

SEPTEMBER 14, 2026 - WRITTEN BY STEVEN THOMAS

THE BUYER'S PLAYBOOK

BUYERS EQUIPPED WITH THE NEWEST HOUSING TRENDS WILL POSSESS A STRATEGIC PLAYBOOK TO EXCEL IN THE REAL ESTATE MARKET.



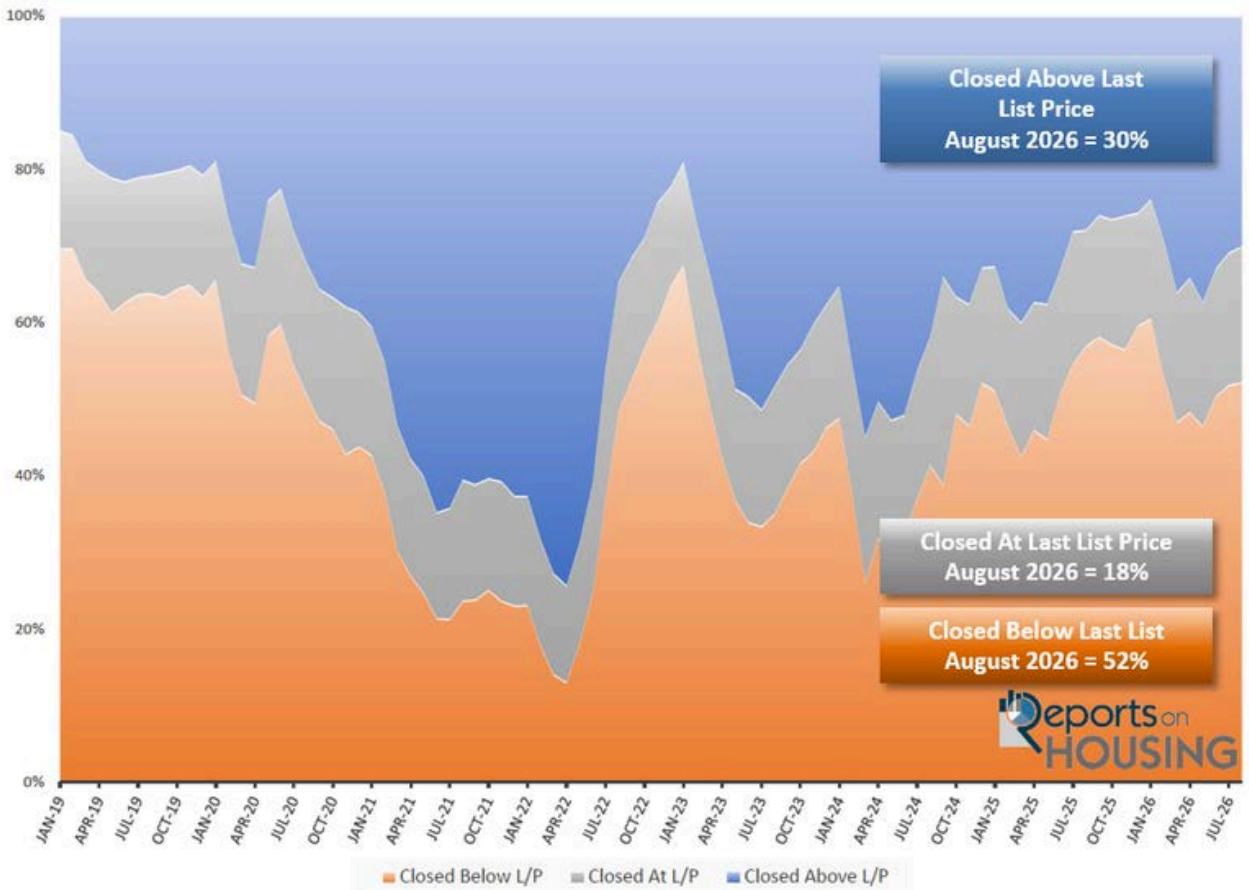
Imagine a football team playing without a coach or a playbook. The players would still need to take the field and compete. However, without insight into their opponent's defense, the game situation, or the overall strategy, they would be at a major disadvantage. Lacking preparation and guidance, they would likely face a crushing defeat.

Many buyers "take the field" without a playbook and without a clear understanding of the latest housing data, trends, and market conditions. Instead, they rely on their own instincts and interpretations of the market. To succeed and ultimately "score" in securing a home, buyers need to understand the facts and carefully consider current data and statistics before making their next play.

- **Sales Price Compared to the List Price: 52% of all closed sales in August sold below the asking price.** That means that 48% sold **at or above** the list price. In April 2022, when the COVID housing market produced a critically low supply and insatiable demand, only 13% of all sales closed below the last list price. Today, the housing market is much healthier, with much more supply and muted demand due to higher mortgage rates, resulting in a slight majority of homes selling below the last list price

