

# A DIFFERENT VELOCITY

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WHILE IT IS TRUE THAT THE ORANGE COUNTY HOUSING MARKET HAS BEEN RESILIENT DESPITE HIGHER MORTGAGE RATES, THIS YEAR'S MARKET SPEED IS MUCH DIFFERENT THAN THE PAST SEVERAL YEARS.



# IT IS TAKING LONGER TO SELL

WITH A MUCH HIGHER INVENTORY AND SIMILAR DEMAND, THE MARKET TIME THIS YEAR IS AT ITS HIGHEST LEVEL SINCE 2019.

Commuters know precisely how long it takes to get to work. They wake up at the same time. They get ready, eat breakfast, and jump in their cars in a timely, habitual rhythm. That is, until the day when their commute is disrupted by bumper-to-bumper traffic due to a brand new construction project with signs exclaiming that it will not be complete for a little over a year. It now takes much longer to arrive at work, so everyone has to recalibrate the commute and prepare by adjusting their morning routine to accommodate the extra time in the car.

The Orange County housing market is experiencing more traffic with extra FOR SALE signs and only slightly better buyer demand. The result is a much slower market that nobody had been anticipating. Housing is much different than the hot markets from 2020 through 2024. It takes longer to sell. Sellers need to recalibrate their expectations and spend more time preparing their homes for sale and methodically and carefully arrive at their asking price, the **Fair Market Value** of their home.

This is the third year where demand (a snapshot of the number of new pending sales over the prior month) has been stuck at very low levels, the lowest since tracking began in 2004. These low-demand readings are a direct result of unaffordability. When mortgage rates increased from 3.25% in January 2022 to over 7% in October, just nine months later, demand collapsed. The payment, principal and interest, on a \$1 million home with 20% down grew from \$3,481 per month at 3.25% to \$5,322 at 7%, an increase of \$1,841 monthly or over \$22,000 annually. The current demand is at 1,569 pending sales, 6% higher than last year and 4% stronger than in 2024. Yet, it is 34% less than the 3-year average before the pandemic (2017 to 2019) of 2,422 pending sales.

## Orange County - End of February Comparison

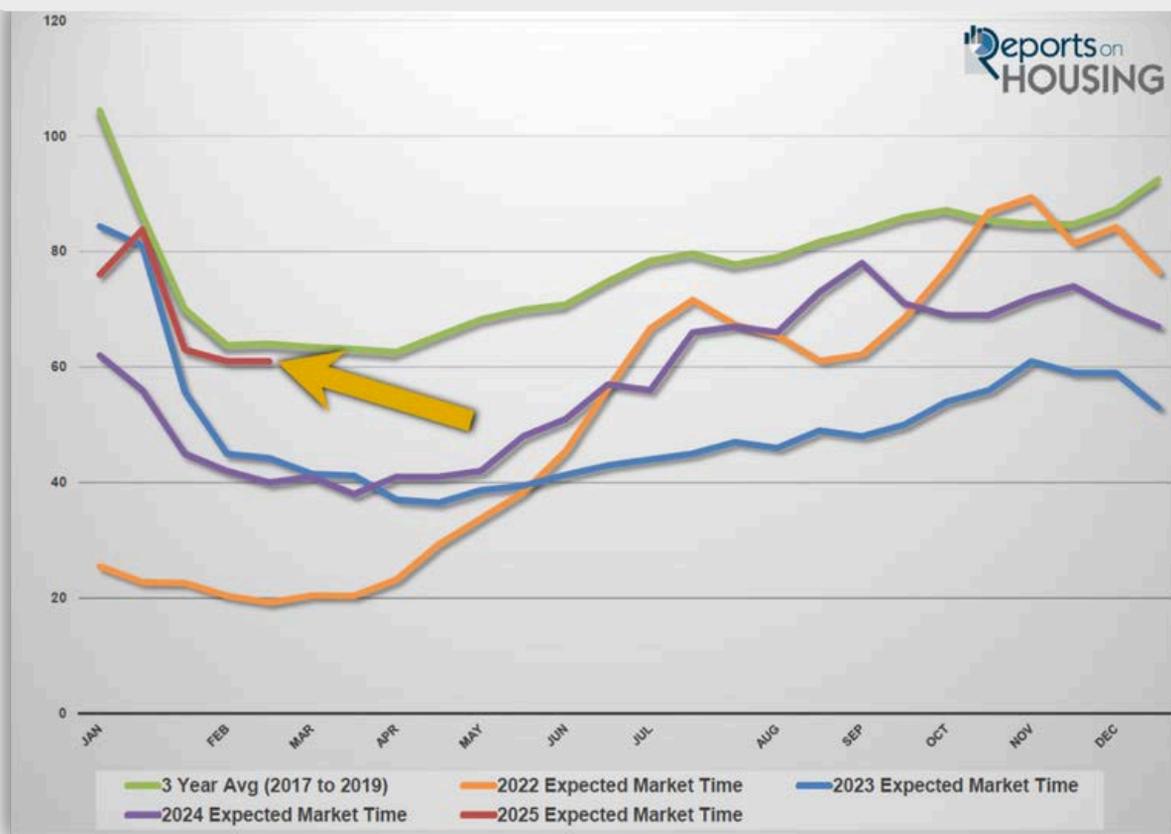
	Expected Market Time	Active Listing Inventory	New Listings Jan-Feb	Demand
2025	61 Days	3,183	4,947	1,569
2024	40 Days	1,992	4,119	1,476
2023	44 Days	2,218	3,472	1,505
2022	19 Days	1,406	5,084	2,195
2021	24 Days	2,366	6,114	2,958
2020	48 Days	4,161	6,149	2,583
2019	84 Days	6,366	6,206	2,272
2018	55 Days	4,420	6,324	2,417
2017	53 Days	4,571	6,029	2,576

