

# THE *Orange County* HOUSING REPORT

## REPORTS ON HOUSING

### Orange County Housing Report: The Golden Opportunity

July 1, 2019

Good evening!

Accurately pricing a home initially to avoid price reductions is the most lucrative strategy.



**Initial Pricing: Sellers who price their homes accurately and avoid price reductions sell their homes for more.**

After their own personal pre-race ritual, the sprinters approach their designated starting blocks. The starter raises the pistol into the air stating, "On your mark." The runners carefully place their track spikes onto their blocks. After everybody looks ready, the starter then utters, "Set." The athletes get in the loaded position and their legs are ready to fire. Finally, the gun goes off and they explode onto the track. Ultimately, somebody does not have a good start. Some delay. Others do not have the proper form. The initial start is crucial and is an advantage that often propels the athlete with the best start across the finish line with arms raised high in the air.

Similarly, when a home initially comes on the market, the price will determine whether or not a seller will be raising their arms in the air with delight as they successfully close escrow. Buyers today do not want to pay much more than the most recent closed sale. Prices are a lot stickier. The days of rapid appreciation are now in the rearview mirror. Overpriced homes sit without success. Throwing a price out there just to test the market is not a wise strategy. Instead, carefully and methodically pricing a home is vital to cashing in on the **Golden Opportunity**, the first few weeks after coming on the market.

It is very telling to look at the sales price to **last** list price ratio. This refers to the final list price prior to opening escrow. In Orange County, 68% of all closed sales in June did not reduce the asking price at all. The sales price to **last** list price ratio for these homes was 98.9%, meaning, on average, a home sold within 1.1% of the asking price. A home listed at \$600,000 sold for \$593,400. In addition, 20% of all closed sales reduced their asking prices between 1% and 4%. The sales to list price ratio for these homes was 97.8%. A home listed at \$600,000 sold for \$586,800. For homes that reduced their asking prices by 5% or more, 12% of closed sales in June, the sales to list price ratio was 96.6%. A home listed at \$600,000 sold for \$579,600. Everybody would agree that closing for \$593,400 is a lot better than \$579,600.

### Orange County - June 2019

Reduction	% of Sales	Sales to Last Price Ratio	Sales to Original List Price Ratio	Median Sales Price	Avg DOM
5% or more	12%	96.6%	87.9%	\$ 987,720	124 Days
1% to 4%	20%	97.8%	95.6%	\$811,379	76 Days
No Reduction	68%	98.9%	98.9%	\$725,000	35 Days

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The data is staggering in looking at the sales price to **original** list price. This is the price when a home initially comes on the market prior to any price reductions. For homes that reduced the asking price between 1% to 4%, the sales to original list price ratio was 95.6%. A home that was listed originally for \$614,000 had to reduce the asking price to \$600,000 to find success. Homes that reduced the asking price by at least 5% had a sales to original list price ratio of 84.1%. A home that was originally listed at \$659,000 had to reduce the asking price, often more than once, to \$600,000 to find success.

Accurately pricing is critical in obtaining the highest and best sales price. Homes that do not have to reduce ultimately sell for more. The amount of market time increases substantially for those that must reduce. And, there are a lot of price reductions occurring every week right now. An eye-opening 11% of all active listings reduced their asking prices last week.

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What is so important about the initial few weeks after coming on the market that helps drive success? There are many buyers who have not yet isolated their home and they are literally waiting on the sidelines for something to come on the market that meets their criteria. Every time a home is fresh to the market, there is a flood of initial activity as potential buyers clamor to be one of the first to take a look. There is more activity in the initial two weeks in entering the fray than any other time when a home is marketed. With the Internet, this period is even more important. Most buyers subscribe to a service that allows them to search homes that are on the market. When a home is newly listed, buyers receive email notifications and they are at the top of the list of homes available that match the buyer's criteria.

