

# ‘TIS THE SEASON

WRITTEN BY  
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HOUSING HAS TRANSITIONED TO THE SLOWEST TIME OF THE YEAR, THE HOLIDAY MARKET, FROM THE MID-NOVEMBER THROUGH THE FIRST COUPLE OF WEEKS OF THE NEW YEAR.



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# THE HOLIDAY SLOWDOWN

THE HOLIDAY MARKET IS WHEN THE INVENTORY AND DEMAND PLUNGE FROM MID-NOVEMBER THROUGH NEW YEAR'S EVE.

Local radio stations are now playing holiday music, and festive lights are strung along rooflines. Everyone has their Thanksgiving plans dialed in. The holidays have arrived, along with all the seasonal distractions. It is the time of year for family gatherings, turkey and ham, shopping, holiday parties, exchanging presents, and spending time with loved ones. Real estate takes a back seat to all the festivities.

Starting the week before Thanksgiving, the housing market transitions from the Autumn Market to the Holiday Market, the slowest time of the year for housing. It is when the active inventory and demand (a snapshot of the number of new pending sales over the prior month) plunge until ringing in a New Year. The Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) will not change much, similar to the last few years. Regardless of the economic situation, without fail, the cyclical slowdown prevails. It is the season where many sellers and buyers will place their real estate goals and needs on pause to enjoy the holidays.

Last year, the number of available homes uncharacteristically declined from January through mid-April and then slowly grew until reaching a late peak in November. Yet, it was the second-lowest November reading since tracking began in 2004. After peaking at 2,496 homes, the inventory dropped during the Holiday Market to 1,785 during the first week of January, a drop of 28%. The 3-year average inventory drop before the pandemic (2017 to 2019) was 23%.

## Orange County Holiday Market

	Inventory Drop from Mid-November to New Year	Demand Drop from Mid-November to New Year	Expected Market Time Change from Mid-November to New Year	Homes Pulled Off the Market in November and December
Last Year	-28%	-30%	+1 Day	804
3-Year Average (2017 to 2019)	-23%	-37%	+19 Days	1,978

The inventory drops because not many homeowners are willing to place their homes on the market during the Yuletide season. The fewest sellers enter the fray in December, 64% less than May, the peak month with the greatest number of new sellers. The second fewest come in November, 46% less than May's peak. Many unsuccessful sellers will also throw in the towel and pull their homes off the market. Last year, 804 homes were pulled off the market in November and December. That was much lower than the 3-year average before the pandemic of 1,978 because the inventory was already so low. The inventory falls substantially with fewer new available homes and sellers pulling their homes off the market.

The current active inventory is at 3,358, up 45% or 1,049 additional FOR-SALE signs compared to last year. There are far more unsuccessful sellers this year than last, thus more sellers will throw in the proverbial towel. Today's inventory is very similar to the 2022 levels. In 2022, 1,360 sellers pulled their homes off the market in November and December.

Demand drops substantially during the Holiday Market as well. Many buyers place their home search efforts on hold as they avert their attention to enjoying the holiday season. There are fewer choices for buyers who continue to scour the market for the right home due to a lack of fresh inventory and many sellers removing their homes from the market. Demand plummeted by 30% last year, from 1,223 pending sales in November to 864 during the first week of January. The 3-year average drop was 37%.

Today's demand is at 1,363 pending sales, 16% higher than last year's 1,173 pending sales. With few choices and many buyers pausing their search for a home, demand will sink until the New Year.

The Expected Market Time, the true speed of the market based on supply and demand, will not change much for the rest of the year. When supply and demand drop at a similar pace, the market time remains almost unchanged. That has been the case since 2020, increasing or decreasing by only a few days. Before the pandemic, the Expected Market Time grew substantially. That occurred because demand would drop at a faster pace compared to the slide in the number of available homes to purchase. The 3-year average before the pandemic was an increase of 19 days. This year, the Expected Market Time will not change much, continuing the trend that started during COVID.

It is official. The Orange County Holiday Market has arrived, the slowest time of the year for housing. 'Tis the season for all the festive distractions.

