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Orange County Housing Report: Summer Transition

June 14, 2021

The Summer Market is officially here and with it typically comes an increase in the inventory, a slight drop in demand, and a rise in market time.

Summer Market

Expect a downshift from the Spring Market to the Summer Market.

The end of the school year has finally arrived, and diplomas have been distributed at festive commencement ceremonies. The temperature is heating up and the days are growing longer. The 4th of July is less than three weeks away, and family vacations are booked. From the pool to the beach to hiking Southern California's many trails, summer is here along with all its distractions. Toss in the fact that everybody can walk the earth freely again now that COVID-19 is disappearing. Everyone is ready to enjoy a bit of fun in the sun.

The distractions of summer impact the housing market. The busiest time of the year in terms of demand, the Spring Market, comes to an end with the conclusion of the school year and graduations. The Summer Market lasts from the end of May to the start of school at the end of August. Summer is when active buyers are pulled away from the frantic pace of housing. Kids are home and parents are busy carpooling to camps, water parks, pools, beaches, and friends' houses.

During the Summer Market demand decreases slightly. There are fewer new escrows opened due to buyers placing their home search tours on pause to take a short break and enjoy all the trappings of summer. With demand dropping, the supply of available homes rises as more homeowners place their homes on the market. Many often mistake the Summer Market as the best time of the year to sell a home. In terms of new escrow activity, it is second to the Spring Market. With an increasing supply and falling demand, the Expected Market Time (the amount of time between hammering in the FOR-SALE sign to opening escrow) increases.



In reviewing these trends, many buyers may get ahead of themselves and expect the market to line up in their favor. That is not the case. Instead, the market will remain a Hot Seller's Market, yet the frantic pace will slow. The changes will be subtle and, over time, will reveal a trend that will result in a shift in the market.

In looking at the 5-year average from 2015 through 2019 (excluding 2020 due to COVID-19 skewing the data), the supply of homes has increased by 9% from the end of May to the end of July. On average, demand dropped by 6%, and the Expected Market Time increased by 11 days. That would be an increase in the supply of available homes from 2,214 today to 2,803 homes by the end of July. Demand would drop from 3,057 pending sales to 2,907. With a rising supply and

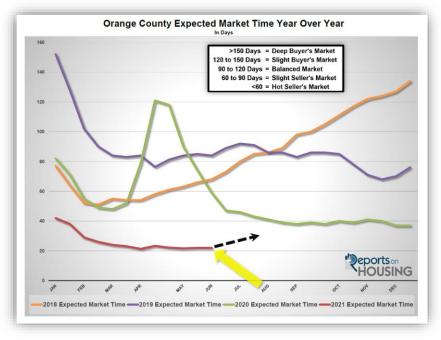






falling demand, the Expected Market Time would rise from 22 days, where it has been stuck for six weeks, to 29 days, the highest level since the start of February.

At 29 days the Orange County housing market is still insanely hot, but it will not be as hot as today. It is like comparing a 100-degree heat wave to a 116-degree heat wave. It is still extremely hot, just a bit more tolerable. The market will still be laced with plenty of showings, multiple offers, and sales prices above their list prices, only slightly muted. The change will be characterized by not quite as many showings, not quite as many multiple offers, and sales prices not quite as much above their list prices.



The word on the street within the real estate trenches is that there are already signs of the "summer shift." A home might not sell in 4 days after being exposed to the market for only a weekend. Instead, it may take two weekends. Homes that are grossly overpriced will have to reduce their asking price. Surprisingly, 6% of the active listing inventory had to reduce their asking price over the past week. Many will scratch their collective heads and wonder what is going on in the market. The answer is simple: **SUMMER**. It happens every year, and it appears as if this year will be no exception.

Active Listings

The current active inventory declined by 37 homes in the past 2-weeks.

