



Orange County Housing Report: Unexpected Slump in Demand

May 2, 2022

Higher 30-year mortgage rates are having a major impact on Orange County demand, now at levels far below typical spring averages.

Demand Slumping - Over the past month, demand dropped by 6% when it normally rises by 4%.



In 2002, the Los Angeles Angels won the World Series for the first time in franchise history. The next year they missed the playoffs completely with a losing record. After hoisting the Commissioner's Trophy the year before as champions of the world, they missed post season play due to a slump in wins to close out the year from July through September. The Orange County housing market is amid a similar slump in the middle of the Spring Market following the best year for local real estate since 2005.

According to Mortgage News Daily, 30-year mortgage rates have risen from 3.27% on December 31st to 5.55% today, a climb of more than 2.25%. Rapidly rising rates eat into affordability significantly. For example, the monthly mortgage payment for a \$1.1 million purchase with 10% down has risen from \$4,319 on December 31st, when rates were at 3.27%, to \$5,652 per month today at 5.55%. That is a \$1,333 per month rise, or nearly \$16,000 per year. The significant change occurred in just four short months.

Demand (Last 30 Days Pendings)	Demand Last Year	Year Over Year %	Year Over Year #	Demand (Last 30 Days Pendings)	Demand 3-Year Average	Today vs. 3-Year Average %	Today vs. 3-Year Average #
4/28/2022	4/29/2021	%	#	4/28/2022	(2017 to 2019)	%	#
2,154	3,081	-30%	-927	2,154	2,780	-23%	-626



California Association of REALTORS® reported that the median detached home in Orange County rose to \$1,305,000 in March, up 27% in contrast to last year's \$1,025,000 median. At these levels, rising mortgage rates significantly impact payments.

In response to rising rates, demand has slowed considerably. Demand, the prior 30-days of pending sale activity, has been on the decline after peaking on March 31st, shedding 6%, or 132 pending sales, since. Usually demand peaks from the end of April to the end of May. This year, with rapidly rising rates, many buyers backed off purchasing, the peak occurred early, and not everything is selling instantly.

Today's demand readings are muted compared to last year, 2,154 versus 3,081. That is down 30%, or 927 pending sales. Keep in mind that last year was the best year for Orange County housing since 2005. Yet, the 3-year average for demand prior to COVID (2017 to 2019) was 2,780. Today's demand is down 23%, or 626 pending sales, compared to the average. Demand has stalled this spring. During the Spring Market, demand normally is on the rise along with the active listing inventory. More homes come on the market during the spring than any other time of the year. There is cyclically more escrow activity because that is when families desire to open escrow in hopes of closing and moving at the end of spring or during the summer when the kids are out of school. The housing market cyclically revolves around families and the school year. Spring is when there is the most activity, followed by summer. Then housing decelerates during the autumn after the kids go back to school. It then downshifts further during the holidays, the slowest time of the year.



This year is a bit different. Housing is experiencing substantially less activity. Low mortgage rates fueled the explosion in demand in 2020 and 2021. Today's considerably higher mortgage rate environment has cooled demand. As a result, the active inventory has grown by 552 homes in the past month, up 36%, and the Expected Market Time (the time between pounding in the FOR-SALE sign to opening escrow) has risen from 20 to 29 days. The market is still an insanely Hot Seller's Market, and the inventory is at unprecedented low levels, but the market is currently evolving fast. The market will continue to cool, demand will drop, the inventory will surge higher, and the Expected Market Time will rise.

