

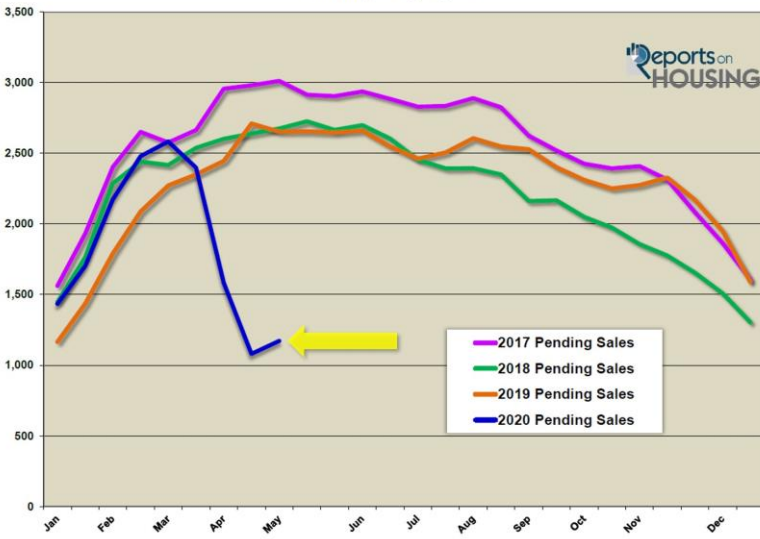


Orange County Housing Report: Demand Rises

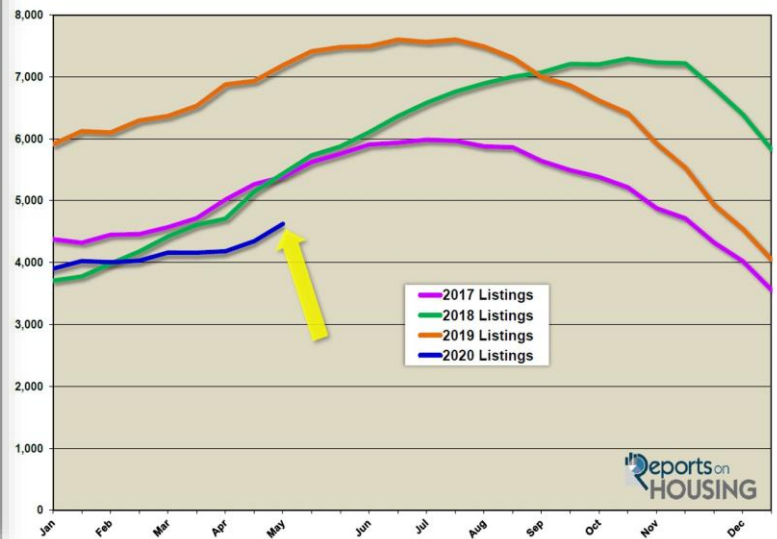
May 4, 2020

Buyer demand reached a bottom a couple of weeks ago, and now it is on the rise. Contact us at 714.962.4443 and we'll send you out a copy of the complete report!