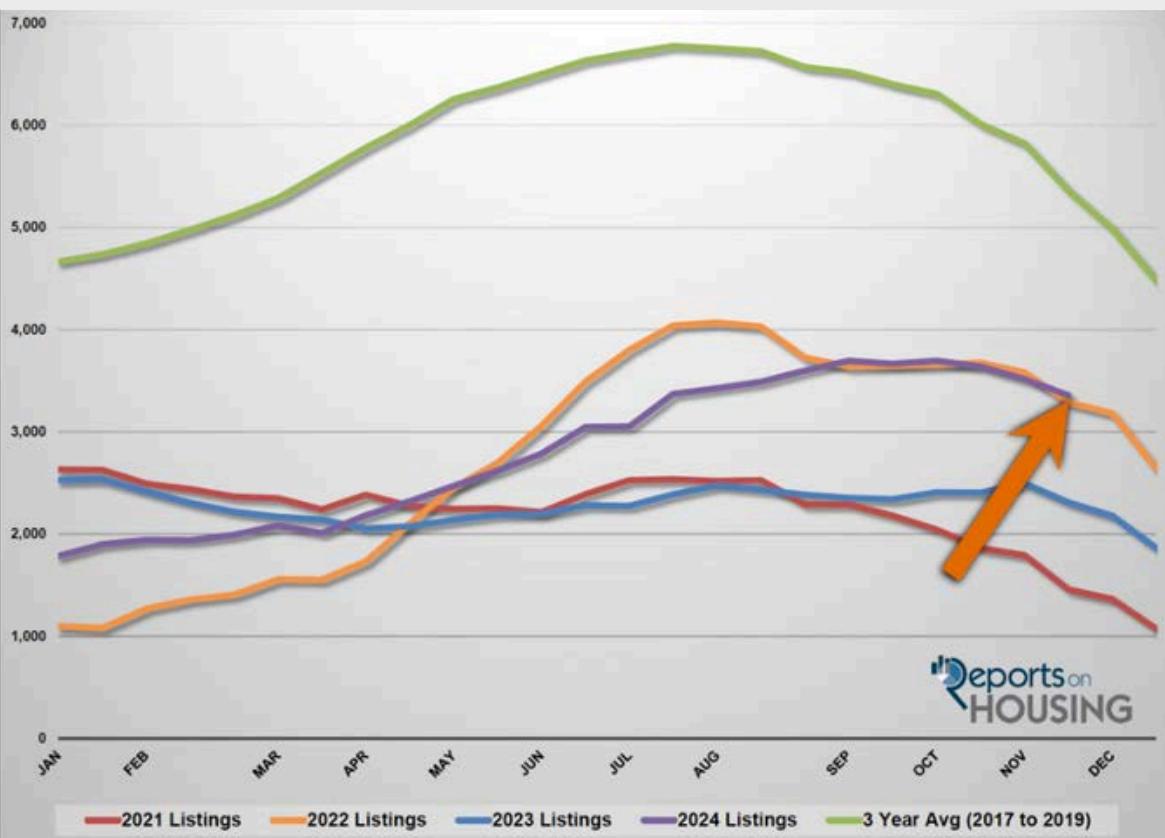
## ACTIVE LISTINGS

THE INVENTORY FELL BY 4% IN THE PAST COUPLE OF WEEKS.

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The active listing inventory decreased by 158 homes in the past two weeks, down 4%, and

### ORANGE COUNTY ACTIVE LISTING INVENTORY YEAR OVER YEAR



now sits at 3,358, its lowest level since the start of July. It was the most significant drop so far this year. Today's level is far below the 3-year average before COVID (2017 to 2019) of 5,359, an astonishing 37% lower. The inventory will continue to plunge until ringing in a New Year with the cyclical trends of the fewest number of new sellers in November and December, along with a flood of unsuccessful sellers who throw in the towel and pull their homes off the market. 2025 will start similar to 2023 with around 2,500 FOR-SALE signs. The inventory crisis will continue.

Last year, the inventory was at 2,309 homes, **31% lower, or 1,049 fewer**. The 3-year average before COVID (2017 through 2019) was 5,359, an additional 2,001 homes, or 60% 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 October, 2,377 new sellers entered the market in Orange County, 626 fewer than the 3-year average before COVID (2017 to 2019), 21% less. Last October, there were 1,891 new sellers, 20% fewer than this year. More sellers are opting to sell compared to the previous year.