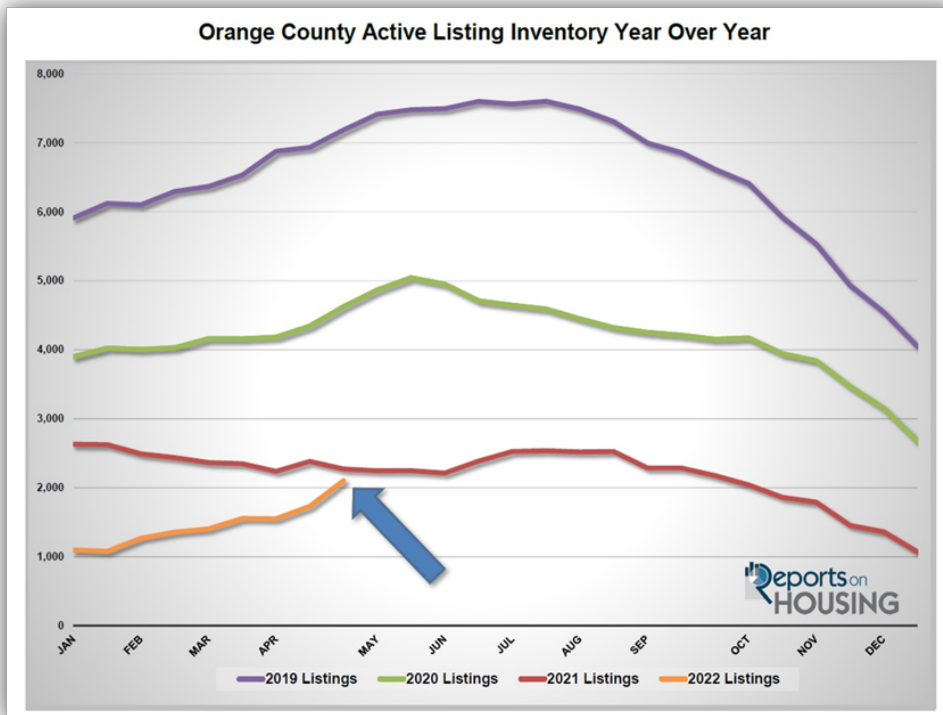
Housing is moving away from everything selling in an instant. Instead, carefully arriving at the asking price will swiftly become the fundamental initial step in successfully selling. The housing inventory will grow on the backs of homes that will not sell. Homes in inferior locations, like backing to a busy street, need to be priced according to their inferior location. Homes that are in poor condition and need a lot of work must adjust their prices appropriately. Sellers who **OVERPRICE** their homes will sit on the market until they adjust to their **Fair Market Value**. Housing will no longer absorb overpriced homes, or homes in poor condition or a poor location.

Demand is slumping. Along with slumping demand comes a paradigm shift, a change in the way buyers and sellers will approach the market to achieve their real estate goals.

Active Listings - The current active inventory is rapidly rising.

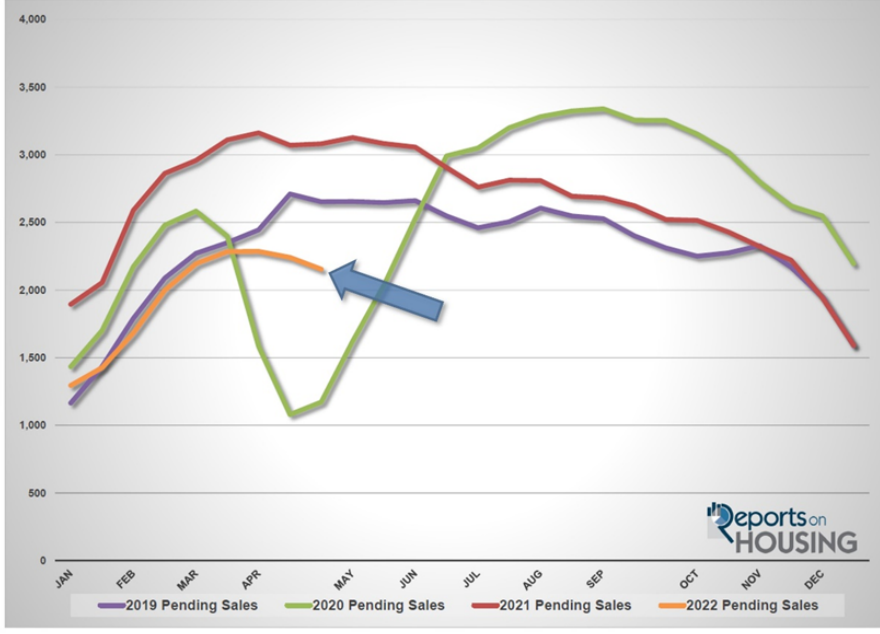
The active listing inventory surged higher, adding 372 homes in the past couple of weeks, up 21%, and now sits at 2,104 homes, climbing above the 2,000-home threshold for the first time since last October, six months ago. It was the largest two week rise since April 2018. Yet, it is still its lowest level for this time of year since tracking began in 2004. It is lower than last year at this time, but that should change within the next couple of weeks. That would mark the first time that the number of homes on the market will be higher than the prior year dating back to August 2019. With demand cooling due to higher mortgage rates, the inventory can advance higher at a more rapid rate. This will continue throughout the Spring and Summer Markets, which is when more homes are placed on the market than any other time of the year. As more homes enter the fray, they will be greeted with more cautious demand, buyers unwilling to stretch much above the asking

