

# OPEN HOUSES ARE BACK!

WRITTEN BY  
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HOUSING IS MUCH DIFFERENT THIS YEAR COMPARED TO LAST YEAR, WITH MORE FOR-SALE SIGNS, MORE OPEN HOUSE DIRECTIONAL ARROWS, AND LONGER MARKET TIMES



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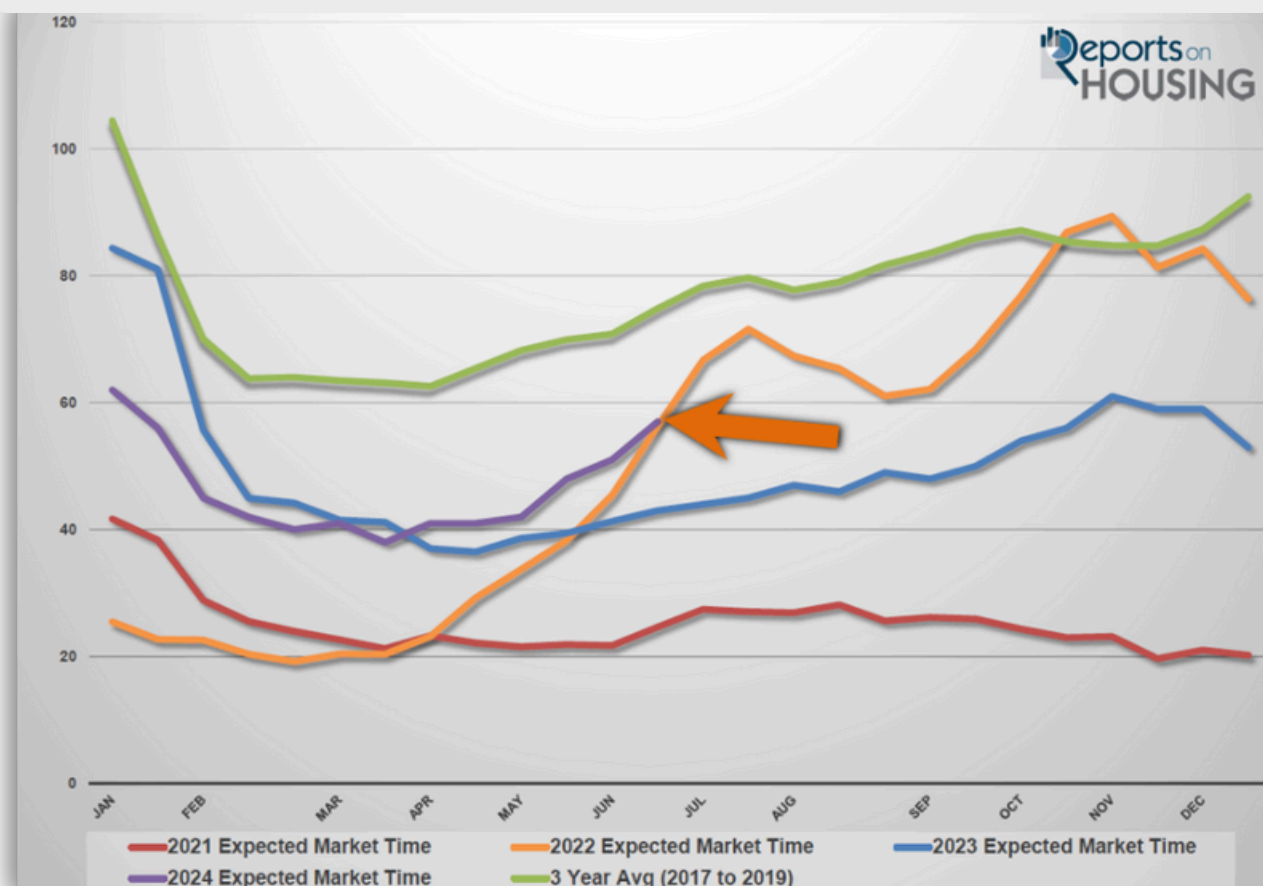
# HOUSING IS SLOWING

SINCE REACHING A LOW OF 37 DAYS AT THE END OF MARCH, THE ORANGE COUNTY EXPECTED MARKET TIME HAS SWELLED TO 57 DAYS.

Many times, there is a big difference between expectations and reality. Sellers are now coming on the market expecting a boatload of activity, throngs of buyers touring their homes, and instantaneous success after sifting through multiple offers. Yet, the market has evolved. A telltale sign that the market has changed is the growing number of OPEN HOUSE directional arrows that adorn busy intersections. It is now common to see the same OPEN HOUSE for multiple weekends in a row. The hot, high-paced, instant housing market has transformed into something completely different, throttling back and slowing from week to week.

The Orange County housing market was insanely hot just a few months ago. The Expected Market Time (the number of days it takes to sell all listings at the current buying pace) grew from 37 days in March to 57 days today, the highest level for this time of year since 2019. An incredible 28% of all active listings have reduced their asking price at least once. 48% of available homes have been on the market for 30 days or more, and 25% have been exposed to the market for at least 60 days.

