foreclosures and 34 short sales available to purchase today in all of Orange County, 51 total distressed homes on the active market, down eight from two-weeks ago. Last year there were 39 total distressed homes on the market, slightly less than today.
- There were 1,543 closed residential resales in February, 15% fewer than February 2018's 1,820 closed sales. February marked a 6% increase from January 2019. The sales to list price ratio was 97.4% for all of Orange County. Foreclosures accounted for just 0.3% of all closed sales, and short sales accounted for 0.6%. That means that 99.1% of all sales were good ol' fashioned sellers with equity.



	Current Actives 3/7/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/7/2019	Market Time 2-Weeks Ago 2/21/2019	Market Time 4-Weeks Ago 2/7/2019	Market Time 1-Year Ago 3/8/2018	Market Time 2-Years Ago 3/9/2017	Average Active List Price 3/7/2019
Aliso Viejo	120	57	63	65	57	19	21	\$670k
Anaheim	207	104	60	71	74	40	33	\$595k
Anaheim Hills	112	52	65	65	62	39	52	\$1.0m
Brea	66	35	57	63	86	55	65	\$1.0m
Buena Park	84	41	61	75	84	58	34	\$654k
Corona Del Mar	124	12	310	300	350	124	103	\$4.7m
Costa Mesa	164	73	67	67	99	56	39	\$960k
Coto De Caza	90	26	104	109	101	99	98	\$2.1m
Cypress	96	58	50	46	64	26	35	\$690k
Dana Point	206	36	172	154	218	87	153	\$3.2m
Dove Canyon	17	4	128	390	360	71	84	\$1.1m
Foothill Ranch	26	10	78	116	47	21	34	\$693k
Fountain Valley	44	34	39	57	90	28	38	\$790k
Fullerton	183	81	68	56	68	48	48	\$875k
Garden Grove	165	69	72	87	110	32	31	\$600k
Huntington Beach	347	126	83	84	100	44	49	\$1.3m
Irvine	717	211	102	110	149	49	50	\$1.4m
La Habra	88	35	75	68	71	51	32	\$593k
La Palma	7	2	105	38	60	50	33	\$764k
Ladera Ranch	85	40	64	89	90	52	62	\$1.3m
Laguna Beach	254	33	231	283	237	307	131	\$4.9m
Laguna Hills	95	26	110	102	108	42	58	\$1.3m
Laguna Niguel	225	85	79	103	115	53	50	\$1.4m
Laguna Woods	235	70	101	104	117	78	34	\$347k
Lake Forest	101	56	54	56	77	31	35	\$685k
Los Alamitos	12	9	40	98	130	53	41	\$907k
Mission Viejo	236	97	73	72	100	34	32	\$775k
Newport Beach	349	61	172	164	179	134	124	\$3.5m
Newport Coast	90	17	159	184	290	164	153	\$6.8m
North Tustin	68	23	89	73	78	85	98	\$2.0m
Orange	215	90	72	76	72	44	41	\$888k
Placentia	55	35	47	45	48	28	40	\$685k
Portola Hills	26	7	111	43	150	15	25	\$1.1m
Rancho Mission Viejo	52	14	111	165	159	159	52	\$841k
Rancho Santa Marg.	91	51	54	86	77	31	22	\$595k
Rossmoor	19	10	57	100	83	60	*	\$1.6m
San Clemente	229	77	89	90	86	68	75	\$1.7m
San Juan	124	41	91	138	126	63	68	\$2.0m
Santa Ana	253	101	75	86	92	40	53	\$612k
Seal Beach	176	40	132	113	131	58	34	\$417k
Stanton	18	19	28	42	52	25	32	\$654k
Talega	45	20	68	61	94	65	41	\$1.2m
Tustin	111	58	57	86	74	27	31	\$941k
Villa Park	12	5	72	75	110	190	85	\$1.8m
Westminster	45	30	45	54	75	40	43	\$727k
Yorba Linda	202	79	77	75	81	77	55	\$1.3m
All of O.C.	6,366	2,272	84	90	102	55	50	\$1.6m



