



Orange County Housing Report: Buyers Gamble

March 25, 2019

Many buyers are sitting on the fence waiting for interest rates to fall, but don't know when to cash in their chips.



Gambling on Rates: Interest rates have fallen to 4.25%, the lowest level in over a year.

No matter what your age, or what kind of music you like, everybody has listened to and knows the lyrics to Kenny Rogers's "The Gambler." "You've got to know when to hold 'em. Know when to fold 'em. Know when to walk away. And know when to run." It is a song about a young man who stumbles upon gambling advice from a seasoned, old, veteran gambler "on a train bound for nowhere."

So many potential buyers are just like the young gambler, they simply don't know when they should walk away from the fence they are sitting on and cash in their chips. They are waiting to make the plunge into home ownership but are trying to "time the market." Unfortunately, so many of these buyers, and homeowners waiting to refinance, have been sitting on the sideline and have already missed prior opportunities to cash in on excellent interest rates. Fortunately, rates are excellent once again.

Last week was a huge week for interest rates. The last several months have been huge for interest rates. Since November 2018, interest rates have dropped dramatically from 5% to 4.25%, a substantial difference that helps on the homebuyer affordability front. Today's rate of 4.25% is the lowest since February 2018.

What happened? The United States economy is showing signs of slowing, there has been an international economic slowdown, the price of oil has dropped substantially, the trade war seems as if there is no end in sight, and there has been tremendous stock market volatility. That is enough for investors around the world to park their money in long term U.S. government bonds. When this happens, interest rates fall. And, last week, the Federal Reserve stated that they were done raising the short-term rate and will not make a move on rates at all in 2019.

	11/15/2018	Current Rates	Monthly Savings	Annual Savings	5 Year Savings
Mortgage Amount	5%	4.25%	4.25%	4.25%	4.25%
\$500,000	\$2,684	\$2,460	\$224	\$2,688	\$13,440
\$750,000	\$4,026	\$3,690	\$336	\$4,032	\$20,160
\$1,000,000	\$5,368	\$4,919	\$449	\$5,388	\$26,940

As a result, interest rates have dropped to new lows not seen in over a year. For buyers looking at a \$500,000 mortgage, the drop has resulted in a savings of \$224 per month compared to last November. That is an annual savings of \$2,688, or \$13,440 in 5 years. The savings are even more substantial for higher mortgage amounts.

This is where buyers need to understand that right **NOW** is an excellent time to cash in on today's low interest rate. Waiting for interest rates to drop further is a lot like gambling. Reminiscing about the good 'ol days when interest rates were in the mid-3% range will not magically make rates drop. Could they go down further? Perhaps. Could they go up again? Absolutely. The old saying, "a bird in the hand is worth two in the bush" applies. It is better to cash in today than to risk losing out on this opportunity by hoping rates fall further. There are plenty of stories of buyers who have kicked themselves for waiting too long. In taking a closer look at affordability, for buyers looking for a \$3,000 mortgage payment, along with a 20% down payment, the drop in interest rates has allowed them to afford a much larger home. Back in November 2018, they were looking at a \$698,750 home with a 5% mortgage. That has improved spectacularly since. With today's 4.25% interest rate, a buyer is now looking at purchasing a \$762,500 home. **That is an amazing increase of \$63,750 in purchasing power.**



Interest Rates Impact on Affordability

\$3,000 a Month Desired Jumbo Mortgage Payment*	4.0%	4.25%	4.5%	4.75%	5.0%	5.25%	5.5%
		↓ Price of Home Able to Afford ↓					
	\$785,000	\$762,500	\$740,000	\$718,750	\$698,750	\$678,750	\$660,000

