



Orange County Housing Report: It's THE Right Time

April 22, 2019

Prospective buyers and sellers constantly ask when is it the right time to buy or sell. It is now.

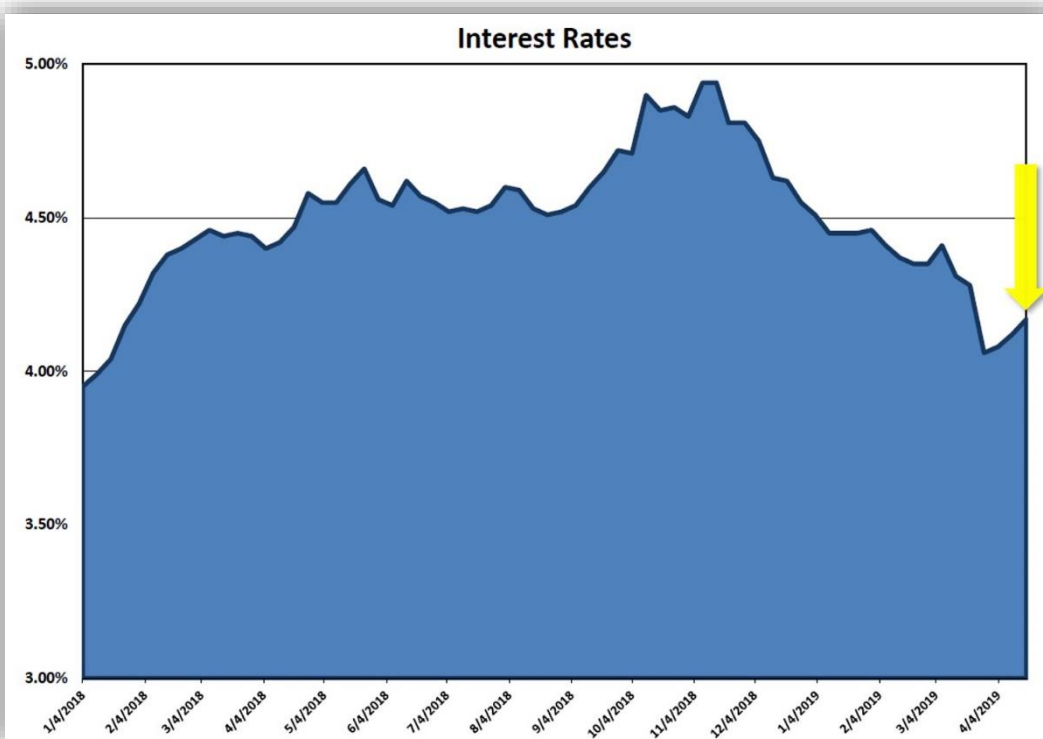


THE Right Time: With low interest rates and a surge in demand, it is a good time for both buyers and sellers to make a move.

Everybody is always trying to time life perfectly. When we go to the movies, which of the three lines is going to get us to the box office window the fastest? Is it better to wait to buy that first car as a teenager or wait until after college? Will it be too crowded to visit Disneyland now or is it better to wait until the fall? When is it the right time for a guy to pop the question and ask his girlfriend for her hand in marriage? When should a couple have a baby, right now or is it better to travel first? Life is all about "perfect timing," and deciding to buy or sell is yet another instance where everybody wants to wait for the very best time to make that move.

When is "the" best time to make a move? For prospective buyers and sellers, the current housing conditions and trends point to **NOW**. How can it be both an excellent time to buy and sell at the very same time? For buyers, it is all about interest rates. For sellers, it is all about top dollar and cashing in on this year's consistent, growing demand.

At the end of 2018, prognosticators, economic experts, and major financial institutions were all forecasting interest rates anywhere from 5.25% to 6% in 2019. That seemed more than reasonable given the fact that rates had climbed from 3.95% at the beginning of 2018 to nearly 5% by November. Yet, after an exceptionally rocky December for Wall Street and news of an economic slowdown in both China and Europe, interest rates retreated and dropped to 4%. Since then, they have risen slightly to about 4.2%, where they stand today. The bottom line, mortgage rates are back down to historical lows. It is a great time to be a buyer.





