

ORANGE COUNTY HOUSING REPORT

By *Steven Thomas* - Quantitative Economics and Decision Sciences

~ KELLER HOME SELLING TEAM PREFACE ~

We are at the cross roads. Where tons of motivated buyers are going to be in the market and more listings will be hitting the market as well. Whether you are a buyer or seller, now is the time to make your move. Buyers, with a large number of fellow buyers soon to join you in the home search. Get into a home now before more buyers are fighting you for the same house. Losing out on 2, 3 or more homes before getting into escrow is painful. Sellers, demand is high while your listing inventory competition is low. Buyers and those selling then buying, let us find you a home that's "coming soon" or a "pocket listing" to allow you to find the perfect home and beat out competition. Finally, current home owners, waiting to find a replacement home before starting the listing process is a flawed strategy... be ready... talk to us about the perfect pre-list process.

THE SQUEEZE ON HOUSING

March 14, 2017

As rates rise, the price of a home that a buyer is able to afford drops considerably, especially in the higher price ranges.

The Squeeze on Affordability: With interest rates expected to rise, today's low rates provide buyers the opportunity to afford quite a bit more home.

The United States economy is finally revving its massive engine. Jobs are beating expectations; unemployment has fallen to near pre-recession levels; wages are rising at the fastest pace in years; and, inflation is on the rise. In addition, the new, Trump administration is planning to ramp up infrastructure spending, lower taxes, and focus on jobs, all heavily contributing to much higher inflation expectations. As a result, the Federal Reserve is expected to once again raise the Federal Funds rate this week, which has already had an impact on mortgage rates, rising to a 2017 height.

With all of this positive economic news, what does it mean for the future of interest rates? The historically low 3.5% mortgage rates are officially in the rearview mirror, a chapter in the history books of the housing recovery. Buyers should not wait around for those rates to return. Instead, cashing in on today's mortgage rate, still historically low, is a wise strategy.

Unfortunately, everybody has become accustomed to a low interest rate environment. For proper perspective, in 1990 the interest rate was at 10%. In 2000, it was at 8%. Moreover, just prior to the Great Recession, the interest rate was



at 6.4%. No, today's rates are not as low as last October, but they are still a bargain compared to where they have been over the past 50 years.

It is imperative that buyers understand that the longer they wait to purchase, the greater the risk that rates will rise. As they rise, affordability erodes. For example, if a buyer can afford a \$2,500 monthly mortgage payment with 20% down, they could have purchased a \$667,000 home last October with a 3.5% rate. Today, with conventional rates at 4.375%, the purchase price drops to \$600,000. As rates rise further, purchasing power continues to crumble. At 4.75%, the \$2,500 payment buys a \$574,800 home. At 5%, it drops to \$558,000. And, at 5.25%, it becomes a \$542,000 home, \$125,000 less than five-months ago.

Rising Rates Impact on Affordability					
	3.5%	4.375%	4.75%	5.0%	5.25%
\$2,500 a Month Desired Conventional Mortgage Payment*	\$2,497	\$2,496	\$2,499	\$2,496	\$2,496
	↓ Price of Home Able to Afford ↓				
	\$667,200	\$600,000	\$574,800	\$558,000	\$542,400
\$3,500 a Month Desired Jumbo Mortgage Payment*	\$3,498	\$3,500	\$3,500	\$3,500	\$3,501
	↓ Price of Home Able to Afford ↓				
	\$934,800	\$841,200	\$805,200	\$782,400	\$760,800
\$4,500 a Month Desired Jumbo Mortgage Payment*	\$4,499	\$4,499	\$4,497	\$4,499	\$4,500
	↓ Price of Home Able to Afford ↓				
	\$1,202,400	\$1,081,200	\$1,034,400	\$1,005,600	\$978,000

*Mortgage Payment is Principal & Interest Only & 20% Downpayment

For jumbo loans, loans above \$636,150, today's rates are at 4.75%. They were at 4.375% just prior to last November's presidential election. As a result, if a buyer can afford a mortgage payment of \$4,500 per month, they are looking at a \$1,034,000 home today compared to a \$1,081,000 home back in October. Similarly, as rates rise to 5% and then 5.25%, the purchase price continues to drop. At 5.25%, it becomes a \$978,000 home, \$103,000 less than five-months ago.

