



Reports on
HOUSING
Your Local Real Estate Snapshot

SoCal Housing Update




Spring

Fun Photos

Telling your suitcase there's no vacation this year can be tough. Emotional baggage is the worst.





You lied - My kids
are not a joy to
have in class! 

*
Quarantine
GOT YOU DOWN?

Neighborhood
SCREAM

Friday @ 5pm.

Who can scream
THE LOUDEST ???





When the bars finally open but masks are still mandatory.





Who threw these in the trash?!?

There is still meat on these bones!!



PEANUTS

What surprises you most about this coronavirus

It has done what no woman has been able to do. Cancel all sports, shutdown all bars, and keep men at home!



Rcwhit

Are you drinking more while in lockdown ?

yes

no

X

I think I know what I'm doing
tomorrow...



My Background



- **Quantitative Economics & Decision Sciences**
 - **UCSD**
- **29 Years in Business**
- **OC Native**
- **Capo Valley HS Grad**
- **9 kids!**
- **Avid runner**



The Thomas Bunch











My Background

Forbes

Bloomberg



FORTUNE

The New York Times



THE WALL STREET JOURNAL.

Los Angeles Times



inmanNEWS

ORANGE COUNTY
BUSINESS JOURNAL





Expectations



THE LOS ANGELES HOUSING REPORT

Reports on HOUSING
Your Local Real Estate Snapshot

It's THE Right Time
By Steven Thomas
Quantitative Economics and Decision Sciences, B.A.
April 22, 2019

THE SAN DIEGO HOUSING REPORT

Reports on HOUSING
Your Local Real Estate Snapshot

Over the Peak
By Steven Thomas
Quantitative Economics and Decision Sciences, B.A.
May 27, 2019

Afternoon!

demand in San Diego County has peaked, meaning the market will slow down.

Peak: With a slight rise in interest rates since dropping to 4% at the end of 2018, the market has cooled.



THE Riverside County HOUSING REPORT

Reports on HOUSING
Your Local Real Estate Snapshot

The Price is Right
By Steven Thomas
Quantitative Economics and Decision Sciences, B.A.
May 27, 2019



Sellers have until...
homes into escrow...
better be right.

Pricing: Expired listings...
year to avoid becoming...
Spring is in the air...
successful garage...
often overprice an...
two hours. Everyb...
This emotional att...
buyers because of...

THE San Bernardino HOUSING REPORT

Reports on HOUSING
Your Local Real Estate Snapshot

The Price is Right
By Steven Thomas
Quantitative Economics and Decision Sciences, B.A.
May 20, 2019



pricing is this...
...gy behind a...
...sessions, they...
...ne sale, the first...
...sonal belongings...
...of uninterested...
...wave of initial...
...erate to sell, the...
...age and attic.

frequently ignore...
...or what they need...
...aintenance, lack of...
...Home is where...
...Fairy, first day of...
...hat tug at our

THE Orange County HOUSING REPORT

Reports on HOUSING
Your Local Real Estate Snapshot

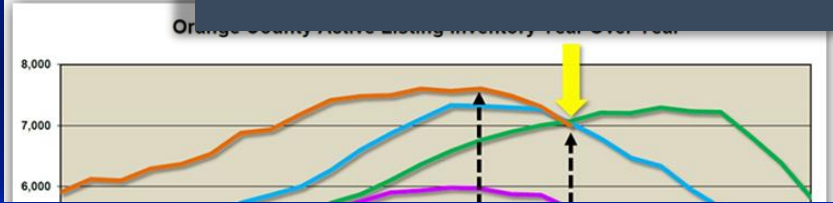
Green Shoots
By Steven Thomas
Quantitative Economics and Decision Sciences, B.A.
September 9, 2019

Even though the housing market has cooled in prior years, trends here indicate that it is starting to heat up.

Green Shoots: Trends are beginning to heat up. Headlines are the same, but it's taking a lot longer to sell a home than a couple of years ago, and prices are considerably higher as mortgage rates unexpectedly fell.

Ever since the housing market cooled, the limited inventory and slow sales have been boosted by falling mortgage rates, dipping below 4% in January 2019, the lowest level since October 2010.

As a result of the return to a more active marketplace that is heating up, the market is beginning to show signs of recovery.



Los Angeles, Orange County, Riverside, San Bernardino, and San Diego Reports

Expired Listings
January through April

	2019	2018	YOY
Los Angeles County	9,516	6,551	+45%

THE SAN DIEGO HOUSING REPORT

Broad Market Interruption

By [Steven Thomas](#)
Quantitative Economics and Decision Sciences, B.A.

April 21, 2020

Like the rest of “daily life,” the housing market has not been spared from the sweeping effects of sheltering in place.



Supply and Demand: A low supply is confronted with low demand.

Life has changed. Public schools, private schools, day care, universities, date night, dine-in restaurants, sporting events, organized sports, concerts, movie theaters, trips to the mall, amusement parks, public pools, beaches, neighborhood parks, travel, and frozen yogurt have all been put on hold. The “stay at home” order has affected every aspect of daily life. The San Diego County housing market is no different.

A man in Orange County tested positive for COVID-19 on January 25th, becoming the first confirmed case in California. On March 4th, Gov. Newsom declared a state of emergency for the Golden State. Disneyland closed its gates and most major sports leagues suspended their seasons on March 12th. Schools closed on March 13th. The “stay at home” order was announced by the governor on March 19th. That means that California citizens had been sheltering in place for four weeks as of April 16th.

Demand is defined as the past 30-days of pending sales activity. Up to this point, demand readings have included weeks prior to the order when the housing market was still hitting on all cylinders. The market was scorching hot at the very beginning of march despite the state of emergency that was declared. The market began to decelerate in the second week of March. By March 19th, with the kids already at home and preparing for online learning, housing demand slowed to a COVID-19 crawl. It was at inherent demand levels.

Expected Market Time

Detached		% of Inventory	% of Demand	Attached		% of Inventory	% of Demand
All of S.D.	87 Days	100%	100%	All of S.D.	90 Days	100%	100%

Demand Rises

By Steven Thomas
Quantitative Economics and Decision Sciences, B.A.

May 4, 2020

Buyer demand reached a bottom a couple of weeks ago, and now it is on the rise.



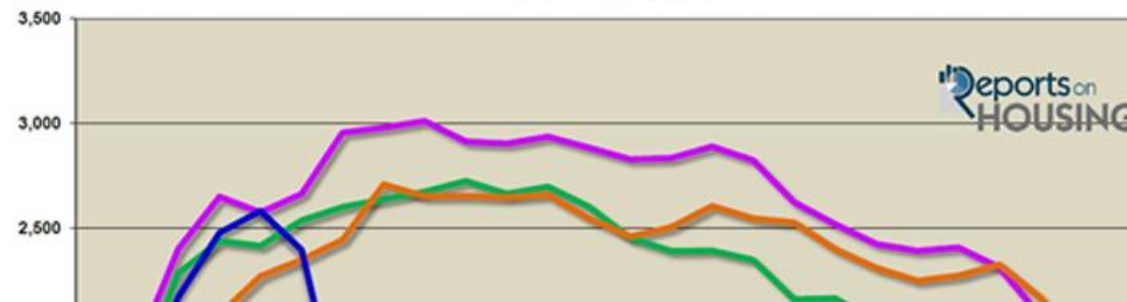
Rising Demand: Demand rose 9% even though “stay at home” orders have not yet been lifted

After seven weeks of staying at home, everybody is figuring out ways to make life feel a bit more normal again. DoorDash is on the go delivering food from local favorite restaurants. Church service is now streaming live with the ability to hit pause if the two-year old is acting up. With Zoom meetings all week long, working from home in t-shirts and shorts is not a bad way to get a lot accomplished. The kids are busy cyber learning in their online classrooms. Everybody is adapting to a new way of life. Buyers are adapting as well and are looking for homes again, the market is waking up.

After reaching a low two weeks ago, Orange County had dropped to inherent, natural demand last seen during the start to the Great Recession. Yet, in the past couple of weeks a change was afoot. Reports from the real estate trenches of increased showings and buyers writing offers again were repeated all over the county. Buyers are figuring out that they can still purchase a home in the middle of California’s “stay at home” order.

Orange County Demand Year Over Year

Prior 30 Day Pendings Snapshot



THE *Orange County* HOUSING REPORT

Reports on
HOUSING
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V-Shaped Recovery

By Steven Thomas
Quantitative Economics and Decision Sciences, B.A.

May 18, 2020

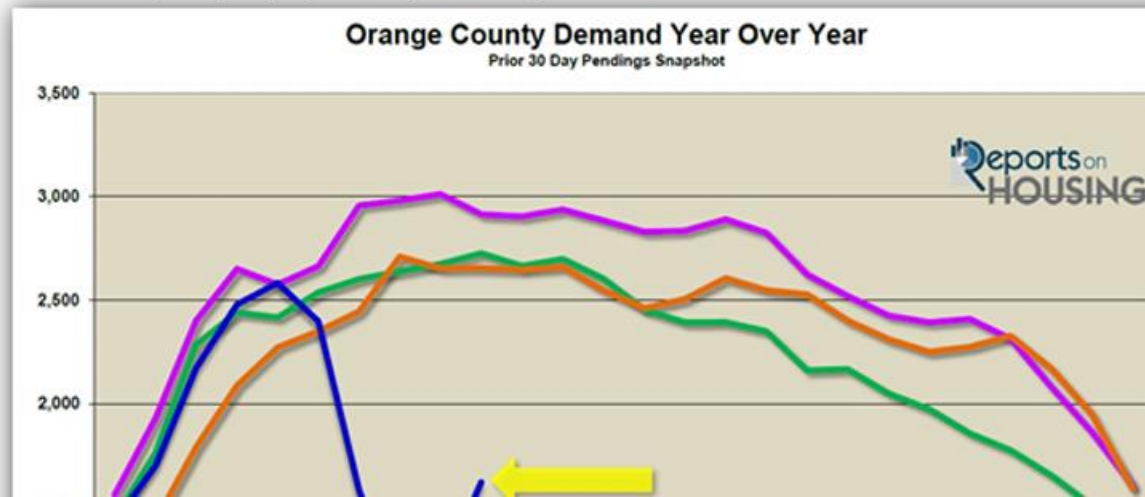
Propelled by record low mortgage rates, buyers are jumping back into the housing market.



Demand Spikes: Demand surged in the past couple of weeks with a 38% rise.

COVID-19 has impacted the economy across the board. The economic data prior to the Coronavirus was pumping on all cylinders. Consumer confidence, consumption, unemployment, housing, stocks, leading economic indicators, everything was pointing to a phenomenal 2020. After the virus broke, every chart was impacted severely. Housing was no exception.

Experts have been debating what the economic recovery will look like. Initially, some experts were calling for a quick rebound, a "V-Shaped" bounce. That is when the economy rises nearly as fast as it falls. Yet, with more time to reflect on all the data, most experts now agree that it will be a "U-Shaped" recovery, one that after hitting a bottom will slowly but surely turn upward. The best analogy is a dimmer switch. As the dial is slowly turned, the economy will continue to accelerate until one day it is pumping on all cylinders again.





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File Me Tell me what you want to do...

Transactions Snapshot Edge
 Customer Service Personal
 m Create New

Move Mark Categorize Follow
 Unread Up

Translate
 Editing

Zoom
 Zoom

No valid attachments
 Send Message Only
 No valid attachments

DocsToFAST v1.0.1.19

PDF

W

XLS

Every 2 Weeks!!!

Challenge

If you want to view the Orange County Ranges Report as an Excel spreadsheet
<http://www.reportsonhousing.com/docs/UCHousingApr-BRK-16.xls>

If you want to view the Orange County Ranges Report as an Excel spreadsheet
<http://www.reportsonhousing.com/docs/UCHousingRanges-Apr-BRK-16.xls>

If you want to view the Orange County Sold Report as an Excel spreadsheet
<http://www.reportsonhousing.com/docs/UCHousingSold-Apr-BRK-16.xls>

If you want to view the Orange County Foreclosure Report as an Excel spreadsheet



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Housing Debrief



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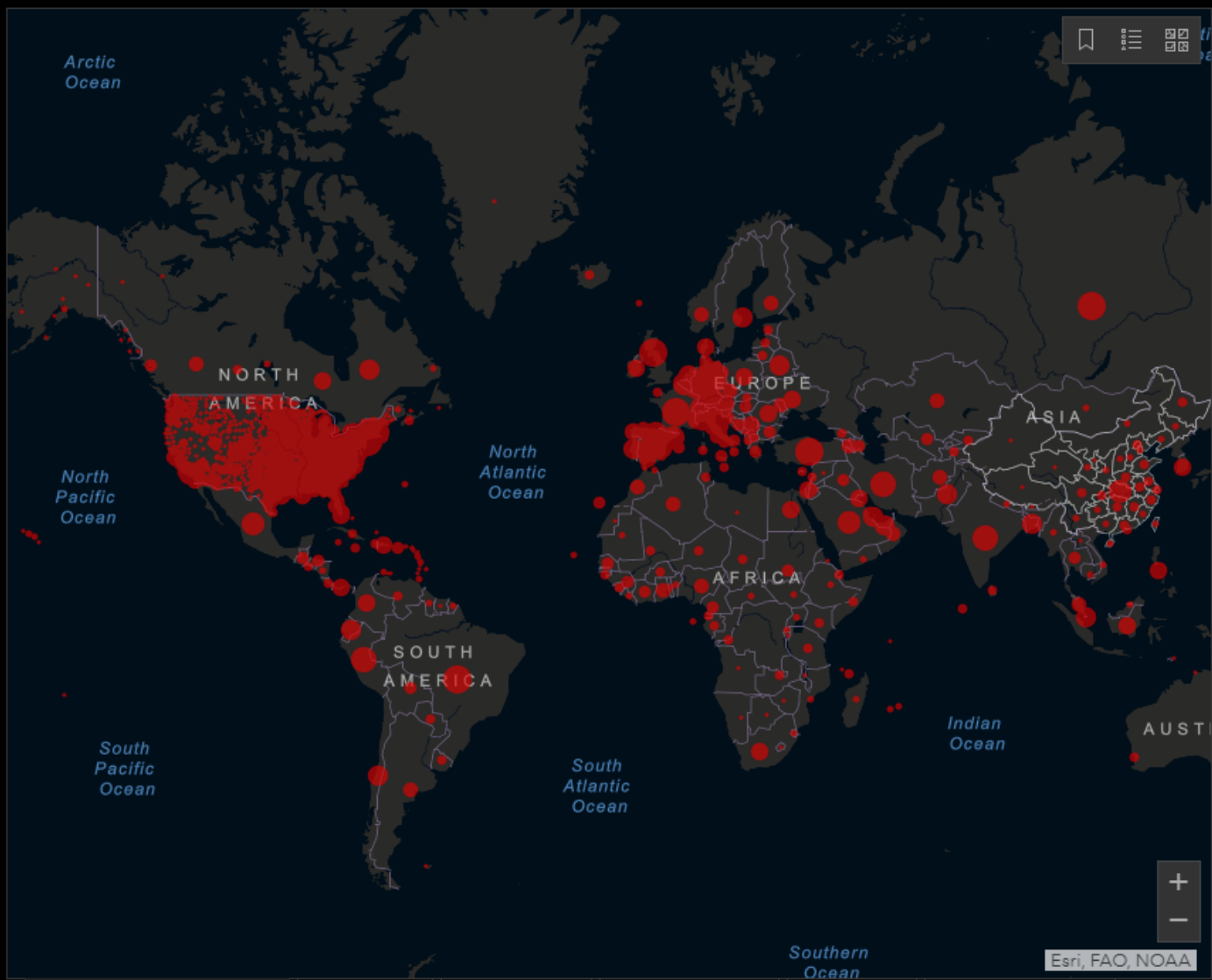
3:00 PM

Every Tuesday and Friday





Total Confirmed
4,929,455



Cumulative Confirmed Cases | Active Cases | Incidence Rate | Case-Fatality Ratio | Testing Rate | Hospitalization Rate

Confirmed Cases by Country/Region/Sovereignty
1,529,785 US
308,705 Russia
271,885 Brazil
250,138 United Kingdom
232,037 Spain
226,699 Italy
180,933 France
177,842 Germany
151,615 Turkey
126,949 Iran
107,789 India
99,483 Peru
84,063 China
80,498 Canada
62,545 Saudi Arabia
55,983 Belgium
54,346 Mexico

Global Deaths

324,063

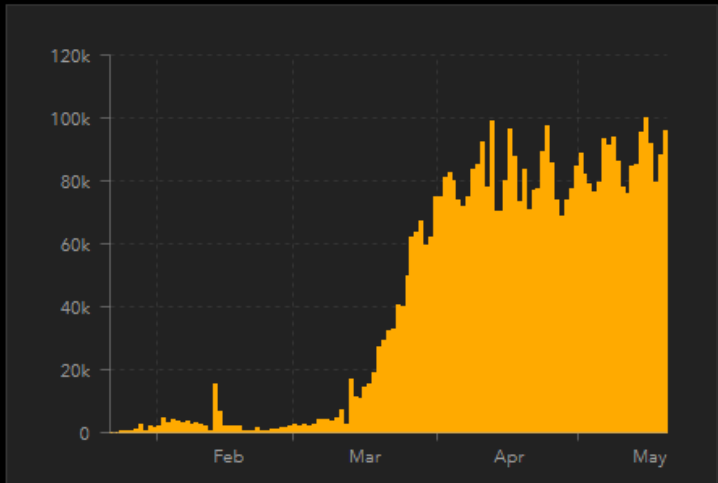
92,066 deaths US
35,422 deaths United Kingdom
32,169 deaths Italy
28,025 deaths France
27,778 deaths Spain
17,983 deaths Brazil
9,150 deaths Belgium
8,136 deaths Germany

Global Deaths

US State Level Deaths, Recovered

28,558 deaths, 61,886 recovered New York US
10,587 deaths, 23,657 recovered New Jersey US
5,938 deaths, recovered Massachusetts US
5,017 deaths, 28,234 recovered Michigan US
4,628 deaths, recovered Pennsylvania US
4,379 deaths, recovered Illinois US
3,472 deaths, 6,264 recovered

US Deaths, Recove...



Confirmed | Logarithmic | Daily Cases

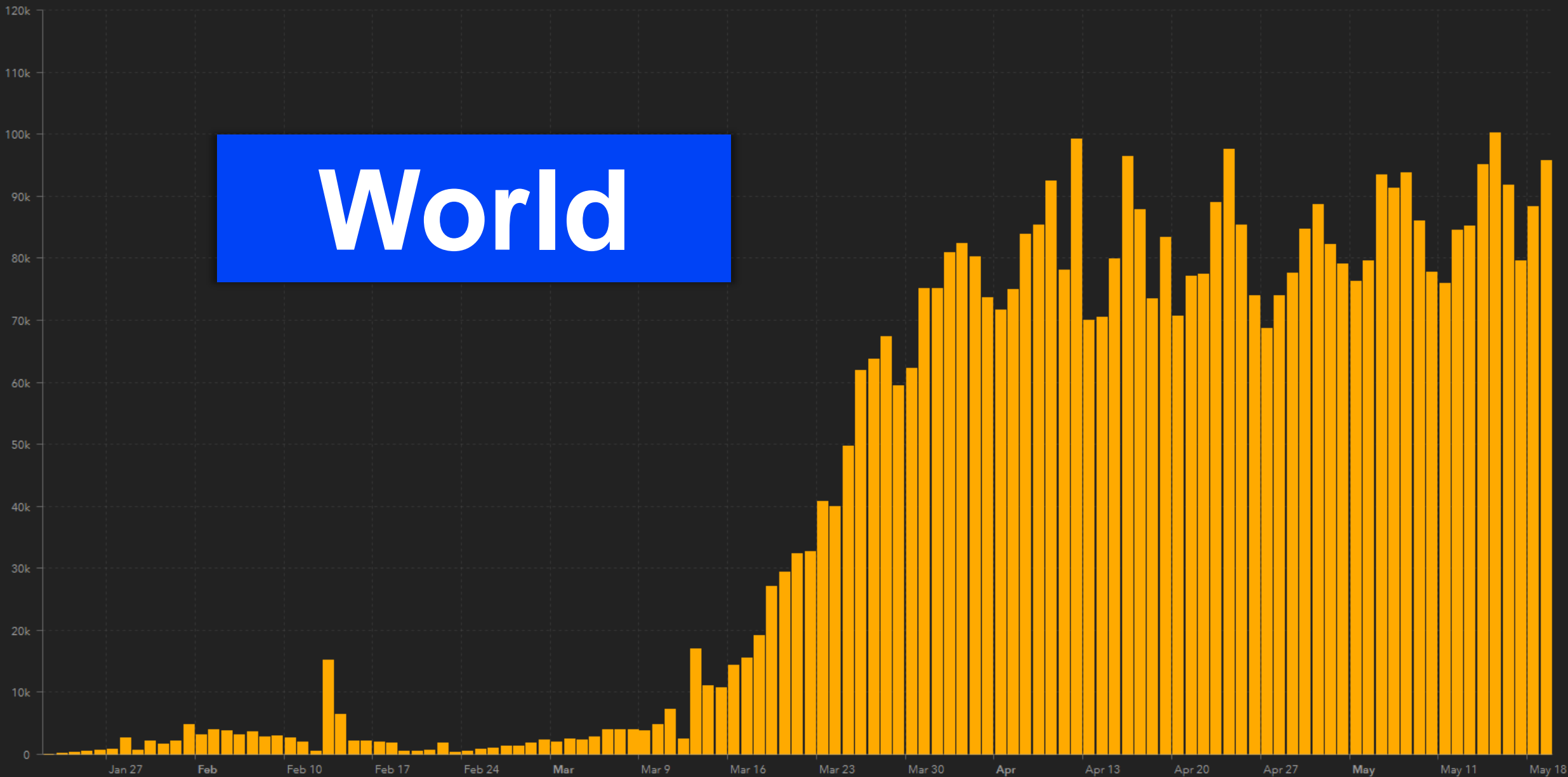
Last Updated at (M/D/YYYY)
5/20/2020, 7:32:17 AM

