



Orange County Housing Report: Seller Competition

April 8, 2019

This is the time of year when more sellers come on the market than any other time of year.

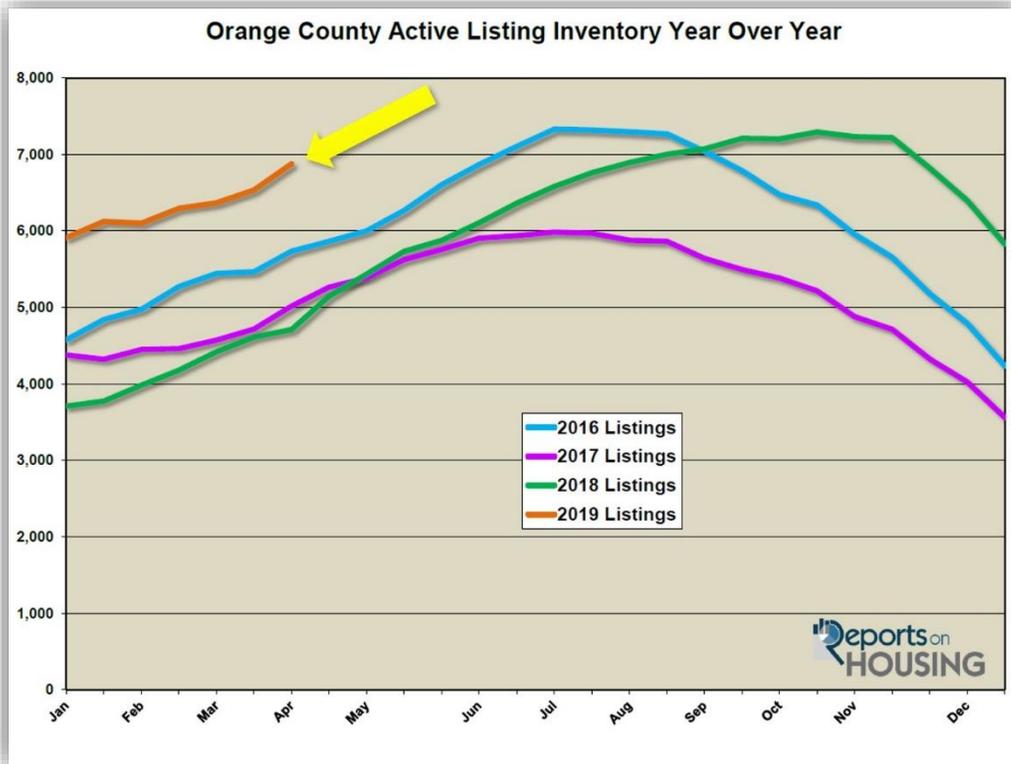


More Seller Competition: The active listing inventory is rising.

Isn't it beautiful? Southern California hills are spectacularly adorned in a blanket of bright orange California Poppies. The record rainfall resulted in a "super bloom" like nobody can remember. People are venturing outside to capture the incredible site, hiking and taking selfies along the way. Spring is definitely here!

The record rainfall kept many homeowners from entering the fray and placing their homes on the market. Yet, the deluge of rain is now in the past. That was during the winter, but spring has arrived in housing as well; there is nothing keeping owners from pounding FOR SALE signs in their yards. Like the blanket of California poppies, this is the time of year when more FOR SALE signs blanket neighborhoods in Southern California and across the U.S. than any other time of year.

Nearly a third of all homes that are placed on the market during the year occur from April through June. There has already been an uptick in the number of homes coming on the market within the last couple of weeks. As a result, the active listing inventory in Orange County grew by 5%, adding an additional 344 homes. It now sits at 6,876 homes, its highest level since mid-November of 2018.



