



## Orange County Housing Report: A Market Shift

March 22, 2021

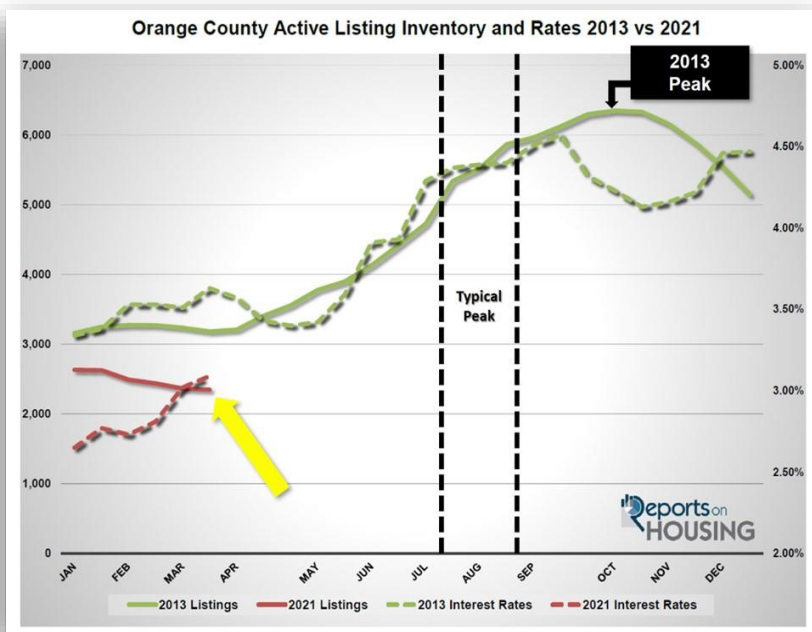
As mortgage rates continue to rise, eventually the housing market will evolve from its current crazy pace to one that is much more tolerable.



**The Coming Change** The sharp rise in mortgage rates from 2.65% during the first week of January to 3.09% today is just the beginning of rising rates.

The Los Angeles Lakers reached the playoffs 10 years in a row between 1995 and 2004. They hoisted the Larry O'Brien Championship Trophy three times between 2000 to 2002. The team was stacked and included Kobe Bryant, Shaquille O'Neal, Derek Fisher, and Rick Fox. What happened in 2005? Shaquille O'Neal was traded to the Miami Heat and Derek Fisher signed as a free agent with the Golden State Warriors. The Lakers won only 34 games and missed the playoffs for the first time in 11 years. In sports, phenomenal teams do not last forever.

Housing is in the midst of its own playoff run and has been a Hot Seller's Market since June of last year, 9-months straight. It is the longest since the 16-month streak that ran from March 2012 through July 2013. What happened in the summer of 2013 to end the run? The market decelerated because of higher mortgage rates.



In 2013, there was very little supply and low mortgage rates were juicing demand. Doesn't that sound familiar? A low supply and a truck load of demand? The difference between 2013 and 2021 is that the supply of available homes to purchase today is even lower and demand is a bit higher due to even lower mortgage rates.

The OC active inventory in 2013 was at its lowest level since tracking began in 2004, starting the year with 3,161 homes. It remained at that low level until April when it finally began to rise. Mortgage rates were at 3.34% in January 2013 and had increased to 3.63% in March. In June, rates increased to 3.9%, and they reached 4.37% in July. The active inventory increased from 3,208 homes at the end of March to 5,522 to start August, a 72% rise. Typically, the inventory peaks mid-July to the end of August. The 2013 peak did not occur until October at 6,350 homes, a 98% rise from the low levels of March.

The late peak was due to mortgage rates reaching 4.5% at the end of August, which took a bite out of demand. Many homeowners also placed their homes on the market over the summer expecting the market to behave like it had earlier in the year with multiple offers, bidding wars, record sale prices, and sellers who got away with stretching their asking prices. Instead, they sat and lingered on the market with no success. The market had shifted. The shift could be felt in the marketplace during the summer of 2013 as mortgage rates had climbed more than 1% from the start of the year. Rising interest rates impacted home affordability and demand softened, which enabled the inventory to finally rise.