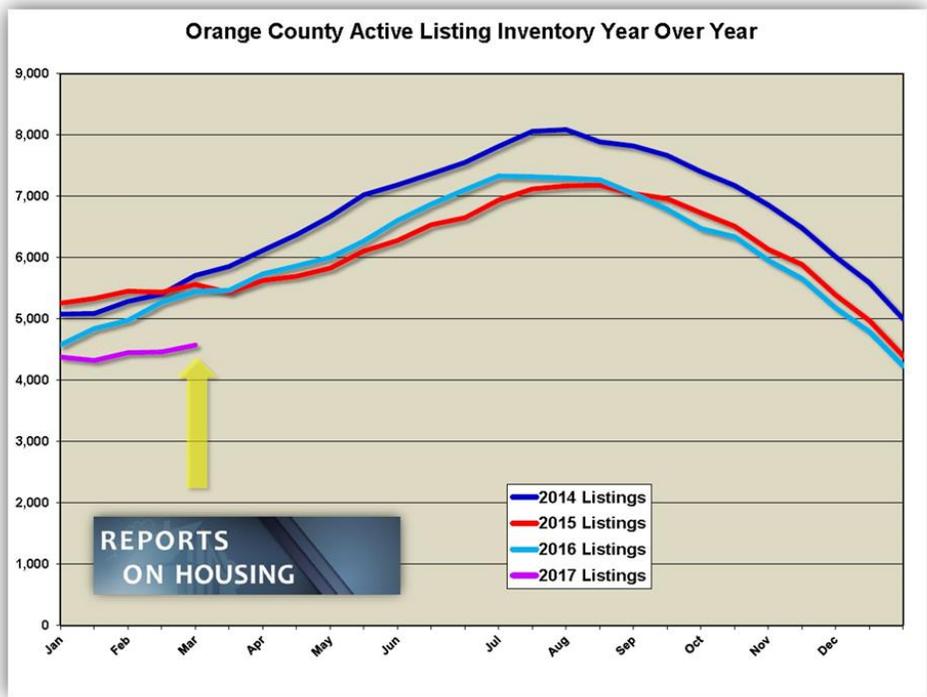
The current Orange County housing market is sizzling hot with very low inventory and demand through the roof. A lot of what is driving demand is the desire to jump on today's historically low interest rates before they rise, grinding down a buyer's purchasing power. Securing a low rate now allows buyers to get more house for their money.

As the economy continues to improve, mortgage rates will rise. For buyers interested in cashing in on today's low rate environment, the window of opportunity is closing.



Active Inventory: Within the past couple of weeks, the active inventory increased by 2% homes. Since January 1st, the active inventory has only grown by 500 homes. In the past couple of weeks, it grew by an additional 111 homes, or 2%, and now sits at 4,571. The inventory is not climbing as fast as prior years because current demand is extremely hot. Additionally, so far in 2017, 11% fewer homes have come on the market compared to last year at this time. Within the last month, the trend deepened with 15% fewer homes coming on the market compared to last year. Why aren't homeowners placing their homes on the market like before? Could it be all of the recent rain? Now that the rain has stopped and the sun is shining, only time will tell. Most likely, more and more homeowners will start coming on the market as Orange County transitions into spring with longer, sunny days.

Last year at this time, there were 5,444 homes on the market, 19% more. Two years ago, there were 5,560 homes on the market, or 22% more.



