



## Orange County Housing Report: No Top in Sight

February 22, 2021

Many buyers wonder if they are overpaying as real estate prices continue to soar to record levels, yet that is not what the data shows.



**Values Rising: The market velocity is extremely fast, and it is a Hot Seller's Market where values are rising swiftly and multiple offers is the norm.**

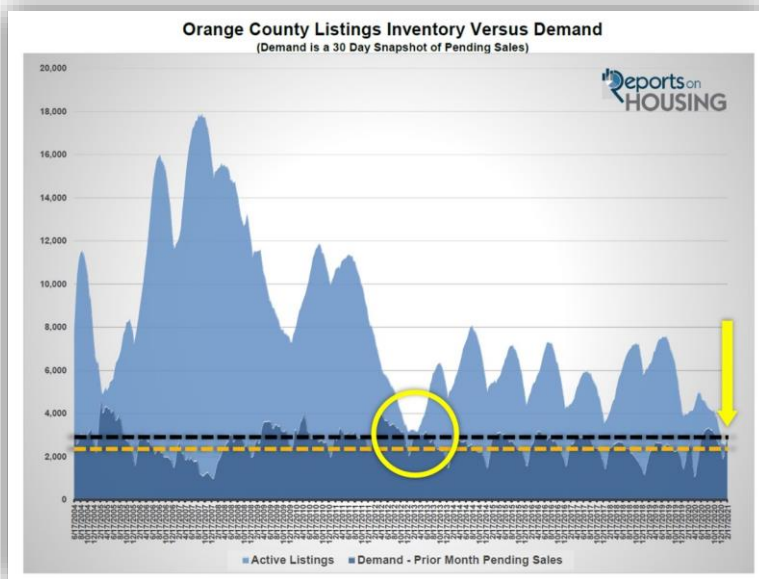
At the beginning of the COVID-19 pandemic, everybody rushed to their local supermarket to purchase toilet paper. At Costco people waited in lines for an hour prior to opening just to get their hands on one of the prized bulk packages of Kirkland Bath Tissue. There was a run on toilet paper. In no time at all, the shelves were empty and many worried that their supply at home would run out. As everyone agonized over their personal toilet paper inventory, little did they know that the tissue plight would foreshadow a similar dilemma in the housing market.

There are not enough homes on the market to keep up with today's intense buyer demand. There is a run-on housing. Homes are flying off the market faster than they are coming on, and the inventory has been dropping further as the year has progressed. Housing's momentum lines up strongly in favor of sellers. In looking closely at the housing economic model of supply, demand, mortgage rates, affordability, buyer demographics, and market velocity, the data illustrates that the current trajectory of the housing market is not going to change anytime soon.

At the start of 2020, prior to any lockdown measures and the beginning of the pandemic in the United States, mortgage rates had dropped from 3.75% to 3.5%, an excellent level that had only been reached a few times since 2013. Throw in an increase in buyer demand due to the strongest demographic patch of prime first-time home buyers, 32-year-olds, in 26 years (which will continue for the next 4 years), it was no surprise that the market was hot in February 2020. The inventory was at its lowest level since 2013, a crazy year for housing, demand was at its hottest point since 2017, and the velocity of the market was the strongest since 2013. Then the pandemic hit, demand stalled and so did the inventory. Yet, as rates dropped to record levels, 16 record lows last year, demand heated up and the inventory continued to drop. The lower rates dropped, the hotter the market became. In fact, the market dropped to its hottest point by year's end with an Expected Market Time (the time between hammering in the FOR-SALE sign to opening escrow) of 37 days.

With mortgage rates remaining below 3%, a level never reached prior to last year, today's housing market is one of the strongest on record, and it has everything to do with supply and demand. The current number of available homes to purchase is **less** than the current demand readings. The active inventory today is at 2,438 homes, and demand (last 30-days of new escrow activity) is at 2,863 pending sales. There are **425 fewer homes available to purchase compared to current demand**. Homes are flying into escrow as quickly as they are coming on. The Expected Market Time is at 26 days, less than one month, the lowest level since tracking began in 2004.

For proper perspective, last year there were 4,030 homes available, and demand was at 2,479 pending sales. There were **1,551 more homes available to purchase** than demand. The Expected Market Time was at 49 days, for mid-February, only 2013 was stronger. In 2013, the prior hottest year in decades, the inventory was at 3,272 and demand was at 2,887. There were **385 more homes available to purchase** compared to demand. The Expected Market Time was at 34 days, the prior record level.