The active listing inventory shed 37 homes in the past couple of weeks, down 1.6%, and now sits at 2,214 homes. Even with the drop, summer is here, which will be accompanied by a slight drop in demand that will result in an increase in the supply of available homes to purchase. The supply will continue to increase through the summer months. Typically, the inventory peaks between July and August, but this year may be different. Mortgage rates are anticipated to increase during the summer, resulting in a further decrease in demand. When rates rise during the summer months, like it did back in 2013, the second hottest market behind today, the inventory does not peak until the fall. This is due to overpriced homes lingering on the market a bit longer. These sellers are a bit overzealous.

Since comparing year over year data in housing is not accurate this year due to COVID-19 skewing the data last year, it is much better to compare current levels to the 5-year average from 2015 to 2019. In May, there were 702 fewer new FOR-SALE signs in Orange County, 17% less than the 5-year average. The lack of available replacement homes has many

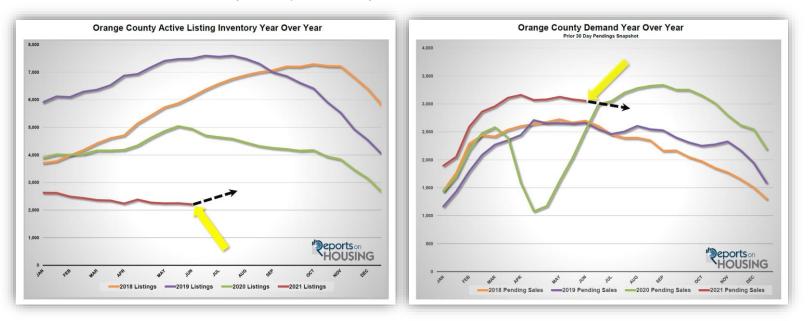






homeowners alarmed about selling. They are fearful that there will be "nothing to buy," limiting the number willing to participate. Also, with home values swiftly appreciating, homeowners are more than happy to sit on the sidelines and watch their equity grow, buying time until the market cools slightly and allows more purchase choices. This will continue to be an issue until rates rise, resulting in the inventory rising from its ultra-low levels.

Last year at the start of June, there were 4,950 homes on the market, 2,736 additional homes, or 124% more. The 5-year average from 2015 to 2019 is 6,529, an extra 4,315 homes, or 194% more, nearly triple today's level. There was an overabundance of choices for buyers compared to today.



Demand

Demand decreased by 1% in the past couple of weeks.

Demand, a snapshot of the number of new pending sales over the prior month, decreased from 3,083 to 3,057 in the past couple of weeks, shedding 26 pending sales, down 1%. It appears as if demand peaked back in March at 3,162 pending sales. Summer and its distractions have arrived. This year the distractions will be amplified with the end of so many COVID-19 restrictions on June 15th. Everybody is ready to enjoy the summer that they skipped last year. It is pent-up summer fun that will result in a slight decline in the number of buyers in the marketplace and, ultimately, slightly fewer escrows.

Last year, demand was at 2,529 and was rocketing upward as the housing market was swiftly recovering from the depths of the start of the pandemic. The 5-year average for demand from 2015 through 2019 (intentionally omitting 2020 due to COVID-19 skewing the data) was at 2,864 pending sales, 193 fewer pending sales, or 6% 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) remained unchanged at 22 days. It has been stuck at 22 days since the end of April. It 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 rapidly. Last year the Expected Market Time was at 59 days, slower than today, but improving rapidly. The 5-year average from 2015 through 2019 was at 69 days, much slower than today, but still a Slight Seller's Market.









Luxury End

Both the luxury supply and luxury demand dropped in the past couple of weeks.

In the past two weeks the luxury inventory of homes priced above \$1.5 million decreased by 23 homes, down 3%, and now sits at 769. At the same time, luxury demand decreased by 26 pending sales, down 5%, and now sits at 471. It appears as if luxury demand peaked at the end of April at 527 pending sales; thus, it has dropped by 11% since. With demand dropping faster than the supply, the overall Expected Market Time for luxury homes priced above \$1.5 million increased from 48 to 49 days, still a very Hot Seller's Market.

Expect the luxury market to continue to slightly cool with all the distractions of summer.