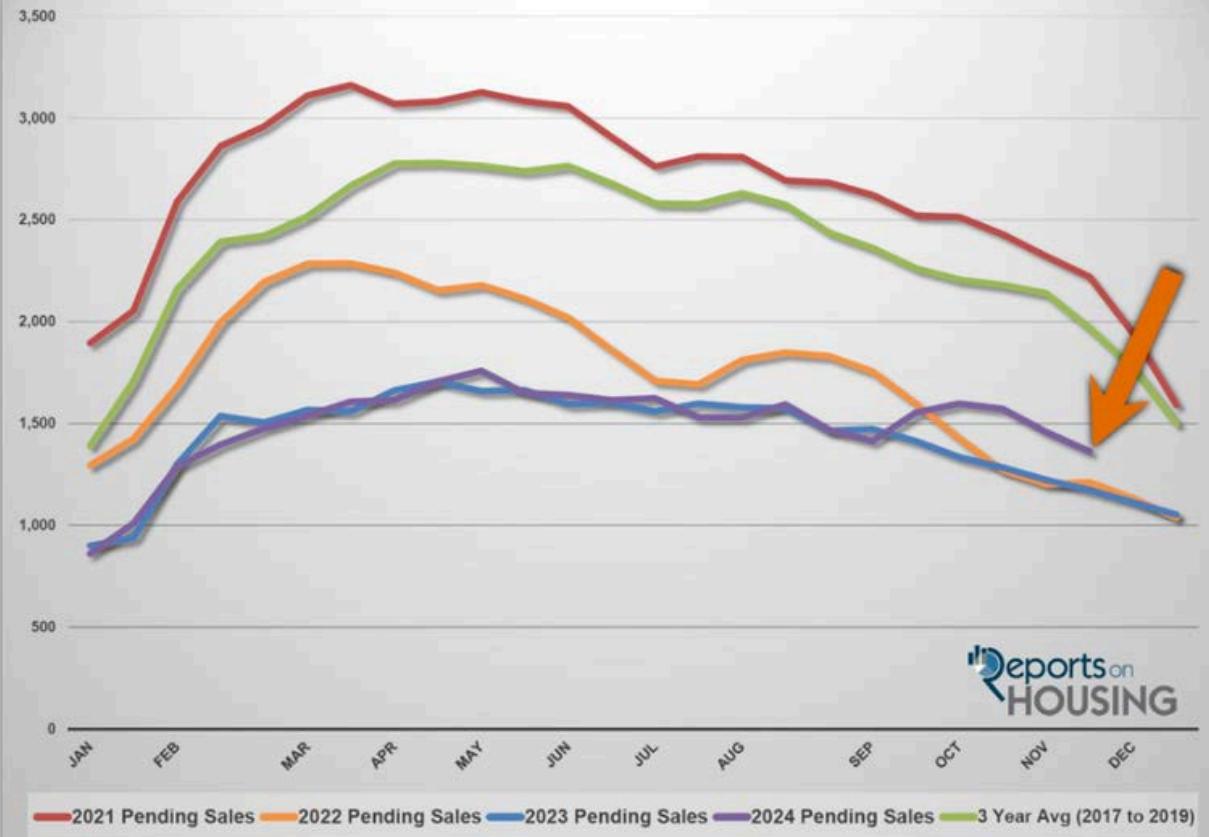
## DEMAND

DEMAND PLUNGED BY 7% IN THE PAST COUPLE OF WEEKS.

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Demand, a snapshot of the number of new pending sales over the prior month, plunged from 1,458 to 1,363 in the past couple of weeks, down 95 pending sales, or 7%, its lowest level since February. Most of the drop is seasonal due to the start of the Holiday Market. Mortgage rates bouncing around 7% also contributed to the drop. When mortgage rates are stuck at higher levels, fewer buyers are in play due to affordability constraints. Expect demand to continue to plunge until New Year's Day. The velocity of the drop depends on the pathway of mortgage rates. If rates drop from these higher levels, demand will become

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



more sticky and not fall as much.

As the Federal Reserve has indicated, it is essential to watch all economic releases for signs of slowing. These releases can potentially move mortgage rates higher or lower, depending on how they compare to market expectations. This week is a slower week due to the Thanksgiving holiday. On Tuesday, an inflation index, the Personal Consumption Expenditures, will be released. Next 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 1,173, **down 190 pending sales or 14%**. The 3-year average before COVID (2017 to 2019) was 1,969 pending sales, **44% more than today, or an additional 606**.

With demand falling faster than supply, the Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) increased from 72 to 74 days in the past couple of weeks. Last year, it was 59 days, faster than today. The 3-year average before COVID was 85 days, slower than today.

## ORANGE COUNTY LUXURY END



### LUXURY END

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



In the past couple of weeks, the luxury inventory of homes priced above \$2 million (the top 10% of the Orange County housing market) decreased from 1,138 to 1,096 homes, down 42 or 4%. Luxury demand increased by 26 pending sales, up 12%, and now sits at 138. With demand rising and the supply falling, the Expected Market Time for luxury homes priced above \$2 million plunged from 161 to 138 days, its strongest level since June. Wall Street reached record levels once again, further fueling the luxury market.

