



Orange County Housing Report: Bone-Dry: A Supply Problem

January 13, 2020

For years, there have not been enough homes on the market, and the start to 2020 is especially pronounced.



Low Supply: The active inventory is extremely low to start the year, down 34% compared to the start to 2019.

Life is a time crunch. Inevitably, important errands are left to the last minute. It's happened to everybody at one time or another. With Valentine's Day on the horizon, it will happen again. Many will head to the grocery store on February 13th and make a bee line to the greeting card aisle, only to find twenty other procrastinators hurriedly looking for the best card. Squeezing between the crowd reveals a half empty shelf with the best cards undoubtedly already taken. The whole ordeal is frustrating.

Similarly, buyers this year are just as frustrated. The Orange County housing shelves are half empty. It is tough being a buyer looking for a home in today's market. The year started with 3,692 homes, the third lowest start in decades behind 2013 and 2018. There were 5,565 homes to start 2019, 51% more than January 1, 2020. There were a lot more choices a year ago, but not today.

The trend of the supply problem dates to the beginning of the Great Recession, 2008. Ever since then, fewer and fewer homeowners have placed FOR SALE signs in their front yard. This trend is hardly a blip on the radar screen; instead, it has continued for twelve consecutive years. Last year may have seemed like a better year with more homes to choose from, but that was caused by diminished demand due to higher interest rates. Homes that typically would have sold in prior years lingered on the market until interest rates dropped to historical lows, dropping from 4.5% at the start of 2018 to below 3 by the end of May.

	# Homes Placed on the Market*	Compared to 2019	Difference Per Month Compared to 2019
2019	38,442		
2018	40,112	4%	139
2017	38,799	1%	30
2016	41,003	7%	213
2015	40,814	6%	198
2014	39,794	4%	113
2013	40,208	5%	147
2012	37,578	-2%	-72
2011	43,262	13%	402
2010	47,338	23%	741
2009	43,877	14%	453
2008	51,170	33%	1,061
2007	58,782	53%	1,695
2006	63,106	64%	2,055
2005	56,889	48%	1,537
2004	63,630	66%	2,099
2003	53,539	39%	1,258
2002	57,271	49%	1,569
2001	58,126	51%	1,640
2000	54,377	41%	1,328

* Through December 31

The number of homes placed on the market in 2019 was down by 4% compared to 2018, a difference of 139 fewer homes every single month. Yet, the 139 fewer home difference is nothing compared to the first decade of the 2000's. In 2004, there were 2,099 more homes placed on the market every single month. That's an additional 25,000 homes for the year, plenty for buyers to choose from.

Additionally, in December 2019, there were 12% fewer homes listed for sale, 1,339 new FOR SALE signs compared to 1,534 in December 2018. In fact, it was the lowest number of homes placed on the market since the start of accurate record keeping back in 1999. Fewer homes for the year and a further drop to end 2019 set up the low inventory start to 2020.

Price is determined by supply and demand. For kicks and grins, imagine that demand remained the same. When the same number of buyers are interested in purchasing a home, yet the supply of homes drops considerably, it essentially becomes a bidding war where the highest bidder wins. As a result, prices rise. Essentially, that is what has happened during this housing run that dates to 2012. In 2012, demand



spiked; however, there were not enough homes on the market to satiate the voracious appetite for buyers to buy. Home values have been on the rise ever since, slowing considerably last year because of muted demand. With the return of historically low mortgage rates and an extremely anemic supply of homes, the bidding wars are back and so is the return of appreciation.

Buyers who feel as if they are running out of luck can attest to the need for more choices. It's "slim pickens," especially in the lower ranges. And, this is occurring during the Holiday/Winter Market. The market will really heat up in just a couple of weeks, right after the Super Bowl.