price and unwilling to pay much more than the most recent closed or pending sale. Homeowners who stretch the asking price and overprice their homes will accumulate on the market without success and the inventory will grow. Sellers must approach pricing very carefully and will no longer get away with testing the market at a much higher price. Price reductions will become more common as the rest of this year unfolds and sellers will miss the absolute best time to take advantage of the market and all its fanfare, the initial couple of weeks in coming on the market, simply because they came out of the gates too high. The inventory will continue to grow, and the market will cool throughout the Spring, Summer, and Autumn Markets, until finding a late peak





Orange County Demand Year Over Year
Prior 30 Day Pending Sales Snapshot



between October and Thanksgiving. Last year, the inventory was at 2,274, 8% higher, or an additional 170 homes. The year-over-year difference has been continuously growing smaller since the end of January. The 3-year average prior to COVID (2017 through 2019) is 6,002, an extra 3,898 homes, or 185% more, more than double today. There were a lot more choices back then, though this is slowly changing as well.

For the month of April, there were 3,325 new FOR-SALE signs in Orange County, 695 fewer than the 3-year average prior to COVID (2017 to 2019), 17% less. Missing signs counter the potential rise in the inventory due to higher mortgage rates.

Demand - Demand continued to drop in the past couple of weeks.

Demand, a snapshot of the number of new escrows over the prior month, decreased from 2,241 to 2,154 in the past couple of weeks, down 87 pending sales, or 3%. Ignoring the pandemic shut down's effect on demand at the start of the pandemic in 2020, this was the largest drop in April since 2011, and the lowest demand reading since 2007. With rates increasing well above 5%, demand will continue to erode. Affordability is becoming a real factor in the housing market in 2022. As long as rates remain elevated above 4.5% with duration, demand will be muted, and the market will methodically slow from week to week, month to month. The Expected Market Time (the number of days to sell all Orange County listings at the current buying pace) has already climbed from 20 days four weeks ago to 29 days today. Anything below 60 days is considered a Hot Seller's Market, and below 40-days is what is considered an insane pace where multiple offers is the norm and homes fetch above their asking prices. At this point, today's 29-day reading is indicative of a frothy market where some buyers who had been losing out over the course of the past 6-months are stilling willing to stretch the price to finally "win." As demand continues to cool and the inventory continues to climb, anticipate the Expected Market Time to slowly rise, surpassing the crazy 40-day threshold by the start of summer. Multiple offer situations will diminish, record high prices that push the envelope will decelerate, and the rate of appreciation will come back down to earth.

Last year, demand was at 3,081, **43% more than today, or an extra 927**. The 3-year average prior to COVID (2017 to 2019) was at 2,780 pending sales, **29% more than today**.

With the supply surging higher and demand dropping, the Expected Market Time (the number of days to sell all Orange County listings at the current buying pace) increased from 23 to 29 days in the past couple of weeks. At 29 days it remains an insane, 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 still rising rapidly. Last year the Expected Market Time was at 22 days, faster than today. The 3-year average prior to COVID was at 65 days, substantially slower than today and a Slight Seller's Market (between 60 and 90 days).

Luxury End - The luxury market cooled significantly in the past couple of weeks.









In the past couple of weeks, the luxury inventory of homes priced above \$2 million increased from 478 to 568 homes, up 19%, or an additional 90 homes, its highest level since September. The inventory has increased by 61% since ringing in a New Year, up 216 homes. Luxury demand plunged by 41 pending sales, down 16%, and now sits at 214, its lowest level



since the end of January. With the supply surging and demand plunging, the overall Expected Market Time for luxury homes priced above \$2 million increased extensively from 56 to 80 days, still an extremely hot market for luxury, but no longer instantaneous. At 80 days it is considered a Slight Seller's Market (between 60 and 90 days).

Year over year, luxury demand is down by 82 pending sales or 28%, and the active luxury listing inventory is down by 85 homes or 13%. The Expected Market Time last year was at 66 days, stronger than today. This is the first time that the Expected Market Time is **higher** than the prior year dating back to May 2020.

For homes priced between \$2 million and \$4 million, the Expected Market Time in the past two weeks increased from 40 to 61 days. For homes priced between \$4 million and \$8 million, the Expected Market Time increased from 84 to 107 days. For homes priced above \$8 million, the Expected Market Time increased from 157 to 201 days. At 201 days, a seller would be looking at placing their home into escrow around **November 2022**.