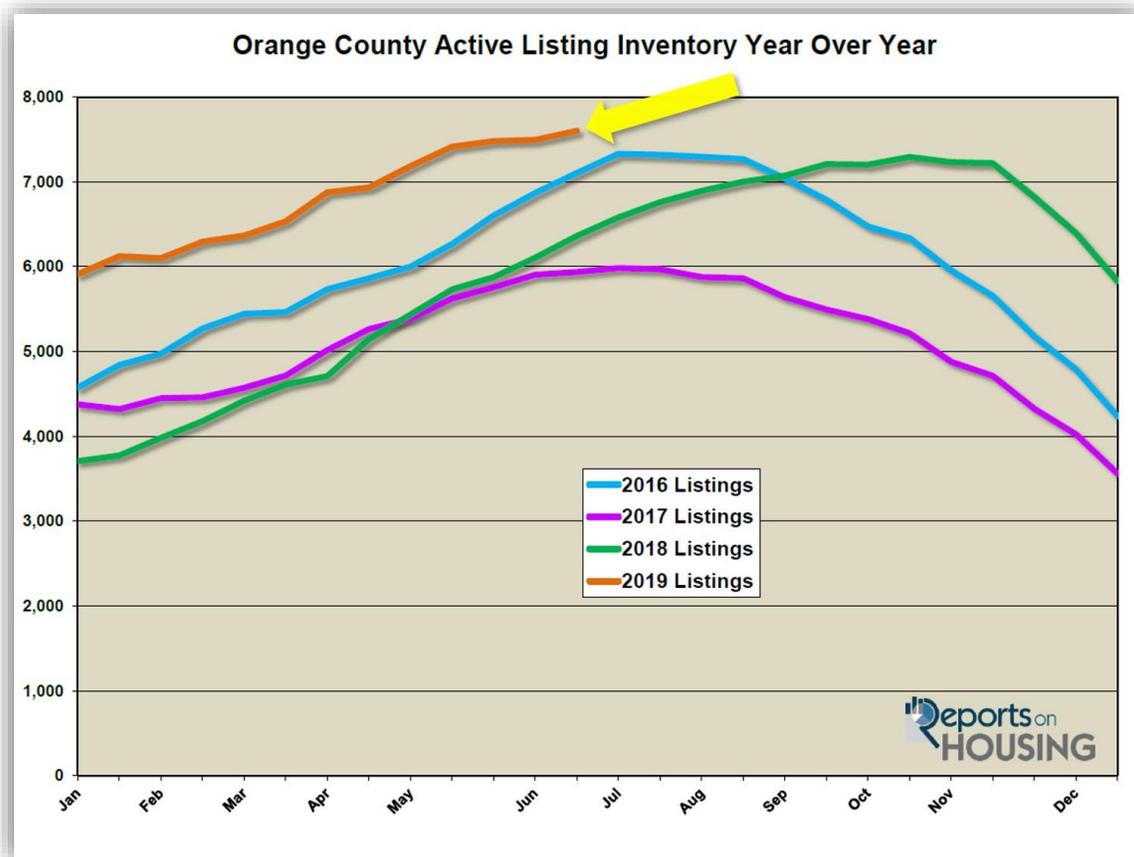
With all of the fanfare, it is not a coincidence that the initial listing period is extremely important. Cashing in on the excitement makes a lot of sense; however, many sellers do not understand the significance and waste this **GOLDEN OPPORTUNITY**. Yes, a seller can always reduce the asking price down the road to be more in line with a home's **Fair Market Value**, but the reduction will not be met with the same enthusiasm as the initial first few weeks. There is not as much excitement surrounding a price reduction. When something is brand new to the market, that is exciting. When something has been exposed to the market for a while, it becomes a bit "shop worn" and loses some of its marketing luster.

**The bottom line for sellers: spend more time carefully arriving at the asking price, taking into consideration all the pluses and minuses in the home: condition, upgrades, and location.** Having the right price to begin with will not only reduce market time, it will result in more activity and a higher sales price.

**Active Inventory:** The current active inventory increased by 1% in the past two weeks.

In the past two weeks, the active listing inventory increased by only 107 homes, up 1%, and now totals 7,600. As is normal for this time of the year, the active listing inventory continues to grow week after week. This will continue until it reaches a peak most likely in August.

