

Quarterly Indicators

Orange County



Q4-2020

Q4 continued the rebound in housing activity seen in the third quarter, with buyer activity remaining high while seller activity remains too little to bring supply into balance with demand in most market segments.

- Single-Family Closed Sales were up 49.3 percent to 1,427.
- Condos Closed Sales were up 10.9 percent to 152.
- Co-ops Closed Sales were down 80.0 percent to 2.
- Single-Family Median Sales Price increased 18.9 percent to \$330,000.
- Condos Median Sales Price increased 15.9 percent to \$216,650.
- Co-ops Median Sales Price decreased 10.5 percent to \$59,000.

The 2021 housing market looks to start the year with continued strong buyer demand, near record-low mortgage rates, and limited supply of properties for sale in many market segments. While market fundamentals are strong, the resurgence of COVID-19 in recent weeks leaves some uncertainty on the potential impacts to the economy, the housing market, and the country overall as we wait for the deployment of the vaccines to bring back some stability and normalcy to society.

Quarterly Snapshot

+ 43.3% **- 39.5%** **+ 19.4%**

One-Year Change in Closed Sales All Properties	One-Year Change in Homes for Sale All Properties	One-Year Change in Median Sales Price All Properties
+ 43.3%	- 39.5%	+ 19.4%

Residential real estate activity composed of Single-Family, Condo and Co-op properties. Percent changes are calculated using rounded figures.

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Single-Family Homes Market Overview

Key metrics for **Single-Family Homes Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q1-2018: 1,141; Q3-2018: 1,793; Q1-2019: 1,171; Q3-2019: 1,561; Q1-2020: 1,195; Q3-2020: 1,903</p>	853	1,109	+ 30.0%	5,393	5,545	+ 2.8%
Pending Sales	<p>Q1-2018: 754; Q3-2018: 1,089; Q1-2019: 813; Q3-2019: 1,055; Q1-2020: 709; Q3-2020: 1,289</p>	781	1,289	+ 65.0%	3,718	4,570	+ 22.9%
Closed Sales	<p>Q1-2018: 773; Q3-2018: 1,074; Q1-2019: 764; Q3-2019: 1,103; Q1-2020: 741; Q3-2020: 1,427</p>	956	1,427	+ 49.3%	3,673	3,986	+ 8.5%
Days on Market	<p>Q1-2018: 114; Q3-2018: 85; Q1-2019: 107; Q3-2019: 81; Q1-2020: 104; Q3-2020: 70</p>	87	70	- 19.5%	91	86	- 5.5%
Median Sales Price	<p>Q1-2018: \$240,000; Q3-2018: \$275,000; Q1-2019: \$250,000; Q3-2019: \$288,525; Q1-2020: \$277,500; Q3-2020: \$330,000</p>	\$277,500	\$330,000	+ 18.9%	\$272,000	\$315,000	+ 15.8%
Average Sales Price	<p>Q1-2018: \$260,042; Q3-2018: \$303,851; Q1-2019: \$276,822; Q3-2019: \$302,127; Q1-2020: \$298,913; Q3-2020: \$358,853</p>	\$298,913	\$358,853	+ 20.1%	\$289,270	\$338,317	+ 17.0%
Pct. of Orig. Price Received	<p>Q1-2018: 93.7%; Q3-2018: 95.9%; Q1-2019: 93.6%; Q3-2019: 95.7%; Q1-2020: 94.5%; Q3-2020: 98.4%</p>	94.7%	98.4%	+ 3.9%	94.8%	96.8%	+ 2.1%
Housing Affordability Index	<p>Q1-2018: 173; Q3-2018: 147; Q1-2019: 164; Q3-2019: 152; Q1-2020: 160; Q3-2020: 145</p>	158	145	- 8.2%	161	152	- 5.6%
Inventory of Homes for Sale	<p>Q1-2018: 1,600; Q3-2018: 1,991; Q1-2019: 1,575; Q3-2019: 1,984; Q1-2020: 1,569; Q3-2020: 905</p>	1,518	905	- 40.4%	--	--	--
Months Supply of Inventory	<p>Q1-2018: 5.0; Q3-2018: 6.3; Q1-2019: 5.0; Q3-2019: 6.3; Q1-2020: 5.2; Q3-2020: 2.4</p>	4.9	2.4	- 51.0%	--	--	--

Condos Market Overview

Key metrics for **Condominiums Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q1-2018: 122, Q3-2018: 199, Q1-2019: 133, Q3-2019: 174, Q1-2020: 92, Q3-2020: 144</p>	92	144	+ 56.5%	590	638	+ 8.1%
Pending Sales	<p>Q1-2018: 75, Q3-2018: 146, Q1-2019: 98, Q3-2019: 151, Q1-2020: 101, Q3-2020: 181</p>	101	152	+ 50.5%	476	529	+ 11.1%
Closed Sales	<p>Q1-2018: 94, Q3-2018: 143, Q1-2019: 117, Q3-2019: 144, Q1-2020: 86, Q3-2020: 152</p>	137	152	+ 10.9%	512	457	- 10.7%
Days on Market	<p>Q1-2018: 89, Q3-2018: 56, Q1-2019: 71, Q3-2019: 62, Q1-2020: 72, Q3-2020: 51</p>	62	51	- 17.7%	66	62	- 6.1%
Median Sales Price	<p>Q1-2018: \$152,750, Q3-2018: \$185,000, Q1-2019: \$170,000, Q3-2019: \$190,000, Q1-2020: \$182,000, Q3-2020: \$216,650</p>	\$187,000	\$216,650	+ 15.9%	\$185,500	\$205,000	+ 10.5%
Average Sales Price	<p>Q1-2018: \$160,899, Q3-2018: \$194,049, Q1-2019: \$171,376, Q3-2019: \$206,697, Q1-2020: \$199,553, Q3-2020: \$222,072</p>	\$199,553	\$222,072	+ 11.3%	\$198,447	\$213,969	+ 7.8%
Pct. of Orig. Price Received	<p>Q1-2018: 94.7%, Q3-2018: 96.8%, Q1-2019: 96.4%, Q3-2019: 96.8%, Q1-2020: 95.0%, Q3-2020: 97.9%</p>	95.5%	97.9%	+ 2.5%	96.5%	96.6%	+ 0.1%
Housing Affordability Index	<p>Q1-2018: 272, Q3-2018: 214, Q1-2019: 242, Q3-2019: 231, Q1-2020: 245, Q3-2020: 221</p>	234	221	- 5.6%	236	234	- 0.8%
Inventory of Homes for Sale	<p>Q1-2018: 131, Q3-2018: 163, Q1-2019: 124, Q3-2019: 123, Q1-2020: 125, Q3-2020: 70</p>	90	70	- 22.2%	--	--	--
Months Supply of Inventory	<p>Q1-2018: 3.3, Q3-2018: 4.1, Q1-2019: 2.8, Q3-2019: 2.8, Q1-2020: 3.1, Q3-2020: 1.6</p>	2.3	1.6	- 30.4%	--	--	--

Co-ops Market Overview

Key metrics for **Co-operatives Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.