ORANGE COUNTY

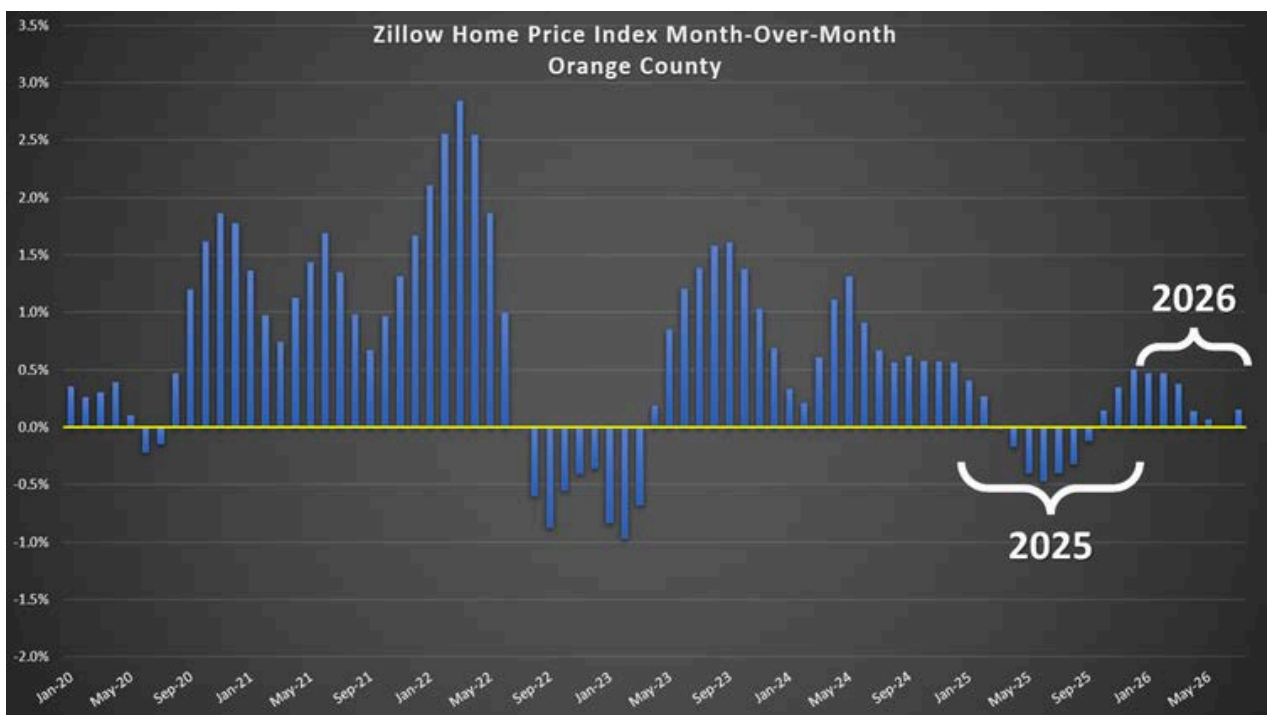
CLOSED VS. LAST LIST PRICE BREAKDOWN (% OF CLOSINGS)



(52%). The median amount shaved off the asking price was \$32,500 after 34 days on the market. Yet, 18% of August closed sales sold at the last list price. The median time on the market was only 9 days. Even more revealing, 30% of sales sold above the asking price, with a median of \$21,000 over and 9 days on the market. **KEY TAKEAWAY: Buyers have to act fast when a home hits the market in excellent condition, nicely**

upgraded, turnkey, and realistically priced. These homes attract plenty of attention, and they sell quickly, often above the asking price.

- **Slight Buyer's Market:** Due to rising mortgage rates, lower demand, and an elevated inventory, negotiations will lean more towards buyers for the remainder of the year. The active inventory is at 4,939 homes, up 4% from last year and the highest level for September since 2019's 6,860. According to Mortgage News Daily, rates were at 5.99% at the end of February and have risen to 7.17% today, the highest reading since January 2025. Higher rates have reduced demand (the number of new pending sales over the prior month) to 1,468, down 8% from last year, when rates were more than 1% lower. The speed of the market, the Expected Market Time (the number of days it takes to sell all listings at the current buying pace), has slowed from 67 days during the spring to 101 days today, its slowest September level since 2011. Last year, it was 90 days. The Zillow Home Price Index has been positive monthly since last October, but is about to dip negative amid lower demand and higher rates. It was negative from March through September in 2025. In 2025, it fell between 0.02% and 0.47%. For a \$1 million home, that is a drop of \$200 to \$4,700, depending on the month. **KEY TAKEAWAY: Prices are sticky, so don't expect plunging home values.** Rapidly falling prices would require a glut of available homes (it peaked at 5,054 a month ago versus 7,601 in 2019 during the housing recovery) and sellers who must sell (most do not have to sell); instead, as in the seven months in 2025, values will only fall slightly each month.



- **The Condominium Market is Slower than Detached:** Due to higher homeowner association fees, special assessments, reserve requirements, and rising insurance premiums, condominiums are taking longer to sell, applying more pressure to values. For attached properties, the supply is up 17% year-over-year, and demand is down 6%. The Expected Market Time is 115 days today, up from 93 days last year. Meanwhile, the detached inventory is down 5% year-over-year, demand is down 9%, and the Expected Market Time is at 92 days (88 days last year), considerably faster than attached. Since April, attached home values have receded by 0.33%. A \$750,000 condominium in April would have dropped to \$747,525 by July. Keep in mind, it had been rising for seven months prior, climbing by 1.5% in that time. Detached homes have risen 0.3% since April and were up 2.6% over the previous seven months. **KEY TAKEAWAY: The condominium market offers more room to negotiate than detached homes.** Nonetheless, condominium values are not plunging, so buyers should not get too

overzealous in negotiations.

Knowing the latest trends gives buyers a playbook for navigating today's market. Before writing an offer, buyers should consider all data unique to that property. How long has it been on the market? Has it been listed before? Has the price changed? What about the condition, location, upgrades, amenities, and property type (detached or attached)? Most importantly, what is the home's **Fair Market Value** based on the most recent comparable and pending sales?