Demand: Demand dropped by 3% in the past two weeks. Demand, the number of homes placed into escrow within the prior month, decreased by 75 pending sales in the past couple of weeks, or 3%, and now totals 2,575. The drop is attributed to the short month of February. Also, demand would be even stronger if more homes were added to the active inventory. There just are not enough choices to satiate today's scorching hot demand.

With a slight drop in demand and an inventory that grew a bit, the expected market time increased from 50 to 53 days, still a rock solid seller's market.



Last year at this time, there were 2,671 total pending sales, 95 more than today, or 4%, but February 2016 was a leap year with an extra day of activity.

Expected Market		Share of Housing	Share of Current	
	Time	Inventory	Demand	Last Year
O.C. \$0-\$750k	31 Days	37%	64%	42 Days
O.C. \$750k-\$1m	55 Days	19%	19%	62 Days
O.C. \$1m-\$1.5m	87 Days	15%	9%	98 Days
O.C. \$1.5m-\$2m	133 Days	9%	4%	168 Days
O.C. \$2m+	252 Days	20%	4%	307 Days

Luxury End: *The luxury inventory grew by 8% in the past couple of weeks.*

Demand is up for Orange County's luxury home market with 66 additional pending sales compared to last year at this time, 17% higher. The luxury inventory is up by 62 homes, 3% more. The overall expected market time for all homes priced above \$1 million is 136 days compared to 155 days last year.

In the past two weeks, demand for homes above \$1 million decreased slightly from 465 to 447 pending sales, a 3% drop. The luxury home inventory increased from 1,891 homes to 2,033, up 8% and its highest level since mid-November 2016. The expected market time increased in the past couple of weeks from 122 to 136 days.

For homes priced between \$1 million to \$1.5 million, the expected market time in the past couple of weeks increased from 76 days to 87 days. For homes priced between \$1.5 million to \$2 million, the expected market time increased from 129 to 133 days. And, for homes priced above \$2 million, the expected market time increased from 227 days to 252 days. At 252 days, a seller would be looking at placing their home in escrow around mid-November.

Orange County Housing Market Summary:

- The active listing inventory increased by 111 homes in the past couple of weeks, a 2% rise, and now totals 4,571. There are 11% fewer homes that have come on the market so far this year compared to 2016. Within the prior month, 15% fewer homes have come on the market compared to last year. The inventory should start to rise as the market transitions into the spring and will most likely peak in mid-August.
- There are 50% fewer homes on the market below \$500,000 compared to last year at this time and demand is down by 16%. Fewer and fewer homes and condominiums can now be found priced below \$500,000. This price range is slowly vanishing.
- Demand, the number of pending sales over the prior month, decreased by 3% in the past couple of weeks, dropping by 75 and now totals 2,576. Today's demand is 4% lower than last year when it totaled 2,671. The average pending price is \$823,575.



- The average list price for all of Orange County is \$1.7 million, up from \$1.6 million two weeks ago. This number is high due to the mix of homes in the luxury ranges that sit on the market and the recent influx of luxury listings.
- For homes priced below \$750,000, the market is HOT with an expected market time of just 31 days. This range represents 37% of the active inventory and 64% of demand.
- For homes priced between \$750,000 and \$1 million, the expected market time is 55 days, a seller's market (less than 60 days). This range represents 19% of the active inventory and 19% of demand.
- For luxury homes priced between \$1 million to \$1.5 million, the expected market time is at 87 days, increasing by 13 in the past couple of weeks. For homes priced between \$1.5 million to \$2 million, the expected market time increased from 129 to 133 days. For luxury homes priced above \$2 million, the expected market time increased from 227 to 252 days.
- The luxury end, all homes above \$1 million, accounts for 44% of the inventory and only 17% of demand.
- The expected market time for all homes in Orange County increased slightly in the past couple of weeks from 50 to 53, a solid seller's market (less than 60 days).
- Distressed homes, both short sales and foreclosures combined, make up only 1.7% of all listings and 3.6% of demand. There are only 25 foreclosures and 52 short sales available to purchase today in all of Orange County, that's 77 total distressed homes on the active market, 8 fewer than two weeks ago, a drop of 9% and its lowest level since the start of the Great Recession 10 years ago. Last year there were 144 total distressed sales, 87% more.
- There were 1,879 closed sales in February, a 1% drop from January, but more than the 1,847 closed sales posted in February 2016. The sales to list price ratio was 97.3% for all of Orange County. Foreclosures accounted for just 1.2% of all closed sales and short sales accounted for 1.9%. That means that 96.9% of all sales were good ol' fashioned equity sellers.

