



Orange County Housing Report: Astonishing Spike

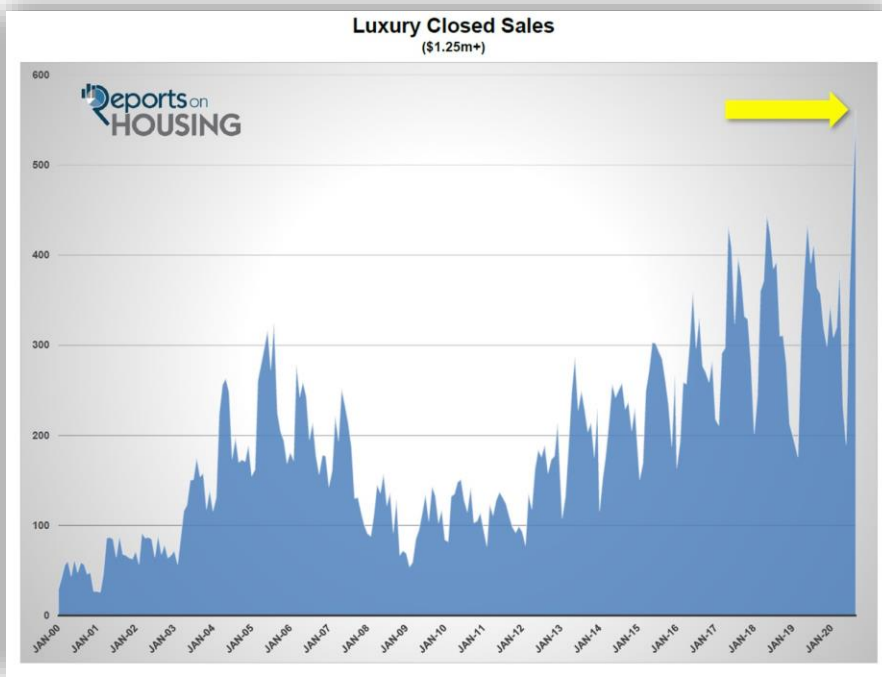
September 8, 2020

The luxury housing market not only bounced back from the initial shock of the Coronavirus, it has reached unprecedented levels.



Luxury Surge: A record number of luxury homes closed in Orange County in August.

After a hiatus due to the Coronavirus, professional baseball, basketball, and hockey returned to empty stadiums and arenas. For sports enthusiasts, it was a welcome distraction to COVID-19 and the daily news. Hockey is in the midst of the Stanley Cup playoffs and down to the conference finals. The high intensity play is reminiscent of the Winter Olympics where hockey players around the world compete for gold. One of the greatest moments in hockey history occurred during the 1980 games, the “Miracle on Ice,” when the United States defeated Russia by scoring two goals in the final period. Despite Russia being heavy favorites, stacked with experienced, professional players, and winning five of the previous six Olympics, they lost to the United States whose roster was filled with amateurs and was the youngest of the 12 competing teams. The game was memorable and completely unexpected.



Life is full of unexpected events. Just like the “Miracle on Ice,” this year’s housing market has surpassed just about everybody’s expectations. Demand has been off the charts, the highest in years. The active listing inventory has remained at unbelievably low levels for this time of the year. Multiple offers are the norm. Home values are on the rise. Homes are quite literally flying off the shelves. Luxury housing has also beat everybody’s expectations and has been surging at a record pace.

In OC, luxury closed sales in August, homes above \$1.25 million, hit a record high of 561. The prior high was in July: 464 sales. Luxury closed sales has only topped 400 in May and June of 2017 as well as May and June of 2018. August’s 561 closed sales was 21% higher than July and 54% higher than August 2019’s 364 sales.