## ORANGE COUNTY EXPECTED MARKET TIME YEAR OVER YEAR (IN DAYS)



What happened in just a few short months? Buyer demand has been almost identical to last year. Year-over-year, demand (the number of pending sales over the prior 30 days) is up by only 1%, with an additional 13 pending sales. Like last year, demand is stuck at very low levels due to the sky-high mortgage rate environment. Mortgage rates have remained stubbornly above the 7% threshold for most of 2024. They will stay at these high levels until the Federal Reserve is able to reduce the short-term Federal Funds rate when the U.S.









economy eventually cools. Until then, demand will persist at bare-bones levels, just like last year, due to affordability constraints. The market is slowing mainly because the inventory has grown much faster than in 2023. How can it be growing faster when demand is nearly identical to last year? More new sellers are coming on the market.







Many homeowners continue to “hunker down” in their homes, unwilling to move due to their current underlying, locked-in, low fixed-rate mortgage. Through May, 36% fewer homes came on the market compared to the 3-year average before COVID (2017 to 2019), 6,565 fewer FOR-SALE signs. Yet, there have been 1,652 **additional** sellers compared to last year, 16% more. The extra sellers are accumulating over time. Due to high mortgage rates, demand is not keeping up with the spike in inventory.

The inventory was lower year-over-year in March but is up 34% today with an extra 767 competing sellers. Every price range has more homes available to purchase. While luxury might enjoy 17% higher demand, there are 46% additional sellers.

### Inventory Compared to Last Year

Price Range	YOY Inventory Change	Percent Change
\$0 - \$500k	+35	 +19%
\$500k - \$750k	+60	 +26%
\$750k - \$1m	+79	 +23%
\$1m - \$2m	+243	 +32%
\$2m+	+350	 +46%
<b>Overall</b>	<b>+767</b>	 <b>+34%</b>

### Demand Compared to Last Year

Price Range	YOY Demand Change	Percent Change
\$0 - \$500k	-20	 -12%
\$500k - \$750k	-50	 -18%
\$750k - \$1m	+7	 +2%
\$1m - \$2m	+43	 +7%
\$2m+	+33	 +17%
<b>Overall</b>	<b>+13</b>	 <b>+1%</b>



Many sellers approach housing as if nothing has changed. They stretch the asking price and test the market. Unfortunately, **OVERPRICED** homes are much more common today. As market times grow longer, the number of price reductions will increase. The increasing number of OPEN HOUSE directional arrows illustrates the evolving market and necessitates a much different strategy to secure success.

**ATTENTION SELLERS:** Carefully arriving at the Fair Market Value by scrutinizing the most recent comparable and pending sales is essential to be successful, meticulously considering the condition, location, upgrades, and amenities. Accurate pricing is absolutely crucial. Overzealous sellers who require future price reductions will procure fewer interested buyers, fewer offers to purchase, and, ultimately, will net less money.

**ATTENTION BUYERS:** While the market is slower than at the start of the year, it is **NOT** a Buyer’s Market where prices are crumbling lower. Upgraded, nicely appointed, in good

condition, and appropriately priced homes will fly off the market with plenty of activity and multiple offers. The longer a home has been on the market, the more willing a seller is to negotiate.

# ACTIVE LISTINGS

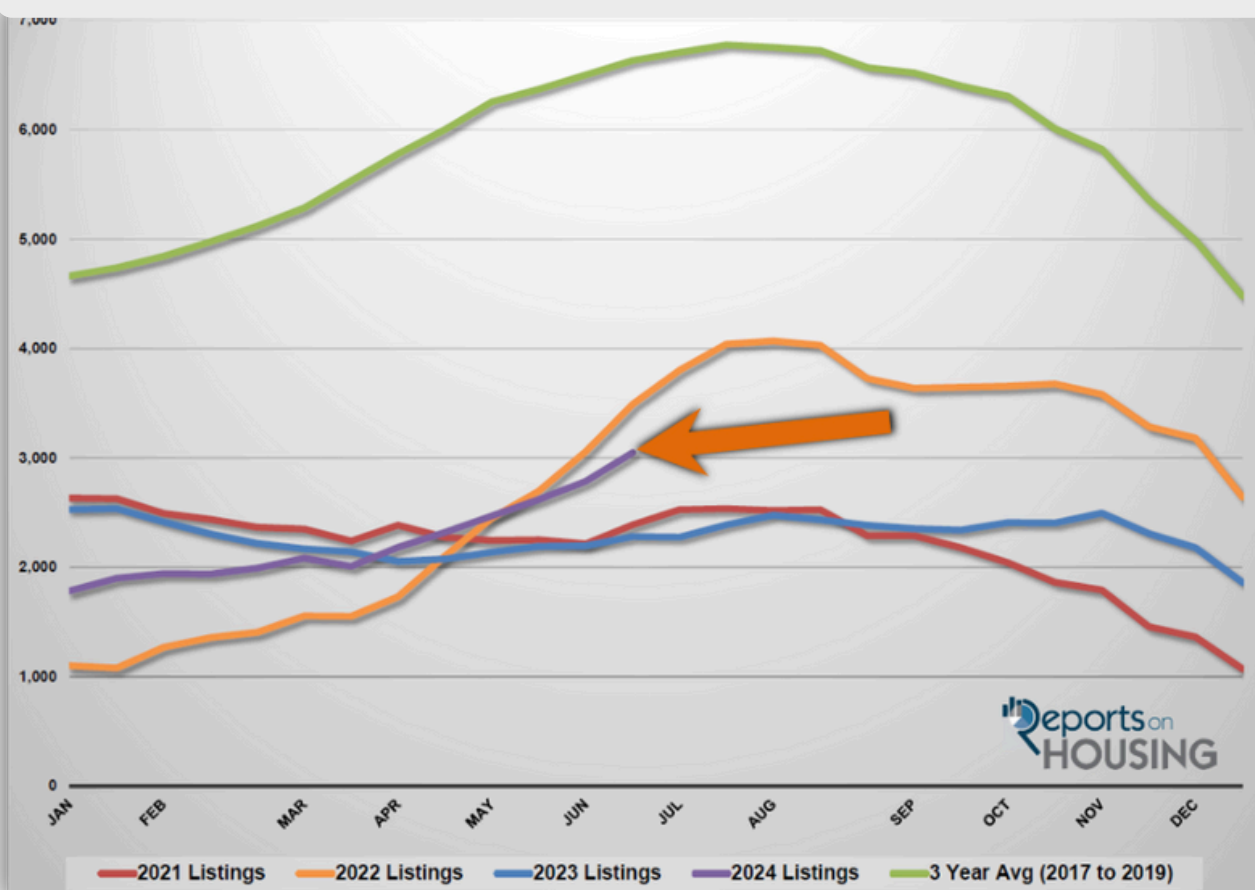
THE ACTIVE INVENTORY JUMPED BY 9% IN THE PAST COUPLE OF WEEKS.



