



## Orange County Housing Report: Housing and the Coronavirus

March 9, 2020

**Currently, COVID-19 is not having a significant impact on the housing market, yet its effects will eventually be felt in the real estate trenches.**



**The Coronavirus and Housing: Despite all the news swirling about the Coronavirus, the Orange County real estate market is still rocketing forward with an Expected Market Time of 48 days.**

At first, news of the Coronavirus seemed like a distant crisis on the other side of the world. Then, at the end of January, the first case on U.S. soil was announced. It was not until the end of February when top federal health officials warned that the virus would spread in the United States.

Since then, everyone has been confronted with a deluge of information and misinformation. Many mistakenly ran to purchase N95 face masks and now they are nowhere to be found. Others are stockpiling water, toilet paper, canned goods and everyday essentials. The response has been similar to Y2k when the banking system and world economy was supposed to crash due to a computer glitch in ringing in the year 2000, which never materialized.

The Coronavirus is beginning to interrupt daily life. There are no more samples at Costco. After the kids' soccer matches, the handshake has been replaced with a fist bump. Parishioners are no longer holding hands or offering a hand in peace. Starbucks no longer allows reusable cups. There are signs in the grocery store limiting the number of certain items.

As the virus began to spread out of control not only in China, but South Korea, Italy and Iran, Wall Street and financial markets around the world panicked and moved their money out of stocks and into long term bonds, United States treasuries. **When that occurs, long term mortgage interest rates fall.**

So, how will the Coronavirus outbreak affect housing? There is no absolute, 100% certain answer. Instead, it all boils down how long this crisis will last and how large of an impact it will have on United States soil and the rest of the world. In China, the number of new cases is dwindling, a glimpse of hope that this too will end. Currently, the data does not indicate any change in the local housing market. The supply of homes to purchase in Orange County is at its lowest level for a start to March since 2013, and demand (last 30-days of pending sales) is at its highest level since 2016. With not enough supply and strong demand, the Expected Market Time (the time between pounding in the FOR-SALE sign and opening escrow) is at 48 days, a HOT Seller's Market and its lowest level since 2013.

As a direct result from the COVID-19 outbreak, mortgage rates have dropped to a record low and will most likely drop even further. There is a chance that they break below 3% and into the 2's. This inevitably will provoke many more to purchase, juicing demand. For a \$750,000 mortgage, today's 3.25% rate amounts to a \$492 per month savings compared to March 2019's 4.4% rate. That's a savings of \$5,904 per year. If rates drop to 3%, it's a \$594 per months savings, or \$7,128 per year. And, at 2.75%, it's a savings of \$694 per month, or \$8,328 per year. In doing the math, it is easy to see how lower rates will stimulate demand. The impact on affordability is astounding.

### Low Rate Environment Boosts Affordability

	Today	Last Year	11/15/2018	2007 - Prior to Recession
<b>Mortgage Amount</b>	<b>2.75%</b>	<b>3%</b>	<b>3.25%</b>	<b>4.4%</b>
	<b>5%</b>	<b>6.35%</b>		
\$500,000	\$2,041	\$2,108	\$2,176	\$2,504
\$750,000	\$3,062	\$3,162	\$3,264	\$3,756
\$1,000,000	\$4,082	\$4,216	\$4,352	\$5,008
				\$5,368
				\$6,222



Regarding the supply of homes, the Coronavirus may inhibit some homeowners from placing their homes on the market the longer the outbreak lasts. For now, there has been no real noticeable change in the number of homes coming on the market. Year over year looks nearly identical. That is something to watch as housing makes its way through the hottest season of the year, the Spring Market.

As for demand, the virus could turn some would be buyers into fence sitters, not desiring to purchase in this environment of uncertainty. Yet, at the same time, many fence sitters will be replaced with more buyers looking to cash in on these record low mortgage rates. Some potential purchasers are worried about the overall economy and a potential recession instigated by the Coronavirus. But, the economy has a far way to fall as today's macroeconomic United States charts are really strong. It is important to keep an eye on everything: consumer confidence, employment, jobless claims, regional manufacturing, Leading Economic Indicators, and housing starts. The GDP could take a hit, but it most likely will not drop below zero. Even with an economic slowdown, ultra-low interest rates will juice demand.

