



Orange County Housing Report: COVID-19 Cracks

March 23, 2020

Even though the housing market has been hot, trends have emerged that confirm it is rapidly cooling.



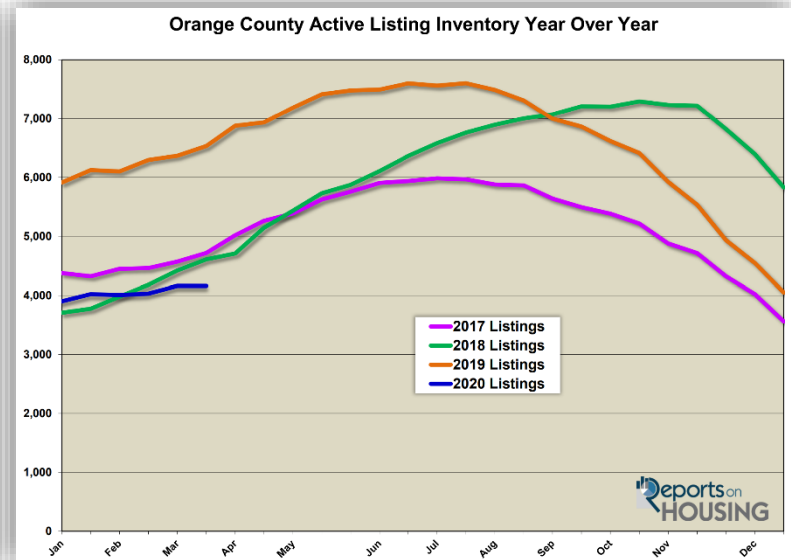
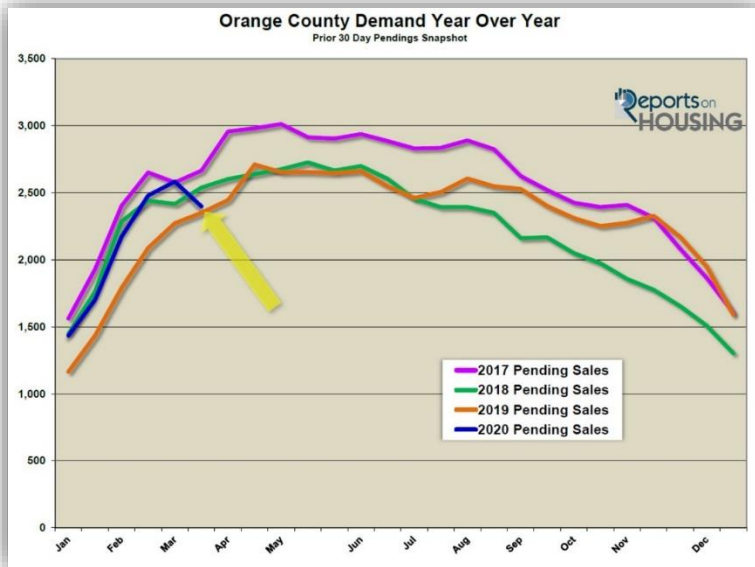
Cracks Appearing: Trends have developed which demonstrate that the hot housing market is cooling due to the Coronavirus.

The Coronavirus has quickly evolved from bumping elbows and not holding hands at church to social distancing and a mandatory “stay at home” order from Governor Gavin Newsom for the entire state of California. Shopping malls have closed, schools have moved to electronic learning, restaurants now only allow take-out or delivery. Life as everybody knows it has been turned on its head.

