

MORE SELLER COMPETITION

WRITTEN BY
STEVEN THOMAS

MORE HOMES ARE ON THE MARKET, MORE HOMEOWNERS ARE DECIDING TO SELL THAN IN THE LAST COUPLE OF YEARS, AND MORE ARE COMING AS HOUSING MAKES ITS WAY TO SPRING.



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A CLIMBING SUPPLY OF HOMES

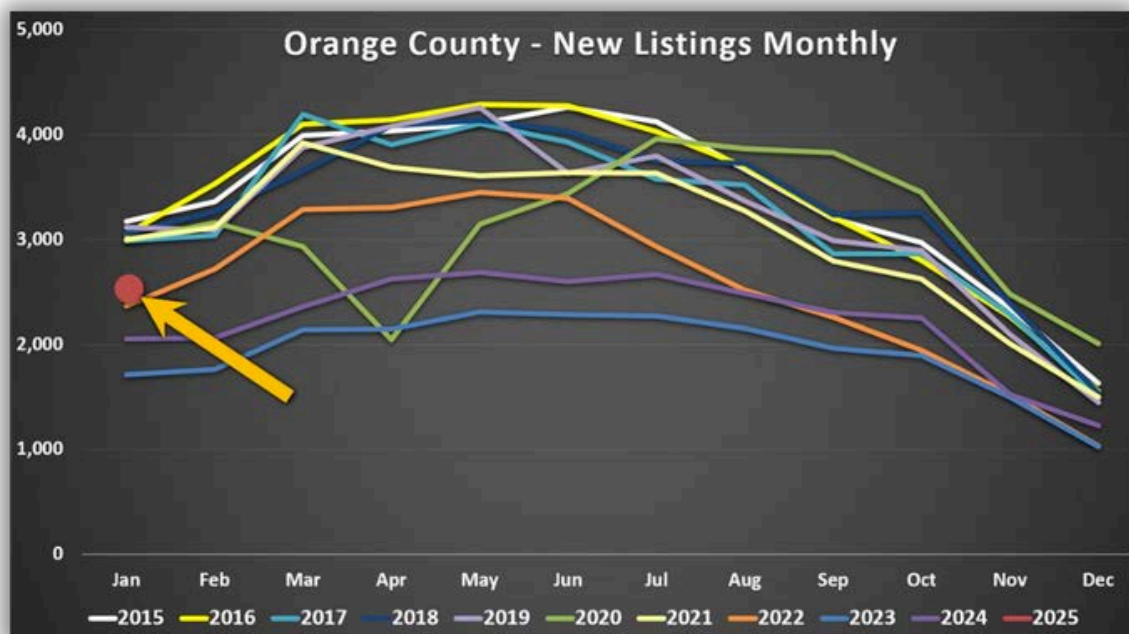
THE ACTIVE INVENTORY IS 56% HIGHER THAN LAST YEAR AND IS AT ITS HIGHEST MID-FEBRUARY LEVEL SINCE 2020.

The cookies have arrived! It is Girl Scout season once again. There are times when there is an overabundance of young Girl Scouts attempting to sell as many boxes as humanly possible. Some go door to door, others pivot to the local grocery store, while many turn to their parents' workplaces to increase their sales count. When too many hit the same neighborhood, the competition amplifies; for some, it is very hard to sell their cookies.

That is precisely what is happening in the Orange County real estate market. Many more sellers are hitting the market, the competition is amplifying, and it is very hard for some to sell their homes. There are currently 3,033 homes on the market, 56% more than last year's 1,939 at this time. That is 1,094 additional homes year-over-year. It is the most homes for mid-February since 2020 when there were 4,030.

The inventory has been rising due to the higher mortgage rate environment. The Federal Reserve raised the short-term Federal funds rate 11 times from March 2022 through July 2023, and long-term mortgage rates exploded higher from 3.25% in January 2022 to over 7% eight months later in September. They have remained above 6% ever since and have been stuck, for the most part, above 7% since July 2023. Higher mortgage rates have precluded many homeowners from placing their homes on the market and selling. They "hunkered down" in their homes and opted not to sell.

The hunkering-down trend occurred because homeowners were unwilling to move due to their low-fixed rate monthly payments. According to the Federal Housing Finance Agency's National Mortgage Database, 82% of all Californians with a mortgage have a mortgage rate at or below 5% (2024 Q-3), 65% have a rate at or below 4%, and 29% have a rate at or below 3%. Many homeowners have been reluctant to sell their homes and exchange their low rates for today's substantially higher mortgage rates. In 2023, there were 41% fewer FOR-SALE signs compared to the 3-year average before COVID (2017 to 2019), or over 16,000 missing signs. In 2024, there were 31% fewer sellers, 12,326 less. Yet, that was 3,697 extra signs compared to 2023. In January 2025, there were 2,527 new sellers, only 17% fewer than the 3-year average before COVID, 528 less. It was a 473 home improvement over



January 2024, and 817 additional signs compared to 2023.

