



## Orange County Housing Report: **Baby It's Cold Outside**

December 2, 2019

**The holidays are officially here, and so is the slowest time of the year for real estate.**



**The Holiday Slowdown:** From Thanksgiving to the end of the year, it is the slowest time of the year for housing when both the inventory and demand drop to annual lows.

Starbucks does everyone a big favor. Right after Halloween, they reveal their latest holiday cups. This is a glaring reminder for buyers, sellers, and everybody involved in real estate that the Holiday Market is upon us. Costco, CVS, Albertsons, and just about every other retailer quickly follows suit, taking advantage of the busiest retail season of the year. Everyone shakes their head in disbelief, feeling as if Thanksgiving has been skipped. It foreshadows that there isn't much runway left to cash in on 2019 housing.

In the blink of an eye, the housing market has quickly changed and revealed a much different real estate environment. There are fewer and fewer homes for sale as the number of homeowners opting to enter the fray drops to its lowest level of the year. Sellers who have not found success, mainly due to price, opt to throw in the towel, pulling their homes off the market. At the same time, with all the holiday distractions, buyer demand drops to its lowest point of the year as well.

In just the past two weeks alone, the active inventory dropped by 11%, shedding 599 homes, the largest drop of the year by a landslide. From Thanksgiving to New Year's Day, the average drop since 2013 has been 20%, 1,234 homes. Many homeowners avoid placing their homes on the market from December through February, opting to sidestep the holidays and the cold winter weather. Ultimately, many homeowners are waiting to sell. They want to take advantage of the absolute "best time of the year" to sell a home, the Spring Market. They may be right, that the spring is the most active time of the year to sell, when demand (new escrows) climbs to a peak for the year; **YET**, the increase in escrow activity is met with a flood of new FOR SALE signs, competition. In reality, Orange County housing is still hot today for all homes priced below \$1 million. It is even a slight Seller's Market from \$1 million to \$1.25 million.

The supply problem that everybody talked about a couple of years ago is back. As the inventory continues to drop for the remainder of the year, expect the start to 2020 to be slim pickings for buyers.

Similarly, demand (the number of new pending sales over the prior month) drops significantly for the remainder of the year. It dropped by 7%, 158 pending sales, in the past couple of weeks alone, the largest drop of the year. Since 2013, the average drop from Thanksgiving to New Year's Day has been 25%. Many buyers are ready for a holiday break and succumb to all the festive distractions. Another factor is that there simply are not enough homes on the market. With fewer choices, it's much harder to pull the trigger on a purchase. These two forces contribute to the massive drop in demand during the holidays. After ringing in a New Year, demand starts to rise immediately, but is still muted through January.

There is no escaping it. The holidays are here and so is real estate's Holiday Market. With a noticeable shift in the market, buyers and sellers need to adjust their expectations. Grab a coat, it's cold outside!

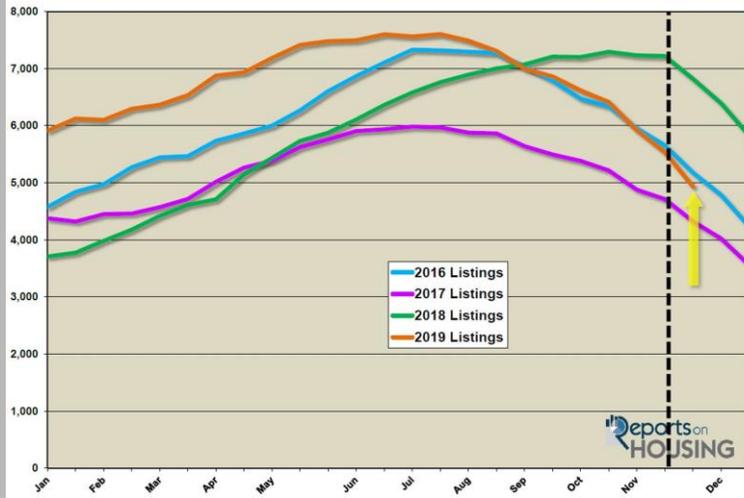
**Active Inventory:** The current active inventory dropped by 11% in just two-weeks.

The active listing inventory shed 599 homes in the past two weeks and now sits at 4,935, the largest drop of the year. The inventory has not been this low since April 2018. After peaking in mid-July, the inventory has plunged by 2,666 homes, a mind-blowing 35% drop. It is the largest drop since 2004. Expect the inventory to continue to drop through the end of the year.

