



Orange County Housing Report: A 2021 Forecast

December 28, 2020

HAPPY NEW YEAR!!! Now, what does that mean for Orange County real estate? First, let us look back at what happened in 2020 in terms of the inventory, demand, luxury properties, and the Expected Market Time.



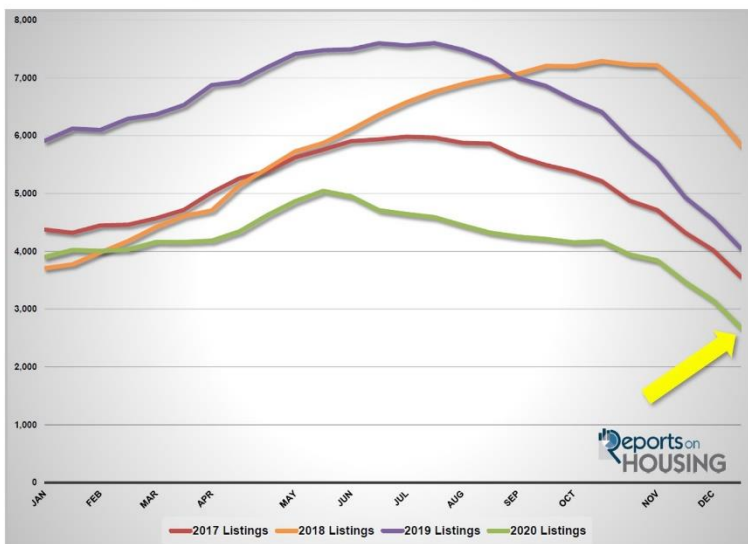
Active Inventory: After starting the year with very few available homes to purchase, the inventory only grew slightly, plunging to unbelievably low levels during the second half of the year.

The year started with an active inventory of 3,692 homes, only the third time it dropped below the 4,000-home threshold to start a year since 2004. Typically, the inventory continuously climbs until peaking between July and August, but not this year. After adding only 1,352 homes, it peaked at the end of May at 5,044 homes, its lowest peak since reporting began in 2004. The average peak since 2004 is 7,241.

COVID-19 suppressed the inventory in Orange County. Many homeowners simply did not want to place their homes on the market amid a pandemic. From March through June, there were 4,655 fewer home placed on the market compared to the five-year average, 29% less. The Coronavirus lost its grip on preventing homes from coming on the market from July through November. In those five months, there were 1,694 additional homes that came on the market compared to the five-year average, an extra 11%. Nonetheless, from January through November, there were still 3,150 overall missing FOR-SALE signs, 8% fewer than the five-year average.

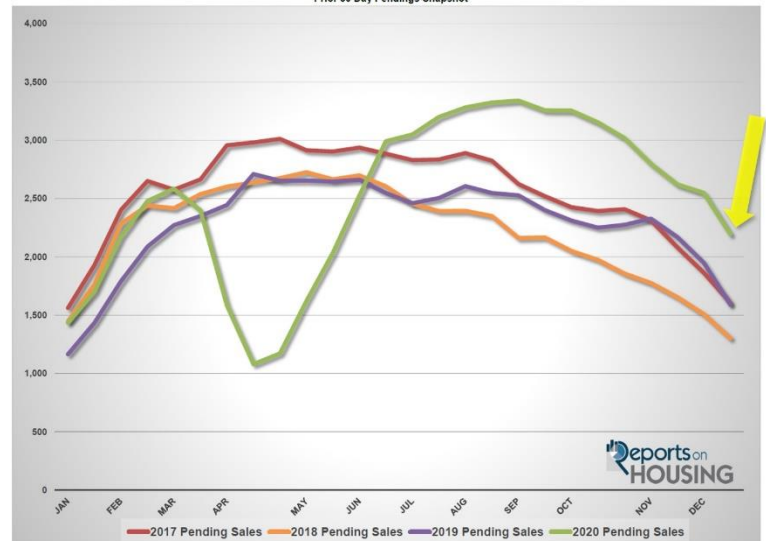
With fewer homes coming on the market during Q1 and 2 and soaring demand (prior 30-days of new escrows), the active listing inventory dropped from the end of May through year's end, shedding 2,369 homes, or 47%. It dropped below 4,000 homes in October for the first time since February 2018, and then dropped below 3,161, the lowest level since tracking began in 2004, which occurred on January 1, 2013. But it did not stop there. In the past two-weeks, the inventory plunged an additional 477 homes, or 15%, its largest drop of the year. Today it sits at 2,675 homes, an unprecedented, low level of homes to start 2021. There were 51% more homes on the market last year at this time, an additional 1,374 homes.

