

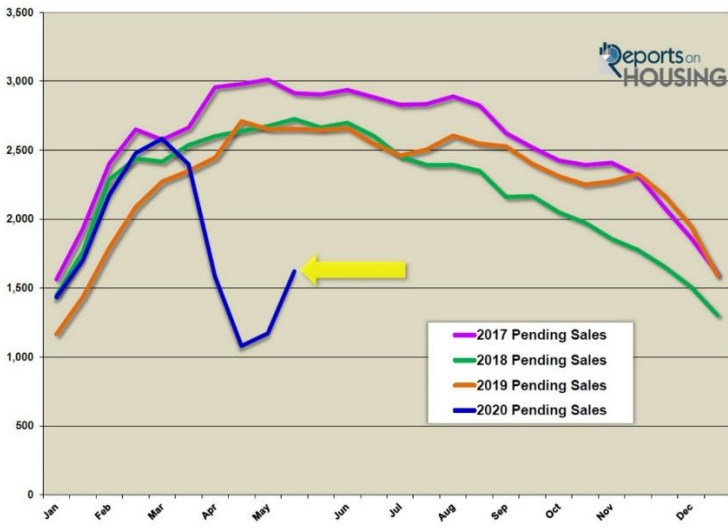


## Orange County Housing Report: V-Shaped Recovery

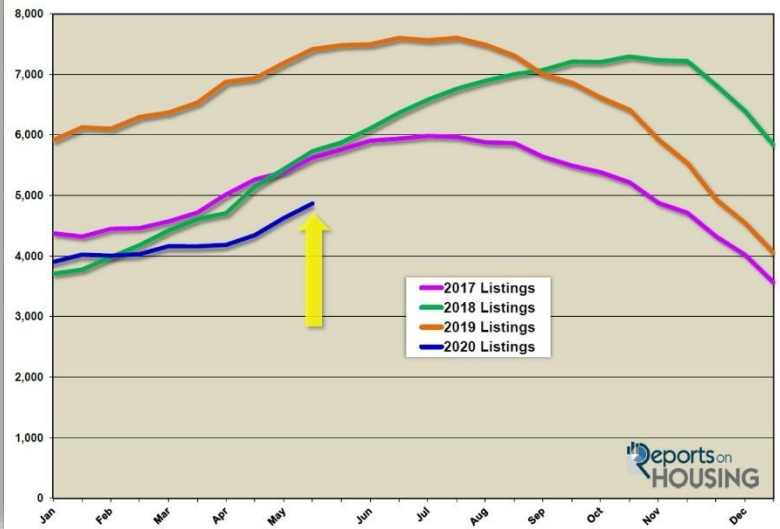
May 18, 2020

Propelled by record low mortgage rates, buyers are jumping back in the housing market. Contact us at 714.962.4443 and we'll send you out a copy of the complete report!

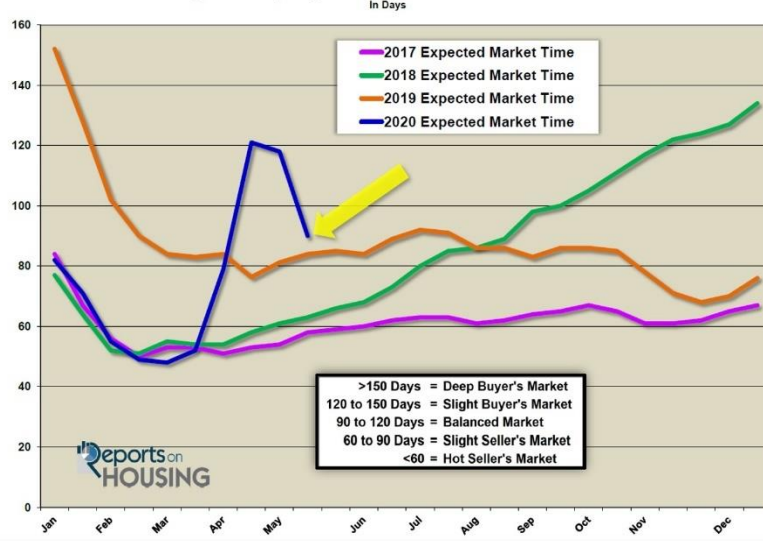
Orange County Demand Year Over Year  
Prior 30 Day Pending Sales Snapshot



