



Orange County Housing Report: Green Shoots

September 9, 2019

Even though the housing market is not as hot as prior years, trends have emerged that confirm that it is starting to heat up.



Green Shoots: Trends are developing which demonstrate that the housing cool down is beginning to heat up.

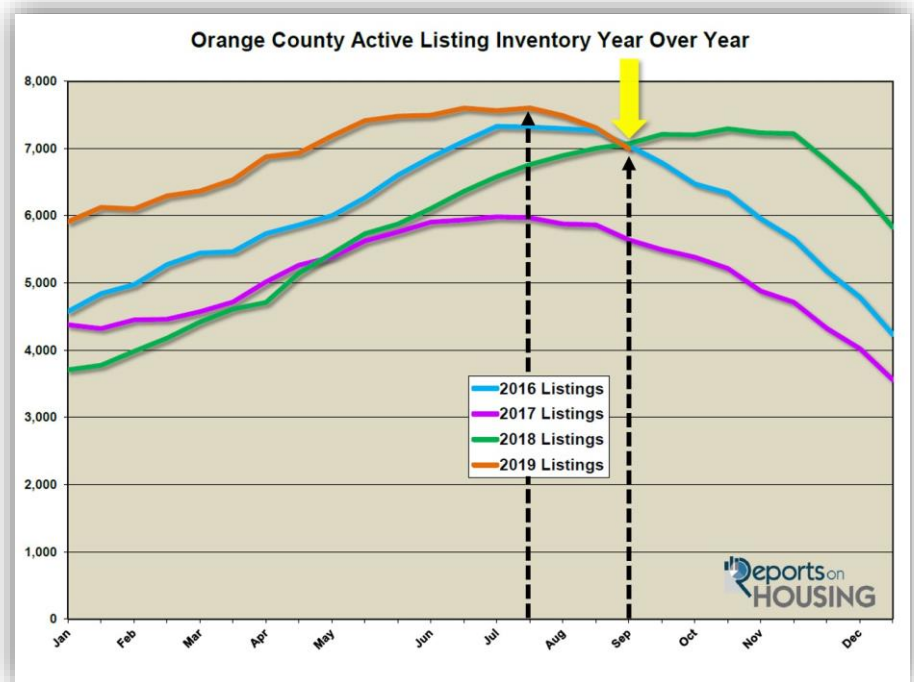
Headlines are the same across the country: there are more homes on the market and it is taking a lot longer to sell a home. Multiple offers and instantaneous success are characteristics of housing a couple of years ago. After many years of rapid appreciation, demand for homes slowed considerably as mortgage rates climbed to 4.5% in March 2018. Demand deteriorated further when rates unexpectedly squeezed past 5% last November.

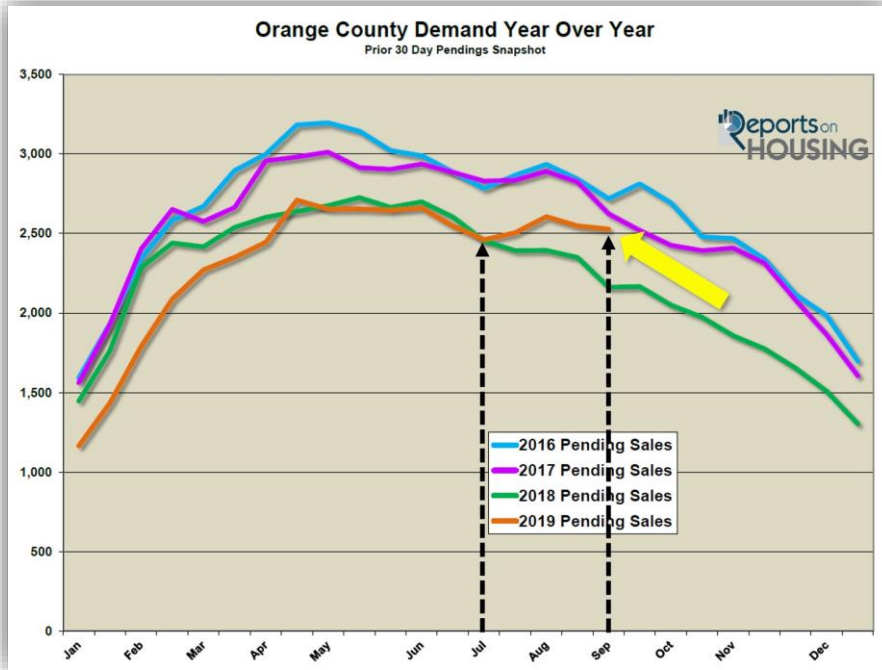
Ever since the housing market slowed last year, demand has remained sluggish, a bit subdued in comparison to the hot years from 2012 through 2017. Those markets were characterized by a very limited inventory and sizzling demand. Yet, behind the scenes, the 2019 housing market has been boosted by falling mortgage rates. After starting the year at 4.5%, rates have dropped ever since, dipping below 4% in June for the first time since the end of 2017. Today, they sit at 3.5%, the lowest level since October 2016, nearly three years ago.