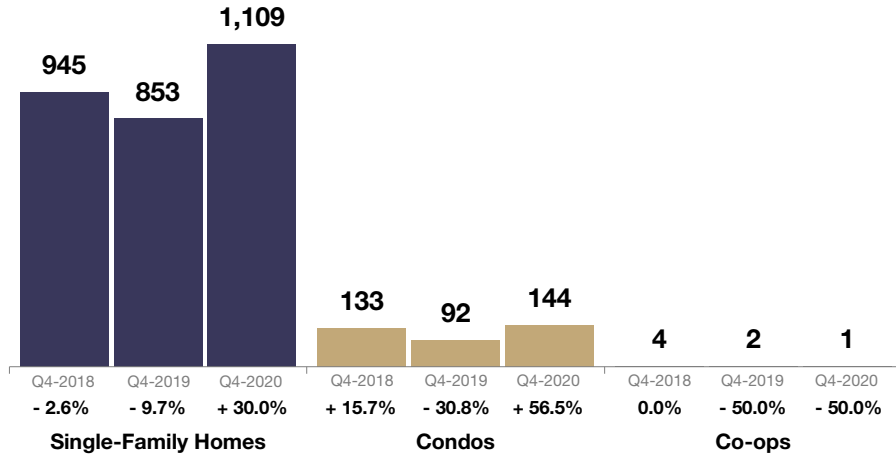


Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		2	1	- 50.0%	23	10	- 56.5%
Pending Sales		4	1	- 75.0%	19	8	- 57.9%
Closed Sales		10	2	- 80.0%	20	9	- 55.0%
Days on Market		74	245	+ 231.1%	80	143	+ 78.8%
Median Sales Price		\$65,950	\$59,000	- 10.5%	\$65,950	\$60,000	- 9.0%
Average Sales Price		\$77,790	\$59,000	- 24.2%	\$73,820	\$69,444	- 5.9%
Pct. of Orig. Price Received		93.5%	98.3%	+ 5.1%	93.5%	95.6%	+ 2.2%
Housing Affordability Index		664	812	+ 22.3%	664	799	+ 20.3%
Inventory of Homes for Sale		4	1	- 75.0%	--	--	--
Months Supply of Inventory		1.9	0.8	- 57.9%	--	--	--

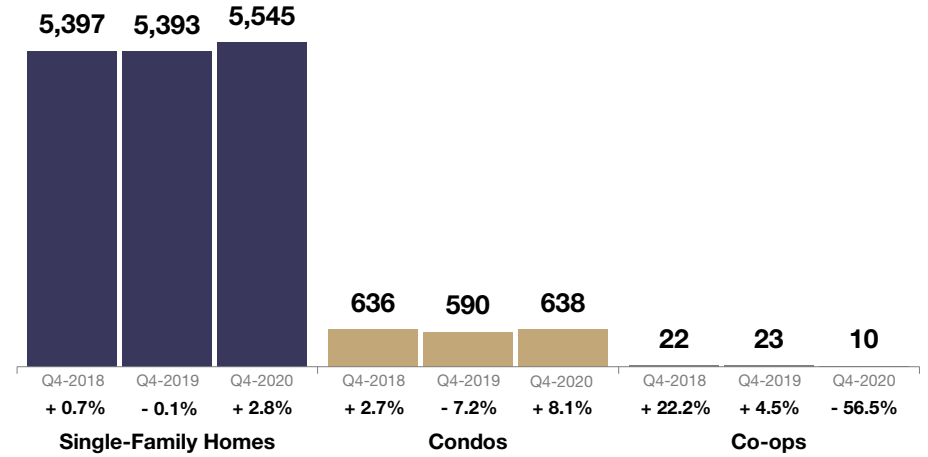
New Listings

A count of the properties that have been newly listed on the market in a given quarter.

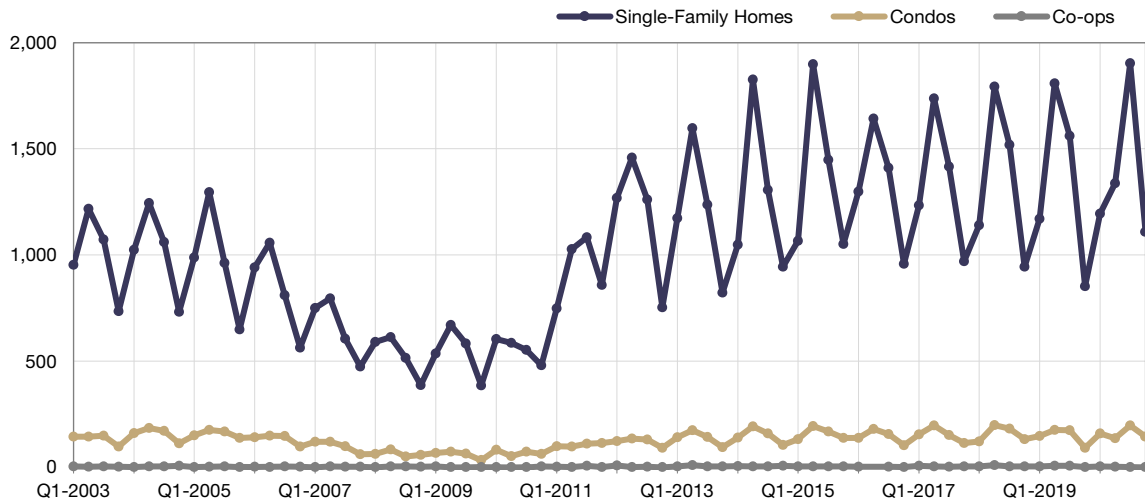
Q4-2020



Year to Date



Historical New Listings by Quarter



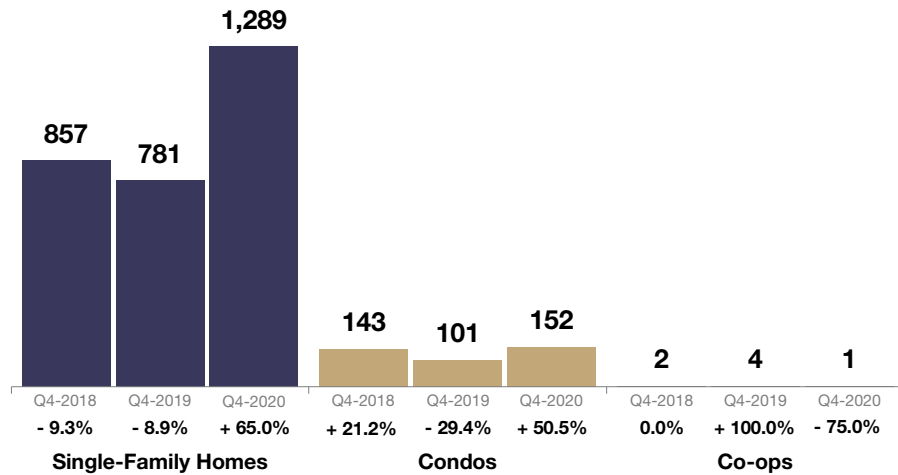
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	1,141	122	4
Q2-2018	1,793	199	10
Q3-2018	1,518	182	4
Q4-2018	945	133	4
Q1-2019	1,171	148	5
Q2-2019	1,808	176	8
Q3-2019	1,561	174	8
Q4-2019	853	92	2
Q1-2020	1,195	160	4
Q2-2020	1,338	137	3
Q3-2020	1,903	197	2
Q4-2020	1,109	144	1

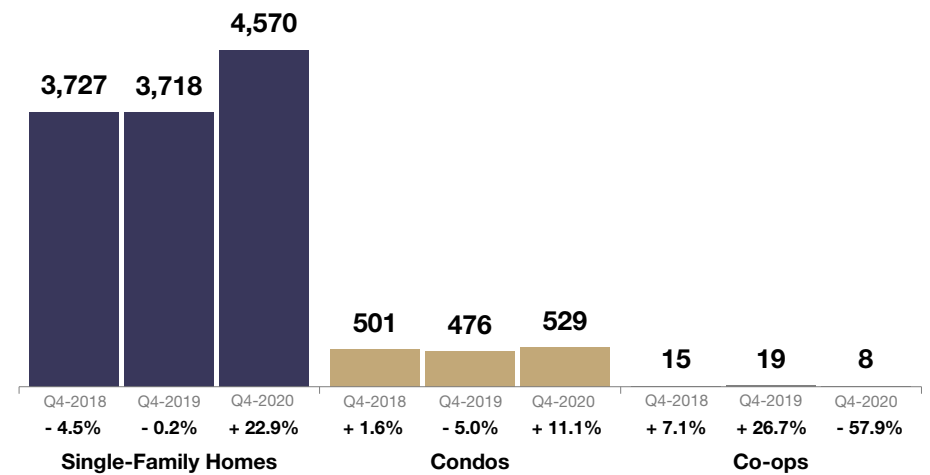
Pending Sales

A count of the properties on which offers have been accepted in a given quarter.