For all price ranges in Orange County, closed sales in August were up by 12% over last year,

3,153 closed sales in 2020, the highest level since June 2017, compared to 2,824 in 2019. A deeper look reveals that the higher ranges are performing stronger than the entry level. For homes priced below \$750,000, year over year there were 189 fewer closed sales, 12% less. For homes priced between \$750,000 and \$1.25 million, there were 321 additional closed sales compared to last year, 37% higher. **And for the luxury range, over \$1.25 million, year over year there were 197 additional sales, an unbelievable 54% more.**

	YOY Sold Change	YOY % Change	YOY Demand Change	YOY % Change
\$0 - \$750k	-189	↓ -12%	+171	↑ +12%
\$750k - \$1.25m	+321	↑ +37%	+379	↑ +50%
\$1.25m+	+197	↑ +54%	+262	↑ +74%
Overall	+329	↑ +12%	+812	↑ +32%



Quite simply, there are more closed sales in the luxury range than ever before. The high end is firing on all cylinders and it is most likely a combination of Wall Street's return to record high levels, private banking relationships, and record low interest rates. It does not appear to be slowing, either. In looking at demand (the last 30-days of pending sales), there are 812 more pending sales than last year at this time, 32% extra. Luxury demand is up by an incredible 74%.

Not only is luxury outperforming any other time in terms of closed sales, it appears as if that trend will continue given the current velocity of demand. The Expected Market Time (the amount of time between hammering in the FOR-SALE sign to opening escrow) for homes priced between \$1.25 million and \$2 million is less than 60-days, a Hot Seller's Market, a super-sonic pace for this price range. It is at 97 days for homes priced between \$2 million and \$4 million. For homes priced above \$4 million, the Expected Market Time is 222 days. Yes, that is a lot slower than all other price ranges; however, it is far better than last year's level at 527 days.

A warning to luxury sellers: luxury may be hotter than ever, but it still is not as hot as the lower price ranges. Homes below \$1 million are experiencing the hottest activity with a mass number of showings, multiple offers, and very quick sales; however, it takes a bit longer to find success in the upper ranges with not as many showings and fewer multiple offer situations. Expecting instantaneous purchase offers is just not realistic.

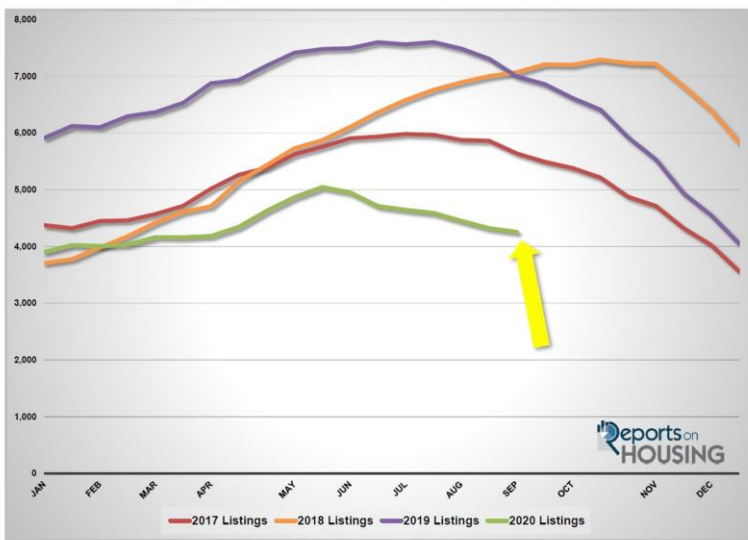
Active Listings: The current active inventory decreased by 2% in the last two weeks.

The active listing inventory shed 68 homes in the past two-weeks, down 2%, and now sits at 4,252, the lowest level for September since tracking began in 2004. The pace of the market has everything to do with that old economics 101 principle of supply and demand. When there is limited supply and plenty of demand, like today, the market favors sellers and home values appreciate rapidly. The current ultra-low active inventory levels are here to stay for the remainder of 2020, and it will continue to be the trend going into 2021.

COVID-19 is no longer suppressing homeowners from coming on the market. In August, there were 364 more homes compared to 2019, 11% extra. Yet, from May through June there were 27% fewer FOR-SALE signs compared to 2019, meaning 4,318 missing sellers. While August's 364 home helps make up the difference, there are still far fewer homeowners that have entered the fray in 2020 compared to last year, 13% fewer through August.

