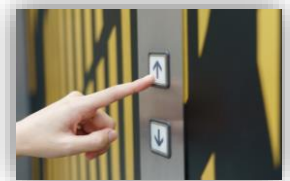




## Orange County Housing Report: Values Going Up

October 19, 2020

**The Orange County housing market will remain a Hot Seller's Market for the remainder of 2020 and into the New Year, paving the way for persistent appreciation.**



**Appreciation: With strong demand and an incredibly low inventory, the market will continue to lean heavily in favor of sellers, resulting in home values rising.**

One of the most popular toy fads of the 1980's was the Cabbage Patch Doll. The dolls were a "must have" for Christmas. Eager parents flocked to stores only to be met with empty shelves. Tactical shoppers knew when shipments would arrive and would be the first in line to purchase as soon as the dolls were unloaded from the truck. It was common for people to offer \$100 or more in the parking lot for a Cabbage Patch Doll that was still in the shopping cart in route to the family car. They retailed for \$30. Why would someone pay over three times the original price for a doll? It was simple supply and demand. Coleco could not manufacture and ship enough dolls to match the unquenchable demand. As a result, retailers charged more for the dolls suggested MSRP and prices went up.

When there is a scarcity of something popular for sale, the price goes up. More people are desirous of a good than the number of goods available. If that sounds familiar, it is from the echoing lecture halls of Econ 101. It is basic supply and demand. When very little supply is matched with unbelievably strong demand, prices go up. That is precisely what is occurring in the housing market today.

There is a scarcity of homes for sale. Multiple offers are the norm. It is not uncommon to hear that 15 offers are generated on a home that just hit the market. When this occurs, a bidding war ensues. It is as if a mini auction occurs. The highest and best offer wins and 14 buyers must go back to the drawing board and continue their search for a home. More buyers are desirous of homes than the number of homes available. As a result, home values have been on the rise since June. That is when the Expected Market Time (the time between pounding in the FOR-SALE sign to opening escrow) first dropped below 60-day threshold, a Hot Seller's Market.

The Expected Market Time is the speed of the market. The lower the Expected Market Time, the faster the market. It takes into consideration both the current inventory of homes available to purchase and buyers demand to pull the trigger and buy a home (the last 30-days of pending sales). Today, it sits at 40 days, far below the 60-day threshold that indicates a Hot Seller's Market, a market where sellers get to call the shots and values are on the rise.

In order to arrive at 40-days, it takes a low supply and strong demand. Today's active listing inventory is at 4,173 homes, its lowest level for this time of the year since 2012. Today's demand is at 3,153, just eclipsing the 2012 mark for this time of year. The last time it was a Hot Seller's Market, less than 60-days, was back in 2012 when it reached 39 days.

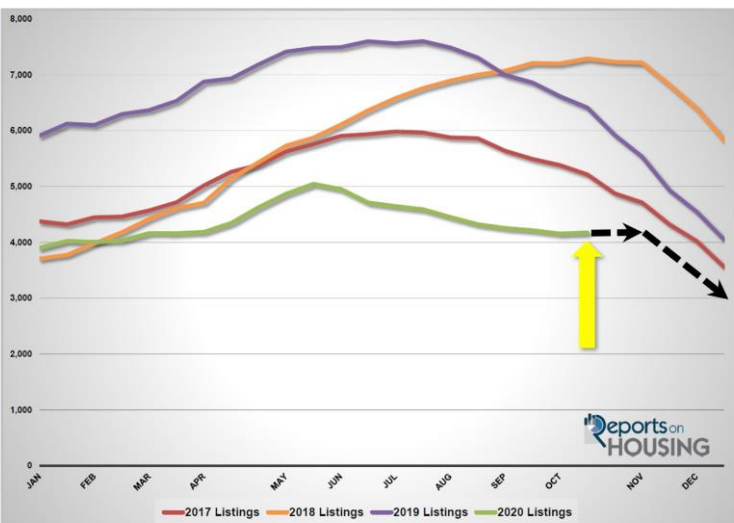
It was a Slight Seller's Market, between 60 and 90 days, last year, that is when sellers still get to call more of the shots, but there are fewer multiple offers, it takes longer to sell, and values are not changing much at all. There were 54% more homes available and demand was down by 29% compared to today. When there is more supply and less demand, the rate of appreciation drops considerably.