With an Expected Market Time of 26 days, homes priced close to their **Fair Market Values** procure a swarm of activity, multiple offers, 10, 20, or even 30 offers, and ultimately sell for a bit more than the asking price, and in some cases a lot more. It depends upon the home. Buyers worry about paying too much, often the record for a development. Everyone's head immediately retreats to the last time there was a comparable buyer frenzy in housing, the years leading up to the Great Recession. However, there were over six times the number of homes available to purchase in 2006, a year **before** the start of the Great Recession, 16,000 homes. Homes were far less affordable with mortgage rates at 6.5%. Lender qualifications were loose with a disproportionate number of subprime, zero-down, and pick-a-payment loans, tons of cash-out refinances, and fraudulent lending practices. The transgressions of the real estate industry ultimately led to the deep recession where values plummeted. In contrast, today's housing has an extremely strong foundation with years of tight lender qualifications, large down payments, plenty of nested equity, and limited cash-out refinances.

Buyers should not worry about paying too much in today's environment. Mortgage rates are below 3%, demand is unbelievably powerful, the supply of homes is at record low levels, and values are lined rising swiftly. The underlying ingredients that make up today's housing market are not going to change anytime soon. Instead, buyers should look at their family budgets and determine how much they can comfortably afford, and then aggressively pursue a home. Waiting is not really an option as home values are on the rise and mortgage rates are slowly rising right now as well.

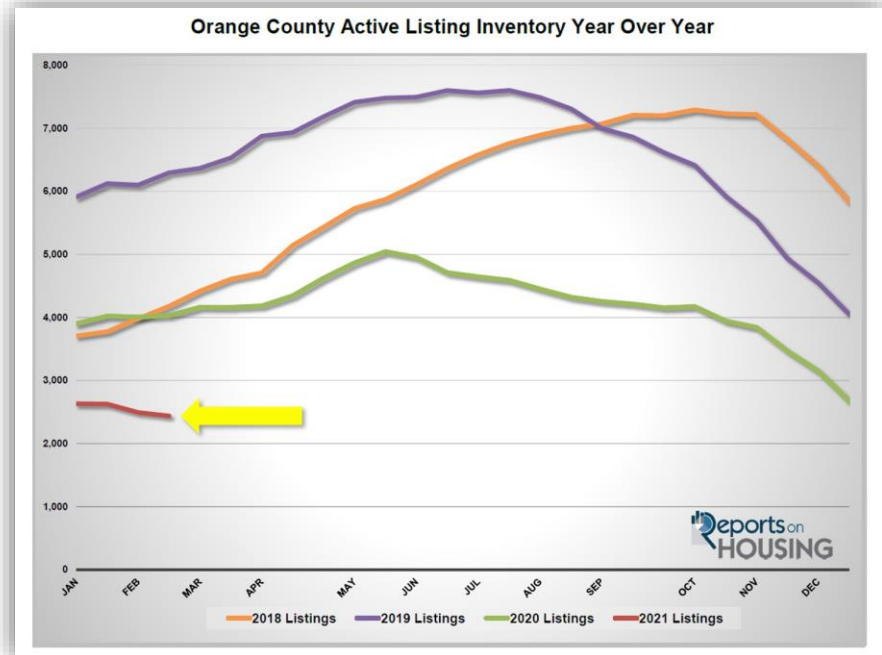
**A Tip for Buyers: In competing against a multitude of offers, sharpen your pencil, make the offer as agreeable as possible, and pack your patience.** Sometimes an offer **above** the listed price is necessary to be the winning bidder. Stretching an offer by an additional \$10,000 may be enough to get past the finish line. At today's 2.81% mortgage rate, the additional \$10,000 means that the monthly payment goes up by \$41.14 and the down payment slightly rises as well. Remember, only one buyer wins the bidding war. For everybody else, it is back to the drawing board.

### Active Listings: The current active inventory shed another 2% in the past couple of weeks.

The active listing inventory shed 55 homes in the past two weeks, down 2%, and now sits at 2,438, the lowest inventory level since tracking began in 2004. The low mortgage rate environment is going to continue to thrust this market forward. Homes are not coming on fast enough to satisfy current demand levels, which is why the number of available homes is dropping right now. Homes are coming off the market and into escrow faster than they are coming on. This will continue until the start of the Spring Market next month. More homeowners ultimately wait for the spring than any other time to place their homes on the market. With today's ultra-hot housing pace, spring cannot come fast enough.