Attached Homes

	Current Actives 3/7/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/7/2019	Market Time 2-Weeks Ago 2/21/2019	Market Time 4-Weeks Ago 2/7/2019	Market Time 1-Year Ago 3/8/2018	Market Time 2-Years Ago 3/9/2017	Average Active List Price 3/7/2019
All of O.C.	2,319	820	85	84	96	40	37	\$685k
O.C. \$0-\$250k	158	50	95	100	115	40	25	\$194k
O.C. \$250k-\$500k	936	369	76	75	85	34	25	\$396k
O.C. \$500k-\$750k	690	289	72	76	84	33	42	\$615k
O.C. \$750k-\$1m	250	64	117	88	122	52	72	\$862k
O.C. \$1m+	285	48	178	179	229	124	124	\$1.9m

Current Actives Vacant **37.1%**

Detached Homes

	Current Actives 3/7/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/7/2019	Market Time 2-Weeks Ago 2/21/2019	Market Time 4-Weeks Ago 2/7/2019	Market Time 1-Year Ago 3/8/2018	Market Time 2-Years Ago 3/9/2017	Average Active List Price 3/7/2019
All of O.C.	4,047	1,452	84	95	106	64	64	\$2.1m
O.C. \$0-\$500k	61	41	45	74	57	31	34	\$440k
O.C. \$500k-\$750k	849	486	52	62	71	33	31	\$654k
O.C. \$750k-\$1m	860	466	55	62	72	41	53	\$874k
O.C. \$1m-\$1.25m	467	144	97	95	108	80	87	\$1.1m
O.C. \$1.25m-\$1.5m	370	118	94	127	136	79	87	\$1.4m
O.C. \$1.5m-\$2m	429	99	130	170	200	142	129	\$1.7m
O.C. \$2m-\$4m	635	80	238	222	232	191	216	\$2.8m
O.C. \$4m+	376	18	627	583	591	352	364	\$9.0m

Current Actives Vacant **23.8%**

All Homes

	Current Actives 3/7/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/7/2019	Market Time 2-Weeks Ago 2/21/2019	Market Time 4-Weeks Ago 2/7/2019	Market Time 1-Year Ago 3/8/2018	Market Time 2-Years Ago 3/9/2017	Average Active List Price 3/7/2019
All of O.C.	6,366	2,272	84	90	102	55	50	\$1.6m
O.C. \$0-\$500k	1,155	460	75	78	86	34	26	\$371k
O.C. \$500k-\$750k	1,539	775	60	68	76	33	34	\$637k
O.C. \$750k-\$1m	1,110	530	63	67	79	43	54	\$871k
O.C. \$1m-\$1.25m	548	161	102	96	112	82	76	\$1.1m
O.C. \$1.25m-\$1.5m	430	136	95	132	144	78	76	\$1.4m
O.C. \$1.5m-\$2m	500	107	140	173	209	149	129	\$1.7m
O.C. \$2m-\$4m	694	85	245	234	241	193	219	\$2.8m
O.C. \$4m+	390	18	650	573	582	338	245	\$8.9m