Right now, it is the best time of the year to sell a home in terms of buyer demand. Demand is currently increasing as well, growing by 4% in the past two weeks. It will peak by mid-May. Yet, even with increasing demand, it does not mean that the market is getting hotter. In fact, what you see is what you get. The market will not improve any more than where it is today. This is due to the fact that while demand is rising, so is the active listing inventory. The inventory is rising slightly faster than demand. The added seller competition is offsetting any improvement in demand. In looking at the Expected Market Time for Orange County (that is the number of days from coming on the market to opening escrow), it has dropped like a rock from the beginning of the year, transitioning from a slight

Buyer's Market to a Balanced Market to a slight Seller's Market, where it stands today. It dropped from 152 days on January 10th to 84 days today. For those sellers holding their collective breath in anticipation of a hot Spring, that is not going to occur. Instead, it will be a lukewarm housing market. The current Expected Market Time of 84 days is the highest level for this time of the year since 2011. Last year at this time it was a HOT Seller's Market and the Expected Market Time was at 54 days.



The difference between a **slight** Seller's Market (between 60 to 90 days) and a **hot** Seller's Market (less than 60 days) is that the number of buyer showings has dropped, the number of multiple offer situations has dropped, home appreciation has stalled and is only slight rising, and open house activity has fallen. It is quite simply not as hot as prior years. Sellers still get to call the shots, but when the market does not move as quickly, home prices do not move as quickly as well.

Sellers need to understand that the market is not going to get better. In fact, by mid-May it will start to slow. That is when demand starts to drop with all the distractions of graduation and summertime. The inventory continues to rise

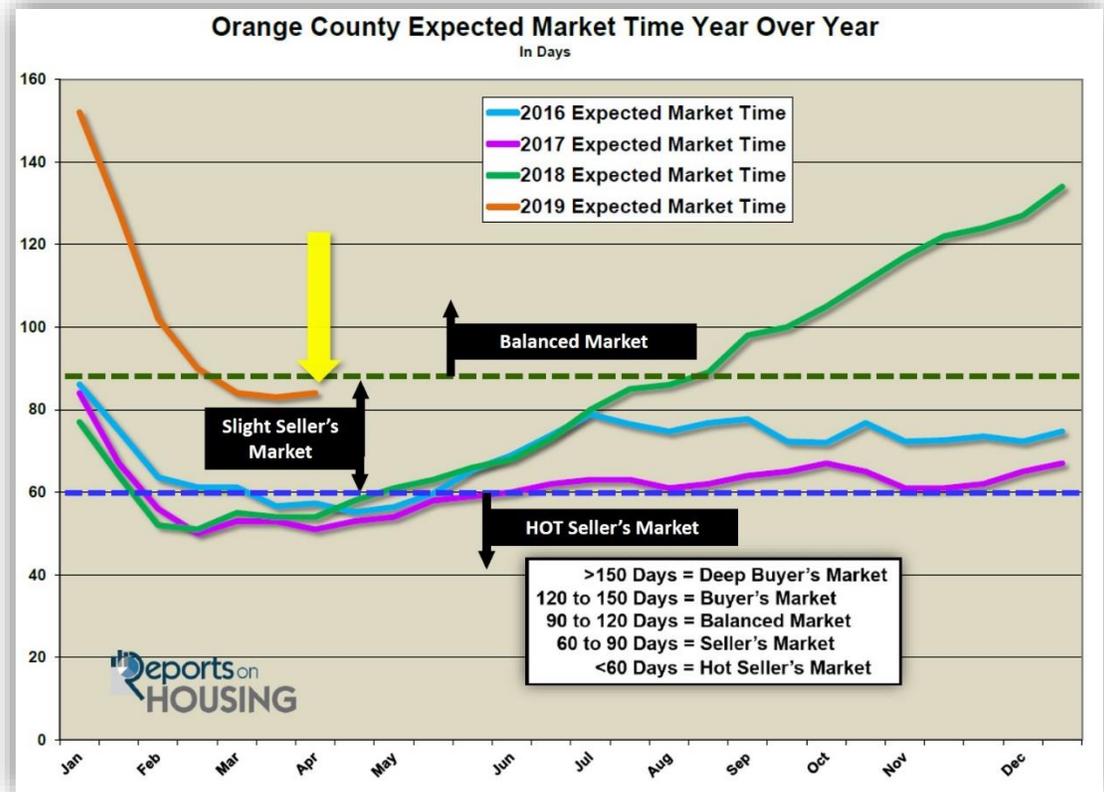
until peaking sometime in July to August. With slightly dropping demand and increasing seller competition in the form of a rising active listing inventory, the Expected Market Time will grow and the market will slow.