As a result of the return to historically low mortgage rates, trends have surfaced that highlight the marketplace heating up.

GREEN SHOOT – The current active inventory has dropped by 8% since the end of July. The inventory shed 604 homes in that time, the largest drop since 2008. Today, there are 6,997 homes on the market. It is the first time that there are fewer homes compared to the prior year since April 2018. The current trend is for a rapidly falling active inventory and fewer homes on the market than the prior year.

GREEN SHOOT – Demand has only dropped by 7% since peaking back in April. That is the smallest drop since 2009. On average, demand (the number of new pending sales over the prior month) has dropped by 19% after peaking in the spring. And, since mid-July, it has surprisingly **increased** by 3%. During that same time period, mortgage rates dropped from 3.8% to 3.5%. Lower interest rates are absolutely propping up buyer demand in Orange County. Today, demand is at 2,528 pending sales, which is 17% higher than last year's anemic 2,162 reading.





GREEN SHOOT- The Expected Market Time dropped from 92 days back in mid-July to 83 days today. Typically, from July to September the Expected Market Time (the amount of time from coming on the market to opening escrow) increases or remains flat. This year it dropped from 92 days to 83 days, a 10% dip. It was the largest decline since 2011. Last year, the Expected Market Time was at 98 days and climbed all the way to 134 days by year's end. At 83 days, other than last year, it is still the highest level for this time of the year since 2014, but it is moving in the right direction. It is a **slight** Seller's Market where homes are not appreciating much at all, but sellers get to call more of the shots during negotiations.

GREEN SHOOT – Affordability has dramatically improved since November of last year. So many buyers are hoping for housing to tilt in their favor and for home values to fall like they did during the Great Recession. Quite simply, that is not going to happen anytime soon. Instead, buyers really need to focus on how affordability has substantially improved since last November when rates eclipsed 5%. With mortgage rates falling back down to historically low levels, affordability is absolutely tilting in their favor. If a buyer was looking for a \$3,000 monthly payment with 20% down, they would have been looking at a home priced at \$698,750 in November 2018 with a 5% interest rate. Today's 3.5% rate allows a buyer to look at homes priced at \$835,000 with the exact same \$3,000 per month payment. That is an extra \$136,250 in a time when there has been very little appreciation in the past year. These low rates are a total gift to home buyers.

Interest Rates Impact on Affordability

	3.5%	3.75%	4.0%	4.25%	4.5%	4.75%	5.0%
\$3,000 a Month Desired Jumbo Mortgage Payment*	↓ Price of Home Able to Afford ↓						
	\$835,000	\$810,000	\$785,000	\$762,500	\$740,000	\$718,750	\$698,750

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

While definite green shoots have emerged, the market is still a **slight** Seller's Market. It is just not as cool as the winter of 2018. These trends have slowly developed this year. The market is on track to improve further, but it will take time. The housing market will not change overnight. While promising for sellers, the market still necessitates a more cautious, deliberate strategy and approach to housing. For buyers, the current low interest rate environment is a strong advantage that has reduced the monthly mortgage payment significantly and greatly improved affordability.