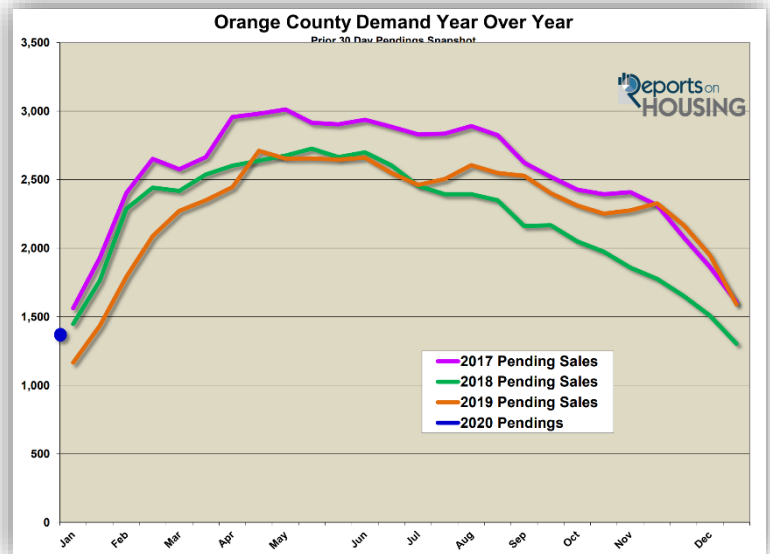
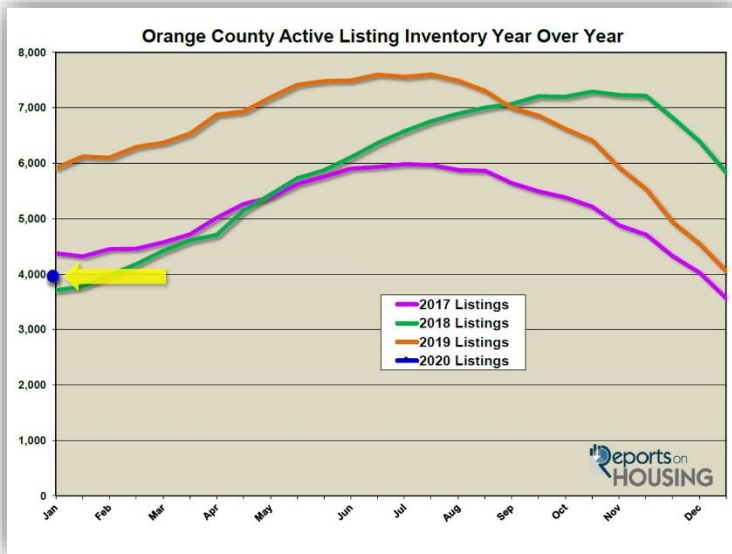
ADVICE FOR BUYERS: be realistic from the start. Do not delay in pulling the trigger to write an offer to purchase a home that piques your interest. Buyers do not have to overpay for a home. They may have to pay slightly more than the most recent comparable sale. Offer the **FAIR MARKET VALUE** for a home. Most of all, pack your patience.

ADVICE FOR SELLERS: be realistic in pricing. Too many over-exuberant sellers initially overprice their homes. Homes do not rapidly appreciate. Orange County homes are projected to increase 5% over the next 12-months. That is 365 days, not 30 days. So, price accordingly. A wise strategy is to price a home at its **FAIR MARKET VALUE**. The better the price, the more activity a home generates. Multiple offers drive the sales price up.

Active Inventory: The current active inventory dropped by 14% in the past month.

The active listing inventory shed 645 homes in the past month and now sits at 3,901, a 14% drop. The inventory has not been this low since January 2018. From January 1st to today, the active listing inventory has actually risen from 3,692 to 3,901 homes, an increase of 209 homes, or 6%. From here, expect the inventory to continue to rise until peaking sometime over the summer. This is the time of the year where more and more homeowners opt to place their homes on the market now that the holidays are in the past. Some had taken their homes off the market to skip the slowest time of the year and are ready to give it another shot. The number of new FOR SALE signs will grow as the year progresses, peaking during the Spring Market.

