

A FROSTY AUTUMN

WRITTEN BY
STEVEN THOMAS

HOUSING HAS BEEN SLOWING THROUGH BOTH THE SPRING AND SUMMER MARKETS, YET THE SLOWDOWN HAS PICKED UP ITS PACE SINCE TRANSITIONING TO THE AUTUMN MARKET.



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HOUSING IS SLOWING

THE ORANGE COUNTY HOUSING MARKET HAS DOWNSHIFTED CONSIDERABLY SINCE MARCH.

Returning to their classrooms, kids are adjusting to their busy school calendars. Fall youth sports have also resumed with their demanding practice and game schedules. Upon entering the local grocery store, boxes of bright orange pumpkins adorn the entrance. Coffee shops are busy making their most popular seasonal latte, Pumpkin Spice. The sun is setting earlier and earlier by the day. That's right, Autumn has arrived. It may not officially start until Sunday, September 22nd, but all the signs are here.

These changes also indicate that the start of the housing Autumn Market has arrived. The Autumn Market begins the moment kids go back to school at the end of August, a bit earlier than the fall equinox, and ends a week before Thanksgiving, the start of the Holiday Market. The best time of the year for housing is during the Spring Market. That is when buyer demand reaches a peak. Many people, especially families with children in school, prefer to isolate their home during the spring and close during the summer while the kids are on break. The inventory rises during the spring as well.

The second best time of the year for the housing market is the Summer Market. The market slows a bit due to all the distractions, including family vacations, summer camps, the beach, the community pool, and amusement parks. There is still plenty of demand, yet it is slowly declining. The inventory normally rises until it finds its peak between July and August and then gradually falls.

During the Autumn Market, the "prime time" season for real estate is now in the rearview mirror. Housing transitions to a slower time of the year. Typically, the inventory and demand decrease slightly at a very similar rate, and the Expected Market Time (the time between hammering in the FOR-SALE sign to becoming a pending sale) does not change much.

Typical Autumn Market

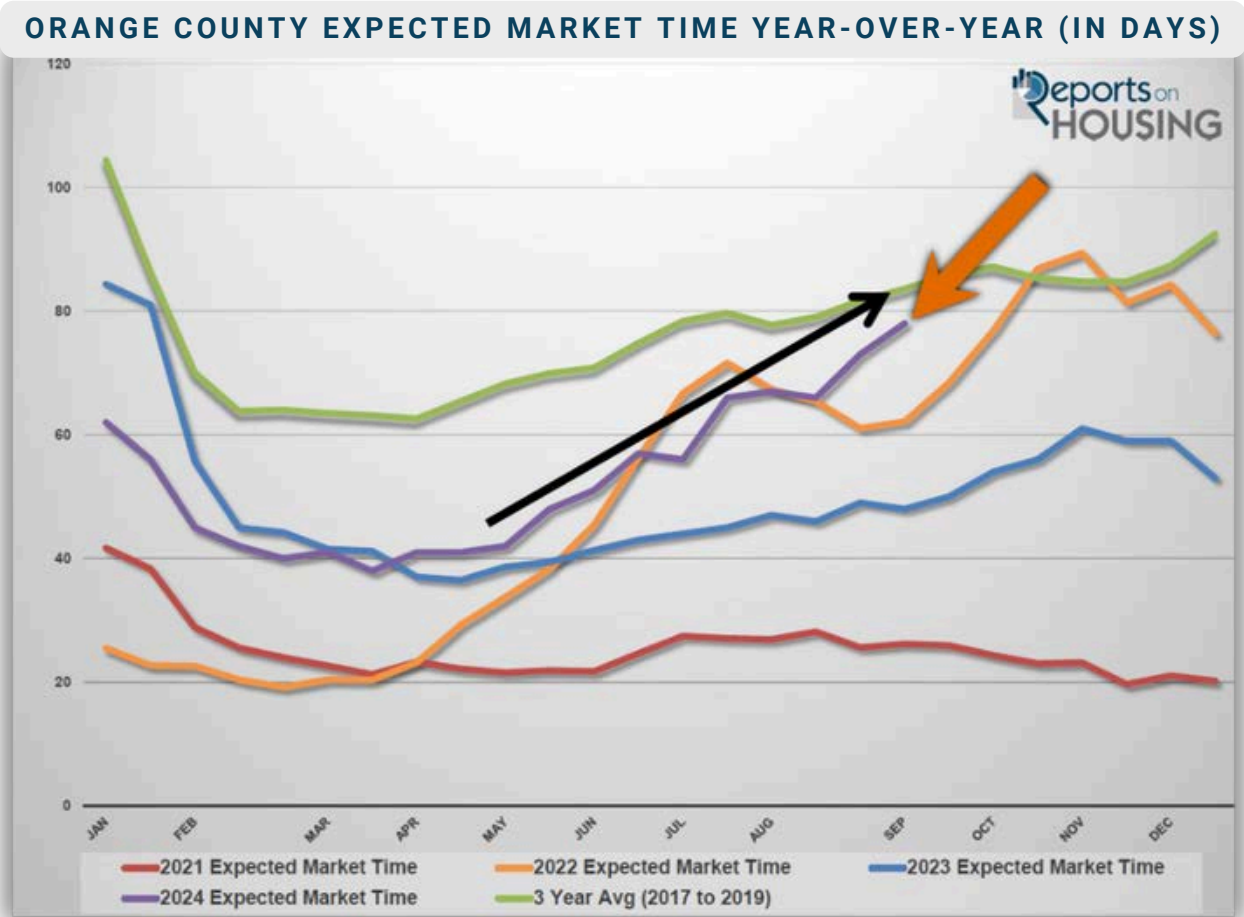
Supply	Demand	Market Time
Decreases Slightly 	Decreases Slightly 	Does Not Change Much 