Demand in the luxury ranges is a bit of a different story. The luxury market is somewhat tied to Wall Street and is a bit more vulnerable to stock drops and wild swings. Currently, the high-end data does not indicate any change, but it is something to mindfully watch. In the past couple of weeks, luxury demand in Orange County **increased** by 5%.

The Coronavirus will affect the housing market to some degree, but not to the extent that many fret about. Society tends to worry about the worst-case scenario and overreact. Housing will not fall off a cliff. In fact, housing today is HOT and is heavily leaning in favor of sellers. Mortgage rates in the 3's, or high 2's, will help prop up the housing market.

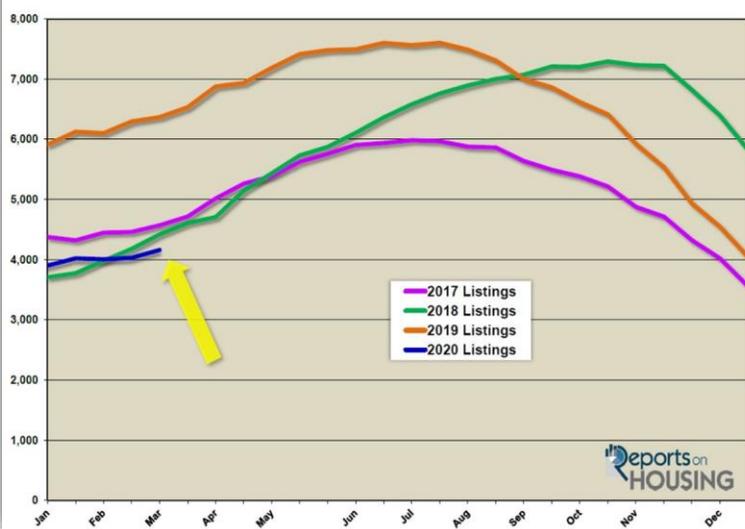
Worrying about the worst-case scenario is an exercise in futility. Instead, have faith that the present day's advanced, connected, collaborative society will overcome this virus. Do not panic; instead, wash your hands frequently and be prepared for the current housing expansion to continue.

**Active Inventory: The current active inventory increased by 3% in the past two-weeks.**

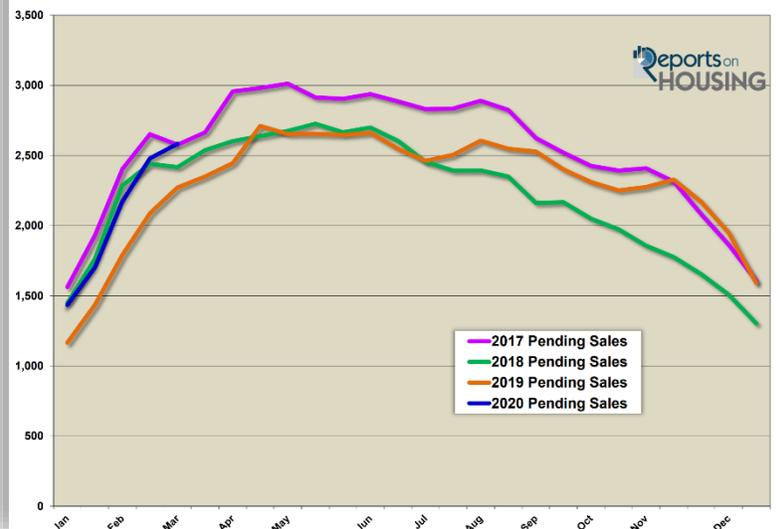
The active listing inventory increased by 131 homes in the past two-weeks, up 3%, and now sits at 4,161. After remaining relatively flat, the inventory is finally on the rise, as it typically does during the Spring Market. Now that is March, more and more homeowners will be entering the fray to take advantage of the busiest time of the year.