Active Inventory: The current active inventory shed 310 homes in the past two-weeks.

In the past two-weeks, the active listing inventory dropped by 310 homes, down 4%, and now totals 6,997, the largest drop of the year. In the past month, it has dropped by 491 homes, a 7% plunge. The inventory will continue to drop for the rest of the year. The decline is the fastest pace since 2012. That means that there will be far fewer homes to start 2020 compared to the start of this year. The headlines once again will be an anemic inventory.

Last year at this time, there were 7,070 homes on the market, 73 more than today, or 1%. Two years ago, there were 19% fewer homes on the market compared to today.

Demand: In the past two-weeks, demand decreased by 1%.

Demand, the number of new pending sales over the prior month, decreased by 20 pending sales in the past two-weeks, down 1%, and now totals 2,528. Expect demand to continue to drop through the end of the year, just not at the same downward pace as is customary. Lower mortgage rates are having a positive impact on demand.

Last year at this time, there were 366 fewer pending sales, 14% less. Two years ago, it was 4% stronger than today.

In the past two-weeks, the Expected Market Time dropped from 86 days to 83 days, a *slight* Seller's Market (60 to 90 days), where home values do not change much, and sellers get to call more of the shots during the negotiating process. Last year, the Expected Market Time was at 98 days, slower than today. Two years ago, it was at 64 days.

Luxury End: Since July, the luxury market has continuously improved.

In the past two-weeks, demand for homes above \$1.25 million decreased by only 2 pending sales, a 0.6% drop, and now totals 347. The luxury home inventory decreased by 124 homes and now totals 2,337, a 5% drop. The overall Expected Market Time for homes priced above \$1.25 million decreased from 212 days to 202 over the past two-weeks, moving in the right direction.

Year over year, luxury demand is up by 28 pending sales, or 9%, and the active luxury listing inventory is up by an additional 193 homes, or 9%. The Expected Market Time last year was identical to today, 202 days. There are more luxury homes on the market, but demand is a lot stronger.

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the Expected Market Time decreased from 149 to 146 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 162 to 147 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 249 to 220 days. For homes priced above \$4 million, the Expected Market Time increased from 509 to 527 days. At 527 days, a seller would be looking at placing their home into escrow around **February 2021**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	57 Days	38%	56%	72 Days
O.C. \$750k-\$1m	66 Days	19%	24%	90 Days
O.C. \$1m-\$1.25m	121 Days	10%	7%	113 Days
O.C. \$1.25m-\$1.5m	146 Days	7%	4%	124 Days
O.C. \$1.5m-\$2m	147 Days	8%	4%	174 Days
O.C. \$2m-\$4m	220 Days	12%	4%	257 Days
O.C. \$4m+	527 Days	6%	1%	449 Days



Orange County Housing Market Summary:

- The active listing inventory decreased by 310 homes in the past two-weeks, down 4%, and now totals 6,997. It was the largest drop so far this year. Last year, there were 7,070 homes on the market, 73 more than today. Two years ago, there were 19% fewer homes on the market.
- Demand, the number of pending sales over the prior month, decreased by 20 pending sales in the past two-weeks, down 1%, and now totals 2,528. Last year, there were 2,162 pending sales, 14% fewer than today. Two years ago, demand was 4% stronger than today.
- The Expected Market Time for all of Orange County remained dropped from 86 to 83 days, a slight Seller's Market (between 60 to 90 days). It was at 98 days last year.
- For homes priced below \$750,000, the market is a hot Seller's Market (less than 60 days) with an expected market time of 57 days. This range represents 38% of the active inventory and 56% 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 19% of the active inventory and 24% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 121 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 149 to 146 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 162 to 147 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 249 to 220 days. For luxury homes priced above \$4 million, the Expected Market Time increased from 509 to 527 days.
- The luxury end, all homes above \$1.25 million, accounts for 33% of the inventory and only 13% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.7% of all listings and 1.4% of demand. There are only 27 foreclosures and 23 short sales available to purchase today in all of Orange County, 50 total distressed homes on the active market, down two in the past two-weeks. Last year there were 56 total distressed homes on the market, slightly more than today.
- There were 2,871 closed residential resales in July, 5% more than July 2018's 2,734 closed sales. July marked a 6% increase compared to June 2019. The sales to list price ratio was 98.3% for all of Orange County. Foreclosures accounted for just 0.5% of all closed sales, and short sales accounted for 0.24%. That means that 99.3% of all sales were good ol' fashioned sellers with equity.



