



## Orange County Housing Report: Blazing Beginning

January 11, 2021

To go along with record low mortgage rates, it is the hottest start to a year since tracking began in 2004.



### Hot Seller's Market:

With a record low supply of homes available to purchase and staggering demand, the market is extremely hot.

The unveiling of the new **Star Wars: Galaxy's Edge** at the Disneyland Resort in Anaheim was met with throngs of eager parkgoers and the line for the **Millennium Falcon** on opening day was 5 hours long. Movie tickets for the initial release of **Avengers: Endgame** in April 2019 were extremely hard to come by. It ultimately became the number one box office hit of all time. In December 2015, Adele placed all 50 shows of her **Adele Live 2016** international tour on sale at the same time, 750,000 tickets, and they sold out in just 20 minutes. These are all examples of an overpowering demand met with an exceptionally limited supply.

That is precisely what is occurring in the Orange County housing market today. There is an imbalance in supply and demand. The supply of homes is at a record low and demand is off the charts. As a result, the market has been hot from day one of 2021. The only other time that occurred was back in 2013. What 2013 and 2021 have in common are record low mortgage rates. On January 3, 2013, mortgage rates were at 3.34%, slightly higher than the record low 3.31% achieved on November 21, 2012. On January 7, 2021, according to the Primary Mortgage Market Survey conducted by Freddie Mac for the past 50-years, mortgage rates hit a 17<sup>th</sup> record low since March, dropping to 2.65%. In the past 10-months, mortgage rates continued to drop to record low territory, dropping below 3% in July for the first time ever. The further rates dropped, the more demand soared, and the hotter the market became.

Today, there are 2,633 homes available to purchase, an ultra-low supply of homes that shattered the prior record low achieved in January 2013, at 3,161. That is 17% lower. To put it into proper perspective, last year there were 3,901 homes, 48% more. Two years ago there were 5,911, 124% more. Current demand (a snapshot of the last 30-days of new escrows) is at 1,895 pending sales, slightly lower than 2013's 2,031. Yet, it is 32% higher than last year's 1,434 level, and 63% higher than the 1,165 pending sales reached in 2019.

The imbalance of an overpowering housing demand and an exceptionally low supply of available homes has resulted in an Expected Market Time (the time between hammering in the FOR-SALE sign to opening escrow) of 42 days, the lowest level since tracking began in 2004. Only 2013 came close at 47 days. At 42 days it is a Hot Seller's Market (less than 60 days), where sellers call the shots, multiple offers and bidding wars are the norm, and home values are on the rise. Last year started with an Expected Market Time of 82 days, a Slight Seller's Market (between 60 and 90 days), where sellers get to call more of the shots, but there are fewer multiple offers and home values are not appreciating much at all. It was at 152 days to start 2019, a Buyer's Market that quickly evaporated by the end of January with dropping mortgage rates.

### Expected Market Time & Mortgage Rates to Start the Year

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Expected Market Time	42 Days	82 Days	152 Days	77 Days	84 Days	86 Days	101 Days	95 Days	47 Days	110 Days
Mortgage Rates	2.65%	3.72%	4.51%	3.95%	4.20%	3.97%	3.73%	4.53%	3.34%	3.91%



The housing market has been fueled by mortgage rates. When rates climb, monthly payments rise, affordability erodes, and the market slows. When mortgage rates fall, monthly payments drop, affordability improves, and the market heats up. With each of the 17 record low rates achieved in the past 10-months, housing has grown hotter. The record low mortgage rate environment has persuaded more buyers to enter the housing arena. For a \$700,000 mortgage, the payment is \$2,820 at today's 2.65% rate, compared to \$3,230 last year at 3.72%, a \$410 per month savings, or \$4,920 annually.