Hottest Market Since 2012									
	2020	2019	2018	2017	2016	2015	2014	2013	2012
Current Actives	4,173	6,412	7,292	5,215	6,337	6,509	7,174	6,333	4,043
Demand (Last 30 Days Pendings)	3,153	2,251	1,974	2,393	2,480	2,333	2,215	2,310	3,145
Expected Market Time	40 Days	85 Days	110 Days	65 Days	77 Days	84 Days	97 Days	82 Days	39 Days



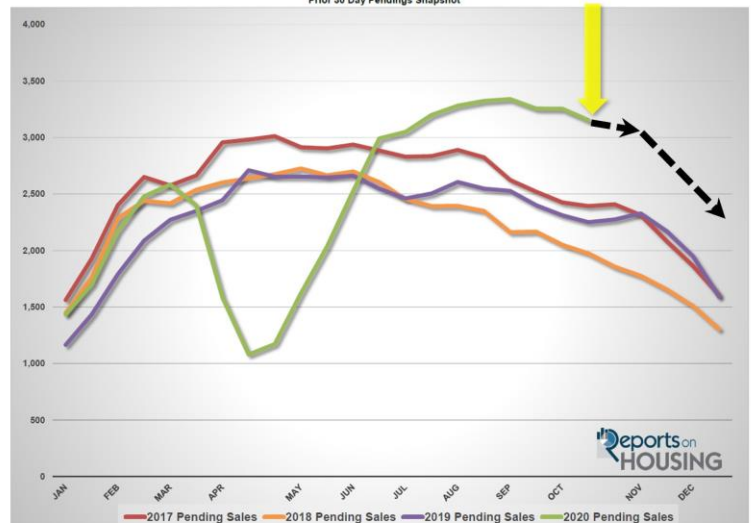
In order for the market to remain hot for the remainder of the year, the supply must continue to be limited and demand must remain elevated. The active inventory will not change much from now through Thanksgiving. Typically, it is dropping at this time of the year, but there are currently more homes coming on the market than what is normal, resulting in a steady number of homes available. In September, there were 24% additional homes placed on the market compared to last year. It appears as if that trend will continue until the week prior to Thanksgiving. Thanksgiving marks the beginning of the Holiday Market. That is when fewer homeowners enter the fray and many unsuccessful, often overpriced, sellers pull their homes off of the market for the holidays and winter season, cyclically the slowest time of the year for real estate. By the end of 2020, there will be around 3,000 homes on the market, very similar to the end to 2012. That will result in a very low level to start 2021 and may break the 2013 record low of 3,161 homes.

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot



Current demand will remain elevated and strong from now through Thanksgiving. That is typical for this time of the year, but is quite remarkable given that its current level far surpasses recent years. Similar to the active listing inventory, demand will begin its annual drop the week prior to Thanksgiving, the start to the Holiday Market. That is when many buyers will place home shopping on hold in order to enjoy the holiday season. Buyer activity will continue to slow and reach its lowest level of the year upon ushering in 2021. By the end of 2020, demand will drop to around 2,250 pending sales, its strongest reading since 2012.

Intuitively, many will think that the drop in demand will mean that the market will slow considerably, but that is not the case. Remember, the supply, the number of available homes, will be dropping at a considerable rate as well. Based upon the projections of 3,000 active listings available at the end of the year and demand at 2,250 pending sales, the Expected Market Time would be 40 days, identical to today. For buyers still actively looking for a home to purchase at the end of December, the fast-paced feel of the current market with multiple offers and bidding wars will be no different even in the midst of celebrating all of the end of year holiday festivities.

