



Orange County Housing Report: Lock It In!

December 14, 2020

Mortgage rates may be at record lows, but they are poised to increase next year.



Interest Rates: The current 30-year mortgage rate is at 2.7%, a 14th record low since March

Black Friday, Cyber Monday, Amazon Prime Day are all days that countless Americans look forward to cashing in on the very best deals of the year. From flatscreen televisions to blenders to puffy winter jackets, prices are slashed, and eager shoppers line up to take advantage of the mind-blowing discounts. Many stores carry a limited quantity, so if “you snooze, you lose.” For 2020, those days are in the past and it will not be until the end of 2021 when they return.

Today’s mortgage rates are at a record low and they offer the very best deal of the year. Soon, that deal will vanish, and rates will rise, which will impact monthly payments and affordability. Many think the Federal Reserve is in charge of setting mortgage rates, but that is not true. Instead, they set the short term fed funds rate, currently at zero. This rate affects automobile loans, credit card rates, and small business loans, also known as “short term debt.” Long term debt, or 30-year fixed mortgages, are tied closer to long term bonds. Watching any movement in U.S. 10 Year Treasury bonds will indicate where mortgage rates are headed. Prior to this year, the 10-Year has never been below 1% (it is at 0.896% today). Similarly, prior to this year, mortgage rates have never been below 3% (they are at 2.7% today).

Bad economic news drives the 10-Year down and good economic news pushes it higher. COVID-19 and the economic recession due to the forced shutdown of the economy drove the 10-Year below 1% for the first time ever. There is a “spread” between the 10-Year bond and the 30-year mortgage rate that is fairly uniform over time. Capacity constraints and risk aversion prevented mortgage rates from immediately plunging below 3%, but they eventually got there in July.

The United States economy has been on the mend. Retail sales have rebounded. New home sales and residential resales have rebounded. Consumers are consuming again. Manufacturing has returned. And, there is light at the end of the tunnel, the Coronavirus Pfizer vaccine has been approved by the FDA and distribution to all of the states started on Sunday. A second vaccine, Moderna, is scheduled to be approved at the end of the week as well. By mid-2021, the bulk of the U.S. population will be inoculated from the virus. The economy will undoubtedly improve. With all this good news, the 10-Year has improved from 0.645% in September to 0.896% today. In 2021, over the coming months, there will be more good news to follow: a congressional relief package, more positive vaccine news, positive jobs reports, and positive economic reports. It will not be long before the 10-Year pops above 1%. **As a result, expect mortgage rates to increase from today’s exceptional 2.7% level to 3.5% by the end of 2021.**

For a \$750,000 mortgage, today’s 2.7% payment of \$3,042 per month would rise to \$3,368 at 3.5%. That is a difference of \$326 per month, or \$3,912 per year. 3.5% is still a great rate, yet there is still a significant impact in the monthly mortgage payment. In November 2018, about two years ago, mortgage rates climbed to 5%. In comparison to today, for a \$750,000

Interest Rates Impact on Payment

Mortgage Amount	2.7% (Today)	3%	3.25%	3.5%	3.75%	4%	5%
\$500,000	\$2,028	\$2,108	\$2,176	\$2,245	\$2,316	\$2,387	\$2,684
\$750,000	\$3,042	\$3,162	\$3,264	\$3,368	\$3,473	\$3,581	\$4,026
\$1,000,000	\$4,055	\$4,216	\$4,352	\$4,490	\$4,631	\$4,774	\$5,368



mortgage, the payment would be an additional \$1,004 per month, or \$12,048 per year. Today's record low rates provide buyers and homeowners the ability to save a lot of money.

In looking at rising rates impact on affordability, today's unbelievably low rate offers buyers the power to buy a much larger home. A buyer with a 20% down payment that desires a monthly principal and interest rate payment of \$3,000 is able to purchase a \$925,000 home. Rising rates erode home affordability. With mortgage rates projected to rise to 3.5% by the end of 2021, that \$3,000 desired payment yields an \$835,000 home. That is a jaw dropping \$90,000 less, a significant difference in a buyer's home search.