Last year at this time, there were 6,366 homes on the market, 2,205 more than today, a 53% difference. Buyers had a lot more choices and were not tripping over themselves like they are today.

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 increased by 4%.**

Demand, the number of new pending sales over the prior month, increased from 2,479 to 2,583, an additional 104 pending sales, up 4%. Demand will methodically increase from now through mid-May when it typically peaks. As more homes come on the market, demand will further rise. Additional buyers will begin their search for a home in hopes of capitalizing and cashing in on the best mortgage rates ever. Lower rates will juice demand, which will help offset the effects from the Coronavirus.

Last year, there were 311 fewer pending sales than today, 12% less.

In the past two-weeks the Expected Market Time dropped from 49 to 48 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. It is the lowest reading since June 2013. Last year the Expected Market Time was at 84 days, much slower than today.

**Luxury End: The luxury market did not change much in the past two-weeks.**

In the past two-weeks, demand for homes above \$1.25 million increased by 18 pending sales, up 5%, and now totals 416. The luxury home inventory increased by 74 homes, up 5%, and now totals 1,674. With supply and demand rising at the same rate, the overall Expected Market Time for homes priced above \$1.25 million remained unchanged at 121 days in the past couple of weeks.

Year over year, luxury demand is up by 70 pending sales, or 20%, and the active luxury listing inventory is down by 340 homes, or 17%. The Expected Market Time last year was at 175 days, noticeably 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 77 to 71 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 92 to 80 days. For homes priced between \$2 million and \$4 million, the Expected Market Time increased from 134 to 175 days. For homes priced above \$4 million, the Expected Market Time decreased from 363 to 321 days. At 321 days, a seller would be looking at placing their home into escrow around **January 2021**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	31 Days	33%	52%	65 Days
O.C. \$750k-\$1m	35 Days	17%	24%	63 Days
O.C. \$1m-\$1.25m	56 Days	10%	9%	102 Days
O.C. \$1.25m-\$1.5m	71 Days	8%	5%	95 Days
O.C. \$1.5m-\$2m	80 Days	9%	5%	140 Days
O.C. \$2m-\$4m	175 Days	15%	4%	245 Days
O.C. \$4m+	321 Days	9%	1%	650 Days

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## Orange County Housing Market Summary:

- The active listing inventory increased by 131 homes in the past two-weeks, up 3%, and now totals 4,161. Last year at this time, there were 6,366 homes on the market, 2,205 more than today, a 53% difference.
- Demand, the number of pending sales over the prior month, increased by 104 pending sales in the past two-weeks, up 4%, and now totals 2,583. Last year, there were 2,272 pending sales, 12% fewer than today.
- The Expected Market Time for all of Orange County decreased from 49 days to 48, a hot Seller's Market (less than 60 days) and the lowest level since July 2013. It was at 84 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 31 days. This range represents 33% of the active inventory and 52% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 35 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 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 77 to 71 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 92 to 80 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time increased from 134 to 175 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 363 to 321 days.
- The luxury end, all homes above \$1.25 million, accounts for 41% of the inventory and only 15% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.9% of all listings and 0.8% of demand. There are only 16 foreclosures and 20 short sales available to purchase today in all of Orange County, 36 total distressed homes on the active market, up 2 from two-weeks ago. Last year there were 51 total distressed homes on the market, slightly more than today.
- There were 1,817 closed residential resales in January, 25% more than January 2019's 1,458 closed sales. January marked a 26% drop compared to December 2019. The sales to list price ratio was 96.84% for all of Orange County. Foreclosures accounted for just 0.7% of all closed sales, and short sales accounted for 0.2%. That means that 99.1% of all sales were good ol' fashioned sellers with equity.