There are fewer homeowners coming on the market compared to the 5-year average. During January, there were 169 fewer new FOR-SALE signs in Orange County, 6% less. This new trend is the same across Southern California. It is not

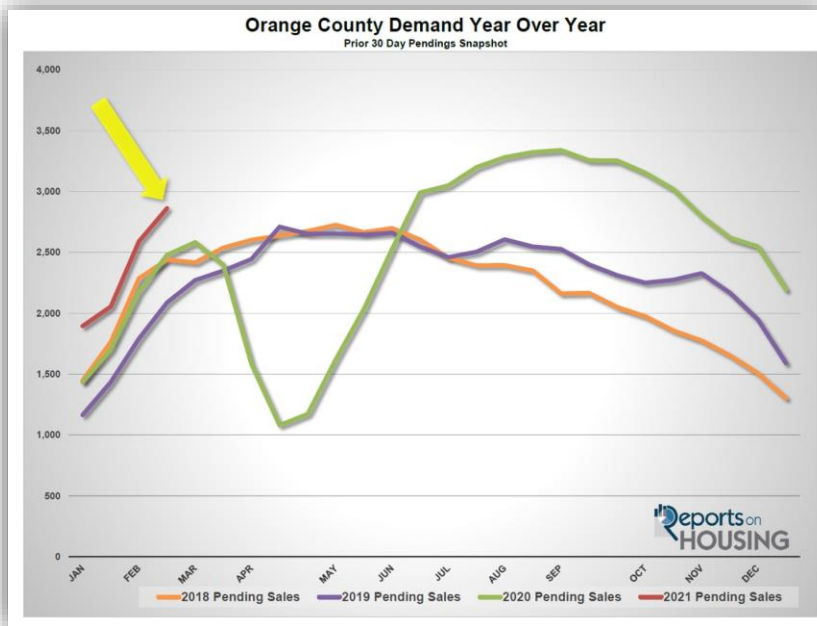
COVID-19 that is currently suppressing homeowners from selling their homes; instead, it is the lack of available replacement homes that have many spooked about selling. Many are fearful there will be "nothing to buy," limiting the number of homeowners willing to participate in a market with such an anemic level of available homes to purchase. Yet, there are great strategies to counter this argument. Sellers can agree to an offer to purchase contingent on finding a replacement property within a specified period of time. They can also rent back for a couple of months. With the market





lining up so favorably for sellers, it is a lot easier for a seller to find a buyer willing to agree to these terms. Last year in mid-February, there were 4,030 homes on the market, 1,592 additional homes, or 65% more. There were plenty more choices for buyers compared to today.

## Demand: Demand continued to soar by 11% in the past couple of weeks.



Demand, a snapshot of the number of new pending sales over the prior month, climbed from 2,590 to 2,863 in the past couple of weeks, adding 273 pending sales, up 11%. This is the strongest mid-February demand reading since 2013 when it reached 2,887, virtually identical to today. Mortgage rates below 3% are instigating today's unprecedented demand levels. Since demand is a snapshot of recent pending sales activity, if there were more homes coming on the market right now, demand would be much higher than where it is today. The lack of available homes to purchase is limiting today's escrow activity. Demand will continue to rise as more homes become available over the next couple of months and more homes come on the market during the spring. It will most likely peak sometime in May.

Last year, demand was at 2,479, that is 384 fewer pending sales compared to today, or 13% less.

In the past 2 weeks the Expected Market Time (the number of days to sell all OC listings at the current buying pace) dropped from 29 to 26 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 49 days, slower than today.

## Luxury End: Luxury demand continues to rapidly rise.

In the past 2 weeks luxury demand for homes priced above \$1.5M continued to surge, adding 43 pending sales, up 11%, and now sits at 426, its strongest level since tracking began in 2004. At the same time, the luxury inventory dropped by 18 homes in the past two weeks, or down 2%, and now sits at 923. With demand rising, the overall Expected Market Time for luxury homes priced above \$1.5 million decreased from 74 to 65 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 Spring Market.

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

Year over year, luxury demand is up by 151 pending sales, or 55%, and the active luxury listing inventory is down by 362 homes, or 28%. The Expected Market Time last year was at 140 days, more than double where it stands today.