The Expected Market Time (time between pounding in the FOR-SALE sign and opening escrow) in 2013 started the year at 47 days, a Hot Seller's Market (<60 days) and had been hot since March 2012. It dropped to 33 days in March and then slowly rose from there: 42 days in June, still hot, but not as crazy. 80 days in September, a Slight Seller's Market (60-90 days), where it remained for the rest of the year. A Slight Seller's Market is one where sellers still get to call more of the shots during the negotiating, but values are not rising much at all, and there are not as many multiple offer situations.



Housing started this year with the lowest level of homes since tracking, 2,633 homes, 17% fewer than 2013. Mortgage rates reached a record low during the first week of January at 2.65%. Since then, the inventory has shed an additional 11%, dropping to 2,349. The Expected Market Time dropped from 42 days to start the year, a Hot Seller's Market, to 23 days today. At 23 days, Orange County housing is nothing short of nuts.

Yet, behind the scenes, according to Freddie Mac's Primary Mortgage Market Survey®, mortgage rates have risen to 3.09%. They are poised to continue to rise as inflation fears emerge with a rapidly improving economy forecasted for the remainder of the year. There is a close correlation between 10-year U.S. treasuries and 30-year mortgage rates. When the 10-year rises, so do mortgage rates. They typically rise and fall together. The 10-year had dipped below 1% for the first time ever last year, solely due to the pandemic. As a result, mortgage rates dipped below 3% for the first time ever. With multiple vaccines circulating across the country, and even more to come to market, there is finally light at the end of the COVID-19 tunnel. The recent relief bill, excellent vaccine news, an improving jobs picture, and better U.S. economic charts will all feed into a rising 10-year treasury and, ultimately, 30-year mortgage rates.

Now experts are expecting a robust second half of 2021, just a few months away, the start of the next "Roaring 20's." Mortgage rates are projected now to increase anywhere between 3.5% to 4%, depending on the size of the economic boom. That is precisely where they were bouncing around prior to the pandemic, a much more normal range. These higher rates will be the catalyst to the market shift and the market will decelerate.

**AN IMPORTANT NOTE: It will still be a Hot Seller's Market.** This is NOT a shift to a Buyer's Market. This is a shift from a housing market that is currently nuts, appreciating at about 1% per month, to a regular Hot Seller's Market with normal, 4% to 5% appreciation per year. Sellers who overprice will sit and languish on the market.

### **Active Listings: The current active inventory dropped another 1% in the past couple of weeks.**

The active listing inventory in Orange County continues to reach new lows. In the past two weeks, the inventory shed another 17 homes, down 1%, and now sits at 2,349. It is the lowest level since tracking began in 2004. With the official start of the Spring Market, more homeowners will finally enter the fray. This will become more noticeable in April and May as the number of available homes to purchase starts to distinctly rise. It should pick up steam during the summer coupled with rising mortgage rates.

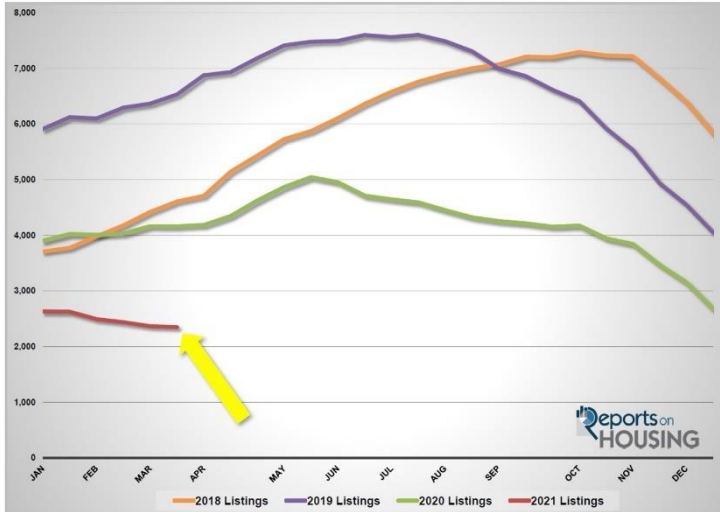
There are fewer homeowners coming on the market compared to the 5-year average. During February, there were 209 fewer new FOR-SALE signs in Orange County, 6% less. This trend continued from January when there were 92 fewer homes, or 3% less. The new trend is due to the lack of available replacement homes that have many homeowners spooked about selling. They 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. **With projected rising rates to come, it would be wise for homeowners to take advantage of today's hot market and cash in on current rates.** There are great strategies for sellers to sell today and buy time to find a replacement property. Enlisting the help of a professional REALTOR® is the best bet in navigating today's insanely hot market. Last year in mid-March there were 4,159 homes on the market, 1,810 additional homes, or 77% more. There were a lot more choices for buyers compared to today.