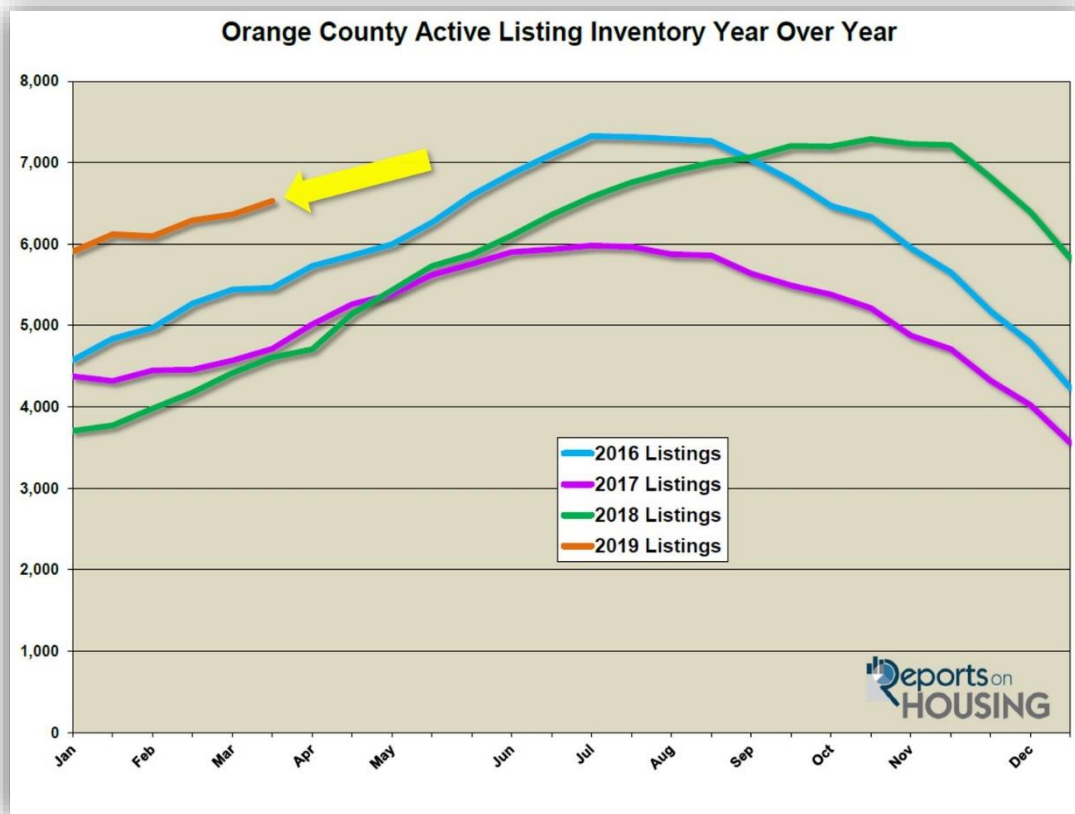
*Mortgage Payment is Principal & Interest Only & 20% Down Payment

The combination of improved home affordability and substantially more inventory than the last several spring selling seasons should lead to an increase in home buyer demand. Buyers, what are you waiting for? It is time to get off of the home buying fence and cash in your chips.

Active Inventory: *In the past couple of weeks, the active inventory increased by 3%.*

In the past two weeks, the active listing inventory increased by 166 homes, up 3%, and now totals 6,532, the highest level since November last year. The inventory had been slowly rising, most likely due to the torrential rain that Southern California had experienced. Since much of the heavy rain is over, and now that is officially spring, more homeowners are opting to place their homes on the market. The increases will gain momentum in the coming weeks, the busiest time of the year for housing.

Last year at this time there were 4,609 homes on the market. That means that there are **42% more homes available today**. This is the highest level of homes on the market for this time of the year since 2012.





Demand: *In the past couple of weeks, demand increased by 3%.*

Demand, the number of new pending sales over the prior month, continued to rise, increasing by 78 pending sales in the past two weeks, up 3%, and now totals 2,350. The rapid increase in demand from the start of the year is starting to slow and will most likely only increase slightly until peaking sometime in May. From there, demand will slowly diminish through the rest of the Spring and Summer Markets.

The retreat in interest rates this year has helped demand considerably. Soft demand had been an enormous issue in the second half of 2018, but with falling rates demand has picked up.

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 2014. There still is buyer apprehension in approaching the housing market. They are careful not to overpay and are looking to offer only the **Fair Market Value** for a home. They are not willing to stretch the asking price, which is why homes are currently not appreciating much at all.