Year over year, the active luxury inventory is up by 320 homes or 41%, and luxury demand is up by 96 pending sales or 68%. Last year's Expected Market Time was 164 days, slower than today.

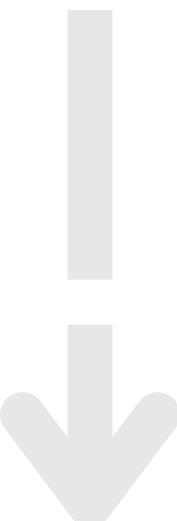
In the past two weeks, the expected market time for homes priced between \$2 million and \$4 million decreased from 123 to 104 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 217 to 182 days. For homes priced above \$6 million, the Expected Market Time increased from 322 to 359 days. At 359 days, a seller would be looking at placing their home into escrow around **November 2025**.

## ORANGE COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0-\$750k 	57 Days	18%	23%	41 Days
\$750k-\$1m 	60 Days	15%	19%	38 Days
\$1m-\$1.25m 	47 Days	10%	15%	44 Days
\$1.25m-\$1.5m 	57 Days	10%	13%	44 Days
\$1.5m-\$2m 	91 Days	14%	11%	68 Days
\$2m-\$4m 	104 Days	19%	14%	115 Days
\$4m-\$6m 	182 Days	6%	3%	240 Days
\$6m+ 	359 Days	8%	2%	444 Days

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## ORANGE COUNTY HOUSING SUMMARY



