



#### Orange County Housing Report: Waiting Will Be Costly

April 5, 2021

Even though buyers are exceedingly frustrated with the housing market after writing too many offers to no avail, waiting until the market gets easier is not the answer.

#### **Cost of Waiting**

Housing will become more unaffordable as homes continue to rapidly appreciate and mortgage rates rise.

Ask any buyer what it is like attempting to purchase a home in today's housing market and the responses will be same. It is frustrating, overwhelming, exhausting, and disheartening. Buyers consistently get their hopes up and run around each weekend to see the few new houses that are now available. They ultimately write another offer. A few days later they write a counter offer, often for way more than the asking price. They agonizingly wait another day or two only to find out that they are not the winning bidder. It is back to the drawing board, again.

It feels like a dog chasing its own tail, a pointless exercise that ends in exhaustion. After writing offer after offer with no success, many buyers become discouraged and question whether they should continue to pursue their dream in purchasing a home. Maybe they should wait until the market is not so blistering hot, or until they have a larger down payment, or when there are more homes available. The facts and data illustrate why waiting is not a great strategy at all.

While it may be discouraging for buyers to continue the pursuit in purchasing a home, diving into the consequences of waiting will keep them motivated. It is important to focus on the monthly payment in purchasing a home today and compare it to delaying until the end of the year. An \$875,000 home purchased today with a 20% down payment yields a monthly payment of \$2,999 at the current interest rate of 3.125%.

Purc	Purchase a Home Today			se a Home in De	cember	Cost of Waiting		
Purchase Price	Mortgage Amount (20% Down)	Payment at Today's Rate 3.125%	Purchase Price 8% Appreciation	Mortgage Amount (20% Down)	Payment at Projected 3.75% Rate	Monthly Cost of Waiting	Annual Cost of Waiting	
\$875,000	\$700,000	\$2,999	\$945,000	\$756,000	\$3,501	\$502	\$6,024	

With a record low supply of available homes to purchase paired with unstoppable demand powered by historically low mortgage rates, home values are anticipated to continue to increase at a pace of about 1% per month through the end of the year. That equates to a home appreciation of 8% from now through December. At the same time, the United States economy is revving its massive engine now that it is emerging from the depths of the pandemic. Excellent job reports, increased travel, a massive personal savings surplus, and a return to some semblance of normal life again will ignite the economy and translate to a rise in mortgage interest rates. It is already occurring. According to Freddie Mac's Primary Mortgage Market Survey®, rates started the year at 2.65%, an all-time record low, and have since risen to 3.125%. That is nearly a half a point higher in just a few months. By year's end, rates are forecasted to hit 3.75% or higher.

That means that the \$875,000 home example above will appreciate to \$945,000 in December. Match that up with the expected 3.75% mortgage rate, and the monthly payment blossoms from \$2,999 to \$3,501 per month, an increase of \$502 every single month for the life of the loan. That is \$6,024 per year or \$30,120 in five years. This example only factors the increase in the principal and interest payment. The 20% down payment for \$945,000 is an extra \$14,000 down. Property taxes go up too. With the average tax rate of 1.1%, that amounts to an additional \$770 annually. In the end, it all adds up to a lot more out of pocket expense on waiting until the end of the year to pull the trigger on a purchase. There is a definite cost to waiting even though the current market is extremely frustrating from a buyer's perspective. There is a higher monthly mortgage payment. Down payments are larger. Property taxes are higher.

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There are some who believe that when rates rise to 3.75% that the housing market will reverse course and become a buyer's market. There are plenty of YouTube videos that promote this explaining that a 1% rise in rates translates to a 10% drop in prices. Yet, that did not occur in 2013 when rates rose from 3.34% in January to 4.5% in July. It did not occur in 2018 when rates rose from 3.95% in January to 4.94% in November. Home prices did not fall. These theories are not rooted in fact. Instead, they are click bate for views, after all, that is how YouTubers are paid.

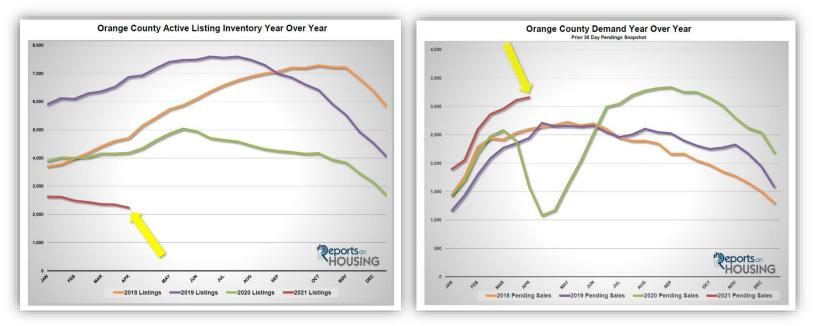
It is better to look at supply and demand. While demand will decrease when rates rise to 3.75% or 4%, it will not shut off demand completely. It will still be a Hot Seller's Market. It would be like decelerating on the freeway from 140 miles per hour to 80 miles per hour. While it may be slower, it is still speeding. Housing will move from a crazy, nutty market to a more sustainable pace.

The current number of available homes to purchase is at a record low 2,240. The five-year average (from 2015 to 2019 and intentionally excluding 2020 as the numbers were skewed due to the pandemic) is 5,552, or 148% more. That is an extra 3,312 homes on the market. Current demand (a snapshot of the last 30-days of pending activity) is at 3,162 compared to the five-year average (2015 to 2019) of 2,796, or 18% more. That is today's trend in housing, an ultra-low supply of available homes matched up with fiery, hot, insane demand. With rising rates, the inventory will finally rise from its unparalleled, anemic low level, and demand will decline from its torrid pace. The result will be a market that is much more manageable to navigate, yet still a Hot Seller's Market. Homes will still appreciate, just not at its current unparalleled pace. There will still be multiple offers, just a few generated on each property compared to the double digits of today.

For buyers, the answer is simple, do not wait to purchase. Waiting will be costly.

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

The active listing inventory in Orange County has already been at a record low level and it would be hard to imagine it dropping even further, but that is exactly what materialized. In the past two weeks, the inventory shed another 109 homes, down 5%, and now sits at 2,240. It is the lowest level since tracking began in 2004. Yet, more homes are finally entering the fray. In March, there were 19% more homes that were placed on the market compared to February. Now that spring has begun, expect more homes to come on the market from now through July, with May being the peak month. Many of these homes will be gobbled up as quickly as they come on due to the ferocious pace of demand. But that will evolve as mortgage rates climb and some buyers end their home buying search with the realization that their monthly payments are increasing too much. The inventory will rise a lot more noticeably during the Summer Market.



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Comparing year over year data will not be accurate for the remainder of the year due to COVID-19 skewing the statistics last year. Taking the prior 5-year average from 2015 to 2019 is a far better comparison. During March, there were 342 fewer new FOR-SALE signs in Orange County, 9% less than that 5-year average. This trend started in January and has resulted in 611 fewer homes on the market during the first quarter of 2021, 6% less. It is due to the lack of available replacement homes that have many homeowners alarmed 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. Yet there are strategies to **avoid getting burned** in selling and then purchasing a replacement home. A bridge loan, a rent back, and accepting an offer contingent on finding a replacement home are a few sound strategies in navigating today's insanely hot market.