The key for sellers is to realistically price their homes right now versus waiting to get realistic when the market is slowing.

Active Inventory: In the past couple of weeks, the active inventory increased by 5%.

In the past two weeks, the active listing inventory increased by 344 homes, up 5%, and now totals 6,876, the largest two week increase since April of last year. This spike is not only because it is the Spring Market; it is also due to the torrential downpours now being in the past and warmer dryer weather ahead in the forecast. We can expect the inventory to continue to climb from here until it peaks sometime this summer between July and August. The inventory will most likely eclipse the 8,000 home level for the first time since 2014 and it may reach heights not seen since the start of 2012, surpassing 8,500 homes.

Last year at this time there were 4,708 homes on the market. That means that there are **46% more homes available today**. This is the highest level of homes on the market for this time of the year since 2011.





Demand: *In the past couple of weeks, demand increased by 4%.*

Demand, the number of new pending sales over the prior month, continued to rise, increasing by 95 pending sales in the past two weeks, up 4%, and now totals 2,445. Demand is not growing as rapidly after soaring for the first two-and-a-half months of this year, coming off lows not seen since 2008. Demand also slows as it draws closer to its peak, 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. As a result, housing has evolved from a slight Buyer's Market to a slight Seller's Market, where it stands today. Part of why the market has not developed further to a hot Seller's Market is that there still is buyer apprehension in approaching housing. They are careful not to overpay and are looking to offer as close to a home's **Fair Market Value** as possible. They are not willing to stretch the asking price, which is why homes are currently not appreciating as fast as they have in prior years.

Last year at this time, there were 157 additional pending sales, 6% more than today.

Luxury End: *The luxury inventory is climbing faster than luxury demand.*

In the past two-weeks, demand for homes above \$1.25 million increased by 18 pending sales, a 5% increase, and now totals 370, its highest level since mid-June 2018. The increase in demand was offset by a spike in the luxury home inventory of 120, and now totals 2,210, a 6% increase. The overall expected market time for homes priced above \$1.25 million increased from 178 days to 179 over the past two-weeks, a slight increase.

Year over year, luxury demand is up by 17 pending sales, or 5%, and the active luxury listing inventory is up by an additional 351 homes, or 19%. There is a lot more seller competition so far this year compared to 2018. The expected market time last year was at 158 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 103 to 109 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 146 to 154 days. For homes priced between \$2 million and \$4 million, the expected market time decreased from 233 to 222 days. For homes priced above \$4 million, the expected market time decreased from 562 to 466 days. At 466 days, a seller would be looking at placing their home into escrow around **July of 2020**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	62 Days	41%	55%	32 Days
O.C. \$750k-\$1m	73 Days	18%	21%	43 Days
O.C. \$1m-\$1.25m	90 Days	9%	8%	68 Days
O.C. \$1.25m-\$1.5m	109 Days	7%	6%	96 Days
O.C. \$1.5m-\$2m	154 Days	8%	5%	155 Days
O.C. \$2m-\$4m	222 Days	11%	4%	187 Days
O.C. \$4m+	466 Days	6%	1%	313 Days



Orange County Housing Market Summary:

- The active listing inventory increased by 344 homes in the past two weeks, up 5%, and now totals 6,876. Last year, there were 4,708 homes on the market, 2,168 fewer than today. There are 46% more homes than last year.
- So far this year, 3% 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 95 pending sales in the past two weeks, up 4%, and now totals 2,445, its lowest level for this time of the year since 2008. Last year, there were 2,602 pending sales, 6% more than today.
- The Expected Market Time for all of Orange County increased from 83 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 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 62 days. This range represents 41% of the active inventory and 55% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 73 days, a slight Seller's Market. This range represents 18% of the active inventory and 21% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 90 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 103 to 109 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 146 to 154 days. For luxury homes priced between \$2 million and \$4 million, the expected market time decreased from 230 to 222 days. For luxury homes priced above \$4 million, the expected market time decreased from 562 to 466 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 2,265 closed residential resales in March, 13% fewer than March 2018's 2,613 closed sales. March marked a 47% increase from February 2019. The sales to list price ratio was 97.3% for all of Orange County. Foreclosures accounted for just 0.4% of all closed sales, and short sales accounted for 0.5%. That means that 99.1% of all sales were good ol' fashioned sellers with equity.