# ORANGE COUNTY HOUSING SUMMARY

- The active listing inventory in the past couple of weeks decreased by 158 homes, down 4%, and now sits at 3,358, its lowest level since the start of July and its largest drop of the year. In October, 21% fewer homes came on the market compared to the 3-year average before COVID (2017 to 2019), 743 less. Yet, 486 more sellers came on the market this October compared to October 2023. Last year, there were 2,309 homes on the market, 1,049 fewer homes, or 31% less. The 3-year average before COVID (2017 to 2019) was 5,359, or 60% extra.
- Demand, the number of pending sales over the prior month, decreased by 95 pending sales in the past two weeks, down 7%, and now totals 1,363. Last year, there were 1,173 pending sales, 14% fewer. The 3-year average before COVID (2017 to 2019) was 1,969, or 44% more.
- With demand falling faster than supply, the Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, increased from 72 to 74 days in the past couple of weeks. The 3-year average before COVID (2017 to 2019) was 85 days, slower than today.
- In the past two weeks, the Expected Market Time for homes priced below \$750,000 increased from 54 to 57 days. This range represents 18% of the active inventory and 23% of demand.
- The Expected Market Time for homes priced between \$750,000 and \$1 million increased from 53 to 60 days. This range represents 15% of the active inventory and 19% of demand.
- The Expected Market Time for homes priced between \$1 million and \$1.25 million decreased from 50 to 47 days. This range represents 10% of the active inventory and 15% of demand.
- The Expected Market Time for homes priced between \$1.25 million and \$1.5 million decreased from 62 to 57 days. This range represents 10% of the active inventory and 13% of demand.
- The Expected Market Time for homes priced between \$1.5 million and \$2 million increased from 73 to 91 days. This range represents 14% of the active inventory and 11% of demand.
- In the past two weeks, the expected market time for homes priced between \$2 million and \$4 million decreased from 123 to 104 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 217 to 182 days. For homes priced above \$6 million, the Expected Market Time increased from 322 to 359 days.
- The luxury end, all homes above \$2 million, account for 33% of the inventory and 19% of demand.
- Distressed homes, both short sales and foreclosures combined, comprised only 0.2% of all listings and 0.3% of demand. Only four foreclosures and two short sales are available today in Orange County, with six total distressed homes on the active market, down three from two weeks ago. Last year, eight distressed homes were on the market, similar to today.
- There were 1,842 closed residential resales in October, up 13% compared to October 2023's 1,632 and up 14% from September 2024. The sales-to-list price ratio was 100.0% 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
<b>11/21/2024</b>								
Alico Viejo	30	37	24	25	37	30	47	\$827k
Anaheim	152	68	67	57	48	45	70	\$927k
Anaheim Hills	56	23	73	67	60	46	106	\$1.5m
Brea	33	22	45	36	43	46	46	\$1.2m
Buena Park	49	34	43	61	58	44	123	\$935k
Corona Del Mar	89	10	267	203	230	309	267	\$5.0m
Costa Mesa	69	36	58	62	55	74	58	\$1.6m
Coto De Caza	36	14	77	53	69	54	48	\$3.1m
Cypress	27	18	45	43	39	30	71	\$859k
Dana Point	114	31	110	112	147	156	176	\$2.9m
Dove Canyon	4	0	Infinite	15	12	20	60	\$2.2m
Foothill Ranch	14	5	84	90	60	36	90	\$767k
Fountain Valley	33	14	71	57	74	46	55	\$1.5m
Fullerton	100	52	58	59	49	38	74	\$999k
Garden Grove	85	37	69	49	34	53	72	\$900k
Huntington Beach	234	91	77	78	71	62	78	\$1.5m
Irvine	389	129	90	87	89	49	88	\$1.8m
La Habra	43	28	46	61	58	54	50	\$793k
La Palma	6	3	60	53	53	75	270	\$1.1m
Ladera Ranch	32	14	69	88	73	38	174	\$1.5m
Laguna Beach	165	20	248	276	226	258	199	\$4.0m
Laguna Hills	27	16	51	49	49	62	72	\$1.6m
Laguna Niguel	112	43	78	82	81	56	85	\$1.8m
Laguna Woods	115	54	64	56	47	36	74	\$445k
Lake Forest	81	25	97	79	69	55	85	\$1.3m
Los Alamitos	9	7	39	43	60	80	160	\$1.6m
Mission Viejo	118	62	57	63	53	30	76	\$1.2m
Newport Beach	185	32	173	127	138	180	198	\$4.2m
Newport Coast	46	7	197	206	150	120	525	\$9.4m
North Tustin	24	8	90	69	97	60	97	\$2.6m
Orange	100	45	67	56	64	38	63	\$1.3m
Placentia	38	17	67	42	38	60	64	\$974k
Portola Hills	5	1	150	40	75	15	50	\$1.7m
Rancho Mission Viejo	47	20	71	130	129	56	62	\$1.2m
Rancho Santa Marg.	38	17	67	97	49	52	58	\$874k
Rossmoor	8	1	240	90	25	60	21	\$1.9m
San Clemente	112	45	75	80	91	79	80	\$2.1m
San Juan	52	19	82	54	76	93	163	\$2.7m
Santa Ana	145	63	69	63	52	49	66	\$800k
Seal Beach	72	49	44	46	48	60	76	\$432k
Stanton	10	12	25	27	34	120	75	\$669k
Talega	22	14	47	83	84	17	70	\$2.3m
Tustin	42	27	47	55	56	42	50	\$1.3m
Villa Park	26	9	87	240	110	150	Infinite	\$2.8m
Westminster	27	24	34	51	75	22	50	\$1.1m
Yorba Linda	86	38	68	56	60	45	66	\$1.4m
All of O.C.	3,358	1,363	74	72	69	59	81	\$1.4m

# 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		MEDIAN ACTIVE LIST PRICE
						1-YEAR AGO	2-YEARS AGO	
<b>11/21/2024</b>								
All of O.C.	1,239	542	69	69	63	52	81	\$830k
\$0-\$500k	208	113	55	54	46	41	68	\$405k
\$500k-\$750k	330	177	56	54	55	43	66	\$642k
\$750k-\$1m	287	125	69	68	56	44	100	\$882k
\$1m-\$2m	304	111	82	97	87	69	-	\$1.4m
\$2m+	110	16	206	128	132	169	-	\$3.2m

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		MEDIAN ACTIVE LIST PRICE
						1-YEAR AGO	2-YEARS AGO	
<b>11/21/2024</b>								
All of O.C.	2,119	821	77	75	74	64	82	\$1.9m
\$0-\$500k	25	1	750	255	420	84	90	\$370k
\$500k-\$750k	36	27	40	39	42	27	43	\$687k
\$750k-\$1m	239	139	52	41	37	34	57	\$900k
\$1m-\$1.25m	217	150	43	41	45	39	62	\$1.2m
\$1.25m-\$1.5m	253	149	51	55	52	42	67	\$1.4m
\$1.5m-\$2m	363	163	67	64	67	62	100	\$1.7m
\$2m-\$4m	552	141	117	124	110	113	146	\$2.8m
\$4m-\$6m	178	31	172	220	268	212	-	\$4.9m
\$6m+	256	20	384	338	361	422	-	\$9.6m

