



#### Orange County Housing Report: Crickets...

September 9, 2018



Sellers are learning a lesson about patience: just because your pole is in the water, does not mean you will immediately reel in a fish.

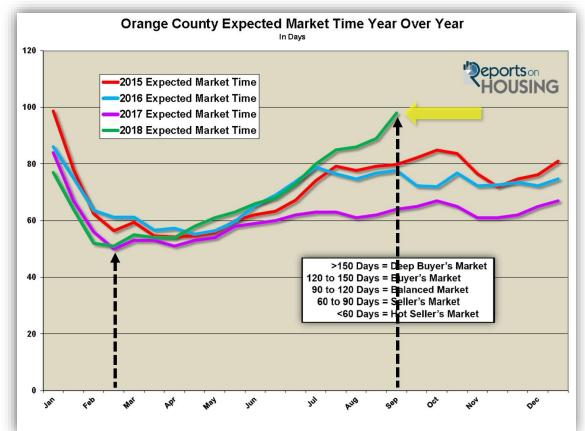
<u>A Much Slower Market</u>: With an Expected Market Time of 98 days for all of Orange County, sellers really need to pack their patience.

Sitting on the edge of a lake fishing, time stops. Sometimes the fishing is great and the bucket is filled. There are days when after fishing for hours, only one is reeled onto the dock. But, there are days, after trying every kind of bait, fishing produces absolutely nothing. A big part of fishing is all about using the bait that is working and being extremely patient.

Today's sellers remind me of a kid that goes fishing for the very first time. After five minutes with their pole in the water they inquire, "How long before I catch a fish?" They quickly realize that fishing is not instantaneous and that it requires quite a bit of time and persistence.

Current sellers have heard about how great the fishing had been and how the housing market was generating instantaneous, multiple offers. For years, up until May of this year, sellers had been selling their homes at or near their list prices, and sometimes fetched even more. Yet, the housing market has evolved. The hot Seller's Market is in the past and is not coming back anytime soon.

In looking at the Expected Market Time, the amount of time it would take to place a home on the market today and open up escrow down the road, it has grown from a low of 51 days at the end of February, to 98 days today. Anything above 90 days is a Balanced Market, one that does not favor sellers or buyers. Basically, the Expected Market Time is the current



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velocity of the housing market. The overall speed of housing has slowed considerably over time. It is a function of supply and demand. The market slows when supply increases. It also slows when demand decreases. When supply increases and demand drops at the same time, the market rapidly slows; and, that is precisely what occurred from May through today. The supply has climbed from 5,730 homes in May to 7,070 today, a 23% increase and its highest level since August 2016. In the meantime, demand dropped from 2,726 pending sales to 2,162, a 21% drop and its lowest level for this time of the year since 2007.

Sellers need to recalibrate their expectations. First, the best "bait" that is working today is **price**. Pricing at or extremely close to a home's **Fair Market Value** is critical. Next, sellers must pack their patience. Often, sellers are required to keep their poles in the water and wait for the right buyer to come along. The market, for the most part, is not delivering instant success regardless of how well a home is priced. Another issue is that many sellers are still stretching their asking prices, either wishing they could achieve more than the most recent comparable sale, or they are leaving a little room for negotiations. Both strategies result in not accomplishing the goal in selling. As a result, price reductions are rampant. 44% of the entire active listing inventory has reduced their asking price at least once.

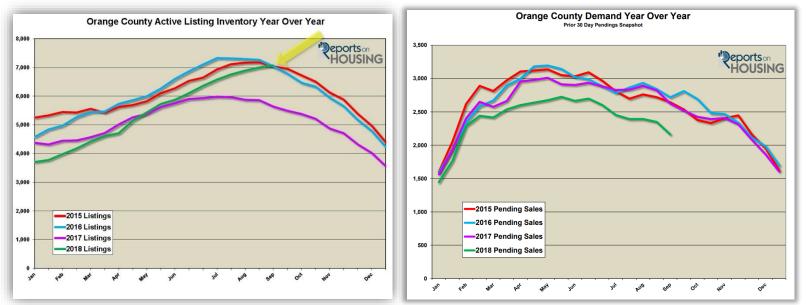
A stiff warning to buyers: it is still not a buyer's market, so paying at or very close to a home's Fair Market Value is vital in securing a home. Buyers who are busy writing offers below recent comparable sales are wasting everybody's time, including their own. The market is <u>balanced</u>. Yes, there are a few more choices, but there is not a glut of inventory. A surplus of inventory is needed to push the market in the buyer's favor. Today's market is not even close to generating a surplus of homes. In fact, the inventory has not even reached the long-term average of 8,000 homes and is about to peak for the year. Sellers are not desperate and are not going to cave to a buyer looking for a deal.

The bottom line, the market has shifted. Sellers need to adjust expectations; buyers should not get ahead of themselves.

#### Active Inventory: The active inventory grew by 1% in the past two-weeks.

The active listing inventory continued its climb in the past two-weeks, adding 69 homes, or 1%, and now totals 7,070, the highest level since August 2016. The 1% increase is the smallest increase this year, indicating the inventory is reaching a peak for 2018. Housing is now transitioning into the Autumn Market with fewer homes entering the fray and many sellers throwing in the towel and pulling their homes off the market after not finding success in both the spring and summer.

Last year at this time, there were 5,639 homes on the market, 1,431 fewer. That means that there are 25% more homes available today. The year over year difference continues to grow each week. The trend of more homes on the market year over year is here to stay.



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#### Demand: Demand dropped by an astonishing 8% in the past couple of weeks.

In the past two-weeks, demand, the number of pending sales over the prior 30-days, decreased by 188 pending sales, 8%, its largest drop of the year. Demand now totals 2,162, the lowest demand reading for this time of the year since 2007. The supply problem everybody had talked about has evolved into a demand problem with very low readings starting in May. With higher mortgage rates and property values, buyers are not as motivated to purchase as they have been.

Last year at this time, demand was at 2,624 pending sales, 21% more than today, or 462 additional pending sales.

The expected market time, the amount of time it would take for a home that comes onto the market today to be placed into escrow down the road, increased from 89 to 98 days in the past two-weeks, its highest level for this time of the year since 2011 and is a Balanced Market (between 90 and 120 days). Last year, the expected market time was at 64 days, considerably hotter than today.

#### Luxury End: Luxury demand dropped significantly over the past two-weeks.

In the past two-weeks, demand for homes above \$1.25 million decreased by 26 pending sales, down 8%, and now totals 319. It has dropped 27% since reaching a height for 2018 in mid-May. The luxury home inventory increased by 11 homes and now totals 2,144. The overall expected market time for homes priced above \$1.25 million increased from 185 to 202 days over the past two-weeks.

Year over year, luxury demand is down by 39 pending sales, or 11%, and the active luxury listing inventory is up by an additional 165 homes, or 8%. The expected market time last year was at 166 days, much better than today.

For homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 110 to 124 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 135 to 174 days. For homes priced between \$2 million and \$4 million, the expected market time decreased from 274 to 257 days. For homes priced above \$4 million, the expected market time decreased from 470 to 449 days. At 449 days, a seller would be looking at placing their home into escrow around **December 2019**.