Last year at this time, there were 5,911 homes on the market, 2,010 more than today, a 52% difference. The inventory is MUCH different than last year when buyers had a lot more choices.



Demand: In the past two-weeks demand dropped considerably, as it always does to start the year.

Demand, the number of new pending sales over the prior month, decreased from 1,590 to 1,434, a drop of 156, or 10%. It is the lowest demand reading since last January, typical for a start to a New Year. Expect demand to increase from here,



rapidly over the coming month, and peak sometime in May. Historically low interest rates are the fuel that will ignite demand this year. There will be plenty of buyer competition with multiple offers and homes that sell over their asking prices (for sellers in great condition and priced well).

Last year, there were 269 fewer pending sales than today, 19% less.

In the past 2 weeks the Expected Market Time increased from 76 to 82 days, 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. 82 days is much better than last year when the Expected Market Time was at 152 days, much slower favoring buyers.

Luxury End: Luxury demand and the luxury inventory dropped at the same rate in the past two-weeks.

In the past two-weeks, demand for homes above \$1.25 million decreased by 14 pending sales, a 6% drop, and now totals 231. The luxury home inventory decreased by 90 homes and now totals 1,485, down 6%. With both demand and the luxury inventory dropping, the overall Expected Market Time for homes priced above \$1.25 million remained at 193 days in the past couple of weeks.

Year over year, luxury demand is up by 84 pending sales, or 57%, and the active luxury listing inventory is down by 341 homes, or 19%. The Expected Market Time last year was at 373 days, substantially slower than today.

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the Expected Market Time remained at 124 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time increased from 115 to 149 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 238 to 199 days. For homes priced above \$4 million, the Expected Market Time decreased from 686 to 605 days. At 605 days, a seller would be looking at placing their home into escrow around **September 2021**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	57 Days	35%	51%	107 Days
O.C. \$750k-\$1m	58 Days	17%	24%	144 Days
O.C. \$1m-\$1.25m	84 Days	9%	9%	176 Days
O.C. \$1.25m-\$1.5m	124 Days	7%	5%	252 Days
O.C. \$1.5m-\$2m	149 Days	8%	4%	365 Days
O.C. \$2m-\$4m	199 Days	14%	6%	347 Days
O.C. \$4m+	605 Days	9%	1%	1,279 Days



Orange County Housing Market Summary:

- The active listing inventory dropped by 148 homes in the past two-weeks, down 4%, and now totals 3,901, the lowest level since January 2018. Last year, there were 5,911 homes on the market, 2,010 more than today, or an extra 52%.
- Demand, the number of pending sales over the prior month, decreased by 156 pending sales in the past two-weeks, down 10%, and now totals 1,434. Last year, there were 1,165 pending sales, 19% fewer than today.
- The Expected Market Time for all of Orange County increased from 76 days to 82, a slight Seller's Market (between 60 to 90 days). It was at 152 days last year, substantially slower than 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 57 days. This range represents 35% of the active inventory and 51% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 58 days, also a hot Seller's Market. This range represents 17% of the active inventory and 24% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 84 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 the same at 124 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time increased from 115 to 149 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 238 to 199 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 686 to 605 days.
- The luxury end, all homes above \$1.25 million, accounts for 38% of the inventory and only 16% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 1.2% of all listings and 1.6% of demand. There are only 18 foreclosures and 27 short sales available to purchase today in all of Orange County, 45 total distressed homes on the active market, down 4 from two-weeks ago. Last year there were 67 total distressed homes on the market, slightly more than today.
- There were 2,469 closed residential resales in December, 40% more than December 2018's 1768 closed sales. December marked a 10% increase compared to November 2019. The sales to list price ratio was 97.4% for all of Orange County. Foreclosures accounted for just 0.6% of all closed sales, and short sales accounted for 0.5%. That means that 98.9% of all sales were good ol' fashioned sellers with equity.



