



## Orange County Housing Report: Temperature's Rising!

February 10, 2020



**The Orange County housing market is officially a HOT Seller's Market.**

### Getting Hot: The market is getting crazy hot below \$1 million.

Mother Nature's seasons do not matter. Sitting outside, watching one of the kid's games from the sidelines can get really hot when there are no clouds in the sky. Wearing jeans is often a mistake that is made, a natural target for the sun's incredible intensity while sitting in a folding chair. The darker the jean, the quicker the temperature rises.

With interest rates at lows not seen since October 2016, there are no clouds in the sky and housing is already really hot. The Spring Market has officially arrived in Orange County. Some price ranges are really feeling the intense heat of blistering buyer demand. Housing has not been this hot since April 2018, nearly two years ago.

Once again buyers are tripping over themselves to purchase. Homes that are priced well according to their condition, location, and upgrades, are fetching multiple offers within the first couple of days. The bidding war days are back. When a home generates 15 offers to purchase, there is only one winner, meaning 14 buyers need to go back to the drawing board. After a couple of failed attempts, many buyers sharpen their pencils and write extremely aggressive offers, willing to stretch the price a little bit, even if it means paying more than the most recent comparable sale. This market can be extremely frustrating for a buyer. It is all due to hot buyer demand fueled by low mortgage rates. Patience and a comprehensive strategy are a buyer's bet in finding success.

The expected market time (the time between hammering in the FOR-SALE sign and opening escrow) for all of Orange County is now at 55 days. When the expected market time drops below 60 days, the market is considered a rock-solid seller's market with steady price appreciation. Last year, Orange County never dipped below the 60-day threshold. It appears as if 2020 is going to be much hotter than the last couple of years.

There are many price ranges that have dipped below 60-days. For detached homes, it is everything below \$1.5 million, 84% of current detached demand. For attached homes, it is everything between \$250,000 to \$1 million, 87% of attached demand. When the expected market time dips below 40 days, the market shifts to a sizzling hot seller's market with rapid price appreciation. Everything between \$500,000 and \$1 million is SCORCHING for detached homes, 59% of demand, and all townhomes between \$500,000 to \$750,000, 39% of demand. These price ranges are experiencing the most intense buyer activity. It is like wearing black jeans on the sidelines of a kid's game. More offers are generated, bidding wars are intense, and homes are flying off the shelves.

Expected Market Time							
Detached		% of Inventory	% of Demand	Attached		% of Inventory	% of Demand
All of O.C.	58 Days	100%	100%	All of O.C.	51 Days	100%	100%
O.C. \$0-\$500k	41 Days	1%	2%	O.C. \$0-\$250k	80 Days	9%	6%
O.C. \$500k-\$750k	31 Days	14%	26%	O.C. \$250k-\$500k	45 Days	34%	39%
O.C. \$750k-\$1m	33 Days	19%	33%	O.C. \$500k-\$750k	38 Days	29%	39%
O.C. \$1m-\$1.25m	51 Days	12%	14%	O.C. \$750k-\$1m	60 Days	11%	9%
O.C. \$1.25m-\$1.5m	60 Days	9%	9%	O.C. \$1m+	125 Days	17%	7%
O.C. \$1.5m-\$2m	108 Days	11%	6%				
O.C. \$2m-\$4m	143 Days	20%	8%				
O.C. \$4m+	392 Days	13%	2%				

Reports on HOUSING



The market does not lean in the seller's favor for detached homes priced above \$1.5 million and condominiums priced above \$1 million, luxury housing. **They represent 30% of the inventory and only 9% of demand.** The higher the price, the slower the market. Yet, the luxury market has improved considerably since the start of the year and the Expected Market Time has been consistently dropping.

**Warning to Buyers: with an extremely low mortgage rate environment, the market is not going to change anytime soon and tilt in the buyer's favor.** The market is lined up in favor of sellers with tremendous demand and a very low supply of available homes to purchase. Do not sit on the fence and wait for the market to change. Values are on the rise. Many buyers talk about "timing the market." That is an exercise in futility and will result in prospective buyers kicking themselves down the road and wishing that they had pulled the trigger sooner.

