



Orange County Housing Report: Bidding War

February 8, 2021

When a home hits the market, it is greeted with throngs of buyers and so many offers to purchase that a bidding war ensues.



Multiple Offers It is not uncommon for homes marketed FOR-SALE to procure 5, 10, 15, or even more offers to purchase within a few days of coming on the market.

Charity auctions can be very entertaining. There is always something that nearly everyone wants. An Italian villa, a gourmet chef for a week, a ski chateau in the Rocky Mountains, all garner plenty of attention. After scouring all the details, attendees strategize and settle on their maximum bids. The auctioneer starts the bidding low to capture everyone's attention. Paddles are eagerly raised one after the other. There is so much interest that the auction transforms into a bidding war. The value soars upward until it finally slows, and a winning bidder is revealed. The final price is typically a lot more than many of the bidders were originally willing to pay.

That in essence is what is occurring daily in the real estate trenches. Homes that hit the market are instantly greeted with plenty of buyer interest and a stream of showings. In no time multiple offers follow. Buyers are pitted against each other and a bidding war develops. Countless buyers offer the full asking price, only to receive a counter offer that asks them to come back with their highest and best offer to purchase. Yes, in many cases that means that a buyer must be willing to pay **higher** than the asking price to be the winning bidder. Many homes ultimately sell for more than their asking prices.

There are a lot of reasons the market is exceptionally hot today. The leading factor is record low mortgage rates. The monthly and annual payment savings are jaw dropping and has been the catalyst to a tsunami of buyer interest. Another factor is the lack of available homes to purchase. There are fewer homes coming on the market right now because it is still the Winter Market. The vast majority of homeowners opt to "wait until the spring" to market their homes. Spring does not begin until Saturday, March 20th. Until then, there should not be the expectation of a bunch of new homes hitting the market. With demand so hot, many homes are not available to purchase because they are in escrow. With more escrow activity, the supply diminishes. Also, fewer homes came on the market in January compared to the 5-year average, 9% less, or 266 missing FOR-SALE signs. That may not be a ton of missing signs, but it is adding to the problem.

In breaking down the inventory by price range, the lack of available homes to purchase is fairly uniform across the board.

Year Over Year Comparison

	YOY Inventory Change	YOY % Change
\$0 - \$500k	-198	-31%
\$500k - \$750k	-396	-51%
\$750k - \$1m	-261	-40%
\$1m - \$1.5m	-317	-48%
\$1.5m+	-324	-26%
Overall	-1,512	-38%

	YOY Demand Change	YOY % Change
\$0 - \$500k	+30	+8%
\$500k - \$750k	+10	+1%
\$750k - \$1m	+146	+28%
\$1m - \$1.5m	+86	+26%
\$1.5m+	+148	+63%
Overall	+382	+21%

There are 1,512 fewer homes on the market compared to last year. In fact, the current inventory is at 2,493 homes, the lowest level since tracking began in 2004. There were 4,005 homes last year. In 2013, the hottest market prior to this year, there were 3,249 homes on the market, 783 more than today. To say that there are not enough available homes to satisfy current demand is an understatement. It is unprecedented.

In looking at demand levels by price range in Orange County, there is not much of a change below \$750,000. Yet, it is important to note that despite demand being nearly the same in the lower ranges, it is matched up against far fewer available homes. Demand



above \$750,000 is considerably higher. For example, between \$750,000 and \$1 million, there are 28% more escrows compared to last year, an extra 146 pending sales. Match that up with 261 fewer available homes to purchase and the range is nuclear hot.

Luxury homes continue to be extraordinarily hot as well. Luxury demand is up 63% compared to last year, an extra 148 pending sales. With the inventory for homes above \$1.5 million down by 26%, 324 fewer homes, and heightened demand, luxury is off to an incredible start this year.