The active listing inventory is a different story altogether. Before this year, the inventory was stuck at chronically low, anemic levels from 2021 through 2024. That began to change

last spring as more homeowners opted to sell than in 2023. Since demand was at similar levels in 2024 compared to 2023, the extra sellers accumulated on the market, and homes started taking longer to sell. Many homeowners were “hunkering down” in their homes, unwilling to move due to their underlying, locked-in, low fixed-rate mortgage. In 2023, there were only 3,472 new sellers in January and February, down 44% compared to the 3-year pre-pandemic average of 6,186. In 2024, there were 4,119, down 31%. In 2025, there were 4,947 new FOR SALE signs, down 20%. Yet, there are 828 additional signs compared to last year and 1,475 more than in 2023. These extra sellers have accumulated over time. Today, the active listing inventory stands at 3,183 homes, up 60% compared to last year. It is the highest level for this time of year since 2020, when there were 4,161 homes on the market.

The market is substantially slower in matching the higher inventory with anemic, low demand. The Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) is 61 days, its highest level since 2019’s 84-day reading. Last year, it was 40 days, three weeks faster than today. In 2023, it was 44 days, also significantly quicker. Today’s housing market is far from instant. Since 2017, only 2019 has been slower.

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



The current trend is for the active listing inventory to continue to grow. It will grow at an even faster velocity during the Spring Market. As spring progresses, the number of homes coming on the market will outpace demand, and the Expected Market Time will rise. The only caveat is if rates continue to fall. Mortgage rates were stuck above 7% from mid-December through mid-February. Yet, with economic growth slowing, according to Mortgage News Daily, rates have dropped to 6.74% to start March, their lowest level since the start of December. If they fall further with duration, demand levels could rise. As a result, the Expected Market Time would not climb at a slower pace.

Nonetheless, today’s housing market is much slower than many have become accustomed to. Orange County housing is far from instant. A traffic jam is forming with a much higher active listing inventory and more sellers coming on the market each month. It is a sound

strategy to expect even more brake lights ahead.