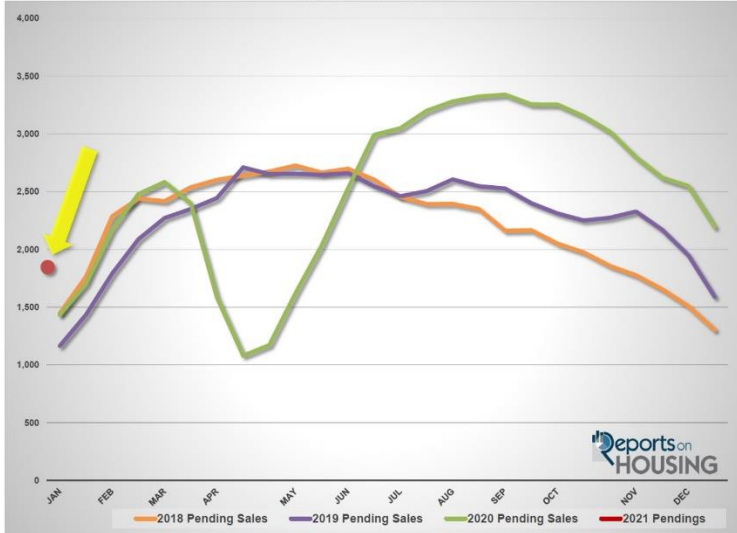
**ATTENTION BUYERS: Waiting for the market to get easier for buyers is not the answer.** Home values are on the rise and mortgage rates are projected to climb as well. Values are slated to rise between 6 to 8% in Orange County, and mortgage rates will start the year at record low levels but could reach 3.5% by the end of the year. With rising values and higher rates, payments rise and home affordability will slowly erode. For buyers, waiting is not an option.

**ATTENTION SELLERS: Pricing close to a home's Fair Market Value is fundamental to obtain the highest possible net proceeds.** Overpricing in today's market is not advisable and will only result in fewer showing and fewer offers. The key to tapping into the current Hot Seller's Market is to take advantage of the hordes of buyers waiting for more homes to hit the market. A realistic price will attract multiple offers and a bidding war will ensue. To become the winning bidder, buyers often stretch above the asking price.

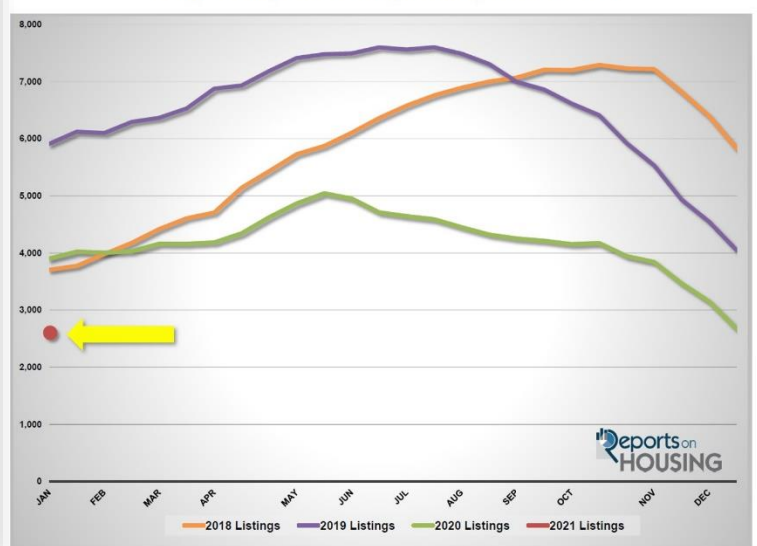
**Active Listings: The current active inventory started the year at its lowest level since tracking began in 2004.**

The active listing inventory shed 42 homes in the past two-weeks, down 2%, and now sits at 2,633, its lowest level since tracking began in 2004. On January 1<sup>st</sup>, the inventory dropped to 2,522; thus, it is already on the rise, adding 111 homes, or 4%, in the first seven days of the New Year. From here, expect the available number of homes to purchase to rise slowly. Typically, a lot more homes become available in spring, which is not until March. Until then, with exceptionally hot demand, homes placed on the market will not last long, entering escrow quickly after entertaining multiple offers. In March, as more homes come on the market, the inventory will rise until peaking sometime during the summer.

