

# A WINTER THAW

WRITTEN BY  
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AFTER AN EXTREMELY COOL START TO THE YEAR, THE ORANGE COUNTY HOUSING MARKET IS HEATING UP WITH SPIKING DEMAND AND A SUBSTANTIAL DROP IN MARKET TIME.



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# THE WINTER MARKET

WITH DEMAND RISING FAST, THE HOUSING MARKET IS HEATING UP, AND THE MARKET TIME IS PLUNGING.

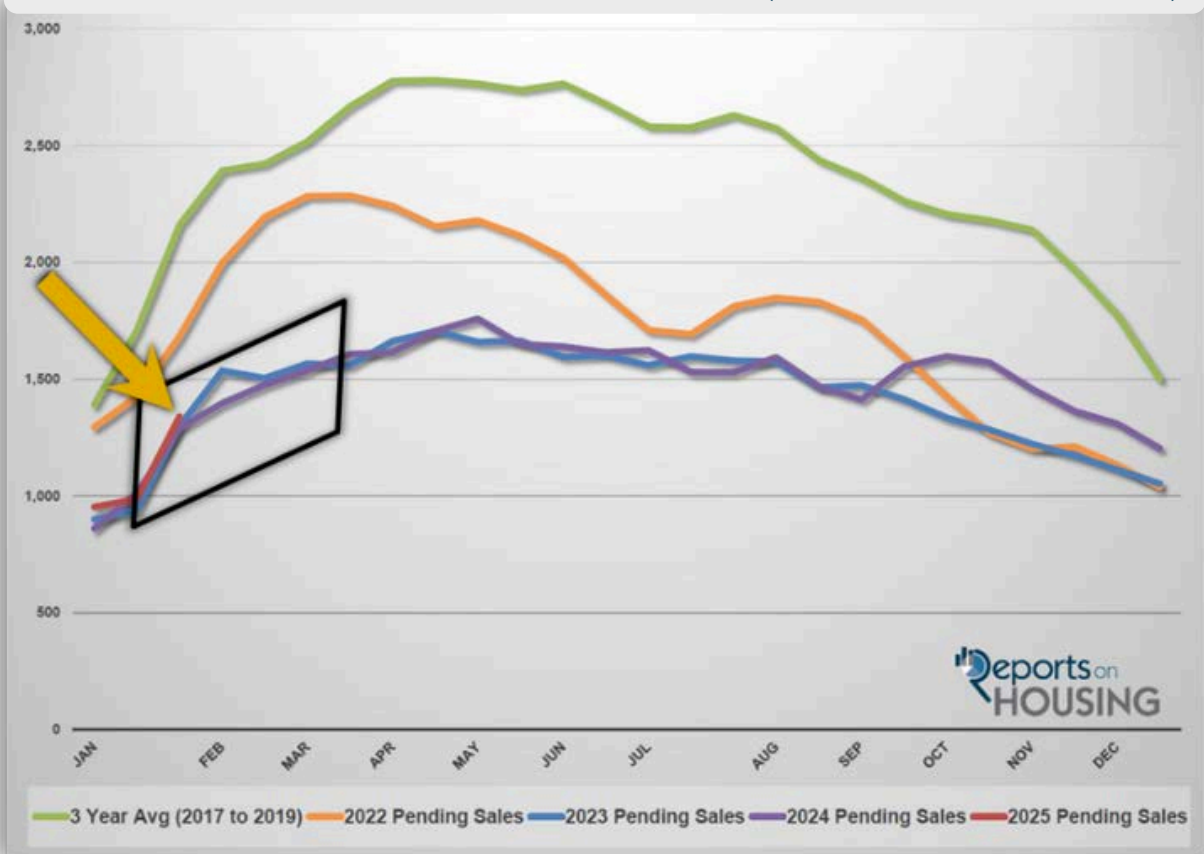
Going to an amusement park as soon as it opens is a considerable advantage. There are no crowds and the most popular rides have no line for those willing to scramble to the queue as quickly as possible. Yet, in the blink of an eye, the park is filled with people, and the wait times for everyone’s favorite rides grow longer by the minute. By late morning, the swarm of people is dizzying, and it’s the busiest time of the day.

That’s how the Winter Market feels for housing. It is still the Holiday Market in early January, which runs from mid-November through the first couple of weeks of the New Year. That is when there is very little buyer activity, demand, and the supply of homes available establishes a bottom for the year. The slow pace of the first couple weeks of January quickly fades as housing transitions to the Winter Market.

Supply	Demand	Market Time
Increases Slightly 	Surges Higher 	Drops Substantially 

The Winter Market runs from mid-January through mid-March. In mid-March, housing transitions to the busiest time of the year, the Spring Market. Winter essentially sets up the spring. This year’s Winter Market will be no different; the frozen housing market has already begun to quickly thaw, ramp up, and grow hotter from week to week. The season is characterized by the inventory increasing slightly, buyer demand surging higher, and the Expected Market Time, the speed of the market, dropping substantially.