	Expected	Share of Housing	Share of Current	
	Market Time	Inventory	Demand	Last Year
O.C. \$0-\$750k	72 Days	41%	56%	42 Days
O.C. \$750k-\$1m	90 Days	20%	22%	56 Days
O.C. \$1m-\$1.25m	113 Days	8%	8%	93 Days
O.C. \$1.25m-\$1.5m	124 Days	7%	5%	90 Days
O.C. \$1.5m-\$2m	174 Days	8%	4%	171 Days
O.C. \$2m-\$4m	257 Days	11%	4%	198 Days
O.C. \$4m+	449 Days	5%	1%	460 Days







#### **Orange County Housing Market Summary:**

- The active listing inventory increased by 69 homes in the past two weeks, up 1%, and now totals 7,070. Expect
  the inventory to peak right around now, the start of the Autumn Market. Last year, there were 5,639 homes on the
  market, 1,431 fewer than today.
- So far this year, 16% fewer homes have come on the market below \$500,000 compared to last year, and there have been 25% fewer closed sales. Fewer and fewer homes and condominiums are now priced below \$500,000. This price range is slowly vanishing.
- Demand, the number of pending sales over the prior month, decreased in the past two-weeks by 188 pending sales, 8%, its largest drop of the year, and now totals 2,162. Demand peaked in mid-May at 2,726 pending sales. Last year, there were 2,624 pending sales, 21% more than today.
- The average list price for all of Orange County dropped to \$1.5 million over the past two-weeks. This number is high due to the mix of homes in the luxury ranges that sit on the market and do not move as quickly as the lower end.
- For homes priced below \$750,000, the market is still a slight Seller's Market (less than 90 days) with an expected market time of 72 days. This range represents 41% of the active inventory and 56% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 90 days, a Balanced Market (between 90 to 120 days). This range represents 20% of the active inventory and 22% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 113 days, a Balanced Market.
- For luxury homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 110 to 124 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 135 to 174 days. For luxury homes priced between \$2 million and \$4 million, the expected market time decreased from 274 to 257 days. For luxury homes priced above \$4 million, the expected market time decreased from 470 to 449 days.
- The luxury end, all homes above \$1.25 million, accounts for 31% of the inventory and only 14% of demand.
- The expected market time for all homes in Orange County increased from 89 to 98 days, a Balanced Market (between 90 to 120 days).
- Distressed homes, both short sales and foreclosures combined, made up only 0.8% of all listings and 1.4% of demand. There are only 22 foreclosures and 34 short sales available to purchase today in all of Orange County, 56 total distressed homes on the active market, down by two from two-weeks ago. Last year there were 87 total distressed homes on the market, 55% more than today.
- There were 2,784 closed residential resales in August, 11% fewer than August 2017's 3,116. August marked a 1% increase over July 2018. The sales to list price ratio was 97.8% for all of Orange County. Foreclosures accounted for just 0.4% of all closed sales, and short sales accounted for 0.6%. That means that 99% of all sales were good ol' fashioned sellers with equity.





	Current Actives	Dem an d (Last 30 Days	Market Time (In Days)	2-Weeks Ago	4-Weeks Ago	1-Year Ago	2-Years Ago	Average Active List Price
	9/6/2018	Pendings)	9/6/2018	8/23/2018	8/9/2018	9/7/2017	9/8/2016	9/6/2018
Aliso Viejo	128	54	71	63	68 50	49	38	\$681k
Anaheim Anaheim Hille	262	109	72	63	59	53	67	\$589 k
Anaheim Hills	138	52	80	68	67	55	63	\$1.1m
Brea	95	21	136	99	87	61	73	\$923k
Buena Park	88	38	69	87	66	33	62	\$652k
Corona Del Mar	132	16	248	213	249	144	126	\$4.8m
Costa Mesa	192	79	73	71	86	57	70	\$1.0m
Coto De Caza	91	16	171	152	195	141	96	\$2.2m
Cypress	53	26	61	56	49	38	37	\$760 k
Dana Point	194	51	114	106	121	123	145	\$2.8m
Dove Canyon	22	6	110	75	375	660	90	\$1.0m
Foothill Ranch	26	11	71	81	45	21	43	\$699 k
Fountain Valley	76	33	69	67	84	29	42	\$804 k
Fullerton	210	99	64	66	91	53	67	\$881k
Garden Grove	158	71	67	73	48	44	54	\$633 k
Huntington Beach	394	154	77	66	73	59	55	\$1.3m
Irvine	758	173	131	110	93	67	90	\$1.4m
La Habra	113	52	65	64	59	48	43	\$625 k
La Palma	17	8	64	45	47	28	56	\$724 k
Ladera Ranch	115	38	91	96	85	68	104	\$1.3m
Laguna Beach	270	25	324	304	300	209	294	\$5.5m
Laguna Hills	112	25	134	98	103	55	81	\$1.2m
Laguna Niguel	266	71	112	91	96	88	100	\$1.3m
Laguna Woods	213	62	103	86	92	60	53	\$370k
Lake Forest	115	36	96	77	72	32	52	\$676 k
Los Alamitos	10	6	50	56	23	36	55	\$939 k
Mission Viejo	285	102	84	98	83	45	59	\$741k
Newport Beach	356	62	172	175	225	160	205	\$3.5m
Newport Coast	102	5	612	255	184	121	293	\$6.4m
North Tustin	86	24	108	88	129	88	135	\$1.7m
Orange	238	92	78	72	71	52	77	\$914 k
Placentia	89	35	76	57	51	39	44	\$680 k
Portola Hills	14	7	60	64	64	45	43	\$788 k
Rancho Mission Viejo	37	7	159	127	81	162	65	\$804 k
Rancho Santa Marg.	117	45	78	75	72	34	45	\$634 k
Rossmoor	19	9	63	46	47	55	*	\$1.4m
San Clemente	275	- <del>3</del> 71	116	135	107	75	130	\$1.4m \$1.9m
San Juan	140	38	110	118	124	117	91	\$1.6m
Santa Ana	235	98	72	57	63	75	71	\$610k
Seal Beach	145	30	118	105	72	30	60	\$518k
	24	10	72	58	47	28	42	\$662k
Stanton		10			47 88	63		
Talega Tuatin	51		81	118			123	\$1.1m
Tustin Ville Bark	119	45	79	56	59	40	69	\$939k
Villa Park	29	4	218	188	360	63	204	\$1.7m
Westminster	54	32	51	48	55	29	44	\$757k
Yorba Linda	270	69	117	116	93	88	100	\$1.3m
All of O.C.	7,070	2,162	98	89	86	64	78	\$1.5m

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#### **Attached Homes**

	Current Actives 9/6/2018	Demand (Last 30 Days Pendings)	Market Time (In Days) 9 <i>1</i> 6/2018	2-Weeks Ago 8/23/2018	4-Weeks Ago 8/9/2018	1-Year Ago 9 <i>17 1</i> 2017	2-Years Ago 9/8/2016	Average Active List Price 9/6/2018
All of O.C.	2,417	799	91	78	74	51	62	\$699 k
O.C. \$0-\$250k	118	41	86	66	65	32	40	\$210k
O.C. \$250k-\$500k	913	357	77	64	60	37	52	\$399 k
O.C. \$500k-\$750k	792	294	81	77	69	55	62	\$618 k
O.C. \$750k-\$1m	302	63	144	103	111	90	136	\$857 k
O.C. \$1m+	292	44	199	159	182	142	242	\$1.9m

Current Actives Vacant

36.2%

#### **Detached Homes**

	Current Actives 9/6/2018	Dem an d (Last 30 Days Pendings)	Market Time (In Days) 9 <i>1</i> 6/2018	2-Weeks Ago 8/23/2018	4-Weeks Ago 8/9/2018	1-Year Ago 9 <i>17 1</i> 2017	2-Years Ago 9/8/2016	Average Active List Price 9/6/2018
All of O.C.	4,626	1,352	103	96	94	73	87	\$2.0m
O.C. \$0-\$500k	71	37	58	45	52	38	39	\$433 k
O.C. \$500k-\$750k	961	466	62	59	52	41	49	\$659 k
O.C. \$750k-\$1m	1,145	415	83	78	79	52	84	\$872k
O.C. \$1m-\$1.25m	529	142	112	98	91	87	117	\$1.1m
O.C. \$1.25m-\$1.5m	402	104	116	105	90	92	117	\$1.4m
O.C. \$1.5m-\$2m	462	85	163	135	183	167	153	\$1.8m
O.C. \$2m-\$4m	676	79	257	277	277	192	360	\$2.8m
O.C. \$4m+	380	24	475	453	505	496	494	\$9.4m

Current Actives Vacant

25.1%

#### All Homes

	Current Actives 9/6/2018	Dem an d (Last 30 Days Pendings)	Market Time (In Days) 9 <i>1</i> 6/2018	2-Weeks Ago 8/23/2018	4-W eek s Ag o 8/9/2018	1-Year Ago 9 <i>17 1</i> 2017	2-Years Ago 9 <i>1</i> 8/2016	Average Active List Price 9/6/2018
All of O.C.	7,070	2,162	98	89	86	64	78	\$1.5m
O.C. \$0-\$500k	1,111	439	76	63	60	36	49	\$381k
O.C. \$500k-\$750k	1,763	764	69	66	59	46	53	\$640 k
O.C. \$750k-\$1m	1,451	481	90	82	84	56	88	\$869 k
O.C. \$1m-\$1.25m	601	159	113	101	94	93	126	\$1.1m
O.C. \$1.25m-\$1.5m	463	112	124	110	93	90	159	\$1.4m
O.C. \$1.5m -\$2m	539	93	174	135	183	171	159	\$1.7m
O.C. \$2m-\$4m	753	88	257	274	294	198	342	\$2.8m
O.C. \$4m+	389	26	449	470	523	460	507	\$9.3m

#### **Current Actives Vacant**

t 28.8%

\*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the 0.C. totals.