### **Demand: Demand is at its hottest mid-March level since 2012.**

Demand, a snapshot of the number of new pending sales over the prior month, climbed from 2,958 to 3,110 in the past couple of weeks, adding 152 pending sales, up 5%. This is the strongest mid-March level since 2012. Spring has arrived and so has the hottest time of the year for local housing demand. Expect demand to increase from here until peaking in mid-May. The increase in buyer demand is coupled with an increase in the number of homeowners coming on the market. More homeowners come on in May than any other time of the year. The increase in demand is offset by the increase in supply, so the overall market does not get hotter. Market time hits its lowest level between March and April and then rises for the remainder of the year. Last year, demand was at 2,398, **the start of the pandemic**, that is 712 fewer pending sales compared to today, or 23% less. Comparing year over year housing data will be obscure for the remainder of the year. It is better to compare the levels to prior year. The prior 5-year average, 2015-2019, was 2,565 pending sales, 545 fewer pendings, or 18% less.

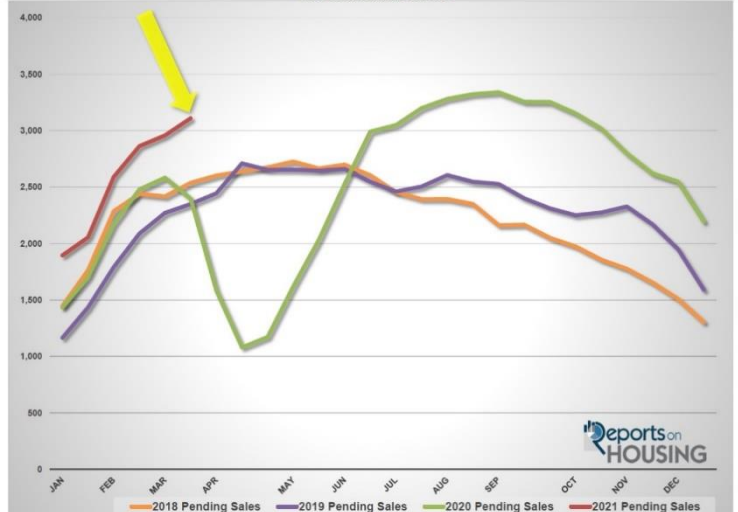


Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot



In the past 2 weeks the Expected Market Time (the days to sell all Orange County listings at the current buying pace) dropped from 24 to 23 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 52 days, slower than today.

### Luxury End: The luxury market did not change much in the past couple of weeks.

In the past two weeks the luxury inventory of homes priced above \$1.5 million increased by 18 homes, up 2%, and now sits at 898. At the same time, luxury demand shed 3 pending sales, down 1%, and now sits at 477. Two weeks ago, it was at its strongest level since tracking began in 2004. With the inventory rising and demand dropping slightly, the overall Expected Market Time for luxury homes priced above \$1.5 million increased from 55 to 56 days in the past couple of weeks. Luxury remains hot and it will continue to be hot through the Spring and 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 243 pending sales, or 104%, and the active luxury listing inventory is down by 405 homes, or 31%. The Expected Market Time last year was 167 days, much slower than today.

For homes priced between \$1.5 million and \$2 million, the Expected Market Time remained unchanged at 31 days. For homes priced between \$2 million and \$4 million, the Expected Market Time increased from 55 to 58 days. For homes priced above \$4 million, the Expected Market Time decreased from 117 to 116 days. At 116 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%	32 Days
O.C. \$750k-\$1m	14 Days		16%	26%	39 Days
O.C. \$1m-\$1.25m	19 Days		9%	11%	65 Days
O.C. \$1.25m-\$1.5m	21 Days		7%	8%	80 Days
O.C. \$1.5m-\$2m	31 Days		8%	6%	80 Days
O.C. \$2m-\$4m	58 Days		18%	7%	248 Days
O.C. \$4m+	116 Days		12%	2%	377 Days



## Orange County Housing Summary

Demand, a snapshot of the number of new pending sales over the prior month, climbed from 2,958 to 3,110 in the past couple of weeks, adding 152 pending sales, up 5%. This is the strongest mid-March level since 2012. Spring has arrived and so has the hottest time of the year for local housing demand. Expect demand to increase from here until peaking in mid-May. The increase in buyer demand is coupled with an increase in the number of homeowners coming on the market. More homeowners come on in May than any other time of the year. The increase in demand is offset by the increase in supply, so the overall market does not get hotter. Market time hits its lowest level between March and April and then rises for the remainder of the year.