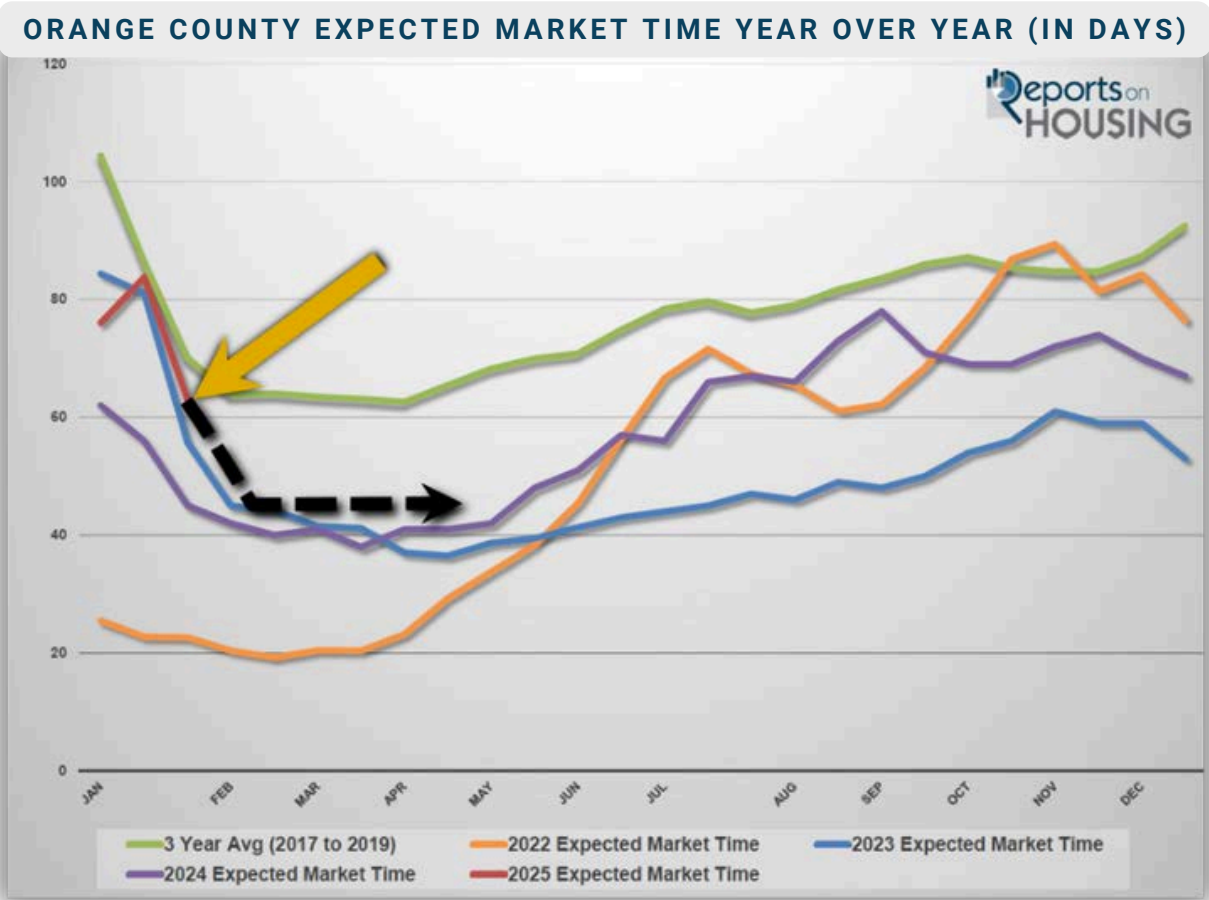
ORANGE COUNTY DEMAND YEAR OVER YEAR (LAST 30 DAYS PENDING)



With the holidays in the rearview mirror, many buyers who placed their search for a home on hold due to their desire to enjoy all the festivities of the season, return and jump right back into the housing market. As a result, demand (a snapshot of the number of new pending sales over the prior month) increases rapidly. The 3-year average rise before the pandemic (2017 to 2019) was 47%. Last year, demand grew by 52% and soared by 67% in 2023. In the past two weeks, the start of the Winter Market, demand climbed from 988 to 1,340, up 36% or 352 pending sales. Demand will continue growing weekly in February and March, building momentum until it peaks in the spring. Expect demand to closely resemble 2023 and 2024 demand levels.

In the meantime, the active inventory, the supply of available homes, increases slightly as many homes that come on the market, especially those **priced right** and in excellent, turn-key condition, are snapped up quickly, many times with multiple offers. These homes promptly become pending sales, accumulate, and add to the overall demand reading. The 3-year average rise in supply before the pandemic (2017 to 2019) was 11%. Last year, the inventory increased by 10%, and it dropped by 15% in 2023. In the past two weeks, the inventory has risen from 2,759 to 2,821, up 2% or 62 homes. In February and March, the supply of available homes will slowly increase. From there, as housing transitions to the Spring Market, the inventory will grow considerably faster, with more homeowners opting to sell their homes during the springtime than at any other time of the year.

The Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) takes into consideration both supply, the current active inventory, and demand, recent pending sales activity. With supply slowly rising and demand rapidly climbing, the Expected Market Time dramatically changes almost instantly in the blink of an eye, dropping substantially. The 3-year average before the pandemic (2017 to 2019) was a drop from 84 to 61 days, shedding 23 days. Last year, it plunged from 56 to 41 days. In



2023, it dove from 81 to 42 days, down an astonishing 39 days. In the past two weeks, the Expected Market Time has already declined by 21 days, from 84 to 63. It will continue to fall



slightly and reach its hottest point of the year, the lowest market time reading, between March and April.

The winter thaw for Orange County housing has already begun. Many mistake winter as an extremely slow season for real estate, but that is not the case. Instead, it rapidly develops with a giant push in buyer activity and a subsequent spike in demand, new pending sales. More homes come on the market during the Winter Market than during the holidays, but it pales compared to the number of homeowners who opt to sell in the spring. As a result, the inventory has trouble growing as the number of pending sales surge.

# ACTIVE LISTINGS

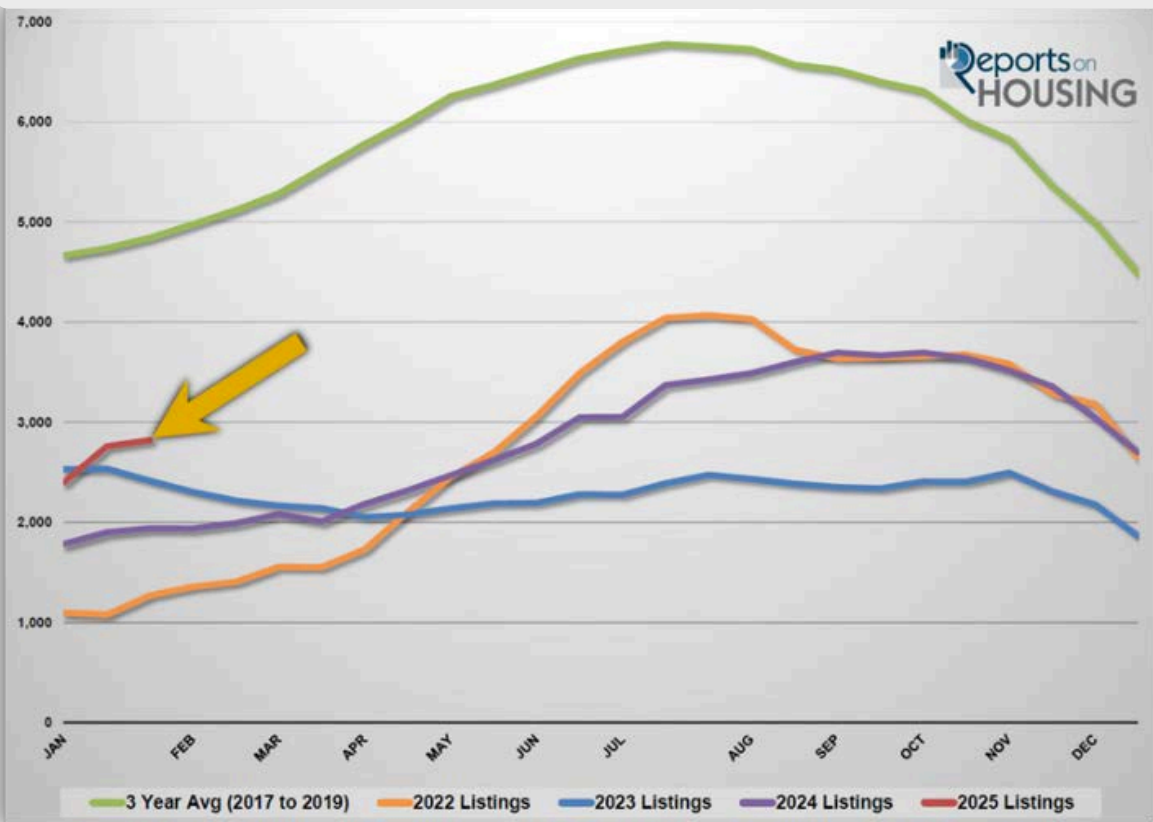
THE INVENTORY INCREASED BY 2% IN THE PAST COUPLE OF WEEKS.



The active listing inventory increased by 62 homes in the past two weeks, up 2%, and now sits at 2,821, its highest level since the start of December. The inventory is slowly rising, typical for the Winter Market, from mid-January through mid-March. Many homes are immediately placed into pending status. Homes that are priced right, in excellent condition, nicely upgraded, in turn-key condition, ready for an immediate move-in, and have a good location do not last long and acquire the most attention, often selling very close to their asking price and with multiple offers. Homes that need work, have deferred maintenance, have a poor location, or are overpriced will linger on the market without success.