	Current Actives 3/5/2020	Demand (Last 30 Days Pending s)	Market Time (In Days) 3/5/2020	Market Time 2-Weeks Ago 2/20/2020	Market Time 4-Weeks Ago 2/6/2020	Market Time 1-Year Ago 3/7/2019	Market Time 2-Years Ago 3/8/2018	Average Active List Price 3/5/2020
Aliso Viejo	53	66	24	31	40	63	19	\$815k
Anaheim	140	109	39	37	42	60	40	\$634k
Anaheim Hills	56	61	28	37	43	65	39	\$1.3m
Brea	36	45	24	29	42	57	55	\$1.1m
Buena Park	25	33	23	23	32	61	58	\$670k
Corona Del Mar	124	31	120	149	196	310	124	\$6.0m
Costa Mesa	108	64	51	35	36	67	56	\$1.1m
Coto De Caza	68	28	73	73	92	104	99	\$2.5m
Cypress	66	58	34	44	31	50	26	\$724k
Dana Point	178	56	95	100	92	172	87	\$3.7m
Dove Canyon	10	8	38	120	80	128	71	\$1.2m
Foothill Ranch	11	13	25	23	33	78	21	\$840k
Fountain Valley	27	34	24	24	35	39	28	\$773k
Fullerton	102	102	30	38	47	68	48	\$1.0m
Garden Grove	59	74	24	32	39	72	32	\$704k
Huntington Beach	217	148	44	38	40	83	44	\$1.5m
Irvine	497	222	67	69	76	102	49	\$1.6m
La Habra	41	46	27	29	31	75	51	\$603k
La Palma	3	9	10	17	24	105	50	\$866k
Ladera Ranch	67	44	46	38	44	64	52	\$1.5m
Laguna Beach	219	34	193	146	161	231	307	\$4.9m
Laguna Hills	54	34	48	36	57	110	42	\$1.8m
Laguna Niguel	139	93	45	50	46	79	53	\$1.6m
Laguna Woods	204	84	73	94	138	101	78	\$347k
Lake Forest	125	96	39	34	28	54	31	\$902k
Los Alamitos	7	8	26	48	45	40	53	\$1.2m
Mission Viejo	127	111	34	26	34	73	34	\$835k
Newport Beach	280	72	117	108	129	172	134	\$3.5m
Newport Coast	74	16	139	127	152	159	164	\$6.8m
North Tustin	43	14	92	82	65	89	85	\$2.6m
Orange	127	93	41	31	42	72	44	\$1.1m
Placentia	22	38	17	22	36	47	28	\$780k
Portola Hills	24	25	29	40	60	111	15	\$969k
Rancho Mission Viejo	71	32	67	39	51	111	159	\$843k
Rancho Santa Marg.	55	68	24	18	17	54	31	\$773k
Rossmoor	6	9	20	13	37	57	60	\$1.7m
San Clemente	173	94	55	60	54	89	68	\$1.6m
San Juan	84	52	48	65	79	91	63	\$2.2m
Santa Ana	127	96	40	43	43	75	40	\$579k
Seal Beach	107	52	62	82	68	132	58	\$430k
Stanton	12	17	21	49	63	28	25	\$801k
Talega	37	28	40	51	44	68	65	\$1.4m
Tustin	62	48	39	31	33	57	27	\$1.1m
Villa Park	13	9	43	65	90	72	190	\$1.5m
Westminster	30	20	45	28	29	45	40	\$747k
Yorba Linda	130	73	53	43	42	77	77	\$1.6m
All of O.C.	4,161	2,583	48	49	55	84	55	\$1.9m



## Attached Homes

	Current Actives 3/5/2020	Demand (Last 30 Days) Pending	Market Time (In Days) 3/5/2020	Market Time 2-Weeks 2/20/2020	Market Time 4-Weeks 2/6/2020	Market Time 1-Year Ago 3/7/2019	Market Time 2-Years 3/8/2018	Average Active List Price 3/5/2020
All of O.C.	1,446	1,006	43	43	51	85	40	\$768k
O.C. \$0-\$250k	123	59	63	70	80	95	40	\$193k
O.C. \$250k-\$500k	461	405	34	37	45	76	34	\$384k
O.C. \$500k-\$750k	437	392	33	31	38	72	33	\$624k
O.C. \$750k-\$1m	176	86	61	66	60	117	52	\$852k
O.C. \$1m+	249	64	117	102	125	178	124	\$2.0m