Last year at this time, there were 6,820 homes on the market, 1,885 more than today, or a 38% difference. The inventory is MUCH different than last year when it did not start to fall until after Thanksgiving.

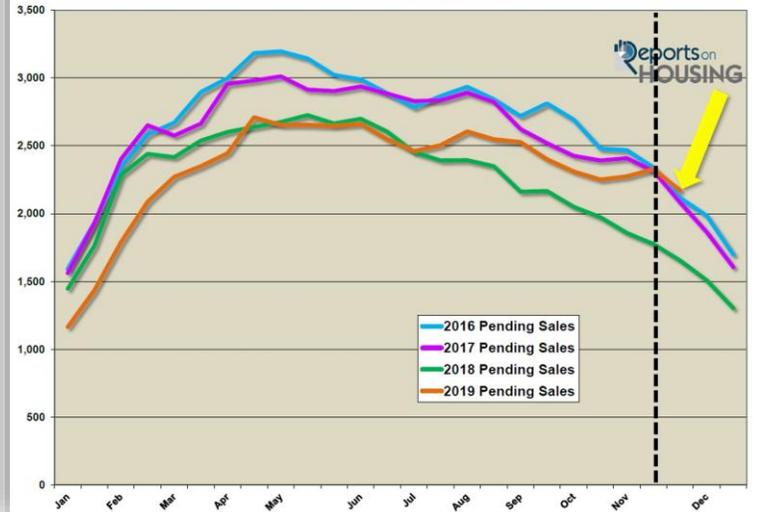


Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot



**Demand:** In the past two-weeks, demand decreased by 7%.

The holidays have officially arrived and so has the Holiday Market. As a result, demand, the number of new pending sales over the prior month, dropped by 158 pending sales, or 7%, in the past two-weeks, and now sits at 2,170. Similar to the inventory, demand just experienced its largest drop of the year. Expect demand to continue to drop through the end of the December as more and more buyers opt to enjoy the holiday season. It will not rise until after ringing in a New Year.

Last year, there were 516 fewer pending sales than today, 24% less.

In the past two-weeks the Expected Market Time dropped from 71 days to 68, a **slight** Seller's Market (60 to 90 days), where home values are only appreciating slightly, and sellers get to call more of the shots during the negotiating process. 68 days is the lowest level of the year. The last time it was this low was June 2018. Last year, the Expected Market Time was at 124 days and climbing, completely different than today.

**Luxury End:** Both luxury demand and the luxury inventory are dropping right now.

In the past two-weeks, demand for homes above \$1.25 million decreased by 22 pending sales, a 7% drop, and now totals 306. The luxury home inventory decreased by 139 homes and now totals 1,840, down 7%, and its lowest level of the year since the start of January. With both demand and the luxury inventory dropping, the overall Expected Market Time for homes priced above \$1.25 million decreased slightly from 181 days to 180 over the past two-weeks. It was at 230 days a month ago.

Year over year, luxury demand is up by 97 pending sales, or 46%, and the active luxury listing inventory is down by 199 homes, or 10%. The Expected Market Time last year was at 293 days and climbing, a drastic difference in comparison to today.

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the Expected Market Time remained unchanged at 79 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 127 to 125 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 304 to 285 days. For homes priced above \$4 million, the Expected Market Time decreased from 609 to 387 days. At 387 days, a seller would be looking at placing their home into escrow around **December 2020**.



	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	43 Days	36%	56%	91 Days
O.C. \$750k-\$1m	56 Days	18%	22%	111 Days
O.C. \$1m-\$1.25m	79 Days	9%	8%	138 Days
O.C. \$1.25m-\$1.5m	96 Days	7%	5%	182 Days
O.C. \$1.5m-\$2m	125 Days	8%	4%	222 Days
O.C. \$2m-\$4m	285 Days	14%	3%	397 Days
O.C. \$4m+	387 Days	8%	2%	716 Days