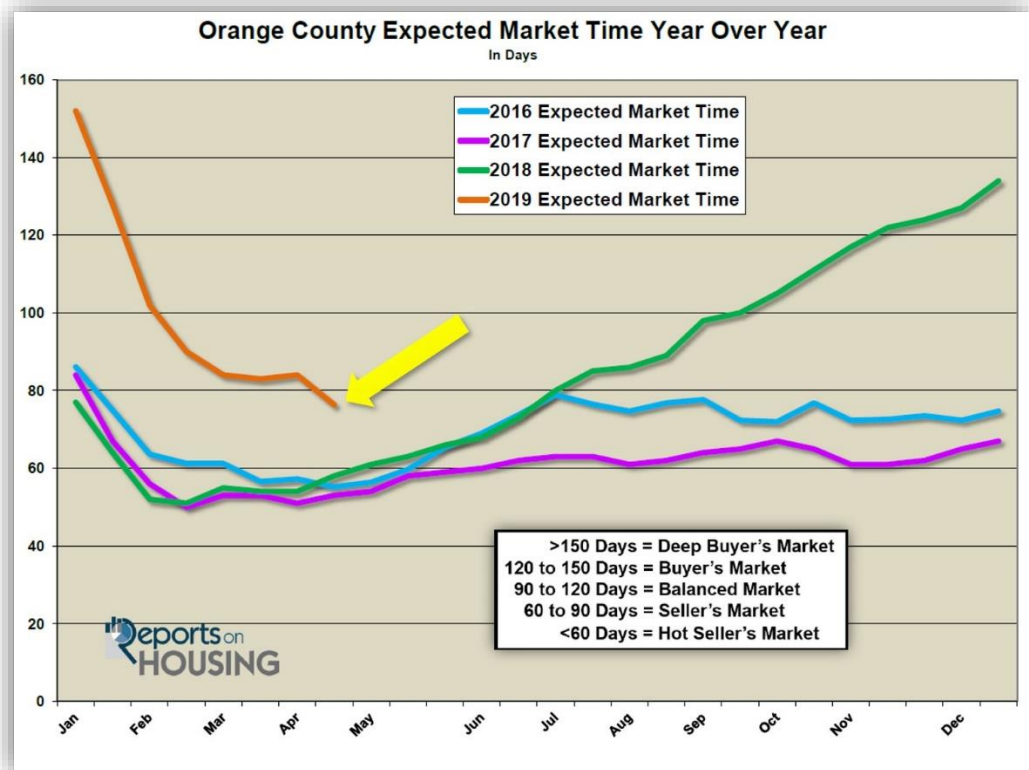
These rates could be gone tomorrow if more and more positive economic news hits the presses. The tremendous twist of fate has allowed buyers to afford a lot more home. Affordability improved radically. For a buyer looking for a payment of about \$3,000 per month with 20% down, they are now looking at purchasing a home priced at \$762,500 with a 4.25% mortgage rate. Compare that to last November when rates were just about 5%; that \$3,000 per month payment allowed a buyer to purchase a home at \$698,750. The drop in rates has allowed a buyer to purchase \$63,750 more home, yet the mortgage payment did not change.

For sellers, lower rates have pushed the market from a slight Buyer's Market at the end of 2018 and start to January of this year, to a Balanced Market in February, to a slight Seller's Market today. Last month, rates dropped nearly a half of a percentage point, dropping from 4.5% to nearly 4%. That plunge resulted in a considerable uptick in demand (prior 30-days of pending sales). In the past two weeks alone, demand increased by 11%, while the active inventory only increased by 1%. As a result, the Expected Market Time (the number of days it would take for a home placed on the market today to open escrow down the road) dropped from 84 to 76 days, the largest drop at this time of year since 2009. This dip is not typical for mid-April.

Why is it such a great time to sell right now? From here, demand typically rises slowly until peaking by the end of May. With the distractions of graduation and the kids off for summer break, demand starts to slow in June. In the past seven years, from May to August, demand drops, on average, by 10%. At the same time, the inventory increased, on average, by 18%. With falling demand and an increasing supply of homes that sellers are competing against, the Expected Market Time rises. The best time of the year for sellers, with the lowest Expected Market Time, is from February until mid-May.