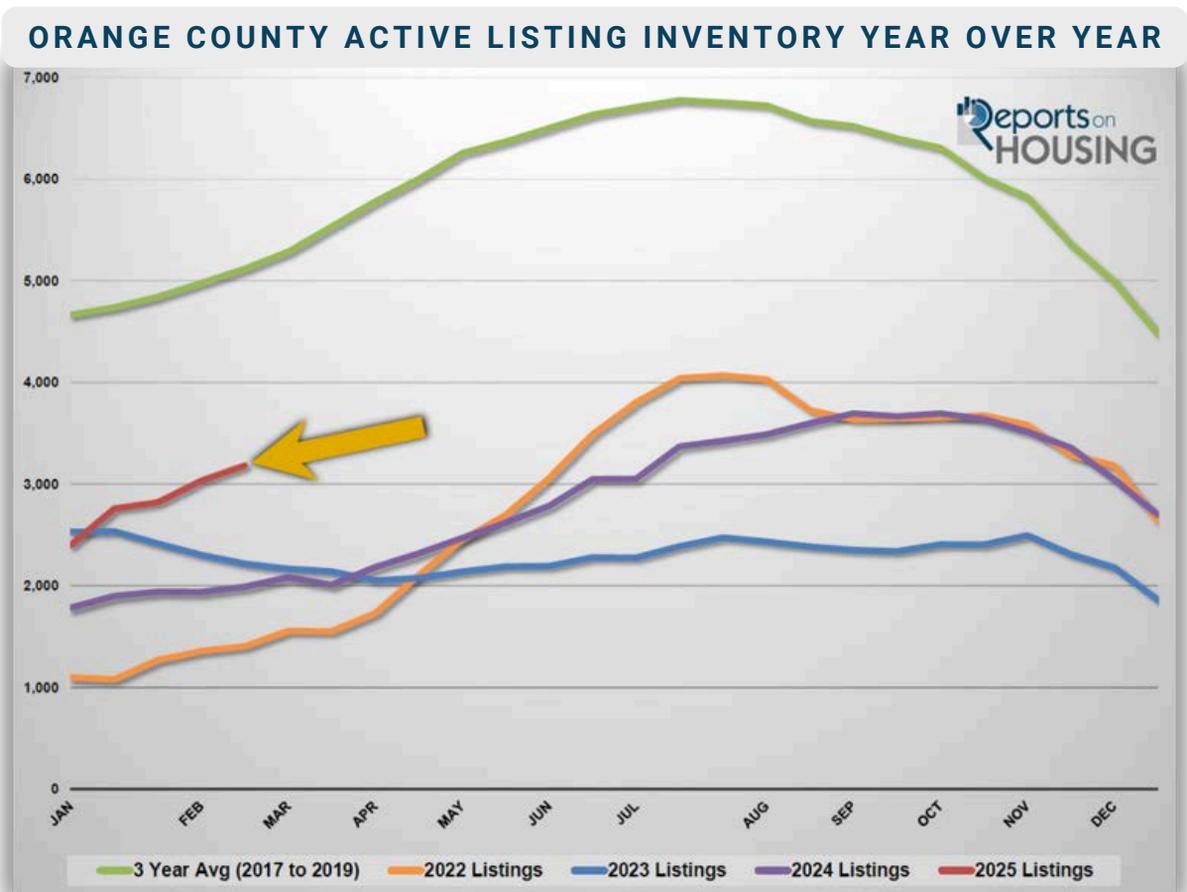
# ACTIVE LISTINGS

THE INVENTORY GREW BY 5% IN THE PAST COUPLE OF WEEKS.



The active listing inventory increased by 150 homes in the past two weeks, up 5%, and now sits at 3,183. It is the highest inventory level to start March since 2020. Since the start of the year, the inventory has grown by 33% or 782 homes. That is the most considerable rise in the inventory since 2016, when it grew by 868. To put that in perspective, the inventory grew by 207 homes last year, and in 2023, it dropped by 312. The 3-year average before the pandemic (2017 to 2019) was a rise of 454 homes. The current faster pace is due to more homeowners coming on the market and low demand levels due to the high mortgage rate environment. Rates are starting to ease. If they continue to slide below 6.5%, demand will rise, and the inventory will grow at a slower pace. For now, it will continue to increase at an unprecedented rate.

Last year, the inventory was at 1,992 homes, **37% lower, or 1,191 fewer**. The 3-year average before COVID (2017 through 2019) was 5,119, an additional 1,936 homes, or 61% more.



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 February, 2,459 new sellers entered the market in Orange County, 673 fewer than the 3-year average before COVID (2017 to 2019), 21% less. Last February, there were 2,065 new sellers, 16% fewer than this year. More sellers are opting to sell compared to the previous couple of years.