	Current Actives 9/5/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 9/5/2019	Market Time 2-Weeks Ago 8/22/2019	Market Time 4-Weeks Ago 8/5/2019	Market Time 1-Year Ago 9/6/2018	Market Time 2-Years Ago 9/7/2017	Average Active List Price 9/5/2019
Aliso Viejo	114	47	73	53	49	71	49	\$681k
Anaheim	225	142	48	63	59	72	53	\$613k
Anaheim Hills	114	59	58	58	53	80	55	\$1.1m
Brea	88	29	91	60	45	136	61	\$962k
Buena Park	75	50	45	40	48	69	33	\$679k
Corona Del Mar	149	16	279	219	335	248	144	\$5.6m
Costa Mesa	191	52	110	72	78	73	57	\$1.0m
Coto De Caza	111	24	139	113	190	171	141	\$2.0m
Cypress	132	64	62	54	55	61	38	\$695k
Dana Point	231	49	141	190	184	114	123	\$3.2m
Dove Canyon	24	5	144	120	140	110	660	\$1.2m
Foothill Ranch	27	13	62	74	85	71	21	\$707k
Fountain Valley	36	33	33	31	46	69	29	\$724k
Fullerton	159	110	43	52	48	64	53	\$852k
Garden Grove	131	80	49	46	45	67	44	\$638k
Huntington Beach	397	169	70	66	69	77	59	\$1.3m
Irvine	875	195	135	131	119	131	67	\$1.4m
La Habra	75	50	45	48	55	65	48	\$679k
La Palma	11	9	37	17	24	64	28	\$754k
Ladera Ranch	124	32	116	104	78	91	68	\$1.2m
Laguna Beach	297	40	223	253	229	324	209	\$4.8m
Laguna Hills	104	42	74	115	92	134	55	\$1.3m
Laguna Niguel	272	88	93	99	107	112	88	\$1.4m
Laguna Woods	255	79	97	107	142	103	60	\$355k
Lake Forest	92	47	59	56	52	96	32	\$681k
Los Alamitos	23	10	69	75	35	50	36	\$981k
Mission Viejo	247	116	64	69	63	84	45	\$748k
Newport Beach	424	74	172	204	224	172	160	\$3.4m
Newport Coast	103	16	193	261	240	612	121	\$6.6m
North Tustin	73	22	100	88	82	108	88	\$2.2m
Orange	217	109	60	67	65	78	52	\$908k
Placentia	68	43	47	42	42	76	39	\$741k
Portola Hills	15	11	41	32	43	60	45	\$1.0m
Rancho Mission Viejo	38	19	60	61	96	159	162	\$796k
Rancho Santa Marg.	98	53	55	53	57	78	34	\$573k
Rossmoor	19	11	52	77	81	63	55	\$1.5m
San Clemente	268	84	96	124	127	116	75	\$1.8m
San Juan	139	35	119	145	178	111	117	\$2.2m
Santa Ana	241	133	54	62	67	72	75	\$636k
Seal Beach	180	53	102	103	118	118	30	\$471k
Stanton	26	15	52	35	42	72	28	\$539k
Talega	77	15	154	195	131	81	63	\$1.1m
Tustin	114	54	63	68	58	79	40	\$884k
Villa Park	24	4	180	240	83	218	63	\$1.8m
Westminster	45	28	48	65	53	51	29	\$763k
Yorba Linda	204	81	76	93	88	117	88	\$1.4m
All of O.C.	6,997	2,528	83	86	86	98	64	\$1.6m