The active listing inventory increased by 262 homes in the past two weeks, up 9%, and now sits at 3,048, its largest rise of the year. It is the first time the inventory has surpassed 3,000 homes since December 2022. Housing is now knee-deep into the Summer Market, cyclically when the inventory rises and peaks between July and August and demand slowly falls. The market continues to slow until the inventory reaches its annual peak. Orange County is finally building a much-needed inventory of available homes. This will be necessary to absorb the increase in demand once rates fall sometime in the future.

Last year, the inventory was 2,281 homes, **25% lower, or 767 fewer**. The 3-year average before COVID (2017 through 2019) was 6,633, an additional 3,585 homes, or 118% more, more than double the current level.

## ORANGE COUNTY ACTIVE LISTING INVENTORY YEAR OVER YEAR



Homeowners continue to “hunker down” in their homes, unwilling to move due to their current underlying, locked-in, low fixed-rate mortgage. For May, 2,668 new sellers entered the market in Orange County, 1,497 fewer than the 3-year average before COVID (2017 to 2019), 36% less. Last April, there were 2,310 new sellers, 13% fewer than this year. More sellers are opting to sell compared to the previous year.



# DEMAND

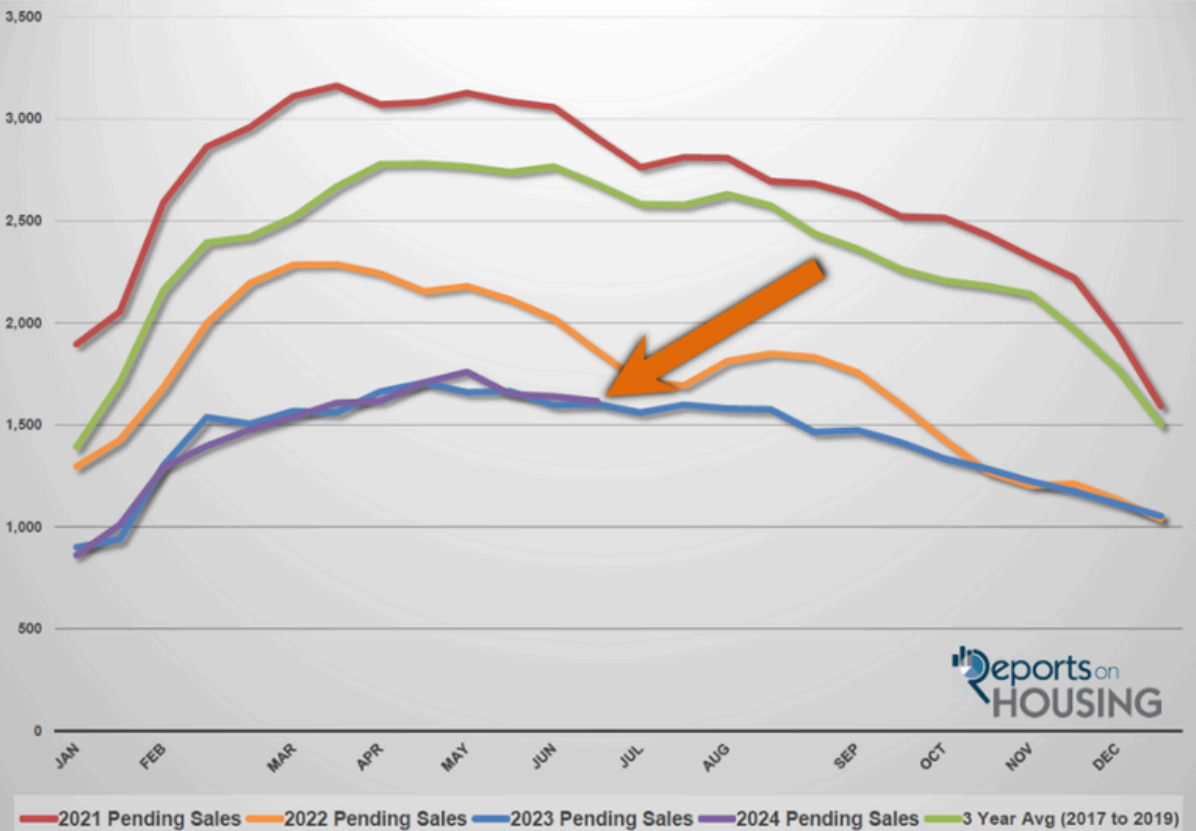
DEMAND DROPPED BY 2% IN THE PAST COUPLE OF WEEKS.