- The active listing inventory decreased by 17 homes in the past two-weeks, down 1%, and now totals 2,349, its lowest level since tracking began in 2004. In February, there were 6% fewer homes that came on the market compared to the prior 5-year average, 209 less. Last year, there were 4,159 homes on the market, 1,810 additional homes, or 77% more.
- Demand, the number of pending sales over the prior month, increased by 152 pending sales in the past two-weeks, up 5%, and now totals 3,110, its strongest mid-March level since 2012. The ultra-low mortgage rate environment is continuing to fuel today's exceptional demand. Last year, there were 2,398 pending sales, 23% fewer than today. Keep in mind, it was the start of the pandemic too, which negatively affected demand.
- The Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, decreased from 24 days to 23, an extremely Hot Seller's Market (less than 60 days) and the strongest reading since tracking began in 2004. It was at 52 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 14 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 19 days, a Hot Seller's Market.
- For homes priced between \$1.25M to \$1.5 million, the Expected Market Time is 21 days, a Hot Seller's Market.
- For homes priced between \$1.5 million and \$2 million, the Expected Market Time remained unchanged at 31 days. For homes priced between \$2 million and \$4 million, the Expected Market Time increased from 55 to 58 days. For homes priced above \$4 million, the Expected Market Time decreased from 117 to 116 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 0.5% of all listings and 0.2% of demand. There are only 8 foreclosures and 3 short sales available to purchase today in all of Orange County, 11 total distressed homes on the active market, up 4 from two-weeks ago. Last year there were 46 total distressed homes on the market, more than today.
- There were 2,283 closed residential resales in February, 12% more than January 2020's 2,044 closed sales. January marked a 1% rise over January 2021. The sales to list price ratio was 98.8% for all of Orange County. Foreclosures accounted for just 0.09% of all closed sales, and short sales accounted for 0.17%. That means that 99.74% 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
	3/18/2021	3/18/2021	3/18/2021	3/4/2021	2/18/2021	3/19/2020	3/20/2019	3/18/2021
Aliso Viejo	24	64	11	7	11	30	61	\$893k
Anaheim	67	139	14	13	13	33	60	\$692k
Anaheim Hills	41	60	21	14	18	27	94	\$1.5m
Brea	22	31	21	24	18	30	106	\$990k
Buena Park	30	38	24	12	11	32	56	\$718k
Corona Del Mar	90	33	82	73	77	118	288	\$7.3m
Costa Mesa	61	97	19	20	28	42	80	\$1.3m
Coto De Caza	36	33	33	25	29	77	110	\$3.0m
Cypress	14	37	11	12	12	26	36	\$941k
Dana Point	75	71	32	35	49	122	177	\$5.1m
Dove Canyon	3	8	11	11	5	30	73	\$1.5m
Foothill Ranch	4	16	8	2	13	30	54	\$780k
Fountain Valley	24	30	24	18	22	28	36	\$991k
Fullerton	45	100	14	15	17	28	64	\$1.1m
Garden Grove	48	73	20	22	14	37	52	\$931k
Huntington Beach	141	203	21	24	26	53	76	\$1.6m
Irvine	276	356	23	30	34	70	95	\$1.8m
La Habra	25	31	24	24	16	23	64	\$747k
La Palma	5	11	14	5	13	17	390	\$901k
Ladera Ranch	26	64	12	16	9	51	58	\$1.5m
Laguna Beach	129	55	70	64	88	259	242	\$6.4m
Laguna Hills	28	45	19	25	19	68	96	\$1.6m
Laguna Niguel	55	114	14	21	19	55	73	\$2.4m
Laguna Woods	158	92	52	54	70	72	116	\$344k
Lake Forest	29	83	10	13	16	35	54	\$813k
Los Alamitos	2	11	5	8	19	13	25	\$1.1m
Mission Viejo	65	131	15	12	11	41	63	\$997k
Newport Beach	169	103	49	48	57	161	155	\$4.2m
Newport Coast	56	22	76	66	87	207	240	\$9.6m
North Tustin	33	27	37	31	32	82	131	\$2.4m
Orange	73	128	17	18	18	36	64	\$1.2m
Placentia	23	32	22	18	11	26	56	\$888k
Portola Hills	4	11	11	11	5	35	138	\$1.1m
Rancho Mission Viejo	18	29	19	16	8	46	120	\$1.0m
Rancho Santa Marg.	22	60	11	13	12	21	55	\$671k
Rossmoor	7	9	23	16	66	45	111	\$1.7m
San Clemente	85	98	26	28	21	52	120	\$2.4m
San Juan	44	54	24	32	36	73	71	\$2.7m
Santa Ana	84	120	21	25	27	37	73	\$665k
Seal Beach	52	59	26	20	28	52	116	\$438k
Stanton	5	30	5	16	8	21	30	\$750k
Talega	7	27	8	6	17	41	94	\$1.4m
Tustin	30	72	13	16	15	35	63	\$817k
Villa Park	6	14	13	19	30	43	190	\$3.0m
Westminster	20	31	19	12	11	52	47	\$835k
Yorba Linda	54	114	14	21	22	44	76	\$1.6m
All of O.C.	2,349	3,110	23	24	26	52	83	\$2.4m



