



## Orange County Housing Report: More Homes Coming

March 8, 2021



**In a couple of weeks spring will arrive and that is when more homeowners place their homes on the market than any other time of the year.**

**New FOR-SALE Signs: Nearly a third of all homes that enter the fray during the year come on the market over the course of the next three months.**

The birds are singing their sweet songs as they busily build their nests. Deciduous trees are covered with new buds that will soon burst with leaves. The days are starting to get longer and warmer, inviting everyone to sit on their porches and lounge in a little extra evening sunshine. Spring is just about here, less than two weeks away, the beginning of housing's Spring Market.

Spring is not only a season of flower blossoms, butterflies, and new life, it is a time when more real estate activity occurs than any other time of the year. It is when the inventory rises and demand surges and peaks. Many mistaken the summer as the best time of the year for real estate, but it is second to spring. During the spring, more homes are listed, there are more new escrows, and there are more closed sales than any other season.

The spring of 2021 will be no different. The issue right now is that there are simply not enough homes available to satisfy today's insatiable buyer's demand. With only 2,366 homes on the market, the lowest level since tracking began in 2004, it is as if the family car's low fuel light is "on" and everyone crosses their fingers and toes that there are enough fumes in the gas tank to safely arrive at the closest gas station. There are 43% fewer homes available to purchase compared to last year's 4,161 homes to start March. That is 1,795 fewer FOR-SALE signs. Making matters worse, there were 447 fewer homes placed on the market in January and February compared to the prior 5-year average, 7% fewer. While that may not seem like a lot, ask any buyer if they want to see more homes placed on the market. At this point, every additional home is a welcome relief.

The big question right now is "when are there going to be more homes coming on the market, and how many?" In analyzing the data, it starts in March, the beginning of spring. An elevated number of homes hit the market from March through July, peaking in May. According to the 5-year average, the difference between March and May is only 216 homes, 5%, while the difference between February and March is 744 homes. On average, there are 23% more homes in March compared to February. Everyone can be rest assured that the welcome sight of more homes entering the fray has finally arrived and will remain at nearly the same elevated level through July.

### Homes Coming on the Market

5-Year Average\*

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Homes Placed on Market	3,041	3,217	3,961	4,047	4,177	4,023	3,855	3,595	3,098	2,956	2,275	1,533
% of Annual Homes Placed on Market	7.6%	8.1%	10.0%	10.2%	10.5%	10.1%	9.7%	9.0%	7.8%	7.4%	5.7%	3.9%
Month Rank	#9	#7	#4	#2	#1	#3	#5	#6	#8	#10	#11	#12



The 5-year average is taken from the years 2015 through 2019 because 2020's numbers were heavily skewed due to the pandemic. Comparing any data to last year in real estate will not be helpful from right now until the end of the year. It is better to look at an average of data from prior years.

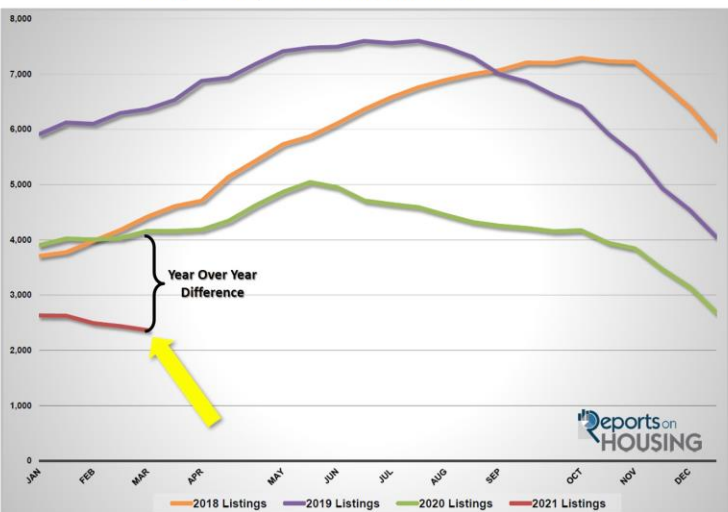
Today's ultra-low active listing inventory is due to surging demand that started last year as mortgage rates continued to descend to uncharted levels. From the start of the pandemic to the first week of January rates reached 17 record lows. Soaring demand is the largest contributing factor to today's anemic supply of available homes. Further exasperating the situation is that the fewest number of homes to come on the market from October through January. Buyers who were swarming listed homes at the end of 2020 were not getting much help from homeowners. More homeowners skip the months of November and December, the Holiday Market, than any other time of the year. For perspective, there are 63% fewer new FOR-SALE signs in December compared to May.