Demand, a snapshot of the number of new pending sales over the prior month, decreased from 1,640 to 1,615 in the past couple of weeks, down 25 pending sales, or 2%. Demand levels closely resemble last year's trajectory. Demand has been muted due to the high cost of housing and rates that have remained stubbornly above the 7% threshold. Even with an increasing inventory, the demand needle is not changing much because only a certain number of buyers can purchase in today's environment. That will change as soon as rates drop. Rates will not fall until the U.S. economy downshifts from its hot pace. There are plenty of headwinds: the lowest consumer savings rate since 2009, sharply rising credit card debt, and swiftly rising serious delinquency rates for credit card and automobile debt. Eventually, the economy will cool.

As the Federal Reserve has indicated, it is essential to watch all economic releases for signs of slowing. These releases have the potential to move mortgage rates higher or lower, and it all depends upon how they stack up compared to market expectations. Last week's retail sales, according to the Census Bureau, were lower than expected, which is good news for rates. The Federal Reserve's preferred inflation gauge, Personal Consumption Expenditures (PCE), will be released this Friday, a critical date for mortgage rates.

Last year, demand was 1,602, **1% less than today, or 13 fewer pending sales.** The 3-year average before COVID (2017 to 2019) was 2,679 pending sales, **66% more than today, or an additional 1,064.**

ORANGE COUNTY DEMAND YEAR OVER YEAR (LAST 30 DAYS PENDING)



With supply rising and demand falling, the Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) increased from 51 to 57 days in the past couple of weeks, its highest level since the very start of January. Last year,

it was 43 days, faster than today. The 3-year average before COVID was 75 days, slower than today.

# LUXURY END

THE LUXURY MARKET COOLED QUITE A BIT IN THE PAST COUPLE OF WEEKS.



In the past couple of weeks, the luxury inventory of homes priced above \$2 million swelled from 1,018 to 1,119 homes, up 101 or 10%, the highest level since November 2019. Luxury demand decreased by 27 pending sales, down 11%, and now sits at 222. With supply surging and demand falling, the Expected Market Time for luxury homes priced above \$2 million jumped from 123 to 151 days, its highest level since the very start of January. Luxury has been rapidly slowing since March and the Expected Market Time has grown from 86 to 151 days. These longer market times require a careful approach to pricing with the knowledge that it may take a lot longer to secure success.

Year over year, the active luxury inventory is up by 350 homes or 46%, and luxury demand is up by 33 pending sales or 17%. Last year's Expected Market Time was 122 days, faster than today.

In the past two weeks, the expected market time for homes priced between \$2 million and \$4 million increased from 86 to 104 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 167 to 197 days. For homes priced above \$6 million, the Expected Market Time increased from 476 to 715 days. At 715 days, a seller would be looking at placing their home into escrow around **June 2026**.

## ORANGE COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0-\$750k	42 Days	17%	23%	29 Days
\$750k-\$1m	33 Days	14%	23%	28 Days
\$1m-\$1.25m	39 Days	9%	14%	32 Days
\$1.25m-\$1.5m	45 Days	11%	13%	31 Days
\$1.5m-\$2m	55 Days	13%	13%	51 Days
\$2m-\$4m	104 Days	20%	11%	89 Days
\$4m-\$6m	197 Days	7%	2%	131 Days
\$6m+	715 Days	9%	1%	435 Days