Last year at this time, there were 188 additional pending sales, 7% more than today.

The current Expected Market Time dropped from 84 days to 83 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 54 days, a HOT Seller's Market.

Luxury End: *The luxury inventory climbed quite a bit.*

In the past two-weeks, demand for homes above \$1.25 million increased by 6 pending sales, a 2% increase, and now totals 352, its highest level since the end of June 2018. The luxury home inventory increased by 76 homes and now totals 2,090, a 4% increase. The overall expected market time for homes priced above \$1.25 million increased from 175 days to 178 over the past two-weeks, a slight increase.

Year over year, luxury demand is down by 1 pending sale, basically the same as last year, and the active luxury listing inventory is up by an additional 293 homes, or 16%. There is a lot more seller competition so far this year. The expected market time last year was at 153 days, better than today.

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the expected market time increased from 95 to 103 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 140 to 146 days. For homes priced between \$2 million and \$4 million, the expected market time decreased from 245 to 230 days. For homes priced above \$4 million, the expected market time decreased from 650 to 562 days. At 562 days, a seller would be looking at placing their home into escrow around **the start of October 2020**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	64 Days	42%	54%	33 Days
O.C. \$750k-\$1m	66 Days	18%	22%	44 Days
O.C. \$1m-\$1.25m	85 Days	8%	8%	71 Days
O.C. \$1.25m-\$1.5m	103 Days	7%	6%	88 Days
O.C. \$1.5m-\$2m	146 Days	8%	5%	142 Days
O.C. \$2m-\$4m	230 Days	11%	4%	202 Days
O.C. \$4m+	562 Days	6%	1%	296 Days



Orange County Housing Market Summary:

- The active listing inventory increased by 166 homes in the past two weeks, up 3%, and now totals 6,532. Last year, there were 4,609 homes on the market, 1,923 fewer than today. There are 42% 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, increased by 78 pending sales in the past two-weeks, up 3%, and now totals 2,350, its lowest level for this time of the year since 2014. Last year, there were 2,538 pending sales, 8% more than today.
- The Expected Market Time for all of Orange County decreased from 84 days two weeks ago to 83 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 54 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 64 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 66 days, a slight Seller's Market. This range represents 18% of the active inventory and 22% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 85 days, a slight Seller's Market.
- For luxury homes priced between \$1.25 million and \$1.5 million, in the past two weeks, the expected market time increased from 95 to 103 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 140 to 146 days. For luxury homes priced between \$2 million and \$4 million, the expected market time decreased from 245 to 230 days. For luxury homes priced above \$4 million, the expected market time decreased from 650 to 562 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 1.8% of demand. There are only 19 foreclosures and 30 short sales available to purchase today in all of Orange County, 49 total distressed homes on the active market, down two 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 3/21/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/21/2019	Market Time 2-Weeks Ago 3/7/2019	Market Time 4-Weeks Ago 2/21/2019	Market Time 1-Year Ago 3/22/2018	Market Time 2-Years Ago 3/23/2017	Average Active List Price 3/21/2019
Aliso Viejo	128	63	61	63	65	28	27	\$674k
Anaheim	221	111	60	60	71	38	44	\$597k
Anaheim Hills	132	42	94	65	65	44	43	\$1.0m
Brea	81	23	106	57	63	43	43	\$954k
Buena Park	79	42	56	61	75	42	29	\$662k
Corona Del Mar	125	13	288	310	300	204	172	\$4.6m
Costa Mesa	170	64	80	67	67	52	42	\$968k
Coto De Caza	88	24	110	104	109	135	106	\$2.1m
Cypress	84	70	36	50	46	26	29	\$658k
Dana Point	218	37	177	172	154	83	122	\$3.1m
Dove Canyon	17	7	73	128	390	77	90	\$1.1m
Foothill Ranch	25	14	54	78	116	36	18	\$721k
Fountain Valley	37	31	36	39	57	40	25	\$773k
Fullerton	174	82	64	68	56	42	42	\$903k
Garden Grove	157	90	52	72	87	32	27	\$623k
Huntington Beach	367	145	76	83	84	40	38	\$1.3m
Irvine	722	227	95	102	110	49	60	\$1.4m
La Habra	88	41	64	75	68	40	36	\$611k
La Palma	13	1	390	105	38	38	25	\$708k
Ladera Ranch	89	46	58	64	89	61	43	\$1.3m
Laguna Beach	266	33	242	231	283	206	176	\$5.0m
Laguna Hills	96	30	96	110	102	42	60	\$1.4m
Laguna Niguel	237	97	73	79	103	55	53	\$1.4m
Laguna Woods	240	62	116	101	104	77	43	\$345k
Lake Forest	104	58	54	54	56	36	34	\$673k
Los Alamitos	11	13	25	40	98	37	52	\$966k
Mission Viejo	226	108	63	73	72	40	46	\$770k
Newport Beach	356	69	155	172	164	128	133	\$3.6m
Newport Coast	96	12	240	159	184	145	139	\$6.4m
North Tustin	87	20	131	89	73	79	117	\$1.9m
Orange	210	98	64	72	76	47	41	\$876k
Placentia	60	32	56	47	45	26	28	\$686k
Portola Hills	23	5	138	111	43	2	18	\$1.1m
Rancho Mission Viejo	56	14	120	111	165	113	48	\$843k
Rancho Santa Marg.	90	49	55	54	86	22	23	\$587k
Rossmoor	26	7	111	57	100	38	*	\$1.5m
San Clemente	259	65	120	89	90	87	99	\$1.7m
San Juan	113	48	71	91	138	69	74	\$2.1m
Santa Ana	249	102	73	75	86	38	40	\$621k
Seal Beach	170	44	116	132	113	65	42	\$437k
Stanton	16	16	30	28	42	18	19	\$715k
Talega	50	16	94	68	61	58	58	\$1.2m
Tustin	110	52	63	57	86	34	45	\$1.0m
Villa Park	19	3	190	72	75	113	96	\$1.6m
Westminster	49	31	47	45	54	26	47	\$688k
Yorba Linda	196	77	76	77	75	78	69	\$1.3m
All of O.C.	6,532	2,350	83	84	90	54	53	\$1.6m



