



Orange County Housing Report: A Dive Into Housing's Strengths

August 24, 2020

The housing market is firing on all cylinders and it appears as if the Autumn Market is going to be the hottest in years.



Strong Fundamentals: With a low supply, fierce demand, low mortgage rates, and a strong demographic of first-time buyers, the housing market is on strong footing.

It is that time of the year. There are Halloween costumes at Costco. The kids are back in school, online for now. Mornings are a lot darker with the sun rising later. The official start to autumn is not until Tuesday, September 22, but signs are beginning to emerge that the seasons are about to change.

As for Orange County housing, the Autumn Market typically starts at the end of August when the kids head back to school. With the Spring and Summer Markets in the rearview mirror, many families back off their pursuit in purchasing a home. Similarly, fewer homeowners enter the fray and many unsuccessful sellers pull their homes off the market. With the kids back in school, the timing just is not the best for families. Moving can be disruptive while the kids are focusing on their education.

Yet, 2020 has been nothing close to ordinary or typical. What should have been the Spring Market, March through May, turned into one of the slowest springs in memory. The "Stay at Home" order and initial shock and anxiety of the Coronavirus kept buyers from buying and homeowners from selling. As the real estate industry adapted becoming an essential service, and the shock of the virus that included social distancing, sanitizing, and donning a mask waned, housing surged. The Summer Market became the Spring Market in 2020. It appears as if the Autumn Market is going to be the Summer Market in 2020, not quite as hot as June, July, and August, but still quite busy with homes flying off the market and generating multiple offers. All signs point to an extraordinary September, October, and first half of November.

Supply and Demand: The active listing inventory is at its lowest August level since tracking began in 2004, and current demand is at its highest level since 2012. Year over year, the active inventory is down by 41% and demand (the number of pending sales over the prior month) is up by 30%. In taking a deeper look, the hottest price ranges are between \$500,000 and \$1 million. From \$500,000 to \$750,000, there are 927 fewer FOR-SALE signs compared to last year, 54% less, yet demand is up by 120, 13% more. Between \$750,000 and \$1 million, there are 606 fewer active listings, 54% less, and demand is up by 291, 52% higher. These ranges have an Expected Market Time (the time between pounding in the FOR-SALE sign to opening escrow) that is less than 30-days, CRAZY HOT. The upper ranges are experiencing a diminished supply and

	YOY Inventory Change	YOY % Change		YOY Demand Change	YOY % Change
\$0 - \$500k	-371	↓ -35%	\$0 - \$500k	-7	↓ -1%
\$500k - \$750k	-927	↓ -54%	\$500k - \$750k	+120	↑ +13%
\$750k - \$1m	-606	↓ -43%	\$750k - \$1m	+291	↑ +52%
\$1m - \$1.25m	-279	↓ -40%	\$1m - \$1.25m	+129	↑ +73%
\$1.25m - \$1.5m	-212	↓ -38%	\$1.25m - \$1.5m	+84	↑ +76%
\$1.5m+	-592	↓ -31%	\$1.5m+	+158	↑ +66%
Overall	-2,987	↓ -41%	Overall	+775	↑ +30%



extraordinarily strong demand. The only demand reading that is off is for properties priced below \$500,000, with 7 fewer pending sales year over year, 1% less, yet there are 371 fewer active listings, down by 35%.

For Orange County, the low supply and feverish demand has paved the way for an overall Expected Market Time of 39 days, its lowest level of the year and the best reading since 2013. Anything below 60-days is considered a Hot Seller's Market with tons of showing, multiple offers, and strong sales prices. Typically, the lowest point of the year occurs between March and April. For it to occur at the end of August is indicative of a strong Autumn Market to come. Any changes in the inventory and demand are customarily a slow evolution.

Affordability: Record low mortgage rates is fueling today's remarkable demand. With rates dropping below 3%, it is having a significant impact on affordability. In taking into consideration the median income, the median sales price, and mortgage rates over time, according to the California Association of REALTORS® Housing Affordability Index, 25% of Orange County residence could afford the median sales price home during the 2nd quarter of 2020. Compare that to 2007 when it was at 11%. It was at 20% back in 2018 when mortgage rates reached 5%.

