

APRIL 14, 2025 - WRITTEN BY STEVEN THOMAS

ACCURATE PRICING IS CRUCIAL

AS SELLERS ENCOUNTER THE SLOWEST SPRING MARKET SINCE THE COVID LOCKDOWN IN 2020, CAREFUL, DELIBERATE PRICING IS ESSENTIAL TO SECURE SUCCESS.



Time for spring cleaning and garage sales. Many homeowners participating in the neighborhood garage sale quickly realize the importance of careful, meticulous pricing. Most buyer activity occurs the moment items are strategically placed on the driveway. After the first hour or two, the crowds diminish and sellers are left scratching their heads and second-guessing their pricing. After adjusting the price lower, they know that the longer they wait, the fewer shoppers arrive, and the higher the probability they will not be able to move their used merchandise.

Today's sellers are also realizing the importance of careful, meticulous pricing. It does not feel like a typical Spring Market. There is much more seller competition, the market is slowing weekly, and sellers are left second-guessing their price. They realize that the spring clock is ticking. The longer sellers are on the market, the fewer buyer showings, and the more doubt sets in.

Precise pricing is crucial in securing success, especially this year. It sets the stage for immediate buyer interest and is the most critical first impression before a buyer even sets foot in a home. Today's buyers are educated and understand value after immersing themselves in the housing market for several weeks. They utilize their favorite real estate app and wait for the next home to hit the market. They look at every photo and soak in all the details: bedrooms, bathrooms, square footage, condition, upgrades, location, lot size, amenities, year built, garages, storage, view, etc. **The price is most important.** It is the differentiator between a buyer choosing to see the home in person or waiting for the next home to hit the market.

After the initial 10 days of coming on the market, most seasoned buyers have seen a home. Even if they decide not to tour the house in person, they feel as if they have at least completed a "phone tour" and are ready to move on to the next one. The longer a home is exposed to the market, the less activity it receives. **Many sellers mistakenly expect a giant boost in showing activity after adjusting the asking price lower. When a seller reduces the asking price, it is not met with eager anticipation and excitement like when it was initially placed on the market.** Currently, 33% of all active listings in Orange County have reduced the asking price at least once. Sellers do not get a second chance at the initial first impression.

Orange County - March 2025

Reduction	% of Sales	Sales to Last List Price Ratio	Sales to Original List Price Ratio	Median DOM
No Reduction	80%	99.8%	99.8%	18 Days
1% to 4%	11%	97.8%	95.1%	69 Days
5% or more	9%	96.5%	88.0%	96 Days

The data illustrates that initial, meticulous pricing is the best strategy to walk away with the most money in the least amount of time. Yet, when a seller starts overpriced, requiring a reduction to secure success, the seller walks away with less. The sales price to **last** list

price ratio demonstrates that accurate pricing is crucial. This refers to the final list price before becoming a pending sale. These are averages, meaning there are exceptions, but the overall trend is mind blowing. In Orange County, 80% of all closed sales in March did not reduce the asking price. The sales price to **last** list price ratio for these homes was 99.8%, meaning, on average, a home appropriately priced sold close to its initial asking price. A house listed at \$1 million sold for \$998,000, only \$2,000 below the asking price. The median days on the market before becoming a pending sale was 18, revealing that accurate pricing also means noticeably less time on the market.

11% of all closed sales reduced their asking prices between 1% and 4%. The sales-to-last list price ratio for these homes was 97.8%; on average, it took 69 days to become a pending sale, over two months. A house that reduced its list price to \$1 million sold for \$978,000, a considerable \$20,000 less than the homeowners with no reduction.

For homes that reduced their asking prices by 5% or more, 9% of closed sales in March, the sales-to-last list price ratio was 96.5% after being on the market for 96 days, over three months. A home that finally reduced its price to \$1 million sold for \$965,000, a shocking \$33,000 less than the homeowners who did not need to reduce the asking price.

The sales price to **original** list price ratio reveals how far off the mark many sellers are when they finally arrive at a home's actual market value. This is the price of a home when it initially comes on the market before any price reductions. For homes that reduced the asking price between 1% and 4%, the sales price to original list price ratio was 95.1%. For example, a house initially listed at \$1,028,000 had to reduce the asking price to \$1 million to secure success and ultimately sold for \$978,000, an astonishing \$50,000 less than the original price.

Homes that reduced the asking price by at least 5% had a sales-to-original list price ratio of 88.0%. A house initially listed at \$1,097,000 had to lower the asking price, often more than once, to \$1 million to find success, and ultimately sold for \$965,000. That is an eye-opening \$132,000 less than the original asking price.

