



## Orange County Housing Report: A Blazing November

November 16, 2020

With an extremely limited supply, this is the hottest November since 2012.



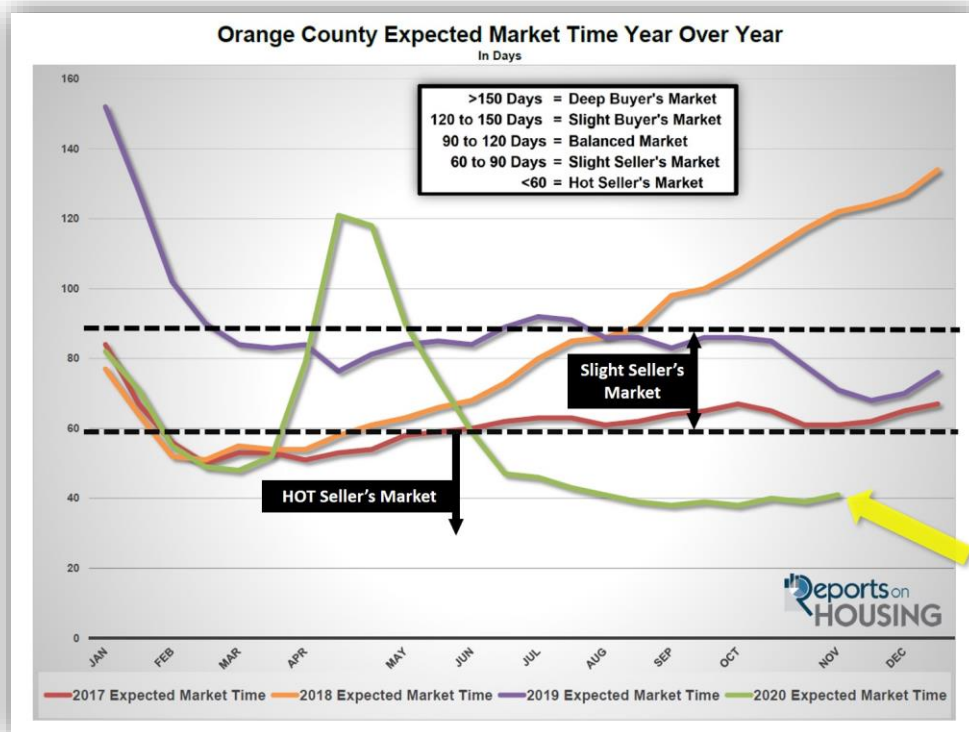
**Hot November Housing: With an Expected Market Time of 41 days, in the midst of November, the Orange County housing market is hotter than the Spring Markets of 2014 through 2019.**

This is the year when everyone is looking forward to the holidays. From the annual pilgrimage to the attic to take down the holiday decorations to preparing the extensive menu for the Thanksgiving feast, everyone cannot wait to enjoy a bit of a break from 2020. The festive season is at the doorstep with cooler nights, sunsets before 5 PM, and holiday tunes on KOST 103.5. It is time to slowdown and relax. Yet, that will not be the case for the Orange County housing market.

Just because everyone is sipping their favorite Starbucks latte from their recently unveiled holiday cups, does not mean that housing will slow this year. In fact, if a home is priced according to its **Fair Market Value** and is in great condition, it will procure multiple offers, a bidding war will ensue, and it will often sell for more than the asking price. Home values are on the rise. The difference this year is that there is an ultra-low supply of available properties to purchase and homes are flying into escrow nearly as fast as they are coming on the market. It is sizzling hot in the middle of November and the start of the Holiday Market, now through the first few weeks of January.

The Expected Market Time (the time between pounding in the FOR-SALE sign to opening escrow) is currently at 41 days, a Hot Seller's Market. The Expected Market time is the overall speed of the market, the lower the number, the faster homes are being placed into escrow. Anything below 60-days is considered a Hot Seller's Market. That is a market with a tremendous number of showings, multiple offers, sellers get to call the shots, and home values are on the rise.

To put the current market in perspective, the Expected Market Time last year was at 71 days, a Slight Seller's Market (between 60 and 90 days). That is a market where there are fewer multiple offers, sellers still get to call more of the shots, but home values are not changing much at all. At today's 41 day level, the market has not been this hot in November right before Thanksgiving since 2012, the beginning of the housing recovery. When housing is this hot, this late in the year, it sets the stage for a very strong beginning to the New Year. That is precisely what occurred in January 2013. That was the only year since tracking began in 2004 when it was a Hot Seller's Market from January 1<sup>st</sup> through July. The Expected Market Time in January 2013 was at 47 days. In January of this year, the Expected Market Time was at 82 days, a Slight Seller's Market.





The start of 2021 will be like 2013; it will be a Hot Seller's Market upon ringing in the New Year. It will be ushered in with a record low number of available homes to purchase, beating the lows established in 2013. The depleted supply will be met with a rush of demand stimulated by a record low interest rate environment. A low supply and hot demand bode well for sellers. That is the story right now, and it will be the story in 2021.

This is occurring despite the cyclical drop in the active inventory and demand during this time of the year. Within the past four weeks, the inventory has dropped by 8%, shedding 330 homes, its largest drop of the year. At the same time, demand has dropped by 11%, or 354 escrows. When both are dropping fast and at nearly the same pace, the overall feel of the market does not change much. It feels hot now, and it will feel hot for the remainder of 2020. There are fewer available homes to purchase and there are fewer buyers actively participating in the market; they balance each other out. That shift occurs annually during the 4<sup>th</sup> quarter and picks up steam right about now, the doorstep to Thanksgiving and the rest of the holidays.

