

THE *Orange County* HOUSING REPORT

REPORTS ON HOUSING

Orange County Housing Report: **A Buyer's Market?**

July 1, 2018

Good morning!

The overall Orange County housing market is a seller's market, but not at a certain price point.



A Cool Market: The housing market feels a bit frigid in the higher end compared to the rest of the market.

Recent headlines exclaim that the median sales price has reached a record level in Orange County, Los Angeles County, and all of Southern California. Article after article details the continued lack of supply, hot demand, and years of nonstop appreciation. How in the world can any local market be a buyer's market? Technically, luxury housing favors buyers and it is anything but hot.

Real estate articles discuss the **overall housing market**. For Orange County, the median reached a record in May of \$738,500. For perspective, the national median for May was \$264,800. Yes, it is absolutely, unequivocally true that real estate is hot and has been hot since 2012; however, local news articles are referring to the heart of the Orange County housing market, homes priced below \$1 million. They account for 78% of all closed sales so far this year, and it is still a hot seller's market, red-hot below \$750,000. A "Seller's Market" occurs when the expected market time is below 90-days.

	Current Actives 6/28/2018	Demand (Last 30 Days Pendings) 6/28/2018	Expected Market Time
O.C. \$0-\$500k	843	527	48 Days
O.C. \$500k-\$750k	1,458	902	48 Days
O.C. \$750k-\$1m	1,253	587	64 Days
O.C. \$1m-\$1.25m	634	225	85 Days
O.C. \$1.25m-\$1.5m	481	128	113 Days
O.C. \$1.5m-\$2m	529	106	150 Days
O.C. \$2m-\$4m	751	100	225 Days
O.C. \$4m+	413	29	427 Days

While it may be true that the lower the price range, the hotter the market; the reverse is true as well, the higher the price range, the cooler the market. For homes priced above \$1.25 million in Orange County, housing is extremely cool. Luxury housing (defined by many as the top 10% of recent closed sales) starts at \$1.45 million locally. The luxury end is technically, a "Buyer's Market." When the expected market time, the amount of time it would take to place a home into escrow if it were listed FOR SALE today, exceeds 120 days, it is considered a buyer's market.

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It is good ol' supply and demand. While there is plenty of supply, demand just is not hot like the lower ranges. For homes priced between \$1.5 million and \$2 million, the expected market time is at 150 days. That would be opening escrow at the end of November. For homes priced between \$2 million and \$4 million, the expected market time climbs to 225 days. That would be opening escrow in mid-February of next year. For homes priced above \$4 million, the expected market time balloons to 427 days, which translates to opening escrow in September of next year, 14-months from now.