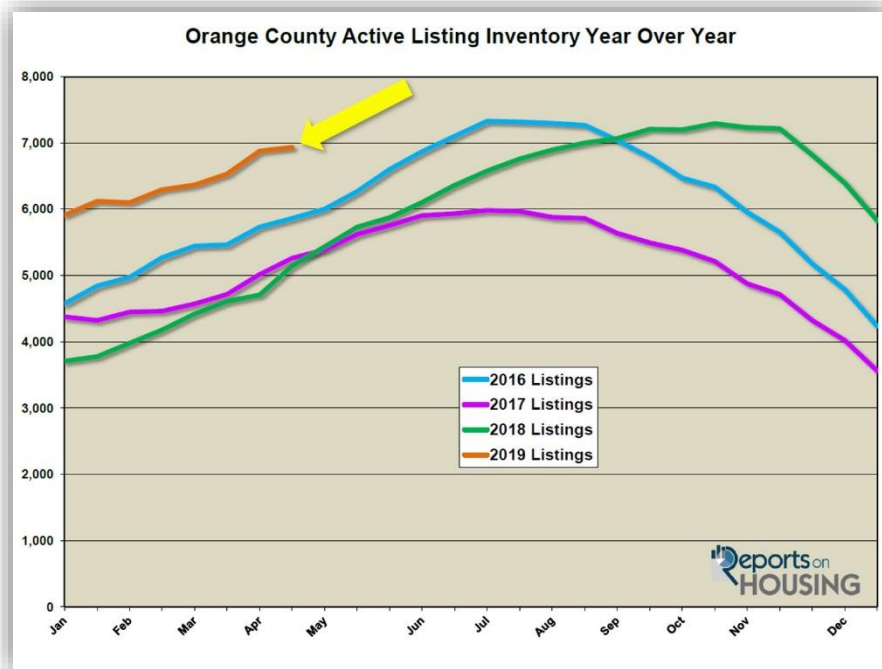
For sellers to properly take advantage of the most optimal time to sell, they need to be on the market now and priced right. Currently, there are plenty of homes that are flying off the market with multiple offers, often selling for more than their asking prices. BUT, there are also plenty of homes that are sitting on the market with no interest, or offers to purchase that come in well below the asking price. Accurately pricing a home based upon the condition, location, upgrades, and overall appeal is fundamental in order to find success. Any home that look like the final reveal on one of the many HGTV programs where a fixer-upper is transformed into a dream home, will procure an avalanche of offers in today's market **IF** it is priced well. Pricing a home too aggressively will result in very little activity and ultimately will just sit, missing the opportunity to cash in on the best time of the year to sell.

The bottom line: the best time of the year for buyers and sellers to make a move is right now.





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



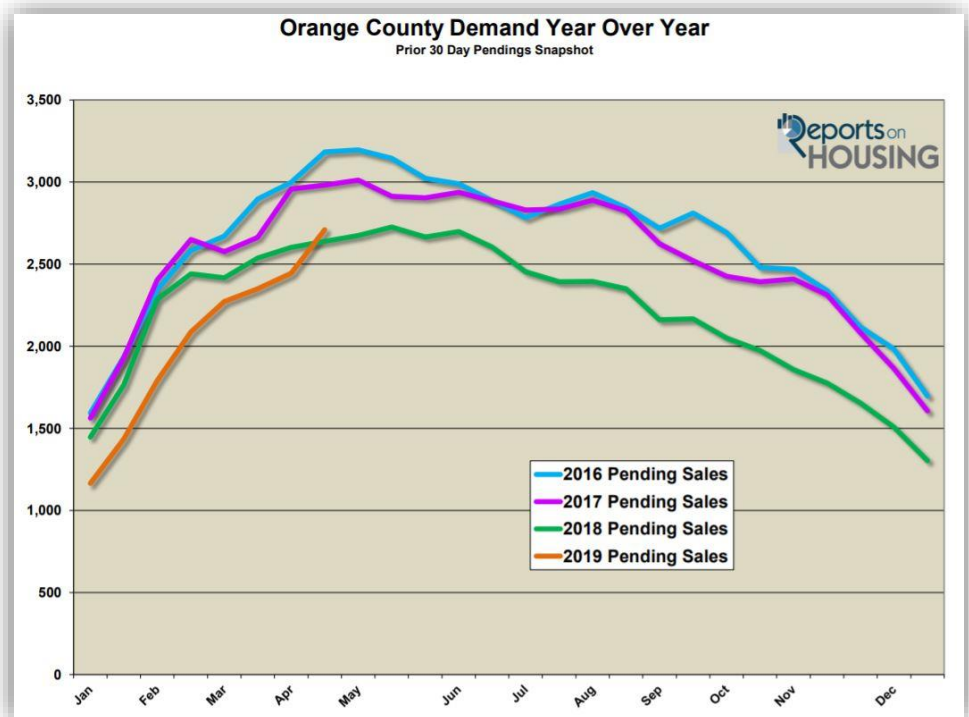
In the past two weeks, the active listing inventory increased by 57 homes, up 1%, and now totals 6,933, knocking on the door of 7,000 for the first time since November. Expect the inventory to continue to climb from now until it peaks sometime between July and August. The inventory will most likely eclipse the 8,000 home level and reach its highest summer peak since 2011.