**A WARNING to Buyers: The market is hot now and will remain hot through the spring of 2021.** Do not expect the market to slow just because of all the diversions of the holidays. Right now is still an unbelievable opportunity for buyers to cash in on the record low mortgage rate environment. There is plenty of buyer competition and it is not going anywhere.

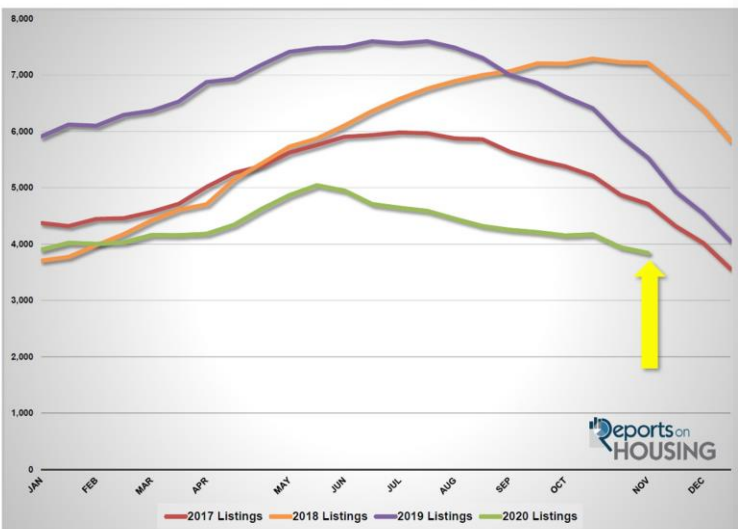
**A WARNING to Sellers: Carefully pricing a home based upon its condition, upgrades, and location is still fundamental to find success.** Overpricing a home will not only result in a waste of market time, but it will also prevent a seller from taking advantage of the bidding war that ensues when priced according to its **Fair Market Value**. As a result, overpriced sellers often net less at the closing table.

### Active Listings The current active inventory decreased by 3% in the past two weeks.

The active listing inventory dropped by 101 homes in the past two-weeks, down 3%, and now sits at 3,843, its lowest level since January of 2018. It is also at its lowest level for this time of the year since tracking began in 2004. Expect the inventory to continue to drop and pick up pace as the year comes to an end. Fewer homes come on the market at the end of the year, and many unsuccessful sellers throw in the towel, opting to wait until the Spring Market of 2021. The ultra-low inventory will help set the stage for a very hot 2021

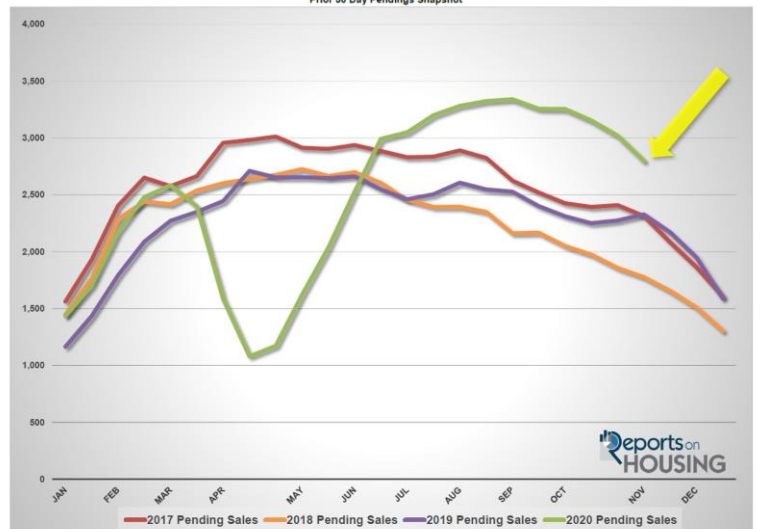
Even with the drop in the active inventory, there are MORE homes coming on the market right now compared to last year. COVID-19 suppressed homeowners from entering the fray earlier in the year, but that ended in Orange County in July.

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot





Now there are more homes coming on the market year over year. In October, there were 16% more homes that came on the market compared to 2019, an additional 464 FOR-SALE signs. The fact that housing is pumping on all cylinders and mortgage rates are at record levels, more homeowners are being lured into selling their homes.

Last year at this time, there were 5,534 homes on the market, 1,691 additional homes, or 44% more. There were a lot more choices for buyers last year.

### Demand Demand plunged by 7% in the past two weeks.

Demand, the number of new pending sales over the prior month, decreased from 3,019 to 2,799 in the past couple of weeks, shedding 220 pending sales, down 7%. This is a seasonal phenomenon caused by the distractions of the holidays and a diminishing number of homes available to purchase. It is still the strongest level for November since 2012. For the remainder of the year, demand will consistently drop until ringing in a New Year. Yet, it is important to note, that current demand is elevated and at its highest level in eight years.

Last year, demand was at 2,328, that is 471 fewer pending sales compared to today, or 17% less.

In the past two-weeks the Expected Market Time increased from 39 to 41 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 71 days, slower than today.

### Luxury End Luxury demand dropped by 10% in the past two weeks.

In the past two-weeks, demand for homes above \$1.25 million decreased by 52 pending sales, down 10%, and now totals 481. Now that the end of the year is fast approaching, luxury demand (the last 30-days of new escrows) is rapidly cooling. The luxury home inventory only dropped by 2 homes, nearly unchanged, and now totals 1,558. With a giant drop in demand, the overall Expected Market Time for homes priced above \$1.25 million increased from 88 to 97 days in the past couple of weeks. That is still an unbelievable level for this time of the year.