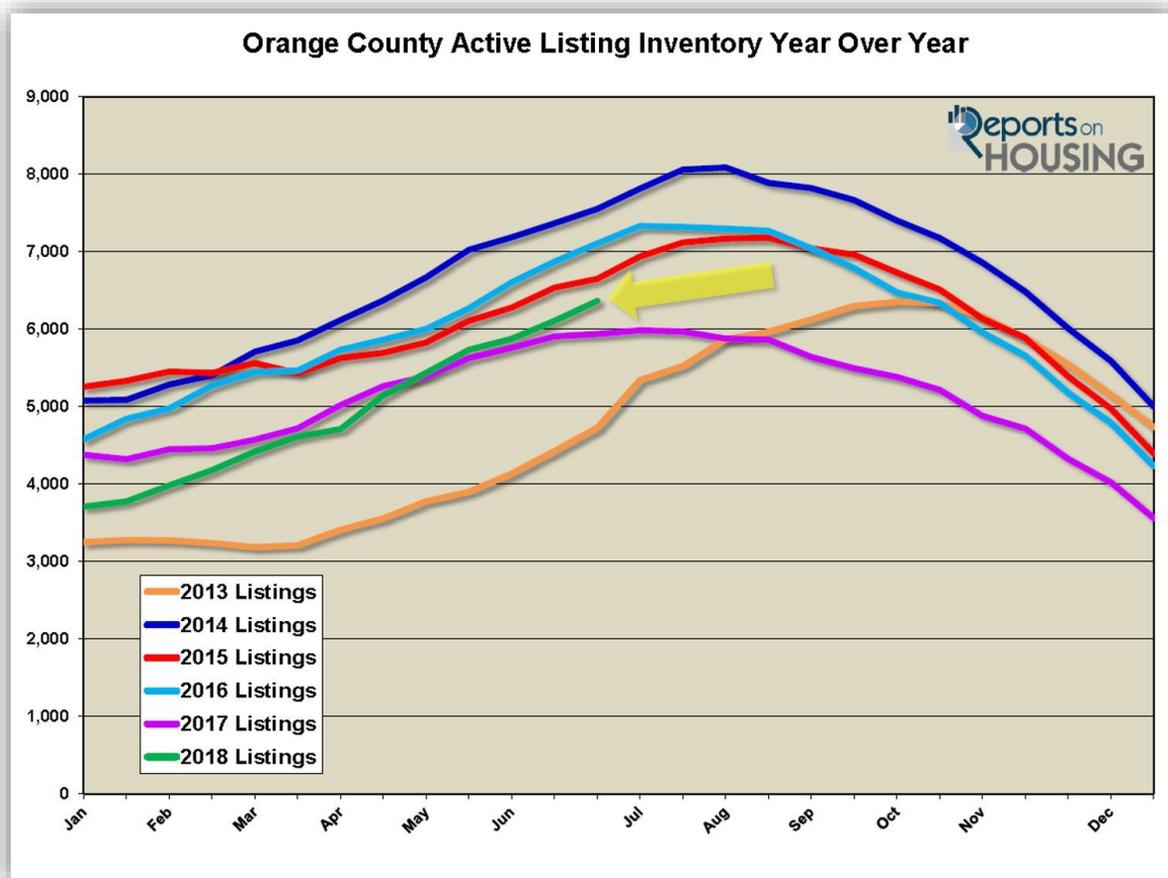
The number of potential buyers that can afford to purchase a home diminishes as prices rise. In the lower ranges, that is where there are plenty of buyers and not enough choices. They attract a steady stream of buyers and many sellers entertain multiple offers. Yet, at the luxury end of the market, most sellers sit on the market for months and do not find success. There is tremendous seller competition for a limited number of buyers able to afford these homes.

In order to find success within the luxury price range, sellers must pack their patience and keep their fishing pole in the water for a lot longer than the lower ranges. Some homes may fly off the market at the higher price points, but they are the **exception** and not the rule. Luxury sellers also must be priced right. Like any home, buyers are unwilling to pay more than a home's **Fair Market Value**. Yet, many luxury sellers arrive at their asking price arbitrarily, a lot higher than their **Fair Market Value**. They lack true motivation, as many state that they "don't have to sell" to help rationalize their price. This is the Achilles' heel of the luxury market and prevents so many sellers from achieving success. Instead, sellers need to approach pricing with extreme care by looking cautiously at all of the most recent comparable pending and closed sales and local data and statistics.

The best advice for a luxury seller: do not pay attention to all of the real estate headlines. Instead, they should rely on the professional analysis and advice of a seasoned REALTOR®.

Active Inventory: The active inventory grew by 4% in the past two-weeks.

The active listing inventory continued its climb in the past two-weeks, adding 257 homes, or 4%, and now totals 6,362, its highest level since October 2016. Expect the active inventory to continue to grow until peaking most likely in mid-August.



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Last year at this time, there were 5,936 homes on the market, 7% fewer than today. In May of this year, the inventory was higher than the prior year for the first time in 20-months. The difference is growing week by week. The trend of more homes on the market year over year is here to stay.

Demand: Demand decreased by 4% in the past two-weeks.

In the past two weeks, demand, the number of pending sales over the prior 30-days, decreased by 95 pending sales, or 4%, and now totals 2,604, the lowest demand reading for this time of the year since 2007. Demand reached a peak for 2018 in mid-May at 2,726 pending sales. That was the lowest peak since 2007.