Orange County Demand Year Over Year  
Prior 30 Day Pending Sales Snapshot



Orange County Active Listing Inventory Year Over Year



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 the prior 5-year average. COVID-19 suppressed Orange County homeowners from entering the fray from March to June 2020, but that ended in July. Now there are more homes coming on the market year over year. In December there were 24% more homes that came on the market compared to the prior 5-year average, an additional 367 FOR-SALE signs. That is occurring amidst the backdrop of surging in COVID-19 cases, yet homeowners



are still being lured into selling their homes. Expect this trend to continue with the knowledge that real estate is the hottest sector of the U.S. economy. Last year at this time, there were 3,901 homes on the market, 1,268 additional homes, or 48% more. There were a lot more choices for buyers last year.

### Demand: Demand dropped by 14% in the past two weeks.

Demand, the number of new pending sales over the prior month, decreased from 2,195 to 1,895 in the past couple of weeks, shedding 300 pending sales, down 14%. It is the strongest demand reading for a start to a year since 2013's 2,031 pending sales. That was an entirely different market, as 32% of all pending sales were either a short sale or foreclosure. Today, demand only includes 4 short sales and foreclosures, 0.2% of demand. From here we can expect demand to soar upward through March as more homes are placed on the market with the holidays in the rearview mirror. In March, demand will continue to slowly improve until peaking sometime between April and May.

Last year, demand was at 1,434, that is 461 fewer pending sales compared to today, or 24% less. In the past 2 weeks the Expected Market Time increased from 37 to 42 days, its lowest level for a start to the year since tracking began in 2004 and is a Hot Seller's Market (less than 60 days), where sellers get to call the shots during the process and values are on the rise. Last year the Expected Market Time was at 82 days, much slower than today.

### Luxury End: The luxury market slowed slightly in the past two weeks.

There has been a big change in Orange County's luxury home market. Luxury is defined as the top 10% of an area. For all of Orange County, it reached \$1.25 million in 2016. The bar for tracking luxury increased from \$1 million to \$1.25 million. The luxury home market surged in 2020. As a result, the bar for luxury has changed once again and is now at \$1.5 million. From this point forward, luxury will now be defined as \$1.5 million and greater for Orange County.

In the past two-weeks, the luxury inventory for homes above \$1.5 million shed 29 homes, or 3%, and now sits at 975. At the same time, luxury demand decreased by 16 pending sales and now sits at 249, down 6%. With a larger drop in demand, the overall Expected Market Time for luxury homes priced above \$1.5 million increased from 114 to 117 days in the past couple of weeks. Luxury is at a very strong level for a start to the year.

Year over year, luxury demand is up by 88 pending sales, or 55%, and the active luxury listing inventory is down by 220 homes, or 18%. The Expected Market Time last year was at 223 days, nearly double where it stands today. Expect the luxury market to continue to improve as the year unfolds and will peak sometime during the Spring Market. It will begin to slow at the end of summer.

For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 57 to 55 days. For homes priced between \$2 million and \$4 million, the Expected Market Time increased from 120 to 124 days. For homes priced above \$4 million, the Expected Market Time increased from 304 to 373 days. At 373 days, a seller would be looking at placing their home into escrow around **January 2022**.

Price Ranges	Expected Market Time	Market Speed	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	29 Days		32%	47%	57 Days
O.C. \$750k-\$1m	26 Days		15%	25%	58 Days
O.C. \$1m-\$1.25m	36 Days		9%	10%	84 Days
O.C. \$1.25m-\$1.5m	51 Days		7%	6%	124 Days
O.C. \$1.5m-\$2m	55 Days		8%	6%	149 Days
O.C. \$2m-\$4m	124 Days		17%	6%	199 Days
O.C. \$4m+	373 Days		12%	1%	605 Days