For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 48 to 39 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 66 to 60 days. For homes priced above \$4 million, the Expected Market Time decreased from 166 to 147 days. At 147 days, a seller would be looking at placing their home into escrow around **July 2021**.





Price Ranges	Expected Market Time	Market Speed	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	19 Days		32%	43%	32 Days
O.C. \$750k-\$1m	16 Days		16%	26%	35 Days
O.C. \$1m-\$1.25m	25 Days		8%	8%	55 Days
O.C. \$1.25m-\$1.5m	20 Days		6%	8%	77 Days
O.C. \$1.5m-\$2m	39 Days		8%	5%	92 Days
O.C. \$2m-\$4m	60 Days		17%	7%	134 Days
O.C. \$4m+	147 Days		12%	2%	363 Days

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## Orange County Housing Summary

- The active listing inventory decreased by 55 homes in the past two-weeks, down 2%, and now totals 2,438, its lowest level since tracking began in 2004. In January, there were 6% fewer homes that came on the market compared to the prior 5-year average, 169 less. Last year, there were 4,030 homes on the market, 1,592 additional homes, or 65% more.
- Demand, the number of pending sales over the prior month, surged by 273 pending sales in the past 2 weeks, up 11%, and now totals 2,863, its strongest mid-February reading since 2013. The record low mortgage rates are fueling today's exceptional demand. Last year, there were 2,479 pending sales, 13% fewer than today.
- The Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, decreased from 29 days to 26, an extremely Hot Seller's Market (less than 60 days) and the strongest reading since tracking began in 2004. It was at 49 days last year, slower than today.
- For homes priced below \$750,000, the market is a Hot Seller's Market (less than 60 days) with an Expected Market Time of 19 days. This range represents 32% of the active inventory and 43% of demand.
- For homes priced between \$750,000 and \$1 million, the Expected Market Time is 16 days, a Hot Seller's Market. This range represents 16% of the active inventory and 26% of demand.
- For homes priced between \$1M to \$1.25 million, the Expected Market Time is 25 days, a Hot Seller's Market.
- For homes priced between \$1.25M to \$1.5 million, the Expected Market Time is 20 days, a Hot Seller's Market.
- For luxury homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 48 to 39 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 66 to 60 days. For homes priced above \$4 million, the Expected Market Time decreased from 166 to 147 days.
- The luxury end, all homes above \$1.5 million, accounts for 37% 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 0.2% of demand. There are only 4 foreclosures and 2 short sales available to purchase today in all of Orange County, 6 total distressed homes on the active market, up 2 from two-weeks ago. Last year there were 34 total distressed homes on the market, more than today.
- There were 2,250 closed residential resales in January, 24% more than January 2020's 1,817 closed sales. January marked a 27% drop over to December 2020. The sales to list price ratio was 99.0% for all of Orange County. Foreclosures accounted for just 0.04% of all closed sales, and short sales accounted for 0.13%. That means that 99.82% 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
	2/18/2021	2/18/2021	2/18/2021	2/4/2021	1/21/2021	2/20/2020	2/21/2019	2/18/2021
Aliso Viejo	23	61	11	11	16	31	65	\$705k
Anaheim	61	143	13	15	19	37	71	\$713k
Anaheim Hills	38	65	18	26	16	37	65	\$1.5m
Brea	24	40	18	38	41	29	63	\$1.1m
Buena Park	17	46	11	11	18	23	75	\$810k
Corona Del Mar	92	36	77	75	119	149	300	\$6.7m
Costa Mesa	67	71	28	18	26	35	67	\$1.2m
Coto De Caza	30	31	29	42	29	73	109	\$3.2m
Cypress	16	41	12	13	19	44	46	\$831k
Dana Point	90	55	49	51	64	100	154	\$4.7m
Dove Canyon	1	6	5	90	30	120	390	\$1.3m
Foothill Ranch	6	14	13	9	40	23	116	\$870k
Fountain Valley	17	23	22	18	23	24	57	\$956k
Fullerton	66	118	17	20	25	38	56	\$886k
Garden Grove	33	73	14	16	23	32	87	\$895k
Huntington Beach	157	183	26	23	31	38	84	\$1.6m
Irvine	329	290	34	39	53	69	110	\$1.6m
La Habra	22	42	16	28	24	29	68	\$791k
La Palma	4	9	13	15	30	17	38	\$835k
Ladera Ranch	15	51	9	16	15	38	89	\$1.6m
Laguna Beach	140	48	88	111	206	146	283	\$6.3m
Laguna Hills	26	41	19	21	30	36	102	\$1.4m
Laguna Niguel	63	99	19	20	32	50	103	\$2.5m
Laguna Woods	163	70	70	81	91	94	104	\$320k
Lake Forest	30	57	16	21	29	34	56	\$816k
Los Alamitos	7	11	19	12	23	48	98	\$988k
Mission Viejo	52	142	11	18	26	26	72	\$903k
Newport Beach	185	97	57	63	73	108	164	\$4.5m
Newport Coast	52	18	87	111	112	127	184	\$9.3m
North Tustin	30	28	32	42	93	82	73	\$2.7m
Orange	66	109	18	18	29	31	76	\$1.2m
Placentia	13	35	11	15	11	22	45	\$967k
Portola Hills	2	12	5	9	18	40	43	\$1.2m
Rancho Mission Viejo	9	33	8	17	27	39	165	\$858k
Rancho Santa Marg.	21	51	12	8	10	18	86	\$587k
Rossmoor	11	5	66	45	30	13	100	\$1.3m
San Clemente	68	96	21	22	31	60	90	\$2.3m
San Juan	45	38	36	34	54	65	138	\$2.7m
Santa Ana	97	108	27	28	35	43	86	\$587k
Seal Beach	60	64	28	48	91	82	113	\$586k
Stanton	6	24	8	18	20	49	42	\$546k
Talega	10	18	17	6	12	51	61	\$1.8m
Tustin	33	67	15	17	32	31	86	\$778k
Villa Park	8	8	30	30	55	65	75	\$2.5m
Westminster	13	35	11	18	23	28	54	\$742k
Yorba Linda	76	102	22	21	34	43	75	\$1.7m
All of O.C.	2,438	2,863	26	29	38	49	90	\$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
	2/18/2021	2/18/2021	2/18/2021	2/4/2021	1/21/2021	2/20/2020	2/21/2019	
All of O.C.	947	1,177	24	28	39	43	84	\$855k
O.C. \$0-\$250k	87	51	51	63	100	70	100	\$170k
O.C. \$250k-\$500k	301	438	21	27	39	37	75	\$388k
O.C. \$500k-\$750k	241	417	17	18	24	31	76	\$625k
O.C. \$750k-\$1m	140	177	24	28	38	66	88	\$866k
O.C. \$1m+	178	94	57	59	76	102	179	\$2.3m