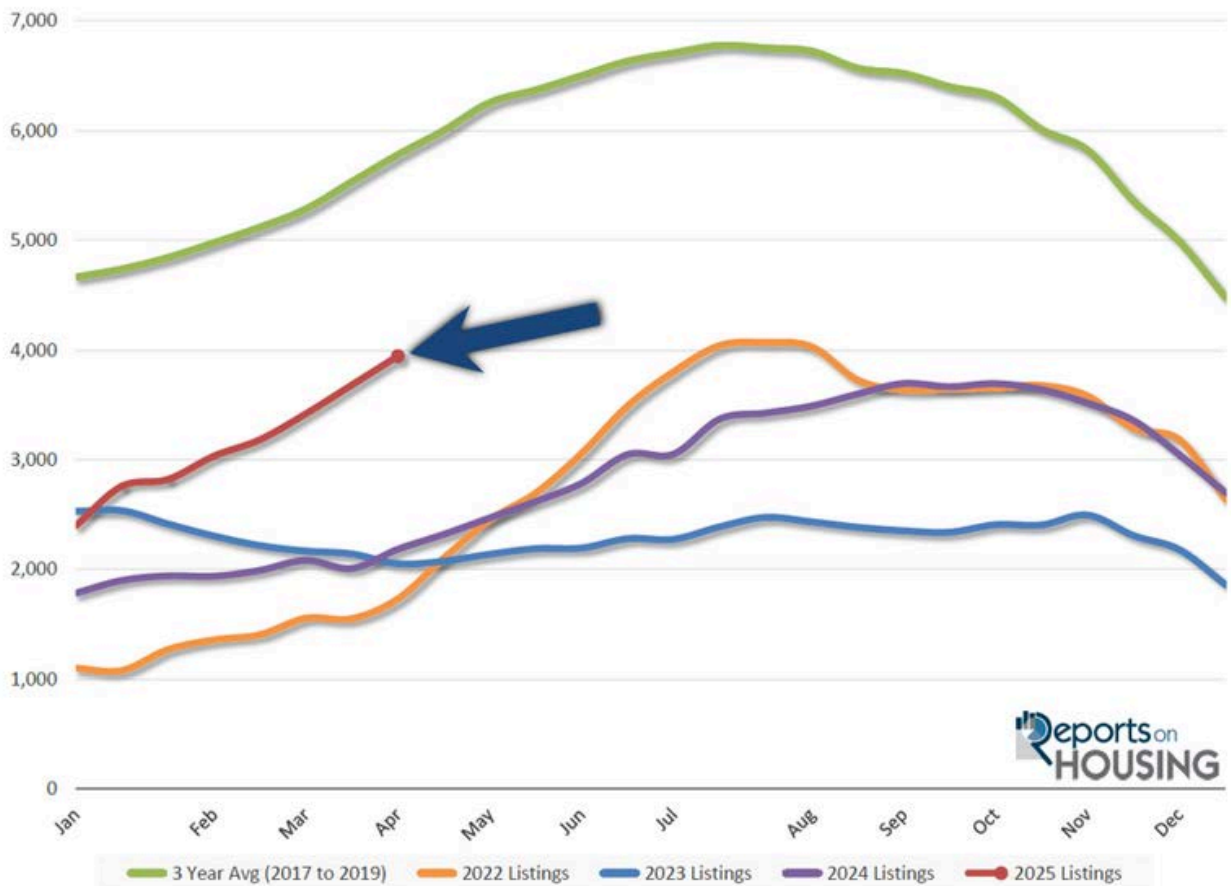
Given the increased competition, this year is proving to be a lot harder for sellers. The supply of available homes to purchase is up 81% over last year and at its highest level since 2020. Buyer demand (a snapshot of the number of new pending sales over the prior month) is down 1% compared to last year. Demand is nearly identical to the previous two years, yet inventory is up considerably. Given the significant extra supply and similar annual demand, the Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) is at 72 days, its highest level since the pandemic lockdown in 2020. It was at 41 days last year. In addition, the Expected Market Time is on the rise. It was at 61 days, its hottest point of the year, six weeks ago. It appears that demand reached its peak four weeks ago, while the inventory will, at the very least, continue to rise unabated through the Summer Market. The market will continue to cool weekly until the inventory peaks much later in the year.

For homeowners about to place their homes on the market, it is imperative to scrutinize every comparable pending and closed sale and spend as much time as possible, carefully arriving at a home's **Fair Market Value**. That does NOT mean adding a bit of cushion for negotiations or "testing" the market to see if a price is obtainable. That amounts to wasting valuable market time and ultimately walking away with less money. For sellers who have stretched the asking price and need to adjust the asking price to secure success, the longer the wait, the slower the market will become.