Have a great week.

Sincerely,

Steven Thomas

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	Current Actives	Dem and (Last 30 Days Pendings)	Market Time (In Days)	2-Weeks Ago	4-Weeks Ago	1-Year Ago	2-Years Ago	Average Active List Price
	3/9/2017		3/9/2017	2/23/2017	2/19/2017	3/10/2016	3/12/2015	3/9/2017
Aliso Viejo	53	74	21	21	23	31	39	\$767k
Anaheim	151	126	36	33	43	50	53	\$554k
Anaheim Hills	88	60	44	52	53	46	51	\$1.1m
Brea	64	41	47	65	47	40	75	\$958k
Buena Park	50	52	29	34	38	29	51	\$646k
Corona Del Mar	98	23	128	103	106	210	126	\$4.2m
Costa Mesa	103	83	37	39	51	48	48	\$977k
Coto De Caza	84	23	110	98	82	143	87	\$2.3m
Cypress	29	26	33	35	28	36	43	\$743k
Dana Point	162	37	131	153	109	105	92	\$2.8m
Dove Canyon	16	5	96	84	60	99	53	\$1.2m
Foothill Ranch	17	16	32	34	26	28	34	\$642k
Fountain Valley	33	35	28	38	31	33	37	\$647k
Fullerton	140	109	39	48	60	44	43	\$879k
Garden Grove	105	85	37	31	40	43	57	\$567k
Huntington Beach	226	153	44	49	49	46	54	\$1.2m
Irvine	386	212	55	50	58	66	63	\$1.6m
La Habra	46	54	26	32	35	56	34	\$596k
La Palma	9	11	25	33	41	105	49	\$7.4m
Ladera Ranch	79	45	53	62	44	61	61	\$1.6m
Laguna Beach	197	34	174	131	164	193	193	\$4.9m
Laguna Hills	72	33	65	58	63	55	48	\$1.6m
Laguna Niguel	171	89	58	50	57	57	65	\$1.6m
Laguna Woods	122	90	41	34	47	73	88	\$372k
Lake Forest	72	54	40	35	39	41	39	\$698k
Los Alamitos	20	8	75	41	60	41	49	\$949k
Mission Viejo	148	126	35	32	39	43	41	\$836k
Newport Beach	319	66	145	124	145	149	110	\$3.1m
Newport Coast	102	25	122	153	188	204	80	\$6.8m
North Tustin	64	17	113	98	88	88	*	\$1.8m
Orange	162	122	40	41	49	57	41	\$944k
Placentia	41	49	25	40	34	54	46	\$675k
Portola Hills	4	11	11	25	33	9	30	\$1.2m
Rancho Mission Viejo	24	8	90	52	132	75	*	\$788k
Rancho Santa Marg.	48	56	26	22	21	45	35	\$597k
San Clemente	222	62	107	75	79	75	75	\$1.7m
San Juan	121	39	93	68	70	99	88	\$1.9m
Santa Ana	174	117	45	53	51	57	52	\$578k
Seal Beach	72	67	32	34	43	118	79	\$550k
Stanton	15	15	30	32	36	49	90	\$618k
Talega	31	17	55	41	60	57	122	\$1.2m
Tustin	83	63	40	31	43	37	*	\$1.0m
Villa Park	18	2	270	85	95	110	150	\$1.6m
Westminster	38	22	52	43	59	59	49	\$686k
Yorba Linda	192	76	76	55	64	71	70	\$1.5m
All of O.C.	4,571	2,576	53	50	56	61	59	\$1.7m