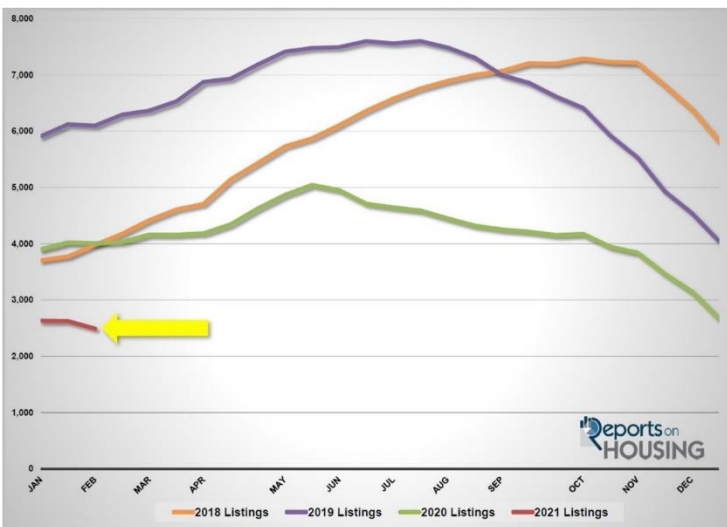
A Tip to Sellers: The best strategy to obtain the top dollar for a home is to carefully price a home according to its Fair Market Value. This current market may be incredibly hot, especially below \$1.25 million, that stretching the asking price and even overpricing a home may still result in eventually achieving the ultimate goal in selling; **HOWEVER, it will be at the expense of leaving money on the table.** Stretching the asking price and overpricing results in fewer offers to purchase and not being able to properly tap into the auction-like atmosphere in selling a home today. When a home is properly priced according to the most recent comparable and pending sales, taking into consideration the location, conditions, upgrades, and amenities, it will procure the most interest and the highest number of multiple offers possible. Pitting all of these offers against each other will instigate a bidding war where one buyer outbids the rest, often for higher than the asking price, and, in some cases, much higher.

Like a charity auction, there is a lot of buyer interest in today's housing market. Paddles are eagerly raised one after the other in the form of offers to purchase. There is so much interest that the pseudo-auction atmosphere transforms into a bidding war. The value soars upward until a winning bidder is revealed. Wise sellers will take advantage of this market.

Active Listings: The current active inventory plunged another 5% in the past couple of weeks.

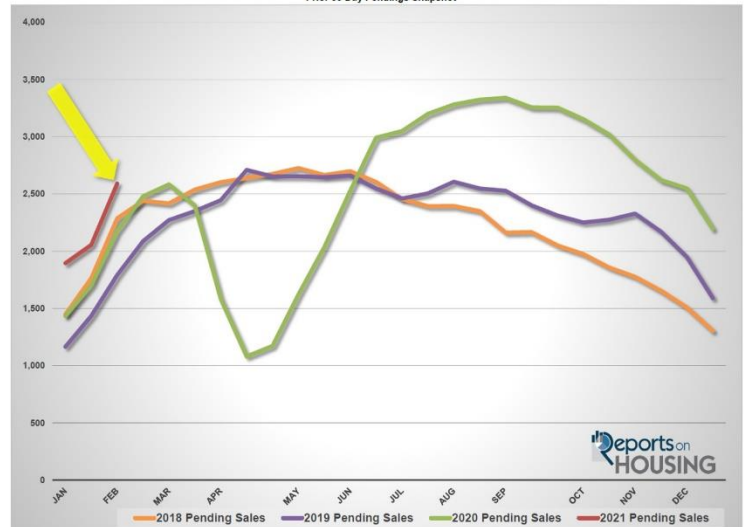
The active listing inventory shed 134 homes in the past two-weeks, down 5%, and now sits at 2,493, the lowest inventory level since tracking began in 2004. Unfortunately, this housing scene is not going to change much anytime soon. The market may feel as hot as spring, but it is currently the Winter Market. That is when demand swiftly rises, **but** the active inventory typically only rises slowly. Homeowners are eyeballing coming on during the spring, not the winter. More homes will come on the market during March. Even more will enter the fray in April. May is the peak month for homeowners coming on the market and it will remain elevated through the end of August, the beginning of the Autumn Market.