188
countries/regions

Lancet Inf Dis Article: [Here](#). Mobile Version: [Here](#).
Lead by JHU CSSE. Automation Support: [Esri Living Atlas team](#) and [JHU APL](#). [Contact US](#). [FAQ](#). Read more in [this blog](#).
Data sources: [WHO](#), [CDC](#), [ECDC](#), [NHC](#), [DXY](#), [1point3acres](#), [Worldometers.info](#), [the COVID Tracking](#)



World



Confirmed

Logarithmic

Daily Cases



Total Confirmed

1,531,485

Confirmed Cases by US County

193,821 confirmed
New York City **New York** US

67,691 confirmed
Cook **Illinois** US

39,632 confirmed
Los Angeles **California** US

19,295 confirmed
Nassau **New York** US

38,327 confirmed
Suffolk **New York** US

32,402 confirmed
Westchester **New York** US

20,132 confirmed
Philadelphia **Pennsylvania** US

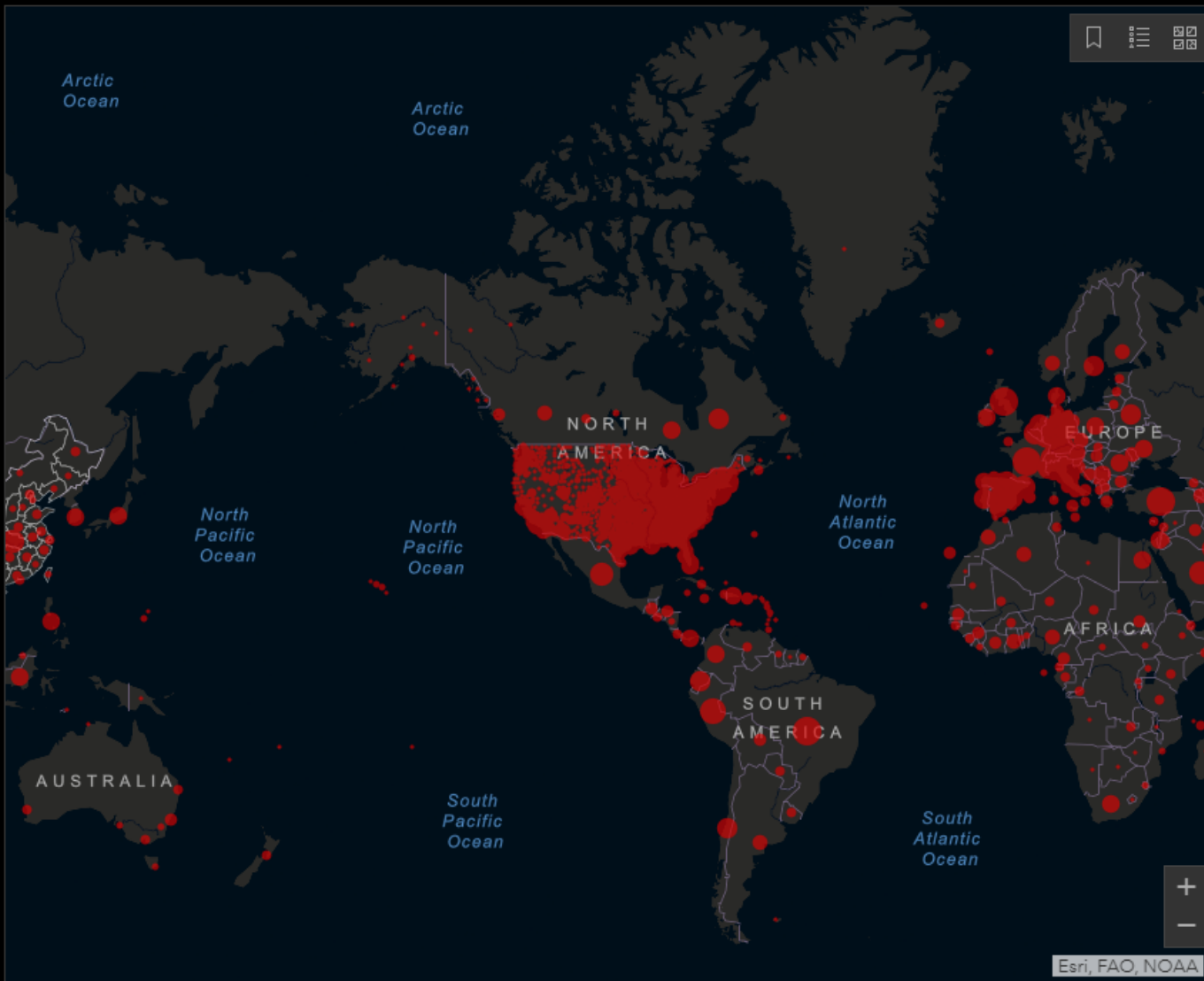
19,504 confirmed
Middlesex **Massachusetts** US

19,292 confirmed
Wayne **Michigan** US

18,679 confirmed
Hudson **New Jersey** US

17,522 confirmed
Bergen **New Jersey** US

16,825 confirmed
Suffolk **Massachusetts** US



Cumulative Confirmed Cases

Active Cases

Incidence Rate

Case-Fatality Ratio

Testing Rate

Hospitalization Rate

Esri, FAO, NOAA

188

countries/regions

Lancet Inf Dis Article: [Here](#). Mobile Version: [Here](#).

Lead by JHU CSSE. Automation Support: Esri Living Atlas team and JHU APL. Contact US. FAQ. Read more in this [blog](#).

Data sources: WHO, CDC, ECDC, NHC, DXY, 1point3acres, Worldometers.info, the COVID Tracking

Global Deaths

92,066

92,066 deaths
US

US State Level
Deaths, Recovered

28,558 deaths, **61,886**
recovered
New York US

10,587 deaths, **23,657**
recovered
New Jersey US

5,938 deaths, **recovered**
Massachusetts US

5,017 deaths, **28,234**
recovered
Michigan US

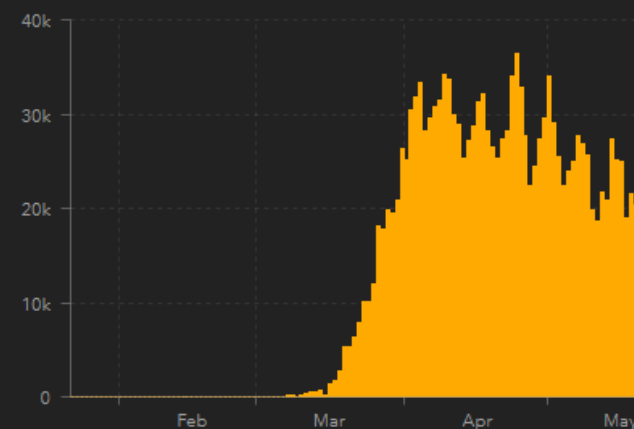
4,628 deaths, **recovered**
Pennsylvania US

4,379 deaths, **recovered**
Illinois US

3,472 deaths, **6,264**
recovered

Global Deaths

US Deaths, Recove...

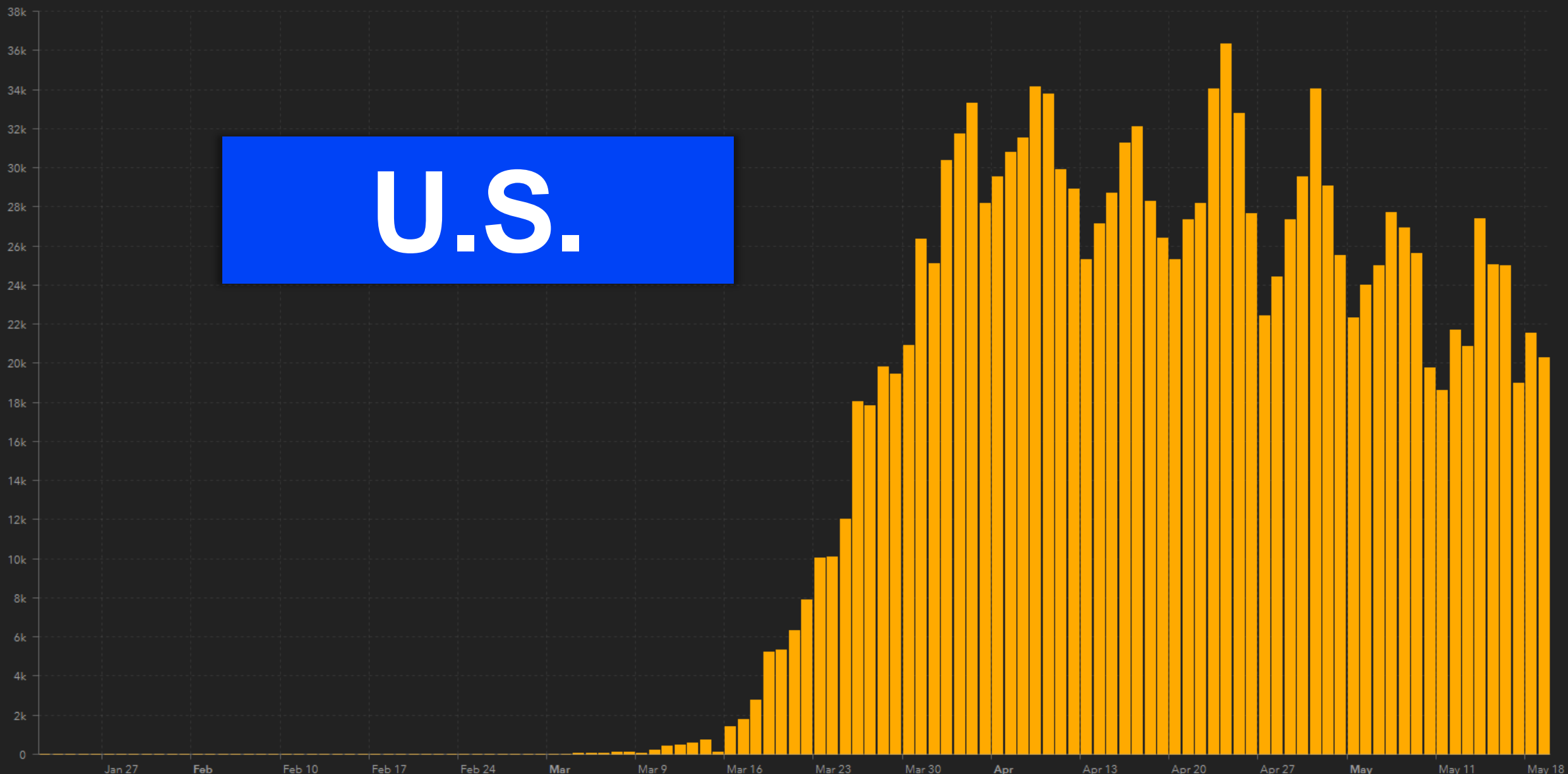


Confirmed

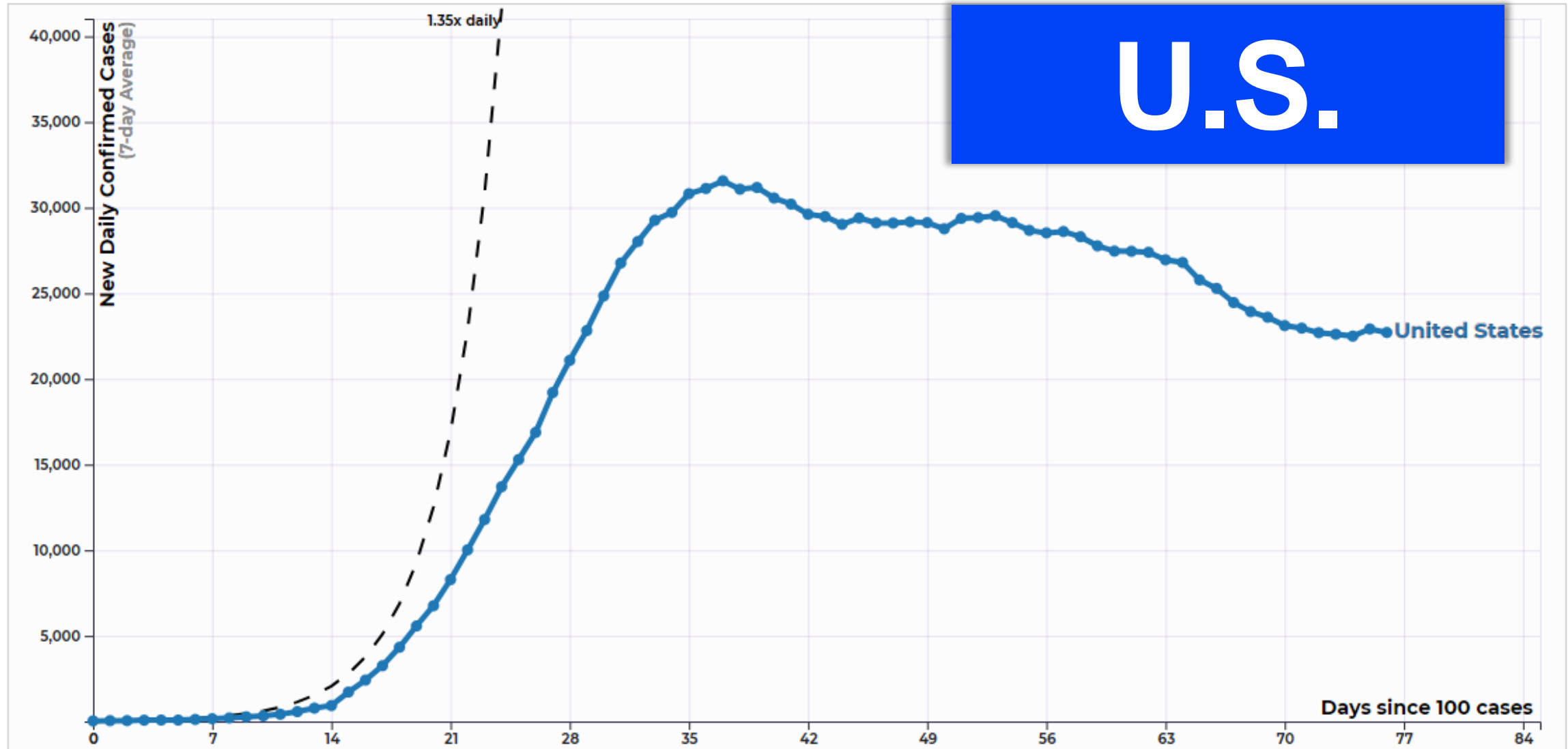
Logarithmic

Daily Cases

Last Updated at (M/D/YYYY)
5/20/2020, 7:32:17 AM



New COVID-19 Cases by Country per Day



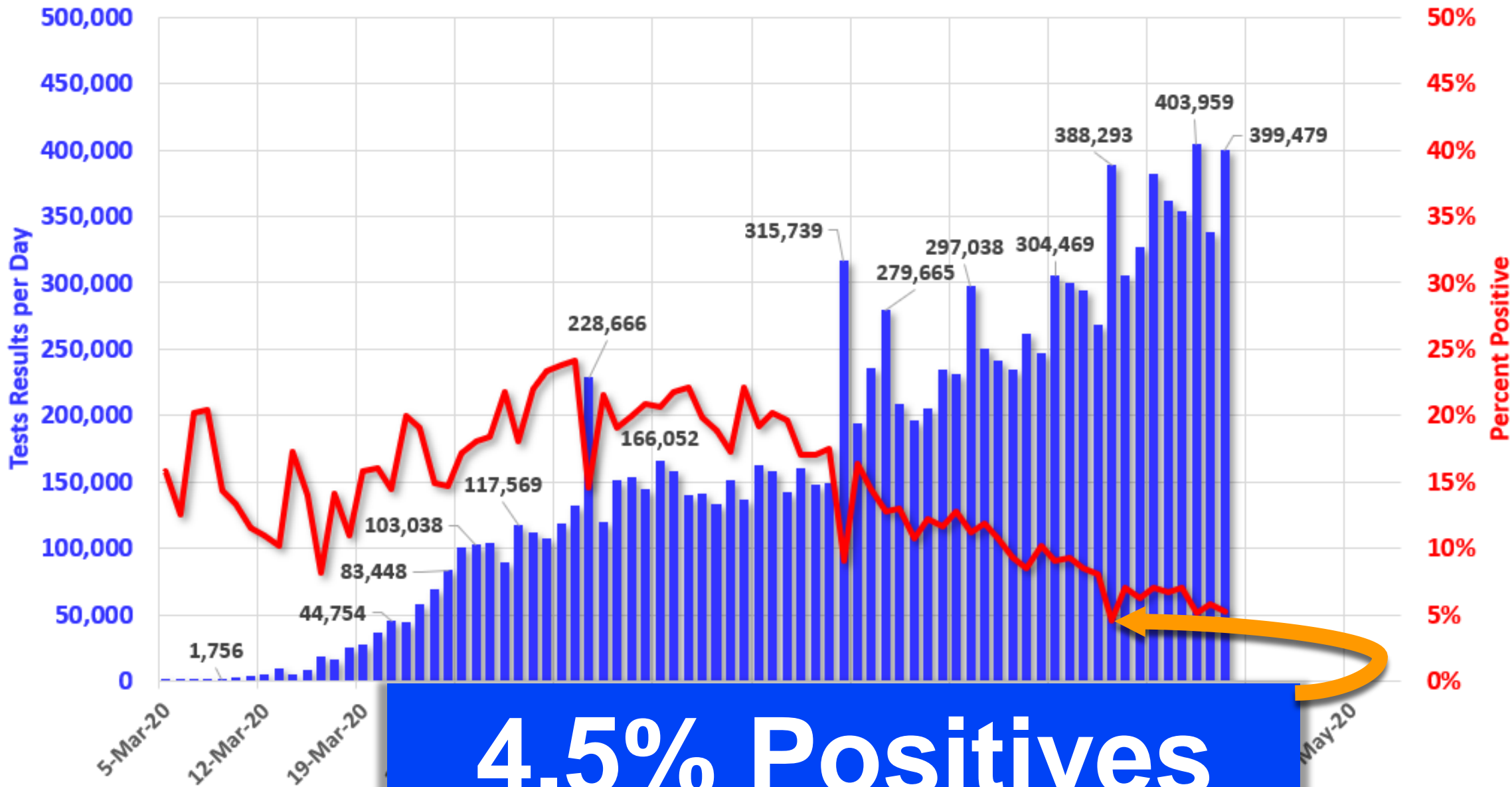
U.S.

Data: Johns Hopkins CSSE; Updated: 05/19/2020
Interactive Visualization: <https://51-DIVOC.com/> by @profwade_

Highlight: Show: Data: Scale:

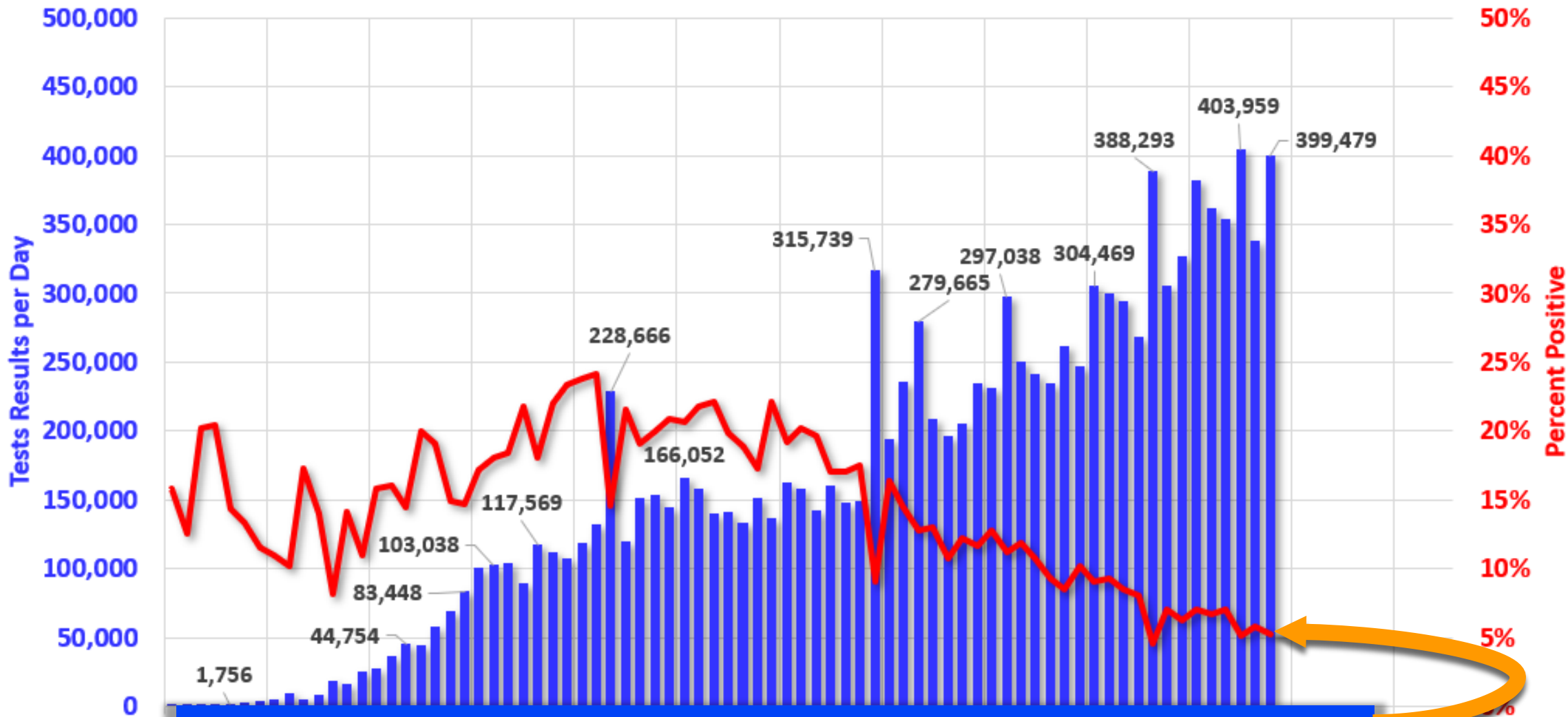
X-Axis: Y-Axis:

US COVID-19 Tests Results Per Day



4.5% Positives

US COVID-19 Tests Results Per Day



Getting there



To see results within this country, select a subnational location

Trend

Compare

Map

Hospital Resource Use

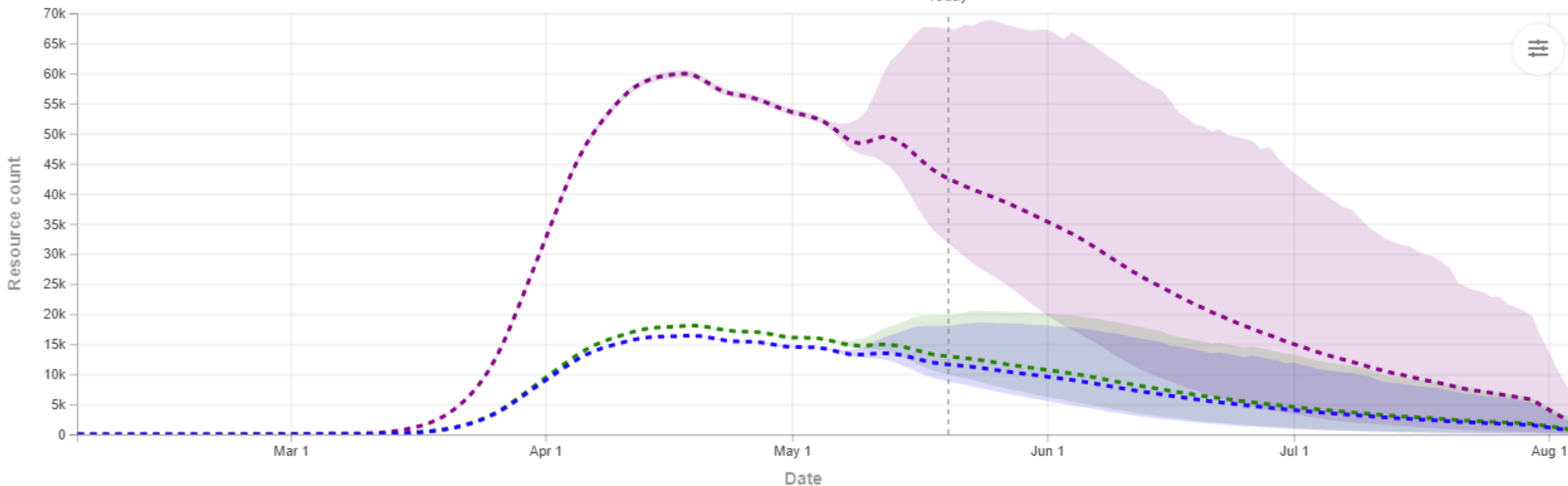
All resources

All beds

ICU beds

Invasive ventilators

Today



All beds needed (projected) ICU beds needed (projected) Invasive ventilators needed (projected)

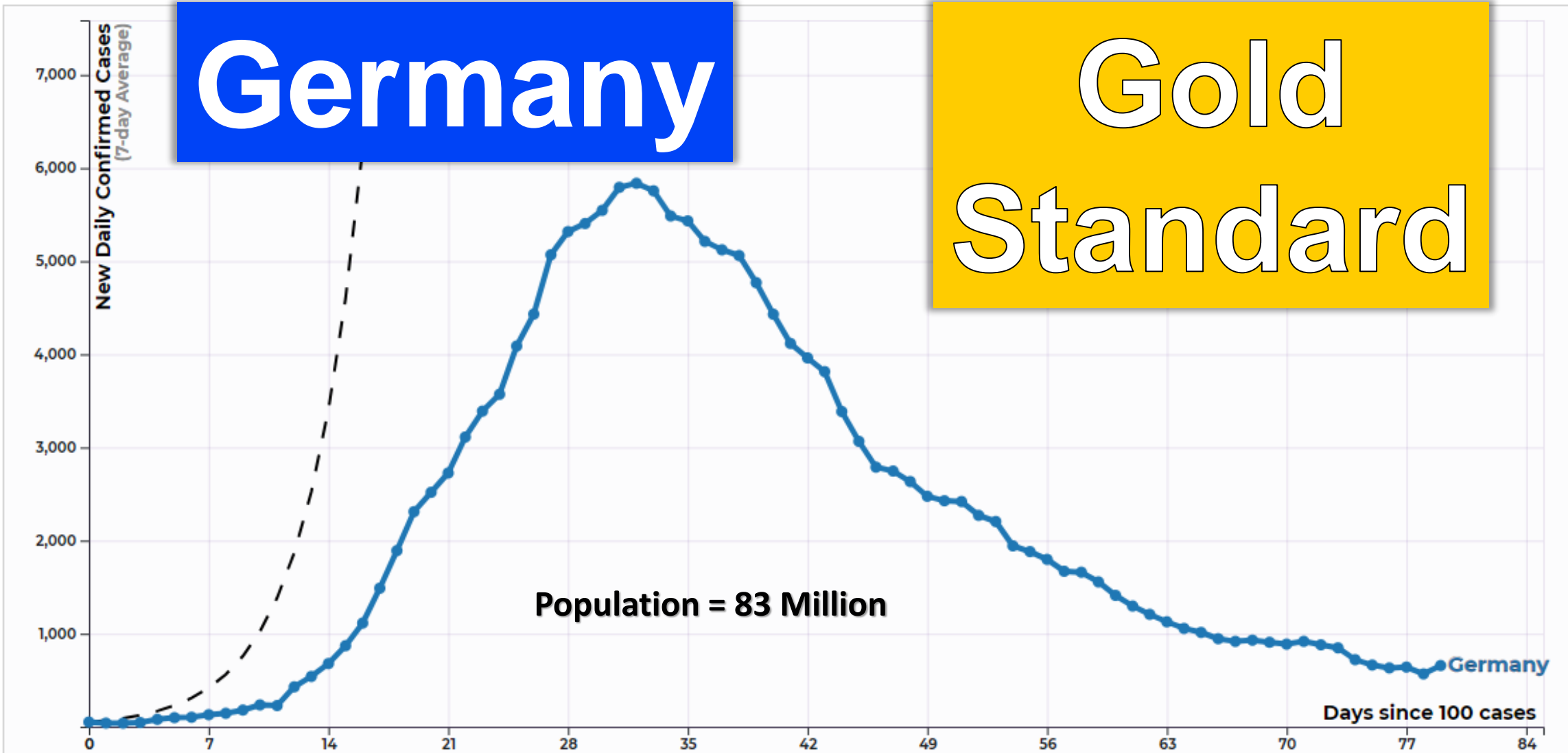
All resources specific to COVID-19 patients.

Shaded areas indicate uncertainty

New COVID-19 Cases by Country per Day

Germany

Gold Standard

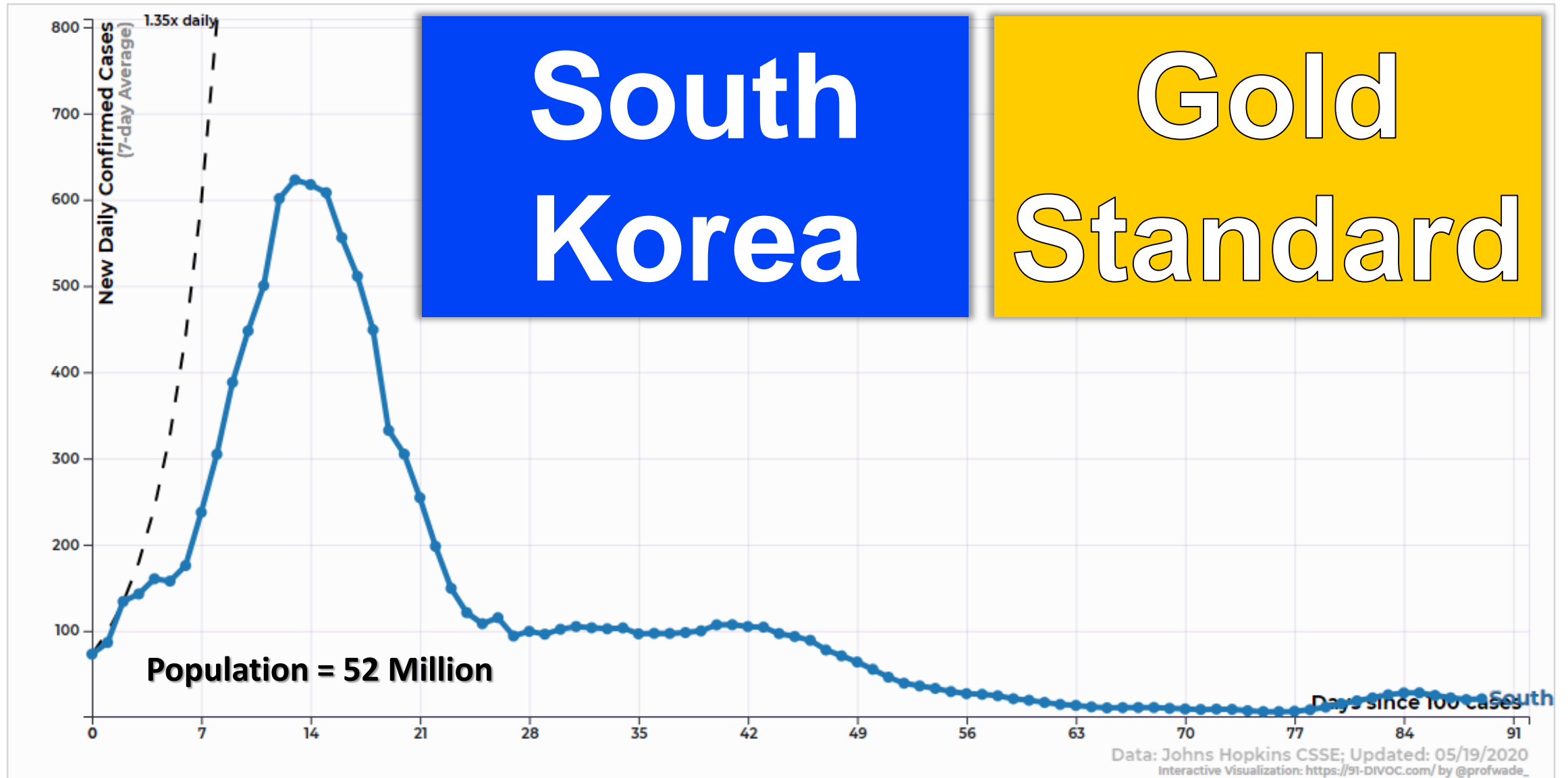


Data: Johns Hopkins CSSE; Updated: 05/19/2020
Interactive Visualization: <https://91-DIVOC.com/> by @profwade_

Highlight: Show: Data: Scale:

X-Axis: Y-Axis:

New COVID-19 Cases by Country per Day



Highlight: Show: Data: Scale:

X-Axis: Y-Axis:

Threat of New Outbreak Looms in South Korea, China

Daily new cases of COVID-19 in China and South Korea

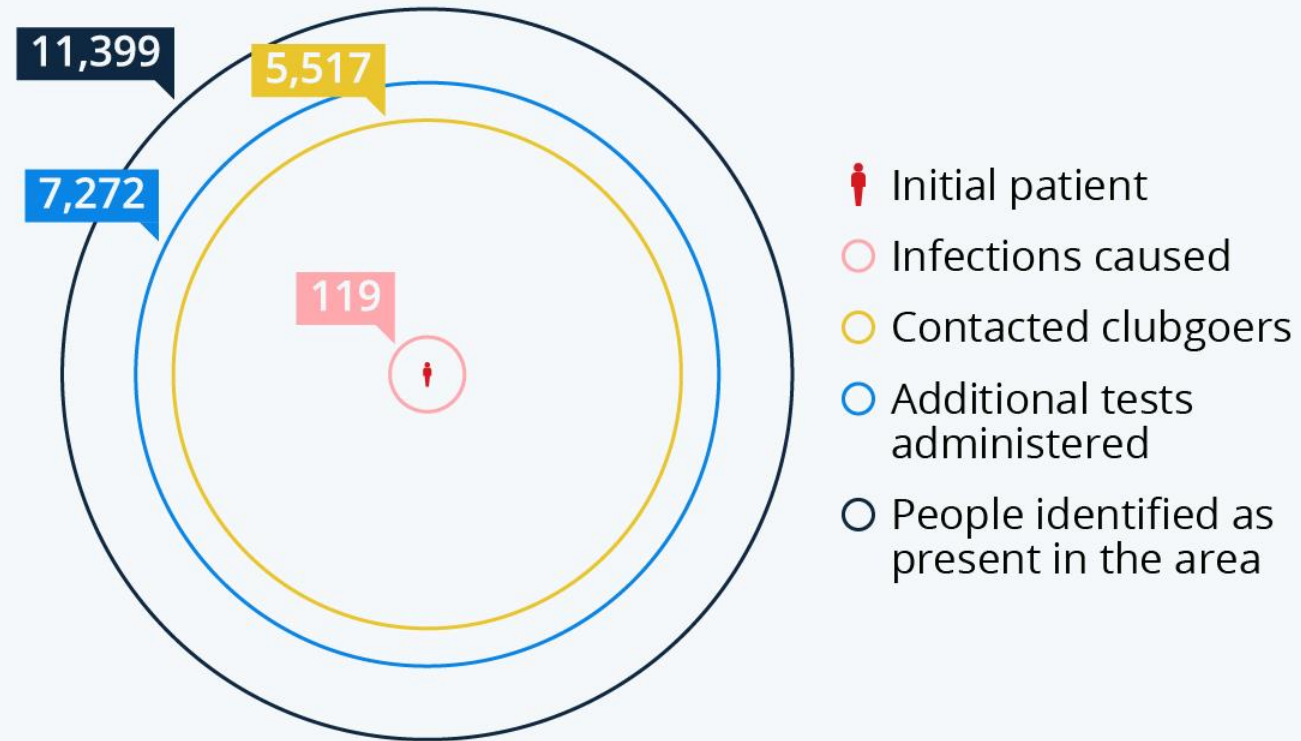


Source: Worldometers



One Infected Clubgoer Triggers Massive Response

Number of people identified as potentially at risk from one COVID-19-infected clubgoer in Seoul, South Korea

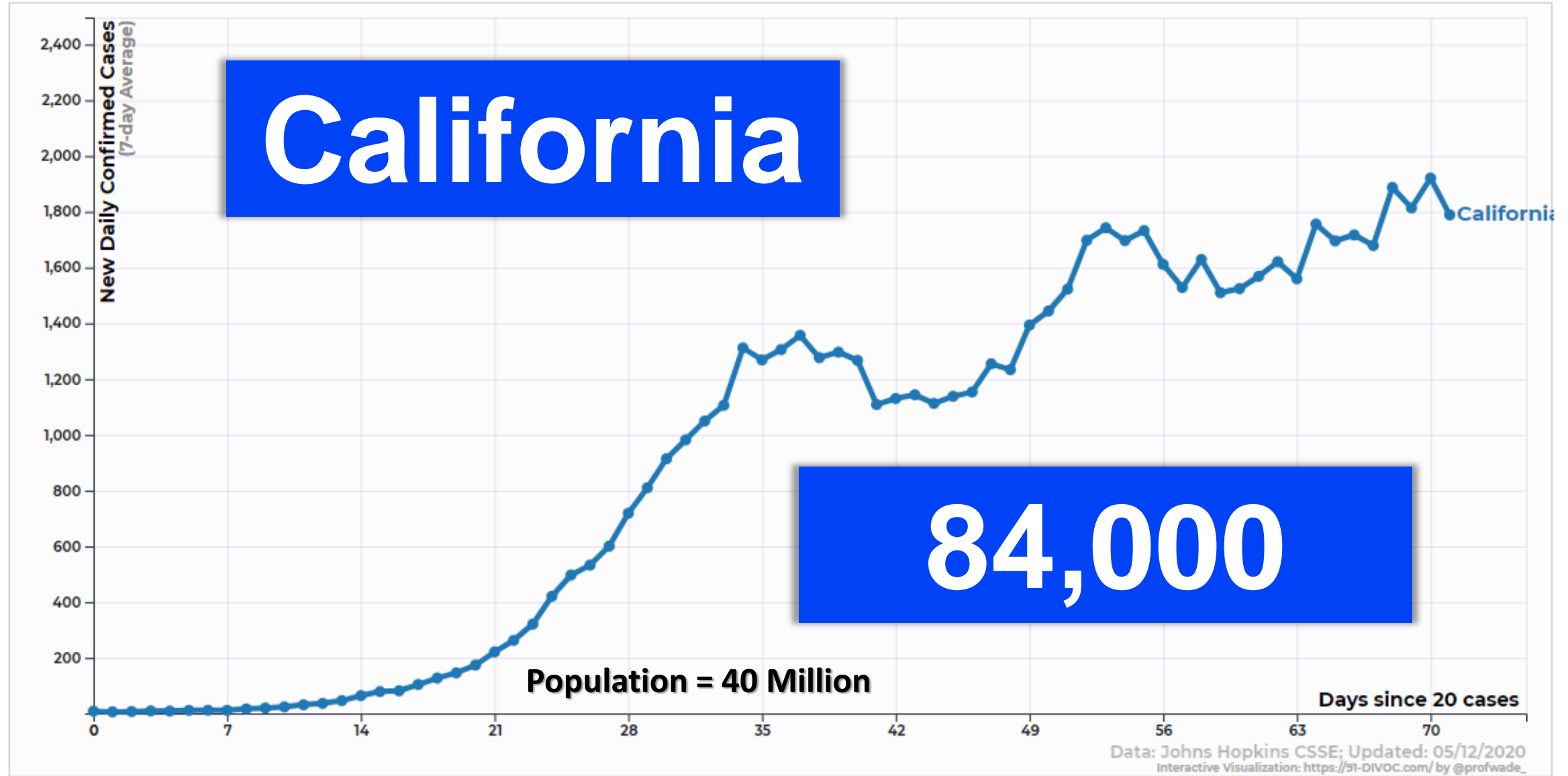


As of May 11-13

Sources: Korean Centers for Disease Control & Prevention, media reports



New COVID-19 Cases by US States/Territories per Day



Highlight: California Show: Highlight Only

Y-Axis: Fixed Trendline: None

Data: New Cases, 1 Wk. Avg. Scale: Log Linear

Coronavirus – The Facts



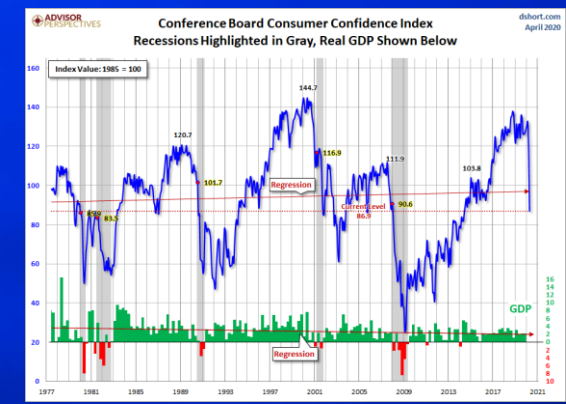
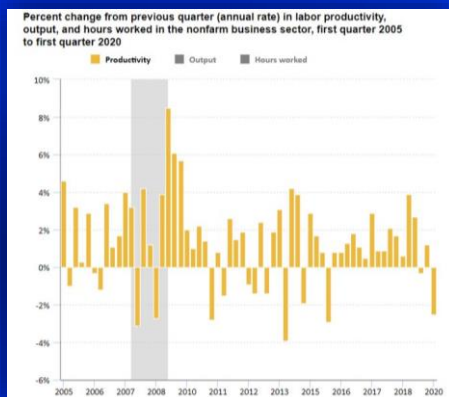
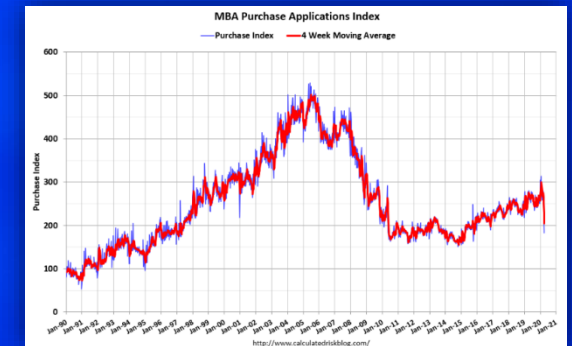
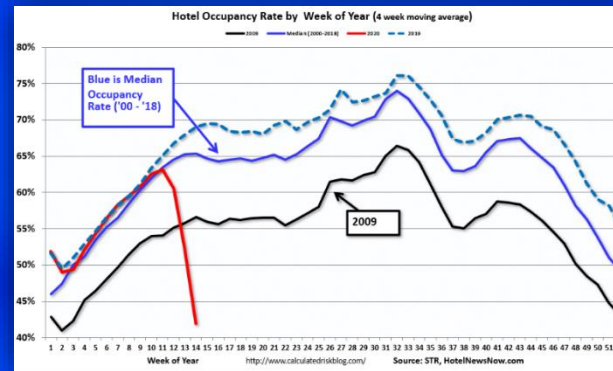
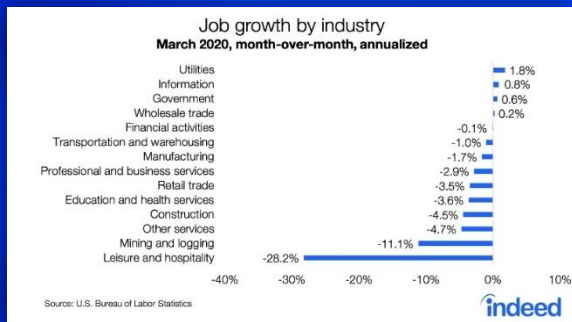
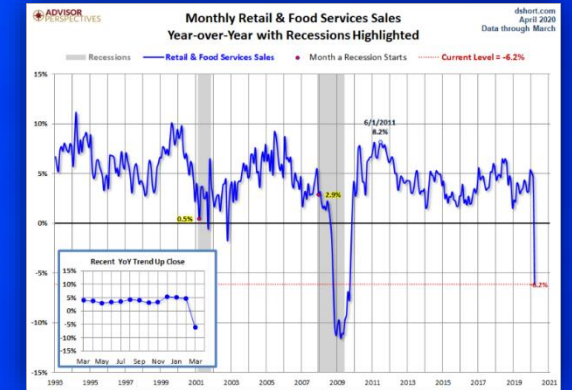
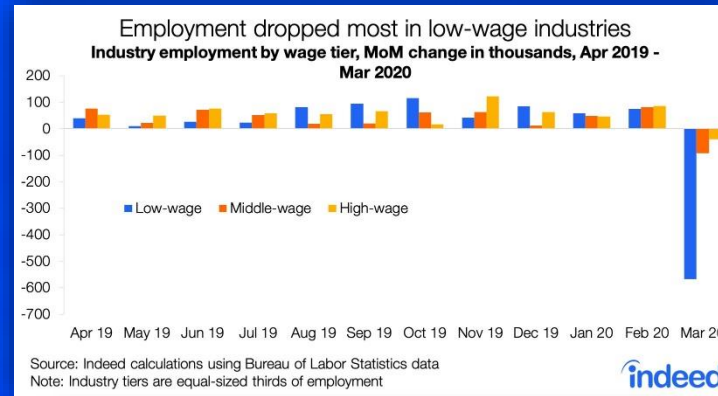
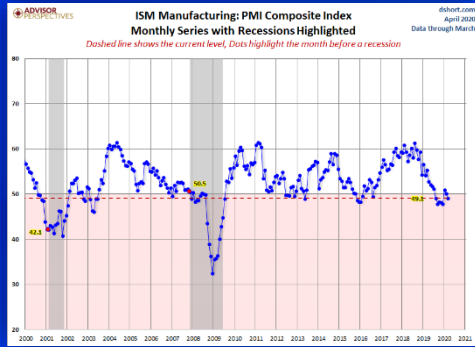
Southern California Cases:

- 39,600 in L.A. #1
- 6,050 in R.C. #2
- 6,025 in S.D. #3
- 4,500 in O.C. #4
- 3,700 in S.B. #5



Macro Economic Outlook

Macro Charts – A.D.