Attached Homes

	Current Actives 9/5/2019	Demand (Last 30 Days Pendings	Market Time (In Days) 9/5/2019	Market Time 2-Weeks Ago 8/22/2019	Market Time 4-Weeks Ago 8/5/2019	Market Time 1-Year Ago 9/6/2018	Market Time 2-Years Ago 9/7/2017	Average Active List Price 9/5/2019
All of O.C.	2,448	961	76	81	79	91	51	\$737k
O.C. \$0-\$250k	151	64	71	95	83	86	32	\$191k
O.C. \$250k-\$500k	846	439	58	72	63	77	37	\$388k
O.C. \$500k-\$750k	822	325	76	69	71	81	55	\$619k
O.C. \$750k-\$1m	310	77	121	98	112	144	90	\$861k
O.C. \$1m+	319	56	171	190	266	199	142	\$2.1m

Current Actives Vacant **34.9%**

Detached Homes

	Current Actives 9/5/2019	Demand (Last 30 Days Pendings	Market Time (In Days) 9/5/2019	Market Time 2-Weeks Ago 8/22/2019	Market Time 4-Weeks Ago 8/5/2019	Market Time 1-Year Ago 9/6/2018	Market Time 2-Years Ago 9/7/2017	Average Active List Price 9/5/2019
All of O.C.	4,549	1,567	87	92	90	103	73	\$2.1m
O.C. \$0-\$500k	42	33	38	31	38	58	38	\$415k
O.C. \$500k-\$750k	808	552	44	47	46	62	41	\$661k
O.C. \$750k-\$1m	991	515	58	66	63	83	52	\$880k
O.C. \$1m-\$1.25m	574	145	119	110	98	112	87	\$1.1m
O.C. \$1.25m-\$1.5m	453	95	143	150	127	116	92	\$1.4m
O.C. \$1.5m-\$2m	480	96	150	163	242	163	167	\$1.7m
O.C. \$2m-\$4m	748	104	216	231	270	257	192	\$2.8m
O.C. \$4m+	453	27	503	488	399	475	496	\$8.8m

Current Actives Vacant **23.5%**

All Homes

	Current Actives 9/5/2019	Demand (Last 30 Days Pendings	Market Time (In Days) 9/5/2019	Market Time 2-Weeks Ago 8/22/2019	Market Time 4-Weeks Ago 8/5/2019	Market Time 1-Year Ago 9/6/2018	Market Time 2-Years Ago 9/7/2017	Average Active List Price 9/5/2019
All of O.C.	6,997	2,528	83	86	86	98	64	\$1.6m
O.C. \$0-\$500k	1,039	536	58	57	63	76	36	\$361k
O.C. \$500k-\$750k	1,630	877	56	57	56	69	46	\$640k
O.C. \$750k-\$1m	1,301	592	66	74	70	90	56	\$876k
O.C. \$1m-\$1.25m	671	167	121	117	109	113	93	\$1.1m
O.C. \$1.25m-\$1.5m	517	106	146	149	130	124	90	\$1.4m
O.C. \$1.5m-\$2m	545	111	147	162	244	174	171	\$1.7m
O.C. \$2m-\$4m	820	112	220	249	280	257	198	\$2.8m
O.C. \$4m+	474	27	527	509	404	449	460	\$8.8m

Current Actives Vacant **27.5%**

*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.