The active listing inventory increased by 264 homes in the past two weeks, up 7%, and now sits at 3,945, its highest level since August 2022. The inventory just surpassed last year's 3,695 September peak. The inventory is growing much faster this year because many more homes are coming on the market compared to the previous couple of years. Yet, demand has remained muted at very similar year-over-year levels. There were 1,326 additional FOR SALE signs from January through March compared to last year, 20% extra. Compared to two years ago, there were 2,198 more signs, 39% extra. These extra homes on the market are accumulating fast and are responsible for the week-to-week slowing in the housing market. This will continue through the Spring and Summer Markets.

Last year, the inventory was at 2,184 homes, **45% lower, or 1,761 fewer**. The 3-year average before COVID (2017 through 2019) was 5,780, an additional 1,835 homes, or 47% more.

ORANGE COUNTY ACTIVE LISTING INVENTORY YEAR-OVER-YEAR



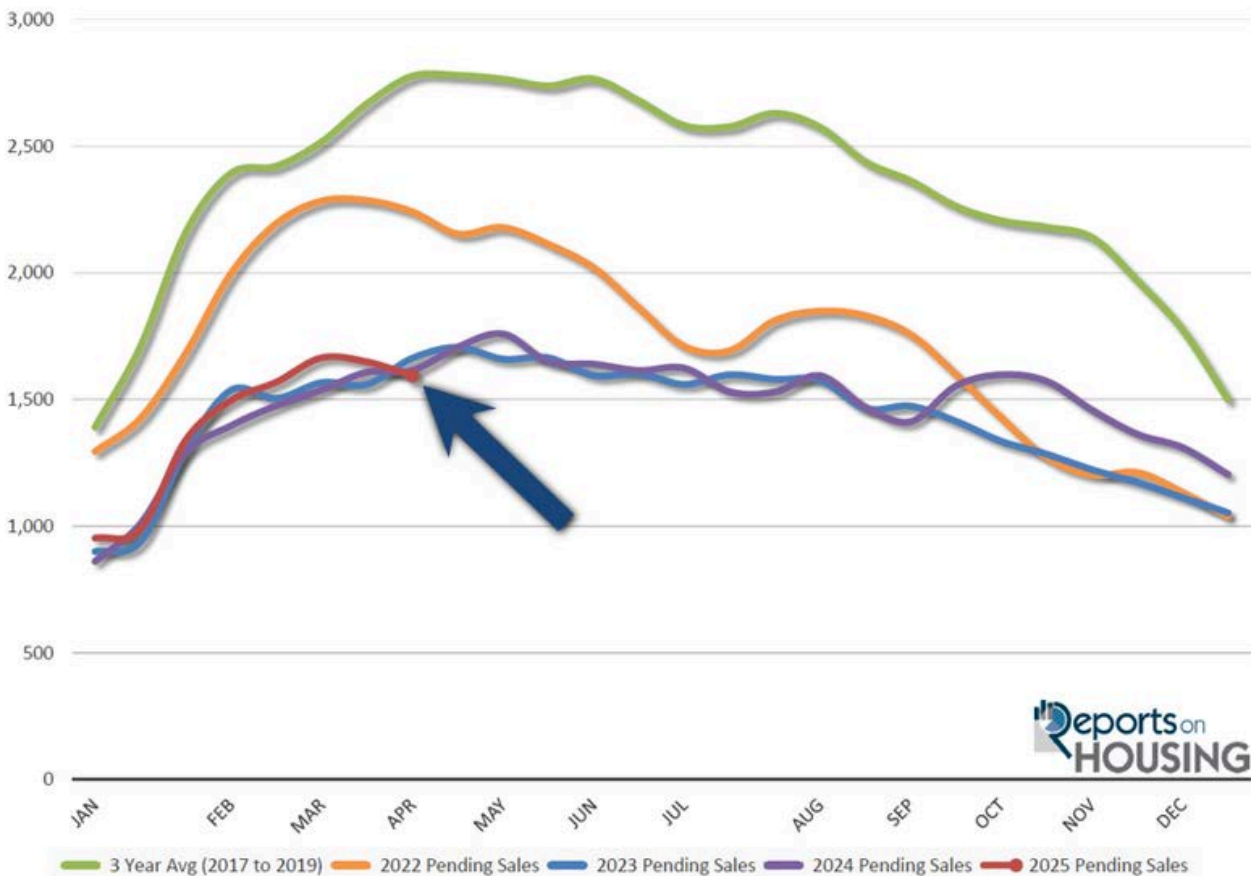
Homeowners continue to “hunker down” in their homes, unwilling to move due to their current underlying, locked-in, low fixed-rate mortgage. It became a crisis once rates skyrocketed in 2022. For March, 2,883 new sellers entered the market in Orange County, 1,025 fewer than the 3-year average before COVID (2017 to 2019), 26% less. Last March, there were 2,361 new sellers, 18% fewer than this year. More sellers are opting to sell compared to the previous couple of years.

