



## Orange County Housing Report: Buyers' Frustration

November 30, 2020



**With an unrelenting lack of supply of homes FOR SALE, it will not be a buyer's market anytime soon.**

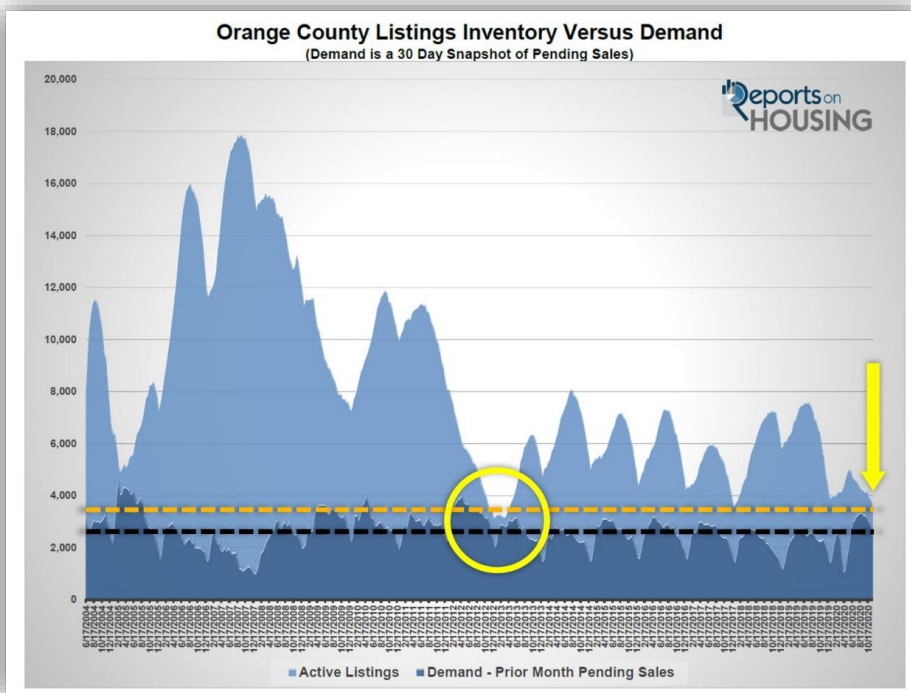
### An Ongoing Seller's Market

**Housing has lined up in favor of sellers for years now and it is due to a low inventory of homes available to purchase coupled with strong demand boosted by historically low mortgage rates.**

It is tough buying a home in today's housing market. A couple browses home after home until they find one worth seeing. After scheduling a showing, they write an offer to purchase because the house would be perfect for their growing family. It meets all of their requirements and it has the added bonus of a downstairs bedroom. Excitement and anticipation are in the air as they wait for a response. Their enthusiasm begins to dim as they find out that there are nine additional offers on their "perfect" home. After going back and forth with the seller, the buyers learn that they were not the winning bidder on the home. They have to go back to the drawing board and browse for their next opportunity.

This scenario plays out repeatedly across the United States, not just in Orange County. Many buyers find success, just not immediately. Other buyers, especially in the lower price ranges, write offers over and over again, but just cannot seem to get one of them accepted. It is frustrating and many buyers come to a point where they simply want to give up. Should they wait until the market slows and tilts more in the buyer's favor? Will it get easier anytime soon? Unfortunately, it will not get any easier and it does not make sense to wait to purchase.

What is going on is simple supply and demand. The active inventory has been at low levels ever since 2012 and a few times has dropped to unprecedented lows. From November 2012 through May 2013, and from December 2017 through February 2018, there were less than 4,000 homes available to purchase. It has only occurred twice since 2004, until this year. The Orange County active listing inventory dipped below 4,000 at the end of October. The New Year will start with fewer homes than 2013. That means that the inventory in 2021 will be below 4,000 into the Spring Market.



Demand, the last 30-days of new escrow activity, is also currently at unprecedented levels. The Spring and Summer Markets from 2013 through 2019 have ranged between 2,500 to 3,200 pending sales. Today's demand is at 2,621 pending sales, above the 2,500 threshold. It has not been this high at the end of November since 2012 when housing just came out of its Great Recession slumber and was sizzling hot. With mortgage rates at record low levels, below 3%, demand will remain elevated. The low mortgage rate environment is forecasted to continue throughout 2021.

Another way to gauge just how hot the market is today is to look at the spread between the supply of available homes to purchase and current demand levels. When the number of homes going into escrow is close to the number of available homes, it indicates a powerful market that leans



heavily in favor of sellers. That is precisely where it sits today. The difference between the number of available homes and demand is only 848. It was at 2,765 last year and 5,166 just two years ago. The only other time that the spread between the inventory and demand dipped below 1,000 was between October 2012 through June 2013. That is also when home values appreciated rapidly. There were not enough homes available to satiate the voracious appetite of buyer demand.