Last year at this time, demand was at 2,885 pending sales, 11% more than today, or 281 pending sales. This is why REALTORS® in the trenches have articulated how the market is a bit more sluggish this year compared to 2017.

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 68 to 73 days in the past two-weeks. At 73 days, it is a slight seller's market (between 60 to 90 days) where sellers still get to call the shots, but appreciation is muted. Last year at this time, the expected market time was at 62 days, a lot hotter than today.

Luxury End: Demand for luxury homes dropped by 7% in the past couple of weeks.

In the past two-weeks, demand for homes above \$1.25 million decreased by 26 pending sales, down 7%, and now totals 363, its lowest level since the start of April. The luxury home inventory increased by 9 homes and now totals 2,174, nearly the same as two weeks ago. The overall expected market time for homes priced above \$1.25 million increased from 167 to 179 days over the past two-weeks.

Year over year, luxury demand is up by 19 pending sales, or 6%, and the active luxury listing inventory is up by an additional 106 homes, or 5%. The expected market time last year was at 180 days, nearly identical to today.

For homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 111 to 113 days. For homes priced between \$1.5 million and \$2 million, the expected market time decreased from 162 to 150 days. For homes priced between \$2 million and \$4 million, the expected market time increased from 183 to 225 days. For homes priced above \$4 million, the expected market time increased from 368 to 427 days. At 427 days, a seller would be looking at placing their home into escrow around September 2019.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	48 Days	36%	55%	38 Days
O.C. \$750k-\$1m	64 Days	20%	22%	59 Days
O.C. \$1m-\$1.25m	85 Days	10%	9%	79 Days
O.C. \$1.25m-\$1.5m	113 Days	8%	5%	120 Days
O.C. \$1.5m-\$2m	150 Days	8%	4%	155 Days
O.C. \$2m-\$4m	225 Days	12%	4%	211 Days
O.C. \$4m+	427 Days	6%	1%	502 Days

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Orange County Housing Market Summary:

- The active listing inventory increased by 257 homes in the past two weeks, up 4%, and now totals 6,362. Expect the inventory to increase from now through mid-August. Last year, there were 5,936 homes on the market, 426 fewer than today.

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- This year, 19% fewer homes have come on the market below \$500,000 today compared to last year, and there have been 25% fewer closed sales so far this year. 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 95 pending sales, down 4%, and now totals 2,604. Demand peaked in mid-May at 2,726 pending sales. Last year, there were 2,885 pending sales, 11% more than today.
- The average list price for all of Orange County remained at \$1.7 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 HOT with an expected market time of just 48 days. This range represents 36% of the active inventory and 55% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 64 days, a slight seller's market (between 60 and 90 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 85 days, a slight seller's market.
- For luxury homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 111 to 113 days. For homes priced between \$1.5 million and \$2 million, the expected market time decreased from 162 to 150 days. For luxury homes priced between \$2 million and \$4 million, the expected market time increased from 183 to 225 days. For luxury homes priced above \$4 million, the expected market time increased from 368 to 427 days.
- The luxury end, all homes above \$1.25 million, accounts for 34% of the inventory and only 14% of demand.
- The expected market time for all homes in Orange County increased from 68 to 73 days in the past two weeks, a slight seller's market (from 60 to 90 days).
- Distressed homes, both short sales and foreclosures combined, made up only 0.9% of all listings and 1.4% of demand. There are only 25 foreclosures and 33 short sales available to purchase today in all of Orange County, 58 total distressed homes on the active market, up eight in the past two weeks. Last year there were 76 total distressed homes on the market, 31% more than today.
- There were 2,871 closed residential resales in May, down by 9% from May 2019's 3,147 closed sales. May marked a 10% increase from April 2018. The sales to list price ratio was 98.5% for all of Orange County. Foreclosures accounted for just 0.5% of all closed sales, and short sales accounted for 0.7%. That means that 98.8% of all sales were good ol' fashioned sellers with equity.