Year over year, luxury demand is up by 153 pending sales, or 47%, and the active luxury listing inventory is down by 421 homes, or 21%. The Expected Market Time last year was at 181 days, substantially 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 50 to 56 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time increased from 62 to 72 days. For homes priced between \$2 million and \$4 million, the Expected Market Time increased from 116 to 118 days. For homes priced above \$4 million, the Expected Market Time increased from 255 to 308 days. At 308 days, a seller would be looking at placing their home into escrow around **September 2021**.

| Price Ranges        | Expected Market Time | Market Speed | Share of Housing Inventory | Share of Current Demand | Last Year |
|---------------------|----------------------|--------------|----------------------------|-------------------------|-----------|
| O.C. \$0-\$750k     | 30 Days              |              | 34%                        | 47%                     | 48 Days   |
| O.C. \$750k-\$1m    | 25 Days              |              | 16%                        | 27%                     | 58 Days   |
| O.C. \$1m-\$1.25m   | 40 Days              |              | 9%                         | 9%                      | 81 Days   |
| O.C. \$1.25m-\$1.5m | 56 Days              |              | 8%                         | 6%                      | 79 Days   |
| O.C. \$1.5m-\$2m    | 72 Days              |              | 8%                         | 5%                      | 127 Days  |
| O.C. \$2m-\$4m      | 118 Days             |              | 14%                        | 5%                      | 304 Days  |
| O.C. \$4m+          | 308 Days             |              | 9%                         | 1%                      | 609 Days  |