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot





There are fewer homeowners coming on the market compared to the 5-year average. During the month of January, there were 266 fewer new FOR-SALE signs in Orange County, 9% less. This new trend is the same across Southern California. It does not appear to be due to COVID-19 suppressing homeowners from selling their homes as there were actually 449 more homes that came on the market compared to the 5-year average in December, an extra 29%. That occurred while COVID-19 cases were spiking during the holiday season. In January, the number of new cases dropped substantially. The phenomenon of fewer homeowners entering the fray may be due to the fact that there are fewer replacement homes to purchase. Many are pointing to the fact that if they sell, there will be “nothing to buy,” limiting the number of homeowners willing to participate in a market with such an anemic level of available homes to purchase. A great strategy to counter this argument is for sellers to agree to an offer to purchase contingent on finding a replacement property within a specified period of time.

Last year at this time, there were 4,005 homes on the market, 1,512 additional homes, or 61% more. There were plenty more choices for buyers last year compared to today.

Demand: Demand soared by 26% in the past couple of weeks.

Demand, a snapshot of the number of new pending sales over the prior month, climbed from 2,055 to 2,590 in the past couple of weeks, adding 535 pending sales, up 26%. This is the strongest demand reading since 2013 when it reached 2,596, virtually identical to today. Yet in 2013 there were more homes available to purchase and more homes that came on the market during the month of January. Today's incredible demand level is due to a record low mortgage rate environment and will continue to remain elevated as rates remain low. Demand readings will remain limited until more homes are placed on the market. Expect demand to continue to swiftly rise over the coming weeks. It will then slowly and methodically increase until peaking sometime in May.

Last year, demand was at 2,173, that is 417 fewer pending sales compared to today, or 16% less.

In the past two-weeks the Expected Market Time (the number of days to sell all Orange County listings at the current buying pace) dropped from 38 to 29 days, its lowest level since tracking began in 2004, and is a very Hot Seller's Market (less than 60 days) where there are a ton of showings, sellers get to call the shots during the negotiating process, multiple offers are the norm, and home values are rising fast. Last year the Expected Market Time was at 55 days, much slower than today.

Luxury End: The Expected Market Time for luxury dropped to its lowest level since tracking began in 2004.

In the past two weeks luxury demand for homes priced above \$1.5 million surged, adding 69 pending sales, up 22%, and now sits at 383, its strongest level since September 2020. At the same time, the luxury inventory dropped by 7 homes in the past two weeks, or down 1%, and now sits at 941. With demand surging, the overall Expected Market Time for luxury homes priced above \$1.5 million decreased from 91 to 74 days in the past couple of weeks, its hottest level since tracking began in 2004. Luxury is firing on all cylinders and setting the stage for an unbelievable 2021.

Expect the luxury market to continue to improve over the next couple of months, peaking from mid-April to mid-May during the Spring Market.

Year over year, luxury demand is up by 148 pending sales, or 63%, and the active luxury listing inventory is down by 324 homes, or 26%. The Expected Market Time last year was at 161 days, more than double where it stands today.

For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 56 to 48 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 83 to 66 days. For homes priced above \$4 million, the Expected Market Time decreased from 220 to 166 days. At 166 days, a seller would be looking at placing their home into escrow around **July 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	22 Days		33%	43%	40 Days
O.C. \$750k-\$1m	17 Days		15%	26%	37 Days
O.C. \$1m-\$1.25m	21 Days		7%	9%	56 Days
O.C. \$1.25m-\$1.5m	29 Days		7%	7%	63 Days
O.C. \$1.5m-\$2m	48 Days		9%	5%	117 Days
O.C. \$2m-\$4m	66 Days		17%	7%	143 Days
O.C. \$4m+	166 Days		12%	2%	391 Days

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Orange County Housing Summary