DEMAND DROPPED BY 3% IN THE PAST COUPLE OF WEEKS.

Demand, a snapshot of the number of new pending sales over the prior month, decreased from 1,649 to 1,494 in the past couple of weeks, down 55 pending sales, or 3%. It appears as if demand peaked at 1,665 pending sales four weeks ago. Since demand has likely reached its annual peak, it will continue to fall slowly through the Spring and Summer markets. The recent reversal of mortgage rate momentum will not help. Mortgage rates were stuck above 7% from mid-December through mid-February. They then dropped to about 6.75% and remained there until the introduction of tariffs. Now mortgage rates are hovering around 7% again. Economic volatility and uncertainty have not been helping rates, eating into affordability and potential activity. For perspective, rates hit 7.5% three times last year. So even with the recent instability, year-over-year affordability has improved.

As the Federal Reserve has indicated, watching all economic releases for signs of slowing is essential. That is the only path to lower mortgage rates right now. These releases can move mortgage rates higher or lower, depending on how they compare to market expectations. This Wednesday, Retail Sales will be released. Next week, the S&P Global Manufacturing and Services PMI will be released on Wednesday. Future tariff announcements could impact rates as well.

ORANGE COUNTY DEMAND YEAR-OVER-YEAR



Last year, demand was 1,615, with **21 additional pending sales or 1% more**. The 3-year average before COVID (2017 to 2019) was 2,777 pending sales, **74% more than today, or an additional 1,183**.

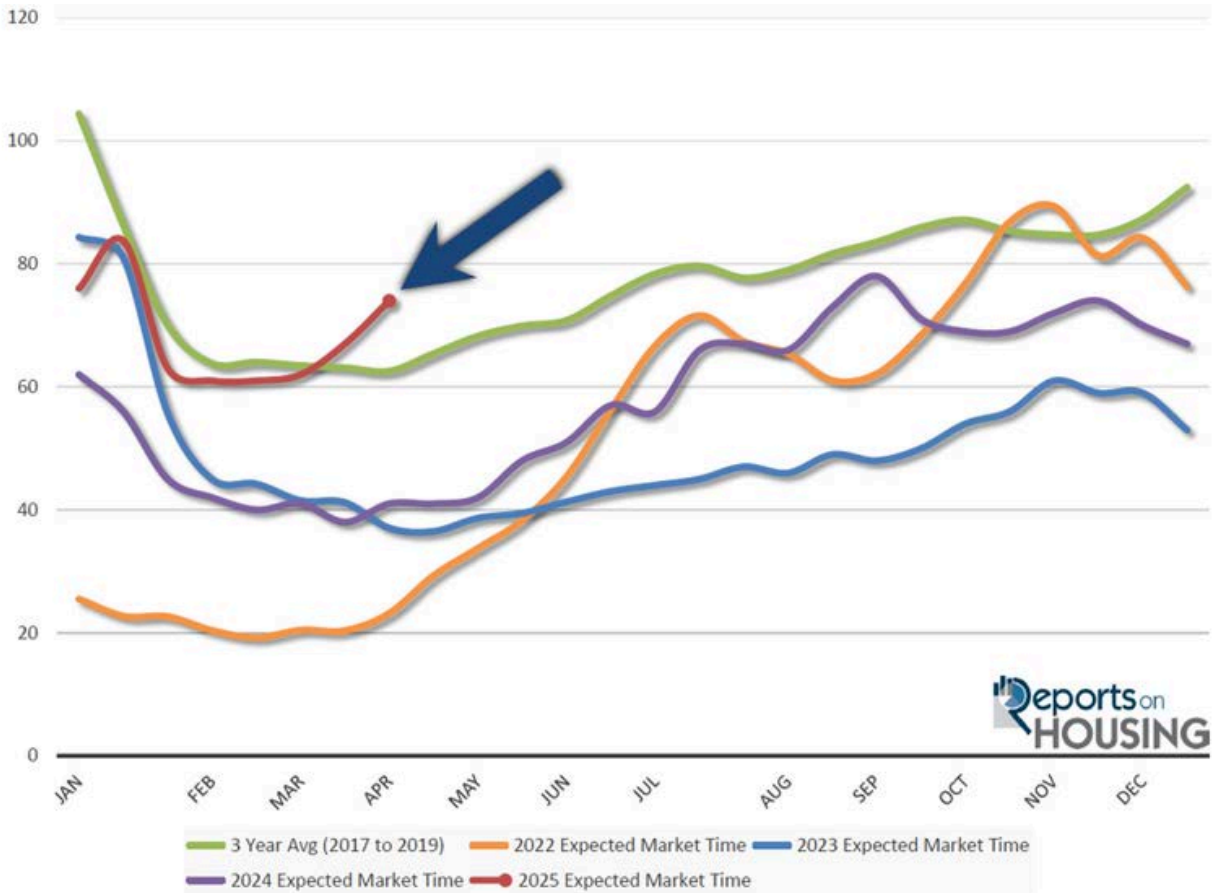
EXPECTED MARKET TIME

THE EXPECTED MARKET TIME SLOWED BY A WEEK.