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
	3/18/2021	3/18/2021	3/18/2021	3/4/2021	2/18/2021	3/19/2020	3/20/2019	
All of O.C.	831	1,228	20	22	24	43	30	\$875k
O.C. \$0-\$250k	82	55	45	43	51	53	27	\$166k
O.C. \$250k-\$500k	270	423	19	20	21	34	28	\$393k
O.C. \$500k-\$750k	211	466	14	14	17	35	32	\$620k
O.C. \$750k-\$1m	109	172	19	24	24	63	28	\$876k
O.C. \$1m+	159	112	43	52	57	134	34	\$2.4m

**Current Actives Vacant: 39.4%**

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
	3/18/2021	3/18/2021	3/18/2021	3/4/2021	2/18/2021	3/19/2020	3/20/2019	
All of O.C.	1,518	1,882	24	25	27	58	83	\$3.2m
O.C. \$0-\$500k	11	19	17	32	47	38	43	\$460k
O.C. \$500k-\$750k	127	297	13	13	12	25	51	\$681k
O.C. \$750k-\$1m	260	621	13	14	13	34	61	\$881k
O.C. \$1m-\$1.25m	168	287	18	20	21	61	80	\$1.2m
O.C. \$1.25m-\$1.5m	146	226	19	19	17	72	97	\$1.4m
O.C. \$1.5m-\$2m	162	169	29	30	38	73	134	\$1.7m
O.C. \$2m-\$4m	369	192	58	55	60	260	223	\$2.9m
O.C. \$4m+	275	71	116	115	144	377	536	\$10.1m

**Current Actives Vacant: 18.3%**

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
	3/18/2021	3/18/2021	3/18/2021	3/4/2021	2/18/2021	3/19/2020	3/20/2019	
All of O.C.	2,349	3,110	23	24	26	52	83	\$2.4m
O.C. \$0-\$500k	363	497	22	23	24	36	74	\$344k
O.C. \$500k-\$750k	338	763	13	14	15	30	58	\$643k
O.C. \$750k-\$1m	369	793	14	16	16	39	66	\$880k
O.C. \$1m-\$1.25m	205	329	19	22	25	65	85	\$1.2m
O.C. \$1.25m-\$1.5m	176	251	21	22	20	80	103	\$1.4m
O.C. \$1.5m-\$2m	193	187	31	31	39	80	146	\$1.7m
O.C. \$2m-\$4m	418	216	58	55	60	248	230	\$2.9m
O.C. \$4m+	287	74	116	117	147	377	562	\$10.0m

