Orange County Housing Report: More Seller Competition

April 9, 2017

Good Afternoon!

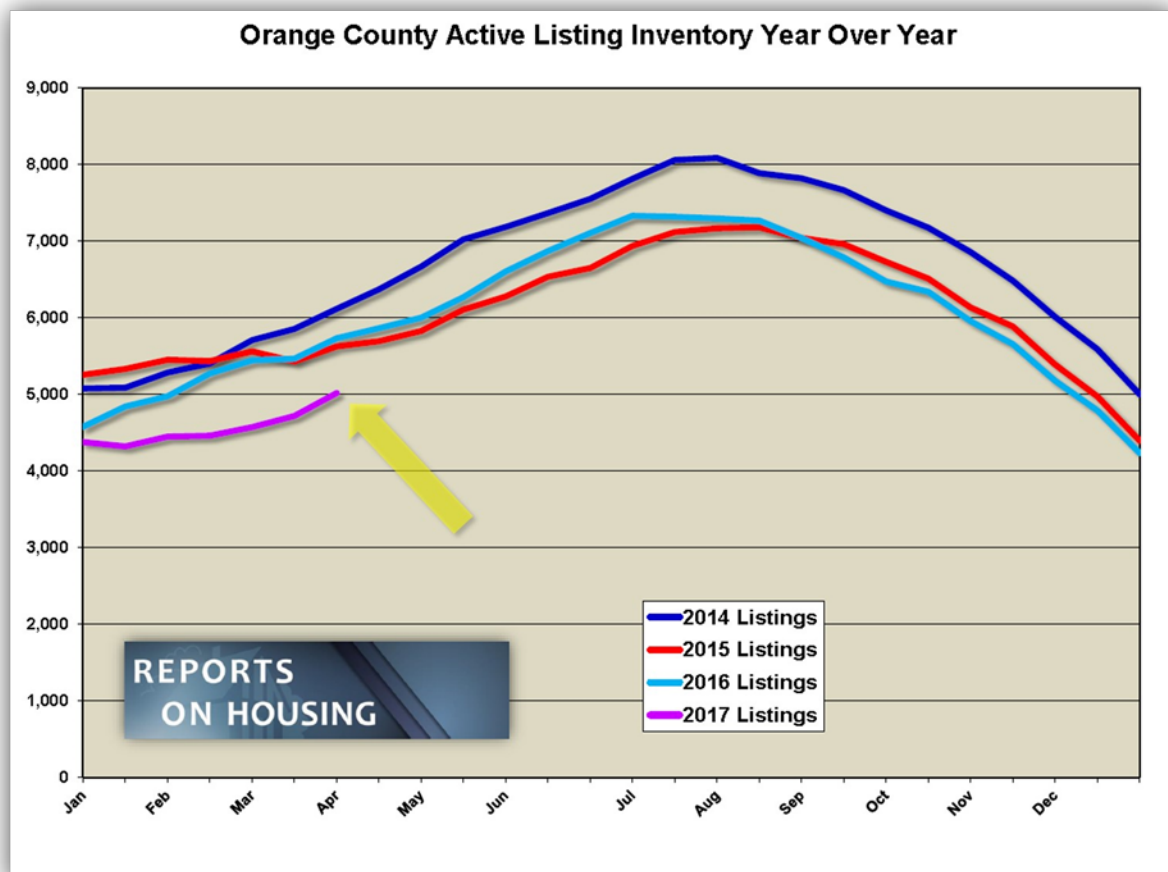
A wave of homeowners are finally coming on the market and the active inventory is on the rise.

<u>Active Inventory – More Competition</u>: The active inventory grew by 6.4% in the past two weeks, the largest jump since January 2014.

The storyline for 2017 has been "Not Enough Homes on the Market." This has been the theme not just in Orange County, but across the United States. Locally, the year started with 4,071 homes on the market, the second lowest start in the last decade behind 2013's anemic 3,161 homes.

The active inventory remained low throughout the first quarter, with only limited growth. Everybody was wondering when homeowners were finally going to step up and place their homes on the market. Compared to the last couple of years, the number of homes that were listed for sale in 2017 was down by 9%. The million dollar question was why were so many homeowners sitting on the sidelines and not selling this year. Nobody seemed to have an answer. Was it the new Trump Administration? Were homeowners fearful of not having a place to move to if they did successfully sell? Was it the extremely wet winter?