Price Ranges	Expected Market Time	Market Speed	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	19 Days		18%	28%	16 Days
O.C. \$750k-\$1m	23 Days		21%	27%	15 Days
O.C. \$1m-\$1.25m	25 Days		12%	14%	20 Days
O.C. \$1.25m-\$1.5m	30 Days		10%	10%	23 Days
O.C. \$1.5m-\$2m	31 Days		12%	11%	22 Days
O.C. \$2m-\$4m	61 Days		15%	7%	46 Days
O.C. \$4m-\$8m	107 Days		7%	2%	137 Days
O.C. \$8m+	201 Days		4%	1%	238 Days



Orange County Housing Summary

- The active listing inventory surged higher by 372 homes, up 21%, and now totals 2,104 homes, its largest two week gain since April 2018. Yet, it is still the lowest level for this time of the year since tracking began 18 years ago. In April, there were 17% fewer homes that came on the market compared to the 3-year average prior to COVID (2017 to 2019), 695 fewer. Last year, there were 2,274 homes on the market, 170 additional homes, or **8% more**. The 3-year average prior to COVID (2017 to 2019) was 6,002, or 185% more.
- Demand, the number of pending sales over the prior month, decreased by 87 pending sales in the past two weeks, down 4%, and now totals 2,154, the largest drop for an April since 2011 (ignoring the COVID lockdown months of 2020). Last year, there were 3,081 pending sales, **43% more than today**. The 3-year average prior to COVID (2017 to 2019) was 2,780, or **29% more**.
- With supply surging higher and demand dropping, the Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, surged higher from 23 to 29 days in the past couple of weeks, still an insanely Hot Seller's Market (less than 60 days), but rapidly cooling. It was at 22 days last year, stronger than today.
- For homes priced below \$750,000, the market is a Hot Seller's Market (less than 60 days) with an Expected Market Time of 19 days. This range represents 18% of the active inventory and 28% of demand.
- For homes priced between \$750,000 and \$1 million, the Expected Market Time is 23 days, a Hot Seller's Market. This range represents 21% of the active inventory and 27% of demand.
- For homes priced between \$1 million to \$1.25 million, the Expected Market Time is 25 days, a Hot Seller's Market. This range represents 12% of the active inventory and 14% of demand.
- For homes priced between \$1.25 million to \$1.5 million, the Expected Market Time is 30 days, a Hot Seller's Market. This range represents 10% of the active inventory and 10% of demand.
- For homes priced between \$1.5 million to \$2 million, the Expected Market Time is 25 days, a Hot Seller's Market. This range represents 11% of the active inventory and 10% of demand.
- For homes priced between \$2 million and \$4 million, the Expected Market Time in the past two weeks increased from 40 to 61 days. For homes priced between \$4 million and \$8 million, the Expected Market Time increased from 84 to 107 days. For homes priced above \$8 million, the Expected Market Time increased from 157 to 201 days.
- The luxury end, all homes above \$2 million, accounts for 29% of the inventory and 10% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.2% of all listings and 0.2% of demand. There are only 3 foreclosures and 1 short sales available to purchase today in all of Orange County, 4 total distressed home on the active market, up 3 from two weeks ago. Last year there were 12 total distressed homes on the market, similar to today.
- There were 2,645 closed residential resales in March, 18% less than March 2021's 3,212 closed sales. March marked a 49% increase compared to February 2022. The sales to list price ratio was 106.9% for all of Orange County. Foreclosures accounted for just 0.2% of all closed sales, and short sales accounted for 0.1%. That means that 99.7% of all sales were good ol' fashioned sellers with equity.