## Orange County Housing Summary

- The active listing inventory decreased by 101 homes in the past two-weeks, down 3%, and now totals 3,843, its lowest level since January 2018. COVID-19 is not suppressing the inventory. In October, there were 16% more homes that came on the market compared to last year. Last year, there were 5,531 homes on the market, 1,691 additional homes, or 44% more.
- Demand, the number of pending sales over the prior month, decreased by 220 pending sales in the past two-weeks, down 7%, and now totals 2,799. COVID-19 has no effect on demand. Record low rates are fueling today's exceptional demand. Last year, there were 2,328 pending sales, 17% fewer than today.
- The Expected Market Time for all of Orange County increased from 39 days to 41, a Hot Seller's Market (less than 60 days). It was at 71 days last year, 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 30 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 25 days, a hot Seller's Market. This range represents 16% of the active inventory and 27% 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 50 to 56 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time increased from 62 to 72 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time increased from 116 to 118 days. For luxury homes priced above \$4 million, the Expected Market Time increased from 255 to 308 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 0.3% of all listings and 0.3% of demand. There are only 5 foreclosures and 7 short sales available to purchase today in all of Orange County, 12 total distressed homes on the active market, down 1 from two-weeks ago. Last year there were 54 total distressed homes on the market, more than today.
- There were 3,359 closed residential resales in October, 31% more than October 2019's 2,564 closed sales. October marked a 0.6% increase compared to September 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 0.2%. That means that 99.7% 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 |
|----------------------|-----------------|--------------------------------|-----------------------|-------------------------|-------------------------|------------------------|-------------------------|---------------------------|
|                      | 11/12/2020      | 11/12/2020                     | 11/12/2020            | 10/29/2020              | 10/15/2020              | 11/14/2019             | 11/15/2018              | 11/12/2020                |
| Aliso Viejo          | 54              | 92                             | 18                    | 22                      | 23                      | 38                     | 111                     | \$815k                    |
| Anaheim              | 127             | 146                            | 26                    | 28                      | 25                      | 44                     | 105                     | \$618k                    |
| Anaheim Hills        | 59              | 67                             | 26                    | 31                      | 33                      | 53                     | 79                      | \$1.3m                    |
| Brea                 | 46              | 30                             | 46                    | 43                      | 43                      | 74                     | 198                     | \$955k                    |
| Buena Park           | 39              | 47                             | 25                    | 19                      | 27                      | 22                     | 93                      | \$685k                    |
| Corona Del Mar       | 113             | 24                             | 141                   | 137                     | 181                     | 236                    | 298                     | \$5.7m                    |
| Costa Mesa           | 112             | 67                             | 50                    | 46                      | 41                      | 65                     | 102                     | \$1.1m                    |
| Coto De Caza         | 48              | 21                             | 69                    | 67                      | 49                      | 82                     | 178                     | \$2.8m                    |
| Cypress              | 22              | 41                             | 16                    | 20                      | 19                      | 50                     | 74                      | \$812k                    |
| Dana Point           | 140             | 48                             | 88                    | 86                      | 85                      | 155                    | 181                     | \$4.5m                    |
| Dove Canyon          | 9               | 8                              | 34                    | 25                      | 33                      | 60                     | 96                      | \$1.2m                    |
| Foothill Ranch       | 19              | 13                             | 44                    | 35                      | 33                      | 44                     | 74                      | \$674k                    |
| Fountain Valley      | 29              | 31                             | 28                    | 26                      | 23                      | 37                     | 51                      | \$872k                    |
| Fullerton            | 94              | 110                            | 26                    | 19                      | 19                      | 35                     | 95                      | \$857k                    |
| Garden Grove         | 56              | 64                             | 26                    | 22                      | 19                      | 32                     | 78                      | \$646k                    |
| Huntington Beach     | 214             | 168                            | 38                    | 33                      | 39                      | 53                     | 91                      | \$1.5m                    |
| Irvine               | 540             | 251                            | 65                    | 58                      | 65                      | 96                     | 143                     | \$1.5m                    |
| La Habra             | 34              | 35                             | 29                    | 14                      | 18                      | 34                     | 58                      | \$670k                    |
| La Palma             | 4               | 9                              | 13                    | 23                      | 13                      | 83                     | 100                     | \$799k                    |
| Ladera Ranch         | 50              | 37                             | 41                    | 29                      | 26                      | 81                     | 109                     | \$1.4m                    |
| Laguna Beach         | 170             | 46                             | 111                   | 117                     | 104                     | 242                    | 404                     | \$4.8m                    |
| Laguna Hills         | 48              | 41                             | 35                    | 39                      | 29                      | 52                     | 153                     | \$1.6m                    |
| Laguna Niguel        | 119             | 76                             | 47                    | 37                      | 36                      | 77                     | 133                     | \$1.8m                    |
| Laguna Woods         | 200             | 85                             | 71                    | 71                      | 62                      | 101                    | 165                     | \$322k                    |
| Lake Forest          | 48              | 75                             | 19                    | 21                      | 25                      | 52                     | 115                     | \$830k                    |
| Los Alamitos         | 10              | 11                             | 27                    | 43                      | 43                      | 35                     | 64                      | \$953k                    |
| Mission Viejo        | 88              | 147                            | 18                    | 18                      | 22                      | 42                     | 89                      | \$844k                    |
| Newport Beach        | 265             | 63                             | 126                   | 94                      | 74                      | 145                    | 264                     | \$4.2m                    |
| Newport Coast        | 63              | 18                             | 105                   | 113                     | 122                     | 216                    | 284                     | \$8.8m                    |
| North Tustin         | 39              | 27                             | 43                    | 72                      | 32                      | 108                    | 111                     | \$2.5m                    |
| Orange               | 98              | 117                            | 25                    | 28                      | 29                      | 47                     | 115                     | \$1.2m                    |
| Placentia            | 35              | 46                             | 23                    | 25                      | 24                      | 54                     | 66                      | \$756k                    |
| Portola Hills        | 15              | 13                             | 35                    | 20                      | 0                       | 90                     | 180                     | \$1.2m                    |
| Rancho Mission Viejo | 21              | 41                             | 15                    | 30                      | 24                      | 73                     | 360                     | \$833k                    |
| Rancho Santa Marg.   | 35              | 40                             | 26                    | 23                      | 21                      | 38                     | 158                     | \$556k                    |
| Rossmoor             | 12              | 12                             | 30                    | 30                      | 33                      | 75                     | 260                     | \$1.4m                    |
| San Clemente         | 142             | 72                             | 59                    | 47                      | 41                      | 90                     | 138                     | \$2.1m                    |
| San Juan             | 66              | 49                             | 40                    | 51                      | 56                      | 166                    | 117                     | \$2.4m                    |
| Santa Ana            | 155             | 130                            | 36                    | 39                      | 44                      | 58                     | 98                      | \$602k                    |
| Seal Beach           | 71              | 56                             | 38                    | 45                      | 40                      | 96                     | 133                     | \$451k                    |
| Stanton              | 11              | 27                             | 12                    | 16                      | 21                      | 39                     | 62                      | \$584k                    |
| Talega               | 20              | 19                             | 32                    | 26                      | 13                      | 74                     | 143                     | \$1.5m                    |
| Tustin               | 79              | 89                             | 27                    | 25                      | 35                      | 46                     | 83                      | \$878k                    |
| Villa Park           | 19              | 17                             | 34                    | 48                      | 188                     | 71                     | 165                     | \$1.9m                    |
| Westminster          | 26              | 44                             | 18                    | 23                      | 28                      | 40                     | 48                      | \$773k                    |
| Yorba Linda          | 132             | 93                             | 43                    | 32                      | 33                      | 71                     | 185                     | \$1.4m                    |
| All of O.C.          | 3,843           | 2,799                          | 41                    | 39                      | 40                      | 71                     | 122                     | \$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 |
|--------------------|-----------------|--------------------------------|-----------------------|-------------------------|-------------------------|------------------------|-------------------------|---------------------------|
|                    | 11/12/2020      | 11/12/2020                     | 11/12/2020            | 10/29/2020              | 10/15/2020              | 11/14/2019             | 11/15/2018              | 11/12/2020                |
| All of O.C.        | 1,527           | 1,072                          | 39                    | 39                      | 39                      | 68                     | 120                     | \$815k                    |
| O.C. \$0-\$250k    | 112             | 59                             | 41                    | 41                      | 41                      | 109                    | 117                     | \$173k                    |
| O.C. \$250k-\$500k | 493             | 425                            | 32                    | 32                      | 32                      | 53                     | 103                     | \$393k                    |
| O.C. \$500k-\$750k | 448             | 399                            | 31                    | 31                      | 31                      | 56                     | 118                     | \$625k                    |
| O.C. \$750k-\$1m   | 219             | 123                            | 57                    | 57                      | 57                      | 90                     | 133                     | \$864k                    |
| O.C. \$1m+         | 255             | 66                             | 97                    | 97                      | 97                      | 179                    | 276                     | \$2.2m                    |