Orange County Active Listing Inventory Year Over Year



Orange County Expected Market Time Year Over Year  
In Days



	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	61 Days	36%	53%	61 Days
O.C. \$750k-\$1m	68 Days	19%	25%	63 Days
O.C. \$1m-\$1.25m	120 Days	11%	8%	93 Days
O.C. \$1.25m-\$1.5m	129 Days	7%	5%	125 Days
O.C. \$1.5m-\$2m	158 Days	8%	4%	174 Days
O.C. \$2m-\$4m	368 Days	13%	3%	262 Days
O.C. \$4m+	540 Days	6%	1%	568 Days



## Orange County Housing Market Summary:

- The active listing inventory increased by 242 homes in the past two-weeks, up 5%, and now totals 4,867. In the past four-weeks, 38% fewer homes were placed on the market compared to the prior 5-year average; thus, COVID-19 is suppressing the inventory. It was 54% fewer two-weeks ago. Last year, there were 7,413 homes on the market, 2,546 more than today, a 52% difference.
- Demand, the number of pending sales over the prior month, increased by 450 pending sales in the past two-weeks, up 38%, and now totals 1,622, the second largest increase of the year. In the past 5-years, demand has dropped an average of 1%. COVID-19's effect on housing is beginning to diminish. Last year, there were 2,655 pending sales, 64% more than today.
- The Expected Market Time for all of Orange County decreased from 118 days to 90, a slight Seller's Market (between 60 and 90 days). The drop was due to the surge in demand outpacing the rise in the supply. It was at 84 days last year, slightly better than today.
- For homes priced below \$750,000, the market is a slight Seller's Market with an expected market time of 61 days. This range represents 36% of the active inventory and 53% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 68 days, a slight Seller's Market. This range represents 19% of the active inventory and 25% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 120 days, a Balanced Market (between 90 and 120 days).
- For luxury homes priced between \$1.25 million and \$1.5 million, in the past two weeks, the Expected Market Time decreased from 192 to 129 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 229 to 158 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 418 to 368 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 586 to 540 days.
- The luxury end, all homes above \$1.25 million, accounts for 34% of the inventory and only 13% 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 18 foreclosures and 24 short sales available to purchase today in all of Orange County, 42 total distressed homes on the active market, down 2 from two-weeks ago. Last year there were 63 total distressed homes on the market, slightly more than today.
- There were 1,712 closed residential resales in April, 34% fewer than April 2019's 2,599 closed sales. This entirely due to COVID-19 suppressing both supply and demand. April marked a 28% drop compared to March 2020. The sales to list price ratio was 98.3% for all of Orange County. Foreclosures accounted for just 0.3% of all closed sales, and short sales accounted for 0.4%. That means that 99.3% of all sales were good ol' fashioned sellers with equity.



	Current Actives 5/14/2020	Demand (Last 30 Days Pending s)	Market Time (In Days) 5/14/2020	Market Time 2-Weeks Ago 4/30/2020	Market Time 4-Weeks Ago 4/16/2020	Market Time 1-Year Ago 5/16/2019	Market Time 2-Years Ago 5/17/2018	Average Active List Price 5/14/2020
Aliso Viejo	61	39	47	58	59	55	33	\$749k
Anaheim	166	76	66	79	76	42	50	\$632k
Anaheim Hills	78	36	65	52	66	62	70	\$1.0m
Brea	64	23	83	79	84	62	52	\$956k
Buena Park	43	26	50	83	51	50	49	\$663k
Corona Del Mar	114	12	285	284	500	540	109	\$5.4m
Costa Mesa	118	48	74	93	108	82	70	\$1.0m
Coto De Caza	79	12	198	196	233	165	170	\$2.3m
Cypress	37	22	50	62	92	54	31	\$727k
Dana Point	184	25	221	241	215	130	114	\$3.2m
Dove Canyon	15	3	150	150	360	150	67	\$1.2m
Foothill Ranch	14	15	28	84	75	78	24	\$792k
Fountain Valley	41	25	49	102	71	35	44	\$805k
Fullerton	132	56	71	102	69	62	45	\$943k
Garden Grove	94	59	48	57	77	43	37	\$709k
Huntington Beach	313	107	88	123	126	79	48	\$1.3m
Irvine	618	121	153	219	235	97	61	\$1.4m
La Habra	46	35	39	58	42	75	56	\$621k
La Palma	6	9	20	23	53	24	30	\$786k
Ladera Ranch	66	36	55	84	106	74	47	\$1.2m
Laguna Beach	210	19	332	448	633	327	259	\$4.5m
Laguna Hills	68	20	102	128	207	59	68	\$1.5m
Laguna Niguel	168	65	78	118	102	107	75	\$1.4m
Laguna Woods	193	39	148	210	201	126	67	\$351k
Lake Forest	95	42	68	87	150	56	41	\$822k
Los Alamitos	12	8	45	120	135	65	39	\$818k
Mission Viejo	144	89	49	73	75	78	72	\$838k
Newport Beach	299	43	209	243	338	164	138	\$3.2m
Newport Coast	76	9	253	350	274	196	190	\$5.2m
North Tustin	45	11	123	123	102	80	83	\$2.3m
Orange	169	59	86	100	80	57	41	\$990k
Placentia	41	31	40	55	52	37	39	\$680k
Portola Hills	23	12	58	49	71	70	33	\$929k
Rancho Mission Viejo	66	21	94	210	111	81	133	\$859k
Rancho Santa Marg.	42	45	28	50	64	62	27	\$660k
Rossmoor	13	6	65	72	50	110	67	\$1.5m
San Clemente	176	55	96	155	147	82	77	\$1.3m
San Juan	99	23	129	127	124	126	104	\$2.0m
Santa Ana	148	56	79	92	91	72	49	\$611k
Seal Beach	116	24	145	174	170	136	83	\$477k
Stanton	13	8	49	47	39	70	33	\$804k
Talega	45	11	123	176	222	53	86	\$1.1m
Tustin	82	38	65	83	111	68	41	\$1.0m
Villa Park	20	3	200	315	240	81	52	\$1.7m
Westminster	46	20	69	113	82	49	46	\$753k
Yorba Linda	136	62	66	87	98	97	56	\$1.6m
All of O.C.	4,867	1,622	90	118	121	84	63	\$1.6m