Orange County Cities	Current Actives 4/28/2022	Demand (Last 30 Days Pending) 4/28/2022	Market Time (In Days) 4/28/2022	Market Time 2-Weeks Ago 4/14/2022	Market Time 4-Weeks Ago 3/31/2022	Market Time 1-Year Ago 4/29/2021	Market Time 2-Years Ago 4/30/2020	Median Active List Price 4/28/2022
Aliso Viejo	33	54	18	18	13	9	58	\$799k
Anaheim	91	105	26	23	22	16	79	\$849k
Anaheim Hills	34	53	19	16	17	16	52	\$1.2m
Brea	22	32	21	14	9	16	79	\$1.0m
Buena Park	22	39	17	23	30	17	83	\$850k
Corona Del Mar	41	20	62	54	72	88	284	\$6.0m
Costa Mesa	55	64	26	22	23	15	93	\$1.3m
Coto De Caza	25	17	44	30	32	25	196	\$2.7m
Cypress	20	38	16	11	10	14	62	\$895k
Dana Point	59	35	51	31	31	31	241	\$2.5m
Dove Canyon	6	6	30	19	9	3	150	\$1.7m
Foothill Ranch	10	14	21	12	14	19	84	\$1.2m
Fountain Valley	15	28	16	26	19	14	102	\$1.0m
Fullerton	77	86	27	20	18	16	102	\$1.1m
Garden Grove	57	64	27	20	17	16	57	\$898k
Huntington Beach	147	128	34	28	20	20	123	\$1.3m
Irvine	223	211	32	23	21	25	219	\$1.5m
La Habra	27	42	19	25	17	24	58	\$850k
La Palma	2	9	7	5	18	7	23	\$739k
Ladera Ranch	24	24	30	24	13	11	84	\$1.4m
Laguna Beach	69	29	71	57	59	76	448	\$4.0m
Laguna Hills	15	26	17	28	12	26	128	\$891k
Laguna Niguel	78	58	40	28	18	23	118	\$1.8m
Laguna Woods	75	86	26	17	15	43	210	\$425k
Lake Forest	36	55	20	17	10	12	87	\$1.2m
Los Alamitos	4	2	60	90	10	75	120	\$1.5m
Mission Viejo	81	104	23	17	14	13	73	\$1.0m
Newport Beach	114	48	71	43	38	41	243	\$4.5m
Newport Coast	24	13	55	85	71	54	350	\$9.1m
North Tustin	27	19	43	39	35	48	123	\$2.1m
Orange	76	74	31	12	17	18	100	\$1.0m
Placentia	23	30	23	12	15	17	55	\$900k
Portola Hills	8	9	27	4	9	33	49	\$825k
Rancho Mission Viejo	13	22	18	17	9	13	210	\$1.4m
Rancho Santa Marg.	23	51	14	15	9	9	50	\$925k
Rossmoor	11	9	37	17	60	20	72	\$1.5m
San Clemente	64	60	32	29	21	20	155	\$2.3m
San Juan	46	38	36	20	36	26	127	\$2.2m
Santa Ana	85	86	30	35	20	29	92	\$769k
Seal Beach	22	63	10	15	15	16	174	\$612k
Stanton	12	12	30	21	25	17	47	\$800k
Talega	7	16	13	16	18	4	176	\$2.4m
Tustin	40	60	20	17	23	12	83	\$1.2m
Villa Park	14	5	84	53	19	17	315	\$3.0m
Westminster	44	29	46	36	26	10	113	\$984k
Yorba Linda	53	62	26	22	18	16	87	\$1.2m
All of O.C.	2,104	2,154	29	23	20	22	118	\$1.2m



Attached Homes	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Median Active List Price
	4/28/2022	4/28/2022	4/28/2022	4/14/2022	3/31/2022	4/29/2021	4/30/2020	4/28/2022
All of O.C.	656	863	23	19	16	20	115	\$754k
O.C. \$0-\$250k	8	16	15	15	7	35	149	\$45k
O.C. \$250k-\$500k	107	192	17	15	14	18	85	\$410k
O.C. \$500k-\$750k	212	329	19	17	14	13	108	\$649k
O.C. \$750k-\$1m	166	204	24	17	16	23	149	\$872k
O.C. \$1m+	163	122	40	36	24	39	306	\$1.4m

Detached Homes	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Median Active List Price
	4/28/2022	4/28/2022	4/28/2022	4/14/2022	3/31/2022	4/29/2021	4/30/2020	4/28/2022
All of O.C.	1,448	1,291	34	26	24	24	120	\$1.6m
O.C. \$0-\$500k	7	5	42	40	80	17	71	\$375k
O.C. \$500k-\$750k	49	71	21	17	16	15	56	\$695k
O.C. \$750k-\$1m	270	370	22	19	18	13	77	\$899k
O.C. \$1m-\$1.25m	198	247	24	17	15	19	153	\$1.2m
O.C. \$1.25m-\$1.5m	185	196	28	20	15	22	173	\$1.4m
O.C. \$1.5m-\$2m	220	208	32	24	20	21	246	\$1.7m
O.C. \$2m-\$4m	284	139	61	39	35	45	395	\$2.8m
O.C. \$4m+	235	55	128	104	125	142	568	\$7.2m