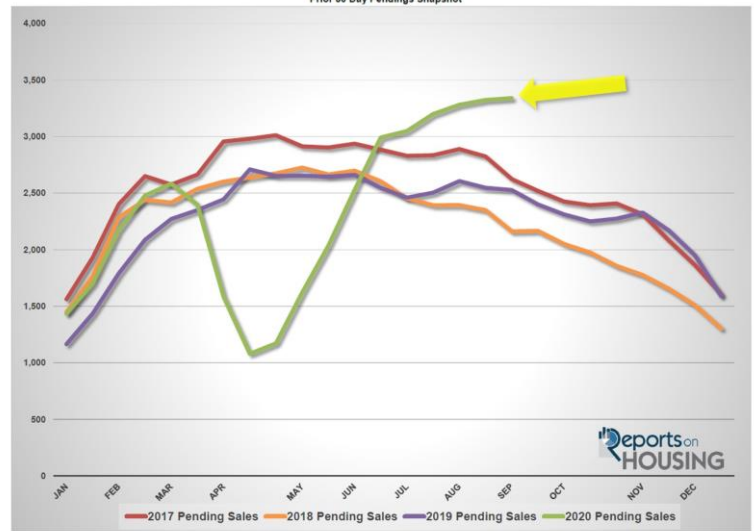
Last year at this time, there were 6,997 homes on the market, 2,745 additional homes, or 65% more. There were a lot more choices for buyers last year.

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot





Demand: Demand increased by 17 pending sales in the past two weeks.

Demand, the number of new pending sales over the prior month, increased from 3,323 to 3,340, an additional 17 pending sales, up 0.5% in two weeks. This is the highest demand reading since August 2012, eight years ago. When the kids go back to school, housing transitions to the Autumn Market. Typically, both the inventory and demand slowly drop. While the inventory has started to decline, demand has not yet softened. The low mortgage rate environment is continuing to instigate plenty of demand. It will eventually slow as housing moves deeper into the Autumn Market.

Last year, demand was at 2,528, that is 812 fewer pending sales compared to today, or 24% less.

In the past two-weeks the Expected Market Time dropped from 39 to 38 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 May 2013. Last year the Expected Market Time was at 83 days, much slower than today.

Luxury End: The luxury market continued to improve as the supply falls and demand rises.

In the past two-weeks, demand for homes above \$1.25 million increased by 27 pending sales, up 5%, and now totals 618. Luxury demand has improved unabated since April when it was at 140 pending sales, 77% less than today. The luxury home inventory shed 20 homes, a 1% drop, and now totals 1,637. With a 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 84 to 79 days in the past couple of weeks. The luxury market is getting hotter and hotter.

Year over year, luxury demand is up by 262 pending sales, or 74%, and the active luxury listing inventory is down by 719 homes, or 31%. The Expected Market Time last year was at 199 days, exceptionally 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 52 to 49 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 62 to 58 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 107 to 97 days. For homes priced above \$4 million, the Expected Market Time increased from 193 to 222 days. At 222 days, a seller would be looking at placing their home into escrow around **April 2021**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	27 Days	34%	47%	57 Days
O.C. \$750k-\$1m	28 Days	18%	25%	66 Days
O.C. \$1m-\$1.25m	39 Days	9%	9%	121 Days
O.C. \$1.25m-\$1.5m	49 Days	8%	6%	146 Days
O.C. \$1.5m-\$2m	58 Days	8%	5%	147 Days
O.C. \$2m-\$4m	97 Days	14%	6%	220 Days
O.C. \$4m+	222 Days	9%	1%	527 Days