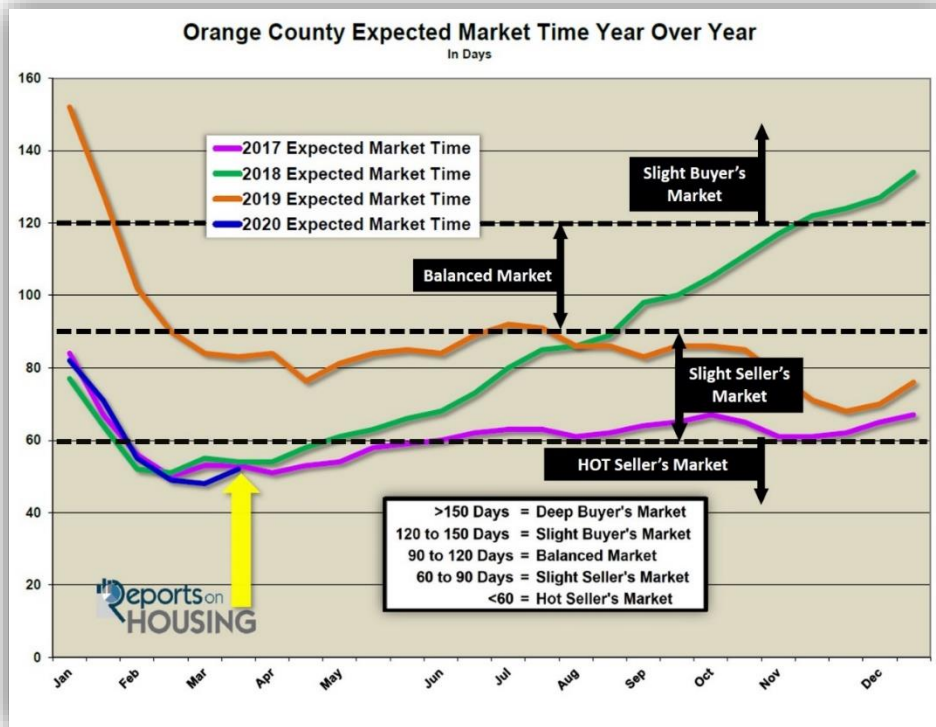
Prior to the outbreak, OC housing was firing on all cylinders. It was the hottest Spring Market since 2013. Multiple offers were the norm, home values were on the rise, and there were not enough homes on the market to satisfy the voracious appetite of buyers. The low mortgage rate environment with rates remaining in the 3’s was propelling housing upward.

Just as COVID-19 changed “business as usual” for everyone across the nation, trends have rapidly surfaced that highlight a cooling housing marketplace.

CRACK – Demand did an about face and dropped by 7% in the past two-weeks. In the past five years, demand, the number of pending sales over the prior 30-days, averaged a 5% increase at this time of the year. The unconventional drop is due to pending sales falling out of escrow and fewer new pending sales. Demand is still 2% higher than last year, 48 additional pending sales, but the gap is closing. Two weeks ago, demand was 14% higher, 311 additional pending sales. Expect demand to continue to drop until the number of new Coronavirus cases starts to diminish and the “stay at home” order has an end date.



CRACK – The Expected Market Time increased by 8% in the past two-weeks, an unmistakable sign that housing is cooling. The Expected Market Time (the time between pounding in the FOR-SALE sign and opening escrow) increased from 48 to 52 days in just two-weeks. At 52-days, the market is technically a “hot” Seller’s Market, yet it is rapidly cooling. In the past five years, the Expected Market Time has dropped by an average of 4% in mid-March. It is officially spring, and the market normally gets hotter as more buyers start their home search. Expect the market to continue to cool the longer Californians are required to remain confined in their homes.



CRACK – There are 528 homes that were placed on “Hold Do Not Show.” There are a number of sellers who are opting to wait for the crisis to end before placing their home back onto the open market. Some know that activity will diminish and are desirous of waiting until the conditions line back up in their favor. Others simply do not want strangers touring their homes while reports continue to detail the spread of the COVID-19 virus. With so many homes being placed on HOLD, the active inventory is not growing despite the drop in demand. This too is a trend that will continue to grow until an end to the spread is in sight.

Despite the emerging cracks in the housing market, housing is not going to plummet into the abyss and bring a wave of foreclosures and short sales similar to the Great Recession. That is an unfounded rumor not based on all the

facts. Yes, housing is downshifting and will slow in the coming weeks. Yes, these trends will continue to evolve/deepen. The extent and weight of the slowdown all depends upon the duration of the Coronavirus outbreak and how long everybody must remain in their homes.

It is important to understand that the housing market has a very long way to go before it even tilts slightly in favor of buyers. Currently Orange County is still tilting heavily in favor of sellers. Housing must first evolve from a Seller's Market, less than a 90-day Expected Market Time, to a Balanced Market, between 90 and 120-days. It is currently at 52 days. It is only a slight Buyer's Market between 120 and 150-days. Home values start to drop in a “deep” Buyer's Market, that is an Expected Market Time greater than 150-days. In 2018, with rising interest rates, housing took 8-months to go from a HOT Seller's Market to a slight Buyer's Market. It quickly reversed its course at the start of 2019 as rates dropped.

