

THE *Orange County* HOUSING REPORT

REPORTS ON HOUSING

Orange County Housing Report: **Just Waiting**

August 26, 2018

Good morning!

Sellers are not used to waiting, but it is a trend that has evolved this year and is here to stay.



Sitting on the Market: A surprising 37% of the active listing inventory has been on the market for more than two months.

For years, sellers have been in control of the housing market. Multiple offers were generated almost instantaneously after hammering in the FOR SALE sign. Homes flew off the market in the blink of an eye. Frustrated buyers had to cut back their expectations after writing offer after offer with no success. It felt like housing was unstoppable and would continue its relentless climb. That is until the spring of 2018.

This year has been all about the evolution of housing from a brisk paced, hot, **Seller's Market** to a much more normal, **Balanced Market**. The trouble is nobody really remembers a "normal" market. It is where homes must be priced well, or they will sit. There is no room for error. In a hot seller's market, homeowners get away with stretching their asking prices. With very little inventory and heated demand, buyers were willing to pay extra just to secure their piece of the "American Dream."

Today, housing is much more balanced, a market that does not favor sellers or buyers. Overprice and sit. Sellers that pad the price to leave room for negotiations will sit. Sellers who ignore their professional REALTOR® and arbitrarily pick a price, will sit. Ignore real estate fundamentals like location, condition, and upgrades, and sellers will be stuck without success.

An unbelievable 37% of all homes on the active listing inventory have been exposed to the market for more than 60-days. That is high considering 39% of the active listing market has come on within the last 30-days. Of course, everyone expects Sellers in the luxury ranges to play the waiting game; however, many sellers in the most affordable price ranges

Sitting on the Market			
	Current Actives	Days On Market Over 60	Percentage 60 Days Plus
O.C. \$0-\$500k	1,048	294	28%
O.C. \$500k-\$750k	1,759	424	24%
O.C. \$750k-\$1m	1,440	459	32%
O.C. \$1m-\$1.25m	618	246	40%
O.C. \$1.25m-\$1.5m	441	191	43%
O.C. \$1.5m-\$2m	512	280	55%
O.C. \$2m-\$4m	776	452	58%
O.C. \$4m+	407	278	68%
All of O.C.	7,001	2,624	37%

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are sitting on the market and waiting as well. Below \$500,000, it is 28% of the market. Between \$500,000 and \$750,000, it is 24% of the market. About a third of all sellers between \$750,000 and \$1 million have been on the market for over two months. From there, the share of sellers who have been waiting to find success grows, from 40% to 68%.

For the rest of the year, the percentages will just grow in every price range. That is because housing is now transitioning into the Autumn Market. This season of real estate begins with the kids going back to school. It is no longer the most advantageous time for families to move, so many would be buyers stop their search for the time being. On average, demand drops by 11% from the end of August to the start of October. With less demand, there are fewer sellers who are able to find success. As a result, more sellers find themselves sitting and waiting.