Last year to start April there were 4,183 homes on the market, 1,943 additional homes, or 87% more. The 5-year average from 2015-2019 is 5,552, an extra 3,312 homes, or 148% more. There were a lot more choices for buyers than today.

#### **Demand - Demand continued to rise in past couple of weeks.**

Demand, a snapshot of the number of new pending sales over the prior month, climbed from 3,110 to 3,162 in the past couple of weeks, adding 52 pending sales, up 2%. This is the strongest start to April since 2012. Demand is surging due to mortgage rates in the low 3% range. While rates may have risen to 3.18%, its highest level since last June, if it were not for the pandemic pushing rates to historically low levels, today's rate would still be an all-time record low. Demand will continue to be juiced until mortgage rates eclipse 3.5% and continue to head higher later this year. That will occur on the backs for great economic news on the horizon. Until then, it will be more of the same, homes that enter the fray will procure way too many offers and home values will continue to soar.

Last year, demand was at 1,584 **due to the start of the pandemic**, that is 1,578 fewer pending sales compared to today, or 50% less. The 5-year average from 2015-2019 was at 2,796 pending sales, 366 fewer pending sales, or 12% 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 23 to 21 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 rapidly. Last year the Expected Market Time was at 79 days, slower than today. The 5-year average from 2015 through 2019 was at 60 days, much slower than today, but still a Hot Seller's Market.

#### 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 decreased by 11 homes, down 1%, and now sits at 887. At the same time, luxury demand increased by 2 pending sales, nearly unchanged, and now sits at 479. With the inventory rising demand not changing much, the overall Expected Market Time for luxury homes priced above \$1.5 million remained unchanged at 56 days in the past couple of weeks. Luxury is 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 between now and mid-May.

Year over year, luxury demand is up by 347 pending sales, or 263%, and the active luxury listing inventory is down by 288 homes, or 25%. The Expected Market Time last year was at 267 days, substantially slower than today amidst the backdrop of the pandemic. 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 increased from 31 to 32 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 58 to 53 days. For homes priced above \$4 million, the Expected Market Time increased from 116 to 132 days. At 132 days, a seller would be looking at placing their home into escrow around **August 2021**.

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Price Ranges	Expected Market Time	Market Speed	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	16 Days	al constant	29%	39%	51 Days
O.C. \$750k-\$1m	13 Days	al 1997	16%	26%	61 Days
O.C. \$1m-\$1.25m	16 Days	al 1997	8%	11%	109 Days
O.C. \$1.25m-\$1.5m	18 Days	al 1997	8%	9%	120 Days
O.C. \$1.5m-\$2m	32 Days	al 1997	9%	6%	140 Days
O.C. \$2m-\$4m	53 Days	al constant	17%	7%	323 Days
O.C. \$4m+	132 Days	ll.	13%	2%	903 Days

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#### **Orange County Housing Summary**

- The active listing inventory decreased by 109 homes in the past two-weeks, down 5%, and now totals 2,240, its lowest level since tracking began in 2004. In March, there were 9% fewer homes that came on the market compared to 5-year average between 2015 to 2019 (2020 was skewed do to COVID-19), 342 less. Last year, there were 4,183 homes on the market, 1,943 additional homes, or 87% more.
- Demand, the number of pending sales over the prior month, increased by 52 pending sales in the past twoweeks, up 2%, and now totals 3,162, its strongest start to April since 2012. The ultra-low mortgage rate environment is continuing to fuel today's exceptional demand. Last year, there were 1,584 pending sales, 50% fewer than today. Keep in mind, it was the start of the pandemic too, which negatively affected demand through May.
- The Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, decreased from 23 days to 21, an extremely Hot Seller's Market (less than 60 days) and the strongest reading since tracking began in 2004. It was at 79 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 29% of the active inventory and 39% of demand.
- For homes priced between \$750,000 and \$1 million, the Expected Market Time is 13 days, a Hot Seller's Market. This range represents 16% of the active inventory and 26% 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 18 days, a Hot Seller's Market.
- For homes priced between \$1.5 million and \$2 million, the Expected Market Time increased from 31 to 32 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 58 to 53 days. For homes priced above \$4 million, the Expected Market Time increased from 116 to 132 days.
- The luxury end, all homes above \$1.5 million, accounts for 39% of the inventory and only 15% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.4% of all listings and 0.4% of demand. There are only 4 foreclosures and 4 short sales available to purchase today in all of Orange County, 8 total distressed homes on the active market, down 3 from two-weeks ago. Last year there were 45 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.

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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
	4/1/2021	4/1/2021	4/1/2021	3/18/2021	3/4/2021	4/2/2020	4/3/2019	4/1/2021
Aliso Viejo	15	62	7	11	7	40	25	\$1.1m
Anaheim	47	149	9	14	13	55	32	\$731k
Anaheim Hills	31	65	14	21	14	38	47	\$1.7m
Brea	16	48	10	21	24	71	50	\$1.3m
Buena Park	16	46	10	24	12	46	34	\$761k
Corona Del Mar	83	40	62	82	73	200	161	\$8.2m
Costa Mesa	58	91	19	19	20	70	52	\$1.3m
Coto De Caza	40	32	38	33	25	230	132	\$3.1m
Cypress	19	31	18	11	12	70	33	\$806k
Dana Point	74	63	35	32	35	226	115	\$4.9m
Dove Canyon	3	10	9	11	11	90	94	\$1.5m
Foothill Ranch	5	11	14	8	2	41	25	\$821k
Fountain Valley	12	45	8	24	18	39	30	\$1.1m
Fullerton	55	98	17	14	15	44	35	\$1.0m
Garden Grove	55	65	25	20	22	55	25	\$886k
Huntington Beach	137	210	20	21	24	81	47	\$1.7m
Irvine	257	365	21	23	30	147	55	\$1.9m
La Habra	27	43	19	24	24	28	48	\$798k
La Palma	6	8	23	14	5	21	30	\$939k
Ladera Ranch	21	66	10	12	16	63	46	\$1.6m
Laguna Beach	145	51	85	70	64	297	223	\$6.3m
Laguna Hills	26	39	20	19	25	165	49	\$1.6m
Laguna Niguel	59	102	17	14	23	82	52	\$1.0m
Laguna Woods	156	102	47	52	54	108	59	\$329k
Lake Forest	36	79	14	10	13	66	28	\$721k
Los Alamitos	4	7	17	5	8	60	35	\$991k
Mission Viejo	63	135	14	15	12	51	38	\$947k
-	161	99	49	49	48	277	131	\$4.3m
Newport Beach Newport Coast	48	20	72	76	66	266	200	\$10.3m
North Tustin	36	28	39	37	31	59	77	\$2.4m
Orange	64	115	17	17	18	53	43	\$2.4m \$1.1m
Placentia	16	50	10	22	18	- 55 66	45 31	\$1.111 \$894k
	9							
Portola Hills	J	12	23	11	11	42	30	\$1.2m
Rancho Mission Viejo	15	27	17	19	16	56	130	\$1.0m
Rancho Santa Marg.	17 7	67	8	11	13 16	31	18	\$647k
Rossmoor	71	10 96	21 22	23		65	28	\$1.5m
San Clemente				26	28	88	94	\$2.4m
San Juan	33	54	18	24	32	99	74	\$2.9m
Santa Ana	88	135	20	21	25	54	45	\$675k
Seal Beach	49	65	23	26	20	81	69	\$611k
Stanton	9	21	13	5	16	50	30	\$656k
Talega	12	20	18	8	6	104	82	\$1.5m
Tustin Ville Deck	28	80	11	13	16	50	30	\$832k
Villa Park	4	12	10	13	19	55	120	\$3.3m
Westminster	15	43	10	19	12	79	35	\$924k
Yorba Linda	60	107	17	14	21	59	64	\$1.6m
All of O.C.	2,240	3,162	21	23	24	79	54	\$2.5m