The strength of the market depends upon supply and demand. Demand will drop, but so will the supply of homes. The active listing inventory will drop as many homeowners will wait to place their homes on the market until after the number of new cases of the Coronavirus begins to diminish.

The government and lenders will initiate programs for borrowers who are unable to make their monthly mortgage payments. The foundation of housing is strong. Housing is not a house of cards about to collapse like it was prior to the Great Recession. Buyers have been purchasing with cash and large down payments. They have had to qualify for loans and prove that they could afford the monthly payment. There are no subprime or pick a payment plan loans. Homeowners have not been using their homes as ATM's and pulling out massive amounts of equity like they did prior to the last recession. This is not a housing induced slowdown. This is an unexpected downturn and the government and banks are going to make sure that homeowners remain in their homes. The bottom line: there will not be a wave of distressed sales.

Active Inventory: The current active inventory decreased by 2 homes in the past two-weeks.

The active listing inventory decreased by 2 homes in the past two-weeks, nearly unchanged, and now sits at 4,159. The active listing inventory will drop from here and then remain at a low level until after the “stay at home” order has been lifted in California. Many sellers have opted to place their homes on “Hold Do Not Show” as well. Last year at this time, there were 6,532 homes on the market, 2,373 more than today, a 57% difference. There were a lot more choices for buyers.



Demand: In the past two-weeks demand dropped by 7%.

Demand, the number of new pending sales over the prior month, decreased from 2,583 to 2,398, shedding 185 pending sales, down 7%. The “stay at home” order has made it extremely difficult for buyers to see homes. Virtual tours and professional photos will go a long way in allowing buyers to view homes that they are interested in digitally. Demand will continue to drop and remain at muted levels until the COVID-19 outbreak subsides.

Last year, there were 48 fewer pending sales compared to today, 2% less. The trend of stronger demand compared to the prior year is about to end.

In the past two-weeks the Expected Market Time increased from 48 to 52 days, still a **HOT Seller’s Market** (less than 60 days), where home values are appreciating, and sellers get to call the shots. Expect the market to cool from here. Last year the Expected Market Time was at 83 days, much slower than today.

Luxury End: The luxury market cooled considerably in the past two-weeks.

In the past two-weeks, demand for homes above \$1.25 million decreased by 57 pending sales, down 14%, and now totals 359, its lowest level since the end of January. The luxury home inventory decreased by 38 homes, down 2%, and now totals 1,636. Many luxury homeowners will opt to wait to list their homes until after the outbreak. With a substantial drop in demand, the overall Expected Market Time for homes priced above \$1.25 million increased from 121 to 137 days in the past couple of weeks.

Year over year, luxury demand is up by 7 pending sales, or 2%, and the active luxury listing inventory is down by 454 homes, or 22%. The Expected Market Time last year was at 178 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 increased from 71 to 80 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time remained unchanged at 80 days. For homes priced between \$2 million and \$4 million, the Expected Market Time increased from 175 to 248 days. For homes priced above \$4 million, the Expected Market Time increased from 321 to 377 days. At 377 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	32 Days	33%	54%	64 Days
O.C. \$750k-\$1m	39 Days	17%	23%	66 Days
O.C. \$1m-\$1.25m	65 Days	10%	8%	85 Days
O.C. \$1.25m-\$1.5m	80 Days	8%	5%	103 Days
O.C. \$1.5m-\$2m	80 Days	9%	6%	146 Days
O.C. \$2m-\$4m	248 Days	15%	3%	230 Days
O.C. \$4m+	377 Days	8%	1%	562 Days



Orange County Housing Market Summary:

- The active listing inventory decreased by 2 homes in the past two-weeks, nearly unchanged, and now totals 4,159. Last year at this time, there were 6,532 homes on the market, 2,373 more than today, a 57% difference.
- Demand, the number of pending sales over the prior month, decreased by 185 pending sales in the past two-weeks, down 7%, and now totals 2,398. In the past 5-years, demand has increased an average of 5%. The drop is due to the Coronavirus. Last year, there were 2,350 pending sales, 2% fewer than today.
- The Expected Market Time for all of Orange County increased from 48 days to 52, a hot Seller's Market (less than 60 days). In the past five years, the Expected Market Time has dropped by an average of 4%. The increased is due to the Coronavirus. It was at 83 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 32 days. This range represents 33% of the active inventory and 54% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 39 days, also a hot Seller's Market. This range represents 17% of the active inventory and 23% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 65 days, a slight Seller's Market (between 60 and 90 days).
- For luxury homes priced between \$1.25 million and \$1.5 million, in the past two weeks, the Expected Market Time increased from 71 to 80 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time remained unchanged at 80 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time increased from 175 to 248 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 321 to 377 days.
- The luxury end, all homes above \$1.25 million, accounts for 40% of the inventory and only 15% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 1% of all listings and 0.5% of demand. There are only 21 foreclosures and 25 short sales available to purchase today in all of Orange County, 46 total distressed homes on the active market, up 10 from two-weeks ago. Last year there were 49 total distressed homes on the market, nearly the same as today.
- There were 2,044 closed residential resales in February, 31% more than February 2019's 1,564 closed sales. February marked a 12% increase compared to January 2020. The sales to list price ratio was 99.9% for all of Orange County. Foreclosures accounted for just 0.6% of all closed sales, and short sales accounted for 0.7%. That means that 98.7% of all sales were good ol' fashioned sellers with equity.



	Current Actives 3/19/2020	Demand (Last 30 Days Pending s)	Market Time (In Days) 3/5/2020	Market Time 2-Weeks Ago 3/5/2020	Market Time 4-Weeks Ago 2/20/2020	Market Time 1-Year Ago 3/21/2019	Market Time 2-Years Ago 3/22/2018	Average Active List Price 3/19/2020
Aliso Viejo	60	61	30	24	31	61	28	\$755k
Anaheim	134	122	33	39	37	60	38	\$631k
Anaheim Hills	54	59	27	28	37	94	44	\$1.2m
Brea	36	36	30	24	29	106	43	\$1.0m
Buena Park	31	29	32	23	23	56	42	\$675k
Corona Del Mar	106	27	118	120	149	288	204	\$5.6m
Costa Mesa	101	72	42	51	35	80	52	\$1.0m
Coto De Caza	64	25	77	73	73	110	135	\$2.6m
Cypress	31	36	26	34	44	36	26	\$811k
Dana Point	179	44	122	95	100	177	83	\$3.7m
Dove Canyon	8	8	30	38	120	73	77	\$1.2m
Foothill Ranch	11	11	30	25	23	54	36	\$843k
Fountain Valley	25	27	28	24	24	36	40	\$793k
Fullerton	99	105	28	30	38	64	42	\$957k
Garden Grove	81	65	37	24	32	52	32	\$672k
Huntington Beach	238	136	53	44	38	76	40	\$1.4m
Irvine	469	201	70	67	69	95	49	\$1.5m
La Habra	36	47	23	27	29	64	40	\$621k
La Palma	4	7	17	10	17	390	38	\$812k
Ladera Ranch	71	42	51	46	38	58	61	\$1.3m
Laguna Beach	216	25	259	193	146	242	206	\$4.7m
Laguna Hills	68	30	68	48	36	96	42	\$1.6m
Laguna Niguel	138	75	55	45	50	73	55	\$1.8m
Laguna Woods	203	85	72	73	94	116	77	\$340k
Lake Forest	54	46	35	39	34	54	36	\$883k
Los Alamitos	4	9	13	26	48	25	37	\$1.2m
Mission Viejo	143	105	41	34	26	63	40	\$847k
Newport Beach	301	56	161	117	108	155	128	\$3.4m
Newport Coast	69	10	207	139	127	240	145	\$6.1m
North Tustin	49	18	82	92	82	131	79	\$2.3m
Orange	115	97	36	41	31	64	47	\$1.1m
Placentia	29	33	26	17	22	56	26	\$719k
Portola Hills	22	19	35	29	40	138	2	\$1.0m
Rancho Mission Viejo	65	42	46	67	39	120	113	\$852k
Rancho Santa Marg.	34	49	21	24	18	55	22	\$637k
Rossmoor	9	6	45	20	13	111	38	\$1.7m
San Clemente	164	94	52	55	60	120	87	\$1.5m
San Juan	90	37	73	48	65	71	69	\$2.3m
Santa Ana	132	106	37	40	43	73	38	\$597k
Seal Beach	104	60	52	62	82	116	65	\$470k
Stanton	10	14	21	21	49	30	18	\$841k
Talega	34	25	41	40	51	94	58	\$1.3m
Tustin	70	60	35	39	31	63	34	\$1.1m
Villa Park	13	9	43	43	65	190	113	\$1.8m
Westminster	31	18	52	45	28	47	26	\$757k
Yorba Linda	120	81	44	53	43	76	78	\$1.6m
All of O.C.	4,159	2,398	52	48	49	83	54	\$1.8m



