



## Orange County Housing Report: The Price is Right

May 20, 2019

**Sellers have until the end of July to get their homes into escrow, indicating that the price better be right.**



**Pricing:** Expired listings are up 64% so far in 2019, illustrating how crucial pricing is this year to avoid becoming another statistic.

Spring is in the air and so are the community garage sales. There is a real strategy behind a successful garage sale. For the amateur trying to overcapitalize on their used possessions, they often overprice and miss the opportunity to cash in on the most optimal time of the sale, the first two hours. Everybody seemingly gets sucked into the emotions behind their personal belongings. This emotional attachment leads to asking way too much. After a steady stream of uninterested buyers because of the quoted price, the amateur salesperson lowers it. Yet, the wave of initial buyers has already passed, and the steady stream diminishes to a trickle. Desperate to sale, the price is lowered yet again, attempting to avoid carting everything back to the garage and attic.

This scenario plays out over and over again on the housing front as well. Sellers frequently ignore their professional REALTOR® and price a home arbitrarily based upon emotion, or what they need out of a home in order to move on. It is challenging to see all of the deferred maintenance, lack of upgrades, an inferior location, or a small lot size, when a seller is living **LIFE** in it. Home is where the children are raised. First steps, first time riding a bike, first tooth for the Tooth Fairy, first day of school, first dance, there are a lot of “firsts” in a home, a collection of memories that tug at our heartstrings.

Ignoring the expert on pricing advice is understandable, but unfortunate. The best advice is to lean into their years of experience and understanding of current market conditions, trends, and pricing strategies. The emotions behind pricing must be removed to find success. A buyer’s lens is much different. They do not want to inherit deferred maintenance. They want to see upgrades. The location and lot size are important considerations. Most importantly, buyers are not willing to overpay for a home, especially in 2019.

The active listing inventory is at its highest level since 2011. There are 29% more homes on the market compared to last year. With more inventory, the number of unsuccessful sellers is escalating. So far this year, there have been 3,455 expired listings, up 64% compared to last year. Based upon the number of closed sales through April, 30% of homes that were marketed did not find success. At this time last year, it was only 17%.

<b>Expired Listings</b>			
<b>January through April</b>			
	<b>2019</b>	<b>2018</b>	<b>YOY</b>
<b>Los Angeles County</b>	<b>9,516</b>	<b>6,551</b>	<b>+45%</b>
<b>Orange County</b>	<b>3,455</b>	<b>2,105</b>	<b>+64%</b>
<b>Riverside County</b>	<b>4,929</b>	<b>3,750</b>	<b>+31%</b>
<b>San Bernardino County</b>	<b>3,757</b>	<b>2,432</b>	<b>+54%</b>
<b>San Diego County</b>	<b>5,685</b>	<b>3,008</b>	<b>+89%</b>
<b>Ventura County</b>	<b>551</b>	<b>422</b>	<b>+31%</b>
<b>SOCAL TOTALS</b>	<b>27,893</b>	<b>18,268</b>	<b>+53%</b>



The chances of finding success has dropped substantially. Pricing a home accurately is more important today than in years. This is not the Spring Markets of 2012 through 2018. The average Expected Market Time (the time from the initial FOR SALE sign to opening escrow) during those years was 56 days. It is at 84 days today, nearly a month longer. The Expected Market Time is a factor of both supply and demand. There is a lot more seller competition with the extra supply; and, demand is muted as well. Demand (number of pending sales in the prior 30-days) is down 14% compared to the last seven years.