More people are desirous of a good than the number of goods available. That adequately describes the housing market for the remainder of the year and into 2021. Buyers will be willing to stretch the price a bit in order to find success, resulting in steady appreciation for the foreseeable future.

**Active Listings: The current active inventory increased by 20 homes in the past 2 weeks, almost unchanged.**

The active listing inventory increased by 20 homes in the past two-weeks, almost unchanged, and now sits at 4,173. In comparing mid-October to prior years, it is the lowest levels since 2012. Typically, the active inventory is slowly dropping during this time of the year when fewer homes come on the market now that the end of the year is fast approaching. In the



past 4 weeks, inventory has dropped an average of 6% in the past five years. This year it only dropped by 1%. This is due to more homes coming on the market. In September, 24% more homes were placed on the market compared to 2019.

Expect the active listing inventory to remain elevated until the week prior to Thanksgiving. It will drop from that point through ringing in the New Year. That is when fewer homes will come on the market and many unsuccessful sellers will pull their homes off the market in order to enjoy the holiday season.

Last year at this time, there were 6,412 homes on the market, 2,239 additional homes, or 54% more. There were a lot more choices for buyers last year.

### Demand: Demand decreased by 3% in the past two weeks.

Demand, the number of new pending sales over the prior month, decreased from 3,254 to 3,153, shedding 101 pending sales, down 3%. This is still the highest mid-October level since 2009 when it totaled 3,197, almost identical to today. According to Freddie Mac's weekly Primary Mortgage Market Survey®, October 15<sup>th</sup> reached another record low for the 30-year fixed, 2.81%, its tenth record low this year. The current low mortgage rate environment will continue to instigate demand.

Expect demand to remain elevated until the week prior to Thanksgiving, the start to the Holiday/Winter Market. At that point, many buyers will sideline their home search efforts for a while as they enjoy the holidays. Demand will continue to drop until it records its lowest level upon celebrating the arrival to 2021. Nonetheless, demand will remain elevated compared to recent years.

Last year, demand was at 2,251, that is 902 fewer pending sales compared to today, or 29% less.

In the past two-weeks the Expected Market Time increased from 38 to 40 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. Last year the Expected Market Time was at 85 days, much slower than today.

### Luxury End: The luxury market cooled slightly.

In the past two-weeks, demand for homes above \$1.25 million decreased by 5 pending sales, down 1%, and now totals 569. Luxury did not cool as swiftly as the lower ranges. The luxury home increased by 21 homes, a 1% rise, and now totals 1,617. With an increase in the supply and slight fall in demand, the overall Expected Market Time for homes priced above \$1.25 million increased from 83 to 85 days in the past couple of weeks. That is still a hot market for luxury.

Year over year, luxury demand is up by 280 pending sales, or 97%, and the active luxury listing inventory is down by 601 homes, or 27%. The Expected Market Time last year was at 230 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 increased from 48 to 55 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time remained unchanged at 61 days. For homes priced between \$2 million and \$4 million, the Expected Market Time increased from 100 to 109 days. For homes priced above \$4 million, the Expected Market Time decreased from 315 to 194 days. At 194 days, a seller would be looking at placing their home into escrow around **May 2021**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	29 Days	34%	47%	56 Days
O.C. \$750k-\$1m	27 Days	18%	26%	70 Days
O.C. \$1m-\$1.25m	42 Days	10%	9%	109 Days
O.C. \$1.25m-\$1.5m	55 Days	8%	6%	118 Days
O.C. \$1.5m-\$2m	61 Days	8%	5%	200 Days
O.C. \$2m-\$4m	109 Days	14%	5%	316 Days
O.C. \$4m+	194 Days	9%	1%	619 Days