**Current Actives Vacant: 39.3%**

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
	2/18/2021	2/18/2021	2/18/2021	2/4/2021	1/21/2021	2/20/2020	2/21/2019	
All of O.C.	1,491	1,686	27	29	38	52	95	\$3.3m
O.C. \$0-\$500k	22	14	47	46	39	40	74	\$417k
O.C. \$500k-\$750k	128	321	12	14	16	22	62	\$669k
O.C. \$750k-\$1m	249	557	13	14	20	30	62	\$891k
O.C. \$1m-\$1.25m	153	216	21	17	22	51	95	\$1.1m
O.C. \$1.25m-\$1.5m	117	202	17	27	43	78	127	\$1.4m
O.C. \$1.5m-\$2m	173	136	38	46	55	87	170	\$1.7m
O.C. \$2m-\$4m	361	180	60	68	81	135	222	\$2.9m
O.C. \$4m+	288	60	144	161	222	352	583	\$10.0m

**Current Actives Vacant: 22.1%**

All Homes	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	2/18/2021	2/18/2021	2/18/2021	2/4/2021	1/21/2021	2/20/2020	2/21/2019	
All of O.C.	2,438	2,863	26	29	38	49	90	\$2.3m
O.C. \$0-\$500k	410	503	24	32	45	40	78	\$343k
O.C. \$500k-\$750k	369	738	15	16	20	26	68	\$640k
O.C. \$750k-\$1m	389	734	16	17	25	35	67	\$882k
O.C. \$1m-\$1.25m	198	241	25	21	26	55	96	\$1.1m
O.C. \$1.25m-\$1.5m	149	221	20	29	49	77	132	\$1.4m
O.C. \$1.5m-\$2m	200	153	39	48	56	92	173	\$1.8m
O.C. \$2m-\$4m	419	211	60	66	83	134	234	\$2.9m
O.C. \$4m+	304	62	147	166	220	363	573	\$9.8m