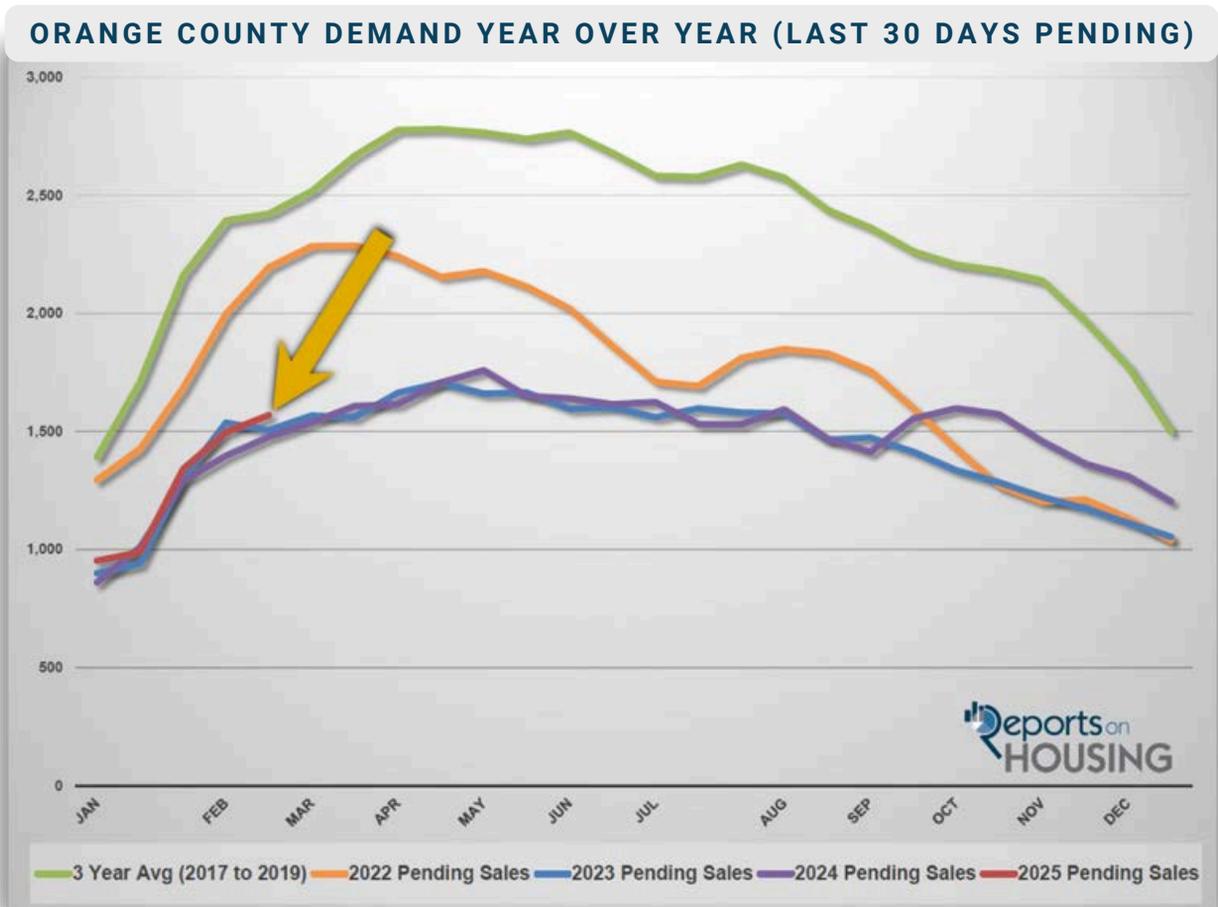
# DEMAND

DEMAND GREW BY 5% IN THE PAST COUPLE OF WEEKS.