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Attached Homes	Current Actives 4/1/2021	Demand (Last 30 Days Pendings) 4/1/2021	Market Time (In Days) 4/1/2021	Market Time 2-Weeks Ago 3/18/2021	Market Time 4-Weeks Ago 3/4/2021	Market Time 1-Year Ago 4/2/2020	Market Time 2-Years Ago 4/3/2019	Average Active List Price 4/1/2021
All of O.C.	798	1,196	20	20	22	70	81	\$882k
O.C. \$0-\$250k	78	69	34	45	43	64	104	\$155k
O.C. \$250k-\$500k	250	405	19	19	20	60	66	\$384k
O.C. \$500k-\$750k	208	439	14	14	14	60	77	\$620k
O.C. \$750k-\$1m	115	157	22	19	24	92	94	\$867k
O.C. \$1m+	147	126	35	43	52	171	178	\$2.5m

#### Current Actives Vacant:

37.2%

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
	4/1/2021	4/1/2021	4/1/2021	3/18/2021	3/4/2021	4/2/2020	4/3/2019	4/1/2021
All of O.C.	1,442	1,966	22	24	25	85	86	\$3.3m
O.C. \$0-\$500k	15	18	25	17	32	44	39	\$446k
O.C. \$500k-\$750k	97	303	10	13	13	36	48	\$674k
O.C. \$750k-\$1m	234	664	11	13	14	56	69	\$885k
O.C. \$1m-\$1.25m	154	297	16	18	20	102	84	\$1.2m
O.C. \$1.25m-\$1.5m	142	248	17	19	19	113	108	\$1.4m
O.C. \$1.5m-\$2m	172	174	30	29	30	135	149	\$1.7m
O.C. \$2m-\$4m	348	196	53	58	55	358	211	\$2.9m
O.C. \$4m+	280	66	127	116	115	973	482	\$10.1m

Current Actives Vacant:

16.8%

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
	4/1/2021	4/1/2021	4/1/2021	3/18/2021	3/4/2021	4/2/2020	4/3/2019	4/1/2021
All of O.C.	2,240	3,162	21	23	24	79	54	\$2.5m
O.C. \$0-\$500k	343	492	21	22	23	59	68	\$335k
O.C. \$500k-\$750k	305	742	12	13	14	47	58	\$637k
O.C. \$750k-\$1m	349	821	13	14	16	61	73	\$879k
O.C. \$1m-\$1.25m	187	343	16	19	22	109	90	\$1.2m
O.C. \$1.25m-\$1.5m	169	285	18	21	22	120	109	\$1.4m
O.C. \$1.5m-\$2m	206	191	32	31	31	140	154	\$1.7m
O.C. \$2m-\$4m	387	221	53	58	55	323	222	\$2.9m
O.C. \$4m+	294	67	132	116	117	903	466	\$10.0m

**Current Actives Vacant:** 

24.2%





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		\$3,241,500	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		\$1,684,121	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		\$1,418,375	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		\$1,120,002	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 5	\$598,398	\$587,075	101.9%	\$315k	\$1.3m	1,413	\$423	33
La Palma		\$850,634	\$822,522	103.4%	\$610k	\$1.0m \$2.2m	2,137	\$398	4
Ladera Ranch	42 37	\$935,040	\$921,896	101.4% 92.6%	\$535k \$623k	+ = . =	2,257 2,392	\$414 \$1,558	43 31
Laguna Beach	29		\$4,022,697 \$1,262,027	92.6%	\$445k	\$3.6m	2,392	\$459	30
Laguna Hills Laguna Niguel	83		\$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
Laguna Woods	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	40
Mission Viejo	105	\$815,785	\$801,753	101.8%	\$290k	\$1.8m	1,889	\$433	78
Newport Beach	102	\$2,446,291	\$2,521,298	97.0%	\$410k	\$8.2m	2,480	\$986	72
Newport Coast	15		\$4,384,167	96.6%	\$1.1m	\$14.7m	3,714	\$1,141	11
North Tustin	20		\$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		\$1,527,150	98.6%	\$302k	\$6.1m	2,600	\$579	77
San Juan	30			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		\$1,474,095	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		\$1,875,875	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		\$1,124,297	99.8%	\$410k	\$2.6m	2,545	\$441	76
All of O.C.	2,283		\$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		\$1,130,369	99.9%	\$1.0m	\$1.3m	2,395	\$471	200
O.C. \$1.25m-\$1.5m	143		\$1,362,139		\$1.3m	\$1.5m	2,775	\$491	107
O.C. \$1.5m-\$2m	138		\$1,764,865	98.1%	\$1.5m	\$2.0m	3,006	\$576	83
O.C. \$2m-4m	161		\$2,726,161	96.9%	\$2.0m	\$4.0m	3,592	\$736	100
0.C. \$4m+	60		\$6,808,056	94.3%		\$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.