Attached Homes

	Current Actives 3/9/2017	Dem and (Last 30 Days Pendings)	Market Time (In Days) 3/9/2017	2-Weeks Ago 2/23/2017	4-Weeks Ago 2/9/2017	1-Year Ago 3/10/2016	2-Years Ago 3/12/2015	Average Active List Price 3/9/2017
All of O.C.	1,285	1,041	37	36	40	54	53	\$744k
O.C. \$0-\$250k	80	97	25	20	28	58	68	\$189k
O.C. \$250k-\$500k	452	548	25	27	31	44	41	\$388k
O.C. \$500k-\$750k	403	287	42	35	40	51	62	\$619k
O.C. \$750k-\$1m	148	62	72	85	96	83	71	\$865k
O.C. \$1m+	206	50	124	111	129	196	130	\$1.9m

Current Actives Vacant

35.8%

Detached Homes

	Current Actives 3/9/2017	Dem and (Last 30 Days Pendings)	Market Time (In Days) 3/9/2017	2-Weeks Ago 2/23/2017	4-Weeks Ago 2/9/2017	1-Year Ago 3/10/2016	2-Years Ago 3/12/2015	Average Active List Price 3/9/2017
All of O.C.	3,281	1,535	64	61	66	65	63	\$2.1m
O.C. \$0-\$500k	94	83	34	26	32	30	32	\$448k
O.C. \$500k-\$750k	651	639	31	33	39	36	40	\$648k
O.C. \$750k-\$1m	734	418	53	50	50	59	62	\$875k
O.C. \$1m-\$1.5m	620	213	87	72	79	92	91	\$1.3m
O.C. \$1.5m-\$2m	352	82	129	134	155	169	122	\$1.8m
O.C. \$2m-\$4m	562	78	216	226	222	259	174	\$2.8m
O.C. \$4m+	291	24	364	246	297	423	480	\$9.2m

Current Actives Vacant

23.6%

All Homes

	Current Actives 3/9/2017	Dem and (Last 30 Days Pendings)	Market Time (In Days) 3/9/2017	2-Weeks Ago 2/23/2017	4-Weeks Ago 2/9/2017	1-Year Ago 3/10/2016	2-Years Ago 3/12/2015	Average Active List Price 3/9/2017
All of O.C.	4,571	2,576	53	50	56	61	59	\$1.7m
O.C. \$0-\$500k	627	728	26	26	31	43	43	\$372k
O.C. \$500k-\$750k	1,056	926	34	34	39	40	45	\$637k
O.C. \$750k-\$1m	884	480	55	54	54	62	63	\$874k
O.C. \$1m-\$1.5m	713	246	87	76	80	98	92	\$1.3m
O.C. \$1.5m-\$2m	413	93	133	129	153	168	129	\$1.8m
O.C. \$2m-\$4m	610	84	218	219	232	269	167	\$2.8m
O.C. \$4m+	297	24	371	245	306	417	501	\$9.1m

Current Actives Vacant

27.0%

*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.