Last year, the inventory was at 1,942 homes, **31% lower, or 879 fewer**. The 3-year average before COVID (2017 through 2019) was 4,843, an additional 2,022 homes, or 72% 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 last couple of years.

## DEMAND

DEMAND SURGED HIGHER BY 36% IN THE PAST COUPLE OF WEEKS.



Demand, a snapshot of the number of new pending sales over the prior month, surged from 988 to 1,340 in the past couple of weeks, up 352 pending sales, or 36%, its largest two-week rise since the start of February 2023. The Winter Market is home to exploding demand as buyers return to the housing market to resume their home-searching efforts after pausing for the holidays. Demand is closely mirroring 2023 and 2024 demand levels due to 30-year mortgage rates remaining right at 7%. Until rates drop further with duration, similar to the levels from mid-August to the start of October when rates remained below 7%, expect 2025 demand to remain muted as it has been for the past couple of years.

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 is jobs week, which includes the number of job openings, wages, and the number of jobs created or lost, one of the month's most important economic data points.

Last year, demand was 1,290, with **50 fewer pending sales or 4% less**. The 3-year average before COVID (2017 to 2019) was 2,160 pending sales, **61% more than today, or an additional 820**.

With demand surging higher compared to the slight rise in supply, the Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) plunged from 84 to 63 days in the past couple of weeks. Last year, it was 56 days, noticeably faster than today. The 3-year average before COVID was 86 days, similar to today.

## LUXURY END










THE LUXURY MARKET HAS IMPROVED SUBSTANTIALLY IN THE PAST COUPLE OF WEEKS.



There has been a big change in Orange County's luxury home market. Luxury is defined as the top 10% of an area. The high end has surged higher since COVID. Luxury has been a disproportionate number of home sales, and values have continued to rise. Consequently, the threshold for luxury changed from \$2 million to \$2.5 million. As of 2025, luxury will now be defined as \$2.5 million and greater for Orange County.

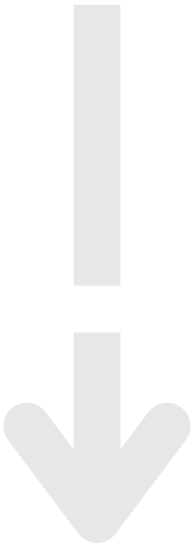
The luxury inventory of homes priced above \$2.5 million increased from 737 to 829 homes, up 92, or 12%. Luxury demand increased by 43 pending sales, up 44%, and now sits at 140. The Expected Market Time for luxury homes priced above \$2.5 million plunged from 228 to 178 days, shedding 50 days. The luxury market will continue to improve throughout the Winter Market.

In the past two weeks, the Expected Market Time for homes priced between \$2.5 million and \$4 million decreased from 149 to 132 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 272 to 183 days. For homes priced above \$6 million, the Expected Market Time decreased from 595 to 333 days. At 333 days, a seller would be looking at placing their home into escrow around **January 2026**.

ORANGE COUNTY MARKET BREAKDOWN					
PRICE RANGES & MARKET SPEED		MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0-\$750k		52 Days	18%	22%	36 Days
\$750k-\$1m		43 Days	14%	21%	25 Days
\$1m-\$1.25m		49 Days	10%	12%	32 Days
\$1.25m-\$1.5m		42 Days	10%	14%	39 Days
\$1.5m-\$2m		60 Days	13%	14%	45 Days
\$2m-\$2.5m		60 Days	6%	7%	N/A
\$2.5m-\$4m		132 Days	13%	6%	N/A
\$4m-\$6m		183 Days	7%	2%	133 Days
\$6m+		333 Days	9%	2%	337 Days