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

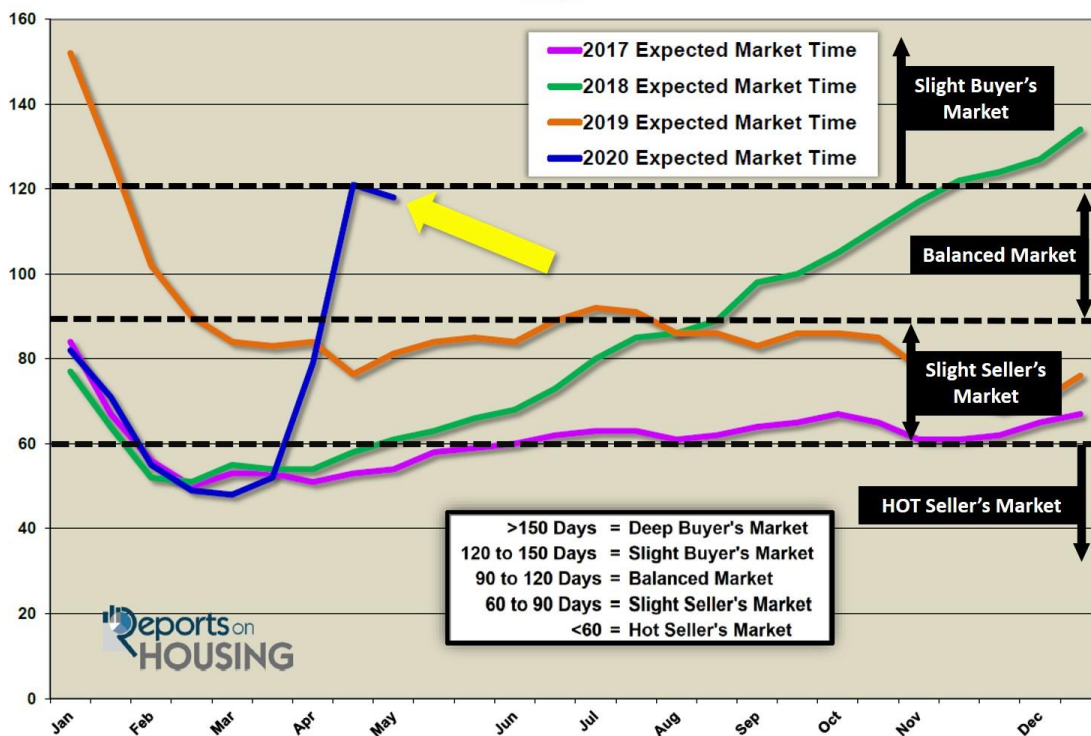


Orange County Active Listing Inventory Year Over Year



Orange County Expected Market Time Year Over Year

In Days





Orange County Housing Market Summary:

- The active listing inventory increased by 281 homes in the past two-weeks, up 6%, and now totals 4,625, its largest increase of the year. In the past four-weeks, 54% fewer homes were placed on the market compared to the prior 5-year average; thus, COVID-19 is suppressing the inventory. Last year, there were 7,185 homes on the market, 2,560 more than today, a 55% difference.
- Demand, the number of pending sales over the prior month, increased by 92 pending sales in the past two-weeks, up 9%, and now totals 1,172, its first increase since the “stay at home” order was placed back in March. In the past 5-years, demand has increased an average of 0%. COVID-19 is continuing to suppress demand; yet, the bottom was reached a couple of weeks ago. Last year, there were 2,653 pending sales, 126% more than today.
- The Expected Market Time for all of Orange County decreased from 121 days to 118, a Balanced Market (between 90 and 120 days). The drop was due to the rise in demand outpacing the rise in the supply. It was at 81 days last year, much better than today.
- For homes priced below \$750,000, the market is a slight Seller’s Market (between 60 and 90 days) with an expected market time of 82 days. This range represents 37% of the active inventory and 53% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 86 days, a slight Seller’s Market. This range represents 19% of the active inventory and 26% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 165 days, a Buyer’s Market (greater than 150 days).
- For luxury homes priced between \$1.25 million and \$1.5 million, in the past two weeks, the Expected Market Time decreased from 205 to 192 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 252 to 229 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time increased from 363 to 418 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 1,118 to 586 days.
- The luxury end, all homes above \$1.25 million, accounts for 33% of the inventory and only 14% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 1% of all listings and 1.6% of demand. There are only 18 foreclosures and 26 short sales available to purchase today in all of Orange County, 44 total distressed homes on the active market, up 3 from two-weeks ago. Last year there were 68 total distressed homes on the market, slightly more than today.
- There were 2,383 closed residential resales in March, 5% more than March 2019’s 2,277 closed sales. March marked a 17% increase compared to February 2020. The sales to list price ratio was 98.4% for all of Orange County. Foreclosures accounted for just 0.4% of all closed sales, and short sales accounted for 0.5%. That means that 99.1% of all sales were good ol’ fashioned sellers with equity.