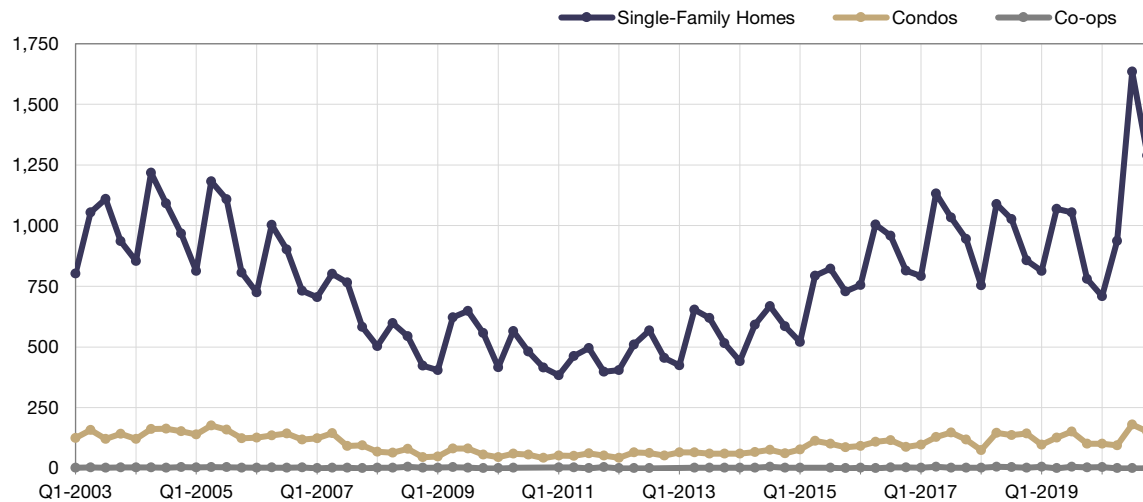
Q4-2020



Year to Date



Historical Pending Sales by Quarter



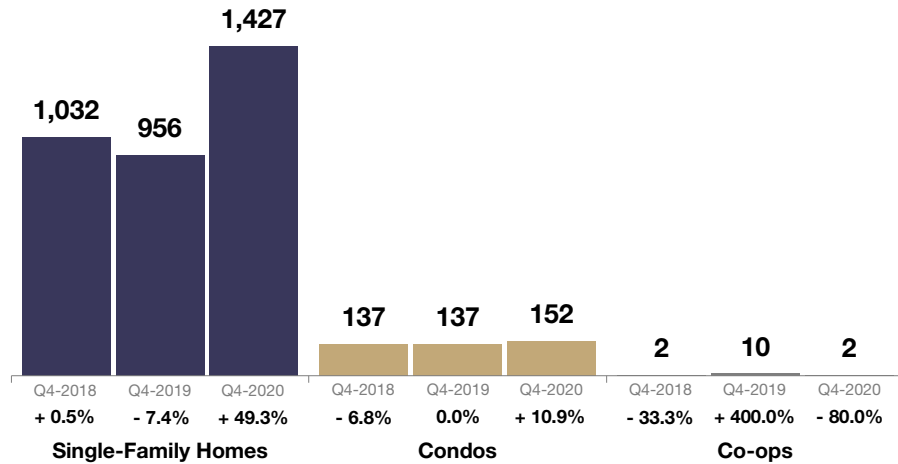
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	754	75	2
Q2-2018	1,089	146	6
Q3-2018	1,027	137	5
Q4-2018	857	143	2
Q1-2019	813	98	7
Q2-2019	1,069	126	1
Q3-2019	1,055	151	7
Q4-2019	781	101	4
Q1-2020	709	101	5
Q2-2020	937	95	1
Q3-2020	1,635	181	1
Q4-2020	1,289	152	1

Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

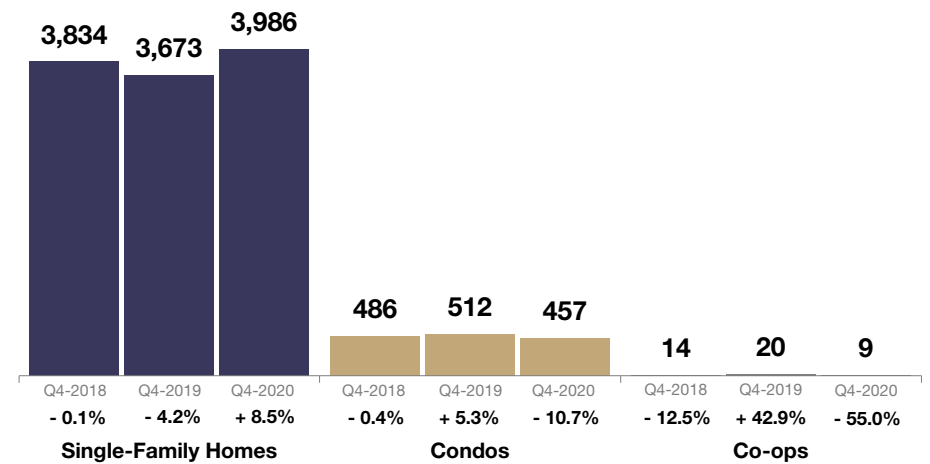
Closed Sales

A count of the actual sales that closed in a given quarter.

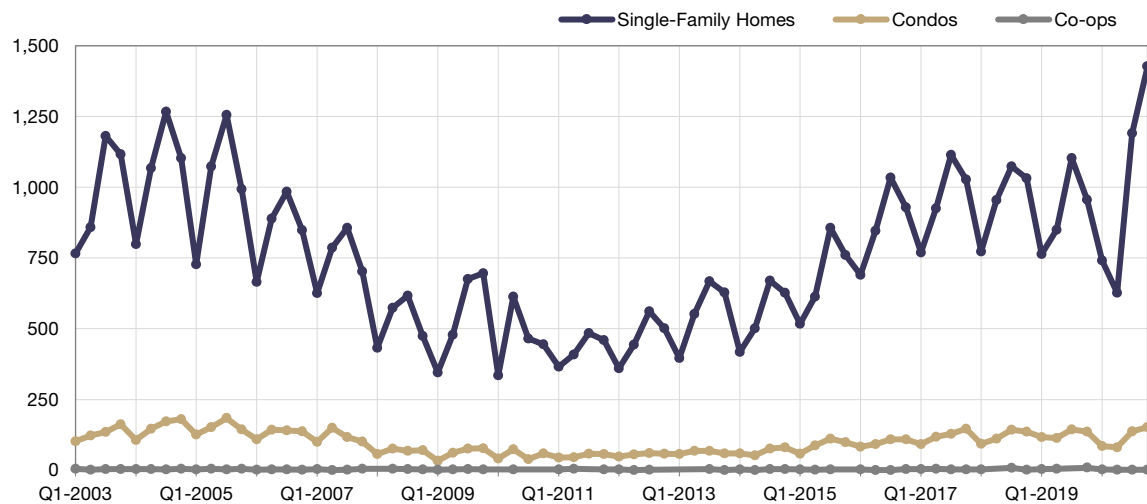
Q4-2020



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Historical Closed Sales by Quarter