# ORANGE COUNTY HOUSING SUMMARY

- The active listing inventory in the past couple of weeks jumped by 262 homes, up 9%, and now sits at 3,048, its highest level since December 2022. In May, 36% fewer homes came on the market compared to the 3-year average before COVID (2017 to 2019), 1,497 less. 358 more sellers came on the market this May compared to May 2023. Last year, there were 2,281 homes on the market, **767 fewer homes, or 25% less**. The 3-year average before COVID (2017 to 2019) was 6,633, or 118% extra, more than double.
- Demand, the number of pending sales over the prior month, decreased by 25 pending sales in the past two weeks, down 2%, and now totals 1,615. Last year, there were 1,602 pending sales, **1% less**. The 3-year average before COVID (2017 to 2019) was 2,679, or **66% more**.
- With supply rising and demand falling, the Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, increased from 51 to 57 days in the past couple of weeks. It was 43 days last year, faster than today. The 3-year average before COVID (2017 to 2019) was 75 days, slower than today.
- In the past two weeks, the Expected Market Time for homes priced below \$750,000 increased from 38 to 42 days. This range represents 17% of the active inventory and 23% of demand.
- The Expected Market Time for homes priced between \$750,000 and \$1 million remained unchanged at 33 days. This range represents 14% of the active inventory and 23% of demand.
- The Expected Market Time for homes priced between \$1 million and \$1.25 million increased from 34 to 39 days. This range represents 9% of the active inventory and 13% of demand.
- The Expected Market Time for homes priced between \$1.25 million and \$1.5 million increased from 42 to 45 days. This range represents 11% of the active inventory and 13% of demand.
- The Expected Market Time for homes priced between \$1.5 million and \$2 million increased from 48 to 55 days. This range represents 13% of the active inventory and 13% of demand.
- In the past two weeks, the expected market time for homes priced between \$2 million and \$4 million increased from 86 to 104 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 167 to 197 days. For homes priced above \$6 million, the Expected Market Time increased from 476 to 715 days.
- The luxury end, all homes above \$2 million, account for 36% of the inventory and 14% of demand.
- Distressed homes, both short sales and foreclosures combined, comprised only 0.2% of all listings and 0.2% of demand. Only three foreclosures and two short sales are available today in Orange County, with five total distressed homes on the active market, down two from two weeks ago. Last year, seven distressed homes were on the market, similar to today.
- There were 2,127 closed residential resales in May, up 5% compared to May 2023's 2,030 and up 8% from April 2024. The sales-to-list price ratio was 100.3% for Orange County. Foreclosures accounted for 0.1% of all closed sales, and short sales accounted for 0.1%. That means that 99.8% of all sales were good ol' fashioned sellers with equity.



# ORANGE COUNTY MARKET TIME REPORT

ORANGE COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
<b>6/20/2024</b>								
Aliso Viejo	41	36	34	39	28	22	43	\$898k
Anaheim	126	91	42	40	35	39	59	\$882k
Anaheim Hills	50	24	63	39	38	59	52	\$1.4m
Brea	26	24	33	30	50	25	33	\$1.2m
Buena Park	41	32	38	38	54	31	56	\$909k
Corona Del Mar	75	7	321	234	213	148	167	\$4.6m
Costa Mesa	77	50	46	44	54	52	45	\$1.6m
Coto De Caza	35	12	88	80	68	54	115	\$3.4m
Cypress	23	22	31	26	40	17	59	\$981k
Dana Point	128	36	107	138	122	79	87	\$2.7m
Dove Canyon	3	2	45	20	23	120	90	\$1.5m
Foothill Ranch	9	8	34	90	40	14	33	\$1.5m
Fountain Valley	29	26	33	21	35	28	34	\$1.4m
Fullerton	87	60	44	38	30	27	51	\$950k
Garden Grove	68	53	38	34	36	49	74	\$999k
Huntington Beach	186	104	54	47	43	51	58	\$1.7m
Irvine	278	147	57	48	37	36	64	\$1.9m
La Habra	39	26	45	52	38	32	62	\$875k
La Palma	7	6	35	45	34	24	Infinite	\$1.3m
Ladera Ranch	31	17	55	41	35	32	29	\$1.3m
Laguna Beach	154	19	243	171	170	203	157	\$4.3m
Laguna Hills	33	16	62	68	44	47	36	\$1.2m
Laguna Niguel	98	49	60	51	42	52	57	\$1.8m
Laguna Woods	82	86	29	31	37	59	27	\$447k
Lake Forest	66	36	55	48	37	27	53	\$1.2m
Los Alamitos	7	8	26	20	9	19	75	\$2.0m
Mission Viejo	85	75	34	32	29	20	42	\$1.2m
Newport Beach	229	44	156	164	117	118	142	\$4.8m
Newport Coast	49	3	490	675	293	90	117	\$15.5m
North Tustin	29	5	174	150	69	46	69	\$2.5m
Orange	83	57	44	39	31	38	41	\$1.3m
Placentia	30	21	43	38	29	14	51	\$912k
Portola Hills	7	1	210	60	75	60	75	\$1.9m
Rancho Mission Viejo	22	28	24	27	33	33	47	\$905k
Rancho Santa Marg.	28	28	30	17	27	11	42	\$862k
Rossmoor	7	7	30	10	35	45	39	\$2.1m
San Clemente	141	51	83	97	85	58	67	\$2.5m
San Juan	59	23	77	40	45	39	54	\$2.7m
Santa Ana	124	64	58	40	41	30	58	\$853k
Seal Beach	102	50	61	56	60	32	27	\$420k
Stanton	11	15	22	33	65	21	44	\$599k
Talega	21	8	79	63	44	24	39	\$2.5m
Tustin	52	30	52	35	22	28	46	\$1.2m
Villa Park	13	3	130	66	78	330	42	\$2.6m
Westminster	23	21	33	41	30	28	54	\$1.1m
Yorba Linda	91	58	47	39	44	25	52	\$1.5m
<b>All of O.C.</b>	<b>3,048</b>	<b>1,615</b>	<b>57</b>	<b>51</b>	<b>48</b>	<b>43</b>	<b>56</b>	<b>\$1.5m</b>