## Orange County Housing Summary

- The active listing inventory increased by 20 homes in the past two-weeks, nearly unchanged, and now totals 4,173, its lowest level for mid-October since 2012. 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 and continues to this day. Last year, there were 6,412 homes on the market, 2,239 additional homes, or 54% more.
- Demand, the number of pending sales over the prior month, decreased by 101 pending sales in the past two-weeks, down 3%, and now totals 3,153. COVID-19 currently has no effect on demand. Record low rates are fueling today's exceptional demand. Last year, there were 2,251 pending sales, 29% fewer than today.
- The Expected Market Time for all of Orange County increased from 38 days to 40, a Hot Seller's Market (less than 60 days). It was at 85 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 29 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 42 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 48 to 55 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time remained unchanged at 61 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time increased from 100 to 109 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 315 to 194 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 0.5% of all listings and 0.4% of demand. There are only 12 foreclosures and 7 short sales available to purchase today in all of Orange County, 19 total distressed homes on the active market, up 3 from two-weeks ago. Last year there were 55 total distressed homes on the market, more than today.
- There were 3,336 closed residential resales in September, 30% more than August 2019's 2,564 closed sales. September marked a 6% increase compared to August 2020. The sales to list price ratio was 98.4% for all of Orange County. Foreclosures accounted for just 0.1% of all closed sales, and short sales accounted for 0.1%. That means that 99.8% 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
	10/15/2020	10/15/2020	10/15/2020	10/1/2020	9/17/2020	10/17/2019	10/18/2019	10/15/2020
Aliso Viejo	69	92	23	24	38	48	118	\$778k
Anaheim	129	157	25	19	25	49	73	\$627k
Anaheim Hills	64	59	33	31	26	80	96	\$1.3m
Brea	40	28	43	23	23	72	100	\$945k
Buena Park	47	53	27	22	21	46	84	\$713k
Corona Del Mar	127	21	181	173	132	324	202	\$5.6m
Costa Mesa	113	83	41	40	48	85	79	\$1.1m
Coto De Caza	47	29	49	48	56	166	195	\$2.8m
Cypress	26	42	19	21	16	45	78	\$789k
Dana Point	150	53	85	85	54	142	139	\$4.1m
Dove Canyon	12	11	33	70	27	240	135	\$1.3m
Foothill Ranch	13	12	33	51	30	109	84	\$641k
Fountain Valley	30	39	23	14	18	29	51	\$902k
Fullerton	84	136	19	25	24	64	103	\$894k
Garden Grove	66	102	19	20	23	36	69	\$717k
Huntington Beach	233	180	39	32	27	76	96	\$1.4m
Irvine	616	284	65	60	61	127	127	\$1.5m
La Habra	38	65	18	18	17	42	85	\$789k
La Palma	4	9	13	7	13	45	75	\$974k
Ladera Ranch	51	60	26	22	25	82	117	\$1.4m
Laguna Beach	176	51	104	111	119	314	373	\$4.9m
Laguna Hills	51	53	29	31	35	66	109	\$1.6m
Laguna Niguel	122	101	36	34	33	87	127	\$1.5m
Laguna Woods	203	98	62	80	89	121	134	\$332k
Lake Forest	69	84	25	24	31	41	79	\$824k
Los Alamitos	10	7	43	34	40	75	190	\$1.1m
Mission Viejo	118	162	22	26	26	62	98	\$817k
Newport Beach	263	107	74	77	79	178	256	\$4.1m
Newport Coast	73	18	122	185	98	696	208	\$7.0m
North Tustin	41	38	32	29	36	76	182	\$2.3m
Orange	123	129	29	23	21	54	77	\$1.2m
Placentia	40	49	24	32	31	54	104	\$787k
Portola Hills	0	10	0	44	28	150	73	\$665k
Rancho Mission Viejo	25	31	24	24	28	81	180	\$877k
Rancho Santa Marg.	42	61	21	19	17	32	90	\$583k
Rossmoor	10	9	33	21	19	50	188	\$1.6m
San Clemente	125	91	41	40	39	152	131	\$1.9m
San Juan	87	47	56	59	65	183	95	\$2.7m
Santa Ana	160	108	44	43	37	61	84	\$614k
Seal Beach	71	53	40	35	34	78	130	\$438k
Stanton	18	26	21	43	23	53	69	\$576k
Talega	10	23	13	24	18	160	115	\$1.3m
Tustin	99	84	35	30	35	52	124	\$888k
Villa Park	25	4	188	70	90	90	83	\$1.7m
Westminster	37	40	28	28	22	64	107	\$757k
Yorba Linda	122	110	33	36	40	95	106	\$1.4m
All of O.C.	4,173	3,153	40	38	39	85	111	\$1.9m