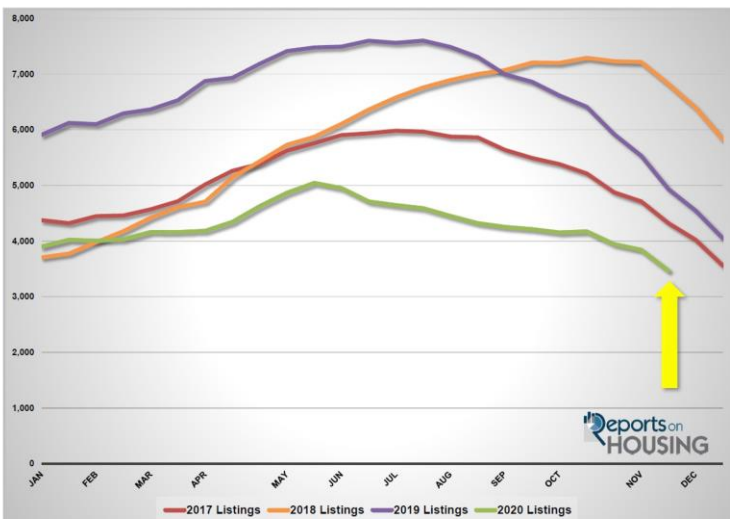
It is not going to get easier anytime soon for buyers. Waiting is not the answer. Based upon today's supply and demand, the longer a buyer waits, the more homes will appreciate. That will be the story in 2021 as well. Additionally, mortgage rates are at unprecedented record low levels. According to Freddie Mac's weekly Primary Mortgage Market Survey® released on November 25<sup>th</sup>, the 30-year fixed remained at 2.72%, its thirteenth record low this year. Mortgage rates are not forecasted to go any lower in 2021. In fact, there is a stronger chance that they will slightly rise as the economy improves next year. Higher rates combined with higher prices does not work in a buyer's favor.

**ATTENTION BUYERS: Do not wait to purchase.** Delaying a purchase will result in higher prices and higher mortgage rates, cutting into home affordability. The current housing market may be frustrating, but it would be foolish to wait and not take advantage of record-low rates and lower home values.

**Active Listings: The current active inventory plunged by 10% in the past 2 weeks, its largest drop of the year.**

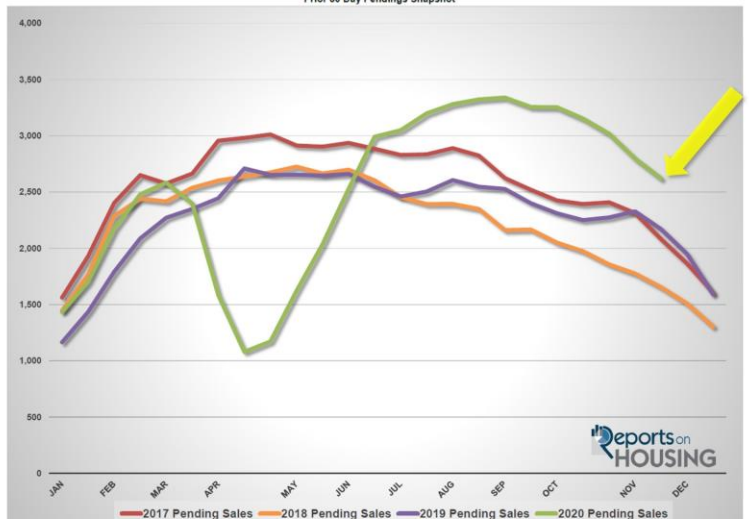
The active listing inventory shed 374 homes in the past two-weeks, down an astonishing 10%, and now sits at 3,469, its lowest level since April 2013. It is also at its lowest level for this time of the year since tracking began in 2004. Now that housing is in the thick of the Holiday Market, expect the inventory to rapidly drop through the end of the year. December is cyclically when fewer homeowners opt to sell due to the time of the year. It is also when unsuccessful sellers throw in the towel, choosing to enjoy the holidays and wait until the Spring Market of 2021. The lack of available homes to purchase will set the stage for a very hot 2021.

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot



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. Now there are more homes coming on the market year over year. From mid-October to mid-November, there were 9% more homes that came on the market compared to 2019, an additional 247 FOR-SALE signs. Even with the recent increase in COVID-19 cases, homeowners are being lured into selling their homes.