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		MEDIAN ACTIVE LIST PRICE
						1-YEAR AGO	2-YEARS AGO	
<b>11/21/2024</b>								
All of O.C.	3,358	1,363	74	72	69	59	81	\$1.4m
\$0-\$500k	233	114	61	57	49	43	68	\$400k
\$500k-\$750k	366	204	54	52	54	40	59	\$645k
\$750k-\$1m	526	264	60	53	46	38	68	\$899k
\$1m-\$1.25m	325	209	47	50	52	44	68	\$1.2m
\$1.25m-\$1.5m	346	181	57	62	57	44	73	\$1.4m
\$1.5m-\$2m	466	153	124	73	76	68	99	\$2.8m
\$2m-\$4m	633	183	76	123	113	115	144	\$1.7m
\$4m-\$6m	200	33	182	217	240	240	248	\$4.9m
\$6m+	263	22	359	322	346	444	527	\$9.5m

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

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

# ORANGE COUNTY SOLD REPORT

ORANGE COUNTY CITIES	UNITS SOLD OCT 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 OCT 2023
Aliso Viejo	29	\$895,000	\$895,000	100%	\$510k	\$3.2m	1392	\$643	27	21
Anaheim	99	\$880,000	\$880,000	100%	\$255k	\$1.7m	1459	\$603	14	88
Anaheim Hills	30	\$1,262,500	\$1,262,500	100%	\$660k	\$1.9m	2207	\$572	26	34
Brea	22	\$1,173,500	\$1,173,500	100%	\$628k	\$3.5m	2096	\$560	19	18
Buena Park	38	\$865,000	\$865,000	100%	\$519k	\$1.6m	1333	\$649	21	31
Corona Del Mar	15	\$4,495,000	\$4,495,000	100%	\$2.4m	\$10.0m	2482	\$1,811	65	16
Costa Mesa	62	\$1,375,000	\$1,385,000	100%	\$699k	\$4.2m	1812	\$759	19	44
Coto De Caza	8	\$2,619,000	\$2,619,000	100%	\$995k	\$4.9m	3958	\$662	35	10
Cypress	23	\$899,000	\$899,000	100%	\$510k	\$1.4m	1587	\$566	19	20
Dana Point	28	\$2,040,000	\$2,040,000	99%	\$750k	\$27.9m	1842	\$1,107	21	23
Dove Canyon	4	\$1,844,450	\$1,844,450	100%	\$1.3m	\$2.4m	2968	\$621	15	5
Foothill Ranch	7	\$807,500	\$807,500	100%	\$599k	\$1.5m	1371	\$589	21	8
Fountain Valley	31	\$1,299,999	\$1,299,999	101%	\$450k	\$2.4m	1735	\$749	21	27
Fullerton	66	\$919,950	\$919,950	101%	\$430k	\$3.0m	1509	\$610	14	58
Garden Grove	71	\$910,000	\$888,000	101%	\$439k	\$1.5m	1349	\$675	13	42
Huntington Beach	149	\$1,300,500	\$1,300,000	100%	\$215k	\$4.5m	1680	\$774	22	137
Irvine	171	\$1,698,000	\$1,720,000	100%	\$550k	\$10.0m	2032	\$836	26	162
La Habra	27	\$899,999	\$899,999	100%	\$410k	\$1.9m	1585	\$568	14	30
La Palma	3	\$1,275,000	\$1,275,000	100%	\$1.2m	\$1.4m	2128	\$599	36	12
Ladera Ranch	17	\$1,125,000	\$1,149,900	100%	\$600k	\$3.9m	1736	\$648	24	17
Laguna Beach	23	\$3,200,000	\$3,200,000	100%	\$995k	\$15.0m	2280	\$1,404	78	17
Laguna Hills	27	\$1,349,000	\$1,349,000	100%	\$499k	\$3.4m	1781	\$757	9	26
Laguna Niguel	50	\$1,200,000	\$1,174,000	100%	\$428k	\$5.9m	1508	\$796	28	53