**The Bottom Line: Finally, more homes will come on the market starting this month, and the spigot will remain fully opened through July.** More homeowners assert that they will list their home during the spring than any other time of the year. The numbers support what they say, and with the pandemic waning, this year will be no different. Everyone is acutely aware that the housing market is the hottest sector of the economy and many homeowners will be lured to taking advantage of this incredible market. They will not want to miss out on one of the strongest markets in years.

**Active Listings: The current active inventory dropped another 3% in the past couple of weeks.**

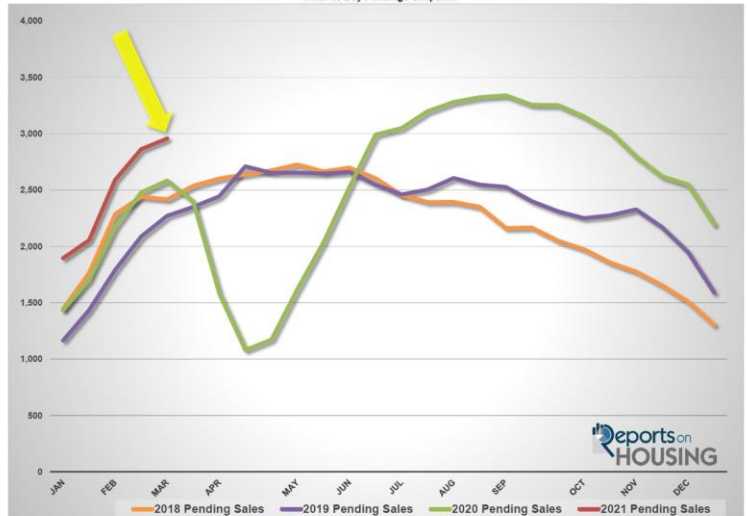
The active listing inventory was already at the lowest level since tracking began in 2004 two weeks ago. Yet, in the past couple of weeks the inventory shed another 72 homes, down 3%, and now sits at 2,366. While rates are starting to rise a bit, they remain at very low levels and homes continue to be slammed into escrow. Homes have not come on the market fast enough to put a dent in today's sizzling hot demand. That will start to change as more homes enter the fray from now through summer. Spring arrives in two weeks and so does the busiest time of the year in terms of supply and demand. Yes, demand continues to surge, but it peaks, on average, in May. The supply of available homes to purchase continues to climb from now and does not peak until mid-July through mid-August. Finally, the welcome relief of new FOR-SALE signs is finally here.

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 February, there were 319 fewer new FOR-SALE signs in Orange County, 10% less. This trend continued from January when there were 128 fewer homes, or 4% less. Many think this trend is due to the persistence of COVID-19 and the enormous surge in new cases during the second wave of the pandemic. Yet, in December, there were 30% **more** homes placed on the market, an extra 464 homes. Ultimately, it is the lack of available replacement homes that have many spooked about selling. Homeowners are fearful that there will be “nothing to buy,” limiting the number willing to participate in a market with such an anemic level of available homes to purchase. There are great strategies to counter this argument. Enlisting the help of a professional REALTOR® is the best bet in navigating today’s crazy market.

Last year to start March there were 4,161 homes on the market, 1,795 additional homes, or 76% more. There were a lot more choices for buyers compared to today.