Regardless of what caused the delay in homeowners placing their homes on the market, that all changed within the last couple of weeks. The trend of an anemic, flat inventory with very little growth is officially over with a 6.4% rise in the active listing inventory in just 14 days. It was the largest increase since the start of 2014, more than 3 years ago. The inventory surpassed the 5,000 mark and now sits at 5,016 homes, an increase of 300 in the past two weeks.



The increase is not isolated to any one specific price range; instead, every price range realized an increase. It's as if the green light was lit for homeowners to place a FOR SALE sign in their front yard two weeks ago. Whatever kept homeowners on the sideline and not actively participating in the housing market has passed.

It looks as if the new trend of more and more seller competition is here to stay, as the velocity of new homeowners coming on the market has continued to increase and build momentum. For buyers, it is a welcome sign. In the next couple of

months, there will be considerably more homes on the market, more choices for buyers, and demand will start to soften with all the distractions of summer setting in.
What does this mean for sellers? First off, it is still the best time of the year to sell, the Spring Market. It is really just beginning. This hottest season in housing is from mid-March through mid-June. In spite of spring and all of the increased activity, the inventory continues to grow. The largest volume of sellers hits the market during the Spring Market, many of them a bit overzealous and overly anxious to take advantage of the most active time of the year. For the sellers that price their homes close to the most recent comparable closed and pending sales, they will find success. Price is the most important factor in finding success. Condition, upgrades, and location are also extremely important factors. Sellers do not have any control over their location, but they certainly do when it comes to their condition and upgrades.

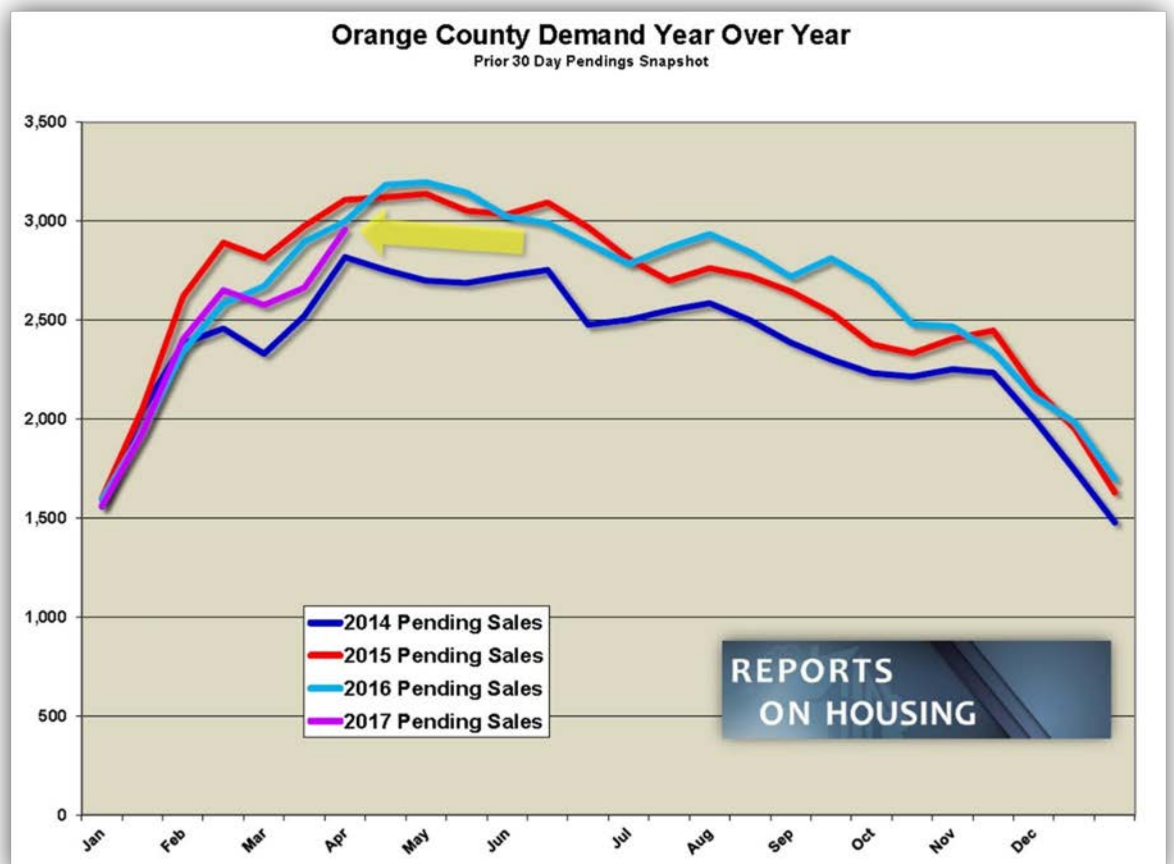
When a nicely upgraded home in great condition comes on the market priced close to its **Fair Market Value**, it attracts a ton of attention, plenty of showings, multiple offers, and a purchase price close to, or even more, than their asking price. Stretch the price too much and sellers will rack up extra market time until they adjust their prices back to reality. Unfortunately, this strategy backfires because they miss out on taking advantage of the first few golden weeks after a home comes on the market. It is during these weeks that a home attracts the most attention. It is wise to cash in on all of the extra attention right out of the starting gate.