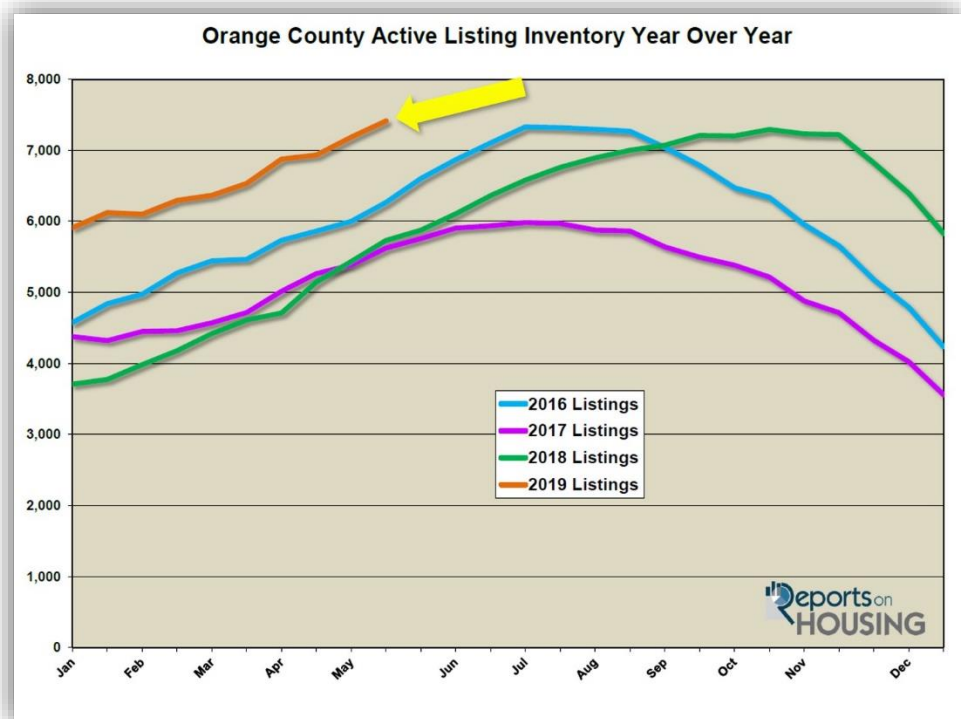
**How should sellers approach the housing market?** The best approach is to be sure to lean into the expert, the real estate professional, and price a home according to its **Fair Market Value**. This is determined by condition, upgrades, and location. The REALTOR® will be able to pull their emotion out of a home and objectively arrive at the price that will result in a sale. The second step is to be patient. This housing market is no longer instantaneous. Finally, after being exposed to the market for a while and receiving objective feedback directly from buyers, do not be afraid to make some adjustments in condition and price.

**How should buyers approach the housing market?** Remember, it is NOT a Buyer's Market. It is not even a Balanced Market. Currently, it is a slight Seller's Market. That means that when a home is accurately priced, it will generate buyers' interest. On average, homes are selling within 2% of their asking price. Lowball offers will only result in wasting everyone's time. Jump on homes that match your specified criteria and are priced according to their **Fair Market Value**.

**Active Inventory:** *In the past couple of weeks, the active inventory surpassed last year's peak and will continue to climb.*

In the past two weeks, the active listing inventory increased by 228 homes, up 3%, and now totals 7,413, surpassing last year's peak of 7,292. That's the highest level since September 2014. It will continue to climb until peaking sometime this summer, most likely mid-August. By then the inventory will reach its highest level since 2011. That would be a lot more seller competition and a much slower market than today.

Last year at this time there were 5,730 homes on the market. That means that there are **29% more homes available today**. This is the highest level of homes on the market for this time of the year since 2011.