ORANGE COUNTY

HOUSING SUMMARY



# ORANGE COUNTY HOUSING SUMMARY

- The active listing inventory in the past couple of weeks increased by 62 homes, up 2%, and now sits at 2,821. 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 1,942 homes on the market, **879 fewer homes, or 31% less**. The 3-year average before COVID (2017 to 2019) was 4,843, or 72% extra.
- Demand, the number of pending sales over the prior month, surged by 352 pending sales in the past two weeks, up 36%, and now totals 1,340, its largest rise since the start of February 2023. Last year, there were 1,290 pending sales, **4% less**. The 3-year average before COVID (2017 to 2019) was 1,216, or **61% more**.
- With demand surging compared to the slight rise in supply, the Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, plunged from 84 to 63 days in the past couple of weeks. Last year, it was 45 days, noticeably faster than today. The 3-year average before COVID (2017 to 2019) was 70 days, slightly slower than today.
- In the past two weeks, the Expected Market Time for homes priced below \$750,000 decreased from 68 to 52 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 58 to 43 days. This range represents 14% of the active inventory and 21% of demand.
- The Expected Market Time for homes priced between \$1 million and \$1.25 million decreased from 69 to 49 days. This range represents 10% of the active inventory and 12% of demand.
- The Expected Market Time for homes priced between \$1.25 million and \$1.5 million decreased from 63 to 42 days. This range represents 10% of the active inventory and 14% of demand.
- The Expected Market Time for homes priced between \$1.5 million and \$2 million decreased from 80 to 60 days. This range represents 13% of the active inventory and 14% of demand.
- The Expected Market Time for homes priced between \$2 million and \$2.5 million decreased from 89 to 60 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 149 to 132 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 272 to 183 days. For homes priced above \$6 million, the Expected Market Time decreased from 595 to 333 days.
- The luxury end, all homes above \$2 million, account for 29% of the inventory and 10% of demand.
- Distressed homes, both short sales and foreclosures combined, comprised only 0.1% of all listings and 0.6% of demand. Only one foreclosure and three short sales are available today in Orange County, with four 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 1,634 closed residential resales in December, up 25% compared to December 2023's 1,310 and up 3% from November 2024. The sales-to-list price ratio was 99.5% for Orange County. Foreclosures accounted for 0.1% of all closed sales, and there were no short sales. 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
1/30/2025								
Aliso Viejo	22	18	37	65	45	23	54	\$809k
Anaheim	113	69	49	77	60	47	59	\$920k
Anaheim Hills	38	24	48	50	55	44	54	\$1.2m
Brea	26	14	56	43	41	21	56	\$1.1m
Buena Park	32	28	34	29	28	42	38	\$965k
Corona Del Mar	62	21	89	108	172	108	244	\$7.1m
Costa Mesa	58	24	73	53	53	45	60	\$1.5m
Coto De Caza	31	13	72	116	66	36	60	\$2.9m
Cypress	29	18	48	56	35	28	35	\$989k
Dana Point	116	25	139	125	135	96	91	\$2.8m
Dove Canyon	4	5	24	45	75	60	120	\$1.9m
Foothill Ranch	12	12	30	54	54	42	80	\$707k
Fountain Valley	35	16	66	87	156	69	32	\$1.5m
Fullerton	84	54	47	46	53	41	31	\$999k
Garden Grove	61	41	45	93	57	32	47	\$1.1m
Huntington Beach	193	82	71	119	81	48	61	\$1.6m
Irvine	353	125	85	122	130	31	42	\$2.0m
La Habra	35	24	44	41	68	31	48	\$699k
La Palma	4	3	40	30	10	13	28	\$1.3m
Ladera Ranch	15	12	38	81	71	44	48	\$1.9m
Laguna Beach	157	23	205	328	293	141	228	\$5.0m
Laguna Hills	26	14	56	68	132	21	56	\$2.1m
Laguna Niguel	96	40	72	115	99	41	67	\$1.8m
Laguna Woods	94	60	47	55	49	38	48	\$492k
Lake Forest	54	36	45	63	87	53	40	\$1.2m
Los Alamitos	11	8	41	130	360	30	130	\$1.6m
Mission Viejo	78	64	37	57	46	28	46	\$1.1m
Newport Beach	187	43	130	189	240	113	135	\$4.2m
Newport Coast	41	5	246	380	216	210	195	\$11.8m
North Tustin	23	10	69	73	60	160	100	\$2.6m
Orange	91	66	41	111	94	27	43	\$1.2m
Placentia	27	20	41	64	41	31	64	\$975k
Portola Hills	5	5	30	53	240	0	0	\$2.2m
Rancho Mission Viejo	39	17	69	123	117	36	58	\$999k
Rancho Santa Marg.	41	25	49	125	54	16	32	\$899k
Rossmoor	4	2	60	90	60	36	30	\$1.7m
San Clemente	91	45	61	78	45	47	62	\$2.5m
San Juan	44	25	53	88	180	68	64	\$2.6m
Santa Ana	125	47	80	78	54	46	44	\$740k
Seal Beach	61	41	45	64	41	39	55	\$529k
Stanton	12	12	30	25	42	30	43	\$645k
Talega	20	8	75	95	47	33	50	\$2.3m
Tustin	23	24	29	30	31	23	61	\$999k
Villa Park	9	4	68	43	72	150	49	\$3.3m
Westminster	28	16	53	50	46	17	40	\$1.1m
Yorba Linda	74	35	63	70	64	61	62	\$1.4m
All of O.C.	2,821	1,340	63	84	76	45	56	\$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
1/30/2025								
All of O.C.	1,095	564	58	77	70	41	53	\$840k
\$0-\$500k	186	105	53	63	52	43	48	\$429k
\$500k-\$750k	279	170	49	68	56	32	44	\$635k
\$750k-\$1m	251	141	53	68	71	31	51	\$875k
\$1m-\$2m	263	119	66	100	93	54	-	\$1.3m
\$2m+	116	29	120	138	210	123	-	\$3.4m