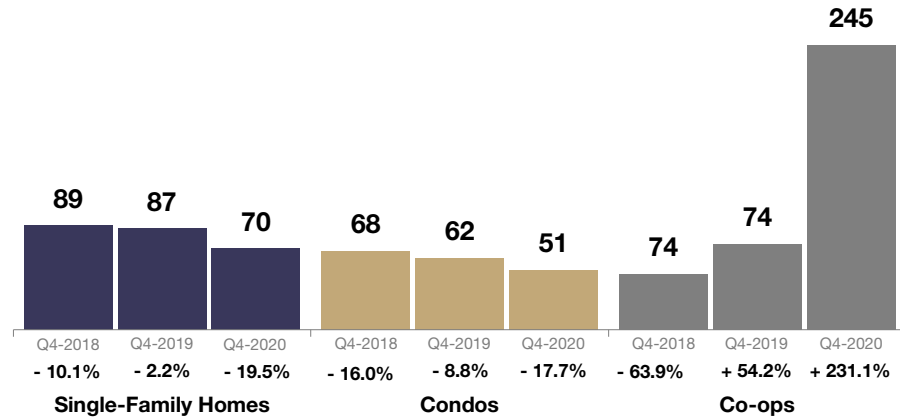
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	773	94	3
Q2-2018	955	112	0
Q3-2018	1,074	143	9
Q4-2018	1,032	137	2
Q1-2019	764	117	4
Q2-2019	850	114	6
Q3-2019	1,103	144	0
Q4-2019	956	137	10
Q1-2020	741	86	3
Q2-2020	627	81	2
Q3-2020	1,191	138	2
Q4-2020	1,427	152	2

Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

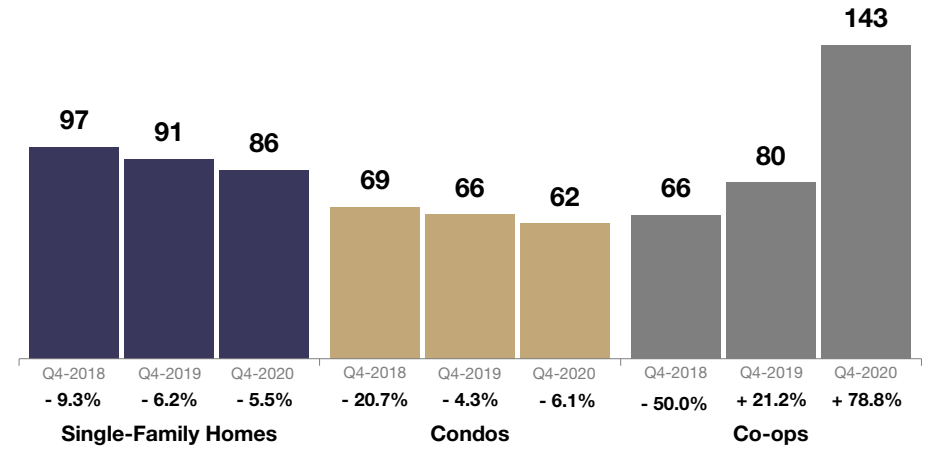
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given quarter.

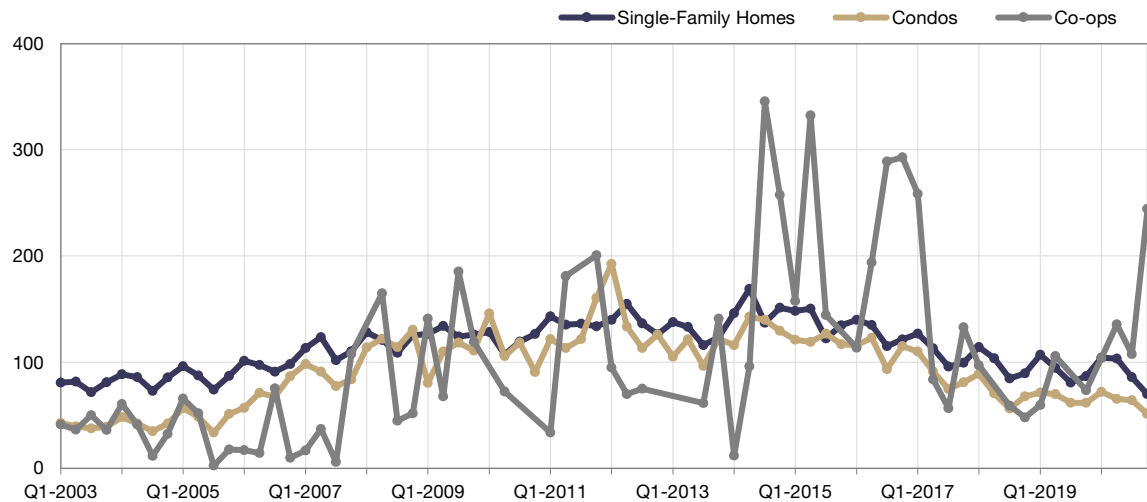
Q4-2020



Year to Date



Historical Days on Market Until Sale by Quarter



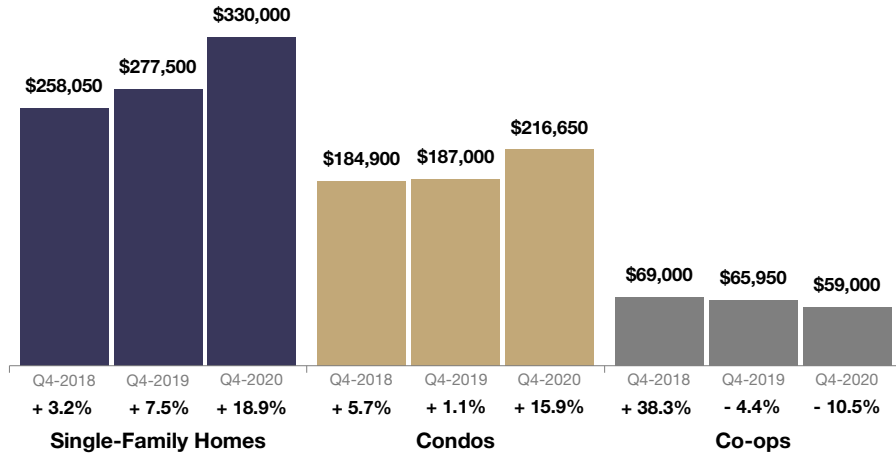
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	114	89	97
Q2-2018	104	70	--
Q3-2018	85	56	59
Q4-2018	89	68	48
Q1-2019	107	71	60
Q2-2019	95	70	106
Q3-2019	81	62	--
Q4-2019	87	62	74
Q1-2020	104	72	104
Q2-2020	103	65	136
Q3-2020	86	64	108
Q4-2020	70	51	245

Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

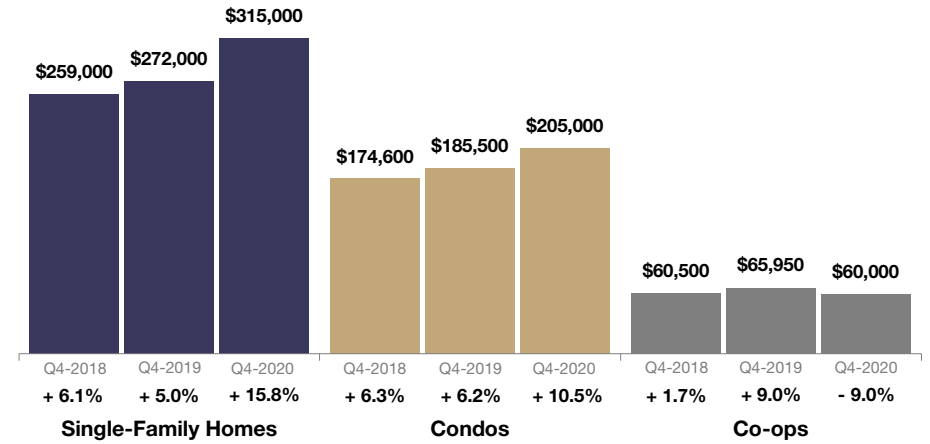
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.