With the right insight and strategy, buyers can build a winning game plan, make a well-informed offer, and ultimately "score" by securing the right home.



ACTIVE LISTINGS

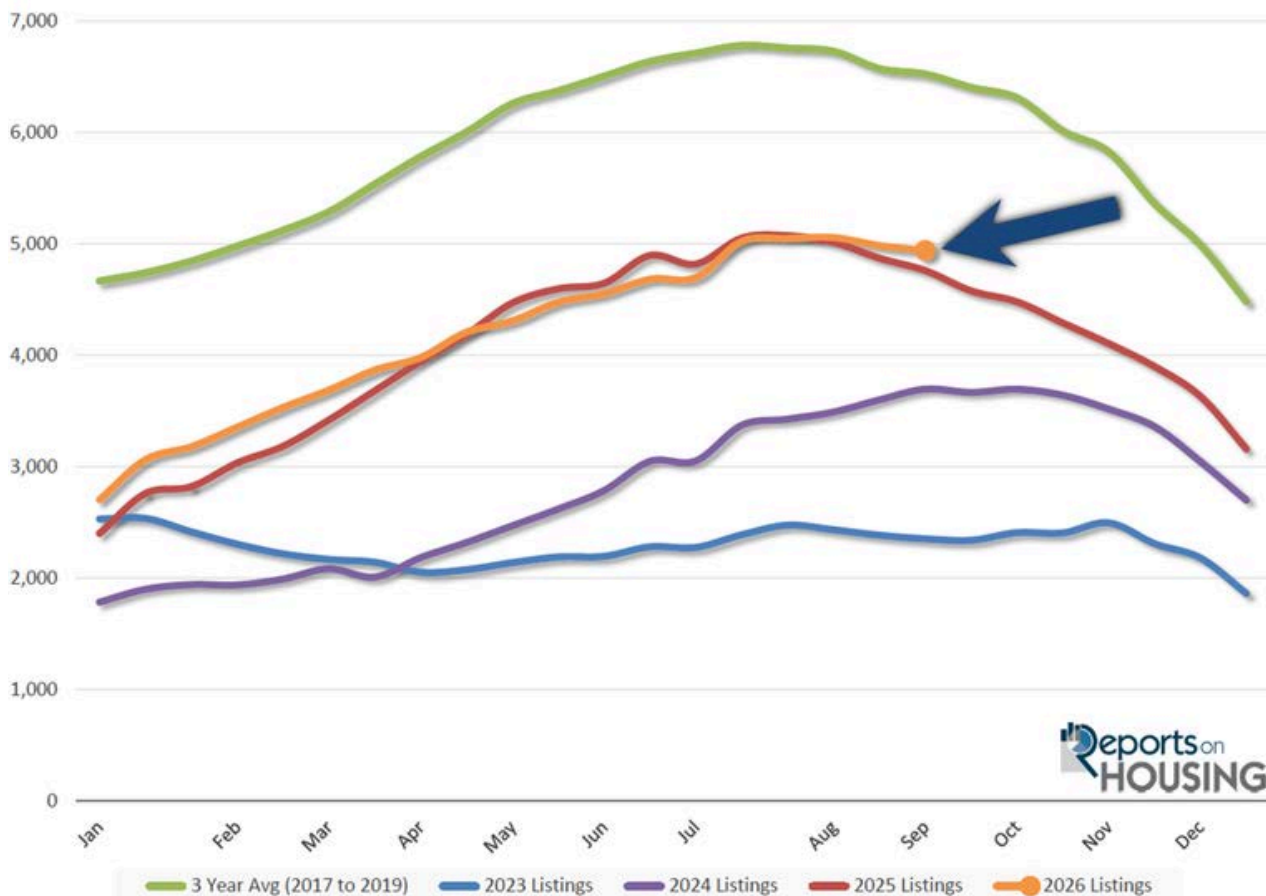
THE INVENTORY DECREASED BY 43 IN THE PAST COUPLE OF WEEKS.

The active listing inventory decreased by 43 homes over the past two weeks to 4,939 (-1%). Inventory appears to have peaked a month ago at 5,054. This is the Autumn Market, when the inventory slowly falls as fewer homes hit the market and many unsuccessful sellers from the spring and summer throw in the proverbial towel and delist.

Last year, the inventory was 4,758 homes, **down 181 homes (-4%)**. The 3-year average before COVID (2017 through 2019) was 6,520, an additional 1,581 homes, or 32% more.

ORANGE COUNTY

ACTIVE LISTING INVENTORY YEAR-OVER-YEAR



Homeowners continue to "hunker down" in their homes, unwilling to move because of their current, underlying, locked-in, low fixed-rate mortgage. This trend has eased from the lows set in 2023. Through August, 21,374 homes were placed on the market in Orange County,

8,010 fewer than the 3-year average before COVID (2017-2019), 27% less. In 2025, 21,889 homes entered the market (2% more), compared with 19,542 in 2024 (9% fewer) and 16,770 in 2023 (22% fewer). Slightly fewer homes have been coming to market this year than last.