In diving a little deeper, a \$700,000 mortgage at 3.94%, the average rate in 2019, yields a monthly payment of \$3,317. It would be \$2,951 per month given today's 3% interest rate, a savings of \$366 per month or \$4,392 annually. Lower rates increase a buyer's buying power and record low rates instigate demand and is an advertisement to purchase.

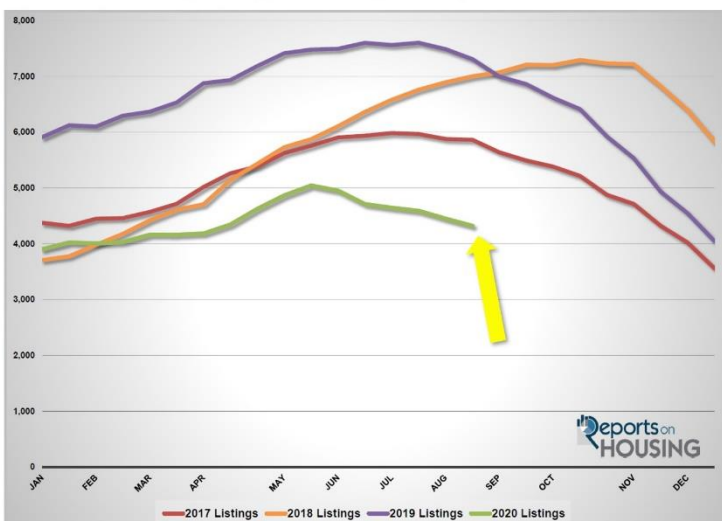
Demographics: Millennials have surpassed Baby Boomers as the largest living adult generation. The demographics are lining up that favor an increase in home buyer demand. More and more Millennials (ages 23 to 38) are reaching the average first time home buyers age of 32-years old. Millennials number 72.1 million, exceeding both Baby Boomers (ages 55 to 73) at 71.6 million and Generations X (ages 39 to 54) at 65.2 million. That means that housing is heading into a strong demographic patch of first-time home buyers, one that has not been seen since the Baby Boomers were in their prime 30-years ago. A stronger supply of first-time buyers means increased demand for years to come.

The Bottom Line: the low supply, strong demand, increased affordability, and a strong demographic patch all are the foundation of an exceptionally hot Autumn Market. It will feel like 2020's Summer Market.

Active Listings: The current active inventory decreased by another 3% in the last two weeks.

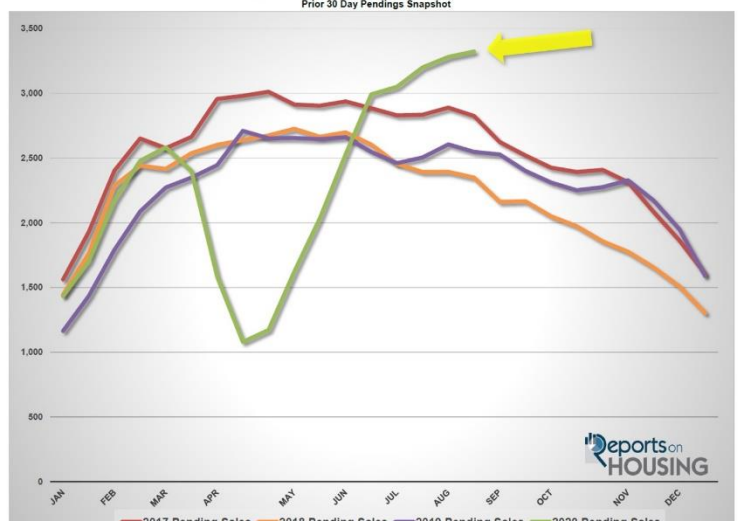
The active listing inventory shed 129 homes in the past two-weeks, down 3%, and now sits at 4,320, the lowest level for August since tracking began in 2004. COVID-19 is no longer suppressing homeowners from coming on the market; yet,

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot





from May through June there were 27% fewer FOR-SALE signs compared to 2019, meaning 4,318 missing sellers. That has contributed to the current unprecedented low inventory. Based upon where the inventory is today, 2021 is going to start with a record low number of homes.