2024 Autumn Market

Supply	Demand	Market Time
Increasing Slightly 	Decreasing Slightly 	Increasing Steadily 

This year has not been typical at all. Since peaking in May with 1,759 pending sales, demand (a snapshot of the number of new pending sales over the prior month) has dropped to 1,413, shedding 346 pending sales or 20%. On the other hand, the active inventory has been on the rise all year. Since May's 2,470 home level, the inventory has

grown to 3,695, up a stunning 50% or 1,225 additional homes. With the supply of homes rising and demand falling, the Expected Market Time has grown from 42 days in May to 78 days today.



What is occurring is that more homeowners are opting to sell this year, and they are accumulating over time. The extra sellers are competing against a dwindling buyer pool; thus, the market has been decelerating. Ask anyone within the real estate trenches, and they will attest to the downshift in the market and the fact that it is taking longer to secure a sale.

Since the start of the Autumn Market about four weeks ago, the Orange County housing market has been rapidly cooling. The inventory has climbed from 3,490 in mid-August to 3,695 today, increasing by 205 homes or 6%. Demand has decreased from 1,594 to 1,413 pending sales, down 181 or 11%. The Expected Market Time has risen from 66 to 78 days in the past month alone. That is quite a jump when it typically is flat during this time of year. It is the highest mid-September reading since 2019, five years ago.

This market slowdown comes when rates have been declining, improving affordability and allowing more buyers to enter the market. Rates eclipsed 7.5% in April and bounced around 7% from May through July. It was not until August, when the job market showed signs of cooling, signaling future Federal Reserve rate cuts starting this month, that mortgage rates began to fall materially. According to Mortgage News Daily, they have plunged from 6.9% at the end of July to 6.12% today, knocking on the door of rates dropping below 6% for the first time since August 2022, over two years ago.

This is the most buyer-friendly Orange County housing market in years. With lower rates and pressure for them to continue to decline, a rising inventory, and falling demand, meaning less buyer competition, right now is a great time to be a buyer.

ATTENTION BUYERS: Do not wait for prices to plunge before purchasing. Buyers who attempt to time the market end up regretting the delay and often get burned. Since rates are forecasted to continue to fall with a cooling economy, more buyer demand is on the horizon. Rates have only plunged recently, starting at the tail end of the Summer Market. Improved affordability did not align with real estate's busiest time of the year. Yet, it will line up much better with the 2025 market, and housing will be hotter with tremendous competition and rising values.

ATTENTION SELLERS: Today's market requires a meticulous, cautious approach to pricing. Overprice and it will result in wasted market time and an unsuccessful outcome. Homes that are in excellent condition, attractively upgraded, recently updated, and ready for an immediate move-in will attract the most attention and will sell the fastest as long as they are appropriately priced. Competition among sellers has been on the rise, demanding careful pricing and for many to sharpen their pencils.

It will be a frosty Autumn Market, much cooler than usual. Buyers and sellers should plan accordingly.