	Current Actives 4/4/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/4/2019	Time 2-Weeks Ago 3/21/2019	Time 4-Weeks Ago 3/7/2019	Market Time 1-Year Ago 4/5/2018	Time 2-Years Ago 4/6/2017	Average Active List Price 4/4/2019
Aliso Viejo	121	57	64	61	63	25	34	\$669k
Anaheim	216	104	62	60	60	32	38	\$589k
Anaheim Hills	132	46	86	94	65	47	44	\$1.0m
Brea	87	23	113	106	57	50	39	\$949k
Buena Park	80	50	48	56	61	34	25	\$656k
Corona Del Mar	133	21	190	288	310	161	110	\$4.9m
Costa Mesa	170	72	71	80	67	52	49	\$988k
Coto De Caza	84	29	87	110	104	132	153	\$2.1m
Cypress	86	70	37	36	50	33	42	\$675k
Dana Point	220	53	125	177	172	115	134	\$3.2m
Dove Canyon	17	6	85	73	128	94	75	\$1.1m
Foothill Ranch	28	11	76	54	78	25	26	\$731k
Fountain Valley	38	30	38	36	39	30	30	\$750k
Fullerton	196	84	70	64	68	35	42	\$907k
Garden Grove	139	107	39	52	72	25	33	\$618k
Huntington Beach	378	161	70	76	83	47	37	\$1.3m
Irvine	763	206	111	95	102	55	52	\$1.4m
La Habra	76	55	41	64	75	48	39	\$606k
La Palma	13	7	56	390	105	30	25	\$739k
Ladera Ranch	110	35	94	58	64	46	50	\$1.3m
Laguna Beach	286	32	268	242	231	223	177	\$4.9m
Laguna Hills	114	29	118	96	110	49	46	\$1.3m
Laguna Niguel	264	82	97	73	79	52	54	\$1.3m
Laguna Woods	247	62	120	116	101	59	35	\$355k
Lake Forest	109	52	63	54	54	28	27	\$653k
Los Alamitos	12	8	45	25	40	35	43	\$976k
Mission Viejo	261	114	69	63	73	38	42	\$775k
Newport Beach	367	79	139	155	172	131	108	\$3.6m
Newport Coast	101	18	168	240	159	200	145	\$6.6m
North Tustin	86	29	89	131	89	77	116	\$1.9m
Orange	215	111	58	64	72	43	32	\$897k
Placentia	71	29	73	56	47	31	31	\$692k
Portola Hills	26	9	87	138	111	30	10	\$1.1m
Rancho Mission Viejo	58	12	145	120	111	130	48	\$847k
Rancho Santa Marg.	102	41	75	55	54	18	28	\$594k
Rossmoor	28	5	168	111	57	28	-	\$1.4m
San Clemente	279	83	101	120	89	94	75	\$1.7m
San Juan	130	47	83	71	91	74	71	\$2.1m
Santa Ana	275	99	83	73	75	45	40	\$604k
Seal Beach	179	53	101	116	132	69	47	\$413k
Stanton	24	17	42	30	28	30	12	\$640k
Talega	56	21	80	94	68	82	57	\$1.2m
Tustin	115	56	62	63	57	30	41	\$981k
Villa Park	17	6	85	190	72	120	69	\$1.7m
Westminster	40	30	40	47	45	35	42	\$679k
Yorba Linda	219	76	86	76	77	64	71	\$1.3m
All of O.C.	6,876	2,445	84	83	84	54	51	\$1.6m