## 888.910.2489





Aliso Visio     15     0     0.0%     All of O.C.     7.98     3     0.4%       Anabelim     41     0     0.0%     O.C. SJ. Sy50k     7.8     1     3.3%       Anabelim     16     0     0.0%     O.C. SJ. Sy50k     208     0     0.4%       Corona Del Mar     3     0     0.0%     O.C. SJ. Sy50k     7.8     1     3.3%       Corona Del Mar     3     0     0.0%     O.C. SJ. Sy50k     7.6     0.0%       Costa Mesia     5.8     1     1.7%     Detached     0.0%     O.C. SJ. Sy50k     7.6     0.0%       Corona Del Mar     3     0     0.0%     O.C. SJ. Sy50k     7.0     0.0%       Dore Coruyon     3     0     0.0%     O.C. SJ. Sy50k SJm     15     0     0.0%       Fourthain Valley     12     0     0.0%     O.C. SJ. Sy50k SJm     14     0     0.0%       Fourthain Valley     12     0     0.0%     O.C. SJ. Sy50k SJm     14     0     0.0%  <	Orange County Cities	Current Actives 4/1/2021	Number of Foreclosures & Short Sale Actives 4/1/2021	% of Active Inventory 4/1/2021	Attached	Current Actives 4/1/2021	Number of Foreclosures & Short Sale Actives 4/1/2021	% of Active Inventory 4/1/2021
Anaheim     47     0     0.0%     C. So S250k     78     1     1.3%       Brea     16     0     0.0%     O.C. S520k-S50k     208     0     0.0%       Grona Del Mar     6     0     0.0%     O.C. S500k-S70k     208     0     0.0%       Costa Mesa     58     1.7%     Detached     0     0.0%       Coto De Caza     40     1     2.5%     Detached     0.0%       Coto De Caza     40     1     2.5%     Detached     0.0%     0.0.5 Stoks 570k     0     0.0%       Dove Canyon     3     0     0.0%     O.C. Stoks 5500k     15     0     0.0%       Fountain Valley     12     0     0.0%     O.C. Stom S15m     154     0     0.0%       Fullerton     55     0     0.0%     O.C. Stom S15m     142     0     0.0%       Garden Grove     55     0     0.0%     O.C. Stom S2760k     313     3     0.9%       Lagera Ranch     137     0	Aliso Vigio							
Anaheim Hills     31     0     0.0%     CC. \$250k.\$550k     250     2     0.8%       Buena Park     16     0     0.0%     0.C. \$550k.\$750k     208     0     0.0%       Corona Del Mar     83     0     0.0%     0.C. \$550k.\$750k     208     0     0.0%       Corona Del Mar     83     0     0.0%     0.C. \$550k.\$750k     208     0     0.0%       Coto De Caza     40     1     2.5%     Detached			-					
Brea     16     0     0.0%     O.C. \$500k.3750k     208     0     0.0%       Corton Del Mar     83     0     0.0%     O.C. \$570k.31m     115     0     0.0%       Costa Mesa     58     1.7%     Detached     Detached			-					
Buena Park     16     0     0.0%     0.C. \$750k.S1m     115     0     0.0%       Costa Mesa     58     1     1.7%     Detached     0.0%     0.C. \$1m+     147     0     0.0%       Costa Mesa     58     1     1.7%     Detached     0.0%     0.C. \$1m+     147     0     0.0%       Costa Mesa     58     1     1.7%     Detached     0.0%     0.C. \$5m+     0.0%     0.C. \$1m+     1.5m+     0.0%     0.C. \$1m+     2.4m+     2.0     0.7%     0.C. \$1m+     2.4m+     2.4m+     0.0%			-					
Corona Del Mar     83     0     0.0%     O.C. SIm+     147     0     0.0%       Cota Mesa     58     1.7%     Detached     Detached     Detached       Coro De Caza     40     1     2.5%     Detached     Detached       Coron De Caza     40     1     2.5%     Detached     Detached       Dowe Canyon     3     0     0.0%     O.C. Sth.S500k     97     0     0.0%       Fountain Valley     12     0     0.0%     O.C. Stm.S15m     134     0     0.0%       Fountain Valley     12     0     0.0%     O.C. Stm.S15m     142     0     0.0%       Garden Grove     55     0     0.0%     O.C. Stm.S12m     172     0     0.0%       La Habra     27     0     0.0%     All Homes     Dataera     17     0     0.0%     All Homes     Dataera     16     0.0%     O.C. Stm.S12m     13     0     0.0%     Dataera     20.7%     Dataera     20.7%     Dataera     16								
Costa Mesa     58     1     1.7%     Detached       Cypress     19     0     0.0%     O.C.     1.442     5     0.3%       Dana Point     74     0     0.0%     O.C. Stok, 5500k     15     0     0.0%       Dove Canyon     3     0     0.0%     O.C. Stok, 5500k     15     0     0.0%       Fountian Valley     12     0     0.0%     O.C. Strok, 5570k     97     0     0.0%       Fountian Valley     12     0     0.0%     O.C. Strok, 5570k     142     0     0.0%       Garden Grove     55     0     0.0%     O.C. Strok, 5570k     314     0     0.3%       Irvine     257     0     0.0%     O.C. Strok, 570k     314     0     0.3%       Laguna Beach     145     0     0.0%     O.C. Strok, 570k     343     3     0.9%       Laguna Hills     26     1     3.8%     O.C. Strok, 570k     343     3     0.9%       Laguna Niguel     59     0	Corona Del Mar							
Coto De Caza     40     1     2.5%     DetaClibu       Cypress     19     0.0%     All of O.C.     1.442     5     0.3%       Dana Point     74     0     0.0%     All of O.C.     1.442     5     0.3%       Dove Canyon     3     0     0.0%     O.C. Stok.Stok     97     0     0.0%       Fourtain Valley     12     0     0.0%     O.C. Stim.Stim     234     2     0.0%       Fourtain Valley     12     0     0.0%     O.C. Stim.Stim     234     2     0.0%       Garden Grove     55     0     0.0%     O.C. Stim.Stim     234     2     0.0%       Iar Palma     27     0     0.0%     O.C. Stim.Stim.Stim     343     3     0.9%       Laguna Miguel     26     1     3.8%     O.C. Stim.Stim     345     0     0.0%       Laguna Woods     156     0.0%     O.C. Stim.Stim     349     2     0.6%       Laguna Modes     156     0.0%     O.C. Stim.Stim <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>Ŭ</td> <td>01070</td>							Ŭ	01070
Dave Carryon     3     0     0.0%     O.C. \$0k.\$550k     91     0     0.0%       Foothill Ranch     5     0     0.0%     O.C. \$0k.\$550k     97     0     0.0%       Fountain Valley     12     0     0.0%     O.C. \$125m;515m     134     0     0.0%       Garden Grove     55     0     0.0%     O.C. \$12.5m;51.5m     142     0     0.0%       Garden Grove     55     0     0.0%     O.C. \$12.5m;51.5m     142     0     0.0%       La Habra     27     0     0.0%     O.C. \$2m;54m     348     1     0.3%       Ladera Ranch     21     0     0.0%     O.C. \$0k,\$500k     343     3     0.9%       Laguna Hills     26     1     3.8%     O.C. \$0k,\$500k     343     3     0.9%       Laguna Niguel     59     0     0.0%     O.C. \$125m;515m     149     0     0.0%       Laguna Niguel     59     0     0.0%     O.C. \$125m;515m     13.3%     0.0%	Coto De Caza				Detached			