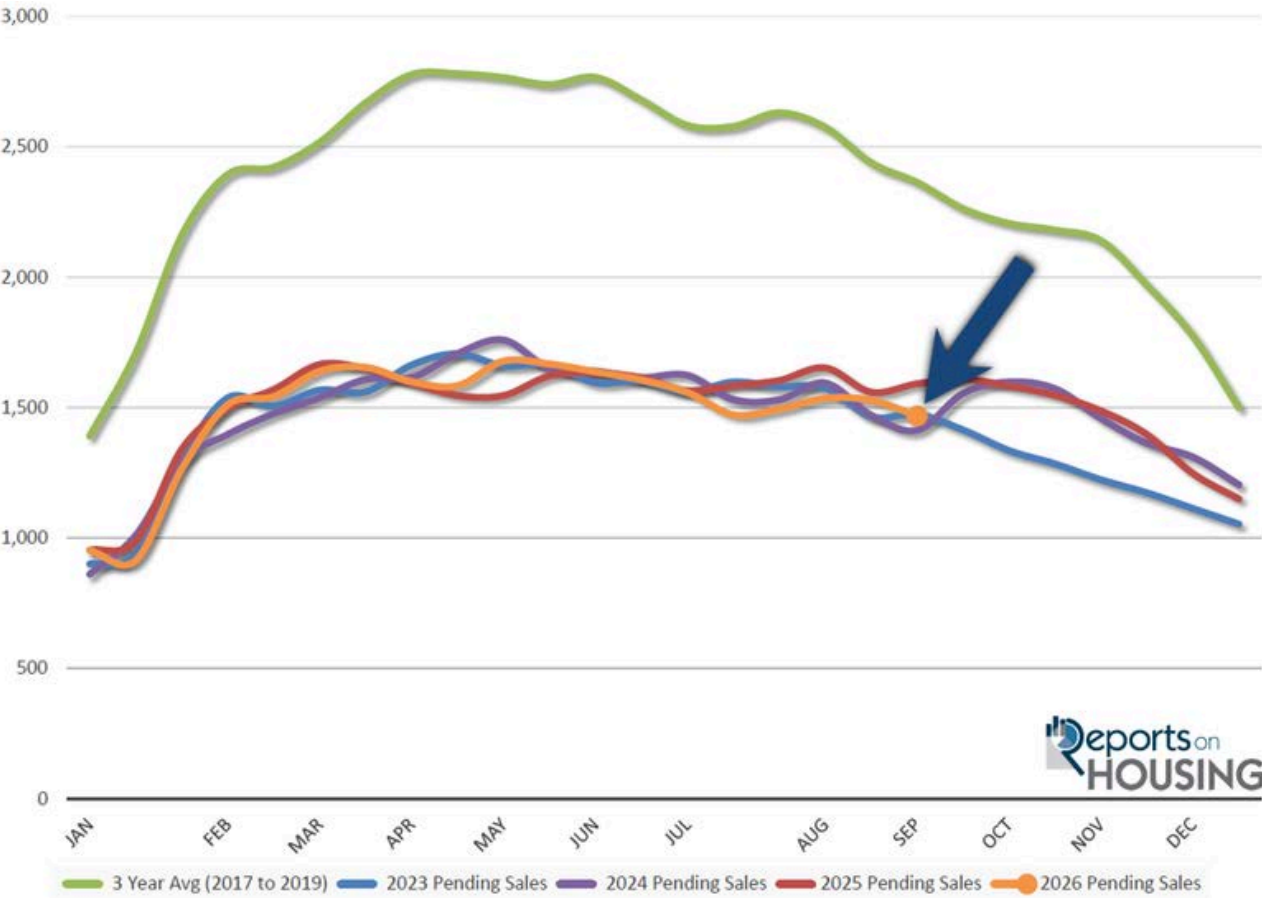
DEMAND

DEMAND DROPPED BY 4% OVER THE PAST COUPLE OF WEEKS.

Demand, a snapshot of the number of new pending sales over the prior month, fell from 1,528 to 1,468 over the past couple of weeks, down 60 pending sales (-4%). After bouncing around 6.75% in August, rates have moved noticeably higher over the past couple of weeks because projections suggest the Iran conflict will last at least through the mid-term election and could continue for months longer. Crude oil prices rose along with mortgage rates as the news developed. According to Mortgage News Daily, mortgage rates nationwide are currently 7.17%. As rates rise, it is like tapping on the brakes, and demand slows. Since February, mortgage rates have climbed from 6% to 7.17%, pricing in three to four quarter-point rate hikes. Rates have increased even though the Federal Reserve has left the Federal Funds Rate unchanged. Even if they raise the Fed Funds rate later this week, do not expect mortgage rates to change. They are already priced into today's prevailing mortgage rate.

Last year, demand was 1,591 pending sales, **up 123 (+8%)**. The 3-year average before COVID (2017 to 2019) was 2,363 pending sales, **61% more than today, or an additional 895**.

ORANGE COUNTY DEMAND YEAR-OVER-YEAR



As the Federal Reserve has indicated, it is essential to monitor all economic releases for signs of a slowdown. These releases can cause mortgage rates to rise or fall, depending on how they compare with market expectations. It is also important to monitor any developments in the Iran conflict and its impact on the oil market, and ultimately inflation,

which can also cause mortgage rates to rise or fall. This week, Retail Sales will be released on Wednesday, and the Federal Reserve will also meet and hold a press conference to announce its decision on the Federal Funds rate. They will ultimately reveal their appetite to cut rates in the near and distant future. Next week marks the release of the S&P Global Manufacturing and Services Purchasing Managers' Index (PMI), which tracks the strength of the U.S. manufacturing and services sectors.