	Units Sold July 2019	Average Sales Price	Average List Price	Sales to List Price Ratio	Low Price	High Price	Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold July 2018
Aliso Viejo	53	\$633,915	\$646,925	98.0%	\$360k	\$1.4m	1,542	\$411	70
Anaheim	139	\$572,418	\$578,660	98.9%	\$292k	\$925k	1,509	\$379	127
Anaheim Hills	73	\$750,593	\$757,518	99.1%	\$445k	\$1.9m	1,945	\$386	67
Brea	43	\$864,175	\$713,943	121.0%	\$440k	\$7.3m	1,913	\$452	44
Buena Park	53	\$598,414	\$601,675	99.5%	\$400k	\$893k	1,581	\$378	51
Corona Del Mar	24	\$2,995,333	\$3,116,167	96.1%	\$879k	\$7.2m	2,405	\$1,246	25
Costa Mesa	92	\$897,671	\$910,662	98.6%	\$325k	\$2.0m	1,797	\$499	92
Coto De Caza	22	\$1,346,060	\$1,375,541	97.9%	\$835k	\$3.4m	3,518	\$383	31
Cypress	40	\$667,342	\$672,383	99.3%	\$430k	\$1.3m	1,660	\$402	39
Dana Point	46	\$1,387,601	\$1,446,624	95.9%	\$340k	\$5.1m	2,267	\$612	56
Dove Canyon	6	\$924,967	\$943,200	98.1%	\$810k	\$1.1m	2,659	\$348	6
Foothill Ranch	18	\$757,217	\$757,487	100.0%	\$360k	\$1.1m	1,826	\$415	13
Fountain Valley	39	\$810,630	\$803,224	100.9%	\$340k	\$1.2m	1,929	\$420	47
Fullerton	126	\$741,589	\$749,005	99.0%	\$160k	\$1.6m	1,890	\$392	113
Garden Grove	85	\$599,239	\$602,951	99.4%	\$278k	\$1.5m	1,514	\$396	88
Huntington Beach	175	\$925,520	\$935,860	98.9%	\$152k	\$3.0m	1,808	\$512	149
Irvine	259	1,022,874	\$1,049,218	97.5%	\$278k	\$8.0m	2,083	\$491	262
La Habra	46	\$599,305	\$603,553	99.3%	\$320k	\$875k	1,610	\$372	62
La Palma	7	\$790,143	\$795,671	99.3%	\$677k	\$899k	2,098	\$377	17
Ladera Ranch	61	\$934,450	\$932,968	100.2%	\$414k	\$2.7m	2,543	\$368	55
Laguna Beach	34	\$3,245,320	\$3,509,397	92.5%	\$655k	\$13.0m	2,375	\$1,366	34
Laguna Hills	41	\$822,144	\$847,509	97.0%	\$298k	\$3.2m	2,137	\$385	41
Laguna Niguel	96	\$1,037,248	\$1,048,767	98.9%	\$308k	\$5.8m	2,291	\$453	75
Laguna Woods	80	\$326,876	\$338,219	96.6%	\$7k	\$980k	1,111	\$294	59
Lake Forest	88	\$643,852	\$650,037	99.0%	\$258k	\$1.3m	1,717	\$375	42
Los Alamitos	6	\$762,133	\$773,783	98.5%	\$465k	\$1.1m	1,596	\$478	8
Mission Viejo	141	\$723,365	\$734,901	98.4%	\$281k	\$1.3m	1,919	\$377	132
Newport Beach	95	\$2,681,945	\$2,777,964	96.5%	\$349k	\$14.0m	2,855	\$939	87
Newport Coast	15	\$2,247,333	\$2,354,507	95.4%	\$849k	\$5.0m	2,931	\$767	15
North Tustin	20	\$1,217,463	\$1,247,545	97.6%	\$800k	\$1.9m	2,967	\$410	29
Orange	139	\$714,435	\$727,239	98.2%	\$288k	\$1.9m	1,811	\$394	112
Placentia	36	\$671,621	\$676,188	99.3%	\$290k	\$993k	1,937	\$347	43
Portola Hills	12	\$1,001,071	\$1,010,649	99.1%	\$460k	\$1.7m	2,887	\$347	10
Rancho Mission Viejo	10	\$757,600	\$778,580	97.3%	\$555k	\$1.2m	2,001	\$379	14
Rancho Santa Marg.	48	\$617,725	\$618,652	99.9%	\$315k	\$920k	1,542	\$401	39
Rosmoor	8	\$1,251,688	\$1,298,600	96.4%	\$910k	\$1.6m	2,297	\$545	10
San Clemente	98	\$1,246,416	\$1,264,593	98.6%	\$290k	\$3.5m	2,578	\$483	111
San Juan	38	\$984,350	\$999,676	98.5%	\$281k	\$3.4m	2,343	\$420	41
Santa Ana	96	\$509,362	\$522,050	97.6%	\$25k	\$1.1m	1,366	\$373	122
Seal Beach	48	\$483,001	\$495,195	97.5%	\$115k	\$2.0m	1,279	\$378	52
Stanton	25	\$449,272	\$448,596	100.2%	\$297k	\$765k	1,197	\$375	12
Talega	28	\$1,088,286	\$1,107,875	98.2%	\$505k	\$1.6m	3,043	\$358	33
Tustin	72	\$731,226	\$748,483	97.7%	\$305k	\$3.1m	1,707	\$428	76
Villa Park	7	\$1,403,286	\$1,409,827	99.5%	\$978k	\$2.0m	3,341	\$420	10
Westminster	34	\$683,721	\$701,375	97.5%	\$345k	\$970k	1,631	\$419	30
Yorba Linda	99	\$866,445	\$883,700	98.0%	\$66k	\$2.4m	2,270	\$382	70
All of O.C.	2,871	\$915,916	\$934,620	98.0%	\$7k	\$14.0m	1,934	\$473	2,734
O.C. \$0-\$500k	557	\$375,269	\$383,144	97.9%	\$7k	\$500k	1,035	\$363	524
O.C. \$500k-\$750k	1,012	\$634,036	\$638,154	99.4%	\$503k	\$750k	1,523	\$416	965
O.C. \$750k-\$1m	640	\$859,690	\$870,888	98.7%	\$752k	\$1.0m	2,145	\$401	639
O.C. \$1m-\$1.25m	256	\$1,126,070	\$1,152,499	97.7%	\$1.0m	\$1.25m	2,666	\$422	239
O.C. \$1.25m-\$1.5m	145	\$1,359,354	\$1,390,201	97.8%	\$1.26m	\$1.5m	2,867	\$474	114
O.C. \$1.5m-\$2m	110	\$1,732,376	\$1,781,626	97.2%	\$1.5m	\$2.0m	3,331	\$520	116
O.C. \$2m-4m	115	\$2,798,556	\$2,920,191	95.8%	\$2.0m	\$3.9m	3,809	\$735	111
O.C. \$4m+	36	\$6,415,221	\$6,816,706	94.1%	\$4.2m	\$14.0m	4,482	\$1,431	26