	Units Sold Feb 2017	Average Sales Price	Average List Price	Sales to List			Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold Feb. 2016
				Price	Low Price	High Price			
				Ratio					
Aliso Viejo	53	\$541,526	\$544,477	99.5%	\$150k	\$1.1m	1,413	\$383	66
Anaheim	101	\$498,772	\$502,334	99.3%	\$185k	\$840k	1,506	\$331	95
Anaheim Hills	33	\$665,938	\$684,970	97.2%	\$415k	\$1.5m	2,031	\$328	27
Brea	28	\$748,935	\$769,175	97.4%	\$430k	\$1.7m	2,172	\$345	25
Buena Park	35	\$560,161	\$567,018	98.8%	\$300k	\$925k	1,571	\$357	25
Corona Del Mar	17	\$2,665,176	\$2,802,471	95.1%	\$870k	\$6.4m	2,398	\$1,111	16
Costa Mesa	52	\$841,671	\$859,835	97.9%	\$355k	\$2.4m	1,841	\$457	51
Coto De Caza	22	\$1,292,159	\$1,332,041	97.0%	\$420k	\$6.7m	3,457	\$374	18
Cypress	25	\$576,992	\$582,647	99.0%	\$293k	\$1.0m	1,710	\$337	32
Dana Point	36	\$987,162	\$1,019,342	96.8%	\$345k	\$3.0m	1,890	\$522	24
Dove Canyon	2	\$889,950	\$899,950	98.9%	\$730k	\$1.0m	3,289	\$271	5
Foothill Ranch	13	\$661,292	\$667,700	99.0%	\$385k	\$881k	1,692	\$391	15
Fountain Valley	20	\$734,765	\$746,940	98.4%	\$302k	\$1.4m	1,913	\$384	17
Fullerton	83	\$631,085	\$647,425	97.5%	\$53k	\$1.6m	1,868	\$338	88
Garden Grove	56	\$482,254	\$495,810	97.3%	\$265k	\$755k	1,381	\$349	66
Huntington Beach	107	\$795,394	\$808,483	98.4%	\$150k	\$2.9m	1,711	\$465	103
Irvine	177	\$945,727	\$968,658	97.6%	\$320k	\$558k	2,060	\$459	199
La Habra	33	\$497,150	\$505,452	98.4%	\$244k	\$1.3m	1,433	\$347	39
La Palma	9	\$703,850	\$702,209	100.2%	\$617k	\$937k	2,023	\$348	8
Ladera Ranch	29	\$776,224	\$782,068	99.3%	\$420k	\$2.5m	2,218	\$350	24
Laguna Beach	25	\$2,692,480	\$2,945,840	91.4%	\$800k	\$10.0m	2,383	\$1,130	17
Laguna Hills	32	\$724,711	\$741,731	97.7%	\$274k	\$2.9m	2,009	\$361	27
Laguna Niguel	64	\$753,643	\$773,302	97.5%	\$280k	\$3.7m	1,845	\$408	67
Laguna Woods	57	\$275,196	\$281,528	97.8%	\$65k	\$670k	1,112	\$247	68
Lake Forest	36	\$526,113	\$531,394	99.0%	\$220k	\$835k	1,477	\$356	35
Los Alamitos	2	\$632,500	\$648,000	97.6%	\$582k	\$683k	1,439	\$440	3