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot



The “supply problem” that everybody talks about is actually due to heightened demand fueled by historically low mortgage rates. The number of available homes to purchase is at record low levels because demand is at its highest level since



2012. Just about everything that comes on the market has made its way into escrow, eating away at the active inventory. That will be the continued storyline for 2021.

Demand: Initially, Covid impacted demand substantially, but low mortgage rates saved the day; demand soared.

At the beginning of the year, demand for Orange County homes (the number of pending sales over the prior month) followed a normal strong housing pattern. It looked as if the 2020 housing market was poised to be one of the hottest in years. That all changed in March when the Coronavirus pandemic slammed the entire economy and buyer activity slipped to levels last seen at the beginning of the Great Recession. The shock factor of the virus stopped the Spring Market momentum in its tracks. Open houses were halted. Homes were pulled off the market. Life was turned upside down and a stay-at-home order confined everyone to their homes except for “essential workers.”

The impact on demand was catastrophic, dropping to 1,080 by mid-April. That was a 60% drop, or 1,630 fewer pending sales, compared to mid-April 2019. It was the lowest level since January 2008. Initially during the lockdown there were no showings or open houses allowed. That changed at the end of March when real estate was reclassified as “essential”. Yet, even with low a low mortgage rate environment, there was not a lot of appetite for buyers to purchase in April.

That all changed by the start of May, just as mortgage rates dipped to another record low level at 3.23%. Buyers reemerged and demand climbed from 1,172 to 2,035 pending sales in only four weeks, a 74% rise. By the end of June demand was at its strongest level in five years. Typically, demand peaks in the middle of the Spring Market between April and May, but after dropping to lows in April that were last recorded during the Great Recession, the market continued to improve. Instead, demand peaked at the beginning of September at 3,340 pending sales, its highest peak since 2012.

Headlines promoted the record low mortgage rates throughout the year. On December 24th, Freddie Mac's weekly Primary Mortgage Market Survey® revealed that the 30-year fixed rate mortgage hit a 16th record low of the year at 2.66%. They were at 3.74% one year ago. Despite COVID-19, the low mortgage rate environment was the fuel that rocketed the Orange County housing market to its hottest levels in years. For proper perspective, at the end of 2018, just two years ago, mortgage rates reached 5%. A \$700,000 mortgage at 5% has a monthly payment of \$3,758. Today's 2.66% rate has a monthly payment of \$2,824, a \$934 per month savings. It is no wonder buyers are still flocking to purchase even with home values rising to record levels. Low rates are facilitating affordability and propping up demand.

Within the past two weeks, demand dropped by 354 pending sales, or 14%, and now sits at 2,195 pending sales, the lowest reading since May, but the highest level for an end to December since 2012. Last year at this time, demand was at 1,590, or 28% fewer pending sales.

Luxury End: The luxury home market reached record levels this year.

2019 was a record-setting year for the most sales ever above \$1.25 million, 1% more than 2018 and that year was a record-setting year as well. In 2020, Orange County reached for the stars and was up by 26% compared to 2019, shattering the prior record by over 1,000 closed sales. There were 5,100 closed luxury sales compared to 4,021 in 2019. This record was achieved despite COVID-19 taking a major bite out of closings from April through June.