Last year at this time, there were 4,935 homes on the market, 1,466 additional homes, or 42% more. There were a lot more choices for buyers last year.

### Demand: Demand dropped by 6% in the past two weeks.

Demand, the number of new pending sales over the prior month, decreased from 2,799 to 2,621 in the past couple of weeks, shedding 178 pending sales, down 6%. Even with the drop, it is still the highest demand reading for an end to November since 2012. With the active inventory dropping there are fewer choices for sellers, which translates to fewer escrows and a drop in demand. Also, many buyers are sidelining their home purchasing efforts to focus and enjoy the holidays. This is a cyclical phenomenon that occurs between Thanksgiving and New Year's Day. Expect the drops to continue until ringing in 2021.

Last year, demand was at 2,170, that is 451 fewer pending sales compared to today, or 17% less.

In the past two-weeks the Expected Market Time decreased from 41 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 68 days, slower than today.

### Luxury End: The luxury inventory sank by 8%.

In the past two-weeks, the luxury inventory for homes above \$1.25 million shed 123 homes, or 8%, and now sits at 1,435. Demand dropped as well, but not nearly as much, dipping from 481 to 466 pending sales, down 15, or 3%. The Holiday Market is denoted by a drop in both supply and demand, which will continue through year's end. Luxury is not an exception. With a giant drop in the supply of luxury homes, the overall Expected Market Time for homes priced above \$1.25 million decreased from 97 to 92 days in the past couple of weeks. Luxury is at an unprecedented level for this time of the year.

Year over year, luxury demand is up by 160 pending sales, or 52%, and the active luxury listing inventory is down by 405 homes, or 22%. The Expected Market Time last year was at 180 days, nearly double where it stands today.

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the Expected Market Time decreased from 56 to 47 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 72 to 63 days. For homes priced between \$2 million and \$4 million, the Expected Market Time increased from 118 to 126 days. For homes priced above \$4 million, the Expected Market Time increased from 308 to 322 days. At 322 days, a seller would be looking at placing their home into escrow around **October 2021**.

Price Ranges	Expected Market Time	Market Speed	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	28 Days		33%	47%	43 Days
O.C. \$750k-\$1m	24 Days		16%	26%	56 Days
O.C. \$1m-\$1.25m	40 Days		9%	9%	79 Days
O.C. \$1.25m-\$1.5m	47 Days		8%	6%	96 Days
O.C. \$1.5m-\$2m	63 Days		8%	5%	125 Days
O.C. \$2m-\$4m	126 Days		15%	5%	285 Days
O.C. \$4m+	322 Days		10%	1%	387 Days