**Current Actives Vacant: 26.0%**

\*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 Feb 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 Feb 2020
Aliso Viejo	55	\$754,563	\$749,954	100.6%	\$375k	\$1.7m	1,658	\$455	48
Anaheim	116	\$653,559	\$641,110	101.9%	\$280k	\$1.1m	1,584	\$413	94
Anaheim Hills	44	\$911,000	\$910,612	100.0%	\$410k	\$3.4m	2,277	\$400	32
Brea	25	\$823,440	\$813,026	101.3%	\$340k	\$2.2m	2,017	\$408	31
Buena Park	32	\$711,997	\$698,875	101.9%	\$465k	\$1.2m	1,581	\$450	30
Corona Del Mar	32	\$3,201,484	\$3,241,500	98.8%	\$1.1m	\$7.3m	2,408	\$1,329	16
Costa Mesa	83	\$988,879	\$990,361	99.9%	\$414k	\$2.0m	1,833	\$540	54
Coto De Caza	19	\$1,647,784	\$1,684,121	97.8%	\$931k	\$4.6m	4,150	\$397	18
Cypress	24	\$780,938	\$775,354	100.7%	\$543k	\$1.2m	1,806	\$433	27
Dana Point	49	\$2,206,849	\$2,311,575	95.5%	\$350k	\$21.6m	2,307	\$957	43
Dove Canyon	4	\$1,421,250	\$1,418,375	100.2%	\$1.1m	\$1.7m	3,452	\$409	4
Foothill Ranch	13	\$706,231	\$695,508	101.5%	\$430k	\$1.1m	1,561	\$1,561	10
Fountain Valley	23	\$848,413	\$838,852	101.1%	\$410k	\$1.3m	1,872	\$453	32
Fullerton	82	\$761,078	\$752,169	101.2%	\$226k	\$2.7m	1,740	\$437	69
Garden Grove	54	\$640,600	\$624,552	102.6%	\$315k	\$1.0m	1,458	\$439	65
Huntington Beach	151	\$1,110,439	\$1,120,002	99.1%	\$155k	\$6.7m	1,881	\$590	127
Irvine	250	\$1,166,951	\$1,185,511	98.4%	\$285k	\$8.8m	2,177	\$536	206
La Habra	40	\$598,398	\$587,075	101.9%	\$315k	\$1.3m	1,413	\$423	33
La Palma	5	\$850,634	\$822,522	103.4%	\$610k	\$1.0m	2,137	\$398	4
Ladera Ranch	42	\$935,040	\$921,896	101.4%	\$535k	\$2.2m	2,257	\$414	43
Laguna Beach	37	\$3,726,292	\$4,022,697	92.6%	\$623k	\$21.0m	2,392	\$1,558	31
Laguna Hills	29	\$1,256,458	\$1,262,027	99.6%	\$445k	\$3.6m	2,735	\$459	30
Laguna Niguel	83	\$1,064,686	\$1,071,422	99.4%	\$320k	\$5.0m	1,980	\$538	69
Laguna Woods	55	\$330,159	\$338,037	97.7%	\$10k	\$875k	1,119	\$295	56
Lake Forest	79	\$764,577	\$761,881	100.4%	\$299k	\$2.0m	1,754	\$446	48
Los Alamitos	12	\$880,431	\$857,271	102.7%	\$485k	\$1.7m	1,937	\$455	4
Mission Viejo	105	\$815,785	\$801,753	101.8%	\$290k	\$1.8m	1,889	\$432	78
Newport Beach	102	\$2,446,291	\$2,521,298	97.0%	\$410k	\$8.2m	2,480	\$986	72
Newport Coast	15	\$4,236,233	\$4,384,167	96.6%	\$1.1m	\$14.7m	3,714	\$1,141	11
North Tustin	20	\$1,531,336	\$1,530,200	100.1%	\$875k	\$2.8m	3,329	\$460	20
Orange	80	\$889,596	\$901,250	98.7%	\$250k	\$4.8m	1,971	\$451	69
Placentia	33	\$740,967	\$729,403	101.6%	\$395k	\$1.3m	1,741	\$426	26
Portola Hills	11	\$948,029	\$946,302	100.2%	\$373k	\$2.0m	2,105	\$460	6
Rancho Mission Viejo	18	\$825,156	\$819,755	100.7%	\$426k	\$1.3m	1,940	\$425	20
Rancho Santa Marg.	63	\$821,168	\$799,635	102.7%	\$289k	\$1.7m	1,915	\$450	47
Rosmoor	6	\$1,188,167	\$1,227,650	96.8%	\$1.0m	\$1.4m	2,446	\$486	9
San Clemente	82	\$1,505,822	\$1,527,150	98.6%	\$302k	\$6.1m	2,600	\$579	77
San Juan	30	\$1,264,983	\$1,304,350	97.0%	\$287k	\$4.7m	2,727	\$464	25
Santa Ana	84	\$649,346	\$640,248	101.4%	\$245k	\$2.2m	1,448	\$448	104
Seal Beach	37	\$493,200	\$509,205	96.9%	\$140k	\$2.3m	1,212	\$407	38
Stanton	20	\$541,968	\$534,001	101.5%	\$290k	\$800k	1,238	\$438	13
Talega	20	\$1,480,350	\$1,474,095	100.4%	\$849k	\$2.6m	3,424	\$426	23
Tustin	58	\$763,957	\$768,271	99.4%	\$335k	\$2.1m	1,647	\$464	41
Villa Park	8	\$1,851,500	\$1,875,875	98.7%	\$1.3m	\$2.7m	3,927	\$471	4
Westminster	24	\$795,083	\$795,563	99.9%	\$410k	\$1.1m	1,637	\$486	28
Yorba Linda	64	\$1,121,878	\$1,124,297	99.8%	\$410k	\$2.6m	2,545	\$441	76
All of O.C.	2,283	\$1,115,906	\$1,129,353	98.8%	\$10k	\$21.6m	1,993	\$560	2,044
O.C. \$0-\$500k	345	\$376,171	\$375,364	100.2%	\$10k	\$500k	938	\$401	371
O.C. \$500k-\$750k	589	\$637,871	\$630,854	101.1%	\$501k	\$750k	1,396	\$457	672
O.C. \$750k-\$1m	597	\$863,390	\$852,451	101.3%	\$751k	\$1.0m	1,877	\$460	488
O.C. \$1m-\$1.25m	250	\$1,128,962	\$1,130,369	99.9%	\$1.0m	\$1.3m	2,395	\$471	200
O.C. \$1.25m-\$1.5m	143	\$1,362,775	\$1,362,139	100.0%	\$1.3m	\$1.5m	2,775	\$491	107
O.C. \$1.5m-\$2m	138	\$1,731,030	\$1,764,865	98.1%	\$1.5m	\$2.0m	3,006	\$576	83
O.C. \$2m-4m	161	\$2,642,038	\$2,726,161	96.9%	\$2.0m	\$4.0m	3,592	\$736	100
O.C. \$4m+	60	\$6,421,942	\$6,808,056	94.3%	\$4.0m	\$21.6m	4,898	\$1,311	23

