



## Orange County Housing Report: Boiling Over

January 25, 2021

**Fierce demand, throngs of buyer tours, bidding wars, rapid appreciation, and limited available homes to purchase are all due to historically low rates.**



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

In heading to Baskin Robbins on the 31<sup>st</sup> of any month with 31 days, there are lines out the door. Normally a scoop of ice cream is \$2.79, but not on the 31<sup>st</sup>. On those seven days of the year, a scoop drops to \$1.70, a 40% savings. For a large family with a bunch of kids, this is the day to make the pilgrimage to Baskin Robbins. And that is precisely what families do. As a result, there are long lines, and a long wait, to get that discounted scoop of deliciousness.

When a commodity drops to a price that is too good to pass up, everybody flocks to purchase. That is precisely what is occurring in housing. It is not that home values have plunged by 40%; instead, it is historically low mortgage rates that are the catalyst to surging demand. As a result, buyers are coming out in droves to purchase. It is too good to pass up. For a \$700,000 mortgage at last year's 3.6% fixed rate, the payment would have been \$3,183 per month. With today's 2.77% rate, the payment drops to \$2,865, a \$318 per month savings, essentially a 10% discount. Comparing today to November 2018 when rates nearly hit 5%, the savings jumps to \$893 per month, a 24% savings. It is not a one-time savings either. This savings is every single month for 30-years.

	1-Yr Ago	Today	Monthly Savings	Annual Savings
	3.6%	2.77%		
<b>\$700,000 Mortgage</b>	<b>\$3,183</b>	<b>\$2,865</b>	<b>\$318</b>	<b>\$3,816</b>

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	Nov 2018	Today	Monthly Savings	Annual Savings
	5%	2.77%		
<b>\$700,000 Mortgage</b>	<b>\$3,758</b>	<b>\$2,865</b>	<b>\$893</b>	<b>\$10,716</b>

With record low mortgage rates, there is almost too much demand. It is like a pot of spaghetti that is boiling over. A quick fix would be to turn down the temperature. That is not that easy in housing. The only way to turn down the heat is for rates to rise. Buyers may be rooting for an easier market with less competition, fewer competing offers, and a gentler rise in values, but that would come at the expense of higher rates and higher monthly payments.

It is the very thing that buyers are eager to take advantage of that is causing all their frustrations, record low mortgage rates below 3%. It seems that everyone wants to cash in on these incredible savings at the

same time. At lower rates, homes become a lot more affordable, even for Southern California's high dollar value housing stock. It improves a buyer's purchasing power as well, allowing a family on a budget to afford a lot more home.

For a buyer desiring a mortgage and interest payment of \$3,000 per month, last year that buyer would have been looking at purchasing an \$825,000 home. Today, it would be a \$916,250 home. The current rate has boosted that buyer's purchasing power by \$91,250. The extra purchasing power in comparing today's rate to November 2018 at 5% is mind blowing, an additional \$217,500. Searching for a \$916,250 home is much different than a \$698,750 home. The difference is night and day in Orange County.

### Price of Home Able to Afford

	1-Yr Ago	Today	Extra Purchasing Power
	3.6%	2.77%	
<b>\$3,000 a Month Desired Mortgage Payment</b>	<b>\$825,000</b>	<b>\$916,250</b>	<b>\$91,250</b>

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	Nov 2018	Today	Extra Purchasing Power
	5%	2.77%	
<b>\$3,000 a Month Desired Mortgage Payment</b>	<b>\$698,750</b>	<b>\$916,250</b>	<b>\$217,500</b>