## Orange County Housing Summary

- The active listing inventory decreased by 42 homes in the past two-weeks, down 2%, and now totals 2,633, its lowest level to start a year since tracking began in 2004. COVID-19 is not suppressing the inventory despite the surge in cases. In December, there were 24% more homes that came on the market compared to the prior 5-year average. Last year, there were 3,901 homes on the market, 1,268 additional homes, or 48% more.
- Demand, the number of pending sales over the prior month, decreased by 300 pending sales in the past two-weeks, down 14%, and now totals 1,895, its strongest start to a year since 2013. COVID-19 has no effect on demand. Record low rates are fueling today's exceptional demand. Last year, there were 1,434 pending sales, 24% fewer than today.
- The Expected Market Time for all of Orange County increased from 37 days to 42, a Hot Seller's Market (less than 60 days). It is the strongest reading to start a year since tracking began in 2004. It was at 82 days last year, much slower than today.
- For homes priced below \$750,000, the market is a hot Seller's Market (less than 60 days) with an Expected Market Time of 29 days. This range represents 32% of the active inventory and 47% of demand.
- For homes priced between \$750,000 and \$1 million, the Expected Market Time is 26 days, a hot Seller's Market. This range represents 15% of the active inventory and 25% of demand.
- For homes priced between \$1 million to \$1.25 million, the Expected Market Time is 51 days, a hot Seller's Market.
- For homes priced between \$1.25 million to \$1.5 million, the Expected Market Time is 55 days, a hot Seller's Market.
- For luxury homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 57 to 55 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time increased from 120 to 124 days. For luxury homes priced above \$4 million, the Expected Market Time increased from 304 to 373 days.
- The luxury end, all homes above \$1.5 million, accounts for 37% of the inventory and only 13% 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 4 foreclosures and 5 short sales available to purchase today in all of Orange County, 9 total distressed homes on the active market, down 6 from two-weeks ago. Last year there were 45 total distressed homes on the market, more than today.
- There were 3,091 closed residential resales in December, 25% more than December 2019's 2,469 closed sales. December marked a 9% increase compared to November 2020. The sales to list price ratio was 98.7% for all of Orange County. Foreclosures accounted for just 0.2% of all closed sales, and short sales accounted for 0.3%. That means that 99.5% of all sales were good ol' fashioned sellers with equity.



Orange County Cities	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
	1/7/2021	1/7/2021	1/7/2021	12/25/2020	12/10/2020	1/9/2020	1/10/2019	1/7/2021
Aliso Viejo	20	45	13	17	22	34	140	\$818k
Anaheim	70	95	22	27	23	52	81	\$691k
Anaheim Hills	35	56	19	18	26	58	127	\$1.5m
Brea	28	17	49	30	13	46	98	\$956k
Buena Park	25	34	22	21	18	42	96	\$721k
Corona Del Mar	97	19	153	204	204	214	248	\$6.1m
Costa Mesa	69	51	41	38	29	77	167	\$1.1m
Coto De Caza	29	19	46	31	39	118	115	\$3.2m
Cypress	23	17	41	18	15	59	155	\$764k
Dana Point	105	31	102	61	59	218	183	\$4.8m
Dove Canyon	1	9	3	9	40	80	110	\$1.4m
Foothill Ranch	5	11	14	14	13	135	168	\$595k
Fountain Valley	15	20	23	11	20	34	62	\$870k
Fullerton	63	76	25	30	29	46	119	\$932k
Garden Grove	38	44	26	19	19	37	84	\$729k
Huntington Beach	142	125	34	33	35	89	125	\$1.6m
Irvine	360	199	54	46	50	93	211	\$1.7m
La Habra	26	30	26	23	16	42	101	\$554k
La Palma	4	3	40	23	10	24	110	\$699k
Ladera Ranch	18	29	19	15	26	66	174	\$1.9m
Laguna Beach	139	28	149	125	114	259	400	\$5.5m
Laguna Hills	27	34	24	21	27	39	146	\$1.9m
Laguna Niguel	63	64	30	30	26	91	150	\$2.6m
Laguna Woods	169	53	96	88	72	156	139	\$331k
Lake Forest	39	41	29	16	29	46	108	\$895k
Los Alamitos	7	6	35	13	13	105	180	\$1.1m
Mission Viejo	59	74	24	15	15	53	135	\$915k
Newport Beach	204	69	89	87	96	148	309	\$4.3m
Newport Coast	57	6	285	191	112	207	615	\$8.2m
North Tustin	30	16	56	40	48	49	525	\$2.7m
Orange	67	68	30	24	27	66	123	\$1.4m
Placentia	22	33	20	15	23	36	108	\$750k
Portola Hills	4	8	15	11	77	130	180	\$1.2m
Rancho Mission Viejo	12	17	21	26	20	120	510	\$717k
Rancho Santa Marg.	13	40	10	9	12	43	95	\$638k
Rossmoor	5	6	25	18	20	55	173	\$1.8m
San Clemente	82	66	37	41	45	98	195	\$2.3m
San Juan	46	20	69	58	50	120	238	\$2.3m
Santa Ana	99	107	28	28	36	66	139	\$610k
Seal Beach	86	38	68	56	67	158	215	\$412k
Stanton	4	14	9	9	18	128	145	\$560k
Talega	9	18	15	21	30	97	146	\$1.5m
Tustin	53	33	48	33	36	75	136	\$848k
Villa Park	15	1	450	60	73	75	47	\$2.1m
Westminster	16	15	32	28	20	35	66	\$778k
Yorba Linda	89	69	39	32	30	80	176	\$1.6m
All of O.C.	2,633	1,895	42	37	37	82	152	\$2.2m



