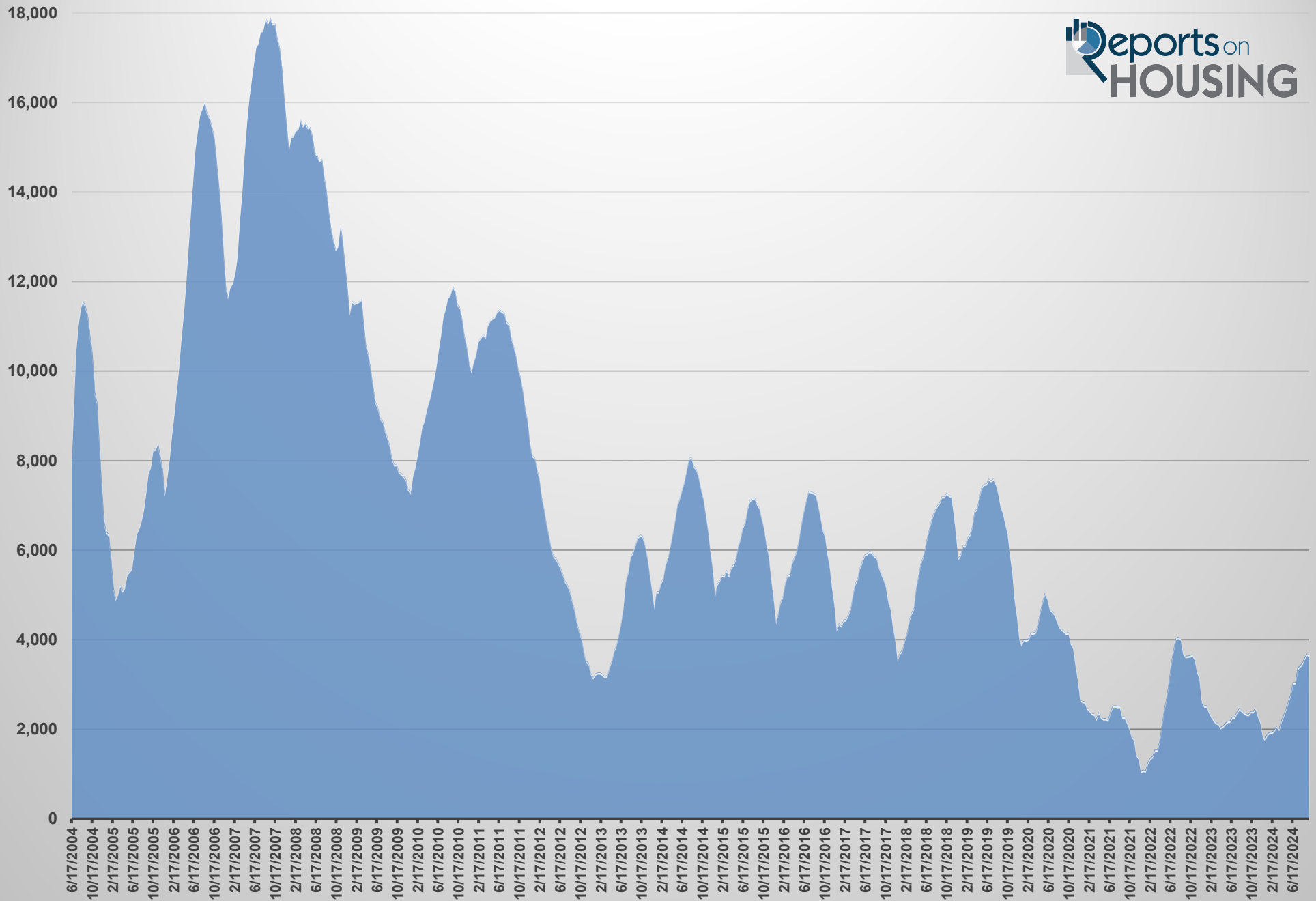
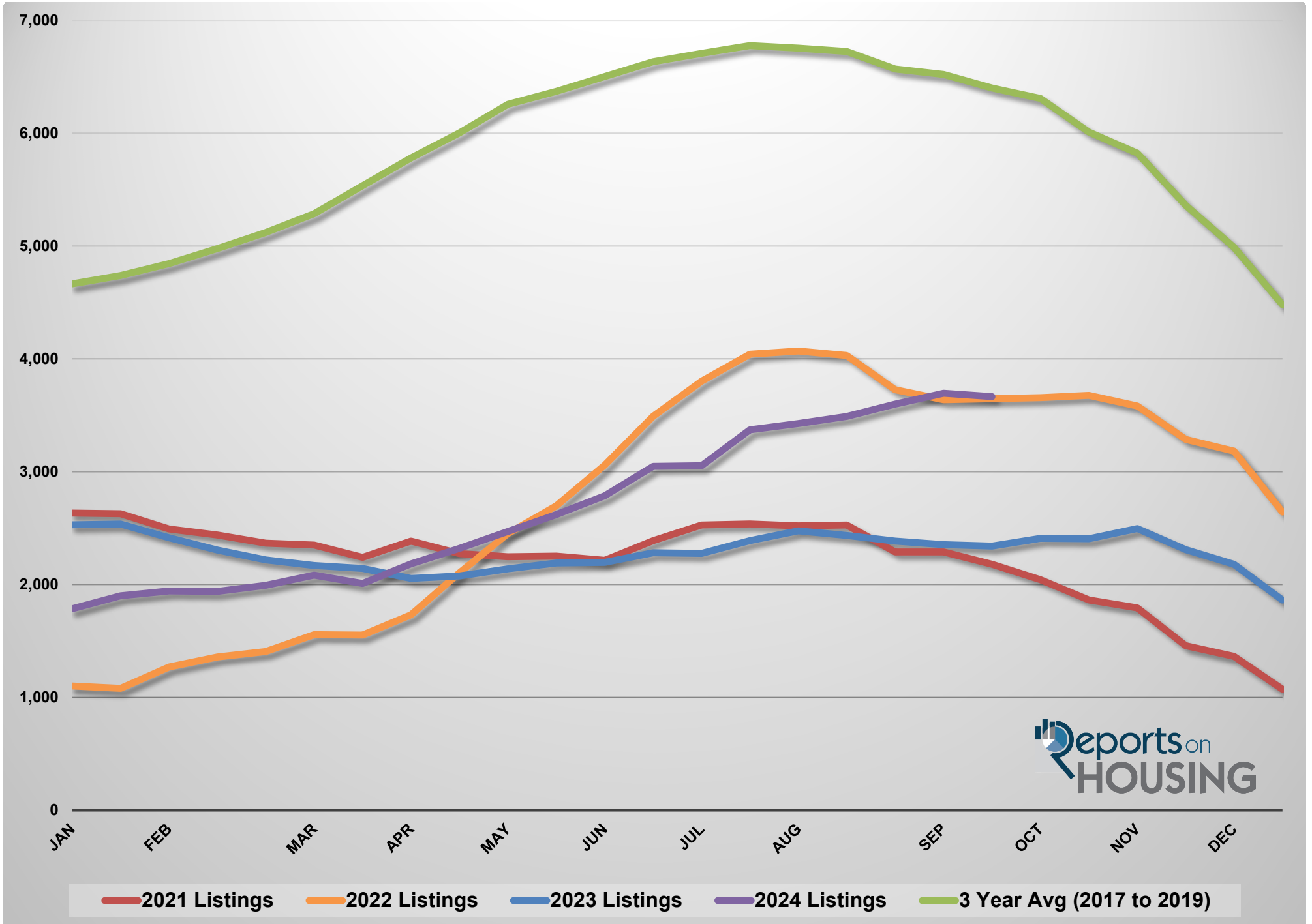


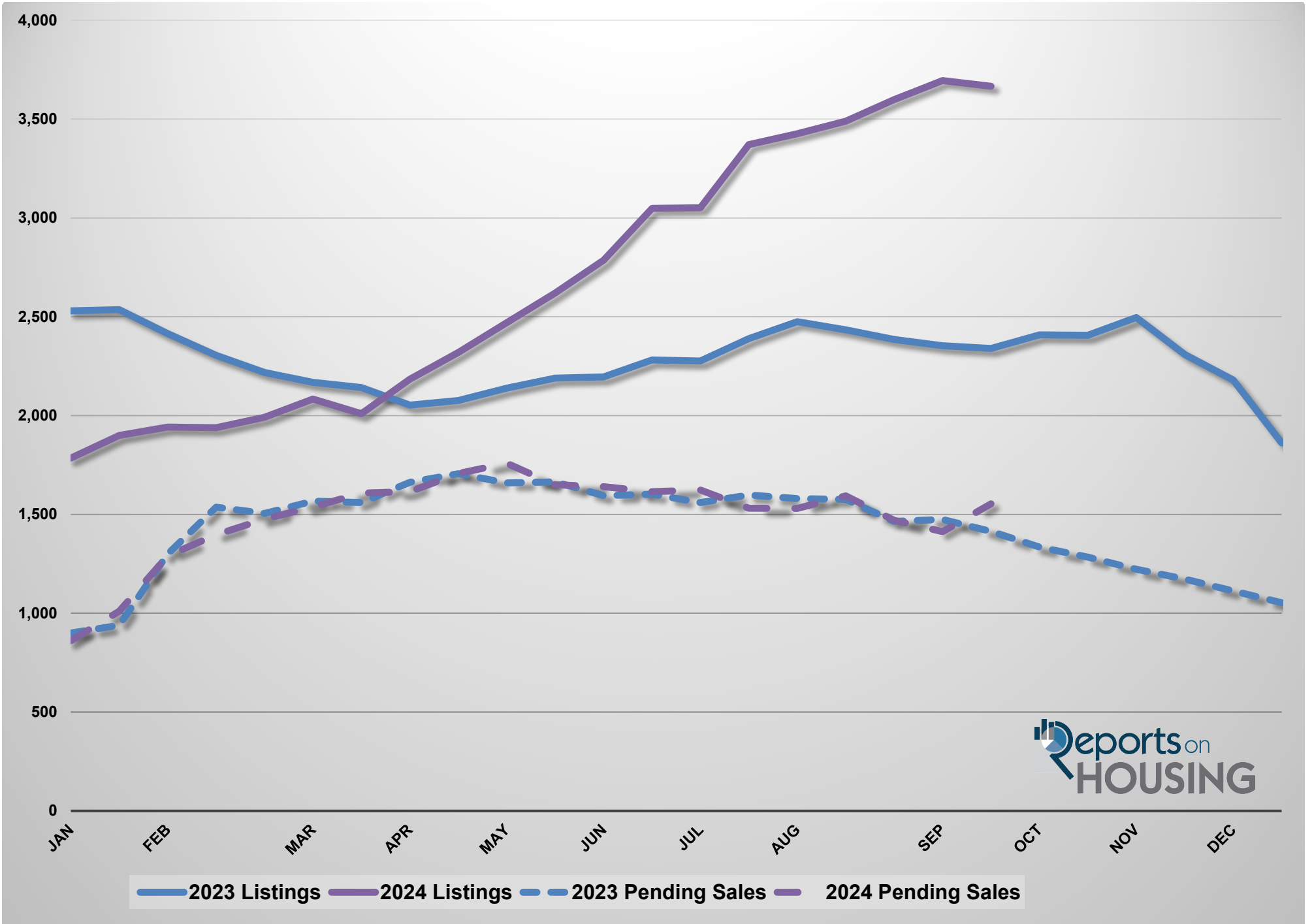
Orange County Active Listing Inventory



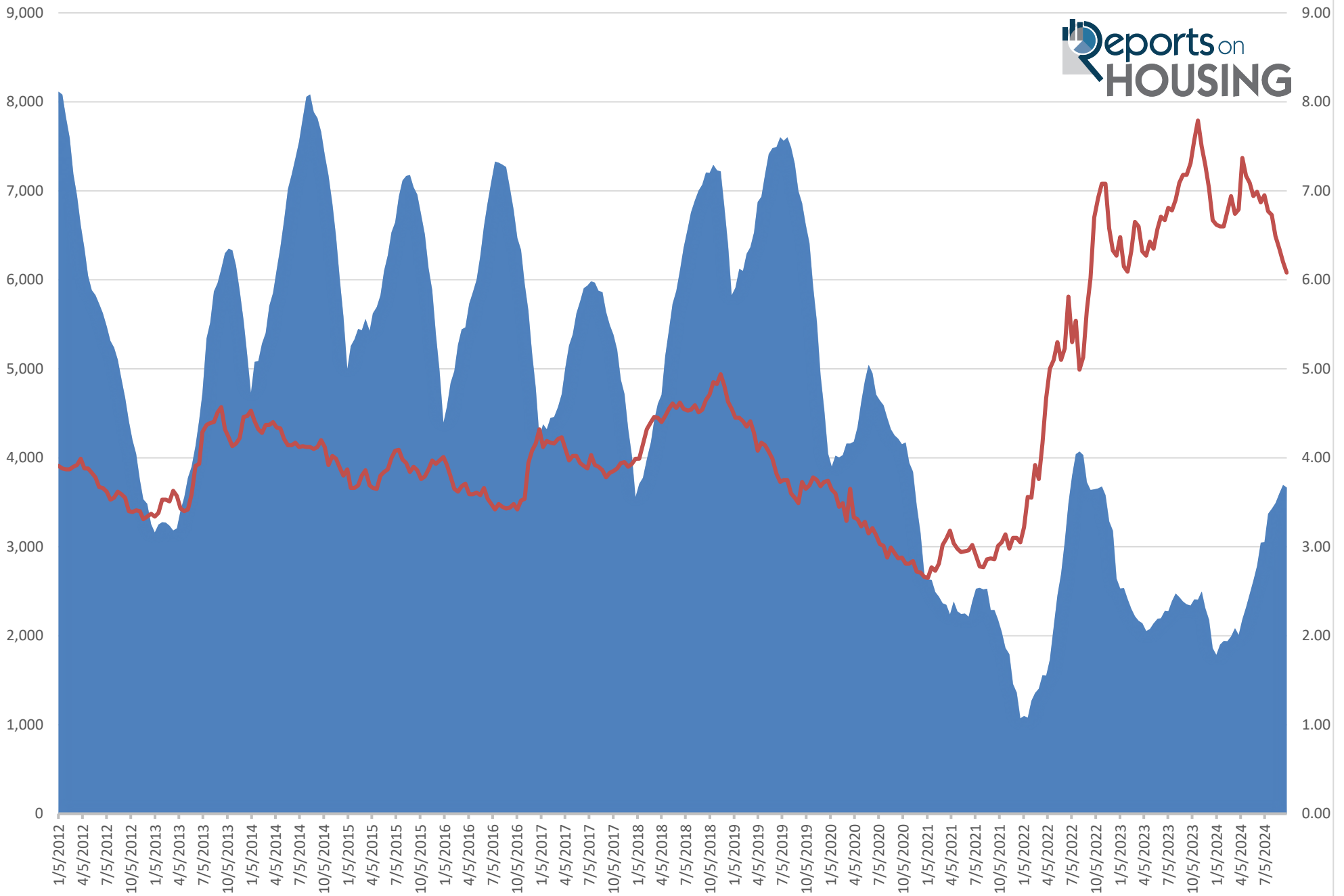
Orange County Active Listing Inventory Year Over Year