	Current Actives 4/30/2020	Demand (Last 30 Days Pending s)	Market Time (In Days) 4/30/2020	Market Time 2-Weeks Ago 4/16/2020	Market Time 4-Weeks Ago 4/2/2020	Market Time 1-Year Ago 5/2/2019	Market Time 2-Years Ago 5/3/2018	Average Active List Price 4/30/2020
Aliso Viejo	62	32	58	59	40	60	30	\$750k
Anaheim	173	66	79	76	55	45	35	\$626k
Anaheim Hills	61	35	52	66	38	68	58	\$1.1m
Brea	55	21	79	84	71	59	45	\$981k
Buena Park	44	16	83	51	46	59	53	\$681k
Corona Del Mar	104	11	284	500	200	180	112	\$5.2m
Costa Mesa	112	36	93	108	70	84	66	\$1.0m
Coto De Caza	72	11	196	233	230	140	177	\$2.4m
Cypress	41	20	62	92	70	52	30	\$754k
Dana Point	177	22	241	215	226	140	131	\$3.1m
Dove Canyon	10	2	150	360	90	100	63	\$1.2m
Foothill Ranch	14	5	84	75	41	68	25	\$666k
Fountain Valley	44	13	102	71	39	42	39	\$785k
Fullerton	136	40	102	69	44	61	39	\$912k
Garden Grove	86	45	57	77	55	40	33	\$719k
Huntington Beach	294	72	123	126	81	72	44	\$1.3m
Irvine	577	79	219	235	147	91	55	\$1.4m
La Habra	46	24	58	42	28	74	46	\$611k
La Palma	6	8	23	53	21	38	30	\$788k
Ladera Ranch	70	25	84	106	63	83	52	\$1.3m
Laguna Beach	194	13	448	633	297	294	276	\$4.7m
Laguna Hills	64	15	128	207	165	77	62	\$1.5m
Laguna Niguel	161	41	118	102	82	83	70	\$1.3m
Laguna Woods	182	26	210	201	108	130	69	\$357k
Lake Forest	87	30	87	150	66	70	39	\$810k
Los Alamitos	12	3	120	135	60	105	34	\$882k
Mission Viejo	144	59	73	75	51	71	59	\$843k
Newport Beach	267	33	243	338	277	184	153	\$3.2m
Newport Coast	70	6	350	274	266	208	184	\$5.2m
North Tustin	45	11	123	102	59	80	98	\$2.3m
Orange	143	43	100	80	53	63	40	\$977k
Placentia	33	18	55	52	66	29	43	\$707k
Portola Hills	23	14	49	71	42	87	68	\$864k
Rancho Mission Viejo	70	10	210	111	56	153	105	\$875k
Rancho Santa Marg.	42	25	50	64	31	56	31	\$629k
Rossmoor	12	5	72	50	65	113	160	\$1.5m
San Clemente	176	34	155	147	88	74	72	\$1.4m
San Juan	93	22	127	124	99	99	90	\$2.1m
Santa Ana	144	47	92	91	54	63	51	\$588k
Seal Beach	116	20	174	170	81	115	77	\$490k
Stanton	14	9	47	39	50	54	41	\$792k
Talega	41	7	176	222	104	39	55	\$1.1m
Tustin	80	29	83	111	50	62	53	\$1.0m
Villa Park	21	2	315	240	55	71	103	\$1.7m
Westminster	45	12	113	82	79	38	54	\$738k
Yorba Linda	130	45	87	98	59	106	67	\$1.5m
All of O.C.	4,625	1,172	118	121	79	81	61	\$1.6m