Last year at this time, there were 7,307 homes on the market, 2,987 additional homes, or 69% more. There were a lot more choices for buyers last year.

Demand: Demand increased by 1% in the past two weeks.

Demand, the number of new pending sales over the prior month, increased from 3,281 to 3,323, an additional 42 pending sales, up 1% in two weeks. This is the highest demand reading since September 2012, eight years ago. It is arguably higher today because back in 2012 there was a flood of short sales that were placed into escrow, yet many never closed. The closing percentages are greater this year as there are virtually no short sales.

Demand has not quite reached a height for 2020. We can expect demand to soften a bit as housing moves deeper into the Autumn Market, now through Thanksgiving, yet it will not slow as much due to the current low mortgage rate environment and continued pent up demand.

Last year, demand was at 2,548, that is 775 fewer pending sales compared to today, or 23% less.

In the past two-weeks the Expected Market Time dropped from 41 to 39 days, a Hot Seller's Market (less than 60 days), where sellers get to call the shots during the negotiating process and home values are on the rise. This is the strongest level since June 2013. Last year the Expected Market Time was at 86 days, much slower than today.

Luxury End: The luxury market continued to improve with a drop in the supply and a rise in demand.

In the past two-weeks, demand for homes above \$1.25 million increased by 16 pending sales, up 3%, and now totals 591. Luxury demand continues to be at its hottest level in years. It is not jumping to higher levels, but it is clawing its way higher and creating an even hotter luxury market. The luxury home inventory shed 54 homes, a 3% drop, and now totals 1,657. With a small rise in demand coupled with a slight drop in the supply, the overall Expected Market Time for homes priced above \$1.25 million decreased from 89 to 84 days in the past couple of weeks. The luxury market continues to fire on all cylinders.

Year over year, luxury demand is up by 242 pending sales, or 69%, and the active luxury listing inventory is down by 804 homes, or 33%. The Expected Market Time last year was at 212 days, drastically slower than today.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	28 Days	34%	47%	57 Days
O.C. \$750k-\$1m	28 Days	18%	26%	74 Days
O.C. \$1m-\$1.25m	40 Days	9%	9%	117 Days
O.C. \$1.25m-\$1.5m	52 Days	8%	6%	149 Days
O.C. \$1.5m-\$2m	62 Days	8%	5%	162 Days
O.C. \$2m-\$4m	107 Days	14%	5%	249 Days
O.C. \$4m+	193 Days	8%	2%	509 Days

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the Expected Market Time increased from 49 to 52 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 68 to 62 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 115 to 107 days. For homes priced above \$4 million, the Expected Market Time decreased from 262 to 193 days.

At 193 days, a seller would be looking at placing their home into escrow around **March 2021**.