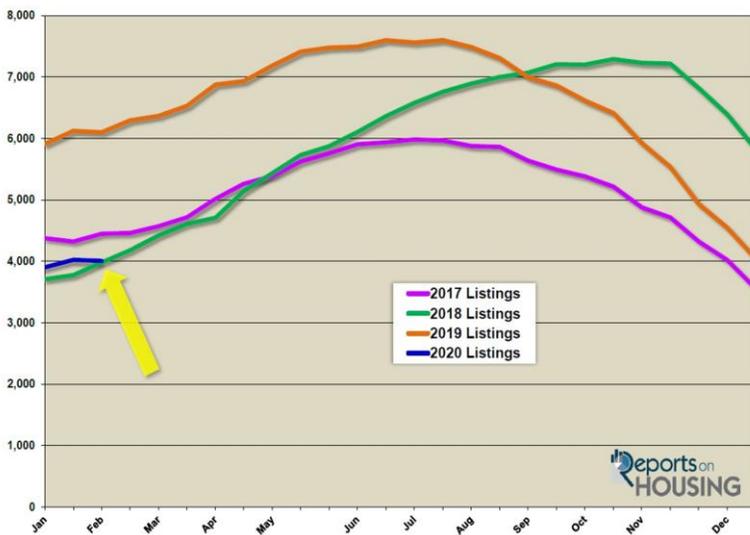
**Warning to Sellers: do not stretch the asking price much at all.** Overpriced, overzealous list prices result in wasted market time and do not generate offers. Pricing at or close to the Fair Market Value is the wisest formula for success, maximizing demand immediately upon coming on the market.

**Active Inventory: The current active inventory actually dropped by 18 homes in the past two-weeks.**

The active listing inventory decreased by 18 homes in the past two-weeks, nearly unchanged, and now sits at 4,005. The only reason the active inventory increases have not yet materialized much this year is due to the insane amount of buyer demand. Homes are coming off the market and placed into escrow as quickly as they are coming on. But, now that the Spring Market is officially here with the start of February and both the Super Bowl and the holiday season firmly in the rearview mirror, more homes will enter the fray and pop on the market. Yet, based upon current buyer demand, the inventory will not vividly rise.

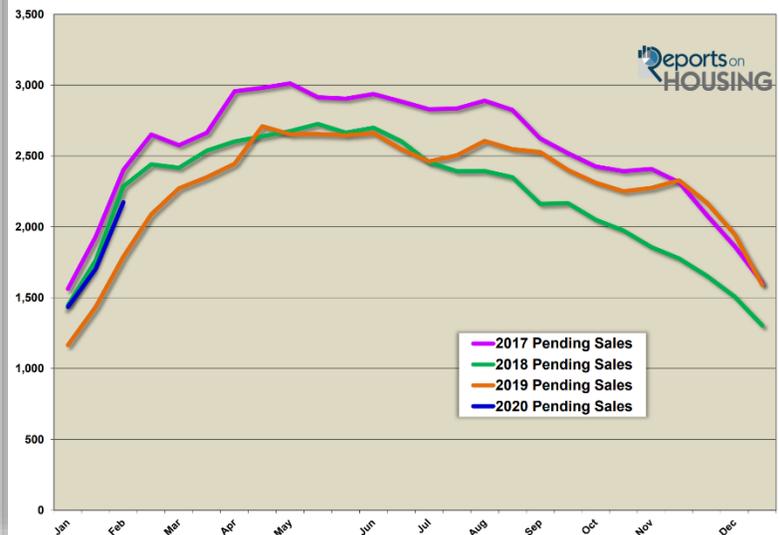
Last year at this time, there were 6,100 homes on the market, 2,095 more than today, a 52% difference. There were a lot of choices for buyers last year.

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 exploded upward by 28%.**

Demand, the number of new pending sales over the prior month, climbed from 1,702 to 2,173, an additional 471 pending sales, up 28%. It was the largest increase in two years. Demand is on the rise, which will continue until peaking in late April to mid-May. The market is rapidly getting hotter because demand is surging while inventory has remained flat.