All Homes	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Median Active List Price
	4/28/2022	4/28/2022	4/28/2022	4/14/2022	3/31/2022	4/29/2021	4/30/2020	4/28/2022
All of O.C.	2,104	2,154	29	23	20	22	118	\$1.2m
O.C. \$0-\$500k	122	213	17	15	14	20	91	\$400k
O.C. \$500k-\$750k	261	400	20	17	14	13	77	\$650k
O.C. \$750k-\$1m	436	574	23	18	17	15	86	\$895k
O.C. \$1m-\$1.25m	254	300	25	19	17	20	165	\$1.2m
O.C. \$1.25m-\$1.5m	220	219	30	21	16	23	192	\$1.4m
O.C. \$1.5m-\$2m	243	234	31	25	20	22	229	\$1.7m
O.C. \$2m-\$4m	321	157	61	40	34	46	418	\$2.7m
O.C. \$4m+	247	57	130	104	128	137	586	\$6.9m

*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 March 2022	Median Sales Price	Median List Price	Sales to List Price Ratio	Low Price	High Price	Median. Square Feet	Median \$ Per Square Feet	Units Sold March 2021
Aliso Viejo	56	\$910,000	\$850,000	107%	\$475k	\$2.4m	1578	577	67
Anaheim	137	\$780,000	\$745,000	105%	\$414k	\$1.3m	1356	575	152
Anaheim Hills	46	\$1,026,250	\$947,500	106%	\$650k	\$4.3m	1752	586	70
Brea	39	\$1,006,000	\$950,000	109%	\$398k	\$1.5m	1814	555	37
Buena Park	53	\$840,000	\$809,000	104%	\$475k	\$2.0m	1509	557	57
Corona Del Mar	40	\$3,475,000	\$3,500,000	99%	\$1.6m	\$17.5m	1949	1,783	33
Costa Mesa	66	\$1,355,000	\$1,249,500	106%	\$625k	\$3.3m	1700	797	92
Coto De Caza	23	\$1,900,000	\$1,699,999	102%	\$765k	\$5.8m	3542	536	42
Cypress	35	\$1,038,000	\$950,000	104%	\$505k	\$1.7m	1767	587	46
Dana Point	54	\$1,470,000	\$1,450,000	99%	\$438k	\$33.0m	1815	810	60
Dove Canyon	8	\$1,675,750	\$1,550,000	103%	\$1.3m	\$2.3m	3153	531	5
Foothill Ranch	16	\$1,287,000	\$1,097,450	110%	\$455k	\$1.7m	1972	653	2
Fountain Valley	29	\$1,225,000	\$1,100,000	109%	\$510k	\$1.8m	1840	666	33
Fullerton	101	\$925,000	\$889,000	105%	\$270k	\$2.7m	1592	581	129
Garden Grove	66	\$850,000	\$832,450	106%	\$429k	\$1.2m	1383	615	98
Huntington Beach	173	\$1,200,000	\$1,170,000	103%	\$365k	\$8.3m	1644	730	215
Irvine	269	\$1,305,000	\$1,200,000	106%	\$445k	\$8.4m	1889	691	355
La Habra	55	\$757,500	\$739,000	104%	\$362k	\$1.6m	1278	593	33
La Palma	5	\$1,025,000	\$1,009,900	102%	\$635k	\$1.2m	2270	452	8
Ladera Ranch	42	\$1,180,000	\$1,112,500	106%	\$686k	\$4.1m	2087	565	61
Laguna Beach	47	\$2,900,000	\$2,975,000	100%	\$1.2m	\$10.1m	1901	1,526	43
Laguna Hills	37	\$1,180,000	\$1,099,000	104%	\$445k	\$10.1m	2155	548	39