Have a great week.

Sincerely,
Steven Thomas
Quantitative Economics and Decision Sciences

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	Current Actives 6/28/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 6/28/2018	2-Weeks Ago 6/14/2018	4-Weeks Ago 5/31/2018	1-Year Ago 6/15/2017	2-Years Ago 6/16/2016	Average Active List Price 6/28/2018
Aliso Viejo	121	61	60	48	41	29	34	\$685k
Anaheim	209	122	51	42	38	56	45	\$607k
Anaheim Hills	113	59	57	66	57	46	76	\$1.2m
Brea	84	45	56	57	56	74	68	\$1.0m
Buena Park	73	45	49	44	43	38	43	\$706k
Corona Del Mar	125	21	179	170	151	142	321	\$4.4m
Costa Mesa	179	82	65	62	71	53	66	\$1.0m
Coto De Caza	112	26	129	105	122	132	92	\$2.3m
Cypress	44	36	37	30	27	29	29	\$709k
Dana Point	196	51	115	119	139	138	140	\$2.6m
Dove Canyon	30	3	300	270	99	68	162	\$1.1m
Foothill Ranch	20	9	67	28	18	18	48	\$721k
Fountain Valley	59	42	42	35	26	21	47	\$800k
Fullerton	192	96	60	56	55	51	51	\$950k
Garden Grove	126	91	42	39	42	42	43	\$652k
Huntington Beach	342	139	74	54	47	53	60	\$1.3m
Irvine	624	240	78	81	77	72	79	\$1.6m
La Habra	85	64	40	53	97	28	41	\$615k
La Palma	19	20	29	39	77	85	20	\$768k
Ladera Ranch	111	50	67	51	62	55	55	\$1.3m
Laguna Beach	281	32	263	239	200	239	219	\$5.5m
Laguna Hills	95	44	65	59	65	79	79	\$1.5m
Laguna Niguel	242	74	98	83	78	65	87	\$1.5m
Laguna Woods	176	73	72	64	64	24	64	\$394k
Lake Forest	99	41	72	49	46	38	44	\$710k
Los Alamitos	13	9	43	27	27	23	43	\$853k
Mission Viejo	276	122	68	62	62	47	45	\$767k
Newport Beach	365	79	139	135	140	126	153	\$3.6m
Newport Coast	100	13	231	204	139	221	184	\$7.0m
North Tustin	82	28	88	108	134	60	70	\$1.8m
Orange	201	111	54	64	57	41	65	\$953k
Placentia	63	44	43	36	52	39	42	\$668k
Portola Hills	13	7	56	24	27	28	60	\$739k
Rancho Mission Viejo	38	14	81	64	58	99	67	\$757k
Rancho Santa Marg.	85	35	73	52	27	38	41	\$648k
Rossmoor	17	12	43	57	32	103	*	\$1.3m
San Clemente	271	107	76	86	95	94	112	\$2.0m
San Juan	137	46	89	89	94	85	114	\$1.7m
Santa Ana	222	97	69	63	53	55	55	\$637k
Seal Beach	119	58	62	57	69	63	88	\$638k
Stanton	19	12	48	20	24	23	63	\$691k
Talega	51	29	53	68	72	58	98	\$1.2m
Tustin	96	74	39	33	39	45	58	\$990k
Villa Park	19	5	114	79	51	72	105	\$1.8m
Westminster	54	29	56	43	48	29	62	\$769k
Yorba Linda	233	80	87	100	67	72	72	\$1.4m
All of O.C.	6,362	2,604	73	68	66	60	69	\$1.7m