More and more homeowners who have placed their desire to sell on hold as they wait for mortgage rates to ease have grown tired of waiting. It has been 30 months since mortgage rates were last under 6%. Everyone is realizing that the higher mortgage rate environment will not go anywhere anytime soon. This has resulted in more homeowners coming on the market compared to the last couple of years. As time progresses, even if rates remain elevated, the number of sellers coming on the market will normalize and return to prepandemic levels.

These extra sellers coming on the market have been matched with similar, low-demand levels that have not changed much in the last couple of years. When there are more sellers yet similar demand, the extra sellers accumulate, and the active inventory rises. Competition among sellers increases. That is precisely what occurred in 2024. The inventory peaked in September at 3,695 homes, 48% higher than the 2023 peak of 2,496. And, with more sellers coming on this year, the inventory will continue to increase rapidly as long as rates remain around 7% or higher.

The market time rises when a growing inventory is paired with low demand. That is precisely why the Orange County housing market is at its slowest mid-February level since 2019. The Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) is 61 days. It was at 42 days last year and 45 two years ago. The 3-year prepandemic average was 64 days, very similar to today. After reaching its lowest level within the next month, the Expected Market Time will rise weekly for the remainder of the year.

The housing market is about to enter the season when homes come on the market at a higher rate, from March through August, peaking in May. By mid-March, housing transitions to the Spring Market, the busiest time of the year for demand and the number of new sellers. The number of new sellers outpaces demand, so the inventory rises at a faster pace than in January and February. This is why the inventory builds throughout the Spring and Summer Markets and peaks between July and August. However, the peaks have been coming later over the past couple of years because the number of homes coming on the market has outpaced demand readings into the Autumn Market, which is abnormal.

Orange County Homes Coming on the Market 10-Year Average*

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Homes Placed on Market	2,751	2,911	3,445	3,404	3,608	3,547	3,473	3,227	2,863	2,694	2,040	1,444
% of Annual Homes Placed on Market	7.8%	8.2%	9.7%	9.6%	10.2%	10.0%	9.8%	9.1%	8.1%	7.6%	5.8%	4.1%
Month Rank	#9	#7	#4	#5	#1	#2	#3	#6	#8	#10	#11	#12



*2015 through 2024

The Bottom Line: The inventory will continue to build as more sellers opt to sell than in the past couple of years, and housing transitions to the Spring and Summer Markets, ultimately increasing seller competition and resulting in longer market times. More seller competition means sellers better be priced appropriately to secure a successful outcome. Many sellers will languish on the market without success. This is not a year to “test” the market and stretch the asking price. The best approach is to spend as much time as

possible to secure a home's Fair Market Value, carefully dissecting all recent comparable pending and closed sales and considering the condition, location, upgrades, and appeal.

ACTIVE LISTINGS

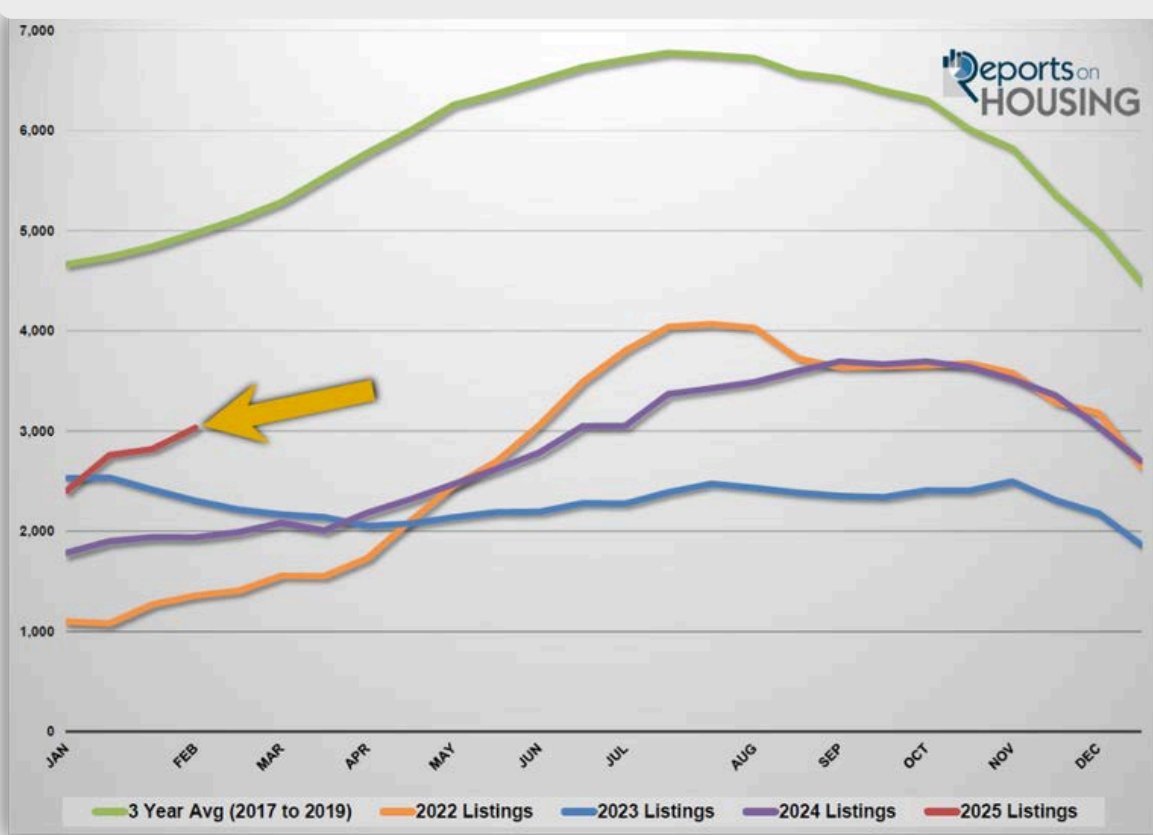
THE INVENTORY JUMPED BY 8% IN THE PAST COUPLE OF WEEKS.