Interest Rates Impact on Affordability

	2.7%	3%	3.25%	3.50%	3.75%	4.0%	5.0%
\$3,000 a Month Desired Mortgage Payment	↓ Price of Home Able to Afford ↓						
	\$925,000	\$890,000	\$861,250	\$835,000	\$810,000	\$785,000	\$698,750

*Mortgage Payment is Principal & Interest Only & 20% Down Payment



For perspective, in November 2018, the desired \$3,000 mortgage payment resulted in a \$698,750 home. The 5% rate shaves \$226,250 in purchasing power. The difference is stunning. Many of today's buyers would be sidelined by unaffordability. In year's past, mortgage rates were much higher. In 1981, they were at 18%. In 1990, they were at 10%. In 2000, they dropped to 8%. And, just prior to the Great Recession, mortgage rates were at 6.35%.

Today's 2.7% mortgage rate is a Black Friday, Cyber Monday, or Amazon Prime Day type of deal. It is a record low that is motivating buyers to storm the housing market. As the United States economy improves over the course of the year, mortgage rates will climb. With today's powerful housing demand in Orange County, the strongest December demand reading since 2011, combined with today's record low active inventory level, the lowest reading since tracking began in 2004, home values will appreciate in 2021. **With rising rates and rising home values, the time for buyers to act is right now. Lock it in!**

Active Listings The current active inventory continued to plunge, shedding another 9% in the past two weeks.

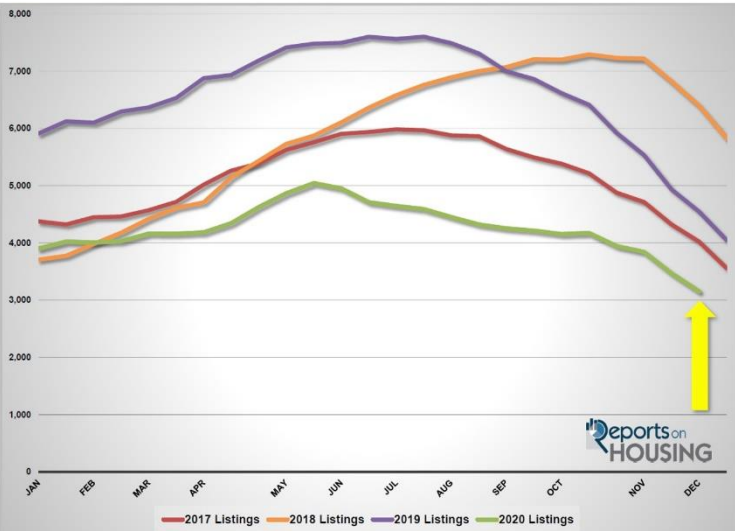
The active listing inventory shed 317 homes in the past two-weeks, down an astounding 9%, and now sits at 3,152, its lowest level since tracking began in 2004. Pass the eggnog, wrap those presents, grab a candy cane, the Holiday Market is here, which brings large drops in both supply and demand. This year is no different. Expect the active inventory to continue to drop until ringing in a New Year. It will drop below 3,000 available homes, limited the available homes to purchase to unbelievable low levels, making it extremely difficult for buyers to secure a home. The inventory will not start to rise again until this coming January.

Even with the active inventory dropping to all-time lows since tracking began, 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. In November, there were 15% more homes that came on the market compared to 2019, an additional 317 FOR-SALE signs. Even with the recent surge in COVID-19 cases, homeowners are still being lured into selling their homes in Orange County.

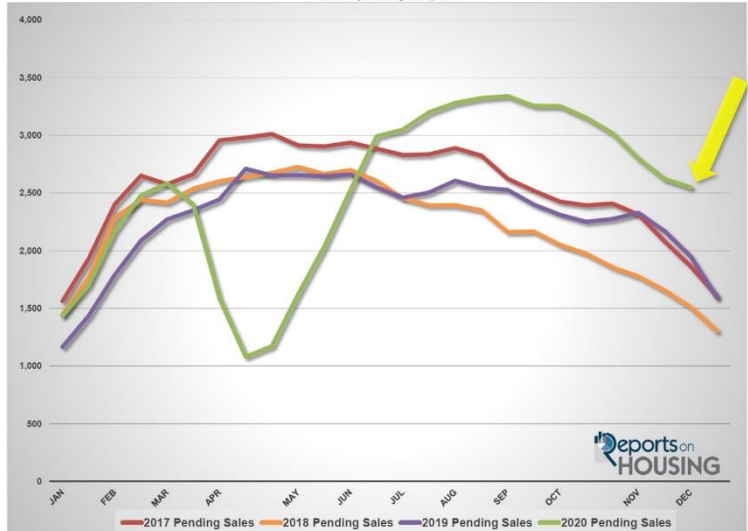
Last year at this time, there were 4,546 homes on the market, 1,394 additional homes, or 44% more. There were a lot more choices for buyers last year.



Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year



Demand Demand dropped by 3% in the past two weeks.

Demand, the number of new pending sales over the prior month, decreased from 2,621 to 2,549 in the past couple of weeks, shedding 72 pending sales, down 3%. It is the lowest demand reading since June, but the strongest December since 2011. Demand is not dropping as fast as it typically does during the Holiday Market. In the past 5-years, on average demand dropped by 9% during the same two-week period. The low mortgage rates are prompting buyers to remain active despite the holidays and the fact that the supply is so anemic. Demand will continue to drop through year's end.

Last year, demand was at 1,949, that is 600 fewer pending sales compared to today, or 24% less. In the past two-weeks the Expected Market Time decreased from 40 to 37 days, its lowest level of the year and 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 70 days, much slower than today.

Luxury End The luxury market dramatically improved with a sharp drop in inventory and a surge in demand.

In the past two-weeks, the luxury inventory for homes above \$1.25 million plunged by 117 homes, or 8%, and now sits at 1,318. At the same time, luxury demand increased by 466 to 502 pending sales, up 36, or 8%. Luxury has been the great surprise in 2020, and December is no different as it marches to the beat of its own drum. Typically, both supply and demand drop during the Holiday Market, but not this year. With a giant drop in the supply coupled with a sharp increase in demand, the overall Expected Market Time for luxury homes priced above \$1.25 million decreased from 92 to 79 days in the past couple of weeks. Luxury is at its strongest point of the year, tying the level reached in July.

Year over year, luxury demand is up by 223 pending sales, or 80%, and the active luxury listing inventory is down by 377 homes, or 22%. The Expected Market Time last year was at 182 days, more than 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 47 to 36 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 63 to 53 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 126 to 119 days. For homes priced above \$4 million, the Expected Market Time decreased from 322 to 248 days. At 248 days, a seller would be looking at placing their home into escrow around **August 2021**.



Price Ranges	Expected Market Time	Market Speed	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	27 Days		33%	45%	46 Days
O.C. \$750k-\$1m	23 Days		16%	25%	54 Days
O.C. \$1m-\$1.25m	34 Days		9%	10%	73 Days
O.C. \$1.25m-\$1.5m	36 Days		7%	7%	120 Days
O.C. \$1.5m-\$2m	53 Days		8%	6%	117 Days
O.C. \$2m-\$4m	119 Days		16%	5%	223 Days
O.C. \$4m+	248 Days		11%	2%	518 Days