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



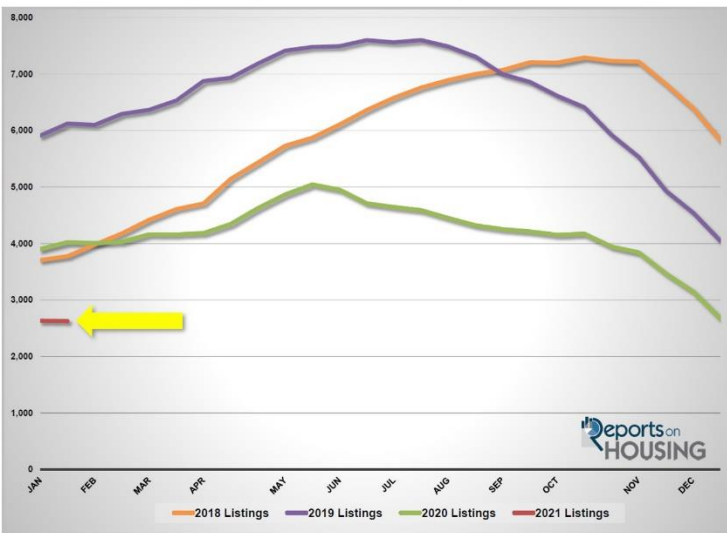
Because of these low rates, demand is off the charts and everything that comes on the market is gobbled up almost immediately. Today's demand (a snapshot of the prior 30-days of pending sales activity) is at 2,055 pending sales compared to 1,702 last year, 21% higher. The current active inventory (the number of available homes to purchase) is at 2,627 compared to 4,023 last year. There were 53% more homes available to purchase only one year ago. With rock solid demand and an exceptionally low supply, the market is unbelievably hot and lines up heavily in the seller's favor. The Expected Market Time (the number of months to sell all Orange County listings at the current buying pace) is at 38 days. Last year it was at 71 days, and in November 2018 it was at 122 days. The bottom line: As rates climb, the market cools, homes take a lot longer to sell, and demand drops. The tradeoff is higher mortgage payments and a steep drop in a buyer's purchasing power.

While today's housing market may be boiling over on the backs of record low mortgage rates, buyers should keep the pedal to the metal and not give up. Home values are on the rise and mortgage rates are slated to increase to the mid-3's by year's end. Waiting is quite simply not the answer.

**Active Listings: The current active inventory was unchanged in the past two weeks.**

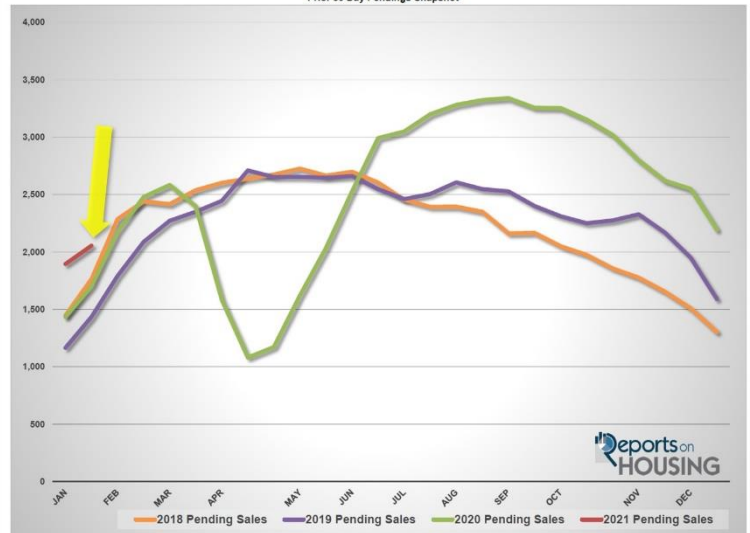
The active listing inventory shed 6 homes in the past two-weeks, nearly unchanged, and now sits at 2,627, its lowest January level since tracking began in 2004. Many homeowners wait until the spring to place their homes on the market. Spring does not start until the end of March. Yet, demand is already firing on all cylinders. As a result, homes are being placed into escrow as fast as they are coming on. Basically, there are not enough homes coming on the market to satisfy

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot



the disproportionate number of buyers lining up to purchase. The unprecedented low supply of homes available to purchase will remain low until the end of March, the beginning of spring. Only then will the supply finally start to rise.

Last year at this time, there were 4,023 homes on the market, 1,396 additional homes, or 53% more. There were a lot more choices for buyers last year.