Laguna Woods	51	\$414,000	\$414,000	100%	\$32k	\$1.9m	1040	\$398	36	68
Lake Forest	43	\$1,125,000	\$1,149,000	100%	\$429k	\$2.8m	1566	\$718	24	32
Los Alamitos	8	\$1,449,500	\$1,449,500	100%	\$780k	\$2.0m	1812	\$800	16	6
Mission Viejo	70	\$1,055,200	\$1,050,000	100%	\$525k	\$2.1m	1506	\$701	24	67
Newport Beach	53	\$2,995,000	\$2,995,000	99%	\$799k	\$15.5m	2160	\$1,387	33	56
Newport Coast	11	\$7,125,000	\$7,125,000	100%	\$2.4m	\$20.0m	4400	\$1,619	36	9
North Tustin	12	\$1,999,500	\$2,024,500	100%	\$940k	\$3.0m	2781	\$719	20	8
Orange	91	\$1,125,000	\$1,125,000	100%	\$130k	\$3.7m	1721	\$654	21	66
Placentia	38	\$1,019,950	\$1,019,950	100%	\$440k	\$1.6m	1595	\$639	33	33
Portola Hills	6	\$1,291,250	\$1,291,250	100%	\$550k	\$2.2m	2151	\$600	10	5
Rancho Mission Viejo	27	\$1,249,000	\$1,249,000	100%	\$640k	\$2.1m	1753	\$712	41	16
Rancho Santa Marg.	28	\$997,500	\$997,500	100%	\$575k	\$2.0m	1485	\$672	22	24
Rossmoor	4	\$1,696,950	\$1,696,950	100%	\$1.6m	\$1.9m	1759	\$965	53	7
San Clemente	55	\$1,599,990	\$1,599,990	99%	\$490k	\$5.0m	2045	\$782	28	44
San Juan	28	\$1,250,000	\$1,250,000	100%	\$627k	\$4.3m	2125	\$588	25	28
Santa Ana	82	\$832,500	\$832,500	100%	\$305k	\$2.3m	1156	\$720	21	69
Seal Beach	50	\$439,500	\$439,500	100%	\$225k	\$2.8m	1000	\$440	27	49
Stanton	14	\$700,000	\$700,000	100%	\$199k	\$920k	1206	\$580	10	6
Talega	14	\$1,639,000	\$1,639,000	100%	\$780k	\$2.8m	2331	\$703	33	10
Tustin	44	\$1,250,000	\$1,244,500	100%	\$590k	\$3.0m	1748	\$715	24	31
Villa Park	7	\$1,950,000	\$1,950,000	100%	\$1.4m	\$3.8m	3145	\$620	18	5
Westminster	32	\$1,092,000	\$1,092,000	101%	\$513k	\$1.6m	1571	\$695	21	23
Yorba Linda	59	\$1,390,000	\$1,390,000	100%	\$399k	\$5.8m	2038	\$682	20	41
All of O.C.	1,842	\$1,150,000	\$1,149,999	100%	\$32k	\$27.9m	1640	\$701	22	1,632
\$0-\$500k	121	\$399,000	\$399,000	100%	\$32k	\$500k	819	\$487	29	128
\$500k-\$750k	263	\$650,000	\$649,900	100%	\$502k	\$750k	1078	\$603	17	261
\$750k-\$1m	397	\$896,999	\$895,000	100%	\$755k	\$1.0m	1390	\$645	17	379
\$1m-\$1.25m	293	\$1,150,000	\$1,150,000	100%	\$1.0m	\$1.3m	1694	\$679	21	269
\$1.25m-\$1.5m	248	\$1,382,000	\$1,372,500	100%	\$1.3m	\$1.5m	1983	\$697	21	181
\$1.5m-\$2m	222	\$1,725,000	\$1,720,000	100%	\$1.5m	\$2.0m	2457	\$702	26	204
\$2m-\$3m	171	\$2,448,000	\$2,448,000	100%	\$2.0m	\$3.0m	2840	\$862	34	124
\$3m-\$4m	53	\$3,488,000	\$3,495,000	100%	\$3.0m	\$4.0m	3380	\$1,032	20	40
\$4m-\$6m	46	\$4,647,500	\$4,660,000	99%	\$4.0m	\$6.0m	3421	\$1,359	59	23
\$6m+	28	\$8,074,000	\$8,074,000	100%	\$6.2m	\$27.9m	4054	\$1,992	45	23