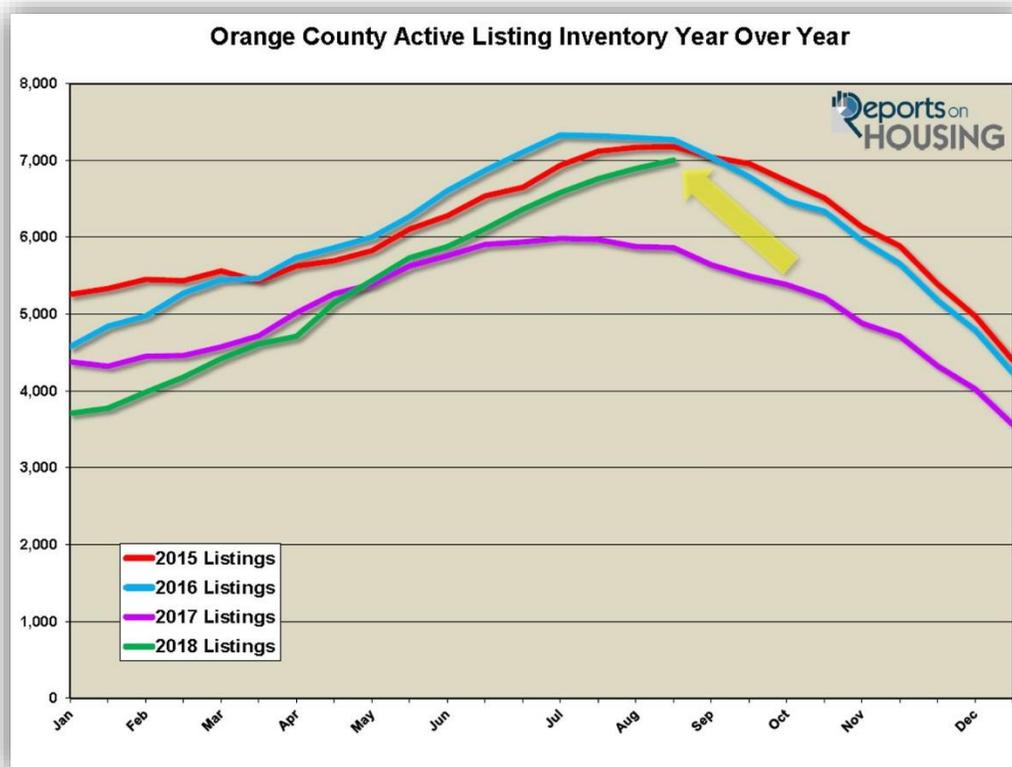
With both the Spring and Summer Markets in the rearview mirror, many sellers realize that the best time of the year to sell is now in the past. For the remainder of the year, carefully pricing is absolutely crucial. There will be more homeowners this year who will not be able to isolate a buyer willing to purchase and their contracts to sell will expire. In the real estate trenches, they are called "expired listings." Expect the number of expired listings this year to spike compared to the rest of the housing run.

Sellers have a choice: price their homes according to the **Fair Market Value** or throw in the towel and pull their homes off of the market. It sounds simple, but many sellers quite simply cannot get out of their own ways, unwilling to listen to the real estate experts and do what it takes to achieve their goals in selling.

Buyers need to be aware that while it is no longer a hot seller's market, it is not a buyer's market either. Looking for a "deal" is a waste of time. They too need to look at offering to purchase at a home's **Fair Market Value**. Anything less, and they will not be successful in securing their piece of the "American Dream."

Active Inventory: The active inventory grew by 2% in the past two-weeks.

The active listing inventory continued its climb in the past two-weeks, adding 108 homes, or 2%, and now totals 7,001, eclipsing the 7,000 level for the first time since September 2016. This may be the peak for the active listing inventory for 2018. From here, housing transitions 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. Although it is technically not autumn until Saturday, September, September 22, the Autumn Housing Market starts now,



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as the kids go back to school, and runs to Thanksgiving. From there, the market downshifts further and transitions into the Holiday Market when even fewer homeowners opt to sell their homes.

Last year at this time, there were 5,862 homes on the market, 1,139 fewer. That means that there are 19% 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.

Demand: Demand dropped by 2% in the past couple of weeks.

In the past two-weeks, demand, the number of pending sales over the prior 30-days, decreased by 44 pending sale, 2%, and now totals 2,350, the lowest demand reading for this time of the year since 2007. This year the emphasis of a supply problem, not enough homes on the market, has evolved to a demand problem, not enough pending sales. With higher mortgage rates and higher values, buyers are not as excited to purchase as they have been over the past 6-year run.

Last year at this time, demand was at 2,825 pending sales, **20% more than today**, or 475 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 86 to 89 days in the past two-weeks. Last year, the expected market time was at 62 days, **substantially** hotter than today.

Luxury End: Luxury demand increased over the past two-weeks.

In the past two-weeks, demand for homes above \$1.25 million increased by 14 pending sales, up 4%, and now totals 345, its highest level since the end of June. It's still down 21% from the end of May height in luxury demand. The luxury home inventory decreased by 19 homes and now totals 2,133. The overall expected market time for homes priced above \$1.25 million decreased from 195 to 185 days over the past two-weeks.

Year over year, luxury demand is down by 40 pending sales, or 10%, and the active luxury listing inventory is up by an additional 131 homes, or 7%. The expected market time last year was at 156 days, much better than today.

For homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 93 to 110 days. For homes priced between \$1.5 million and \$2 million, the expected market time decreased from 183 to 135 days. For homes priced between \$2 million and \$4 million, the expected market time decreased from 294 to 274 days. For homes priced above \$4 million, the expected market time decreased from 523 to 470 days. At 470 days, a seller would be looking at placing their home into escrow around **December 2019**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	65 Days	40%	55%	41 Days
O.C. \$750k-\$1m	82 Days	21%	22%	57 Days
O.C. \$1m-\$1.25m	101 Days	9%	8%	78 Days
O.C. \$1.25m-\$1.5m	110 Days	6%	5%	98 Days
O.C. \$1.5m-\$2m	135 Days	7%	5%	134 Days
O.C. \$2m-\$4m	274 Days	11%	4%	185 Days
O.C. \$4m+	470 Days	6%	1%	462 Days

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Orange County Housing Market Summary:

- The active listing inventory increased by 108 homes in the past two weeks, up 2%, and now totals 7,001. Expect the inventory to peak right around now, the start of the Autumn Market. Last year, there were 5,862 homes on the market, 1,139 fewer than today.
- 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 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 44 pending sales, 2%, and now totals 2,350. Demand peaked in mid-May at 2,726 pending sales. Last year, there were 2,825 pending sales, 20% more than today.
- The average list price for all of Orange County remained at \$1.6 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 seller's market (less than 90 days) with an expected market time of 65 days. This range represents 40% of the active inventory and 55% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 82 days. This range represents 21% of the active inventory and 22% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 101 days, a balanced market (between 90 to 120 days).
- For luxury homes priced between \$1.25 million and \$1.5 million, the expected market time increased from 93 to 110 days. For homes priced between \$1.5 million and \$2 million, the expected market time decreased from 183 to 135 days. For luxury homes priced between \$2 million and \$4 million, the expected market time decreased from 294 to 274 days. For luxury homes priced above \$4 million, the expected market time decreased from 523 to 470 days.
- The luxury end, all homes above \$1.25 million, accounts for 30% of the inventory and only 15% of demand.
- The expected market time for all homes in Orange County increased from 86 to 89 days in the past two weeks and is just about a balanced market (from 90 to 120 days).
- Distressed homes, both short sales and foreclosures combined, made up only 0.8% of all listings and 1.6% of demand. There are only 21 foreclosures and 37 short sales available to purchase today in all of Orange County, 58 total distressed homes on the active market, down by one from two weeks ago. Last year there were 82 total distressed homes on the market, 41% more than today.
- There were 2,766 closed residential resales in July, nearly identical to July 2017's 2,768 closed sales. July marked a 3% decrease from June 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 0.5%. That means that 99.1% 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 8/23/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 8/23/2018	2-Weeks Ago 8/9/2018	4-Weeks Ago 7/26/2018	1-Year Ago 8/24/2017	2-Years Ago 8/25/2016	Average Active List Price 8/23/2018
Aliso Viejo	125	60	63	68	63	46	50	\$694k
Anaheim	253	120	63	59	55	56	67	\$592k
Anaheim Hills	136	60	68	67	69	62	75	\$1.1m
Brea	96	29	99	87	73	52	75	\$938k
Buena Park	96	33	87	66	53	31	63	\$648k
Corona Del Mar	128	18	213	249	248	153	140	\$5.0m
Costa Mesa	191	81	71	86	81	56	57	\$1.0m
Coto De Caza	96	19	152	195	183	101	104	\$2.2m
Cypress	54	29	56	49	41	42	48	\$762k
Dana Point	194	55	106	121	130	129	121	\$2.7m
Dove Canyon	20	8	75	375	150	132	360	\$1.0m
Foothill Ranch	27	10	81	45	57	63	35	\$704k
Fountain Valley	76	34	67	84	46	26	29	\$807k
Fullerton	211	96	66	91	72	44	62	\$863k
Garden Grove	160	66	73	48	54	44	50	\$634k
Huntington Beach	381	172	66	73	68	55	56	\$1.3m
Irvine	716	195	110	93	88	72	86	\$1.4m
La Habra	104	49	64	59	88	48	51	\$625k
La Palma	15	10	45	47	32	36	47	\$746k
Ladera Ranch	119	37	96	85	77	91	95	\$1.3m
Laguna Beach	274	27	304	300	309	283	360	\$5.4m
Laguna Hills	105	32	98	103	76	53	82	\$1.3m
Laguna Niguel	245	81	91	96	107	71	106	\$1.4m
Laguna Woods	203	71	86	92	85	61	60	\$369k
Lake Forest	111	43	77	72	84	36	47	\$647k
Los Alamitos	15	8	56	23	43	35	38	\$866k
Mission Viejo	310	95	98	83	72	49	54	\$737k
Newport Beach	361	62	175	225	204	111	187	\$3.5m
Newport Coast	102	12	255	184	210	119	295	\$6.2m
North Tustin	82	28	88	129	150	90	103	\$1.7m
Orange	236	98	72	71	65	49	60	\$920k
Placentia	80	42	57	51	55	35	55	\$709k
Portola Hills	15	7	64	64	69	45	35	\$904k
Rancho Mission Viejo	38	9	127	81	84	390	90	\$804k
Rancho Santa Marg.	120	48	75	72	86	28	48	\$646k
Rossmoor	17	11	46	47	68	49	*	\$1.4m
San Clemente	283	63	135	107	93	79	113	\$1.9m
San Juan	150	38	118	124	112	103	125	\$1.8m
Santa Ana	220	115	57	63	69	61	67	\$607k
Seal Beach	140	40	105	72	85	30	53	\$526k
Stanton	25	13	58	47	65	26	60	\$605k
Talega	63	16	118	88	109	65	133	\$1.1m
Tustin	113	61	56	59	63	44	60	\$959k
Villa Park	25	4	188	360	158	87	107	\$1.9m
Westminster	62	39	48	55	63	41	50	\$781k
Yorba Linda	270	70	116	93	80	64	128	\$1.3m
All of O.C.	7,001	2,350	89	86	85	62	77	\$1.6m