Orange County Housing Summary

- The active listing inventory decreased by 129 homes in the past two-weeks, down 3%, and now totals 4,320, its lowest level for August since tracking began in 2004. COVID-19 is not suppressing the inventory, but from March through June, 27% fewer homes were placed on the market compared to 2019, or 4,318 missing FOR-SALE signs. Last year, there were 7,307 homes on the market, 2,987 additional homes, or 69% more.
- Demand, the number of pending sales over the prior month, increased by 42 pending sales in the past two-weeks, up 1%, and now totals 3,323, its highest level since September 2012. COVID-19 currently has no effect on demand. Last year, there were 2,548 pending sales, 23% fewer than today.
- The Expected Market Time for all of Orange County decreased from 41 days to 39, a Hot Seller's Market (less than 60 days). It was at 86 days last year, **much 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 28 days. This range represents 34% of the active inventory and 47% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 28 days, a hot Seller's Market. This range represents 18% of the active inventory and 26% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 40 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 increased from 49 to 52 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 68 to 62 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 115 to 107 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 262 to 193 days.
- The luxury end, all homes above \$1.25 million, accounts for 38% of the inventory and only 18% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.3% of all listings and 0.4% of demand. There are only 6 foreclosures and 9 short sales available to purchase today in all of Orange County, 15 total distressed homes on the active market, down 3 from two-weeks ago. Last year there were 52 total distressed homes on the market, more than today.
- There were 3,010 closed residential resales in July, 5% more than July 2019's 2,871 closed sales. **June marked a 39% increase compared to June 2020**. The sales to list price ratio was 98.0% for all of Orange County. Foreclosures accounted for just 0.3% of all closed sales, and short sales accounted for 0.2%. That means that 99.5% of all sales were good ol' fashioned sellers with equity.



Orange County Cities	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	8/20/2020	8/20/2020	8/20/2020	8/6/2020	7/23/2020	8/22/2019	8/23/2019	8/20/2020
Aliso Viejo	72	68	32	30	27	53	63	\$816k
Anaheim	144	162	27	29	28	63	63	\$620k
Anaheim Hills	68	87	23	29	27	58	68	\$1.2m
Brea	49	49	30	31	48	60	99	\$1.0m
Buena Park	39	82	14	22	27	40	87	\$722k
Corona Del Mar	121	29	125	154	159	219	213	\$5.6m
Costa Mesa	121	84	43	37	39	72	71	\$1.1m
Coto De Caza	52	39	40	38	39	113	152	\$2.6m
Cypress	23	47	15	25	19	54	56	\$769k
Dana Point	154	65	71	78	67	190	106	\$3.7m
Dove Canyon	8	5	48	23	34	120	75	\$1.2m
Foothill Ranch	14	17	25	39	19	74	81	\$737k
Fountain Valley	32	54	18	20	22	31	67	\$820k
Fullerton	106	142	22	22	31	52	66	\$876k
Garden Grove	74	116	19	21	31	46	73	\$747k
Huntington Beach	248	203	37	39	38	66	66	\$1.6m
Irvine	624	294	64	66	68	131	110	\$1.4m
La Habra	53	58	27	22	18	48	64	\$693k
La Palma	2	9	7	7	4	17	45	\$760k
Ladera Ranch	64	60	32	26	30	104	96	\$1.4m
Laguna Beach	217	47	139	128	125	253	304	\$4.7m
Laguna Hills	42	50	25	28	31	115	98	\$1.7m
Laguna Niguel	130	130	30	36	34	99	91	\$1.6m
Laguna Woods	211	71	89	103	88	107	86	\$332k
Lake Forest	63	70	27	28	22	56	77	\$796k
Los Alamitos	8	10	24	16	18	75	56	\$863k
Mission Viejo	105	145	22	23	28	69	98	\$837k
Newport Beach	282	118	72	83	95	204	175	\$3.8m
Newport Coast	77	25	92	93	136	261	255	\$7.2m
North Tustin	47	28	50	52	61	88	88	\$2.2m
Orange	112	138	24	24	28	67	72	\$1.2m
Placentia	50	38	39	25	25	42	57	\$770k
Portola Hills	7	12	18	20	16	32	64	\$838k
Rancho Mission Viejo	33	38	26	24	33	61	127	\$791k
Rancho Santa Marg.	45	76	18	17	20	53	75	\$587k
Rossmoor	19	18	32	51	90	77	46	\$1.6m
San Clemente	128	122	31	33	43	124	135	\$1.7m
San Juan	76	46	50	49	48	145	118	\$2.5m
Santa Ana	147	122	36	38	35	62	57	\$562k
Seal Beach	80	68	35	41	49	103	105	\$523k
Stanton	9	14	19	42	19	35	58	\$591k
Talega	15	33	14	24	32	195	118	\$1.2m
Tustin	82	74	33	34	35	68	56	\$926k
Villa Park	18	10	54	63	315	240	188	\$1.8m
Westminster	39	30	39	21	34	65	48	\$771k
Yorba Linda	119	100	36	34	35	93	116	\$1.5m
All of O.C.	4,320	3,323	39	41	43	86	89	\$1.8m