	Units	Average		Sales			Avg. \$		Units
	Sold	Sales	Average	Price	Low	High	Square	Per	
	Apr	Price	List Price	Ratio	Price	Price	Feet	Square	Sold
	2020							Feet	Apr 2019
Aliso Viejo	37	\$697,931	\$703,017	99.3%	\$335k	\$1.2m	1,633	\$427	65
Anaheim	81	\$548,543	\$548,312	100.0%	\$169k	\$798k	1,398	\$392	129
Anaheim Hills	53	\$868,420	\$892,686	97.3%	\$378k	\$2.5m	2,401	\$362	48
Brea	27	\$733,000	\$725,176	101.1%	\$425k	\$1.2m	1,948	\$376	31
Buena Park	17	\$667,200	\$665,806	100.2%	\$457k	\$920k	1,651	\$404	47
Corona Del Mar	21	\$2,612,631	\$2,764,714	94.5%	\$1.1m	\$8.4m	2,023	\$1,291	20
Costa Mesa	55	\$989,233	\$996,333	99.3%	\$398k	\$2.8m	1,799	\$550	83
Coto De Caza	10	\$1,192,850	\$1,172,700	101.7%	\$549k	\$1.8m	3,198	\$373	29
Cypress	21	\$680,357	\$680,164	100.0%	\$449k	\$890k	1,550	\$439	38
Dana Point	20	\$2,144,213	\$2,239,244	95.8%	\$670k	\$14.4m	2,791	\$768	55
Dove Canyon	3	\$956,667	\$916,667	104.4%	\$800k	\$1.1m	2,581	\$376	6
Foothill Ranch	14	\$684,200	\$683,414	100.1%	\$325k	\$949k	1,650	\$425	14
Fountain Valley	26	\$782,423	\$765,408	102.2%	\$325k	\$1.2m	1,779	\$440	36
Fullerton	68	\$695,800	\$692,017	100.5%	\$238k	\$1.9m	1,748	\$398	79
Garden Grove	60	\$624,202	\$626,238	99.7%	\$299k	\$919k	1,472	\$424	120
Huntington Beach	102	\$968,240	\$968,385	98.2%	\$141k	\$4.5m	1,783	\$543	157
Irvine	129	1,057,930	\$1,085,143	97.5%	\$320k	\$5.8m	2,137	\$495	239
La Habra	34	\$552,618	\$546,847	101.1%	\$290k	\$915k	1,449	\$381	55
La Palma	8	\$775,238	\$774,950	100.0%	\$405k	\$894k	2,018	\$384	3
Ladera Ranch	31	\$865,035	\$867,880	99.7%	\$415k	\$2.0m	2,305	\$375	43
Laguna Beach	15	\$1,899,600	\$1,988,567	95.5%	\$520k	\$5.0m	2,186	\$869	34
Laguna Hills	19	\$1,056,900	\$1,104,032	95.7%	\$330k	\$3.5m	2,402	\$440	24
Laguna Niguel	57	\$825,698	\$839,436	98.4%	\$310k	\$2.3m	1,876	\$440	102
Laguna Woods	56	\$314,970	\$321,096	98.1%	\$45k	\$804k	1,103	\$285	56
Lake Forest	33	\$682,219	\$676,219	100.9%	\$336k	\$899k	1,864	\$393	87
Los Alamitos	3	\$841,667	\$837,333	100.5%	\$560k	\$1.4m	1,717	\$490	10
Mission Viejo	83	\$732,532	\$735,769	99.6%	\$265k	\$1.3m	1,819	\$403	122