	Current Actives 1/9/2020	Demand (Last 30 Days Pending s)	Market Time (In Days) 1/9/2020	Market Time 2-Weeks Ago 12/26/2019	Market Time 4-Weeks Ago 12/12/2019	Market Time 1-Year Ago 1/10/2019	Market Time 2-Years Ago 1/11/2018	Average Active List Price 1/9/2020
Aliso Viejo	38	34	34	23	29	140	27	\$694k
Anaheim	126	73	52	49	47	81	40	\$623k
Anaheim Hills	56	29	58	67	81	127	68	\$1.2m
Brea	38	25	46	63	51	98	675	\$1.1m
Buena Park	28	20	42	51	28	96	46	\$711k
Corona Del Mar	107	15	214	545	232	248	364	\$5.4m
Costa Mesa	100	39	77	58	51	167	82	\$1.1m
Coto De Caza	47	12	118	111	87	115	172	\$2.7m
Cypress	78	40	59	33	40	155	42	\$708k
Dana Point	167	23	218	253	292	183	215	\$3.7m
Dove Canyon	8	3	80	150	130	110	45	\$1.1m
Foothill Ranch	9	2	135	60	30	168	30	\$704k
Fountain Valley	28	25	34	47	62	62	60	\$943k
Fullerton	93	61	46	46	48	119	66	\$958k
Garden Grove	61	50	37	49	47	84	52	\$626k
Huntington Beach	226	76	89	77	64	125	71	\$1.4m
Irvine	486	157	93	98	104	211	93	\$1.6m
La Habra	41	29	42	53	65	101	49	\$664k
La Palma	4	5	24	26	30	110	75	\$625k
Ladera Ranch	55	25	66	63	53	174	126	\$1.4m
Laguna Beach	181	21	259	250	296	400	262	\$5.3m
Laguna Hills	35	27	39	39	54	146	59	\$1.6m
Laguna Niguel	124	41	91	77	57	150	77	\$1.8m
Laguna Woods	213	41	156	158	114	139	75	\$341k
Lake Forest	49	32	46	47	52	108	35	\$737k
Los Alamitos	7	2	105	34	72	180	20	\$964k
Mission Viejo	98	56	53	50	47	135	49	\$858k
Newport Beach	247	50	148	178	164	309	200	\$3.5m
Newport Coast	76	11	207	150	208	615	138	\$7.4m
North Tustin	34	21	49	79	193	525	73	\$2.7m
Orange	115	52	66	77	52	123	57	\$1.0m
Placentia	34	28	36	38	39	108	40	\$741k
Portola Hills	13	3	130	150	110	180	0	\$1.0m
Rancho Mission Viejo	36	9	120	87	154	510	90	\$871k
Rancho Santa Marg.	34	24	43	25	33	95	36	\$590k
Rossmoor	11	6	55	84	60	173	68	\$1.6m
San Clemente	141	43	98	85	79	195	111	\$1.6m
San Juan	88	22	120	109	126	238	78	\$2.3m
Santa Ana	144	65	66	60	43	139	62	\$603k
Seal Beach	132	25	158	123	91	215	56	\$471k
Stanton	17	4	128	78	60	145	45	\$568k
Talega	29	9	97	63	46	146	65	\$1.2m
Tustin	55	22	75	56	44	136	58	\$1.1m
Villa Park	15	6	75	90	90	47	105	\$1.7m
Westminster	30	26	35	48	48	66	34	\$757k
Yorba Linda	115	43	80	80	73	176	103	\$1.3m
All of O.C.	3,901	1,434	82	76	70	152	77	\$1.8m



Attached Homes

	Current Actives 1/9/2020	Demand (Last 30 Days Pending	Market Time (In Days) 1/9/2020	Market Time 2-Weeks 12/26/2019	Market Time 4-Weeks 12/12/2019	Market Time 1-Year Ago 1/10/2019	Market Time 2-Years 1/11/2018	Average Active List Price 1/9/2020
All of O.C.	1,391	515	81	73	65	141	57	\$781k
O.C. \$0-\$250k	137	33	125	122	80	144	53	\$193k
O.C. \$250k-\$500k	486	201	73	60	51	116	47	\$386k
O.C. \$500k-\$750k	381	188	61	54	54	130	47	\$624k
O.C. \$750k-\$1m	169	62	82	100	101	244	86	\$851k
O.C. \$1m+	218	31	211	213	171	311	204	\$2.2m