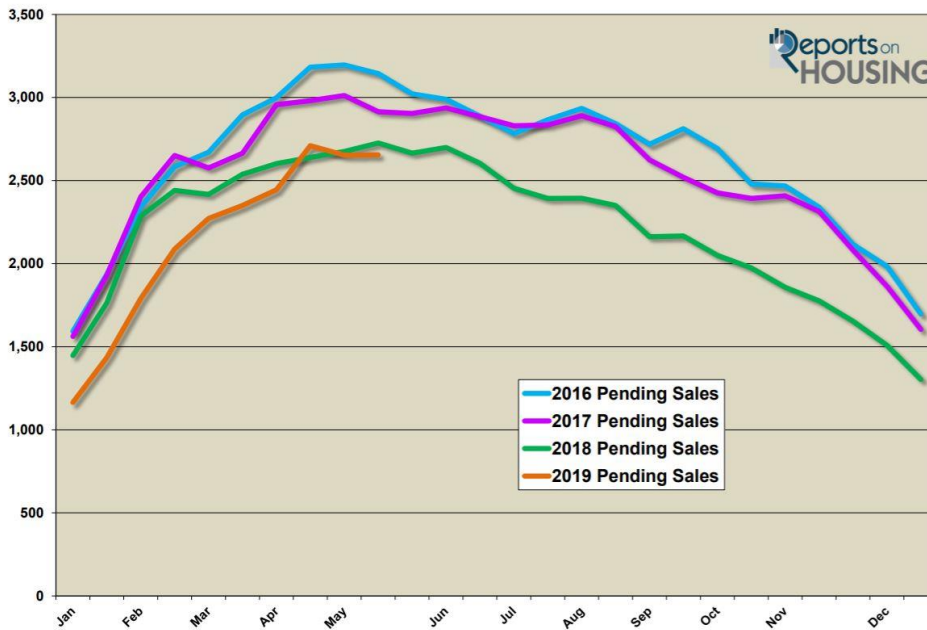


**Demand:** *In the past couple of weeks, demand was nearly unchanged.*

Demand, the number of new pending sales over the prior month, increased by 2 pending sales in the past two weeks, nearly unchanged, and now totals 2,655. After an initial slow start to the year, demand surged from February through April. In May, it slightly came off of those highs and most likely peaked early for 2019. Even with interest rates dropping to 4%, there are external economic headwinds with are continuing to mute demand. Demand will not change much from here. It will remain relatively the same through mid-June. From there, expect demand to slowly and systematically fall for the remainder of the year, starting with numerous summer distractions. Current demand is as strong as it is going to get.



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



Last year at this time, there were 71 more pending sales, 3% more than today.

The current Expected Market Time increased from 81 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 63 days, better than today.

**Luxury End:** *The luxury market continued to slow.*

In the past two weeks, demand for homes above \$1.25 million decreased by 31 pending sales, **an 8% drop**, and now totals 361. That is back to back 8% drops over the past month. The luxury home inventory grew by 114 homes to 2,483, a 5% increase and its highest level in years. The overall expected market time for homes priced above \$1.25 million increased from 181 days to 206 over the past two-weeks, a significant increase. Four weeks ago it was at 161 days.

Year over year, luxury demand is down by 76 pending sales, or 17%, and the active luxury listing inventory is up by an additional 384 homes, or 18%. Extra seller competition and muted demand in the luxury ranges in 2019 is a theme that is getting louder. The expected market time last year was at 144 days, noticeably less compared to today.

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the expected market time decreased from 128 to 125 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 134 to 174 days. For homes priced between \$2 million and \$4 million, the expected market time increased from 228 to 262 days. For homes priced above \$4 million, the expected market time increased from 463 to 568 days. At 568 days, a seller would be looking at placing their home into escrow around **December of 2020**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	61 Days	39%	54%	42 Days
O.C. \$750k-\$1m	63 Days	18%	24%	49 Days
O.C. \$1m-\$1.25m	93 Days	9%	8%	82 Days
O.C. \$1.25m-\$1.5m	125 Days	8%	5%	90 Days
O.C. \$1.5m-\$2m	174 Days	8%	4%	108 Days
O.C. \$2m-\$4m	262 Days	12%	4%	197 Days
O.C. \$4m+	568 Days	6%	1%	425 Days



## Orange County Housing Market Summary:

- The active listing inventory increased by 228 homes in the past two weeks, up 3%, and now totals 7,413, the highest level since September 2014. Last year, there were 5,730 homes on the market, 1,683 fewer than today. There are 29% more homes than last year.
- Demand, the number of pending sales over the prior month, increased by 2 pending sales in the past two-weeks, nearly unchanged, and now totals 2,655. Last year, there were 2,726 pending sales, 3% more than today.
- The Expected Market Time for all of Orange County increased from 81 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 63 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 61 days. This range represents 39% 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 18% of the active inventory and 24% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 93 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 128 to 125 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 134 to 174 days. For luxury homes priced between \$2 million and \$4 million, the expected market time increased from 228 to 262 days. For luxury homes priced above \$4 million, the expected market time increased from 463 to 568 days.
- The luxury end, all homes above \$1.25 million, accounts for 34% of the inventory and only 14% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.8% of all listings and 1.4% of demand. There are only 22 foreclosures and 41 short sales available to purchase today in all of Orange County, 63 total distressed homes on the active market, down 5 in the last two-weeks. Last year there were 42 total distressed homes on the market, fewer than today.
- There were 2,558 closed residential resales in April, 2% fewer than April 2018's 2,614 closed sales. April marked a 13% increase from March 2019. The sales to list price ratio was 97.9% for all of Orange County. Foreclosures accounted for just 0.3% of all closed sales, and short sales accounted for 0.4%. That means that 99.3% of all sales were good ol' fashioned sellers with equity.