**Demand: Demand climbed by 8% in the past two weeks.**

Demand, a snapshot of the number of new pending sales over the prior month, climbed from 1,895 to 2,055 in the past couple of weeks, adding 160 pending sales, up 8%. Due to record low mortgage rates, demand is currently limited by the



number of homes coming on the market. If there were more homes available, demand would rise from where it is at today. The issue is there are not a tremendous number of homeowners interested in selling during the winter months. It is not until the Spring Market, beginning in March, when a lot more homes come on the market, allowing demand to rise. Rates are so low today that the only real limit on demand is the supply. As rates rise later in the year, projected to increase to the mid-3's by year's end, demand will eventually slow a bit. Yet, the market will remain a Hot Seller's Market throughout 2021.

Last year, demand was at 1,702, that is 353 fewer pending sales compared to today, or 17% less.

In the past two-weeks the Expected Market Time dropped from 42 to 38 days, its lowest January level since tracking began in 2004, and is a Hot Seller's Market (less than 60 days) where there are a ton of showing, sellers get to call the shots during the negotiating process, multiple offers is the norm, and home values are on the rise. Last year the Expected Market Time was at 71 days, much slower than today.

### Luxury End: The luxury market is heating up fast.

In the past two weeks the luxury inventory dropped, and demand surged. The luxury inventory for homes above \$1.5 million shed 27 homes in the past two weeks, or 3%, and now sits at 948. At the same time, luxury demand rocketed upward, adding 65 pending sales and now sits at 314, up 26%. With demand rising and the inventory dropping, the overall Expected Market Time for luxury homes priced above \$1.5 million decreased from 117 to 91 days in the past couple of weeks. Luxury is back online, turning its back on the Holiday Market and setting the stage for an incredible 2021.

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.

Year over year, luxury demand is up by 131 pending sales, or 72%, and the active luxury listing inventory is down by 295 homes, or 24%. The Expected Market Time last year was at 204 days, more than double where it stands today.

For homes priced between \$1.5 million and \$2 million, the Expected Market Time increased from 55 to 56 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 124 to 83 days. For homes priced above \$4 million, the Expected Market Time decreased from 373 to 220 days. At 220 days, a seller would be looking at placing their home into escrow around **September 2021**.

## Orange County Housing Market

Price Ranges	Expected Market Time	Market Speed	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	29 Days		33%	44%	49 Days
O.C. \$750k-\$1m	25 Days		16%	25%	49 Days
O.C. \$1m-\$1.25m	26 Days		7%	10%	96 Days
O.C. \$1.25m-\$1.5m	49 Days		7%	6%	83 Days
O.C. \$1.5m-\$2m	56 Days		8%	6%	144 Days
O.C. \$2m-\$4m	83 Days		16%	8%	181 Days
O.C. \$4m+	220 Days		11%	2%	468 Days