Attached Homes

	Current Actives 3/19/2020	Demand (Last 30 Days Pending)	Market Time (In Days) 3/5/2020	Market Time 2-Weeks 3/5/2020	Market Time 4-Weeks 2/20/2020	Market Time 1-Year Ago 3/21/2019	Market Time 2-Years 3/22/2018	Average Active List Price 3/19/2020
All of O.C.	1,427	985	43	43	43	30	41	\$769k
O.C. \$0-\$250k	120	68	53	63	70	27	46	\$189k
O.C. \$250k-\$500k	449	402	34	34	37	28	34	\$385k
O.C. \$500k-\$750k	442	379	35	33	31	32	31	\$627k
O.C. \$750k-\$1m	171	81	63	61	66	28	65	\$854k
O.C. \$1m+	245	55	134	117	102	34	119	\$2.0m

Current Actives Vacant **37.6%**

Detached Homes

	Current Actives 3/19/2020	Demand (Last 30 Days Pending)	Market Time (In Days) 3/5/2020	Market Time 2-Weeks 3/5/2020	Market Time 4-Weeks 2/20/2020	Market Time 1-Year Ago 3/21/2019	Market Time 2-Years 3/22/2018	Average Active List Price 3/19/2020
All of O.C.	2,732	1,413	58	52	52	83	63	\$2.4m
O.C. \$0-\$500k	40	32	38	25	40	43	27	\$412k
O.C. \$500k-\$750k	332	402	25	21	22	51	32	\$670k
O.C. \$750k-\$1m	553	482	34	30	30	61	40	\$881k
O.C. \$1m-\$1.25m	347	171	61	53	51	80	70	\$1.1m
O.C. \$1.25m-\$1.5m	281	117	72	67	78	97	84	\$1.4m
O.C. \$1.5m-\$2m	289	118	73	73	87	134	146	\$1.8m
O.C. \$2m-\$4m	563	65	260	178	135	223	193	\$2.9m
O.C. \$4m+	327	26	377	321	352	536	287	\$8.7m

Current Actives Vacant **23.9%**

All Homes

	Current Actives 3/19/2020	Demand (Last 30 Days Pending)	Market Time (In Days) 3/5/2020	Market Time 2-Weeks 3/5/2020	Market Time 4-Weeks 2/20/2020	Market Time 1-Year Ago 3/21/2019	Market Time 2-Years 3/22/2018	Average Active List Price 3/19/2020
All of O.C.	4,159	2,398	52	48	49	83	54	\$1.8m
O.C. \$0-\$500k	609	502	36	37	40	74	34	\$349k
O.C. \$500k-\$750k	774	781	30	27	26	58	32	\$645k
O.C. \$750k-\$1m	724	563	39	35	35	66	44	\$875k
O.C. \$1m-\$1.25m	416	193	65	56	55	85	71	\$1.1m
O.C. \$1.25m-\$1.5m	333	125	80	71	77	103	88	\$1.4m
O.C. \$1.5m-\$2m	353	133	80	80	92	146	142	\$1.8m
O.C. \$2m-\$4m	611	74	248	175	134	230	202	\$2.8m
O.C. \$4m+	339	27	377	321	363	562	296	\$8.7m