Last year, there were 382 fewer pending sales than today, 18% less.



In the past two-weeks the Expected Market Time plummeted from 71 to 55 days, a **HOT Seller's Market** (less than 60 days), where home values are appreciating, and sellers get to call the shots during the negotiating process. Last year the Expected Market Time was at 102 days, a much slower market than today.

**Luxury End: Luxury demand continued to rapidly climb in the past two-weeks.**

In the past two-weeks, demand for homes above \$1.25 million increased by 86 pending sales, a 30% jump, and now totals 370. The luxury home inventory increased by only 25 homes and now totals 1,547, up 2%. With demand soaring and the inventory only rising slightly, the overall Expected Market Time for homes priced above \$1.25 million plunged from 161 to 125 days in the past couple of weeks.

Year over year, luxury demand is up by 121 pending sales, or 49%, and the active luxury listing inventory is down by 315 homes, or 17%. The Expected Market Time last year was at 224 days, remarkably slower than today.

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the Expected Market Time decreased from 83 to 63 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 144 to 117 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 181 to 143 days. For homes priced above \$4 million, the Expected Market Time decreased from 468 to 391 days. At 391 days, a seller would be looking at placing their home into escrow around **March 2021**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	40 Days	35%	50%	80 Days
O.C. \$750k-\$1m	37 Days	16%	24%	79 Days
O.C. \$1m-\$1.25m	56 Days	10%	9%	112 Days
O.C. \$1.25m-\$1.5m	63 Days	7%	6%	144 Days
O.C. \$1.5m-\$2m	117 Days	9%	4%	209 Days
O.C. \$2m-\$4m	143 Days	14%	5%	241 Days
O.C. \$4m+	391 Days	9%	1%	582 Days