Current Actives Vacant: 36.6%

| 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 |
|---------------------|-----------------|--------------------------------|-----------------------|-------------------------|-------------------------|------------------------|-------------------------|---------------------------|
|                     | 11/12/2020      | 11/12/2020                     | 11/12/2020            | 10/29/2020              | 10/15/2020              | 11/14/2019             | 11/15/2018              | 11/12/2020                |
| All of O.C.         | 2,316           | 1,727                          | 40                    | 39                      | 40                      | 74                     | 122                     | \$2.7m                    |
| O.C. \$0-\$500k     | 23              | 18                             | 38                    | 37                      | 46                      | 33                     | 88                      | \$394k                    |
| O.C. \$500k-\$750k  | 249             | 410                            | 18                    | 19                      | 20                      | 33                     | 73                      | \$662k                    |
| O.C. \$750k-\$1m    | 391             | 623                            | 19                    | 20                      | 22                      | 51                     | 96                      | \$884k                    |
| O.C. \$1m-\$1.25m   | 281             | 230                            | 37                    | 37                      | 38                      | 73                     | 130                     | \$1.1m                    |
| O.C. \$1.25m-\$1.5m | 254             | 156                            | 49                    | 42                      | 50                      | 76                     | 171                     | \$1.4m                    |
| O.C. \$1.5m-\$2m    | 283             | 125                            | 68                    | 58                      | 57                      | 123                    | 228                     | \$1.8m                    |
| O.C. \$2m-\$4m      | 494             | 130                            | 114                   | 113                     | 106                     | 297                    | 321                     | \$2.9m                    |
| O.C. \$4m+          | 341             | 35                             | 292                   | 260                     | 201                     | 609                    | 468                     | \$9.1m                    |

Current Actives Vacant: 20.3%

| 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 |
|---------------------|-----------------|--------------------------------|-----------------------|-------------------------|-------------------------|------------------------|-------------------------|---------------------------|
|                     | 11/12/2020      | 11/12/2020                     | 11/12/2020            | 10/29/2020              | 10/15/2020              | 11/14/2019             | 11/15/2018              | 11/12/2020                |
| All of O.C.         | 3,843           | 2,799                          | 41                    | 39                      | 40                      | 71                     | 122                     | \$1.9m                    |
| O.C. \$0-\$500k     | 628             | 502                            | 38                    | 35                      | 33                      | 58                     | 104                     | \$354k                    |
| O.C. \$500k-\$750k  | 697             | 809                            | 26                    | 25                      | 26                      | 43                     | 88                      | \$638k                    |
| O.C. \$750k-\$1m    | 610             | 746                            | 25                    | 25                      | 27                      | 58                     | 102                     | \$877k                    |
| O.C. \$1m-\$1.25m   | 350             | 261                            | 40                    | 40                      | 42                      | 81                     | 133                     | \$1.1m                    |
| O.C. \$1.25m-\$1.5m | 317             | 170                            | 56                    | 50                      | 55                      | 79                     | 182                     | \$1.4m                    |
| O.C. \$1.5m-\$2m    | 326             | 135                            | 72                    | 62                      | 61                      | 127                    | 235                     | \$1.8m                    |
| O.C. \$2m-\$4m      | 556             | 141                            | 118                   | 116                     | 109                     | 304                    | 340                     | \$2.9m                    |
| O.C. \$4m+          | 359             | 35                             | 308                   | 255                     | 194                     | 609                    | 484                     | \$9.1m                    |