Reports on HOUSING

Orange County Housing Summary

- The active listing inventory plunged by 317 homes in the past two-weeks, down 9%, and now totals 3,152, its lowest level since tracking began in 2004. COVID-19 is not suppressing the inventory despite the recent surge in cases. In November, there were 15% more homes that came on the market compared to last year. Last year, there were 4,546 homes on the market, 1,394 additional homes, or 44% more.
- Demand, the number of pending sales over the prior month, decreased by 72 pending sales in the past two-weeks, down 3%, and now totals 2,549, its strongest December reading since 2011. COVID-19 has no effect on demand. Record low rates are fueling today's exceptional demand. Last year, there were 1,949 pending sales, 24% fewer than today.
- The Expected Market Time for all of Orange County decreased from 40 days to 37, its strongest reading in 2020 and a Hot Seller's Market (less than 60 days). It was at 70 days last year, much slower than today.
- For homes priced below \$750,000, the market is a hot Seller's Market (less than 60 days) with an expected market time of 27 days. This range represents 33% of the active inventory and 45% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 23 days, a hot Seller's Market. This range represents 16% of the active inventory and 25% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 34 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 47 to 36 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 63 to 53 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 123 to 119 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 322 to 248 days.
- The luxury end, all homes above \$1.25 million, accounts for 42% of the inventory and only 20% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.3% of all listings and 0.2% of demand. There are only 2 foreclosures and 6 short sales available to purchase today in all of Orange County, 8 total distressed homes on the active market, up 1 from two-weeks ago. Last year there were 68 total distressed homes on the market, more than today.
- There were 2,843 closed residential resales in November, 25% more than November 2019's 2,269 closed sales. November marked a 15% drop compared to October 2020. The sales to list price ratio was 98.5% 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
	12/10/2020	12/10/2020	12/10/2020	11/26/2020	11/12/2020	12/12/2019	12/13/2018	12/10/2020
Aliso Viejo	43	59	22	21	18	29	83	\$784k
Anaheim	95	124	23	22	26	47	73	\$647k
Anaheim Hills	53	62	26	29	26	81	166	\$1.4m
Brea	20	46	13	26	46	51	81	\$1.0m
Buena Park	27	46	18	21	25	28	104	\$715k
Corona Del Mar	109	16	204	131	141	232	696	\$6.2m
Costa Mesa	82	84	29	39	50	51	135	\$1.0m
Coto De Caza	35	27	39	49	69	87	247	\$3.1m
Cypress	17	34	15	24	16	40	109	\$815k
Dana Point	111	56	59	74	88	292	270	\$5.0m
Dove Canyon	8	6	40	48	34	130	150	\$1.2m
Foothill Ranch	8	19	13	33	44	30	94	\$495k
Fountain Valley	22	33	20	23	28	62	94	\$880k
Fullerton	73	75	29	21	26	48	107	\$829k
Garden Grove	36	58	19	24	26	47	73	\$655k
Huntington Beach	183	159	35	39	38	64	111	\$1.4m
Irvine	435	261	50	59	65	104	142	\$1.6m
La Habra	24	44	16	26	29	65	110	\$615k
La Palma	2	6	10	17	13	30	78	\$1.1m
Ladera Ranch	31	36	26	28	41	53	85	\$1.7m
Laguna Beach	148	39	114	125	111	296	498	\$5.2m
Laguna Hills	39	43	27	32	35	54	141	\$1.8m
Laguna Niguel	82	93	26	31	47	57	129	\$2.1m
Laguna Woods	182	76	72	73	71	114	123	\$331k
Lake Forest	49	50	29	23	19	52	109	\$798k
Los Alamitos	6	14	13	43	27	72	165	\$904k
Mission Viejo	59	120	15	14	18	47	90	\$900k
Newport Beach	231	72	96	121	126	164	305	\$4.2m
Newport Coast	56	15	112	98	105	208	176	\$8.7m
North Tustin	38	24	48	50	43	193	160	\$2.5m
Orange	87	98	27	33	25	52	121	\$1.3m
Placentia	30	40	23	26	23	39	79	\$788k
Portola Hills	18	7	77	85	35	110	64	\$1.1m
Rancho Mission Viejo	15	23	20	15	15	154	263	\$743k
Rancho Santa Marg.	19	49	12	17	26	33	92	\$517k
Rossmoor	10	15	20	40	30	60	188	\$1.6m
San Clemente	114	76	45	49	59	79	143	\$2.1m
San Juan	57	34	50	49	40	126	126	\$2.4m
Santa Ana	147	122	36	40	36	43	116	\$600k
Seal Beach	83	37	67	44	38	91	171	\$407k
Stanton	7	12	18	6	12	60	131	\$603k
Talega	16	16	30	17	32	46	163	\$1.3m
Tustin	64	53	36	26	27	44	100	\$902k
Villa Park	17	7	73	38	34	90	114	\$2.1m
Westminster	16	24	20	19	18	48	57	\$683k
Yorba Linda	102	101	30	40	43	73	140	\$1.4m
All of O.C.	3,152	2,549	37	40	41	70	127	\$2.1m