Orange County Active Listing Inventory and Demand - 2023 vs 2024

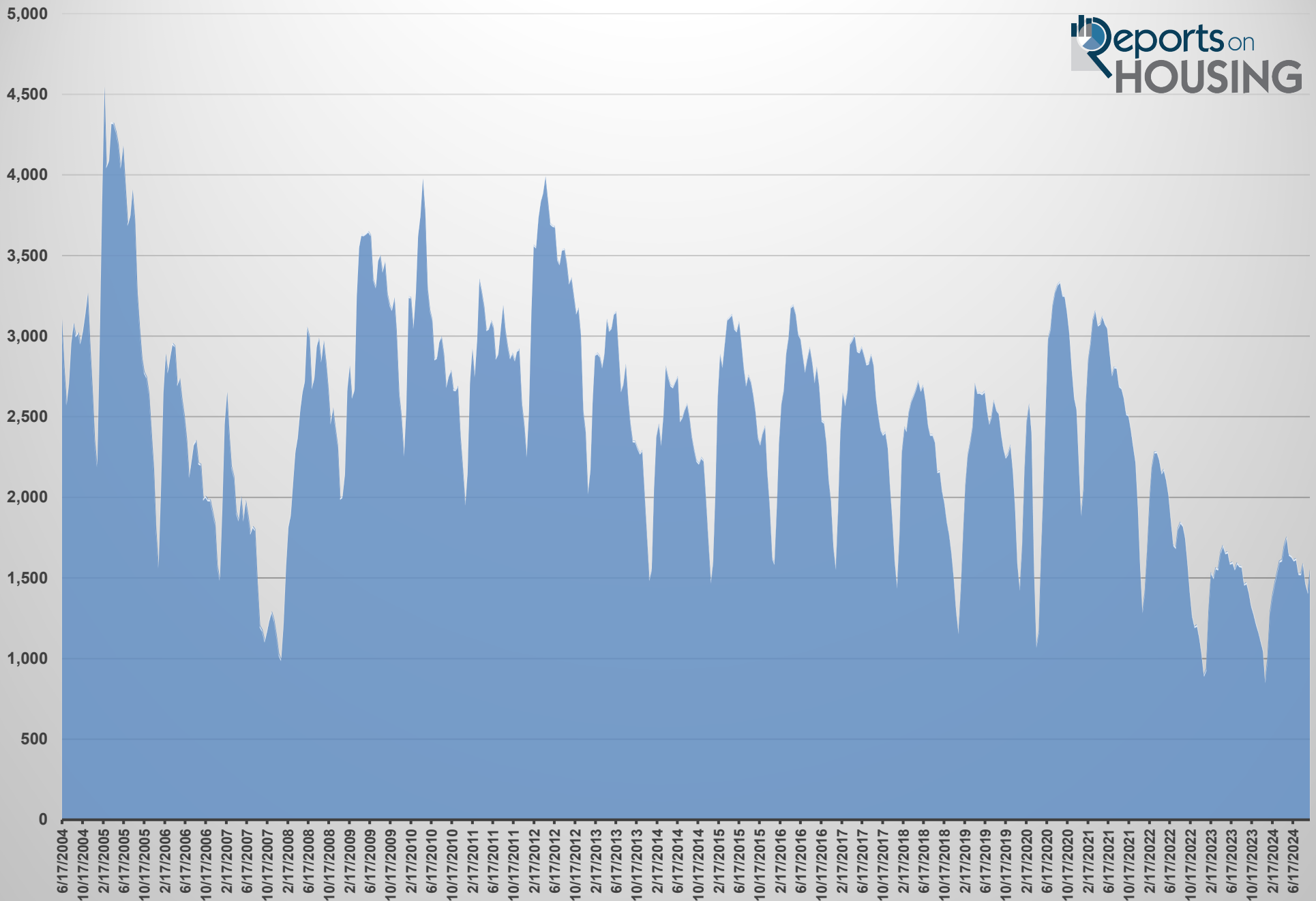


Freddie Mac Rates Vs. Orange County Active Listing Inventory



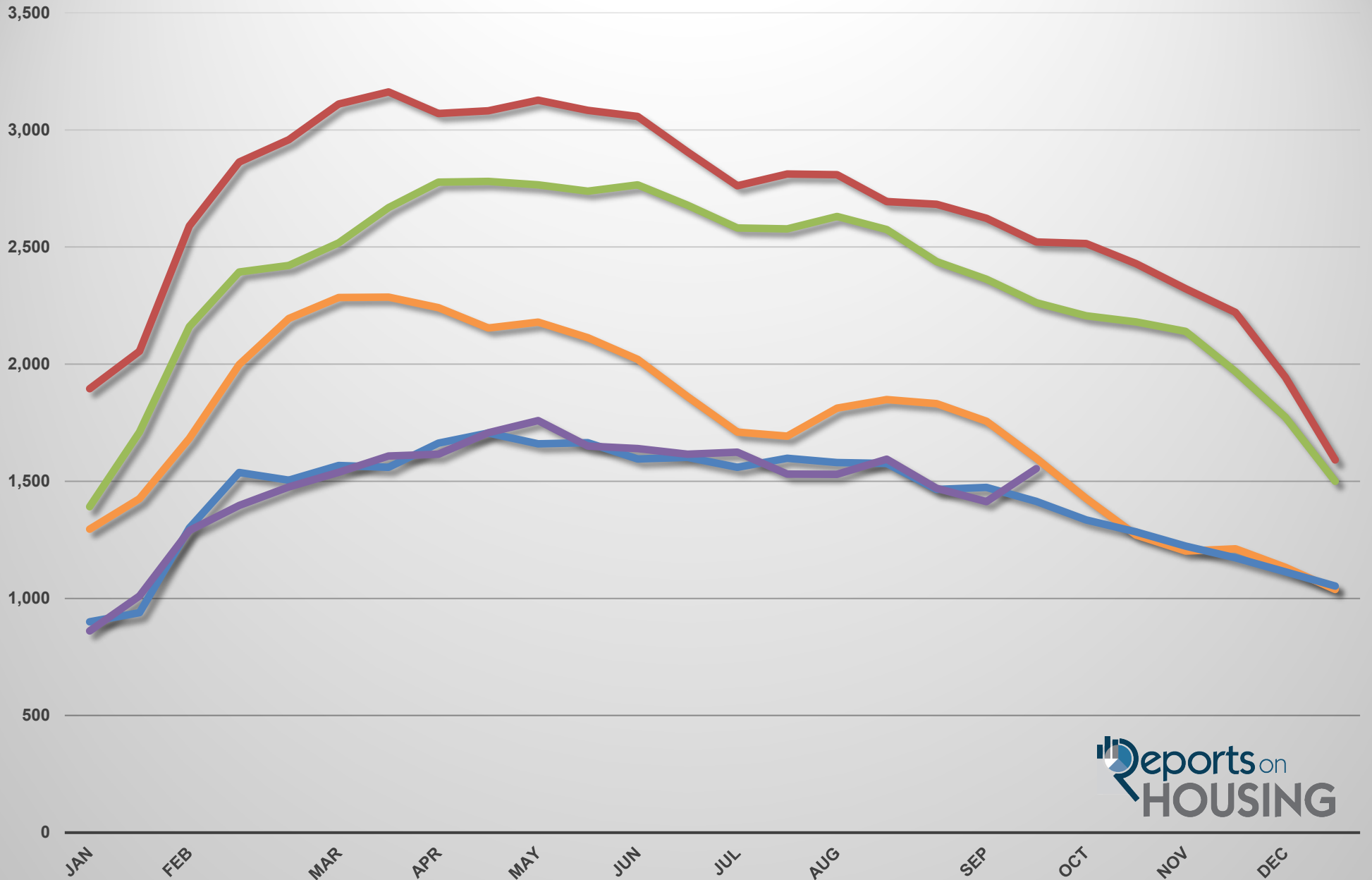
Orange County Demand

(Prior 30 Day Pending Snapshot)



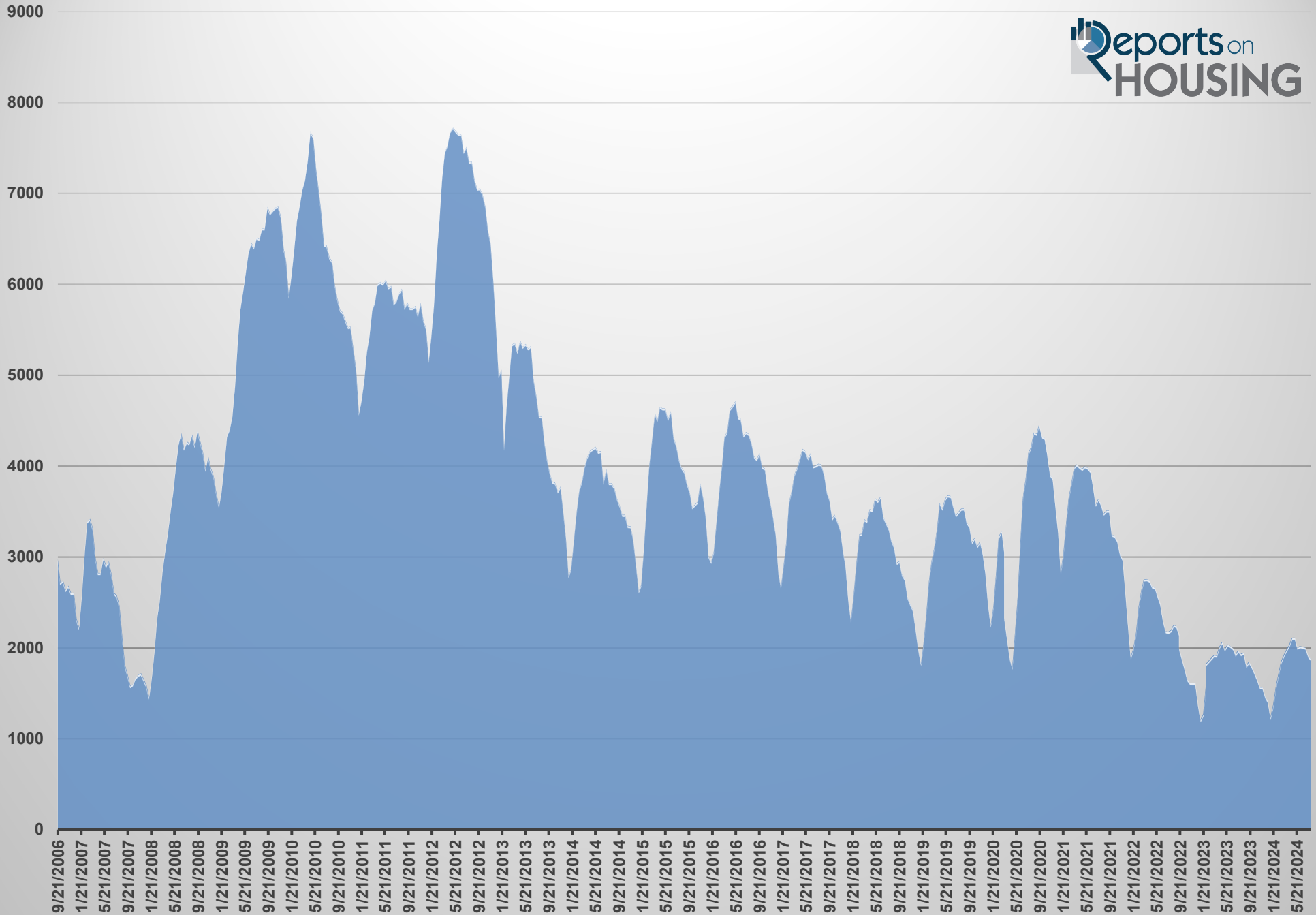
Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot

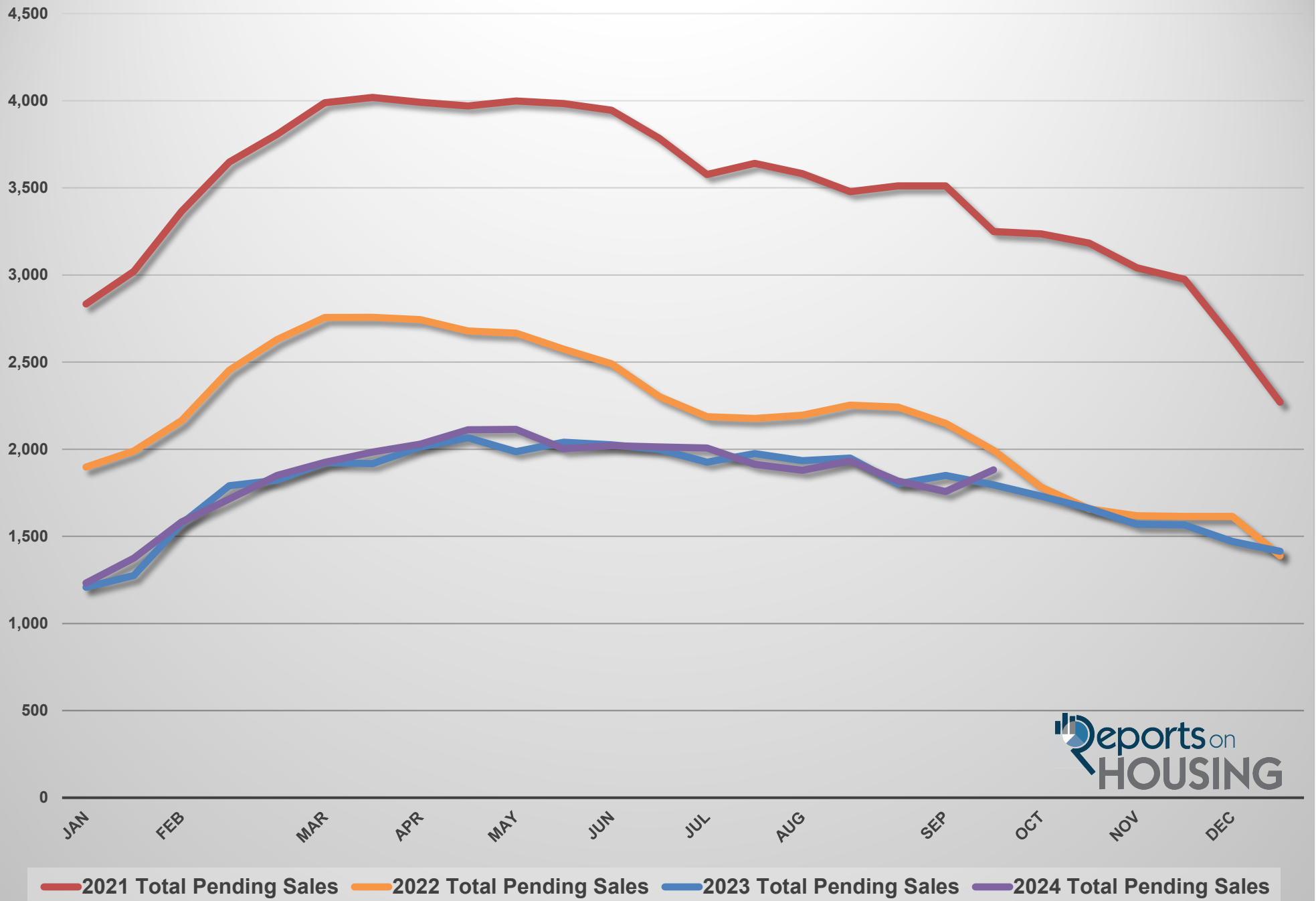


— 2021 Pending Sales — 2022 Pending Sales — 2023 Pending Sales — 2024 Pending Sales — 3 Year Avg (2017 to 2019)