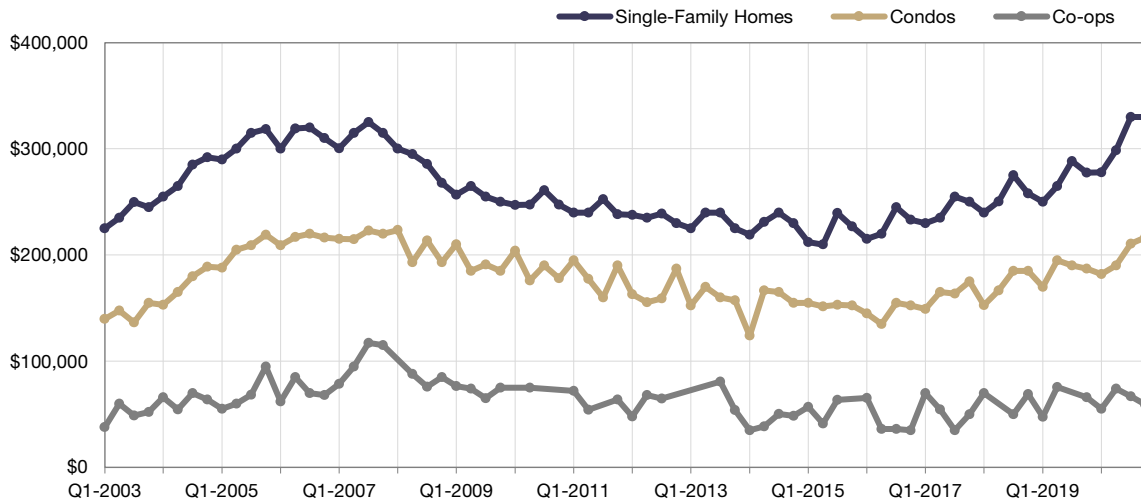
Q4-2020



Year to Date



Historical Median Sales Price by Quarter



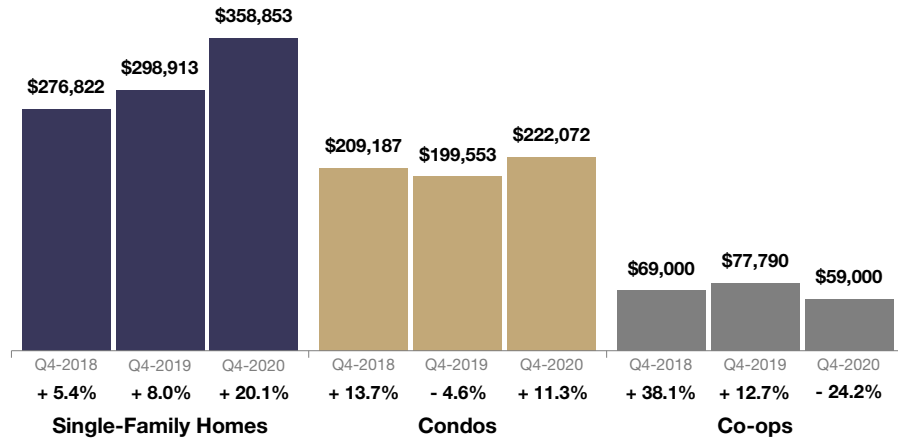
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	\$240,000	\$152,750	\$70,000
Q2-2018	\$250,375	\$166,750	--
Q3-2018	\$275,000	\$185,000	\$49,900
Q4-2018	\$258,050	\$184,900	\$69,000
Q1-2019	\$250,000	\$170,000	\$47,500
Q2-2019	\$265,000	\$195,000	\$75,750
Q3-2019	\$288,525	\$190,000	--
Q4-2019	\$277,500	\$187,000	\$65,950
Q1-2020	\$277,950	\$182,000	\$55,000
Q2-2020	\$298,500	\$190,000	\$74,000
Q3-2020	\$330,000	\$210,750	\$67,000
Q4-2020	\$330,000	\$216,650	\$59,000

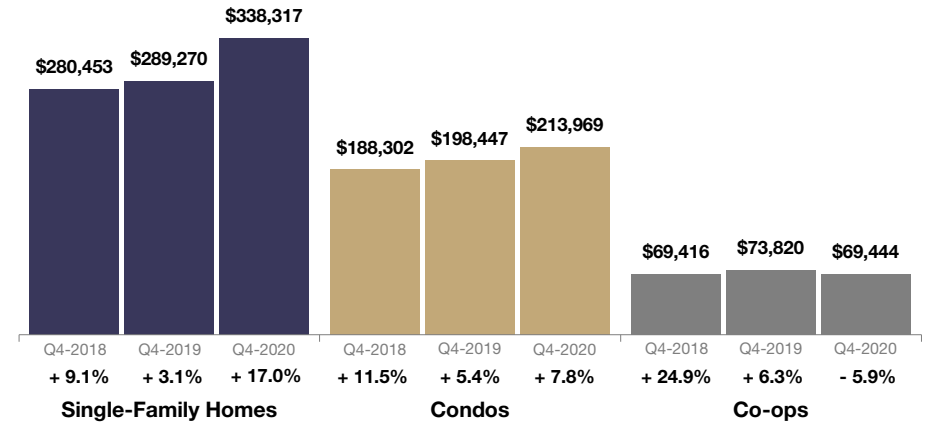
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