The expected market time, the amount of time it would take to list a home today and then place it into escrow (based upon the inventory and demand) just hit a low for the year, 51 days. However, sellers should not celebrate too quickly. This is cyclically the time of the year when the expected market time hits a low and then grows from here. This year is not going to be any different. It will grow from here, which means it will be more challenging to sell as the year rolls along. Carefully pricing is the only antidote to avoid spending way too much time on the market with no success.

Last year at this time, there were 5,732 homes on the market, 14% more.

Demand: Demand increased by 11% in the past two weeks and is now knocking on the door of 3,000 pending sales.
Demand, the number of homes placed into escrow within the prior month, increased by 293 pending sales in the past couple of weeks, or 11%, and now totals 2,957. Demand is really heating up and will surpass the 3,000 pending sale mark within the next couple of weeks, typically a sign that the market has reached the busiest time of the year in terms of activity. It will continue at this higher velocity until mid-June as the market transitions into the Summer Market.

Current demand is the best it has been since mid-June of last year. Last year at this time, demand was at 2,999, an additional 42 pending sales, very similar to today's activity.



<u>Luxury End</u>: *More closed luxury sales occurred in the first quarter of 2017 than ever before.*

In the first quarter of 2017, there were 721 closed sales over $1.25 million (the top 10% of the Orange County housing market). That is 17% higher than last year's record setting 1st quarter of 615 closed sales. The third most closed sales in the luxury end occurred in 2005 with 578, 20% fewer than today.

Luxury Home Sales

Over $1.25 million - Jan 1 to Mar 31

2017	2016	2015	2014	2013	2012	2011	2010	2009	2005
721	615	569	445	424	306	294	298	182	578

For all homes priced above $1 million, luxury demand is considerably strong with 126 additional pending sales compared to last year at this time, 28% higher. Today's luxury inventory is nearly the same as last year, with 4 more homes on the market. The overall expected market time for all homes priced above $1 million is 117 days compared to 149 days last year.

In the past two weeks, demand for homes above $1 million increased from 492 to 573 pending sales, a 16% rise, and its highest level **<u>ever</u>**. The luxury home inventory increased from 2,118 homes to 2,229, up 5%.

For homes priced between $1 million to $1.5 million, the expected market time in the past couple of weeks decreased from 86 days to 81 days. For homes priced between $1.5 million to $2 million, the expected market time decreased from 116 to 110 days. And, for homes priced above $2 million, the expected market time decreased from 235 days to 202 days. At 202 days, a seller would be looking at placing their home in escrow around the end of October.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. $0-$750k	31 Days	37%	61%	37 Days
O.C. $750k-$1m	48 Days	19%	20%	57 Days
O.C. $1m-$1.5m	81 Days	16%	10%	100 Days
O.C. $1.5m-$2m	110 Days	9%	4%	157 Days
O.C. $2m+	202 Days	19%	5%	275 Days

Orange County Housing Market Summary:

- The active listing inventory increased by 300 homes, or 6.4%, in the past couple of weeks, its largest rise since January 2014. It now totals 5,016, eclipsing the 5,000 home mark. Last year, the inventory hit this milestone in mid-February. While, this year has had a slower start in terms of inventory coming on the market, that all changed two weeks ago. The trend of fewer homeowners coming on the market compared to last year has ended.