Attached Homes	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	1/7/2021	1/7/2021	1/7/2021	12/25/2020	12/10/2020	1/9/2020	1/10/2019	1/7/2021
All of O.C.	1,067	811	39	39	39	81	141	\$852k
O.C. \$0-\$250k	115	41	41	41	41	125	144	\$184k
O.C. \$250k-\$500k	332	297	32	32	32	73	116	\$383k
O.C. \$500k-\$750k	250	303	31	31	31	61	130	\$632k
O.C. \$750k-\$1m	168	111	57	57	57	82	244	\$872k
O.C. \$1m+	202	59	97	97	97	211	311	\$2.3m

Current Actives Vacant: 40.3%

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
	1/7/2021	1/7/2021	1/7/2021	12/25/2020	12/10/2020	1/9/2020	1/10/2019	1/7/2021
All of O.C.	1,566	1,084	43	37	36	82	78	\$3.2m
O.C. \$0-\$500k	14	16	26	40	41	71	63	\$426k
O.C. \$500k-\$750k	136	232	18	18	16	35	35	\$667k
O.C. \$750k-\$1m	227	349	20	15	17	53	47	\$881k
O.C. \$1m-\$1.25m	173	160	32	25	29	78	74	\$1.1m
O.C. \$1.25m-\$1.5m	144	100	43	30	30	112	122	\$1.4m
O.C. \$1.5m-\$2m	176	101	52	53	49	142	106	\$1.8m
O.C. \$2m-\$4m	398	102	117	119	117	197	215	\$2.9m
O.C. \$4m+	298	24	373	300	243	579	656	\$9.3m

Current Actives Vacant: 23.0%

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
	1/7/2021	1/7/2021	1/7/2021	12/25/2020	12/10/2020	1/9/2020	1/10/2019	1/7/2021
All of O.C.	2,633	1,895	42	37	37	82	152	\$2.2m
O.C. \$0-\$500k	461	354	39	35	38	79	115	\$335k
O.C. \$500k-\$750k	386	535	22	20	21	45	101	\$644k
O.C. \$750k-\$1m	395	460	26	22	23	58	144	\$877k
O.C. \$1m-\$1.25m	224	185	36	29	34	84	176	\$1.1m
O.C. \$1.25m-\$1.5m	192	112	51	35	36	124	252	\$1.4m
O.C. \$1.5m-\$2m	209	114	55	57	53	149	365	\$1.8m
O.C. \$2m-\$4m	455	110	124	120	119	199	347	\$2.9m
O.C. \$4m+	311	25	373	304	248	605	1279	\$9.3m