With supply of available homes rising by 264 homes, up 7%, and demand falling by 55 pending sales, down 3%, the Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) increased from 67 to 74 days in the past couple of weeks. It is the slowest reading since mid-January's 84 days. Last year, it was 41 days, substantially faster than today. The 3-year average before COVID was 62 days, which is also quicker than today. The previous reading above 84 days at the start of April occurred during the COVID lockdowns in 2020, when it reached a peak for that year at 121 days.

ORANGE COUNTY

EXPECTED MARKET TIME YEAR-OVER-YEAR (IN DAYS)



LUXURY END

THE LUXURY MARKET SLOWED SUBSTANTIALLY IN THE PAST COUPLE OF WEEKS.

The luxury inventory of homes priced above \$2.5 million (the top 10% of the Orange County housing market) increased from 1,038 to 1,106 homes, up 68 or 7%. Luxury demand decreased by 26 pending sales, down a considerable 14%, and now sits at 162, its lowest level since the end of January. The Expected Market Time for luxury homes priced above \$2.5 million jumped from 166 to 180 days. It was at 141 at the end of February. Wall Street's continued volatility has impacted Orange County's luxury market.

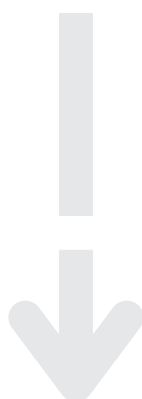
In the past two weeks, the Expected Market Time for homes priced between \$2.5 million and \$4 million increased from 133 to 155 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 150 to 200 days. For homes priced above \$6 million, the Expected Market Time increased from 311 to 446 days. At 446 days, a seller would be looking at placing their home into escrow around **July 2026**.

ORANGE COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0 - \$750K 	57 Days	16%	21%	33 Days
\$750k - \$1M 	45 Days	13%	21%	26 Days
\$1M - \$1.25M 	51 Days	10%	15%	27 Days
\$1.25M - \$1.5M 	54 Days	10%	14%	34 Days
\$1.5M - \$2M 	87 Days	16%	13%	37 Days
\$2M - \$2.5M 	93 Days	7%	6%	-
\$2.5M - \$4M 	155 Days	14%	7%	-
\$4M - \$6M 	200 Days	6%	2%	121 Days
\$6M+ 	446 Days	8%	1%	285 Days



ORANGE COUNTY HOUSING SUMMARY



- **INVENTORY:** The active listing inventory in the past couple of weeks increased by 264 homes, up 7%, and now sits at 3,945, its highest level since August 2022. In March, 26% fewer homes came on the market compared to the 3-year average before COVID (2017 to 2019), 1,025 less. Yet, 522 more sellers came on the market this March compared to March 2024. Last year, there were 2,184 homes on the market, 1,761 fewer homes, or 45% less. The 3-year average before COVID (2017 to 2019) was 5,780, or 47% extra.
- **DEMAND:** Buyer demand, the number of pending sales over the prior month, decreased by 55 pending sales in the past two weeks, down 3%, and now totals 1,594, its second lowest April reading since tracking began in 2004. Last year, there were 1,615 pending sales, **1% more**. The 3-year average before COVID (2017 to 2019) was 2,777, or **74% more**.
- **MARKET TIME:** With supply surging higher and demand down, the Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, climbed from 67 to 74 days in the past couple of weeks, its slowest pace since mid-January's 84 days. Last year, it was 41 days, substantially faster than today. The 3-year average before COVID (2017 to 2019) was 62 days, which is also quicker than today.
- **LUXURY:** In the past two weeks, the Expected Market Time for homes priced between \$2.5 million and \$4 million increased from 133 to 155 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 150 to 200 days. For homes priced above \$6 million, the Expected Market Time increased from 311 to 446 days.
- **DISTRESSED HOMES:** Short sales and foreclosures combined, comprised only 0.2% of all listings and 0.2% of demand. Only four foreclosures and one short sale are available today in Orange County, with five total distressed homes on the active market, unchanged from two weeks ago. Last year, ten distressed homes were on the market, similar to today.
- **CLOSED SALES:** There were 1,801 closed residential resales in March, up 1% compared to March 2024's 1,785 and 23% from February 2025. The sales-to-list price ratio was 99.4% for Orange County. Foreclosures accounted for 0.2% of all closed sales, and there were no short sales. That means that 99.8% of all sales were sellers with equity.