Current Actives Vacant **37.0%**

## Detached Homes

	Current Actives 3/5/2020	Demand (Last 30 Days) Pending	Market Time (In Days) 3/5/2020	Market Time 2-Weeks 2/20/2020	Market Time 4-Weeks 2/6/2020	Market Time 1-Year Ago 3/7/2019	Market Time 2-Years 3/8/2018	Average Active List Price 3/5/2020
All of O.C.	2,715	1,577	52	52	58	84	64	\$2.5m
O.C. \$0-\$500k	33	39	25	40	41	45	31	\$413k
O.C. \$500k-\$750k	313	442	21	22	31	52	33	\$666k
O.C. \$750k-\$1m	530	522	30	30	33	55	41	\$885k
O.C. \$1m-\$1.25m	346	197	53	51	51	97	80	\$1.1m
O.C. \$1.25m-\$1.5m	278	124	67	78	60	94	79	\$1.4m
O.C. \$1.5m-\$2m	305	126	73	87	108	130	142	\$1.8m
O.C. \$2m-\$4m	557	94	178	135	143	238	191	\$2.9m
O.C. \$4m+	353	33	321	352	392	627	352	\$8.9m

Current Actives Vacant **23.4%**

## All Homes

	Current Actives 3/5/2020	Demand (Last 30 Days) Pending	Market Time (In Days) 3/5/2020	Market Time 2-Weeks 2/20/2020	Market Time 4-Weeks 2/6/2020	Market Time 1-Year Ago 3/7/2019	Market Time 2-Years 3/8/2018	Average Active List Price 3/5/2020
All of O.C.	4,161	2,583	48	49	55	84	55	\$1.9m
O.C. \$0-\$500k	617	503	37	40	49	75	34	\$347k
O.C. \$500k-\$750k	750	834	27	26	34	60	33	\$642k
O.C. \$750k-\$1m	706	608	35	35	37	63	43	\$877k
O.C. \$1m-\$1.25m	414	222	56	55	56	102	82	\$1.1m
O.C. \$1.25m-\$1.5m	322	136	71	77	63	95	78	\$1.4m
O.C. \$1.5m-\$2m	377	141	80	92	117	140	149	\$1.8m
O.C. \$2m-\$4m	611	105	175	134	143	245	193	\$2.8m
O.C. \$4m+	364	34	321	363	391	650	338	\$8.9m