Reports HOUSING



Orange County Housing Summary

- The active listing inventory decreased by 68 homes in the past two-weeks, down 2%, and now totals 4,252, its lowest level for August since tracking began in 2004. COVID-19 is not suppressing the inventory and in August, there were 11% more homes that came on the market compared to last year. Last year, there were 6,997 homes on the market, 2,745 additional homes, or 65% more.
- Demand, the number of pending sales over the prior month, increased by 17 pending sales in the past two-weeks, up 0.5%, and now totals 3,340, its highest level since August 2012. COVID-19 currently has no effect on demand. Last year, there were 2,528 pending sales, 24% fewer than today.
- The Expected Market Time for all of Orange County decreased from 39 days to 38, a Hot Seller's Market (less than 60 days). It was at 83 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 27 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 25% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 39 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 52 to 49 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 62 to 58 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 107 to 97 days. For luxury homes priced above \$4 million, the Expected Market Time increased from 193 to 222 days.
- The luxury end, all homes above \$1.25 million, accounts for 39% 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 5 foreclosures and 8 short sales available to purchase today in all of Orange County, 13 total distressed homes on the active market, down 2 from two-weeks ago. Last year there were 50 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
	9/3/2020	9/3/2020	9/3/2020	8/20/2020	8/6/2020	9/5/2019	9/6/2019	9/3/2020
Aliso Viejo	67	71	28	32	30	73	71	\$854k
Anaheim	142	164	26	27	29	48	72	\$633k
Anaheim Hills	56	91	18	23	29	58	80	\$1.3m
Brea	43	45	29	30	31	91	136	\$1.1m
Buena Park	45	73	18	14	22	45	69	\$672k
Corona Del Mar	126	27	140	125	154	279	248	\$5.3m
Costa Mesa	121	83	44	43	37	110	73	\$1.1m
Coto De Caza	52	33	47	40	38	139	171	\$2.6m
Cypress	20	40	15	15	25	62	61	\$739k
Dana Point	137	81	51	71	78	141	114	\$4.0m
Dove Canyon	9	7	39	48	23	144	110	\$1.2m
Foothill Ranch	14	17	25	25	39	62	71	\$732k
Fountain Valley	28	43	20	18	20	33	69	\$858k
Fullerton	100	139	22	22	22	43	64	\$860k
Garden Grove	77	101	23	19	21	49	67	\$684k
Huntington Beach	225	216	31	37	39	70	77	\$1.6m
Irvine	621	308	60	64	66	135	131	\$1.4m
La Habra	35	65	16	27	22	45	65	\$679k
La Palma	6	8	23	7	7	37	64	\$692k
Ladera Ranch	51	65	24	32	26	116	91	\$1.4m
Laguna Beach	206	45	137	139	128	223	324	\$4.9m
Laguna Hills	45	53	25	25	28	74	134	\$1.7m
Laguna Niguel	132	134	30	30	36	93	112	\$1.6m
Laguna Woods	228	75	91	89	103	97	103	\$329k
Lake Forest	64	74	26	27	28	59	96	\$796k
Los Alamitos	9	4	68	24	16	69	50	\$868k
Mission Viejo	118	134	26	22	23	64	84	\$835k
Newport Beach	279	125	67	72	83	172	172	\$3.9m
Newport Coast	73	22	100	92	93	193	612	\$6.5m
North Tustin	46	30	46	50	52	100	108	\$2.3m
Orange	110	137	24	24	24	60	78	\$1.1m
Placentia	38	47	24	39	25	47	76	\$768k
Portola Hills	15	10	45	18	20	41	60	\$708k
Rancho Mission Viejo	30	24	38	26	24	60	159	\$803k
Rancho Santa Marg.	51	72	21	18	17	55	78	\$588k
Rossmoor	15	22	20	32	51	52	63	\$1.7m
San Clemente	123	117	32	31	33	96	116	\$1.8m
San Juan	83	44	57	50	49	119	111	\$2.6m
Santa Ana	149	137	33	36	38	54	72	\$608k
Seal Beach	86	74	35	35	41	102	118	\$468k
Stanton	18	14	39	19	42	52	72	\$520k
Talega	21	34	19	14	24	154	81	\$1.1m
Tustin	89	74	36	33	34	63	79	\$908k
Villa Park	16	9	53	54	63	180	218	\$1.8m
Westminster	40	28	43	39	21	48	51	\$771k
Yorba Linda	117	99	35	36	34	76	117	\$1.6m
All of O.C.	4,252	3,340	38	39	41	83	98	\$1.8m