ORANGE COUNTY MARKET TIME REPORT

APRIL 14, 2025 - ACCURATE PRICING IS CRUCIAL

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
4/10/2025								
Aliso Viejo	35	28	38	41	28	32	31	\$968k
Anaheim	167	72	70	47	49	33	35	\$945k
Anaheim Hills	42	29	43	41	26	38	47	\$1.4m
Brea	30	22	41	45	35	21	30	\$1.1m
Buena Park	25	33	23	34	38	38	18	\$949k
Corona Del Mar	71	15	142	113	97	132	228	\$5.5m
Costa Mesa	92	38	73	50	45	42	38	\$1.6m
Coto De Caza	58	13	134	122	90	51	39	\$2.7m
Cypress	34	21	49	58	34	25	30	\$805k
Dana Point	118	25	142	120	114	85	69	\$2.6m
Dove Canyon	10	4	75	150	150	10	23	\$2.0m
Foothill Ranch	12	5	72	45	39	32	30	\$1.2m
Fountain Valley	44	24	55	46	44	23	21	\$1.5m
Fullerton	103	63	49	53	50	27	27	\$1.1m
Garden Grove	79	43	55	49	44	26	31	\$1.1m
Huntington Beach	275	113	73	80	71	36	42	\$1.6m
Irvine	547	143	115	91	91	33	29	\$1.9m
La Habra	47	27	52	41	86	22	23	\$900k
La Palma	6	5	36	53	42	23	18	\$1.3m
Ladera Ranch	38	18	63	44	41	23	31	\$1.6m
Laguna Beach	222	27	247	222	233	162	84	\$5.0m
Laguna Hills	42	19	66	42	26	53	23	\$1.6m
Laguna Niguel	141	50	85	68	68	39	37	\$1.7m
Laguna Woods	123	65	57	69	50	39	35	\$439k
Lake Forest	77	42	55	64	74	32	31	\$1.2m
Los Alamitos	8	5	48	11	23	23	40	\$1.8m
Mission Viejo	138	84	49	47	45	22	27	\$1.1m
Newport Beach	231	49	141	104	109	98	92	\$4.8m
Newport Coast	48	5	288	114	108	96	140	\$11.9m
North Tustin	28	15	56	83	51	68	63	\$2.1m
Orange	99	63	47	42	46	30	33	\$1.2m
Placentia	38	30	38	42	38	28	28	\$1.2m
Portola Hills	11	5	66	113	110	72	16	\$2.0m
Rancho Mission Viejo	58	20	87	87	61	30	42	\$1.2m
Rancho Santa Marg.	46	34	41	46	42	18	16	\$1.0m
Rossmoor	6	4	45	36	30	60	45	\$1.7m
San Clemente	137	47	87	88	77	64	46	\$2.5m
San Juan	76	30	76	138	120	56	32	\$2.4m
Santa Ana	179	69	78	66	58	34	31	\$850k
Seal Beach	74	39	57	44	35	55	57	\$562k
Stanton	19	8	71	53	15	19	19	\$804k
Talega	24	11	65	63	90	34	33	\$2.4m
Tustin	60	38	47	32	37	26	17	\$1.3m
Villa Park	21	1	630	160	55	77	113	\$3.0m
Westminster	35	27	39	33	41	24	29	\$1.1m
Yorba Linda	94	49	58	48	46	27	24	\$1.6m
All of O.C.	3,945	1,594	74	67	62	41	37	\$1.6m

ORANGE COUNTY PRICE RANGE REPORT

APRIL 14, 2025 - ACCURATE PRICING IS CRUCIAL

ORANGE COUNTY 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
4/10/2025								
All of O.C.	1,392	643	65	60	56	36	32	\$853k
\$0-\$500k	237	110	65	62	52	42	34	\$419k
\$500k-\$750k	336	187	54	50	44	28	23	\$645k
\$750k-\$1m	278	168	50	49	47	28	25	\$875k
\$1m-\$2m	403	146	83	70	78	41	-	\$1.3m
\$2m+	138	32	129	107	91	134	-	\$3.3m

ORANGE COUNTY 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
4/10/2025								
All of O.C.	2,553	951	81	72	65	42	41	\$2.0m
\$0-\$500k	15	8	56	47	65	83	45	\$325k
\$500k-\$750k	37	25	44	46	40	33	26	\$625k
\$750k-\$1m	222	167	40	35	33	21	21	\$900k
\$1m-\$1.25m	238	174	41	40	35	24	25	\$1.2m
\$1.25m-\$1.5m	298	173	52	50	44	29	30	\$1.4m
\$1.5m-\$2m	484	180	81	67	60	34	48	\$1.8m
\$2m-\$2.5m	257	79	98	86	76	-	-	\$2.3m
\$2.5m-\$4m	473	91	156	135	131	-	-	\$3.2m
\$4m-6m	220	32	206	151	129	130	206	\$5.0m
\$6m+	309	22	421	317	258	290	342	\$10.5m