Current Actives Vacant: 30.2%

\*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 Dec 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 Dec 2019
Aliso Viejo	88	\$698,799	\$696,964	100.3%	\$338k	\$1.8m	1,587	\$440	55
Anaheim	166	\$626,600	\$617,467	101.5%	\$300k	\$1.5m	1,508	\$415	134
Anaheim Hills	77	\$824,383	\$818,588	100.7%	\$410k	\$2.3m	2,007	\$411	49
Brea	43	\$832,105	\$823,243	101.1%	\$445k	\$2.1m	1,984	\$419	41
Buena Park	59	\$663,405	\$653,739	101.5%	\$439k	\$1.3m	1,578	\$420	52
Corona Del Mar	26	\$4,096,284	\$4,289,500	95.5%	\$1.7m	\$9.5m	3,168	\$1,293	21
Costa Mesa	81	\$928,068	\$934,535	99.3%	\$310k	\$2.5m	1,735	\$535	71
Coto De Caza	25	\$1,422,824	\$1,440,628	98.8%	\$750k	\$3.2m	3,638	\$391	24
Cypress	41	\$765,448	\$754,763	101.4%	\$420k	\$1.2m	1,773	\$432	34
Dana Point	57	\$1,611,369	\$1,659,608	97.1%	\$390k	\$9.0m	2,114	\$762	43
Dove Canyon	10	\$1,129,900	\$1,136,580	99.4%	\$875k	\$1.5m	3,095	\$369	6
Foothill Ranch	13	\$698,915	\$697,984	100.1%	\$335k	\$1.1m	1,623	\$434	14
Fountain Valley	42	\$836,469	\$827,821	101.0%	\$399k	\$1.5m	1,803	\$464	20
Fullerton	108	\$826,698	\$825,093	100.2%	\$233k	\$4.9m	1,932	\$428	82
Garden Grove	80	\$657,115	\$647,729	101.4%	\$320k	\$1.1m	1,474	\$446	73
Huntington Beach	171	\$1,062,963	\$1,075,040	98.9%	\$268k	\$5.6m	1,888	\$563	155
Irvine	320	\$1,064,740	\$1,083,060	98.3%	\$265k	\$8.9m	2,109	\$505	232
La Habra	46	\$658,799	\$646,557	101.9%	\$313k	\$1.4m	1,653	\$398	42
La Palma	6	\$866,650	\$872,317	99.4%	\$780k	\$1.0m	1,924	\$450	6
Ladera Ranch	44	\$986,803	\$991,744	99.5%	\$420k	\$3.5m	2,431	\$406	46
Laguna Beach	43	\$2,434,005	\$2,552,605	95.4%	\$670k	\$7.8m	2,103	\$1,157	32
Laguna Hills	53	\$1,144,835	\$1,154,867	99.1%	\$335k	\$3.8m	2,684	\$427	38
Laguna Niguel	101	\$908,694	\$920,177	98.8%	\$330k	\$2.5m	1,956	\$464	96
Laguna Woods	87	\$330,955	\$338,441	97.8%	\$10k	\$1.1m	1,109	\$299	76
Lake Forest	73	\$704,085	\$701,177	100.4%	\$289k	\$1.5m	1,646	\$426	43
Los Alamitos	7	\$986,714	\$997,000	99.0%	\$620k	\$1.2m	1,788	\$552	7
Mission Viejo	139	\$806,272	\$802,877	100.4%	\$325k	\$1.6m	1,926	\$419	106
Newport Beach	83	\$2,973,431	\$3,107,439	95.7%	\$383k	\$14.9m	2,723	\$1,092	79
Newport Coast	24	\$4,941,788	\$5,174,733	95.5%	\$867k	\$25.0m	4,084	\$1,210	12
North Tustin	24	\$1,419,104	\$1,405,042	101.0%	\$775k	\$2.7m	2,817	\$504	15
Orange	125	\$886,462	\$894,296	99.1%	\$335k	\$2.8m	2,064	\$429	108
Placentia	43	\$741,779	\$737,704	100.6%	\$353k	\$1.3m	1,922	\$386	30
Portola Hills	22	\$792,459	\$788,694	100.5%	\$395k	\$1.4m	1,946	\$418	7
Rancho Mission Viejo	35	\$900,850	\$906,835	99.3%	\$447k	\$1.7m	2,056	\$438	14
Rancho Santa Marg.	1	\$448,000	\$448,000	100.0%	\$448k	\$448k	1,038	\$432	49
Rosmoor	19	\$1,440,857	\$1,463,458	98.5%	\$954k	\$3.3m	2,502	\$576	9
San Clemente	80	\$1,097,257	\$1,104,601	99.3%	\$333k	\$4.2m	2,162	\$507	64
San Juan	55	\$1,185,722	\$1,218,568	97.3%	\$285k	\$5.2m	2,652	\$447	36
Santa Ana	121	\$643,860	\$641,258	100.4%	\$227k	\$1.5m	1,508	\$427	116
Seal Beach	61	\$513,165	\$515,097	99.6%	\$155k	\$1.9m	1,201	\$427	56
Stanton	26	\$562,958	\$555,430	101.4%	\$340k	\$838k	1,317	\$428	11
Talega	19	\$1,048,158	\$1,050,263	99.8%	\$568k	\$1.9m	2,659	\$397	22
Tustin	86	\$859,052	\$861,424	99.7%	\$330k	\$3.3m	1,906	\$451	56
Villa Park	15	\$1,609,585	\$1,653,893	97.3%	\$1.0m	\$2.4m	3,764	\$428	9
Westminster	39	\$787,777	\$786,253	100.2%	\$465k	\$1.0m	1,801	\$437	27
Yorba Linda	106	\$1,052,613	\$1,067,965	98.6%	\$405k	\$2.7m	2,602	\$405	75
All of O.C.	3,091	\$1,014,295	\$1,027,910	98.7%	\$10k	\$25.0m	1,974	\$514	2,469
O.C. \$0-\$500k	515	\$381,476	\$382,477	99.7%	\$10k	\$500k	992	\$385	498
O.C. \$500k-\$750k	876	\$641,491	\$636,683	100.8%	\$502k	\$750k	1,416	\$453	865
O.C. \$750k-\$1m	808	\$867,214	\$864,760	100.3%	\$751k	\$1.0m	1,990	\$436	556
O.C. \$1m-\$1.25m	328	\$1,111,808	\$1,123,275	99.0%	\$1.0m	\$1.3m	2,457	\$452	208
O.C. \$1.25m-\$1.5m	198	\$1,368,206	\$1,382,294	99.0%	\$1.3m	\$1.5m	2,948	\$464	116
O.C. \$1.5m-\$2m	166	\$1,730,063	\$1,763,221	98.1%	\$1.5m	\$2.0m	3,193	\$542	112
O.C. \$2m-4m	153	\$2,697,650	\$2,792,452	96.6%	\$2.0m	\$3.9m	3,731	\$723	85
O.C. \$4m+	47	\$7,226,604	\$7,677,700	94.1%	\$4.2m	\$25.0m	5,248	\$1,377	29