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Attached Homes

	Current Actives 8/23/2018	Demand (Last 30 Days Pendings)	Market Time (In Days) 8/23/2018	2-Weeks Ago 8/9/2018	4-Weeks Ago 7/26/2018	1-Year Ago 8/24/2017	2-Years Ago 8/25/2016	Average Active List Price 8/23/2018
All of O.C.	2,358	907	78	74	73	49	58	\$708k
O.C. \$0-\$250k	108	49	66	65	61	39	49	\$204k
O.C. \$250k-\$500k	863	403	64	60	60	34	45	\$399k
O.C. \$500k-\$750k	807	315	77	69	70	55	61	\$616k
O.C. \$750k-\$1m	294	86	103	111	97	88	119	\$858k
O.C. \$1m+	286	54	159	182	180	132	235	\$1.9m

Current Actives Vacant **35.2%**

Detached Homes

	Current Actives 8/23/2018	Demand (Last 30 Days Pendings)	Market Time (In Days) 8/23/2018	2-Weeks Ago 8/9/2018	4-Weeks Ago 7/26/2018	1-Year Ago 8/24/2017	2-Years Ago 8/25/2016	Average Active List Price 8/23/2018
All of O.C.	4,607	1,437	96	94	91	71	90	\$2.0m
O.C. \$0-\$500k	65	43	45	52	53	32	39	\$438k
O.C. \$500k-\$750k	941	482	59	52	47	43	52	\$661k
O.C. \$750k-\$1m	1,144	438	78	79	72	53	91	\$871k
O.C. \$1m-\$1.25m	544	166	98	91	95	73	111	\$1.1m
O.C. \$1.25m-\$1.5m	381	109	105	90	102	99	111	\$1.4m
O.C. \$1.5m-\$2m	438	97	135	183	187	137	146	\$1.8m
O.C. \$2m-\$4m	701	76	277	277	282	177	334	\$2.8m
O.C. \$4m+	393	26	453	505	692	460	403	\$9.2m

Current Actives Vacant **24.8%**

All Homes

	Current Actives 8/23/2018	Demand (Last 30 Days Pendings)	Market Time (In Days) 8/23/2018	2-Weeks Ago 8/9/2018	4-Weeks Ago 7/26/2018	1-Year Ago 8/24/2017	2-Years Ago 8/25/2016	Average Active List Price 8/23/2018
All of O.C.	7,001	2,350	89	86	85	62	77	\$1.6m
O.C. \$0-\$500k	1,048	496	63	60	60	34	45	\$381k
O.C. \$500k-\$750k	1,759	800	66	59	56	47	55	\$640k
O.C. \$750k-\$1m	1,440	526	82	84	76	57	94	\$868k
O.C. \$1m-\$1.25m	618	183	101	94	95	78	116	\$1.1m
O.C. \$1.25m-\$1.5m	441	120	110	93	107	98	116	\$1.4m
O.C. \$1.5m-\$2m	512	114	135	183	187	134	152	\$1.8m
O.C. \$2m-\$4m	776	85	274	294	300	185	338	\$2.8m
O.C. \$4m+	407	26	470	523	718	462	399	\$9.1m