Attached Homes

	Current Actives 3/21/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/21/2019	Market Time 2-Weeks Ago 3/7/2019	Market Time 4-Weeks Ago 2/21/2019	Market Time 1-Year Ago 3/22/2018	Market Time 2-Years Ago 3/23/2017	Average Active List Price 3/21/2019
All of O.C.	2,373	855	83	85	84	41	40	\$703k
O.C. \$0-\$250k	164	51	96	95	100	46	33	\$197k
O.C. \$250k-\$500k	940	378	75	76	75	34	28	\$397k
O.C. \$500k-\$750k	709	302	70	72	76	31	41	\$617k
O.C. \$750k-\$1m	246	76	97	117	88	65	65	\$863k
O.C. \$1m+	314	48	196	178	179	119	156	\$1.9m

Current Actives Vacant **37.3%**

Detached Homes

	Current Actives 3/21/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/21/2019	Market Time 2-Weeks Ago 3/7/2019	Market Time 4-Weeks Ago 2/21/2019	Market Time 1-Year Ago 3/22/2018	Market Time 2-Years Ago 3/23/2017	Average Active List Price 3/21/2019
All of O.C.	4,159	1,495	83	84	95	63	61	\$2.1m
O.C. \$0-\$500k	61	43	43	45	74	27	27	\$440k
O.C. \$500k-\$750k	856	506	51	52	62	32	31	\$655k
O.C. \$750k-\$1m	908	446	61	55	62	40	48	\$875k
O.C. \$1m-\$1.25m	472	176	80	97	95	70	83	\$1.1m
O.C. \$1.25m-\$1.5m	376	116	97	94	127	84	83	\$1.4m
O.C. \$1.5m-\$2m	439	98	134	130	170	146	108	\$1.7m
O.C. \$2m-\$4m	654	88	223	238	222	193	181	\$2.8m
O.C. \$4m+	393	22	536	627	583	287	465	\$8.9m