ORANGE COUNTY 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
4/10/2025								
All of O.C.	3,945	1,594	74	67	62	41	37	\$1.6m
\$0-\$500k	252	118	64	61	52	45	34	\$415k
\$500k-\$750k	373	212	53	49	43	27	24	\$645k
\$750k-\$1m	500	335	45	42	40	26	22	\$895k
\$1m-\$1.25m	406	237	51	45	42	27	27	\$1.2m
\$1.25m-\$1.5m	396	222	54	54	51	34	30	\$1.4m
\$1.5m-\$2m	621	214	87	72	69	37	52	\$1.7m
\$2m-\$2.5m	291	94	93	83	73	-	-	\$2.3m
\$2.5m-\$4m	532	103	155	133	121	-	-	\$3.2m
\$4m-6m	247	37	200	150	140	121	212	\$5.0m
\$6m+	327	22	446	311	261	285	341	\$10.0m

*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

APRIL 14, 2025 - ACCURATE PRICING IS CRUCIAL

ORANGE COUNTY CITIES	UNITS SOLD MAR 2025	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 MAR 2024
Aliso Viejo	34	\$1,092,900	\$1,021,950	101.3%	\$655,000	\$2,500,000	1,565	\$698	7	33
Anaheim	81	\$880,000	\$880,000	100.5%	\$425,000	\$1,790,000	1,406	\$626	12	83
Anaheim Hills	38	\$1,280,000	\$1,262,500	99.1%	\$575,000	\$7,100,000	2,100	\$610	12	41
Brea	36	\$1,055,000	\$1,019,500	103.0%	\$755,000	\$3,280,000	1,643	\$642	9	19
Buena Park	31	\$927,000	\$925,000	99.9%	\$649,000	\$2,280,000	1,600	\$579	11	21
Corona Del Mar	23	\$4,000,000	\$4,195,000	97.9%	\$2,850,000	\$26,000,000	1,930	\$2,073	16	24
Costa Mesa	54	\$1,515,000	\$1,499,500	100.7%	\$515,000	\$3,010,000	1,786	\$848	9	46
Coto De Caza	11	\$2,350,000	\$2,295,000	97.5%	\$1,250,000	\$5,495,000	3,568	\$659	7	20
Cypress	24	\$1,025,000	\$999,500	100.1%	\$525,000	\$1,925,000	1,604	\$639	10	32
Dana Point	43	\$1,770,000	\$1,869,000	98.1%	\$600,000	\$7,500,000	1,845	\$959	12	28
Dove Canyon	2	\$1,847,000	\$1,869,000	98.8%	\$1,489,000	\$2,205,000	3,138	\$589	0	4
Foothill Ranch	11	\$704,000	\$699,000	101.0%	\$497,000	\$1,880,000	1,152	\$611	12	12
Fountain Valley	35	\$1,385,000	\$1,329,000	102.0%	\$459,000	\$1,859,000	1,824	\$759	12	29
Fullerton	65	\$1,142,000	\$1,075,000	100.0%	\$230,000	\$3,050,000	1,883	\$606	14	65
Garden Grove	44	\$965,000	\$957,634	101.5%	\$412,000	\$1,505,000	1,384	\$697	10	48
Huntington Beach	119	\$1,430,000	\$1,400,000	99.6%	\$210,000	\$5,995,000	1,658	\$862	10	125
Irvine	187	\$1,600,000	\$1,598,000	99.4%	\$435,000	\$17,150,000	1,897	\$843	13	205
La Habra	25	\$840,000	\$799,000	103.5%	\$385,000	\$1,852,000	1,276	\$628	11	31
La Palma	8	\$1,197,500	\$1,175,000	100.0%	\$675,000	\$1,370,000	1,884	\$636	7	3
Ladera Ranch	20	\$1,122,500	\$1,129,000	100.8%	\$620,000	\$1,883,000	1,901	\$590	8	20
Laguna Beach	30	\$2,997,500	\$2,895,000	97.2%	\$840,000	\$10,500,000	1,678	\$1,786	18	24
Laguna Hills	54	\$902,500	\$894,950	101.4%	\$385,000	\$3,310,000	1,406	\$642	9	21
Laguna Niguel	51	\$1,425,000	\$1,399,000	99.7%	\$430,000	\$5,850,000	1,681	\$848	11	59
Laguna Woods	53	\$450,000	\$489,900	98.8%	\$22,500	\$1,695,000	1,110	\$405	16	64