Orange County Total Pending Sales Count

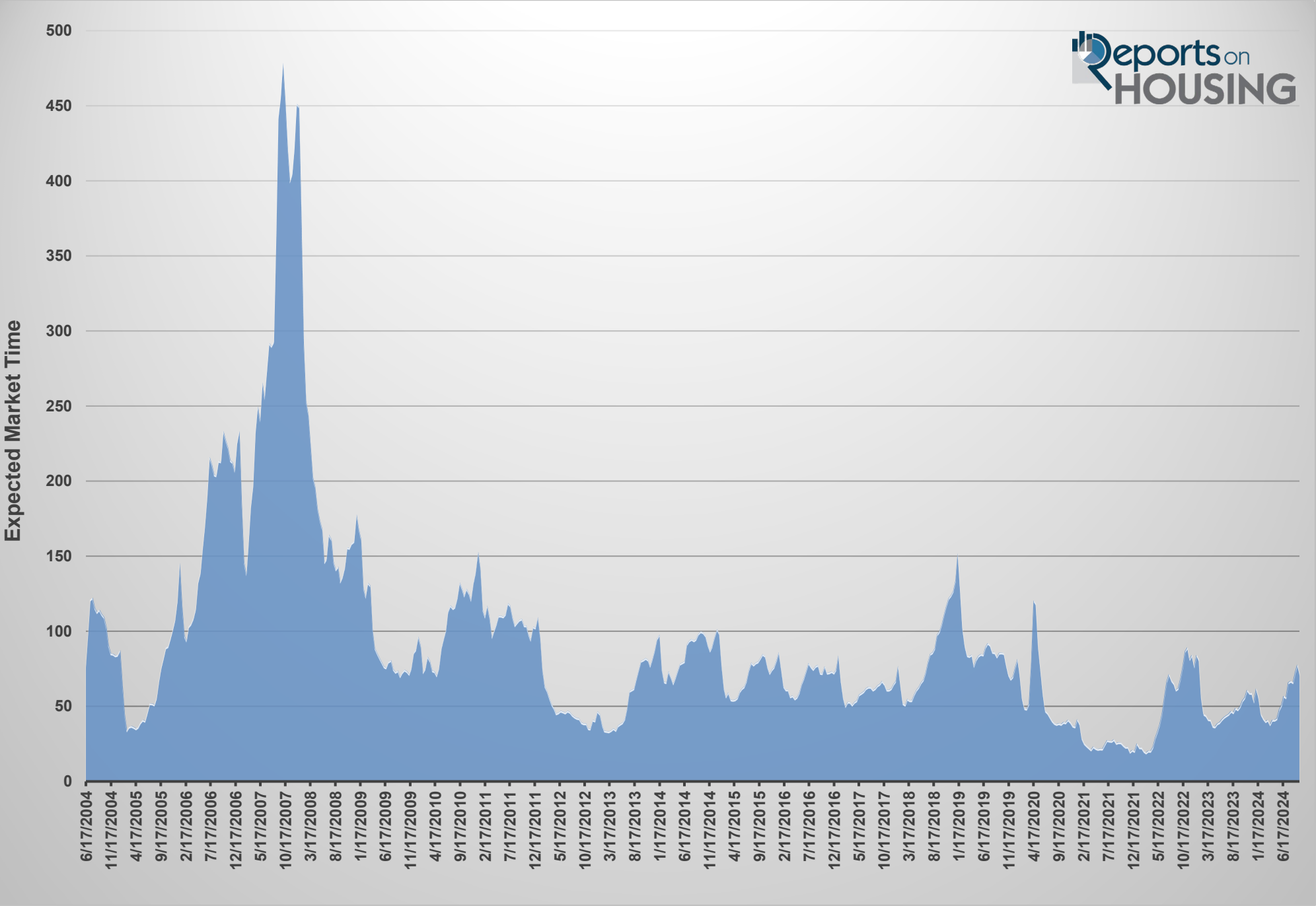


Orange County Total Pending Sales Year Over Year



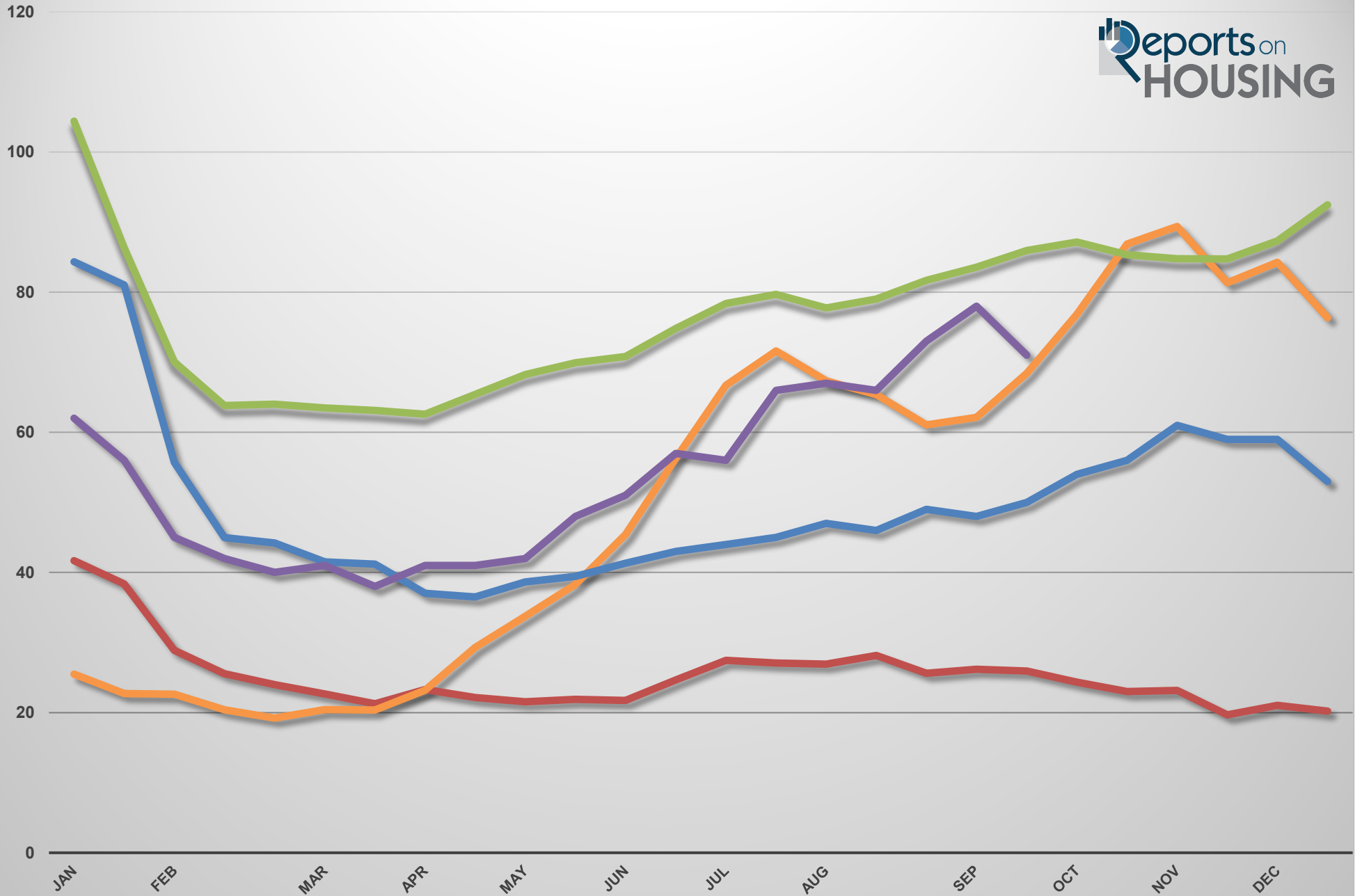
Orange County Expected Market Time

Days of Inventory



Orange County Expected Market Time Year Over Year

In Days



2021 Expected Market Time

2022 Expected Market Time

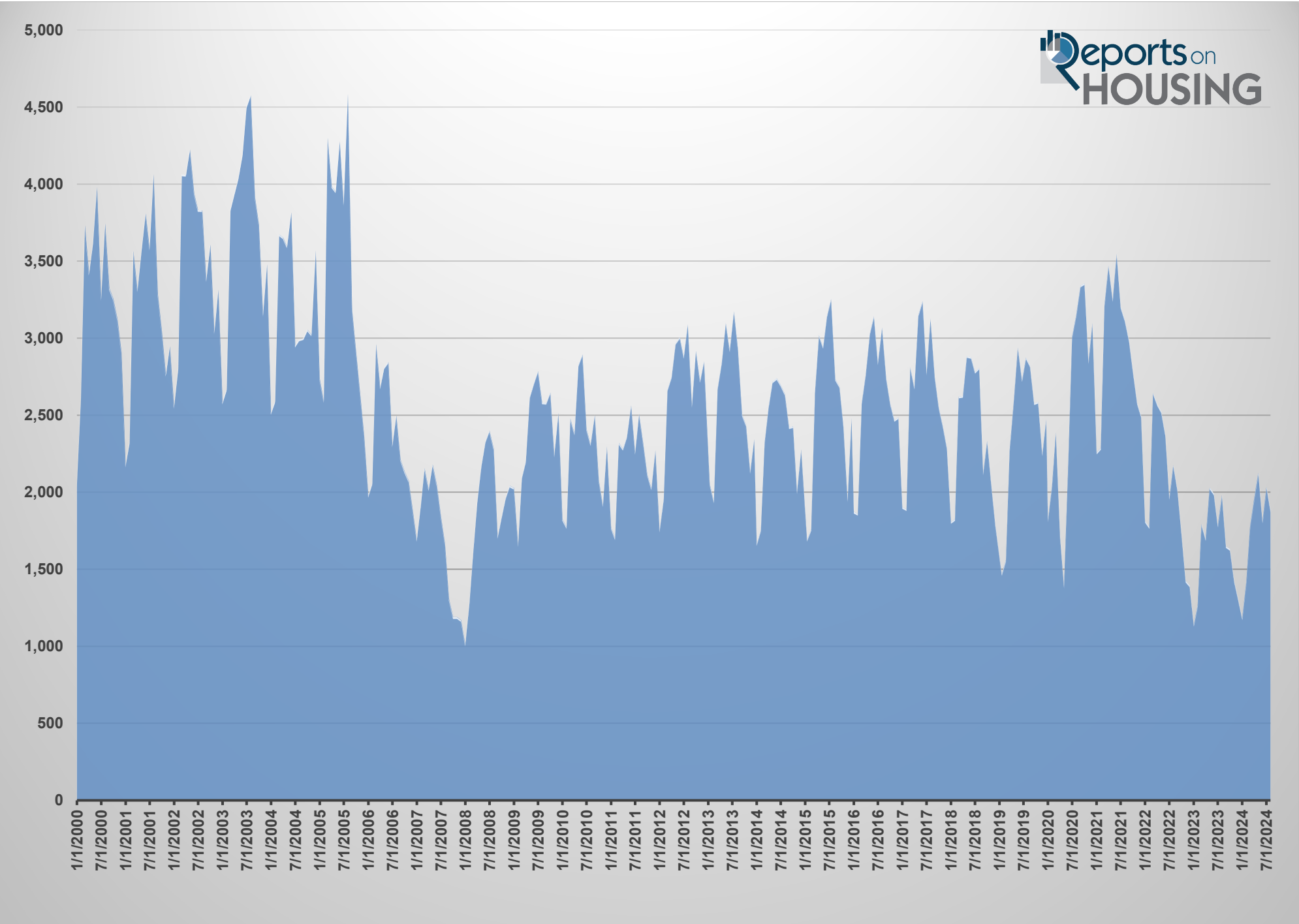
2023 Expected Market Time

2024 Expected Market Time