Demand, a snapshot of the number of new pending sales over the prior month, increased from 1,497 to 1,569 in the past couple of weeks, up 72 pending sales, or 5%, its highest level since October. Mortgage rates are finally beginning to cooperate and have dropped noticeably since mid-January when they reached 7.26%. They were 6.74% as of March 3rd, dropping by slightly over 0.5%, the lowest since December 9th. The drop is equivalent to about a 5% drop in monthly payments. The housing market has been frozen due to the high mortgage rate environment. As mortgage rates drop, affordability will improve and lead to an increase in demand. If rates drop below 6.5% with duration, expect demand to noticeably improve and the Orange County market to not slow from April through November like it has the last couple of years. Housing is very interest-rate sensitive. The pathway of mortgage rates will determine the path for this year's housing market.

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. Next week is the release of the Consumer Price Index (CPI), and the Producer Price Index (PPI) and the Consumer Price Index (CPI), two crucial inflation indicators. It is going to be a pivotal two weeks for mortgage rates.

Last year, demand was 1,476, with **93 fewer pending sales or 6% less**. The 3-year average before COVID (2017 to 2019) was 2,422 pending sales, **54% more than today, or an additional 853**.



With supply and demand rising at a similar pace, the Expected Market Time (the number of

days it takes to sell all Orange County listings (at the current buying pace) remained unchanged at 61 days in the past couple of weeks. Last year, it was 40 days, noticeably faster than today. The 3-year average before COVID was 64 days, similar to today.

# LUXURY END

THE LUXURY MARKET IMPROVED 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 856 to 939 homes, up 54 or 6%. Luxury demand increased by 30 pending sales, up 18%, and now sits at 200. The Expected Market Time for luxury homes priced above \$2.5 million decreased from 156 to 141 days, shedding 15 days. Despite Wall Street’s volatility, the luxury housing market in Orange County continued to improve. Expect the luxury market to not change much in March and then slow as more homes come on during the Spring and Summer Markets.

In the past two weeks, the Expected Market Time for homes priced between \$2.5 million and \$4 million increased from 112 to 113 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 166 to 159 days. For homes priced above \$6 million, the Expected Market Time decreased from 208 to 197 days. At 197 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	46 Days	17%	22%	35 Days	
\$750k-\$1m	39 Days	13%	20%	22 Days	
\$1m-\$1.25m	39 Days	9%	15%	29 Days	
\$1.25m-\$1.5m	52 Days	10%	12%	38 Days	
\$1.5m-\$2m	69 Days	14%	12%	39 Days	
\$2m-\$2.5m	75 Days	7%	6%	-	
\$2.5m-\$4m	113 Days	14%	7%	-	
\$4m-\$6m	159 Days	7%	3%	97 Days	
\$6m+	197 Days	9%	3%	269 Days	