## Orange County Housing Market Summary:

- The active listing inventory dropped by 599 homes in the past two-weeks, down 11%, and now totals 4,935, the largest drop of the year and the lowest level since April 2018. Last year, there were 6,820 homes on the market, 1,885 more than today, or an extra 38%.
- Demand, the number of pending sales over the prior month, decreased by 158 pending sales in the past two-weeks, down 7%, and now totals 2,170. It too was the largest drop of the year. Last year, there were 1,654 pending sales, 24% fewer than today.
- The Expected Market Time for all of Orange County dropped from 71 days to 68, a slight Seller's Market (between 60 to 90 days). It was at 124 days last year and climbing, a drastic difference compared to today.
- For homes priced below \$750,000, the market is a hot Seller's Market (less than 60 days) with an expected market time of 43 days. This range represents 36% of the active inventory and 56% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 56 days, also a hot Seller's Market. This range represents 18% of the active inventory and 22% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 79 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 remained unchanged at 79 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 127 to 125 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 304 to 285 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 609 to 387 days.
- The luxury end, all homes above \$1.25 million, accounts for 37% of the inventory and only 14% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 1.2% of all listings and 1% of demand. There are only 24 foreclosures and 36 short sales available to purchase today in all of Orange County, 60 total distressed homes on the active market, up 6 from two-weeks ago. Last year there were 65 total distressed homes on the market, nearly identical to today.
- There were 2,582 closed residential resales in October, 11% more than October 2018's 2,334 closed sales. September marked a 1% increase compared to September 2019. The sales to list price ratio was 97.3% for all of Orange County. Foreclosures accounted for just 0.5% of all closed sales, and short sales accounted for 0.5%. That means that 99% of all sales were good ol' fashioned sellers with equity.



	Current Actives 11/28/2019	Demand (Last 30 Days Pendings )	Market Time (In Days) 11/28/2019	Market Time 2-Weeks Ago 11/14/2019	Market Time 4-Weeks Ago 10/31/2019	Market Time 1-Year Ago 11/29/2018	Market Time 2-Years Ago 11/30/2017	Average Active List Price 11/28/2019
Aliso Viejo	56	49	34	38	48	102	22	\$726k
Anaheim	146	120	37	44	45	91	46	\$610k
Anaheim Hills	67	36	56	53	59	99	55	\$1.2m
Brea	58	41	42	74	93	125	42	\$1.0m
Buena Park	32	54	18	22	49	77	56	\$707k
Corona Del Mar	121	19	191	236	281	308	188	\$5.2m
Costa Mesa	124	59	63	65	52	93	67	\$1.1m
Coto De Caza	64	18	107	82	103	167	109	\$2.3m
Cypress	96	62	46	50	55	96	49	\$749k
Dana Point	191	30	191	155	136	238	128	\$3.4m
Dove Canyon	9	6	45	60	210	270	84	\$1.2m
Foothill Ranch	9	9	30	44	48	69	23	\$557k
Fountain Valley	36	18	60	37	35	63	33	\$895k
Fullerton	92	90	31	35	51	103	55	\$889k
Garden Grove	85	65	39	32	35	66	35	\$661k
Huntington Beach	261	141	56	53	75	92	47	\$1.3m
Irvine	629	208	91	96	111	145	61	\$1.5m
La Habra	49	35	42	34	41	82	66	\$616k
La Palma	11	2	165	83	40	90	27	\$707k
Ladera Ranch	72	46	47	81	109	95	48	\$1.3m
Laguna Beach	220	22	300	242	341	698	386	\$4.9m
Laguna Hills	52	40	39	52	57	193	80	\$1.6m
Laguna Niguel	164	80	62	77	83	146	70	\$1.7m
Laguna Woods	232	74	94	101	143	151	68	\$350k
Lake Forest	69	35	59	52	52	92	31	\$727k
Los Alamitos	13	7	56	35	71	84	15	\$1.1m
Mission Viejo	124	85	44	42	52	90	48	\$804k
Newport Beach	317	62	153	145	166	290	143	\$3.4m
Newport Coast	93	12	233	216	227	243	192	\$6.3m
North Tustin	51	10	153	108	150	104	94	\$2.2m
Orange	139	102	41	47	52	97	43	\$982k
Placentia	46	25	55	54	42	61	34	\$750k
Portola Hills	13	6	65	90	70	135	11	\$953k
Rancho Mission Viejo	35	7	150	73	53	350	77	\$891k
Rancho Santa Marg.	36	43	25	38	41	133	26	\$568k
Rossmoor	18	5	108	75	30	180	70	\$1.5m
San Clemente	178	55	97	90	118	151	94	\$2.1m
San Juan	115	25	138	166	228	115	88	\$2.3m
Santa Ana	179	104	52	58	65	102	57	\$567k
Seal Beach	134	59	68	96	98	146	45	\$452k
Stanton	12	11	33	39	34	117	23	\$575k
Talega	32	20	48	74	86	114	81	\$1.1m
Tustin	71	48	44	46	53	92	51	\$1.1m
Villa Park	18	8	68	71	99	126	180	\$1.8m
Westminster	40	30	40	40	49	61	40	\$778k
Yorba Linda	142	83	51	71	94	180	72	\$1.4m
All of O.C.	4,935	2,170	68	71	78	124	62	\$1.8m