3 Year Avg (2017 to 2019)

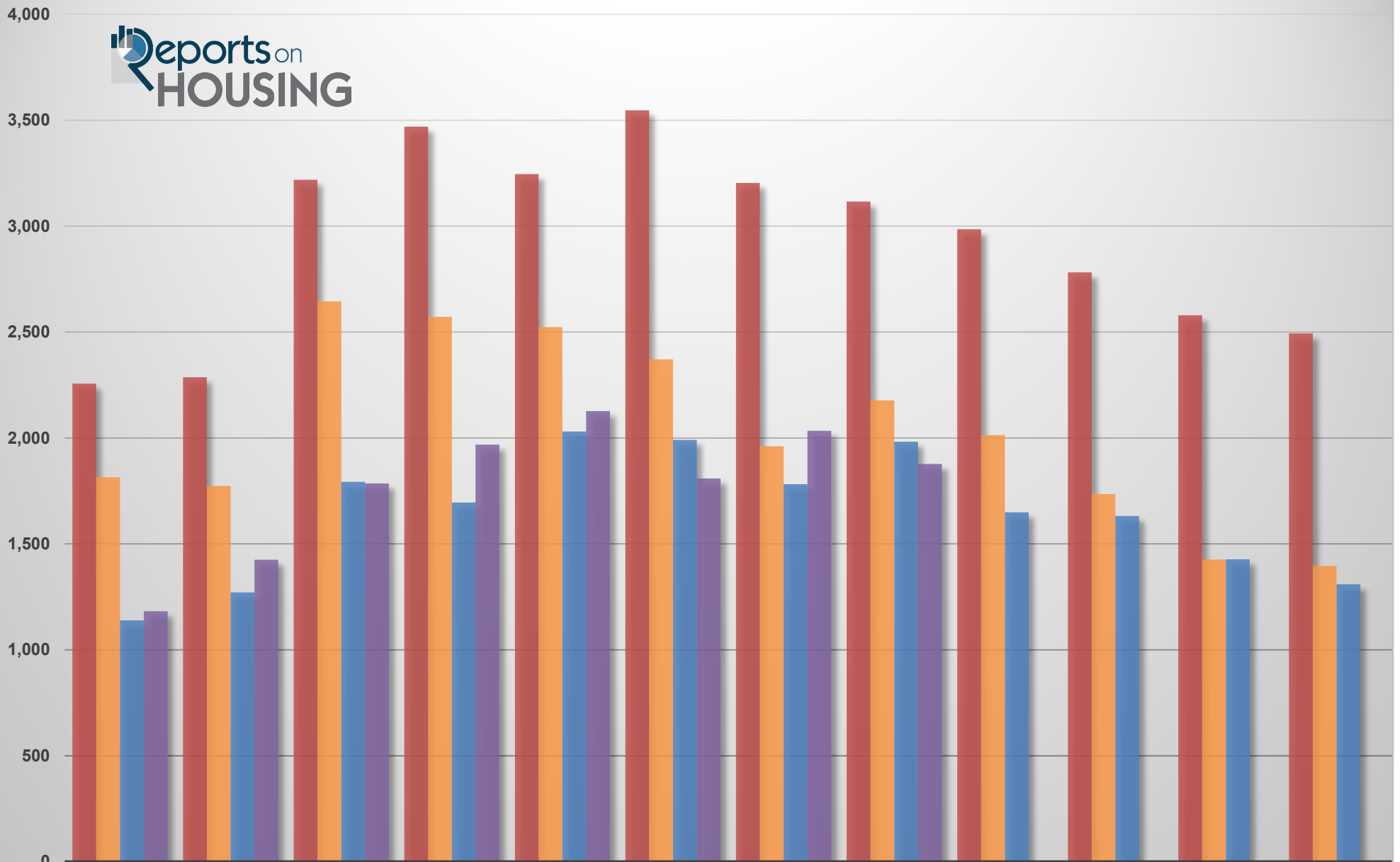
Orange County Closed Sales

(Monthly)



Orange County Closed Sales Year Over Year

(Monthly)



■ 2021 Closed Sales

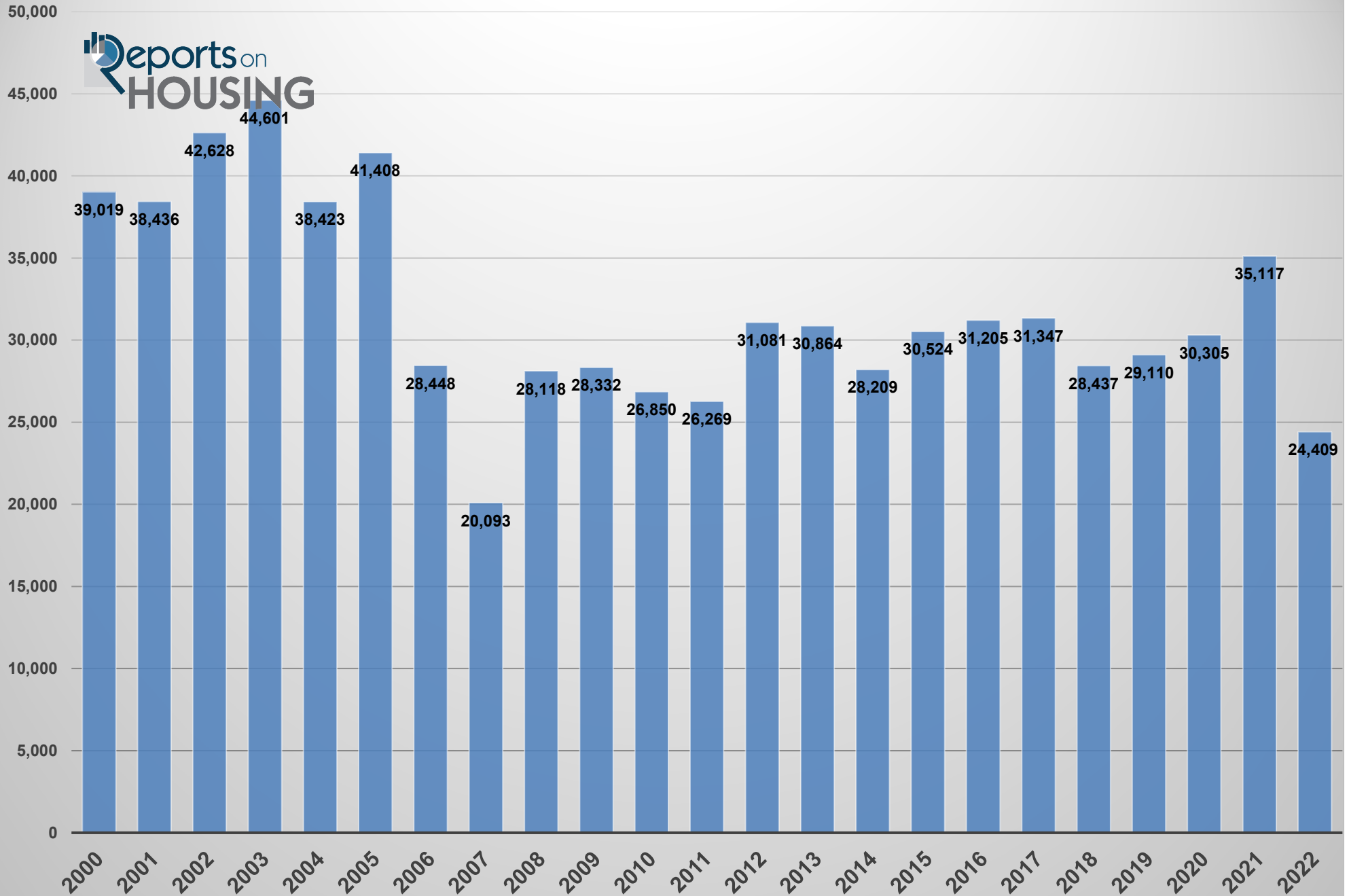
■ 2022 Closed Sales

■ 2023 Closed Sales

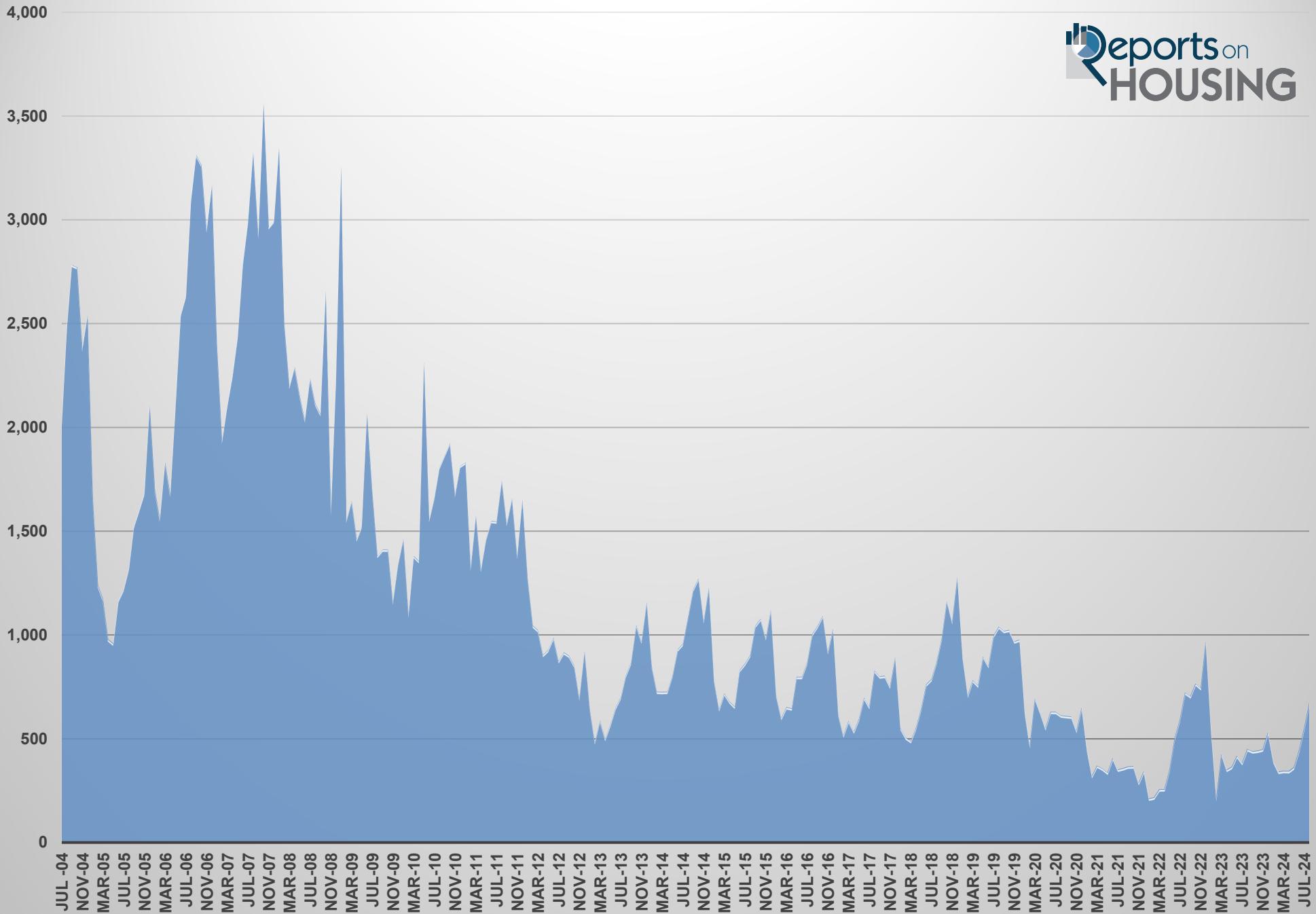
■ 2024 Closed Sales

Orange County Total Closed Sales By Year

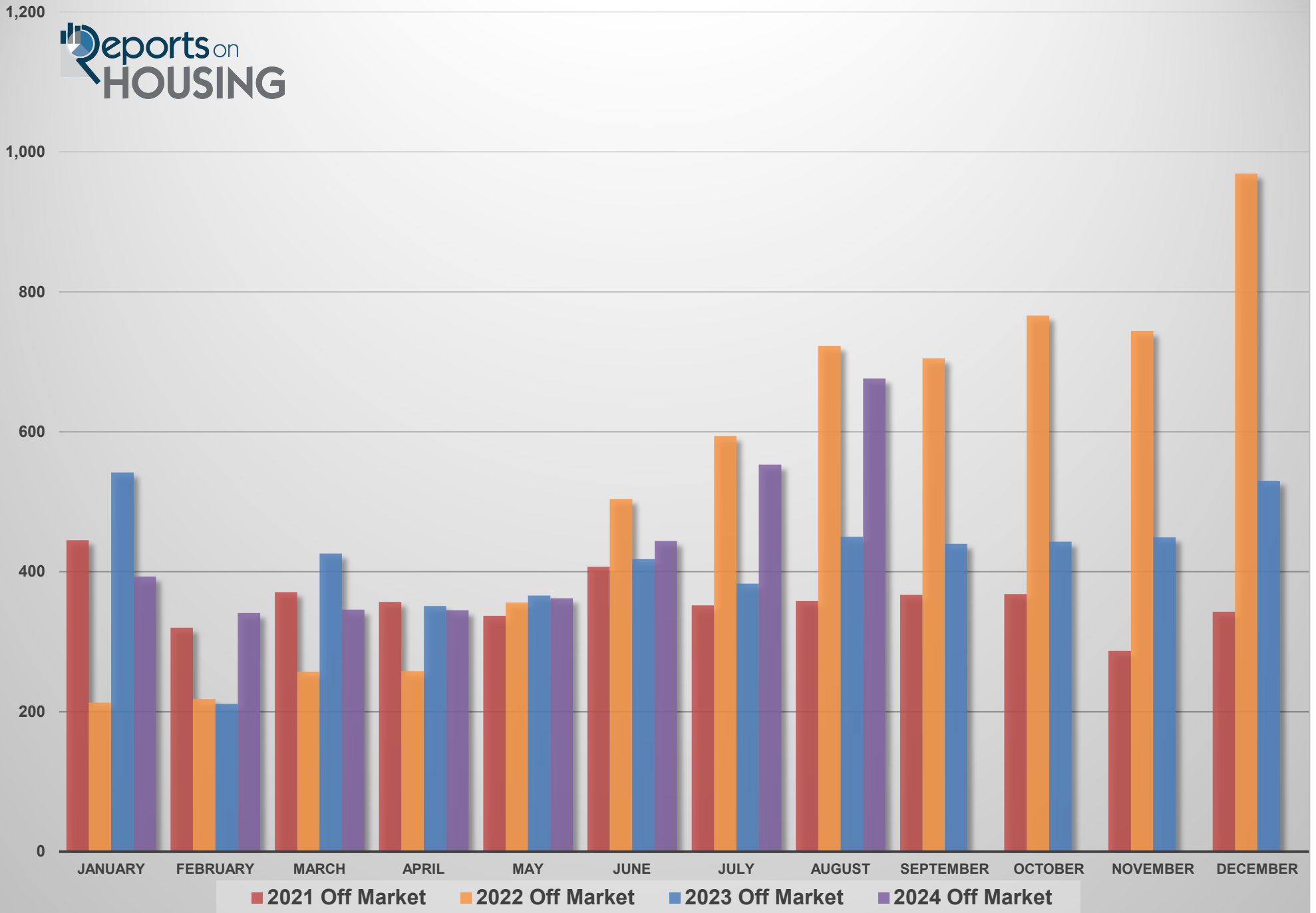
(Jan-Dec)