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
	10/15/2020	10/15/2020	10/15/2020	10/1/2020	9/17/2020	10/17/2019	10/18/2019	10/15/2020
All of O.C.	1,588	1,215	39	38	37	75	104	\$797k
O.C. \$0-\$250k	108	80	41	50	77	76	99	\$176k
O.C. \$250k-\$500k	505	477	32	33	33	58	88	\$392k
O.C. \$500k-\$750k	475	455	31	27	25	71	100	\$620k
O.C. \$750k-\$1m	228	119	57	51	49	105	131	\$854k
O.C. \$1m+	272	84	97	93	86	198	243	\$2.1m

Current Actives Vacant: 36.0%

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
	10/15/2020	10/15/2020	10/15/2020	10/1/2020	9/17/2020	10/17/2019	10/18/2019	10/15/2020
All of O.C.	2,585	1,938	40	39	40	92	114	\$2.5m
O.C. \$0-\$500k	32	21	46	29	18	97	56	\$412k
O.C. \$500k-\$750k	294	442	20	19	18	41	68	\$664k
O.C. \$750k-\$1m	509	701	22	23	23	64	93	\$881k
O.C. \$1m-\$1.25m	333	260	38	34	42	102	119	\$1.1m
O.C. \$1.25m-\$1.5m	283	171	50	43	45	112	149	\$1.4m
O.C. \$1.5m-\$2m	282	148	57	58	58	211	193	\$1.8m
O.C. \$2m-\$4m	511	144	106	96	101	323	362	\$2.9m
O.C. \$4m+	341	51	201	310	233	626	467	\$9.1m

Current Actives Vacant: 20.4%

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
	10/15/2020	10/15/2020	10/15/2020	10/1/2020	9/17/2020	10/17/2019	10/18/2019	10/15/2020
All of O.C.	4,173	3,153	40	38	39	85	111	\$1.9m
O.C. \$0-\$500k	645	578	33	35	36	62	87	\$357k
O.C. \$500k-\$750k	769	897	26	23	22	52	79	\$637k
O.C. \$750k-\$1m	737	820	27	27	28	70	99	\$873k
O.C. \$1m-\$1.25m	405	289	42	37	44	109	124	\$1.1m
O.C. \$1.25m-\$1.5m	348	191	55	48	47	118	152	\$1.4m
O.C. \$1.5m-\$2m	333	164	61	61	63	200	207	\$1.8m
O.C. \$2m-\$4m	580	159	109	100	106	316	368	\$2.9m
O.C. \$4m+	356	55	194	315	234	619	463	\$9.0m