	Units Sold Mar 2020	Average Sales Price	Average List Price	Sales to List Ratio	Low Price	High Price	Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Mar 2019
Aliso Viejo	63	\$743,887	\$748,579	99.4%	\$345k	\$1.7m	1,755	\$424	56
Anaheim	110	\$592,843	\$590,547	100.4%	\$280k	\$835k	1,512	\$392	125
Anaheim Hills	43	\$844,400	\$853,044	99.0%	\$415k	\$2.5m	2,241	\$377	57
Brea	44	\$844,236	\$842,650	100.2%	\$425k	\$2.2m	2,134	\$396	33
Buena Park	39	\$641,123	\$638,382	100.4%	\$440k	\$865k	1,557	\$412	46
Corona Del Mar	24	\$3,193,497	\$3,411,063	93.6%	\$1.3m	\$7.6m	2,671	\$1,196	15
Costa Mesa	74	\$919,161	\$931,536	98.7%	\$435k	\$2.0m	1,827	\$503	64
Coto De Caza	20	\$1,153,925	\$1,180,730	97.7%	\$520k	\$2.5m	3,129	\$369	19
Cypress	27	\$667,754	\$674,093	99.1%	\$390k	\$1.4m	1,649	\$405	28
Dana Point	52	\$1,163,257	\$1,186,296	98.1%	\$369k	\$5.9m	1,946	\$598	38
Dove Canyon	7	\$1,059,000	\$1,062,000	99.7%	\$785k	\$1.2m	3,144	\$342	5
Foothill Ranch	10	\$706,190	\$705,569	100.1%	\$320k	\$1.0m	1,682	\$423	12
Fountain Valley	31	\$855,468	\$833,769	102.6%	\$403k	\$1.6m	1,946	\$440	39
Fullerton	93	\$714,230	\$713,251	100.1%	\$157k	\$2.0m	1,758	\$406	98
Garden Grove	53	\$599,491	\$599,439	100.0%	\$290k	\$849k	1,404	\$427	73
Huntington Beach	158	\$955,721	\$965,066	99.0%	\$150k	\$3.0m	1,820	\$525	136
Irvine	232	\$1,078,729	\$1,098,485	98.2%	\$390k	\$6.4m	2,115	\$510	199
La Habra	46	\$543,918	\$542,519	100.3%	\$279k	\$1.2m	1,417	\$384	33
La Palma	7	\$781,143	\$783,618	99.7%	\$675k	\$895k	2,127	\$367	3
Ladera Ranch	42	\$951,977	\$954,678	99.7%	\$473k	\$3.2m	2,453	\$388	34
Laguna Beach	32	\$2,199,058	\$2,349,922	93.6%	\$628k	\$6.9m	2,088	\$1,053	35
Laguna Hills	33	\$912,976	\$926,300	98.6%	\$410k	\$3.7m	2,240	\$408	32
Laguna Niguel	87	\$1,006,973	\$1,036,925	97.1%	\$347k	\$9.5m	2,140	\$471	84
Laguna Woods	62	\$343,040	\$349,921	98.0%	\$40k	\$964k	1,152	\$298	64
Lake Forest	46	\$753,939	\$758,925	99.3%	\$335k	\$1.9m	1,804	\$430	79
Los Alamitos	5	\$920,800	\$904,398	101.8%	\$635k	\$1.4m	1,853	\$497	8
Mission Viejo	125	\$714,246	\$714,934	99.9%	\$300k	\$1.4m	1,804	\$396	92
Newport Beach	71	\$2,287,232	\$2,387,955	95.8%	\$576k	\$9.0m	2,520	\$908	69
Newport Coast	17	\$3,491,529	\$3,605,523	96.8%	\$1.0m	\$7.9m	3,883	\$899	15
North Tustin	17	\$1,234,661	\$1,257,789	98.2%	\$913k	\$1.9m	2,755	\$448	25
Orange	110	\$749,902	\$755,394	99.3%	\$310k	\$2.3m	1,864	\$402	90
Placentia	38	\$698,881	\$700,473	99.8%	\$290k	\$1.1m	1,898	\$368	35
Portola Hills	10	\$813,300	\$824,579	98.6%	\$456k	\$1.8m	2,162	\$376	8
Rancho Mission Viejo	29	\$821,403	\$827,220	99.3%	\$533k	\$1.5m	2,082	\$395	32
Rancho Santa Marg.	50	\$565,133	\$563,817	100.2%	\$315k	\$899k	1,345	\$442	52
Rosmoor	12	\$1,160,917	\$1,170,641	99.2%	\$575k	\$1.7m	2,264	\$513	7
San Clemente	86	\$1,099,464	\$1,104,765	99.5%	\$390k	\$4.2m	2,231	\$493	83
San Juan	41	\$999,851	\$1,011,185	98.9%	\$297k	\$2.5m	2,437	\$410	27
Santa Ana	83	\$623,099	\$628,181	99.2%	\$262k	\$4.5m	1,506	\$414	112
Seal Beach	41	\$428,378	\$441,322	97.1%	\$141k	\$1.8m	1,179	\$363	51
Stanton	13	\$534,991	\$532,745	100.4%	\$325k	\$730k	1,303	\$411	16
Talega	18	\$1,040,444	\$1,042,694	99.8%	\$510k	\$1.9m	2,687	\$389	19
Tustin	47	\$837,383	\$847,165	98.8%	\$310k	\$3.1m	1,903	\$440	52
Villa Park	6	\$1,482,434	\$1,549,767	95.7%	\$975k	\$2.3m	3,709	\$400	7
Westminster	24	\$727,892	\$722,999	100.7%	\$465k	\$1.0m	1,548	\$470	26
Yorba Linda	78	\$955,609	\$970,760	98.4%	\$235k	\$3.0m	2,410	\$397	75
All of O.C.	2,383	\$930,066	\$945,474	98.4%	\$40k	\$9.5m	1,930	\$482	2,277
O.C. \$0-\$500k	427	\$380,806	\$381,778	99.7%	\$40k	\$500k	1,006	\$379	488
O.C. \$500k-\$750k	782	\$639,978	\$640,585	99.9%	\$504k	\$750k	1,491	\$429	839
O.C. \$750k-\$1m	588	\$862,358	\$867,169	99.4%	\$752k	\$1.0m	2,094	\$412	525
O.C. \$1m-\$1.25m	210	\$1,124,915	\$1,136,504	99.0%	\$1.0m	\$1.25m	2,551	\$441	160
O.C. \$1.25m-\$1.5m	132	\$1,359,901	\$1,380,129	98.5%	\$1.26m	\$1.5m	2,830	\$480	103
O.C. \$1.5m-\$2m	123	\$1,724,756	\$1,769,341	97.5%	\$1.5m	\$2.0m	3,183	\$542	111
O.C. \$2m-4m	92	\$2,690,588	\$2,801,904	96.0%	\$2.0m	\$4.0m	3,530	\$762	96
O.C. \$4m+	29	\$5,889,498	\$6,309,134	93.3%	\$4.2m	\$9.5m	5,037	\$1,169	13