\*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 3/18/2021	Number of Foreclosures & Short Sale Actives 3/18/2021	% of Active Inventory 3/18/2021	Attached	Current Actives 3/18/2021	Number of Foreclosures & Short Sale Actives 3/18/2021	% of Active Inventory 3/18/2021
Aliso Viejo	24	0	0.0%	All of O.C.	831	4	0.5%
Anaheim	67	0	0.0%	O.C. \$0-\$250k	82	1	1.2%
Anaheim Hills	41	0	0.0%	O.C. \$250k-\$500k	270	2	0.7%
Brea	22	1	4.5%	O.C. \$500k-\$750k	211	1	0.5%
Buena Park	30	0	0.0%	O.C. \$750k-\$1m	109	0	0.0%
Corona Del Mar	90	0	0.0%	O.C. \$1m+	159	0	0.0%
Costa Mesa	61	2	3.3%	<b>Detached</b>			
Coto De Caza	36	0	0.0%	All of O.C.	1,518	7	0.5%
Cypress	14	0	0.0%	O.C. \$0k-\$500k	11	1	9.1%
Dana Point	75	0	0.0%	O.C. \$500k-\$750k	127	1	0.8%
Dove Canyon	3	0	0.0%	O.C. \$750k-\$1m	260	1	0.4%
Foothill Ranch	4	0	0.0%	O.C. \$1m-\$1.5m	168	0	0.0%
Fountain Valley	24	0	0.0%	O.C. \$1.25m-\$1.5m	146	0	0.0%
Fullerton	45	0	0.0%	O.C. \$1.5m-\$2m	162	0	0.0%
Garden Grove	48	1	2.1%	O.C. \$2m-\$4m	369	2	0.5%
Huntington Beach	141	0	0.0%	O.C. \$4m+	275	2	0.7%
Irvine	276	0	0.0%	<b>All Homes</b>			
La Habra	25	0	0.0%	All of O.C.	2,349	11	0.5%
La Palma	5	0	0.0%	O.C. \$0k-\$500k	363	4	1.1%
Ladera Ranch	26	0	0.0%	O.C. \$500k-\$750k	338	2	0.6%
Laguna Beach	129	0	0.0%	O.C. \$750k-\$1m	369	1	0.3%
Laguna Hills	28	0	0.0%	O.C. \$1m-\$1.25m	205	0	0.0%
Laguna Niguel	55	0	0.0%	O.C. \$1.25m-\$1.5m	176	0	0.0%
Laguna Woods	158	1	0.6%	O.C. \$1.5m-\$2m	193	0	0.0%
Lake Forest	29	0	0.0%	O.C. \$2m-\$4m	418	2	0.5%
Los Alamitos	2	0	0.0%	O.C. \$4m+	287	2	0.7%
Mission Viejo	65	1	1.5%	<b>County High Shares - Account for 100%</b>			
Newport Beach	169	2	1.2%	Brea	22	1	4.5%
Newport Coast	56	2	3.6%	Newport Coast	56	2	3.6%
North Tustin	33	0	0.0%	Costa Mesa	61	2	3.3%
Orange	73	0	0.0%	Garden Grove	48	1	2.1%
Placentia	23	0	0.0%	Mission Viejo	65	1	1.5%
Portola Hills	4	0	0.0%	Santa Ana	84	1	1.2%
Rancho Mission Viejo	18	0	0.0%	Newport Beach	169	2	1.2%
Rancho Santa Marg.	22	0	0.0%	Laguna Woods	158	1	0.6%
Rossmoor	7	0	0.0%	Aliso Viejo	24	0	0.0%
San Clemente	85	0	0.0%	Anaheim	67	0	0.0%
San Juan	44	0	0.0%	<b>County Low Shares - No Distressed</b>			
Santa Ana	84	1	1.2%	Aliso Viejo	Fountain Valley	Lake Forest	San Juan
Seal Beach	52	0	0.0%	Anaheim	Fullerton	Los Alamitos	Seal Beach
Stanton	5	0	0.0%	Anaheim Hills	Huntington Beach	North Tustin	Stanton
Talega	7	0	0.0%	Buena Park	Irvine	Orange	Talega
Tustin	30	0	0.0%	Corona Del Mar	La Habra	Placentia	Tustin
Villa Park	6	0	0.0%	Coto De Caza	La Palma	Portola Hills	Villa Park
Westminster	20	0	0.0%	Cypress	Ladera Ranch	Rancho Mission Viejo	Westminster
Yorba Linda	54	0	0.0%	Dana Point	Laguna Beach	Rancho Santa Ana	Yorba Linda
All of O.C.	2,349	11	0.5%	Dove Canyon	Laguna Hills	Rossmoor	
<b>Orange County Distressed Breakdown</b>				Foothill Ranch	Laguna Niguel	San Clemente	
	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	8	3	80				
Total Short Sale	3	2	45				