- There are 41% fewer homes on the market below $500,000 compared to last year at this time and demand is down by 23%. Fewer and fewer homes and condominiums are now priced below $500,000. This price range is slowly disappearing.

- Demand, the number of pending sales over the prior month, exploded by 11% in the past couple of weeks, increasing by 293 and now totals 2,957, knocking on the door of 3,000 pending sales, typically a sign that the hottest time of the year has arrived. Today's demand is 1% lower than last year when it totaled 2,999. The average pending price is $865,446.

- The average list price for all of Orange County dropped from $1.7 million two weeks ago to $1.6 million today. This number is high due to the mix of homes in the luxury ranges that sit on the market and do not move as quickly as the lower end.

- For homes priced below $750,000, the market is HOT with an expected market time of just 31 days. This range represents 37% of the active inventory and 61% of demand.
- For homes priced between $750,000 and $1 million, the expected market time is 48 days, a seller's market (less than 60 days). This range represents 19% of the active inventory and 20% of demand.
- For luxury homes priced between $1 million to $1.5 million, the expected market time is at 81 days, decreasing by 5 in the past couple of weeks. For homes priced between $1.5 million to $2 million, the expected market time decreased from 116 to 110 days. For luxury homes priced above $2 million, the expected market time decreased from 235 to 202 days.
- The luxury end, all homes above $1 million, accounts for 44% of the inventory and only 19% of demand.
- The expected market time for all homes in Orange County dropped from 53 days to 51 in the past couple of weeks, a solid seller's market (less than 60 days). From here, we can expect the market time to slowly rise throughout the Spring and Summer Markets.
- Distressed homes, both short sales and foreclosures combined, make up only 1.6% of all listings and 2.6% of demand. There are only 30 foreclosures and 48 short sales available to purchase today in all of Orange County, that's 78 total distressed homes on the active market, 1 less than two weeks ago. Last year there were 151 total distressed sales, 94% more.
- There were 2,792 closed sales in March, a 49% increase over February 2017 and a 9% increase over March 2016. The sales to list price ratio was 97.9% for all of Orange County. Foreclosures accounted for just 1.5% of all closed sales and short sales accounted for 1.5% as well. That means that 97% of all sales were good ol' fashioned equity sellers.

Have a great week.