Attached Homes	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	8/20/2020	8/20/2020	8/20/2020	8/6/2020	7/23/2020	8/22/2019	8/23/2019	8/20/2020
All of O.C.	1,656	1,251	40	42	45	81	78	\$798k
O.C. \$0-\$250k	112	55	61	54	59	95	66	\$195k
O.C. \$250k-\$500k	531	466	34	36	36	72	64	\$396k
O.C. \$500k-\$750k	491	519	28	31	35	69	77	\$624k
O.C. \$750k-\$1m	233	123	57	58	54	98	103	\$858k
O.C. \$1m+	289	88	99	122	152	190	159	\$2.0m

Current Actives Vacant: 36.4%

Detached Homes	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	8/20/2020	8/20/2020	8/20/2020	8/6/2020	7/23/2020	8/22/2019	8/23/2019	8/20/2020
All of O.C.	2,664	2,072	39	40	42	96	71	\$2.5m
O.C. \$0-\$500k	33	23	43	29	31	45	32	\$395k
O.C. \$500k-\$750k	298	508	18	17	19	59	43	\$673k
O.C. \$750k-\$1m	555	732	23	24	24	78	53	\$881k
O.C. \$1m-\$1.25m	330	275	36	38	42	98	73	\$1.1m
O.C. \$1.25m-\$1.5m	270	180	45	42	46	105	99	\$1.4m
O.C. \$1.5m-\$2m	293	148	59	65	74	135	137	\$1.8m
O.C. \$2m-\$4m	543	151	108	110	102	277	177	\$2.9m
O.C. \$4m+	342	55	187	254	266	453	460	\$9.0m

Current Actives Vacant: 20.4%

All Homes	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	8/20/2020	8/20/2020	8/20/2020	8/6/2020	7/23/2020	8/22/2019	8/23/2019	8/20/2020
All of O.C.	4,320	3,323	39	41	43	86	89	\$1.8m
O.C. \$0-\$500k	676	544	37	38	38	57	63	\$363k
O.C. \$500k-\$750k	789	1,027	23	24	26	57	66	\$642k
O.C. \$750k-\$1m	788	855	28	29	29	74	82	\$875k
O.C. \$1m-\$1.25m	410	306	40	42	48	117	101	\$1.1m
O.C. \$1.25m-\$1.5m	340	195	52	49	53	149	110	\$1.4m
O.C. \$1.5m-\$2m	348	169	62	68	81	162	135	\$1.8m
O.C. \$2m-\$4m	608	171	107	115	109	249	274	\$2.9m
O.C. \$4m+	361	56	193	262	274	509	470	\$8.8m

Current Actives Vacant: 26.7%

*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.