Weekly initial unemployment claims in 2020

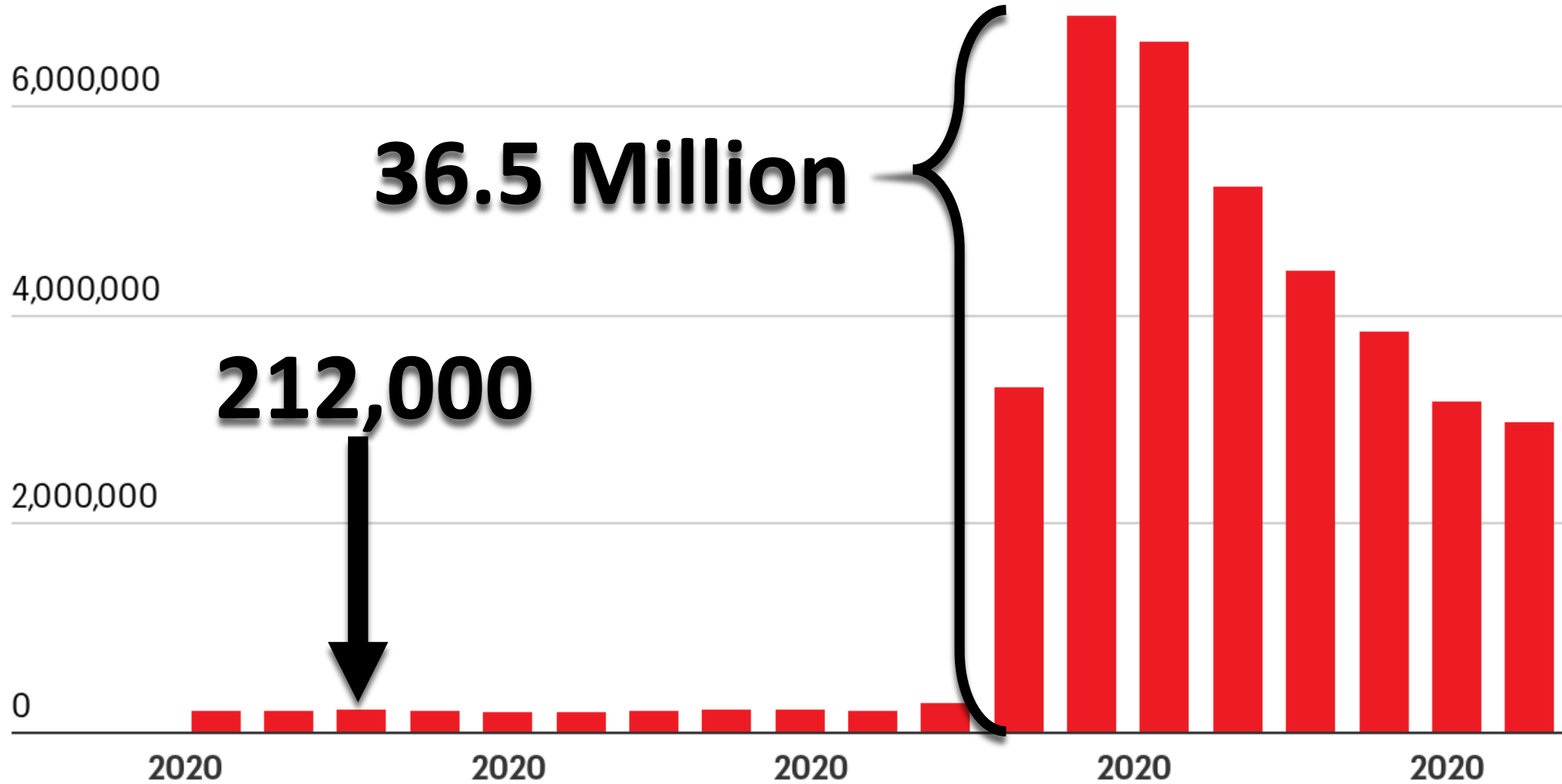
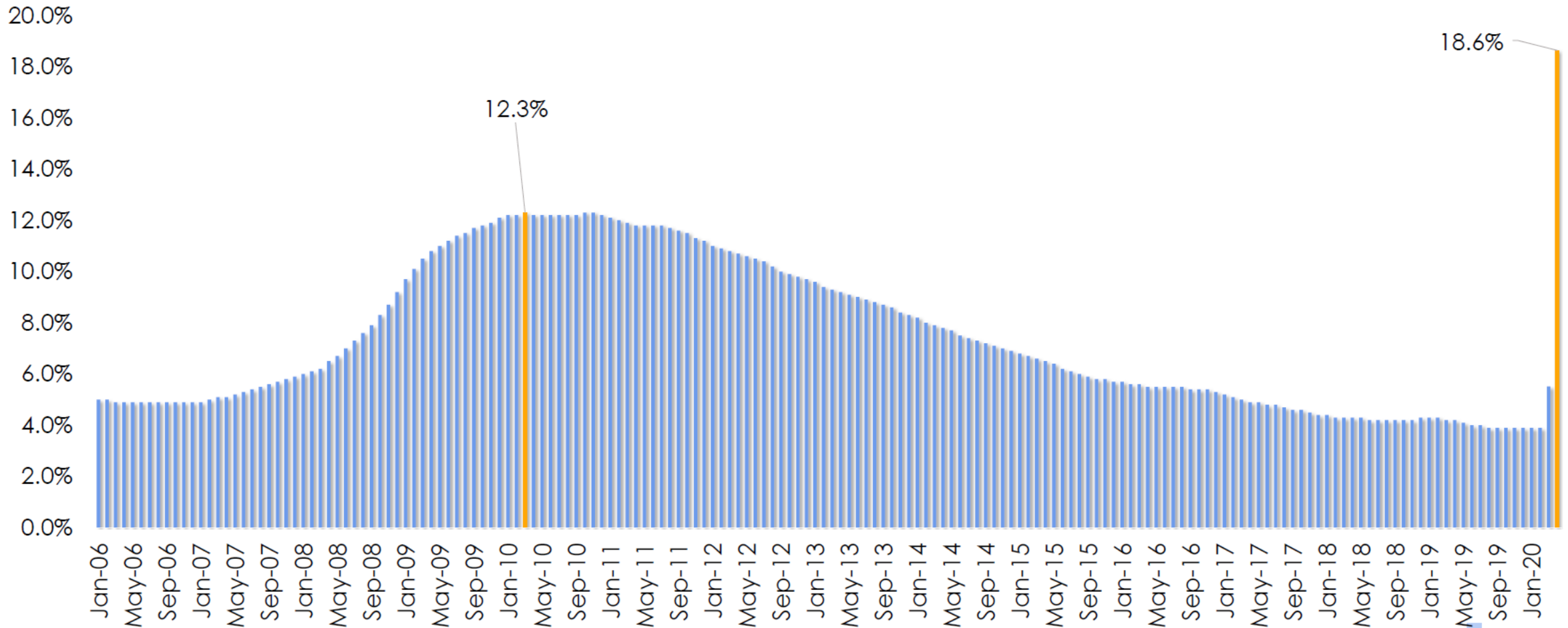


CHART: LANCE LAMBERT • SOURCE: U.S. DEPARTMENT OF LABOR

FORTUNE

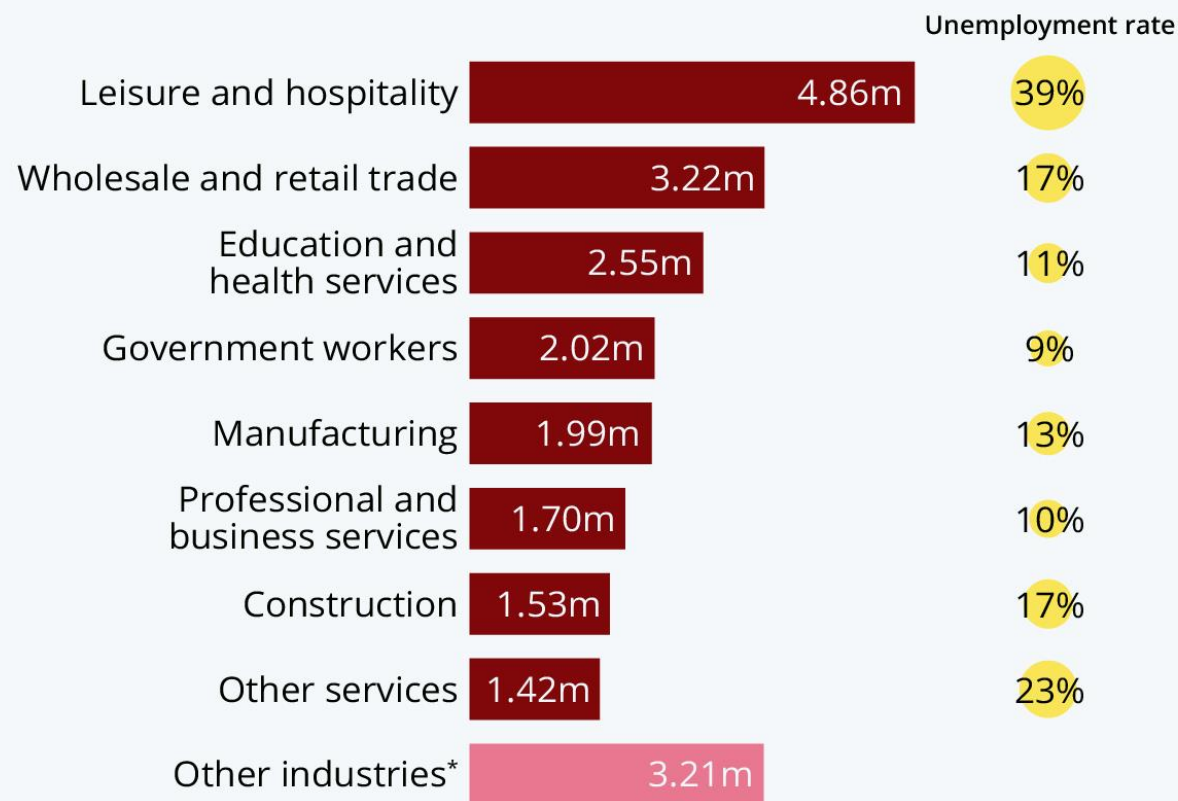
Well beyond Great Recession levels of unemployment

California Unemployment Rate Estimates



The Industries Worst Affected by the COVID-19 Job Crisis

Number of unemployed persons aged 16 and over in the U.S. in April 2020, by industry

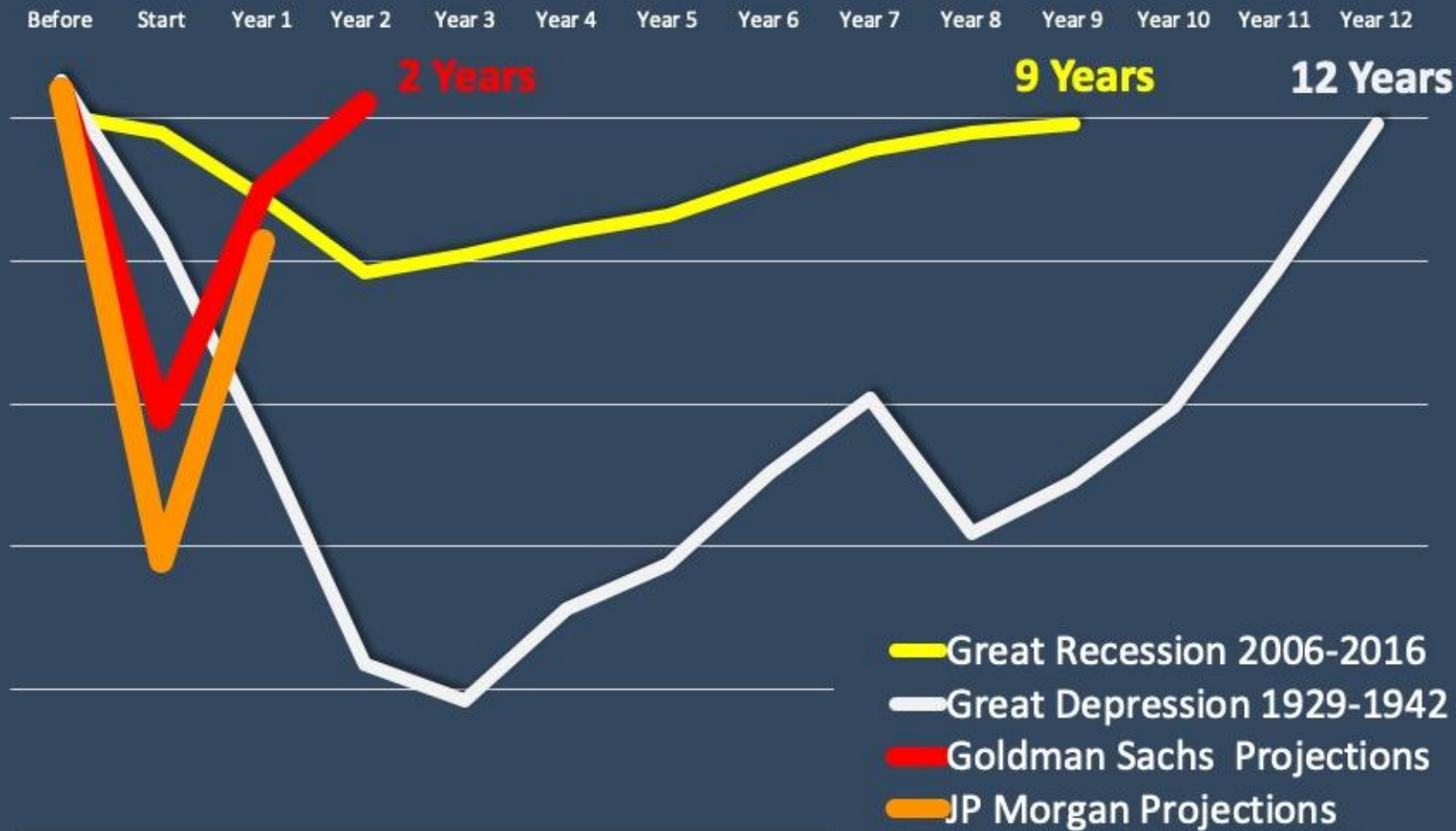


* incl. persons with no previous work experience and persons whose last job was in the U.S. Armed Forces

Source: Bureau of Labor Statistics



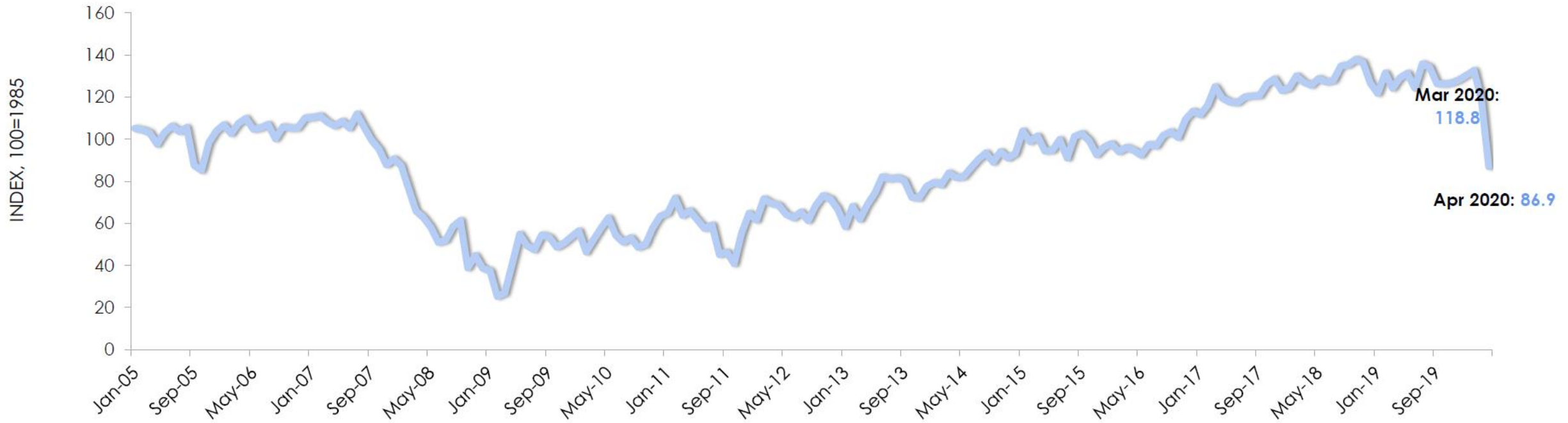
More Depth, Less Length



Years for unemployment rate to return to pre-crisis level

Consumer confidence suffers biggest decline since 1973

Composite Index



U.S. Retail Sales Drop to Lowest Level Since 2012 Amid Lockdown

Monthly retail and food services sales in the United States (seasonally adjusted)*



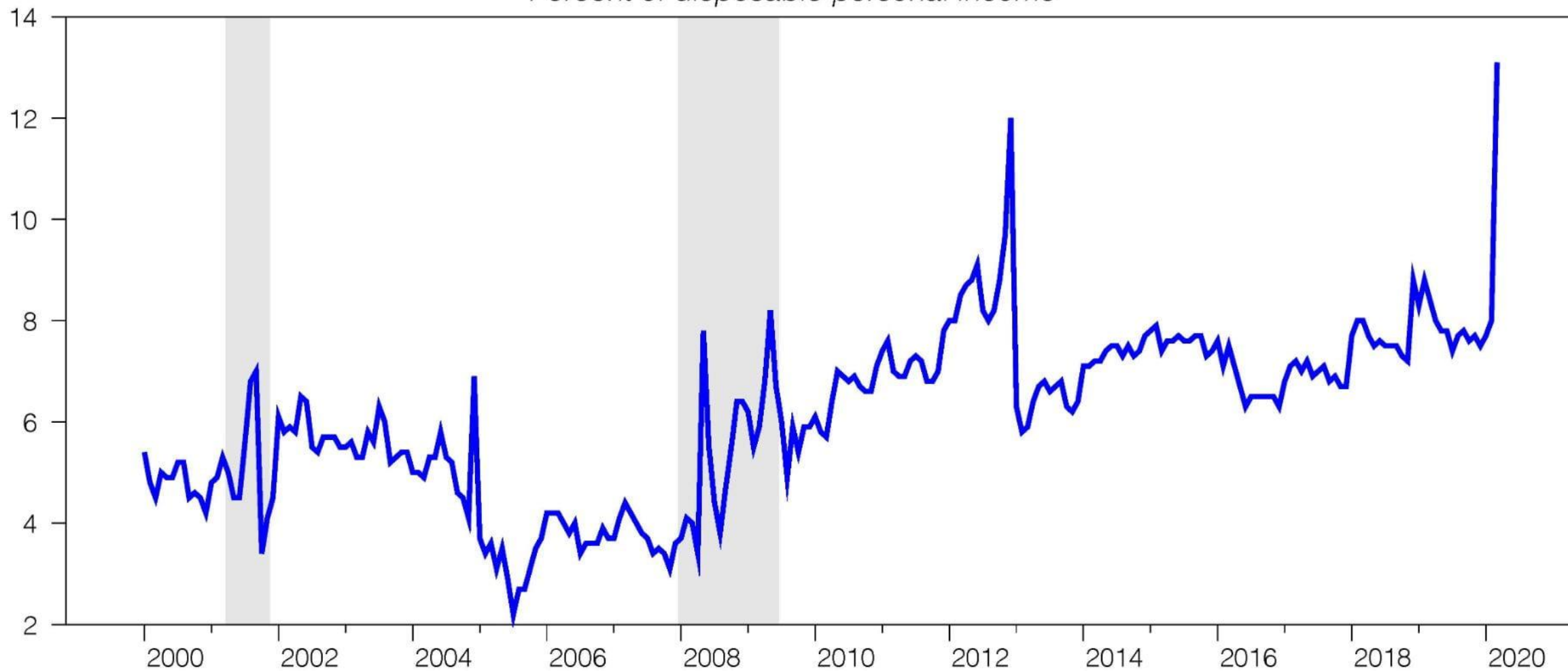
* April 2020 figure represents an advance estimate based on a subsample of the Census Bureau's full retail and food services sample