Mission Viejo	82	\$647,223	\$655,063	98.8%	\$280k	\$1.4m	1,808	\$358	76
Newport Beach	52	\$2,195,290	\$2,274,661	96.5%	\$300k	\$9.7m	2,508	\$875	46
Newport Coast	18	\$5,365,583	\$5,847,216	91.8%	\$1.0m	\$21.0m	4,857	\$1,105	11
North Tustin	11	\$1,007,522	\$997,707	101.0%	\$715k	\$1.4m	2,514	\$401	12
Orange	80	\$627,613	\$636,966	98.5%	\$255k	\$1.8m	1,747	\$359	66
Placentia	39	\$589,401	\$595,774	98.9%	\$255k	\$970k	1,807	\$326	21
Portola Hills	6	\$677,667	\$680,600	99.6%	\$370k	\$1.2m	2,011	\$337	10
Rancho Mission Viejo	3	\$496,500	\$499,633	99.4%	\$456k	\$540k	1,414	\$351	3
Rancho Santa Marg.	37	\$531,646	\$535,829	99.2%	\$200k	\$793k	1,515	\$351	48
San Clemente	46	\$902,672	\$934,543	96.6%	\$410k	\$2.7m	2,317	\$390	56
San Juan	33	\$878,599	\$920,832	95.4%	\$210k	\$3.0m	2,276	\$386	36
Santa Ana	96	\$475,183	\$481,551	98.7%	\$165k	\$2.5m	1,345	\$353	90
Seal Beach	37	\$347,709	\$363,030	95.8%	\$130k	\$1.3m	1,065	\$326	40
Stanton	8	\$439,063	\$448,350	97.9%	\$305k	\$730k	962	\$456	8
Talega	9	\$1,047,111	\$1,087,765	96.3%	\$587k	\$2.0m	3,238	\$323	20
Tustin	52	\$632,173	\$644,566	98.1%	\$295k	\$1.7m	1,711	\$369	51
Villa Park	7	\$1,233,571	\$1,281,857	96.2%	\$950k	\$1.4m	3,331	\$370	6
Westminster	26	\$589,485	\$591,795	99.6%	\$395k	\$850k	1,559	\$378	32
Yorba Linda	59	\$835,544	\$871,915	95.8%	\$320k	\$2.5m	2,265	\$369	48
All of O.C.	1,879	\$814,040	\$839,086	97.3%	\$53k	\$21.0m	1,849	\$440	1,847
O.C. \$0-\$500k	594	\$370,267	\$376,525	98.3%	\$53k	\$500k	1,094	\$338	668
O.C. \$500k-\$750k	674	\$620,696	\$626,947	99.0%	\$501k	\$750k	1,634	\$380	649
O.C. \$750k-\$1m	288	\$849,457	\$864,727	98.2%	\$752k	\$1.0m	2,267	\$375	246
O.C. \$1m-\$1.5m	179	\$1,201,635	\$1,237,136	97.1%	\$1.0m	\$1.5m	2,878	\$418	158
O.C. \$1.5m-\$2m	62	\$1,745,283	\$1,817,397	96.0%	\$1.5m	\$2.0m	3,138	\$556	58
O.C. \$2m-4m	55	\$2,651,505	\$2,796,907	94.8%	\$2.0m	\$4.0m	3,829	\$692	57
O.C. \$4m+	24	\$7,167,292	\$7,815,829	91.7%	\$4.2m	\$21.0m	5,897	\$1,215	18