Reports of HOUSING



## Orange County Housing Summary

- The active listing inventory plunged by 374 homes in the past two-weeks, down 10%, and now totals 3,469, its lowest level since April 2013. COVID-19 is not suppressing the inventory despite the recent spike in cases. From mid-October through mid-November, there were 9% more homes that came on the market compared to last year. Last year, there were 4,935 homes on the market, 1,466 additional homes, or 42% more.
- Demand, the number of pending sales over the prior month, decreased by 178 pending sales in the past two-weeks, down 6%, and now totals 2,621. COVID-19 has no effect on demand. Record low rates are fueling today's exceptional demand. Last year, there were 2,170 pending sales, 17% fewer than today.
- The Expected Market Time for all of Orange County decreased from 41 days to 40, a Hot Seller's Market (less than 60 days). It was at 68 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 28 days. This range represents 33% of the active inventory and 47% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 24 days, a hot Seller's Market. This range represents 16% of the active inventory and 26% 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 decreased from 56 to 47 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 72 to 63 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time increased from 118 to 123 days. For luxury homes priced above \$4 million, the Expected Market Time increased from 308 to 322 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 0.2% of all listings and 0.4% of demand. There are only 3 foreclosures and 4 short sales available to purchase today in all of Orange County, 7 total distressed homes on the active market, down 5 from two-weeks ago. Last year there were 60 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
	11/26/2020	11/26/2020	11/26/2020	11/12/2020	10/29/2020	11/28/2019	11/29/2018	11/26/2020
Aliso Viejo	51	74	21	18	22	34	102	\$788k
Anaheim	105	141	22	26	28	37	91	\$633k
Anaheim Hills	61	64	29	26	31	56	99	\$1.3m
Brea	37	43	26	46	43	42	125	\$1.0m
Buena Park	32	46	21	25	19	18	77	\$718k
Corona Del Mar	105	24	131	141	137	191	308	\$6.0m
Costa Mesa	97	75	39	50	46	63	93	\$1.1m
Coto De Caza	39	24	49	69	67	107	167	\$3.1m
Cypress	26	32	24	16	20	46	96	\$809k
Dana Point	128	52	74	88	86	191	238	\$4.8m
Dove Canyon	8	5	48	34	25	45	270	\$1.3m
Foothill Ranch	13	12	33	44	35	30	69	\$660k
Fountain Valley	28	37	23	28	26	60	63	\$816k
Fullerton	69	98	21	26	19	31	103	\$849k
Garden Grove	44	56	24	26	22	39	66	\$689k
Huntington Beach	200	152	39	38	33	56	92	\$1.5m
Irvine	468	240	59	65	58	91	145	\$1.6m
La Habra	30	34	26	29	14	42	82	\$657k
La Palma	4	7	17	13	23	165	90	\$909k
Ladera Ranch	37	40	28	41	29	47	95	\$1.5m
Laguna Beach	162	39	125	111	117	300	698	\$5.1m
Laguna Hills	42	40	32	35	39	39	193	\$1.8m
Laguna Niguel	96	93	31	47	37	62	146	\$2.0m
Laguna Woods	191	79	73	71	71	94	151	\$331k
Lake Forest	49	64	23	19	21	59	92	\$822k
Los Alamitos	13	9	43	27	43	56	84	\$952k
Mission Viejo	65	139	14	18	18	44	90	\$814k
Newport Beach	254	63	121	126	94	153	290	\$4.2m
Newport Coast	59	18	98	105	113	233	243	\$9.0m
North Tustin	42	25	50	43	72	153	104	\$2.4m
Orange	102	94	33	25	28	41	97	\$1.2m
Placentia	31	36	26	23	25	55	61	\$741k
Portola Hills	17	6	85	35	20	65	135	\$1.1m
Rancho Mission Viejo	17	34	15	15	30	150	350	\$797k
Rancho Santa Marg.	29	52	17	26	23	25	133	\$545k
Rossmoor	12	9	40	30	30	108	180	\$1.5m
San Clemente	122	74	49	59	47	97	151	\$2.2m
San Juan	59	36	49	40	51	138	115	\$2.4m
Santa Ana	165	123	40	36	39	52	102	\$603k
Seal Beach	74	50	44	38	45	68	146	\$428k
Stanton	5	24	6	12	16	33	117	\$724k
Talega	12	21	17	32	26	48	114	\$1.3m
Tustin	63	72	26	27	25	44	92	\$844k
Villa Park	15	12	38	34	48	68	126	\$2.0m
Westminster	22	35	19	18	23	40	61	\$769k
Yorba Linda	118	89	40	43	32	51	180	\$1.4m
All of O.C.	3,469	2,621	40	41	39	68	124	\$2.0m



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
	11/26/2020	11/26/2020	11/26/2020	11/12/2020	10/29/2020	11/28/2019	11/29/2018	
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: 37.7%**

Detached Homes	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	11/26/2020	11/26/2020	11/26/2020	11/12/2020	10/29/2020	11/28/2019	11/29/2018	
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: 21.1%**

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
	11/26/2020	11/26/2020	11/26/2020	11/12/2020	10/29/2020	11/28/2019	11/29/2018	
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: 28.1%**