	Current Actives 5/16/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 5/16/2019	Market Time 2-Weeks Ago 5/2/2019	Market Time 4-Weeks Ago 4/18/2019	Market Time 1-Year Ago 5/17/2018	Market Time 2-Years Ago 5/18/2017	Average Active List Price 5/16/2019
Aliso Viejo	120	66	55	60	52	33	33	\$702k
Anaheim	196	139	42	45	51	50	40	\$627k
Anaheim Hills	142	69	62	68	59	70	57	\$1.0m
Brea	85	41	62	59	66	52	37	\$905k
Buena Park	92	55	50	59	63	49	48	\$656k
Corona Del Mar	144	8	540	180	119	109	169	\$4.9m
Costa Mesa	195	71	82	84	69	70	49	\$1.1m
Coto De Caza	110	20	165	140	99	170	70	\$2.1m
Cypress	130	72	54	52	32	31	40	\$700k
Dana Point	234	54	130	140	131	114	122	\$2.9m
Dove Canyon	25	5	150	100	75	67	98	\$1.2m
Foothill Ranch	26	10	78	68	51	24	51	\$752k
Fountain Valley	37	32	35	42	47	44	33	\$769k
Fullerton	228	111	62	61	71	45	38	\$900k
Garden Grove	119	83	43	40	40	37	30	\$660k
Huntington Beach	415	158	79	72	65	48	56	\$1.3m
Irvine	820	253	97	91	109	61	62	\$1.4m
La Habra	105	42	75	74	42	56	36	\$626k
La Palma	11	14	24	38	57	30	43	\$798k
Ladera Ranch	123	50	74	83	98	47	76	\$1.3m
Laguna Beach	316	29	327	294	267	259	168	\$4.8m
Laguna Hills	105	53	59	77	88	68	61	\$1.5m
Laguna Niguel	290	81	107	83	90	75	78	\$1.4m
Laguna Woods	289	69	126	130	118	67	60	\$372k
Lake Forest	128	69	56	70	91	41	29	\$666k
Los Alamitos	13	6	65	105	78	39	35	\$992k
Mission Viejo	296	114	78	71	54	72	43	\$772k
Newport Beach	409	75	164	184	145	138	113	\$3.4m
Newport Coast	111	17	196	208	133	190	232	\$6.0m
North Tustin	83	31	80	80	110	83	138	\$2.0m
Orange	227	120	57	63	56	41	36	\$885k
Placentia	63	51	37	29	36	39	39	\$680k
Portola Hills	21	9	70	87	45	33	48	\$1.1m
Rancho Mission Viejo	57	21	81	153	175	133	99	\$833k
Rancho Santa Marg.	107	52	62	56	55	27	34	\$584k
Rossmoor	33	9	110	113	96	67	68	\$1.5m
San Clemente	280	103	82	74	62	77	87	\$1.9m
San Juan	139	33	126	99	68	104	98	\$2.1m
Santa Ana	268	111	72	63	63	49	45	\$641k
Seal Beach	195	43	136	115	108	83	41	\$423k
Stanton	28	12	70	54	42	33	20	\$604k
Talega	53	30	53	39	37	86	90	\$1.2m
Tustin	132	58	68	62	56	41	49	\$911k
Villa Park	19	7	81	71	71	52	60	\$1.7m
Westminster	47	29	49	38	28	46	38	\$708k
Yorba Linda	245	76	97	106	76	56	80	\$1.3m
All of O.C.	7,413	2,655	84	81	76	63	58	\$1.6m