Last year at this time there were 5,144 homes on the market. That means that there are **35% 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 an astonishing 11%.

Demand, the number of new pending sales over the prior month, jumped by 279 pending sales in the past two weeks, up 11%, and now totals 2,272, surpassing last year's level for the first time since July 2017. This spike is unusual for this time of the year, most likely prompted by the massive drop in rates last month. From here, expect demand to slowly rise as it draws closer to its peak, sometime in May. After that, it will drop for the remainder of the year.

Last year at this time, there were 84 fewer pending sales, 3% fewer than today.





Luxury End: *The luxury market improved dramatically in the past two weeks.*

In the past two-weeks, demand for homes above \$1.25 million increased by 54 pending sales, a **15% increase**, and now totals 424, its highest level since mid-May 2018. The luxury home inventory grew by 69 homes and now totals 2,279, a 3% increase. The overall expected market time for homes priced above \$1.25 million decreased from 179 days to 161 over the past two-weeks, a significant drop.

Year over year, luxury demand is up by 53 pending sales, or 14%, and the active luxury listing inventory is up by an additional 305 homes, or 15%. There is a lot more seller competition so far this year compared to 2018. The expected market time last year was at 160 days, nearly identical to today.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	55 Days	40%	55%	36 Days
O.C. \$750k-\$1m	66 Days	18%	21%	45 Days
O.C. \$1m-\$1.25m	83 Days	9%	8%	71 Days
O.C. \$1.25m-\$1.5m	108 Days	8%	5%	104 Days
O.C. \$1.5m-\$2m	133 Days	8%	5%	129 Days
O.C. \$2m-\$4m	186 Days	11%	5%	208 Days
O.C. \$4m+	425 Days	6%	1%	386 Days

Reports on HOUSING

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the expected market time decreased from 109 to 108 days. For homes priced between \$1.5 million and \$2 million, the expected market time decreased from 154 to 133 days. For homes priced between \$2 million and \$4 million, the expected market time decreased from 222 to 186 days. For homes priced above \$4 million, the expected market time decreased from 466 to 425 days. At 466 days, a seller would be looking at placing their home into escrow around **June of 2020**.



Orange County Housing Market Summary:

- The active listing inventory increased by 57 homes in the past two weeks, up 1%, and now totals 6,933. Last year, there were 5,144 homes on the market, 1,789 fewer than today. There are 35% 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 279 pending sales in the past two-weeks, up 11%, and now totals 2,724, surpassing the prior year for the first time since July 2017. Last year, there were 2,340 pending sales, 3% fewer than today.
- The Expected Market Time for all of Orange County decreased from 84 days two weeks ago to 76 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 58 days last year.
- For homes priced below \$750,000, the market is a Seller's Market (less than 60 days) with an expected market time of 55 days. This range represents 40% of the active inventory and 55% 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 21% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 83 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 decreased from 109 to 108 days. For homes priced between \$1.5 million and \$2 million, the expected market time decreased from 154 to 133 days. For luxury homes priced between \$2 million and \$4 million, the expected market time decreased from 222 to 186 days. For luxury homes priced above \$4 million, the expected market time decreased from 466 to 425 days.
- The luxury end, all homes above \$1.25 million, accounts for 33% of the inventory and only 16% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.9% of all listings and 1% of demand. There are only 23 foreclosures and 36 short sales available to purchase today in all of Orange County, 59 total distressed homes on the active market, down 2 in the last two-weeks. Last year there were 43 total distressed homes on the market, slightly fewer 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 4/18/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/18/2019	Time 2-Weeks Ago 4/4/2019	Time 4-Weeks Ago 3/21/2019	Time 1-Year Ago 4/19/2018	Time 2-Years Ago 4/20/2017	Average Active List Price 4/18/2019
Aliso Viejo	110	64	52	64	61	44	22	\$682k
Anaheim	210	124	51	62	60	33	37	\$598k
Anaheim Hills	130	66	59	86	94	53	50	\$988k
Brea	83	38	66	113	106	50	29	\$930k
Buena Park	91	43	63	48	56	41	26	\$657k
Corona Del Mar	127	32	119	190	288	149	96	\$4.9m
Costa Mesa	168	73	69	71	80	57	50	\$1.0m
Coto De Caza	99	30	99	87	110	127	138	\$2.2m
Cypress	82	76	32	37	36	30	48	\$676k
Dana Point	227	52	131	125	177	125	167	\$3.2m
Dove Canyon	15	6	75	85	73	86	110	\$1.2m
Foothill Ranch	27	16	51	76	54	30	47	\$704k
Fountain Valley	47	30	47	38	36	34	30	\$760k
Fullerton	209	88	71	70	64	40	39	\$918k
Garden Grove	133	99	40	39	52	32	39	\$634k
Huntington Beach	377	174	65	70	76	47	37	\$1.3m
Irvine	808	222	109	111	95	51	58	\$1.4m
La Habra	83	59	42	41	64	45	31	\$654k
La Palma	17	9	57	56	390	70	30	\$708k
Ladera Ranch	118	36	98	94	58	57	58	\$1.2m
Laguna Beach	303	34	267	268	242	220	145	\$4.8m
Laguna Hills	114	39	88	118	96	76	62	\$1.4m
Laguna Niguel	269	90	90	97	73	55	50	\$1.4m
Laguna Woods	259	66	118	120	116	77	43	\$359k
Lake Forest	131	43	91	63	54	30	25	\$647k
Los Alamitos	13	5	78	45	25	24	40	\$918k
Mission Viejo	246	137	54	69	63	42	40	\$760k
Newport Beach	377	78	145	139	155	146	108	\$3.6m
Newport Coast	102	23	133	168	240	237	146	\$6.6m
North Tustin	95	26	110	89	131	70	80	\$1.9m
Orange	217	116	56	58	64	48	42	\$884k
Placentia	55	46	36	73	56	29	31	\$718k
Portola Hills	21	14	45	87	138	15	26	\$1.2m
Rancho Mission Viejo	64	11	175	145	120	99	63	\$821k
Rancho Santa Marg.	95	52	55	75	55	29	32	\$585k
Rossmoor	32	10	96	168	111	64	65	\$1.4m
San Clemente	258	124	62	101	120	71	85	\$1.8m
San Juan	123	54	68	83	71	107	76	\$2.1m
Santa Ana	248	119	63	83	73	46	45	\$628k
Seal Beach	187	52	108	101	116	112	47	\$395k
Stanton	24	17	42	42	30	38	35	\$641k
Talega	49	40	37	80	94	54	84	\$1.2m
Tustin	117	63	56	62	63	36	44	\$964k
Villa Park	19	8	71	85	190	188	63	\$1.8m
Westminster	38	41	28	40	47	40	38	\$672k
Yorba Linda	206	81	76	86	76	63	64	\$1.4m
All of O.C.	6,933	2,724	76	84	83	58	53	\$1.6m



Attached Homes

	Current Actives 4/18/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/18/2019	Market Time 2-Weeks Ago 4/4/2019	Market Time 4-Weeks Ago 3/21/2019	Market Time 1-Year Ago 4/19/2018	Market Time 2-Years Ago 4/20/2017	Average Active List Price 4/18/2019
All of O.C.	2,473	1,028	72	81	83	45	40	\$701k
O.C. \$0-\$250k	182	57	96	104	96	61	31	\$196k
O.C. \$250k-\$500k	933	488	57	66	75	36	29	\$397k
O.C. \$500k-\$750k	740	340	65	77	70	36	40	\$615k
O.C. \$750k-\$1m	287	72	120	94	97	66	80	\$856k
O.C. \$1m+	331	71	140	178	196	133	112	\$1.9m