## Orange County Housing Market Summary:

- The active listing inventory decreased by 18 homes in the past two-weeks, nearly unchanged, and now totals 4,005. Last year, there were 6,100 homes on the market, 2,095 more than today, or an extra 52%.
- Demand, the number of pending sales over the prior month, increased by 471 pending sales in the past two-weeks, up 28%, and now totals 2,173. Last year, there were 1,791 pending sales, 18% fewer than today.
- The Expected Market Time for all of Orange County decreased from 71 days to 55, a hot Seller's Market (less than 60 days). It was at 102 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 40 days. This range represents 35% of the active inventory and 50% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 37 days, also a hot Seller's Market. This range represents 16% of the active inventory and 24% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 56 days, a hot Seller's Market.
- For luxury homes priced between \$1.25 million and \$1.5 million, in the past two weeks, the Expected Market Time decreased from 83 to 63 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 144 to 117 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 181 to 143 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 468 to 391 days.
- The luxury end, all homes above \$1.25 million, accounts for 39% of the inventory and only 16% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.9% of all listings and 1.4% of demand. There are only 15 foreclosures and 23 short sales available to purchase today in all of Orange County, 38 total distressed homes on the active market, down 6 from two-weeks ago. Last year there were 61 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 2/6/2020	Demand (Last 30 Days Pending s)	Market Time (In Days) 2/6/2020	Market Time 2-Weeks Ago 1/23/2020	Market Time 4-Weeks Ago 1/9/2020	Market Time 1-Year Ago 2/7/2019	Market Time 2-Years Ago 2/8/2018	Average Active List Price 2/6/2020
Aliso Viejo	55	41	40	29	34	57	23	\$793k
Anaheim	125	90	42	51	52	74	32	\$624k
Anaheim Hills	59	41	43	57	58	62	38	\$1.2m
Brea	42	30	42	59	46	86	39	\$1.0m
Buena Park	31	29	32	43	42	84	40	\$683k
Corona Del Mar	124	19	196	194	214	350	132	\$5.4m
Costa Mesa	83	69	36	85	77	99	50	\$1.1m
Coto De Caza	61	20	92	124	118	101	86	\$2.5m
Cypress	60	58	31	40	59	64	27	\$780k
Dana Point	156	51	92	185	218	218	88	\$3.7m
Dove Canyon	8	3	80	60	80	360	90	\$1.1m
Foothill Ranch	10	9	33	34	135	47	13	\$720k
Fountain Valley	30	26	35	32	34	90	27	\$872k
Fullerton	106	67	47	45	46	68	41	\$928k
Garden Grove	69	53	39	32	37	110	31	\$667k
Huntington Beach	205	154	40	58	89	100	46	\$1.5m
Irvine	477	189	76	83	93	149	47	\$1.6m
La Habra	44	43	31	44	42	71	40	\$591k
La Palma	4	5	24	23	24	60	24	\$660k
Ladera Ranch	70	48	44	76	66	90	58	\$1.4m
Laguna Beach	188	35	161	192	259	237	251	\$5.3m
Laguna Hills	49	26	57	69	39	108	48	\$1.6m
Laguna Niguel	127	82	46	57	91	115	50	\$1.7m
Laguna Woods	225	49	138	141	156	117	63	\$346k
Lake Forest	48	51	28	48	46	77	39	\$772k
Los Alamitos	9	6	45	45	105	130	42	\$966k
Mission Viejo	110	97	34	57	53	100	40	\$852k
Newport Beach	267	62	129	144	148	179	104	\$3.5m
Newport Coast	76	15	152	180	207	290	133	\$7.1m
North Tustin	39	18	65	84	49	78	49	\$2.6m
Orange	121	86	42	54	66	72	44	\$1.0m
Placentia	29	24	36	37	36	48	36	\$713k
Portola Hills	16	8	60	49	130	150	75	\$988k
Rancho Mission Viejo	39	23	51	64	120	159	73	\$796k
Rancho Santa Marg.	25	45	17	20	43	77	31	\$605k
Rossmoor	11	9	37	170	55	83	30	\$1.6m
San Clemente	152	85	54	73	98	86	61	\$1.7m
San Juan	89	34	79	124	120	126	61	\$2.0m
Santa Ana	138	96	43	41	66	92	49	\$620k
Seal Beach	114	50	68	80	158	131	59	\$451k
Stanton	19	9	63	50	128	52	30	\$797k
Talega	31	21	44	49	97	94	81	\$1.3m
Tustin	48	44	33	57	75	74	43	\$1.0m
Villa Park	15	5	90	75	75	110	65	\$1.8m
Westminster	24	25	29	33	35	75	25	\$825k
Yorba Linda	118	84	42	69	80	81	70	\$1.5m
All of O.C.	4,005	2,173	55	71	82	102	52	\$1.9m



## Attached Homes

	Current Actives 2/6/2020	Demand (Last 30 Days) Pending	Market Time (In Days) 2/6/2020	Market Time 2-Weeks 1/23/2020	Market Time 4-Weeks 1/9/2020	Market Time 1-Year Ago 2/7/2019	Market Time 2-Years 2/8/2018	Average Active List Price 2/6/2020
All of O.C.	1,421	835	51	67	81	96	41	\$764k
O.C. \$0-\$250k	125	47	80	96	125	115	51	\$192k
O.C. \$250k-\$500k	487	323	45	51	73	85	34	\$380k
O.C. \$500k-\$750k	410	328	38	54	61	84	35	\$628k
O.C. \$750k-\$1m	161	80	60	95	82	122	60	\$847k
O.C. \$1m+	238	57	125	235	211	229	96	\$2.0m

Current Actives Vacant **38.6%**

## Detached Homes

	Current Actives 2/6/2020	Demand (Last 30 Days) Pending	Market Time (In Days) 2/6/2020	Market Time 2-Weeks 1/23/2020	Market Time 4-Weeks 1/9/2020	Market Time 1-Year Ago 2/7/2019	Market Time 2-Years 2/8/2018	Average Active List Price 2/6/2020
All of O.C.	2,568	1,335	58	74	82	106	59	\$2.5m
O.C. \$0-\$500k	37	27	41	70	71	57	29	\$413k
O.C. \$500k-\$750k	360	351	31	34	35	71	31	\$669k
O.C. \$750k-\$1m	484	442	33	43	53	72	39	\$883k
O.C. \$1m-\$1.25m	313	183	51	87	78	108	51	\$1.1m
O.C. \$1.25m-\$1.5m	241	120	60	75	112	136	80	\$1.4m
O.C. \$1.5m-\$2m	287	80	108	130	142	200	128	\$1.8m
O.C. \$2m-\$4m	506	106	143	202	197	232	160	\$2.9m
O.C. \$4m+	340	26	392	470	579	591	355	\$8.8m