The active listing inventory increased by 212 homes in the past two weeks, up 8%, and now sits at 3,033, its largest mid-February rise since 2017. Over the past couple of years, the inventory dropped in mid-February. The sharp rise is again due to more homes coming on the market than in the past couple of years, matched up against similar year-over-year demand levels. If rates remain elevated around 7% or higher, expect this phenomenon to continue and the inventory to reach prepandemic levels. There are finally a lot more choices for buyers. The inventory is at its highest mid-February level since 2020, five years ago. Expect the inventory to rise at a similar pace and then pick up steam next month as an elevated number of homes come on the market and housing transition to the spring.

Last year, the inventory was at 1,939 homes, **36% lower, or 1,094 fewer**. The 3-year average before COVID (2017 through 2019) was 4,977, an additional 1,944 homes, or 64% 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 higher in 2022. For January, 2,527 new sellers entered the market in Orange County, 528 fewer than the 3-year average before COVID (2017 to 2019), 17% less. Last January, there were 2,054 new sellers, 19% fewer than this year. More sellers are opting to sell compared to the previous couple of years.

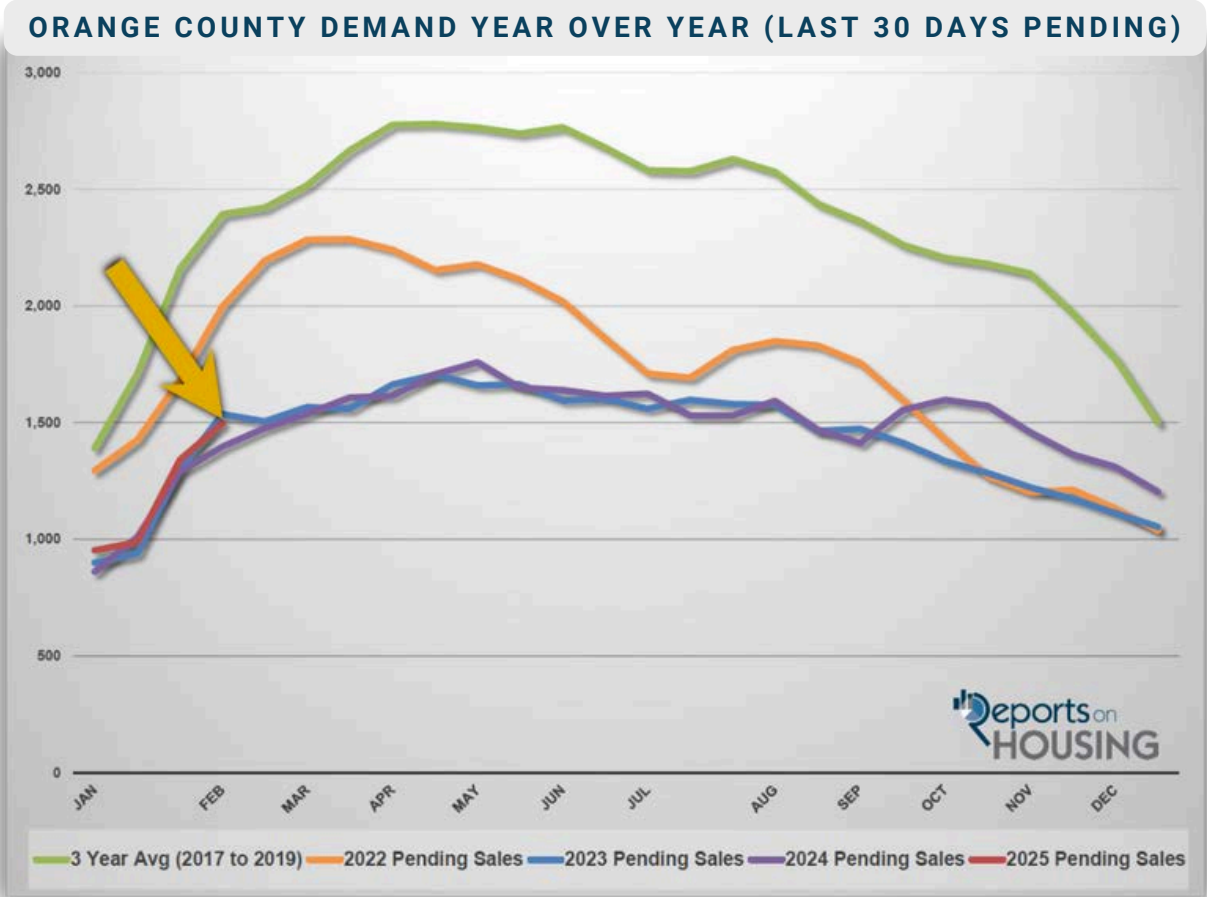
DEMAND

DEMAND SURGED HIGHER BY 12% IN THE PAST COUPLE OF WEEKS.