Orange County Cities	Units Sold July 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 July 2019
Aliso Viejo	69	\$717,508	\$720,645	99.6%	\$317k	\$1.6m	1,663	\$431	53
Anaheim	141	\$575,099	\$573,498	100.3%	\$86k	\$1.0m	1,419	\$405	139
Anaheim Hills	77	\$803,710	\$808,412	99.4%	\$370k	\$2.5m	2,062	\$390	73
Brea	44	\$751,307	\$752,334	99.9%	\$302k	\$1.7m	1,971	\$381	43
Buena Park	39	\$639,987	\$645,216	99.2%	\$410k	\$855k	1,512	\$423	53
Corona Del Mar	25	\$3,961,281	\$4,181,360	94.7%	\$598k	\$14.3m	2,681	\$1,477	24
Costa Mesa	89	\$937,014	\$938,234	99.9%	\$410k	\$2.4m	1,770	\$530	92
Coto De Caza	22	\$1,521,573	\$1,572,436	96.8%	\$710k	\$5.1m	4,102	\$371	22
Cypress	48	\$663,828	\$659,057	100.7%	\$380k	\$1.1m	1,590	\$417	40
Dana Point	73	\$1,797,310	\$1,887,941	95.2%	\$425k	\$17.5m	2,285	\$786	46
Dove Canyon	6	\$1,047,333	\$1,030,483	101.6%	\$700k	\$1.4m	3,224	\$324	6
Foothill Ranch	25	\$714,030	\$717,620	99.5%	\$325k	\$1.1m	1,718	\$424	18
Fountain Valley	32	\$745,717	\$750,696	99.3%	\$280k	\$1.1m	1,736	\$430	39
Fullerton	97	\$729,084	\$731,924	99.6%	\$250k	\$1.9m	1,770	\$412	126
Garden Grove	75	\$619,143	\$618,692	100.1%	\$299k	\$930k	1,488	\$416	85
Huntington Beach	187	\$980,150	\$1,000,976	97.9%	\$220k	\$4.5m	1,876	\$522	175
Irvine	259	\$1,044,584	\$1,068,999	97.7%	\$320k	\$15.1m	2,056	\$508	259
La Habra	44	\$633,751	\$628,150	100.9%	\$295k	\$985k	1,658	\$382	46
La Palma	13	\$698,434	\$703,985	99.2%	\$417k	\$910k	1,840	\$380	7
Ladera Ranch	58	\$998,733	\$1,011,806	98.7%	\$500k	\$2.7m	2,687	\$372	61
Laguna Beach	48	\$2,780,301	\$2,937,079	94.7%	\$647k	\$11.5m	2,408	\$1,155	34
Laguna Hills	38	\$1,017,338	\$1,040,942	97.7%	\$295k	\$3.0m	2,487	\$409	41
Laguna Niguel	116	\$885,323	\$895,896	98.8%	\$300k	\$3.5m	1,955	\$453	96
Laguna Woods	57	\$365,846	\$379,973	96.3%	\$145k	\$1.1m	1,144	\$320	80
Lake Forest	144	\$753,352	\$760,459	99.1%	\$279k	\$1.8m	1,867	\$416	88
Los Alamitos	13	\$717,112	\$729,815	98.3%	\$440k	\$1.1m	1,611	\$445	6
Mission Viejo	141	\$777,670	\$780,879	99.6%	\$269k	\$1.4m	1,917	\$406	141