## Attached Homes

	Current Actives 11/28/2019	Demand (Last 30 Days Pendings	Market Time (In Days) 11/28/2019	Market Time 2-Weeks 11/14/2019	Market Time 4-Weeks 10/31/2019	Market Time 1-Year Ago 11/29/2018	Market Time 2-Years Ago 11/30/2017	Average Active List Price 11/28/2019
All of O.C.	1,716	851	60	68	74	124	46	\$752k
O.C. \$0-\$250k	154	61	76	109	106	104	36	\$191k
O.C. \$250k-\$500k	583	374	47	53	60	105	36	\$390k
O.C. \$500k-\$750k	516	298	52	56	68	117	42	\$624k
O.C. \$750k-\$1m	205	70	88	90	79	163	63	\$854k
O.C. \$1m+	258	48	161	179	169	337	224	\$2.1m

Current Actives Vacant **39.0%**

## Detached Homes

	Current Actives 11/28/2019	Demand (Last 30 Days Pendings	Market Time (In Days) 11/28/2019	Market Time 2-Weeks 11/14/2019	Market Time 4-Weeks 10/31/2019	Market Time 1-Year Ago 11/29/2018	Market Time 2-Years Ago 11/30/2017	Average Active List Price 11/28/2019
All of O.C.	3,092	1,319	70	74	84	124	74	\$2.3m
O.C. \$0-\$500k	33	27	37	33	36	51	45	\$403k
O.C. \$500k-\$750k	434	464	28	33	38	70	38	\$665k
O.C. \$750k-\$1m	648	398	49	51	57	102	53	\$879k
O.C. \$1m-\$1.25m	377	150	75	73	98	123	64	\$1.1m
O.C. \$1.25m-\$1.5m	276	100	83	76	93	182	118	\$1.4m
O.C. \$1.5m-\$2m	330	82	121	123	164	221	165	\$1.8m
O.C. \$2m-\$4m	618	68	273	297	330	371	235	\$2.8m
O.C. \$4m+	376	30	376	609	745	692	430	\$8.6m

Current Actives Vacant **24.9%**

## All Homes

	Current Actives 11/28/2019	Demand (Last 30 Days Pendings	Market Time (In Days) 11/28/2019	Market Time 2-Weeks 11/14/2019	Market Time 4-Weeks 10/31/2019	Market Time 1-Year Ago 11/29/2018	Market Time 2-Years Ago 11/30/2017	Average Active List Price 11/28/2019
All of O.C.	4,935	2,170	68	71	78	124	62	\$1.8m
O.C. \$0-\$500k	770	462	50	58	62	100	37	\$351k
O.C. \$500k-\$750k	950	762	37	43	48	85	39	\$643k
O.C. \$750k-\$1m	853	468	55	58	60	111	54	\$873k
O.C. \$1m-\$1.25m	442	172	77	81	100	138	71	\$1.1m
O.C. \$1.25m-\$1.5m	334	107	94	79	93	182	129	\$1.4m
O.C. \$1.5m-\$2m	383	94	122	127	159	222	169	\$1.8m
O.C. \$2m-\$4m	686	74	278	304	317	397	246	\$2.8m
O.C. \$4m+	390	31	377	609	825	716	437	\$8.6m