	Current Actives 9/5/2019	Number of Foreclosures & Short Sale Actives 9/5/2019	% of Active Inventory 9/5/2019		Current Actives 9/5/2019	Number of Foreclosures & Short Sale Actives 9/5/2019	% of Active Inventory 9/5/2019
Attached				Attached			
Aliso Viejo	114	0	0.0%	All of O.C.	2,448	12	0.5%
Anaheim	225	5	2.2%	O.C. \$0-\$250k	151	2	1.3%
Anaheim Hills	114	0	0.0%	O.C. \$250k-\$500k	846	6	0.7%
Brea	88	0	0.0%	O.C. \$500k-\$750k	822	2	0.2%
Buena Park	75	1	1.3%	O.C. \$750k-\$1m	310	1	0.3%
Corona Del Mar	149	0	0.0%	O.C. \$1m+	319	1	0.3%
Costa Mesa	191	1	0.5%	Detached			
Coto De Caza	111	2	1.8%	All of O.C.	4,549	39	0.9%
Cypress	132	0	0.0%	O.C. \$0k-\$500k	42	1	2.4%
Dana Point	231	0	0.0%	O.C. \$500k-\$750k	808	13	1.6%
Dove Canyon	24	0	0.0%	O.C. \$750k-\$1m	991	6	0.6%
Foothill Ranch	27	0	0.0%	O.C. \$1m-\$1.5m	574	4	0.7%
Fountain Valley	36	0	0.0%	O.C. \$1.25m-\$1.5m	453	3	0.7%
Fullerton	159	0	0.0%	O.C. \$1.5m-\$2m	480	7	1.5%
Garden Grove	131	0	0.0%	O.C. \$2m-\$4m	748	4	0.5%
Huntington Beach	397	0	0.0%	O.C. \$4m+	453	1	0.2%
Irvine	875	5	0.6%	All Homes			
La Habra	75	0	0.0%	All of O.C.	6,997	51	0.7%
La Palma	11	0	0.0%	O.C. \$0k-\$500k	1,039	9	0.9%
Ladera Ranch	124	4	3.2%	O.C. \$500k-\$750k	1,630	15	0.9%
Laguna Beach	297	2	0.7%	O.C. \$750k-\$1m	1,301	7	0.5%
Laguna Hills	104	3	2.9%	O.C. \$1m-\$1.25m	671	4	0.6%
Laguna Niguel	272	4	1.5%	O.C. \$1.25m-\$1.5m	517	3	0.6%
Laguna Woods	255	4	1.6%	O.C. \$1.5m-\$2m	545	7	1.3%
Lake Forest	92	0	0.0%	O.C. \$2m-\$4m	820	4	0.5%
Los Alamitos	23	0	0.0%	O.C. \$4m+	474	2	0.4%
Mission Viejo	247	4	1.6%	County High Shares - Account for 64%			
Newport Beach	424	4	0.9%	Villa Park	24	1	4.2%
Newport Coast	103	0	0.0%	Ladera Ranch	124	4	3.2%
North Tustin	73	0	0.0%	Laguna Hills	104	3	2.9%
Orange	217	2	0.9%	Anaheim	224	5	2.2%
Placentia	68	0	0.0%	Coto De Caza	111	2	1.8%
Portola Hills	15	0	0.0%	Santa Ana	239	4	1.7%
Rancho Mission Viejo	38	0	0.0%	Mission Viejo	246	4	1.6%
Rancho Santa Marg.	98	1	1.0%	Laguna Woods	254	4	1.6%
Rossmoor	19	0	0.0%	Laguna Niguel	272	4	1.5%
San Clemente	268	2	0.7%	Buena Park	74	1	1.4%
San Juan	139	0	0.0%	County Low Shares - No Distressed			
Santa Ana	241	4	1.7%	Aliso Viejo	Garden Gro	Rancho Mission Viejo	
Seal Beach	180	0	0.0%	Anaheim Hills	Huntington	Rancho Santa Marg.	
Stanton	26	0	0.0%	Brea	La Habra	Rossmoor	
Talega	77	1	1.3%	Corona Del Mar	La Palma	San Juan	
Tustin	114	0	0.0%	Cypress	Lake Fores	Seal Beach	
Villa Park	24	1	4.2%	Dana Point	Los Alamito	Stanton	
Westminster	45	0	0.0%	Dove Canyon	Newport Co	Tustin	
Yorba Linda	204	1	0.5%	Foothill Ranch	North Tusti	Westminster	
All of O.C.	6,997	51	0.7%	Fountain Valley	Placentia		
Orange County Distressed Breakdown				Fullerton	Portola Hills		
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	27	7	116				
Total Short Sale	23	17	41				