**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 Jan 2021	Average Sales Price	Average List Price	Sales to List Price Ratio	Low Price	High Price	Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Jan 2020
Aliso Viejo	52	\$711,338	\$709,827	100.2%	\$426k	\$1.6m	1,597	\$445	55
Anaheim	100	\$615,191	\$607,325	101.3%	\$274k	\$1.0m	1,490	\$413	78
Anaheim Hills	60	\$872,453	\$873,960	99.8%	\$417k	\$1.9m	2,119	\$412	41
Brea	21	\$832,119	\$808,733	102.9%	\$530k	\$1.4m	2,133	\$390	26
Buena Park	37	\$680,314	\$676,961	100.5%	\$442k	\$1.2m	1,574	\$432	39
Corona Del Mar	21	\$4,298,093	\$4,498,439	95.5%	\$1.0m	\$16.7m	3,073	\$1,399	17
Costa Mesa	67	\$1,023,409	\$1,027,319	99.6%	\$427k	\$2.8m	1,766	\$579	60
Coto De Caza	26	\$1,694,258	\$1,696,774	99.9%	\$553k	\$3.5m	3,700	\$458	15
Cypress	28	\$738,429	\$735,160	100.4%	\$314k	\$1.2m	1,626	\$454	27
Dana Point	50	\$1,767,570	\$1,818,847	97.2%	\$337k	\$12.0m	2,237	\$790	22
Dove Canyon	6	\$1,088,333	\$1,102,833	98.7%	\$925k	\$1.2m	3,084	\$356	0
Foothill Ranch	15	\$668,000	\$667,812	100.0%	\$345k	\$1.1m	1,521	\$446	5
Fountain Valley	25	\$791,336	\$772,974	102.4%	\$180k	\$1.4m	1,734	\$456	21
Fullerton	83	\$744,472	\$735,402	101.2%	\$250k	\$1.7m	1,714	\$434	79
Garden Grove	42	\$655,293	\$644,905	101.6%	\$295k	\$1.2m	1,475	\$444	61
Huntington Beach	158	\$1,068,522	\$1,084,232	98.6%	\$305k	\$4.8m	1,868	\$572	104
Irvine	233	\$1,044,527	\$1,056,538	98.9%	\$290k	\$5.8m	2,078	\$503	200
La Habra	35	\$627,186	\$614,057	102.1%	\$300k	\$1.1m	1,443	\$435	30
La Palma	4	\$874,250	\$873,425	100.1%	\$840k	\$915k	2,239	\$391	6
Ladera Ranch	33	\$984,330	\$990,257	99.4%	\$419k	\$2.4m	2,389	\$412	37
Laguna Beach	33	\$2,109,818	\$2,167,394	97.3%	\$655k	\$4.0m	2,115	\$998	17
Laguna Hills	28	\$1,079,702	\$1,088,786	99.2%	\$460k	\$2.7m	2,385	\$453	34
Laguna Niguel	77	\$1,115,366	\$1,124,081	99.2%	\$325k	\$5.0m	2,249	\$496	66
Laguna Woods	72	\$325,895	\$333,897	97.6%	\$10k	\$910k	1,108	\$294	45
Lake Forest	1	\$740,000	\$734,999	100.7%	\$740k	\$740k	1,500	\$493	30
Los Alamitos	7	\$1,007,071	\$1,000,843	100.6%	\$648k	\$1.5m	1,728	\$583	6
Mission Viejo	97	\$780,202	\$779,507	100.1%	\$300k	\$3.0m	1,780	\$438	69
Newport Beach	70	\$2,471,272	\$2,554,651	96.7%	\$596k	\$10.0m	2,446	\$1,010	80
Newport Coast	15	\$3,100,453	\$3,233,647	95.9%	\$955k	\$10.0m	3,177	\$976	20
North Tustin	22	\$1,378,795	\$1,374,304	100.3%	\$720k	\$2.8m	3,014	\$457	12
Orange	82	\$760,559	\$761,793	99.8%	\$310k	\$1.8m	1,731	\$439	63
Placentia	40	\$725,170	\$704,539	102.9%	\$390k	\$1.2m	1,816	\$399	32
Portola Hills	14	\$766,285	\$754,413	101.6%	\$435k	\$1.8m	434,900	\$418	2