Demand, a snapshot of the number of new pending sales over the prior month, surged from 1,340 to 1,497 in the past couple of weeks, up 157 pending sales, or 12%, its highest level since October. As is typical for the Winter Market, demand explodes onto the scene starting in mid-January. It skyrockets higher through mid-February and then slowly grows until it peaks between April and May. Yet, demand is at its lowest level for this time of the year since tracking began in 2004, only behind last year's 1,397 pending sales. It has remained subdued despite the much higher active inventory. With a higher supply and similar low demand, the overall market has felt much more sluggish than in the past couple of years. This is the slowest mid-February market since 2020. Demand will remain muted and stuck to these lower levels, similar to 2023 and 2024, as long as rates remain close to 7% or higher.

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 week, the Manufacturing Purchasing Managers' Index (PMI) will be released on Friday, illustrating the strength of manufacturing goods. Next week, the Personal Consumption Expenditures – Price Index (PCE), the Fed's preferred inflation gauge, will be released on Friday.

Last year, demand was 1,397, with **100 fewer pending sales or 7% less**. The 3-year average before COVID (2017 to 2019) was 2,393 pending sales, **60% more than today, or an additional 896**.



With demand rising faster than supply, the Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) decreased from 63 to 61

days in the past couple of weeks. Last year, it was 42 days, noticeably faster than today. The 3-year average before COVID was 64 days, similar to today.

LUXURY END

THE LUXURY MARKET HAS IMPROVED 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 829 to 856 homes, up 56 or 7%. Luxury demand increased by 30 pending sales, up 21%, and now sits at 170. The Expected Market Time for luxury homes priced above \$2.5 million decreased from 178 to 156 days, shedding 22 days. Higher rates translate to choppy trading on Wall Street, which slows luxury. Expect luxury to hit its hottest level within the next four weeks and then slow from there. The year's second half is notoriously slower than the first half for the luxury market. Last year, it was **substantially** slower during the second half.

In the past two weeks, the Expected Market Time for homes priced between \$2.5 million and \$4 million decreased from 132 to 112 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 183 to 166 days. For homes priced above \$6 million, the Expected Market Time decreased from 333 to 208 days. At 208 days, a seller would be looking at placing their home into escrow around **September 2025**.

ORANGE COUNTY MARKET BREAKDOWN					
PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR	
\$0-\$750k	51 Days	18%	22%	33 Days	
\$750k-\$1m	41 Days	14%	20%	25 Days	
\$1m-\$1.25m	46 Days	10%	13%	31 Days	
\$1.25m-\$1.5m	38 Days	9%	14%	44 Days	
\$1.5m-\$2m	62 Days	13%	13%	63 Days	
\$2m-\$2.5m	65 Days	7%	6%	N/A	
\$2.5m-\$4m	112 Days	13%	6%	N/A	
\$4m-\$6m	166 Days	7%	3%	136 Days	
\$6m+	208 Days	9%	3%	240 Days	