Current Actives Vacant **28.2%**

*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 Jul 2018	Average Sales Price	Average List Price	Sales to List Price Ratio	Low Price	High Price	Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Jul 2017
Aliso Viejo	70	\$661,509	\$662,718	99.8%	\$365k	\$1.3m	1,565	\$423	76
Anaheim	127	\$554,175	\$554,667	99.9%	\$250k	\$554k	1,487	\$373	118
Anaheim Hills	68	\$795,393	\$802,102	99.2%	\$384k	\$1.8m	2,152	\$370	64
Brea	44	\$792,920	\$797,193	99.5%	\$420k	\$2.0m	2,150	\$369	46
Buena Park	53	\$638,806	\$646,685	98.8%	\$425k	\$1.6m	1,660	\$385	60
Corona Del Mar	25	\$2,454,820	\$2,615,532	93.9%	\$1.0m	\$10.8m	2,176	\$1,128	26
Costa Mesa	95	\$841,177	\$852,352	98.7%	\$370k	\$1.6m	1,730	\$486	81
Coto De Caza	30	\$1,433,161	\$1,461,384	98.1%	\$495k	\$2.5m	3,773	\$380	23
Cypress	39	\$689,782	\$697,282	98.9%	\$415k	\$1.2m	1,682	\$410	39
Dana Point	56	\$1,410,494	\$1,460,019	96.6%	\$180k	\$7.5m	2,175	\$649	48
Dove Canyon	6	\$1,038,500	\$1,069,833	97.1%	\$885k	\$1.2m	3,224	\$322	12
Foothill Ranch	13	\$731,375	\$729,528	100.3%	\$420k	\$985k	1,750	\$418	12
Fountain Valley	47	\$696,062	\$693,224	100.4%	\$271k	\$1.3m	1,659	\$420	45
Fullerton	117	\$723,747	\$735,303	98.4%	\$270k	\$1.6m	1,890	\$383	116
Garden Grove	91	\$588,705	\$589,650	99.8%	\$264k	\$1.1m	1,462	\$403	74
Huntington Beach	153	\$875,394	\$887,696	98.6%	\$330k	\$3.1m	1,749	\$501	177
Irvine	264	1,015,658	\$1,029,612	98.6%	\$315k	\$4.5m	2,041	\$498	267
La Habra	65	\$547,153	\$553,038	98.9%	\$250k	\$1.1m	1,468	\$373	52
La Palma	17	\$704,106	\$706,182	99.7%	\$420k	\$885k	1,848	\$381	3
Ladera Ranch	55	\$850,588	\$860,398	98.9%	\$458k	\$2.1m	2,313	\$368	60
Laguna Beach	35	\$4,198,429	\$4,528,371	92.7%	\$573k	\$32.0m	2,521	\$1,665	34
Laguna Hills	43	\$949,866	\$959,853	99.0%	\$335k	\$2.5m	2,313	\$411	33
Laguna Niguel	77	\$877,262	\$908,489	96.6%	\$330k	\$4.0m	2,053	\$427	97
Laguna Woods	60	\$302,843	\$309,097	98.0%	\$6k	\$759k	1,057	\$287	68
Lake Forest	42	\$646,371	\$649,290	99.6%	\$275k	\$985k	1,743	\$371	72
Los Alamitos	8	\$854,813	\$857,736	99.7%	\$435k	\$1.4m	1,897	\$451	9