## Orange County Housing Summary

- The active listing inventory decreased by 6 homes in the past two-weeks, nearly unchanged, and now totals 2,627, its lowest January level since tracking began in 2004. COVID-19 is not suppressing the inventory despite the surge in cases. In December, there were 27% more homes that came on the market compared to the prior 5-year average. Last year, there were 4,023 homes on the market, 1,396 additional homes, or 53% more.
- Demand, the number of pending sales over the prior month, increased by 160 pending sales in the past two-weeks, up 8%, and now totals 2,055, its strongest January level since 2013. COVID-19 has no effect on demand. Record low rates are fueling today's exceptional demand. Last year, there were 1,702 pending sales, 17% fewer than today.
- The Expected Market Time, the number of months to sell all Orange County listings at the current buying pace, decreased from 42 days to 38, a Hot Seller's Market (less than 60 days). It is the strongest reading to a January since tracking began in 2004. It was at 71 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 33% of the active inventory and 44% 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 25% of demand.
- For homes priced between \$1 million to \$1.25 million, the Expected Market Time is 26 days, a Hot Seller's Market.
- For homes priced between \$1.25 million to \$1.5 million, the Expected Market Time is 49 days, a Hot Seller's Market.
- For luxury homes priced between \$1.5 million and \$2 million, the Expected Market Time increased from 55 to 56 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 124 to 83 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 373 to 220 days.
- The luxury end, all homes above \$1.5 million, accounts for 35% of the inventory and only 16% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.3% of all listings and 0.4% of demand. There are only 4 foreclosures and 4 short sales available to purchase today in all of Orange County, 8 total distressed homes on the active market, down 1 from two-weeks ago. Last year there were 44 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 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
	1/21/2021	1/21/2021	1/21/2021	1/7/2021	12/25/2020	1/23/2020	1/24/2019	1/21/2021
Aliso Viejo	25	46	16	13	17	29	71	\$770k
Anaheim	68	110	19	22	27	51	92	\$727k
Anaheim Hills	29	55	16	19	18	57	93	\$1.7m
Brea	26	19	41	49	30	59	106	\$1.2m
Buena Park	25	41	18	22	21	43	85	\$740k
Corona Del Mar	91	23	119	153	204	194	386	\$6.4m
Costa Mesa	60	70	26	41	38	85	109	\$1.0m
Coto De Caza	25	26	29	46	31	124	132	\$3.8m
Cypress	19	30	19	41	18	40	84	\$813k
Dana Point	94	44	64	102	61	185	229	\$4.9m
Dove Canyon	3	3	30	3	9	60	360	\$1.3m
Foothill Ranch	8	6	40	14	14	34	58	\$715k
Fountain Valley	18	23	23	23	11	32	106	\$787k
Fullerton	70	85	25	25	30	45	111	\$885k
Garden Grove	41	54	23	26	19	32	94	\$765k
Huntington Beach	149	144	31	34	33	58	118	\$1.5m
Irvine	368	207	53	54	46	83	180	\$1.7m
La Habra	29	37	24	26	23	44	86	\$660k
La Palma	5	5	30	40	23	23	100	\$768k
Ladera Ranch	19	39	15	19	15	76	126	\$1.6m
Laguna Beach	144	21	206	149	125	192	366	\$5.4m
Laguna Hills	26	26	30	24	21	69	91	\$1.6m
Laguna Niguel	69	65	32	30	30	57	149	\$2.3m
Laguna Woods	170	56	91	96	88	141	114	\$325k
Lake Forest	40	41	29	29	16	48	105	\$861k
Los Alamitos	7	9	23	35	13	45	83	\$1.0m
Mission Viejo	67	78	26	24	15	57	149	\$867k
Newport Beach	191	79	73	89	87	144	236	\$4.2m
Newport Coast	56	15	112	285	191	180	356	\$9.6m
North Tustin	34	11	93	56	40	84	183	\$2.6m
Orange	70	72	29	30	24	54	94	\$1.3m
Placentia	13	36	11	20	15	37	64	\$926k
Portola Hills	3	5	18	15	11	49	510	\$1.0m
Rancho Mission Viejo	16	18	27	21	26	64	210	\$929k
Rancho Santa Marg.	12	36	10	10	9	20	65	\$548k
Rossmoor	4	4	30	25	18	170	75	\$1.6m
San Clemente	79	77	31	37	41	73	103	\$2.3m
San Juan	49	27	54	69	58	124	225	\$2.8m
Santa Ana	97	84	35	28	28	41	130	\$603k
Seal Beach	82	27	91	68	56	80	189	\$371k
Stanton	8	12	20	9	9	50	90	\$520k
Talega	7	17	12	15	21	49	110	\$1.5m
Tustin	48	45	32	48	33	57	105	\$834k
Villa Park	11	6	55	450	60	75	105	\$2.3m
Westminster	17	22	23	32	28	33	72	\$840k
Yorba Linda	86	75	34	39	32	69	115	\$1.4m
All of O.C.	2,627	2,055	38	42	37	71	128	\$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
	1/21/2021	1/21/2021	1/21/2021	1/7/2021	12/25/2020	1/23/2020	1/24/2019	
All of O.C.	1,081	833	39	39	39	67	121	\$840k
O.C. \$0-\$250k	110	33	100	41	41	96	126	\$177k
O.C. \$250k-\$500k	360	278	39	32	32	51	110	\$389k
O.C. \$500k-\$750k	257	318	24	31	31	54	102	\$634k
O.C. \$750k-\$1m	168	131	38	57	57	95	166	\$862k
O.C. \$1m+	186	73	76	97	97	235	303	\$2.4m