Dove Canyon     3     0     0.0%     O.C. \$500k-\$750k     97     0     0.0%       Foothill Ranch     5     0     0.0%     O.C. \$100k-\$151m     234     2     0.9%       Fountaria Valley     12     0     0.0%     O.C. \$170k-\$15m     174     0     0.0%       Garden Grove     55     0     0.0%     O.C. \$12.ms31.5m     142     0     0.0%       Garden Grove     55     0     0.0%     O.C. \$12.ms31.5m     142     0     0.0%       Irvine     257     0     0.0%     O.C. \$12.ms31.5m     143     0.3%       Laguna Beach     145     0     0.0%     O.C. \$12.ms31.5m     133     0.9%       Laguna Hills     26     1     3.8%     O.C. \$100k-\$150k     343     3     0.9%       Laguna Baech     145     0     0.0%     O.C. \$112m.5115m     187     0     0.0%       Laguna Beach     145     0     0.0%     O.C. \$112m.5115m     187     0     0.0%       La	Cypress	19	0	0.0%	All of O.C.	1,442	5	0.3%
Foothill Ranch     5     0     0.0%     O.C. \$750k.\$1m     234     2     0.9%       Fountain Valley     12     0     0.0%     C. \$1750k.\$1m     154     0     0.0%       Garden Grove     55     0     0.0%     C. \$1750k.\$1m     142     0     0.0%       Garden Grove     55     0     0.0%     C. \$1750k.\$1m     142     0     0.0%       La Habra     27     0     0.0%     C. \$2m.\$4m     348     1     0.3%       La Palma     6     0     0.0%     All Homes      All of O.C.     2,240     8     0.4%       Laguna Hills     26     1     3.8%     O.C. \$50k.\$500k     305     0     0.0%       Laguna Niguel     59     0     0.0%     O.C. \$1m.\$1.25m     189     0     0.0%       Laguna Niguel     56     1     0.6%     O.C. \$1m.\$1.25m     189     0     0.0%       Laguna Miguel     56     0     0.0%     O.C. \$1m.\$1.25m     16.3     0.0		74	0	0.0%	O.C. \$0k-\$500k	15	0	0.0%
Fountain Valley     12     0     0.0%     O.C. S1m-S1.5m     154     0     0.0%       Garden Grove     55     0     0.0%     O.C. S1m-S1.5m     142     0     0.0%       Garden Grove     55     0     0.0%     O.C. S1m-S1.5m     142     0     0.0%       Irvine     257     0     0.0%     O.C. S1m-S1.5m     142     0     0.0%       La Habra     27     0     0.0%     O.C. S1m-S1.5m     142     0     0.0%       La Habra     27     0     0.0%     O.C. S1m-S1.5m     182     0     0.0%       La Habra     27     0     0.0%     O.C. S1m-S1.5m     348     1     0.3%       Ladguan Baech     145     0     0.0%     0.C. S1m-S1.5m     187     0     0.0%       Laguna Mods     156     1     0.8%     0.C. S1m-S1.5m     187     0     0.0%       Laguna Woods     156     0     0.0%     0.C. S1m-S1.5m     187     0     0.0%	Dove Canyon	3	0	0.0%	O.C. \$500k-\$750k	97	0	0.0%
Fullerton     55     0     0.0%     C.C. \$1.25m.\$1.5m     142     0     0.0%       Garden Grove     55     0     0.0%     0.C. \$1.25m.\$1.5m     172     0     0.0%       Irvine     257     0     0.0%     0.C. \$1.5m.\$2m     172     0     0.0%       La Habra     27     0     0.0%     0.C. \$4m+     280     2     0.7%       La Palma     6     0     0.0%     All Homes     0.C. \$5m+32m     20.7%       Ladera Ranch     21     0     0.0%     All of O.C.     2,240     8     0.4%       Laguna Niguel     59     0     0.0%     O.C. \$10x\$12m*14m     343     3     0.9%       Laguna Niguel     59     0     0.0%     O.C. \$10x\$12m*1348     2     0.6%       Lake Forest     36     0     0.0%     O.C. \$12m*5125m     187     0     0.0%       Newport Deach     161     1     0.6%     O.C. \$12m*5125m     160     0.0%       Newport Coast     48	Foothill Ranch			0.0%	O.C. \$750k-\$1m		2	0.9%
Garden Grove     55     0     0.0%     0.C. \$1.5m.\$2m     172     0     0.0%       Huntington Beach     137     0     0.0%     0.C. \$34m+     280     2     0.7%       La Habra     27     0     0.0%     0.C. \$4m+     280     2     0.7%       La Palma     6     0     0.0%     0.C. \$4m+     280     2     0.7%       La Palma     6     0     0.0%     0.C. \$4m+     280     2     0.7%       Ladura Beach     21     0     0.0%     0.C. \$51m\$2m     280     2     0.7%       Laguna Biguel     59     0     0.0%     0.C. \$510k.\$1m     349     2     0.6%       Laguna Woods     156     1     0.6%     0.C. \$1.5m.\$2m     206     0     0.0%       Lask Forest     36     0     0.0%     0.C. \$1.5m.\$2m     206     0     0.7%       Newport Beach     161     1     0.6%     0.C. \$2m-\$4m     387     1     0.3%       Nathr Ditsio	Fountain Valley		0		O.C. \$1m-\$1.5m	154	0	
Huntington Beach   137   0   0.0%   O.C. \$2m-\$4m   348   1   0.3%     Irvine   257   0   0.0%   All   O.C. \$4m+   280   2   0.7%     La Palma   6   0   0.0%   All Homes   All Homes   All Homes     Ladera Ranch   21   0   0.0%   0.C. \$10k \$500k 343   3   0.9%     Laguna Hills   26   1   3.8%   O.C. \$10k \$500k 343   3   0.9%     Laguna Niguel   59   0   0.0%   O.C. \$15m \$1.5m   365   0   0.0%     Lake Forest   36   0   0.0%   O.C. \$15m \$1.5m   169   0   0.0%     Los Alamitos   4   0   0.0%   O.C. \$15m \$2m   266   0   0.0%     Newport Beach   161   1   0.6%   0.C. \$4m+   294   2   0.7%     Placentia   16   0   0.0%   Cost Mesa   58   1   1.7%     Rancho Santa Marg.   17   0   0.0%   Santa Ana   88   1   1.1%	Fullerton							
Irvine     257     0     0.0%     0.C. \$4m+     280     2     0.7%       La Habra     27     0     0.0%     All Homes     All Homes     All Homes       Ladera Ranch     21     0     0.0%     All of O.C.     \$2,240     8     0.4%       Laguna Beach     145     0     0.0%     O.C. \$500k.\$500k     343     3     0.9%       Laguna Niguel     59     0     0.0%     O.C. \$510k.\$510k     305     0     0.0%       Laguna Woods     156     1     0.6%     O.C. \$12m\$\$1.25m     187     0     0.0%       Los Alamitos     4     0     0.0%     O.C. \$1.5m\$\$2m     20     0.0%       Newport Coast     48     2     4.2%     O.C. \$4m+*     294     2     0.7%       North Tustin     36     0     0.0%     Cost B Caza     40     1     2.5%       Rancho Mission Viejo     15     0     0.0%     Cost De Caza     40     1     2.5%       Rancho Mission Viejo <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td></td>							-	