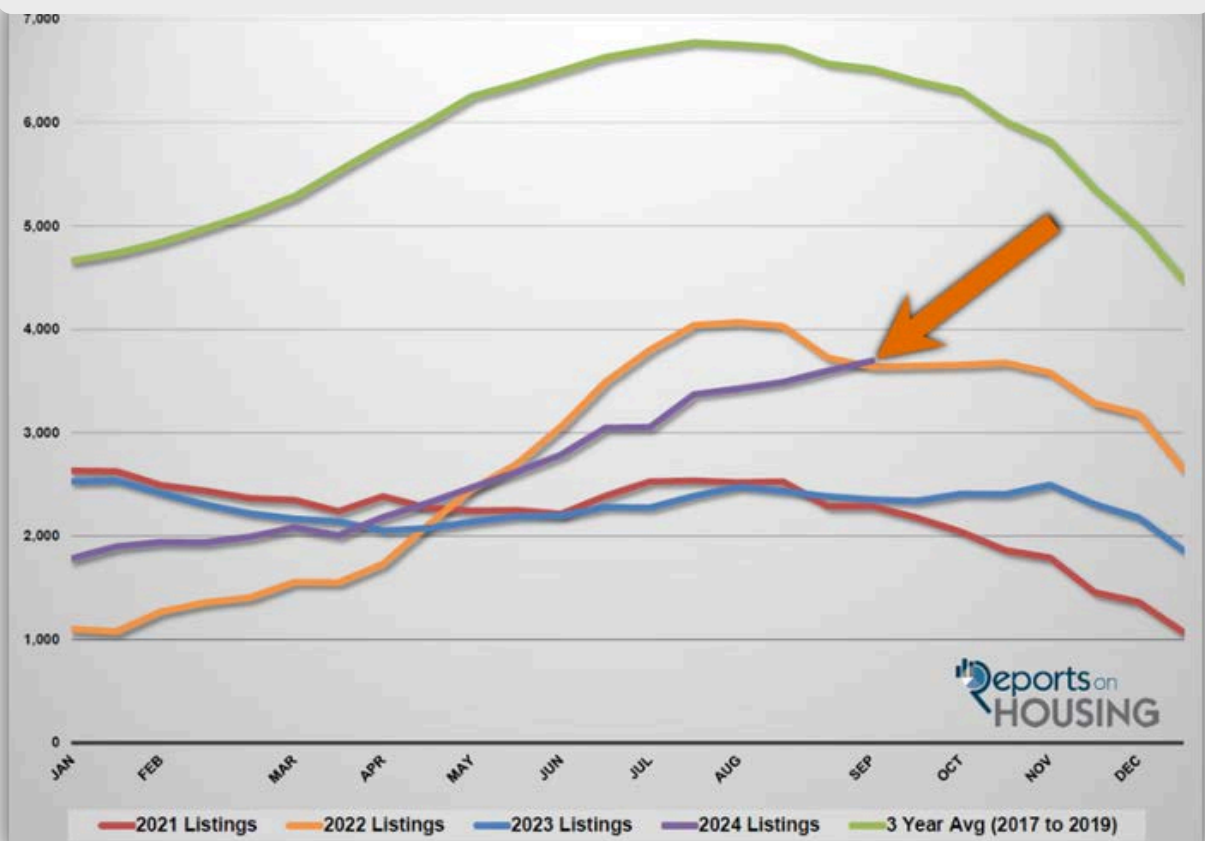
ACTIVE LISTINGS

THE ACTIVE INVENTORY INCREASED BY 3% IN THE PAST COUPLE OF WEEKS.



The active listing inventory increased by 96 homes in the past two weeks, up 3%, and now sits at 3,695, its highest level since September 2022. Typically occurring between July and August, the Orange County peak is past due. Even though homeowners have been "hunkering down," unwilling to move due to their current underlying, locked-in, low fixed-rate mortgages (31% fewer sellers in August compared to the 3-year average before COVID from 2017 to 2019), there were 300 **more** homes that came on the market this August compared

ORANGE COUNTY ACTIVE LISTING INVENTORY YEAR OVER YEAR



to August 2023. This has been true for every month in 2024. So far this year, it has amounted to 2,695 extra FOR-SALE signs, up 16% in a year. These extra sellers have faced nearly identical year-over-year demand, resulting in a considerable rise in the inventory. The peak will continue to be delayed, and the market slowdown will persist until demand picks up due to falling rates.

Last year, the inventory was 2,353 homes, **36% lower, or 1,342 fewer**. The 3-year average before COVID (2017 through 2019) was 6,520, an additional 2,825 homes, or 76% more. This difference has been diminishing as the year progressed.

DEMAND

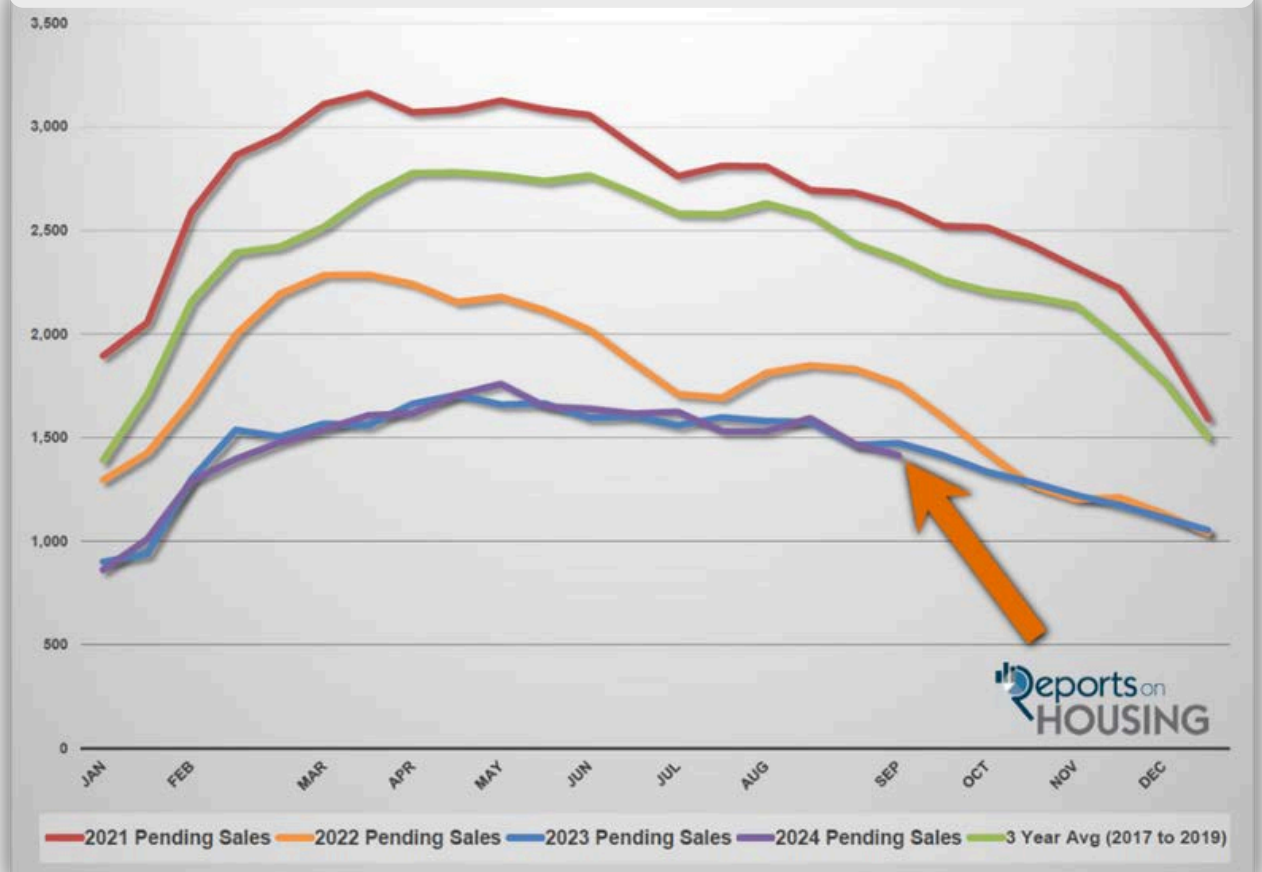
DEMAND DECLINED BY 4% IN THE PAST COUPLE OF WEEKS.