\*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	Current Actives	Number of Foreclosures & Short Sale Actives	% of Active Inventory		
	1/7/2021	1/7/2021	1/7/2021	1/7/2021	1/7/2021	1/7/2021		
Aliso Viejo	20	0	0.0%	<b>Attached</b>	All of O.C.	1,067	4	0.4%
Anaheim	70	0	0.0%		O.C. \$0-\$250k	115	0	0.0%
Anaheim Hills	35	0	0.0%		O.C. \$250k-\$500k	332	4	1.2%
Brea	28	0	0.0%		O.C. \$500k-\$750k	250	0	0.0%
Buena Park	25	0	0.0%		O.C. \$750k-\$1m	168	0	0.0%
Corona Del Mar	97	0	0.0%		O.C. \$1m+	202	0	0.0%
Costa Mesa	69	0	0.0%		<b>Detached</b>			
Coto De Caza	29	0	0.0%		All of O.C.	1,566	5	0.3%
Cypress	23	1	4.3%		O.C. \$0k-\$500k	14	1	7.1%
Dana Point	105	0	0.0%		O.C. \$500k-\$750k	136	0	0.0%
Dove Canyon	1	0	0.0%		O.C. \$750k-\$1m	227	1	0.4%
Foothill Ranch	5	0	0.0%		O.C. \$1m-\$1.5m	173	0	0.0%
Fountain Valley	15	0	0.0%		O.C. \$1.25m-\$1.5m	144	0	0.0%
Fullerton	63	0	0.0%		O.C. \$1.5m-\$2m	176	0	0.0%
Garden Grove	38	1	2.6%		O.C. \$2m-\$4m	398	2	0.5%
Huntington Beach	142	0	0.0%		O.C. \$4m+	298	1	0.3%
Irvine	360	0	0.0%		<b>All Homes</b>			
La Habra	26	0	0.0%		All of O.C.	2,633	9	0.3%
La Palma	4	1	25.0%		O.C. \$0k-\$500k	461	5	1.1%
Ladera Ranch	18	0	0.0%		O.C. \$500k-\$750k	386	0	0.0%
Laguna Beach	139	1	0.7%		O.C. \$750k-\$1m	395	1	0.3%
Laguna Hills	27	1	3.7%		O.C. \$1m-\$1.25m	224	0	0.0%
Laguna Niguel	63	0	0.0%		O.C. \$1.25m-\$1.5m	192	0	0.0%
Laguna Woods	169	1	0.6%		O.C. \$1.5m-\$2m	209	0	0.0%
Lake Forest	39	0	0.0%		O.C. \$2m-\$4m	455	2	0.4%
Los Alamitos	7	0	0.0%		O.C. \$4m+	311	1	0.3%
Mission Viejo	59	0	0.0%		<b>County High Shares - Account for 100%</b>			
Newport Beach	204	1	0.5%	La Palma	4	1	25.0%	
Newport Coast	57	1	1.8%	Cypress	23	1	4.3%	
North Tustin	30	0	0.0%	Laguna Hills	27	1	3.7%	
Orange	67	0	0.0%	Garden Grove	38	1	2.6%	
Placentia	22	0	0.0%	Newport Coast	57	1	1.8%	
Portola Hills	4	0	0.0%	Laguna Beach	139	1	0.7%	
Rancho Mission Viejo	12	0	0.0%	Laguna Woods	169	1	0.6%	
Rancho Santa Marg.	13	0	0.0%	Newport Beach	204	1	0.5%	
Rossmoor	5	0	0.0%	Aliso Viejo	20	0	0.0%	
San Clemente	82	0	0.0%	Anaheim	70	0	0.0%	
San Juan	46	0	0.0%	<b>County Low Shares - No Distressed</b>				
Santa Ana	99	0	0.0%	Aliso Viejo	Foothill Ranch	Mission Viejo	Santa Ana	
Seal Beach	86	0	0.0%	Anaheim	Fountain Valley	North Tustin	Seal Beach	
Stanton	4	0	0.0%	Anaheim Hills	Fullerton	Orange	Stanton	
Talega	9	0	0.0%	Brea	Huntington Beach	Placentia	Talega	
Tustin	53	0	0.0%	Buena Park	Irvine	Portola Hills	Tustin	
Villa Park	15	0	0.0%	Corona Del Mar	La Habra	Rancho Mission Viejo	Villa Park	
Westminster	16	0	0.0%	Costa Mesa	Ladera Ranch	Rancho Santa Ana	Westminster	
Yorba Linda	89	0	0.0%	Coto De Caza	Laguna Niguel	Rossmoor	Yorba Linda	
All of O.C.	2,633	9	0.3%	Dana Point	Lake Forest	San Clemente		
				Dove Canyon	Los Alamitos	San Juan		
<b>Orange County Distressed Breakdown</b>				*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.				
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)					
Total Foreclosures	4	1	120					
Total Short Sale	5	3	50					