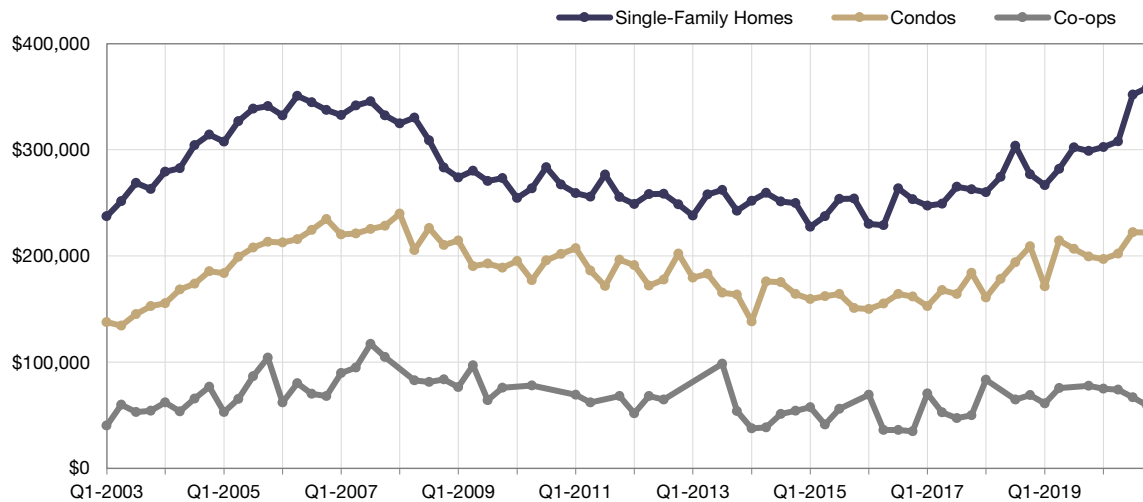
Q4-2020



Year to Date



Historical Average Sales Price by Quarter



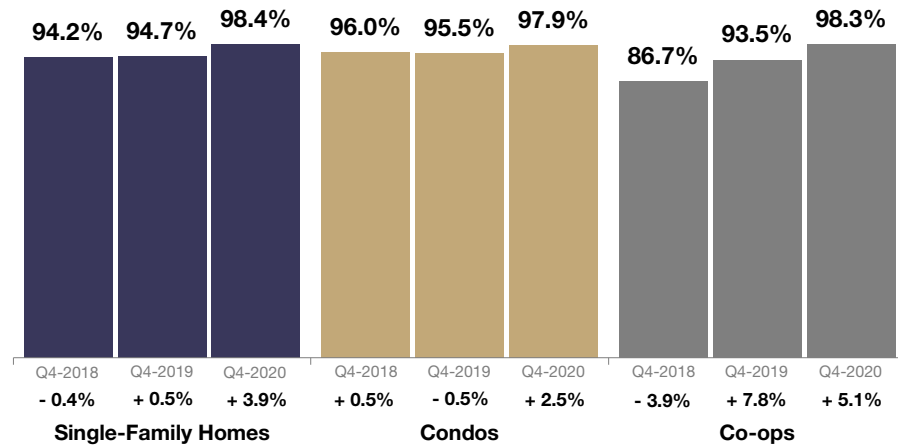
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	\$260,042	\$160,899	\$83,333
Q2-2018	\$274,619	\$178,417	--
Q3-2018	\$303,831	\$194,049	\$64,869
Q4-2018	\$276,822	\$209,187	\$69,000
Q1-2019	\$266,538	\$171,376	\$61,250
Q2-2019	\$282,189	\$214,606	\$75,583
Q3-2019	\$302,127	\$206,597	--
Q4-2019	\$298,913	\$199,553	\$77,790
Q1-2020	\$302,650	\$197,165	\$75,000
Q2-2020	\$307,817	\$202,235	\$74,000
Q3-2020	\$351,928	\$222,405	\$67,000
Q4-2020	\$358,853	\$222,072	\$59,000

Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

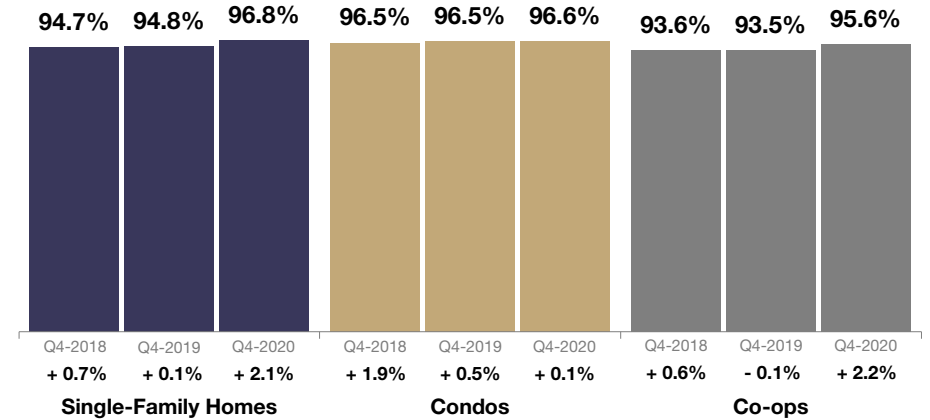
Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

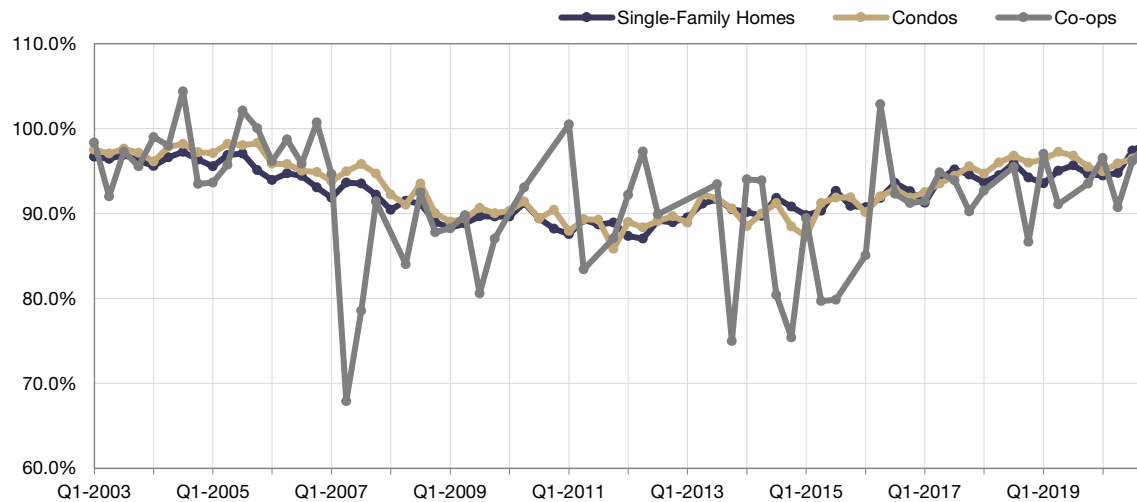
Q4-2020



Year to Date



Historical Percent of Original List Price Received by Quarter



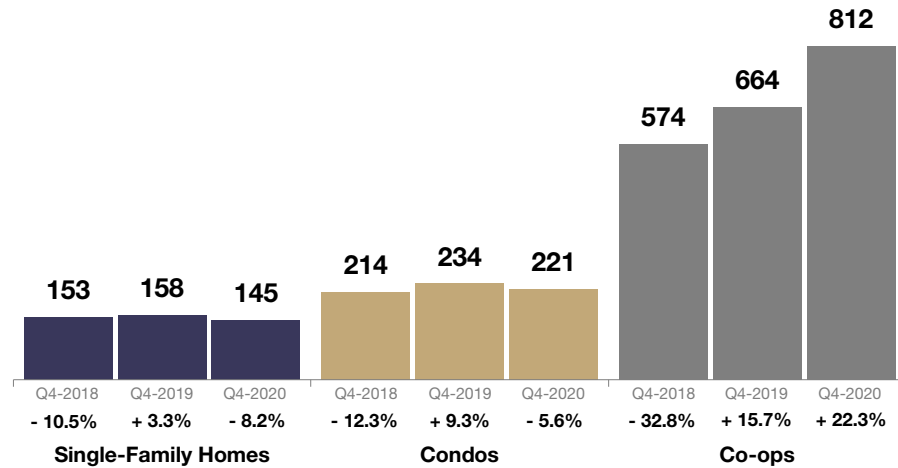
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	93.7%	94.7%	92.7%
Q2-2018	94.5%	96.0%	--
Q3-2018	95.9%	96.8%	95.5%
Q4-2018	94.2%	96.0%	86.7%
Q1-2019	93.6%	96.4%	97.0%
Q2-2019	95.0%	97.3%	91.1%
Q3-2019	95.7%	96.8%	--
Q4-2019	94.7%	95.5%	93.5%
Q1-2020	94.5%	95.0%	96.5%
Q2-2020	94.8%	95.9%	90.7%
Q3-2020	97.4%	96.4%	96.2%
Q4-2020	98.4%	97.9%	98.3%