Newport Beach	74	\$2,344,763	\$2,435,454	96.3%	\$538k	\$9.5m	2,532	\$926	95
Newport Coast	19	\$3,557,587	\$3,777,316	94.2%	\$1.1m	\$8.3m	4,104	\$867	15
North Tustin	23	\$1,420,164	\$1,458,478	97.4%	\$809k	\$3.5m	3,276	\$434	20
Orange	147	\$782,295	\$782,284	100.0%	\$315k	\$5.0m	1,877	\$417	139
Placentia	51	\$688,527	\$690,360	99.7%	\$285k	\$980k	1,854	\$371	36
Portola Hills	19	\$766,951	\$776,868	98.7%	\$340k	\$1.7m	1,969	\$390	12
Rancho Mission Viejo	46	\$873,705	\$886,198	98.6%	\$360k	\$1.7m	2,190	\$399	10
Rancho Santa Marg.	95	\$710,941	\$711,625	99.9%	\$294k	\$1.4m	1,796	\$417	48
Rosmoor	10	\$1,067,050	\$1,104,669	96.6%	\$515k	\$1.4m	1,913	\$558	8
San Clemente	111	\$1,139,503	\$1,167,692	97.6%	\$205k	\$4.8m	2,353	\$484	98
San Juan	61	\$1,138,244	\$1,166,130	97.6%	\$298k	\$4.7m	2,802	\$406	38
Santa Ana	101	\$574,874	\$576,014	99.8%	\$190k	\$1.7m	1,354	\$424	96
Seal Beach	63	\$536,532	\$549,531	97.6%	\$150k	\$4.2m	1,300	\$413	48
Stanton	18	\$563,178	\$572,728	98.3%	\$325k	\$1.3m	1,431	\$394	25
Talega	32	\$1,063,416	\$1,074,234	99.0%	\$525k	\$1.9m	3,037	\$356	28
Tustin	78	\$852,989	\$874,035	97.6%	\$350k	\$3.8m	1,986	\$429	72
Villa Park	6	\$1,542,500	\$1,616,481	95.4%	\$975k	\$2.0m	3,663	\$421	7
Westminster	39	\$714,927	\$717,735	99.6%	\$399k	\$1.1m	1,675	\$427	34
Yorba Linda	93	\$1,008,297	\$1,023,629	98.5%	\$215k	\$8.8m	2,402	\$420	99
All of O.C.	3,010	\$965,793	\$985,644	98.0%	\$86k	\$17.5m	1,964	\$492	2,871
O.C. \$0-\$500k	480	\$383,302	\$387,200	99.0%	\$86k	\$500k	1,006	\$381	557
O.C. \$500k-\$750k	1,000	\$636,549	\$638,033	99.8%	\$502k	\$750k	1,455	\$438	1,012
O.C. \$750k-\$1m	777	\$857,882	\$861,935	99.5%	\$751k	\$1.0m	2,060	\$417	640
O.C. \$1m-\$1.25m	295	\$1,122,085	\$1,142,444	98.2%	\$1.0m	\$1.3m	2,590	\$433	256
O.C. \$1.25m-\$1.5m	145	\$1,358,364	\$1,389,379	97.8%	\$1.3m	\$1.5m	2,980	\$456	145
O.C. \$1.5m-\$2m	136	\$1,724,031	\$1,783,798	96.6%	\$1.5m	\$2.0m	3,338	\$517	110
O.C. \$2m-4m	130	\$2,712,755	\$2,841,609	95.5%	\$2.0m	\$4.0m	3,636	\$746	115
O.C. \$4m+	46	\$6,626,650	\$7,014,952	94.5%	\$4.0m	\$17.5m	5,438	\$1,219	36