ORANGE COUNTY HOUSING SUMMARY

- The active listing inventory in the past couple of weeks increased by 212 homes, up 8%, and now sits at 3,033. In January, 17% fewer homes came on the market compared to the 3-year average before COVID (2017 to 2019), 528 less. Yet, 473 more sellers came on the market this January compared to January 2024. Last year, there were 1,939 homes on the market, **1,094 fewer homes, or 36% less**. The 3-year average before COVID (2017 to 2019) was 4,977, or 64% extra.
- Demand, the number of pending sales over the prior month, surged by 157 pending sales in the past two weeks, up 12%, and now totals 1,497, its highest level since October. Last year, there were 1,397 pending sales, **7% less**. The 3-year average before COVID (2017 to 2019) was 2,393, or **60% more**.
- With demand rising faster than supply, the Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, decreased from 63 to 61 days in the past couple of weeks. Last year, it was 42 days, noticeably faster than today. The 3-year average before COVID (2017 to 2019) was 64 days, similar to today.
- In the past two weeks, the Expected Market Time for homes priced below \$750,000 decreased from 52 to 51 days. This range represents 18% of the active inventory and 22% of demand.
- The Expected Market Time for homes priced between \$750,000 and \$1 million decreased from 43 to 41 days. This range represents 14% of the active inventory and 20% of demand.
- The Expected Market Time for homes priced between \$1 million and \$1.25 million decreased from 49 to 46 days. This range represents 10% of the active inventory and 13% of demand.
- The Expected Market Time for homes priced between \$1.25 million and \$1.5 million decreased from 42 to 38 days. This range represents 9% of the active inventory and 14% of demand.
- The Expected Market Time for homes priced between \$1.5 million and \$2 million increased from 60 to 62 days. This range represents 13% of the active inventory and 13% of demand.
- The Expected Market Time for homes priced between \$2 million and \$2.5 million increased from 60 to 65 days. This range represents 6% of the active inventory and 7% of demand.
- In the past two weeks, the Expected Market Time for homes priced between \$2.5 million and \$4 million decreased from 132 to 112 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 183 to 166 days. For homes priced above \$6 million, the Expected Market Time decreased from 333 to 208 days.
- The luxury end, all homes above \$2 million, account for 29% of the inventory and 12% of demand.
- Distressed homes, both short sales and foreclosures combined, comprised only 0.2% of all listings and 0.6% of demand. Only four foreclosures and two short sales are available today in Orange County, with six total distressed homes on the active market, up two from two weeks ago. Last year, nine distressed homes were on the market, similar to today.
- There were 1,268 closed residential resales in January, up 7% compared to January 2024's 1,182 and down 22% from December 2024. The sales-to-list price ratio was 99.14% for Orange County. Short sales accounted for 0.1% of all closed sales, and there were no foreclosures. That means that 99.9% 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
2/13/2025								
Aliso Viejo	19	27	21	37	65	11	41	\$845k
Anaheim	136	73	56	49	77	36	40	\$899k
Anaheim Hills	27	34	24	48	50	44	35	\$1.1m
Brea	22	27	24	56	43	16	34	\$1.0m
Buena Park	32	32	30	34	29	27	37	\$938k
Corona Del Mar	70	15	140	89	108	90	134	\$6.2m
Costa Mesa	70	32	66	73	53	38	60	\$1.5m
Coto De Caza	38	12	95	72	116	21	41	\$2.9m
Cypress	28	24	35	48	56	19	24	\$882k
Dana Point	114	35	98	139	125	103	56	\$2.4m
Dove Canyon	5	1	150	24	45	8	23	\$1.9m
Foothill Ranch	8	11	22	30	54	13	30	\$1.5m
Fountain Valley	35	24	44	66	87	21	28	\$1.4m
Fullerton	76	51	45	47	46	38	29	\$1.1m
Garden Grove	69	36	58	45	93	38	57	\$1.1m
Huntington Beach	217	96	68	71	119	47	53	\$1.6m
Irvine	382	143	80	85	122	36	34	\$2.0m
La Habra	40	26	46	44	41	31	34	\$769k
La Palma	6	4	45	40	30	18	23	\$1.3m
Ladera Ranch	19	16	36	38	81	26	32	\$1.9m
Laguna Beach	181	21	259	205	328	110	219	\$4.8m
Laguna Hills	28	20	42	56	68	34	21	\$1.7m
Laguna Niguel	101	40	76	72	115	47	39	\$1.8m
Laguna Woods	91	72	38	47	55	35	35	\$440k
Lake Forest	58	32	54	45	63	36	26	\$919k
Los Alamitos	15	9	50	41	130	40	26	\$1.7m
Mission Viejo	96	64	45	37	57	35	34	\$1.1m
Newport Beach	187	60	94	130	189	106	109	\$4.0m
Newport Coast	37	15	74	246	380	198	112	\$8.5m
North Tustin	18	8	68	69	73	80	78	\$2.7m
Orange	91	72	38	41	111	25	29	\$1.3m
Placentia	39	16	73	41	64	42	46	\$975k
Portola Hills	4	5	24	30	53	70	10	\$2.3m
Rancho Mission Viejo	41	21	59	69	123	19	51	\$1.1m
Rancho Santa Marg.	36	29	37	49	125	40	26	\$894k
Rossmoor	5	3	50	60	90	15	50	\$2.3m
San Clemente	110	44	75	61	78	44	71	\$2.6m
San Juan	47	26	54	53	88	51	61	\$2.9m
Santa Ana	147	62	71	80	78	45	40	\$775k
Seal Beach	57	38	45	45	64	43	41	\$560k
Stanton	12	13	28	30	25	30	60	\$570k
Talega	19	10	57	75	95	23	37	\$2.4m
Tustin	34	14	73	29	30	25	58	\$1.1m
Villa Park	10	2	150	68	43	100	195	\$3.3m
Westminster	32	10	96	53	50	17	43	\$1.1m
Yorba Linda	75	52	43	63	70	38	49	\$1.3m
All of O.C.	3,033	1,497	61	63	84	42	45	\$1.5m

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
2/13/2025								
All of O.C.	1,155	626	55	58	77	37	45	\$845k
\$0-\$500k	211	110	58	53	63	36	39	\$425k
\$500k-\$750k	287	195	44	49	68	29	41	\$625k
\$750k-\$1m	242	164	44	53	68	26	36	\$875k
\$1m-\$2m	295	122	73	66	100	54	-	\$1.4m
\$2m+	120	35	103	120	138	99	-	\$3.3m