Last year at this time there were 6,362 homes on the market. That means that there are **19% more homes available today**. This continues to be the highest level of homes on the market for this time of the year since 2011.



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### **Demand:** *In the past four weeks, demand dropped significantly by 4%.*

Demand, the number of new pending sales over the prior month, dropped by 113 pending sales in the past four weeks, down 4%, and now totals 2,548. It is very telling that demand remains subdued, like last year. However, last year it was due to higher prices coupled with rising rates. Mortgage rates have dropped to levels not seen since September 2016, but even with lower rates, demand remains subdued. This development is a strong indicator that the current housing cycle is nearing its peak. This will develop more in time.

From here, demand will continue to slowly drop through the Summer Market. Once the kids go back to school at the end of August, housing will transition to the Autumn Market and demand will downshift further.

Last year at this time, there were 56 more pending sales, 2% more than today. Two years ago, it was 13% stronger than today.

The current Expected Market Time increased from 84 days to 89 days in the past two weeks, a slight Seller's Market. It is knocking on the door of a Balanced Market (90 to 120 days), one that does not favor sellers or buyers. Last year, the Expected Market Time was at 73 days, much better than today.

### **Luxury End:** *The luxury market slowed significantly the past couple of weeks.*

In the past two-weeks, demand for homes above \$1.25 million decreased by 54 pending sales, a 13% drop, and now totals 352, its lowest level since the end of March. The luxury home inventory grew by 27 homes and now totals 2,549, a 1% increase and the highest level of the year. The overall expected market time for homes priced above \$1.25 million increased from 186 days to 217 over the past two-weeks, extremely sluggish.

Year over year, luxury demand is down by 11 pending sales, or 3%, and the active luxury listing inventory is up by an additional 375 homes, or 17%. Extra seller competition and continued muted demand, similar to the rest of the Orange County market, is a trend that will persist for the remainder of the year. The expected market time last year was at 180 days, better than today.

For homes priced between \$1.25 million and \$1.5 million, in the past two-weeks, the Expected Market Time increased from 107 to 118 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time increased from 149 to 192 days. For homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 254 to 250 days. For homes priced above \$4 million, the Expected Market Time increased from 441 to 667 days. At 667 days, a seller would be looking at placing their home into escrow around **the end of April 2021**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	64 Days	39%	55%	48 Days
O.C. \$750k-\$1m	74 Days	18%	22%	64 Days
O.C. \$1m-\$1.25m	86 Days	9%	9%	85 Days
O.C. \$1.25m-\$1.5m	137 Days	8%	5%	113 Days
O.C. \$1.5m-\$2m	192 Days	8%	4%	150 Days
O.C. \$2m-\$4m	250 Days	12%	4%	225 Days
O.C. \$4m+	667 Days	6%	1%	427 Days

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### Orange County Housing Market Summary:

- The active listing inventory increased by 107 homes in the past two weeks, up 1%, and now totals 7,600, the highest level since September 2014. Last year, there were 6,362 homes on the market, 1,238 fewer than today. There are 19% more homes than last year.
- Demand, the number of pending sales over the prior month, decreased by 113 pending sales in the past two weeks, down 4%, and now totals 2,548. Last year, there were 2,604 pending sales, 2% more than today.
- The Expected Market Time for all of Orange County increased from 84 days two weeks ago to 89 days today, a **slight** Seller's Market (between 60 to 90 days) and the highest level for this time of the year since 2011. It was at 73 days last year.
- 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 64 days. This range represents 39% of the active inventory and 55% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 74 days, a slight Seller's Market. This range represents 18% of the active inventory and 22% of demand.
- For homes priced between \$1 million to \$1.25 million, the expected market time is 86 days, a slight 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 118 to 137 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time increased from 149 to 192 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time decreased from 254 to 250 days. For luxury homes priced above \$4 million, the Expected Market Time increased from 441 to 667 days.
- The luxury end, all homes above \$1.25 million, accounts for 34% of the inventory and only 14% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.7% of all listings and 1.4% of demand. There are only 22 foreclosures and 33 short sales available to purchase today in all of Orange County, 55 total distressed homes on the active market, up two the last two-weeks. Last year there were 58 total distressed homes on the market, nearly identical to today.
- There were 2,929 closed residential resales in May, 2% more than May 2018's 2,870 closed sales. April marked a 15% increase from April 2019. The sales to list price ratio was 97.6% for all of Orange County. Foreclosures accounted for just 0.8% of all closed sales, and short sales accounted for 0.6%. That means that 98.6% of all sales were good ol' fashioned sellers with equity.