Current Actives Vacant **29.2%**

\*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 Oct 2019	Average Sales Price	Average List Price	Sales to List			Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Oct 2018
				Price Ratio	Low Price	High Price			
Aliso Viejo	65	\$615,242	\$622,486	98.8%	\$318k	\$1.3m	1,503	\$409	40
Anaheim	127	\$570,559	\$579,939	98.4%	\$80k	\$1.1m	1,570	\$363	122
Anaheim Hills	53	\$742,297	\$758,089	97.9%	\$397k	\$1.7m	2,023	\$367	48
Brea	37	\$729,859	\$732,205	99.7%	\$400k	\$1.3m	1,922	\$380	31
Buena Park	53	\$603,742	\$605,947	99.6%	\$330k	\$1.1m	1,578	\$383	36
Corona Del Mar	19	\$3,241,639	\$3,402,263	95.3%	\$1.5m	\$10.5m	2,584	\$1,255	22
Costa Mesa	52	\$862,295	\$888,561	97.0%	\$400k	\$2.9m	1,772	\$487	79
Coto De Caza	26	\$1,225,580	\$1,253,904	97.7%	\$490k	\$3.0m	3,428	\$358	20
Cypress	37	\$664,435	\$668,294	99.4%	\$375k	\$1.1m	1,626	\$409	31
Dana Point	52	\$1,283,038	\$1,335,308	96.1%	\$350k	\$4.5m	2,030	\$632	55
Dove Canyon	6	\$972,650	\$989,617	98.3%	\$849k	\$1.3m	2,864	\$340	6
Foothill Ranch	15	\$724,293	\$737,160	98.3%	\$440k	\$975k	1,801	\$402	13
Fountain Valley	36	\$774,577	\$774,311	100.0%	\$338k	\$995k	1,803	\$430	44
Fullerton	97	\$717,731	\$724,287	99.1%	\$220k	\$1.9m	1,869	\$384	84
Garden Grove	90	\$627,757	\$634,281	99.0%	\$289k	\$1.2m	1,585	\$396	69
Huntington Beach	180	\$990,431	\$1,019,068	97.2%	\$313k	\$7.1m	1,899	\$522	144
Irvine	221	\$1,093,294	\$1,118,653	97.7%	\$240k	\$6.8m	2,198	\$497	245
La Habra	43	\$635,897	\$645,055	98.6%	\$263k	\$1.5m	1,758	\$362	44
La Palma	12	\$724,833	\$727,974	99.6%	\$453k	\$847k	2,001	\$362	14
Ladera Ranch	25	\$915,228	\$933,220	98.1%	\$400k	\$4.3m	2,503	\$366	37
Laguna Beach	38	\$2,503,238	\$2,719,376	92.1%	\$628k	\$10.0m	2,133	\$1,174	27
Laguna Hills	40	\$1,016,233	\$1,058,230	96.0%	\$351k	\$5.0m	2,549	\$399	38
Laguna Niguel	76	\$906,932	\$927,516	97.8%	\$310k	\$2.6m	2,013	\$451	74
Laguna Woods	80	\$314,929	\$326,781	96.4%	\$14k	\$1.0m	1,102	\$286	65
Lake Forest	80	\$679,242	\$688,368	98.7%	\$260k	\$1.4m	1,893	\$359	75
Los Alamitos	5	\$677,000	\$687,960	98.4%	\$480k	\$888k	1,228	\$551	4
Mission Viejo	109	\$694,314	\$704,595	98.5%	\$289k	\$2.5m	1,771	\$392	105
Newport Beach	91	\$2,735,211	\$2,997,464	91.3%	\$520k	\$37.0m	2,751	\$994	55
Newport Coast	7	\$8,220,714	\$9,396,286	87.5%	\$1.6m	\$38.0m	5,624	\$1,462	10
North Tustin	16	\$1,157,426	\$1,205,410	96.0%	\$785k	\$2.2m	2,863	\$404	22
Orange	111	\$701,739	\$710,407	98.8%	\$310k	\$1.8m	1,847	\$380	94
Placentia	43	\$632,023	\$637,751	99.1%	\$291k	\$900k	1,694	\$373	41
Portola Hills	6	\$671,333	\$671,133	100.0%	\$402k	\$1.1m	1,813	\$370	8
Rancho Mission Viejo	13	\$793,446	\$808,362	98.2%	\$580k	\$1.3m	1,954	\$406	8
Rancho Santa Marg.	88	\$642,947	\$649,065	99.1%	\$249k	\$1.3m	1,654	\$389	60
Rosmoor	8	\$1,206,625	\$1,227,111	98.3%	\$959k	\$2.2m	2,255	\$535	8
San Clemente	87	\$1,136,198	\$1,163,639	97.6%	\$325k	\$3.4m	2,269	\$501	75
San Juan	29	\$1,022,488	\$1,035,129	98.8%	\$295k	\$4.7m	2,474	\$413	50
Santa Ana	118	\$539,477	\$551,432	97.8%	\$212k	\$1.4m	1,393	\$387	111
Seal Beach	51	\$345,575	\$357,602	96.6%	\$120k	\$2.2m	1,002	\$345	36
Stanton	13	\$482,769	\$486,492	99.2%	\$285k	\$760k	1,303	\$371	13
Talega	22	\$951,182	\$977,041	97.4%	\$565k	\$1.8m	2,684	\$354	15
Tustin	54	\$650,073	\$655,393	99.2%	\$91k	\$1.3m	1,587	\$410	45
Villa Park	4	\$1,360,821	\$1,430,500	95.1%	\$1.1m	\$1.7m	3,969	\$343	7
Westminster	19	\$704,311	\$706,468	99.7%	\$485k	\$920k	1,788	\$394	29
Yorba Linda	70	\$920,097	\$943,561	97.5%	\$370k	\$2.1m	2,381	\$386	86
All of O.C.	2,564	\$889,556	\$914,073	97.3%	\$75k	\$13.0m	1,901	\$466	2,092
O.C. \$0-\$500k	545	\$369,028	\$360,756	102.3%	\$14k	\$500k	1,022	\$361	495
O.C. \$500k-\$750k	942	\$634,296	\$616,104	103.0%	\$501k	\$750k	1,533	\$414	873
O.C. \$750k-\$1m	569	\$858,783	\$840,480	102.2%	\$752k	\$1.0m	2,144	\$401	466
O.C. \$1m-\$1.25m	189	\$1,122,957	\$1,135,946	98.9%	\$1.0m	\$1.25m	2,558	\$439	170
O.C. \$1.25m-\$1.5m	100	\$1,362,692	\$1,379,746	98.8%	\$1.26m	\$1.5m	2,978	\$458	109
O.C. \$1.5m-\$2m	107	\$1,728,921	\$1,770,520	97.7%	\$1.5m	\$2.0m	3,123	\$554	109
O.C. \$2m-4m	98	\$2,879,312	\$2,972,199	96.9%	\$2.0m	\$4.0m	3,626	\$794	80
O.C. \$4m+	32	\$8,065,754	\$9,028,043	89.3%	\$4.0m	\$38.0m	6,103	\$1,322	30