Current Actives Vacant: 40.1%

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
	1/21/2021	1/21/2021	1/21/2021	1/7/2021	12/25/2020	1/23/2020	1/24/2019	
All of O.C.	1,546	1,222	38	43	37	74	132	\$3.2m
O.C. \$0-\$500k	18	14	39	26	40	70	44	\$431k
O.C. \$500k-\$750k	132	252	16	18	18	34	84	\$673k
O.C. \$750k-\$1m	256	381	20	20	15	43	92	\$876k
O.C. \$1m-\$1.25m	139	187	22	32	25	87	136	\$1.1m
O.C. \$1.25m-\$1.5m	153	108	43	43	30	75	177	\$1.4m
O.C. \$1.5m-\$2m	184	101	55	52	53	130	315	\$1.8m
O.C. \$2m-\$4m	376	140	81	117	119	202	322	\$2.9m
O.C. \$4m+	288	39	222	373	300	470	903	\$9.6m

Current Actives Vacant: 20.8%

All Homes	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	1/21/2021	1/21/2021	1/21/2021	1/7/2021	12/25/2020	1/23/2020	1/24/2019	
All of O.C.	2,627	2,055	38	42	37	71	128	\$2.2m
O.C. \$0-\$500k	488	325	45	39	35	62	105	\$343k
O.C. \$500k-\$750k	389	570	20	22	20	41	91	\$647k
O.C. \$750k-\$1m	424	512	25	26	22	49	102	\$871k
O.C. \$1m-\$1.25m	183	215	26	36	29	96	156	\$1.1m
O.C. \$1.25m-\$1.5m	195	119	49	51	35	83	185	\$1.4m
O.C. \$1.5m-\$2m	215	116	56	55	57	144	305	\$1.8m
O.C. \$2m-\$4m	432	157	83	124	120	181	314	\$2.9m
O.C. \$4m+	301	41	220	373	304	468	794	\$9.6m