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
1/30/2025								
All of O.C.	1,726	776	67	89	80	48	57	\$2.1m
\$0-\$500k	16	2	240	160	84	98	30	\$327k
\$500k-\$750k	34	19	54	71	56	29	33	\$650k
\$750k-\$1m	148	136	33	47	44	20	36	\$915k
\$1m-\$1.25m	161	116	42	61	47	28	41	\$1.2m
\$1.25m-\$1.5m	197	148	40	55	48	36	52	\$1.4m
\$1.5m-\$2m	280	156	54	72	90	42	62	\$1.8m
\$2m-\$2.5m	155	79	59	85	-	-	-	\$2.3m
\$2.5m-\$4m	313	68	138	163	-	-	-	\$3.2m
\$4m-6m	169	29	175	268	207	136	228	\$5.0m
\$6m+	253	23	330	565	283	345	480	\$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
1/30/2025								
All of O.C.	2,821	1,340	63	84	76	45	56	\$1.5m
\$0-\$500k	202	107	57	67	53	45	47	\$427k
\$500k-\$750k	313	189	50	68	56	32	41	\$635k
\$750k-\$1m	399	277	43	58	56	25	41	\$895k
\$1m-\$1.25m	266	164	49	69	51	32	47	\$1.2m
\$1.25m-\$1.5m	269	192	42	63	54	39	55	\$1.4m
\$1.5m-\$2m	366	183	60	80	103	45	62	\$1.8m
\$2m-\$2.5m	177	88	60	89	-	-	-	\$2.3m
\$2.5m-\$4m	374	85	132	149	-	-	-	\$3.2m
\$4m-6m	189	31	183	272	214	133	225	\$5.0m
\$6m+	266	24	333	595	294	337	523	\$9.9m

