



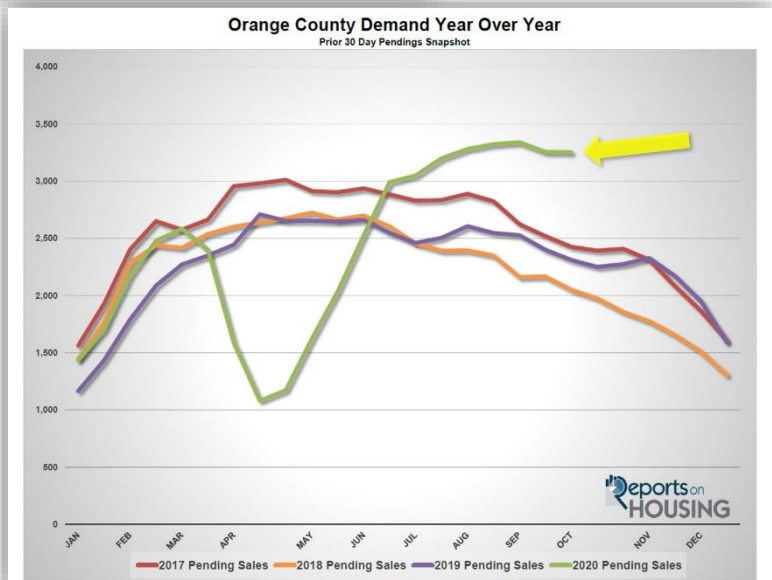
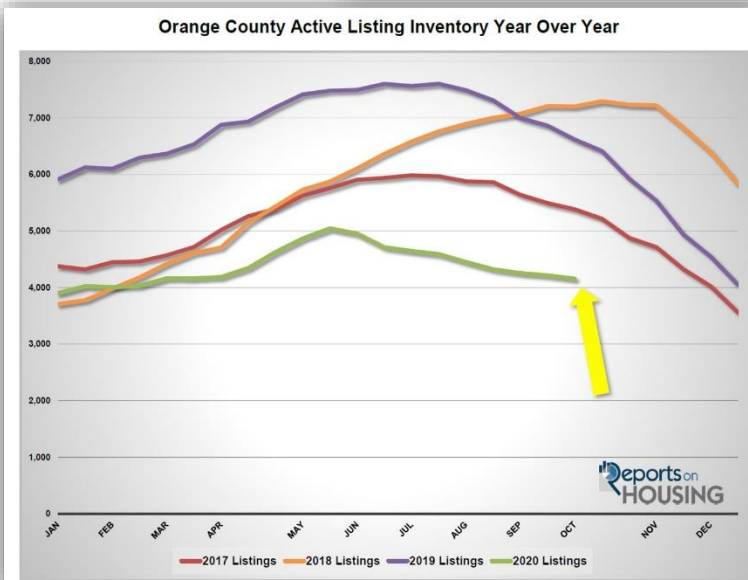
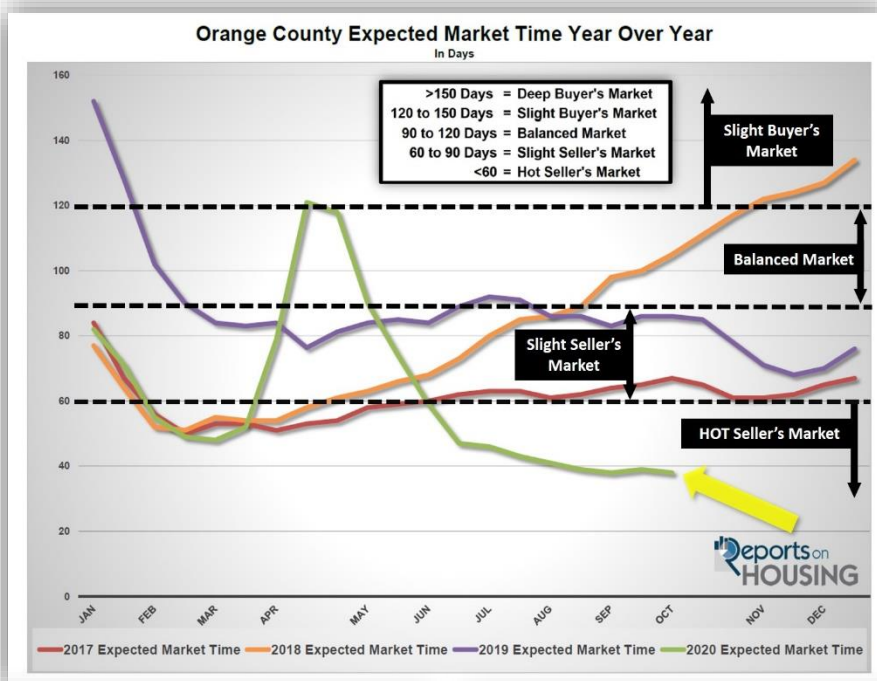
Orange County Housing Report: Powerful, Strong, Resilient

October 5, 2020

Regardless of the vantage point, housing is lining up favorably for both buyers and sellers as the market flexes its strength in starting the fourth quarter of 2020.

Expected Market Time - Beginning of October

2020	2019	2018	2017	2016	2015	2014	2013	2012
38 Days	86 Days	105 Days	67 Days	72 Days	85 Days	99 Days	81 Days	39 Days





Orange County Housing Summary

- The active listing inventory decreased by 60 homes in the past two-weeks, down 1%, and now totals 4,153, its lowest level for a start to October since tracking began in 2004. COVID-19 is not suppressing the inventory; in September there were 21% more homes that came on the market compared to last year. This trend evolved in August when there were 14% more homes year over year. Last year, there were 6,616 homes on the market, 2,463 additional homes, or 59% more.
- Demand, the number of pending sales over the prior month, decreased by 2 pending sales in the past two-weeks, nearly unchanged, and now totals 3,254. COVID-19 currently has no effect on demand. Record low rates are fueling today's exceptional demand. Last year, there were 2,311 pending sales, 29% 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 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 27 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 37 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 47 to 48 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 63 to 61 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 106 to 100 days. For luxury homes priced above \$4 million, the Expected Market Time increased from 234 to 315 days.
- The luxury end, all homes above \$1.25 million, accounts for 39% of the inventory and only 17% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.4% of all listings and 0.4% of demand. There are only 8 foreclosures and 8 short sales available to purchase today in all of Orange County, 16 total distressed homes on the active market, up 2 from two-weeks ago. Last year there were 54 total distressed homes on the market, more than today.
- There were 3,153 closed residential resales in August, 12% more than August 2019's 2,823 closed sales. August marked a 5% increase compared to July 2020. The sales to list price ratio was 98.8% for all of Orange County. Foreclosures accounted for just 0.2% of all closed sales, and short sales accounted for 0.2%. That means that 99.6% of all sales were good ol' fashioned sellers with equity.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	28 Days	34%	47%	56 Days
O.C. \$750k-\$1m	27 Days	18%	26%	75 Days
O.C. \$1m-\$1.25m	37 Days	9%	10%	101 Days
O.C. \$1.25m-\$1.5m	48 Days	8%	6%	121 Days
O.C. \$1.5m-\$2m	61 Days	8%	5%	171 Days
O.C. \$2m-\$4m	100 Days	14%	5%	332 Days
O.C. \$4m+	315 Days	9%	1%	557 Days