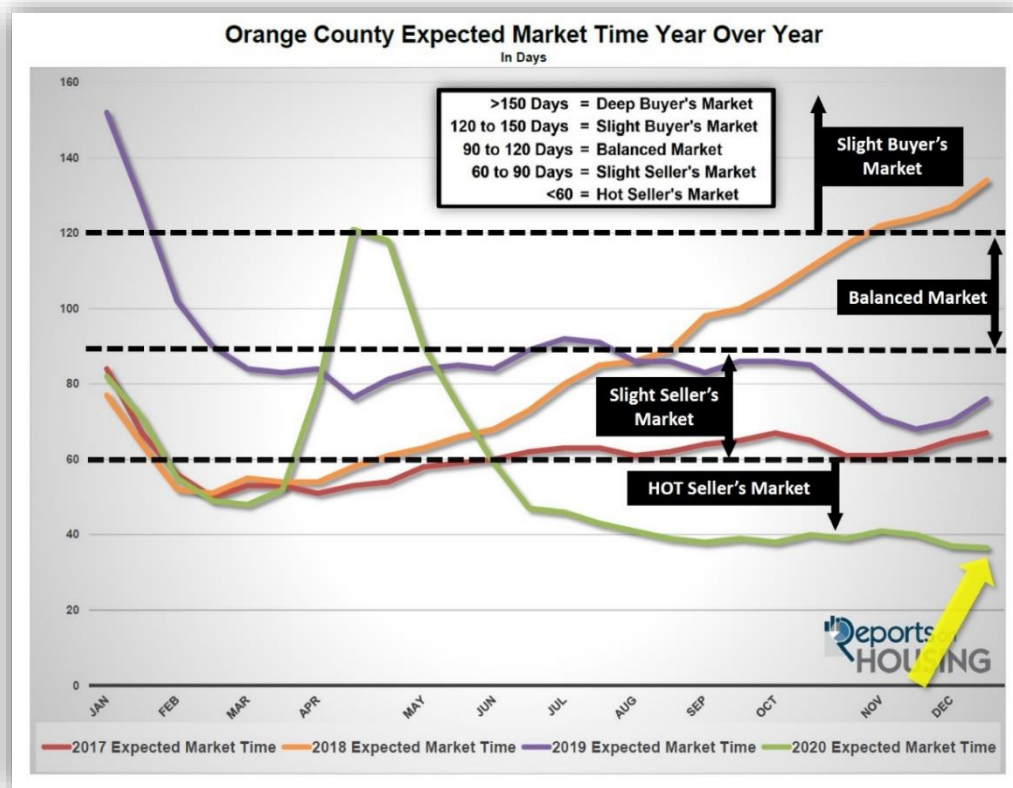
The luxury home market started off extremely strong. In the first quarter of 2020, there were 50% more luxury sales year over year. Due to the pandemic, they were off by 35% in the second quarter of 2020. Yet, the luxury market surged back to life in the second half of the year as mortgage rates plummeted and Wall Street returned to record levels. They were up by 46% during the third quarter, and up by 70% during the fourth quarter.

Like the rest of the housing market, the luxury market was heavily impacted by the Coronavirus, but then rocketed upward as the economy improved, rates dropped, and the equity markets climbed. In mid-April, the luxury inventory was down by 64% year over year, and demand was off by 67%. By July, the inventory was down by 30% and demand was 61% **higher**. At the end of 2020, the inventory was down by 25% and demand was 72% **higher** year over year. The lower supply and massive demand at the end of the year translates to an unbelievable start to the luxury market in 2021.



Expected Market Time: COVID-19 may have initially impacted the amount of time it took to sell a home, but that rapidly changed as the inventory dropped and demand soared.

The Expected Market Time, the amount of time it would take to place a home listed today into escrow down the road (based upon current supply and demand) started the year at 82 days, a Slight Seller's Market (between 60 to 90 days). In February, Orange County housing evolved to a Hot Seller's Market (less than 60 days) and remained there until the stay-at-home orders where it eclipsed 121 days by mid-April, a Slight Buyer's Market (between 120 to 150 days). Yet, by mid-May, as demand surged, the Expected Market Time dropped like a rock. In June, the market descended below 60-days, a Hot Seller's Market and was hotter than 2019. It remained there for the remainder of the year. As the inventory continued to fall and demand climbed through August, the Expected Market Time continuously improved. It dropped to 38 days by the start of September.



Buyers have felt the heat in the housing market. With very few available homes to purchase and plenty of buyer competition fueled by record low mortgage rates, buyers have been bumping into each other and competing to purchase. Multiple offers and surging values are the current trends. Surprisingly, it has not let up at all during the Holiday Market, foreshadowing an incredible start to 2021 and a sizzling hot Spring Market.

In the past two weeks, the Expected Market Time for all of Orange County remained at 37 days, its lowest level of the year and its lowest level for an end to a year since tracking began in 2004.



The 2021 Forecast: A hot year for housing

The year 2020 was going to be one of the hottest years on record for the U.S. economy. That all came to an abrupt halt in March due to the pandemic. With a national emergency and stay-at-home orders across the country, the U.S. was thrown into a recession. Yet, recessions are typically caused by one sector of the economy dramatically turning negative, which pulls down the entire country to negative territory. This time it was a forced shutdown of the economy to save lives from a once-in-a-lifetime pandemic. Every economic chart was impacted, from consumption to unemployment to equities. The Federal Reserve mitigated the damage, and Washington D.C. provided relief packages to aid the unemployed and small business. The GDP had its worst quarter over quarter reading in the history of the U.S. during the second quarter, followed by the best quarter over quarter reading during the third quarter. The economy has improved, but there is still a long way to go. It will take a bit more time due to the slow rollout of the recently approved vaccines. The low rate environment will continue and will be a tailwind that will not only aid the recovery to the economy, but it will also continue to fuel the incredible run in 2021. As a result, the local housing market is going to be HOT in 2021. Here is the forecast:

- **Active Inventory** – the year will begin with around 2,500 homes, the lowest start by far since tracking began in 2004. It will be 21% less than the 3,161 start to 2013. With very few available homes to purchase, housing will be extremely hot on January 1. The theme for 2021 will be not enough homes for buyers to purchase. Instead, they will all be in escrow. Expect the active inventory to peak around August between 5,000 to 5,500 homes.
- **Demand** – with an anemic inventory and record low mortgage rates, buyer demand will be extremely strong from the start of the year through summer. With so much competition, buyers will be willing to stretch in price from to the most recent sale; so, expect appreciation around 6 to 8% for the year. Demand will be at its strongest, and most appreciation will occur from January through July, then will downshift in Autumn and Holiday Markets.
- **Housing Cycle** - the housing market will follow a normal housing cycle. The strongest demand coupled with plenty of fresh inventory will occur during the Spring Market. This will be followed by slightly less demand and a continued new supply of homes in the Summer Market. From there, demand will drop further along with fewer homes entering the fray in the Autumn Market. Finally, all the distractions of the Holiday Market will be punctuated with the lowest demand of the year and few homeowners opting to sell.
- **Closed Sales** - the number of successful, closed sales will increase 4 to 8% compared to 2020 with around 31,500 (2020 was up 3% compared to 2019).
- **Luxury Market** – luxury sales will continue to improve /and surpass 2020's unbelievable record level by nearly 5%. The Spring Market will be the strongest for luxury and will become a bit more sluggish from about August on.
- **Interest Rates** – look for mortgage rates to continue to remain at record low levels until the current Coronavirus wave diminishes. Expect rates to rise from the record low levels with positive vaccine and COVID-19 news, congressional relief and stimulus packages, and positive job reports and economic news. Long term rates are driven by economic fundamentals and headline risks. Negative economic headlines drive rates lower and positive economic headlines drive them higher. The year 2020 was filled with more than its fair share of negative news. Mortgage rates will rise in 2021, climbing from their current low of 2.66% to 3.5% by year's end.
- **Distressed Inventory** – in 2020, distressed sales only accounted for 0.6% of all sales, 170 total. There will be more distressed sales in 2021 due to forbearance. Yet, 90% of all homeowners in forbearance have more than 10% equity, enough equity to sell and avert going the distressed route. There are 2.7 million homeowners who are currently in in Forbearance across the U.S. Since 90% have enough equity to sell, that leaves 270,000 (10%) vulnerable to becoming either a foreclosure or short sale. Yet, many will still be able to make their payments. The bottom line: while there will be an increase in the distressed inventory, it will be more of a ripple, rising to levels last seen in 2017 when there were 614 distressed sales. That pales in comparison to 2009's 13,403.

The bottom line: 2021 will continue where the second half of 2020 left off, HOT. It will be a Hot Seller's Market from the start of the year through the Summer Market. Multiple offers and bidding wars will be the norm for homes priced below \$1.25 million. Once again, the market will heavily favor sellers and buyers will have to pack their patience to isolate their piece of the American Dream and take advantage of record low mortgage rates. From mid-August on, the beginning of the Autumn Market, housing will evolve into a slight Seller's Market, where sellers still get to call more of the shots, but home values do not change as much. Buyers will be willing to stretch prices from January through July, if sellers do not overprice, but cautiously pricing will be even more important during the second half of the year.