Current Actives Vacant **23.9%**

## All Homes

	Current Actives 2/6/2020	Demand (Last 30 Days) Pending	Market Time (In Days) 2/6/2020	Market Time 2-Weeks 1/23/2020	Market Time 4-Weeks 1/9/2020	Market Time 1-Year Ago 2/7/2019	Market Time 2-Years 2/8/2018	Average Active List Price 2/6/2020
All of O.C.	4,005	2,173	55	71	82	102	52	\$1.9m
O.C. \$0-\$500k	649	397	49	62	79	86	35	\$346k
O.C. \$500k-\$750k	770	679	34	41	45	76	32	\$647k
O.C. \$750k-\$1m	645	522	37	49	58	79	43	\$874k
O.C. \$1m-\$1.25m	378	202	56	96	84	112	54	\$1.1m
O.C. \$1.25m-\$1.5m	282	135	63	83	124	144	81	\$1.4m
O.C. \$1.5m-\$2m	350	90	117	144	149	209	122	\$1.7m
O.C. \$2m-\$4m	563	118	143	181	199	241	163	\$2.9m
O.C. \$4m+	352	27	391	468	605	582	349	\$8.8m

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 Dec 2019	Average Sales Price	Average List Price	Sales to List 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	\$61,240	\$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 2/6/2020	Number of Foreclosures & Short Sale Actives 2/6/2020	% of Active Inventory 2/6/2020	Attached	Current Actives 2/6/2020	Number of Foreclosures & Short Sale Actives 2/6/2020	% of Active Inventory 2/6/2020
Aliso Viejo	55	0	0.0%	All of O.C.	1,421	12	0.8%
Anaheim	125	2	1.6%	O.C. \$0-\$250k	125	5	4.0%
Anaheim Hills	59	0	0.0%	O.C. \$250k-\$500k	487	4	0.8%
Brea	42	0	0.0%	O.C. \$500k-\$750k	410	3	0.7%
Buena Park	31	1	3.2%	O.C. \$750k-\$1m	161	0	0.0%
Corona Del Mar	124	1	0.8%	O.C. \$1m+	238	0	0.0%
Costa Mesa	83	0	0.0%	<b>Detached</b>			
Coto De Caza	61	1	1.6%	All of O.C.	2,568	25	1.0%
Cypress	60	0	0.0%	O.C. \$0k-\$500k	37	0	0.0%
Dana Point	156	0	0.0%	O.C. \$500k-\$750k	360	9	2.5%
Dove Canyon	8	0	0.0%	O.C. \$750k-\$1m	484	5	1.0%
Foothill Ranch	10	0	0.0%	O.C. \$1m-\$1.5m	313	4	1.3%
Fountain Valley	30	1	3.3%	O.C. \$1.25m-\$1.5m	241	0	0.0%
Fullerton	106	0	0.0%	O.C. \$1.5m-\$2m	287	3	1.0%
Garden Grove	69	1	1.4%	O.C. \$2m-\$4m	506	4	0.8%
Huntington Beach	205	0	0.0%	O.C. \$4m+	340	0	0.0%
Irvine	477	2	0.4%	<b>All Homes</b>			
La Habra	44	0	0.0%	All of O.C.	4,005	37	0.9%
La Palma	4	0	0.0%	O.C. \$0k-\$500k	649	9	1.4%
Ladera Ranch	70	2	2.9%	O.C. \$500k-\$750k	770	12	1.6%
Laguna Beach	188	1	0.5%	O.C. \$750k-\$1m	645	5	0.8%
Laguna Hills	49	2	4.1%	O.C. \$1m-\$1.25m	378	4	1.1%
Laguna Niguel	127	2	1.6%	O.C. \$1.25m-\$1.5m	282	0	0.0%
Laguna Woods	225	5	2.2%	O.C. \$1.5m-\$2m	350	3	0.9%
Lake Forest	48	0	0.0%	O.C. \$2m-\$4m	563	4	0.7%
Los Alamitos	9	0	0.0%	O.C. \$4m+	352	0	0.0%