Demand, a snapshot of the number of new pending sales over the prior month, declined from 1,470 to 1,413 in the past couple of weeks, down 57 pending sales, or 4%, its lowest level since February. Affordability continues to improve, as does a buyer's purchasing power, but it has not yet translated to an increase in demand. The current more affordable mortgage rate levels are coming too late in the year to impact the housing market adequately. Nonetheless, as more buyers take notice and rates drop, more buyers will eventually start searching for a home. Rates are down and projected to fall further, and there are more homes to choose from than any other time in the past couple of years. Carefully watch the coming demand readings as they may rise as soon as the Federal Reserve starts its cutting cycle later this week with more cuts to come.

As the Federal Reserve has indicated, watching all economic releases for signs of slowing is essential. These releases can potentially move mortgage rates higher or lower, depending on how they stack up compared to market expectations. It is a busy week with the Census Bureau releasing retail sales tomorrow and the Federal Reserve's press conference on

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

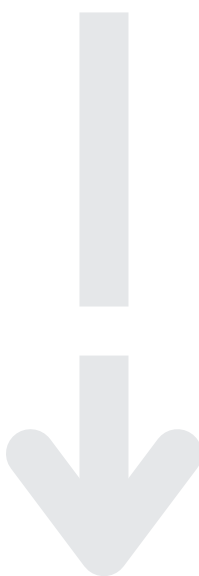


Wednesday to announce the beginning of rate cuts, the size of the cut, and a forecast for future cuts this year and into 2025. These releases have a strong potential to move mortgage rates.

Last year, demand was 1,474, up **61 pending sales or 4%**. The 3-year average before COVID (2017 to 2019) was 2,363 pending sales, **67% more than today, or an additional 950**.

With supply rising and demand falling, the Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) increased from 73 to 78 days in the past couple of weeks, its highest level since January 2023. Last year, it was 48 days, considerably faster than today. The 3-year average before COVID was 84 days, slightly slower than today.

ORANGE COUNTY LUXURY END REPORT



LUXURY END

THE LUXURY MARKET IMPROVED SLIGHTLY 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 1,225 to 1,198 homes, down 27 or 2%. Luxury demand increased by three pending sales, up 1%, and now sits at 239. With supply falling and demand rising, the Expected Market Time for luxury homes priced above \$2 million decreased from 156 to 150 days, identical to four weeks ago. Nonetheless, at 150 days, the luxury market is far from instant, especially in the even higher luxury price ranges.

Year over year, the active luxury inventory is up by 400 homes or 50%, and luxury demand is up by 56 pending sales or 31%. Last year's Expected Market Time was 131 days, a bit faster than today.

In the past two weeks, the expected market time for homes priced between \$2 million and \$4 million increased from 110 to 111 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 351 to 257 days. For homes priced above \$6 million, the Expected Market Time decreased from 329 to 295 days. At 295 days, a seller would be looking at placing their home into escrow around **July 2025**.