Rancho Mission Viejo	17	\$726,441	\$734,388	98.9%	\$433k	\$1.2m	1,671	\$435	12
Rancho Santa Marg.	69	\$702,516	\$700,419	100.3%	\$280k	\$1.4m	1,703	\$435	28
Rossmore	8	\$1,439,250	\$1,453,375	99.0%	\$1.1m	\$1.8m	2,439	\$590	5
San Clemente	73	\$1,260,595	\$1,272,907	99.0%	\$429k	\$5.3m	2,227	\$566	65
San Juan	18	\$1,510,478	\$1,558,739	96.9%	\$325k	\$4.2m	3,024	\$499	26
Santa Ana	127	\$597,922	\$588,695	101.6%	\$190k	\$1.7m	1,420	\$421	80
Seal Beach	38	\$576,741	\$588,043	98.1%	\$145k	\$3.0m	1,310	\$440	33
Stanton	9	\$600,521	\$576,521	104.2%	\$336k	\$760k	1,272	\$472	5
Talega	21	\$1,129,095	\$1,126,176	100.3%	\$509k	\$2.7m	2,757	\$404	15
Tustin	50	\$816,779	\$821,924	99.4%	\$232k	\$4.2m	1,856	\$440	32
Villa Park	5	\$1,279,000	\$1,320,000	96.9%	\$1.0m	\$1.5m	2,589	\$494	8
Westminster	18	\$709,506	\$714,199	99.3%	\$300k	\$1.2m	1,476	\$481	31
Yorba Linda	88	\$1,029,828	\$1,039,203	99.1%	\$283k	\$2.6m	2,519	\$409	66
All of O.C.	2,250	\$1,001,420	\$1,011,237	99.0%	\$10k	\$16.7m	1,922	\$521	1,817
O.C. \$0-\$500k	404	\$378,459	\$380,118	99.6%	\$10k	\$500k	975	\$388	331
O.C. \$500k-\$750k	618	\$638,895	\$634,301	100.7%	\$501k	\$750k	1,422	\$449	615
O.C. \$750k-\$1m	556	\$865,126	\$859,514	100.7%	\$751k	\$1.0m	1,905	\$454	415
O.C. \$1m-\$1.25m	250	\$1,126,159	\$1,133,364	99.4%	\$1.0m	\$1.3m	2,397	\$470	153
O.C. \$1.25m-\$1.5m	151	\$1,367,928	\$1,380,785	99.1%	\$1.3m	\$1.5m	2,853	\$479	85
O.C. \$1.5m-\$2m	117	\$1,717,013	\$1,742,596	98.5%	\$1.5m	\$2.0m	3,151	\$545	93
O.C. \$2m-4m	123	\$2,748,648	\$2,843,350	96.7%	\$2.0m	\$4.0m	3,562	\$772	96
O.C. \$4m+	31	\$6,367,112	\$6,657,194	95.6%	\$4.2m	\$16.7m	5,053	\$1,260	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
	2/18/2021	2/18/2021	2/18/2021		2/18/2021	2/18/2021	2/18/2021
Aliso Viejo	23	0	0.0%	All of O.C.	947	4	0.4%
Anaheim	61	0	0.0%	O.C. \$0-\$250k	87	1	1.1%
Anaheim Hills	38	0	0.0%	O.C. \$250k-\$500k	301	3	1.0%
Brea	24	0	0.0%	O.C. \$500k-\$750k	241	0	0.0%
Buena Park	17	0	0.0%	O.C. \$750k-\$1m	140	0	0.0%
Corona Del Mar	92	0	0.0%	O.C. \$1m+	178	0	0.0%
Costa Mesa	67	1	1.5%	<b>Detached</b>			
Coto De Caza	30	0	0.0%	All of O.C.	1,491	2	0.1%
Cypress	16	0	0.0%	O.C. \$0k-\$500k	22	0	0.0%
Dana Point	90	0	0.0%	O.C. \$500k-\$750k	128	0	0.0%
Dove Canyon	1	0	0.0%	O.C. \$750k-\$1m	249	0	0.0%
Foothill Ranch	6	0	0.0%	O.C. \$1m-\$1.5m	153	0	0.0%
Fountain Valley	17	0	0.0%	O.C. \$1.25m-\$1.5m	117	0	0.0%
Fountain Valley	17	0	0.0%	O.C. \$1.5m-\$2m	173	0	0.0%
Fullerton	66	0	0.0%	O.C. \$2m-\$4m	361	1	0.3%
Garden Grove	33	0	0.0%	O.C. \$4m+	288	1	0.3%
Huntington Beach	157	0	0.0%	<b>All Homes</b>			
Irvine	329	0	0.0%	All of O.C.	2,438	6	0.2%
La Habra	22	0	0.0%	O.C. \$0k-\$500k	410	4	1.0%