Have a great week.

Sincerely,  
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	Current Actives 6/27/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 6/27/2019	Market Time 2-Weeks Ago 6/13/2019	Market Time 4-Weeks Ago 5/30/2019	Market Time 1-Year Ago 6/28/2018	Market Time 2-Years Ago 6/29/2017	Average Active List Price 6/27/2019
Aliso Viejo	119	46	78	52	54	60	29	\$678k
Anaheim	226	129	53	59	52	51	56	\$604k
Anaheim Hills	145	65	67	56	74	57	46	\$1.0m
Brea	93	45	62	80	66	56	74	\$951k
Buena Park	96	56	51	45	48	49	38	\$665k
Corona Del Mar	148	16	278	294	373	179	142	\$4.9m
Costa Mesa	209	75	84	72	69	65	53	\$1.0m
Coto De Caza	107	21	153	157	143	129	132	\$2.1m
Cypress	124	72	52	44	55	37	29	\$701k
Dana Point	233	44	159	145	123	115	138	\$3.1m
Dove Canyon	27	6	135	300	300	300	68	\$1.2m
Foothill Ranch	25	13	58	44	32	67	18	\$701k
Fountain Valley	49	35	42	35	43	42	21	\$787k
Fullerton	199	123	49	51	58	60	51	\$862k
Garden Grove	142	76	56	62	55	42	42	\$651k
Huntington Beach	408	158	77	74	82	74	53	\$1.3m
Irvine	886	209	127	121	109	78	72	\$1.4m
La Habra	90	46	59	61	56	40	28	\$622k
La Palma	14	5	84	43	33	29	85	\$772k
Ladera Ranch	124	57	65	76	78	67	55	\$1.3m
Laguna Beach	305	38	241	311	306	263	239	\$4.8m
Laguna Hills	126	32	118	100	81	65	79	\$1.4m
Laguna Niguel	298	76	118	91	96	98	65	\$1.4m
Laguna Woods	267	80	100	90	108	72	24	\$361k
Lake Forest	132	74	54	62	65	72	38	\$673k
Los Alamitos	18	9	60	210	120	43	23	\$989k
Mission Viejo	299	132	68	68	91	68	47	\$771k
Newport Beach	446	71	188	184	175	139	126	\$3.3m
Newport Coast	120	14	257	166	196	231	221	\$6.4m
North Tustin	84	16	158	98	58	88	60	\$2.0m
Orange	234	113	62	51	61	54	41	\$905k
Placentia	73	30	73	56	39	43	39	\$714k
Portola Hills	20	10	60	46	44	56	28	\$1.1m
Rancho Mission Viejo	54	9	180	153	96	81	99	\$821k
Rancho Santa Marg.	105	46	68	63	52	73	38	\$598k
Rossmoor	33	10	99	101	83	43	103	\$1.4m
San Clemente	298	88	102	96	90	76	94	\$1.8m
San Juan	155	32	145	120	104	89	85	\$2.2m
Santa Ana	268	94	86	86	80	69	55	\$623k
Seal Beach	188	47	120	122	118	62	63	\$436k
Stanton	26	22	35	39	56	48	23	\$643k
Talega	59	27	66	62	59	53	58	\$1.2m
Tustin	126	55	69	47	47	39	45	\$918k
Villa Park	24	4	180	132	110	114	72	\$1.8m
Westminster	44	31	43	42	36	56	29	\$784k
Yorba Linda	239	90	80	79	88	87	72	\$1.3m
All of O.C.	7,600	2,548	89	84	85	73	60	\$1.6m