Current Actives Vacant **35.5%**

Detached Homes

	Current Actives 4/18/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/18/2019	Market Time 2-Weeks Ago 4/4/2019	Market Time 4-Weeks Ago 3/21/2019	Market Time 1-Year Ago 4/19/2018	Market Time 2-Years Ago 4/20/2017	Average Active List Price 4/18/2019
All of O.C.	4,460	1,696	79	86	83	67	61	\$2.1m
O.C. \$0-\$500k	58	40	44	39	43	38	28	\$420k
O.C. \$500k-\$750k	843	575	44	48	51	35	32	\$659k
O.C. \$750k-\$1m	985	503	59	69	61	42	46	\$875k
O.C. \$1m-\$1.25m	533	204	78	84	80	68	82	\$1.1m
O.C. \$1.25m-\$1.5m	432	126	103	108	97	107	82	\$1.4m
O.C. \$1.5m-\$2m	482	108	134	149	134	127	120	\$1.8m
O.C. \$2m-\$4m	717	113	190	211	223	195	155	\$2.9m
O.C. \$4m+	410	27	456	482	536	373	307	\$9.0m

Current Actives Vacant **22.2%**

All Homes

	Current Actives 4/18/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/18/2019	Market Time 2-Weeks Ago 4/4/2019	Market Time 4-Weeks Ago 3/21/2019	Market Time 1-Year Ago 4/19/2018	Market Time 2-Years Ago 4/20/2017	Average Active List Price 4/18/2019
All of O.C.	6,933	2,724	76	84	83	58	53	\$1.6m
O.C. \$0-\$500k	1,173	585	60	68	74	38	30	\$367k
O.C. \$500k-\$750k	1,583	915	52	58	58	35	35	\$638k
O.C. \$750k-\$1m	1,272	575	66	73	66	45	49	\$871k
O.C. \$1m-\$1.25m	626	225	83	90	85	71	76	\$1.1m
O.C. \$1.25m-\$1.5m	512	142	108	109	103	104	88	\$1.4m
O.C. \$1.5m-\$2m	556	125	133	154	146	129	116	\$1.7m
O.C. \$2m-\$4m	786	127	186	222	230	208	157	\$2.9m
O.C. \$4m+	425	30	425	466	562	386	317	\$8.9m