Newport Beach	29	\$2,129,368	\$2,204,600	96.6%	\$590k	\$4.9m	2,521	\$845	83
Newport Coast	13	\$4,275,893	\$4,550,615	94.0%	\$1.2m	\$20.6m	4,033	\$1,060	19
North Tustin	17	\$1,319,052	\$1,336,588	98.7%	\$745k	\$2.5m	3,010	\$438	30
Orange	64	\$764,671	\$769,770	99.3%	\$337k	\$1.8m	1,939	\$394	110
Placentia	30	\$660,150	\$656,550	100.5%	\$285k	\$1.2m	1,770	\$373	38
Portola Hills	11	\$693,084	\$696,027	99.6%	\$344k	\$1.3m	1,808	\$383	12
Rancho Mission Viejo	21	\$760,347	\$770,737	98.7%	\$537k	\$1.0m	1,913	\$398	33
Rancho Santa Marg.	37	\$610,741	\$611,172	99.9%	\$350k	\$1.0m	1,578	\$406	78
Rossmore	7	\$1,408,500	\$1,436,414	98.1%	\$915k	\$2.0m	2,548	\$553	10
San Clemente	67	\$1,185,551	\$1,220,377	97.1%	\$464k	\$4.0m	2,377	\$499	87
San Juan	36	\$931,682	\$956,225	97.4%	\$307k	\$1.8m	2,427	\$384	48
Santa Ana	69	\$559,902	\$559,992	100.0%	\$209k	\$1.7m	1,416	\$396	92
Seal Beach	50	\$546,256	\$557,532	98.0%	\$137k	\$1.7m	1,209	\$452	45
Stanton	10	\$400,250	\$394,580	101.4%	\$262k	\$610k	1,024	\$391	18
Talega	13	\$1,074,519	\$1,112,031	96.6%	\$500k	\$2.1m	3,029	\$361	23
Tustin	38	\$714,260	\$712,218	100.3%	\$340k	\$1.8m	1,579	\$452	60
Villa Park	5	\$1,473,000	\$1,530,000	96.3%	\$1.1m	\$2.2m	3,912	\$377	5
Westminster	14	\$726,179	\$726,993	99.9%	\$565k	\$879k	1,711	\$425	36
Yorba Linda	60	\$975,031	\$992,249	98.3%	\$410k	\$2.6m	2,464	\$396	80
All of O.C.	1,712	\$891,053	\$906,478	98.3%	\$45k	\$20.6m	1,897	\$470	2,599
O.C. \$0-\$500k	343	\$364,737	\$368,072	99.1%	\$45k	\$500k	985	\$370	512
O.C. \$500k-\$750k	544	\$635,400	\$634,865	100.1%	\$505k	\$750k	1,502	\$423	908
O.C. \$750k-\$1m	439	\$857,112	\$861,963	99.4%	\$752k	\$1.0m	2,042	\$420	581
O.C. \$1m-\$1.25m	157	\$1,131,568	\$1,152,864	98.2%	\$1.0m	\$1.25m	2,542	\$445	220
O.C. \$1.25m-\$1.5m	84	\$1,377,200	\$1,413,451	97.4%	\$1.26m	\$1.5m	2,911	\$473	127
O.C. \$1.5m-\$2m	75	\$1,736,154	\$1,776,836	97.7%	\$1.5m	\$2.0m	3,379	\$514	128
O.C. \$2m-4m	54	\$2,768,063	\$2,884,069	96.0%	\$2.1m	\$4.0m	3,946	\$701	106
O.C. \$4m+	16	\$6,588,796	\$7,071,375	93.2%	\$4.1m	\$20.6m	5,420	\$1,216	17