	Current Actives 11/28/2019	Number of Foreclosures & Short Sale Actives 11/28/2019	% of Active Inventory 11/28/2019	Attached	Current Actives 11/28/2019	Number of Foreclosures & Short Sale Actives 11/28/2019	% of Active Inventory 11/28/2019
Aliso Viejo	56	0	0.0%	All of O.C.	1,716	13	0.8%
Anaheim	146	3	2.1%	O.C. \$0-\$250k	154	2	1.3%
Anaheim Hills	67	1	1.5%	O.C. \$250k-\$500k	583	5	0.9%
Brea	58	1	1.7%	O.C. \$500k-\$750k	516	4	0.8%
Buena Park	32	0	0.0%	O.C. \$750k-\$1m	205	1	0.5%
Corona Del Mar	121	1	0.8%	O.C. \$1m+	258	1	0.4%
Costa Mesa	124	2	1.6%	<b>Detached</b>			
Coto De Caza	64	2	3.1%	All of O.C.	3,092	39	1.3%
Cypress	96	2	2.1%	O.C. \$0k-\$500k	33	3	9.1%
Dana Point	191	1	0.5%	O.C. \$500k-\$750k	434	8	1.8%
Dove Canyon	9	0	0.0%	O.C. \$750k-\$1m	648	10	1.5%
Foothill Ranch	9	0	0.0%	O.C. \$1m-\$1.5m	377	9	2.4%
Fountain Valley	36	2	5.6%	O.C. \$1.25m-\$1.5m	276	0	0.0%
Fullerton	92	1	1.1%	O.C. \$1.5m-\$2m	330	3	0.9%
Garden Grove	85	2	2.4%	O.C. \$2m-\$4m	618	6	1.0%
Huntington Beach	261	3	1.1%	O.C. \$4m+	376	0	0.0%
Irvine	629	4	0.6%	<b>All Homes</b>			
La Habra	49	0	0.0%	All of O.C.	4,935	52	1.1%
La Palma	11	1	9.1%	O.C. \$0k-\$500k	770	10	1.3%
Ladera Ranch	72	1	1.4%	O.C. \$500k-\$750k	950	12	1.3%
Laguna Beach	220	1	0.5%	O.C. \$750k-\$1m	853	11	1.3%
Laguna Hills	52	2	3.8%	O.C. \$1m-\$1.25m	442	9	2.0%
Laguna Niguel	164	0	0.0%	O.C. \$1.25m-\$1.5m	334	0	0.0%
Laguna Woods	232	0	0.0%	O.C. \$1.5m-\$2m	383	3	0.8%
Lake Forest	69	0	0.0%	O.C. \$2m-\$4m	686	7	1.0%
Los Alamitos	13	0	0.0%	O.C. \$4m+	390	0	0.0%
Mission Viejo	124	5	4.0%	<b>County High Shares - Account for 54%</b>			
Newport Beach	317	1	0.3%	La Palma	11	1	9.1%
Newport Coast	93	0	0.0%	Portola Hills	13	1	7.7%
North Tustin	51	0	0.0%	Fountain Valley	36	2	5.6%
Orange	139	4	2.9%	Rossmoor	18	1	5.6%
Placentia	46	0	0.0%	Mission Viejo	124	5	4.0%
Portola Hills	13	1	7.7%	Laguna Hills	52	2	3.8%
Rancho Mission Viejo	35	0	0.0%	Coto De Caza	64	2	3.1%
Rancho Santa Marg.	36	1	2.8%	Talega	32	1	3.1%
Rossmoor	18	1	5.6%	Orange	139	4	2.9%
San Clemente	178	1	0.6%	Rancho Santa Mar	36	1	2.8%
San Juan	115	2	1.7%	<b>County Low Shares - No Distressed</b>			
Santa Ana	179	4	2.2%	Aliso Viejo	North Tustin		
Seal Beach	134	0	0.0%	Buena Park	Placentia		
Stanton	12	0	0.0%	Dove Canyon	Rancho Mission Viejo		
Talega	32	1	3.1%	Foothill Ranch	Seal Beach		
Tustin	71	0	0.0%	La Habra	Stanton		
Villa Park	18	0	0.0%	Laguna Niguel	Tustin		
Westminster	40	0	0.0%	Laguna Woods	Villa Park		
Yorba Linda	142	3	2.1%	Lake Forest	Westminster		
All of O.C.	4,935	52	1.1%	Los Alamitos			
				Newport Coast			
<b>Orange County Distressed Breakdown</b>							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	24	15	48				
Total Short Sale	36	7	154				