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
	12/25/2020	12/25/2020	12/25/2020	12/10/2020	11/26/2020	12/26/2019	12/27/2018	12/25/2020
Aliso Viejo	28	50	17	22	21	23	105	\$826k
Anaheim	85	96	27	23	22	49	80	\$669k
Anaheim Hills	36	59	18	26	29	67	192	\$1.5m
Brea	26	26	30	13	26	63	134	\$998k
Buena Park	26	37	21	18	21	51	100	\$726k
Corona Del Mar	102	15	204	204	131	545	433	\$6.3m
Costa Mesa	70	56	38	29	39	58	141	\$1.1m
Coto De Caza	26	25	31	39	49	111	116	\$3.6m
Cypress	17	29	18	15	24	33	88	\$751k
Dana Point	104	51	61	59	74	253	194	\$5.2m
Dove Canyon	2	7	9	40	48	150	51	\$1.2m
Foothill Ranch	6	13	14	13	33	60	173	\$545k
Fountain Valley	10	28	11	20	23	47	59	\$712k
Fullerton	65	66	30	29	21	46	99	\$879k
Garden Grove	33	52	19	19	24	49	67	\$727k
Huntington Beach	155	140	33	35	39	77	106	\$1.5m
Irvine	360	234	46	50	59	98	165	\$1.7m
La Habra	23	30	23	16	26	53	111	\$625k
La Palma	3	4	23	10	17	26	195	\$787k
Ladera Ranch	17	34	15	26	28	63	145	\$2.1m
Laguna Beach	138	33	125	114	125	250	293	\$5.2m
Laguna Hills	29	42	21	27	32	39	144	\$1.8m
Laguna Niguel	72	71	30	26	31	77	146	\$2.5m
Laguna Woods	176	60	88	72	73	158	146	\$336k
Lake Forest	29	53	16	29	23	47	89	\$923k
Los Alamitos	5	12	13	13	43	34	120	\$1.2m
Mission Viejo	47	91	15	15	14	50	116	\$920k
Newport Beach	202	70	87	96	121	178	267	\$4.4m
Newport Coast	51	8	191	112	98	150	205	\$8.8m
North Tustin	31	23	40	48	50	79	233	\$2.7m
Orange	70	87	24	27	33	77	105	\$1.3m
Placentia	18	35	15	23	26	38	135	\$763k
Portola Hills	3	8	11	77	85	150	41	\$1.4m
Rancho Mission Viejo	14	16	26	20	15	87	204	\$691k
Rancho Santa Marg.	14	45	9	12	17	25	79	\$579k
Rossmoor	6	10	18	20	40	84	210	\$1.7m
San Clemente	93	68	41	45	49	85	174	\$2.3m
San Juan	48	25	58	50	49	109	216	\$2.2m
Santa Ana	121	129	28	36	40	60	138	\$612k
Seal Beach	80	43	56	67	44	123	199	\$353k
Stanton	4	13	9	18	6	78	133	\$523k
Talega	12	17	21	30	17	63	210	\$1.6m
Tustin	48	43	33	36	26	56	105	\$845k
Villa Park	14	7	60	73	38	90	77	\$2.2m
Westminster	17	18	28	20	19	48	63	\$761k
Yorba Linda	90	85	32	30	40	80	130	\$1.5m
All of O.C.	2,675	2,195	37	37	40	76	134	\$2.2m



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
	12/25/2020	12/25/2020	12/25/2020	12/10/2020	11/26/2020	12/26/2019	12/27/2018	12/25/2020
All of O.C.	1,073	910	39	39	39	73	133	\$847k
O.C. \$0-\$250k	119	39	41	41	41	122	151	\$183k
O.C. \$250k-\$500k	336	349	32	32	32	60	106	\$384k
O.C. \$500k-\$750k	253	343	31	31	31	54	125	\$635k
O.C. \$750k-\$1m	168	112	57	57	57	100	232	\$866k
O.C. \$1m+	197	67	97	97	97	213	330	\$2.3m

Current Actives Vacant: 42.4%

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
	12/25/2020	12/25/2020	12/25/2020	12/10/2020	11/26/2020	12/26/2019	12/27/2018	12/25/2020
All of O.C.	1,602	1,285	37	36	39	78	134	\$3.1m
O.C. \$0-\$500k	20	15	40	41	39	63	46	\$404k
O.C. \$500k-\$750k	156	261	18	16	16	35	74	\$664k
O.C. \$750k-\$1m	222	432	15	17	20	47	107	\$886k
O.C. \$1m-\$1.25m	160	192	25	29	35	74	162	\$1.2m
O.C. \$1.25m-\$1.5m	141	143	30	30	40	122	196	\$1.4m
O.C. \$1.5m-\$2m	192	108	53	49	56	106	233	\$1.8m
O.C. \$2m-\$4m	411	104	119	117	125	215	311	\$2.9m
O.C. \$4m+	300	30	300	243	305	656	987	\$9.3m