\*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 5/14/2020	% of Active Inventory 5/14/2020		Current Actives 5/14/2020	Number of Foreclosures & Short Sale Actives 5/14/2020	% of Active Inventory 5/14/2020
<b>Attached</b>				<b>Attached</b>			
Aliso Viejo	61	0	0.0%	All of O.C.	1,734	14	0.8%
Anaheim	166	2	1.2%	O.C. \$0-\$250k	115	1	0.9%
Anaheim Hills	78	0	0.0%	O.C. \$250k-\$500k	561	10	1.8%
Brea	64	0	0.0%	O.C. \$500k-\$750k	579	3	0.5%
Buena Park	43	1	2.3%	O.C. \$750k-\$1m	218	0	0.0%
Corona Del Mar	114	0	0.0%	O.C. \$1m+	261	0	0.0%
Costa Mesa	118	1	0.8%	<b>Detached</b>			
Coto De Caza	79	1	1.3%	All of O.C.	3,133	29	0.9%
Cypress	37	1	2.7%	O.C. \$0k-\$500k	31	0	0.0%
Dana Point	184	1	0.5%	O.C. \$500k-\$750k	448	11	2.5%
Dove Canyon	15	0	0.0%	O.C. \$750k-\$1m	718	8	1.1%
Foothill Ranch	14	0	0.0%	O.C. \$1m-\$1.5m	439	3	0.7%
Fountain Valley	41	2	4.9%	O.C. \$1.25m-\$1.5m	298	1	0.3%
Fullerton	132	0	0.0%	O.C. \$1.5m-\$2m	325	1	0.3%
Garden Grove	94	2	2.1%	O.C. \$2m-\$4m	580	4	0.7%
Huntington Beach	313	0	0.0%	O.C. \$4m+	294	1	0.3%
Irvine	618	1	0.2%	<b>All Homes</b>			
La Habra	46	3	6.5%	All of O.C.	4,867	43	0.9%
La Palma	6	0	0.0%	O.C. \$0k-\$500k	707	11	1.6%
Ladera Ranch	66	0	0.0%	O.C. \$500k-\$750k	1,027	14	1.4%
Laguna Beach	210	2	1.0%	O.C. \$750k-\$1m	936	8	0.9%
Laguna Hills	68	2	2.9%	O.C. \$1m-\$1.25m	528	3	0.6%
Laguna Niguel	168	4	2.4%	O.C. \$1.25m-\$1.5m	357	1	0.3%
Laguna Woods	193	3	1.6%	O.C. \$1.5m-\$2m	380	1	0.3%
Lake Forest	95	0	0.0%	O.C. \$2m-\$4m	626	4	0.6%
Los Alamitos	12	0	0.0%	O.C. \$4m+	306	1	0.3%
Mission Viejo	144	2	1.4%	<b>County High Shares - Account for 51%</b>			
Newport Beach	299	1	0.3%	La Habra	46	3	6.5%
Newport Coast	76	0	0.0%	Fountain Valley	41	2	4.9%
North Tustin	45	0	0.0%	Portola Hills	23	1	4.3%
Orange	169	3	1.8%	Laguna Hills	68	2	2.9%
Placentia	41	0	0.0%	Cypress	37	1	2.7%
Portola Hills	23	1	4.3%	Santa Ana	148	4	2.7%
Rancho Mission Viejo	66	0	0.0%	Laguna Niguel	168	4	2.4%
Rancho Santa Marg.	42	1	2.4%	Rancho Santa Mar	42	1	2.4%
Rossmoor	13	0	0.0%	Buena Park	43	1	2.3%
San Clemente	176	1	0.6%	Garden Grove	94	2	2.1%
San Juan	99	1	1.0%	<b>County Low Shares - No Distressed</b>			
Santa Ana	148	4	2.7%	Aliso Viejo	Lake Forest		
Seal Beach	116	0	0.0%	Anaheim Hills	Los Alamitos		
Stanton	13	0	0.0%	Brea	Newport Coast		
Talega	45	0	0.0%	Corona Del Mar	North Tustin		
Tustin	82	0	0.0%	Dove Canyon	Placentia		
Villa Park	20	0	0.0%	Foothill Ranch	Rancho Mission Viejo		
Westminster	46	0	0.0%	Fullerton	Rossmoor		
Yorba Linda	136	2	1.5%	Huntington Beach	Seal Beach	Tustin	
All of O.C.	4,867	43	0.9%	La Palma	Stanton	Villa Park	
<b>Orange County Distressed Breakdown</b>				Ladera Ranch	Talega	Westminster	
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	18	9	60				
Total Short Sale	24	13	55				

\*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.