Source: U.S. Census Bureau



Personal Saving Rate

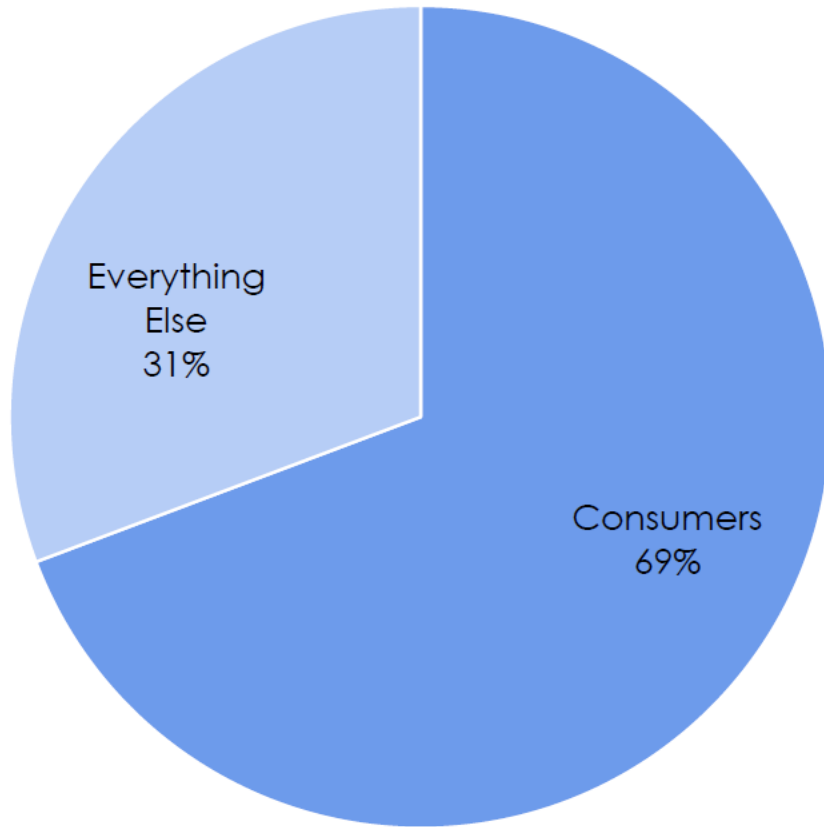
Percent of disposable personal income



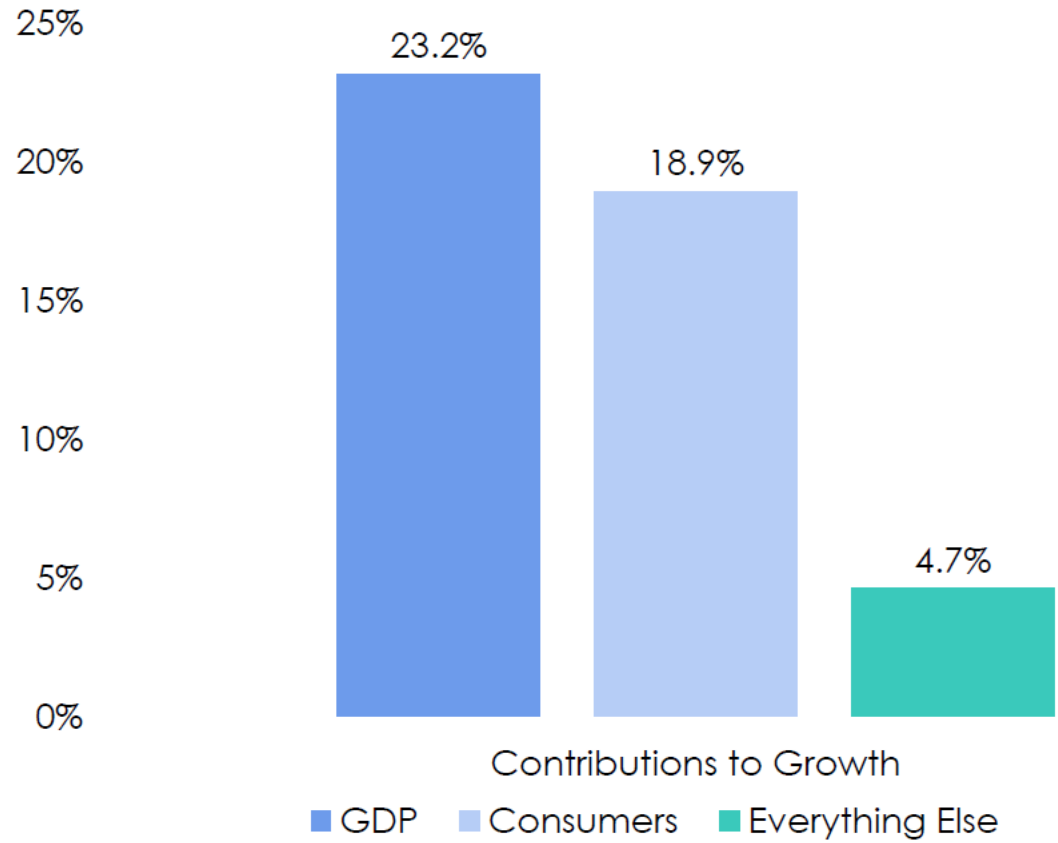
web: <https://blogs.uoregon.edu/timduyfedwatch/> * twitter: @timduy * data via fred * chart created: 04/30/2020 07:29

Why consumers matter so much

U.S. Real GDP



Contributions to the Economic Expansion 2010-2019



U.S. Economy Sees Sharp Downturn Amid COVID-19 Crisis

Quarterly real GDP growth in the United States*



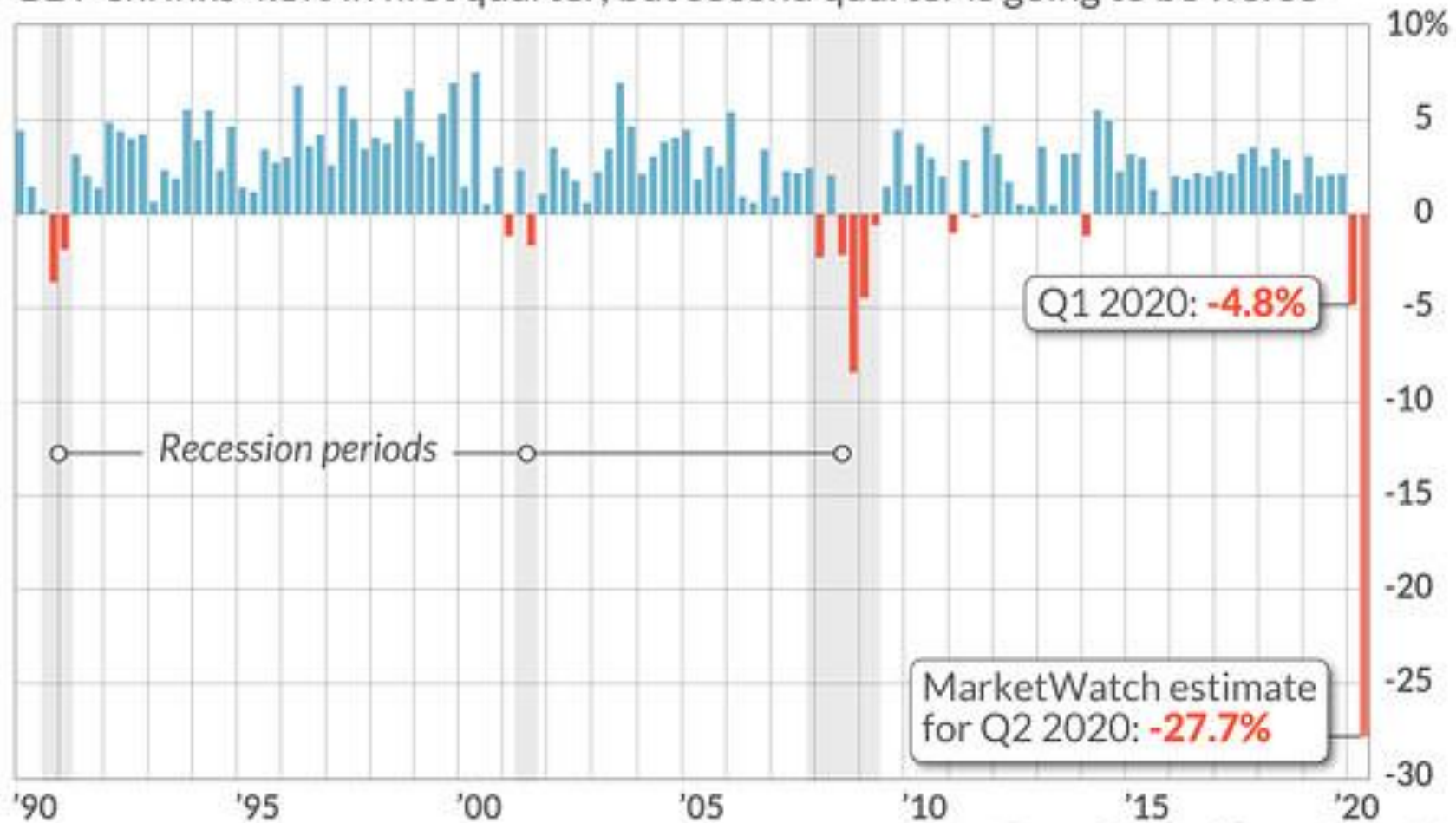
* percent change from preceding quarter; seasonally adjusted at annual rates

Source: U.S. Bureau of Economic Analysis



Economy posts biggest contraction in 12 years

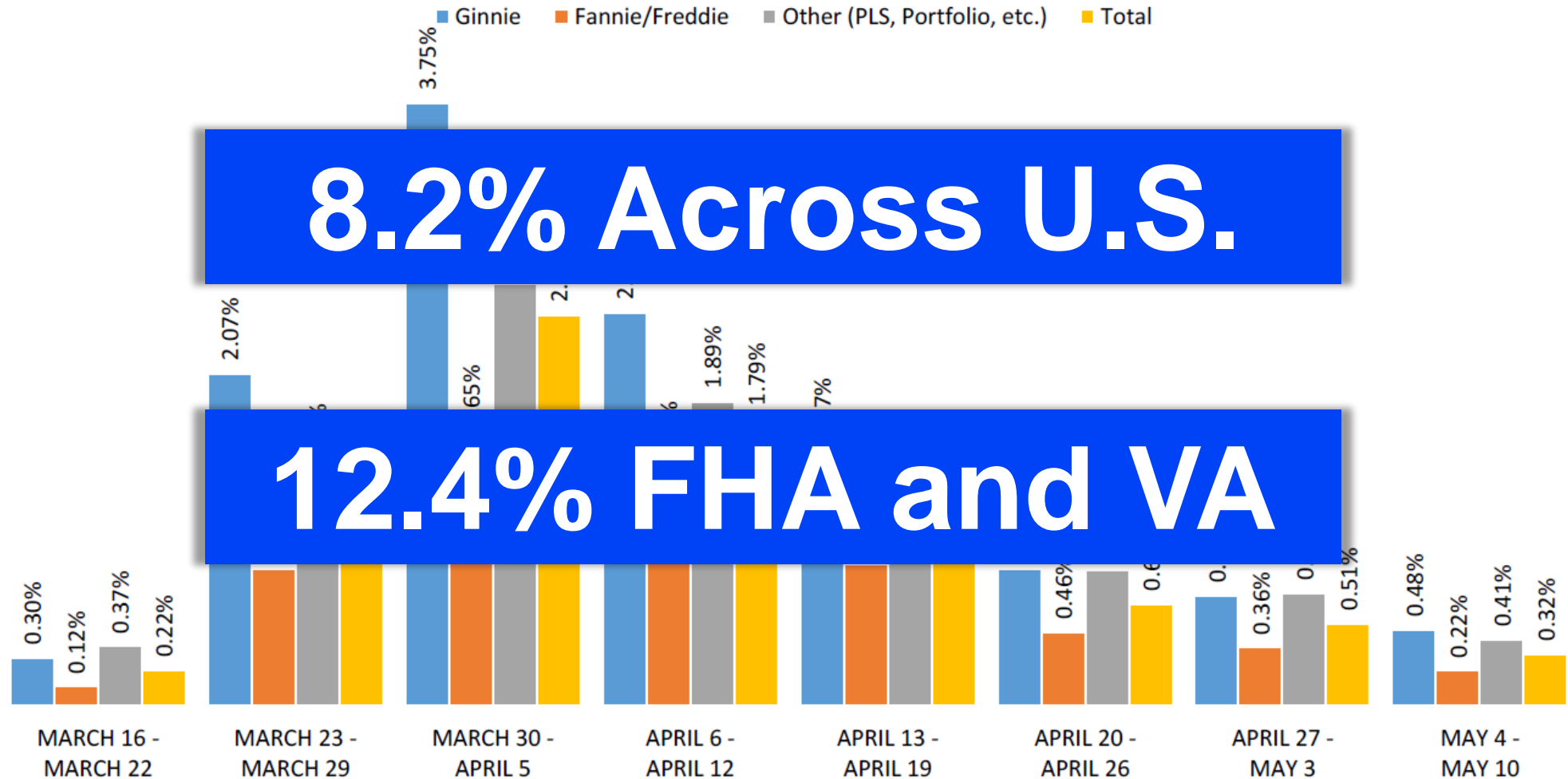
GDP shrinks 4.8% in first quarter, but second quarter is going to be worse



Source: Bureau of Economic Analysis

Forbearance

Weekly Borrower Forbearance Requests as % of Servicing Volume (#)



DJIA Futures **24152** 1.45% ▼

S&P 500 F **2917.00** 1.05% ▼

Stoxx 600 **339.49** 0.61% ▼

U.S. 10 Yr **3/32 Yield** 0.696% ▲

Crude Oil **32.36** 1.70% ▲

Euro **1.0919** 0.04% ▼


THE WALL STREET JOURNAL.

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MARKETS

Nearly a Third of U.S. Apartment Renters Didn't Pay April Rent

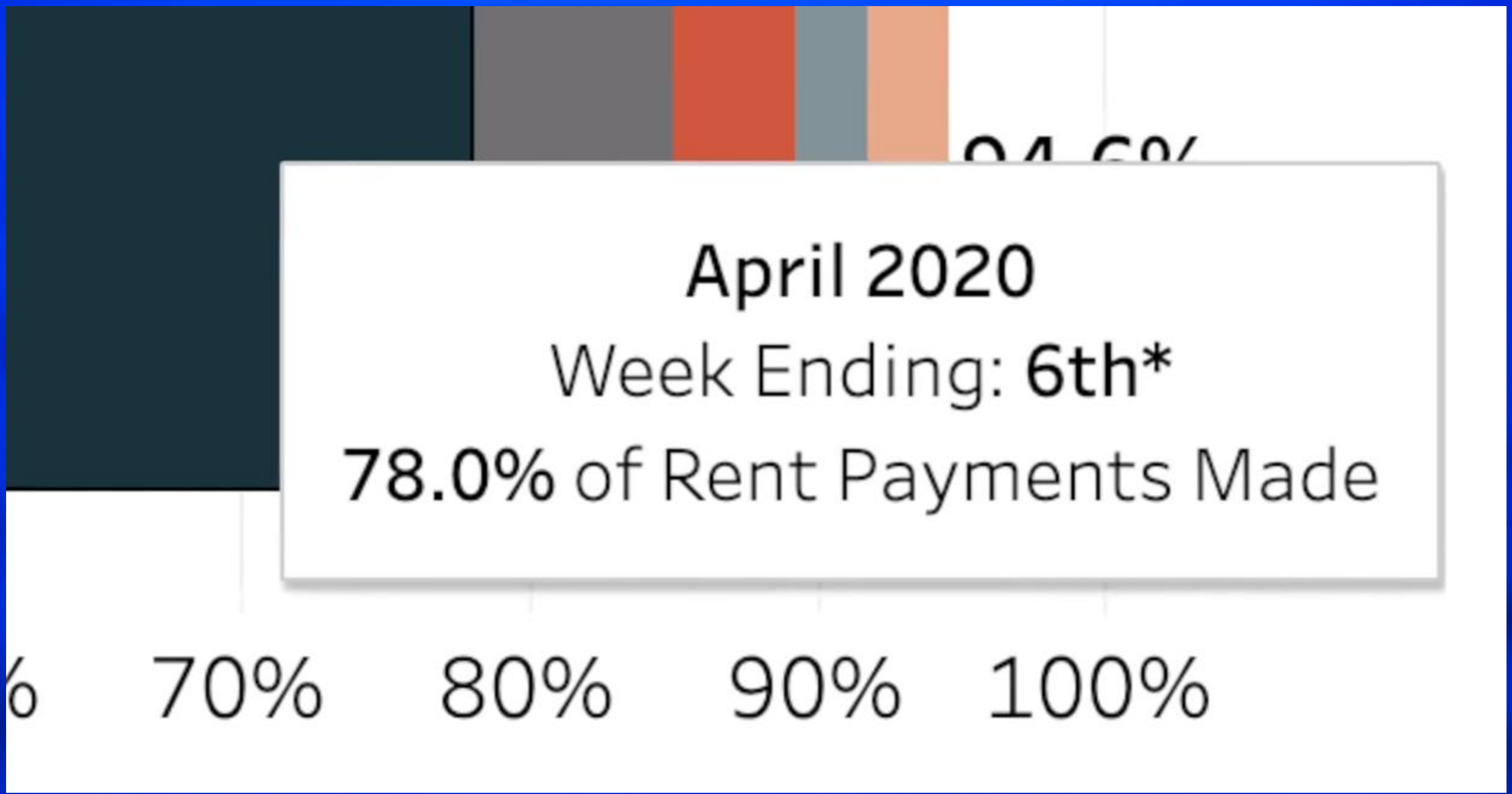
Some tenants will be temporarily protected from eviction by a patchwork of federal and local laws



NMHC Rent Payment Tracker



Powered by:
Entrata, MRI Software, RealPage,
ResMan, and Yardi



April 2020

Week Ending: 6th*

78.0% of Rent Payments Made

70%

80%

90%

100%



% 80

s Made

April 2020
Week Ending: 13th
85.0% of Rent
Payments Made



94.6%

April 2020

Week Ending: **End of Month**

94.6% of Rent Payments Made

70%

%



April 2019

Week Ending: End of Month

97.7% of Rent Payments

-3% YOY

NMHC Rent Payment Tracker Finds 87.7 Percent of Apartment Households Paid Rent as of May 13