Current Actives Vacant: 26.5%

\*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 Sep 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 Sep 2019
Aliso Viejo	67	\$639,386	\$645,258	99.1%	\$339k	\$1.4m	1,499	\$426	61
Anaheim	169	\$622,494	\$617,637	100.8%	\$318k	\$1.6m	1,541	\$404	130
Anaheim Hills	91	\$852,296	\$848,161	100.5%	\$475k	\$2.3m	2,143	\$398	60
Brea	47	\$807,532	\$802,031	100.7%	\$350k	\$1.9m	2,027	\$398	54
Buena Park	78	\$667,847	\$659,544	101.3%	\$380k	\$1.2m	1,579	\$423	46
Corona Del Mar	32	\$3,938,798	\$4,157,934	94.7%	\$890k	\$21.3m	2,869	\$1,373	21
Costa Mesa	92	\$947,451	\$949,592	99.8%	\$300k	\$2.1m	1,734	\$546	74
Coto De Caza	35	\$1,492,586	\$1,517,904	98.3%	\$549k	\$3.4m	3,791	\$394	20
Cypress	43	\$786,221	\$775,562	101.4%	\$355k	\$1.3m	1,871	\$420	30
Dana Point	85	\$1,676,876	\$1,749,298	95.9%	\$345k	\$9.4m	2,225	\$754	42
Dove Canyon	7	\$970,371	\$957,000	101.4%	\$795k	\$1.2m	2,675	\$363	4
Foothill Ranch	20	\$578,882	\$584,341	99.1%	\$325k	\$889k	1,403	\$413	10
Fountain Valley	33	\$897,608	\$897,039	100.1%	\$323k	\$1.8m	2,027	\$443	33
Fullerton	142	\$810,176	\$820,204	98.8%	\$233k	\$2.9m	1,923	\$421	114
Garden Grove	105	\$619,385	\$613,719	100.9%	\$285k	\$1.0m	1,448	\$428	78
Huntington Beach	197	\$1,028,003	\$1,044,984	98.4%	\$345k	\$4.2m	1,843	\$558	191
Irvine	311	\$1,049,902	\$1,069,296	98.2%	\$295k	\$7.9m	2,055	\$511	203
La Habra	48	\$634,448	\$632,289	100.3%	\$305k	\$1.2m	1,537	\$413	47
La Palma	8	\$795,375	\$788,225	100.9%	\$548k	\$910k	2,001	\$397	11
Ladera Ranch	66	\$1,090,474	\$1,102,268	98.9%	\$417k	\$3.9m	2,592	\$421	40
Laguna Beach	61	\$2,837,466	\$2,963,593	95.7%	\$580k	\$10.7m	2,376	\$1,194	42
Laguna Hills	51	\$875,165	\$883,155	99.1%	\$310k	\$2.4m	2,113	\$414	39
Laguna Niguel	131	\$1,107,591	\$1,123,094	98.6%	\$372k	\$9.2m	2,242	\$494	90
Laguna Woods	62	\$353,082	\$359,570	98.2%	\$9k	\$859k	1,167	\$303	61
Lake Forest	79	\$709,045	\$707,384	100.2%	\$305k	\$1.5m	1,728	\$410	52
Los Alamitos	9	\$754,476	\$740,486	101.9%	\$499k	\$888k	1,439	\$524	12
Mission Viejo	159	\$788,223	\$789,168	99.9%	\$264k	\$3.8m	1,901	\$415	122
Newport Beach	118	\$2,493,101	\$2,581,583	96.6%	\$558k	\$11.8m	2,583	\$965	74
Newport Coast	22	\$3,812,909	\$4,073,364	93.6%	\$960k	\$10.5m	3,867	\$986	14
North Tustin	30	\$1,524,085	\$1,553,173	98.1%	\$875k	\$2.9m	3,282	\$464	29
Orange	146	\$784,741	\$788,125	99.6%	\$269k	\$2.3m	1,913	\$410	107
Placentia	42	\$715,415	\$711,126	100.6%	\$340k	\$1.2m	1,888	\$379	42
Portola Hills	13	\$757,600	\$760,661	99.6%	\$454k	\$1.4m	1,895	\$400	11
Rancho Mission Viejo	30	\$868,612	\$881,053	98.6%	\$550k	\$1.4m	2,096	\$414	19
Rancho Santa Marg.	68	\$566,540	\$565,848	100.1%	\$297k	\$1.3m	1,312	\$432	58
Rosmoor	17	\$1,375,612	\$1,394,459	98.6%	\$985k	\$2.5m	2,585	\$532	10
San Clemente	128	\$1,157,813	\$1,179,925	98.1%	\$331k	\$4.9m	2,357	\$491	78
San Juan	43	\$1,117,902	\$1,137,240	98.3%	\$285k	\$4.0m	2,648	\$422	33
Santa Ana	112	\$615,889	\$613,720	100.4%	\$235k	\$1.4m	1,448	\$425	116
Seal Beach	62	\$516,137	\$520,322	99.2%	\$150k	\$2.6m	1,272	\$406	47
Stanton	12	\$491,000	\$485,049	101.2%	\$355k	\$642k	1,140	\$431	18
Talega	35	\$1,126,009	\$1,129,882	99.7%	\$525k	\$2.0m	2,975	\$378	15
Tustin	74	\$792,471	\$792,249	100.0%	\$156k	\$1.7m	1,824	\$434	50
Villa Park	8	\$1,550,313	\$1,575,750	98.4%	\$1.1m	\$3.2m	3,655	\$424	6
Westminster	24	\$733,167	\$728,283	100.7%	\$580k	\$896k	1,601	\$458	32
Yorba Linda	97	\$973,966	\$980,161	99.4%	\$380k	\$2.7m	2,350	\$414	69
All of O.C.	3,336	\$1,022,340	\$1,039,316	98.4%	\$9k	\$21.3m	1,978	\$517	2,564
O.C. \$0-\$500k	517	\$386,316	\$388,281	99.5%	\$9k	\$500k	992	\$389	531
O.C. \$500k-\$750k	1,030	\$639,580	\$638,173	100.2%	\$501k	\$750k	1,441	\$444	896
O.C. \$750k-\$1m	845	\$862,647	\$860,990	100.2%	\$751k	\$1.0m	1,988	\$434	601
O.C. \$1m-\$1.25m	331	\$1,118,781	\$1,132,859	98.8%	\$1.0m	\$1.3m	2,528	\$442	188
O.C. \$1.25m-\$1.5m	203	\$1,361,253	\$1,377,462	98.8%	\$1.3m	\$1.5m	2,929	\$465	108
O.C. \$1.5m-\$2m	169	\$1,726,734	\$1,762,069	98.0%	\$1.5m	\$2.0m	3,154	\$548	100
O.C. \$2m-4m	182	\$2,720,393	\$2,825,766	96.3%	\$2.0m	\$4.0m	3,695	\$736	114
O.C. \$4m+	59	\$6,601,996	\$7,031,929	93.9%	\$4.1m	\$21.3m	4,846	\$1,362	26