EXPECTED MARKET TIME

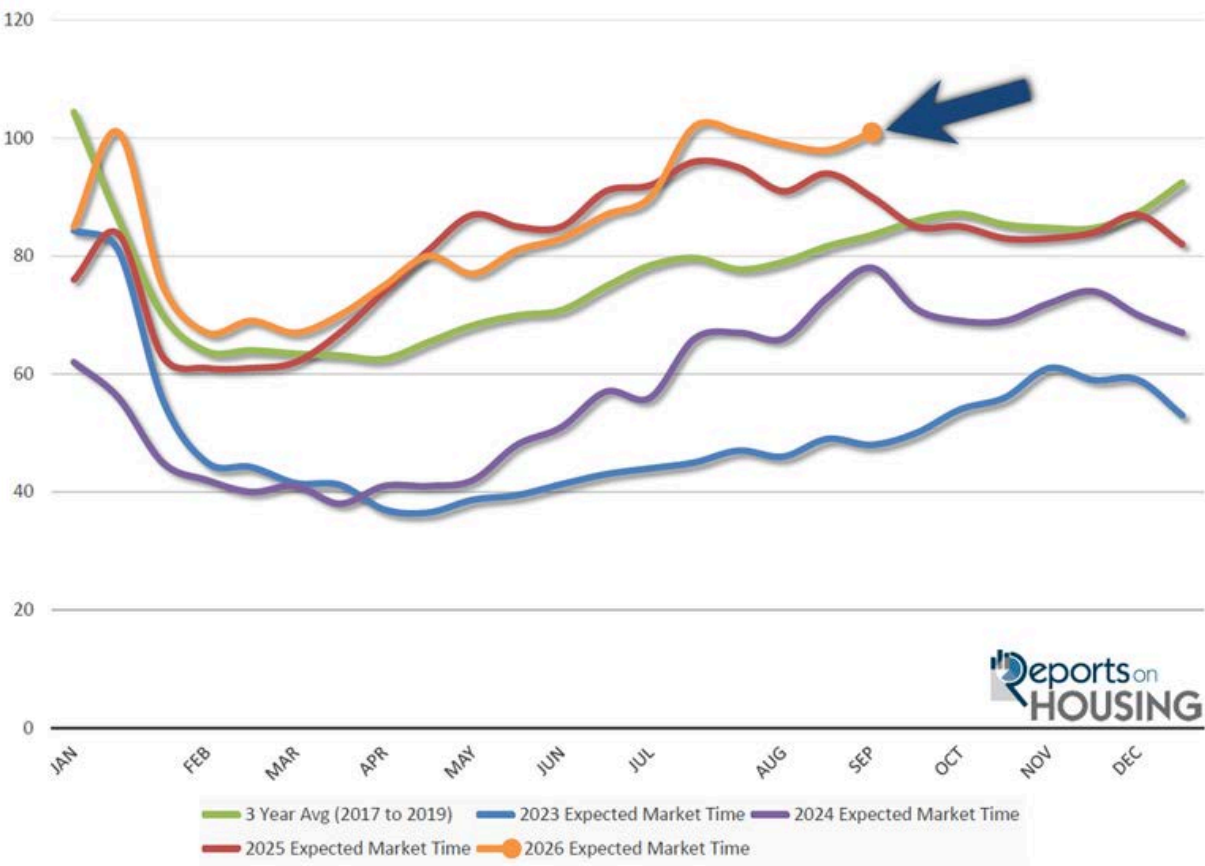
THE EXPECTED MARKET TIME INCREASED BY THREE DAYS OVER THE PAST COUPLE OF WEEKS.

With the supply of available homes falling by 43 homes, **down 1%**, and demand falling by 60 pending sales, **down 4%**, the Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) increased from 98 to 101 days in the past couple of weeks.

Last year, it was 90 days, slightly faster than today. The 3-year average before COVID (2017 to 2019) was 84 days, considerably faster than today.

The Expected Market Time for condominiums and townhomes increased from 109 to 115 days in the past two weeks. It was 93 days last year. For detached homes, the Expected Market Time increased from 90 to 92 days. It was 88 days a year ago. The detached-home market remains significantly faster than the attached-home market.

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



↓ ORANGE COUNTY LUXURY END BREAKDOWN ↓

Over the past couple of weeks, the luxury inventory for homes priced above \$2.5 million (the top 10% of the Orange County housing market) fell from 995 to 979, down 16 (-2%). Luxury demand fell from 208 to 187 pending sales, down 21 (-10%). With demand falling much faster than supply, the Expected Market Time for luxury homes priced above \$2.5 million increased from 144 to 157 days, its slowest reading since the end of July.

Year over year, the active luxury inventory is down by 177 homes (-15%), and luxury demand is up by 26 pending sales (+16%). Last year's Expected Market Time was 215 days, considerably slower than today.

In the past two weeks, the Expected Market Time for homes priced between \$2.5 million and \$4 million increased from 95 to 106 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 185 to 195 days. For homes priced above \$6 million, the Expected Market Time decreased from 352 to 345 days. Luxury is at 157 days overall. At this pace, a seller would be looking at becoming a pending sale around **February 2027**.