# ORANGE COUNTY SOLD REPORT

ORANGE COUNTY CITIES	UNITS SOLD DEC 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 DEC 2023
Aliso Viejo	37	\$960,000	\$949,900	99.9%	\$530k	\$3.0m	1420	\$676	10	18
Anaheim	96	\$886,944	\$864,500	100.7%	\$255k	\$2.0m	1407	\$630	17	65
Anaheim Hills	32	\$1,181,500	\$1,191,500	99.3%	\$595k	\$4.6m	2122	\$557	16	29
Brea	30	\$1,134,500	\$1,074,000	102.8%	\$500k	\$1.4m	1885	\$602	12	16
Buena Park	32	\$937,000	\$947,000	100.3%	\$650k	\$1.7m	1568	\$598	15	35
Corona Del Mar	15	\$3,350,000	\$3,495,000	98.2%	\$1.4m	\$15.3m	2013	\$1,664	22	18
Costa Mesa	38	\$1,239,000	\$1,224,444	99.4%	\$650k	\$3.0m	1618	\$766	12	34
Coto De Caza	8	\$2,275,000	\$2,398,500	98.4%	\$1.4m	\$3.0m	3477	\$654	16	6
Cypress	19	\$925,000	\$874,000	102.0%	\$649k	\$1.6m	1547	\$598	9	19
Dana Point	45	\$1,875,000	\$1,875,000	99.8%	\$419k	\$8.3m	1727	\$1,086	10	21
Dove Canyon	3	\$2,395,000	\$2,499,000	96.3%	\$1.7m	\$2.5m	3484	\$687	9	2
Foothill Ranch	6	\$1,115,000	\$1,112,450	98.9%	\$368k	\$1.4m	1700	\$656	13	3
Fountain Valley	20	\$1,402,500	\$1,392,000	101.7%	\$595k	\$2.2m	1650	\$850	6	21
Fullerton	66	\$952,500	\$950,000	101.2%	\$395k	\$3.7m	1711	\$557	11	58
Garden Grove	57	\$940,000	\$875,000	103.3%	\$440k	\$1.6m	1396	\$673	10	36
Huntington Beach	123	\$1,315,000	\$1,299,000	100.0%	\$361k	\$7.0m	1606	\$819	14	87
Irvine	151	\$1,560,000	\$1,560,000	99.0%	\$112k	\$10.2m	1920	\$813	15	119
La Habra	7	\$630,000	\$630,000	100.0%	\$400k	\$1.8m	1082	\$582	27	20
La Palma	1	\$1,000,000	\$1,000,000	100.0%	\$1.0m	\$1.0m	1643	\$609	20	5
Ladera Ranch	16	\$1,625,000	\$1,630,000	99.8%	\$747k	\$2.9m	2523	\$644	8	12
Laguna Beach	22	\$3,258,000	\$3,299,500	95.9%	\$1.2m	\$17.5m	1755	\$1,856	34	18
Laguna Hills	44	\$912,875	\$899,975	99.8%	\$500k	\$4.8m	1597	\$572	12	13
Laguna Niguel	47	\$1,114,990	\$1,135,000	99.0%	\$500k	\$3.7m	1606	\$694	14	46
Laguna Woods	55	\$405,000	\$399,000	100.3%	\$69k	\$1.9m	1040	\$389	15	59
Lake Forest	33	\$1,275,000	\$1,294,000	100.4%	\$425k	\$3.1m	2128	\$599	23	16
Los Alamitos	3	\$1,899,000	\$1,899,000	100.0%	\$1.6m	\$2.3m	3225	\$589	36	5
Mission Viejo	81	\$1,189,900	\$1,199,999	99.2%	\$599k	\$2.5m	1818	\$655	21	69
Newport Beach	43	\$3,335,000	\$3,300,000	99.1%	\$685k	\$15.5m	2424	\$1,376	28	46
Newport Coast	8	\$6,718,500	\$6,841,500	96.9%	\$1.6m	\$33.3m	4339	\$1,548	35	8
North Tustin	12	\$1,900,000	\$1,900,000	98.8%	\$1.5m	\$4.7m	2978	\$638	26	6
Orange	54	\$1,227,500	\$1,222,500	99.8%	\$430k	\$3.1m	1830	\$671	14	50
Placentia	22	\$960,000	\$955,000	100.8%	\$559k	\$1.6m	1785	\$538	13	18
Portola Hills	0	-	-	-	-	-	-	-	-	4
Rancho Mission Viejo	26	\$1,075,014	\$1,099,014	99.1%	\$522k	\$2.2m	1696	\$634	32	18
Rancho Santa Marg.	24	\$916,250	\$937,500	99.7%	\$485k	\$1.6m	1469	\$624	14	17
Rosmoor	2	\$1,840,000	\$1,790,000	102.8%	\$1.8m	\$1.9m	2408	\$764	0	2
San Clemente	53	\$1,495,000	\$1,499,000	100.5%	\$385k	\$3.5m	1768	\$846	15	46
San Juan	20	\$1,209,500	\$1,222,000	98.3%	\$535k	\$6.0m	1665	\$726	16	20
Santa Ana	72	\$807,500	\$812,450	101.0%	\$275k	\$2.0m	1199	\$673	12	70
Seal Beach	18	\$373,750	\$373,750	100.0%	\$228k	\$479k	950	\$393	36	34
Stanton	10	\$659,500	\$655,000	101.3%	\$555k	\$975k	1161	\$568	10	7
Talega	16	\$1,499,500	\$1,547,500	99.4%	\$790k	\$2.8m	2531	\$592	16	12
Tustin	31	\$1,130,000	\$1,130,000	100.1%	\$480k	\$2.7m	1610	\$702	13	25
Villa Park	5	\$2,288,000	\$2,288,000	100.0%	\$1.6m	\$2.5m	3084	\$742	40	3
Westminster	27	\$959,000	\$959,000	101.6%	\$218k	\$1.7m	1441	\$666	13	16
Yorba Linda	16	\$1,369,950	\$1,369,950	100.0%	\$499k	\$5.0m	2382	\$575	44	42
All of O.C.	1,634	\$1,150,000	\$1,150,000	99.5%	\$69k	\$33.3m	1658	\$694	15	1,310
\$0-\$500k	123	\$399,000	\$399,900	97.0%	\$69k	\$500k	901	\$443	16	111
\$500k-\$750k	221	\$650,000	\$649,000	100.1%	\$502k	\$750k	1098	\$592	14	209
\$750k-\$1m	338	\$898,000	\$895,000	100.7%	\$752k	\$1.0m	1398	\$643	14	290
\$1m-\$1.25m	268	\$1,150,000	\$1,150,000	100.3%	\$1.0m	\$1.3m	1648	\$698	14	209
\$1.25m-\$1.5m	216	\$1,377,450	\$1,388,000	99.9%	\$1.3m	\$1.5m	2035	\$677	13	159
\$1.5m-\$2m	223	\$1,717,000	\$1,700,000	99.7%	\$1.5m	\$2.0m	2474	\$694	17	147
\$2m-\$2.5m	84	\$2,250,000	\$2,259,000	98.8%	\$2.0m	\$2.5m	2758	\$816	17	51
\$2.5m-\$4m	104	\$2,995,000	\$2,995,000	99.9%	\$2.6m	\$4.0m	3136	\$955	13	82
\$4m-\$6m	35	\$4,750,000	\$4,900,000	98.3%	\$4.2m	\$6.0m	3964	\$1,198	34	33
\$6m+	22	\$7,350,000	\$7,485,000	97.6%	\$6.3m	\$33.3m	5235	\$1,404	71	19