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
2/13/2025								
All of O.C.	1,878	871	65	67	89	45	45	\$2.1m
\$0-\$500k	22	5	132	240	160	98	43	\$385k
\$500k-\$750k	38	16	71	54	71	33	26	\$644k
\$750k-\$1m	167	134	37	33	47	23	29	\$920k
\$1m-\$1.25m	180	144	38	42	61	27	27	\$1.2m
\$1.25m-\$1.5m	209	173	36	40	55	30	41	\$1.4m
\$1.5m-\$2m	292	169	52	54	72	39	41	\$1.8m
\$2m-\$2.5m	179	83	65	59	85	-	-	\$2.3m
\$2.5m-\$4m	348	73	143	138	163	-	-	\$3.2m
\$4m-6m	194	36	162	175	268	130	206	\$5.0m
\$6m+	249	38	197	330	565	240	348	\$10.0m

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
2/13/2025								
All of O.C.	3,033	1,497	61	63	84	42	45	\$1.5m
\$0-\$500k	233	115	61	57	67	38	39	\$425k
\$500k-\$750k	325	211	46	50	68	30	37	\$625k
\$750k-\$1m	409	298	41	43	58	25	32	\$895k
\$1m-\$1.25m	299	196	46	49	69	31	33	\$1.2m
\$1.25m-\$1.5m	277	217	38	42	63	35	45	\$1.4m
\$1.5m-\$2m	400	195	62	60	80	44	44	\$1.8m
\$2m-\$2.5m	205	95	65	60	89	-	-	\$2.3m
\$2.5m-\$4m	405	93	131	132	149	-	-	\$3.2m
\$4m-6m	216	39	166	183	272	136	216	\$5.0m
\$6m+	264	38	208	333	595	240	347	\$9.5m