Current Actives Vacant: 22.8%

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
	12/25/2020	12/25/2020	12/25/2020	12/10/2020	11/26/2020	12/26/2019	12/27/2018	12/25/2020
All of O.C.	2,675	2,195	37	37	40	76	134	\$2.2m
O.C. \$0-\$500k	475	403	35	38	39	67	105	\$335k
O.C. \$500k-\$750k	409	604	20	21	22	43	91	\$646k
O.C. \$750k-\$1m	390	544	22	23	24	55	122	\$878k
O.C. \$1m-\$1.25m	212	222	29	34	40	77	166	\$1.1m
O.C. \$1.25m-\$1.5m	185	157	35	36	47	124	211	\$1.4m
O.C. \$1.5m-\$2m	225	118	57	53	63	115	245	\$1.8m
O.C. \$2m-\$4m	465	116	120	119	126	238	329	\$2.9m
O.C. \$4m+	314	31	304	248	322	686	941	\$9.3m

Current Actives Vacant: 30.9%

*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 Nov 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 Nov 2019
Aliso Viejo	87	\$700,137	\$700,976	99.9%	\$340k	\$1.7m	1,643	\$426	39
Anaheim	119	\$621,192	\$614,787	101.0%	\$240k	\$890k	1,506	\$412	135
Anaheim Hills	49	\$856,033	\$864,038	99.1%	\$450k	\$3.1m	2,144	\$399	36
Brea	29	\$840,666	\$830,157	101.3%	\$400k	\$2.0m	2,084	\$403	34
Buena Park	52	\$690,510	\$687,097	100.5%	\$365k	\$1.2m	1,690	\$408	39
Corona Del Mar	25	\$3,169,795	\$3,302,428	96.0%	\$1.6m	\$6.1m	2,733	\$1,160	13
Costa Mesa	82	\$1,014,624	\$1,022,704	99.2%	\$350k	\$2.3m	1,866	\$544	68
Coto De Caza	21	\$1,698,440	\$1,717,176	98.9%	\$825k	\$2.7m	4,217	\$403	20
Cypress	36	\$785,189	\$789,808	99.4%	\$450k	\$1.3m	1,845	\$426	33
Dana Point	51	\$1,369,385	\$1,399,797	97.8%	\$175k	\$4.1m	2,045	\$670	37
Dove Canyon	6	\$1,080,467	\$1,092,883	98.9%	\$849k	\$1.6m	2,883	\$372	6
Foothill Ranch	11	\$625,482	\$626,417	99.9%	\$345k	\$1.1m	1,348	\$472	15
Fountain Valley	31	\$894,723	\$881,681	101.5%	\$340k	\$1.3m	1,946	\$460	35
Fullerton	120	\$751,201	\$746,207	100.7%	\$350k	\$2.3m	1,768	\$425	86
Garden Grove	73	\$655,486	\$654,077	100.2%	\$329k	\$1.4m	1,541	\$425	76
Huntington Beach	181	\$1,007,323	\$1,010,598	99.7%	\$330k	\$3.9m	1,744	\$578	142
Irvine	268	\$1,059,662	\$1,082,063	97.9%	\$116k	\$6.1m	2,169	\$489	210
La Habra	61	\$686,060	\$677,694	101.2%	\$355k	\$1.8m	1,678	\$409	41
La Palma	9	\$812,167	\$793,163	102.4%	\$445k	\$930k	1,902	\$427	4
Ladera Ranch	39	\$1,005,761	\$1,013,865	99.2%	\$416k	\$3.2m	2,435	\$414	33
Laguna Beach	43	\$2,576,216	\$2,668,695	96.5%	\$700k	\$13.8m	2,033	\$1,267	22
Laguna Hills	43	\$971,865	\$985,935	98.6%	\$332k	\$3.3m	2,254	\$431	34
Laguna Niguel	88	\$1,027,977	\$1,032,306	99.6%	\$310k	\$3.8m	2,098	\$490	67