Laguna Niguel	95	\$1,357,000	\$1,275,000	106%	\$460k	\$4.0m	1971	688	92
Laguna Woods	81	\$359,800	\$355,000	102%	\$5k	\$1.1m	1040	346	68
Lake Forest	72	\$1,000,000	\$934,000	106%	\$401k	\$1.9m	1693	591	1
Los Alamitos	3	\$850,000	\$850,000	104%	\$850k	\$960k	1610	528	15
Mission Viejo	129	\$1,090,000	\$950,000	107%	\$350k	\$3.4m	1720	634	156
Newport Beach	78	\$2,812,500	\$2,699,500	101%	\$615k	\$16.1m	2412	1,166	128
Newport Coast	15	\$3,650,000	\$3,500,000	99%	\$1.3m	\$27.0m	2812	1,298	20
North Tustin	22	\$1,642,500	\$1,675,000	97%	\$900k	\$14.0m	2665	616	26
Orange	91	\$915,000	\$889,000	105%	\$430k	\$3.3m	1605	570	126
Placentia	44	\$951,500	\$899,450	107%	\$440k	\$1.4m	1738	547	34
Portola Hills	14	\$1,063,500	\$976,600	109%	\$570k	\$1.5m	1823	583	17
Rancho Mission Viejo	34	\$1,140,000	\$1,124,450	103%	\$725k	\$2.3m	1966	580	30
Rancho Santa Marg.	53	\$860,000	\$799,000	108%	\$385k	\$1.6m	1345	639	2
Rosmoor	7	\$1,450,000	\$1,410,000	104%	\$1.4m	\$1.8m	2044	709	11
San Clemente	68	\$1,535,000	\$1,499,950	104%	\$570k	\$14.0m	2037	754	114
San Juan	41	\$1,440,000	\$1,300,000	103%	\$366k	\$5.5m	2284	630	51
Santa Ana	112	\$660,000	\$600,000	104%	\$249k	\$2.4m	1181	559	114
Seal Beach	50	\$357,500	\$357,500	99%	\$190k	\$11.7m	993	360	63
Stanton	16	\$635,050	\$584,450	107%	\$450k	\$860k	1262	503	23
Talega	11	\$1,885,000	\$1,632,000	106%	\$801k	\$4.3m	2987	631	30
Tustin	61	\$965,000	\$875,000	108%	\$138k	\$2.8m	1459	661	76
Villa Park	5	\$2,500,000	\$2,250,000	100%	\$1.3m	\$3.9m	4646	538	8
Westminster	34	\$981,000	\$909,000	110%	\$555k	\$1.3m	1439	682	45
Yorba Linda	69	\$1,265,000	\$1,250,000	106%	\$425k	\$3.3m	2335	542	120
All of O.C.	2,645	\$1,025,000	\$959,000	107%	\$5k	\$33.0m	1652	620	3,212
O.C. \$0-\$500k	238	\$405,000	\$392,500	103%	\$5k	\$500k	897	452	475
O.C. \$500k-\$750k	430	\$640,000	\$599,000	107%	\$502k	\$750k	1102	581	775
O.C. \$750k-\$1m	602	\$875,000	\$839,000	104%	\$752k	\$1.0m	1482	591	857
O.C. \$1m-\$1.25m	427	\$1,125,000	\$1,030,000	109%	\$1.0m	\$1.3m	1802	624	374
O.C. \$1.25m-\$1.5m	298	\$1,375,000	\$1,299,995	106%	\$1.3m	\$1.5m	2141	642	232
O.C. \$1.5m-\$2m	301	\$1,700,000	\$1,600,000	106%	\$1.5m	\$2.0m	2629	647	187
O.C. \$2m-4m	264	\$2,700,000	\$2,599,450	104%	\$2.0m	\$4.0m	3219	839	254
O.C. \$4m+	85	\$5,800,000	\$5,995,000	97%	\$4.0m	\$33.0m	4443	1,305	58