- The active listing inventory decreased by 134 homes in the past two-weeks, down 5%, and now totals 2,493, its lowest level since tracking began in 2004. In January, there were 9% fewer homes that came on the market compared to the prior 5-year average, 266 less. Last year, there were 4,005 homes on the market, 1,512 additional homes, or 61% more.
- Demand, the number of pending sales over the prior month, surged by 535 pending sales in the past two-weeks, up 26%, and now totals 2,590, its strongest start to February since 2013. The record low mortgage rate environment is fueling today's exceptional demand. Last year, there were 2,173 pending sales, 16% fewer than today.
- The Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, decreased from 38 days to 29, an extremely Hot Seller's Market (less than 60 days) and the strongest reading since tracking began in 2004. It was at 55 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 22 days. This range represents 33% of the active inventory and 43% of demand.
- For homes priced between \$750,000 and \$1 million, the Expected Market Time is 17 days, a Hot Seller's Market. This range represents 15% of the active inventory and 26% of demand.
- For homes priced between \$1 million to \$1.25 million, the Expected Market Time is 21 days, a Hot Seller's Market.
- For homes priced between \$1.25 million to \$1.5 million, the Expected Market Time is 29 days, a Hot Seller's Market.
- For luxury homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 56 to 48 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 83 to 66 days. For homes priced above \$4 million, the Expected Market Time decreased from 220 to 166 days.
- The luxury end, all homes above \$1.5 million, accounts for 38% of the inventory and only 14% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.2% of all listings and 0.3% of demand. There are only 2 foreclosures and 2 short sales available to purchase today in all of Orange County, 4 total distressed homes on the active market, down 4 from two-weeks ago. Last year there were 38 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
	2/4/2021	2/4/2021	2/4/2021	1/21/2021	1/7/2021	2/6/2020	2/7/2019	2/4/2021
Aliso Viejo	20	55	11	16	13	40	57	\$749k
Anaheim	65	133	15	19	22	42	74	\$693k
Anaheim Hills	42	49	26	16	19	43	62	\$1.5m
Brea	33	26	38	41	49	42	86	\$1.0m
Buena Park	19	51	11	18	22	32	84	\$837k
Corona Del Mar	87	35	75	119	153	196	350	\$6.7m
Costa Mesa	55	90	18	26	41	36	99	\$1.2m
Coto De Caza	32	23	42	29	46	92	101	\$3.0m
Cypress	16	36	13	19	41	31	64	\$769k
Dana Point	96	57	51	64	102	92	218	\$4.5m
Dove Canyon	3	1	90	30	3	80	360	\$1.3m
Foothill Ranch	3	10	9	40	14	33	47	\$675k
Fountain Valley	14	23	18	23	23	35	90	\$800k
Fullerton	65	100	20	25	25	47	68	\$961k
Garden Grove	38	71	16	23	26	39	110	\$843k
Huntington Beach	140	183	23	31	34	40	100	\$1.6m
Irvine	342	265	39	53	54	76	149	\$1.6m
La Habra	33	36	28	24	26	31	71	\$680k
La Palma	4	8	15	30	40	24	60	\$703k
Ladera Ranch	24	44	16	15	19	44	90	\$1.5m
Laguna Beach	140	38	111	206	149	161	237	\$6.0m
Laguna Hills	23	33	21	30	24	57	108	\$1.5m
Laguna Niguel	59	90	20	32	30	46	115	\$2.7m
Laguna Woods	172	64	81	91	96	138	117	\$329k
Lake Forest	33	48	21	29	29	28	77	\$848k
Los Alamitos	5	13	12	23	35	45	130	\$1.0m
Mission Viejo	70	119	18	26	24	34	100	\$880k
Newport Beach	192	91	63	73	89	129	179	\$4.3m
Newport Coast	59	16	111	112	285	152	290	\$8.6m
North Tustin	28	20	42	93	56	65	78	\$2.8m
Orange	59	101	18	29	30	42	72	\$1.3m
Placentia	17	35	15	11	20	36	48	\$988k
Portola Hills	3	10	9	18	15	60	150	\$1.3m
Rancho Mission Viejo	13	23	17	27	21	51	159	\$891k
Rancho Santa Marg.	14	50	8	10	10	17	77	\$561k
Rossmoor	6	4	45	30	25	37	83	\$1.4m
San Clemente	68	91	22	31	37	54	86	\$2.4m
San Juan	45	40	34	54	69	79	126	\$2.7m
Santa Ana	90	98	28	35	28	43	92	\$565k
Seal Beach	72	45	48	91	68	68	131	\$528k
Stanton	10	17	18	20	9	63	52	\$498k
Talega	4	21	6	12	15	44	94	\$1.2m
Tustin	35	63	17	32	48	33	74	\$773k
Villa Park	10	10	30	55	450	90	110	\$2.5m
Westminster	20	33	18	23	32	29	75	\$866k
Yorba Linda	65	91	21	34	39	42	81	\$1.6m
All of O.C.	2,493	2,590	29	38	42	55	102	\$2.3m