Current Actives Vacant: 27.1%

\*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          | 75                  | \$750,014           | \$751,334          | 99.8%                     | \$330k    | \$1.7m     | 1,733            | \$433                   | 65                  |
| Anaheim              | 164                 | \$600,711           | \$596,265          | 100.7%                    | \$275k    | \$989k     | 1,486            | \$404                   | 127                 |
| Anaheim Hills        | 75                  | \$831,440           | \$833,928          | 99.7%                     | \$412k    | \$3.7m     | 2,146            | \$387                   | 53                  |
| Brea                 | 54                  | \$839,474           | \$829,366          | 101.2%                    | \$440k    | \$1.9m     | 2,099            | \$400                   | 37                  |
| Buena Park           | 61                  | \$671,944           | \$659,937          | 101.8%                    | \$385k    | \$1.0m     | 1,561            | \$430                   | 53                  |
| Corona Del Mar       | 23                  | \$3,615,217         | \$3,864,170        | 93.6%                     | \$1.3m    | \$10.5m    | 2,890            | \$1,251                 | 19                  |
| Costa Mesa           | 88                  | \$979,386           | \$988,121          | 99.1%                     | \$475k    | \$2.4m     | 1,746            | \$561                   | 52                  |
| Coto De Caza         | 37                  | \$1,821,207         | \$1,865,984        | 97.6%                     | \$550k    | \$5.5m     | 4,303            | \$423                   | 26                  |
| Cypress              | 47                  | \$750,702           | \$742,661          | 101.1%                    | \$429k    | \$1.3m     | 1,727            | \$435                   | 37                  |
| Dana Point           | 59                  | \$1,839,390         | \$1,912,585        | 96.2%                     | \$199k    | \$12.1m    | 2,249            | \$818                   | 52                  |
| Dove Canyon          | 7                   | \$1,163,429         | \$1,167,286        | 99.7%                     | \$930k    | \$1.5m     | 3,053            | \$385                   | 6                   |
| Foothill Ranch       | 9                   | \$795,944           | \$791,200          | 100.6%                    | \$435k    | \$1.3m     | 1,927            | \$417                   | 15                  |
| Fountain Valley      | 53                  | \$783,331           | \$777,286          | 100.8%                    | \$329k    | \$1.4m     | 1,767            | \$443                   | 36                  |
| Fullerton            | 122                 | \$714,954           | \$710,188          | 100.7%                    | \$210k    | \$1.4m     | 1,709            | \$418                   | 97                  |
| Garden Grove         | 118                 | \$629,838           | \$619,991          | 101.6%                    | \$280k    | \$920k     | 1,429            | \$441                   | 90                  |
| Huntington Beach     | 220                 | \$1,103,773         | \$1,060,108        | 104.1%                    | \$295k    | \$12.8m    | 1,994            | \$554                   | 180                 |
| Irvine               | 318                 | \$988,140           | \$1,006,774        | 98.1%                     | \$310k    | \$7.6m     | 1,977            | \$500                   | 221                 |
| La Habra             | 63                  | \$636,952           | \$626,001          | 101.7%                    | \$310k    | \$1.2m     | 1,553            | \$410                   | 43                  |
| La Palma             | 12                  | \$743,788           | \$738,119          | 100.8%                    | \$478k    | \$960k     | 1,800            | \$413                   | 12                  |
| Ladera Ranch         | 68                  | \$996,897           | \$1,002,237        | 99.5%                     | \$505k    | \$2.9m     | 2,506            | \$398                   | 25                  |
| Laguna Beach         | 45                  | \$2,885,456         | \$3,054,333        | 94.5%                     | \$610k    | \$13.0m    | 2,217            | \$1,302                 | 38                  |
| Laguna Hills         | 47                  | \$1,207,763         | \$1,220,591        | 98.9%                     | \$360k    | \$3.1m     | 2,745            | \$440                   | 40                  |
| Laguna Niguel        | 112                 | \$971,374           | \$984,735          | 98.6%                     | \$326k    | \$5.8m     | 2,041            | \$476                   | 76                  |
| Laguna Woods         | 64                  | \$317,083           | \$326,029          | 97.3%                     | \$38k     | \$895k     | 1,107            | \$286                   | 80                  |
| Lake Forest          | 117                 | \$743,986           | \$746,469          | 99.7%                     | \$299k    | \$2.5m     | 1,789            | \$423                   | 80                  |
| Los Alamitos         | 9                   | \$901,444           | \$910,322          | 99.0%                     | \$480k    | \$1.9m     | 1,803            | \$500                   | 5                   |
| Mission Viejo        | 143                 | \$796,767           | \$794,849          | 100.2%                    | \$300k    | \$2.7m     | 1,938            | \$411                   | 109                 |
| Newport Beach        | 130                 | \$2,435,505         | \$2,518,933        | 96.7%                     | \$470k    | \$7.5m     | 2,638            | \$923                   | 91                  |
| Newport Coast        | 26                  | \$6,110,139         | \$6,574,419        | 92.9%                     | \$775k    | \$61.0m    | 4,571            | \$1,337                 | 7                   |
| North Tustin         | 38                  | \$1,462,102         | \$1,481,047        | 98.7%                     | \$950k    | \$2.9m     | 3,407            | \$429                   | 16                  |
| Orange               | 147                 | \$818,121           | \$818,656          | 99.9%                     | \$289k    | \$1.8m     | 1,950            | \$419                   | 111                 |
| Placentia            | 53                  | \$727,221           | \$724,496          | 100.4%                    | \$386k    | \$1.3m     | 1,824            | \$399                   | 43                  |
| Portola Hills        | 13                  | \$764,551           | \$758,517          | 100.8%                    | \$454k    | \$1.5m     | 1,945            | \$415                   | 6                   |
| Rancho Mission Viejo | 30                  | \$803,463           | \$810,079          | 99.2%                     | \$435k    | \$1.6m     | 1,915            | \$420                   | 13                  |
| Rancho Santa Marg.   | 1                   | \$515,000           | \$495,000          | 104.0%                    | \$515k    | \$515k     | 971              | \$530                   | 88                  |
| Rosmoor              | 13                  | \$1,179,146         | \$1,199,331        | 98.3%                     | \$524k    | \$1.7m     | 2,200            | \$536                   | 8                   |
| San Clemente         | 111                 | \$1,294,364         | \$1,319,228        | 98.1%                     | \$275k    | \$3.0m     | 2,498            | \$518                   | 87                  |
| San Juan             | 53                  | \$1,305,405         | \$1,331,805        | 98.0%                     | \$283k    | \$4.4m     | 3,089            | \$423                   | 29                  |
| Santa Ana            | 112                 | \$578,588           | \$579,275          | 99.9%                     | \$140k    | \$1.6m     | 1,449            | \$399                   | 118                 |
| Seal Beach           | 56                  | \$655,583           | \$667,299          | 98.2%                     | \$130k    | \$2.3m     | 1,371            | \$478                   | 51                  |
| Stanton              | 19                  | \$474,050           | \$467,250          | 101.5%                    | \$310k    | \$700k     | 1,154            | \$419                   | 13                  |
| Talega               | 31                  | \$1,229,605         | \$1,248,426        | 98.5%                     | \$520k    | \$3.4m     | 3,026            | \$404                   | 22                  |
| Tustin               | 80                  | \$874,641           | \$873,884          | 100.1%                    | \$134k    | \$4.3m     | 1,888            | \$463                   | 54                  |
| Villa Park           | 4                   | \$1,450,750         | \$1,500,497        | 96.7%                     | \$1.1m    | \$2.1m     | 3,261            | \$445                   | 4                   |
| Westminster          | 40                  | \$746,975           | \$748,881          | 99.7%                     | \$486k    | \$1.0m     | 1,767            | \$423                   | 19                  |
| Yorba Linda          | 116                 | \$1,110,439         | \$1,126,238        | 98.6%                     | \$378k    | \$3.3m     | 2,645            | \$420                   | 70                  |
| All of O.C.          | 3,359               | \$1,036,918         | \$1,047,571        | 99.0%                     | \$38k     | \$61.0m    | 2,004            | \$517                   | 2,564               |
| O.C. \$0-\$500k      | 519                 | \$384,035           | \$384,797          | 99.8%                     | \$38k     | \$500k     | 982              | \$391                   | 545                 |
| O.C. \$500k-\$750k   | 999                 | \$636,251           | \$633,853          | 100.4%                    | \$501k    | \$750k     | 1,428            | \$445                   | 942                 |
| O.C. \$750k-\$1m     | 880                 | \$862,116           | \$859,753          | 100.3%                    | \$751k    | \$1.0m     | 1,997            | \$432                   | 569                 |
| O.C. \$1m-\$1.25m    | 351                 | \$1,116,728         | \$1,129,754        | 98.8%                     | \$1.0m    | \$1.3m     | 2,502            | \$446                   | 189                 |
| O.C. \$1.25m-\$1.5m  | 205                 | \$1,367,960         | \$1,383,175        | 98.9%                     | \$1.3m    | \$1.5m     | 2,926            | \$467                   | 100                 |
| O.C. \$1.5m-\$2m     | 160                 | \$1,731,192         | \$1,767,053        | 98.0%                     | \$1.5m    | \$2.0m     | 3,244            | \$534                   | 107                 |
| O.C. \$2m-4m         | 190                 | \$2,727,304         | \$2,829,925        | 96.4%                     | \$2.0m    | \$4.0m     | 3,988            | \$684                   | 98                  |
| O.C. \$4m+           | 55                  | \$7,669,730         | \$7,795,825        | 98.4%                     | \$4.1m    | \$61.0m    | 5,134            | \$1,494                 | 32                  |