ORANGE COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0 - \$750K 	105 Days	22%	21%	77 Days
\$750k - \$1M 	84 Days	16%	19%	65 Days
\$1M - \$1.25M 	87 Days	12%	14%	66 Days
\$1.25M - \$1.5M 	91 Days	11%	13%	67 Days
\$1.5M - \$2M 	93 Days	13%	14%	87 Days
\$2M - \$2.5M 	91 Days	6%	6%	137 Days
\$2.5M - \$4M 	106 Days	9%	9%	163 Days
\$4M - \$6M 	195 Days	5%	2%	224 Days
\$6M+ 	345 Days	6%	2%	447 Days

ORANGE COUNTY HOUSING SUMMARY

SEPTEMBER 14, 2026 - THE BUYER'S PLAYBOOK

- **INVENTORY:** The active listing inventory in the past couple of weeks decreased by 72 homes, and now stands at 4,982 (-1%). Last year, 4,869 homes were on the market, 113 fewer homes (-2%). The 3-year average before COVID (2017 to 2019) was 6,569, which is 32% higher. From January through August, 27% fewer homes came on the market than the 3-year average before COVID (2017 to 2019), 8,010 fewer. There were 515 fewer than last year, 1,832 more than in 2024, and 4,604 more than in 2023.
- **DEMAND:** Buyer demand, the number of pending sales over the prior month, decreased by 60 in the past two weeks and now stands at 1,468, down 4%. Last year, there were 1,591 pending sales, **up 8%**. The 3-year average before COVID (2017 to 2019) was 2,363, which is 61% higher than today.
- **MARKET TIME:** With the 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 98 to 101 days in the past couple of weeks. Last year, it was 90 days, slightly faster than today. The 3-year average before COVID (2017-2019) was 84 days, faster than today.
- **LUXURY:** In the past two weeks, the Expected Market Time for homes priced between \$2.5 million and \$4 million increased from 95 to 106 days. For homes priced between \$4 million and \$6 million, the Expected Market Time increased from 185 to 195 days. For homes priced above \$6 million, the Expected Market Time decreased from 352 to 345 days.
- **DISTRESSED HOMES:** Short sales and foreclosures combined comprised only 0.2% of all listings and 0.4% of demand. Four foreclosures and eight short sales are available today in Orange County, bringing the total of distressed homes on the active market to 12, up one from two weeks ago. Last year, 12 distressed homes were on the market, the same as today.
- **CLOSED SALES:** There were 1,755 closed residential resales in August, down 6% from August 2025's 1,875 sales, and down 9% from July 2026. Orange County's sales-to-list price ratio was 99.5%. Foreclosures accounted for 0.17% of all closed sales, and short sales accounted for 0.11%. That means that 99.72% of all sales were sellers with equity.

ORANGE COUNTY MARKET TIME REPORT

SEPTEMBER 14, 2026 - THE BUYER'S PLAYBOOK

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
9/10/2026								
Aliso Viejo	69	28	74	86	60	53	55	\$860k
Anaheim	267	90	89	93	95	89	54	\$900k
Anaheim Hills	46	17	81	65	67	61	87	\$1.3m
Brea	46	18	77	55	52	120	43	\$1.1m
Buena Park	65	27	72	70	63	68	86	\$900k
Corona Del Mar	67	11	183	78	90	254	210	\$6.6m
Costa Mesa	109	44	74	84	70	77	92	\$1.5m
Coto De Caza	57	13	132	177	177	148	98	\$2.7m
Cypress	60	19	95	90	66	68	105	\$1.0m
Dana Point	92	28	99	95	129	91	109	\$2.3m
Dove Canyon	4	3	40	30	70	105	90	\$1.7m
Foothill Ranch	17	4	128	190	105	65	70	\$850k
Fountain Valley	44	30	44	52	61	48	37	\$1.6m
Fullerton	135	62	65	71	71	55	69	\$945k
Garden Grove	109	44	74	79	76	60	64	\$975k
Huntington Beach	294	112	79	81	96	68	80	\$1.4m
Irvine	748	144	156	177	163	143	112	\$1.6m
La Habra	80	23	104	69	94	83	30	\$850k
La Palma	12	5	72	98	47	15	53	\$1.2m
Ladera Ranch	58	13	134	180	165	87	79	\$1.2m
Laguna Beach	151	21	216	214	261	253	257	\$4.7m
Laguna Hills	62	16	116	155	103	113	60	\$1.1m
Laguna Niguel	149	52	86	113	99	106	94	\$1.5m
Laguna Woods	202	63	96	88	92	88	43	\$437k
Lake Forest	206	41	151	151	169	69	52	\$1.2m
Los Alamitos	12	9	40	47	60	56	40	\$1.8m
Mission Viejo	151	65	70	73	66	108	81	\$1.1m
Newport Beach	239	46	156	131	152	164	202	\$4.9m
Newport Coast	47	7	201	180	169	275	132	\$13.0m
North Tustin	27	8	101	174	69	62	155	\$2.5m
Orange	173	45	115	99	82	62	67	\$1.2m
Placentia	73	17	129	133	70	46	49	\$900k
Portola Hills	30	7	129	120	140	108	25	\$1.5m
Rancho Mission Viejo	101	27	112	86	165	150	87	\$1.1m
Rancho Santa Marg.	71	21	101	116	104	82	79	\$839k
Rossmoor	2	3	20	50	36	70	135	\$2.0m
San Clemente	125	45	83	72	73	102	84	\$2.2m
San Juan	74	27	82	81	70	90	81	\$1.7m
Santa Ana	219	65	101	81	103	74	73	\$850k
Seal Beach	94	42	67	54	57	50	53	\$394k
Stanton	25	9	83	90	168	40	46	\$680k
Talega	25	11	68	51	58	340	62	\$2.0m
Tustin	104	24	130	87	101	73	40	\$1.1m
Villa Park	16	3	160	70	90	70	158	\$2.9m
Westminster	46	15	92	85	74	52	60	\$1.2m
Yorba Linda	141	50	85	64	69	63	47	\$1.5m
All of O.C.	4,939	1,468	101	98	99	90	78	\$1.3m