Sincerely,
Steven Thomas
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	Current Actives 4/6/2017	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/6/2017	2-Weeks Ago 3/23/2017	4-Weeks Ago 3/9/2017	1-Year Ago 4/7/2016	2-Years Ago 4/9/2015	Average Active List Price 4/6/2017
Aliso Viejo	76	68	34	27	21	28	32	$742k
Anaheim	174	136	38	44	36	46	36	$551k
Anaheim Hills	98	67	44	43	44	40	69	$1.1m
Brea	67	52	39	43	47	43	51	$876k
Buena Park	47	56	25	29	29	32	47	$656k
Corona Del Mar	103	28	110	172	128	126	175	$4.1m
Costa Mesa	129	79	49	42	37	50	38	$911k
Coto De Caza	107	21	153	106	110	107	81	$2.1m
Cypress	39	28	42	29	33	37	37	$721k
Dana Point	183	41	134	122	131	91	69	$2.9m
Dove Canyon	20	8	75	90	96	94	60	$1.2m
Foothill Ranch	17	20	26	18	32	24	24	$725k
Fountain Valley	42	42	30	25	28	36	43	$667k
Fullerton	165	119	42	42	39	55	48	$862k
Garden Grove	107	98	33	27	37	40	40	$571k
Huntington Beach	232	189	37	38	44	60	53	$1.2m
Irvine	413	240	52	60	55	68	63	$1.6m
La Habra	49	38	39	36	26	42	50	$642k
La Palma	10	12	25	25	25	53	37	$706k
Ladera Ranch	97	58	50	43	53	46	67	$1.5m
Laguna Beach	206	35	177	176	174	225	134	$4.7m
Laguna Hills	67	44	46	60	65	64	60	$1.7m
Laguna Niguel	197	109	54	53	58	61	56	$1.5m
Laguna Woods	124	105	35	43	41	54	85	$319k
Lake Forest	74	82	27	34	40	29	31	$644k
Los Alamitos	17	12	43	52	75	40	51	$863k
Mission Viejo	173	123	42	46	35	35	30	$838k
Newport Beach	328	91	108	133	145	144	116	$3.1m
Newport Coast	106	22	145	139	122	159	133	$7.0m
North Tustin	85	22	116	117	113	57	*	$1.7m
Orange	146	137	32	41	40	35	49	$945k
Placentia	48	47	31	28	25	34	31	$665k
Portola Hills	4	12	10	18	11	38	49	$679k
Rancho Mission Viejo	19	12	48	48	90	72	*	$817k
Rancho Santa Marg.	53	56	28	23	26	36	55	$666k
San Clemente	246	99	75	99	107	74	71	$1.7m
San Juan	133	56	71	74	93	130	36	$1.8m
Santa Ana	187	139	40	40	45	55	47	$556k
Seal Beach	101	65	47	42	32	60	66	$507k
Stanton	8	20	12	19	30	25	46	$875k
Talega	42	22	57	58	55	64	86	$1.2m
Tustin	95	69	41	45	40	41	*	$1.0m
Villa Park	16	7	69	96	270	124	70	$1.5m
Westminster	42	30	42	47	52	30	48	$651k
Yorba Linda	216	91	71	69	76	62	64	$1.5m
All of O.C.	5,016	2,957	51	53	53	57	54	$1.6m

Attached Homes

	Current Actives 4/6/2017	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/6/2017	2-Weeks Ago 3/23/2017	4-Weeks Ago 3/9/2017	1-Year Ago 4/7/2016	2-Years Ago 4/9/2015	Average Active List Price 4/6/2017
All of O.C.	1,427	1,131	38	40	37	46	46	$733k
O.C. $0-$250k	103	101	31	33	25	47	57	$179k
O.C. $250k-$500k	532	552	29	28	25	36	36	$390k
O.C. $500k-$750k	423	346	37	41	42	50	52	$618k
O.C. $750k-$1m	153	80	57	65	72	75	84	$871k
O.C. $1m+	224	54	124	156	124	107	114	$1.9m

Current Actives Vacant **33.1%**

Detached Homes

	Current Actives 4/6/2017	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/6/2017	2-Weeks Ago 3/23/2017	4-Weeks Ago 3/9/2017	1-Year Ago 4/7/2016	2-Years Ago 4/9/2015	Average Active List Price 4/6/2017
All of O.C.	3,579	1,825	59	61	64	65	59	$2.0m
O.C. $0-$500k	87	104	25	27	34	32	32	$446k
O.C. $500k-$750k	706	698	30	31	31	32	34	$651k
O.C. $750k-$1m	805	515	47	48	53	54	57	$872k
O.C. $1m-$1.5m	729	276	79	83	87	102	89	$1.3m
O.C. $1.5m-$2m	379	107	106	108	129	163	130	$1.8m
O.C. $2m-$4m	579	112	155	181	216	229	184	$2.8m
O.C. $4m+	316	24	395	465	364	506	353	$8.8m

Current Actives Vacant **20.7%**

All Homes

	Current Actives 4/6/2017	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/6/2017	2-Weeks Ago 3/23/2017	4-Weeks Ago 3/9/2017	1-Year Ago 4/7/2016	2-Years Ago 4/9/2015	Average Active List Price 4/6/2017
All of O.C.	5,016	2,957	51	53	53	57	54	$1.6m
O.C. $0-$500k	724	757	29	28	26	37	38	$366k
O.C. $500k-$750k	1,135	1,044	33	34	34	37	38	$638k
O.C. $750k-$1m	959	596	48	51	55	57	59	$872k
O.C. $1m-$1.5m	832	310	81	86	87	100	89	$1.3m
O.C. $1.5m-$2m	442	121	110	116	133	157	136	$1.8m
O.C. $2m-$4m	630	117	162	187	218	224	177	$2.8m
O.C. $4m+	325	25	390	479	371	517	349	$8.7m

Current Actives Vacant **24.2%**

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the O.C. totals.