MAY 1-13, 2020

87.7% ▼



of rent payments made

2020

85.0%

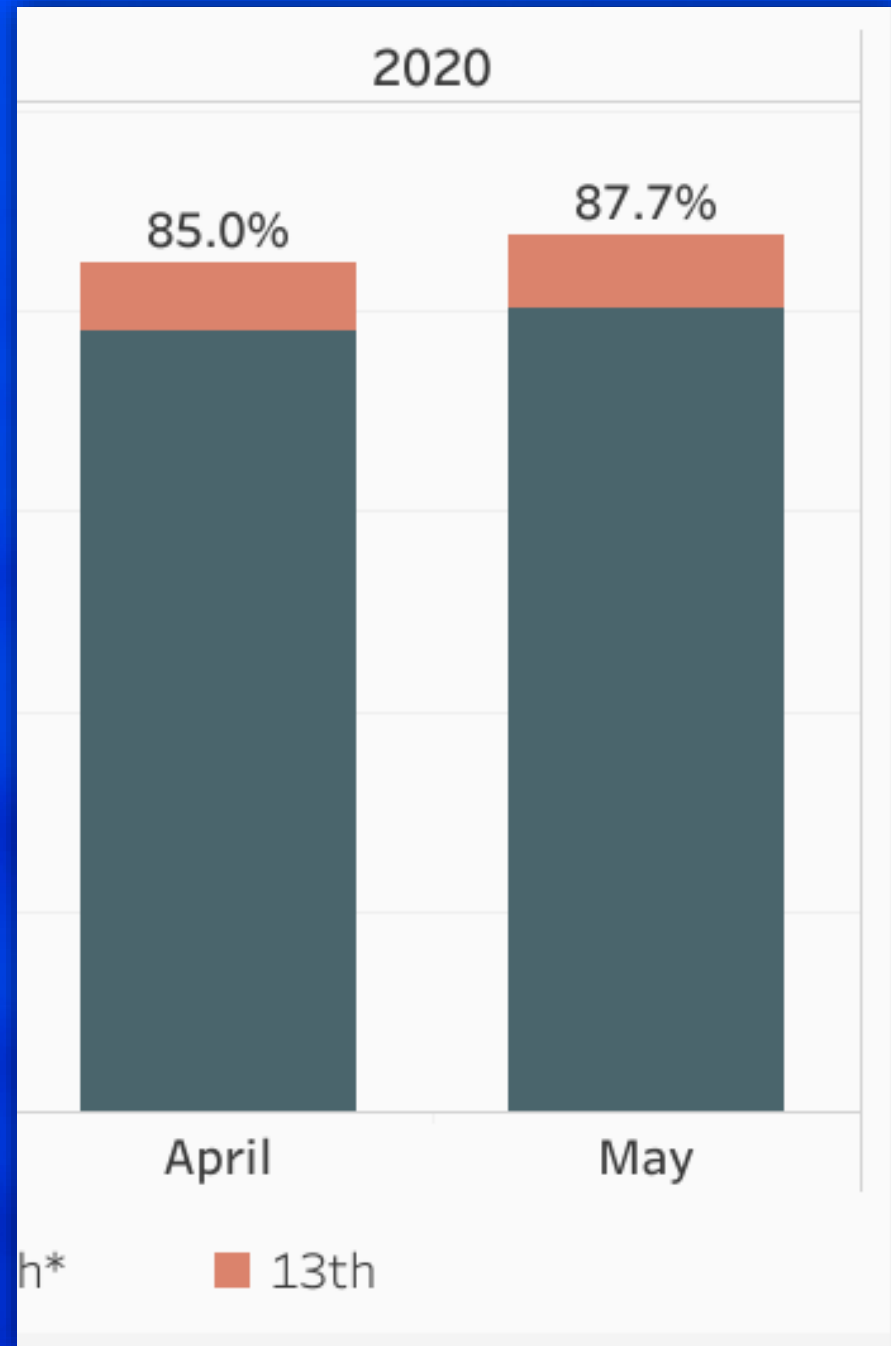
87.7%

April

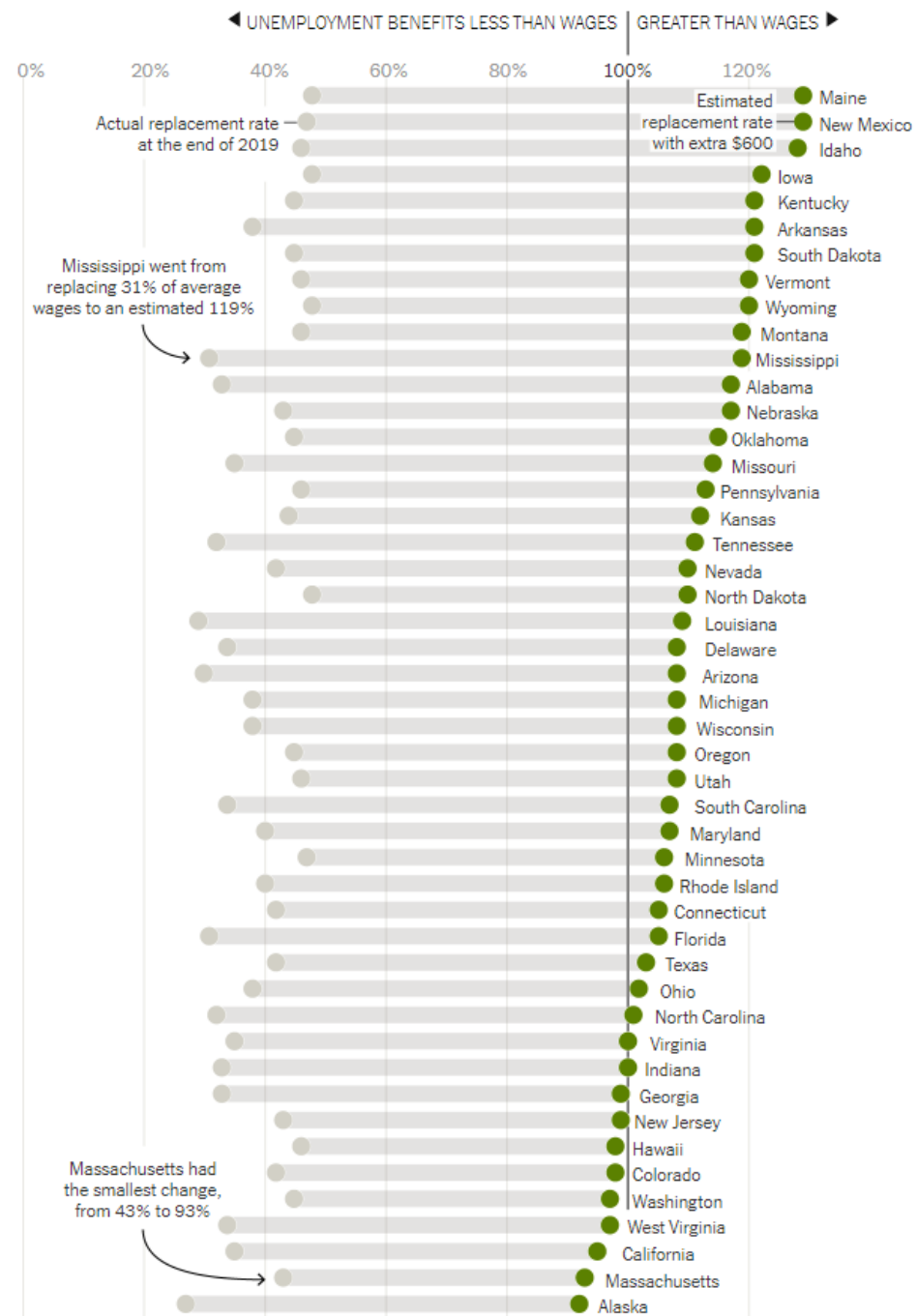
May

h*

■ 13th



The New York Times



A scenic landscape featuring a paved road that recedes into the distance, flanked by lush green grass and dense evergreen forests. The sun is shining brightly from behind the trees, creating a warm, golden glow. In the foreground, the word "RECOVER" is painted in large, bold, yellow letters on the asphalt. Overlaid on the upper portion of the image is a semi-transparent white rectangular box containing the text "WHEN???" in a large, bold, black sans-serif font.

WHEN???

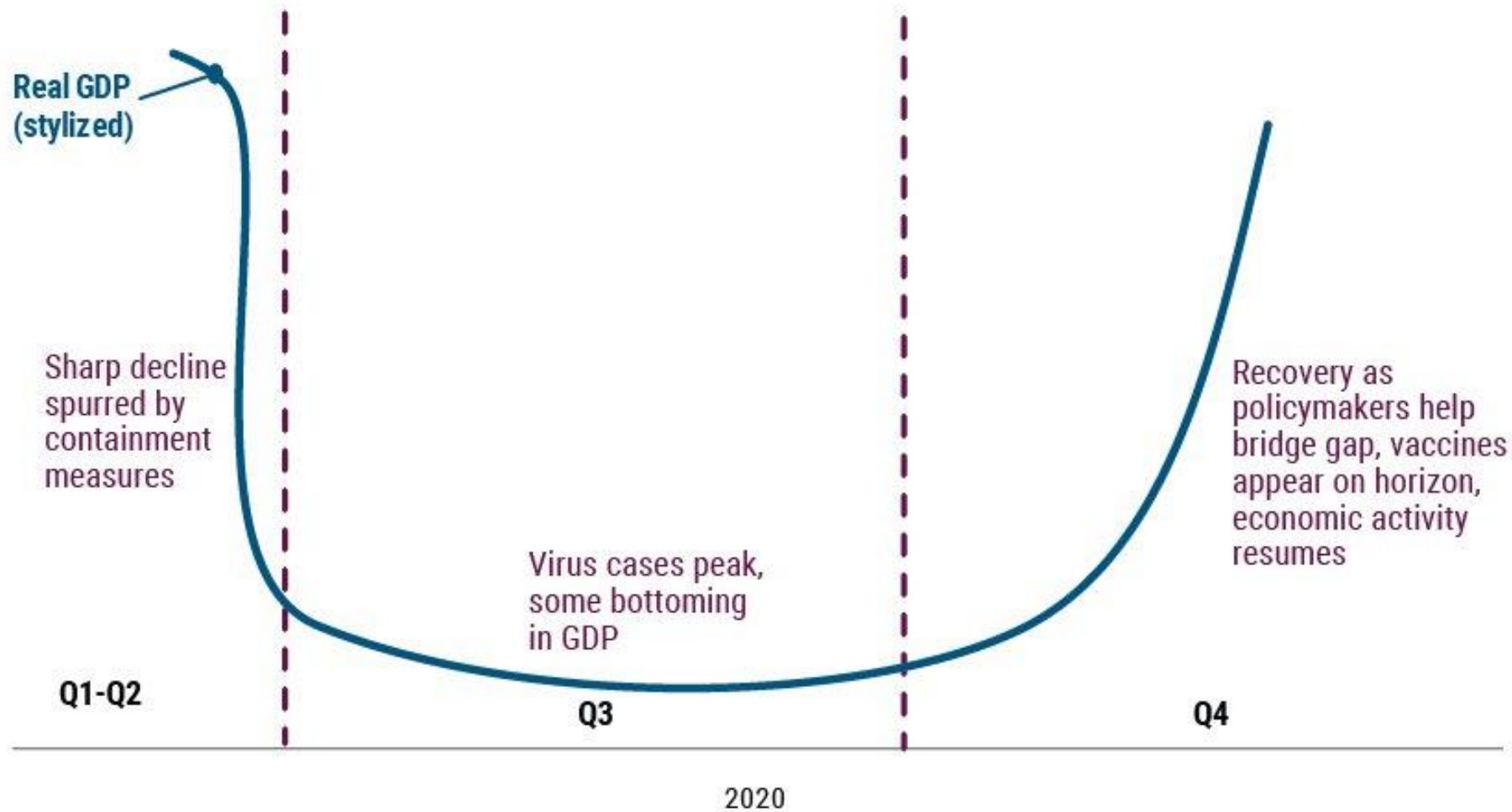
RECOVER

Recovery



**However COVID-19
Plays Out**

Figure 3: We forecast a U-shaped recovery in real global GDP but there is much uncertainty around this baseline



Source: PIMCO. For illustrative purposes.





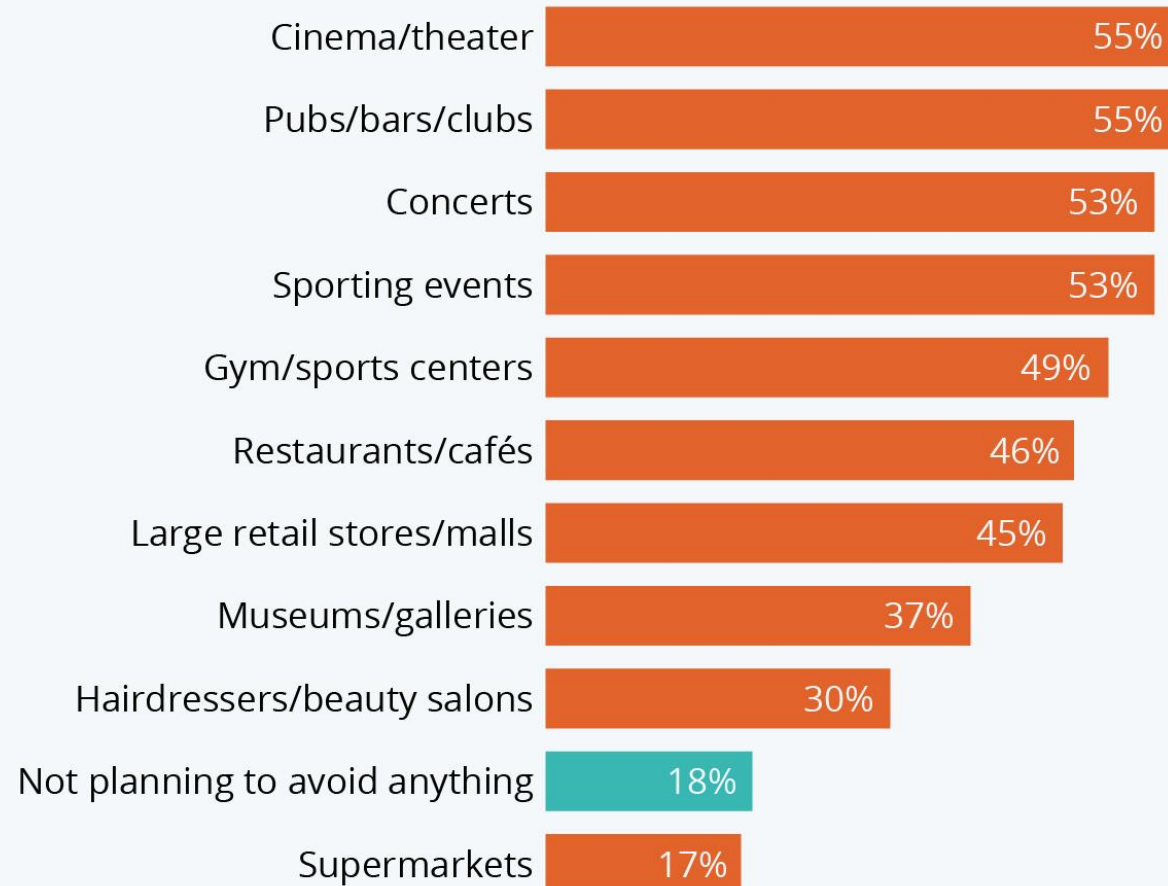
World War III





Should I Stay or Should I Go?

% of respondents likely to avoid the following for a while even after COVID-19 restrictions are lifted



Based on an online survey of 720 U.S. adults conducted May 4-10, 2020

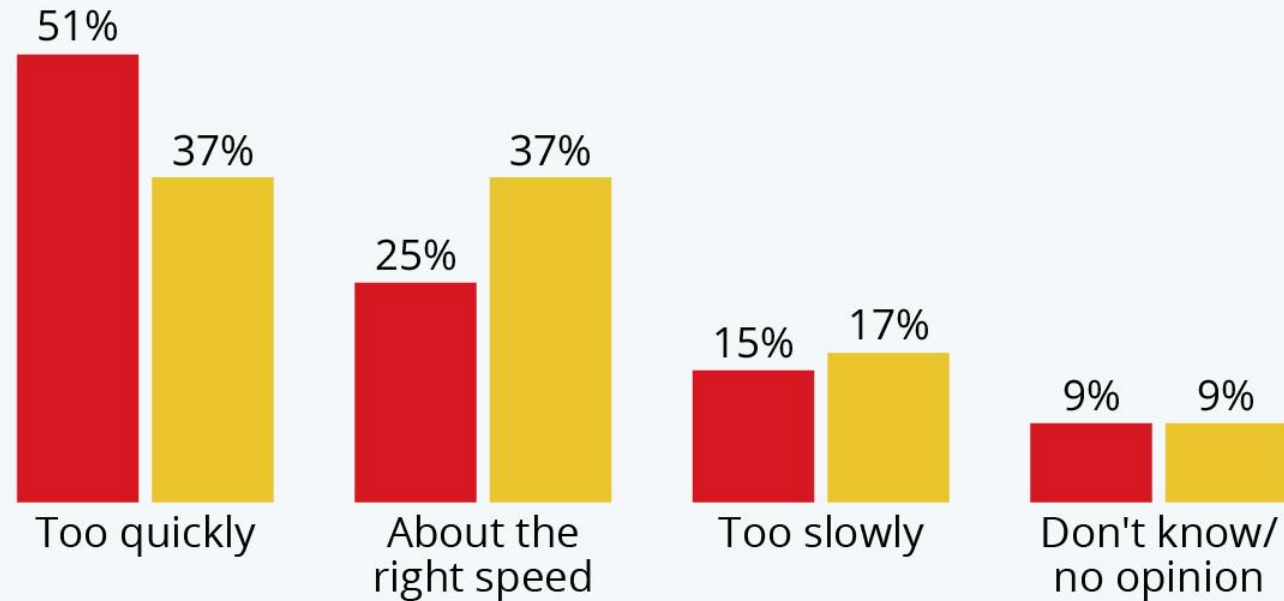
Source: Statista COVID-19 Barometer



Americans Worried About Opening Up Too Quickly

% of respondents in the U.S. thinking the nation/their state is opening up too quickly/too slowly or at the right speed

■ Nation ■ State



Based on a survey among 1,994 registered voters in the U.S. conducted May 8-10, 2020

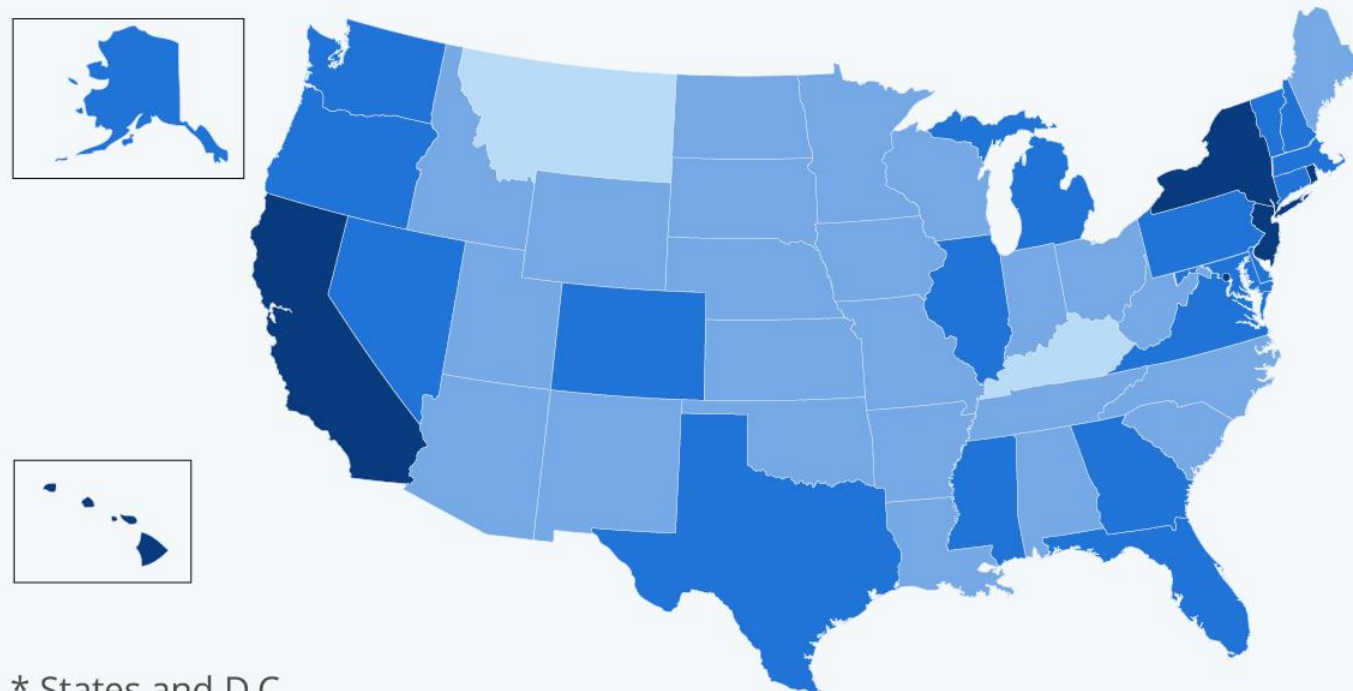
Source: Morning Consult



The States Most & Least Likely To Wear Face Masks

Share of the public who have worn a face mask in public over the past two weeks*

0-29% 30-39% 40-49% 50-60%



* States and D.C.
n=89,347 (Mar 26-Apr 29, 2020)
Source: YouGov







The background of the image is a photograph of the California State Capitol building in Sacramento. The building is a large, white, neoclassical structure with a prominent central dome. It is surrounded by lush green trees, including several tall palm trees. The sky is blue with scattered white clouds. Three horizontal blue bars with white text are overlaid on the image.

California Update

Newsom Relaxes Standards

**Counties apply for state
approval**

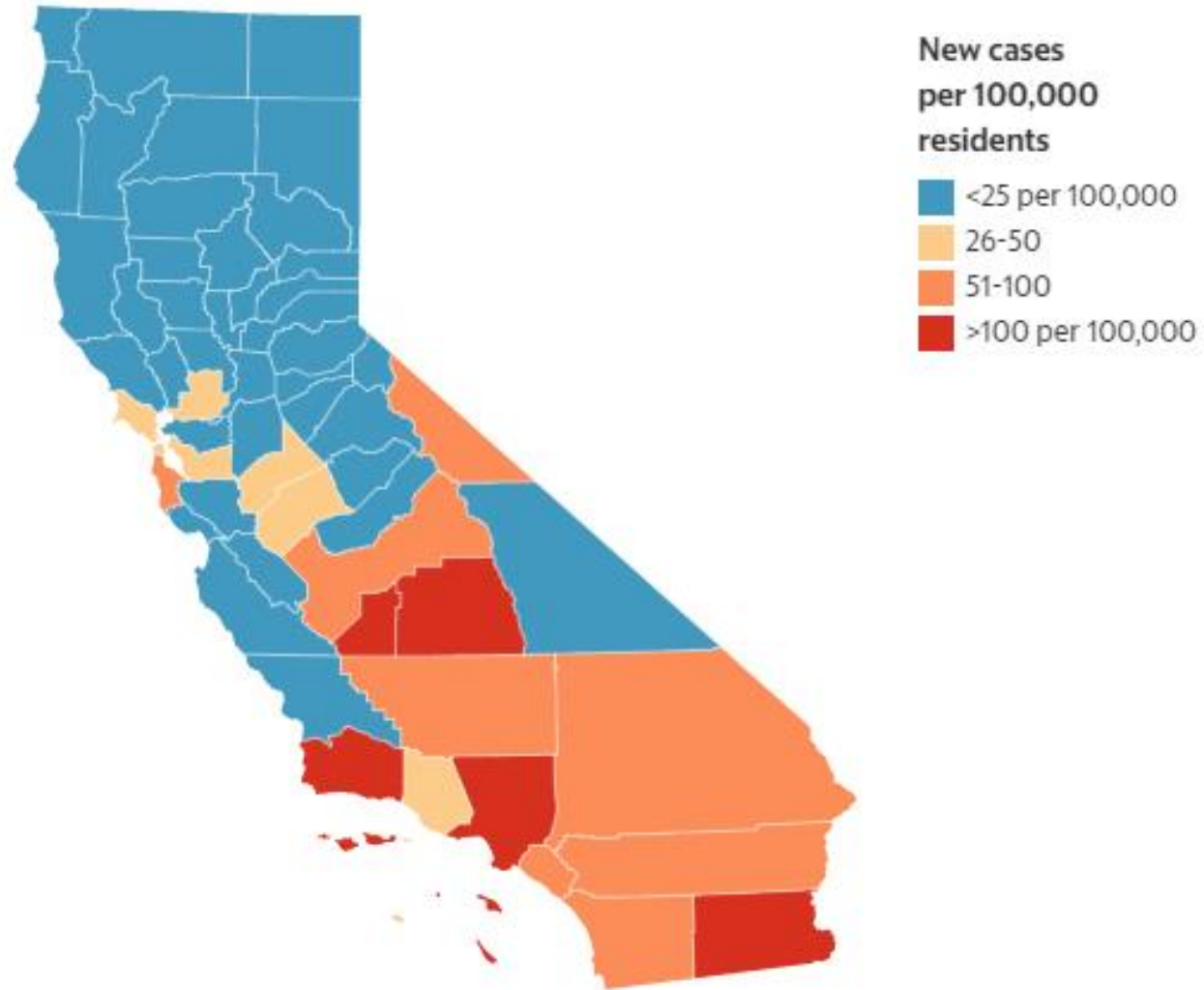
California Update

**County Variance:
no more than 25 people per
100k in past 14 days**

**OR, a test positive rate of less
than 8%.**

NEW REPORTED COVID-19 CASES

New cases reported between May 3 and May 17 per 100,000 residents in each county.