ORANGE COUNTY PRICE RANGE REPORT

SEPTEMBER 14, 2026 - THE BUYER'S PLAYBOOK

ORANGE COUNTY 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
9/10/2026								
All of O.C.	2,239	586	115	109	118	93	70	\$788k
O.C. \$0-\$500k	401	131	92	86	98	66	53	\$410k
O.C. \$500k-\$750k	656	167	118	114	106	81	51	\$635k
O.C. \$750k-\$1m	527	157	101	98	109	81	68	\$875k
O.C. \$1m-\$2m	520	102	153	153	168	129	99	\$1.3m
O.C. \$2m+	135	29	140	102	147	211	207	\$3.2m

ORANGE COUNTY 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
9/10/2026								
All of O.C.	2,700	882	92	90	87	88	84	\$1.8m
O.C. \$0-\$750k	33	14	71	75	46	105	39	\$625k
O.C. \$750k-\$1m	250	119	63	55	53	49	44	\$924k
O.C. \$1m-\$1.25m	350	149	70	69	62	52	50	\$1.2m
O.C. \$1.25m-\$1.5m	406	161	76	70	67	54	71	\$1.4m
O.C. \$1.5m-\$2m	537	189	85	90	89	78	103	\$1.7m
O.C. \$2m-\$2.5m	241	82	88	93	98	139	-	\$2.3m
O.C. \$2.5m-\$4m	385	114	101	98	111	151	-	\$3.1m
O.C. \$4m-6m	214	29	221	211	173	226	269	\$5.0m
O.C. \$6m+	284	25	341	347	353	444	282	\$10.4m

ORANGE COUNTY 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
9/10/2026								
All of O.C.	4,939	1,468	101	98	99	90	78	\$1.3m
O.C. \$0-\$500k	408	133	92	87	100	70	55	\$410k
O.C. \$500k-\$750k	682	179	114	110	98	81	48	\$635k
O.C. \$750k-\$1m	777	276	84	79	83	65	54	\$899k
O.C. \$1m-\$1.25m	596	205	87	84	85	66	62	\$1.1m
O.C. \$1.25m-\$1.5m	574	189	91	87	82	67	75	\$1.4m
O.C. \$1.5m-\$2m	643	207	93	99	96	87	103	\$1.7m
O.C. \$2m-\$2.5m	280	92	91	96	103	137	-	\$2.3m
O.C. \$2.5m-\$4m	439	124	106	95	111	163	-	\$3.1m
O.C. \$4m-6m	241	37	195	185	168	224	257	\$4.9m
O.C. \$6m+	299	26	345	352	370	447	295	\$10.0m