# ORANGE COUNTY PRICE RANGES REPORT

ATTACHED HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
<b>6/20/2024</b>								
All of O.C.	1,061	647	49	47	46	36	45	\$830k
\$0-\$500k	205	144	43	46	46	34	31	\$410k
\$500k-\$750k	255	198	39	32	34	25	35	\$649k
\$750k-\$1m	240	172	42	41	44	34	58	\$875k
\$1m-\$2m	249	113	66	68	54	52	-	\$1.3m
\$2m+	112	20	168	137	120	121	-	\$2.9m

DETACHED HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
<b>6/20/2024</b>								
All of O.C.	1,987	968	62	54	48	47	63	\$2.1m
\$0-\$500k	15	1	450	160	60	20	165	\$370k
\$500k-\$750k	40	23	52	39	33	32	39	\$697k
\$750k-\$1m	181	206	26	25	29	24	48	\$900k
\$1m-\$1.25m	186	171	33	28	23	28	51	\$1.2m
\$1.25m-\$1.5m	242	179	41	38	35	28	53	\$1.4m
\$1.5m-\$2m	316	186	51	43	31	48	73	\$1.7m
\$2m-\$4m	529	157	101	79	73	90	92	\$2.8m
\$4m-\$6m	200	33	182	159	145	117	-	\$5.0m
\$6m+	278	12	695	495	372	416	-	\$9.8m

ALL HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
<b>6/20/2024</b>								
All of O.C.	3,048	1,615	57	51	48	43	56	\$1.5m
\$0-\$500k	220	145	46	48	47	34	33	\$407k
\$500k-\$750k	295	221	40	32	34	26	36	\$650k
\$750k-\$1m	421	378	33	33	36	28	51	\$890k
\$1m-\$1.25m	284	221	39	34	27	32	53	\$1.2m
\$1.25m-\$1.5m	325	217	45	42	38	31	53	\$1.4m
\$1.5m-\$2m	384	211	55	48	37	51	78	\$1.7m
\$2m-\$4m	616	177	104	83	76	89	88	\$2.8m
\$4m-\$6m	217	33	197	167	154	131	134	\$5.0m
\$6m+	286	12	715	476	384	435	259	\$9.6m

\*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market.