Year over year, luxury demand is up by 199 pending sales, or 73%, and the active luxury listing inventory is down by 650 homes, or 46%. The Expected Market Time last year was at 157 days and was dropping like a rock as housing was starting to soar. Year over year statistics for luxury will be much more comparable starting in July.

For homes priced between \$1.5 million and \$2 million, the Expected Market Time remained unchanged at 28 days. For homes priced between \$2 million and \$4 million, the Expected Market Time increased from 41 to 44 days. For homes priced above \$4 million, the Expected Market Time increased from 126 to 134 days. At 134 days, a seller would be looking at placing their home into escrow around **October 2021**.

Price Ranges	Expected Market Time	Market Speed	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	16 Days	al 👘	28%	38%	41 Days
O.C. \$750k-\$1m	16 Days	al de la companya de	20%	27%	42 Days
O.C. \$1m-\$1.25m	16 Days	al d	9%	11%	70 Days
O.C. \$1.25m-\$1.5m	22 Days	al de la companya de	9%	9%	89 Days
O.C. \$1.5m-\$2m	28 Days	al d	9%	7%	96 Days
O.C. \$2m-\$4m	44 Days	al de la companya de	13%	7%	175 Days
O.C. \$4m+	134 Days	₫	13%	2%	315 Days

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Orange County Housing Summary

• The active listing inventory shed 37 homes in the past two-weeks, down 1.6%, and now totals 2,214. In May, there were 17% fewer homes that came on the market compared to 5-year average between 2015 to 2019 (2020 was skewed do to COVID-19), 702 less. Last year, there were 4,950 homes on the market, 2,736 additional homes, or 124% more.