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
	2/4/2021	2/4/2021	2/4/2021	1/21/2021	1/7/2021	2/6/2020	2/7/2019	2/4/2021
All of O.C.	992	1,063	28	39	39	51	96	\$828k
O.C. \$0-\$250k	97	46	63	100	41	80	115	\$176k
O.C. \$250k-\$500k	334	368	27	39	32	45	85	\$386k
O.C. \$500k-\$750k	233	393	18	24	31	38	84	\$629k
O.C. \$750k-\$1m	154	168	28	38	57	60	122	\$861k
O.C. \$1m+	174	88	59	76	97	125	229	\$2.3m

Current Actives Vacant: 40.0%

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
	2/4/2021	2/4/2021	2/4/2021	1/21/2021	1/7/2021	2/6/2020	2/7/2019	2/4/2021
All of O.C.	1,501	1,527	29	38	43	58	106	\$3.2m
O.C. \$0-\$500k	20	13	46	39	26	41	57	\$404k
O.C. \$500k-\$750k	141	296	14	16	18	31	71	\$672k
O.C. \$750k-\$1m	230	500	14	20	20	33	72	\$881k
O.C. \$1m-\$1.25m	125	217	17	22	32	51	108	\$1.1m
O.C. \$1.25m-\$1.5m	142	160	27	43	43	60	136	\$1.4m
O.C. \$1.5m-\$2m	189	124	46	55	52	108	200	\$1.8m
O.C. \$2m-\$4m	370	164	68	81	117	143	232	\$2.9m
O.C. \$4m+	284	53	161	222	373	392	591	\$9.8m

Current Actives Vacant: 21.7%

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
	2/4/2021	2/4/2021	2/4/2021	1/21/2021	1/7/2021	2/6/2020	2/7/2019	2/4/2021
All of O.C.	2,493	2,590	29	38	42	55	102	\$2.3m
O.C. \$0-\$500k	451	427	32	45	39	49	86	\$342k
O.C. \$500k-\$750k	374	689	16	20	22	34	76	\$645k
O.C. \$750k-\$1m	384	668	17	25	26	37	79	\$873k
O.C. \$1m-\$1.25m	169	245	21	26	36	56	112	\$1.2m
O.C. \$1.25m-\$1.5m	174	178	29	49	51	63	144	\$1.4m
O.C. \$1.5m-\$2m	220	138	48	56	55	117	209	\$1.7m
O.C. \$2m-\$4m	423	191	66	83	124	143	241	\$2.9m
O.C. \$4m+	298	54	166	220	373	391	582	\$9.7m