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### Attached Homes

	Current Actives 6/27/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 6/27/2019	Market Time 2-Weeks Ago 6/13/2019	Market Time 4-Weeks Ago 5/30/2019	Market Time 1-Year Ago 6/28/2018	Market Time 2-Years Ago 6/29/2017	Average Active List Price 6/27/2019
All of O.C.	2,668	950	84	80	80	61	47	\$714k
O.C. \$0-\$250k	165	61	81	80	109	44	31	\$191k
O.C. \$250k-\$500k	968	411	71	68	65	49	33	\$396k
O.C. \$500k-\$750k	886	347	77	66	69	55	47	\$619k
O.C. \$750k-\$1m	295	84	105	109	114	79	98	\$858k
O.C. \$1m+	354	47	226	247	222	197	188	\$1.9m

Current Actives Vacant **34.9%**

### Detached Homes

	Current Actives 6/27/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 6/27/2019	Market Time 2-Weeks Ago 6/13/2019	Market Time 4-Weeks Ago 5/30/2019	Market Time 1-Year Ago 6/28/2018	Market Time 2-Years Ago 6/29/2017	Average Active List Price 6/27/2019
All of O.C.	4,932	1,598	93	87	88	81	71	\$2.0m
O.C. \$0-\$500k	57	25	68	80	61	41	24	\$407k
O.C. \$500k-\$750k	883	543	49	48	46	44	41	\$659k
O.C. \$750k-\$1m	1,107	484	69	64	60	61	54	\$876k
O.C. \$1m-\$1.25m	592	220	81	83	100	80	71	\$1.1m
O.C. \$1.25m-\$1.5m	519	116	134	112	106	109	115	\$1.4m
O.C. \$1.5m-\$2m	528	92	172	138	153	139	152	\$1.7m
O.C. \$2m-\$4m	801	97	248	248	291	220	221	\$2.9m
O.C. \$4m+	445	21	636	420	399	409	488	\$8.8m

Current Actives Vacant **21.6%**

### All Homes

	Current Actives 6/27/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 6/27/2019	Market Time 2-Weeks Ago 6/13/2019	Market Time 4-Weeks Ago 5/30/2019	Market Time 1-Year Ago 6/28/2018	Market Time 2-Years Ago 6/29/2017	Average Active List Price 6/27/2019
All of O.C.	7,600	2,548	89	84	85	73	60	\$1.6m
O.C. \$0-\$500k	1,190	497	72	70	68	48	35	\$368k
O.C. \$500k-\$750k	1,769	890	60	55	55	48	42	\$639k
O.C. \$750k-\$1m	1,402	568	74	70	67	64	53	\$873k
O.C. \$1m-\$1.25m	690	241	86	92	108	85	84	\$1.1m
O.C. \$1.25m-\$1.5m	595	130	137	118	107	113	96	\$1.4m
O.C. \$1.5m-\$2m	620	97	192	149	167	150	148	\$1.7m
O.C. \$2m-\$4m	867	104	250	254	302	225	193	\$2.9m
O.C. \$4m+	467	21	667	441	419	427	572	\$8.7m