Attached Homes

	Current Actives 4/4/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/4/2019	Market Time 2-Weeks Ago 3/21/2019	Market Time 4-Weeks Ago 3/7/2019	Market Time 1-Year Ago 4/5/2018	Market Time 2-Years Ago 4/6/2017	Average Active List Price 4/4/2019
All of O.C.	2,469	911	81	83	85	41	38	\$699k
O.C. \$0-\$250k	177	51	104	96	95	40	31	\$197k
O.C. \$250k-\$500k	962	434	66	75	76	33	29	\$397k
O.C. \$500k-\$750k	740	287	77	70	72	33	37	\$617k
O.C. \$750k-\$1m	263	84	94	97	117	57	57	\$860k
O.C. \$1m+	327	55	178	196	178	135	124	\$1.9m

Current Actives Vacant **35.9%**

Detached Homes

	Current Actives 4/4/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/4/2019	Market Time 2-Weeks Ago 3/21/2019	Market Time 4-Weeks Ago 3/7/2019	Market Time 1-Year Ago 4/5/2018	Market Time 2-Years Ago 4/6/2017	Average Active List Price 4/4/2019
All of O.C.	4,407	1,534	86	83	84	63	59	\$2.1m
O.C. \$0-\$500k	52	40	39	43	45	37	25	\$437k
O.C. \$500k-\$750k	868	541	48	51	52	30	30	\$654k
O.C. \$750k-\$1m	991	433	69	61	55	40	47	\$875k
O.C. \$1m-\$1.25m	524	188	84	80	97	67	79	\$1.1m
O.C. \$1.25m-\$1.5m	411	114	108	97	94	89	79	\$1.4m
O.C. \$1.5m-\$2m	476	96	149	134	130	155	106	\$1.7m
O.C. \$2m-\$4m	683	97	211	223	238	178	155	\$2.9m
O.C. \$4m+	402	25	482	536	627	302	395	\$9.1m

Current Actives Vacant **22.6%**

All Homes

	Current Actives 4/4/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/4/2019	Market Time 2-Weeks Ago 3/21/2019	Market Time 4-Weeks Ago 3/7/2019	Market Time 1-Year Ago 4/5/2018	Market Time 2-Years Ago 4/6/2017	Average Active List Price 4/4/2019
All of O.C.	6,876	2,445	84	83	84	54	51	\$1.6m
O.C. \$0-\$500k	1,191	525	68	74	75	34	29	\$369k
O.C. \$500k-\$750k	1,608	828	58	58	60	31	33	\$637k
O.C. \$750k-\$1m	1,254	517	73	66	63	43	48	\$872k
O.C. \$1m-\$1.25m	613	205	90	85	102	68	81	\$1.1m
O.C. \$1.25m-\$1.5m	487	134	109	103	95	95	81	\$1.4m
O.C. \$1.5m-\$2m	550	107	154	146	140	155	110	\$1.7m
O.C. \$2m-\$4m	754	102	222	230	245	187	162	\$2.9m
O.C. \$4m+	419	27	466	562	650	313	390	\$8.9m