Due to Range Price listings, "Al Homes,"" Attached" and "Detached" totals do not add up and are slightly off.





				Sales to					
	Units	Average		List			Avg.	Avg. \$ Per	Units
	Sold	Sales	Average	Price	Low	High	Square	Square	Sold
	Aug 2018	Price	List Price	Ratio	Price	Price	Feet	Feet	Aug 2017
Aliso Viejo	63	\$645,801	\$652,145	99.0%	\$334k	\$1.7m	1,531	\$422	81
Anaheim	139	\$555,962	\$559,208	99.4%	\$252k	\$1.1m	1,508	\$369	164
Anaheim Hills	59	\$822,198	\$830,250	99.0%	\$460k	\$2.0m	2,152	\$382	63
Brea	44	\$812,985	\$819,916	99.2%	\$440k	\$1.8m	2,213	\$367	40
Buena Park	50	\$599,454	\$609,584	98.3%	\$335k	\$1.1m	1,572	\$381	52
Corona Del Mar	19			95.6%	\$1.3m	\$5.9m	2,565	\$1,283	25
Costa Mesa	82	\$852,460	\$862,449	<b>9</b> 8.8%	\$425k	\$1.7m	1,677	\$508	88
Coto De Caza	16	\$1,391,313	\$1,459,991	95.3%	\$520k	\$5.1m	3,600	\$386	23
Cypress	37	\$646,208	\$650,427	99.4%	\$370k	\$1.2m	1,659	\$390	33
Dana Point	53			<b>95</b> .8%	\$350k	\$5.9m	1,966	\$671	60
Dove Canyon	3	\$1,211,667	\$1,297,633	93.4%	\$88 <b>5</b> k	\$1.7m	3,321	\$365	10
Foothill Ranch	10	\$766,990	\$770,840	99.5%	\$654k	\$945k	1,905	\$403	18
Fountain Valley	41	\$803,388	\$806,600	99.6%	\$415k	\$1.2m	1, <b>9</b> 88	\$404	37
Fullerton	102	\$663,010	\$670,536	98.9%	\$195k	\$1.5m	1,660	\$399	131
Garden Grove	101	\$584,338	\$584,669	99.9%	\$288k	\$1.0m	1,497	\$390	100
Huntington Beach	185	\$866,731	\$877,885	<b>9</b> 8.7%	\$150k	\$2.6m	1,726	\$502	200
Irvine	285	1,012,201	\$1,032,409	98.0%	\$327k	\$5.7m	2,020	\$501	297
La Habra	53	\$570,270	\$569,849	100.1%	\$266k	\$1.4m	1,582	\$360	65
La Palma	12	\$770,458	\$778,867	98.9%	\$645k	\$960k	2,089	\$369	18
Ladera Ranch	40	\$886,161	\$900,779	98.4%	\$400k	\$2.0m	2,437	\$364	56
Laguna Beach	33		\$3,385,041	98.4%	\$585k	\$35.8m	2,215	\$1,503	35
Laguna Hills	37	\$780,783	\$788,062	99.1%	\$390k	\$1.7m	2,089	\$374	44
Laguna Niguel	102	\$986,883	\$1,004,702	98.2%	\$307k	\$6.6m	2,192	\$450	109
Laguna Woods	85	\$334,234	\$340,532	98.2%	\$35k	\$1.3m	1,111	\$301	81
Lake Forest	54	\$574,343	\$585,639 \$704,720	98.1%	\$275k	\$1.4m	1,484	\$387	71
Los Alamitos	8 136	\$789,250 \$705,282	\$791,738	99.7% 98.8%	\$425k	\$1.1m \$1.3m	1,522	\$519 \$387	10 136
Mission Viejo	76	\$705,283 \$2,298,172	\$714,045 \$2,395,207	<u>98.8%</u> 95.9%	\$290k \$412k		1,822 2,605	\$882	94
Newport Beach Newport Coast	17		\$4,733,793	<u>95.9%</u> 94.1%	\$950k	\$11.7m \$15.8m	4,546	\$002 \$980	94 17
North Tustin	23		\$1,309,043	99.0%	\$681k	\$15.6m	3,250	\$399	28
Orange	118	\$740,386	\$753,480	<u>98.3%</u>	\$285k	\$2.0m	1,855	\$399	126
Placentia	51	\$646,316	\$650,437	<u>99.3 %</u> 99.4%	\$255k	\$950k	1,855	\$365	46
Portola Hills	6	\$693,500	\$720,817	96.2%	\$399k	\$999k	2,012	\$345	40 6
Rancho Mission Viejo	16	\$785,453	\$797,281	98.5%	\$513k	\$3337K \$1.4m	2,012	\$392	3
Rancho Santa Marg.	43	\$573,239	\$580,302	98.8%	\$300k	\$1.1m	1,441	\$398	75
Rosmoor	9		\$1,305,522	95.2%	\$900k	\$1.8m	2,674	\$465	9
San Clemente	90		\$1,114,254	98.8%	\$282k	\$4.1m	2,335	\$472	102
San Juan	55	\$982,086	\$1,006,950	97.5%	\$270k	\$2.6m	2,440	\$402	39
Santa Ana	106		\$574,707	99.5%	\$225k	\$1.4m	1,575	\$363	136
Seal Beach	57	\$548,715	\$561,335	97.8%	\$145k	\$4.3m	1,260	\$435	83
Stanton	13	\$475,308	\$475,200	100.0%	\$388k	\$610k	1,247	\$381	24
Talega	19	\$985,059	\$996,600	98.8%	\$488k	\$1.5m	2,823	\$349	19
Tustin	69	\$655,216	\$656,354	99.8%	\$305k	\$1.4m	1,571	\$417	84
Villa Park	1	\$950,000	\$975,000	97.4%	\$950k	\$950k	2,212	\$429	8
Westminster	33	\$667,936	\$675,620	98.9%	\$510k	\$839k	1,590	\$420	39
Yorba Linda	108	\$964,910	\$983,561	<b>9</b> 8.1%	\$228k	\$3.5m	2,506	\$385	93
All of O.C.	2,784	\$895,494	\$912,919	<b>9</b> 8.1%	\$35k	\$35.8m	1,892	\$473	3,116
O.C. \$0-\$500k	583	\$380,383	\$384,967	<b>9</b> 8.8%	\$35k	\$500k	1,035	\$368	788
O.C. \$500k-\$750k	997	\$630,644	\$635,422	99.2%	\$502k	\$750k	1,515	\$416	1,149
O.C. \$750k-\$1m	596	\$862,402	\$870,639	99.1%	\$751k	\$1.0m	2,142	\$403	587
O.C. \$1m-\$1.25m	228		\$1,144,654	98.1%	\$1.0m	\$1.25m	2,636	\$426	205
O.C. \$1.25m-\$1.5m	145		\$1,392,339	97.9%	\$1.25m	\$1.5m	3,042	\$448	128
O.C. \$1.5m-\$2m	102		\$1,766,634	97.2%	\$1.5m	\$2.0m	3,121	\$550	118
O.C. \$2m-4m	98		\$2,805,130	95.7%	\$2.0m	\$4.0m	3,536	\$759	109
O.C. \$4m+	35	. , ,	\$7,145,768	95.5%	\$4.0m	\$35.8m	5,009	\$1,363	26
*Data tabulated from CRMLS. This data	may not reflect all r				t are included in		- ·		