\*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
	10/15/2020	10/15/2020	10/15/2020		10/15/2020	10/15/2020	10/15/2020
Aliso Viejo	69	0	0.0%	All of O.C.	1,588	8	0.5%
Anaheim	129	1	0.8%	O.C. \$0-\$250k	108	0	0.0%
Anaheim Hills	64	0	0.0%	O.C. \$250k-\$500k	505	6	1.2%
Brea	40	0	0.0%	O.C. \$500k-\$750k	475	1	0.2%
Buena Park	47	0	0.0%	O.C. \$750k-\$1m	228	0	0.0%
Corona Del Mar	127	0	0.0%	O.C. \$1m+	272	1	0.4%
Costa Mesa	113	1	0.9%	<b>Detached</b>			
Coto De Caza	47	0	0.0%	All of O.C.	2,585	12	0.5%
Cypress	26	0	0.0%	O.C. \$0k-\$500k	32	0	0.0%
Dana Point	150	0	0.0%	O.C. \$500k-\$750k	294	1	0.3%
Dove Canyon	12	0	0.0%	O.C. \$750k-\$1m	509	2	0.4%
Foothill Ranch	13	0	0.0%	O.C. \$1m-\$1.5m	333	1	0.3%
Fountain Valley	30	0	0.0%	O.C. \$1.25m-\$1.5m	283	4	1.4%
Fullerton	84	0	0.0%	O.C. \$1.5m-\$2m	282	0	0.0%
Garden Grove	66	0	0.0%	O.C. \$2m-\$4m	511	3	0.6%
Huntington Beach	233	3	1.3%	O.C. \$4m+	341	1	0.3%
Irvine	616	2	0.3%	<b>All Homes</b>			
La Habra	38	0	0.0%	All of O.C.	4,173	20	0.5%
La Palma	4	0	0.0%	O.C. \$0k-\$500k	645	6	0.9%
Ladera Ranch	51	0	0.0%	O.C. \$500k-\$750k	769	2	0.3%
Laguna Beach	176	1	0.6%	O.C. \$750k-\$1m	737	2	0.3%
Laguna Hills	51	0	0.0%	O.C. \$1m-\$1.25m	405	2	0.5%
Laguna Niguel	122	0	0.0%	O.C. \$1.25m-\$1.5m	348	4	1.1%
Laguna Woods	203	2	1.0%	O.C. \$1.5m-\$2m	333	0	0.0%
Lake Forest	69	0	0.0%	O.C. \$2m-\$4m	580	3	0.5%
Los Alamitos	10	0	0.0%	O.C. \$4m+	356	1	0.3%
Mission Viejo	118	0	0.0%	<b>County High Shares - Account for 80%</b>			
Newport Beach	263	2	0.8%	Westminster	37	1	2.7%
Newport Coast	73	1	1.4%	Tustin	99	2	2.0%
North Tustin	41	0	0.0%	Newport Coast	73	1	1.4%
Orange	123	0	0.0%	Huntington Beach	233	3	1.3%
Placentia	40	0	0.0%	Laguna Woods	203	2	1.0%
Portola Hills	0	1	-	Costa Mesa	113	1	0.9%
Rancho Mission Viejo	25	0	0.0%	Yorba Linda	122	1	0.8%
Rancho Santa Marg.	42	0	0.0%	Anaheim	129	1	0.8%
Rossmoor	10	0	0.0%	Newport Beach	263	2	0.8%
San Clemente	125	0	0.0%	Santa Ana	160	1	0.6%
San Juan	87	0	0.0%	<b>County Low Shares - No Distressed</b>			
Santa Ana	160	1	0.6%	Aliso Viejo	Fountain V	Mission Viejo	Stanton
Seal Beach	71	0	0.0%	Anaheim Hills	Fullerton	North Tustin	Talega
Stanton	18	0	0.0%	Brea	Garden Gro	Orange	Villa Park
Talega	10	0	0.0%	Buena Park	La Habra	Placentia	
Tustin	99	2	2.0%	Corona Del Mar	La Palma	Rancho Mission Viejo	
Villa Park	25	0	0.0%	Coto De Caza	Ladera Ran	Rancho Santa Marg.	
Westminster	37	1	2.7%	Cypress	Laguna Hill	Rossmoor	
Yorba Linda	122	1	0.8%	Dana Point	Laguna Nig	San Clemente	
All of O.C.	4,173	20	0.5%	Dove Canyon	Lake Forest	San Juan	
<b>Orange County Distressed Breakdown</b>				Foothill Ranch	Los Alamitc	Seal Beach	
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	12	4	90				
Total Short Sale	7	9	23				