Current Actives Vacant **28.7%**



	Units Sold Feb 2019	Average Sales Price	Average List Price	Sales to List			Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Feb 2018
				Price Ratio	Low Price	High Price			
Aliso Viejo	51	\$584,569	\$597,780	97.8%	\$300k	\$1.4m	1,443	\$405	45
Anaheim	77	\$536,084	\$542,564	98.8%	\$235k	\$770k	1,534	\$349	100
Anaheim Hills	34	\$695,631	\$710,699	97.9%	\$440k	\$1.4m	1,992	\$349	42
Brea	20	\$702,200	\$723,363	97.1%	\$330k	\$1.3m	1,854	\$379	26
Buena Park	34	\$577,806	\$591,675	97.7%	\$412k	\$780k	1,564	\$369	33
Corona Del Mar	10	\$3,514,000	\$3,609,900	97.3%	\$1.5m	\$7.2m	2,740	\$1,282	16
Costa Mesa	59	\$859,439	\$872,234	98.5%	\$360k	\$1.8m	1,748	\$492	56
Coto De Caza	22	\$1,397,564	\$1,478,850	94.5%	\$675k	\$5.8m	3,552	\$393	19
Cypress	20	\$714,015	\$733,723	97.3%	\$430k	\$1.3m	1,777	\$399	23
Dana Point	27	\$1,202,368	\$1,262,170	95.3%	\$320k	\$2.9m	1,994	\$603	31
Dove Canyon	2	\$1,173,750	\$1,218,900	96.3%	\$933k	\$1.4m	3,644	\$322	2
Foothill Ranch	10	\$517,090	\$520,469	99.4%	\$411k	\$760k	1,213	\$426	12
Fountain Valley	14	\$812,500	\$823,771	98.6%	\$468k	\$1.3m	1,953	\$416	32
Fullerton	65	\$634,708	\$639,690	99.2%	\$291k	\$1.3m	1,667	\$381	76
Garden Grove	39	\$573,633	\$581,536	98.6%	\$300k	\$873k	1,456	\$394	66
Huntington Beach	94	\$890,979	\$907,306	98.2%	\$330k	\$3.2m	1,807	\$493	121
Irvine	136	1,055,456	\$1,072,725	98.4%	\$297k	\$10.3m	2,057	\$513	164
La Habra	36	\$542,950	\$544,483	99.7%	\$250k	\$1.2m	1,478	\$367	41
La Palma	5	\$666,700	\$678,643	98.2%	\$488k	\$1.0m	2,000	\$333	5
Ladera Ranch	25	\$850,040	\$876,224	97.0%	\$450k	\$2.1m	2,418	\$352	27
Laguna Beach	16	\$2,332,727	\$2,479,494	94.1%	\$575k	\$8.3m	2,294	\$1,017	16
Laguna Hills	23	\$1,042,899	\$1,072,021	97.3%	\$388k	\$3.3m	2,513	\$415	20
Laguna Niguel	49	\$871,024	\$887,233	98.2%	\$338k	\$3.6m	1,956	\$445	66
Laguna Woods	47	\$319,098	\$326,333	97.8%	\$5k	\$1.5m	1,118	\$285	50
Lake Forest	33	\$579,651	\$587,285	98.7%	\$272k	\$1.1m	1,522	\$381	38
Los Alamitos	4	\$848,125	\$853,625	99.4%	\$563k	\$1.1m	1,947	\$436	4
Mission Viejo	48	\$609,767	\$616,139	99.0%	\$342k	\$875k	1,528	\$399	72
Newport Beach	40	\$2,079,460	\$2,199,040	94.6%	\$585k	\$9.5m	2,173	\$957	58
Newport Coast	6	\$1,923,917	\$2,045,800	94.0%	\$749k	\$3.9m	2,601	\$740	22
North Tustin	12	\$1,088,409	\$1,135,033	95.9%	\$605k	\$2.8m	2,662	\$409	23
Orange	82	\$733,734	\$741,270	99.0%	\$316k	\$1.4m	1,914	\$383	67
Placentia	31	\$555,718	\$563,302	98.7%	\$296k	\$815k	1,561	\$356	20
Portola Hills	2	\$415,250	\$421,950	98.4%	\$388k	\$443k	1,044	\$398	1
Rancho Mission Viejo	8	\$819,563	\$836,285	98.0%	\$545k	\$1.3m	2,060	\$398	5
Rancho Santa Marg.	35	\$580,363	\$587,549	98.8%	\$300k	\$925k	1,503	\$386	38
Rossmore	7	\$1,118,500	\$1,162,143	96.2%	\$786k	\$1.9m	2,202	\$508	7
San Clemente	49	\$946,851	\$971,885	97.4%	\$330k	\$1.8m	2,168	\$437	48
San Juan	27	\$881,389	\$902,758	97.6%	\$285k	\$2.6m	2,156	\$409	35
Santa Ana	66	\$502,330	\$513,406	97.8%	\$226k	\$1.1m	1,335	\$376	82
Seal Beach	17	\$501,162	\$519,523	96.5%	\$150k	\$1.7m	1,224	\$409	37
Stanton	12	\$418,157	\$424,691	98.5%	\$275k	\$555k	1,119	\$374	13
Talega	10	\$993,500	\$1,009,390	98.4%	\$481k	\$1.8m	2,542	\$391	12
Tustin	26	\$691,304	\$703,012	98.3%	\$332k	\$1.4m	1,634	\$423	39
Villa Park	1	\$2,610,000	\$2,750,000	94.9%	\$2.6m	\$2.6m	6,138	\$425	3
Westminster	24	\$653,917	\$662,817	98.7%	\$460k	\$840k	1,670	\$392	35
Yorba Linda	64	\$1,022,438	\$1,041,358	98.2%	\$377k	\$9.8m	2,654	\$385	52
All of O.C.	1,543	\$830,651	\$852,736	97.4%	\$5k	\$10.3m	1,846	\$450	1,820
O.C. \$0-\$500k	366	\$385,763	\$393,769	98.0%	\$5k	\$500k	1,065	\$362	408
O.C. \$500k-\$750k	575	\$627,025	\$634,878	98.8%	\$501k	\$750k	1,533	\$409	653
O.C. \$750k-\$1m	325	\$852,356	\$867,331	98.3%	\$752k	\$1.0m	2,186	\$390	380
O.C. \$1m-\$1.25m	112	\$1,117,070	\$1,138,985	98.1%	\$1.0m	\$1.25m	2,522	\$443	142
O.C. \$1.25m-\$1.5m	60	\$1,348,517	\$1,384,900	97.4%	\$1.25m	\$1.5m	2,988	\$451	81
O.C. \$1.5m-\$2m	40	\$1,714,448	\$1,754,430	97.7%	\$1.5m	\$2.0m	3,268	\$525	64
O.C. \$2m-4m	53	\$2,786,333	\$2,929,596	95.1%	\$2.1m	\$3.9m	3,802	\$733	75
O.C. \$4m+	12	\$6,722,802	\$7,081,908	94.9%	\$4.5m	\$10.3m	6,020	\$1,117	17