There may be some discrepancies between data reported by the state - shown above - and data reported by individual counties. Not all COVID-19 cases are detected. Population data from California Department of Finance.

California Update

The background of the image is a photograph of the California State Capitol building in Sacramento. The building is a large, white, neoclassical structure with a prominent central dome. It is surrounded by lush green trees, including several tall palm trees. The sky is blue with scattered white clouds. Two semi-transparent blue rectangular boxes are overlaid on the image, containing white text.

They also must have no higher than a 5% increase in hospitalizations over a 1 week

The background of the image is a photograph of the California State Capitol building in Sacramento. The building is a large, white, neoclassical structure with a prominent central dome. It is surrounded by lush green trees, including several tall palm trees. The sky is blue with scattered white clouds. Overlaid on the image are four horizontal blue bars with white text.

California Update

Sports in June – no spectators

Church in June

Haircuts in June

The background of the image is a photograph of the California State Capitol building in Sacramento. The building is a large, white, neoclassical structure with a prominent central dome. It is surrounded by lush green trees, including several tall palm trees. The sky is blue with scattered white clouds. Three horizontal blue bars with white text are overlaid on the image.

California Update

In Restaurant Dining

Shopping in Malls



U.S. Mortgage Purchase Activity Rebounds

Purchase Application Index (Mar 16, 1990 =100, not seasonally adjusted)

Gray lines all years 2001-2019



The SoCal Housing Market



Housing - Look Down the Road

Supply Changes

Demand Changes

#'s Coming on Market



231-8878
738-7167
672-7801
945-4403
1-598-206-0170
203-1201
936-
1-5-
1-5-
324-
1-617-534-5061
777-2317
1-513-464-91307570
374809589077254
585-
1-201-156-822
4470470644405
1-804-346-7439
4971805176232020
371682343211029
5179480713331140
346783125969582
34317709492385
5368386844843630

5169168014205060
5346461378582750
4347960868384680
5127716893483890
5186820145626550
5113065005545500
347854851091744
379068091661203
5388329850062730
5124701385842640
4224360175477340
5439645876130090
5160157858137980
4947810129355640
4439211167627940
376293880643328
344271440425429
489111311549330
5173464591307570



SUPPLY

VS

DEMAND

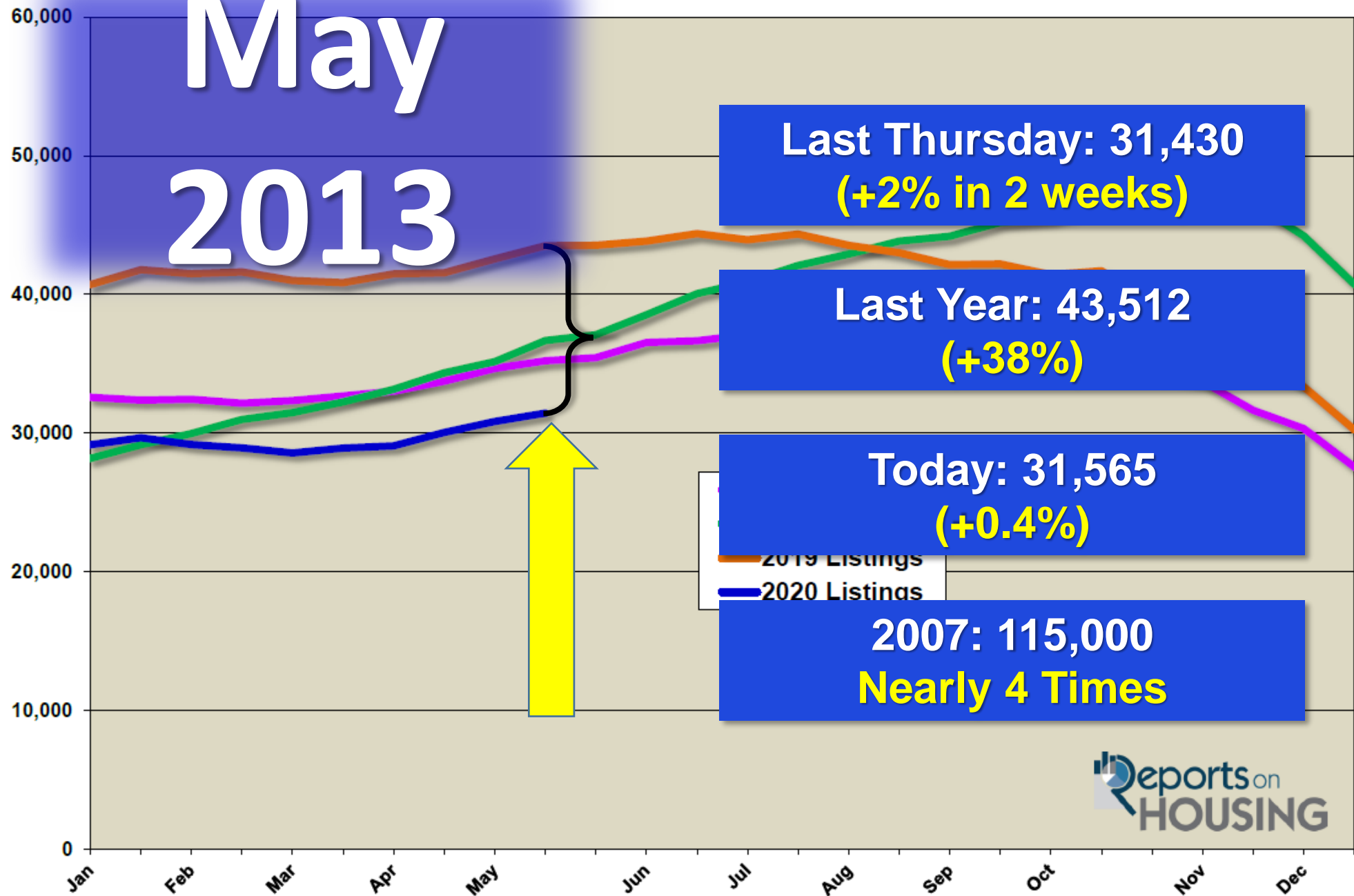
C**VID 19**

is

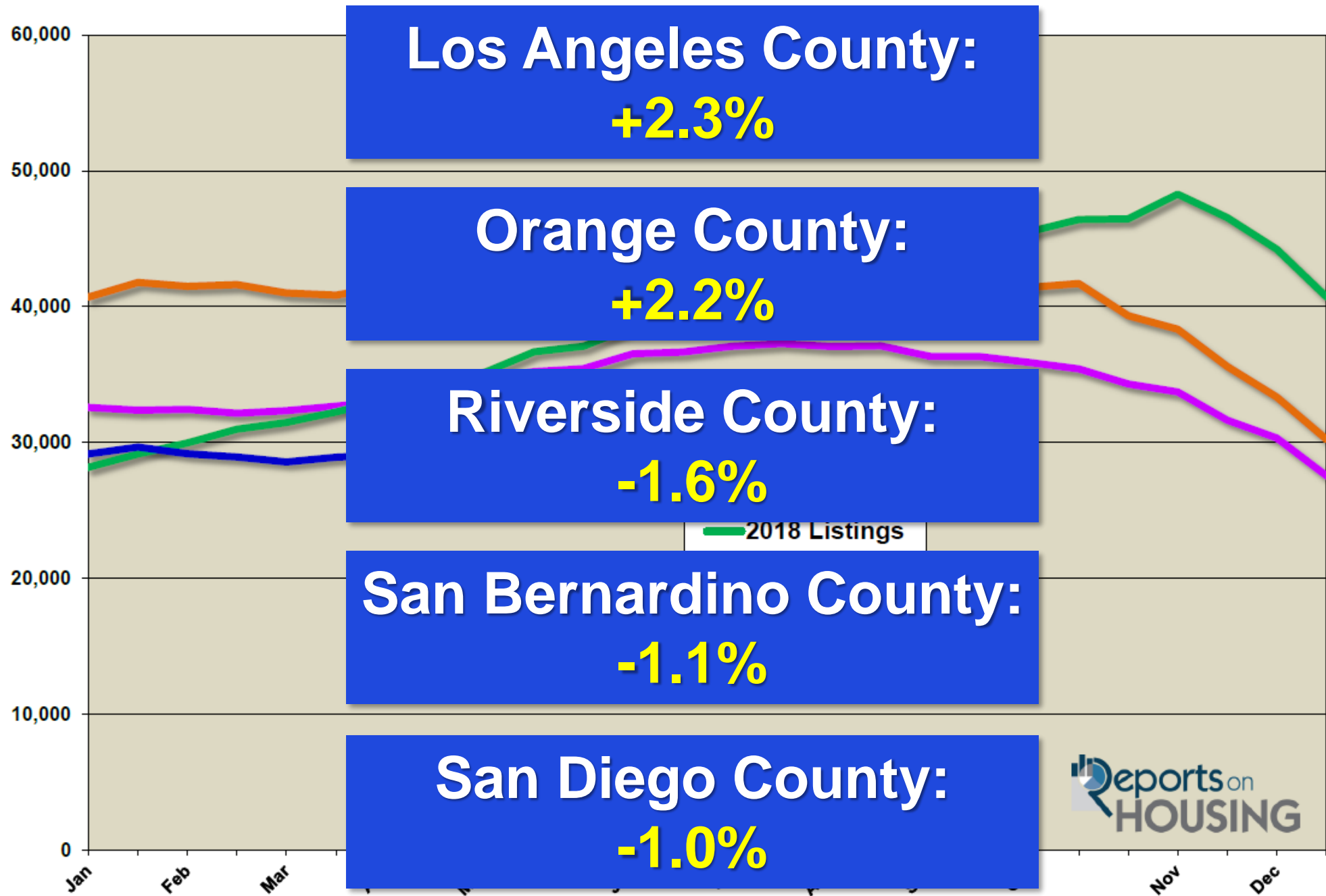
Suppressing Supply

Southern California Active Listing Inventory Year Over Year

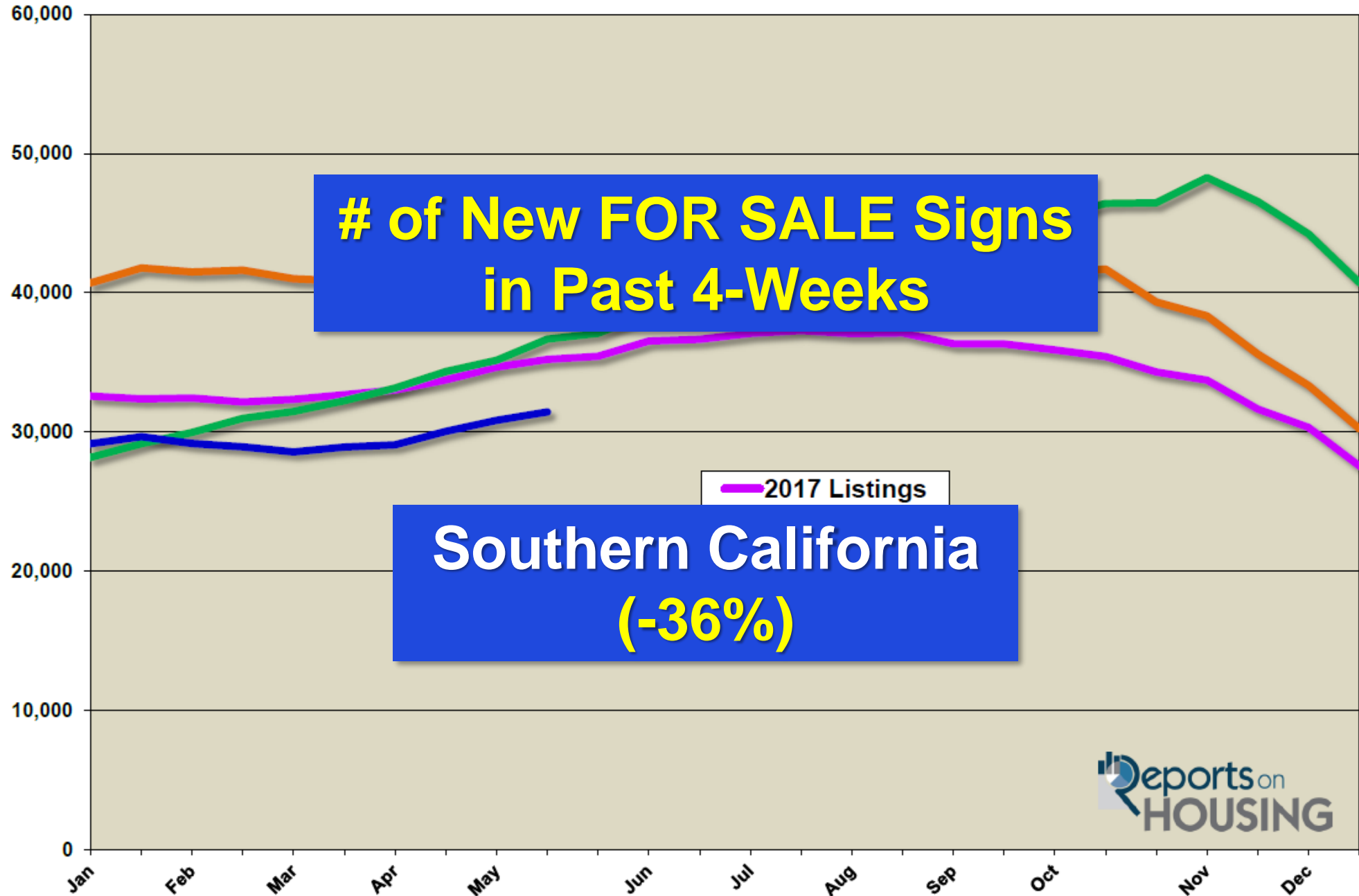
May 2013



Southern California Active Listing Inventory Year Over Year



Southern California Active Listing Inventory Year Over Year



of New FOR SALE Signs
in Past 4-Weeks

2017 Listings

Southern California
(-36%)