Attached Homes	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
	9/3/2020	9/3/2020	9/3/2020	8/20/2020	8/6/2020	9/5/2019	9/6/2019	9/3/2020
All of O.C.	1,647	1,287	38	40	42	76	91	\$790k
O.C. \$0-\$250k	131	48	82	61	54	71	86	\$193k
O.C. \$250k-\$500k	533	484	33	34	36	58	77	\$394k
O.C. \$500k-\$750k	463	527	26	28	31	76	81	\$624k
O.C. \$750k-\$1m	242	126	58	57	58	121	144	\$845k
O.C. \$1m+	278	102	82	99	122	171	199	\$2.1m

Current Actives Vacant: 33.7%

Detached Homes	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
	9/3/2020	9/3/2020	9/3/2020	8/20/2020	8/6/2020	9/5/2019	9/6/2019	9/3/2020
All of O.C.	2,605	2,053	38	39	40	87	103	\$2.5m
O.C. \$0-\$500k	31	30	31	43	29	38	58	\$418k
O.C. \$500k-\$750k	282	495	17	18	17	44	62	\$671k
O.C. \$750k-\$1m	530	704	23	23	24	58	83	\$885k
O.C. \$1m-\$1.25m	320	270	36	36	38	119	112	\$1.1m
O.C. \$1.25m-\$1.5m	287	185	47	45	42	143	116	\$1.4m
O.C. \$1.5m-\$2m	280	155	54	59	65	150	163	\$1.8m
O.C. \$2m-\$4m	532	166	96	108	110	216	257	\$2.9m
O.C. \$4m+	343	48	214	187	254	503	475	\$8.9m

Current Actives Vacant: 20.7%

All Homes	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
	9/3/2020	9/3/2020	9/3/2020	8/20/2020	8/6/2020	9/5/2019	9/6/2019	9/3/2020
All of O.C.	4,252	3,340	38	39	41	83	98	\$1.8m
O.C. \$0-\$500k	695	562	37	37	38	58	76	\$357k
O.C. \$500k-\$750k	745	1,022	22	23	24	56	69	\$642k
O.C. \$750k-\$1m	772	830	28	28	29	66	90	\$873k
O.C. \$1m-\$1.25m	403	308	39	40	42	121	113	\$1.1m
O.C. \$1.25m-\$1.5m	341	210	49	52	49	146	124	\$1.4m
O.C. \$1.5m-\$2m	334	173	58	62	68	147	174	\$1.8m
O.C. \$2m-\$4m	600	186	97	107	115	220	257	\$2.9m
O.C. \$4m+	362	49	222	193	262	527	449	\$8.7m