*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 9/5/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 9/5/2019	Market Time 2-Weeks Ago 8/22/2019	Market Time 4-Weeks Ago 8/5/2019	Market Time 1-Year Ago 9/6/2018	Market Time 2-Years Ago 9/7/2017
Los Angeles County	13,237	5,154	77	76	77	85	60
Orange County	6,953	2,467	85	86	86	98	64
Riverside County	8,224	2,692	92	86	88	106	82
San Bernardino County	6,536	2,259	87	81	81	89	69
San Diego County	7,145	2,997	72	69	70	85	55
Ventura County	1,651	995	50	56	56	77	51
SOCAL TOTALS	43,746	16,564	79	76	81	90	66

Distressed Properties - Foreclosures and Short Sales

	Current Actives 9/5/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 9/5/2019	Market Time 2-Weeks Ago 8/22/2019	Market Time 4-Weeks Ago 8/5/2019	Market Time 1-Year Ago 9/6/2018	Market Time 2-Years Ago 9/7/2017
Los Angeles County	145	70	62	69	47	56	44
Orange County	50	36	42	43	48	54	41
Riverside County	177	61	87	69	68	76	57
San Bernardino County	120	69	52	54	53	57	48
San Diego County	43	17	76	55	41	65	44
Ventura County	23	11	63	41	17	65	37
SOCAL TOTALS	558	275	61	53	54	62	47