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CurrentActiveCurrent& Short SaleActiveActivesTotalInventoryActivesActivesInventory9/6/20189/6/20189/6/20189/6/20189/6/20189/6/2018				<i></i>			Number of	<i></i>
Actives 9/6/2018         Total 9/6/2018         Inventory 9/6/2018         Attached 9/6/2018         Actives 9/6/2018         Actives 9/6/2018         Inventory 9/6/2018           Anaheim         262         3         1.1%         O.C. \$260k.\$500k         118         8         0.5%           Anaheim         262         3         1.1%         O.C. \$260k.\$500k         118         8         0.5%           Anaheim         262         3         1.1%         O.C. \$00k.\$500k         131         4         0.5%           Brea         95         2         2.1%         O.C. \$0k0k.\$1m         302         1         0.3%           Corona Del Mar         132         0         0.0%         Oct \$1m+         292         1         0.3%           Costa Mesa         192         2         0.0%         Oct \$1m+         292         1         0.3%           Costa Mesa         192         2         0.0%         Oct \$1m+1         14         0.4%           Dove Canyon         22         0         0.0%         Oct \$1m+1.5m         59         7         1.3%           Fountain Valley         76         1         1.3%         Oct \$1m+51.5m         59         7         1.3%		<b>.</b> .		% of		<u> </u>	Foreclosures	% of
9/6/2018         0.0%         0.C. \$200k.\$500k         913         4         0.5%           Anaheim Hills         138         1         0.7%         O.C. \$200k.\$750k         913         4         0.5%           Goran Del Mar         132         0         0.0%         O.C. \$750k.\$1m         302         1         0.3%           Costa Mesa         192         2         1.0%         All of O.C.         4.626         38         0.4%           Costa Mesa         192         2         0         0.0%         C.C. \$500k.\$1m         1.145         10         9.6%           Dove Canyon         22         0         0.0%         C.C. \$100k.\$10k         1.145         10         9.6%           Fourthain Valley         76         1         1.3%         C.C. \$100k.\$10k         1.14         1.4         1.4         1.4         1.4         1.4 </td <td></td> <td></td> <td><b>T</b> . ( . )</td> <td></td> <td></td> <td></td> <td></td> <td></td>			<b>T</b> . ( . )					
Alise Viejo         128         0         0.9%         All of 0.C.         2.417         3         2.878           Anaheim         138         1         0.7%         0.C.\$052200         118         8         0.99           Anaheim         138         1         0.7%         0.C.\$3520k.\$500k         792         1         0.33           Brea         95         2         2.1%         0.0%         0.C.\$350k.\$750k.71m         302         1         0.33           Corona Del Mar         132         0         0.0%         0.C.\$3760k.\$1m         302         1         0.33           Costa Mesa         192         2         1.0%         Dctached         0.0%         0.5         Stock \$150k         71         1         1.4%           Costa Mesa         192         0.0%         0.C.\$3760k.\$1m         1.145         10         0.9%           Dove Canyon         22         0         0.0%         0.C.\$3760k.\$1m         1.145         10         0.9%           Fountain Valley         76         1         1.3%         0.C.\$3760k.\$1750k         961         9         0.9%           Fountain Valley         76         1         1.9%         0.C.\$3760k.\$1750k				-				Inventory
Anaheim         262         3         1.1%         C.C. 50-5250k         118         8         0.9%           Brea         95         2         2.1%         C.C. 5750k.5700k         913         4         0.6%           Buena Park         95         2         2.1%         C.C. 5750k.570k         792         1         0.3%           Gorona Del Mar         132         0         0.0%         C.C. 5760k.57m         302         1         0.3%           Costa Mesa         192         2         1.0%         Detached         Utility         0.3%           Costa Mesa         192         0.0%         O.C. \$70k.57m         0.1%         0.2         0.3%           Costa Mesa         0         0.0%         O.C. \$70k.57b(k         981         9         0.9%           Costa Mesa         0.11         1.4%         0.0%         0.C. \$70k.51m         1.145         10         0.9%           Fountain Valley         76         1         1.3%         O.C. \$1m.51.5m         529         7         1.3%           Fullerton         210         4         1.9%         O.C. \$1m.51.5m         529         7         1.3%           Invine         788         2<								9/6/2018
Anahem Hills         138         1         0.7%         C.C. S250k-S500k         913         4         0.6%           Brea         95         2         2.1%         O.C. S00k-S750k         792         1         0.3%           Buena Park         98         0         0.0%         O.C. S750k-S1m         302         1         0.3%           Corona Del Mar         132         0         0.0%         O.C. S750k-S1m         302         1         0.3%           Coto De Caza         91         0         0.0%         O.C. S0k-S500k         761         1         1.4%           Dove Canyon         22         0         0.0%         O.C. S0k-S500k         761         1         1.4%           Fountain Valley         76         1         1.3%         O.C. S1m-S15m         529         7         1.3%           Fullerton         210         4         1.9%         O.C. S1m-S15m         4622         5         1.1%           Huntington Beach         384         3         0.6%         O.C. S1m-S15m         4622         5         1.1%           La Paima         173         2         0.3%         O.C. S0k-S500k         1.0.3%         0.3%           L						,		2.5%
Brea         95         2         2.1%         O.C. \$500k-\$170k         792         1         0.3%           Buena Park         88         0         0.0%         C.C. \$70k-\$1m         302         1         0.3%           Corona Del Mar         132         0         0.0%         C.C. \$70k-\$1m         302         1         0.3%           Costa Mesa         192         2         1.0%         Detached         Detached           Corona Del Mar         132         0         0.0%         C.C. \$70k-\$1m         302         1         0.3%           Coto De Caza         91         0         0.0%         C.C. \$70k-\$1m         11         1.4%           Dowe Camyon         22         0         0.0%         C.C. \$150k-\$1m         1.145         10         0.9%           Fountain Valley         76         1         1.3%         0.0.5         51m-\$1m         622         1.1%           Garden Grove         188         0         0.0%         C.C. \$1m-\$1m         622         1.3%           Ladera Ranch         115         3         2.6%         O.C. \$0k-\$500k         1.111         1.2%           Laguna Niguel         266         1         0.4%								
Buena Park         88         0         0.0%         C.C. \$750k.\$1m         302         1         0.3%           Corona Del Mar         132         0         0.0%         C.S. \$1m+         292         1         0.3%           Costa Mesa         192         2         1.0%         Detached         292         1         0.3%           Costa Mesa         192         2         1.0%         Detached         292         1         0.3%           Costa Mesa         192         0         0.0%         C.S. \$0k-\$500k         710         1         1.4%           Dove Canyon         22         0         0.0%         C.S. \$0k-\$500k         710         1         1.4%           Fountain Valley         76         1         1.3%         C.S. \$1m+1         1.14%         10         0.9%           Fountain Valley         76         1         1.3%         C.S. \$1m+31.5m         422         5         1.1%           Hurington Beach         240         0.8%         C.S. \$1m+31.5m         422         5         1.1%           La Palma         17         0         0.0%         C.S. \$1m+31.5m         433         1         0.3%           Ladera Ranch								
Corona Del Mar         132         0         0.0%         Detached           Costa Mesia         192         2         1.0%         Detached           Coto De Caza         91         0         0.0%         All of O.C.         4,626         38         0.8%           Cypress         53         1         1.9%         C.S Stok-\$500k         71         1         1.4%           Dava Point         194         2         1.0%         C.S Stok-\$500k         71         1         1.4%           Dove Canyon         22         0         0.0%         C.S Stok-\$500k         71         1         1.4%           Pountain Valley         76         1         1.3%         0.2.5 Stok-\$500k         71         1.0%           Fullerton         210         4         1.9%         0.C. Stams*15.m         529         7         1.3%           Unington Beach         394         3         0.8%         0.C. Stams*15.m         462         6         1.1%           La Palma         17         0         0.0%         0.C. Stams*1.5m         462         0.3%           La Palma         17         0         0.0%         0.C. Stam*1.783         1.0.4%         0.C. Stam*1.330<								
Costa Mesa         192         2         1.0%         Detached           Coto De Caza         91         0         0.0%         All of O.C.         4,626         38         0.8%           Dana Point         194         2         1.0%         C.C. \$04x5500k         71         1         1.4%           Dove Canyon         22         0         0.0%         C.C. \$500x5750k         961         9         0.9%           Foothill Ranch         26         0         0.0%         C.C. \$510x51.5m         529         7         1.3%           Fountain Valley         76         1         1.3%         O.C. \$15m51.5m         529         7         1.3%           Fullerton         210         4         1.9%         O.C. \$15m51.5m         402         3         0.7%           Irvine         758         2         0.3%         O.C. \$15m51.5m         402         5         1.1%           La Palma         17         0         0.0%         O.C. \$4m+         380         1         0.3%           Lagera Ranch         115         3         2.6%         All of O.C.         7.070         56         0.8%           Laguna Niguel         2.86         1			_					
Coto De Caza         91         0         0.0%         Deteches           Cypress         53         1         1.9%         All of O.C.         4,626         38         0.8%           Dana Point         194         2         1.0%         O.C. \$0K-\$500k         71         1         1.4%           Dove Canyon         22         0         0.0%         C.C. \$570k-\$1m         1.145         10         0.9%           Fountain Valley         76         1         1.3%         O.C. \$12:5m-\$15m         402         3         0.7%           Garden Grove         158         0         0.0%         O.C. \$12:m-\$15m         402         3         0.7%           Garden Grove         158         0         0.0%         O.C. \$12:m-\$15m         462         5         1.1%           Irvine         768         2         0.3%         O.C. \$3m#4         380         1         0.3%           Ladera Ranch         115         3         2.6%         All of O.C.         7.070         56         0.8%           Laguna Wiguel         266         1         0.4%         O.C. \$10k-\$10kit         11         0.8%         0.6%         3         0.6%         0.770         56 </td <td></td> <td></td> <td></td> <td></td> <td>O.C. \$1m+</td> <td>292</td> <td>  1</td> <td>0.3%</td>					O.C. \$1m+	292	1	0.3%