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



# ORANGE COUNTY SOLD REPORT

ORANGE COUNTY CITIES	UNITS SOLD MAY 2024	MEDIAN SALES PRICE	MEDIAN LIST PRICE	SALES TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM	UNITS SOLD MAY 2023
Aliso Viejo	43	\$988,000	\$940,000	104%	\$525k	\$2.7m	1489	\$664	8	57
Anaheim	102	\$889,125	\$859,000	102%	\$250k	\$2.1m	1523	\$584	9	112
Anaheim Hills	51	\$1,210,000	\$1,150,000	101%	\$575k	\$3.4m	2030	\$596	8	46
Brea	22	\$1,221,500	\$1,142,500	104%	\$628k	\$2.0m	2082	\$587	10	22
Buena Park	29	\$925,000	\$898,000	101%	\$613k	\$1.7m	1553	\$596	9	43
Corona Del Mar	13	\$3,880,000	\$3,999,999	96%	\$2.3m	\$6.4m	2572	\$1,509	11	17
Costa Mesa	57	\$1,400,000	\$1,365,000	102%	\$560k	\$4.5m	1650	\$848	7	57
Coto De Caza	15	\$2,400,000	\$2,490,000	99%	\$1.3m	\$4.5m	3761	\$638	5	16
Cypress	16	\$1,055,950	\$950,000	106%	\$660k	\$1.4m	1876	\$563	7	14
Dana Point	33	\$2,008,763	\$2,050,000	100%	\$765k	\$7.0m	1955	\$1,028	8	37
Dove Canyon	6	\$1,819,500	\$1,743,500	103%	\$1.4m	\$2.5m	3139	\$580	3	5
Foothill Ranch	10	\$772,500	\$749,000	101%	\$610k	\$1.4m	1238	\$624	23	5
Fountain Valley	33	\$1,300,000	\$1,238,000	104%	\$585k	\$2.1m	1808	\$719	6	30
Fullerton	93	\$1,035,000	\$990,000	102%	\$400k	\$3.7m	1777	\$582	8	69
Garden Grove	59	\$979,000	\$949,000	104%	\$429k	\$1.8m	1408	\$695	9	63
Huntington Beach	127	\$1,260,000	\$1,250,000	99%	\$438k	\$5.6m	1566	\$805	10	158
Irvine	223	\$1,660,000	\$1,600,000	101%	\$520k	\$14.0m	2003	\$829	9	194
La Habra	36	\$851,500	\$834,000	101%	\$408k	\$1.9m	1621	\$525	10	35
La Palma	10	\$1,225,000	\$1,214,900	103%	\$950k	\$1.4m	2100	\$583	5	8
Ladera Ranch	25	\$1,750,000	\$1,675,000	103%	\$858k	\$4.3m	2816	\$621	6	33
Laguna Beach	30	\$2,947,500	\$2,847,500	95%	\$920k	\$26.0m	1906	\$1,546	29	30
Laguna Hills	28	\$1,512,500	\$1,499,900	99%	\$500k	\$3.8m	2554	\$592	8	35
Laguna Niguel	58	\$1,422,500	\$1,437,500	101%	\$490k	\$4.2m	1825	\$779	9	70
Laguna Woods	73	\$445,000	\$449,000	100%	\$20k	\$2.0m	1057	\$421	19	71
Lake Forest	37	\$1,130,000	\$1,150,000	101%	\$444k	\$2.5m	1873	\$603	14	61
Los Alamitos	12	\$1,130,000	\$1,069,000	100%	\$590k	\$2.5m	1605	\$704	6	10
Mission Viejo	116	\$1,125,000	\$1,125,000	102%	\$530k	\$3.9m	1561	\$721	8	96
Newport Beach	72	\$3,287,500	\$3,287,500	95%	\$575k	\$17.7m	2417	\$1,360	10	62
Newport Coast	18	\$3,875,000	\$3,722,500	100%	\$1.3m	\$38.0m	2814	\$1,377	11	11
North Tustin	9	\$1,830,000	\$1,874,900	101%	\$1.5m	\$3.9m	2724	\$672	24	15
Orange	95	\$1,100,000	\$1,095,000	102%	\$410k	\$4.0m	1659	\$663	9	63
Placentia	42	\$1,082,500	\$1,023,500	103%	\$435k	\$1.6m	1831	\$591	9	30
Portola Hills	4	\$832,500	\$794,999	104%	\$560k	\$943k	1210	\$688	36	9
Rancho Mission Viejo	30	\$1,051,774	\$1,062,724	102%	\$535k	\$2.7m	1690	\$622	9	18
Rancho Santa Marg.	32	\$943,500	\$939,500	103%	\$453k	\$1.9m	1425	\$662	8	30
Rossmore	5	\$1,450,000	\$1,475,000	100%	\$1.4m	\$1.8m	1652	\$878	15	5
San Clemente	64	\$1,625,000	\$1,649,450	99%	\$427k	\$5.1m	2147	\$757	8	52
San Juan	49	\$1,332,000	\$1,499,000	99%	\$415k	\$4.9m	2017	\$660	11	26
Santa Ana	101	\$860,000	\$825,000	102%	\$315k	\$3.7m	1311	\$656	8	82
Seal Beach	39	\$450,000	\$460,000	98%	\$180k	\$3.3m	1150	\$391	15	37
Stanton	14	\$656,500	\$639,000	102%	\$415k	\$1.2m	1159	\$566	10	18
Talega	17	\$1,690,000	\$1,690,000	99%	\$795k	\$5.1m	2356	\$717	7	9
Tustin	46	\$935,000	\$954,500	103%	\$420k	\$3.2m	1597	\$585	7	51
Villa Park	7	\$2,629,888	\$2,699,888	99%	\$1.9m	\$4.4m	3946	\$666	12	6
Westminster	34	\$1,087,500	\$1,060,000	102%	\$658k	\$1.7m	1518	\$716	7	28
Yorba Linda	59	\$1,600,000	\$1,598,000	101%	\$499k	\$4.6m	2477	\$646	9	60
<b>All of O.C.</b>	<b>2,127</b>	<b>\$1,200,000</b>	<b>\$1,179,000</b>	<b>100%</b>	<b>\$20k</b>	<b>\$38.0m</b>	<b>1703</b>	<b>\$705</b>	<b>9</b>	<b>2,030</b>
\$0-\$500k	118	\$410,000	\$416,299	100%	\$20k	\$500k	899	\$456	17	172
\$500k-\$750k	281	\$640,000	\$629,900	101%	\$502k	\$750k	1064	\$602	9	348
\$750k-\$1m	395	\$899,000	\$875,000	102%	\$754k	\$1.0m	1400	\$642	8	485
\$1m-\$1.25m	348	\$1,125,000	\$1,100,000	102%	\$1.0m	\$1.3m	1655	\$680	7	326
\$1.25m-\$1.5m	300	\$1,365,000	\$1,335,000	102%	\$1.3m	\$1.5m	1933	\$706	9	235
\$1.5m-\$2m	307	\$1,700,000	\$1,690,000	102%	\$1.5m	\$2.0m	2399	\$709	8	229
\$2m-\$3m	213	\$2,420,000	\$2,398,000	101%	\$2.0m	\$3.0m	2939	\$823	9	130
\$3m-\$4m	83	\$3,499,000	\$3,500,000	100%	\$3.0m	\$4.0m	3200	\$1,093	18	45
\$4m-\$6m	49	\$4,750,000	\$4,898,000	98%	\$4.1m	\$5.9m	3568	\$1,331	11	40
\$6m+	33	\$8,200,000	\$8,295,000	94%	\$6.1m	\$38.0m	4423	\$1,854	23	20