Laguna Woods	52	\$315,342	\$324,198	97.3%	\$9k	\$1.5m	1,097	\$287	53
Lake Forest	1	\$765,000	\$775,000	98.7%	\$765k	\$765k	2,253	\$340	80
Los Alamitos	5	\$926,600	\$870,400	106.5%	\$493k	\$1.3m	2,069	\$448	11
Mission Viejo	169	\$793,613	\$788,627	100.6%	\$260k	\$3.0m	1,873	\$424	96
Newport Beach	90	\$2,987,635	\$3,105,441	96.2%	\$370k	\$17.7m	2,694	\$1,109	67
Newport Coast	16	\$3,279,619	\$3,493,406	93.9%	\$835k	\$11.0m	3,434	\$955	18
North Tustin	28	\$1,288,036	\$1,300,632	99.0%	\$720k	\$2.2m	2,716	\$474	23
Orange	124	\$781,740	\$779,453	100.3%	\$295k	\$1.5m	1,842	\$424	106
Placentia	43	\$723,360	\$725,128	99.8%	\$308k	\$1.1m	1,808	\$400	38
Portola Hills	16	\$758,222	\$760,281	99.7%	\$425k	\$1.7m	1,794	\$436	5
Rancho Mission Viejo	26	\$831,877	\$832,657	99.9%	\$530k	\$1.4m	1,949	\$427	16
Rancho Santa Marg.	71	\$743,324	\$737,719	100.8%	\$345k	\$1.6m	1,818	\$426	88
Rosmoor	11	\$1,470,000	\$1,494,273	98.4%	\$1.2m	\$1.9m	2,856	\$515	6
San Clemente	94	\$1,223,141	\$1,234,473	99.1%	\$329k	\$6.6m	2,307	\$530	60
San Juan	36	\$1,534,984	\$1,602,295	95.8%	\$315k	\$6.0m	3,584	\$428	29
Santa Ana	111	\$543,332	\$536,630	101.2%	\$215k	\$1.3m	1,272	\$427	89
Seal Beach	56	\$470,320	\$479,282	98.1%	\$156k	\$2.0m	1,255	\$375	54
Stanton	22	\$483,491	\$472,895	102.2%	\$297k	\$775k	1,134	\$426	11
Talega	24	\$996,708	\$1,002,858	99.4%	\$540k	\$1.8m	2,482	\$410	22
Tustin	84	\$763,312	\$761,391	100.3%	\$334k	\$1.9m	1,770	\$431	70
Villa Park	10	\$1,333,200	\$1,357,550	98.2%	\$1.0m	\$1.8m	3,081	\$433	6
Westminster	38	\$735,224	\$727,412	101.1%	\$405k	\$1.3m	1,706	\$431	27
Yorba Linda	102	\$1,086,714	\$1,106,409	98.2%	\$232k	\$3.0m	2,610	\$416	67
All of O.C.	2,843	\$993,738	\$1,009,214	98.5%	\$9k	\$17.7m	1,954	\$509	2,269
O.C. \$0-\$500k	476	\$378,140	\$382,837	98.8%	\$9k	\$500k	992	\$381	450
O.C. \$500k-\$750k	800	\$639,160	\$635,588	100.6%	\$502k	\$750k	1,426	\$448	837
O.C. \$750k-\$1m	773	\$862,845	\$858,394	100.5%	\$751k	\$1.0m	1,979	\$436	509
O.C. \$1m-\$1.25m	290	\$1,120,814	\$1,163,587	96.3%	\$1.0m	\$1.3m	2,469	\$454	179
O.C. \$1.25m-\$1.5m	174	\$1,363,405	\$1,380,704	98.7%	\$1.3m	\$1.5m	2,778	\$491	117
O.C. \$1.5m-\$2m	162	\$1,760,754	\$1,799,722	97.8%	\$1.5m	\$2.0m	3,252	\$541	82
O.C. \$2m-4m	127	\$2,711,698	\$2,816,272	96.3%	\$2.0m	\$4.0m	3,864	\$702	77
O.C. \$4m+	41	\$6,707,277	\$7,025,627	95.5%	\$4.1m	\$17.7m	4,755	\$1,411	18