Current Actives Vacant **26.3%**

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	Units Sold May 2019	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
Aliso Viejo	65	\$607,294	\$614,300	98.9%	\$319k	\$1.5m	1,501	\$405	60
Anaheim	125	\$596,314	\$553,271	107.8%	\$306k	\$6.9m	1,456	\$410	147
Anaheim Hills	64	\$762,439	\$775,526	98.3%	\$389k	\$2.7m	1,999	\$381	51
Brea	34	\$815,834	\$835,978	97.6%	\$398k	\$1.7m	2,343	\$348	42
Buena Park	44	\$601,126	\$604,192	99.5%	\$395k	\$1.3m	1,540	\$390	46
Corona Del Mar	28	\$6,687,413	\$3,631,231	184.2%	\$940k	\$94.0m	2,492	\$2,683	33
Costa Mesa	69	\$773,379	\$780,470	99.1%	\$89k	\$1.7m	1,566	\$494	80
Coto De Caza	22	\$1,483,818	\$1,480,881	100.2%	\$875k	\$3.5m	4,023	\$369	25
Cypress	32	\$684,997	\$688,200	99.5%	\$465k	\$1.1m	1,770	\$387	43
Dana Point	46	\$1,920,267	\$2,060,459	93.2%	\$325k	\$14.0m	2,417	\$794	48
Dove Canyon	7	\$1,028,429	\$1,053,257	97.6%	\$865k	\$1.2m	3,090	\$333	11
Foothill Ranch	15	\$690,159	\$695,979	99.2%	\$326k	\$1.2m	1,683	\$410	16
Fountain Valley	38	\$765,984	\$768,579	99.7%	\$340k	\$1.4m	1,812	\$423	34
Fullerton	91	\$681,662	\$693,463	98.3%	\$255k	\$1.5m	1,751	\$389	142
Garden Grove	84	\$579,021	\$583,097	99.3%	\$262k	\$1.4m	1,461	\$396	85
Huntington Beach	172	\$938,939	\$954,355	98.4%	\$150k	\$3.2m	1,821	\$516	196
Irvine	253	960,862	\$987,763	97.3%	\$312k	\$4.2m	1,971	\$487	286
La Habra	40	\$609,130	\$613,937	99.2%	\$280k	\$1.3m	1,692	\$360	51
La Palma	11	\$661,273	\$673,855	98.1%	\$417k	\$815k	1,806	\$366	11
Ladera Ranch	33	\$973,951	\$992,797	98.1%	\$405k	\$2.1m	2,585	\$377	60
Laguna Beach	38	\$2,745,117	\$2,870,103	95.6%	\$700k	\$24.3m	2,088	\$1,315	29
Laguna Hills	45	\$779,792	\$798,686	97.6%	\$272k	\$3.1m	2,013	\$387	42
Laguna Niguel	87	\$897,372	\$916,108	98.0%	\$320k	\$2.7m	1,981	\$453	90
Laguna Woods	72	\$322,119	\$329,382	97.8%	\$7k	\$1.3m	1,129	\$285	68
Lake Forest	54	\$687,884	\$690,684	99.6%	\$275k	\$1.3m	1,823	\$377	69
Los Alamitos	4	\$893,500	\$893,725	100.0%	\$529k	\$1.1m	1,803	\$496	9
Mission Viejo	125	\$715,010	\$728,128	98.2%	\$54k	\$1.4m	1,855	\$385	122