### **Demand: Demand increased by 3% in the past couple of weeks.**

Demand, a snapshot of the number of new pending sales over the prior month, climbed from 2,863 to 2,958 in the past couple of weeks, adding 95 pending sales, up 3%. This is the strongest start to March since 2012. According to Freddie Mac’s Primary Mortgage Market Survey®, rates have been climbing since the first week of January, increasing from 2.65%, a record low, to 3.02% as of last week. Rising mortgage rates will eventually slow demand a bit, but it has a lot more climbing to do before it starts to noticeably divert demand. The last time rising rates slowed demand was at the end of 2018 when they rose from 4.5% in September to 5% in November. Today’s 3% rate is nowhere close to those levels. Mortgage rates are anticipated to rise to between 3.5% and 3.75% by year’s end. That will slow the market a bit, but it will still be a Hot Seller’s Market. It would be like decelerating on the freeway from 130 miles per hour to 80 miles per hour. While it may be slower, it is still speeding.

Last year, demand was at 2,583, that is 375 fewer pending sales compared to today, or 13% 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 26 to 24 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 48 days, slower than today.

### **Luxury End: The luxury market continues to get hotter.**

In the past two weeks the luxury inventory of homes priced above \$1.5 million shed 43 homes, down 5%, and now sits at 880. At the same time, luxury demand continued to surge, adding 54 pending sales, up 13%, and now sits at 480, its strongest level since tracking began in 2004. With the inventory dropping and demand rising, the overall Expected Market Time for luxury homes priced above \$1.5 million decreased from 65 to 55 days in the past couple of weeks, its hottest level since tracking began in 2004. Luxury is hot and it will continue to remain hot through the Spring/Summer Markets.

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 200 pending sales, or 71%, and the active luxury listing inventory is down by 472 homes, or 35%. The Expected Market Time last year was at 145 days, substantially slower than today.

For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 39 to 31 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 60 to 55 days. For homes priced above \$4 million, the Expected Market Time decreased from 147 to 117 days. At 117 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	17 Days		30%	41%	31 Days
O.C. \$750k-\$1m	16 Days		17%	25%	35 Days
O.C. \$1m-\$1.25m	22 Days		9%	9%	56 Days
O.C. \$1.25m-\$1.5m	22 Days		7%	8%	71 Days
O.C. \$1.5m-\$2m	31 Days		8%	6%	80 Days
O.C. \$2m-\$4m	55 Days		17%	7%	175 Days
O.C. \$4m+	117 Days		12%	2%	321 Days

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## Orange County Housing Summary