La Palma	4	0	0.0%	O.C. \$500k-\$750k	369	0	0.0%
Ladera Ranch	15	0	0.0%	O.C. \$750k-\$1m	389	0	0.0%
Laguna Beach	140	0	0.0%	O.C. \$1m-\$1.25m	198	0	0.0%
Laguna Hills	26	1	3.8%	O.C. \$1.25m-\$1.5m	149	0	0.0%
Laguna Niguel	63	0	0.0%	O.C. \$1.5m-\$2m	200	0	0.0%
Laguna Woods	163	1	0.6%	O.C. \$2m-\$4m	419	1	0.2%
Lake Forest	30	0	0.0%	O.C. \$4m+	304	1	0.3%
Los Alamitos	7	0	0.0%	<b>County High Shares - Account for 100%</b>			
Mission Viejo	52	0	0.0%	Laguna Hills	26	1	3.8%
Newport Beach	185	1	0.5%	Newport Coast	52	1	1.9%
Newport Coast	52	1	1.9%	Costa Mesa	67	1	1.5%
North Tustin	30	0	0.0%	Santa Ana	97	1	1.0%
Orange	66	0	0.0%	Laguna Woods	163	1	0.6%
Placentia	13	0	0.0%	Newport Beach	185	1	0.5%
Portola Hills	2	0	0.0%	Aliso Viejo	23	0	0.0%
Rancho Mission Viejo	9	0	0.0%	Anaheim	61	0	0.0%
Rancho Santa Marg.	21	0	0.0%	Anaheim Hills	38	0	0.0%
Rossmoor	11	0	0.0%	Brea	24	0	0.0%
San Clemente	68	0	0.0%	<b>County Low Shares - No Distressed</b>			
San Juan	45	0	0.0%	Aliso Viejo	Foothill Ranch	Laguna Niguel	Rossmoor
Santa Ana	97	1	1.0%	Fountain Valley	Lake Forest	San Clemente	
Seal Beach	60	0	0.0%	Fullerton	Los Alamitos	San Juan	
Stanton	6	0	0.0%	Garden Grove	Mission Viejo	Seal Beach	
Talega	10	0	0.0%	Huntington Beach	North Tustin	Stanton	
Tustin	33	0	0.0%	Corona Del Mar	Irvine	Orange	Talega
Villa Park	8	0	0.0%	Coto De Caza	La Habra	Placentia	Tustin
Westminster	13	0	0.0%	Cypress	La Palma	Portola Hills	Villa Park
Yorba Linda	76	0	0.0%	Dana Point	Ladera Ranch	Rancho Mission Viejo	Westminster
All of O.C.	2,438	6	0.2%	Dove Canyon	Laguna Beach	Rancho Santa Marg.	Yorba Linda
<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	0	-				
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
	2/18/2021	2/18/2021	2/18/2021	2/4/2021	1/21/2021	2/20/2020	2/21/2019
Los Angeles County	7,442	6,174	36	42	51	52	86
Orange County	2,438	2,863	26	29	38	49	90
Riverside County	2,460	3,944	19	23	30	71	115
San Bernardino County	1,645	2,495	20	22	28	58	90
San Diego County	2,286	3,130	22	23	30	44	73
Ventura County	459	422	33	37	54	47	59
<b>SOCAL TOTALS</b>	<b>16,730</b>	<b>19,028</b>	<b>29</b>	<b>29</b>	<b>39</b>	<b>54</b>	<b>91</b>

Distressed Properties Foreclosures and Short Sales	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
	2/18/2021	2/18/2021	2/18/2021	2/4/2021	1/21/2021	2/20/2020	2/21/2019
Los Angeles County	43	36	36	47	46	24	43
Orange County	6	7	26	13	30	30	62
Riverside County	15	23	20	26	20	51	74
San Bernardino County	16	26	18	23	30	42	62
San Diego County	25	30	25	34	60	71	83
Ventura County	5	6	25	25	60	23	58
<b>SOCAL TOTALS</b>	<b>110</b>	<b>128</b>	<b>25</b>	<b>28</b>	<b>41</b>	<b>40</b>	<b>65</b>