Current Actives Vacant **27.4%**



	Units Sold Mar 2019	Average Sales Price	Average List Price	Sales to List			Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Mar 2018
				Price Ratio	Low Price	High Price			
Aliso Viejo	56	\$630,466	\$644,366	97.8%	\$156k	\$1.2m	1,585	\$398	53
Anaheim	125	\$546,398	\$553,200	98.8%	\$285k	\$860k	1,494	\$366	106
Anaheim Hills	57	\$748,672	\$763,432	98.1%	\$381k	\$1.5m	2,044	\$366	58
Brea	31	\$736,819	\$748,234	98.5%	\$470k	\$1.9m	2,038	\$361	29
Buena Park	46	\$620,889	\$633,484	98.0%	\$410k	\$1.7m	1,685	\$369	50
Corona Del Mar	15	\$1,920,467	\$1,986,933	96.7%	\$1.1m	\$4.1m	1,923	\$999	24
Costa Mesa	62	\$883,808	\$899,858	98.2%	\$480k	\$2.0m	1,753	\$504	90
Coto De Caza	19	\$1,420,342	\$1,420,574	100.0%	\$668k	\$3.1m	3,732	\$381	30
Cypress	28	\$661,979	\$668,343	99.0%	\$370k	\$1.3m	1,589	\$417	38
Dana Point	38	\$1,094,628	\$1,127,426	97.1%	\$320k	\$3.9m	1,731	\$633	49
Dove Canyon	0	*	*	*	*	*	*	*	9
Foothill Ranch	12	\$624,283	\$631,541	98.9%	\$335k	\$859k	1,434	\$435	13
Fountain Valley	39	\$769,177	\$770,497	99.8%	\$390k	\$1.0m	1,900	\$405	41
Fullerton	97	\$683,174	\$694,829	98.3%	\$252k	\$1.6m	1,811	\$377	105
Garden Grove	74	\$567,503	\$572,353	99.2%	\$275k	\$825k	1,402	\$405	75
Huntington Beach	136	\$876,184	\$893,851	98.0%	\$146k	\$4.1m	1,789	\$490	163
Irvine	195	\$1,001,310	\$1,024,855	97.7%	\$241k	\$3.3m	2,050	\$488	247
La Habra	32	\$549,762	\$551,286	99.7%	\$275k	\$863k	1,499	\$367	50
La Palma	3	\$615,000	\$631,333	97.4%	\$480k	\$720k	1,495	\$411	11
Ladera Ranch	34	\$1,206,901	\$1,236,003	97.6%	\$385k	\$3.4m	2,860	\$422	46
Laguna Beach	36	\$2,560,625	\$2,709,314	94.5%	\$600k	\$16.1m	2,557	\$1,002	33
Laguna Hills	32	\$961,213	\$999,212	96.2%	\$255k	\$2.3m	2,438	\$394	49
Laguna Niguel	84	\$869,168	\$895,383	97.1%	\$345k	\$4.0m	1,941	\$448	109
Laguna Woods	64	\$357,136	\$365,017	97.8%	\$97k	\$1.4m	1,149	\$311	84
Lake Forest	49	\$634,600	\$644,086	98.5%	\$260k	\$948k	1,734	\$366	47
Los Alamitos	7	\$809,429	\$802,100	100.9%	\$505k	\$1.2m	1,790	\$452	6
Mission Viejo	92	\$709,563	\$721,497	98.3%	\$260k	\$1.3m	1,845	\$385	131
Newport Beach	69	\$2,030,266	\$2,127,607	95.4%	\$131k	\$7.7m	2,258	\$899	64
Newport Coast	15	\$2,864,650	\$3,107,333	92.2%	\$779k	\$8.8m	3,323	\$862	22
North Tustin	24	\$1,638,646	\$1,698,741	96.5%	\$790k	\$5.1m	3,689	\$444	20
Orange	89	\$686,803	\$697,164	98.5%	\$285k	\$2.6m	1,736	\$396	96
Placentia	35	\$685,194	\$694,207	98.7%	\$360k	\$870k	1,915	\$358	46
Portola Hills	8	\$630,235	\$638,765	98.7%	\$391k	\$1.4m	1,611	\$391	11
Rancho Mission Viejo	18	\$773,391	\$787,215	98.2%	\$515k	\$1.3m	1,987	\$389	9
Rancho Santa Marg.	41	\$580,888	\$589,751	98.5%	\$288k	\$1.0m	1,524	\$381	61
Rosmoor	7	\$1,241,071	\$1,269,986	97.7%	\$950k	\$1.8m	2,645	\$469	5
San Clemente	82	\$1,021,250	\$1,048,091	97.4%	\$299k	\$3.2m	2,301	\$444	100
San Juan	26	\$893,592	\$927,273	96.4%	\$264k	\$3.0m	2,100	\$426	54
Santa Ana	114	\$533,164	\$546,610	97.5%	\$75k	\$1.4m	1,422	\$375	116
Seal Beach	51	\$435,594	\$446,786	97.5%	\$140k	\$1.7m	1,157	\$377	40
Stanton	16	\$442,490	\$444,049	99.6%	\$267k	\$620k	1,263	\$350	11
Talega	19	\$1,172,484	\$1,208,621	97.0%	\$535k	\$2.1m	3,411	\$344	17
Tustin	53	\$841,575	\$868,832	96.9%	\$424k	\$3.5m	2,019	\$417	51
Villa Park	7	\$1,122,571	\$1,165,127	96.3%	\$920k	\$1.4m	3,005	\$374	4
Westminster	26	\$647,035	\$652,058	99.2%	\$360k	\$852k	1,570	\$412	28
Yorba Linda	75	\$886,346	\$911,409	97.3%	\$384k	\$2.2m	2,361	\$375	77
All of O.C.	2,265	\$855,130	\$879,036	97.3%	\$75k	\$16.1m	1,879	\$455	2,613
O.C. \$0-\$500k	491	\$375,313	\$384,790	97.5%	\$75k	\$500k	1,049	\$362	571
O.C. \$500k-\$750k	819	\$631,440	\$639,760	98.7%	\$501k	\$750k	1,550	\$409	918
O.C. \$750k-\$1m	505	\$850,576	\$862,362	98.6%	\$751k	\$1.0m	2,105	\$390	562
O.C. \$1m-\$1.25m	150	\$1,129,914	\$1,164,275	97.0%	\$1.0m	\$1.25m	2,615	\$443	210
O.C. \$1.25m-\$1.5m	96	\$1,369,765	\$1,416,217	96.7%	\$1.25m	\$1.5m	2,953	\$451	125
O.C. \$1.5m-\$2m	102	\$1,752,425	\$1,826,041	96.0%	\$1.5m	\$2.0m	3,329	\$525	108
O.C. \$2m-4m	89	\$2,768,035	\$2,869,964	96.4%	\$2.0m	\$4.0m	3,697	\$733	96
O.C. \$4m+	13	\$6,139,442	\$6,639,615	92.5%	\$4.1m	\$16.1m	4,908	\$1,117	23