Current Actives Vacant **28.7%**

*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 Feb 2020	Average Sales Price	Average List Price	Sales to List Price Ratio	Low Price	High Price	Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Feb 2019
Aliso Viejo	48	\$567,365	\$563,377	100.7%	\$324k	\$1.2m	1,312	\$432	54
Anaheim	94	\$578,269	\$578,354	100.0%	\$325k	\$850k	1,444	\$401	124
Anaheim Hills	32	\$745,966	\$746,096	100.0%	\$455k	\$1.3m	1,971	\$378	57
Brea	31	\$796,311	\$800,113	99.5%	\$495k	\$1.8m	2,151	\$370	31
Buena Park	30	\$673,030	\$674,879	99.7%	\$455k	\$1.3m	1,703	\$395	44
Corona Del Mar	16	\$3,481,403	\$3,658,313	95.2%	\$1.9m	\$7.0m	2,592	\$1,343	15
Costa Mesa	54	\$988,197	\$1,002,465	98.6%	\$410k	\$2.2m	1,804	\$548	62
Coto De Caza	18	\$1,339,565	\$1,355,939	98.8%	\$730k	\$3.4m	3,911	\$343	20
Cypress	27	\$778,017	\$784,810	99.1%	\$499k	\$1.1m	1,952	\$398	29
Dana Point	43	\$1,329,295	\$1,372,549	96.8%	\$375k	\$8.2m	2,044	\$650	38
Dove Canyon	4	\$995,750	\$1,015,500	98.1%	\$799k	\$1.2m	3,126	\$317	2
Foothill Ranch	10	\$614,900	\$618,720	99.4%	\$360k	\$899k	1,504	\$420	10
Fountain Valley	32	\$819,698	\$808,640	101.4%	\$325k	\$1.6m	2,047	\$400	39
Fullerton	69	\$725,978	\$732,690	99.1%	\$223k	\$2.1m	1,817	\$400	97
Garden Grove	65	\$631,518	\$633,195	99.7%	\$290k	\$970k	1,505	\$420	72
Huntington Beach	127	\$974,852	\$986,883	98.8%	\$320k	\$3.2m	1,818	\$536	136
Irvine	206	1,051,224	\$1,075,596	97.7%	\$395k	\$7.8m	2,172	\$484	193
La Habra	33	\$615,124	\$613,609	100.2%	\$335k	\$1.2m	1,711	\$359	32
La Palma	4	\$748,625	\$752,225	99.5%	\$468k	\$919k	2,026	\$369	3
Ladera Ranch	43	\$916,137	\$922,643	99.3%	\$515k	\$1.8m	2,507	\$365	34
Laguna Beach	31	\$2,418,556	\$2,562,218	94.4%	\$572k	\$8.0m	2,457	\$984	36
Laguna Hills	30	\$764,221	\$748,373	102.1%	\$319k	\$2.6m	2,012	\$380	32
Laguna Niguel	69	\$993,878	\$1,012,655	98.1%	\$355k	\$3.5m	2,233	\$445	83
Laguna Woods	56	\$339,004	\$353,034	96.0%	\$5k	\$885k	1,114	\$304	63
Lake Forest	48	\$619,656	\$627,571	98.7%	\$295k	\$1.3m	1,657	\$387	33
Los Alamitos	4	\$814,875	\$822,375	99.1%	\$572k	\$1.0m	1,739	\$469	7