Drange County

HOUSING REPORT

- Demand, the number of pending sales over the prior month, decreased by 26 pending sales in the past twoweeks, down 1%, and now totals 3,057. Rates remain below 3%, maintaining demand's current brisk pace. Last year, there were 2,529 pending sales, 17% fewer than today. Keep in mind, housing was improving rapidly in May and June as rates dropped to historically low levels.
- The Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, remained unchanged at 22 days in the past couple of weeks, an extremely Hot Seller's Market (less than 60 days). It was at 74 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 16 days. This range represents 28% of the active inventory and 38% 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 20% of the active inventory and 27% of demand.
- For homes priced between \$1 million to \$1.25 million, the Expected Market Time is 16 days, a Hot Seller's Market.
- For homes priced between \$1.25 million to \$1.5 million, the Expected Market Time is 22 days, a Hot Seller's Market.
- For homes priced between \$1.5 million and \$2 million, the Expected Market Time remained unchanged at 28 days. For homes priced between \$2 million and \$4 million, the Expected Market Time increased from 41 to 44 days. For homes priced above \$4 million, the Expected Market Time increased from 126 to 134 days.
- The luxury end, all homes above \$1.5 million, accounts for 35% of the inventory and 16% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.5% of all listings and 0.3% of demand. There are only 6 foreclosures and 4 short sales available to purchase today in all of Orange County, 10 total distressed homes on the active market, no change from two-weeks ago. Last year there were 24 total distressed homes on the market, more than today.
- There were 3,237 closed residential resales in May, 134% more than May 2020's 1,386 closed sales. May marked an 7% decline from April 2021. The sales to list price ratio was 100.7% for all of Orange County. Foreclosures accounted for just 0.1% of all closed sales, and short sales accounted for 0.1%. That means that 99.8% 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
	6/10/2021	6/10/2021	6/10/2021	5/27/2021	5/13/2021	6/11/2020	6/13/2019	6/10/2021
Aliso Viejo	33	82	12	15	15	34	52	\$840k
Anaheim	94	139	20	16	14	42	59	\$747k
Anaheim Hills	34	64	16	15	17	31	56	\$1.4m
Brea	23	50	14	16	28	40	80	\$1.1m
Buena Park	27	59	14	15	15	33	45	\$838k
Corona Del Mar	61	33	55	73	73	125	294	\$8.6m
Costa Mesa	43	57	23	14	15	54	72	\$1.3m
Coto De Caza	25	34	22	27	21	114	157	\$3.6m
Cypress	18	45	12	13	14	24	44	\$816k
Dana Point	55	58	28	35	30	87	145	\$5.5m
Dove Canyon	3	10	9	17	15	51	300	\$1.2m
Foothill Ranch	10	17	18	17	9	33	44	\$983k
Fountain Valley	16	44	11	18	12	45	35	\$1.0m
Fullerton	60	96	19	16	14	46	51	\$950k
Garden Grove	44	96	14	20	18	38	62	\$809k
Huntington Beach	134	185	22	19	19	56	74	\$1.4m
Irvine	241	309	23	24	25	107	121	\$2.0m
La Habra	32	49	20	19	24	34	61	\$768k
La Palma	4	6	20	23	5	48	43	\$835k
La Faina Ladera Ranch	4	41	12	11	13	40 56	76	\$1.6m
Laguna Beach	114	52	66	87	70	173	311	\$1.0m
Laguna Hills	22	50	13	16	18	42	100	\$1.5m
Laguna Niguel	78	113	21	30	25	55	91	\$1.5m
Laguna Woods	113	117	29	30	33	94	90	\$288k
Laguna woods	32	71	14	17	11	47	62	\$200k
Los Alamitos	3	12	8	16	20	47	210	\$1.2m
	75	131	17	15	12	35	68	\$1.2m
Mission Viejo	146	79	55	47	33	126	184	\$1.0m \$4.5m
Newport Beach	51	19	81	64	58	212	166	\$4.5m \$12.7m
Newport Coast North Tustin	30	22	41	25	27	101	98	\$12.7m
	87	132	20	20	18	36	90 51	
Orange	25	53	14	20	18	28	56	\$1.0m \$850k
Placentia Destale Uille								
Portola Hills	7	14	15	19	19	53	46	\$1.5m
Rancho Mission Viejo	5	24	6	9	11	52	153	\$1.2m
Rancho Santa Marg.	30	63	14	10	17	26	63	\$755k
Rossmoor	4	10	12	30	45	38	101	\$1.4m
San Clemente	82	82	30	29	24	45	96	\$3.2m
San Juan	40	43	28	20	18	88	120	\$2.9m
Santa Ana	80	132	18	18	21	49	86	\$685k
Seal Beach	42	61	21	13	15	84	122	\$1.1m
Stanton	8	18	13	9	23	23	39	\$592k
Talega	9	14	19	16	8	35	62	\$1.6m
Tustin	33	63	16	15	16	46	47	\$887k
Villa Park	6	8	23	12	25	63	132	\$2.2m
Westminster	13	36	11	23	15	38	42	\$835k
Yorba Linda	68	116	18	15	20	44	79	\$1.5m
All of O.C.	2,214	3,057	22	22	22	59	84	\$2.4m

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Attached Homes	Current Actives 6/10/2021	Demand (Last 30 Days Pendings) 6/10/2021	Market Time (In Days) 6/10/2021	Market Time 2-Weeks Ago 5/27/2021	Market Time 4-Weeks Ago 5/13/2021	Market Time 1-Year Ago 6/11/2020	Market Time 2-Years Ago 6/13/2019	Average Active List Price 6/10/2021
All of O.C.	797	1,196	20	20	18	56	80	\$974k
O.C. \$0-\$250k	53	52	31	28	27	86	80	\$144k
O.C. \$250k-\$500k	218	403	16	18	18	47	68	\$401k
O.C. \$500k-\$750k	217	454	14	14	13	45	66	\$628k
O.C. \$750k-\$1m	142	178	24	22	17	71	109	\$866k
O.C. \$1m+	167	109	46	56	37	140	247	\$2.5m