Current Actives Vacant **27.4%**

\*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 Jan 2020	Average Sales Price	Average List Price	Sales to List Ratio	Low Price	High Price	Avg. Square Feet	Avg. Per Square Feet	Units Sold Jan 2019
Aliso Viejo	55	\$672,447	\$681,006	98.7%	\$335k	\$1.8m	1,602	\$420	32
Anaheim	78	\$567,777	\$568,313	99.9%	\$252k	\$889k	1,497	\$379	89
Anaheim Hills	41	\$844,055	\$852,102	99.1%	\$451k	\$2.5m	2,236	\$377	19
Brea	26	\$697,114	\$695,957	100.2%	\$355k	\$1.5m	1,837	\$380	24
Buena Park	39	\$634,538	\$644,005	98.5%	\$463k	\$990k	1,594	\$398	28
Corona Del Mar	17	\$3,920,059	\$4,316,000	90.8%	\$1.3m	\$16.0m	2,626	\$1,493	12
Costa Mesa	60	\$962,413	\$974,138	98.8%	\$245k	\$2.3m	1,922	\$501	39
Coto De Caza	15	\$1,458,600	\$1,491,240	97.8%	\$600k	\$3.7m	4,265	\$342	11
Cypress	27	\$674,737	\$677,714	99.6%	\$323k	\$1.1m	1,611	\$419	23
Dana Point	22	\$1,793,948	\$1,918,222	93.5%	\$517k	\$4.6m	2,836	\$633	36
Dove Canyon	0	-	-	-	-	-	-	\$0	5
Foothill Ranch	5	\$678,500	\$687,160	98.7%	\$437k	\$1.2m	1,689	\$422	10
Fountain Valley	21	\$753,381	\$769,384	97.9%	\$397k	\$1.2m	1,773	\$425	22
Fullerton	79	\$755,624	\$756,762	99.8%	\$225k	\$1.8m	1,901	\$397	62
Garden Grove	61	\$616,262	\$614,344	100.3%	\$273k	\$825k	1,459	\$423	58
Huntington Beach	104	\$946,935	\$966,310	98.0%	\$220k	\$4.6m	1,771	\$535	93
Irvine	200	998,047	\$1,030,349	96.9%	\$345k	\$5.1m	2,090	\$477	122
La Habra	30	\$635,233	\$644,152	98.6%	\$375k	\$1.4m	1,783	\$356	33
La Palma	6	\$772,750	\$779,483	99.1%	\$610k	\$931k	2,130	\$363	4
Ladera Ranch	37	\$920,349	\$930,947	98.9%	\$475k	\$2.2m	2,558	\$360	20
Laguna Beach	17	\$2,239,000	\$2,386,235	93.8%	\$770k	\$8.0m	2,257	\$992	23
Laguna Hills	34	\$931,972	\$931,217	100.1%	\$360k	\$2.5m	2,380	\$392	15
Laguna Niguel	66	\$1,005,182	\$1,026,477	97.9%	\$362k	\$3.7m	2,217	\$453	59
Laguna Woods	45	\$339,029	\$348,984	97.1%	\$10k	\$875k	1,113	\$305	50
Lake Forest	30	\$581,994	\$588,639	98.9%	\$265k	\$965k	1,568	\$398	40
Los Alamitos	6	\$1,101,667	\$1,146,150	96.1%	\$585k	\$1.6m	2,381	\$463	3
Mission Viejo	69	\$689,640	\$698,022	98.8%	\$360k	\$1.5m	1,709	\$404	62
Newport Beach	80	\$2,313,050	\$2,515,019	92.0%	\$360k	\$11.9m	2,392	\$967	43
Newport Coast	20	\$4,979,632	\$5,332,190	93.4%	\$811k	\$25.1m	4,435	\$1,123	8
North Tustin	12	\$1,273,542	\$1,321,325	96.4%	\$680k	\$2.6m	3,193	\$399	10
Orange	63	\$755,408	\$759,321	99.5%	\$345k	\$2.4m	1,925	\$392	59
Placentia	32	\$698,544	\$708,527	98.6%	\$398k	\$1.0m	1,988	\$351	13
Portola Hills	2	\$581,500	\$582,500	99.8%	\$413k	\$750k	1,509	\$385	7
Rancho Mission Viejo	12	\$856,500	\$880,751	97.2%	\$550k	\$1.2m	2,339	\$366	4
Rancho Santa Marg.	28	\$545,406	\$550,235	99.1%	\$277k	\$970k	1,407	\$411	34
Rosmoor	5	\$1,148,400	\$1,197,780	95.9%	\$932k	\$1.8m	2,323	\$494	6
San Clemente	65	\$1,192,935	\$1,230,445	97.0%	\$403k	\$5.2m	2,573	\$464	41
San Juan	26	\$1,021,212	\$1,047,846	97.5%	\$305k	\$2.8m	2,378	\$429	14
Santa Ana	80	\$559,211	\$562,000	99.5%	\$187k	\$1.1m	1,403	\$398	60
Seal Beach	33	\$470,770	\$481,351	97.8%	\$135k	\$3.0m	1,228	\$383	28
Stanton	5	\$465,500	\$466,580	99.8%	\$313k	\$595k	1,065	\$437	8
Talega	15	\$1,093,220	\$1,114,747	98.1%	\$555k	\$2.3m	3,095	\$359	10
Tustin	32	\$813,282	\$807,651	100.7%	\$320k	\$1.7m	1,936	\$420	28
Villa Park	8	\$1,856,875	\$1,931,892	96.1%	\$903k	\$2.6m	4,247	\$437	9
Westminster	31	\$708,884	\$708,855	100.0%	\$346k	\$989k	1,635	\$434	22
Yorba Linda	66	\$985,127	\$1,022,068	96.4%	\$223k	\$2.9m	2,576	\$382	40
All of O.C.	1,817	\$981,119	\$1,013,572	96.8%	\$10k	\$25.1m	1,999	\$491	1,458
O.C. \$0-\$500k	331	\$383,487	\$388,599	98.7%	\$10k	\$500k	1,010	\$380	357
O.C. \$500k-\$750k	615	\$631,835	\$636,628	99.2%	\$503k	\$750k	1,503	\$420	521
O.C. \$750k-\$1m	415	\$851,909	\$865,132	98.5%	\$751k	\$1.0m	2,110	\$404	290
O.C. \$1m-\$1.25m	153	\$1,127,231	\$1,152,754	97.8%	\$1.0m	\$1.25m	2,640	\$427	104
O.C. \$1.25m-\$1.5m	85	\$1,366,381	\$1,394,027	98.0%	\$1.26m	\$1.5m	2,965	\$461	48
O.C. \$1.5m-\$2m	93	\$1,707,969	\$1,769,517	96.5%	\$1.5m	\$2.0m	3,398	\$503	55
O.C. \$2m-4m	96	\$2,678,593	\$2,816,361	95.1%	\$2.0m	\$3.9m	3,885	\$690	64
O.C. \$4m+	29	\$7,208,379	\$8,049,441	89.6%	\$4.2m	\$25.1m	5,291	\$1,362	19