Current Actives Vacant **31.4%**

Detached Homes

	Current Actives 1/9/2020	Demand (Last 30 Days Pending	Market Time (In Days) 1/9/2020	Market Time 2-Weeks 12/26/2019	Market Time 4-Weeks 12/12/2019	Market Time 1-Year Ago 1/10/2019	Market Time 2-Years 1/11/2018	Average Active List Price 1/9/2020
All of O.C.	2,501	917	82	78	74	160	91	\$2.4m
O.C. \$0-\$500k	45	19	71	63	50	63	40	\$391k
O.C. \$500k-\$750k	334	290	35	35	33	86	44	\$664k
O.C. \$750k-\$1m	491	278	53	47	48	130	64	\$877k
O.C. \$1m-\$1.25m	308	118	78	74	76	157	88	\$1.1m
O.C. \$1.25m-\$1.5m	242	65	112	122	108	248	154	\$1.4m
O.C. \$1.5m-\$2m	260	55	142	106	103	394	199	\$1.8m
O.C. \$2m-\$4m	493	75	197	215	207	346	279	\$2.9m
O.C. \$4m+	328	17	579	656	521	1635	747	\$8.8m

Current Actives Vacant **41.0%**

All Homes

	Current Actives 1/9/2020	Demand (Last 30 Days Pending	Market Time (In Days) 1/9/2020	Market Time 2-Weeks 12/26/2019	Market Time 4-Weeks 12/12/2019	Market Time 1-Year Ago 1/10/2019	Market Time 2-Years 1/11/2018	Average Active List Price 1/9/2020
All of O.C.	3,901	1,434	82	76	70	152	77	\$1.8m
O.C. \$0-\$500k	668	253	79	67	55	115	47	\$347k
O.C. \$500k-\$750k	715	478	45	43	41	101	46	\$643k
O.C. \$750k-\$1m	660	340	58	55	54	144	67	\$871k
O.C. \$1m-\$1.25m	364	130	84	77	73	176	101	\$1.1m
O.C. \$1.25m-\$1.5m	290	70	124	124	120	252	157	\$1.4m
O.C. \$1.5m-\$2m	308	62	149	115	117	365	188	\$1.8m
O.C. \$2m-\$4m	544	82	199	238	223	347	285	\$2.9m
O.C. \$4m+	343	17	605	686	518	1279	695	\$8.8m