## Attached Homes

	Current Actives 5/16/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 5/16/2019	Market Time 2-Weeks Ago 5/2/2019	Market Time 4-Weeks Ago 4/18/2019	Market Time 1-Year Ago 5/17/2018	Market Time 2-Years Ago 5/18/2017	Average Active List Price 5/16/2019
All of O.C.	2,686	971	83	80	72	52	45	\$707k
O.C. \$0-\$250k	185	60	93	82	96	52	43	\$196k
O.C. \$250k-\$500k	1,009	440	69	64	57	41	31	\$397k
O.C. \$500k-\$750k	820	334	74	71	65	46	52	\$616k
O.C. \$750k-\$1m	312	88	106	128	120	66	80	\$855k
O.C. \$1m+	360	49	220	201	140	144	106	\$1.9m

Current Actives Vacant **34.0%**

## Detached Homes

	Current Actives 5/16/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 5/16/2019	Market Time 2-Weeks Ago 5/2/2019	Market Time 4-Weeks Ago 4/18/2019	Market Time 1-Year Ago 5/17/2018	Market Time 2-Years Ago 5/18/2017	Average Active List Price 5/16/2019
All of O.C.	4,727	1,684	84	82	79	70	65	\$2.1m
O.C. \$0-\$500k	45	43	31	37	44	34	20	\$431k
O.C. \$500k-\$750k	855	562	46	45	44	39	36	\$658k
O.C. \$750k-\$1m	1,046	555	57	61	59	47	52	\$872k
O.C. \$1m-\$1.25m	558	192	87	77	78	76	63	\$1.1m
O.C. \$1.25m-\$1.5m	469	118	119	120	103	89	97	\$1.4m
O.C. \$1.5m-\$2m	537	100	161	126	134	105	171	\$1.7m
O.C. \$2m-\$4m	784	91	258	242	190	195	195	\$2.9m
O.C. \$4m+	433	23	565	445	456	425	356	\$8.9m

Current Actives Vacant **20.9%**

## All Homes

	Current Actives 5/16/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 5/16/2019	Market Time 2-Weeks Ago 5/2/2019	Market Time 4-Weeks Ago 4/18/2019	Market Time 1-Year Ago 5/17/2018	Market Time 2-Years Ago 5/18/2017	Average Active List Price 5/16/2019
All of O.C.	7,413	2,655	84	81	76	63	58	\$1.6m
O.C. \$0-\$500k	1,239	543	68	64	60	42	31	\$368k
O.C. \$500k-\$750k	1,675	896	56	55	52	42	41	\$637k
O.C. \$750k-\$1m	1,358	643	63	70	66	49	55	\$868k
O.C. \$1m-\$1.25m	658	212	93	86	83	82	65	\$1.1m
O.C. \$1.25m-\$1.5m	552	132	125	128	108	90	90	\$1.4m
O.C. \$1.5m-\$2m	622	107	174	134	133	108	162	\$1.7m
O.C. \$2m-\$4m	855	98	262	228	186	197	204	\$2.9m
O.C. \$4m+	454	24	568	463	425	426	330	\$8.7m