Orange County Homes Pulled Off the Market

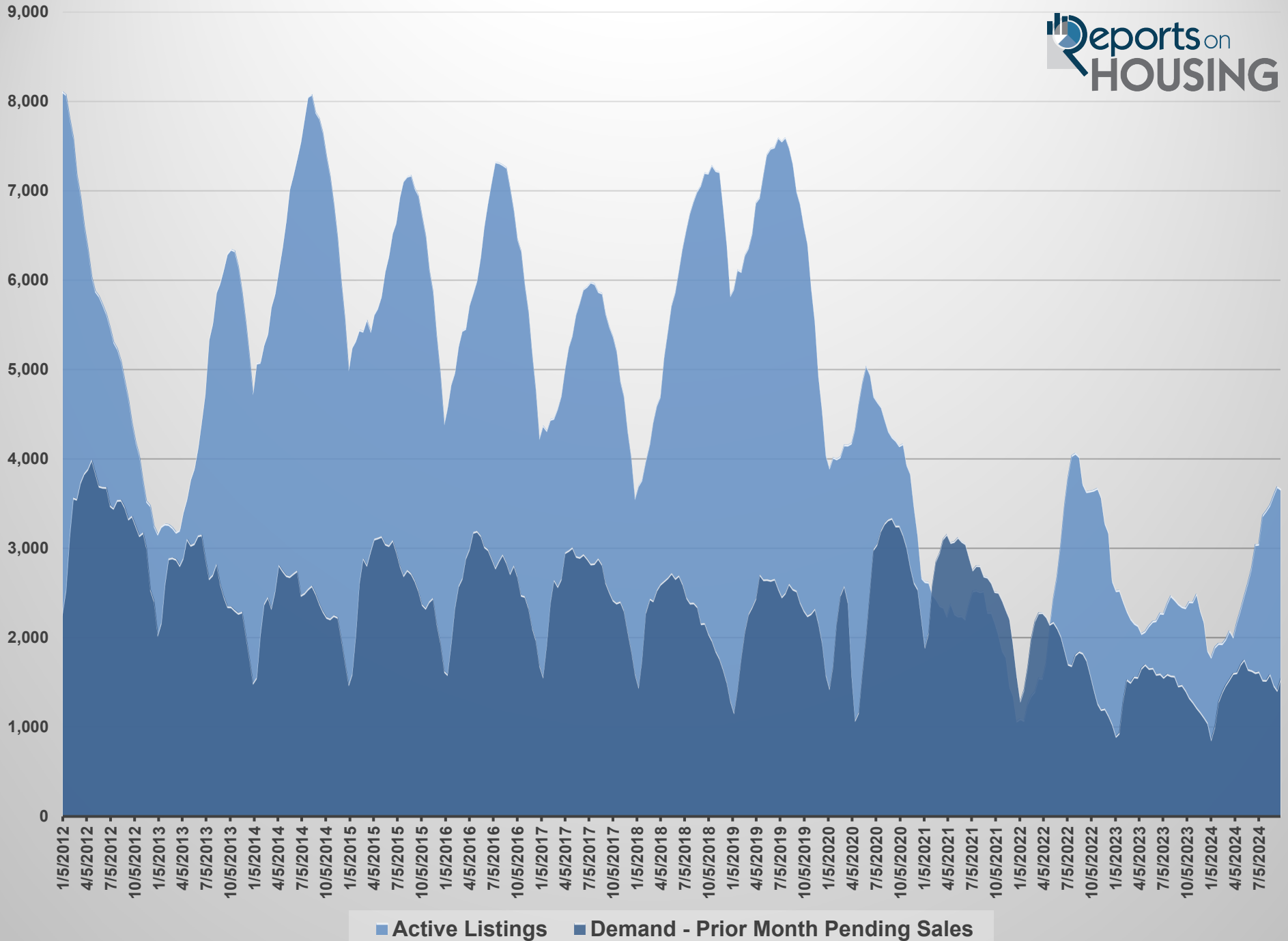


Orange County Off Market Year Over Year

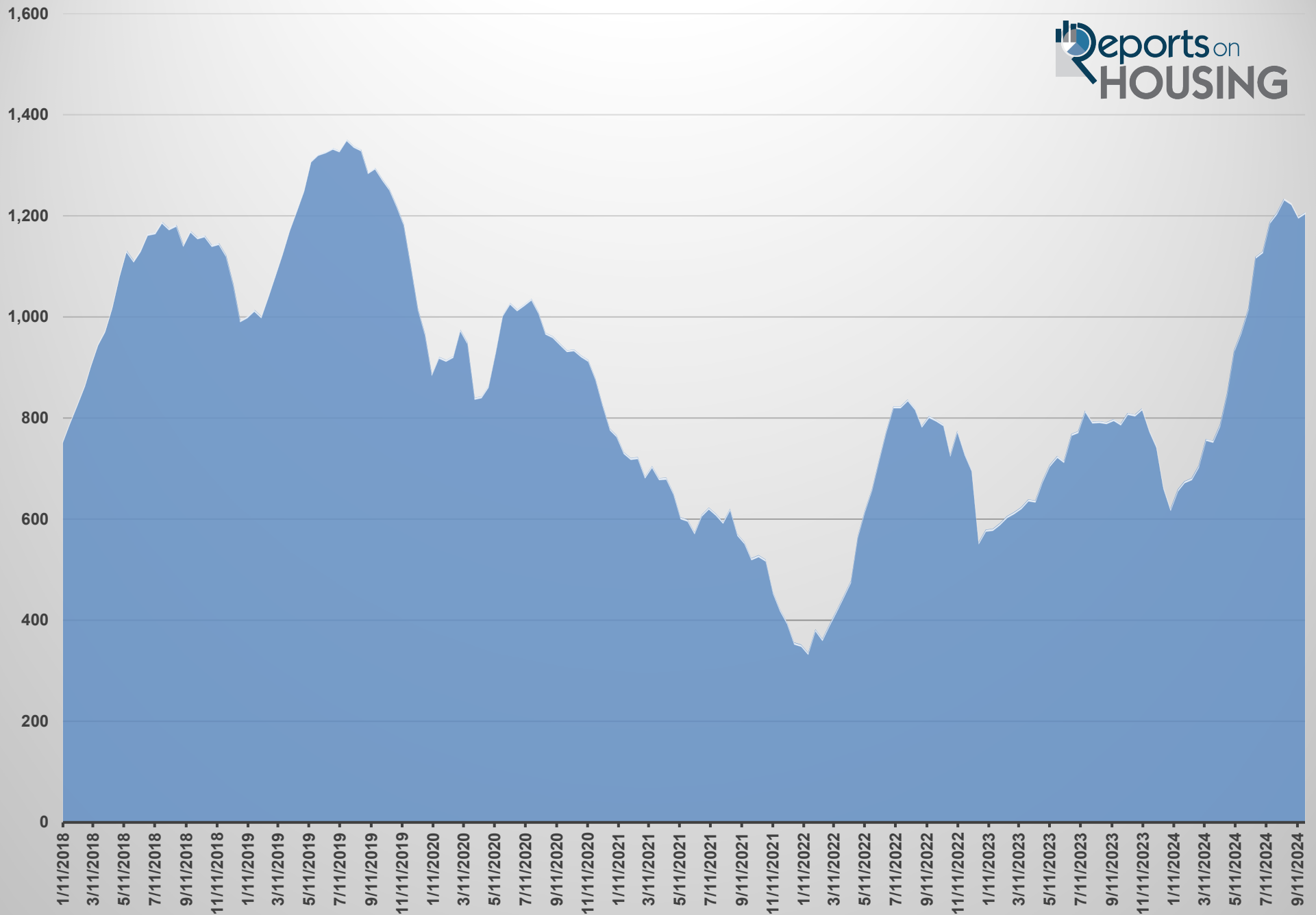


Orange County Listings Inventory Versus Demand

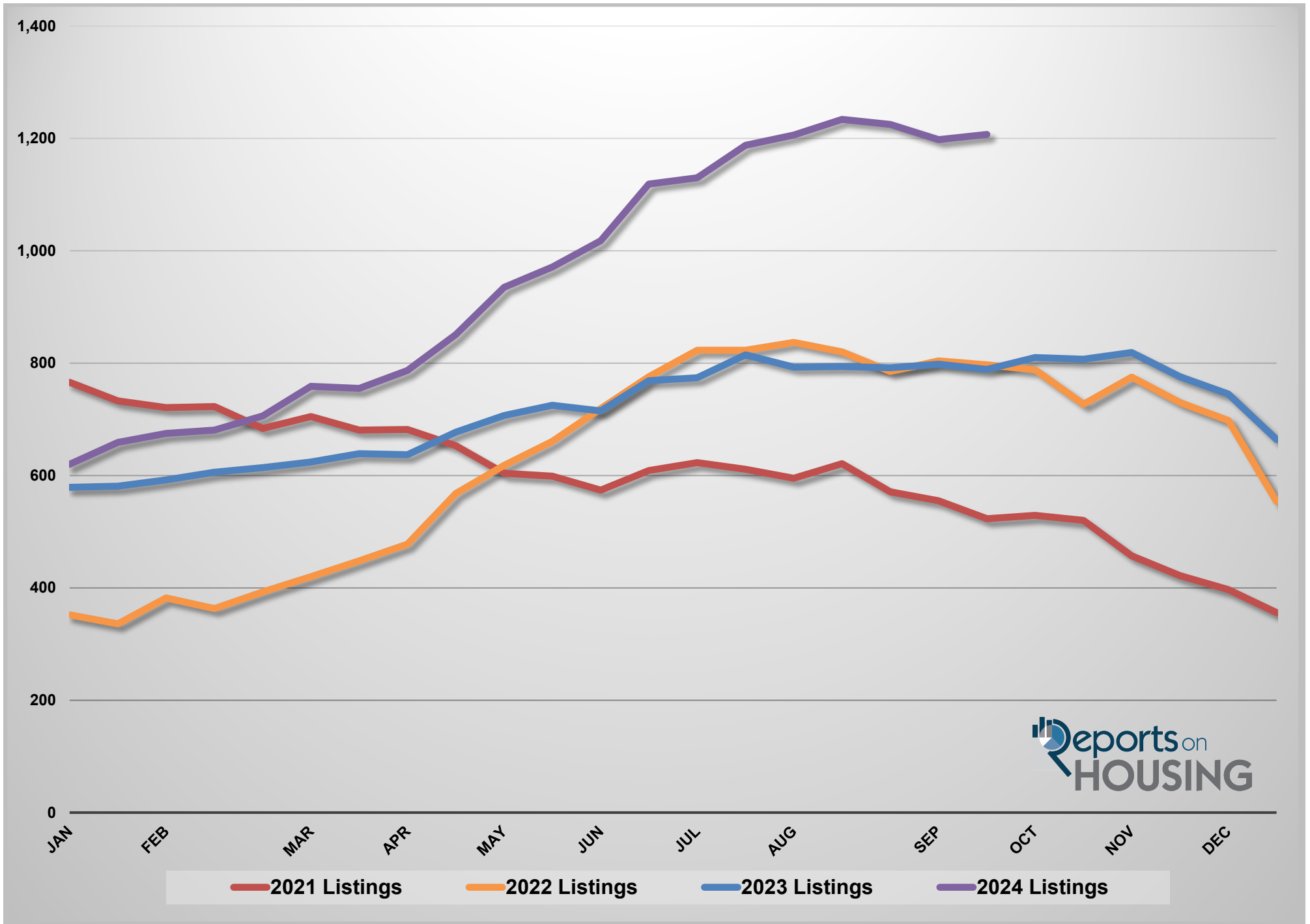
(Demand is a 30 Day Snapshot of Pending Sales)