# ORANGE COUNTY FORECLOSURE REPORT

ORANGE COUNTY CITIES		NUMBER OF FORECLOSURES & SHORT SALE ACTIVES		% OF ACTIVE INVENTORY	ORANGE COUNTY CITIES		NUMBER OF FORECLOSURES & SHORT SALE ACTIVES		% OF ACTIVE INVENTORY
11/21/2024		CURRENT ACTIVES		% OF ACTIVE INVENTORY	ATTACHED		CURRENT ACTIVES		% OF ACTIVE INVENTORY
Aliso Viejo	30	0	0.0%		All of O.C.	1,239	0	0.0%	
Anaheim	152	0	0.0%		\$0-\$500k	208	0	0.0%	
Anaheim Hills	56	1	1.8%		\$500k-\$750k	330	0	0.0%	
Brea	33	0	0.0%		\$750k-\$1m	287	0	0.0%	
Buena Park	49	0	0.0%		\$1m-\$2m	304	0	0.0%	
Corona Del Mar	89	0	0.0%		\$2m+	110	0	0.0%	
Costa Mesa	69	0	0.0%						
Coto De Caza	36	1	2.8%						
Cypress	27	0	0.0%						
Dana Point	114	0	0.0%						
Dove Canyon	4	0	0.0%						
Foothill Ranch	14	0	0.0%						
Fountain Valley	33	0	0.0%						
Fullerton	100	0	0.0%						
Garden Grove	85	0	0.0%						
Huntington Beach	234	0	0.0%						
Irvine	389	0	0.0%						
La Habra	43	0	0.0%						
La Palma	6	0	0.0%						
Ladera Ranch	32	0	0.0%						
Laguna Beach	165	0	0.0%						
Laguna Hills	27	0	0.0%						
Laguna Niguel	112	0	0.0%						
Laguna Woods	115	0	0.0%						
Lake Forest	81	0	0.0%						
Los Alamitos	9	0	0.0%						
Mission Viejo	118	0	0.0%						
Newport Beach	185	0	0.0%						
Newport Coast	46	0	0.0%						
North Tustin	24	0	0.0%						
Orange	100	0	0.0%						
Placentia	38	0	0.0%						
Portola Hills	5	0	0.0%						
Rancho Mission Viejo	47	0	0.0%						
Rancho Santa Marg.	38	0	0.0%						
Rossmoor	8	0	0.0%						
San Clemente	112	1	0.9%						
San Juan	52	0	0.0%						
Santa Ana	145	2	1.4%						
Seal Beach	72	0	0.0%						
Stanton	10	0	0.0%						
Talega	22	0	0.0%						
Tustin	42	0	0.0%						
Villa Park	26	0	0.0%						
Westminster	27	0	0.0%						
Yorba Linda	86	0	0.0%						
All of O.C.	3,358	6	0.2%						
<b>ORANGE COUNTY DISTRESSED BREAKDOWN</b>									
	CURRENT ACTIVES	PENDINGS (LAST 30 DAYS)	MARKET TIME (IN DAYS)						
Total Foreclosures	4	3	40						
Total Short Sale	2	1	60						

# 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
11/21/2024							
Los Angeles County	11,508	3,440	100	101	97	85	102
Orange County	3,358	1,363	74	72	69	59	81
Riverside County	7,432	1,867	119	117	102	90	114
San Bernardino County	5,239	1,385	113	111	113	97	118
San Diego County	4,558	1,605	85	87	82	67	80
Ventura County	986	429	69	68	64	59	76
<b>SOCAL TOTALS</b>	<b>33,081</b>	<b>10,089</b>	<b>98</b>	<b>93</b>	<b>88</b>	<b>76</b>	<b>95</b>

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
11/21/2024							
Los Angeles County	94	25	113	98	78	138	148
Orange County	6	4	45	135	210	240	120
Riverside County	51	18	85	56	68	82	87
San Bernardino County	55	21	79	89	96	88	75
San Diego County	17	6	85	180	47	38	77
Ventura County	4	4	30	53	80	40	90
<b>SOCAL TOTALS</b>	<b>227</b>	<b>78</b>	<b>87</b>	<b>102</b>	<b>96</b>	<b>104</b>	<b>100</b>

# 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
11/21/2024							
Bay Area	7,982	3,443	70	73	73	70	75
Clark County - Las Vegas	7,743	2,102	111	108	109	95	161
Maricopa County - Phoenix	16,709	4,300	117	116	106	98	119
Southern California	33,081	10,089	98	93	88	76	95
<b>ALL MARKETS TOTAL</b>	<b>65,515</b>	<b>19,934</b>	<b>99</b>	<b>97</b>	<b>94</b>	<b>85</b>	<b>113</b>

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
11/21/2024							
Bay Area	98	32	92	104	92	89	96
Clark County - Las Vegas	61	19	96	44	50	46	200
Maricopa County - Phoenix	70	31	68	70	62	51	165
Southern California	227	78	87	102	96	104	100
<b>ALL MARKETS TOTAL</b>	<b>456</b>	<b>160</b>	<b>86</b>	<b>80</b>	<b>75</b>	<b>73</b>	<b>140</b>