Current Actives Vacant **25.9%**

*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 Dec 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 Dec 2018
Aliso Viejo	55	\$697,251	\$705,063	98.9%	\$323k	\$1.4m	1,723	\$405	33
Anaheim	134	\$577,257	\$583,704	98.9%	\$275k	\$970k	1,509	\$383	100
Anaheim Hills	49	\$941,057	\$955,606	98.5%	\$425k	\$5.6m	2,474	\$380	37
Brea	41	\$718,202	\$720,625	99.7%	\$355k	\$1.0m	1,919	\$374	22
Buena Park	52	\$629,248	\$635,911	99.0%	\$399k	\$1.3m	1,660	\$379	34
Corona Del Mar	21	\$2,798,762	\$2,892,381	96.8%	\$920k	\$6.4m	2,664	\$1,051	13
Costa Mesa	71	\$941,776	\$963,255	97.8%	\$354k	\$2.2m	1,867	\$504	51
Coto De Caza	24	\$1,238,426	\$1,283,737	96.5%	\$525k	\$2.2m	3,583	\$346	10
Cypress	34	\$693,059	\$700,756	98.9%	\$405k	\$1.1m	1,753	\$395	20
Dana Point	43	\$1,580,770	\$1,634,204	96.7%	\$395k	\$10.1m	2,189	\$722	27
Dove Canyon	6	\$1,068,500	\$1,102,000	97.0%	\$840k	\$1.3m	3,426	\$312	3
Foothill Ranch	14	\$611,429	\$616,557	99.2%	\$388k	\$980k	1,541	\$397	8
Fountain Valley	20	\$784,742	\$781,020	100.5%	\$425k	\$1.2m	1,789	\$439	30
Fullerton	82	\$775,613	\$784,740	98.8%	\$223k	\$2.2m	1,997	\$388	57
Garden Grove	73	\$610,939	\$604,753	101.0%	\$268k	\$1.6m	1,454	\$420	65
Huntington Beach	155	\$957,634	\$975,822	98.1%	\$275k	\$5.2m	1,844	\$519	108
Irvine	232	\$612,240	\$983,472	97.7%	\$285k	\$5.1m	2,044	\$470	176
La Habra	42	\$592,746	\$591,982	100.1%	\$245k	\$1.3m	1,619	\$366	40
La Palma	6	\$779,167	\$775,817	100.4%	\$695k	\$830k	2,016	\$386	6
Ladera Ranch	46	\$867,132	\$876,847	98.9%	\$465k	\$2.8m	2,280	\$380	28
Laguna Beach	32	\$3,070,101	\$3,305,872	92.9%	\$1.1m	\$11.5m	2,484	\$1,236	14
Laguna Hills	38	\$794,218	\$813,890	97.6%	\$385k	\$2.0m	2,127	\$373	20
Laguna Niguel	96	\$1,001,780	\$1,025,939	97.6%	\$330k	\$4.2m	2,230	\$449	57
Laguna Woods	76	\$345,607	\$359,332	96.2%	\$7k	\$1.1m	1,155	\$299	44
Lake Forest	43	\$614,930	\$621,370	99.0%	\$306k	\$1.2m	1,606	\$383	3
Los Alamitos	7	\$897,000	\$901,143	99.5%	\$525k	\$1.5m	1,768	\$507	38
Mission Viejo	106	\$666,745	\$674,764	98.8%	\$260k	\$1.2m	1,708	\$390	81
Newport Beach	79	\$2,074,844	\$2,142,957	96.8%	\$480k	\$7.5m	2,470	\$840	46
Newport Coast	12	\$3,421,958	\$3,614,475	94.7%	\$821k	\$9.5m	3,586	\$954	15
North Tustin	15	\$1,472,980	\$1,499,397	98.2%	\$810k	\$3.4m	3,881	\$380	18
Orange	108	\$701,114	\$713,473	98.3%	\$263k	\$2.1m	1,782	\$394	84
Placentia	30	\$646,880	\$652,150	99.2%	\$295k	\$933k	1,832	\$353	32
Portola Hills	7	\$908,186	\$934,683	97.2%	\$435k	\$1.7m	2,662	\$341	9
Rancho Mission Viejo	14	\$835,871	\$852,829	98.0%	\$525k	\$1.5m	2,023	\$413	9
Rancho Santa Marg.	49	\$541,908	\$544,727	99.5%	\$310k	\$950k	1,403	\$386	28
Rosmoor	9	\$1,206,330	\$1,206,100	100.0%	\$935k	\$1.5m	2,358	\$512	7
San Clemente	64	\$987,268	\$1,007,529	98.0%	\$330k	\$2.5m	2,118	\$466	58
San Juan	36	\$1,185,925	\$1,237,430	95.8%	\$335k	\$5.8m	2,844	\$417	32
Santa Ana	116	\$578,554	\$585,187	98.9%	\$255k	\$1.6m	1,447	\$400	98
Seal Beach	56	\$368,005	\$381,628	96.4%	\$115k	\$2.5m	1,127	\$327	42
Stanton	11	\$524,718	\$523,264	100.3%	\$430k	\$750k	1,413	\$371	12
Talega	22	\$950,159	\$967,264	98.2%	\$499k	\$1.8m	2,542	\$374	12
Tustin	56	\$779,755	\$785,343	99.3%	\$330k	\$2.1m	1,961	\$398	38
Villa Park	9	\$1,317,500	\$1,388,965	94.9%	\$1.1m	\$1.9m	3,248	\$406	5
Westminster	27	\$662,292	\$666,081	99.4%	\$337k	\$893k	1,535	\$431	27
Yorba Linda	75	\$904,232	\$928,434	97.4%	\$309k	\$2.6m	2,382	\$380	42
All of O.C.	2,469	\$893,422	\$917,475	97.4%	\$7k	\$11.5m	1,922	\$465	1,768
O.C. \$0-\$500k	498	\$374,501	\$379,792	98.6%	\$7k	\$500k	1,021	\$367	391
O.C. \$500k-\$750k	865	\$633,099	\$637,627	99.3%	\$502k	\$750k	1,540	\$411	660
O.C. \$750k-\$1m	556	\$855,856	\$864,945	98.9%	\$751k	\$1.0m	2,107	\$406	357
O.C. \$1m-\$1.25m	208	\$1,117,392	\$1,146,398	97.5%	\$1.0m	\$1.25m	2,678	\$417	127
O.C. \$1.25m-\$1.5m	116	\$1,368,753	\$1,410,869	97.0%	\$1.25m	\$1.5m	2,944	\$465	77
O.C. \$1.5m-\$2m	112	\$1,712,202	\$1,763,954	97.1%	\$1.5m	\$2.0m	3,221	\$532	70
O.C. \$2m-\$4m	85	\$2,714,630	\$2,860,425	94.9%	\$2.0m	\$4.0m	3,691	\$735	56
O.C. \$4m+	29	\$6,281,638	\$6,656,586	94.4%	\$4.1m	\$11.5m	5,505	\$1,141	30