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

	Units Sold Mar 2017	Average Sales Price	Average List Price	Sales to List Price Ratio	Low Price	High Price	Avg. Square Feet	Avg. $ Per Square Feet	Units Sold Mar 2016
Aliso Viejo	74	$558,862	$560,932	99.6%	$313k	$1.1m	1,465	$381	75
Anaheim	132	$507,113	$511,194	99.2%	$155k	$855k	1,498	$339	127
Anaheim Hills	61	$696,046	$703,299	99.0%	$430k	$1.6m	2,072	$336	63
Brea	46	$704,553	$708,477	99.4%	$310k	$1.2m	1,994	$353	39
Buena Park	54	$566,132	$569,474	99.4%	$320k	$930k	1,576	$359	64
Corona Del Mar	31	$1,991,827	$2,048,313	97.2%	$1.0m	$3.9m	2,132	$934	22
Costa Mesa	84	$790,791	$801,276	98.7%	$345k	$1.6m	1,712	$462	69
Coto De Caza	21	$1,079,952	$1,107,333	97.5%	$540k	$1.6m	3,388	$319	17
Cypress	35	$584,666	$608,826	96.0%	$65k	$1.0m	1,607	$364	35
Dana Point	30	$1,672,217	$1,736,300	96.3%	$311k	$9.2m	2,325	$719	34
Dove Canyon	5	$953,030	$976,180	97.6%	$798k	$1.0m	2,871	$332	4
Foothill Ranch	16	$599,509	$597,234	100.4%	$312k	$908k	1,592	$377	16
Fountain Valley	33	$715,345	$718,806	99.5%	$250k	$980k	1,928	$371	32
Fullerton	104	$657,755	$665,667	98.8%	$130k	$3.1m	1,813	$363	113
Garden Grove	100	$510,334	$513,197	99.4%	$221k	$1.0m	1,415	$361	83
Huntington Beach	175	$825,089	$842,706	97.9%	$272k	$5.0m	1,725	$478	171
Irvine	234	$981,683	$1,004,784	97.7%	$70k	$6.3m	2,093	$469	242
La Habra	60	$508,801	$520,404	97.8%	$213k	$1.3m	1,556	$327	43
La Palma	9	$611,711	$611,078	100.1%	$398k	$782k	1,742	$351	5
Ladera Ranch	53	$770,302	$780,572	98.7%	$341k	$1.5m	2,332	$330	51
Laguna Beach	36	$3,207,783	$3,541,483	90.6%	$740k	$13.8m	2,439	$1,315	40
Laguna Hills	38	$660,208	$681,176	96.9%	$290k	$2.0m	1,935	$341	35
Laguna Niguel	104	$825,486	$840,030	98.3%	$275k	$3.0m	2,062	$400	112
Laguna Woods	75	$286,936	$294,287	97.5%	$20k	$640k	1,103	$260	82
Lake Forest	56	$580,751	$585,842	99.1%	$250k	$990k	1,679	$346	61
Los Alamitos	6	$642,333	$644,467	99.7%	$530k	$850k	1,410	$456	7
Mission Viejo	137	$665,663	$669,979	99.4%	$230k	$2.8m	1,783	$373	113
Newport Beach	73	$1,869,801	$1,953,281	95.7%	$286k	$5.8m	2,235	$837	67
Newport Coast	25	$2,949,120	$3,083,780	95.6%	$795k	$11.0m	3,270	$902	21
North Tustin	17	$1,097,235	$1,130,865	97.0%	$649k	$2.2m	2,780	$395	28
Orange	127	$613,617	$619,288	99.1%	$254k	$1.3m	1,671	$367	95
Placentia	40	$584,690	$589,774	99.1%	$240k	$1.0m	1,762	$332	36
Portola Hills	11	$642,182	$644,336	99.7%	$423k	$1.0m	1,924	$334	7
Rancho Mission Viejo	9	$676,711	$675,656	100.2%	$500k	$946k	1,803	$375	5
Rancho Santa Marg.	73	$533,233	$536,992	99.3%	$290k	$910k	1,447	$369	59
San Clemente	89	$928,069	$954,523	97.2%	$449k	$3.2m	2,269	$409	69
San Juan	43	$1,066,590	$1,102,162	96.8%	$420k	$5.1m	2,705	$394	38
Santa Ana	129	$505,138	$510,851	98.9%	$80k	$1.2m	1,478	$342	112
Seal Beach	63	$362,222	$372,096	97.3%	$120k	$1.3m	1,116	$325	47
Stanton	23	$400,457	$401,000	99.9%	$235k	$620k	1,238	$323	15
Talega	30	$903,790	$922,610	98.0%	$449k	$1.8m	2,675	$338	21
Tustin	73	$672,164	$683,596	98.3%	$235k	$2.7m	1,786	$376	67
Villa Park	5	$1,094,400	$1,142,378	95.8%	$912k	$1.4m	3,134	$349	4
Westminster	40	$571,046	$577,739	98.8%	$270k	$769k	1,635	$349	31
Yorba Linda	89	882,087	$901,024	97.9%	$380k	$2.1m	2,459	$359	65
All of O.C.	2,792	$801,669	$818,919	97.9%	$20k	$13.8m	1,843	$435	2,568
O.C. $0-$500k	773	$369,067	$375,135	98.4%	$20k	$500k	1,085	$340	847
O.C. $500k-$750k	1,037	$620,480	$624,573	99.3%	$503k	$750k	1,619	$383	956
O.C. $750k-$1m	510	$855,908	$866,113	98.8%	$752k	$1.0m	2,264	$378	388
O.C. $1m-$1.5m	272	$1,191,940	$1,221,763	97.6%	$1.0m	$1.5m	2,835	$420	214
O.C. $1.5m-$2m	84	1,719,895	$1,788,581	96.2%	$1.5m	$2.0m	3,207	$536	80
O.C. $2m-4m	83	$2,726,377	$2,856,335	95.5%	$2.0m	$4.0m	3,448	$791	66
O.C. $4m+	27	$6,423,597	$6,768,185	94.9%	$4.2m	$13.8m	5,007	$1,283	23