# ORANGE COUNTY FORECLOSURE REPORT

ORANGE COUNTY CITIES	CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY
<b>6/20/2024</b>			
Aliso Viejo	41	0	0.0%
Anaheim	126	0	0.0%
Anaheim Hills	50	0	0.0%
Brea	26	0	0.0%
Buena Park	41	0	0.0%
Corona Del Mar	75	0	0.0%
Costa Mesa	77	0	0.0%
Coto De Caza	35	1	2.9%
Cypress	23	0	0.0%
Dana Point	128	0	0.0%
Dove Canyon	3	0	0.0%
Foothill Ranch	9	0	0.0%
Fountain Valley	29	0	0.0%
Fullerton	87	1	1.1%
Garden Grove	68	0	0.0%
Huntington Beach	186	0	0.0%
Irvine	278	0	0.0%
La Habra	39	0	0.0%
La Palma	7	0	0.0%
Ladera Ranch	31	0	0.0%
Laguna Beach	154	0	0.0%
Laguna Hills	33	0	0.0%
Laguna Niguel	98	0	0.0%
Laguna Woods	82	1	1.2%
Lake Forest	66	0	0.0%
Los Alamitos	7	0	0.0%
Mission Viejo	85	0	0.0%
Newport Beach	229	0	0.0%
Newport Coast	49	0	0.0%
North Tustin	29	0	0.0%
Orange	83	0	0.0%
Placentia	30	0	0.0%
Portola Hills	7	0	0.0%
Rancho Mission Viejo	22	0	0.0%
Rancho Santa Marg.	28	0	0.0%
Rossmoor	7	0	0.0%
San Clemente	141	0	0.0%
San Juan	59	0	0.0%
Santa Ana	124	0	0.0%
Seal Beach	102	0	0.0%
Stanton	11	0	0.0%
Talega	21	0	0.0%
Tustin	52	0	0.0%
Villa Park	13	0	0.0%
Westminster	23	0	0.0%
Yorba Linda	91	0	0.0%
All of O.C.	3,048	5	0.2%

ORANGE COUNTY CITIES	CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY
<b>ATTACHED</b>			
All of O.C.	1,061	2	0.2%
\$0-\$500k	205	1	0.5%
\$500k-\$750k	255	0	0.0%
\$750k-\$1m	240	0	0.0%
\$1m-\$2m	249	0	0.0%
\$2m+	112	1	0.9%
<b>DETACHED</b>			
All of O.C.	1,987	3	0.2%
\$0-\$500k	15	0	0.0%
\$500k-\$750k	40	1	2.5%
\$750k-\$1m	181	1	0.6%
\$1m-\$1.25m	186	0	0.0%
\$1.25m-\$1.5m	242	0	0.0%
\$1.5m-\$2m	316	0	0.0%
\$2m-\$4m	529	1	0.2%
\$4m-\$6m	200	0	0.0%
\$6m+	278	0	0.0%
<b>ALL HOMES</b>			
All of O.C.	3,048	5	0.2%
\$0-\$500k	220	1	0.5%
\$500k-\$750k	295	1	0.3%
\$750k-\$1m	421	1	0.2%
\$1m-\$1.25m	284	0	0.0%
\$1.25m-\$1.5m	325	0	0.0%
\$1.5m-\$2m	384	0	0.0%
\$2m-\$4m	616	2	0.3%
\$4m-\$6m	217	0	0.0%
\$6m+	286	0	0.0%

## COUNTY HIGH SHARES - ACCOUNT FOR 06%

Coto De Caza	35	1	2.9%
Fullerton	87	1	1.1%
Laguna Woods	82	1	1.2%

## ORANGE COUNTY DISTRESSED BREAKDOWN

	CURRENT ACTIVES	PENDINGS (LAST 30 DAYS)	MARKET TIME (IN DAYS)
Total Foreclosures	3	4	23
Total Short Sale	2	0	N/A

# SOUTHERN CALIFORNIA HOUSING REPORT

ALL PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
6/20/2024							
Los Angeles County	10,547	3,932	80	79	73	59	64
Orange County	3,048	1,615	57	51	48	43	56
Riverside County	5,922	2,357	75	74	74	56	59
San Bernardino County	4,754	1,533	93	88	84	60	72
San Diego County	4,259	1,894	67	61	57	40	56
Ventura County	1,000	486	62	54	46	41	52
<b>SOCAL TOTALS</b>	<b>29,530</b>	<b>11,817</b>	<b>75</b>	<b>68</b>	<b>64</b>	<b>50</b>	<b>60</b>

DISTRESSED PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
6/20/2024							
Los Angeles County	58	27	64	46	45	41	60
Orange County	5	4	38	70	60	105	30
Riverside County	38	19	60	48	49	42	57
San Bernardino County	49	19	77	76	71	39	51
San Diego County	9	7	39	47	69	180	83
Ventura County	5	1	150	180	180	INF.	90
<b>SOCAL TOTALS</b>	<b>164</b>	<b>77</b>	<b>64</b>	<b>78</b>	<b>79</b>	<b>81</b>	<b>62</b>

# ALL MARKETS HOUSING REPORT

ALL PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
6/20/2024							
Bay Area	9,145	4,110	67	63	59	51	60
Clark County - Las Vegas	5,681	2,661	64	59	58	54	72
Maricopa County - Phoenix	13,490	5,034	80	78	73	51	58
Southern California	29,530	11,817	75	68	64	50	60
<b>ALL MARKETS TOTAL</b>	<b>57,846</b>	<b>23,622</b>	<b>73</b>	<b>67</b>	<b>63</b>	<b>51</b>	<b>62</b>

DISTRESSED PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
6/20/2024							
Bay Area	97	24	121	113	113	86	81
Clark County - Las Vegas	67	23	87	55	45	29	39
Maricopa County - Phoenix	30	22	41	29	32	30	90
Southern California	164	77	64	78	79	81	62
<b>ALL MARKETS TOTAL</b>	<b>358</b>	<b>146</b>	<b>74</b>	<b>69</b>	<b>67</b>	<b>57</b>	<b>68</b>