Supply

Problem



v e r s u s

Demand Problem



C**VID 19**

is

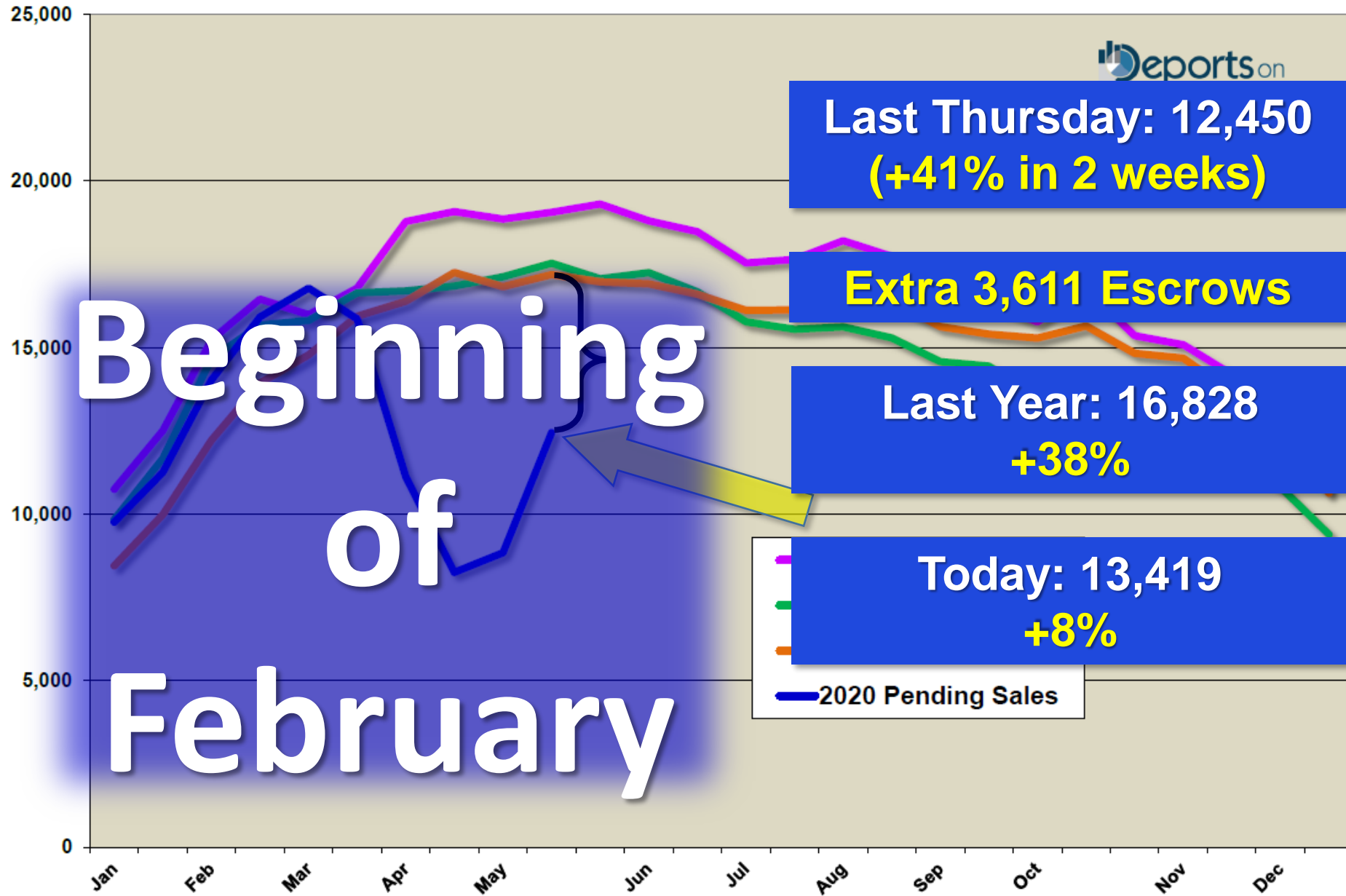
Suppressing Demand





Southern California Demand Year Over Year

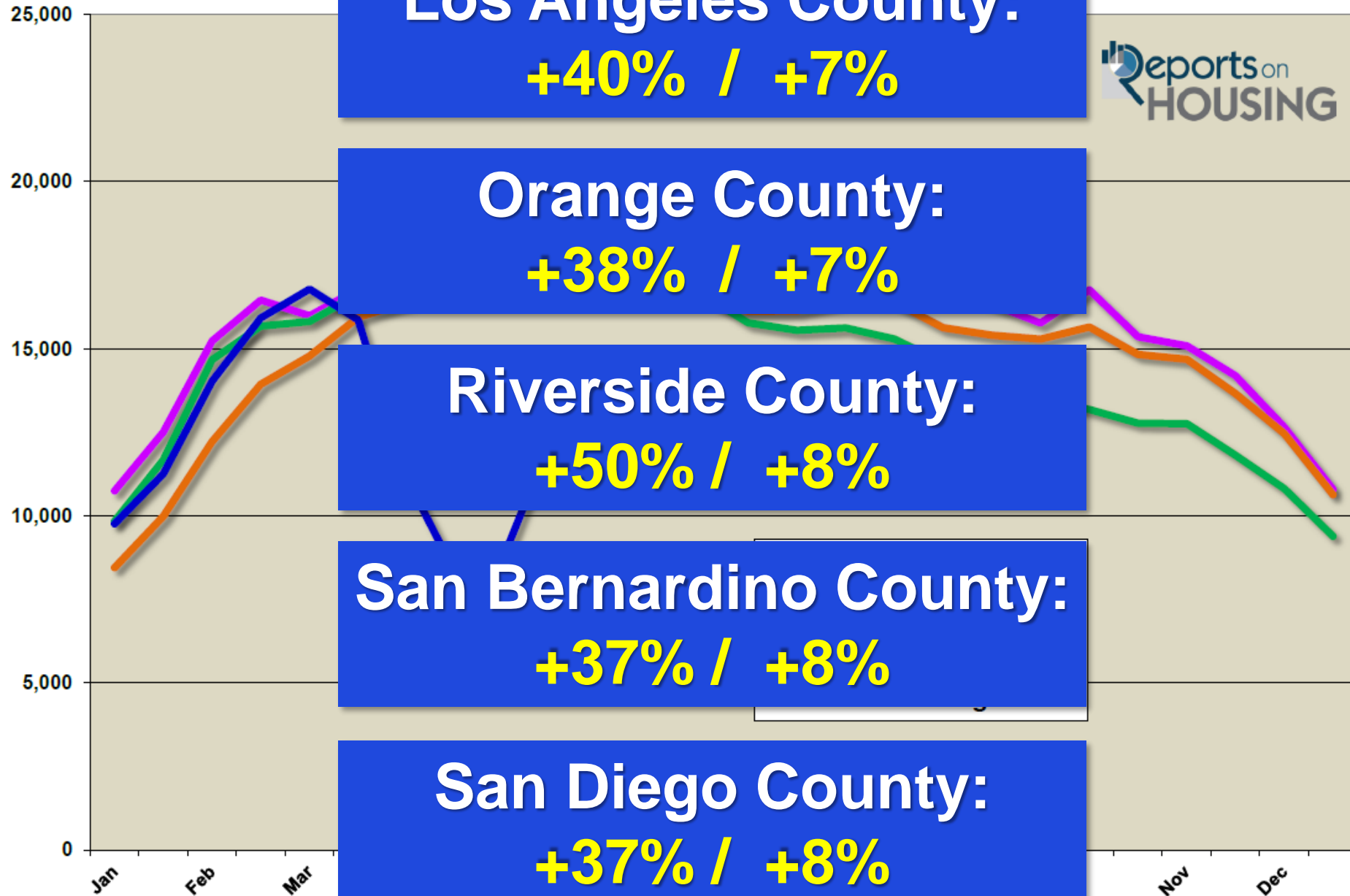
Prior 30 Day Pending Sales Snapshot





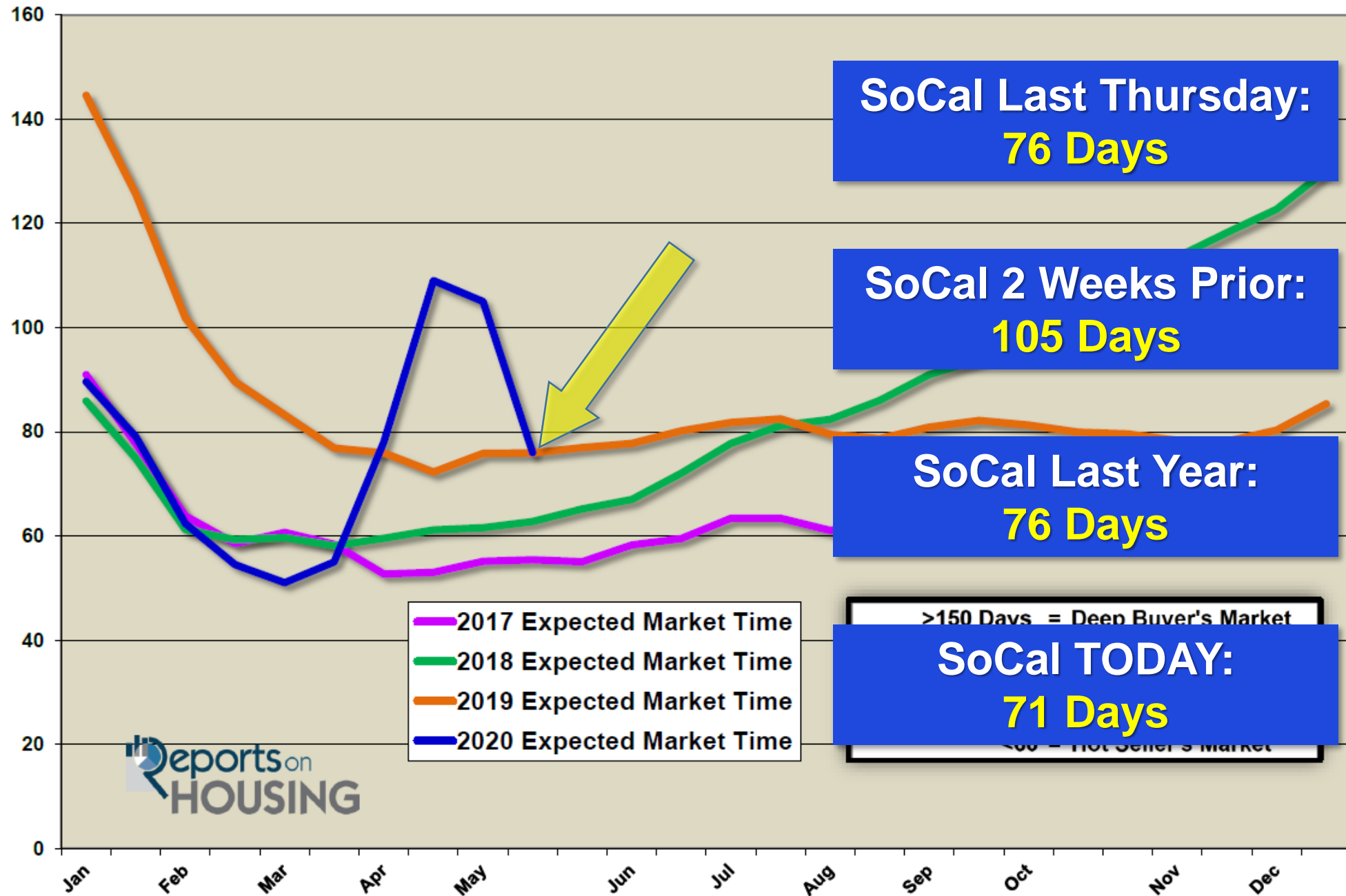
Southern California Demand Year Over Year

Prior 30 Day Pending Snapshot



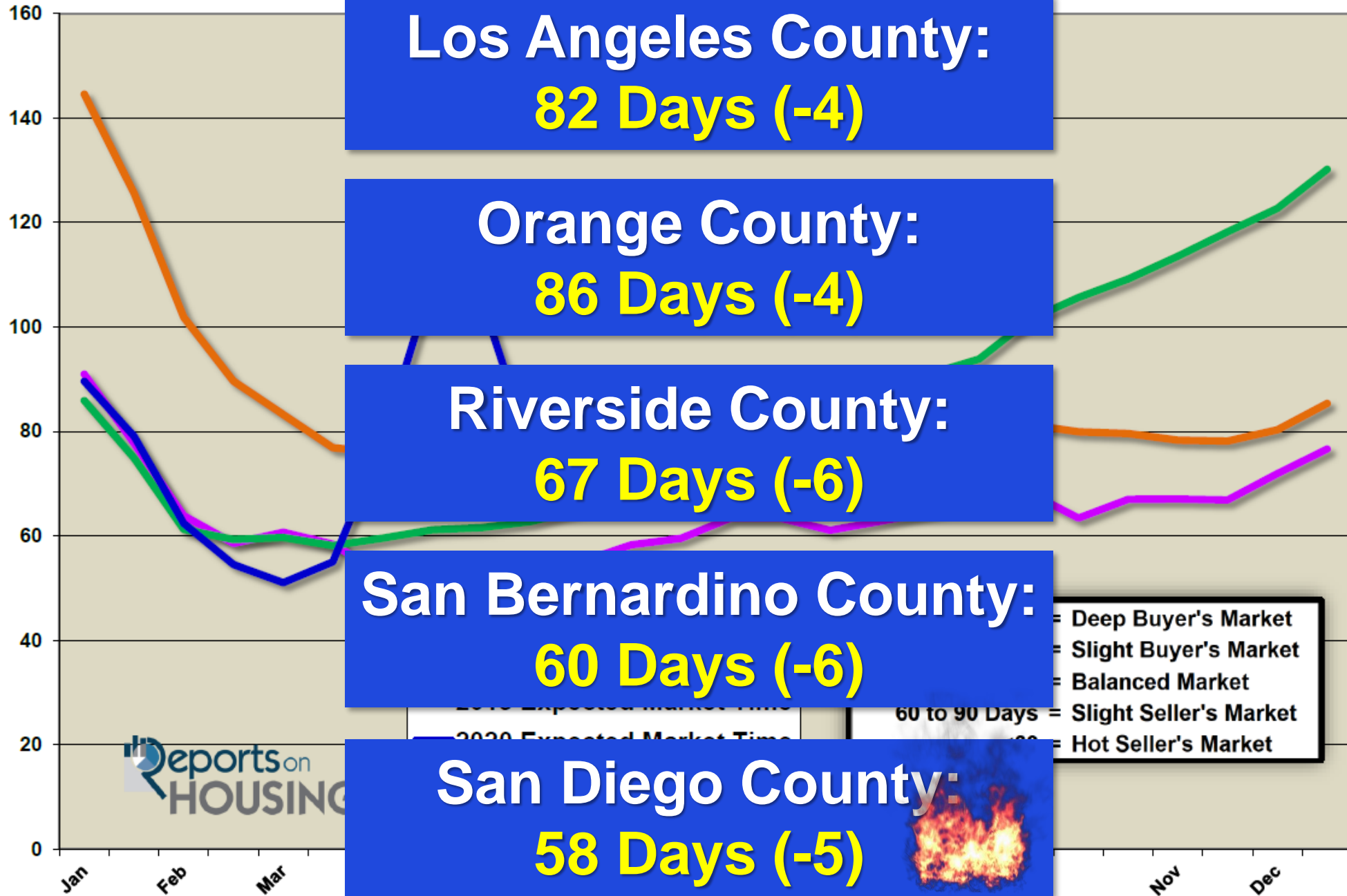
Southern California Expected Market Time Year Over Year

In Days



Southern California Expected Market Time Year Over Year

In Days









LEMONADE

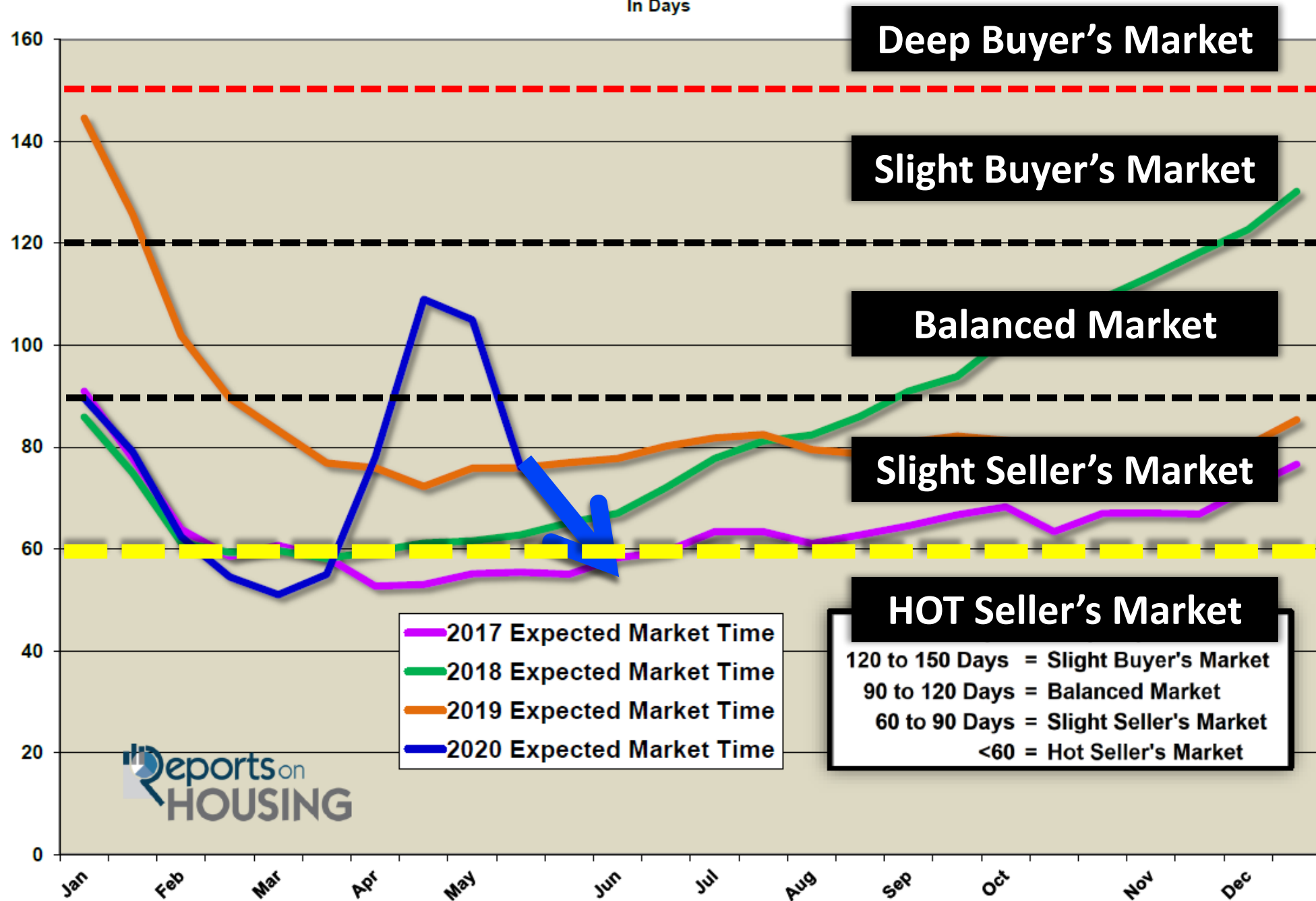
GENERATIONS

ESCROW



Southern California Expected Market Time Year Over Year

In Days



HOT Seller's Market
 120 to 150 Days = Slight Buyer's Market
 90 to 120 Days = Balanced Market
 60 to 90 Days = Slight Seller's Market
 <60 = Hot Seller's Market









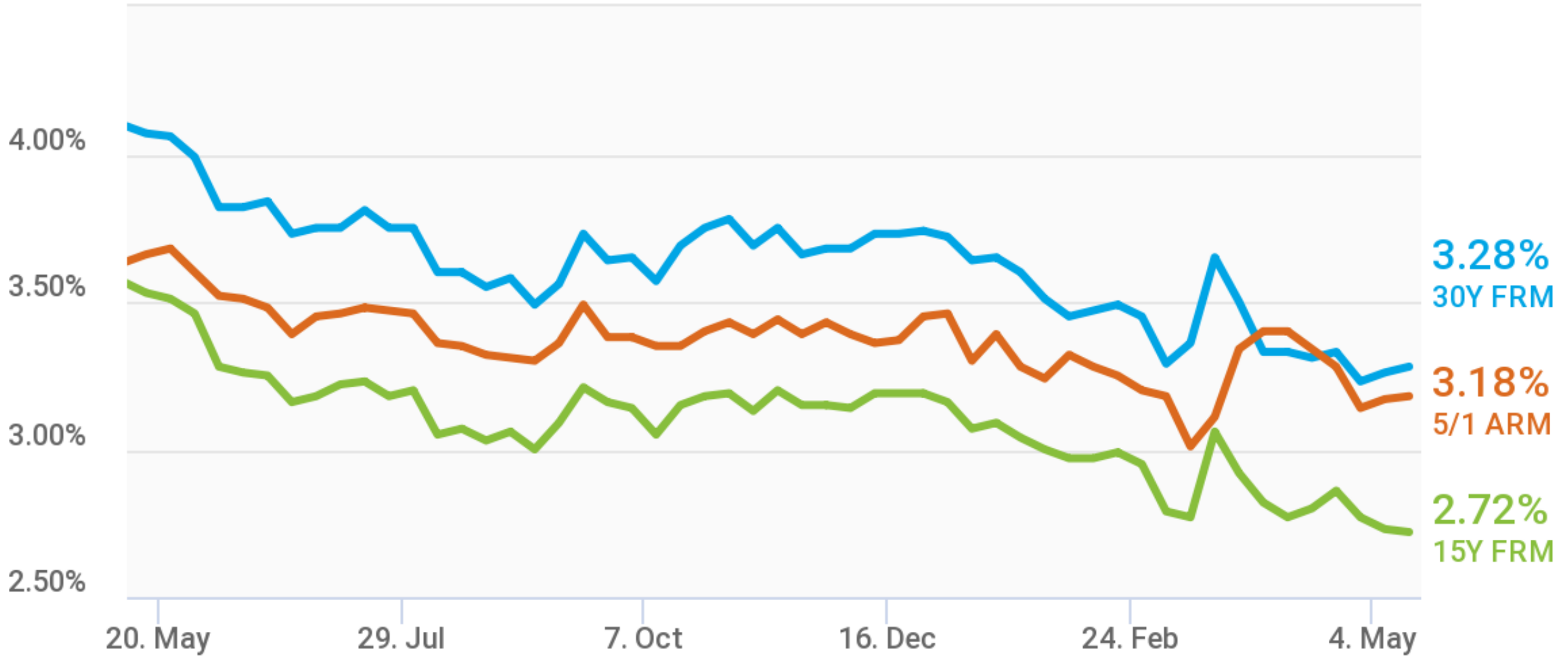
Low Mortgage Rate Environment





Primary Mortgage Market Survey[®]

U.S. weekly average mortgage rates as of 05/14/2020



U.S. 10 Year Treasury (US10Y:U.S.)

Real Time Quote | Exchange

Yield | 10:40:00 AM EDT



0.716% **+0.005**

1D

5D

1M

3M

6M

YTD

1Y

5Y

ALL

+ Comparison

1D ▾

Display ▾

Studies ▾



Widening Spread

Uncertainty over the costs of servicing home loans has kept mortgage rates from declining in recent months, despite much-lower borrowing costs for the Treasury

Posted on
WSJ: The Daily Shot
30-Apr-2020

@SoberLook

Borrowing Costs



Source: Federal Reserve, Freddie Mac


Market Overview



Detached

Attached







All of L.A.	86 Days	All of L.A.	85 Days
L.A. \$0-\$500k	45 Days	L.A. \$0-\$500k	62 Days
L.A. \$500k-\$750k	48 Days	L.A. \$500k-\$750k	81 Days
L.A. \$750k-\$1m	74 Days	L.A. \$750k-\$1m	185 Days
L.A. \$1m-\$1.25m	109 Days	L.A. \$1m-\$2m	244 Days
L.A. \$1.25m-\$1.5m	125 Days	L.A. \$2m+	578 Days
L.A. \$1.5m-\$2m	188 Days		
L.A. \$2m-\$3m	250 Days		
L.A. \$3m-\$4m	468 Days		
L.A. \$4m-\$6m	970 Days		
L.A. \$6m+	964 Days		

	Seller's Market		Slight Buyer's Market
	Slight Seller's Market		Buyer's Market
	Balanced Market		Deep Buyer's Market

Detached

Attached

All of O.C.	94 Days	All of O.C.	84 Days
O.C. \$0-\$500k	47 Days	O.C. \$0-\$250k	105 Days
O.C. \$500k-\$750k	44 Days	O.C. \$250k-\$500k	64 Days
O.C. \$750k-\$1m	60 Days	O.C. \$500k-\$750k	74 Days
O.C. \$1m-\$1.25m	109 Days	O.C. \$750k-\$1m	126 Days
O.C. \$1.25m-\$1.5m	118 Days	O.C. \$1m+	230 Days
O.C. \$1.5m-\$2m	163 Days		
O.C. \$2m-\$4m	370 Days		
O.C. \$4m+	519 Days		

 Seller's Market	 Slight Buyer's Market
 Slight Seller's Market	 Buyer's Market
 Balanced Market	 Deep Buyer's Market

Detached

Attached







All of R.C.	69 Days	All of R.C.	102 Days
R.C. \$0-\$200k	85 Days	R.C. \$0-\$200k	81 Days
R.C. \$200k-\$300k	68 Days	R.C. \$200k-\$300k	79 Days
R.C. \$300k-\$400k	46 Days	R.C. \$300k-\$400k	97 Days
R.C. \$400k-\$500k	47 Days	R.C. \$400k-\$500k	155 Days
R.C. \$500k-\$650k	69 Days	R.C. \$500k+	152 Days
R.C. \$650k-\$800k	97 Days		
R.C. \$800k-\$1m	201 Days		
R.C. \$1m-1.5m	205 Days		
R.C. \$1.5m+	426 Days		

Seller's Market	Slight Buyer's Market
Slight Seller's Market	Buyer's Market
Balanced Market	Deep Buyer's Market

Detached

Attached







All of S.B.	65 Days	All of S.B.	67 Days
S.B. \$0-\$200k	67 Days	S.B. \$0-\$200k	90 Days
S.B. \$200k-\$300k	40 Days	S.B. \$200k-\$300k	68 Days
S.B. \$300k-\$400k	64 Days	S.B. \$300k-\$400k	40 Days
S.B. \$400k-\$500k	58 Days	S.B. \$400k-\$500k	77 Days
S.B. \$500k-\$650k	85 Days	S.B. \$500k+	143 Days
S.B. \$650k-\$800k	114 Days		
S.B. \$800k-\$1m	182 Days		
S.B. \$1m+	484 Days		

 Seller's Market	 Slight Buyer's Market
 Slight Seller's Market	 Buyer's Market
 Balanced Market	 Deep Buyer's Market

Detached

Attached

All of S.D.	63 Days	All of S.D.	63 Days
S.D. \$0-\$500k	69 Days	S.D. \$0-\$500k	39 Days
S.D. \$500k-\$750k	36 Days	S.D. \$500k-\$750k	69 Days
S.D. \$750k-\$1m	55 Days	S.D. \$750k-\$1m	123 Days
S.D. \$1m-\$1.25m	90 Days	S.D. \$1m+	503 Days
S.D. \$1.25m-\$1.5m	80 Days		
S.D. \$1.5m-\$2m	135 Days		
S.D. \$2m-\$4m	264 Days		
S.D. \$4m+	765 Days		

 Seller's Market	 Slight Buyer's Market
 Slight Seller's Market	 Buyer's Market
 Balanced Market	 Deep Buyer's Market

Luxury – Los Angeles County

\$1,500,000+

Expected Market Time March 5:
155 Days

Expected Market Time April 30:
509 Days

Expected Market Time May 14:
323 Days

Luxury – Orange County

\$1,250,000+

Expected Market Time March 5:
121 Days

Expected Market Time April 16:
322 Days

Expected Market Time May 14:
281 Days

Luxury – Riverside County

\$650,000+

Expected Market Time March 5:
166 Days

Expected Market Time April 23:
453 Days

Expected Market Time May 14:
171 Days

Luxury – San Bernardino County

\$650,000+

Expected Market Time March 5:
125 Days

Expected Market Time April 23:
284 Days

Expected Market Time May 14:
233 Days

Luxury – San Diego County

\$1,250,000+

Expected Market Time March 5:
118 Days

Expected Market Time April 16:
316 Days

Expected Market Time May 14:
254 Days



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[Youtube.com/ReportsOnHousing](https://www.youtube.com/ReportsOnHousing)

Q&A





That's all Folks!