*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 3/7/2019	Number of Foreclosures & Short Sale Actives 3/7/2019	% of Active Inventory 3/7/2019		Current Actives 3/7/2019	Number of Foreclosures & Short Sale Actives 3/7/2019	% of Active Inventory 3/7/2019
Attached				Attached			
Aliso Viejo	120	0	0.0%	All of O.C.	2,319	12	0.5%
Anaheim	207	5	2.4%	O.C. \$0-\$250k	158	0	0.0%
Anaheim Hills	112	1	0.9%	O.C. \$250k-\$500k	936	10	1.1%
Brea	66	1	1.5%	O.C. \$500k-\$750k	690	0	0.0%
Buena Park	84	2	2.4%	O.C. \$750k-\$1m	250	1	0.4%
Corona Del Mar	124	0	0.0%	O.C. \$1m+	285	1	0.4%
Costa Mesa	164	1	0.6%				
Coto De Caza	90	0	0.0%	Detached			
Cypress	96	0	0.0%	All of O.C.	4,047	39	1.1%
Dana Point	206	1	0.5%	O.C. \$0k-\$500k	61	2	3.3%
Dove Canyon	17	0	0.0%	O.C. \$500k-\$750k	849	15	1.8%
Foothill Ranch	26	0	0.0%	O.C. \$750k-\$1m	860	9	1.0%
Fountain Valley	44	0	0.0%	O.C. \$1m-\$1.5m	467	5	1.1%
Fullerton	183	1	0.5%	O.C. \$1.25m-\$1.5m	370	0	0.0%
Garden Grove	165	3	1.8%	O.C. \$1.5m-\$2m	429	2	0.5%
Huntington Beach	347	1	0.3%	O.C. \$2m-\$4m	635	5	0.8%
Irvine	717	4	0.6%	O.C. \$4m+	376	1	0.3%
La Habra	88	0	0.0%				
La Palma	7	0	0.0%	All Homes			
Ladera Ranch	85	1	1.2%	All of O.C.	6,366	51	0.7%
Laguna Beach	254	1	0.4%	O.C. \$0k-\$500k	1,155	12	1.0%
Laguna Hills	95	2	2.1%	O.C. \$500k-\$750k	1,539	15	1.0%
Laguna Niguel	225	2	0.9%	O.C. \$750k-\$1m	1,110	10	0.9%
Laguna Woods	235	1	0.4%	O.C. \$1m-\$1.25m	548	5	0.9%
Lake Forest	101	0	0.0%	O.C. \$1.25m-\$1.5m	430	0	0.0%
Los Alamitos	12	0	0.0%	O.C. \$1.5m-\$2m	500	2	0.4%
Mission Viejo	236	3	1.3%	O.C. \$2m-\$4m	694	6	0.9%
Newport Beach	349	5	1.4%	O.C. \$4m+	390	1	0.3%
Newport Coast	90	0	0.0%				
North Tustin	68	0	0.0%	County High Shares - Account for 51%			
Orange	215	2	0.9%	Westminster	45	2	4.4%
Placentia	55	0	0.0%	Anaheim	207	5	2.4%
Portola Hills	26	0	0.0%	Buena Park	84	2	2.4%
Rancho Mission Viejo	52	0	0.0%	Rancho Santa Mar	91	2	2.2%
Rancho Santa Marg.	91	2	2.2%	Laguna Hills	95	2	2.1%
Rossmoor	19	0	0.0%	Garden Grove	165	3	1.8%
San Clemente	229	1	0.4%	San Juan Capistrano	124	2	1.6%
San Juan	124	2	1.6%	Santa Ana	253	4	1.6%
Santa Ana	253	4	1.6%	Brea	66	1	1.5%
Seal Beach	176	0	0.0%	Yorba Linda	202	3	1.5%
Stanton	18	0	0.0%				
Talega	45	0	0.0%	County Low Shares - No Distressed			
Tustin	111	0	0.0%	Aliso Viejo	Los Alamitos	Tustin	
Villa Park	12	0	0.0%	Corona del Mar	Newport Coast	Villa Park	
Westminster	45	2	4.4%	Coto de Caza	North Tustin		
Yorba Linda	202	3	1.5%	Cypress	Placentia		
All of O.C.	6,366	51	0.8%	Dove Canyon	Portola Hills		
				Foothill Ranch	Rancho Mission Viejo		
				Fountain Valley	Rossmoor		
				La Habra	Seal Beach		
				La Palma	Stanton		
				Lake Forest	Talega		
Orange County Distressed Breakdown							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	21	7	90				
Total Short Sale	37	21	53				