ORANGE COUNTY SOLD REPORT

ORANGE COUNTY CITIES	UNITS SOLD JAN 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 JAN 2024
Aliso Viejo	15	\$1,070,000	\$995,000	99.7%	\$655k	\$1.6m	1485	\$721	12	20
Anaheim	68	\$893,900	\$850,000	100.0%	\$450k	\$1.8m	1460	\$612	16	54
Anaheim Hills	24	\$1,400,000	\$1,399,500	98.6%	\$685k	\$2.9m	2272	\$616	25	21
Brea	22	\$1,100,000	\$975,000	106.6%	\$710k	\$1.4m	1832	\$600	12	6
Buena Park	28	\$902,500	\$899,000	100.8%	\$645k	\$2.8m	1433	\$630	22	22
Corona Del Mar	19	\$3,500,000	\$3,500,000	98.6%	\$1.3m	\$13.0m	1994	\$1,755	18	15
Costa Mesa	36	\$1,460,000	\$1,496,944	99.1%	\$610k	\$5.2m	1599	\$913	14	37
Coto De Caza	9	\$1,953,250	\$1,995,000	96.8%	\$815k	\$3.5m	3300	\$592	28	8
Cypress	17	\$905,000	\$875,000	101.7%	\$640k	\$1.5m	1411	\$641	9	11
Dana Point	31	\$2,150,000	\$2,150,000	94.6%	\$600k	\$10.8m	1940	\$1,108	19	18
Dove Canyon	1	\$1,325,000	\$1,350,000	98.1%	\$1.3m	\$1.3m	2670	\$496	36	3
Foothill Ranch	4	\$870,050	\$842,000	101.6%	\$499k	\$1.4m	1442	\$603	13	9
Fountain Valley	11	\$1,389,000	\$1,350,000	103.0%	\$545k	\$1.8m	1694	\$820	13	23
Fullerton	43	\$965,900	\$965,900	99.5%	\$365k	\$2.5m	1695	\$570	19	52
Garden Grove	36	\$997,000	\$934,500	101.3%	\$422k	\$1.5m	1404	\$710	14	28
Huntington Beach	89	\$1,355,000	\$1,370,000	99.1%	\$450k	\$7.1m	1641	\$826	20	82
Irvine	117	\$1,590,000	\$1,588,000	99.6%	\$585k	\$8.0m	1947	\$817	17	131
La Habra	2	\$702,500	\$702,500	100.0%	\$580k	\$825k	1184	\$593	16	13
La Palma	5	\$1,179,000	\$1,179,000	101.4%	\$630k	\$1.5m	2114	\$558	10	6
Ladera Ranch	18	\$1,291,000	\$1,324,444	100.1%	\$783k	\$5.0m	2072	\$623	25	15
Laguna Beach	21	\$2,650,000	\$2,799,000	99.1%	\$1.2m	\$8.2m	1764	\$1,502	28	16
Laguna Hills	35	\$789,880	\$789,880	99.9%	\$424k	\$6.2m	1295	\$610	17	16
Laguna Niguel	34	\$1,700,000	\$1,699,500	99.0%	\$615k	\$11.0m	2370	\$717	21	31
Laguna Woods	58	\$384,500	\$382,000	99.4%	\$35k	\$1.5m	1040	\$370	15	63
Lake Forest	38	\$1,052,500	\$1,095,000	99.0%	\$552k	\$5.0m	1670	\$630	26	30
Los Alamitos	1	\$1,005,000	\$849,000	118.4%	\$1.0m	\$1.0m	1201	\$837	10	6
Mission Viejo	69	\$1,150,000	\$1,175,000	99.6%	\$423k	\$2.8m	1537	\$748	18	40
Newport Beach	32	\$3,912,500	\$3,945,000	97.1%	\$688k	\$10.0m	2626	\$1,490	28	31
Newport Coast	9	\$8,000,000	\$8,000,000	98.9%	\$2.3m	\$20.0m	4300	\$1,860	14	10
North Tustin	9	\$1,888,000	\$1,888,000	101.0%	\$1.3m	\$2.9m	2548	\$741	27	5
Orange	35	\$1,050,000	\$1,029,000	99.8%	\$490k	\$2.6m	1481	\$709	14	46
Placentia	18	\$1,024,950	\$1,018,950	98.8%	\$525k	\$2.7m	1615	\$635	30	21
Portola Hills	2	\$1,140,000	\$1,129,000	101.0%	\$659k	\$1.6m	1773	\$643	0	3
Rancho Mission Viejo	9	\$905,000	\$875,000	100.7%	\$650k	\$2.4m	1396	\$648	43	19
Rancho Santa Marg.	17	\$770,000	\$775,000	99.2%	\$450k	\$1.6m	1143	\$674	33	26
Rosmoor	1	\$1,241,000	\$1,240,000	100.1%	\$1.2m	\$1.2m	1662	\$747	38	4
San Clemente	53	\$1,817,000	\$1,817,000	99.1%	\$428k	\$10.0m	2265	\$802	32	41
San Juan	17	\$2,100,000	\$2,090,000	99.5%	\$485k	\$5.3m	3042	\$690	28	26
Santa Ana	62	\$881,000	\$872,500	101.4%	\$280k	\$1.9m	1412	\$624	18	50
Seal Beach	15	\$355,000	\$355,000	100.0%	\$230k	\$8.7m	900	\$394	30	29
Stanton	7	\$610,000	\$599,900	101.1%	\$469k	\$820k	1159	\$526	18	9
Talega	10	\$2,069,000	\$2,157,500	98.5%	\$910k	\$3.3m	3093	\$669	35	6
Tustin	31	\$1,295,000	\$1,299,000	98.1%	\$475k	\$2.8m	1804	\$718	17	22
Villa Park	6	\$2,100,000	\$2,148,950	99.9%	\$1.9m	\$4.3m	3409	\$616	43	5
Westminster	21	\$1,000,000	\$1,079,000	98.0%	\$642k	\$1.8m	1547	\$646	10	12
Yorba Linda	5	\$1,942,000	\$1,942,000	100.0%	\$1.5m	\$3.6m	3744	\$519	38	25
All of O.C.	1,268	\$1,165,000	\$1,177,000	99.1%	\$35k	\$20.0m	1642	\$710	19	1,182
\$0-\$500k	105	\$370,000	\$379,900	99.0%	\$35k	\$500k	840	\$440	19	115
\$500k-\$750k	175	\$649,000	\$648,889	99.8%	\$505k	\$750k	1059	\$613	19	199
\$750k-\$1m	242	\$886,500	\$888,500	100.5%	\$753k	\$1.0m	1403	\$632	16	244
\$1m-\$1.25m	168	\$1,137,000	\$1,149,450	100.1%	\$1.0m	\$1.3m	1637	\$695	19	190
\$1.25m-\$1.5m	177	\$1,350,000	\$1,368,888	99.5%	\$1.3m	\$1.5m	1973	\$684	17	138
\$1.5m-\$2m	166	\$1,730,000	\$1,749,900	99.9%	\$1.5m	\$2.0m	2293	\$754	18	134
\$2m-\$2.5m	80	\$2,281,500	\$2,288,450	99.6%	\$2.0m	\$2.5m	2938	\$777	17	84
\$2.5m-\$4m	91	\$2,920,000	\$3,100,000	97.3%	\$2.5m	\$4.0m	3200	\$913	25	87
\$4m-\$6m	38	\$4,624,000	\$4,760,000	98.0%	\$4.1m	\$5.8m	3586	\$1,290	31	22
\$6m+	26	\$8,649,950	\$8,872,450	98.5%	\$6.2m	\$20.0m	4719	\$1,833	39	20