- The active listing inventory decreased by 72 homes in the past two-weeks, down 3%, and now totals 2,366, its lowest level since tracking began in 2004. In February, there were 10% fewer homes that came on the market compared to the prior 5-year average, 319 less. Last year, there were 4,161 homes on the market, 1,795 additional homes, or 76% more.
- Demand, the number of pending sales over the prior month, increased by 95 pending sales in the past two-weeks, up 3%, and now totals 2,958, its strongest start to March since 2012. The ultra-low mortgage rate environment is continuing to fuel today's exceptional demand. Last year, there were 2,583 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 26 days to 24, an extremely Hot Seller's Market (less than 60 days) and the strongest reading since tracking began in 2004. It was at 489 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 17 days. This range represents 30% of the active inventory and 41% 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 17% of the active inventory and 25% of demand.
- For homes priced between \$1M to \$1.25 million, the Expected Market Time is 22 days, a Hot Seller's Market.
- For homes priced between \$1.25M to \$1.5 million, the Expected Market Time is 22 days, a Hot Seller's Market.
- For luxury homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 39 to 31 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 60 to 55 days. For homes priced above \$4 million, the Expected Market Time decreased from 147 to 117 days.
- The luxury end, all homes above \$1.5 million, accounts for 38% of the inventory and only 15% 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 6 foreclosures and 1 short sale available to purchase today in all of Orange County, 7 total distressed homes on the active market, up 1 from two-weeks ago. Last year there were 36 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 3/4/2021	Demand (Last 30 Days Pendings) 3/4/2021	Market Time (In Days) 3/4/2021	Market Time 2-Weeks Ago 2/18/2021	Market Time 4-Weeks Ago 2/4/2021	Market Time 1-Year Ago 3/5/2020	Market Time 2-Years Ago 3/6/2019	Average Active List Price 3/4/2021
Aliso Viejo	13	57	7	11	11	24	63	\$805k
Anaheim	65	147	13	13	15	39	60	\$763k
Anaheim Hills	36	76	14	18	26	28	65	\$1.6m
Brea	29	37	24	18	38	24	57	\$996k
Buena Park	15	38	12	11	11	23	61	\$805k
Corona Del Mar	88	36	73	77	75	120	310	\$6.8m
Costa Mesa	54	81	20	28	18	51	67	\$1.2m
Coto De Caza	28	33	25	29	42	73	104	\$3.2m
Cypress	15	38	12	12	13	34	50	\$856k
Dana Point	75	65	35	49	51	95	172	\$4.9m
Dove Canyon	3	8	11	5	90	38	128	\$1.1m
Foothill Ranch	1	17	2	13	9	25	78	\$460k
Fountain Valley	14	24	18	22	18	24	39	\$933k
Fullerton	58	118	15	17	20	30	68	\$913k
Garden Grove	48	66	22	14	16	24	72	\$910k
Huntington Beach	152	188	24	26	23	44	83	\$1.7m
Irvine	314	311	30	34	39	67	102	\$1.6m
La Habra	27	34	24	16	28	27	75	\$859k
La Palma	2	11	5	13	15	10	105	\$879k
Ladera Ranch	27	52	16	9	16	46	64	\$1.3m
Laguna Beach	132	62	64	88	111	193	231	\$6.5m
Laguna Hills	28	33	25	19	21	48	110	\$1.7m
Laguna Niguel	67	94	21	19	20	45	79	\$2.4m
Laguna Woods	149	83	54	70	81	73	101	\$329k
Lake Forest	31	71	13	16	21	39	54	\$880k
Los Alamitos	3	12	8	19	12	26	40	\$1.2m
Mission Viejo	52	132	12	11	18	34	73	\$1.0m
Newport Beach	168	104	48	57	63	117	172	\$4.3m
Newport Coast	46	21	66	87	111	139	159	\$9.5m
North Tustin	29	28	31	32	42	92	89	\$2.3m
Orange	67	114	18	18	18	41	72	\$1.2m
Placentia	18	30	18	11	15	17	47	\$923k
Portola Hills	4	11	11	5	9	29	111	\$844k
Rancho Mission Viejo	15	28	16	8	17	67	111	\$973k
Rancho Santa Marg.	22	52	13	12	8	24	54	\$639k
Rossmoor	6	11	16	66	45	20	57	\$1.6m
San Clemente	84	89	28	21	22	55	89	\$2.3m
San Juan	53	49	32	36	34	48	91	\$2.4m
Santa Ana	95	113	25	27	28	40	75	\$617k
Seal Beach	51	75	20	28	48	62	132	\$499k
Stanton	13	24	16	8	18	21	28	\$506k
Talega	5	24	6	17	6	40	68	\$1.3m
Tustin	34	65	16	15	17	39	57	\$833k
Villa Park	5	8	19	30	30	43	72	\$2.6m
Westminster	15	39	12	11	18	45	45	\$804k
Yorba Linda	72	104	21	22	21	53	77	\$1.6m
All of O.C.	2,366	2,958	24	26	29	48	84	\$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
	3/4/2021	3/4/2021	3/4/2021	2/18/2021	2/4/2021	3/5/2020	3/6/2019	3/4/2021
All of O.C.	858	1,164	22	24	28	43	85	\$866k
O.C. \$0-\$250k	77	54	43	51	63	63	95	\$168k
O.C. \$250k-\$500k	274	412	20	21	27	34	76	\$392k
O.C. \$500k-\$750k	208	441	14	17	18	33	72	\$629k
O.C. \$750k-\$1m	129	159	24	24	28	61	117	\$870k
O.C. \$1m+	170	98	52	57	59	117	178	\$2.2m