Coro be Caza         S1         0         0.0%         0.0%           Dana Point         194         2         1.9%         All of O.C.         4.626         38         0.8%           Dana Point         194         2         1.9%         All of O.C.         4.626         38         0.8%           Dove Canyon         22         0         0.0%         CC. SQUESSON         961         9         0.9%           Fountain Valley         76         1         1.3%         O.C. SITESTISM         1.145         10         0.9%           Fountain Valley         76         1         1.3%         O.C. SITESTISM         402         3         0.7%           Garden Grove         158         0         0.0%         O.C. SITESTISM         402         3         1.9%           La Palma         113         2         1.8%         O.C. SAms4m         380         1         0.3%           Laguana Beach         270         1         0.4%         O.C. SMS500k         1,111         12         1.1%           Laguana Nyael         266         1         0.4%         O.C. SMS500k         1,711         1         0.8%           Laguana Nyael         266 <td< td=""><td></td><td></td><td></td><td></td><td>Detached</td><td></td><td></td><td></td></td<>					Detached			
Date Point         194         2         1.0%         O.C. \$0x, \$500k         71         1         1.4%           Dove Canyon         22         0         0.0%         O.C. \$500k.\$750k         961         9         0.9%           Fourtain Valley         76         1         1.3%         O.C. \$126m.\$1.5m         529         7         1.3%           Fourtain Valley         76         1         1.3%         O.C. \$12.5m.\$1.5m         529         7         1.3%           Garden Grove         158         0         0.0%         O.C. \$12.5m.\$1.5m         422         3.0%           Huntington Beach         394         3         0.8%         O.C. \$4m+         380         1         0.3%           La Palma         17         0         0.0%         O.C. \$4m+         380         1         0.3%           Laguna Beach         270         1         0.4%         O.C. \$500k \$10k         1.111         12         1.1%           Laguna Nguel         266         1         0.4%         O.C. \$750k \$10k         1.763         13         0.7%           Laguna Woods         213         2         0.8%         O.C. \$51.500k \$10k         1.111         0.8%         0.6%			-			1		
Dove Canyon         22         0         0.0%         O.C. \$500k.\$750k         9e1         9         0.9%           Foothill Ranch         26         0         0.0%         O.C. \$100k.\$1m         1.145         10         0.9%           Fountain Valley         76         1         1.3%         O.C. \$10.8%1.5m         629         7         1.3%           Fullerton         210         4         1.9%         O.C. \$1.5m.\$1.5m         402         3         0.7%           Huntington Beach         394         3         0.8%         O.C. \$1.5m.\$2m         442         5         1.1%           La Palma         17         0         0.0%         O.C. \$4m+         380         1         0.3%           Ladera Ranch         115         3         2.6%         All Homes			-					
Foothill Ranch         26         0         0.0%         O.C. \$750k.\$1m         1.145         10         0.9%           Fountain Valley         76         1         1.3%         O.C. \$1m.\$1.5m         529         7         1.3%           Garden Grove         168         0         0.0%         C.C. \$1.25m.\$1.5m         402         3         0.7%           Garden Grove         168         0         0.0%         C.C. \$1.25m.\$1.5m         402         3         0.7%           La Habra         113         2         1.8%         O.C. \$4m+         380         1         0.3%           La Palma         17         0         0.0%         All Homes         1         0.3%           Ladera Ranch         115         3         2.6%         All of O.C.         7.070         56         0.8%           Laguna Baech         270         1         0.4%         O.C. \$50k.\$500k         1,111         12         1.1%           Laguna Woods         213         2         0.9%         O.C. \$1.5m.\$1.5m         463         3         0.6%           Lasguna Woods         213         2         0.9%         O.C. \$1.5m.\$1.5m         463         3         0.6%								
Fountain Valley         76         1         1.3%         C.C. \$1m-\$1.5m         529         7         1.3%           Fullerton         210         4         1.9%         O.C. \$1m-\$1.5m         402         3         0.7%           Garden Grove         158         0         0.0%         C.S. \$1m-\$2m         462         5         1.1%           Huntington Beach         394         3         0.8%         O.C. \$1m-\$1m-\$2m         462         5         1.1%           La Habra         113         2         1.8%         O.C. \$2m-\$4m         676         2         0.3%           Ladera Ranch         115         3         2.6%         All of O.C.         7,070         56         0.8%           Laguna Hills         112         2         1.8%         O.C. \$50k.\$500k         1.763         13         0.7%           Laguna Niguel         266         1         0.4%         O.C. \$750k.\$1m         1.451         11         0.8%           Lake Forest         115         1         0.9%         O.C. \$1m-\$1.25m         601         7         1.2%           Mission Viejo         285         4         1.4%         O.C. \$1m-\$2m         539         5         0.9%			-				-	
Fullerton         210         4         1.9%         0.C. \$1.26m-\$1.5m         402         3         0.7%           Garden Grove         158         0         0.0%         C. \$1.5m.\$2m         462         5         1.1%           Huntington Beach         394         3         0.8%         C. \$2m.\$4m         676         2         0.3%           La Habra         113         2         1.8%         0.C. \$4m+         380         1         0.3%           Ladera Ranch         115         3         2.8%         All Homes         All         All         10.3%           Laguna Beach         270         1         0.4%         O.C. \$500.\$750k         1.763         13         0.7%           Laguna Woods         213         2         0.8%         0.C. \$1.25m.\$1.5m         601         7         1.2%           Laguna Woods         115         1         0.9%         0.C. \$1.25m.\$1.5m         601         7         1.2%           Lase Forest         115         1         0.9%         0.C. \$1.25m.\$2m         639         5         0.9%           Mission Viejo         285         4         1.4%         0.71%         0.3%         0.2.5         5         0			-					
Garden Grove         158         0         0.0%         C. C. \$1.5m.\$2m         462         5         1.1%           Huntington Beach         394         3         0.8%         O.C. \$2m.\$4m         676         2         0.3%           La Habra         113         2         1.8%         O.C. \$4m++         380         1         0.3%           La Habra         115         3         2.6%         All Homes         700         56         0.8%           Laguna Hills         112         2         1.8%         O.C. \$kk-\$500k         1,763         13         0.7%           Laguna Niguel         266         1         0.4%         O.C. \$fi.5m.\$125m         601         7         128           Lake Forest         115         0.9%         O.C. \$fi.5m.\$2m         633         0.6%           Lake Forest         10         0         0.0%         O.C. \$fi.5m.\$2m         53         5         0.9%           Newport Coast         102         0         0.0%         O.C. \$fi.5m.\$2m         53         1         0.3%           Parcenta         89         1         1.1%         Villa Park         29         1         3.4%           Newport Coast <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>								
Huntington Beach         394         3         0.8%         O.C. \$2m-\$4m         676         2         0.3%           La Habra         113         2         0.3%         O.C. \$4m+         380         1         0.3%           La Palma         17         0         0.0%         All Homes         All Homes         1         0.3%           La Palma         17         0         0.0%         All Homes         1         0.3%         1         0.3%           Laguna Beach         270         1         0.4%         O.C. \$500k-\$10k         1.111         12         1.1%           Laguna Hills         112         2         1.8%         O.C. \$500k-\$10k         1.763         13         0.7%           Laguna Woods         213         2         0.9%         O.C. \$150k-\$1m         1.451         1         0.8%           Los Alamitos         10         0         0.0%         O.C. \$15.591         5         0.9%           Jos Alagon Piezon         366         0         0.0%         O.C. \$10m+125m         389         1         0.3%           Newport Coast         102         0         0.0%         Santa Ana         235         5         2.1%								
Irvine         758         2         0.3%         O.C. \$4m+         380         1         0.3%           La Habra         113         2         1.8%         All Homes         All Homes         All Homes           Ladera Ranch         115         3         2.6%         All of O.C.         7,070         56         0.8%           Laguna Beach         270         1         0.4%         O.C. \$30k-\$500k         1,111         12         1.1%           Laguna Niguel         266         1         0.4%         O.C. \$10k-\$500k         1,763         13         0.7%           Laguna Niguel         266         1         0.4%         O.C. \$1m-\$1.25m         601         7         1.2%           Lake Forest         115         1         0.9%         O.C. \$1m-\$1.25m         601         7         1.2%           Newport Beach         356         0         0.0%         O.C. \$1m-\$1.25m         53         5         0.9%           Orange         238         1         0.4%         O.C. \$1m-\$1.25m         601         7.1%           Partola Hills         14         1         7.1%         O.C. \$1m-\$1.25m         5         0.9%           Rancho Mission Viejo			-					
La Habra         113         2         1.8%         All Homes           La Paima         17         0         0.0%         All of O.C.         7,070         56         0.8%           Laguna Beach         270         1         0.4%         O.C. \$\s0x4\$500k         1,111         12         1.1%           Laguna Hills         112         2         1.8%         O.C. \$\s0x4\$500k         1,163         13         0.7%           Laguna Niguel         266         1         0.4%         O.C. \$\s0x4\$500k         1,451         11         0.8%           Laguna Niguel         266         1         0.4%         O.C. \$\s1x50k+\$1m         1,451         11         0.8%           Lake Forest         115         1         0.9%         O.C. \$\s1x5m+\$1.5m         463         3         0.6%           Newport Beach         356         0         0.0%         O.C. \$\s1x5m+\$1.5m         73         0.4%           Portola Hills         14         1         7.1%         Ladera Ranch         115         3         2.6%           Rancho Mission Viejo         37         0         0.0%         Santa Ana         235         5         2.1%           Rancho Mission Viejo								
La Palma         17         0         0.0%         All Florids           Ladgra Ranch         115         3         2.6%         All of O.C.         7,070         56         0.8%           Laguna Beach         270         1         0.4%         O.C. \$00k-\$500k         1,111         12         1.1%           Laguna Niguel         266         1         0.4%         O.C. \$750k-\$1m         1,451         11         0.8%           Laguna Woods         213         2         0.9%         O.C. \$1m-\$1.25m         601         7         1.2%           Laguna Woods         213         2         0.9%         O.C. \$1m-\$1.25m         601         7         1.2%           Lake Forest         115         1         0.9%         O.C. \$1.25m-\$1.5m         603         3         0.6%           Los Alamitos         10         0         0.0%         O.C. \$1.25m-\$2m         539         5         0.3%           Newport Coast         102         0         0.0%         O.C. \$4m+         389         1         0.3%           Portola Hills         14         1         7.1%         Villa Park         29         1         3.4%           Portola Hillis         14					0.C. \$4m+	380		0.3%