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the O.C. totals.
Due to Range Price listings, "All of O.C." and the total of the seven ranges do not add up and are slightly off.

	Current Actives 4/6/2017	Number of Foreclosures & Short Sale Actives 4/6/2017	% of Active Inventory 4/6/2017
Aliso Viejo	76	2	2.6%
Anaheim	174	2	1.1%
Anaheim Hills	98	3	3.1%
Brea	67	0	0.0%
Buena Park	47	5	10.6%
Corona Del Mar	103	0	0.0%
Costa Mesa	129	1	0.8%
Coto De Caza	107	0	0.0%
Cypress	39	0	0.0%
Dana Point	183	0	0.0%
Dove Canyon	20	0	0.0%
Foothill Ranch	17	0	0.0%
Fountain Valley	42	1	2.4%
Fullerton	165	4	2.4%
Garden Grove	107	0	0.0%
Huntington Beach	232	3	1.3%
Irvine	413	5	1.2%
La Habra	49	2	4.1%
La Palma	10	4	40.0%
Ladera Ranch	97	0	0.0%
Laguna Beach	206	2	1.0%
Laguna Hills	67	2	3.0%
Laguna Niguel	197	3	1.5%
Laguna Woods	124	3	2.4%
Lake Forest	74	2	2.7%
Los Alamitos	17	2	11.8%
Mission Viejo	173	5	2.9%
Newport Beach	328	3	0.9%
Newport Coast	106	1	0.9%
North Tustin	85	0	0.0%
Orange	146	3	2.1%
Placentia	48	0	0.0%
Portola Hills	4	0	0.0%
Rancho Mission Viejo	19	0	0.0%
Rancho Santa Marg.	53	1	1.9%
San Clemente	246	4	1.6%
San Juan	133	2	1.5%
Santa Ana	187	6	3.2%
Seal Beach	101	0	0.0%
Stanton	8	0	0.0%
Talega	42	0	0.0%
Tustin	95	3	3.2%
Villa Park	16	0	0.0%
Westminster	42	0	0.0%
Yorba Linda	216	2	0.9%
All of O.C.	5,016	78	1.6%