Mission Viejo	133	\$721,680	\$732,053	98.6%	\$256k	\$1.8m	1,907	\$378	135
Newport Beach	89	\$2,538,543	\$2,633,164	96.4%	\$380k	\$25.0m	2,514	\$1,010	83
Newport Coast	17	\$4,097,743	\$4,233,265	96.8%	\$780k	\$19.8m	3,871	\$1,059	14
North Tustin	25	\$1,278,771	\$1,304,252	98.0%	\$703k	\$2.4m	3,128	\$409	30
Orange	114	\$760,292	\$769,604	98.8%	\$299k	\$3.8m	1,936	\$393	120
Placentia	44	\$647,336	\$650,115	99.6%	\$310k	\$1.1m	1,789	\$362	42
Portola Hills	10	\$549,680	\$552,349	99.5%	\$329k	\$998k	1,354	\$406	15
Rancho Mission Viejo	12	\$698,986	\$706,825	98.9%	\$525k	\$965k	1,734	\$403	9
Rancho Santa Marg.	40	\$563,264	\$567,232	99.3%	\$275k	\$1.3m	1,354	\$416	67
Rosmoor	10	\$1,453,500	\$1,485,500	97.8%	\$858k	\$2.7m	3,032	\$479	12
San Clemente	112	\$1,064,806	\$1,112,302	95.7%	\$73k	\$3.8m	2,418	\$440	69
San Juan	41	\$925,101	\$956,588	96.7%	\$270k	\$3.6m	2,375	\$390	52
Santa Ana	124	\$525,169	\$531,259	98.9%	\$190k	\$995k	1,400	\$375	96
Seal Beach	52	\$515,865	\$522,038	98.8%	\$145k	\$2.7m	1,178	\$438	50
Stanton	12	\$505,326	\$502,070	100.6%	\$400k	\$677k	1,457	\$347	24
Talega	33	\$974,584	\$991,388	98.3%	\$507k	\$1.7m	2,842	\$343	20
Tustin	76	\$751,452	\$762,417	98.6%	\$296k	\$3.1m	1,797	\$418	62
Villa Park	10	\$1,494,289	\$1,535,368	97.3%	\$970k	\$2.3m	3,628	\$412	6
Westminster	30	\$661,108	\$658,871	100.3%	\$362k	\$875k	1,489	\$444	41
Yorba Linda	71	\$892,234	\$899,234	99.2%	\$227k	\$2.4m	2,321	\$384	80
All of O.C.	2,766	\$925,242	\$946,025	97.8%	\$6k	\$32.0m	1,922	\$481	2,768
O.C. \$0-\$500k	538	\$379,959	\$386,518	98.3%	\$6k	\$500k	10,009	\$38	653
O.C. \$500k-\$750k	974	\$630,152	\$633,801	99.4%	\$503k	\$750k	1,539	\$409	1,027
O.C. \$750k-\$1m	641	\$854,864	\$860,275	99.4%	\$751k	\$1.0m	2,090	\$409	570
O.C. \$1m-\$1.25m	240	\$1,125,845	\$1,152,191	97.7%	\$1.0m	\$1.25m	2,627	\$429	197
O.C. \$1.25m-\$1.5m	116	\$1,365,999	\$1,398,632	97.7%	\$1.25m	\$1.5m	2,978	\$459	109
O.C. \$1.5m-\$2m	116	\$1,739,660	\$1,790,026	97.2%	\$1.5m	\$2.0m	3,362	\$517	95
O.C. \$2m-\$4m	113	\$2,712,049	\$2,843,071	95.4%	\$2.0m	\$4.0m	3,721	\$729	91
O.C. \$4m+	28	\$9,193,071	\$9,775,250	94.0%	\$4.1m	\$32.0m	5,345	\$1,720	24