\*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 Oct 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 Oct 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
Rossmore	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
	11/26/2020	11/26/2020	11/26/2020		11/26/2020	11/26/2020	11/26/2020
Aliso Viejo	51	0	0.0%	All of O.C.	1,367	3	0.2%
Anaheim	105	0	0.0%	O.C. \$0-\$250k	115	0	0.0%
Anaheim Hills	61	1	1.6%	O.C. \$250k-\$500k	448	2	0.4%
Brea	37	0	0.0%	O.C. \$500k-\$750k	376	1	0.3%
Buena Park	32	0	0.0%	O.C. \$750k-\$1m	182	0	0.0%
Corona Del Mar	105	0	0.0%	O.C. \$1m+	246	0	0.0%
Costa Mesa	97	1	1.0%	<b>Detached</b>			
Coto De Caza	39	0	0.0%	All of O.C.	2,102	5	0.2%
Cypress	26	0	0.0%	O.C. \$0k-\$500k	22	0	0.0%
Dana Point	128	0	0.0%	O.C. \$500k-\$750k	199	0	0.0%
Dove Canyon	8	0	0.0%	O.C. \$750k-\$1m	372	1	0.3%
Foothill Ranch	13	0	0.0%	O.C. \$1m-\$1.5m	250	1	0.4%
Fountain Valley	28	0	0.0%	O.C. \$1.25m-\$1.5m	211	0	0.0%
Fullerton	69	0	0.0%	O.C. \$1.5m-\$2m	244	0	0.0%
Garden Grove	44	0	0.0%	O.C. \$2m-\$4m	468	2	0.4%
Huntington Beach	200	0	0.0%	O.C. \$4m+	336	1	0.3%
Irvine	468	0	0.0%	<b>All Homes</b>			
La Habra	30	0	0.0%	All of O.C.	3,469	8	0.2%
La Palma	4	0	0.0%	O.C. \$0k-\$500k	585	2	0.3%
Ladera Ranch	37	0	0.0%	O.C. \$500k-\$750k	575	1	0.2%
Laguna Beach	162	1	0.6%	O.C. \$750k-\$1m	554	1	0.2%
Laguna Hills	42	1	2.4%	O.C. \$1m-\$1.25m	320	1	0.3%
Laguna Niguel	96	0	0.0%	O.C. \$1.25m-\$1.5m	266	0	0.0%
Laguna Woods	191	1	0.5%	O.C. \$1.5m-\$2m	289	0	0.0%
Lake Forest	49	0	0.0%	O.C. \$2m-\$4m	526	2	0.4%
Los Alamitos	13	0	0.0%	O.C. \$4m+	354	1	0.3%
Mission Viejo	65	0	0.0%	<b>County High Shares - Account for 100%</b>			
Newport Beach	254	1	0.4%	Portola Hills	17	1	5.9%
Newport Coast	59	1	1.7%	Laguna Hills	42	1	2.4%
North Tustin	42	0	0.0%	Newport Coast	59	1	1.7%
Orange	102	0	0.0%	Anaheim Hills	61	1	1.6%
Placentia	31	0	0.0%	Costa Mesa	97	1	1.0%
Portola Hills	17	0	0.0%	Laguna Beach	162	1	0.6%
Rancho Mission Viejo	17	0	0.0%	Laguna Woods	191	1	0.5%
Rancho Santa Marg.	29	0	0.0%	Newport Beach	254	1	0.4%
Rossmoor	12	0	0.0%	Aliso Viejo	51	0	0.0%
San Clemente	122	0	0.0%	Anaheim	105	0	0.0%
San Juan	59	0	0.0%	<b>County Low Shares - No Distressed</b>			
Santa Ana	165	0	0.0%	Aliso Viejo	Fountain Va	Los Alamitos	Santa Ana
Seal Beach	74	0	0.0%	Anaheim	Fullerton	Mission Viejo	Seal Beach
Stanton	5	0	0.0%	Brea	Garden Gro	North Tustin	Stanton
Talega	12	0	0.0%	Buena Park	Huntington Orange	Talega	
Tustin	63	0	0.0%	Corona Del Mar	Irvine	Placentia	Tustin
Villa Park	15	0	0.0%	Coto De Caza	La Habra	Rancho Missi	Villa Park
Westminster	22	0	0.0%	Cypress	La Palma	Rancho Santa	Westminste
Yorba Linda	118	0	0.0%	Dana Point	Ladera Ran	Rossmoor	Yorba Linda
All of O.C.	3,469	8	0.2%	Dove Canyon	Laguna Nig	San Clemente	
<b>Orange County Distressed Breakdown</b>				Foothill Ranch	Lake Forest	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	3	4	23				
Total Short Sale	4	6	20				





## Southern California Housing

All Properties	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago
	11/26/2020	11/26/2020	11/26/2020	11/12/2020	10/29/2020	11/28/2019	11/29/2018
Los Angeles County	9,985	5,852	51	50	50	69	107
Orange County	3,469	2,621	40	41	39	68	124
Riverside County	3,939	3,682	32	33	32	107	145
San Bernardino County	2,306	2,544	27	27	27	92	123
San Diego County	3,304	3,152	31	32	31	67	106
Ventura County	681	485	42	40	40	51	96
<b>SOCAL TOTALS</b>	<b>23,684</b>	<b>18,336</b>	<b>37</b>	<b>38</b>	<b>37</b>	<b>76</b>	<b>121</b>

Distressed Properties	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago
	11/26/2020	11/26/2020	11/26/2020	11/12/2020	10/29/2020	11/28/2019	11/29/2018
<b>Foreclosures and Short Sales</b>							
Los Angeles County	61	32	57	49	44	51	72
Orange County	7	10	21	40	30	82	70
Riverside County	40	38	32	45	13	60	90
San Bernardino County	22	23	29	49	13	66	69
San Diego County	27	19	43	29	36	77	116
Ventura County	2	0	-	60	60	46	66
<b>SOCAL TOTALS</b>	<b>159</b>	<b>122</b>	<b>36</b>	<b>29</b>	<b>34</b>	<b>64</b>	<b>83</b>