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the O.C. totals.



Orange County Cities	Current Actives	Number of Foreclosures & Short Sale Actives	% of Active Inventory	Attached	Current Actives	Number of Foreclosures & Short Sale Actives	% of Active Inventory
	4/28/2022	4/28/2022	4/28/2022		4/28/2022	4/28/2022	4/28/2022
Aliso Viejo	33	0	0.0%	All of O.C.	656	0	0.0%
Anaheim	91	0	0.0%	O.C. \$0-\$250k	8	0	0.0%
Anaheim Hills	34	0	0.0%	O.C. \$250k-\$500k	107	0	0.0%
Brea	22	1	4.5%	O.C. \$500k-\$750k	212	0	0.0%
Buena Park	22	0	0.0%	O.C. \$750k-\$1m	166	0	0.0%
Corona Del Mar	41	0	0.0%	O.C. \$1m+	163	0	0.0%
Costa Mesa	55	0	0.0%	Detached			
Coto De Caza	25	0	0.0%	All of O.C.	1,448	3	0.2%
Cypress	20	0	0.0%	O.C. \$0k-\$500k	7	0	0.0%
Dana Point	59	0	0.0%	O.C. \$500k-\$750k	49	0	0.0%
Dove Canyon	6	0	0.0%	O.C. \$750k-\$1m	270	0	0.0%
Foothill Ranch	10	0	0.0%	O.C. \$1m-\$1.5m	198	0	0.0%
Fountain Valley	15	0	0.0%	O.C. \$1.25m-\$1.5m	185	1	0.5%
Fullerton	77	1	1.3%	O.C. \$1.5m-\$2m	220	2	0.9%
Garden Grove	57	0	0.0%	O.C. \$2m-\$4m	284	0	0.0%
Huntington Beach	147	0	0.0%	O.C. \$4m+	235	0	0.0%
Irvine	223	0	0.0%	All Homes			
La Habra	27	0	0.0%	All of O.C.	2,104	3	0.1%
La Palma	2	0	0.0%	O.C. \$0k-\$500k	122	0	0.0%
Ladera Ranch	24	0	0.0%	O.C. \$500k-\$750k	261	0	0.0%
Laguna Beach	69	0	0.0%	O.C. \$750k-\$1m	436	0	0.0%
Laguna Hills	15	0	0.0%	O.C. \$1m-\$1.25m	254	0	0.0%
Laguna Niguel	78	0	0.0%	O.C. \$1.25m-\$1.5m	220	1	0.5%
Laguna Woods	75	0	0.0%	O.C. \$1.5m-\$2m	243	2	0.8%
Lake Forest	36	0	0.0%	O.C. \$2m-\$4m	321	0	0.0%
Los Alamitos	4	0	0.0%	O.C. \$4m+	247	0	0.0%
Mission Viejo	81	0	0.0%	County High Shares - Account for 100%			
Newport Beach	114	0	0.0%	Villa Park	14	1	7.1%
Newport Coast	24	0	0.0%	Brea	22	1	4.5%
North Tustin	27	0	0.0%	Fullerton	77	1	1.3%
Orange	76	0	0.0%				
Placentia	23	0	0.0%				
Portola Hills	8	0	0.0%				
Rancho Mission Viejo	13	0	0.0%				
Rancho Santa Marg.	23	0	0.0%				
Rossmoor	11	0	0.0%				
San Clemente	64	0	0.0%				
San Juan	46	0	0.0%				
Santa Ana	85	0	0.0%				
Seal Beach	22	0	0.0%				
Stanton	12	0	0.0%				
Talega	7	0	0.0%				
Tustin	40	0	0.0%				
Villa Park	14	1	7.1%				
Westminster	44	0	0.0%				
Yorba Linda	53	0	0.0%				
All of O.C.	2,104	3	0.1%				
Orange County Distressed Breakdown							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	3	4	23				
Total Short Sale	1	0	-				
				County Low Shares - No Distressed			
				Aliso Viejo	Foothill Ranch	Laguna Niguel	Rancho Mission Viejo
				Buena Park	Garden Grove	Lake Forest	Rancho Santa Ana
				Corona Del Mar	Westminster	Los Alamitos	Rossmoor
				Costa Mesa	Irvine	Mission Viejo	Seal Beach
				Coto De Caza	La Habra	Newport Beach	Stanton
				Cypress	La Palma	Portola Hills	Talega
				Dana Point	Ladera Ranch	North Tustin	Tustin
				Dove Canyon	Laguna Beach	Orange	
						Laguna Hills	

*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.



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
	4/28/2022	4/28/2022	4/28/2022	4/14/2022	3/31/2022	4/29/2021	4/30/2020
Los Angeles County	6,530	5,132	38	32	31	33	118
Orange County	2,104	2,154	29	23	20	22	114
Riverside County	3,047	3,189	29	24	22	18	112
San Bernardino County	2,821	2,097	40	33	29	22	92
San Diego County	2,335	2,654	26	22	19	20	85
Ventura County	615	598	31	24	22	35	94
SOCAL TOTALS	17,452	15,824	33	27	25	25	104

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
Foreclosure and Short Sale	4/28/2022	4/28/2022	4/28/2022	4/14/2022	3/31/2022	4/29/2021	4/30/2020
Los Angeles County	24	14	51	36	28	32	60
Orange County	4	4	30	8	18	36	69
Riverside County	17	14	36	23	20	19	77
San Bernardino County	12	9	40	25	27	14	78
San Diego County	8	12	20	33	33	42	62
Ventura County	3	3	30	75	120	45	35
SOCAL TOTALS	68	56	35	33	41	31	69