*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.



Orange County Cities	Current Actives	Number of Foreclosures & Short Sale Actives	% of Active Inventory	Attached	Current Actives	Number of Foreclosures & Short Sale Actives	% of Active Inventory
	8/20/2020	8/20/2020	8/20/2020		8/20/2020	8/20/2020	8/20/2020
Aliso Viejo	72	0	0.0%	All of O.C.	1,656	6	0.4%
Anaheim	144	0	0.0%	O.C. \$0-\$250k	112	0	0.0%
Anaheim Hills	68	0	0.0%	O.C. \$250k-\$500k	531	4	0.8%
Brea	49	0	0.0%	O.C. \$500k-\$750k	491	0	0.0%
Buena Park	39	0	0.0%	O.C. \$750k-\$1m	233	2	0.9%
Corona Del Mar	121	0	0.0%	O.C. \$1m+	289	0	0.0%
Costa Mesa	121	0	0.0%	Detached			
Coto De Caza	52	0	0.0%	All of O.C.	2,664	10	0.4%
Cypress	23	0	0.0%	O.C. \$0k-\$500k	33	0	0.0%
Dana Point	154	0	0.0%	O.C. \$500k-\$750k	298	1	0.3%
Dove Canyon	8	0	0.0%	O.C. \$750k-\$1m	555	5	0.9%
Foothill Ranch	14	0	0.0%	O.C. \$1m-\$1.5m	330	0	0.0%
Fountain Valley	32	0	0.0%	O.C. \$1.25m-\$1.5m	270	0	0.0%
Fullerton	106	1	0.9%	O.C. \$1.5m-\$2m	293	0	0.0%
Garden Grove	74	0	0.0%	O.C. \$2m-\$4m	543	3	0.6%
Huntington Beach	248	0	0.0%	O.C. \$4m+	342	1	0.3%
Irvine	624	2	0.3%	All Homes			
La Habra	53	0	0.0%	All of O.C.	4,320	16	0.4%
La Palma	2	0	0.0%	O.C. \$0k-\$500k	676	4	0.6%
Ladera Ranch	64	0	0.0%	O.C. \$500k-\$750k	789	1	0.1%
Laguna Beach	217	1	0.5%	O.C. \$750k-\$1m	788	7	0.9%
Laguna Hills	42	1	2.4%	O.C. \$1m-\$1.25m	410	0	0.0%
Laguna Niguel	130	1	0.8%	O.C. \$1.25m-\$1.5m	340	0	0.0%
Laguna Woods	211	1	0.5%	O.C. \$1.5m-\$2m	348	0	0.0%
Lake Forest	63	1	1.6%	O.C. \$2m-\$4m	608	3	0.5%
Los Alamitos	8	0	0.0%	O.C. \$4m+	361	1	0.3%
Mission Viejo	105	0	0.0%	County High Shares - Account for 81%			
Newport Beach	282	2	0.7%	Portola Hills	7	1	14.3%
Newport Coast	77	0	0.0%	Laguna Hills	42	1	2.4%
North Tustin	47	0	0.0%	Lake Forest	63	1	1.6%
Orange	112	0	0.0%	Santa Ana	147	2	1.4%
Placentia	50	0	0.0%	San Juan	76	1	1.3%
Portola Hills	7	1	14.3%	Fullerton	106	1	0.9%
Rancho Mission Viejo	33	0	0.0%	San Clemente	128	1	0.8%
Rancho Santa Marg.	45	0	0.0%	Laguna Niguel	130	1	0.8%
Rossmoor	19	0	0.0%	Newport Beach	282	2	0.7%
San Clemente	128	1	0.8%	Laguna Woods	211	1	0.5%
San Juan	76	1	1.3%	County Low Shares - No Distressed			
Santa Ana	147	2	1.4%	Aliso Viejo	Dove Canyon Newport Coast Tustin		
Seal Beach	80	0	0.0%	Anaheim	Foothill Ranch North Tustin Villa Park		
Stanton	9	0	0.0%	Anaheim Hills	Fountain Valley Orange Westminster		
Talega	15	0	0.0%	Brea	Garden Grove Placentia Yorba Linda		
Tustin	82	0	0.0%	Buena Park	Huntington Beach Rancho Mission Viejo		
Villa Park	18	0	0.0%	Corona Del Mar	La Habra Rancho Santa Marg.		
Westminster	39	0	0.0%	Costa Mesa	La Palma Rossmoor		
Yorba Linda	119	0	0.0%	Coto De Caza	Ladera Ranch Seal Beach		
All of O.C.	4,320	16	0.4%	Cypress	Los Alamitos Stanton		
Orange County Distressed Breakdown				Dana Point	Mission Viejo Talega		
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	6	5	36				
Total Short Sale	9	9	30				

*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	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago
	8/20/2020	8/20/2020	8/20/2020	8/6/2020	7/23/2020	8/22/2019	8/23/2019
Los Angeles County	10,103	6,713	45	45	46	76	58
Orange County	4,320	3,323	39	41	43	86	62
Riverside County	4,242	4,303	30	38	31	86	78
San Bernardino County	2,580	3,110	25	28	26	81	68
San Diego County	4,228	4,068	31	31	34	69	55
Ventura County	908	768	35	39	40	80	52
SOCAL TOTALS	26,381	22,285	34	37	40	80	64

Distressed Properties Foreclosures and Short Sales	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago
	8/20/2020	8/20/2020	8/20/2020	8/6/2020	7/23/2020	8/22/2019	8/23/2019
Los Angeles County	68	43	47	37	46	69	44
Orange County	15	32	14	39	38	43	32
Riverside County	62	47	40	33	56	69	53
San Bernardino County	34	24	43	21	25	54	50
San Diego County	17	18	28	15	15	55	47
Ventura County	9	54	5	30	30	41	36
SOCAL TOTALS	205	218	29	29	35	55	45