*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

SEPTEMBER 14, 2026 - THE BUYER'S PLAYBOOK

ORANGE COUNTY CITIES	UNITS SOLD AUG 2026	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 2025
Aliso Viejo	37	\$940,000	\$959,000	98.3%	\$550,000	\$2,550,000	1,524	\$617	26	25
Anaheim	96	\$932,745	\$939,939	100.0%	\$304,600	\$1,820,000	1,518	\$615	16	107
Anaheim Hills	25	\$1,115,000	\$1,149,900	100.0%	\$538,000	\$2,649,888	1,698	\$657	13	32
Brea	32	\$1,132,350	\$1,100,000	100.0%	\$610,000	\$1,875,000	1,831	\$618	16	20
Buena Park	25	\$905,000	\$915,000	99.6%	\$709,000	\$1,895,565	1,493	\$606	34	38
Corona Del Mar	18	\$4,835,000	\$4,899,000	99.1%	\$2,025,000	\$19,000,000	2,416	\$2,002	27	18
Costa Mesa	54	\$1,513,500	\$1,498,500	100.0%	\$420,000	\$4,175,000	1,745	\$867	18	47
Coto De Caza	12	\$1,714,500	\$1,749,000	97.6%	\$945,000	\$4,840,000	2,994	\$573	33	12
Cypress	29	\$995,000	\$985,000	100.0%	\$465,000	\$1,950,000	1,709	\$582	24	29
Dana Point	31	\$1,950,000	\$1,950,000	100.0%	\$600,000	\$12,195,000	1,878	\$1,038	9	34
Dove Canyon	5	\$1,800,000	\$1,795,000	97.8%	\$1,580,000	\$1,835,000	2,606	\$691	29	6
Foothill Ranch	6	\$1,475,000	\$1,495,000	98.6%	\$725,000	\$1,795,850	2,295	\$643	29	5
Fountain Valley	32	\$1,364,000	\$1,383,500	100.3%	\$760,000	\$2,300,000	1,822	\$749	9	35
Fullerton	75	\$999,990	\$995,000	100.0%	\$360,000	\$2,065,000	1,617	\$618	26	67
Garden Grove	42	\$1,027,500	\$1,039,000	100.0%	\$360,000	\$1,560,000	1,393	\$738	11	62
Huntington Beach	118	\$1,430,000	\$1,425,000	99.2%	\$122,500	\$5,300,000	1,706	\$838	14	132
Irvine	174	\$1,520,000	\$1,550,000	98.1%	\$470,000	\$17,650,000	2,029	\$749	26	186
La Habra	30	\$807,500	\$794,500	100.0%	\$330,000	\$1,450,000	1,294	\$624	14	27
La Palma	10	\$1,175,000	\$1,182,500	99.2%	\$655,000	\$1,443,500	2,162	\$543	12	6
Ladera Ranch	16	\$1,407,000	\$1,437,499	99.4%	\$740,000	\$3,150,000	2,028	\$694	10	16
Laguna Beach	32	\$3,412,500	\$3,800,000	97.1%	\$500,000	\$29,000,000	2,198	\$1,553	38	26
Laguna Hills	23	\$1,180,000	\$1,150,000	98.4%	\$540,000	\$3,850,000	1,325	\$891	29	22
Laguna Niguel	42	\$1,249,500	\$1,269,500	99.2%	\$480,000	\$6,500,000	1,550	\$806	27	58
Laguna Woods	52	\$442,250	\$459,450	99.8%	\$150,000	\$2,000,000	1,077	\$411	25	62
Lake Forest	51	\$1,230,000	\$1,248,800	99.4%	\$440,000	\$3,250,000	2,022	\$608	18	40
Los Alamitos	6	\$1,687,500	\$1,724,500	99.4%	\$1,162,500	\$23,600,000	2,054	\$822	48	15
Mission Viejo	94	\$1,270,000	\$1,255,000	99.7%	\$490,000	\$2,700,000	1,785	\$712	20	88
Newport Beach	48	\$3,190,000	\$3,397,000	96.5%	\$525,000	\$26,800,000	2,117	\$1,507	26	60
Newport Coast	9	\$4,450,000	\$4,550,000	97.8%	\$1,505,000	\$38,900,000	2,735	\$1,627	36	8
North Tustin	15	\$2,100,000	\$2,100,000	99.6%	\$1,295,000	\$4,275,000	2,831	\$742	14	10
Orange	76	\$1,100,000	\$1,100,000	100.0%	\$460,000	\$3,927,500	1,656	\$664	11	78
Placentia	27	\$1,100,000	\$1,000,000	99.6%	\$490,000	\$1,850,000	1,601	\$687	13	31
Portola Hills	3	\$975,000	\$969,900	100.5%	\$780,425	\$1,660,000	1,488	\$655	5	9
Rancho Mission Viejo	22	\$1,175,000	\$1,162,500	100.0%	\$580,000	\$2,422,000	1,705	\$689	26	31
Rancho Santa Margarita	32	\$807,000	\$804,000	100.0%	\$474,000	\$1,559,900	1,280	\$630	26	33
Rossmoor	6	\$1,812,500	\$1,810,000	99.5%	\$1,580,000	\$2,889,000	2,133	\$850	6	6
San Clemente	61	\$1,740,000	\$1,740,000	97.7%	\$500,000	\$5,650,000	1,948	\$893	17	51
San Juan Capistrano	31	\$1,155,000	\$1,200,000	98.8%	\$485,000	\$4,600,000	1,484	\$778	21	29
Santa Ana	67	\$822,500	\$797,000	100.0%	\$260,000	\$2,250,000	1,192	\$690	28	78
Seal Beach	39	\$379,000	\$379,000	100.0%	\$220,000	\$4,100,000	1,080	\$351	22	41
Stanton	14	\$744,000	\$753,500	99.8%	\$440,000	\$930,000	1,201	\$620	21	14
Talega	16	\$1,712,500	\$1,769,400	97.3%	\$875,000	\$3,050,000	2,497	\$686	12	6
Tustin	34	\$1,192,500	\$1,193,500	98.7%	\$540,000	\$2,820,000	1,760	\$678	30	45
Villa Park	5	\$2,698,000	\$2,698,000	100.0%	\$1,800,000	\$4,890,000	4,341	\$622	12	5
Westminster	23	\$1,250,000	\$1,250,000	100.0%	\$650,000	\$1,588,000	1,498	\$834	12	25
Yorba Linda	64	\$1,386,000	\$1,355,000	100.0%	\$520,000	\$4,785,000	2,214	\$626	19	71
All of O.C.	1,755	\$1,215,000	\$1,200,000	99.5%	\$122,500	\$38,900,000	1,700	\$715	19	1,875
\$0-\$500k	108	\$384,500	\$392,450	99.4%	\$122,500	\$500,000	873	\$440	33	116
\$500k-\$750k	235	\$640,000	\$649,000	100.0%	\$501,000	\$750,000	1,088	\$588	21	256
\$750k-\$1m	313	\$875,000	\$890,000	100.0%	\$755,580	\$1,000,000	1,397	\$626	20	384
\$1m-\$1.25m	281	\$1,140,000	\$1,149,800	100.0%	\$1,005,000	\$1,250,000	1,642	\$694	13	294
\$1.25m-\$1.5m	240	\$1,358,903	\$1,387,436	100.0%	\$1,255,000	\$1,500,000	1,983	\$685	17	255
\$1.5m-\$2m	269	\$1,675,000	\$1,699,000	99.3%	\$1,501,000	\$2,000,000	2,336	\$717	18	283
\$2m-\$2.5m	102	\$2,250,000	\$2,295,000	98.1%	\$2,010,000	\$2,500,000	2,928	\$769	18	92
\$2.5m-\$4m	129	\$3,000,000	\$3,100,000	97.8%	\$2,520,000	\$4,000,000	3,128	\$959	23	126
\$4m-\$6m	42	\$4,692,500	\$4,844,000	97.4%	\$4,100,000	\$6,000,000	3,377	\$1,390	33	38
\$6m+	36	\$9,494,000	\$9,939,400	97.5%	\$6,100,000	\$38,900,000	4,235	\$2,242	29	31