# ORANGE COUNTY HOUSING SUMMARY

- The active listing inventory in the past couple of weeks increased by 150 homes, up 6%, and now sits at 3,183. In February, 21% fewer homes came on the market compared to the 3-year average before COVID (2017 to 2019), 673 less. Yet 394 more sellers came on the market this February compared to February 2024. Last year, there were 1,992 homes on the market, **1,191 fewer homes, or 37% less**. The 3-year average before COVID (2017 to 2019) was 5,119, or 61% extra.
- Demand, the number of pending sales over the prior month, increased by 72 pending sales in the past two weeks, up 6%, and now totals 1,569, its highest level since October. Last year, there were 1,476 pending sales, **6% less**. The 3-year average before COVID (2017 to 2019) was 2,422, or **54% more**.
- With supply and demand rising at a similar pace, the Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, remained unchanged at 61 days in the past couple of weeks. Last year, it was 40 days, substantially 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 51 to 46 days. This range represents 17% of the active inventory and 22% of demand.
- The Expected Market Time for homes priced between \$750,000 and \$1 million decreased from 41 to 39 days. This range represents 13% of the active inventory and 20% of demand.
- The Expected Market Time for homes priced between \$1 million and \$1.25 million decreased from 46 to 39 days. This range represents 9% of the active inventory and 15% of demand.
- The Expected Market Time for homes priced between \$1.25 million and \$1.5 million increased from 39 to 52 days. This range represents 10% of the active inventory and 12% of demand.
- The Expected Market Time for homes priced between \$1.5 million and \$2 million increased from 62 to 69 days. This range represents 14% of the active inventory and 12% of demand.
- The Expected Market Time for homes priced between \$2 million and \$2.5 million remained unchanged at 75 days. This range represents 7% of the active inventory and 6% of demand.
- In the past two weeks, the Expected Market Time for homes priced between \$2.5 million and \$4 million increased from 112 to 113 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 166 to 159 days. For homes priced above \$6 million, the Expected Market Time decreased from 208 to 197 days.
- The luxury end, all homes above \$2 million, accounts for 30% of the inventory and 13% of demand.
- Distressed homes, both short sales and foreclosures combined, comprised only 0.2% of all listings and 0.4% 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 one from two weeks ago. Last year, six 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
<b>2/27/2025</b>								
Aliso Viejo	32	28	34	21	37	24	28	\$848k
Anaheim	129	80	48	56	49	41	50	\$930k
Anaheim Hills	30	32	28	24	48	26	29	\$1.4m
Brea	21	31	20	24	56	36	29	\$1.1m
Buena Park	35	23	46	30	34	27	36	\$929k
Corona Del Mar	67	19	106	140	89	86	107	\$6.5m
Costa Mesa	77	36	64	66	73	48	54	\$1.7m
Coto De Caza	44	15	88	95	72	30	48	\$2.8m
Cypress	27	24	34	35	48	22	30	\$869k
Dana Point	119	37	96	98	139	119	105	\$2.1m
Dove Canyon	6	0	Infinite	150	24	30	30	\$1.9m
Foothill Ranch	7	9	23	22	30	21	25	\$1.2m
Fountain Valley	31	27	34	44	66	28	36	\$1.5m
Fullerton	81	47	52	45	47	33	31	\$1.1m
Garden Grove	80	39	62	58	45	28	47	\$1.1m
Huntington Beach	227	107	64	68	71	49	44	\$1.6m
Irvine	425	139	92	80	85	28	33	\$1.8m
La Habra	36	23	47	46	44	30	48	\$800k
La Palma	7	5	42	45	40	60	26	\$1.4m
Ladera Ranch	19	20	29	36	38	19	17	\$1.9m
Laguna Beach	187	22	255	259	205	104	223	\$4.9m
Laguna Hills	29	24	36	42	56	54	43	\$1.5m
Laguna Niguel	124	45	83	76	72	47	51	\$1.7m
Laguna Woods	88	73	36	38	47	31	40	\$450k
Lake Forest	72	34	64	54	45	20	26	\$1.1m
Los Alamitos	10	9	33	50	41	18	25	\$1.6m
Mission Viejo	90	72	38	45	37	26	32	\$1.1m
Newport Beach	207	67	93	94	130	109	101	\$4.3m
Newport Coast	41	13	95	74	246	93	66	\$7.8m
North Tustin	20	11	55	68	69	38	50	\$2.6m
Orange	97	65	45	38	41	27	27	\$1.3m
Placentia	40	20	60	73	41	23	38	\$962k
Portola Hills	11	2	165	24	30	25	90	\$2.0m
Rancho Mission Viejo	41	25	49	59	69	18	90	\$1.1m
Rancho Santa Marg.	36	28	39	37	49	20	16	\$877k
Rossmoor	6	7	26	50	60	38	40	\$2.5m
San Clemente	120	42	86	75	61	46	52	\$2.6m
San Juan	55	17	97	54	53	50	36	\$2.9m
Santa Ana	125	86	44	71	80	63	52	\$768k
Seal Beach	54	47	34	45	45	66	45	\$612k
Stanton	15	13	35	28	30	33	18	\$615k
Talega	19	12	48	57	75	33	43	\$2.5m
Tustin	33	24	41	73	29	24	46	\$1.2m
Villa Park	9	5	54	150	68	54	450	\$3.5m
Westminster	33	12	83	96	53	19	46	\$1.2m
Yorba Linda	84	41	61	43	63	33	39	\$1.4m
<b>All of O.C.</b>	<b>3,183</b>	<b>1,569</b>	<b>61</b>	<b>61</b>	<b>63</b>	<b>40</b>	<b>44</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
2/27/2025								
All of O.C.	1,199	669	54	55	58	34	44	\$870k
\$0-\$500k	190	135	42	58	53	40	43	\$425k
\$500k-\$750k	301	185	49	44	49	29	39	\$630k
\$750k-\$1m	239	168	43	44	53	24	34	\$879k
\$1m-\$2m	337	138	73	73	66	39	-	\$1.4m
\$2m+	132	43	92	103	120	88	-	\$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
2/27/2025								
All of O.C.	1,984	900	66	65	67	45	44	\$2.2m
\$0-\$500k	14	8	53	132	240	64	135	\$376k
\$500k-\$750k	32	25	38	71	54	59	27	\$599k
\$750k-\$1m	166	143	35	37	33	19	26	\$915k
\$1m-\$1.25m	188	159	35	38	42	28	30	\$1.2m
\$1.25m-\$1.5m	234	162	43	36	40	35	35	\$1.4m
\$1.5m-\$2m	323	158	61	52	54	37	46	\$1.8m
\$2m-\$2.5m	186	73	76	65	59	-	-	\$2.3m
\$2.5m-\$4m	375	91	124	143	138	-	-	\$3.2m
\$4m-6m	204	40	153	162	175	88	123	\$5.0m
\$6m+	262	41	192	197	330	271	291	\$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
2/27/2025								
All of O.C.	3,183	1,569	61	61	63	40	44	\$1.5m
\$0-\$500k	204	143	43	61	57	42	45	\$425k
\$500k-\$750k	333	210	48	46	50	32	36	\$625k
\$750k-\$1m	405	311	39	41	43	22	29	\$898k
\$1m-\$1.25m	304	233	39	46	49	29	36	\$1.2m
\$1.25m-\$1.5m	334	192	52	38	42	38	38	\$1.4m
\$1.5m-\$2m	444	192	69	62	60	39	48	\$1.7m
\$2m-\$2.5m	220	88	75	65	60	-	-	\$2.3m
\$2.5m-\$4m	435	115	113	131	132	-	-	\$3.2m
\$4m-6m	228	43	159	166	183	97	128	\$5.0m
\$6m+	276	42	197	208	333	269	312	\$9.8m