*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 3/7/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/7/2019	Market Time 2-Weeks Ago 2/21/2019	Market Time 4-Weeks Ago 2/7/2019	Market Time 1-Year Ago 3/8/2018	Market Time 2-Years Ago 3/9/2017
Los Angeles County	12,675	4,822	79	86	99	55	58
Orange County	6,366	2,272	84	90	102	55	53
Riverside County	9,262	2,663	104	115	127	81	88
San Bernardino County	5,883	2,160	82	90	102	60	63
San Diego County	6,805	2,864	71	73	84	51	44
Ventura County	1,518	743	61	59	69	46	*
SO CAL TOTALS	42,509	15,524	82	88	100	59	61

Distressed Properties - Foreclosures and Short Sales

	Current Actives 3/7/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/7/2019	Market Time 2-Weeks Ago 2/21/2019	Market Time 4-Weeks Ago 2/7/2019	Market Time 1-Year Ago 3/8/2018	Market Time 2-Years Ago 3/9/2017
Los Angeles County	176	129	41	43	61	39	34
Orange County	51	43	36	62	61	39	25
Riverside County	207	97	64	74	80	51	51
San Bernardino County	135	75	54	62	74	34	49
San Diego County	48	27	53	83	59	37	21
Ventura County	23	15	46	58	47	31	*
SO CAL TOTALS	640	386	50	60	68	41	37