Current Actives Vacant: 31.4%

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
	6/10/2021	6/10/2021	6/10/2021	5/27/2021	5/13/2021	6/11/2020	6/13/2019	6/10/2021
All of O.C.	1,417	1,861	23	23	24	60	87	\$3.3m
O.C. \$0-\$500k	14	14	30	21	35	52	80	\$415k
O.C. \$500k-\$750k	124	237	16	15	14	27	48	\$679k
O.C. \$750k-\$1m	292	634	14	16	16	37	64	\$879k
O.C. \$1m-\$1.25m	153	316	15	14	15	64	83	\$1.2m
O.C. \$1.25m-\$1.5m	161	238	20	18	20	88	112	\$1.4m
O.C. \$1.5m-\$2m	159	181	26	25	23	92	138	\$1.8m
O.C. \$2m-\$4m	247	177	42	39	41	173	248	\$2.9m
O.C. \$4m+	267	64	125	121	111	301	420	\$10.8m

Current Actives Vacant: 18.8%

All Homes	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	6/10/2021	6/10/2021	6/10/2021	5/27/2021	5/13/2021	6/11/2020	6/13/2019	6/10/2021
All of O.C.	2,214	3,057	22	22	22	59	84	\$2.4m
O.C. \$0-\$500k	285	469	18	19	20	51	70	\$354k
O.C. \$500k-\$750k	341	691	15	14	14	36	55	\$647k
O.C. \$750k-\$1m	434	812	16	17	16	42	70	\$875k
O.C. \$1m-\$1.25m	189	351	16	16	15	70	92	\$1.2m
O.C. \$1.25m-\$1.5m	196	263	22	21	22	89	118	\$1.4m
O.C. \$1.5m-\$2m	195	208	28	28	26	96	149	\$1.8m
O.C. \$2m-\$4m	289	199	44	41	41	175	254	\$2.9m
O.C. \$4m+	285	64	134	126	114	315	441	\$10.6m

Current Actives Vacant:

24.2%

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"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.





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		\$515 \$561								
		\$561 \$757								
		\$757 \$1,309								

"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. totais.