# 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
<b>All of O.C.</b>	<b>1,268</b>	<b>\$1,165,000</b>	<b>\$1,177,000</b>	<b>99.1%</b>	<b>\$35k</b>	<b>\$20.0m</b>	<b>1642</b>	<b>\$710</b>	<b>19</b>	<b>1,182</b>
\$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
<b>2/27/2025</b>			
Aliso Viejo	32	0	0.0%
Anaheim	129	0	0.0%
Anaheim Hills	30	0	0.0%
Brea	21	0	0.0%
Buena Park	35	0	0.0%
Corona Del Mar	67	0	0.0%
Costa Mesa	77	0	0.0%
Coto De Caza	44	0	0.0%
Cypress	27	0	0.0%
Dana Point	119	1	0.8%
Dove Canyon	6	0	0.0%
Foothill Ranch	7	0	0.0%
Fountain Valley	31	0	0.0%
Fullerton	81	0	0.0%
Garden Grove	80	0	0.0%
Huntington Beach	227	0	0.0%
Irvine	425	1	0.2%
La Habra	36	0	0.0%
La Palma	7	0	0.0%
Ladera Ranch	19	0	0.0%
Laguna Beach	187	0	0.0%
Laguna Hills	29	0	0.0%
Laguna Niguel	124	0	0.0%
Laguna Woods	88	0	0.0%
Lake Forest	72	0	0.0%
Los Alamitos	10	0	0.0%
Mission Viejo	90	0	0.0%
Newport Beach	207	0	0.0%
Newport Coast	41	0	0.0%
North Tustin	20	0	0.0%
Orange	97	1	1.0%
Placentia	40	0	0.0%
Portola Hills	11	0	0.0%
Rancho Mission Viejo	41	0	0.0%
Rancho Santa Marg.	36	0	0.0%
Rossmoor	6	0	0.0%
San Clemente	120	0	0.0%
San Juan	55	0	0.0%
Santa Ana	125	0	0.0%
Seal Beach	54	0	0.0%
Stanton	15	0	0.0%
Talega	19	0	0.0%
Tustin	33	0	0.0%
Villa Park	9	0	0.0%
Westminster	33	0	0.0%
Yorba Linda	84	1	1.2%
All of O.C.	3,183	5	0.2%