ORANGE COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0-\$750k 	50 Days	16%	25%	30 Days
\$750k-\$1m 	54 Days	15%	21%	33 Days
\$1m-\$1.25m 	62 Days	11%	14%	35 Days
\$1.25m-\$1.5m 	75 Days	11%	12%	40 Days
\$1.5m-\$2m 	103 Days	15%	11%	55 Days
\$2m-\$4m 	111 Days	18%	13%	98 Days
\$4m-\$6m 	257 Days	6%	2%	181 Days
\$6m+ 	295 Days	8%	2%	247 Days

ORANGE COUNTY HOUSING SUMMARY

- The active listing inventory in the past couple of weeks increased by 96 homes, up 3%, and now sits at 3,695, its highest level since September 2022. In August, 31% fewer homes came on the market compared to the 3-year average before COVID (2017 to 2019), 1,083 less. Yet, 300 more sellers came on the market this August compared to August 2023. Last year, there were 2,353 homes on the market, **1,342 fewer homes, or 36% less**. The 3-year average before COVID (2017 to 2019) was 6,520, or 76% extra.
- Demand, the number of pending sales over the prior month, decreased by 57 pending sales in the past two weeks, down 4%, and now totals 1,413, its lowest level since February. Last year, there were 1,474 pending sales, **3% more**. The 3-year average before COVID (2017 to 2019) was 2,363, or **67% more**.
- With supply rising and demand falling, the Expected Market Time, the number of days to sell all Orange County listings at the current buying pace, increased from 73 to 78 days in the past couple of weeks, its highest level since January 2023. It was 48 days last year, faster than today. The 3-year average before COVID (2017 to 2019) was 84 days, a bit slower than today.
- In the past two weeks, the Expected Market Time for homes priced below \$750,000 increased from 48 to 50 days. This range represents 16% of the active inventory and 25% of demand.
- The Expected Market Time for homes priced between \$750,000 and \$1 million increased from 45 to 54 days. This range represents 15% of the active inventory and 21% of demand.
- The Expected Market Time for homes priced between \$1 million and \$1.25 million remained unchanged at 62 days. This range represents 11% of the active inventory and 14% of demand.
- The Expected Market Time for homes priced between \$1.25 million and \$1.5 million increased from 66 to 75 days. This range represents 11% of the active inventory and 12% of demand.
- The Expected Market Time for homes priced between \$1.5 million and \$2 million increased from 87 to 103 days. This range represents 15% 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 increased from 110 to 111 days. For homes priced between \$4 million and \$6 million, the Expected Market Time decreased from 351 to 257 days. For homes priced above \$6 million, the Expected Market Time decreased from 329 to 295 days.
- The luxury end, all homes above \$2 million, account for 32% of the inventory and 17% of demand.
- Distressed homes, both short sales and foreclosures combined, comprised only 0.2% of all listings and 0.2% of demand. Only six foreclosures and one short sale are available today in Orange County, with seven total distressed homes on the active market, down two from two weeks ago. Last year, four distressed homes were on the market, similar to today.
- There were 1,877 closed residential resales in August, down 5% compared to July 2023's 1,979 and down 8% from July 2024. The sales-to-list price ratio was 99.0% 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
9/12/2024								
Aliso Viejo	42	23	55	46	28	27	50	\$915k
Anaheim	163	91	54	48	41	47	49	\$920k
Anaheim Hills	52	18	87	54	45	45	71	\$1.4m
Brea	33	23	43	47	31	39	63	\$1.2m
Buena Park	57	20	86	49	62	25	64	\$949k
Corona Del Mar	84	12	210	210	158	123	215	\$5.3m
Costa Mesa	101	33	92	76	63	55	61	\$1.6m
Coto De Caza	36	11	98	93	167	58	93	\$3.2m
Cypress	28	8	105	66	30	29	35	\$1.0m
Dana Point	113	31	109	132	121	126	76	\$3.6m
Dove Canyon	6	2	90	40	90	80	83	\$1.5m
Foothill Ranch	14	6	70	40	60	30	56	\$1.2m
Fountain Valley	27	22	37	43	66	30	46	\$1.4m
Fullerton	112	49	69	53	66	40	65	\$1.1m
Garden Grove	87	41	64	62	42	47	64	\$988k
Huntington Beach	254	95	80	73	61	57	61	\$1.6m
Irvine	432	116	112	114	91	41	69	\$1.9m
La Habra	35	35	30	34	47	36	51	\$825k
La Palma	7	4	53	68	30	34	75	\$1.3m
Ladera Ranch	29	11	79	65	35	23	54	\$1.4m
Laguna Beach	171	20	257	251	189	165	178	\$4.2m
Laguna Hills	42	21	60	51	66	46	48	\$1.6m
Laguna Niguel	119	38	94	98	76	46	64	\$1.7m
Laguna Woods	84	59	43	39	39	29	50	\$412k
Lake Forest	64	37	52	53	42	25	58	\$1.2m
Los Alamitos	12	9	40	50	36	50	100	\$1.7m
Mission Viejo	133	49	81	66	48	27	54	\$1.1m
Newport Beach	215	32	202	203	157	112	142	\$4.5m
Newport Coast	44	10	132	125	184	144	115	\$11.8m
North Tustin	31	6	155	72	105	44	117	\$2.3m
Orange	132	59	67	70	47	49	45	\$1.3m
Placentia	47	29	49	58	67	25	41	\$935k
Portola Hills	5	6	25	48	68	36	90	\$1.8m
Rancho Mission Viejo	55	19	87	71	82	53	69	\$1.2m
Rancho Santa Marg.	50	19	79	59	33	46	50	\$1.1m
Rossmoor	9	2	135	30	42	26	75	\$1.8m
San Clemente	145	52	84	93	102	81	70	\$2.1m
San Juan	73	27	81	78	84	50	57	\$2.2m
Santa Ana	151	62	73	55	61	40	55	\$840k
Seal Beach	98	55	53	68	58	38	41	\$434k
Stanton	17	11	46	32	26	30	94	\$640k
Talega	29	14	62	98	188	47	80	\$2.1m
Tustin	52	39	40	47	46	24	43	\$1.3m
Villa Park	21	4	158	120	102	25	70	\$2.9m
Westminster	40	20	60	73	100	30	59	\$1.1m
Yorba Linda	93	59	47	53	42	39	71	\$1.4m
All of O.C.	3,695	1,413	78	73	66	48	62	\$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
9/12/2024								
All of O.C.	1,305	563	70	62	58	43	59	\$850k
\$0-\$500k	213	121	53	48	52	30	37	\$400k
\$500k-\$750k	324	190	51	48	46	32	47	\$635k
\$750k-\$1m	286	127	68	51	49	44	68	\$876k
\$1m-\$2m	351	106	99	99	71	64	-	\$1.3m
\$2m+	131	19	207	151	166	225	-	\$3.0m