**Current Actives Vacant: 38.1%**

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
	3/4/2021	3/4/2021	3/4/2021	2/18/2021	2/4/2021	3/5/2020	3/6/2019	3/4/2021
All of O.C.	1,508	1,794	25	27	29	52	84	\$3.1m
O.C. \$0-\$500k	17	16	32	47	46	25	45	\$443k
O.C. \$500k-\$750k	134	303	13	12	14	21	52	\$680k
O.C. \$750k-\$1m	274	588	14	13	14	30	55	\$890k
O.C. \$1m-\$1.25m	165	248	20	21	17	53	97	\$1.1m
O.C. \$1.25m-\$1.5m	134	211	19	17	27	67	94	\$1.4m
O.C. \$1.5m-\$2m	168	169	30	38	46	73	130	\$1.8m
O.C. \$2m-\$4m	351	190	55	60	68	178	238	\$2.9m
O.C. \$4m+	265	69	115	144	161	321	627	\$10.0m

**Current Actives Vacant: 20.1%**

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
	3/4/2021	3/4/2021	3/4/2021	2/18/2021	2/4/2021	3/5/2020	3/6/2019	3/4/2021
All of O.C.	2,366	2,958	24	26	29	48	84	\$2.3m
O.C. \$0-\$500k	368	482	23	24	32	37	75	\$347k
O.C. \$500k-\$750k	342	744	14	15	16	27	60	\$649k
O.C. \$750k-\$1m	403	747	16	16	17	35	63	\$884k
O.C. \$1m-\$1.25m	207	278	22	25	21	56	102	\$1.1m
O.C. \$1.25m-\$1.5m	166	227	22	20	29	71	95	\$1.4m
O.C. \$1.5m-\$2m	196	188	31	39	48	80	140	\$1.8m
O.C. \$2m-\$4m	406	221	55	60	66	175	245	\$2.9m
O.C. \$4m+	278	71	117	147	166	321	650	\$9.9m