Ladera Ranch         115         3         2.6%         All of O.C.         7,070         56         0.8%           Laguna Beach         270         1         0.4%         O.C. \$0k-\$500k         1,111         12         1.1%           Laguna Niguel         266         1         0.4%         O.C. \$500k-\$750k         1,111         12         1.1%           Laguna Niguel         266         1         0.4%         O.C. \$150k-\$1m         1,451         11         0.8%           Lake Forest         115         1         0.9%         O.C. \$1.5m-\$1.5m         601         7         1.2%           Lake Forest         10         0         0.0%         O.C. \$1.5m-\$2m         539         5         0.9%           Mewport Beach         356         0         0.0%         O.C. \$4m+         389         1         0.3%           Newport Coast         102         0         0.0%         Oc. \$4m+         389         1         0.3%           Rancho Mission Viejo         37         0         0.0%         Santa Ranch         115         3         2.6%           Rancho Mission Viejo         37         0         0.0%         Santa Ana         235         5         2.1%<					All Homes			
Laguna Beach         270         1         0.4%         O.C. \$0k-\$500k         1.111         12         1.1%           Laguna Hills         112         2         1.8%         O.C. \$0k-\$500k         1,763         13         0.7%           Laguna Niguel         266         1         0.4%         O.C. \$750k.\$70k         1,763         13         0.7%           Laguna Woods         213         2         0.9%         O.C. \$115m-\$125m         601         7         1.2%           Lake Forest         115         1         0.9%         O.C. \$115m-\$125m         601         7         1.2%           Los Alamitos         10         0         0.0%         O.C. \$15m-\$2m         539         5         0.9%           Mission Viejo         285         4         1.4%         O.C. \$2m-\$4m         763         3         0.4%           Newport Beach         356         0         0.0%         O.C. \$4m+         389         1         0.3%           Orange         238         1         0.4%         Portola Hills         14         1         7.1%           Patcentia         89         1         1.1%         Villa Park         29         1         3.4%			-			7.070	50	0.0%
Laguna Hills         112         2         1.8%         O.C. \$500k-\$750k         1.763         13         0.7%           Laguna Niguel         266         1         0.4%         O.C. \$500k-\$750k         1.763         13         0.7%           Laguna Niguel         266         1         0.4%         O.C. \$510k-\$1.5m         1.451         11         0.8%           Laguna Woods         213         2         0.9%         O.C. \$1m.\$1.25m         601         7         1.2%           Lake Forest         115         1         0.9%         O.C. \$1.5m.\$1.5m         463         3         0.6%           Los Alamitos         10         0         0.0%         O.C. \$1.5m.\$2m.\$1.5m         463         3         0.4%           Newport Beach         356         0         0.0%         O.C. \$4m+         389         1         0.3%           Orange         238         1         0.4%         Portola Hills         14         1         7.1%           Parcha Mission Viejo         37         0         0.0%         Santa Ana         235         5         2.1%           Rancho Mission Viejo         37         0         0.0%         Brea         95         2         1.1%								
Laguna Niguel         266         1         0.4%         0.C. \$750k-\$1m         1,451         11         0.8%           Layuna Woods         213         2         0.9%         0.C. \$750k-\$1m         1,451         11         0.8%           Lake Forest         115         1         0.9%         0.C. \$11.5m.\$1.5m         601         7         1.2%           Lake Forest         115         1         0.9%         0.C. \$11.5m.\$2m         539         5         0.9%           Los Alamitos         10         0         0.0%         0.C. \$15m.\$2m         539         5         0.9%           Newport Coast         102         0         0.0%         0.C. \$2m.\$4m         753         3         0.4%           North Tustin         86         0         0.0%         0.C. \$4m+         389         1         0.3%           Patoentia         89         1         1.1%         Villa Park         29         1         3.4%           Portola Hills         14         1         7.1%         Ladera Ranch         115         3         2.6%           Rancho Mission Viejo         37         0         0.0%         Santa Ana         235         5         2.1%			-					
Laguna Woods         213         2         0.9%         O.C. \$1m-\$1.25m         601         7         1.2%           Lake Forest         115         1         0.9%         O.C. \$1m-\$1.25m         601         7         1.2%           Los Alamitos         10         0         0.0%         O.C. \$1m-\$1.25m         601         7         1.2%           Los Alamitos         10         0         0.0%         O.C. \$1m-\$1.25m         601         7         1.2%           Mission Viejo         285         4         1.4%         O.C. \$2m-\$4m         753         3         0.4%           Newport Beach         356         0         0.0%         O.C. \$4m+         389         1         0.3%           Orange         238         1         0.4%         Portola Hills         14         1         7.1%           Placentia         89         1         1.1%         Villa Park         29         1         3.4%           Portola Hills         14         1         7.1%         Ladera Ranch         115         3         2.6%           Rancho Mission Viejo         37         0         0.0%         Brea         95         2         2.1%								
Lake Forest         115         1         0.9%         O.C. \$1.25m-\$1.5m         463         3         0.6%           Los Alamitos         10         0         0.0%         O.C. \$1.25m-\$2m         539         5         0.9%           Mission Viejo         285         4         1.4%         O.C. \$1.25m-\$2m         539         5         0.9%           Mewport Beach         356         0         0.0%         O.C. \$1.3m-\$2m         539         1         0.4%           Newport Beach         356         0         0.0%         CC. \$1.4%         339         1         0.3%           Orange         238         1         0.4%         Portola Hills         14         1         7.1%           Placentia         89         1         1.1%         Villa Park         29         1         3.4%           Portola Hills         14         1         7.1%         Ladera Ranch         115         3         2.6%           Rancho Mission Viejo         37         0         0.0%         Brea         95         2         2.1%           Rossmoor         19         0         0.0%         Fullerton         210         4         1.9%           Santa								
Los Alamitos         10         0         0.0%         O.C. \$1.5m-\$2m         539         5         0.9%           Mission Viejo         285         4         1.4%         O.C. \$2m-\$4m         753         3         0.4%           Newport Beach         356         0         0.0%         O.C. \$2m-\$4m         753         3         0.4%           Newport Coast         102         0         0.0%         O.C. \$4m+         389         1         0.3%           Newport Coast         102         0         0.0%         County High Shares - Account for 41%         0.3%           Orange         238         1         0.4%         Portola Hills         14         1         7.1%           Portola Hills         14         1         7.1%         Ladera Ranch         115         3         2.6%           Rancho Mission Viejo         37         0         0.0%         Santa Ana         235         5         2.1%           Rasmoor         19         0         0.0%         Brea         95         2         2.1%           San Juan         140         2         1.4%         Laguna Hills         112         2         1.8%           San Juan         14								
Mission Viejo         285         4         1.4%         O.C. \$2m-\$4m         753         3         0.4%           Newport Beach         356         0         0.0%         O.C. \$4m+         389         1         0.3%           Newport Coast         102         0         0.0%         O.C. \$4m+         389         1         0.3%           North Tustin         86         0         0.0%         County High Shares - Account for 41%           Orange         238         1         0.4%         Portola Hills         14         1         7.1%           Pacentia         89         1         1.1%         Villa Park         29         1         3.4%           Portola Hills         14         1         7.1%         Ladera Ranch         115         3         2.6%           Rancho Mission Viejo         37         0         0.0%         Brea         95         2         2.1%           Rascho Santa Marg.         117         0         0.0%         Brea         95         2         1.9%           San Clemente         275         3         1.1%         Cypress         53         1         1.9%           Sant Ana         235         5							-	
Newport Beach         356         0         0.0%         O.C. \$4m+         389         1         0.3%           Newport Coast         102         0         0.0%         Occunty High Shares - Account for 41%           Orange         238         1         0.4%         Portola Hills         14         1         7.1%           Placentia         89         1         1.1%         Villa Park         29         1         3.4%           Portola Hills         14         1         7.1%         Ladera Ranch         115         3         2.6%           Rancho Mission Viejo         37         0         0.0%         Santa Ana         235         5         2.1%           Rancho Mission Viejo         37         0         0.0%         Brea         95         2         2.1%           Rancho Mission Viejo         37         0         0.0%         Fullerton         210         4         1.9%           Santa Marg.         117         0         0.0%         Fullerton         210         4         1.9%           Sant Lemente         275         3         1.1%         Cypress         53         1         1.9%           Santa Ana         235			-					
Newport Coast         102         0         0.0%         County High Shares - Account for 41%           North Tustin         86         0         0.0%         County High Shares - Account for 41%           Orange         238         1         0.4%         Portola Hills         14         1         7.1%           Placentia         89         1         1.1%         Villa Park         29         1         3.4%           Portola Hills         14         1         7.1%         Villa Park         29         1         3.4%           Rancho Mission Viejo         37         0         0.0%         Santa Ana         235         5         2.1%           Rancho Santa Marg.         117         0         0.0%         Brea         95         2         2.1%           Rossmoor         19         0         0.0%         Brea         95         2         2.1%           San Lemente         275         3         1.1%         Cypress         53         1         1.9%           Santa Ana         235         5         2.1%         La Habra         113         2         1.8%           Seal Beach         145         0         0.0%         Tustin <t< td=""><td></td><td></td><td>-</td><td></td><td></td><td></td><td></td><td></td></t<>			-					