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
9/12/2024								
All of O.C.	2,390	850	84	81	71	51	64	\$1.9m
\$0-\$500k	19	6	95	102	102	68	105	\$320k
\$500k-\$750k	33	34	29	37	39	17	42	\$700k
\$750k-\$1m	253	172	44	39	33	25	45	\$919k
\$1m-\$1.25m	267	159	50	54	36	30	46	\$1.2m
\$1.25m-\$1.5m	303	128	71	61	50	37	56	\$1.4m
\$1.5m-\$2m	448	131	103	78	73	51	81	\$1.8m
\$2m-\$4m	579	167	104	108	104	89	103	\$2.7m
\$4m-\$6m	206	23	269	358	190	179	-	\$4.9m
\$6m+	282	30	282	317	535	237	-	\$9.4m

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
9/12/2024								
All of O.C.	3,695	1,413	78	73	66	48	62	\$1.5m
\$0-\$500k	232	127	55	50	54	31	39	\$399k
\$500k-\$750k	357	224	48	47	46	29	46	\$639k
\$750k-\$1m	539	299	54	45	40	33	51	\$899k
\$1m-\$1.25m	411	200	62	62	42	35	54	\$1.2m
\$1.25m-\$1.5m	410	165	75	66	55	40	62	\$1.4m
\$1.5m-\$2m	548	159	103	87	76	55	85	\$1.8m
\$2m-\$4m	680	183	111	110	108	98	113	\$2.7m
\$4m-\$6m	223	26	257	351	194	181	350	\$4.8m
\$6m+	295	30	295	329	527	247	204	\$9.2m