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Attached Homes

	Current Actives 6/28/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 6/28/2018	2-Weeks Ago 6/14/2018	4-Weeks Ago 5/31/2018	1-Year Ago 6/15/2017	2-Years Ago 6/16/2016	Average Active List Price 6/28/2018
All of O.C.	1,998	978	61	56	56	47	57	\$763k
O.C. \$0-\$250k	89	61	44	39	46	31	48	\$210k
O.C. \$250k-\$500k	701	425	49	41	41	33	43	\$395k
O.C. \$500k-\$750k	633	343	55	54	52	47	67	\$613k
O.C. \$750k-\$1m	260	99	79	85	88	98	109	\$862k
O.C. \$1m+	315	48	197	186	205	188	149	\$2.0m

Current Actives Vacant **34.2%**

Detached Homes

	Current Actives 6/28/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 6/28/2018	2-Weeks Ago 6/14/2018	4-Weeks Ago 5/31/2018	1-Year Ago 6/15/2017	2-Years Ago 6/16/2016	Average Active List Price 6/28/2018
All of O.C.	4,349	1,618	81	75	72	71	85	\$2.1m
O.C. \$0-\$500k	49	36	41	42	54	24	39	\$438k
O.C. \$500k-\$750k	819	557	44	38	38	41	43	\$659k
O.C. \$750k-\$1m	991	488	61	56	50	54	79	\$874k
O.C. \$1m-\$1.25m	550	205	80	82	90	71	143	\$1.1m
O.C. \$1.25m-\$1.5m	416	115	109	106	85	115	143	\$1.4m
O.C. \$1.5m-\$2m	453	98	139	152	114	152	161	\$1.8m
O.C. \$2m-\$4m	676	92	220	182	181	221	263	\$2.9m
O.C. \$4m+	395	29	409	378	391	488	625	\$9.4m

Current Actives Vacant **22.8%**

All Homes

	Current Actives 6/28/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 6/28/2018	2-Weeks Ago 6/14/2018	4-Weeks Ago 5/31/2018	1-Year Ago 6/15/2017	2-Years Ago 6/16/2016	Average Active List Price 6/28/2018
All of O.C.	6,362	2,604	73	68	66	60	69	\$1.7m
O.C. \$0-\$500k	843	527	48	41	42	35	43	\$378k
O.C. \$500k-\$750k	1,458	902	48	44	43	42	47	\$639k
O.C. \$750k-\$1m	1,253	587	64	60	55	53	74	\$871k
O.C. \$1m-\$1.25m	634	225	85	88	92	84	119	\$1.1m
O.C. \$1.25m-\$1.5m	481	128	113	111	95	96	119	\$1.4m
O.C. \$1.5m-\$2m	529	106	150	162	123	148	153	\$1.8m
O.C. \$2m-\$4m	751	100	225	183	189	193	201	\$2.8m
O.C. \$4m+	413	29	427	368	395	572	476	\$9.2m

Current Actives Vacant **26.4%**

*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.