**Current Actives Vacant: 26.8%**

\*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			
				3/4/2021	3/4/2021	3/4/2021	3/4/2021
Aliso Viejo	13	0	0.0%	All of O.C.	858	5	0.6%
Anaheim	65	0	0.0%	O.C. \$0-\$250k	77	1	1.3%
Anaheim Hills	36	0	0.0%	O.C. \$250k-\$500k	274	2	0.7%
Brea	29	0	0.0%	O.C. \$500k-\$750k	208	2	1.0%
Buena Park	15	0	0.0%	O.C. \$750k-\$1m	129	0	0.0%
Corona Del Mar	88	0	0.0%	O.C. \$1m+	170	0	0.0%
Costa Mesa	54	1	1.9%	<b>Detached</b>			
Coto De Caza	28	0	0.0%	All of O.C.	1,508	2	0.1%
Cypress	15	0	0.0%	O.C. \$0k-\$500k	17	0	0.0%
Dana Point	75	0	0.0%	O.C. \$500k-\$750k	134	0	0.0%
Dove Canyon	3	0	0.0%	O.C. \$750k-\$1m	274	0	0.0%
Foothill Ranch	1	0	0.0%	O.C. \$1m-\$1.5m	165	0	0.0%
Fountain Valley	14	0	0.0%	O.C. \$1.25m-\$1.5m	134	0	0.0%
Fullerton	58	0	0.0%	O.C. \$1.5m-\$2m	168	0	0.0%
Garden Grove	48	1	2.1%	O.C. \$2m-\$4m	351	1	0.3%
Huntington Beach	152	0	0.0%	O.C. \$4m+	265	1	0.4%
Irvine	314	0	0.0%	<b>All Homes</b>			
La Habra	27	0	0.0%	All of O.C.	2,366	7	0.3%
La Palma	2	0	0.0%	O.C. \$0k-\$500k	368	3	0.8%
Ladera Ranch	27	0	0.0%	O.C. \$500k-\$750k	342	2	0.6%
Laguna Beach	132	0	0.0%	O.C. \$750k-\$1m	403	0	0.0%
Laguna Hills	28	0	0.0%	O.C. \$1m-\$1.25m	207	0	0.0%
Laguna Niguel	67	0	0.0%	O.C. \$1.25m-\$1.5m	166	0	0.0%
Laguna Woods	149	1	0.7%	O.C. \$1.5m-\$2m	196	0	0.0%
Lake Forest	31	0	0.0%	O.C. \$2m-\$4m	406	1	0.2%
Los Alamitos	3	0	0.0%	O.C. \$4m+	278	1	0.4%
Mission Viejo	52	0	0.0%	<b>County High Shares - Account for 100%</b>			
Newport Beach	168	1	0.6%	Newport Coast	46	1	2.2%
Newport Coast	46	1	2.2%	Garden Grove	48	1	2.1%
North Tustin	29	0	0.0%	Costa Mesa	54	1	1.9%
Orange	67	0	0.0%	Santa Ana	95	1	1.1%
Placentia	18	0	0.0%	Laguna Woods	149	1	0.7%
Portola Hills	4	0	0.0%	Newport Beach	168	1	0.6%
Rancho Mission Viejo	15	0	0.0%	Aliso Viejo	13	0	0.0%
Rancho Santa Marg.	22	0	0.0%	Anaheim	65	0	0.0%
Rossmoor	6	0	0.0%	Anaheim Hills	36	0	0.0%
San Clemente	84	0	0.0%	Brea	29	0	0.0%
San Juan	53	0	0.0%	<b>County Low Shares - No Distressed</b>			
Santa Ana	95	1	1.1%	Aliso Viejo	Foothill Ranch	Laguna Niguel	Rossmoor
Seal Beach	51	0	0.0%	Anaheim	Fountain Valley	Lake Forest	San Clemente
Stanton	13	0	0.0%	Anaheim Hills	Fullerton	Los Alamitos	San Juan
Talega	5	0	0.0%	Brea	Huntington Beach	Mission Viejo	Seal Beach
Tustin	34	0	0.0%	Buena Park	Irvine	North Tustin	Stanton
Villa Park	5	0	0.0%	Corona Del Mar	La Habra	Orange	Talega
Westminster	15	0	0.0%	Coto De Caza	La Palma	Placentia	Tustin
Yorba Linda	72	0	0.0%	Cypress	Ladera Ranch	Portola Hills	Villa Park
All of O.C.	2,366	7	0.3%	Dana Point	Laguna Beach	Rancho Mission Viejo	Westminster
<b>Orange County Distressed Breakdown</b>				Dove Canyon	Laguna Hills	Rancho Santa Ana	Yorba Linda
	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	6	1	180				
Total Short Sale	1	5	6				





## 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
	3/4/2021	3/4/2021	3/4/2021	2/18/2021	2/4/2021	3/5/2020	3/6/2019
Los Angeles County	7,269	6,422	34	36	42	48	79
Orange County	2,366	2,958	24	26	29	48	84
Riverside County	2,269	3,974	17	19	23	65	104
San Bernardino County	1,669	2,541	20	20	22	54	82
San Diego County	2,292	3,165	22	22	23	43	71
Ventura County	508	421	36	33	37	55	61
<b>SOCAL TOTALS</b>	<b>16,373</b>	<b>19,481</b>	<b>29</b>	<b>29</b>	<b>29</b>	<b>52</b>	<b>84</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
	3/4/2021	3/4/2021	3/4/2021	2/18/2021	2/4/2021	3/5/2020	3/6/2019
Los Angeles County	36	43	25	36	47	26	41
Orange County	7	6	35	26	13	54	36
Riverside County	13	24	16	20	26	50	64
San Bernardino County	11	24	14	18	23	37	54
San Diego County	24	22	33	25	34	54	53
Ventura County	1	5	6	25	25	26	46
<b>SOCAL TOTALS</b>	<b>92</b>	<b>124</b>	<b>22</b>	<b>25</b>	<b>28</b>	<b>41</b>	<b>50</b>