Current Actives Vacant: 29.4%

*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	Attached	Current Actives	Number of Foreclosures & Short Sale Actives	% of Active Inventory
	2/4/2021	2/4/2021	2/4/2021		2/4/2021	2/4/2021	2/4/2021
Aliso Viejo	20	0	0.0%	All of O.C.	992	2	0.2%
Anaheim	65	0	0.0%	O.C. \$0-\$250k	97	1	1.0%
Anaheim Hills	42	0	0.0%	O.C. \$250k-\$500k	334	1	0.3%
Brea	33	0	0.0%	O.C. \$500k-\$750k	233	0	0.0%
Buena Park	19	0	0.0%	O.C. \$750k-\$1m	154	0	0.0%
Corona Del Mar	87	0	0.0%	O.C. \$1m+	174	0	0.0%
Costa Mesa	55	0	0.0%	Detached			
Coto De Caza	32	0	0.0%	All of O.C.	1,501	2	0.1%
Cypress	16	0	0.0%	O.C. \$0k-\$500k	20	0	0.0%
Dana Point	96	0	0.0%	O.C. \$500k-\$750k	141	0	0.0%
Dove Canyon	3	0	0.0%	O.C. \$750k-\$1m	230	0	0.0%
Foothill Ranch	3	0	0.0%	O.C. \$1m-\$1.5m	125	0	0.0%
Fountain Valley	14	0	0.0%	O.C. \$1.25m-\$1.5m	142	0	0.0%
Fullerton	65	0	0.0%	O.C. \$1.5m-\$2m	189	0	0.0%
Garden Grove	38	0	0.0%	O.C. \$2m-\$4m	370	1	0.3%
Huntington Beach	140	0	0.0%	O.C. \$4m+	284	1	0.4%
Irvine	342	0	0.0%	All Homes			
La Habra	33	0	0.0%	All of O.C.	2,493	4	0.2%
La Palma	4	0	0.0%	O.C. \$0k-\$500k	451	2	0.4%
Ladera Ranch	24	0	0.0%	O.C. \$500k-\$750k	374	0	0.0%
Laguna Beach	140	0	0.0%	O.C. \$750k-\$1m	384	0	0.0%
Laguna Hills	23	1	4.3%	O.C. \$1m-\$1.25m	169	0	0.0%
Laguna Niguel	59	0	0.0%	O.C. \$1.25m-\$1.5m	174	0	0.0%
Laguna Woods	172	1	0.6%	O.C. \$1.5m-\$2m	220	0	0.0%
Lake Forest	33	0	0.0%	O.C. \$2m-\$4m	423	1	0.2%
Los Alamitos	5	0	0.0%	O.C. \$4m+	298	1	0.3%
Mission Viejo	70	0	0.0%	County High Shares - Account for 100%			
Newport Beach	192	1	0.5%	Laguna Hills	23	1	4.3%
Newport Coast	59	1	1.7%	Newport Coast	59	1	1.7%
North Tustin	28	0	0.0%	Laguna Woods	172	1	0.6%
Orange	59	0	0.0%	Newport Beach	192	1	0.5%
Placentia	17	0	0.0%	Aliso Viejo	20	0	0.0%
Portola Hills	3	0	0.0%	Anaheim	65	0	0.0%
Rancho Mission Viejo	13	0	0.0%	Anaheim Hills	42	0	0.0%
Rancho Santa Marg.	14	0	0.0%	Brea	33	0	0.0%
Rossmoor	6	0	0.0%	Buena Park	19	0	0.0%
San Clemente	68	0	0.0%	Corona Del Mar	87	0	0.0%
San Juan	45	0	0.0%	County Low Shares - No Distressed			
Santa Ana	90	0	0.0%	Aliso Viejo	Dove Canyon	Laguna Beach	Rancho Santa Ana
Seal Beach	72	0	0.0%	Anaheim	Foothill Ranch	Laguna Niguel	Rossmoor
Stanton	10	0	0.0%	Anaheim Hills	Fountain Valley	Lake Forest	San Clemente
Talega	4	0	0.0%	Brea	Fullerton	Los Alamitos	San Juan
Tustin	35	0	0.0%	Buena Park	Garden Grove	Mission Viejo	Santa Ana
Villa Park	10	0	0.0%	Corona Del Mar	Huntington Beach	North Tustin	Seal Beach
Westminster	20	0	0.0%	Costa Mesa	Irvine	Orange	Stanton
Yorba Linda	65	0	0.0%	Coto De Caza	La Habra	Placentia	Talega
All of O.C.	2,493	4	0.2%	Cypress	La Palma	Portola Hills	Tustin
Orange County Distressed Breakdown				Dana Point	Ladera Ranch	Rancho Mission Viejo	Villa Park
	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	2	2	30				
Total Short Sale	2	7	9				



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
	2/4/2021	2/4/2021	2/4/2021	1/21/2021	1/7/2021	2/6/2020	2/7/2019
Los Angeles County	7,507	5,388	42	51	53	58	99
Orange County	2,493	2,590	29	38	42	55	102
Riverside County	2,727	3,504	23	30	33	81	127
San Bernardino County	1,655	2,301	22	28	28	70	102
San Diego County	2,355	3,033	23	30	36	50	84
Ventura County	478	385	37	54	54	48	69
SOCAL TOTALS	17,215	17,201	29	39	41	60	103

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
	2/4/2021	2/4/2021	2/4/2021	1/21/2021	1/7/2021	2/6/2020	2/7/2019
Foreclosures and Short Sales							
Los Angeles County	41	26	47	46	39	35	61
Orange County	4	9	13	30	-	38	61
Riverside County	22	25	26	20	19	52	80
San Bernardino County	19	25	23	30	45	58	74
San Diego County	26	23	34	60	37	81	59
Ventura County	5	6	25	60	90	26	47
SOCAL TOTALS	117	114	28	41	46	48	67