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

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	Units Sold	Average Sales Price	Average List Price	Sales to List Price Ratio	Low Price	High Price	Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold
	May 2018								May 2017
Aliso Viejo	60	\$642,775	\$643,375	99.9%	\$324k	\$1.8m	1,502	\$428	95
Anaheim	149	\$543,567	\$548,889	99.0%	\$65k	\$899k	1,526	\$356	139
Anaheim Hills	51	\$793,072	\$798,470	99.3%	\$450k	\$2.1m	2,143	\$370	70
Brea	42	\$762,259	\$772,611	98.7%	\$385k	\$1.9m	2,106	\$362	52
Buena Park	46	\$607,587	\$611,394	99.4%	\$345k	\$1.2m	1,570	\$387	58
Corona Del Mar	34	\$3,734,235	\$3,905,853	95.6%	\$879k	\$18.5m	2,894	\$1,290	36
Costa Mesa	81	\$886,844	\$893,533	99.3%	\$380k	\$2.0m	1,769	\$501	82
Coto De Caza	25	\$1,708,390	\$1,764,036	96.8%	\$660k	\$8.8m	3,937	\$434	34
Cypress	43	\$709,428	\$709,333	100.0%	\$365k	\$1.4m	1,836	\$386	36
Dana Point	47	\$1,810,753	\$1,941,713	93.3%	\$287k	\$11.0m	2,223	\$815	41
Dove Canyon	11	\$1,067,273	\$1,098,345	97.2%	\$805k	\$1.3m	3,229	\$331	7
Foothill Ranch	16	\$686,708	\$683,518	100.5%	\$307k	\$1.2m	1,651	\$416	16
Fountain Valley	34	\$726,938	\$722,403	100.6%	\$302k	\$1.3m	1,763	\$412	33
Fullerton	142	\$711,303	\$714,284	99.6%	\$200k	\$2.4m	1,808	\$393	141
Garden Grove	86	\$575,150	\$572,142	100.5%	\$275k	\$1.1m	1,377	\$418	87
Huntington Beach	199	\$921,750	\$932,382	98.9%	\$167k	\$5.4m	1,768	\$521	208
Irvine	284	1,038,625	\$1,047,018	99.2%	\$350k	\$5.6m	2,028	\$512	273
La Habra	51	\$593,003	\$581,195	102.0%	\$253k	\$1.3m	1,668	\$356	54
La Palma	11	\$672,182	\$672,518	100.0%	\$410k	\$1.0m	1,730	\$389	11
Ladera Ranch	59	\$1,087,272	\$1,106,027	98.3%	\$420k	\$3.8m	2,851	\$381	51
Laguna Beach	30	\$3,456,888	\$3,579,050	96.6%	\$601k	\$23.0m	2,241	\$1,543	42
Laguna Hills	42	\$787,686	\$800,365	98.4%	\$336k	\$2.0m	2,078	\$379	47
Laguna Niguel	91	\$924,284	\$948,146	97.5%	\$320k	\$5.0m	2,147	\$431	107
Laguna Woods	68	\$343,543	\$350,922	97.9%	\$15k	\$849k	1,117	\$308	102
Lake Forest	69	\$648,997	\$650,578	99.8%	\$282k	\$1.3m	1,637	\$396	79
Los Alamitos	9	\$902,778	\$909,411	99.3%	\$640k	\$1.3m	2,056	\$439	12
Mission Viejo	124	\$715,732	\$721,350	99.2%	\$245k	\$2.4m	1,853	\$386	146
Newport Beach	85	\$2,611,996	\$2,746,752	95.1%	\$319k	\$13.8m	2,410	\$1,084	104
Newport Coast	15	\$2,177,533	\$2,268,452	96.0%	\$769k	\$5.3m	5,316	\$410	26
North Tustin	24	\$1,117,646	\$1,123,600	99.5%	\$740k	\$2.4m	2,624	\$426	30
Orange	131	\$727,043	\$728,150	99.8%	\$253k	\$1.8m	1,904	\$382	111
Placentia	44	\$629,270	\$634,375	99.2%	\$315k	\$980k	1,756	\$358	45
Portola Hills	8	\$599,313	\$591,834	101.3%	\$432k	\$1.0m	1,535	\$390	10
Rancho Mission Viejo	12	\$773,528	\$795,521	97.2%	\$551k	\$1.6m	1,957	\$395	15
Rancho Santa Marg.	62	\$619,029	\$617,569	100.2%	\$305k	\$1.3m	1,587	\$390	71
Rosmoor	5	\$1,027,200	\$1,006,600	102.0%	\$955k	\$1.1m	1,878	\$547	11
San Clemente	101	\$1,120,718	\$1,142,901	98.1%	\$315k	\$3.7m	2,583	\$434	102
San Juan	45	\$1,209,104	\$1,227,121	98.5%	\$270k	\$3.8m	2,876	\$420	55
Santa Ana	111	\$513,357	\$516,417	99.4%	\$170k	\$2.2m	1,403	\$366	134
Seal Beach	51	\$600,480	\$605,608	99.2%	\$145k	\$1.9m	1,434	\$419	66
Stanton	19	\$434,253	\$433,957	100.1%	\$300k	\$615k	1,147	\$379	15
Talega	29	\$1,167,384	\$1,190,738	98.0%	\$505k	\$2.2m	3,224	\$362	21
Tustin	71	\$725,888	\$728,373	99.7%	\$305k	\$2.0m	1,781	\$408	74
Villa Park	4	\$1,500,000	\$1,582,250	94.8%	\$950k	\$2.0m	3,940	\$381	8
Westminster	44	\$653,760	\$646,658	101.1%	\$365k	\$980k	1,508	\$434	39
Yorba Linda	96	\$966,550	\$983,916	98.2%	\$348k	\$3.9m	2,451	\$394	101
All of O.C.	2,871	\$936,612	\$950,535	98.5%	\$15k	\$23.0m	1,935	\$484	3,147
O.C. \$0-\$500k	610	\$384,823	\$387,348	99.3%	\$15k	\$500k	1,044	\$369	759
O.C. \$500k-\$750k	953	\$632,392	\$632,146	100.0%	\$501k	\$750k	1,524	\$415	1,142
O.C. \$750k-\$1m	653	\$857,036	\$858,953	99.8%	\$752k	\$1.0m	2,098	\$409	606
O.C. \$1m-\$1.25m	229	\$1,127,986	\$1,144,535	98.6%	\$1.0m	\$1.25m	2,684	\$420	212
O.C. \$1.25m-\$1.5m	142	\$1,366,088	\$1,388,974	98.4%	\$1.25m	\$1.5m	2,999	\$456	126
O.C. \$1.5m-\$2m	135	\$1,743,297	\$1,788,630	97.5%	\$1.5m	\$2.0m	3,374	\$517	123
O.C. \$2m-4m	112	\$2,776,317	\$2,907,091	95.5%	\$2.0m	\$4.0m	3,694	\$752	138
O.C. \$4m+	37	\$7,513,000	\$7,760,482	96.8%	\$4.1m	\$23.0m	4,681	\$1,605	36