Mission Viejo	110	3	2.7%	<b>County High Shares - Account for 57%</b>			
Newport Beach	267	0	0.0%	Ialega	31	2	6.5%
Newport Coast	76	0	0.0%	Laguna Hills	49	2	4.1%
North Tustin	39	1	2.6%	Rancho Santa Mar	25	1	4.0%
Orange	121	3	2.5%	Santa Ana	138	5	3.6%
Placentia	29	0	0.0%	Fountain Valley	30	1	3.3%
Portola Hills	16	0	0.0%	Buena Park	31	1	3.2%
Rancho Mission Viejo	39	0	0.0%	Ladera Ranch	70	2	2.9%
Rancho Santa Marg.	25	1	4.0%	Mission Viejo	110	3	2.7%
Rossmoor	11	0	0.0%	North Tustin	39	1	2.6%
San Clemente	152	2	1.3%	Orange	121	3	2.5%
San Juan	89	1	1.1%	<b>County Low Shares - No Distressed</b>			
Santa Ana	138	5	3.6%	Aliso Viejo	La Habra	Seal Beach	
Seal Beach	114	0	0.0%	Anaheim Hills	La Palma	Stanton	
Stanton	19	0	0.0%	Brea	Lake Forest	Tustin	
Ialega	31	2	6.5%	Costa Mesa	Los Alamitos	Villa Park	
Tustin	48	0	0.0%	Cypress	Newport Beach	Westminster	
Villa Park	15	0	0.0%	Dana Point	Newport Coast	Yorba Linda	
Westminster	24	0	0.0%	Dove Canyon	Placentia		
Yorba Linda	118	0	0.0%	Foothill Ranch	Portola Hills		
All of O.C.	4,005	37	0.9%	Fullerton	Rancho Mission Viejo		
				Huntington Beach	Rossmoor		
<b>Orange County Distressed Breakdown</b>							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	15	13	35				
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 2/6/2020	Demand (Last 30 Days Pendings)	Market Time (In Days) 2/6/2020	Market Time 2-Weeks Ago 1/23/2020	Market Time 4-Weeks Ago 1/9/2020	Market Time 1-Year Ago 2/7/2019	Market Time 2-Years Ago 2/8/2018
Los Angeles County	8,654	4,447	58	74	80	99	56
Orange County	4,005	2,173	55	71	82	102	52
Riverside County	7,156	2,641	81	104	114	127	91
San Bernardino County	4,692	2,000	70	91	101	102	63
San Diego County	4,651	2,764	50	61	77	84	50
Ventura County	1,110	692	48	51	64	69	41
<b>SOCAL TOTALS</b>	<b>30,268</b>	<b>14,717</b>	<b>61</b>	<b>75</b>	<b>86</b>	<b>97</b>	<b>62</b>

### Distressed Properties - Foreclosures and Short Sales

	Current Actives 2/6/2020	Demand (Last 30 Days Pendings)	Market Time (In Days) 2/6/2020	Market Time 2-Weeks Ago 1/23/2020	Market Time 4-Weeks Ago 1/9/2020	Market Time 1-Year Ago 2/7/2019	Market Time 2-Years Ago 2/8/2018
Los Angeles County	99	85	35	40	47	61	41
Orange County	38	30	38	63	59	61	23
Riverside County	152	87	52	64	69	80	49
San Bernardino County	116	60	58	66	52	74	37
San Diego County	35	13	81	53	48	59	38
Ventura County	12	14	26	24	24	47	16
<b>SOCAL TOTALS</b>	<b>452</b>	<b>289</b>	<b>48</b>	<b>52</b>	<b>50</b>	<b>64</b>	<b>38</b>