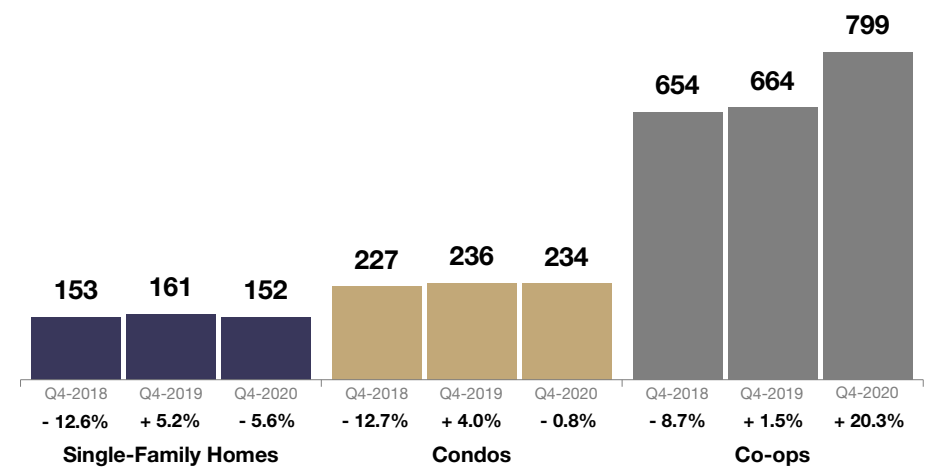
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

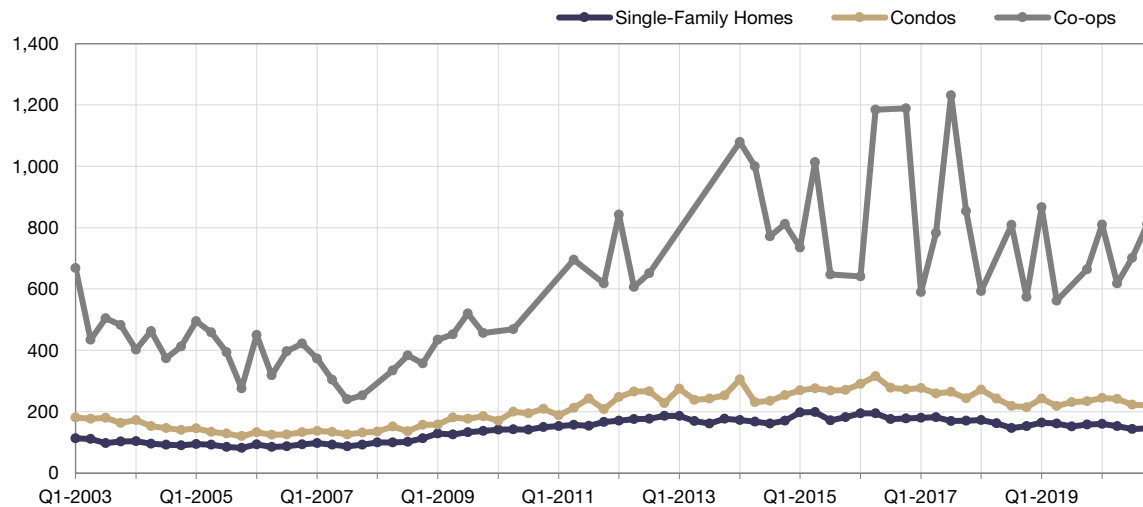
Q4-2020



Year to Date



Historical Housing Affordability Index by Quarter



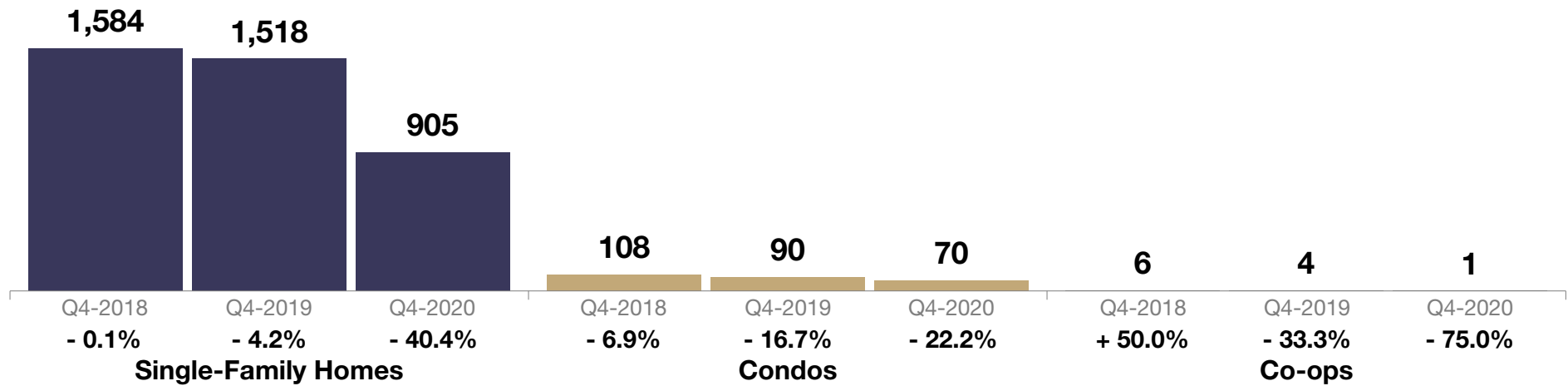
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	173	272	593
Q2-2018	162	243	--
Q3-2018	147	218	809
Q4-2018	153	214	574
Q1-2019	164	242	866
Q2-2019	161	218	562
Q3-2019	152	231	--
Q4-2019	158	234	664
Q1-2020	160	245	810
Q2-2020	153	241	618
Q3-2020	143	223	702
Q4-2020	145	221	812

Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

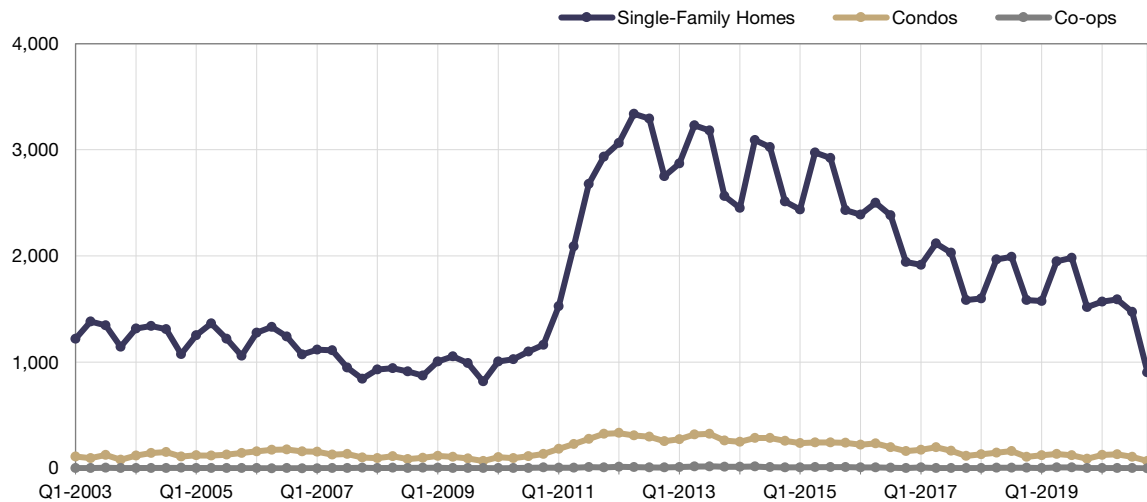
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given quarter.