La Habra   27   0   0.0%     La Palma   6   0   0.0%     La dera Ranch   21   0   0.0%     Laguna Hills   21   0   0.0%     Laguna Hills   26   1   3.8%     Laguna Niguel   59   0   0.0%     Laguna Niguel   59   0   0.0%     Laguna Niguel   59   0   0.0%     Lake Forest   36   0   0.0%     Lake Forest   36   0   0.0%     Los Alamitos   4   0   0.0%     Newport Coast   48   2   4.2%     Newport Coast   48   2   4.2%     Placentia   16   0   0.0%     Cots De Caza   40   1   2.5%     Rancho Mission Viejo   15   0   0.0%     Santa Ana   88   1	Huntington Beach			0.0%	O.C. \$2m-\$4m			
La Paima   6   0   0.0%   All Florings     Ladera Ranch   21   0   0.0%   All of O.C.   2,240   8   0.4%     Laguna Beach   145   0   0.0%   0.C. Stok \$500k   343   3   0.9%     Laguna Niguel   59   0   0.0%   0.C. \$750k   305   0   0.0%     Laguna Woods   156   1   0.6%   0.C. \$750k   319   0   0.0%     Los Alamitos   4   0   0.0%   0.C. \$750k   189   0   0.0%     Los Alamitos   4   0   0.0%   0.C. \$750k   189   0   0.0%     Newport Beach   161   1   0.6%   0.C. \$4125m   1837   1   0.3%     Orange   64   0   0.0%   0.C. \$4125m   148   2   4.2%     Placentia   16   0   0.0%   Cost Mesa   58   1   1.7%     Rancho Mission Viejo   15   0   0.0%   Santa Ana   88   1   1.7%     Rancho Mission Viejo   15 <td>Irvine</td> <td></td> <td>0</td> <td></td> <td>O.C. \$4m+</td> <td>280</td> <td>2</td> <td>0.7%</td>	Irvine		0		O.C. \$4m+	280	2	0.7%
La Praima   0   0   0.0%     Ladera Ranch   21   0   0.0%     Laguna Beach   145   0   0.0%     Laguna Hills   26   1   3.8%   0.C. \$lok.\$Stoolk   343   3   0.9%     Laguna Niguel   59   0   0.0%   0.C. \$lok.\$Stoolk   305   0   0.0%     Laguna Niguel   59   0   0.0%   0.C. \$lok.\$Stoolk   305   0   0.0%     Laguna Niguel   59   0   0.0%   0.C. \$lok.\$Stoolk   305   0   0.0%     Lake Forest   36   0   0.0%   0.C. \$lok.\$Stoolk   305   0   0.0%     Newport Beach   161   1   0.6%   0.C. \$lok.\$Stoolk   387   1   0.3%     Newport Coast   48   2   4.2%   0.C. \$lok.\$Stoolk   387   1   0.3%     Orange   64   0   0.0%   Cotonty High Shares - Account for 100%   Newport Beach   1   1.7%     Rancho Mission Viejo   15   0   0.0%   Santa Ana   88   1   1.7					All Homes			
Laguna Beach     145     0     0.0%     0.C. \$0k.\$500k     343     3     0.9%       Laguna Hills     26     1     3.8%     0.C. \$10k.\$500k     305     0     0.0%       Laguna Niguel     59     0     0.0%     0.C. \$10k.\$750k     305     0     0.0%       Laguna Niguel     59     0     0.0%     0.C. \$170k.\$1m     349     2     0.6%       Laguna Niguel     59     0     0.0%     0.C. \$1m.\$1.25m     187     0     0.0%       Laske Forest     36     0     0.0%     0.C. \$1m.\$1.25m     187     0     0.0%       Laske Porest     48     0     0.0%     0.C. \$1m.\$1.25m     187     0     0.0%       Newport Coast     48     2     4.2%     0.C. \$4m+     294     2     0.7%       North Tustin     36     0     0.0%     Cost Mesa     58     1     1.7%       Rancho Mission Viejo     15     0     0.0%     Cost Mesa     58     1     1.7%								
Laguna Hills     26     1     3.8%     0.C. \$500k.\$750k     305     0     0.0%       Laguna Woods     156     1     0.6%     0.C. \$10m.\$1.5m     349     2     0.6%       Laguna Woods     156     1     0.6%     0.C. \$10m.\$1.5m     187     0     0.0%       Lake Forest     36     0     0.0%     0.C. \$15m.\$1.5m     187     0     0.0%       Los Alamitos     4     0     0.0%     0.C. \$15m.\$1m     189     0     0.0%       Newport Coast     48     2     4.2%     0.0%     0.C. \$2m.\$4m     387     1     0.3%       Newport Coast     48     2     4.2%     0.0%     0.C. \$4m+     294     2     0.7%       North Tustin     36     0     0.0%     County High Shares - Account for 100%     Newport Coast     48     2     4.2%       Portola Hills     9     0     0.0%     Costa Mesa     58     1     1.7%       Rancho Santa Marg     7     0     0.0%     S								
Laguna Niguel     59     0     0.0%     0.C. \$750K.\$1m     349     2     0.6%       Lake Forest     36     0     0.0%     0.C. \$1m.\$1.25m     187     0     0.0%       Mission Viejo     63     0     0.0%     0.C. \$1.5m.\$2m     206     0     0.0%       Newport Beach     161     1     0.6%     0.C. \$4m+     294     2     0.7%       Newport Beach     161     1     0.6%     0.C. \$4m+     294     2     0.7%       Newport Coast     48     2     4.2%     0.0%     0.c. \$4m+     294     2     0.7%       Orange     64     0     0.0%     0.0%     0.cost AMesa     58     1     1.7%       Rancho Mission Viejo     15     0     0.0%     Costa Mesa     58     1     1.7%       Rancho Mission Viejo     15     0     0.0%     Santa Ana     88     1     1.1%       Racho Mission Viejo     15     0     0.0%     Santa Ana     88     1							3	
Laquna Woods     156     1     0.6%     0.C. \$1m-\$1.25m     187     0     0.0%       Lake Forest     36     0     0.0%     0.C. \$12m-\$1.5m     169     0     0.0%       Lake Forest     36     0     0.0%     0.C. \$12m-\$1.5m     169     0     0.0%       Mission Viejo     63     0     0.0%     0.C. \$15m-\$1.25m     187     0     0.0%       Newport Coast     48     2     4.2%     0.0%     0.C. \$1m+\$1.25m     187     0     0.0%       North Tustin     36     0     0.0%     0.C. \$1m+\$1.25m     187     0     0.0%       Portola Hills     2     4.2%     0.C. \$1m+\$1.25m     187     0     0.0%       Rancho Mission Viejo     15     0     0.0%     County High Shares - Account for 100%     Newport Coast     48     2     4.2%       Placentia     16     0     0.0%     Costa Mesa     58     1     1.7%       Rancho Mission Viejo     15     0     0.0%     Aliso Viejo								
Lake Forest     36     0     0.0%     0.C. \$1.25m-\$1.5m     169     0     0.0%       Los Alamitos     4     0     0.0%     0.C. \$1.25m-\$2m     206     0     0.0%       Mission Viejo     63     0     0.0%     0.C. \$1.25m-\$2m     206     0     0.0%       Newport Beach     161     1     0.6%     0.C. \$1.25m-\$2m     206     0     0.0%       North Tustin     36     0     0.0%     0.C. \$1.25m-\$2m     206     0     0.0%       Orange     64     0     0.0%     0.C. \$1.25m-\$2m     204     2     0.7%       Placentia     16     0     0.0%     County High Shares - Account for 100%     Newport Coast     48     2     4.2%       Placentia     16     0     0.0%     Laguna Hills     26     1     3.8%       Portola Hills     9     0     0.0%     Santa Ana     88     1     1.1%       Rosmoor     7     0     0.0%     Santa Ana     88     1	Laguna Niguel							