North Tustin         86         0         0.0%         County High Shares - Account for 41%           Orange         238         1         0.4%         Portola Hills         14         1         7.1%           Placentia         89         1         1.1%         Villa Park         29         1         3.4%           Portola Hills         14         1         7.1%         Ladera Ranch         115         3         2.6%           Rancho Mission Viejo         37         0         0.0%         Santa Ana         235         5         2.1%           Rancho Santa Marg.         117         0         0.0%         Brea         95         2         2.1%           Rossmoor         19         0         0.0%         Fullerton         210         4         1.9%           San Clemente         275         3         1.1%         Cypress         53         1         1.9%           Santa Ana         235         5         2.1%         La Habra         113         2         1.8%           Santa Ana         235         5         2.1%         La Habra         113         2         1.8%           Santa Ana         235         5         0.0%<			-		0.C. \$4m+	389		0.3%
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Placentia         89         1         1.1%         Villa Park         29         1         3.4%           Portola Hills         14         1         7.1%         Ladera Ranch         115         3         2.6%           Rancho Mission Viejo         37         0         0.0%         Santa Ana         235         5         2.1%           Rancho Santa Marg.         117         0         0.0%         Brea         95         2         2.1%           Rossmoor         19         0         0.0%         Fullerton         210         4         1.9%           San Clemente         275         3         1.1%         Cypress         53         1         1.9%           Santa Ana         235         5         2.1%         Laguna Hills         112         2         1.8%           Seal Beach         145         0         0.0%         Tustin         119         2         1.7%           Stanton         24         0         0.0%         Tustin         119         2         1.7%           Villa Park         29         1         3.4%         Buena Park         North Tustin         119         2         1.7%           Villa Park<			_					
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Rancho Mission Viejo         37         0         0.0%         Santa Ana         235         5         2.1%           Rancho Santa Marg.         117         0         0.0%         Brea         95         2         2.1%           Rossmoor         19         0         0.0%         Fullerton         210         4         1.9%           Santa Ana         235         5         2.1%         Fullerton         210         4         1.9%           Santa Ana         235         5         2.1%         Laguna Hills         112         2         1.8%           Santa Ana         235         5         2.1%         Laguna Hills         112         2         1.8%           Santa Ana         235         5         2.1%         Laguna Hills         112         2         1.8%           Santa Ana         235         5         2.1%         Laguna Hills         112         2         1.8%           Santa Ana         235         5         2.1%         La Habra         113         2         1.8%           Stanton         24         0         0.0%         Tustin         119         2         1.7%           Villa Park         29							-	
Rancho Santa Marg.         117         0         0.0%         Brea         95         2         2.1%           Rossmoor         19         0         0.0%         Fullerton         210         4         1.9%           San Clemente         275         3         1.1%         Cypress         53         1         1.9%           San Juan         140         2         1.4%         Laguna Hills         112         2         1.8%           Santa Ana         235         5         2.1%         La Habra         113         2         1.8%           Seal Beach         145         0         0.0%         Tustin         119         2         1.7%           Stanton         24         0         0.0%         Tustin         119         2         1.7%           Villa Park         29         1         3.4%         Buena Park         North Tustin         Villa Park         29         1         3.4%         Buena Park         North Tustin         Villa Park         270         2         0.7%         Coto de Caza         Rancho Mission Viejo         Coto de Caza         Rancho Santa Margarita         Dove Canyon         Rossmoor         Eotil Baladaded fon Cave         Santa Margarita <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>								
Rossmoor         19         0         0.0%         Fullerton         210         4         1.9%           San Clemente         275         3         1.1%         Cypress         53         1         1.9%           San Juan         140         2         1.4%         Laguna Hills         112         2         1.8%           Santa Ana         235         5         2.1%         La Habra         113         2         1.8%           Seal Beach         145         0         0.0%         Tustin         119         2         1.7%           Stanton         24         0         0.0%         Tustin         119         2         1.7%           Stanton         24         0         0.0%         County Low Shares - No Distressed         1.7%           Villa Park         29         1         3.4%         Buena Park         North Tustin         0         0.0%         Corona del Mar         Rancho Mission Viejo         0								
San Clemente         275         3         1.1%         Cypress         53         1         1.9%           San Juan         140         2         1.4%         Laguna Hills         112         2         1.8%           Santa Ana         235         5         2.1%         La Habra         113         2         1.8%           Seal Beach         145         0         0.0%         Tustin         119         2         1.7%           Stanton         24         0         0.0%         Tustin         119         2         1.7%           Stanton         119         2         1.7%         Aliso Viejo         Newport Coast         0           Tustin         119         2         1.7%         Aliso Viejo         Newport Coast         0           Villa Park         29         1         3.4%         Buena Park         North Tustin         0         0.0%         Corona del Mar         Rancho Mission Viejo         0								
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Talega       51       0       0.0%       County Low Shares - No Distressed         Tustin       119       2       1.7%       Aliso Viejo       Newport Coast         Villa Park       29       1       3.4%       Buena Park       North Tustin         Westminster       54       0       0.0%       Corona del Mar       Rancho Mission Viejo         Yorba Linda       270       2       0.7%       Coto de Caza       Rancho Santa Margarita         All of O.C.       7,070       56       0.8%       Dove Canyon       Rossmoor         Foothill Ranch       Seal Beach         Garden Grove       Stanton       La Palma       Talega         Los Alamitos       Westminster       Newport Beach       Newport Beach         Total Foreclosures       22       8       83       'Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.			-				=	1.7%
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Villa Park       29       1       3.4%       Buena Park       North Tustin         Westminster       54       0       0.0%       Corona del Mar       Rancho Mission Viejo         Yorba Linda       270       2       0.7%       Coto de Caza       Rancho Santa Margarita         All of O.C.       7,070       56       0.8%       Dove Canyon       Rossmoor         Orange County Distressed Breakdown       Foothill Ranch       Seal Beach       Garden Grove       Stanton         La Palma       Talega       Los Alamitos       Westminster       Newport Beach       Newport Beach         Total Foreclosures       22       8       83       'Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.								
Westminster       54       0       0.0%       Corona del Mar       Rancho Mission Viejo         Yorba Linda       270       2       0.7%       Coto de Caza       Rancho Santa Margarita         All of O.C.       7,070       56       0.8%       Dove Canyon       Rossmoor         Orange County Distressed Breakdown       Foothill Ranch       Seal Beach       Garden Grove       Stanton         Pendings       Market       Time       Los Alamitos       Westminster       Los Alamitos       Westminster         Actives       Days)       (In Days)       Yota tabulated from CRMLS. This data may not reflect all real estate activity in the market.								
Yorba Linda       270       2       0.7%       Coto de Caza       Rancho Santa Margarita         All of O.C.       7,070       56       0.8%       Dove Canyon       Rossmoor         Orange County Distressed Breakdown       Foothill Ranch       Seal Beach       Garden Grove       Stanton         Verrent       (Last 30       Time       Los Alamitos       Westminster         Actives       Days)       (In Days)       Newport Beach       Newport Beach         Total Foreclosures       22       8       83       'Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.								
All of O.C.       7,070       56       0.8%       Dove Canyon       Rossmoor         Orange County Distressed Breakdown       Foothill Ranch       Seal Beach       Garden Grove       Stanton         Pendings       Market       La Palma       Talega       Los Alamitos       Westminster         Actives       Days)       (In Days)       Newport Beach       Newport Beach         Total Foreclosures       22       8       83       'Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.								
Orange County Distressed Breakdown       Foothill Ranch       Seal Beach         Pendings       Market       Garden Grove       Stanton         Current       (Last 30       Time       Los Alamitos       Westminster         Actives       Days)       (In Days)       Newport Beach       Image: Counter of the market.         Total Foreclosures       22       8       83       'Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.							nta margarita	
Orange County Distressed Breakdown       Garden Grove       Stanton         Pendings       Market       La Palma       Talega         Current       (Last 30       Time       Los Alamitos       Westminster         Actives       Days)       (In Days)       Newport Beach       Image: County Distressed Breakdown         Total Foreclosures       22       8       83       "Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.		1 1,070	00	0.8%				
Pendings       Market       La Palma       Talega         Current       (Last 30       Time       Los Alamitos       Westminster         Actives       Days)       (In Days)       Newport Beach       Image: Control of the market.         Total Foreclosures       22       8       83       "Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.	Orange Coun	ty Distres	sed Breakdo	own				
Current       (Last 30       Time       Los Alamitos       Westminster         Actives       Days)       (In Days)       Newport Beach       In Data and the state activity in the market.         Total Foreclosures       22       8       83       "Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.								
Actives         Days)         (In Days)         Newport Beach         Image: Comparison of the market         Imarket         Imarket         Imark		Current	0					
Total Foreclosures 22 8 83 "Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.			•			vvestminst	er	
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	i otal Short Sale	34	23	44	J			