## 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
	1/7/2021	1/7/2021	1/7/2021	12/25/2020	12/10/2020	1/9/2020	1/10/2019
Los Angeles County	7,688	4,347	53	49	50	80	135
Orange County	2,633	1,895	42	37	37	82	152
Riverside County	3,163	2,861	33	32	31	114	178
San Bernardino County	1,791	1,911	28	28	27	101	144
San Diego County	2,556	2,144	36	31	30	77	124
Ventura County	522	289	54	35	43	64	103
<b>SOCAL TOTALS</b>	<b>18,353</b>	<b>13,447</b>	<b>41</b>	<b>35</b>	<b>36</b>	<b>86</b>	<b>147</b>

Distressed Properties	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago
	1/7/2021	1/7/2021	1/7/2021	12/25/2020	12/10/2020	1/9/2020	1/10/2019
Foreclosures and Short Sales							
Los Angeles County	48	37	39	41	57	47	56
Orange County	9	4	-	-	48	59	74
Riverside County	23	37	19	27	27	69	119
San Bernardino County	21	14	45	30	29	52	73
San Diego County	21	17	37	35	52	48	84
Ventura County	3	1	90	60	-	24	57
<b>SOCAL TOTALS</b>	<b>125</b>	<b>110</b>	<b>46</b>	<b>39</b>	<b>36</b>	<b>50</b>	<b>81</b>