\*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
	10/15/2020	10/15/2020	10/15/2020	10/1/2020	9/17/2020	10/17/2019	10/18/2019
Los Angeles County	10,846	6,705	49	48	48	77	100
Orange County	4,173	3,153	40	38	39	85	111
Riverside County	4,370	4,097	32	32	31	95	124
San Bernardino County	2,626	2,781	28	27	26	89	104
San Diego County	3,976	3,639	33	33	33	73	97
Ventura County	870	655	40	38	38	57	81
<b>SOCAL TOTALS</b>	<b>26,861</b>	<b>21,030</b>	<b>37</b>	<b>36</b>	<b>36</b>	<b>79</b>	<b>107</b>

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
	10/15/2020	10/15/2020	10/15/2020	10/1/2020	9/17/2020	10/17/2019	10/18/2019
<b>Foreclosures and Short Sales</b>							
Los Angeles County	54	46	35	29	40	64	61
Orange County	19	13	44	37	28	66	72
Riverside County	49	45	33	40	28	70	57
San Bernardino County	28	30	28	43	30	57	91
San Diego County	27	20	41	51	18	79	63
Ventura County	3	4	23	24	30	20	55
<b>SOCAL TOTALS</b>	<b>180</b>	<b>158</b>	<b>34</b>	<b>29</b>	<b>34</b>	<b>59</b>	<b>69</b>