	Number of			Attached	Number of		
	Current Actives 3/5/2020	Foreclosures & Short Sale Actives 3/5/2020	% of Active Inventory 3/5/2020		Current Actives 3/5/2020	Foreclosures & Short Sale Actives 3/5/2020	% of Active Inventory 3/5/2020
Aliso Viejo	53	0	0.0%	All of O.C.	1,446	14	1.0%
Anaheim	140	2	1.4%	O.C. \$0-\$250k	123	5	4.1%
Anaheim Hills	56	0	0.0%	O.C. \$250k-\$500k	461	4	0.9%
Brea	36	0	0.0%	O.C. \$500k-\$750k	437	5	1.1%
Buena Park	25	1	4.0%	O.C. \$750k-\$1m	176	0	0.0%
Corona Del Mar	124	0	0.0%	O.C. \$1m+	249	0	0.0%
Costa Mesa	108	0	0.0%	<b>Detached</b>			
Coto De Caza	68	1	1.5%	All of O.C.	2,715	21	0.8%
Cypress	66	0	0.0%	O.C. \$0k-\$500k	33	0	0.0%
Dana Point	178	0	0.0%	O.C. \$500k-\$750k	313	8	2.6%
Dove Canyon	10	0	0.0%	O.C. \$750k-\$1m	530	4	0.8%
Foothill Ranch	11	0	0.0%	O.C. \$1m-\$1.5m	346	3	0.9%
Fountain Valley	27	1	3.7%	O.C. \$1.25m-\$1.5m	278	1	0.4%
Fullerton	102	1	1.0%	O.C. \$1.5m-\$2m	305	2	0.7%
Garden Grove	59	2	3.4%	O.C. \$2m-\$4m	557	3	0.5%
Huntington Beach	217	1	0.5%	O.C. \$4m+	353	0	0.0%
Irvine	497	0	0.0%	<b>All Homes</b>			
La Habra	41	0	0.0%	All of O.C.	4,161	35	0.8%
La Palma	3	0	0.0%	O.C. \$0k-\$500k	617	9	1.5%
Ladera Ranch	67	1	1.5%	O.C. \$500k-\$750k	750	13	1.7%
Laguna Beach	219	1	0.5%	O.C. \$750k-\$1m	706	4	0.6%
Laguna Hills	54	1	1.9%	O.C. \$1m-\$1.25m	414	3	0.7%
Laguna Niguel	139	3	2.2%	O.C. \$1.25m-\$1.5m	322	1	0.3%
Laguna Woods	204	6	2.9%	O.C. \$1.5m-\$2m	377	2	0.5%
Lake Forest	125	1	0.8%	O.C. \$2m-\$4m	611	3	0.5%
Los Alamitos	7	0	0.0%	O.C. \$4m+	364	0	0.0%
Mission Viejo	127	2	1.6%	<b>County High Shares - Account for 60%</b>			
Newport Beach	280	0	0.0%	Buena Park	25	1	4.0%
Newport Coast	74	0	0.0%	Fountain Valley	27	1	3.7%
North Tustin	43	0	0.0%	Rancho Santa Mar	55	2	3.6%
Orange	127	2	1.6%	Garden Grove	59	2	3.4%
Placentia	22	0	0.0%	Laguna Woods	204	6	2.9%
Portola Hills	24	0	0.0%	Talega	37	1	2.7%
Rancho Mission Viejo	71	0	0.0%	Laguna Niguel	139	3	2.2%
Rancho Santa Marg.	55	2	3.6%	Laguna Hills	54	1	1.9%
Rossmoor	6	0	0.0%	Mission Viejo	127	2	1.6%
San Clemente	173	2	1.2%	Orange	127	2	1.6%
San Juan	84	1	1.2%	<b>County Low Shares - No Distressed</b>			
Santa Ana	127	2	1.6%	Aliso Viejo	La Habra	Seal Beach	
Seal Beach	107	0	0.0%	Anaheim Hills	La Palma	Stanton	
Stanton	12	0	0.0%	Brea	Los Alamitos	Tustin	
Talega	37	1	2.7%	Corona Del Mar	Newport Be	Villa Park	
Tustin	62	0	0.0%	Costa Mesa	Newport Cd	Westminster	
Villa Park	13	0	0.0%	Cypress	North Tustin		
Westminster	30	0	0.0%	Dana Point	Placentia		
Yorba Linda	130	2	1.5%	Dove Canyon	Portola Hills		
All of O.C.	4,161	35	0.8%	Foothill Ranch	Rancho Mission Viejo		
				Irvine	Rossmoor		
<b>Orange County Distressed Breakdown</b>							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	16	10	48				
Total Short Sale	20	10	60				