Mission Viejo	78	\$764,885	\$772,203	99.1%	\$270k	\$1.5m	2,011	\$380	92
Newport Beach	72	\$2,340,349	\$2,433,403	96.2%	\$500k	\$8.0m	2,420	\$967	69
Newport Coast	11	\$5,498,591	\$6,018,618	91.4%	\$945k	\$18.8m	4,864	\$1,130	15
North Tustin	20	\$1,242,265	\$1,275,700	97.4%	\$800k	\$2.5m	3,143	\$395	24
Orange	69	\$757,044	\$763,688	99.1%	\$399k	\$2.6m	2,001	\$378	89
Placentia	26	\$624,285	\$648,561	96.3%	\$65k	\$1.1m	1,715	\$364	35
Portola Hills	6	\$718,558	\$714,191	100.6%	\$535k	\$1.1m	1,945	\$369	12
Rancho Mission Viejo	20	\$738,584	\$745,914	99.0%	\$430k	\$1.3m	1,795	\$411	28
Rancho Santa Marg.	47	\$611,156	\$613,139	99.7%	\$3.2m	\$1.1m	1,533	\$419	35
Rosmoor	9	\$1,315,889	\$1,348,211	97.6%	\$575k	\$2.5m	2,477	\$531	7
San Clemente	77	\$1,135,631	\$1,160,795	97.8%	\$310k	\$3.7m	2,484	\$457	81
San Juan	25	\$1,020,696	\$1,069,054	95.5%	\$245k	\$3.7m	2,602	\$392	26
Santa Ana	104	\$530,172	\$535,405	99.0%	\$195k	\$1.4m	1,370	\$387	110
Seal Beach	38	\$457,511	\$465,544	98.3%	\$120k	\$1.6m	1,252	\$365	51
Stanton	13	\$508,538	\$501,600	101.4%	\$400k	\$637k	1,359	\$374	16
Talega	23	\$988,563	\$997,663	99.1%	\$515k	\$1.5m	2,740	\$365	10
Tustin	41	\$759,427	\$764,163	99.4%	\$108k	\$1.8m	1,805	\$421	50
Villa Park	4	\$1,531,750	\$1,577,222	97.1%	\$1.3m	\$2.0m	4,815	\$318	6
Westminster	28	\$704,957	\$706,603	99.8%	\$400k	\$975k	1,644	\$429	26
Yorba Linda	76	\$880,131	\$887,211	99.2%	\$355k	\$2.5m	2,144	\$410	74
All of O.C.	2,044	\$940,392	\$960,208	97.9%	\$5k	\$18.8m	1,959	\$480	1,564
O.C. \$0-\$500k	371	\$370,992	\$377,106	98.4%	\$5k	\$500k	1,008	\$368	364
O.C. \$500k-\$750k	672	\$633,238	\$635,077	99.7%	\$502k	\$750k	1,493	\$424	579
O.C. \$750k-\$1m	488	\$861,265	\$867,089	99.3%	\$751k	\$1.0m	2,132	\$404	330
O.C. \$1m-\$1.25m	200	\$1,122,117	\$1,142,151	98.2%	\$1.0m	\$1.25m	2,662	\$422	113
O.C. \$1.25m-\$1.5m	107	\$1,357,653	\$1,380,166	98.4%	\$1.25m	\$1.5m	2,939	\$462	66
O.C. \$1.5m-\$2m	83	\$1,733,757	\$1,790,192	96.8%	\$1.5m	\$2.0m	3,255	\$533	43
O.C. \$2m-4m	100	\$2,736,168	\$2,850,181	96.0%	\$2.0m	\$4.0m	3,529	\$775	55
O.C. \$4m+	23	\$6,586,071	\$7,092,861	92.9%	\$4.2m	\$18.8m	5,093	\$1,293	7