*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 12/25/2020	Number of Foreclosures & Short Sale Actives 12/25/2020	% of Active Inventory 12/25/2020	Attached	Current Actives 12/25/2020	Number of Foreclosures & Short Sale Actives 12/25/2020	% of Active Inventory 12/25/2020
Aliso Viejo	28	0	0.0%	All of O.C.	1,073	7	0.7%
Anaheim	85	0	0.0%	O.C. \$0-\$250k	119	0	0.0%
Anaheim Hills	36	0	0.0%	O.C. \$250k-\$500k	336	5	1.5%
Brea	26	0	0.0%	O.C. \$500k-\$750k	253	2	0.8%
Buena Park	26	0	0.0%	O.C. \$750k-\$1m	168	0	0.0%
Corona Del Mar	102	0	0.0%	O.C. \$1m+	197	0	0.0%
Costa Mesa	70	0	0.0%	Detached			
Coto De Caza	26	0	0.0%	All of O.C.	1,602	8	0.5%
Cypress	17	1	5.9%	O.C. \$0k-\$500k	20	1	5.0%
Dana Point	104	0	0.0%	O.C. \$500k-\$750k	156	3	1.9%
Dove Canyon	2	0	0.0%	O.C. \$750k-\$1m	222	1	0.5%
Foothill Ranch	6	0	0.0%	O.C. \$1m-\$1.5m	160	0	0.0%
Fountain Valley	10	0	0.0%	O.C. \$1.25m-\$1.5m	141	0	0.0%
Fullerton	65	2	3.1%	O.C. \$1.5m-\$2m	192	0	0.0%
Garden Grove	33	1	3.0%	O.C. \$2m-\$4m	411	2	0.5%
Huntington Beach	155	0	0.0%	O.C. \$4m+	300	1	0.3%
Irvine	360	0	0.0%	All Homes			
La Habra	23	0	0.0%	All of O.C.	2,675	15	0.6%
La Palma	3	1	33.3%	O.C. \$0k-\$500k	475	6	1.3%
Ladera Ranch	17	0	0.0%	O.C. \$500k-\$750k	409	5	1.2%
Laguna Beach	138	1	0.7%	O.C. \$750k-\$1m	390	1	0.3%
Laguna Hills	29	2	6.9%	O.C. \$1m-\$1.25m	212	0	0.0%
Laguna Niguel	72	0	0.0%	O.C. \$1.25m-\$1.5m	185	0	0.0%
Laguna Woods	176	1	0.6%	O.C. \$1.5m-\$2m	225	0	0.0%
Lake Forest	29	0	0.0%	O.C. \$2m-\$4m	465	2	0.4%
Los Alamitos	5	0	0.0%	O.C. \$4m+	314	1	0.3%
Mission Viejo	47	0	0.0%	County High Shares - Account for 93%			
Newport Beach	202	1	0.5%	La Palma	3	1	33.3%
Newport Coast	51	1	2.0%	Rancho Santa Mar	14	1	7.1%
North Tustin	31	0	0.0%	Laguna Hills	29	2	6.9%
Orange	70	2	2.9%	Cypress	17	1	5.9%
Placentia	18	0	0.0%	Fullerton	65	2	3.1%
Portola Hills	3	0	0.0%	Garden Grove	33	1	3.0%
Rancho Mission Viejo	14	0	0.0%	Orange	70	2	2.9%
Rancho Santa Marg.	14	1	7.1%	Newport Coast	51	1	2.0%
Rossmoor	6	0	0.0%	Laguna Beach	138	1	0.7%
San Clemente	93	0	0.0%	Laguna Woods	176	1	0.6%
San Juan	48	0	0.0%	County Low Shares - No Distressed			
Santa Ana	121	0	0.0%	Aliso Viejo	Foothill Ranch	North Tustin	Talega
Seal Beach	80	0	0.0%	Anaheim	Fountain Valley	Placentia	Tustin
Stanton	4	0	0.0%	Anaheim Hills	Huntington Beach	Portola Hills	Villa Park
Talega	12	0	0.0%	Brea	Irvine	Rancho Mission Viejo	Westminster
Tustin	48	0	0.0%	Buena Park	La Habra	Rossmoor	Yorba Linda
Villa Park	14	0	0.0%	Corona Del Mar	Ladera Ranch	San Clemente	
Westminster	17	0	0.0%	Costa Mesa	Laguna Niguel	San Juan	
Yorba Linda	90	0	0.0%	Coto De Caza	Lake Forest	Santa Ana	
All of O.C.	2,675	15	0.6%	Dana Point	Los Alamitos	Seal Beach	
Orange County Distressed Breakdown				Dove Canyon	Mission Viejo	Stanton	
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)	*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.			
Total Foreclosures	6	0	0				
Total Short Sale	9	0	0				



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
	12/25/2020	12/25/2020	12/25/2020	12/10/2020	11/26/2020	12/26/2019	12/27/2018
Los Angeles County	8,096	4,968	49	50	51	72	112
Orange County	2,675	2,195	37	37	40	76	134
Riverside County	3,310	3,092	32	31	32	120	166
San Bernardino County	1,948	2,123	28	27	27	102	135
San Diego County	2,613	2,520	31	30	31	72	122
Ventura County	531	455	35	43	42	63	87
SOCAL TOTALS	19,173	15,353	35	36	37	84	134

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
	12/25/2020	12/25/2020	12/25/2020	12/10/2020	11/26/2020	12/26/2019	12/27/2018
Foreclosures and Short Sales							
Los Angeles County	49	36	41	57	57	42	68
Orange County	15	0	-	48	21	64	70
Riverside County	33	37	27	27	32	65	97
San Bernardino County	20	20	30	29	29	69	76
San Diego County	20	17	35	52	43	53	72
Ventura County	2	1	60	-	-	35	51
SOCAL TOTALS	139	111	39	36	29	55	77