*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 of O.C." and the total of the seven ranges do not add up and are slightly off.



	Current Actives 3/9/2017	Number of Foreclosures & Short Sale Actives 3/9/2017	% of Active Inventory 3/9/2017	Attached	Current Actives 3/9/2017	Number of Foreclosures & Short Sale Actives 3/9/2017	% of Active Inventory 3/9/2017
Aliso Viejo	53	3	5.7%	All of O.C.	1,285	23	1.8%
Anaheim	151	3	2.0%	O.C. \$0-\$250k	80	3	3.8%
Anaheim Hills	88	3	3.4%	O.C. \$250k-\$500k	452	13	2.9%
Brea	64	1	1.6%	O.C. \$500k-\$750k	403	6	1.5%
Buena Park	50	4	8.0%	O.C. \$750k-\$1m	148	1	0.7%
Corona Del Mar	98	0	0.0%	O.C. \$1m+	206	0	0.0%
Costa Mesa	103	0	0.0%	Detached			
Coto De Caza	84	0	0.0%	All of O.C.	3,281	54	1.6%
Cypress	29	0	0.0%	O.C. \$0k-\$500k	94	2	2.1%
Dana Point	162	0	0.0%	O.C. \$500k-\$750k	651	20	3.1%
Dove Canyon	16	0	0.0%	O.C. \$750k-\$1m	734	11	1.5%
Foothill Ranch	17	0	0.0%	O.C. \$1m-\$1.5m	620	7	1.1%
Fountain Valley	33	2	6.1%	O.C. \$1.5m-\$2m	352	4	1.1%
Fullerton	140	2	1.4%	O.C. \$2m-\$4m	562	8	1.4%
Garden Grove	105	1	1.0%	O.C. \$4m+	291	2	0.7%
Huntington Beach	226	2	0.9%	All Homes			
Irvine	386	6	1.6%	All of O.C.	4,571	77	1.7%
La Habra	46	1	2.2%	O.C. \$0k-\$500k	627	18	2.9%
La Palma	9	2	22.2%	O.C. \$500k-\$750k	1,056	26	2.5%
Ladera Ranch	79	1	1.3%	O.C. \$750k-\$1m	884	12	1.4%
Laguna Beach	197	0	0.0%	O.C. \$1m-\$1.5m	713	7	1.0%
Laguna Hills	72	2	2.8%	O.C. \$1.5m-\$2m	413	4	1.0%
Laguna Niguel	171	4	2.3%	O.C. \$2m-\$4m	610	8	1.3%
Laguna Woods	122	2	1.6%	O.C. \$4m+	297	2	0.7%
Lake Forest	72	3	4.2%	County High Shares - Account for 38%			
Los Alamitos	20	2	10.0%	La Palma	9	2	22.2%
Mission Viejo	148	6	4.1%	Los Alamitos	20	2	10.0%
Newport Beach	319	6	1.9%	Buena Park	50	4	8.0%
Newport Coast	102	0	0.0%	Fountain Valley	33	2	6.1%
North Tustin	64	2	3.1%	Aliso Viejo	53	3	5.7%
Orange	162	2	1.2%	Placentia	41	2	4.9%
Placentia	41	2	4.9%	Lake Forest	72	3	4.2%
Portola Hills	4	0	0.0%	Rancho Santa Marg.	48	2	4.2%
Rancho Mission Viejo	24	0	0.0%	Mission Viejo	148	6	4.1%
Rancho Santa Marg.	48	2	4.2%	Tustin	83	3	3.6%
San Clemente	222	1	0.5%	County Low Shares - No Distressed			
San Juan	121	3	2.5%	Corona Del Mar	Newport Coast		
Santa Ana	174	2	1.1%	Costa Mesa	Portola Hills		
Seal Beach	72	0	0.0%	Coto de Caza	Rancho Mission Viejo		
Stanton	15	0	0.0%	Cypress	Seal Beach		
Talega	31	0	0.0%	Dana Point	Stanton		
Tustin	83	3	3.6%	Dove Canyon	Talega		
Villa Park	18	0	0.0%	Foothill Ranch	Villa Park		
Westminster	38	0	0.0%	Laguna Beach	Westminster		
Yorba Linda	192	4	2.1%				
All of O.C.	4,571	77	1.7%				

Orange County Distressed Breakdown

	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)
Total Foreclosures	25	31	24
Total Short Sale	52	61	26

*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.



Southern California Housing

All Properties

	Current Actives 3/9/2017	Dem and (Last 30 Days Pendings)	Market Time (In Days) 3/9/2017	2-Weeks Ago 2/23/2017	4-Weeks Ago 2/9/2017	1-Year Ago 2/25/2016	2-Years Ago 2/26/2015
Los Angeles County	10,132	5,210	58	54	58	60	60
Orange County	4,571	2,576	53	50	56	61	56
Riverside County	8,758	2,973	88	89	100	114	106
San Bernardino County	4,183	1,988	63	63	67	76	79
San Diego County	4,698	3,238	44	42	46	49	50
SOCAL TOTALS	32,342	15,985	61	59	64	68	67

Distressed Properties - Foreclosures and Short Sales

	Current Actives 3/9/2017	Dem and (Last 30 Days Pendings)	Market Time (In Days) 3/9/2017	2-Weeks Ago 2/23/2017	4-Weeks Ago 2/9/2017	1-Year Ago 2/25/2016	2-Years Ago 2/26/2015
Los Angeles County	295	258	34	30	32	40	45
Orange County	77	92	25	30	39	40	39
Riverside County	321	188	51	43	50	52	54
San Bernardino County	194	120	49	41	36	57	49
San Diego County	91	127	21	21	20	24	22
SOCAL TOTALS	978	785	37	34	36	42	42