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	Current Actives 6/28/2018	Total 6/28/2018	% of Active Inventory 6/28/2018	Attached	Current Actives 6/28/2018	Number of Foreclosures & Short Sale Actives 6/28/2018	% of Active Inventory 6/28/2018
Aliso Viejo	121	1	0.8%	All of O.C.	1,998	16	0.8%
Anaheim	209	4	1.9%	O.C. \$0-\$250k	89	4	4.5%
Anaheim Hills	113	0	0.0%	O.C. \$250k-\$500k	701	6	0.9%
Brea	84	2	2.4%	O.C. \$500k-\$750k	633	5	0.8%
Buena Park	73	0	0.0%	O.C. \$750k-\$1m	260	0	0.0%
Corona Del Mar	125	0	0.0%	O.C. \$1m+	315	1	0.3%
Costa Mesa	179	0	0.0%	Detached			
Coto De Caza	112	0	0.0%	All of O.C.	4,349	42	1.0%
Cypress	44	0	0.0%	O.C. \$0k-\$500k	49	3	6.1%
Dana Point	196	1	0.5%	O.C. \$500k-\$750k	819	11	1.3%
Dove Canyon	30	0	0.0%	O.C. \$750k-\$1m	991	13	1.3%
Foothill Ranch	20	0	0.0%	O.C. \$1m-\$1.5m	550	5	0.9%
Fountain Valley	59	0	0.0%	O.C. \$1.25m-\$1.5m	416	1	0.2%
Fullerton	192	3	1.6%	O.C. \$1.5m-\$2m	453	5	1.1%
Garden Grove	126	2	1.6%	O.C. \$2m-\$4m	676	3	0.4%
Huntington Beach	342	1	0.3%	O.C. \$4m+	395	1	0.3%
Irvine	624	4	0.6%	All Homes			
La Habra	85	2	2.4%	All of O.C.	6,362	58	0.9%
La Palma	19	0	0.0%	O.C. \$0k-\$500k	843	13	1.5%
Ladera Ranch	111	2	1.8%	O.C. \$500k-\$750k	1,458	16	1.1%
Laguna Beach	281	1	0.4%	O.C. \$750k-\$1m	1,253	13	1.0%
Laguna Hills	95	2	2.1%	O.C. \$1m-\$1.25m	634	5	0.8%
Laguna Niguel	242	4	1.7%	O.C. \$1.25m-\$1.5m	481	2	0.4%
Laguna Woods	176	3	1.7%	O.C. \$1.5m-\$2m	529	5	0.9%
Lake Forest	99	1	1.0%	O.C. \$2m-\$4m	751	3	0.4%
Los Alamitos	13	0	0.0%	O.C. \$4m+	413	1	0.2%
Mission Viejo	276	5	1.8%	County High Shares - Account for 50%			
Newport Beach	365	1	0.3%	Portola Hills	13	1	7.7%
Newport Coast	100	0	0.0%	Villa Park	19	1	5.3%
North Tustin	82	0	0.0%	Tustin	96	4	4.2%
Orange	201	2	1.0%	Santa Ana	222	6	2.7%
Placentia	63	0	0.0%	Brea	84	2	2.4%
Portola Hills	13	1	7.7%	La Habra	85	2	2.4%
Rancho Mission Viejo	38	0	0.0%	Laguna Hills	95	2	2.1%
Rancho Santa Marg.	85	0	0.0%	Anaheim	209	4	1.9%
Rossmoor	17	0	0.0%	Mission Viejo	276	5	1.8%
San Clemente	271	1	0.4%	Ladera Ranch	111	2	1.8%
San Juan	137	1	0.7%	County Low Shares - No Distressed			
Santa Ana	222	6	2.7%	Anaheim Hills	Los Alamitos	Westminster	
Seal Beach	119	0	0.0%	Buena Park	Newport Coast		
Stanton	19	0	0.0%	Corona del Mar	North Tustin		
Talega	51	0	0.0%	Costa Mesa	Placentia		
Tustin	96	4	4.2%	Coto de Caza	Rancho Mission Viejo		
Villa Park	19	1	5.3%	Cypress	Rancho Santa Margarita		
Westminster	54	0	0.0%	Dove Canyon	Rossmoor		
Yorba Linda	233	3	1.3%	Foothill Ranch	Seal Beach		
All of O.C.	6,362	58	0.9%	Fountain Valley	Stanton		
Orange County Distressed Breakdown				La Palma	Talega		
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	25	12	63				
Total Short Sale	33	25	40				