## 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
	3/18/2021	3/18/2021	3/18/2021	3/4/2021	2/18/2021	3/19/2020	3/20/2019
Los Angeles County	7,357	6,751	33	34	36	52	72
Orange County	2,349	3,110	23	24	26	52	83
Riverside County	2,285	3,943	17	17	19	68	95
San Bernardino County	1,671	2,628	19	20	20	57	73
San Diego County	2,294	3,315	21	22	22	46	65
Ventura County	516	458	34	36	33	43	56
<b>SOCAL TOTALS</b>	<b>16,472</b>	<b>20,205</b>	<b>29</b>	<b>29</b>	<b>29</b>	<b>53</b>	<b>78</b>

Distressed Properties	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago
	3/18/2021	3/18/2021	3/18/2021	3/4/2021	2/18/2021	3/19/2020	3/20/2019
<b>Foreclosures and Short Sales</b>							
Los Angeles County	34	37	28	25	36	40	41
Orange County	11	5	66	35	26	106	35
Riverside County	13	24	16	16	20	69	68
San Bernardino County	14	18	23	14	18	30	48
San Diego County	14	26	16	33	25	56	47
Ventura County	2	4	15	6	25	21	46
<b>SOCAL TOTALS</b>	<b>88</b>	<b>114</b>	<b>27</b>	<b>22</b>	<b>25</b>	<b>54</b>	<b>48</b>