Current Actives Vacant **25.7%**



	Units Sold Apr 2019	Average Sales Price	Average List Price	Sales to List			Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Apr 2018
				Price Ratio	Low Price	High Price			
Aliso Viejo	63	\$619,024	\$629,153	98.4%	\$335k	\$1.5m	1,477	\$419	63
Anaheim	125	\$554,777	\$563,207	98.5%	\$74k	\$885k	1,520	\$365	127
Anaheim Hills	48	\$725,129	\$736,457	98.5%	\$415k	\$2.3m	1,879	\$386	61
Brea	30	\$751,281	\$762,371	98.5%	\$410k	\$1.9m	2,000	\$376	40
Buena Park	47	\$581,101	\$575,493	101.0%	\$360k	\$840k	1,468	\$396	46
Corona Del Mar	20	\$2,688,150	\$2,766,850	97.2%	\$1.1m	\$7.8m	2,161	\$1,244	21
Costa Mesa	82	\$873,528	\$890,112	98.1%	\$450k	\$2.1m	1,757	\$497	57
Coto De Caza	29	\$1,369,509	\$1,389,910	98.5%	\$489k	\$3.5m	3,709	\$369	23
Cypress	38	\$670,568	\$683,879	98.1%	\$260k	\$1.3m	1,689	\$397	26
Dana Point	53	\$1,048,992	\$1,087,164	96.5%	\$325k	\$8.4m	1,786	\$587	44
Dove Canyon	6	\$1,055,500	\$1,071,983	98.5%	\$820k	\$1.4m	2,862	*	4
Foothill Ranch	14	\$639,064	\$645,314	99.0%	\$314k	\$935k	1,561	\$409	17
Fountain Valley	36	\$833,014	\$839,544	99.2%	\$377k	\$1.3m	2,105	\$396	38
Fullerton	79	\$639,103	\$650,666	98.2%	\$138k	\$1.9m	1,681	\$380	121
Garden Grove	117	\$589,567	\$598,536	98.5%	\$262k	\$1.4m	1,450	\$407	86
Huntington Beach	156	\$897,835	\$911,549	98.5%	\$264k	\$3.6m	1,814	\$495	152
Irvine	230	1,007,843	\$1,032,677	97.6%	\$250k	\$3.4m	2,071	\$487	229
La Habra	53	\$559,754	\$563,629	99.3%	\$297k	\$1.2m	1,611	\$347	47
La Palma	3	\$583,333	\$583,000	100.1%	\$418k	\$682k	1,372	\$425	6
Ladera Ranch	42	\$928,141	\$939,645	98.8%	\$460k	\$2.1m	2,511	\$370	59
Laguna Beach	34	\$2,049,768	\$2,147,008	95.5%	\$549k	\$10.4m	1,967	\$1,042	43
Laguna Hills	25	\$912,660	\$989,458	92.2%	\$370k	\$3.1m	2,514	\$363	30
Laguna Niguel	101	\$974,438	\$1,003,440	97.1%	\$372k	\$10.6m	2,117	\$460	86
Laguna Woods	54	\$323,121	\$334,314	96.7%	\$25k	\$900k	1,111	\$291	73
Lake Forest	50	\$623,602	\$630,686	98.9%	\$286k	\$1.0m	1,653	\$377	60
Los Alamitos	10	\$672,900	\$677,280	99.4%	\$400k	\$1.1m	1,514	\$445	12
Mission Viejo	119	\$744,432	\$754,387	98.7%	\$345k	\$2.2m	1,972	\$378	129