\*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 |
|---|-----------------|---|-----------------------|--|-----------------|---|-----------------------|
|   | 11/12/2020      | 11/12/2020                                  | 11/12/2020            |  | 11/12/2020      | 11/12/2020                                  | 11/12/2020            |
| Aliso Viejo                               | 54              | 0   | 0.0%                  | All of O.C.  | 1,527           | 4   | 0.3%                  |
| Anaheim                                   | 127             | 0   | 0.0%                  | O.C. \$0-\$250k  | 112             | 0   | 0.0%                  |
| Anaheim Hills                             | 59              | 1   | 1.7%                  | O.C. \$250k-\$500k   | 493             | 3   | 0.6%                  |
| Brea                                      | 46              | 0   | 0.0%                  | O.C. \$500k-\$750k   | 448             | 1   | 0.2%                  |
| Buena Park                                | 39              | 0   | 0.0%                  | O.C. \$750k-\$1m   | 219             | 0   | 0.0%                  |
| Corona Del Mar                            | 113             | 0   | 0.0%                  | O.C. \$1m+   | 255             | 0   | 0.0%                  |
| Costa Mesa                                | 112             | 2   | 1.8%                  | <b>Detached</b>  |                 |   |                       |
| Coto De Caza                              | 48              | 0   | 0.0%                  | All of O.C.  | 2,316           | 8   | 0.3%                  |
| Cypress                                   | 22              | 0   | 0.0%                  | O.C. \$0k-\$500k   | 23              | 0   | 0.0%                  |
| Dana Point                                | 140             | 0   | 0.0%                  | O.C. \$500k-\$750k   | 249             | 1   | 0.4%                  |
| Dove Canyon                               | 9               | 0   | 0.0%                  | O.C. \$750k-\$1m   | 391             | 1   | 0.3%                  |
| Foothill Ranch                            | 19              | 0   | 0.0%                  | O.C. \$1m-\$1.5m   | 281             | 1   | 0.4%                  |
| Fountain Valley                           | 29              | 0   | 0.0%                  | O.C. \$1.25m-\$1.5m  | 254             | 2   | 0.8%                  |
| Fullerton                                 | 94              | 0   | 0.0%                  | O.C. \$1.5m-\$2m   | 283             | 0   | 0.0%                  |
| Garden Grove                              | 56              | 0   | 0.0%                  | O.C. \$2m-\$4m   | 494             | 2   | 0.4%                  |
| Huntington Beach                          | 214             | 0   | 0.0%                  | O.C. \$4m+   | 341             | 1   | 0.3%                  |
| Irvine                                    | 540             | 2   | 0.4%                  | <b>All Homes</b>   |                 |   |                       |
| La Habra                                  | 34              | 0   | 0.0%                  | All of O.C.  | 3,843           | 12  | 0.3%                  |
| La Palma                                  | 4               | 0   | 0.0%                  | O.C. \$0k-\$500k   | 628             | 3   | 0.5%                  |
| Ladera Ranch                              | 50              | 0   | 0.0%                  | O.C. \$500k-\$750k   | 697             | 2   | 0.3%                  |
| Laguna Beach                              | 170             | 1   | 0.6%                  | O.C. \$750k-\$1m   | 610             | 1   | 0.2%                  |
| Laguna Hills                              | 48              | 1   | 2.1%                  | O.C. \$1m-\$1.25m  | 350             | 1   | 0.3%                  |
| Laguna Niguel                             | 119             | 0   | 0.0%                  | O.C. \$1.25m-\$1.5m  | 317             | 2   | 0.6%                  |
| Laguna Woods                              | 200             | 1   | 0.5%                  | O.C. \$1.5m-\$2m   | 326             | 0   | 0.0%                  |
| Lake Forest                               | 48              | 0   | 0.0%                  | O.C. \$2m-\$4m   | 556             | 2   | 0.4%                  |
| Los Alamitos                              | 10              | 0   | 0.0%                  | O.C. \$4m+   | 359             | 1   | 0.3%                  |
| Mission Viejo                             | 88              | 0   | 0.0%                  | <b>County High Shares - Account for 100%</b>   |                 |   |                       |
| Newport Beach                             | 265             | 1   | 0.4%                  | Laguna Hills   | 48              | 1   | 2.1%                  |
| Newport Coast                             | 63              | 1   | 1.6%                  | Costa Mesa   | 112             | 2   | 1.8%                  |
| North Tustin                              | 39              | 0   | 0.0%                  | Anaheim Hills  | 59              | 1   | 1.7%                  |
| Orange                                    | 98              | 0   | 0.0%                  | Newport Coast  | 63              | 1   | 1.6%                  |
| Placentia                                 | 35              | 0   | 0.0%                  | Santa Ana  | 155             | 1   | 0.6%                  |
| Portola Hills                             | 15              | 0   | 0.0%                  | Laguna Beach   | 170             | 1   | 0.6%                  |
| Rancho Mission Viejo                      | 21              | 0   | 0.0%                  | Laguna Woods   | 200             | 1   | 0.5%                  |
| Rancho Santa Marg.                        | 35              | 0   | 0.0%                  | Newport Beach  | 265             | 1   | 0.4%                  |
| Rossmoor                                  | 12              | 0   | 0.0%                  | Irvine   | 540             | 2   | 0.4%                  |
| San Clemente                              | 142             | 0   | 0.0%                  | Aliso Viejo  | 54              | 0   | 0.0%                  |
| San Juan                                  | 66              | 0   | 0.0%                  | <b>County Low Shares - No Distressed</b>   |                 |   |                       |
| Santa Ana                                 | 155             | 1   | 0.6%                  | Aliso Viejo  | Fountain V      | Mission Viejo                               | Seal Beach            |
| Seal Beach                                | 71              | 0   | 0.0%                  | Anaheim  | Fullerton       | North Tustin                                | Stanton               |
| Stanton                                   | 11              | 0   | 0.0%                  | Brea   | Garden Gro      | Orange                                      | Talega                |
| Talega                                    | 20              | 0   | 0.0%                  | Buena Park   | Huntington      | Placentia                                   | Tustin                |
| Tustin                                    | 79              | 0   | 0.0%                  | Corona Del Mar   | La Habra        | Portola Hills                               | Villa Park            |
| Villa Park                                | 19              | 0   | 0.0%                  | Coto De Caza   | La Palma        | Rancho Missi                                | Westminste            |
| Westminster                               | 26              | 0   | 0.0%                  | Cypress  | Ladera Ran      | Rancho Santa                                | Yorba Lind            |
| Yorba Linda                               | 132             | 0   | 0.0%                  | Dana Point   | Laguna Nig      | Rossmoor                                    |                       |
| All of O.C.                               | 3,843           | 12  | 0.3%                  | Dove Canyon  | Lake Forest     | San Clemente                                |                       |
| <b>Orange County Distressed Breakdown</b> |                 |   |                       | Foothill Ranch   | Los Alamitc     | San Juan                                    |                       |
|   | 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                        | 5               | 3   | 50                    |  |                 |   |                       |
| Total Short Sale                          | 7               | 6   | 35                    |  |                 |   |                       |