Newport Beach	80	\$2,404,794	\$2,504,141	96.0%	\$560k	\$7.8m	2,476	\$971	85
Newport Coast	19	\$3,656,684	\$4,014,211	91.1%	\$970k	\$12.3m	3,617	\$1,011	15
North Tustin	21	\$1,299,700	\$1,310,638	99.2%	\$840k	\$2.8m	3,007	\$432	24
Orange	93	\$735,707	\$742,442	99.1%	\$320k	\$2.9m	1,861	\$395	128
Placentia	55	\$619,909	\$622,583	99.6%	\$295k	\$1.0m	1,609	\$385	42
Portola Hills	14	\$712,814	\$726,227	98.2%	\$310k	\$1.4m	1,928	\$370	15
Rancho Mission Viejo	9	\$775,944	\$795,644	97.5%	\$570k	\$1.2m	1,866	\$416	17
Rancho Santa Marg.	50	\$601,238	\$606,746	99.1%	\$296k	\$880k	1,516	\$397	62
Rosmoor	10	\$1,394,200	\$1,467,580	95.0%	\$857k	\$2.7m	2,836	\$492	5
San Clemente	97	\$1,183,820	\$1,216,683	97.3%	\$415k	\$4.6m	2,469	\$479	101
San Juan	47	\$1,263,539	\$1,338,691	94.4%	\$297k	\$5.0m	2,825	\$447	45
Santa Ana	122	\$523,365	\$530,109	98.7%	\$200k	\$1.2m	1,379	\$380	110
Seal Beach	53	\$539,692	\$554,236	97.4%	\$130k	\$2.0m	1,356	\$398	50
Stanton	14	\$497,207	\$511,530	97.2%	\$369k	\$727k	1,341	\$371	18
Talega	33	\$1,004,111	\$1,025,693	97.9%	\$489k	\$2.1m	2,790	\$360	29
Tustin	71	\$761,011	\$770,732	98.7%	\$93k	\$3.5m	1,831	\$416	71
Villa Park	5	\$1,317,004	\$1,311,850	100.4%	\$1.2m	\$1.4m	4,088	\$322	4
Westminster	37	\$707,765	\$708,224	99.9%	\$250k	\$1.1m	1,798	\$394	44
Yorba Linda	71	\$867,541	\$882,176	98.3%	\$375k	\$3.8m	2,332	\$372	96
All of O.C.	2,929	\$927,365	\$950,374	97.6%	\$7k	\$24.3m	1,916	\$484	2,870
O.C. \$0-\$500k	647	\$380,702	\$385,526	98.7%	\$7k	\$500k	1,039	\$366	604
O.C. \$500k-\$750k	969	\$628,736	\$633,688	99.2%	\$501k	\$750k	1,518	\$414	953
O.C. \$750k-\$1m	647	\$860,511	\$869,824	98.9%	\$751k	\$1.0m	2,121	\$406	652
O.C. \$1m-\$1.25m	235	\$1,121,143	\$1,151,673	97.3%	\$1.0m	\$1.25m	2,590	\$433	232
O.C. \$1.25m-\$1.5m	150	\$1,359,871	\$1,385,284	98.2%	\$1.26m	\$1.5m	2,974	\$457	145
O.C. \$1.5m-\$2m	109	\$1,727,515	\$1,775,722	97.3%	\$1.5m	\$2.0m	3,232	\$535	137
O.C. \$2m-4m	135	\$2,722,837	\$2,868,005	94.9%	\$2.1m	\$4.0m	3,727	\$731	112
O.C. \$4m+	37	\$7,584,107	\$7,939,673	95.5%	\$4.0m	\$24.3m	5,024	\$1,510	35