	Current Actives 1/9/2020	Number of Foreclosures & Short Sale Actives 1/9/2020	% of Active Inventory 1/9/2020		Current Actives 1/9/2020	Number of Foreclosures & Short Sale Actives 1/9/2020	% of Active Inventory 1/9/2020
				Attached			
Aliso Viejo	38	0	0.0%	All of O.C.	1,391	14	1.0%
Anaheim	126	3	2.4%	O.C. \$0-\$250k	137	5	3.6%
Anaheim Hills	56	0	0.0%	O.C. \$250k-\$500k	486	4	0.8%
Brea	38	0	0.0%	O.C. \$500k-\$750k	381	4	1.0%
Buena Park	28	2	7.1%	O.C. \$750k-\$1m	169	0	0.0%
Corona Del Mar	107	1	0.9%	O.C. \$1m+	218	1	0.5%
Costa Mesa	100	1	1.0%	Detached			
Coto De Caza	47	2	4.3%	All of O.C.	2,501	33	1.3%
Cypress	78	0	0.0%	O.C. \$0k-\$500k	45	4	8.9%
Dana Point	167	1	0.6%	O.C. \$500k-\$750k	334	10	3.0%
Dove Canyon	8	0	0.0%	O.C. \$750k-\$1m	491	9	1.8%
Foothill Ranch	9	0	0.0%	O.C. \$1m-\$1.5m	308	2	0.6%
Fountain Valley	28	1	3.6%	O.C. \$1.25m-\$1.5m	242	0	0.0%
Fullerton	93	0	0.0%	O.C. \$1.5m-\$2m	260	3	1.2%
Garden Grove	61	2	3.3%	O.C. \$2m-\$4m	493	5	1.0%
Huntington Beach	226	0	0.0%	O.C. \$4m+	328	0	0.0%
Irvine	486	4	0.8%	All Homes			
La Habra	41	2	4.9%	All of O.C.	3,901	47	1.2%
La Palma	4	0	0.0%	O.C. \$0k-\$500k	668	13	1.9%
Ladera Ranch	55	2	3.6%	O.C. \$500k-\$750k	715	14	2.0%
Laguna Beach	181	1	0.6%	O.C. \$750k-\$1m	660	9	1.4%
Laguna Hills	35	1	2.9%	O.C. \$1m-\$1.25m	364	2	0.5%
Laguna Niguel	124	0	0.0%	O.C. \$1.25m-\$1.5m	290	0	0.0%
Laguna Woods	213	5	2.3%	O.C. \$1.5m-\$2m	308	3	1.0%
Lake Forest	49	0	0.0%	O.C. \$2m-\$4m	544	6	1.1%
Los Alamitos	7	0	0.0%	O.C. \$4m+	343	0	0.0%
Mission Viejo	98	4	4.1%	County High Shares - Account for 40%			
Newport Beach	247	0	0.0%	Rossmoor	11	1	9.1%
Newport Coast	76	0	0.0%	Portola Hills	13	1	7.7%
North Tustin	34	0	0.0%	Buena Park	28	2	7.1%
Orange	115	4	3.5%	La Habra	41	2	4.9%
Placentia	34	0	0.0%	Coto De Caza	47	2	4.3%
Portola Hills	13	1	7.7%	Mission Viejo	98	4	4.1%
Rancho Mission Viejo	36	0	0.0%	Ladera Ranch	55	2	3.6%
Rancho Santa Marg.	34	0	0.0%	Fountain Valley	28	1	3.6%
Rossmoor	11	1	9.1%	Orange	115	4	3.5%
San Clemente	141	2	1.4%	Talega	29	1	3.4%
San Juan	88	1	1.1%	County Low Shares - No Distressed			
Santa Ana	144	4	2.8%	Aliso Viejo	Lake Forest	Villa Park	
Seal Beach	132	0	0.0%	Anaheim Hills	Los Alamitos		
Stanton	17	0	0.0%	Brea	Newport Beach		
Talega	29	1	3.4%	Cypress	Newport Coast		
Tustin	55	1	1.8%	Dove Canyon	North Tustin		
Villa Park	15	0	0.0%	Foothill Ranch	Placentia		
Westminster	30	0	0.0%	Fullerton	Rancho Mission Viejo		
Yorba Linda	115	1	0.9%	Huntington Beach	Rancho Santa Marg.		
All of O.C.	3,901	47	1.2%	La Palma	Seal Beach		
				Laguna Niguel	Stanton	Westminster	
Orange County Distressed Breakdown							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	18	6	90				
Total Short Sale	27	17	48				