Current Actives Vacant **22.9%**

All Homes

	Current Actives 3/21/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/21/2019	Market Time 2-Weeks Ago 3/7/2019	Market Time 4-Weeks Ago 2/21/2019	Market Time 1-Year Ago 3/22/2018	Market Time 2-Years Ago 3/23/2017	Average Active List Price 3/21/2019
All of O.C.	6,532	2,350	83	84	90	54	53	\$1.6m
O.C. \$0-\$500k	1,165	472	74	75	78	34	28	\$370k
O.C. \$500k-\$750k	1,565	808	58	60	68	32	34	\$638k
O.C. \$750k-\$1m	1,154	522	66	63	67	44	51	\$873k
O.C. \$1m-\$1.25m	558	196	85	102	96	71	86	\$1.1m
O.C. \$1.25m-\$1.5m	453	132	103	95	132	88	86	\$1.4m
O.C. \$1.5m-\$2m	511	105	146	140	173	142	116	\$1.7m
O.C. \$2m-\$4m	714	93	230	245	234	202	187	\$2.8m
O.C. \$4m+	412	22	562	650	573	296	479	\$8.7m

Current Actives Vacant **28.2%**



	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	1,787	\$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
Rosmoor	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 3/21/2019	Number of Foreclosures & Short Sale Actives 3/21/2019	% of Active Inventory 3/21/2019
Aliso Viejo	128	0	0.0%
Anaheim	221	3	1.4%
Anaheim Hills	132	0	0.0%
Brea	81	1	1.2%
Buena Park	79	1	1.3%
Corona Del Mar	125	0	0.0%
Costa Mesa	170	0	0.0%
Coto De Caza	88	0	0.0%
Cypress	84	0	0.0%
Dana Point	218	1	0.5%
Dove Canyon	17	0	0.0%
Foothill Ranch	24	0	0.0%
Fountain Valley	37	1	2.7%
Fullerton	174	1	0.6%
Garden Grove	157	1	0.6%
Huntington Beach	367	4	1.1%
Irvine	722	4	0.6%
La Habra	88	0	0.0%
La Palma	13	0	0.0%
Ladera Ranch	89	1	1.1%
Laguna Beach	266	1	0.4%
Laguna Hills	96	3	3.1%
Laguna Niguel	237	3	1.3%
Laguna Woods	240	1	0.4%
Lake Forest	104	0	0.0%
Los Alamitos	11	0	0.0%
Mission Viejo	226	4	1.8%
Newport Beach	356	3	0.8%
Newport Coast	96	1	1.0%
North Tustin	87	0	0.0%
Orange	210	2	1.0%
Placentia	60	1	1.7%
Portola Hills	23	0	0.0%
Rancho Mission Viejo	56	0	0.0%
Rancho Santa Marg.	90	1	1.1%
Rossmoor	26	0	0.0%
San Clemente	259	1	0.4%
San Juan	113	1	0.9%
Santa Ana	249	4	1.6%
Seal Beach	170	0	0.0%
Stanton	16	0	0.0%
Talega	50	0	0.0%
Tustin	110	0	0.0%
Villa Park	19	0	0.0%
Westminster	49	2	4.1%
Yorba Linda	196	2	1.0%
All of O.C.	6,479	49	0.8%

Attached	Current Actives 3/21/2019	Number of Foreclosures & Short Sale Actives 3/21/2019	% of Active Inventory 3/21/2019
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All of O.C.	2,376	12	0.5%
O.C. \$0-\$250k	164	2	1.2%
O.C. \$250k-\$500k	947	7	0.7%
O.C. \$500k-\$750k	707	1	0.1%
O.C. \$750k-\$1m	244	1	0.4%
O.C. \$1m+	314	1	0.3%

Detached	Current Actives 3/21/2019	Number of Foreclosures & Short Sale Actives 3/21/2019	% of Active Inventory 3/21/2019
All of O.C.	4,103	37	0.9%
O.C. \$0k-\$500k	61	1	1.6%
O.C. \$500k-\$750k	847	15	1.8%
O.C. \$750k-\$1m	876	8	0.9%
O.C. \$1m-\$1.5m	462	4	0.9%
O.C. \$1.25m-\$1.5m	376	0	0.0%
O.C. \$1.5m-\$2m	433	3	0.7%
O.C. \$2m-\$4m	655	5	0.8%
O.C. \$4m+	393	1	0.3%