Current Actives Vacant: 29.0%

\*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
Rossmore	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 1/21/2021	Number of Foreclosures & Short Sale Actives 1/21/2021	% of Active Inventory 1/21/2021	Attached			
				Current Actives 1/21/2021	Number of Foreclosures & Short Sale Actives 1/21/2021	% of Active Inventory 1/21/2021	
Aliso Viejo	25	0	0.0%	All of O.C.	1,081	4	0.4%
Anaheim	68	0	0.0%	O.C. \$0-\$250k	110	1	0.9%
Anaheim Hills	29	0	0.0%	O.C. \$250k-\$500k	360	3	0.8%
Brea	26	0	0.0%	O.C. \$500k-\$750k	257	0	0.0%
Buena Park	25	0	0.0%	O.C. \$750k-\$1m	168	0	0.0%
Corona Del Mar	91	0	0.0%	O.C. \$1m+	186	0	0.0%
Costa Mesa	60	0	0.0%	<b>Detached</b>			
Coto De Caza	25	0	0.0%	All of O.C.	1,546	4	0.3%
Cypress	19	1	5.3%	O.C. \$0k-\$500k	18	1	5.6%
Dana Point	94	0	0.0%	O.C. \$500k-\$750k	132	0	0.0%
Dove Canyon	3	0	0.0%	O.C. \$750k-\$1m	256	1	0.4%
Foothill Ranch	8	0	0.0%	O.C. \$1m-\$1.5m	139	0	0.0%
Fountain Valley	18	0	0.0%	O.C. \$1.25m-\$1.5m	153	0	0.0%
Fullerton	70	0	0.0%	O.C. \$1.5m-\$2m	184	0	0.0%
Garden Grove	41	1	2.4%	O.C. \$2m-\$4m	376	1	0.3%
Huntington Beach	149	1	0.7%	O.C. \$4m+	288	1	0.3%
Irvine	368	0	0.0%	<b>All Homes</b>			
La Habra	29	0	0.0%	All of O.C.	2,627	8	0.3%
La Palma	5	0	0.0%	O.C. \$0k-\$500k	488	5	1.0%
Ladera Ranch	19	0	0.0%	O.C. \$500k-\$750k	389	0	0.0%
Laguna Beach	144	0	0.0%	O.C. \$750k-\$1m	424	1	0.2%
Laguna Hills	26	1	3.8%	O.C. \$1m-\$1.25m	183	0	0.0%
Laguna Niguel	69	0	0.0%	O.C. \$1.25m-\$1.5m	195	0	0.0%
Laguna Woods	170	1	0.6%	O.C. \$1.5m-\$2m	215	0	0.0%
Lake Forest	40	0	0.0%	O.C. \$2m-\$4m	432	1	0.2%
Los Alamitos	7	0	0.0%	O.C. \$4m+	301	1	0.3%
Mission Viejo	67	0	0.0%	<b>County High Shares - Account for 100%</b>			
Newport Beach	191	1	0.5%	Cypress	19	1	5.3%
Newport Coast	56	1	1.8%	Laguna Hills	26	1	3.8%
North Tustin	34	0	0.0%	Garden Grove	41	1	2.4%
Orange	70	0	0.0%	Newport Coast	56	1	1.8%
Placentia	13	0	0.0%	Huntington Beach	149	1	0.7%
Portola Hills	3	0	0.0%	Laguna Woods	170	1	0.6%
Rancho Mission Viejo	16	0	0.0%	Newport Beach	191	1	0.5%
Rancho Santa Marg.	12	0	0.0%	Aliso Viejo	25	0	0.0%
Rossmoor	4	0	0.0%	Anaheim	68	0	0.0%
San Clemente	79	0	0.0%	Anaheim Hills	29	0	0.0%
San Juan	49	0	0.0%	<b>County Low Shares - No Distressed</b>			
Santa Ana	97	0	0.0%	Aliso Viejo	Foothill Ranch	Los Alamitos	San Juan
Seal Beach	82	0	0.0%	Anaheim	Fountain Valley	Mission Viejo	Santa Ana
Stanton	8	0	0.0%	Anaheim Hills	Fullerton	North Tustin	Seal Beach
Talega	7	0	0.0%	Brea	Irvine	Orange	Stanton
Tustin	48	0	0.0%	Buena Park	La Habra	Placentia	Talega
Villa Park	11	0	0.0%	Corona Del Mar	La Palma	Portola Hills	Tustin
Westminster	17	0	0.0%	Costa Mesa	Ladera Ranch	Rancho Mission Viejo	Villa Park
Yorba Linda	86	0	0.0%	Coto De Caza	Laguna Beach	Rancho Santa Ana	Westminster
All of O.C.	2,627	8	0.3%	Dana Point	Laguna Niguel	Rossmoor	Yorba Linda
<b>Orange County Distressed Breakdown</b>				Dove Canyon	Lake Forest	San Clemente	
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	4	2	60				
Total Short Sale	4	6	20				

\*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 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
	1/21/2021	1/21/2021	1/21/2021	1/7/2021	12/25/2020	1/23/2020	1/24/2019
Los Angeles County	7,706	4,511	51	53	49	74	126
Orange County	2,627	2,055	38	42	37	71	128
Riverside County	3,033	2,994	30	33	32	104	148
San Bernardino County	1,761	1,910	28	28	28	91	124
San Diego County	2,416	2,445	30	36	31	61	103
Ventura County	501	277	54	54	35	51	87
<b>SOCAL TOTALS</b>	<b>18,044</b>	<b>14,192</b>	<b>39</b>	<b>41</b>	<b>35</b>	<b>75</b>	<b>126</b>

Distressed Properties Foreclosures and Short Sales	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
	1/21/2021	1/21/2021	1/21/2021	1/7/2021	12/25/2020	1/23/2020	1/24/2019
Los Angeles County	43	28	46	39	41	40	58
Orange County	8	8	30	-	-	63	56
Riverside County	25	37	20	19	27	64	93
San Bernardino County	21	21	30	45	30	66	68
San Diego County	28	14	60	37	35	53	60
Ventura County	4	2	60	90	60	24	48
<b>SOCAL TOTALS</b>	<b>129</b>	<b>110</b>	<b>41</b>	<b>46</b>	<b>39</b>	<b>52</b>	<b>67</b>