## 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 |
|-----------------------|-----------------|--------------------------------|-----------------------|-------------------------|-------------------------|------------------------|-------------------------|
|                       | 11/12/2020      | 11/12/2020                     | 11/12/2020            | 10/29/2020              | 10/15/2020              | 11/14/2019             | 11/15/2018              |
| Los Angeles County    | 10,599          | 6,300                          | 50                    | 50                      | 49                      | 71                     | 105                     |
| Orange County         | 3,843           | 2,799                          | 41                    | 39                      | 40                      | 71                     | 122                     |
| Riverside County      | 4,245           | 3,807                          | 33                    | 32                      | 32                      | 101                    | 134                     |
| San Bernardino County | 2,527           | 2,776                          | 27                    | 27                      | 28                      | 92                     | 117                     |
| San Diego County      | 3,671           | 3,395                          | 32                    | 31                      | 33                      | 67                     | 101                     |
| Ventura County        | 780             | 580                            | 40                    | 40                      | 40                      | 58                     | 90                      |
| <b>SOCAL TOTALS</b>   | <b>25,665</b>   | <b>19,657</b>                  | <b>38</b>             | <b>37</b>               | <b>37</b>               | <b>77</b>              | <b>116</b>              |

| Distressed Properties<br>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 |
|---|-----------------|--------------------------------|-----------------------|-------------------------|-------------------------|------------------------|-------------------------|
|   | 11/12/2020      | 11/12/2020                     | 11/12/2020            | 10/29/2020              | 10/15/2020              | 11/14/2019             | 11/15/2018              |
| Los Angeles County                                    | 55              | 34                             | 49                    | 44                      | 35                      | 61                     | 64                      |
| Orange County   | 12              | 9                              | 40                    | 30                      | 44                      | 51                     | 81                      |
| Riverside County                                      | 48              | 32                             | 45                    | 13                      | 33                      | 65                     | 73                      |
| San Bernardino County                                 | 31              | 19                             | 49                    | 13                      | 28                      | 51                     | 75                      |
| San Diego County                                      | 25              | 26                             | 29                    | 36                      | 41                      | 86                     | 81                      |
| Ventura County  | 2               | 1                              | 60                    | 60                      | 23                      | 43                     | 53                      |
| <b>SOCAL TOTALS</b>                                   | <b>173</b>      | <b>121</b>                     | <b>45</b>             | <b>29</b>               | <b>34</b>               | <b>60</b>              | <b>75</b>               |