Newport Beach	82	\$1,921,385	\$2,006,139	95.8%	\$325k	\$4.9m	2,376	\$809	86
Newport Coast	17	\$3,402,847	\$3,530,458	96.4%	\$785k	\$9.5m	3,445	\$988	18
North Tustin	30	\$1,205,917	\$1,235,557	97.6%	\$460k	\$2.5m	3,187	\$378	19
Orange	111	\$741,210	\$743,749	99.7%	\$271k	\$2.3m	1,904	\$389	101
Placentia	37	\$628,612	\$638,612	98.4%	\$285k	\$975k	1,724	\$365	51
Portola Hills	6	\$742,583	\$754,133	98.5%	\$492k	\$1.0m	2,109	\$352	10
Rancho Mission Viejo	14	\$703,100	\$721,891	97.4%	\$430k	\$955k	1,861	\$378	7
Rancho Santa Marg.	53	\$602,004	\$611,625	98.4%	\$250k	\$1.2m	1,534	\$393	69
Rossmoor	10	\$1,212,200	\$1,233,979	98.2%	\$800k	\$1.8m	2,237	\$542	15
San Clemente	85	\$1,207,986	\$1,232,299	98.0%	\$295k	\$4.0m	2,543	\$475	93
San Juan	47	\$1,091,390	\$1,119,387	97.5%	\$270k	\$3.1m	2,629	\$415	32
Santa Ana	93	\$548,947	\$539,626	101.7%	\$255k	\$1.4m	1,353	\$406	113
Seal Beach	44	\$498,872	\$520,975	95.8%	\$138k	\$2.2m	1,192	\$418	44
Stanton	18	\$491,722	\$490,522	100.2%	\$385k	\$720k	1,321	\$372	12
Talega	23	\$1,150,913	\$1,184,056	97.2%	\$595k	\$2.2m	3,152	\$365	24
Tustin	59	\$790,068	\$797,636	99.1%	\$265k	\$2.6m	1,911	\$413	71
Villa Park	5	\$1,297,800	\$1,327,179	97.8%	\$955k	\$1.9m	2,881	\$450	6
Westminster	37	\$686,038	\$690,614	99.3%	\$335k	\$1.2m	1,691	\$406	35
Yorba Linda	79	\$955,845	\$968,838	98.7%	\$250k	\$2.6m	2,557	\$374	82
All of O.C.	2,558	\$877,670	\$896,711	97.9%	\$25k	\$10.6m	1,923	\$456	2,614
O.C. \$0-\$500k	504	\$382,139	\$388,416	98.4%	\$25k	\$500k	1,033	\$362	564
O.C. \$500k-\$750k	895	\$632,310	\$639,187	98.9%	\$501k	\$750k	1,527	\$409	934
O.C. \$750k-\$1m	572	\$852,546	\$862,213	98.9%	\$751k	\$1.0m	2,113	\$390	568
O.C. \$1m-\$1.25m	217	\$1,129,636	\$1,158,350	97.5%	\$1.0m	\$1.25m	2,658	\$443	185
O.C. \$1.25m-\$1.5m	123	\$1,363,351	\$1,389,722	98.1%	\$1.26m	\$1.5m	2,974	\$451	121
O.C. \$1.5m-\$2m	129	\$1,721,887	\$1,777,858	96.9%	\$1.5m	\$2.0m	3,155	\$525	97
O.C. \$2m-4m	104	\$2,605,261	\$2,719,931	95.8%	\$2.0m	\$4.0m	3,843	\$733	108
O.C. \$4m+	14	\$6,643,929	\$6,923,571	96.0%	\$4.1m	\$10.6m	5,270	\$1,117	37