Lake Forest	39	\$975,000	\$949,000	100.6%	\$482,000	\$2,500,000	1,550	\$629	11	50
Los Alamitos	8	\$1,483,500	\$1,496,500	99.7%	\$590,000	\$1,905,000	1,730	\$858	9	5
Mission Viejo	86	\$1,111,000	\$1,100,000	100.6%	\$429,000	\$2,386,500	1,571	\$707	9	70
Newport Beach	61	\$3,262,500	\$3,398,000	97.8%	\$900,000	\$11,995,000	2,428	\$1,344	12	55
Newport Coast	16	\$6,834,444	\$7,069,444	97.2%	\$1,650,000	\$31,950,000	4,135	\$1,653	20	9
North Tustin	14	\$2,254,444	\$2,220,000	98.3%	\$1,510,000	\$3,845,000	2,986	\$755	12	12
Orange	75	\$1,115,000	\$1,098,000	100.2%	\$412,000	\$5,700,000	1,659	\$672	14	63
Placentia	24	\$1,017,500	\$972,500	103.3%	\$605,000	\$1,475,000	1,698	\$599	9	34
Portola Hills	3	\$1,340,000	\$1,198,000	101.2%	\$628,800	\$1,550,000	2,115	\$634	7	5
Rancho Mission Viejo	23	\$850,000	\$859,000	99.2%	\$510,000	\$1,825,000	1,548	\$549	22	20
Rancho Santa Margarita	33	\$805,000	\$825,000	99.8%	\$430,000	\$1,480,000	1,275	\$631	14	30
Rossmoor	5	\$1,875,000	\$1,950,000	98.8%	\$1,587,500	\$2,575,000	2,415	\$776	14	6
San Clemente	61	\$1,800,000	\$1,850,000	98.9%	\$865,000	\$8,900,000	2,244	\$802	16	59
San Juan Capistrano	22	\$1,166,000	\$1,160,000	98.9%	\$780,000	\$5,428,000	1,758	\$663	7	36
Santa Ana	84	\$821,500	\$799,500	100.8%	\$40,000	\$5,500,000	1,265	\$649	12	67
Seal Beach	1	\$439,000	\$439,000	100.0%	\$439,000	\$439,000	1,100	\$399	105	35
Stanton	15	\$769,880	\$769,880	100.2%	\$370,000	\$950,000	1,205	\$639	21	13
Talega	14	\$1,762,500	\$1,767,500	98.9%	\$925,000	\$5,325,000	2,567	\$687	17	14
Tustin	32	\$1,085,000	\$1,100,000	100.2%	\$520,000	\$3,080,000	1,603	\$677	6	43
Villa Park	7	\$2,550,000	\$2,650,000	96.5%	\$1,875,000	\$3,599,888	3,743	\$681	46	5
Westminster	18	\$1,075,000	\$1,094,444	103.2%	\$723,000	\$1,725,000	1,575	\$683	7	24
Yorba Linda	3	\$565,000	\$565,000	100.0%	\$559,000	\$2,599,900	1,252	\$451	7	52
All of O.C.	1801	\$1,200,000	\$1,195,000	99.4%	\$22,500	\$31,950,000	1,681	\$714	12	1,785
\$0-\$500k	117	\$415,000	\$419,000	98.2%	\$22,500	\$500,000	800	\$519	24	134
\$500k-\$750k	236	\$647,500	\$649,000	100.3%	\$505,000	\$750,000	1,076	\$602	13	256
\$750k-\$1m	330	\$890,000	\$885,000	100.6%	\$751,000	\$1,000,000	1,361	\$654	12	352
\$1m-\$1.25m	277	\$1,130,000	\$1,108,000	101.3%	\$1,001,500	\$1,250,000	1,641	\$689	9	276
\$1.25m-\$1.5m	256	\$1,360,000	\$1,350,000	101.0%	\$1,251,000	\$1,500,000	1,953	\$697	9	234
\$1.5m-\$2m	234	\$1,707,500	\$1,699,900	99.6%	\$1,505,000	\$2,000,000	2,326	\$734	10	236
\$2m-\$2.5m	113	\$2,230,000	\$2,250,000	99.5%	\$2,010,000	\$2,500,000	2,706	\$824	11	114
\$2.5m-\$4m	152	\$3,100,000	\$3,150,000	98.4%	\$2,505,000	\$4,000,000	3,122	\$993	13	115
\$4m-\$6m	44	\$5,050,000	\$5,222,500	97.5%	\$4,091,000	\$6,000,000	4,278	\$1,180	21	44
\$6m+	42	\$7,500,000	\$7,991,500	97.6%	\$6,100,000	\$31,950,000	4,296	\$1,746	15	24