*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.

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	Current Actives 8/23/2018	Total 8/23/2018	% of Active Inventory 8/23/2018	Attached	Current Actives 8/23/2018	Number of Foreclosures & Short Sale Actives 8/23/2018	% of Active Inventory 8/23/2018
Aliso Viejo	125	0	0.0%	All of O.C.	2,358	19	0.8%
Anaheim	253	4	1.6%	O.C. \$0-\$250k	108	4	3.7%
Anaheim Hills	136	0	0.0%	O.C. \$250k-\$500k	863	8	0.9%
Brea	96	2	2.1%	O.C. \$500k-\$750k	807	5	0.6%
Buena Park	96	1	1.0%	O.C. \$750k-\$1m	294	1	0.3%
Corona Del Mar	128	0	0.0%	O.C. \$1m+	286	1	0.3%
Costa Mesa	191	1	0.5%				
Coto De Caza	96	0	0.0%	Detached			
Cypress	54	1	1.9%	All of O.C.	4,607	38	0.8%
Dana Point	194	2	1.0%	O.C. \$0k-\$500k	65	0	0.0%
Dove Canyon	20	0	0.0%	O.C. \$500k-\$750k	941	12	1.3%
Foothill Ranch	27	0	0.0%	O.C. \$750k-\$1m	1,144	11	1.0%
Fountain Valley	76	1	1.3%	O.C. \$1m-\$1.5m	544	6	1.1%
Fullerton	211	3	1.4%	O.C. \$1.25m-\$1.5m	381	4	1.0%
Garden Grove	160	0	0.0%	O.C. \$1.5m-\$2m	438	2	0.5%
Huntington Beach	381	2	0.5%	O.C. \$2m-\$4m	701	2	0.3%
Irvine	716	2	0.3%	O.C. \$4m+	393	1	0.3%
La Habra	104	1	1.0%				
La Palma	15	0	0.0%	All Homes			
Ladera Ranch	119	2	1.7%	All of O.C.	7,001	58	0.8%
Laguna Beach	274	0	0.0%	O.C. \$0k-\$500k	1,048	12	1.1%
Laguna Hills	105	2	1.9%	O.C. \$500k-\$750k	1,759	17	1.0%
Laguna Niguel	245	1	0.4%	O.C. \$750k-\$1m	1,440	12	0.8%
Laguna Woods	203	2	1.0%	O.C. \$1m-\$1.25m	618	6	1.0%
Lake Forest	111	1	0.9%	O.C. \$1.25m-\$1.5m	441	4	0.9%
Los Alamitos	15	0	0.0%	O.C. \$1.5m-\$2m	512	2	0.4%
Mission Viejo	310	5	1.6%	O.C. \$2m-\$4m	776	3	0.4%
Newport Beach	361	0	0.0%	O.C. \$4m+	407	1	0.2%
Newport Coast	102	0	0.0%				
North Tustin	82	0	0.0%	County High Shares - Account for 40%			
Orange	236	3	1.3%	Portola Hills	15	2	13.3%
Placentia	80	2	2.5%	Villa Park	25	1	4.0%
Portola Hills	15	2	13.3%	Santa Ana	220	8	3.6%
Rancho Mission Viejo	38	1	2.6%	Rancho Mission Viejo	38	1	2.6%
Rancho Santa Marg.	120	0	0.0%	Placentia	80	2	2.5%
Rossmoor	17	0	0.0%	Brea	96	2	2.1%
San Clemente	283	1	0.4%	Laguna Hills	105	2	1.9%
San Juan	150	2	1.3%	Cypress	54	1	1.9%
Santa Ana	220	8	3.6%	Tustin	113	2	1.8%
Seal Beach	140	0	0.0%	Ladera Ranch	119	2	1.7%
Stanton	25	0	0.0%				
Talega	63	0	0.0%	County Low Shares - No Distressed			
Tustin	113	2	1.8%	Aliso Viejo	Newport Beach		
Villa Park	25	1	4.0%	Anaheim Hills	Newport Coast		
Westminster	62	0	0.0%	Corona del Mar	North Tustin		
Yorba Linda	270	2	0.7%	Coto de Caza	Rancho Santa Margarita		
All of O.C.	7,001	58	0.8%	Dove Canyon	Rossmoor		
				Foothill Ranch	Seal Beach		
				Garden Grove	Stanton		
				La Palma	Talega		
				Laguna Beach	Westminster		
				Los Alamitos			
Orange County Distressed Breakdown							
	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)				
Total Foreclosures	21	15	42				
Total Short Sale	37	22	50				

*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 8/23/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 8/23/2018	2-Weeks Ago 8/9/2018	4-Weeks Ago 7/26/2018	1-Year Ago 8/24/2017	2-Years Ago 8/25/2016
Los Angeles County	14,026	5,287	80	77	75	58	68
Orange County	7,001	2,350	89	86	85	62	77
Riverside County	8,899	2,623	102	98	98	78	99
San Bernardino County	5,802	2,040	85	84	81	68	83
San Diego County	8,115	2,989	81	75	74	55	56
Ventura County	1,933	835	69	67	67	52	58
SOCAL TOTALS	45,776	16,124	85	82	80	62	73

Distressed Properties - Foreclosures and Short Sales

	Current Actives 8/23/2018	Dem and (Last 30 Days Pendings)	Market Time (In Days) 8/23/2018	2-Weeks Ago 8/9/2018	4-Weeks Ago 7/26/2018	1-Year Ago 8/24/2017	2-Years Ago 8/25/2016
Los Angeles County	171	109	47	42	42	44	41
Orange County	58	37	47	48	54	32	47
Riverside County	213	94	68	55	64	53	60
San Bernardino County	114	65	53	54	58	50	60
San Diego County	68	36	57	57	55	47	21
Ventura County	26	21	37	44	62	36	36
SOCAL TOTALS	650	362	54	50	54	46	44