Orange County Cities	Current Actives 6/10/2021	Number of Foreclosures & Short Sale Actives 6/10/2021	% of Active Inventory 6/10/2021	Attached	Current Actives 6/10/2021	Number of Foreclosures & Short Sale Actives 6/10/2021	% of Active Inventory 6/10/2021
Aliso Viejo	33	1	3.0%	All of O.C.	797	2	0.3%
Anaheim	94	3	3.0%	O.C. \$0-\$250k	53	0	0.3%
Anaheim Hills	34	0	0.0%	O.C. \$250k-\$500k	218	2	0.0%
Brea	23	0	0.0%	O.C. \$500k-\$750k	210	0	0.9%
Buena Park	27	1	3.7%	O.C. \$750k-\$750k	142	ŏ	0.0%
Corona Del Mar	61	Ó	0.0%	0.C. \$150k-5111	167	0	0.0%
Costa Mesa	43	ŏ	0.0%		107	0	0.0%
Coto De Caza	25	0	0.0%	Detached			
	18	0	0.0%	All of O.C.	1.417	8	0.6%
Cypress Dana Point	55	0	0.0%	O.C. \$0k-\$500k	14	1	7.1%
Dove Canyon	3	ŏ	0.0%	O.C. \$500k-\$750k	124	3	2.4%
Foothill Ranch	10	0	0.0%	O.C. \$750k-\$750k	292	1	0.3%
Fountain Valley	16	1	6.3%	O.C. \$1m-\$1.5m	153	1	0.3%
Fullerton	60	0	0.0%	O.C. \$1.25m-\$1.5m	161	0	0.0%
Garden Grove	44	0	0.0%	0.C. \$1.5m-\$2m	159	0	0.0%
	134	0	0.0%	O.C. \$1.5m-\$2m O.C. \$2m-\$4m	247	0	0.0%
Huntington Beach	241	0	0.0%		267	2	0.0%
Irvine La Habra	32	1	3.1%	0.C. \$4m+	207	2	0.7%
				All Homes			
La Palma	4 16	0	0.0%	All of O.C.	2,214	10	0.5%
Ladera Ranch	114	0	0.0% 0.0%	O.C. \$0k-\$500k	2,214	10	1.1%
Laguna Beach	22	0	0.0%		341	3	0.9%
Laguna Hills	78	-		O.C. \$500k-\$750k	434	3	0.9%
Laguna Niguel	113	0	0.0% 0.0%	O.C. \$750k-\$1m	434	1	0.2%
Laguna Woods		-		O.C. \$1m-\$1.25m			
Lake Forest	32	0	0.0%	O.C. \$1.25m-\$1.5m	196	0	0.0%
Los Alamitos	3 75	0	0.0%	O.C. \$1.5m-\$2m	195 289	0	0.0%
Mission Viejo		0	0.0%	O.C. \$2m-\$4m	285	0	0.0%
Newport Beach	146 51	0	0.0% 3.9%	O.C. \$4m+	200	2	0.7%
Newport Coast North Tustin	30	0	0.0%	County Hig	h Shares -	Account for	100%
	87	0	0.0%	Fountain Valley	16		6.3%
Orange Placentia	25	0	0.0%	Newport Coast	51	1	3.9%
Portola Hills	7	0	0.0%	Buena Park	27	1	3.7%
	5	0	0.0%	Anaheim	94	3	3.2%
Rancho Mission Viejo Rancho Santa Marg.	30	ŏ	0.0%	La Habra	32	1	3.1%
	4	0	0.0%	Aliso Viejo	33	1	3.0%
Rossmoor San Clemente	82	0	0.0%	Yorba Linda	68	1	1.5%
San Juan	40	0	0.0%	Anaheim Hills	34	0	0.0%
Santa Ana	80	0	0.0%	Brea	23	ŏ	0.0%
Seal Beach	42	0	0.0%	Corona Del Mar	61	0	0.0%
Stanton	4Z 8	ŏ	0.0%	Corona Der Mar	01	0	0.0%
	9	0	0.0%	County Lo	ow Shares	- No Distres	sed
Talega		-					
Tustin Ville Derk	33	0	0.0%	Anaheim Hills		Los Alamitos	
Villa Park	6 13	0	0.0%	Brea Corona Del Mar		Mission Viejo	
Westminster Yorba Linda		0	0.0%		Irvine La Palma	Newport Beac	
	68	1	1.5%	Costa Mesa	La Palma	North Tustin	Seal Beach Stanton
All of O.C.	2,214	10	0.5%	Coto De Caza	Ladera Ran		
Orange Cour	ty Distre	ssed Breakd	own	Cypress Dama Dalat	Laguna Bea		Talega
				Dana Point			Tustin
	Current	Pendings	Market	Dove Canyon		Rancho Missi	
		(Last 30	Time	Foothill Ranch	Laguna Wo	Rancho Santa	Westminste
	Actives	Days)	(In Days)	Fullerton	Lake Fores	tRossmoor	
Total Foreclosures	6	4	45	Data tabulated from CRMLS.			dy in the market
Total Short Sale	4	6	20	Not all cities are listed but are			a and a market
Total Short Sale	4	0	20				

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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
	6/10/2021	6/10/2021	6/10/2021	5/27/2021	5/13/2021	6/11/2020	6/13/2019
Los Angeles County	7,836	6,579	36	33	33	59	76
Orange County	2,214	3,057	22	22	22	59	84
Riverside County	2,516	3,759	20	19	19	44	85
San Bernardino County	2,302	2,693	26	24	23	39	79
San Diego County	2,763	3,584	23	21	21	42	67
Ventura County	623	505	37	37	34	46	49
SOCAL TOTALS	18,254	20,177	27	26	25	48	78

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
Foreclosures and Short	6/10/2021	6/10/2021	6/10/2021	5/27/2021	5/13/2021	6/11/2020	6/13/2019
Sales							
Los Angeles County	23	26	27	20	31	50	64
Orange County	10	10	30	20	32	27	44
Riverside County	14	16	26	30	16	47	58
San Bernardino County	8	13	18	27	10	38	48
San Diego County	20	11	55	48	26	46	92
Ventura County	2	1	60	60	45	21	19
SOCAL TOTALS	77	77	36	34	27	38	61

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