\*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 11/14/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 11/14/2019	Market Time 2-Weeks Ago 10/31/2019	Market Time 4-Weeks Ago 10/17/2019	Market Time 1-Year Ago 11/15/2018	Market Time 2-Years Ago 11/16/2017
Los Angeles County	10,915	4,718	69	71	73	107	59
Orange County	4,935	2,170	68	71	78	124	62
Riverside County	8,171	2,295	107	101	99	145	96
San Bernardino County	5,750	1,881	92	92	90	123	74
San Diego County	5,809	2,596	67	67	68	106	55
Ventura County	1,293	756	51	58	62	96	54
<b>SOCAL TOTALS</b>	<b>36,873</b>	<b>14,416</b>	<b>77</b>	<b>77</b>	<b>79</b>	<b>117</b>	<b>69</b>

### Distressed Properties - Foreclosures and Short Sales

	Current Actives 11/14/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 11/14/2019	Market Time 2-Weeks Ago 10/31/2019	Market Time 4-Weeks Ago 10/17/2019	Market Time 1-Year Ago 11/15/2018	Market Time 2-Years Ago 11/16/2017
Los Angeles County	143	84	51	61	62	72	43
Orange County	60	22	82	51	68	70	40
Riverside County	162	81	60	65	59	90	58
San Bernardino County	127	58	66	51	59	69	52
San Diego County	46	18	77	86	147	116	49
Ventura County	17	11	46	43	38	66	54
<b>SOCAL TOTALS</b>	<b>555</b>	<b>274</b>	<b>61</b>	<b>59</b>	<b>63</b>	<b>81</b>	<b>48</b>