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## **Southern California Housing**

#### **All Properties**

	Current Actives	Dem and (Last 30 Days	Market Time (In Days)	2-Weeks Ago	4-Weeks Ago	1-Year Ago	2-Years Ago
	9/6/2018	Pendings)	9/6/2018	8/23/2018	8/9/2018	9 <i>171</i> 2017	9/8/2016
Los Angeles County	14,166	5,027	85	80	77	60	69
Orange County	7,070	2,162	98	89	86	64	78
Riverside County	8,932	2,530	106	102	98	82	100
San Bernardino County	5,930	1,998	89	85	84	69	83
San Diego County	8,086	2,857	85	81	75	55	55
Ventura County	1,984	770	77	69	67	51	*
SOCAL TOTALS	46,168	15,344	90	85	82	64	74

## **Distressed Properties - Foreclosures and Short Sales**

	Current Actives 9/6/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 9/6/2018	2-Weeks Ago 8/23/2018	4-Weeks Ago 8/9/2018	1-Year Ago 9 <i>171</i> 2017	2-Years Ago 9/8/2016
Los Angeles County	171	92	56	47	42	44	47
Orange County	56	31	54	47	48	41	42
Riverside County	207	82	76	68	55	57	59
San Bernardino County	115	61	57	53	54	48	52
San Diego County	52	24	65	57	57	44	28
Ventura County	28	13	65	37	44	37	×
SOCAL TOTALS	629	303	62	54	50	47	47

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