*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.



	Current Actives #####	Number of Foreclosures & Short Sale Actives 3/19/2020	% of Active Inventory 3/19/2020	Attached	Current Actives 3/19/2020	Number of Foreclosures & Short Sale Actives 3/19/2020	% of Active Inventory 3/19/2020
Aliso Viejo	60	0	0.0%	All of O.C.	1,427	15	1.1%
Anaheim	134	1	0.7%	O.C. \$0-\$250k	120	3	2.5%
Anaheim Hills	54	0	0.0%	O.C. \$250k-\$500k	449	7	1.6%
Brea	36	0	0.0%	O.C. \$500k-\$750k	442	5	1.1%
Buena Park	31	1	3.2%	O.C. \$750k-\$1m	171	0	0.0%
Corona Del Mar	106	0	0.0%	O.C. \$1m+	245	0	0.0%
Costa Mesa	101	0	0.0%	Detached			
Coto De Caza	64	1	1.6%	All of O.C.	2,732	31	1.1%
Cypress	31	0	0.0%	O.C. \$0k-\$500k	40	0	0.0%
Dana Point	179	1	0.6%	O.C. \$500k-\$750k	332	9	2.7%
Dove Canyon	8	0	0.0%	O.C. \$750k-\$1m	553	8	1.4%
Foothill Ranch	11	0	0.0%	O.C. \$1m-\$1.5m	347	5	1.4%
Fountain Valley	25	1	4.0%	O.C. \$1.25m-\$1.5m	281	1	0.4%
Fullerton	99	1	1.0%	O.C. \$1.5m-\$2m	289	3	1.0%
Garden Grove	81	3	3.7%	O.C. \$2m-\$4m	563	3	0.5%
Huntington Beach	238	2	0.8%	O.C. \$4m+	327	2	0.6%
Irvine	469	1	0.2%	All Homes			
La Habra	36	1	2.8%	All of O.C.	4,159	46	1.1%
La Palma	4	0	0.0%	O.C. \$0k-\$500k	609	10	1.6%
Ladera Ranch	71	1	1.4%	O.C. \$500k-\$750k	774	14	1.8%
Laguna Beach	216	1	0.5%	O.C. \$750k-\$1m	724	8	1.1%
Laguna Hills	68	2	2.9%	O.C. \$1m-\$1.25m	416	5	1.2%
Laguna Niguel	138	3	2.2%	O.C. \$1.25m-\$1.5m	333	1	0.3%
Laguna Woods	203	4	2.0%	O.C. \$1.5m-\$2m	353	3	0.8%
Lake Forest	54	0	0.0%	O.C. \$2m-\$4m	611	3	0.5%
Los Alamitos	4	0	0.0%	O.C. \$4m+	339	2	0.6%
Mission Viejo	143	2	1.4%	County High Shares - Account for 43%			
Newport Beach	301	0	0.0%	Talega	34	2	5.9%
Newport Coast	69	1	1.4%	Fountain Valley	25	1	4.0%
North Tustin	49	1	2.0%	Santa Ana	132	5	3.8%
Orange	115	2	1.7%	Garden Grove	81	3	3.7%
Placentia	29	1	3.4%	Placentia	29	1	3.4%
Portola Hills	22	0	0.0%	Buena Park	31	1	3.2%
Rancho Mission Viejo	65	0	0.0%	Laguna Hills	68	2	2.9%
Rancho Santa Marg.	34	1	2.9%	Rancho Santa Mar	34	1	2.9%
Rossmoor	9	0	0.0%	La Habra	36	1	2.8%
San Clemente	164	3	1.8%	Yorba Linda	120	3	2.5%
San Juan	90	1	1.1%	County Low Shares - No Distressed			
Santa Ana	132	5	3.8%	Aliso Viejo	Los Alamitos		
Seal Beach	104	0	0.0%	Anaheim Hills	Newport Beach		
Stanton	10	0	0.0%	Brea	Portola Hills		
Talega	34	2	5.9%	Corona Del Mar	Rancho Mission Viejo		
Tustin	70	0	0.0%	Costa Mesa	Rossmoor		
Villa Park	13	0	0.0%	Cypress	Seal Beach		
Westminster	31	0	0.0%	Dove Canyon	Stanton		
Yorba Linda	120	3	2.5%	Foothill Ranch	Tustin		
All of O.C.	4,159	46	1.1%	La Palma	Villa Park		
				Lake Forest	Westminster		
Orange County Distressed Breakdown							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	21	6	105				
Total Short Sale	25	7	107				

*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 3/19/2020	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/5/2020	Market Time 2-Weeks Ago 3/5/2020	Market Time 4-Weeks Ago 2/20/2020	Market Time 1-Year Ago 3/21/2019	Market Time 2-Years Ago 3/22/2018
Los Angeles County	8,650	5,006	52	48	52	72	54
Orange County	4,159	2,398	52	48	49	83	54
Riverside County	6,793	2,983	68	65	71	95	77
San Bernardino County	4,406	2,313	57	54	58	73	59
San Diego County	4,808	3,138	46	42	44	65	49
Ventura County	1,125	781	43	55	47	56	45
SOCAL TOTALS	29,941	16,619	53	52	54	74	59

Distressed Properties - Foreclosures and Short Sales

	Current Actives 3/19/2020	Demand (Last 30 Days Pendings)	Market Time (In Days) 3/5/2020	Market Time 2-Weeks Ago 3/5/2020	Market Time 4-Weeks Ago 2/20/2020	Market Time 1-Year Ago 3/21/2019	Market Time 2-Years Ago 3/22/2018
Los Angeles County	102	76	40	26	24	41	39
Orange County	46	13	106	54	30	35	35
Riverside County	153	67	69	50	51	68	51
San Bernardino County	73	72	30	37	42	48	42
San Diego County	37	20	56	54	71	47	30
Ventura County	10	14	21	26	23	46	40
SOCAL TOTALS	421	262	54	41	40	48	39