All Homes	Current Actives 3/21/2019	Number of Foreclosures & Short Sale Actives 3/21/2019	% of Active Inventory 3/21/2019
All of O.C.	6,479	49	0.6%
O.C. \$0k-\$500k	1,172	10	0.9%
O.C. \$500k-\$750k	1,554	16	1.0%
O.C. \$750k-\$1m	1,120	9	0.8%
O.C. \$1m-\$1.25m	548	4	0.7%
O.C. \$1.25m-\$1.5m	453	0	0.0%
O.C. \$1.5m-\$2m	505	3	0.6%
O.C. \$2m-\$4m	715	6	0.8%
O.C. \$4m+	412	1	0.2%

County High Shares - Account for 47%	Current Actives 3/21/2019	Number of Foreclosures & Short Sale Actives 3/21/2019	% of Active Inventory 3/21/2019
Westminster	27	3	11.1%
Anaheim	30	3	10.0%
Buena Park	30	3	10.0%
Rancho Santa Margarita	31	3	9.7%
Laguna Hills	12	1	8.3%
Garden Grove	37	3	8.1%
San Juan Capistrano	38	3	7.9%
Santa Ana	27	2	7.4%
Brea	14	1	7.1%
Yorba Linda	16	1	6.3%

County Low Shares - No Distressed	Current Actives 3/21/2019	Number of Foreclosures & Short Sale Actives 3/21/2019	% of Active Inventory 3/21/2019
Aliso Viejo	128	0	0.0%
Anaheim Hills	132	0	0.0%
Corona Del Mar	125	0	0.0%
Costa Mesa	170	0	0.0%
Coto De Caza	88	0	0.0%
Cypress	84	0	0.0%
Dove Canyon	17	0	0.0%
Foothill Ranch	24	0	0.0%
Fountain Valley	37	1	2.7%
La Habra	88	0	0.0%
La Palma	13	0	0.0%
Lake Forest	104	0	0.0%
Los Alamitos	11	0	0.0%
North Tustin	87	0	0.0%
Portola Hills	23	0	0.0%
Rancho Mission Viejo	56	0	0.0%
Rancho Santa Marg.	90	1	1.1%
Rossmoor	26	0	0.0%
Seal Beach	170	0	0.0%
Stanton	16	0	0.0%
Talega	50	0	0.0%
Tustin	110	0	0.0%
Villa Park	19	0	0.0%

Orange County Distressed Breakdown

	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)
Total Foreclosures	19	15	38
Total Short Sale	30	27	33

*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 3/21/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/21/2019	Market Time 2-Weeks Ago 3/7/2019	Market Time 4-Weeks Ago 2/21/2019	Market Time 1-Year Ago 3/22/2018	Market Time 2-Years Ago 3/23/2017
Los Angeles County	12,658	5,239	72	79	86	55	58
Orange County	6,532	2,350	83	84	90	55	53
Riverside County	9,202	2,920	95	104	115	81	88
San Bernardino County	5,725	2,344	73	82	90	60	63
San Diego County	6,791	3,104	66	71	73	51	44
Ventura County	1,533	817	56	61	59	46	*
SOCAL TOTALS	42,441	16,774	76	82	88	59	61

Distressed Properties - Foreclosures and Short Sales

	Current Actives 3/21/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/21/2019	Market Time 2-Weeks Ago 3/7/2019	Market Time 4-Weeks Ago 2/21/2019	Market Time 1-Year Ago 3/22/2018	Market Time 2-Years Ago 3/23/2017
Los Angeles County	159	117	41	41	43	39	34
Orange County	49	42	35	36	62	39	25
Riverside County	207	91	68	64	74	51	51
San Bernardino County	134	83	48	54	62	34	49
San Diego County	44	28	47	53	83	37	21
Ventura County	26	17	46	46	58	31	*
SOCAL TOTALS	619	378	49	60	68	41	37