ORANGE COUNTY FORECLOSURE REPORT

ORANGE COUNTY CITIES

CURRENT ACTIVES NUMBER OF FORECLOSURES & SHORT SALE ACTIVES % OF ACTIVE INVENTORY

2/13/2025

Aliso Viejo	19	0	0.0%
Anaheim	136	1	0.7%
Anaheim Hills	27	0	0.0%
Brea	22	0	0.0%
Buena Park	32	0	0.0%
Corona Del Mar	70	0	0.0%
Costa Mesa	70	0	0.0%
Coto De Caza	38	0	0.0%
Cypress	28	0	0.0%
Dana Point	114	0	0.0%
Dove Canyon	5	0	0.0%
Foothill Ranch	8	0	0.0%
Fountain Valley	35	0	0.0%
Fullerton	76	0	0.0%
Garden Grove	69	0	0.0%
Huntington Beach	217	0	0.0%
Irvine	382	1	0.3%
La Habra	40	0	0.0%
La Palma	6	0	0.0%
Ladera Ranch	19	0	0.0%
Laguna Beach	181	0	0.0%
Laguna Hills	28	0	0.0%
Laguna Niguel	101	0	0.0%
Laguna Woods	91	0	0.0%
Lake Forest	58	0	0.0%
Los Alamitos	15	0	0.0%
Mission Viejo	96	0	0.0%
Newport Beach	187	0	0.0%
Newport Coast	37	0	0.0%
North Tustin	18	0	0.0%
Orange	91	1	1.1%
Placentia	39	0	0.0%
Portola Hills	4	0	0.0%
Rancho Mission Viejo	41	0	0.0%
Rancho Santa Marg.	36	0	0.0%
Rossmoor	5	0	0.0%
San Clemente	110	0	0.0%
San Juan	47	0	0.0%
Santa Ana	147	1	0.7%
Seal Beach	57	0	0.0%
Stanton	12	0	0.0%
Talega	19	0	0.0%
Tustin	34	0	0.0%
Villa Park	10	0	0.0%
Westminster	32	0	0.0%
Yorba Linda	75	1	1.3%
All of O.C.	3,033	6	0.2%

ORANGE COUNTY DISTRESSED BREAKDOWN

CURRENT ACTIVES PENDING (LAST 30 DAYS) MARKET TIME (IN DAYS)

Total Foreclosures	2	6	10
Total Short Sale	4	3	40

ORANGE COUNTY CITIES

CURRENT ACTIVES NUMBER OF FORECLOSURES & SHORT SALE ACTIVES % OF ACTIVE INVENTORY

ATTACHED

All of O.C.	1,155	3	0.3%
\$0-\$500k	211	1	0.5%
\$500k-\$750k	287	0	0.0%
\$750k-\$1m	242	0	0.0%
\$1m-\$2m	295	1	0.3%
\$2m+	120	1	0.8%

DETACHED

All of O.C.	1,878	3	0.2%
\$0-\$500k	22	1	4.5%
\$500k-\$750k	38	0	0.0%
\$750k-\$1m	167	1	0.6%
\$1m-\$1.25m	180	0	0.0%
\$1.25m-\$1.5m	209	0	0.0%
\$1.5m-\$2m	292	1	0.3%
\$2m-\$2.5m	179	0	0.0%
\$2.5m-\$4m	348	0	0.0%
\$4m-6m	194	0	0.0%
\$6m+	249	0	0.0%

ALL HOMES

All of O.C.	3,033	6	0.2%
\$0-\$500k	233	2	0.9%
\$500k-\$750k	325	0	0.0%
\$750k-\$1m	409	1	0.2%
\$1m-\$1.25m	299	0	0.0%
\$1.25m-\$1.5m	277	1	0.4%
\$1.5m-\$2m	400	1	0.3%
\$2m-\$2.5m	205	1	0.5%
\$2.5m-\$4m	405	0	0.0%
\$4m-6m	216	0	0.0%
\$6m+	264	0	0.0%

COUNTY HIGH SHARES - ACCOUNT FOR 83%

Anaheim	136	1	0.7%
Irvine	382	1	0.3%
Orange	91	1	1.1%
Santa Ana	147	1	0.7%
Yorba Linda	75	1	1.3%

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
2/13/2025							
Los Angeles County	10,662	3,479	92	108	126	64	61
Orange County	3,033	1,497	61	63	84	42	45
Riverside County	7,439	2,314	96	107	133	65	62
San Bernardino County	4,883	1,306	112	120	140	69	71
San Diego County	4,126	1,701	73	80	99	43	38
Ventura County	1,028	434	71	70	91	44	40
SOCAL TOTALS	31,171	10,731	87	91	112	55	53

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
2/13/2025							
Los Angeles County	87	39	67	87	113	61	46
Orange County	6	9	20	15	30	38	80
Riverside County	57	22	78	68	101	53	59
San Bernardino County	67	19	106	144	100	38	88
San Diego County	25	3	250	132	102	37	44
Ventura County	11	3	110	135	Infinite	180	60
SOCAL TOTALS	253	95	80	97	89	68	63

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
2/13/2025							
Bay Area	6,819	3,156	65	75	98	53	48
Clark County - Las Vegas	7,435	2,486	90	104	125	57	73
Maricopa County - Phoenix	17,901	5,624	95	101	129	66	58
Southern California	31,171	10,731	87	91	112	55	53
ALL MARKETS TOTAL	63,326	21,997	86	93	116	58	58

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
2/13/2025							
Bay Area	92	26	106	107	91	122	77
Clark County - Las Vegas	66	32	62	73	70	60	54
Maricopa County - Phoenix	77	55	42	73	73	36	78
Southern California	253	95	80	97	89	68	63
ALL MARKETS TOTAL	488	208	70	87	81	71	68