# ORANGE COUNTY FORECLOSURE REPORT

ORANGE COUNTY CITIES				ORANGE COUNTY CITIES			
CURRENT ACTIVES		NUMBER OF FORECLOSURES & SHORT SALE ACTIVES		CURRENT ACTIVES		NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	
1/30/2025		% OF ACTIVE INVENTORY		ATTACHED		% OF ACTIVE INVENTORY	
Aliso Viejo	22	0	0.0%	All of O.C.	1,095	2	0.2%
Anaheim	113	1	0.9%	\$0-\$500k	186	1	0.5%
Anaheim Hills	38	0	0.0%	\$500k-\$750k	279	0	0.0%
Brea	26	0	0.0%	\$750k-\$1m	251	0	0.0%
Buena Park	32	0	0.0%	\$1m-\$2m	263	1	0.4%
Corona Del Mar	62	0	0.0%	\$2m+	116	0	0.0%
Costa Mesa	58	0	0.0%	DETACHED			
Coto De Caza	31	0	0.0%	All of O.C.	1,726	2	0.1%
Cypress	29	0	0.0%	\$0-\$500k	16	1	6.3%
Dana Point	116	0	0.0%	\$500k-\$750k	34	1	2.9%
Dove Canyon	4	0	0.0%	\$750k-\$1m	148	0	0.0%
Foothill Ranch	12	0	0.0%	\$1m-\$1.25m	161	0	0.0%
Fountain Valley	35	0	0.0%	\$1.25m-\$1.5m	197	0	0.0%
Fullerton	84	0	0.0%	\$1.5m-\$2m	280	0	0.0%
Garden Grove	61	0	0.0%	\$2m-\$2.5m	155	0	0.0%
Huntington Beach	193	0	0.0%	\$2.5m-\$4m	313	0	0.0%
Irvine	353	1	0.3%	\$4m-6m	169	0	0.0%
La Habra	35	0	0.0%	\$6m+	253	0	0.0%
La Palma	4	0	0.0%	ALL HOMES			
Ladera Ranch	15	0	0.0%	All of O.C.	2,821	4	0.1%
Laguna Beach	157	0	0.0%	\$0-\$500k	202	2	1.0%
Laguna Hills	26	0	0.0%	\$500k-\$750k	313	1	0.3%
Laguna Niguel	96	0	0.0%	\$750k-\$1m	399	0	0.0%
Laguna Woods	94	0	0.0%	\$1m-\$1.25m	266	0	0.0%
Lake Forest	54	0	0.0%	\$1.25m-\$1.5m	269	1	0.4%
Los Alamitos	11	0	0.0%	\$1.5m-\$2m	366	0	0.0%
Mission Viejo	78	0	0.0%	\$2m-\$2.5m	177	0	0.0%
Newport Beach	187	0	0.0%	\$2.5m-\$4m	374	0	0.0%
Newport Coast	41	0	0.0%	\$4m-6m	189	0	0.0%
North Tustin	23	0	0.0%	\$6m+	266	0	0.0%
Orange	91	1	1.1%	COUNTY HIGH SHARES - ACCOUNT FOR 100%			
Placentia	27	0	0.0%	Anaheim	113	1	0.9%
Portola Hills	5	0	0.0%	Irvine	353	1	0.3%
Rancho Mission Viejo	39	0	0.0%	Orange	91	1	1.1%
Rancho Santa Marg.	41	0	0.0%	Santa Ana	125	1	0.8%
Rossmoor	4	0	0.0%				
San Clemente	91	0	0.0%				
San Juan	44	0	0.0%				
Santa Ana	125	1	0.8%				
Seal Beach	61	0	0.0%				
Stanton	12	0	0.0%				
Talega	20	0	0.0%				
Tustin	23	0	0.0%				
Villa Park	9	0	0.0%				
Westminster	28	0	0.0%				
Yorba Linda	74	0	0.0%				
All of O.C.	2,821	4	0.1%				
ORANGE COUNTY DISTRESSED BREAKDOWN							
	CURRENT ACTIVES	PENDINGS (LAST 30 DAYS)	MARKET TIME (IN DAYS)				
Total Foreclosures	1	5	6				
Total Short Sale	3	3	30				



# SOUTHERN CALIFORNIA HOUSING REPORT

ALL PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDINGS)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
1/30/2025							
Los Angeles County	10,307	2,873	108	126	103	72	76
Orange County	2,821	1,340	63	84	76	45	56
Riverside County	7,238	2,027	107	133	130	69	72
San Bernardino County	4,628	1,160	120	140	139	72	83
San Diego County	3,918	1,467	80	99	90	46	45
Ventura County	948	407	70	91	84	46	50
SOCAL TOTALS	29,860	9,274	97	112	104	59	64

DISTRESSED PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDINGS)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
1/30/2025							
Los Angeles County	90	31	87	113	118	50	57
Orange County	4	8	15	30	30	26	35
Riverside County	50	22	68	101	137	70	64
San Bernardino County	67	14	144	100	77	41	79
San Diego County	22	5	132	102	96	45	53
Ventura County	9	2	135	Infinite	Infinite	38	60
SOCAL TOTALS	242	82	89	89	91	45	58

# ALL MARKETS HOUSING REPORT

ALL PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDINGS)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
1/30/2025							
Bay Area	6,317	2,527	75	98	75	58	62
Clark County - Las Vegas	7,438	2,138	104	125	128	62	90
Maricopa County - Phoenix	17,148	5,093	101	129	132	71	66
Southern California	29,860	9,274	97	112	104	59	64
ALL MARKETS TOTAL	60,763	19,032	96	116	110	62	70

DISTRESSED PROPERTIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDINGS)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO
1/30/2025							
Bay Area	89	25	107	91	107	67	88
Clark County - Las Vegas	58	24	73	70	82	58	58
Maricopa County - Phoenix	90	37	73	73	72	30	56
Southern California	242	82	89	89	91	45	58
ALL MARKETS TOTAL	479	168	86	81	88	50	65