*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 4/4/2019	Number of Foreclosures & Short Sale Actives 4/4/2019	% of Active Inventory 4/4/2019	Attached	Current Actives 4/4/2019	Number of Foreclosures & Short Sale Actives 4/4/2019	% of Active Inventory 4/4/2019
Aliso Viejo	121	2	1.7%	All of O.C.	2,469	13	0.5%
Anaheim	216	3	1.4%	O.C. \$0-\$250k	177	1	0.6%
Anaheim Hills	132	0	0.0%	O.C. \$250k-\$500k	962	8	0.8%
Brea	87	2	2.3%	O.C. \$500k-\$750k	740	1	0.1%
Buena Park	80	1	1.3%	O.C. \$750k-\$1m	263	2	0.8%
Corona Del Mar	133	0	0.0%	O.C. \$1m+	327	1	0.3%
Costa Mesa	170	1	0.6%	Detached			
Coto De Caza	84	0	0.0%	All of O.C.	4,407	48	1.1%
Cypress	86	0	0.0%	O.C. \$0k-\$500k	52	2	3.8%
Dana Point	220	0	0.0%	O.C. \$500k-\$750k	868	23	2.6%
Dove Canyon	17	0	0.0%	O.C. \$750k-\$1m	991	8	0.8%
Foothill Ranch	28	0	0.0%	O.C. \$1m-\$1.5m	524	4	0.8%
Fountain Valley	38	0	0.0%	O.C. \$1.25m-\$1.5m	411	2	0.5%
Fullerton	196	3	1.5%	O.C. \$1.5m-\$2m	476	3	0.6%
Garden Grove	139	1	0.7%	O.C. \$2m-\$4m	683	5	0.7%
Huntington Beach	378	2	0.5%	O.C. \$4m+	402	1	0.2%
Irvine	763	5	0.7%	All Homes			
La Habra	76	2	2.6%	All of O.C.	6,876	61	0.9%
La Palma	13	0	0.0%	O.C. \$0k-\$500k	1,191	11	0.9%
Ladera Ranch	110	0	0.0%	O.C. \$500k-\$750k	1,608	24	1.5%
Laguna Beach	286	1	0.3%	O.C. \$750k-\$1m	1,254	10	0.8%
Laguna Hills	114	3	2.6%	O.C. \$1m-\$1.25m	613	4	0.7%
Laguna Niguel	264	3	1.1%	O.C. \$1.25m-\$1.5m	487	2	0.4%
Laguna Woods	247	1	0.4%	O.C. \$1.5m-\$2m	550	3	0.5%
Lake Forest	109	1	0.9%	O.C. \$2m-\$4m	754	6	0.8%
Los Alamitos	12	0	0.0%	O.C. \$4m+	419	1	0.2%
Mission Viejo	261	8	3.1%	County High Shares - Account for 52%			
Newport Beach	367	3	0.8%	Mission Viejo	261	8	3.1%
Newport Coast	101	1	1.0%	Placentia	71	2	2.8%
North Tustin	86	0	0.0%	La Habra	76	2	2.6%
Orange	215	3	1.4%	Laguna Hills	114	3	2.6%
Placentia	71	2	2.8%	Westminster	40	1	2.5%
Portola Hills	26	0	0.0%	Brea	87	2	2.3%
Rancho Mission Viejo	58	0	0.0%	Santa Ana	275	6	2.2%
Rancho Santa Marg.	102	1	1.0%	Aliso Viejo	121	2	1.7%
Rossmoor	28	0	0.0%	Fullerton	196	3	1.5%
San Clemente	279	0	0.0%	Orange	215	3	1.4%
San Juan	130	1	0.8%	County Low Shares - No Distressed			
Santa Ana	275	6	2.2%	Anaheim Hills	Los Alamitos		
Seal Beach	179	0	0.0%	Corona Del Mar	North Tustin		
Stanton	24	0	0.0%	Coto De Caza	Portola Hills		
Talega	56	0	0.0%	Cypress	Rancho Mission Viejo		
Tustin	115	1	0.9%	Dana Point	Rossmoor		
Villa Park	17	0	0.0%	Dove Canyon	San Clemente		
Westminster	40	1	2.5%	Foothill Ranch	Seal Beach		
Yorba Linda	219	2	0.9%	Fountain Valley	Stanton		
All of O.C.	6,876	61	0.9%	La Palma	Talega		
				Ladera Ranch	Villa Park		
Orange County Distressed Breakdown							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	26	6	130				
Total Short Sale	35	16	66				