Q4-2020



Historical Inventory of Homes for Sale by Quarter



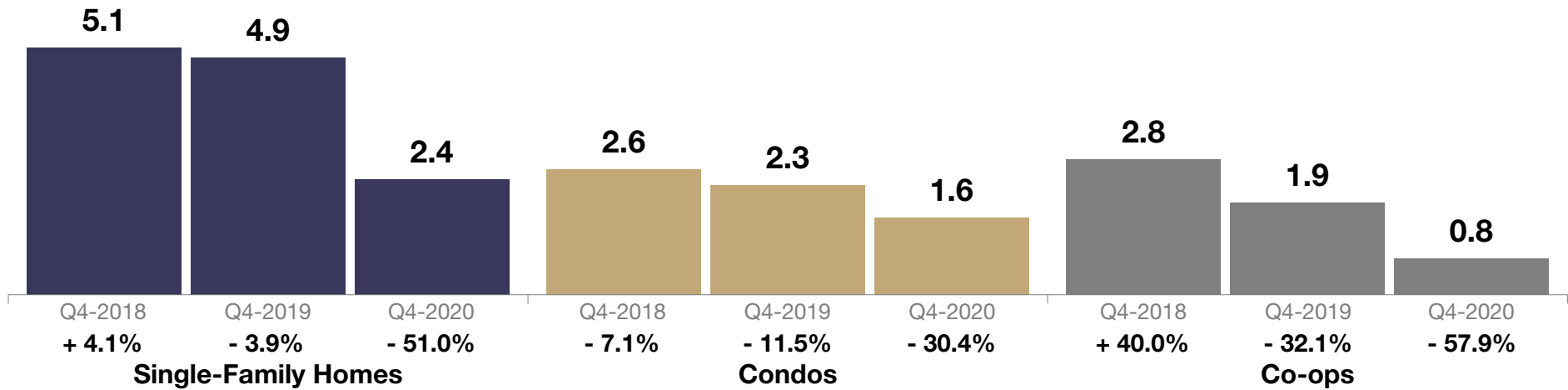
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	1,600	131	3
Q2-2018	1,969	146	7
Q3-2018	1,991	163	5
Q4-2018	1,584	108	6
Q1-2019	1,575	124	4
Q2-2019	1,951	136	8
Q3-2019	1,984	123	8
Q4-2019	1,518	90	4
Q1-2020	1,569	125	2
Q2-2020	1,591	131	3
Q3-2020	1,474	108	2
Q4-2020	905	70	1

Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

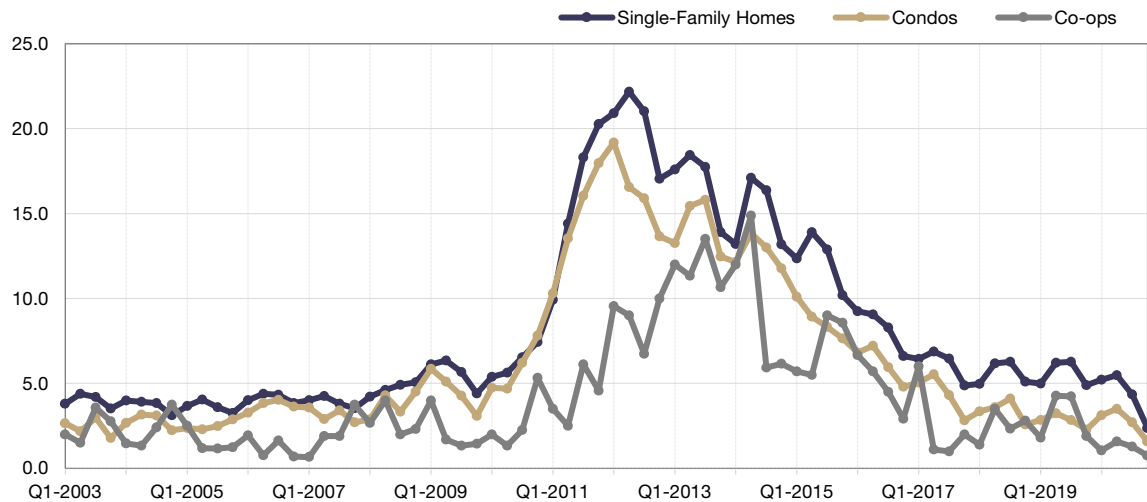
Months Supply of Inventory

The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 4 quarters.

Q4-2020



Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q1-2018	5.0	3.3	1.4
Q2-2018	6.2	3.6	3.5
Q3-2018	6.3	4.1	2.3
Q4-2018	5.1	2.6	2.8
Q1-2019	5.0	2.8	1.8
Q2-2019	6.2	3.2	4.3
Q3-2019	6.3	2.8	4.2
Q4-2019	4.9	2.3	1.9
Q1-2020	5.2	3.1	1.1
Q2-2020	5.5	3.5	1.6
Q3-2020	4.4	2.7	1.3
Q4-2020	2.4	1.6	0.8

Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Total Market Overview

Key metrics for single-family homes, condominiums and co-operatives combined for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings	<p>Q1-2018: 1,267; Q3-2018: 2,002, 1,704; Q1-2019: 1,082, 1,324; Q3-2019: 1,992, 1,743; Q1-2020: 947, 1,359, 1,478; Q3-2020: 2,102, 1,254</p>	947	1,254	+ 32.4%	6,006	6,193	+ 3.1%
Pending Sales	<p>Q1-2018: 831; Q3-2018: 1,241, 1,169; Q1-2019: 1,002, 918; Q3-2019: 1,196, 1,213; Q1-2020: 886, 815; Q3-2020: 1,033, 1,817, 1,442</p>	886	1,442	+ 62.8%	4,213	5,107	+ 21.2%
Closed Sales	<p>Q1-2018: 870; Q3-2018: 1,067, 1,226; Q1-2019: 1,171, 885; Q3-2019: 970, 1,247, 1,103; Q1-2020: 830, 710; Q3-2020: 1,331, 1,581</p>	1,103	1,581	+ 43.3%	4,205	4,452	+ 5.9%
Days on Market	<p>Q1-2018: 111; Q3-2018: 100, 81; Q1-2019: 87, 102; Q3-2019: 92, 79; Q1-2020: 84, 101; Q3-2020: 99, 84, 68</p>	84	68	- 19.0%	88	84	- 4.5%
Median Sales Price	<p>Q1-2018: \$228,175; Q3-2018: \$240,000, \$260,000; Q1-2019: \$245,000, \$237,900; Q3-2019: \$255,950, \$275,000; Q1-2020: \$265,000, \$269,000; Q3-2020: \$280,000, \$315,000, \$316,500</p>	\$265,000	\$316,500	+ 19.4%	\$260,000	\$300,000	+ 15.4%
Average Sales Price	<p>Q1-2018: \$246,721; Q3-2018: \$264,511, \$289,260; Q1-2019: \$268,540, \$252,099; Q3-2019: \$272,988, \$291,069; Q1-2020: \$284,541, \$290,883; Q3-2020: \$295,095, \$338,050, \$345,323</p>	\$284,541	\$345,323	+ 21.4%	\$277,167	\$324,997	+ 17.3%
Pct. of Orig. Price Received	<p>Q1-2018: 93.8%; Q3-2018: 94.7%, 96.0%; Q1-2019: 94.4%, 94.0%; Q3-2019: 95.3%, 95.8%; Q1-2020: 94.8%, 94.5%; Q3-2020: 94.9%, 97.3%, 98.3%</p>	94.8%	98.3%	+ 3.7%	95.0%	96.8%	+ 1.9%
Housing Affordability Index	<p>Q1-2018: 182; Q3-2018: 169, 155; Q1-2019: 162, 173; Q3-2019: 166, 160; Q1-2020: 165, 166; Q3-2020: 163, 149, 151</p>	165	151	- 8.5%	168	160	- 4.8%
Inventory of Homes for Sale	<p>Q1-2018: 1,734; Q3-2018: 2,122, 2,159; Q1-2019: 1,698, 1,703; Q3-2019: 2,095, 2,115; Q1-2020: 1,612, 1,696; Q3-2020: 1,725, 1,584, 976</p>	1,612	976	- 39.5%	--	--	--
Months Supply of Inventory	<p>Q1-2018: 4.8; Q3-2018: 5.9, 6.0; Q1-2019: 4.8, 4.7; Q3-2019: 5.9, 5.9; Q1-2020: 4.6, 5.0; Q3-2020: 5.2, 4.2, 2.3</p>	4.6	2.3	- 50.0%	--	--	--