Los Alamitos     4     0     0.0%     O.C. \$1.5m-\$2m     206     0     0.0%       Mission Viejo     63     0     0.0%     O.C. \$1.5m-\$2m     206     0     0.0%       Newport Beach     161     1     0.6%     O.C. \$4m+     294     2     0.7%       Newport Coast     48     2     4.2%     O.C. \$4m+     294     2     0.7%       Newport Coast     48     2     4.2%     O.C. \$4m+     294     2     0.7%       North Tustin     36     0     0.0%     Newport Coast     48     2     4.2%       Portola Hills     9     0     0.0%     Costa Mesa     58     1     1.7%       Rancho Mission Viejo     15     0     0.0%     Santa Ana     88     1     1.1%       Rossmoor     7     0     0.0%     Santa Ana     88     1     1.6%       San Lemente     71     0     0.0%     Anaheim Hills     31     0     0.0%       Stanton								
Mission Viejo     63     0     0.0%       Newport Beach     161     1     0.6%       Newport Coast     48     2     4.2%       North Tustin     36     0     0.0%       Orange     64     0     0.0%       Placentia     16     0     0.0%       Portola Hills     9     0     0.0%       Rancho Mission Viejo     15     0     0.0%       Rancho Santa Marg.     17     0     0.0%       San Clemente     71     0     0.0%       San Clemente     71     0     0.0%       Santa Ana     88     1     1.1%       Santa Ana     88     1     1.1%       Santa Ana     88     1     0     0.0%       Stanton     9     0     0.0%     Anaheim     47     0     0.0%       Yorba Linda     60     0     0.0%     Anaheim Hills     31     0     0.0%       All of O.C.     2.240     8     0.			-					
Newport Beach     161     1     0.6%     0.C. \$4m+     294     2     0.7%       Newport Coast     48     2     4.2%     County High Shares - Account for 100%       North Tustin     36     0     0.0%     County High Shares - Account for 100%       Orange     64     0     0.0%     Newport Coast     48     2     4.2%       Pacentia     16     0     0.0%     Coto De Caza     40     1     2.5%       Rancho Mission Viejo     15     0     0.0%     Costa Mesa     58     1     1.7%       Rancho Santa Marg.     17     0     0.0%     Santa Ana     88     1     1.1%       Rossmoor     7     0     0.0%     Santa Ana     88     1     0.6%       San Juan     33     0     0.0%     Aliso Viejo     15     0     0.0%       Stanton     9     0     0.0%     Aliso Viejo     15     0     0.0%       Yorba Linda     60     0     0.0%     Aliso Viejo <td></td> <td>-</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td>		-	-					
Newport Coast     48     2     4.2%       North Tustin     36     0     0.0%       Orange     64     0     0.0%       Placentia     16     0     0.0%       Portola Hills     9     0     0.0%       Rancho Mission Viejo     15     0     0.0%       Rancho Santa Marg.     17     0     0.0%       Sam Juan     33     0     0.0%       Sant Lemente     71     0     0.0%       Sant Juan     33     0     0.0%       Santa Ana     88     1     1.1%       Anaheim     48     1     0       Santa Ana     88     1     1.6%       Santa Ana     88     1     1.1%       Anaheim     47     0     0.0%       Stanton     9     0     0.0%       Tustin     28     0     0.0%       All of O.C.     2.240     8     0.4%       Orange County Distressed Breakdown     Grorange County Distrese								
North Tustin     36     0     0.0%     County High Shares - Account for 100%       Orange     64     0     0.0%     Newport Coast     48     2     4.2%       Placentia     16     0     0.0%     Laguna Hills     26     1     3.8%       Portola Hills     9     0     0.0%     Coto De Caza     40     1     2.5%       Rancho Mission Viejo     15     0     0.0%     Santa Ana     88     1     1.1%       Rossmoor     7     0     0.0%     Santa Ana     88     1     0.6%       San Clemente     71     0     0.0%     Newport Beach     161     1     0.6%       San Juan     33     0     0.0%     Aliso Viejo     15     0     0.0%       Stanton     9     0     0.0%     Anaheim Hills     31     0     0.0%       Talega     12     0     0.0%     Anaheim Hills     Garden Gro Missio Viejo Seal Beach     40     0.0%       All of O.C.     2,240					0.C. \$4m+	294	2	0.7%
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Placentia     16     0     0.0%     Laguna Hills     26     1     3.8%       Portola Hills     9     0     0.0%     Coto De Caza     40     1     2.5%       Rancho Mission Viejo     15     0     0.0%     Cota Mesa     58     1     1.7%       Rancho Santa Marg.     17     0     0.0%     Santa Ana     88     1     1.1%       Rossmoor     7     0     0.0%     Santa Ana     88     1     0.6%       San Juan     33     0     0.0%     Aliso Viejo     15     0     0.0%       Santa Ana     88     1     1.1%     Anaheim     47     0     0.0%       Santa Ana     88     1     0.0%     Anaheim     47     0     0.0%       Stanton     9     0     0.0%     Anaheim Hills     31     0     0.0%       Tustin     28     0     0.0%     Anaheim Hills     Garden Gro Mission Viejo Seal Beach     9       Yorba Linda     60			-					
Portola Hills900.0%Coto De Caza4012.5%Rancho Mission Viejo1500.0%Costa Mesa5811.7%Rancho Santa Marg.1700.0%Santa Ana8811.1%Rossmoor700.0%Laguna Woods15610.6%San Clemente7100.0%Laguna Woods15610.6%San Juan3300.0%Aliso Viejo1500.0%Santa Ana8811.1%Anaheim4700.0%Seal Beach4900.0%Anaheim4700.0%Stanton900.0%Anaheim Hills3100.0%Tustin2800.0%Anaheim Hills3100.0%Villa Park400.0%Anaheim HillsGarden Gro Mission Viejo Seal BeachVorba Linda6000.0%BreaHuntington North Tustin StantonAll of O.C.2,24080.4%Buena ParkIrvineOrangeTalegaOrange County Distressed BreakdownCurrent ActivesPendings (Last 30Market Dana PointLadera Ran Rancho Missi/ Westminster Dove Canyon Laguna Bee Rancho Santa Yorba Linda Foothill RanchLaguna Nig RossmoorTotal Foreclosures4815Tota tabulated from CRMLS. This data may not reflect at Ireal setate activity in the market.								
Rancho Mission Viejo     15     0     0.0%     Costa Mesa     58     1     1.7%       Rancho Santa Marg.     17     0     0.0%     Santa Ana     88     1     1.1%       Rossmoor     7     0     0.0%     Laguna Woods     156     1     0.6%       San Clemente     71     0     0.0%     Aliso Viejo     15     0     0.6%       San Lana     33     0     0.0%     Aliso Viejo     15     0     0.0%       Santa Ana     88     1     1.1%     Anaheim     47     0     0.0%       Santa Ana     88     1     1.1%     Anaheim     47     0     0.0%       Stanton     9     0     0.0%     Anaheim Hills     31     0     0.0%       Tustin     28     0     0.0%     Aliso Viejo     Fountain Va Lake Forest San Clemer       Villa Park     4     0     0.0%     Anaheim Hills     Garden Gro Mission Viejo Seal Beach       Brea     Huntington North Tustin Stanton								