	Current Actives 5/16/2019	Number of Foreclosures & Short Sale Actives 5/16/2019	% of Active Inventory 5/16/2019	Attached	Current Actives 5/16/2019	Number of Foreclosures & Short Sale Actives 5/16/2019	% of Active Inventory 5/16/2019
<b>Attached</b>							
All of O.C.	7,413	63	0.8%	All of O.C.	2,686	16	0.6%
Anaheim	196	2	1.0%	O.C. \$0-\$250k	185	2	1.1%
Anaheim Hills	142	0	0.0%	O.C. \$250k-\$500k	1,009	8	0.8%
Brea	85	2	2.4%	O.C. \$500k-\$750k	820	2	0.2%
Buena Park	92	0	0.0%	O.C. \$750k-\$1m	312	1	0.3%
Corona Del Mar	144	1	0.7%	O.C. \$1m+	360	3	0.8%
Costa Mesa	195	0	0.0%	<b>Detached</b>			
Coto De Caza	110	2	1.8%	All of O.C.	4,727	47	1.0%
Cypress	130	0	0.0%	O.C. \$0k-\$500k	45	4	8.9%
Dana Point	234	1	0.4%	O.C. \$500k-\$750k	855	15	1.8%
Dove Canyon	25	0	0.0%	O.C. \$750k-\$1m	1,046	8	0.8%
Foothill Ranch	26	0	0.0%	O.C. \$1m-\$1.5m	558	2	0.4%
Fountain Valley	37	0	0.0%	O.C. \$1.25m-\$1.5m	469	2	0.4%
Fullerton	228	2	0.9%	O.C. \$1.5m-\$2m	537	7	1.3%
Garden Grove	119	1	0.8%	O.C. \$2m-\$4m	784	8	1.0%
Huntington Beach	415	2	0.5%	O.C. \$4m+	433	1	0.2%
Irvine	820	6	0.7%	<b>All Homes</b>			
La Habra	105	2	1.9%	All of O.C.	7,413	63	0.8%
La Palma	11	0	0.0%	O.C. \$0k-\$500k	1,239	14	1.1%
Ladera Ranch	123	1	0.8%	O.C. \$500k-\$750k	1,675	17	1.0%
Laguna Beach	316	2	0.6%	O.C. \$750k-\$1m	1,358	9	0.7%
Laguna Hills	105	2	1.9%	O.C. \$1m-\$1.25m	658	3	0.5%
Laguna Niguel	290	3	1.0%	O.C. \$1.25m-\$1.5m	552	3	0.5%
Laguna Woods	289	1	0.3%	O.C. \$1.5m-\$2m	622	7	1.1%
Lake Forest	128	0	0.0%	O.C. \$2m-\$4m	855	9	1.1%
Los Alamitos	13	0	0.0%	O.C. \$4m+	454	1	0.2%
Mission Viejo	296	5	1.7%	<b>County High Shares - Account for 44%</b>			
Newport Beach	409	4	1.0%	Santa Ana	268	7	2.6%
Newport Coast	111	1	0.9%	Brea	85	2	2.4%
North Tustin	83	1	1.2%	San Juan	139	3	2.2%
Orange	227	2	0.9%	La Habra	105	2	1.9%
Placentia	63	1	1.6%	Laguna Hills	105	2	1.9%
Portola Hills	21	0	0.0%	Coto De Caza	110	2	1.8%
Rancho Mission Viejo	57	0	0.0%	Mission Viejo	296	5	1.7%
Rancho Santa Marg.	107	1	0.9%	Placentia	63	1	1.6%
Rossmoor	33	0	0.0%	Yorba Linda	245	3	1.2%
San Clemente	280	2	0.7%	North Tustin	83	1	1.2%
San Juan	139	3	2.2%	<b>County Low Shares - No Distressed</b>			
Santa Ana	268	7	2.6%	Anaheim Hills	Portola Hills		
Seal Beach	195	0	0.0%	Buena Park	Rancho Mission Viejo		
Stanton	28	0	0.0%	Costa Mesa	Rossmoor		
Talega	53	0	0.0%	Cypress	Seal Beach		
Tustin	132	1	0.8%	Dove Canyon	Stanton		
Villa Park	19	0	0.0%	Foothill Ranch	Talega		
Westminster	47	0	0.0%	Fountain Valley	Villa Park		
Yorba Linda	245	3	1.2%	La Palma	Westminster		
All of O.C.	7,413	63	0.8%	Lake Forest			
				Los Alamitos			
<b>Orange County Distressed Breakdown</b>							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	22	19	35				
Total Short Sale	41	17	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 5/16/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 5/16/2019	Market Time 2-Weeks Ago 5/2/2019	Market Time 4-Weeks Ago 4/18/2019	Market Time 1-Year Ago 5/17/2018	Market Time 2-Years Ago 5/18/2017
Los Angeles County	13671	5690	72	75	70	59	52
Orange County	7,413	2,655	84	81	76	63	58
Riverside County	9,223	3099	89	86	86	78	74
San Bernardino County	5980	2420	74	74	72	63	58
San Diego County	7,225	3,328	65	63	60	55	42
Ventura County	1,767	953	56	59	53	53	*
<b>SOCAL TOTALS</b>	<b>45,279</b>	<b>18,145</b>	<b>75</b>	<b>71</b>	<b>75</b>	<b>62</b>	<b>57</b>

### Distressed Properties - Foreclosures and Short Sales

	Current Actives 5/16/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 5/16/2019	Market Time 2-Weeks Ago 5/2/2019	Market Time 4-Weeks Ago 4/18/2019	Market Time 1-Year Ago 5/17/2018	Market Time 2-Years Ago 5/18/2017
Los Angeles County	146	103	43	40	41	29	29
Orange County	63	36	53	60	68	45	28
Riverside County	181	92	59	62	54	68	74
San Bernardino County	114	91	38	49	53	54	48
San Diego County	52	25	62	61	70	36	18
Ventura County	25	9	83	42	40	41	*
<b>SOCAL TOTALS</b>	<b>581</b>	<b>356</b>	<b>49</b>	<b>51</b>	<b>56</b>	<b>46</b>	<b>39</b>