\*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

	Current Actives 6/27/2019	Number of Foreclosures & Short Sale Actives 6/27/2019	% of Active Inventory 6/27/2019	Attached	Current Actives 6/27/2019	Number of Foreclosures & Short Sale Actives 6/27/2019	% of Active Inventory 6/27/2019
Aliso Viejo	119	1	0.8%	All of O.C.	2,668	13	0.5%
Anaheim	226	2	0.9%	O.C. \$0-\$250k	165	1	0.6%
Anaheim Hills	145	0	0.0%	O.C. \$250k-\$500k	968	5	0.5%
Brea	93	1	1.1%	O.C. \$500k-\$750k	886	4	0.5%
Buena Park	96	1	1.0%	O.C. \$750k-\$1m	295	1	0.3%
Corona Del Mar	148	0	0.0%	O.C. \$1m+	354	2	0.6%
Costa Mesa	209	0	0.0%	<b>Detached</b>			
Coto De Caza	107	2	1.9%	All of O.C.	4,932	42	0.9%
Cypress	124	0	0.0%	O.C. \$0k-\$500k	57	2	3.5%
Dana Point	233	1	0.4%	O.C. \$500k-\$750k	883	13	1.5%
Dove Canyon	27	0	0.0%	O.C. \$750k-\$1m	1,107	7	0.6%
Foothill Ranch	25	0	0.0%	O.C. \$1m-\$1.5m	592	5	0.8%
Fountain Valley	49	1	2.0%	O.C. \$1.25m-\$1.5m	519	3	0.6%
Fullerton	199	1	0.5%	O.C. \$1.5m-\$2m	528	6	1.1%
Garden Grove	142	3	2.1%	O.C. \$2m-\$4m	801	5	0.6%
Huntington Beach	408	2	0.5%	O.C. \$4m+	445	1	0.2%
Irvine	886	6	0.7%	<b>All Homes</b>			
La Habra	90	0	0.0%	All of O.C.	7,600	55	0.7%
La Palma	14	0	0.0%	O.C. \$0k-\$500k	1,190	8	0.7%
Ladera Ranch	124	4	3.2%	O.C. \$500k-\$750k	1,769	17	1.0%
Laguna Beach	305	1	0.3%	O.C. \$750k-\$1m	1,402	8	0.6%
Laguna Hills	126	2	1.6%	O.C. \$1m-\$1.25m	690	6	0.9%
Laguna Niguel	298	2	0.7%	O.C. \$1.25m-\$1.5m	595	3	0.5%
Laguna Woods	267	1	0.4%	O.C. \$1.5m-\$2m	620	7	1.1%
Lake Forest	132	0	0.0%	O.C. \$2m-\$4m	867	5	0.6%
Los Alamitos	18	0	0.0%	O.C. \$4m+	467	1	0.2%
Mission Viejo	299	4	1.3%	<b>County High Shares - Account for 53%</b>			
Newport Beach	446	6	1.3%	Ladera Ranch	124	4	3.2%
Newport Coast	120	0	0.0%	Garden Grove	142	3	2.1%
North Tustin	84	1	1.2%	Fountain Valley	49	1	2.0%
Orange	234	3	1.3%	Rancho Santa Mar	105	2	1.9%
Placentia	73	1	1.4%	Coto De Caza	107	2	1.9%
Portola Hills	20	0	0.0%	Laguna Hills	126	2	1.6%
Rancho Mission Viejo	54	0	0.0%	Placentia	73	1	1.4%
Rancho Santa Marg.	105	2	1.9%	Newport Beach	446	6	1.3%
Rossmoor	33	0	0.0%	Mission Viejo	299	4	1.3%
San Clemente	298	1	0.3%	Orange	234	3	1.3%
San Juan	155	1	0.6%	<b>County Low Shares - No Distressed</b>			
Santa Ana	268	1	0.4%	Anaheim Hills	Newport Coast		
Seal Beach	188	0	0.0%	Corona Del Mar	Portola Hills		
Stanton	26	0	0.0%	Costa Mesa	Rancho Mission Viejo		
Talega	59	0	0.0%	Cypress	Rossmoor		
Tustin	126	0	0.0%	Dove Canyon	Seal Beach		
Villa Park	24	0	0.0%	Foothill Ranch	Stanton		
Westminster	44	0	0.0%	La Habra	Talega		
Yorba Linda	239	2	0.8%	La Palma	Tustin		
All of O.C.	7,600	55	0.7%	Lake Forest	Villa Park		
				Los Alamitos	Westminster		

### Orange County Distressed Breakdown

	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)
Total Foreclosures	22	7	94
Total Short Sale	33	17	58

\*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 6/27/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 6/27/2019	Market Time 2-Weeks Ago 6/13/2019	Market Time 4-Weeks Ago 5/30/2019	Market Time 1-Year Ago 6/28/2018	Market Time 2-Years Ago 6/29/2017
Los Angeles County	14,123	5,456	78	76	73	68	56
Orange County	7,600	2,548	89	84	85	73	62
Riverside County	8,863	3,075	86	85	89	88	74
San Bernardino County	6,318	2,378	80	79	77	73	62
San Diego County	7,475	3,148	63	67	66	63	49
Ventura County	1,838	1,043	53	49	51	59	*
<b>SOCAL TOTALS</b>	<b>46,217</b>	<b>17,648</b>	<b>79</b>	<b>71</b>	<b>75</b>	<b>71</b>	<b>61</b>

#### Distressed Properties - Foreclosures and Short Sales

	Current Actives 6/27/2019	Demand (Last 30 Days Pendings)	Market Time (In Days) 6/27/2019	Market Time 2-Weeks Ago 6/13/2019	Market Time 4-Weeks Ago 5/30/2019	Market Time 1-Year Ago 6/28/2018	Market Time 2-Years Ago 6/29/2017
Los Angeles County	140	82	51	62	53	38	35
Orange County	55	36	46	44	54	47	36
Riverside County	152	91	50	58	56	73	54
San Bernardino County	113	77	44	48	51	47	42
San Diego County	50	18	83	92	72	41	27
Ventura County	19	27	21	19	24	51	*
<b>SOCAL TOTALS</b>	<b>529</b>	<b>331</b>	<b>48</b>	<b>51</b>	<b>56</b>	<b>50</b>	<b>39</b>