\*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 3/5/2020	Demand (Last 30 Days Pendings )	Market Time (In Days) 3/5/2020	Market Time 2-Weeks Ago 2/20/2020	Market Time 4-Weeks Ago 2/6/2020	Market Time 1-Year Ago 3/7/2019	Market Time 2-Years Ago 3/8/2018
Los Angeles County	8,648	5,387	48	52	58	79	55
Orange County	4,161	2,583	48	49	55	84	55
Riverside County	6,762	3,140	65	71	81	104	81
San Bernardino County	4,396	2,422	54	58	70	82	60
San Diego County	4,588	3,253	42	44	50	71	51
Ventura County	1,104	600	55	47	48	61	46
<b>SOCAL TOTALS</b>	<b>29,659</b>	<b>17,385</b>	<b>52</b>	<b>54</b>	<b>61</b>	<b>80</b>	<b>60</b>

### Distressed Properties - Foreclosures and Short Sales

	Current Actives 3/5/2020	Demand (Last 30 Days Pendings )	Market Time (In Days) 3/5/2020	Market Time 2-Weeks Ago 2/20/2020	Market Time 4-Weeks Ago 2/6/2020	Market Time 1-Year Ago 3/7/2019	Market Time 2-Years Ago 3/8/2018
Los Angeles County	84	96	26	24	35	41	39
Orange County	36	20	54	30	38	36	39
Riverside County	137	83	50	51	52	64	51
San Bernardino County	91	74	37	42	58	54	34
San Diego County	34	19	54	71	81	53	37
Ventura County	13	15	26	23	26	46	31
<b>SOCAL TOTALS</b>	<b>395</b>	<b>307</b>	<b>41</b>	<b>40</b>	<b>48</b>	<b>49</b>	<b>40</b>