Orange County Active Luxury (\$2M+) Listing Inventory

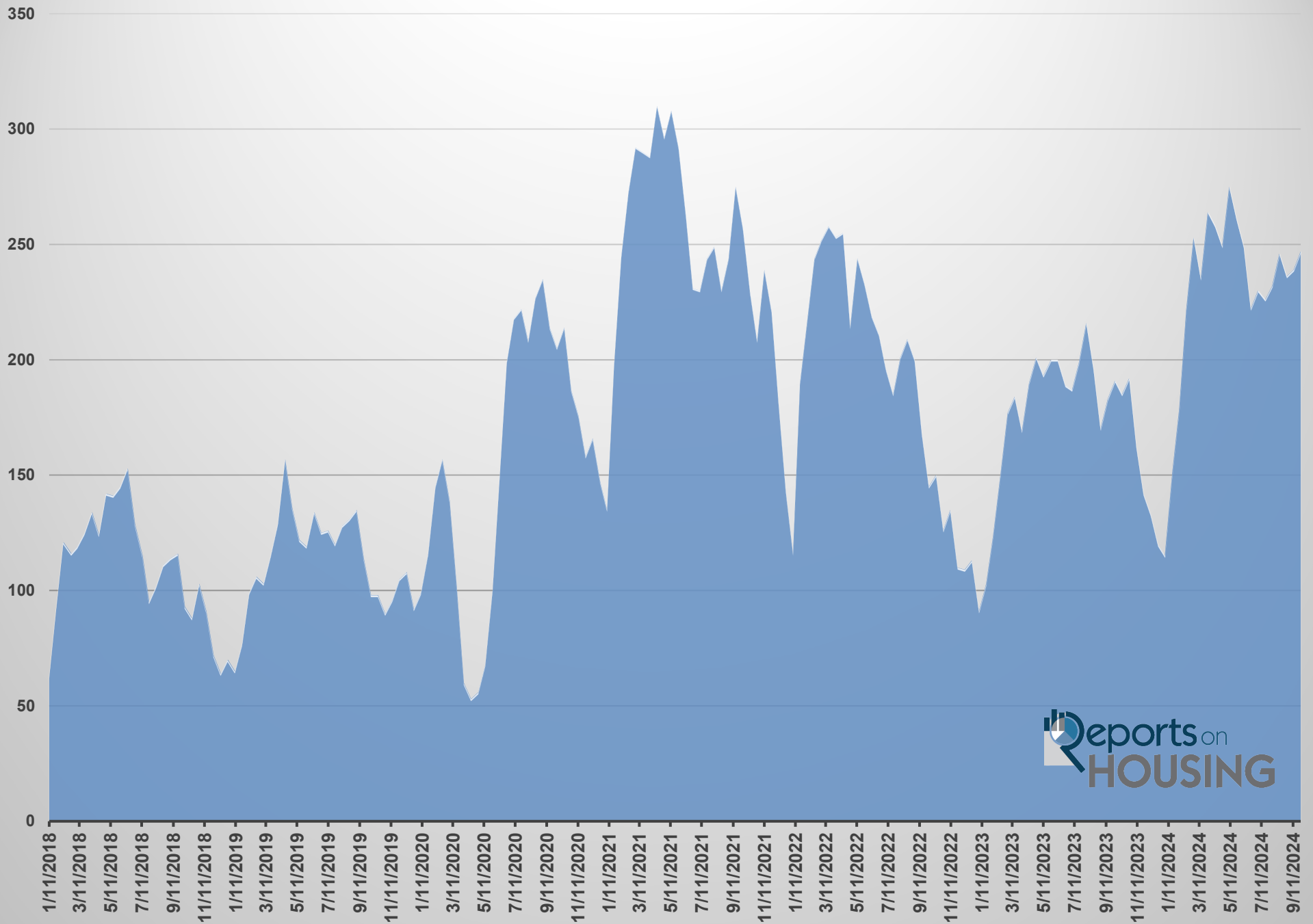


Orange County Active Luxury (\$2M+) Listing Inventory Year Over Year



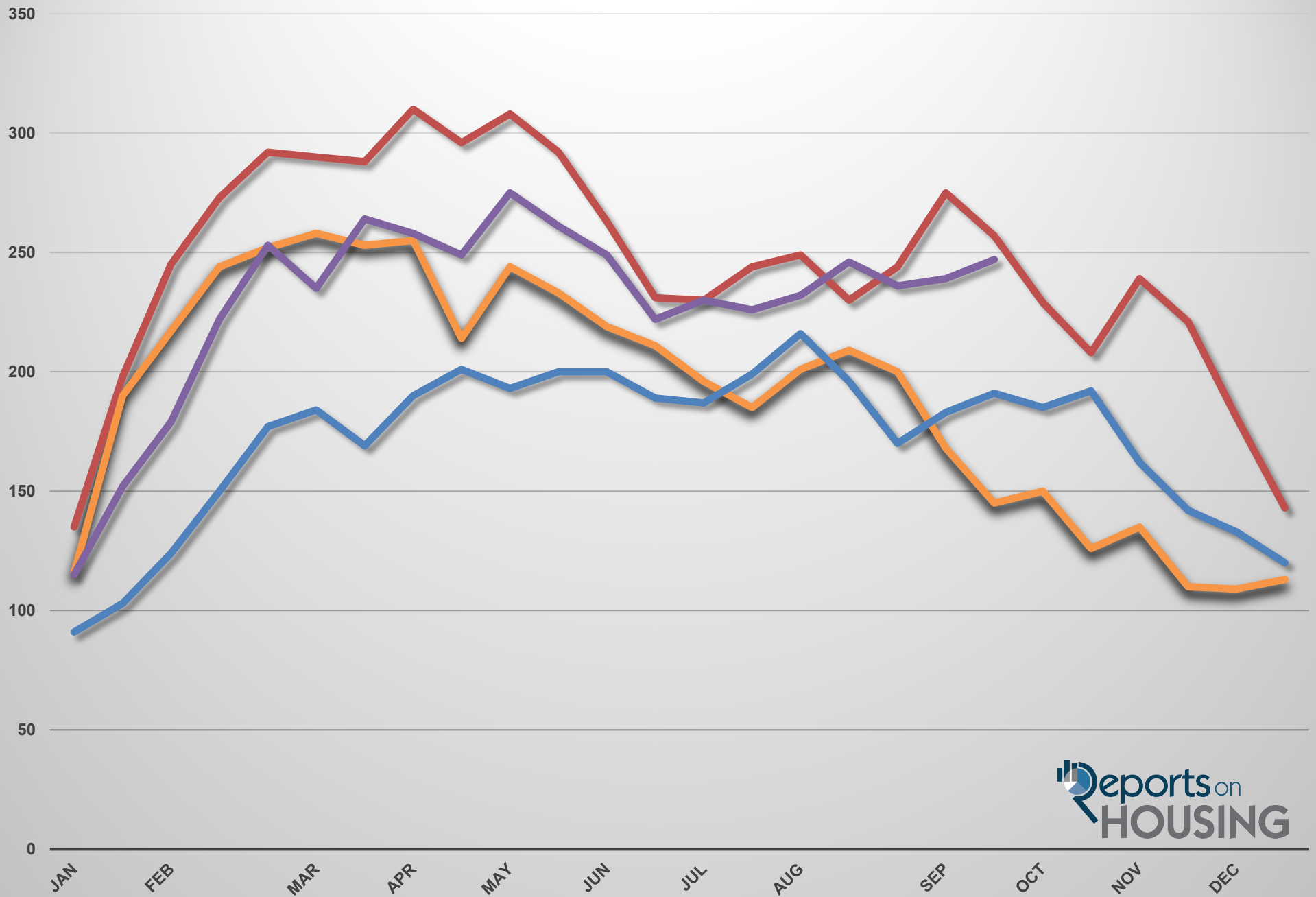
Orange County Luxury (\$2M+) Demand

(Prior 30 Day Pendings Snapshot)



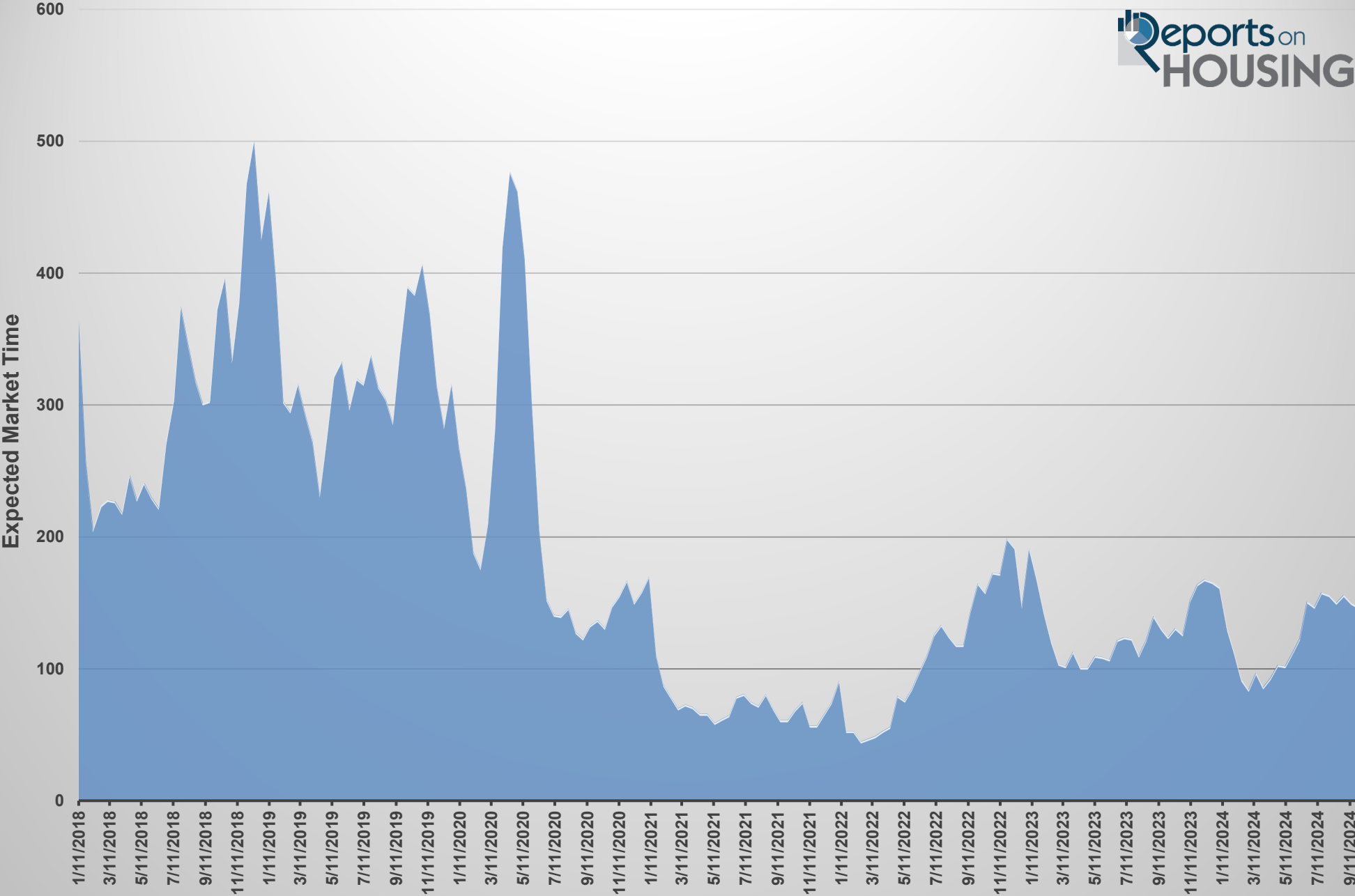
Orange County Luxury (\$2M+) Demand Year Over Year

Prior 30 Day Pending Sales Snapshot



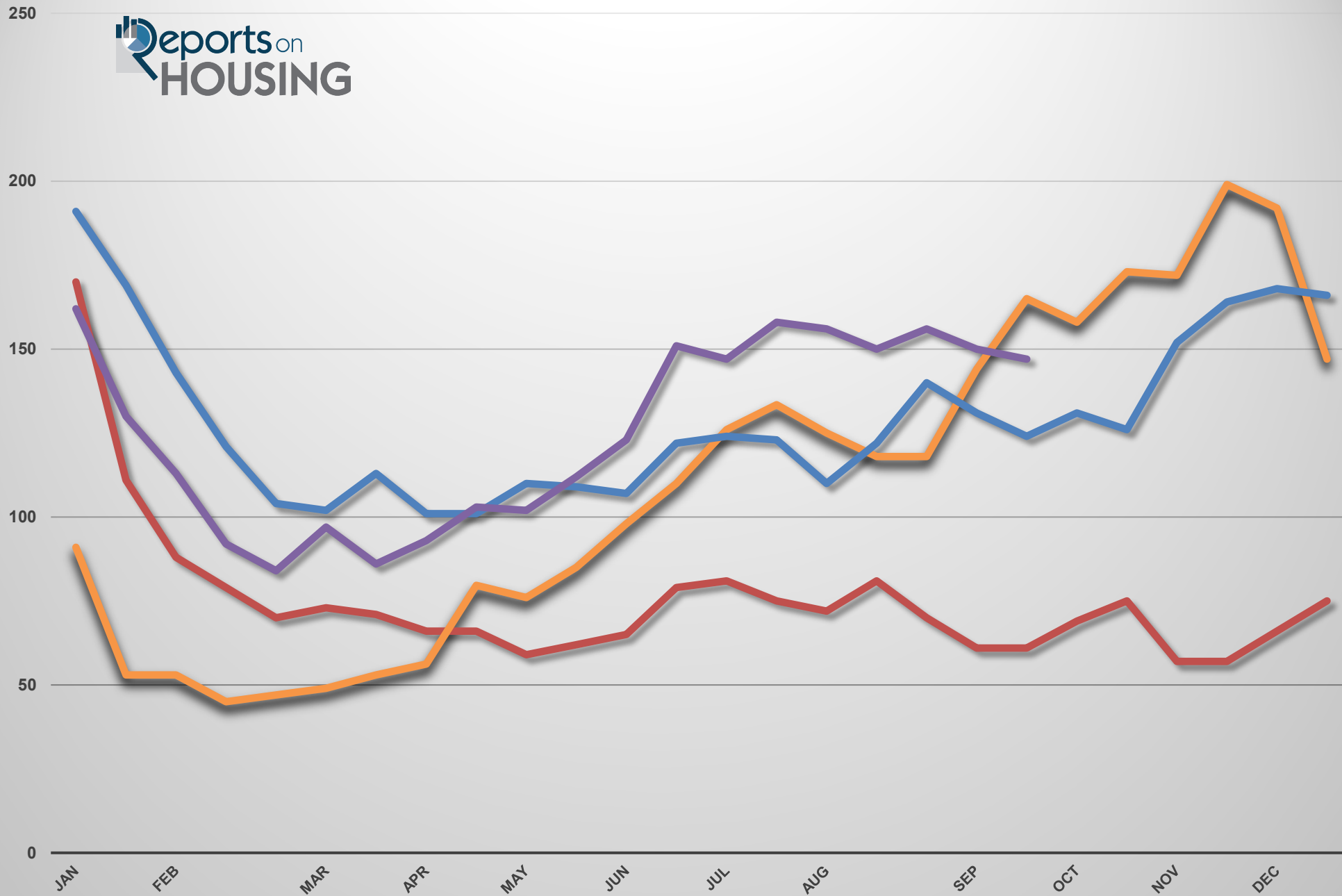
— 2021 Pending Sales — 2022 Pending Sales — 2023 Pending Sales — 2024 Pending Sales

Orange County Luxury (\$2M+) Expected Market Time Days of Inventory



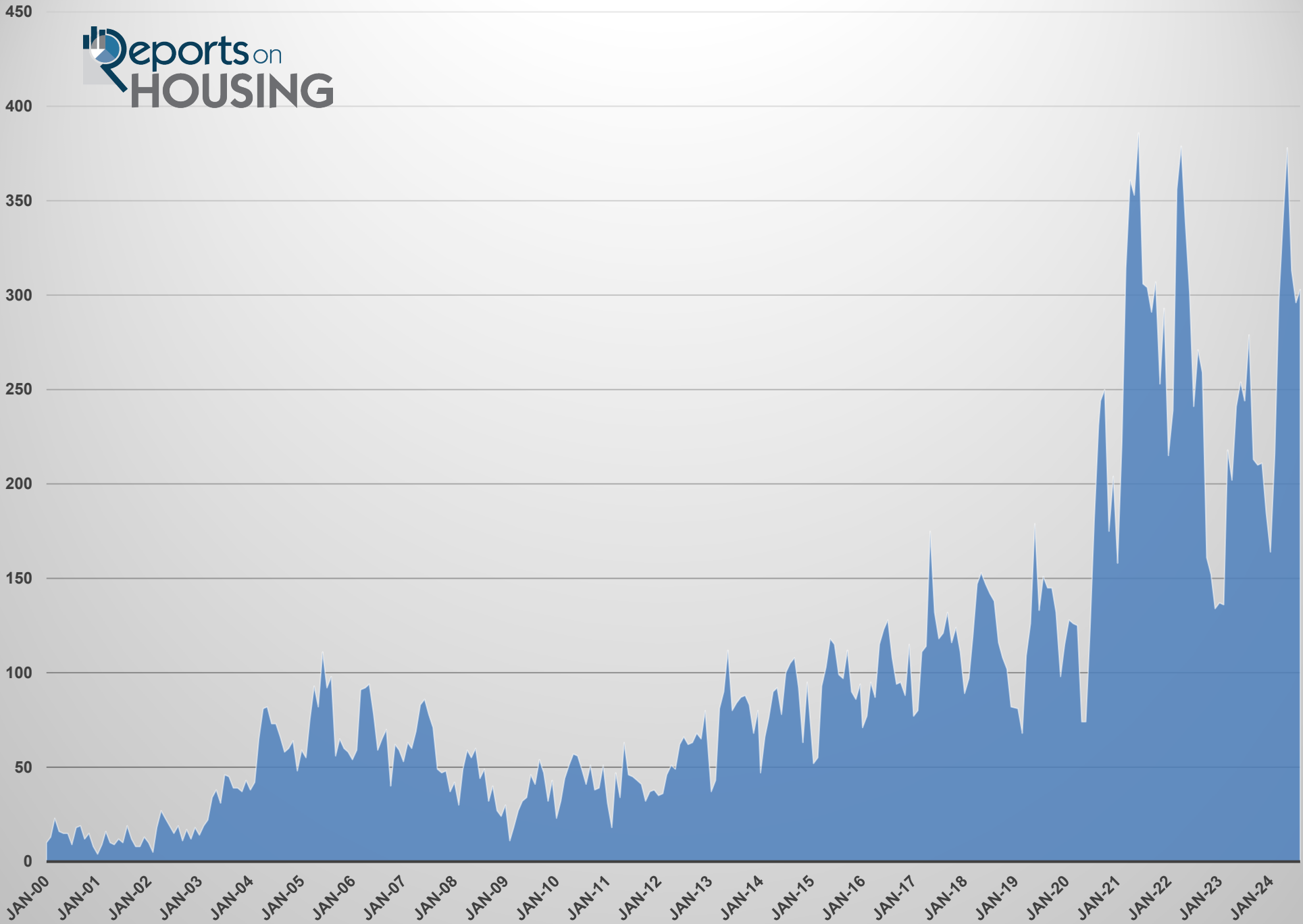
Orange County Luxury (\$2M+) Expected Market Time Year Over Year