*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 AUG 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 AUG 2023
Aliso Viejo	40	\$905,000	\$895,000	101%	\$630k	\$2.5m	1420	\$637	13	39
Anaheim	120	\$861,500	\$849,950	101%	\$492k	\$1.5m	1408	\$612	13	115
Anaheim Hills	37	\$1,165,000	\$1,150,000	99%	\$549k	\$4.4m	2178	\$535	11	38
Brea	24	\$1,190,000	\$1,097,500	107%	\$665k	\$2.2m	2056	\$579	10	24
Buena Park	38	\$895,000	\$897,000	100%	\$585k	\$2.6m	1415	\$633	10	29
Corona Del Mar	15	\$4,500,000	\$4,495,000	94%	\$1.3m	\$10.1m	1911	\$2,355	44	22
Costa Mesa	48	\$1,300,000	\$1,312,500	99%	\$670k	\$4.7m	1527	\$851	10	52
Coto De Caza	15	\$2,250,000	\$2,495,000	97%	\$1.1m	\$4.0m	3710	\$606	27	19
Cypress	23	\$1,050,000	\$1,039,000	101%	\$709k	\$2.0m	1614	\$651	10	37
Dana Point	51	\$1,760,000	\$1,795,000	97%	\$675k	\$10.1m	1943	\$906	23	26
Dove Canyon	4	\$1,542,500	\$1,524,450	99%	\$1.3m	\$2.4m	2582	\$597	16	1
Foothill Ranch	9	\$820,000	\$798,000	100%	\$475k	\$1.6m	1371	\$598	11	8
Fountain Valley	23	\$1,425,000	\$1,329,000	102%	\$738k	\$2.8m	1838	\$775	8	36
Fullerton	61	\$937,000	\$949,999	101%	\$321k	\$3.5m	1676	\$559	10	70
Garden Grove	65	\$853,000	\$860,000	102%	\$400k	\$1.3m	1228	\$695	10	55
Huntington Beach	111	\$1,250,000	\$1,250,000	98%	\$180k	\$5.9m	1670	\$749	11	150
Irvine	179	\$1,500,000	\$1,500,000	100%	\$535k	\$9.8m	1904	\$788	12	211
La Habra	40	\$850,000	\$814,950	101%	\$270k	\$1.3m	1388	\$612	9	31
La Palma	5	\$1,120,000	\$1,100,000	105%	\$1.0m	\$1.3m	2096	\$534	6	5
Ladera Ranch	25	\$1,350,000	\$1,325,000	101%	\$640k	\$2.5m	2134	\$633	7	20
Laguna Beach	23	\$2,500,000	\$2,650,000	96%	\$750k	\$5.4m	1889	\$1,323	44	25
Laguna Hills	29	\$1,275,000	\$1,195,000	102%	\$413k	\$3.3m	1940	\$657	15	25
Laguna Niguel	56	\$1,487,500	\$1,519,500	99%	\$500k	\$4.8m	1925	\$773	18	66
Laguna Woods	57	\$425,000	\$445,000	100%	\$18k	\$1.9m	1080	\$394	15	79
Lake Forest	49	\$1,135,000	\$1,148,000	99%	\$430k	\$2.8m	1725	\$658	18	34
Los Alamitos	9	\$1,315,000	\$1,239,900	102%	\$920k	\$2.5m	1696	\$775	9	5
Mission Viejo	82	\$1,160,000	\$1,182,500	101%	\$525k	\$2.7m	1741	\$666	12	77
Newport Beach	66	\$2,927,500	\$3,147,500	96%	\$655k	\$22.9m	2084	\$1,405	34	61
Newport Coast	8	\$4,450,000	\$4,447,500	93%	\$2.1m	\$10.1m	2961	\$1,503	14	13
North Tustin	12	\$1,955,000	\$1,993,500	98%	\$1.4m	\$3.7m	2547	\$768	8	22
Orange	74	\$1,053,000	\$1,024,750	100%	\$425k	\$5.0m	1605	\$656	13	81
Placentia	30	\$1,100,000	\$999,200	102%	\$530k	\$1.5m	1643	\$670	8	28
Portola Hills	2	\$1,482,500	\$1,496,500	99%	\$1.1m	\$1.9m	2203	\$673	108	4
Rancho Mission Viejo	26	\$929,995	\$932,445	100%	\$585k	\$2.1m	1545	\$602	13	27
Rancho Santa Marg.	39	\$900,000	\$875,000	101%	\$473k	\$1.4m	1427	\$631	13	29
Rosmoor	8	\$2,012,500	\$2,084,000	96%	\$1.5m	\$4.0m	2535	\$794	49	11
San Clemente	58	\$1,684,500	\$1,712,000	98%	\$645k	\$6.2m	2082	\$809	14	60
San Juan	33	\$1,905,000	\$1,700,000	100%	\$525k	\$4.8m	2499	\$762	11	39
Santa Ana	60	\$855,000	\$852,500	101%	\$345k	\$2.0m	1323	\$646	12	64
Seal Beach	36	\$357,000	\$365,000	98%	\$219k	\$2.8m	900	\$397	33	43
Stanton	13	\$710,000	\$698,000	102%	\$560k	\$1.1m	1232	\$576	13	10
Talega	10	\$1,790,000	\$1,810,000	99%	\$1.1m	\$3.4m	2864	\$625	14	9
Tustin	46	\$1,350,000	\$1,322,000	100%	\$515k	\$5.1m	1870	\$722	13	49
Villa Park	7	\$2,100,000	\$2,200,000	98%	\$1.5m	\$5.9m	3661	\$574	50	4
Westminster	20	\$1,105,000	\$1,085,500	103%	\$760k	\$1.7m	1576	\$701	7	23
Yorba Linda	70	\$1,215,000	\$1,214,000	99%	\$529k	\$3.6m	1878	\$647	14	78
All of O.C.	1,877	\$1,157,000	\$1,150,000	99%	\$18k	\$22.9m	1668	\$694	13	1,979
\$0-\$500k	113	\$412,500	\$412,500	99%	\$18k	\$500k	900	\$458	21	142
\$500k-\$750k	273	\$652,000	\$649,900	101%	\$505k	\$750k	1080	\$604	13	300
\$750k-\$1m	380	\$885,000	\$875,000	101%	\$751k	\$1.0m	1379	\$642	11	442
\$1m-\$1.25m	309	\$1,150,000	\$1,125,000	101%	\$1.0m	\$1.3m	1640	\$701	12	339
\$1.25m-\$1.5m	251	\$1,359,000	\$1,350,000	100%	\$1.3m	\$1.5m	1986	\$684	12	234
\$1.5m-\$2m	248	\$1,701,000	\$1,699,944	100%	\$1.5m	\$2.0m	2323	\$732	11	243
\$2m-\$3m	176	\$2,397,000	\$2,399,895	98%	\$2.0m	\$3.0m	2761	\$868	19	147
\$3m-\$4m	63	\$3,430,000	\$3,490,000	97%	\$3.0m	\$4.0m	3348	\$1,024	31	63
\$4m-\$6m	47	\$4,800,000	\$4,995,000	97%	\$4.0m	\$6.0m	3533	\$1,359	37	33
\$6m+	17	\$7,000,000	\$7,980,000	92%	\$6.0m	\$22.9m	4400	\$1,591	33	36