Current Actives Vacant: 25.9%

*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
	9/3/2020	9/3/2020	9/3/2020		9/3/2020	9/3/2020	9/3/2020
Aliso Viejo	67	0	0.0%	All of O.C.	1,647	5	0.3%
Anaheim	142	0	0.0%	O.C. \$0-\$250k	131	0	0.0%
Anaheim Hills	56	0	0.0%	O.C. \$250k-\$500k	533	5	0.9%
Brea	43	0	0.0%	O.C. \$500k-\$750k	463	0	0.0%
Buena Park	45	0	0.0%	O.C. \$750k-\$1m	242	0	0.0%
Corona Del Mar	126	0	0.0%	O.C. \$1m+	278	0	0.0%
Costa Mesa	121	1	0.8%	Detached			
Coto De Caza	52	0	0.0%	All of O.C.	2,605	8	0.3%
Cypress	20	0	0.0%	O.C. \$0k-\$500k	31	0	0.0%
Dana Point	137	0	0.0%	O.C. \$500k-\$750k	282	2	0.7%
Dove Canyon	9	0	0.0%	O.C. \$750k-\$1m	530	3	0.6%
Foothill Ranch	14	0	0.0%	O.C. \$1m-\$1.5m	320	0	0.0%
Fountain Valley	28	0	0.0%	O.C. \$1.25m-\$1.5m	287	0	0.0%
Fullerton	100	0	0.0%	O.C. \$1.5m-\$2m	280	0	0.0%
Garden Grove	77	0	0.0%	O.C. \$2m-\$4m	532	3	0.6%
Huntington Beach	225	0	0.0%	O.C. \$4m+	343	0	0.0%
Irvine	621	0	0.0%	All Homes			
La Habra	35	0	0.0%	All of O.C.	4,252	13	0.3%
La Palma	6	0	0.0%	O.C. \$0k-\$500k	695	5	0.7%
Ladera Ranch	51	0	0.0%	O.C. \$500k-\$750k	745	2	0.3%
Laguna Beach	206	1	0.5%	O.C. \$750k-\$1m	772	3	0.4%
Laguna Hills	45	0	0.0%	O.C. \$1m-\$1.25m	403	0	0.0%
Laguna Niguel	132	1	0.8%	O.C. \$1.25m-\$1.5m	341	0	0.0%
Laguna Woods	228	2	0.9%	O.C. \$1.5m-\$2m	334	0	0.0%
Lake Forest	64	0	0.0%	O.C. \$2m-\$4m	600	3	0.5%
Los Alamitos	9	0	0.0%	O.C. \$4m+	362	0	0.0%
Mission Viejo	118	1	0.8%	County High Shares - Account for 100%			
Newport Beach	279	1	0.4%	Portola Hills	15	1	6.7%
Newport Coast	73	0	0.0%	Santa Ana	149	2	1.3%
North Tustin	46	0	0.0%	San Juan	83	1	1.2%
Orange	110	0	0.0%	Laguna Woods	228	2	0.9%
Placentia	38	0	0.0%	Mission Viejo	118	1	0.8%
Portola Hills	15	1	6.7%	Costa Mesa	121	1	0.8%
Rancho Mission Viejo	30	0	0.0%	San Clemente	123	1	0.8%
Rancho Santa Marg.	51	0	0.0%	Laguna Niguel	132	1	0.8%
Rossmoor	15	0	0.0%	Laguna Beach	206	1	0.5%
San Clemente	123	1	0.8%	Newport Beach	279	1	0.4%
San Juan	83	1	1.2%	County Low Shares - No Distressed			
Santa Ana	149	2	1.3%	Aliso Viejo	Foothill Ranch	Lake Forest	Stanton
Seal Beach	86	0	0.0%	Anaheim	Fountain Valley	Los Alamitos	Talega
Stanton	18	0	0.0%	Anaheim Hills	Fullerton	Newport Coast	Tustin
Talega	21	0	0.0%	Brea	Garden Grove	North Tustin	Villa Park
Tustin	89	0	0.0%	Buena Park	Huntington Beach	Orange	Westminster
Villa Park	16	0	0.0%	Corona Del Mar	Irvine	Placentia	Yorba Linda
Westminster	40	0	0.0%	Coto De Caza	La Habra	Rancho Mission Viejo	
Yorba Linda	117	0	0.0%	Cypress	La Palma	Rancho Santa Marg.	
All of O.C.	4,252	13	0.3%	Dana Point	Ladera Ranch	Rossmoor	
Orange County Distressed Breakdown				Dove Canyon	Laguna Hills	Seal Beach	
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	5	7	21				
Total Short Sale	8	8	30				

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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
	9/3/2020	9/3/2020	9/3/2020	8/20/2020	8/6/2020	9/5/2019	9/6/2019
Los Angeles County	10,179	6,720	45	45	45	77	85
Orange County	4,252	3,340	38	39	41	83	98
Riverside County	4,278	4,232	30	30	38	92	106
San Bernardino County	2,542	3,083	25	25	28	87	89
San Diego County	4,225	3,938	32	31	31	72	85
Ventura County	852	690	37	35	39	50	77
SOCAL TOTALS	26,328	22,003	35	34	37	77	93

Distressed 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
	9/3/2020	9/3/2020	9/3/2020	8/20/2020	8/6/2020	9/5/2019	9/6/2019
Foreclosures and Short Sales							
Los Angeles County	71	47	45	47	37	62	56
Orange County	13	15	26	14	39	42	54
Riverside County	63	42	45	40	33	87	76
San Bernardino County	38	35	33	43	21	52	57
San Diego County	13	26	15	28	15	76	65
Ventura County	8	6	40	5	30	63	65
SOCAL TOTALS	206	171	34	29	29	64	62