## ORANGE COUNTY DISTRESSED BREAKDOWN

	CURRENT ACTIVES	PENDINGS (LAST 30 DAYS)	MARKET TIME (IN DAYS)
Total Foreclosures	3	3	30
Total Short Sale	2	3	20

ORANGE COUNTY CITIES	CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY
<b>ATTACHED</b>			
All of O.C.	1,199	1	0.1%
\$0-\$500k	190	0	0.0%
\$500k-\$750k	301	0	0.0%
\$750k-\$1m	239	0	0.0%
\$1m-\$2m	337	1	0.3%
\$2m+	132	0	0.0%
<b>DETACHED</b>			
All of O.C.	1,984	4	0.2%
\$0-\$500k	14	1	7.1%
\$500k-\$750k	32	1	3.1%
\$750k-\$1m	166	1	0.6%
\$1m-\$1.25m	188	0	0.0%
\$1.25m-\$1.5m	234	0	0.0%
\$1.5m-\$2m	323	1	0.3%
\$2m-\$2.5m	186	0	0.0%
\$2.5m-\$4m	375	0	0.0%
\$4m-6m	204	0	0.0%
\$6m+	262	0	0.0%
<b>ALL HOMES</b>			
All of O.C.	3,183	5	0.2%
\$0-\$500k	204	1	0.5%
\$500k-\$750k	333	1	0.3%
\$750k-\$1m	405	1	0.2%
\$1m-\$1.25m	304	0	0.0%
\$1.25m-\$1.5m	334	1	0.3%
\$1.5m-\$2m	444	1	0.2%
\$2m-\$2.5m	220	0	0.0%
\$2.5m-\$4m	435	0	0.0%
\$4m-6m	228	0	0.0%
\$6m+	276	0	0.0%
<b>COUNTY HIGH SHARES - ACCOUNT FOR 80%</b>			
Dana Point	119	1	0.8%
Irvine	425	1	0.2%
Orange	97	1	1.0%
Yorba Linda	84	1	1.2%

# 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
2/27/2025							
Los Angeles County	11,126	3,616	92	92	108	67	58
Orange County	3,183	1,569	61	61	63	40	44
Riverside County	7,578	2,372	96	96	107	64	58
San Bernardino County	4,998	1,364	110	112	120	74	66
San Diego County	4,274	1,812	71	73	80	44	35
Ventura County	1,028	502	61	71	70	44	40
<b>SOCAL TOTALS</b>	<b>32,187</b>	<b>11,235</b>	<b>86</b>	<b>87</b>	<b>91</b>	<b>55</b>	<b>50</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
2/27/2025							
Los Angeles County	89	40	67	60	67	110	47
Orange County	5	6	25	30	20	180	300
Riverside County	60	18	100	78	68	53	59
San Bernardino County	74	25	89	106	144	38	88
San Diego County	24	7	103	95	95	21	53
Ventura County	10	5	60	120	120	40	120
<b>SOCAL TOTALS</b>	<b>262</b>	<b>101</b>	<b>78</b>	<b>80</b>	<b>97</b>	<b>74</b>	<b>111</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
2/27/2025							
Bay Area	7,619	3,437	67	65	75	56	44
Clark County - Las Vegas	7,497	2,593	87	90	104	55	67
Maricopa County - Phoenix	18,464	5,738	97	95	101	67	57
Southern California	32,187	11,235	86	87	91	55	50
<b>ALL MARKETS TOTAL</b>	<b>65,767</b>	<b>23,003</b>	<b>86</b>	<b>86</b>	<b>93</b>	<b>58</b>	<b>55</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
2/27/2025							
Bay Area	88	26	102	106	107	147	55
Clark County - Las Vegas	77	37	62	62	73	43	54
Maricopa County - Phoenix	94	62	45	42	73	34	43
Southern California	262	101	78	80	97	74	111
<b>ALL MARKETS TOTAL</b>	<b>521</b>	<b>226</b>	<b>69</b>	<b>70</b>	<b>87</b>	<b>74</b>	<b>66</b>