

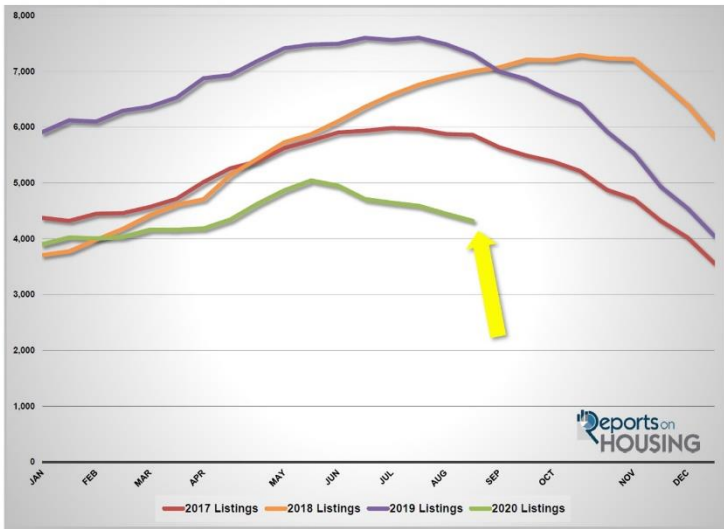


Orange County Housing Report: A Dive into Housing's Strengths

August 24, 2020

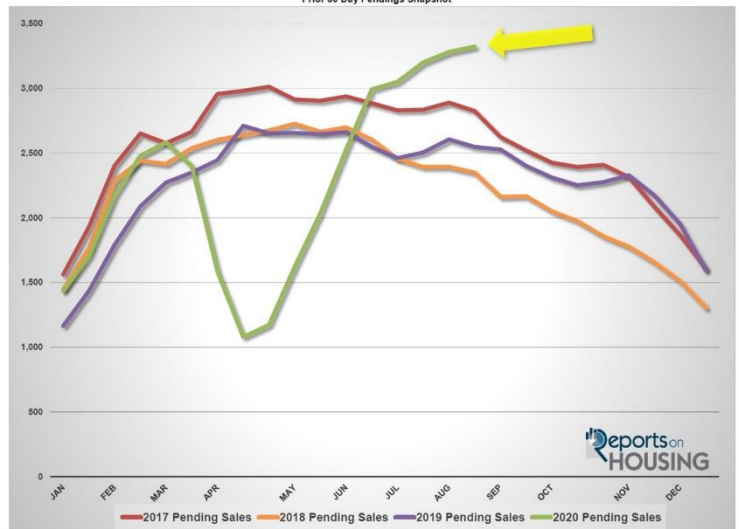
The housing market is firing on all cylinders and it appears as if the Autumn Market will be the hottest in years.

Orange County Active Listing Inventory Year Over Year



Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot



	YOY Inventory Change	YOY % Change	YOY Demand Change	YOY % Change
\$0 - \$500k	-371	↓ -35%	-7	↓ -1%
\$500k - \$750k	-927	↓ -54%	+120	↑ +13%
\$750k - \$1m	-606	↓ -43%	+291	↑ +52%
\$1m - \$1.25m	-279	↓ -40%	+129	↑ +73%
\$1.25m - \$1.5m	-212	↓ -38%	+84	↑ +76%
\$1.5m+	-592	↓ -31%	+158	↑ +66%
Overall	-2,987	↓ -41%	+775	↑ +30%

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Share of Last Year
O.C. \$0-\$750k	28 Days	34%	47%	57 Days
O.C. \$750k-\$1m	28 Days	18%	26%	74 Days
O.C. \$1m-\$1.25m	40 Days	9%	9%	117 Days
O.C. \$1.25m-\$1.5m	52 Days	8%	6%	149 Days
O.C. \$1.5m-\$2m	62 Days	8%	5%	162 Days
O.C. \$2m-\$4m	107 Days	14%	5%	249 Days
O.C. \$4m+	193 Days	8%	2%	509 Days



Orange County Housing Summary

- The active listing inventory decreased by 129 homes in the past two-weeks, down 3%, and now totals 4,320, its lowest level for August since tracking began in 2004. COVID-19 is not suppressing the inventory, but from March through June, 27% fewer homes were placed on the market compared to 2019, or 4,318 missing FOR-SALE signs. Last year, there were 7,307 homes on the market, 2,987 additional homes, or 69% more.
- Demand, the number of pending sales over the prior month, increased by 42 pending sales in the past two-weeks, up 1%, and now totals 3,323, its highest level since September 2012. COVID-19 currently has no effect on demand. Last year, there were 2,548 pending sales, 23% fewer than today.
- The Expected Market Time for all of Orange County decreased from 41 days to 39, a Hot Seller's Market (less than 60 days). It was at 86 days last year, **much slower than today**.
- For homes priced below \$750,000, the market is a hot Seller's Market (less than 60 days) with an expected market time of 28 days. This range represents 34% of the active inventory and 47% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 28 days, a hot Seller's Market. This range represents 18% of the active inventory and 26% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 40 days, a hot Seller's Market.
- For luxury homes priced between \$1.25 million and \$1.5 million, in the past two weeks, the Expected Market Time increased from 49 to 52 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 68 to 62 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 115 to 107 days. For luxury homes priced above \$4 million, the Expected Market Time decreased from 262 to 193 days.
- The luxury end, all homes above \$1.25 million, accounts for 38% of the inventory and only 18% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.3% of all listings and 0.4% of demand. There are only 6 foreclosures and 9 short sales available to purchase today in all of Orange County, 15 total distressed homes on the active market, down 3 from two-weeks ago. Last year there were 52 total distressed homes on the market, more than today.
- There were 3,010 closed residential resales in July, 5% more than July 2019's 2,871 closed sales. **June marked a 39% increase compared to June 2020**. The sales to list price ratio was 98.0% for all of Orange County. Foreclosures accounted for just 0.3% of all closed sales, and short sales accounted for 0.2%. That means that 99.5% of all sales were good ol' fashioned sellers with equity.