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 1/9/2020	Demand (Last 30 Days Pendings)	Market Time (In Days) 1/9/2020	Market Time 2-Weeks Ago 12/26/2019	Market Time 4-Weeks Ago 12/12/2019	Market Time 1-Year Ago 1/10/2019	Market Time 2-Years Ago 1/11/2018
Los Angeles County	8,418	3,146	80	72	71	135	79
Orange County	3,901	1,434	82	76	70	152	77
Riverside County	7,225	1,896	114	120	110	178	123
San Bernardino County	4,857	1,446	101	102	92	144	86
San Diego County	4,744	1,838	77	72	70	124	69
Ventura County	1,097	513	64	63	59	103	62
SOCAL TOTALS	30,242	10,273	86	84	79	139	87

Distressed Properties - Foreclosures and Short Sales

	Current Actives 1/9/2020	Demand (Last 30 Days Pendings)	Market Time (In Days) 1/9/2020	Market Time 2-Weeks Ago 12/26/2019	Market Time 4-Weeks Ago 12/12/2019	Market Time 1-Year Ago 1/10/2019	Market Time 2-Years Ago 1/11/2018
Los Angeles County	109	70	47	42	38	56	38
Orange County	45	23	59	64	68	74	38
Riverside County	159	69	69	65	54	119	62
San Bernardino County	103	60	52	69	81	73	62
San Diego County	38	24	48	53	59	84	53
Ventura County	12	15	24	35	77	57	28
SOCAL TOTALS	466	261	50	54	63	77	51