In Days

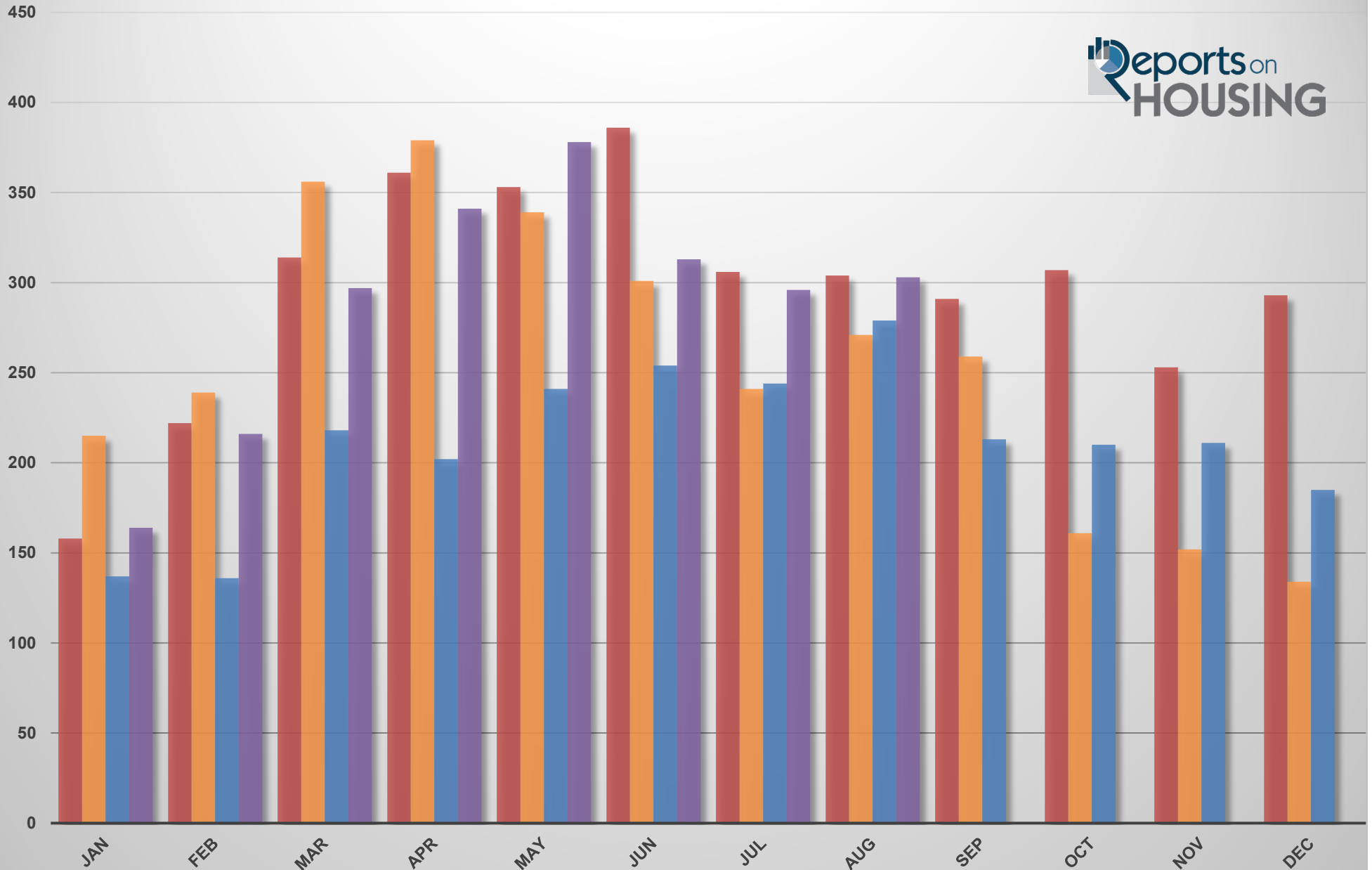


— 2021 Expected Market Time — 2022 Expected Market Time
— 2023 Expected Market Time — 2024 Expected Market Time

Orange County Luxury Closed Sales (\$2m+)

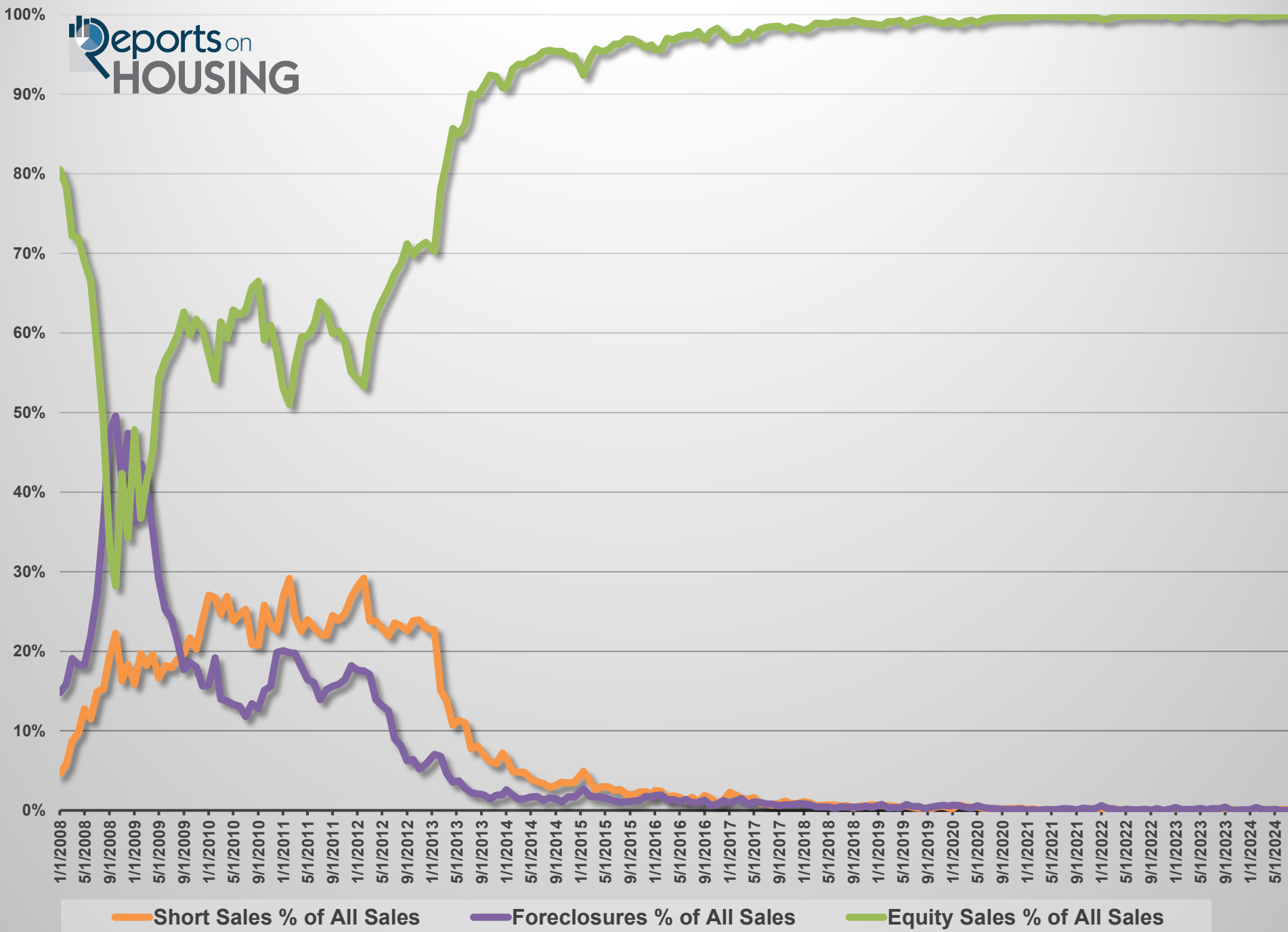


Orange County Luxury Closed Sales Year Over Year (\$2m+)

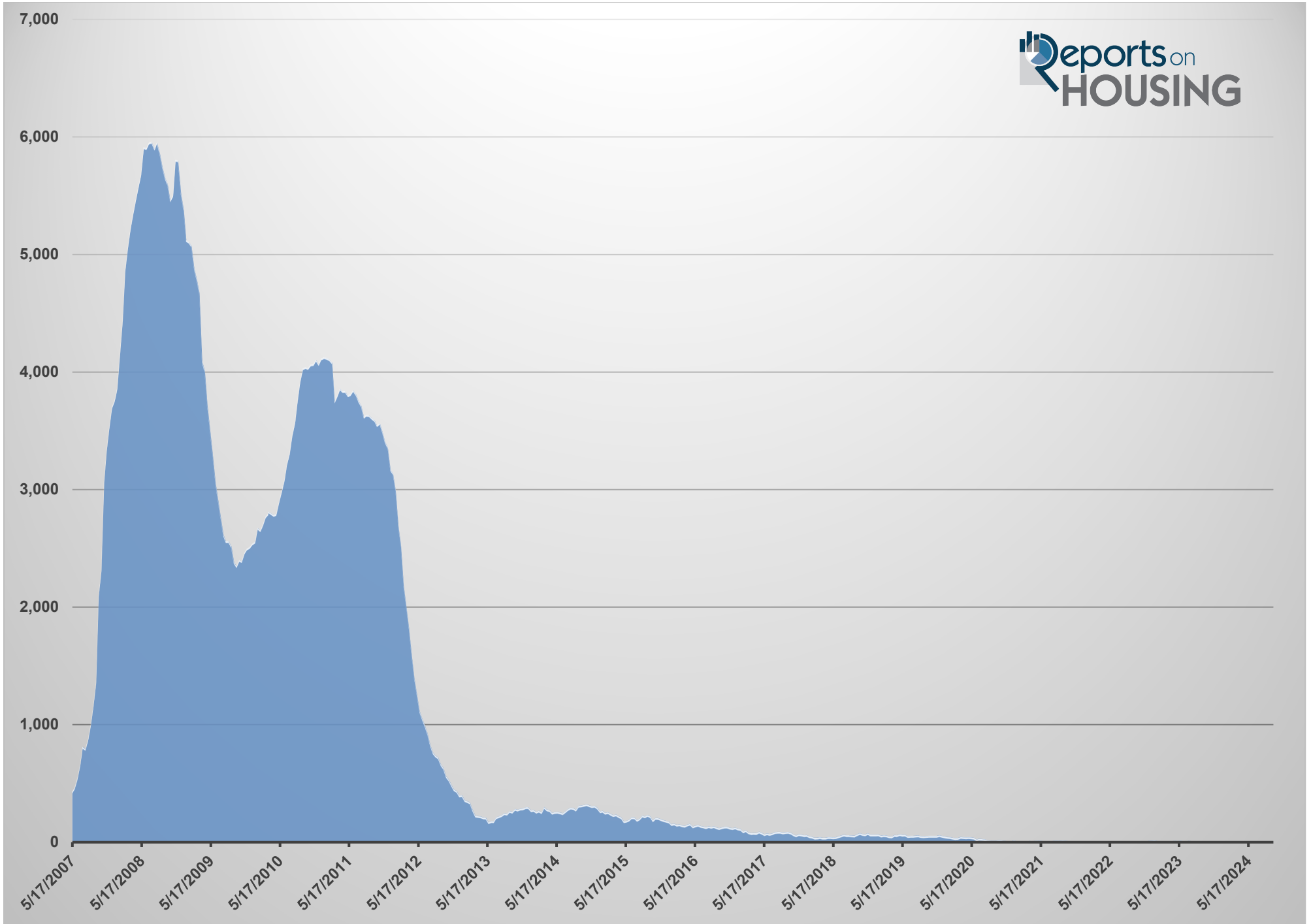


■ 2021 Luxury Closed Sales ■ 2022 Luxury Closed Sales ■ 2023 Luxury Closed Sales ■ 2024 Luxury Closed Sales