ORANGE COUNTY FORECLOSURE REPORT

ORANGE COUNTY CITIES	CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY
9/12/2024			
Aliso Viejo	42	0	0.0%
Anaheim	163	1	0.6%
Anaheim Hills	52	2	3.8%
Brea	33	0	0.0%
Buena Park	57	1	1.8%
Corona Del Mar	84	0	0.0%
Costa Mesa	101	0	0.0%
Coto De Caza	36	1	2.8%
Cypress	28	0	0.0%
Dana Point	113	0	0.0%
Dove Canyon	6	0	0.0%
Foothill Ranch	14	0	0.0%
Fountain Valley	27	0	0.0%
Fullerton	112	0	0.0%
Garden Grove	87	0	0.0%
Huntington Beach	254	0	0.0%
Irvine	432	0	0.0%
La Habra	35	0	0.0%
La Palma	7	0	0.0%
Ladera Ranch	29	0	0.0%
Laguna Beach	171	1	0.6%
Laguna Hills	42	0	0.0%
Laguna Niguel	119	0	0.0%
Laguna Woods	84	0	0.0%
Lake Forest	64	0	0.0%
Los Alamitos	12	0	0.0%
Mission Viejo	133	0	0.0%
Newport Beach	215	0	0.0%
Newport Coast	44	0	0.0%
North Tustin	31	0	0.0%
Orange	132	0	0.0%
Placentia	47	0	0.0%
Portola Hills	5	0	0.0%
Rancho Mission Viejo	55	0	0.0%
Rancho Santa Marg.	50	0	0.0%
Rossmoor	9	0	0.0%
San Clemente	145	0	0.0%
San Juan	73	0	0.0%
Santa Ana	151	0	0.0%
Seal Beach	98	0	0.0%
Stanton	17	0	0.0%
Talega	29	0	0.0%
Tustin	52	0	0.0%
Villa Park	21	0	0.0%
Westminster	40	0	0.0%
Yorba Linda	93	0	0.0%
All of O.C.	3,695	7	0.2%

ORANGE COUNTY CITIES	CURRENT ACTIVES	NUMBER OF FORECLOSURES & SHORT SALE ACTIVES	% OF ACTIVE INVENTORY
ATTACHED			
All of O.C.	1,305	1	0.1%
\$0-\$500k	213	0	0.0%
\$500k-\$750k	324	0	0.0%
\$750k-\$1m	286	0	0.0%
\$1m-\$2m	351	0	0.0%
\$2m+	131	1	0.8%
DETACHED			
All of O.C.	2,390	6	0.3%
\$0-\$500k	19	0	0.0%
\$500k-\$750k	33	2	6.1%
\$750k-\$1m	253	0	0.0%
\$1m-\$1.25m	267	1	0.4%
\$1.25m-\$1.5m	303	1	0.3%
\$1.5m-\$2m	448	0	0.0%
\$2m-\$4m	579	2	0.3%
\$4m-\$6m	206	0	0.0%
\$6m+	282	0	0.0%
ALL HOMES			
All of O.C.	3,695	7	0.2%
\$0-\$500k	232	0	0.0%
\$500k-\$750k	357	2	0.6%
\$750k-\$1m	539	0	0.0%
\$1m-\$1.25m	411	1	0.2%
\$1.25m-\$1.5m	410	1	0.2%
\$1.5m-\$2m	548	0	0.0%
\$2m-\$4m	680	3	0.4%
\$4m-\$6m	223	0	0.0%
\$6m+	295	0	0.0%
COUNTY HIGH SHARES - ACCOUNT FOR 86%			
Anaheim	163	1	0.6%
Anaheim Hills	52	2	3.8%
Buena Park	57	1	1.8%
Coto De Caza	36	1	2.8%
Laguna Beach	171	1	0.6%

ORANGE COUNTY DISTRESSED BREAKDOWN			
	CURRENT ACTIVES	PENDINGS (LAST 30 DAYS)	MARKET TIME (IN DAYS)
Total Foreclosures	6	3	60
Total Short Sale	1	0	INF.

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
9/12/2024							
Los Angeles County	11,897	3,585	100	91	88	72	79
Orange County	3,695	1,413	78	73	66	48	62
Riverside County	6,351	1,897	100	91	83	70	80
San Bernardino County	5,255	1,530	103	98	98	82	87
San Diego County	4,752	1,691	84	78	73	52	63
Ventura County	1,055	493	64	65	63	50	60
SOCAL TOTALS	33,005	10,609	93	83	79	62	72

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
9/12/2024							
Los Angeles County	83	28	89	148	71	41	63
Orange County	7	3	70	68	60	20	240
Riverside County	43	16	81	113	75	55	93
San Bernardino County	52	7	223	74	71	60	107
San Diego County	18	4	135	53	60	70	49
Ventura County	4	3	40	150	150	15	150
SOCAL TOTALS	207	61	102	101	81	44	117

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
9/12/2024							
Bay Area	9,604	3,598	80	71	69	71	34
Clark County - Las Vegas	7,281	2,257	97	97	89	71	126
Maricopa County - Phoenix	14,214	4,478	95	94	91	63	91
Southern California	33,005	10,609	93	83	79	62	72
ALL MARKETS TOTAL	64,104	20,942	92	86	82	67	81

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
9/12/2024							
Bay Area	87	31	84	78	94	77	60
Clark County - Las Vegas	69	29	71	71	51	53	143
Maricopa County - Phoenix	45	26	52	44	52	43	110
Southern California	207	61	102	101	81	44	117
ALL MARKETS TOTAL	408	147	83	73	70	54	107