Attached Homes	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	Average Active List Price
	12/10/2020	12/10/2020	12/10/2020	11/26/2020	11/12/2020	12/12/2019	12/13/2018	
All of O.C.	1,281	986	39	39	39	65	125	\$824k
O.C. \$0-\$250k	120	46	41	41	41	80	98	\$180k
O.C. \$250k-\$500k	402	364	32	32	32	51	107	\$385k
O.C. \$500k-\$750k	340	405	31	31	31	54	114	\$629k
O.C. \$750k-\$1m	192	108	57	57	57	101	220	\$860k
O.C. \$1m+	227	63	97	97	97	171	311	\$2.2m

Current Actives Vacant: 40.7%

Detached Homes	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	Average Active List Price
	12/10/2020	12/10/2020	12/10/2020	11/26/2020	11/12/2020	12/12/2019	12/13/2018	
All of O.C.	1,871	1,563	36	39	40	74	128	\$2.9m
O.C. \$0-\$500k	23	17	41	39	38	50	41	\$382k
O.C. \$500k-\$750k	167	323	16	16	18	33	73	\$668k
O.C. \$750k-\$1m	301	529	17	20	19	48	100	\$878k
O.C. \$1m-\$1.25m	224	228	29	35	37	76	146	\$1.2m
O.C. \$1.25m-\$1.5m	172	173	30	40	49	108	208	\$1.4m
O.C. \$1.5m-\$2m	228	141	49	56	68	103	213	\$1.8m
O.C. \$2m-\$4m	440	113	117	125	114	207	401	\$2.9m
O.C. \$4m+	316	39	243	305	292	521	754	\$9.4m

Current Actives Vacant: 21.3%

All Homes	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	Average Active List Price
	12/10/2020	12/10/2020	12/10/2020	11/26/2020	11/12/2020	12/12/2019	12/13/2018	
All of O.C.	3,152	2,549	37	40	41	70	127	\$2.1m
O.C. \$0-\$500k	545	427	38	39	38	55	99	\$340k
O.C. \$500k-\$750k	507	728	21	22	26	41	86	\$642k
O.C. \$750k-\$1m	493	637	23	24	25	54	114	\$871k
O.C. \$1m-\$1.25m	289	255	34	40	40	73	155	\$1.1m
O.C. \$1.25m-\$1.5m	222	184	36	47	56	120	219	\$1.4m
O.C. \$1.5m-\$2m	267	152	53	63	72	117	207	\$1.8m
O.C. \$2m-\$4m	498	126	119	126	118	223	429	\$2.9m
O.C. \$4m+	331	40	248	322	308	518	732	\$9.3m

Current Actives Vacant: 29.5%

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the O.C. totals.