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Seal Beach   49   0   0.0%     Stanton   9   0   0.0%     Talega   12   0   0.0%     Tustin   28   0   0.0%     Villa Park   4   0   0.0%     Westminster   15   0   0.0%     Yorba Linda   60   0   0.0%     All of O.C.   2,240   8   0.4%     Orange County Distressed Breakdown     Current Actives   Pendings   Market     Days)   (In Days)   Time     Total Foreclosures   4   8   15			-				-	
Stanton   9   0   0.0%     Talega   12   0   0.0%     Tustin   28   0   0.0%     Villa Park   4   0   0.0%     Westminster   15   0   0.0%     Yorba Linda   60   0   0.0%     All of O.C.   2,240   8   0.4%     Orange County Distressed Breakdown     Current Actives   Pendings   Market     Days)   (In Days)   Time     Total Foreclosures   4   8   15								
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Tustin   28   0   0.0%   Aliso Viejo   Fountain Va Lake Forest   San Clement     Villa Park   4   0   0.0%   Anaheim   Fullerton   Los Alamitos   San Juan     Westminster   15   0   0.0%   Anaheim   Fullerton   Los Alamitos   San Juan     Yorba Linda   60   0   0.0%   Anaheim   Huntington   North Tustin   Stanton     All of O.C.   2,240   8   0.4%   Buena Park   Irvine   Orange   Talega     Orange County Distressed Breakdown   Pendings   Market   Corona Del Mar   La Habra   Placentia   Tustin     Current Actives   Pendings   Market   Dana Point   Ladera Ran Rancho Missi Westminste   Dove Canyon   Laguna Bea Rancho Santa Yorba Linda   Foothill Ranch   Laguna Nig Rossmoor     Total Foreclosures   4   8   15   "Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.					County L	ow Shares	- No Distres	sed
Villa Park   4   0   0.0%     Westminster   15   0   0.0%     Yorba Linda   60   0   0.0%     All of O.C.   2,240   8   0.4%     Orange County Distressed Breakdown     Current Actives   Pendings   Market     Days)   (In Days)   Total Foreclosures   4   8   15			-		Aliso Vieio	Fountain V	Lake Forest	San Clemen
Westminster   15   0   0.0%     Yorba Linda   60   0   0.0%     All of O.C.   2,240   8   0.4%     Orange County Distressed Breakdown   Pendings   Market   Irvine   Orange County Distressed Breakdown     Current Actives   Pendings   Market   Dana Point   Ladera Ran Rancho Missi Westminste     Dove Canyon   Laguna Bea Rancho Santa Yorba Linda   Foothill Ranch   Laguna Nig Rossmoor     Total Foreclosures   4   8   15   "Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.								
Yorba Linda   60   0   0.0%     All of O.C.   2,240   8   0.4%     Orange County Distressed Breakdown   Brea   Huntington North Tustin   Stanton     Orange County Distressed Breakdown   Current   Pendings   Market   Corona Del Mar   La Habra   Placentia   Tustin     Current   Pendings   Market   Dana Point   Ladera Ran   Rancho Missi Westminste     Dove Canyon   Laguna Bea   Rancho Santa Yorba Linda     Foothill Ranch   Laguna Nig Rossmoor   Total Foreclosures   4   8   15			-					
All of O.C.   2,240   8   0.4%   Buena Park   Irvine   Orange   Talega     Orange County Distressed Breakdown   Current   Pendings   Market   Corona Del Mar   La Habra   Placentia   Tustin     Current   Pendings   Market   Dana Point   Ladera Ran Rancho Missi Westminste     Dove Canyon   Laguna Bea Rancho Santa Yorba Linda     Total Foreclosures   4   8   15								
Orange County Distressed Breakdown     Corona Del Mar     La Habra     Placentia     Tustin       Current Actives     Pendings     Market     Corona Del Mar     La Palma     Portola Hills     Villa Park       Dana Point     Ladera Ran     Rancho Missi Westminste       Dove Canyon     Laguna Bea     Rancho Santa Yorba Linda       Foothill Ranch     Laguna Nig Rossmoor     Pata tabulated from CRMLS. This data may not reflect all real estate activity in the market.			-					
Orange County Distressed Breakdown     Cypress     La Palma     Portola Hills     Villa Park       Current Actives     Pendings     Market (Last 30     Dana Point     Ladera Ran Rancho Missi Westminste       Dove Canyon     Laguna Bea Rancho Santa Yorba Linda       Foothill Ranch     Laguna Nig Rossmoor       Total Foreclosures     4     8     15								
Current Actives     Pendings (Last 30     Market Time     Dana Point     Ladera Ran Rancho Missi Westminste       Dove Canyon     Laguna Bea Rancho Santa Yorba Linda       Days)     (In Days)       Total Foreclosures     4       8     15	Orange County Distressed Breakdown							
Current Actives     (Last 30     Time Days)     Dove Canyon     Laguna Bea Rancho Santa Yorba Linda       Total Foreclosures     4     8     15     "Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.				Market				
Actives     Days)     (In Days)     Foothill Ranch     Laguna Nig Rossmoor       Total Foreclosures     4     8     15     "Data tabulated from CRMLS. This data may not reflect all real setate activity in the market.		Current						
Total Foreclosures 4 8 15 *Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.		Actives	•		· · · · · · · · · · · · · · · · · · ·	-		Torba Linda
					Footnill Ranch	Laguna Nig	Rossmoor	
Total Short Sale 4 4 30 Not all cities are listed but are included in the O.C. totals.		-	-					vty in the market.
	Total Short Sale	4	4	30	Not all cities are listed but are	Included in the O.C.	totals.	

## 888.910.2489





## **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
	4/1/2021	4/1/2021	4/1/2021	3/18/2021	3/4/2021	4/2/2020	4/3/2019
Los Angeles County	7,185	6,675	32	33	34	74	73
Orange County	2,240	3,162	21	23	24	79	84
Riverside County	2,121	3,936	16	17	17	96	94
San Bernardino County	1,674	2,592	19	19	20	80	71
San Diego County	2,175	3,552	18	21	22	66	62
Ventura County	467	460	30	34	36	65	56
SOCAL TOTALS	15,862	20,377	29	29	29	77	77

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 Sales	4/1/2021	4/1/2021	4/1/2021	3/18/2021	3/4/2021	4/2/2020	4/3/2019
Los Angeles County	30	32	28	28	25	67	49
Orange County	8	12	20	66	35	90	83
Riverside County	17	22	23	16	16	89	65
San Bernardino County	18	14	39	23	14	50	44
San Diego County	19	20	29	16	33	60	84
Ventura County	3	0	-	15	6	41	39
SOCAL TOTALS	95	100	28	27	22	66	65