Orange County Distressed Breakdown

	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)
Total Foreclosures	30	23	39
Total Short Sale	48	55	26

Attached	Current Actives 4/6/2017	Number of Foreclosures & Short Sale Actives 4/6/2017	% of Active Inventory 4/6/2017
All of O.C.	1,427	22	1.5%
O.C. $0-$250k	103	5	4.9%
O.C. $250k-$500k	532	10	1.9%
O.C. $500k-$750k	423	6	1.4%
O.C. $750k-$1m	153	0	0.0%
O.C. $1m+	224	1	0.4%
Detached			
All of O.C.	3,579	56	1.6%
O.C. $0k-$500k	87	4	4.6%
O.C. $500k-$750k	706	20	2.8%
O.C. $750k-$1m	805	11	1.4%
O.C. $1m-$1.5m	729	10	1.4%
O.C. $1.5m-$2m	379	4	1.1%
O.C. $2m-$4m	579	6	1.0%
O.C. $4m+	316	1	0.3%
All Homes			
All of O.C.	5,016	78	1.6%
O.C. $0k-$500k	724	19	2.6%
O.C. $500k-$750k	1,135	26	2.3%
O.C. $750k-$1m	959	11	1.1%
O.C. $1m-$1.5m	832	10	1.2%
O.C. $1.5m-$2m	442	5	1.1%
O.C. $2m-$4m	630	6	1.0%
O.C. $4m+	325	1	0.3%
County High Shares - Account for 44%			
La Palma	10	4	40.0%
Los Alamitos	17	2	11.8%
Buena Park	47	5	10.6%
La Habra	49	2	4.1%
Santa Ana	187	6	3.2%
Tustin	95	3	3.2%
Anaheim Hills	98	3	3.1%
Laguna Hills	67	2	3.0%
Mission Viejo	173	5	2.9%
Lake Forest	74	2	2.7%

County Low Shares - No Distressed

Brea	North Tustin
Corona Del Mar	Placentia
Coto De Caza	Portola Hills
Cypress	Rancho Mission Viejo
Dana Point	Seal Beach
Dove Canyon	Stanton
Foothill Ranch	Talega
Garden Grove	Villa Park
Ladera Ranch	Westminster

*Data tabulated from CRMLS. This data may not reflect all real estate activty in the market. Not all cities are listed but are included in the O.C. totals. Due to Range Price listings, "All Homes," "Attached" and "Detached" totals do not add up and are slightly off.

Southern California Housing

All Properties

	Current Actives 4/6/2017	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/6/2017	2-Weeks Ago 3/23/2017	4-Weeks Ago 3/9/2017	1-Year Ago 4/7/2016	2-Years Ago 4/9/2017
Los Angeles County	10,372	6,293	49	55	58	55	56
Orange County	5,016	2,957	51	53	53	57	54
Riverside County	8,502	3,414	75	85	88	98	97
San Bernardino County	4,211	2,412	52	60	63	68	74
San Diego County	4,911	3,712	40	43	44	46	48
SOCAL TOTALS	33,012	18,788	53	58	61	62	62

Distressed Properties - Foreclosures and Short Sales

	Current Actives 4/6/2017	Demand (Last 30 Days Pendings)	Market Time (In Days) 4/6/2017	2-Weeks Ago 3/23/2017	4-Weeks Ago 3/9/2017	1-Year Ago 4/7/2016	2-Years Ago 4/9/2017
Los Angeles County	258	291	27	32	34	37	40
Orange County	78	78	30	30	25	41	39
Riverside County	285	214	40	52	51	45	47
San Bernardino County	146	131	33	42	49	47	48
San Diego County	91	133	21	19	21	22	24
SOCAL TOTALS	858	847	30	36	37	38	39