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the O.C. totals.



Southern California Housing

All Properties

	Current Actives 4/4/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/4/2019	Market Time 2-Weeks Ago 3/21/2019	Market Time 4-Weeks Ago 3/7/2019	Market Time 1-Year Ago 4/5/2018	Market Time 2-Years Ago 4/6/2017
Los Angeles County	12,875	5,326	73	72	79	55	58
Orange County	6,876	2,445	84	83	84	55	53
Riverside County	9,245	2,966	94	95	104	81	88
San Bernardino County	5,732	2,409	71	73	82	60	63
San Diego County	6,751	3,242	62	66	71	51	44
Ventura County	1,609	861	56	56	61	46	*
SOCAL TOTALS	43,088	17,249	75	76	82	59	61

Distressed Properties - Foreclosures and Short Sales

	Current Actives 4/4/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/4/2019	Market Time 2-Weeks Ago 3/21/2019	Market Time 4-Weeks Ago 3/7/2019	Market Time 1-Year Ago 4/5/2018	Market Time 2-Years Ago 4/6/2017
Los Angeles County	167	103	49	41	41	39	34
Orange County	61	22	83	35	36	39	25
Riverside County	196	90	65	68	64	51	51
San Bernardino County	129	87	44	48	54	34	49
San Diego County	53	19	84	47	53	37	21
Ventura County	22	17	39	46	46	31	*
SOCAL TOTALS	628	338	56	49	60	41	37