Orange County Cities	Units Sold 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	Number of Foreclosures & Short Sale Actives	% of Active Inventory	Attached	Current Actives	Number of Foreclosures & Short Sale Actives	% of Active Inventory
	12/10/2020	12/10/2020	12/10/2020		12/10/2020	12/10/2020	12/10/2020
Aliso Viejo	43	0	0.0%	All of O.C.	1,281	3	0.2%
Anaheim	95	0	0.0%	O.C. \$0-\$250k	120	0	0.0%
Anaheim Hills	53	1	1.9%	O.C. \$250k-\$500k	402	2	0.5%
Brea	20	0	0.0%	O.C. \$500k-\$750k	340	1	0.3%
Buena Park	27	0	0.0%	O.C. \$750k-\$1m	192	0	0.0%
Corona Del Mar	109	0	0.0%	O.C. \$1m+	227	0	0.0%
Costa Mesa	82	0	0.0%	Detached			
Coto De Caza	35	0	0.0%	All of O.C.	1,871	4	0.2%
Cypress	17	0	0.0%	O.C. \$0k-\$500k	23	0	0.0%
Dana Point	111	0	0.0%	O.C. \$500k-\$750k	167	0	0.0%
Dove Canyon	8	0	0.0%	O.C. \$750k-\$1m	301	1	0.3%
Foothill Ranch	8	0	0.0%	O.C. \$1m-\$1.5m	224	1	0.4%
Fountain Valley	22	0	0.0%	O.C. \$1.25m-\$1.5m	172	0	0.0%
Fullerton	73	0	0.0%	O.C. \$1.5m-\$2m	228	0	0.0%
Garden Grove	36	0	0.0%	O.C. \$2m-\$4m	440	1	0.2%
Huntington Beach	183	0	0.0%	O.C. \$4m+	316	1	0.3%
Irvine	435	0	0.0%	All Homes			
La Habra	24	0	0.0%	All of O.C.	3,152	7	0.2%
La Palma	2	0	0.0%	O.C. \$0k-\$500k	545	2	0.4%
Ladera Ranch	31	0	0.0%	O.C. \$500k-\$750k	507	1	0.2%
Laguna Beach	148	0	0.0%	O.C. \$750k-\$1m	493	1	0.2%
Laguna Hills	39	1	2.6%	O.C. \$1m-\$1.25m	289	1	0.3%
Laguna Niguel	82	0	0.0%	O.C. \$1.25m-\$1.5m	222	0	0.0%
Laguna Woods	182	1	0.5%	O.C. \$1.5m-\$2m	267	0	0.0%
Lake Forest	49	0	0.0%	O.C. \$2m-\$4m	498	1	0.2%
Lake Forest	49	0	0.0%	O.C. \$4m+	331	1	0.3%
Los Alamitos	6	0	0.0%	County High Shares - Account for 100%			
Mission Viejo	59	0	0.0%	Laguna Hills	39	1	2.6%
Newport Beach	231	1	0.4%	Anaheim Hills	53	1	1.9%
Newport Coast	56	1	1.8%	Newport Coast	56	1	1.8%
North Tustin	38	0	0.0%	Orange	87	1	1.1%
Orange	87	1	1.1%	Laguna Woods	182	1	0.5%
Placentia	30	0	0.0%	Newport Beach	231	1	0.4%
Portola Hills	18	0	0.0%	Aliso Viejo	43	0	0.0%
Rancho Mission Viejo	15	0	0.0%	Anaheim	95	0	0.0%
Rancho Santa Marg.	19	0	0.0%	Brea	20	0	0.0%
Rossmoor	10	0	0.0%	Buena Park	27	0	0.0%
San Clemente	114	0	0.0%	County Low Shares - No Distressed			
San Juan	57	0	0.0%	Aliso Viejo	Foothill Ranch	Laguna Niguel	San Clemente
Santa Ana	147	0	0.0%	Anaheim	Fountain Valley	Lake Forest	San Juan
Seal Beach	83	0	0.0%	Brea	Fullerton	Los Alamitos	Santa Ana
Stanton	7	0	0.0%	Buena Park	Garden Grove	Mission Viejo	Seal Beach
Talega	16	0	0.0%	Corona Del Mar	Huntington Beach	North Tustin	Stanton
Tustin	64	0	0.0%	Costa Mesa	Irvine	Placentia	Talega
Villa Park	17	0	0.0%	Coto De Caza	La Habra	Portola Hills	Tustin
Westminster	16	0	0.0%	Cypress	La Palma	Rancho Mission Viejo	Villa Park
Yorba Linda	102	0	0.0%	Dana Point	Ladera Ranch	Rancho Santa Ana	Westminster
All of O.C.	3,152	7	0.2%	Dove Canyon	Laguna Beach	Rossmoor	Yorba Linda
Orange County Distressed Breakdown							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	2	3	20				
Total Short Sale	6	2	90				

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the O.C. totals.



Southern California Housing

All Properties	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago
	12/10/2020	12/10/2020	12/10/2020	11/26/2020	11/12/2020	12/12/2019	12/13/2018
Los Angeles County	9,303	5,595	50	51	50	71	110
Orange County	3,152	2,549	37	40	41	70	127
Riverside County	3,697	3,529	31	32	33	110	153
San Bernardino County	2,179	2,399	27	27	27	92	131
San Diego County	3,037	3,007	30	31	32	70	109
Ventura County	631	442	43	42	40	59	93
SOCAL TOTALS	21,999	17,521	36	37	38	79	126

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
	12/10/2020	12/10/2020	12/10/2020	11/26/2020	11/12/2020	12/12/2019	12/13/2018
Foreclosures and Short Sales							
Los Angeles County	57	30	57	57	49	38	77
Orange County	8	5	48	21	40	68	66
Riverside County	41	46	27	32	45	54	93
San Bernardino County	24	25	29	29	49	81	88
San Diego County	26	15	52	43	29	59	120
Ventura County	3	0	-	-	60	77	98
SOCAL TOTALS	159	121	43	36	29	63	89