Current Actives Vacant **26.9%**



	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 4/18/2019	Number of Foreclosures & Short Sale Actives 4/18/2019	% of Active Inventory 4/18/2019		Current Actives 4/18/2019	Number of Foreclosures & Short Sale Actives 4/18/2019	% of Active Inventory 4/18/2019
Attached				Attached			
Aliso Viejo	110	1	0.9%	All of O.C.	2,473	12	0.5%
Anaheim	210	3	1.4%	O.C. \$0-\$250k	182	2	1.1%
Anaheim Hills	130	0	0.0%	O.C. \$250k-\$500k	933	8	0.9%
Brea	83	3	3.6%	O.C. \$500k-\$750k	740	1	0.1%
Buena Park	91	1	1.1%	O.C. \$750k-\$1m	287	0	0.0%
Corona Del Mar	127	1	0.8%	O.C. \$1m+	331	1	0.3%
Costa Mesa	168	0	0.0%				
Coto De Caza	99	1	1.0%	Detached			
Cypress	82	0	0.0%	All of O.C.	4,460	46	1.0%
Dana Point	227	0	0.0%	O.C. \$0k-\$500k	58	2	3.4%
Dove Canyon	15	0	0.0%	O.C. \$500k-\$750k	843	18	2.1%
Foothill Ranch	27	0	0.0%	O.C. \$750k-\$1m	985	10	1.0%
Fountain Valley	47	0	0.0%	O.C. \$1m-\$1.5m	533	1	0.2%
Fullerton	209	2	1.0%	O.C. \$1.25m-\$1.5m	432	1	0.2%
Garden Grove	133	0	0.0%	O.C. \$1.5m-\$2m	482	4	0.8%
Huntington Beach	377	3	0.8%	O.C. \$2m-\$4m	717	9	1.3%
Irvine	808	7	0.9%	O.C. \$4m+	410	1	0.2%
La Habra	83	2	2.4%				
La Palma	17	0	0.0%	All Homes			
Ladera Ranch	118	0	0.0%	All of O.C.	6,933	58	0.8%
Laguna Beach	303	1	0.3%	O.C. \$0k-\$500k	1,173	12	1.0%
Laguna Hills	114	2	1.8%	O.C. \$500k-\$750k	1,583	19	1.2%
Laguna Niguel	269	3	1.1%	O.C. \$750k-\$1m	1,272	10	0.8%
Laguna Woods	259	2	0.8%	O.C. \$1m-\$1.25m	626	1	0.2%
Lake Forest	131	1	0.8%	O.C. \$1.25m-\$1.5m	512	1	0.2%
Los Alamitos	13	0	0.0%	O.C. \$1.5m-\$2m	556	4	0.7%
Mission Viejo	246	5	2.0%	O.C. \$2m-\$4m	786	10	1.3%
Newport Beach	377	3	0.8%	O.C. \$4m+	425	1	0.2%
Newport Coast	102	1	1.0%				
North Tustin	95	1	1.1%	County High Shares - Account for 45%			
Orange	217	2	0.9%	Brea	83	3	3.6%
Placentia	55	1	1.8%	La Habra	83	2	2.4%
Portola Hills	21	0	0.0%	Talega	49	1	2.0%
Rancho Mission Viejo	64	0	0.0%	Mission Viejo	246	5	2.0%
Rancho Santa Marg.	95	1	1.1%	Santa Ana	248	5	2.0%
Rossmoor	32	0	0.0%	Placentia	55	1	1.8%
San Clemente	258	2	0.8%	Laguna Hills	114	2	1.8%
San Juan	123	1	0.8%	Anaheim	210	3	1.4%
Santa Ana	248	5	2.0%	Laguna Niguel	269	3	1.1%
Seal Beach	187	0	0.0%	Buena Park	91	1	1.1%
Stanton	24	0	0.0%				
Talega	49	1	2.0%	County Low Shares - No Distressed			
Tustin	117	1	0.9%	Anaheim Hills	Los Alamitos		
Villa Park	19	0	0.0%	Costa Mesa	Portola Hills		
Westminster	38	0	0.0%	Cypress	Rancho Mission Viejo		
Yorba Linda	206	1	0.5%	Dana Point	Rossmoor		
All of O.C.	6,933	58	0.8%	Dove Canyon	Seal Beach		
				Foothill Ranch	Stanton		
				Fountain Valley	Villa Park		
				Garden Grove	Stanton		
				La Palma	Villa Park		
				Ladera Ranch	Westminster		
Orange County Distressed Breakdown							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	23	11	63				
Total Short Sale	36	15	72				

*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 4/18/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/18/2019	Market Time 2-Weeks Ago 4/4/2019	Market Time 4-Weeks Ago 3/21/2019	Market Time 1-Year Ago 4/19/2018	Market Time 2-Years Ago 4/20/2017
Los Angeles County	12,889	5,530	70	73	72	56	49
Orange County	6,933	2,724	76	84	83	58	53
Riverside County	9,119	3,191	86	94	95	78	73
San Bernardino County	5,784	2,402	72	71	73	62	53
San Diego County	6,832	3,421	60	62	66	55	42
Ventura County	1,624	915	53	56	56	46	*
SOCAL TOTALS	43,181	18,183	71	75	76	60	53

Distressed Properties - Foreclosures and Short Sales

	Current Actives 4/18/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/18/2019	Market Time 2-Weeks Ago 4/4/2019	Market Time 4-Weeks Ago 3/21/2019	Market Time 1-Year Ago 4/19/2018	Market Time 2-Years Ago 4/20/2017
Los Angeles County	169	125	41	49	41	29	32
Orange County	59	26	68	83	35	37	44
Riverside County	183	102	54	65	68	53	44
San Bernardino County	147	83	53	44	48	32	35
San Diego County	49	21	70	84	47	34	18
Ventura County	20	15	40	39	46	24	*
SOCAL TOTALS	627	372	51	56	49	36	34