*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.

THE *Orange County* HOUSING REPORT

REPORTS ON HOUSING

Southern California Housing

All Properties

	Current Actives 6/28/2019	Dem and (Last 30 Days Pendings)	Market Time (In Days) 6/28/2019	2-Weeks Ago 6/14/2018	4-Weeks Ago 5/31/2018	1-Year Ago 6/29/2017	2-Years Ago 6/30/2016
Los Angeles County	12,757	5,638	68	62	61	56	63
Orange County	6,362	2,604	73	68	66	62	74
Riverside County	8,665	2,956	88	84	83	74	94
San Bernardino County	5,264	2,162	73	70	67	62	81
San Diego County	6,996	3,313	63	58	55	49	54
Ventura County	1,745	894	59	56	54	*	53
SOCAL TOTALS	41,789	17,567	71	66	65	59	69

Distressed Properties - Foreclosures and Short Sales

	Current Actives 6/28/2019	Dem and (Last 30 Days Pendings)	Market Time (In Days) 6/28/2019	2-Weeks Ago 6/14/2018	4-Weeks Ago 5/31/2018	1-Year Ago 6/29/2017	2-Years Ago 6/30/2016
Los Angeles County	155	121	38	41	39	35	33
Orange County	58	37	47	45	39	36	39
Riverside County	222	91	73	63	56	54	48
San Bernardino County	116	74	47	32	42	42	56
San Diego County	57	42	41	40	42	27	25
Ventura County	27	16	51	56	43	*	27
SOCAL TOTALS	635	381	50	45	45	40	39