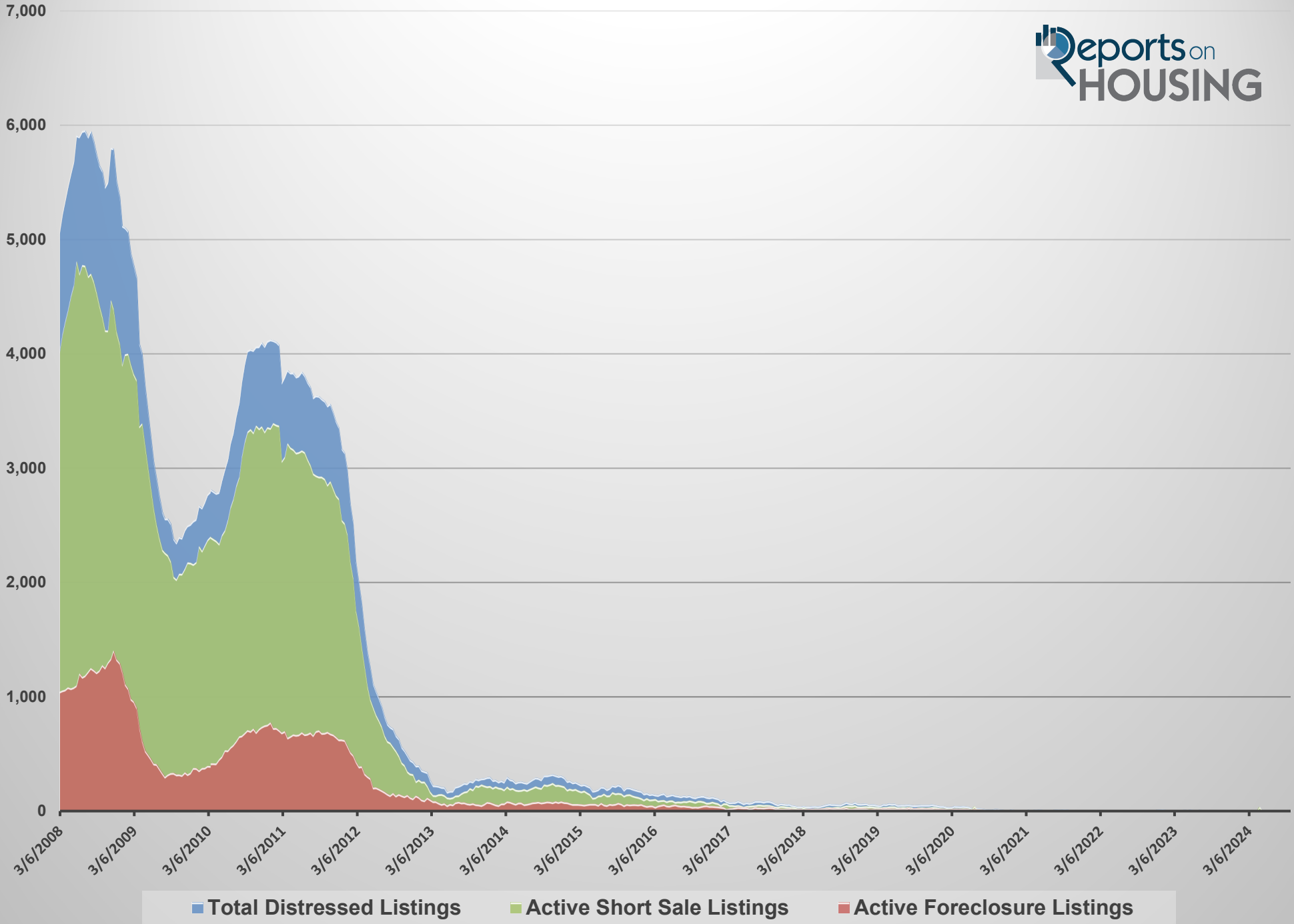
Orange County Closed Sales Breakdown



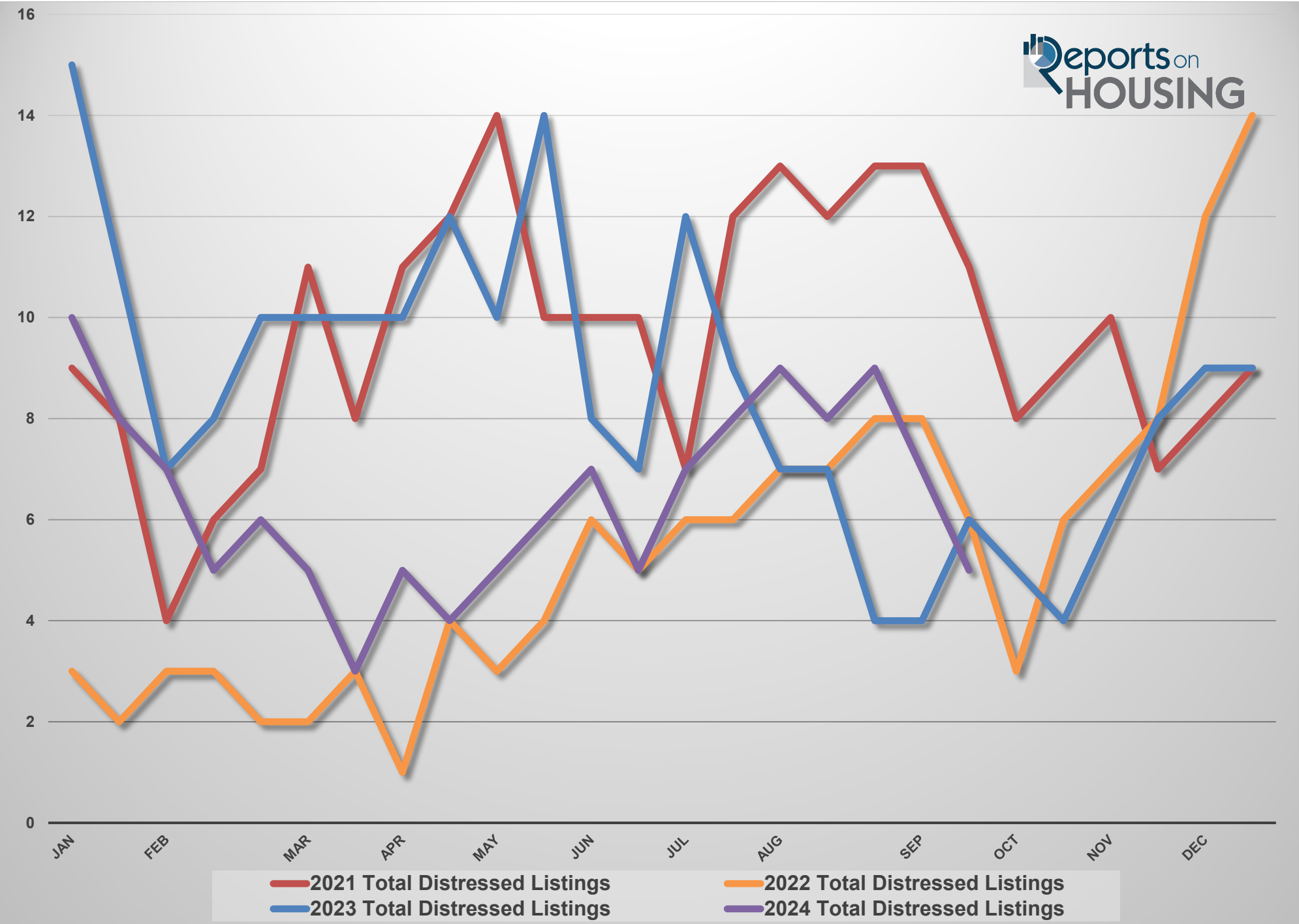
Orange County Distressed Listings



Orange County Distressed Listing Breakdown

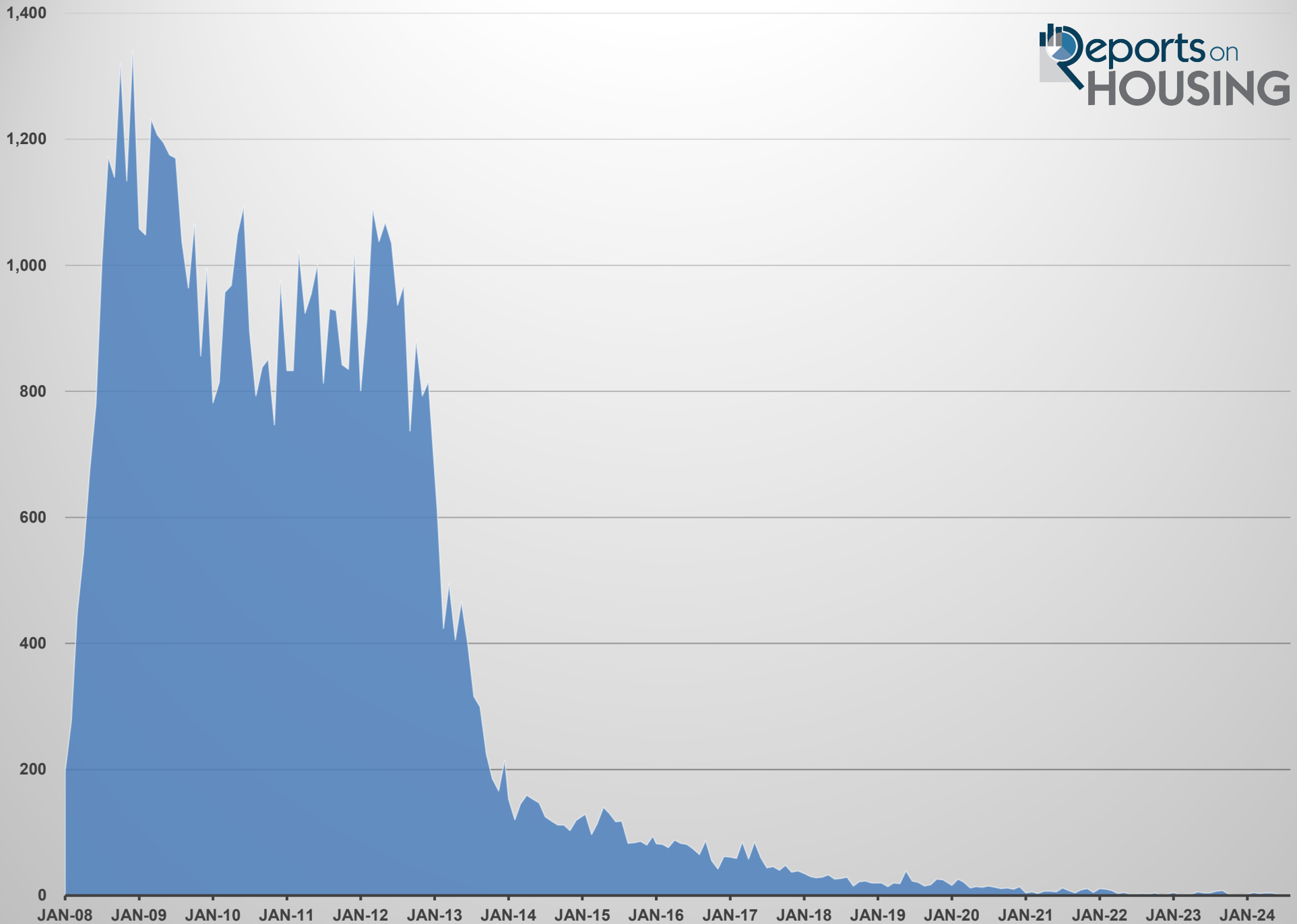


Orange County Distressed Inventory Year Over Year

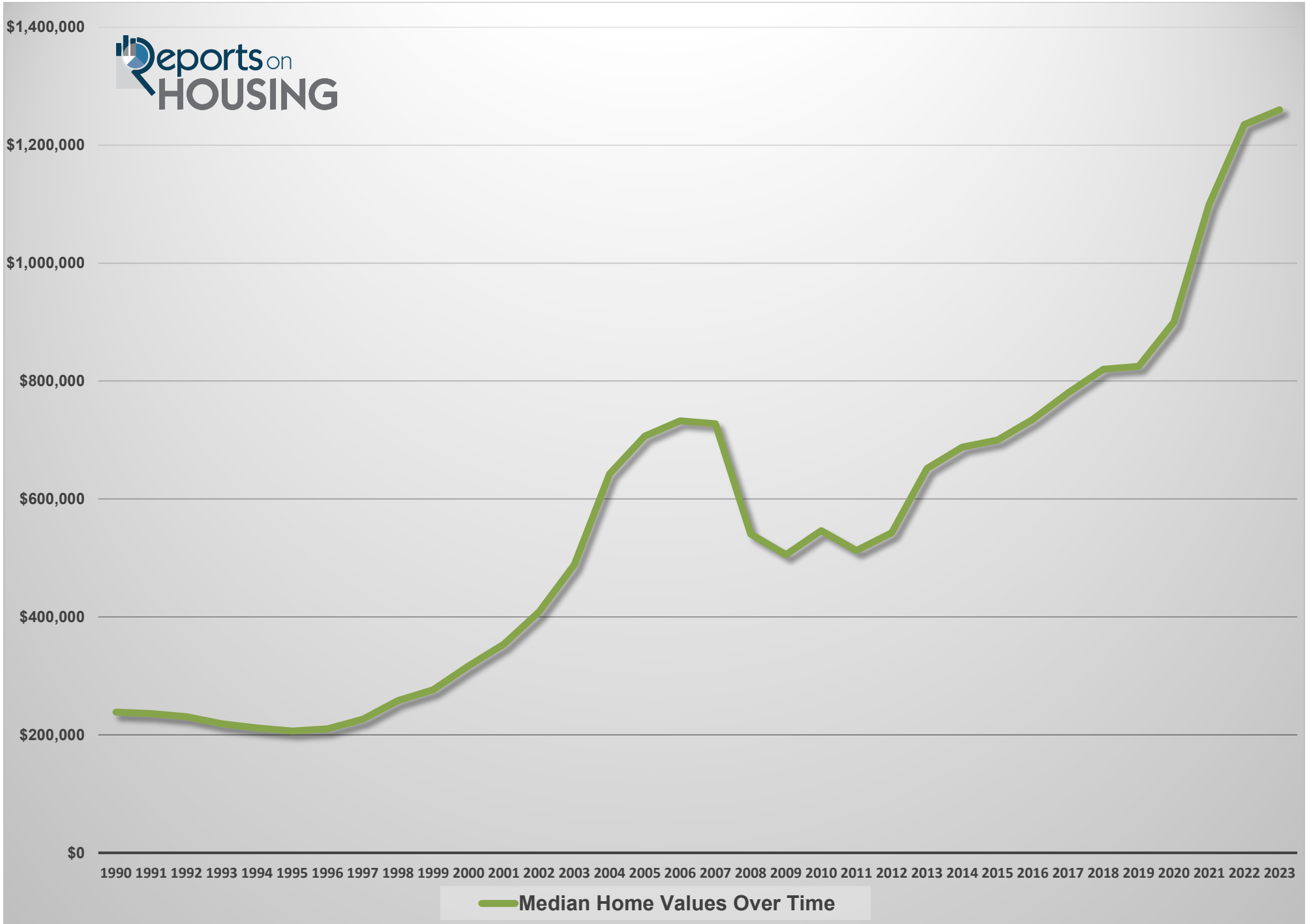


Orange County Closed Distressed Sales

(Monthly)



OC Median Detached Home Value



— Median Home Values Over Time

Orange County First-Time Buyer Housing Affordability Index

