

# Reports on HOUSING

Your Local Real Estate Snapshot



# Orange County Spring Housing Update



What I imagine when property descriptions say "half-bath"

@worstclients



Me: Bathing in the tears of everyone who's been saying the real estate market is going to crash over the last five years!



# Clients who won't use electronic signature



Finally, a wine glass made  
for real estate professionals





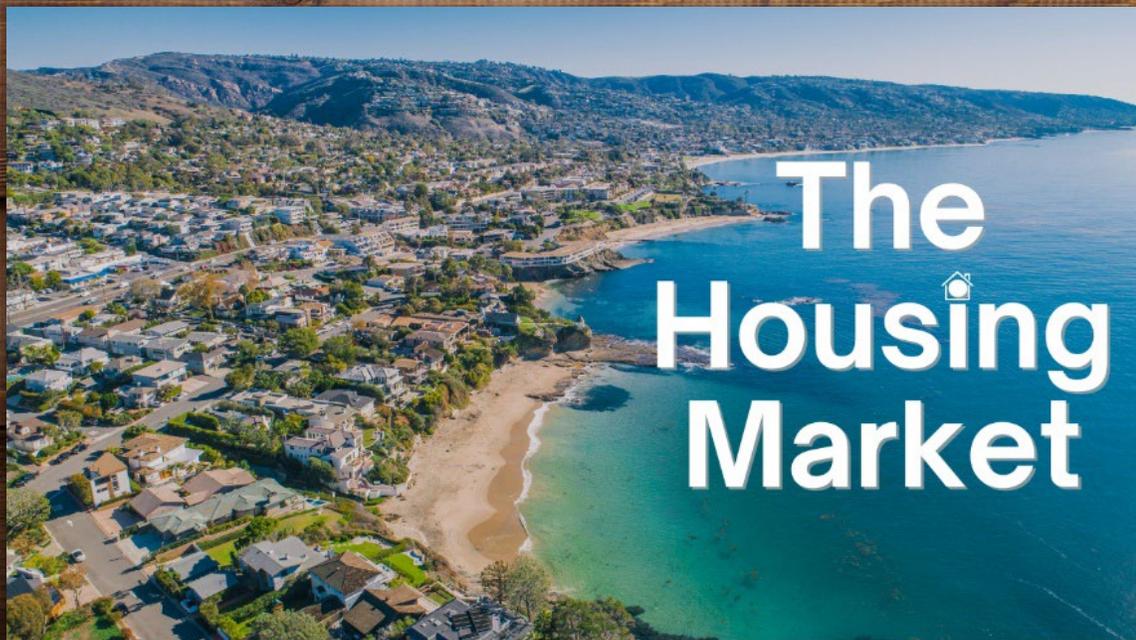














Reports on  
**HOUSING**

Your Local Real Estate Snapshot

# Introduction

# My Background

- **Quantitative Economics & Decision Sciences**

  - **UCSD**

- **35 Years in Business**

- **OC Native**

- **Capo Valley HS Grad**

- **9 kids!**





# The Thomas Bunch



# The Thomas Bunch



Forbes

Bloomberg



FORTUNE



The San Diego Union-Tribune



THE WALL STREET JOURNAL.

Los Angeles Times

The New York Times



ORANGE COUNTY BUSINESS JOURNAL



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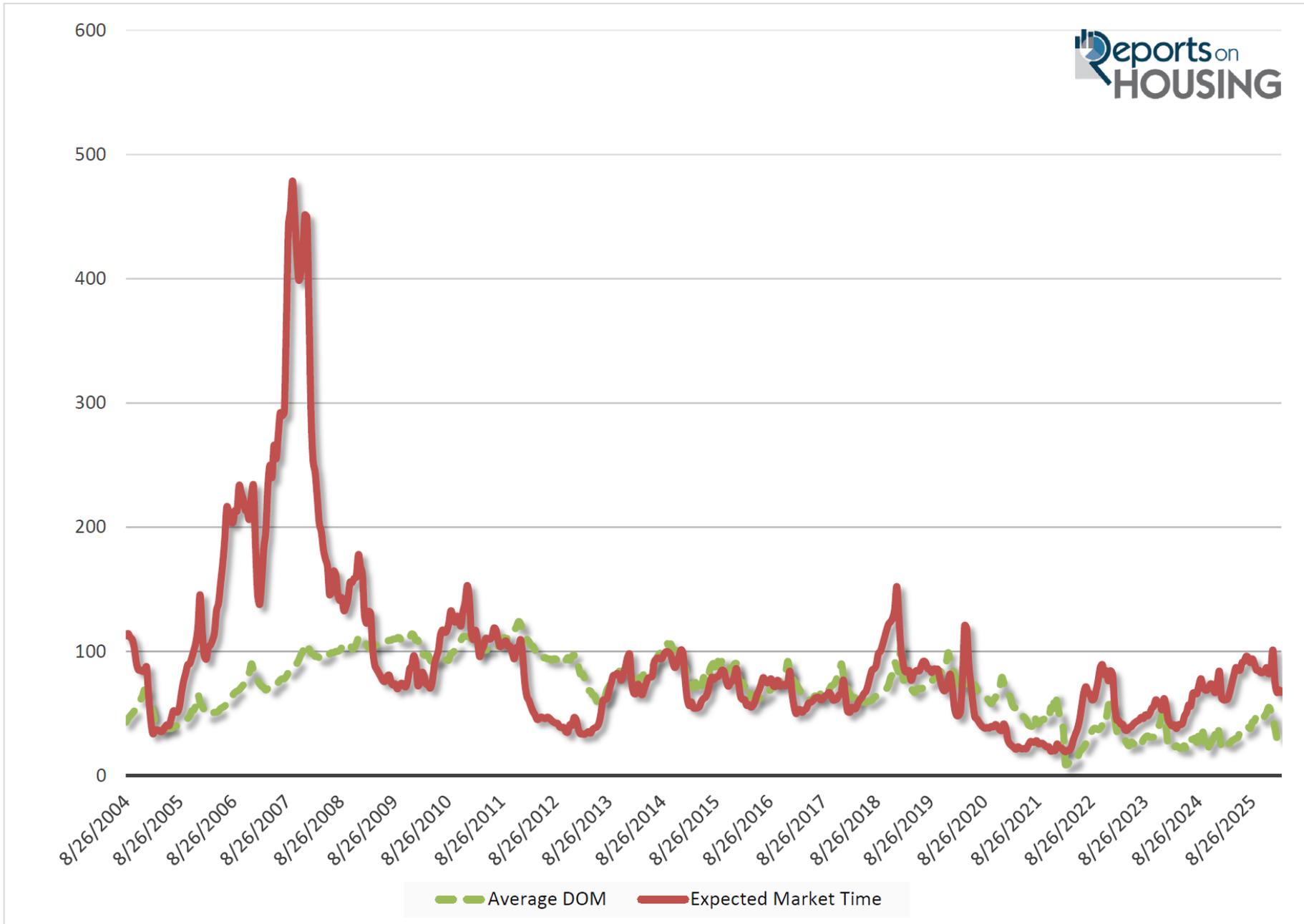


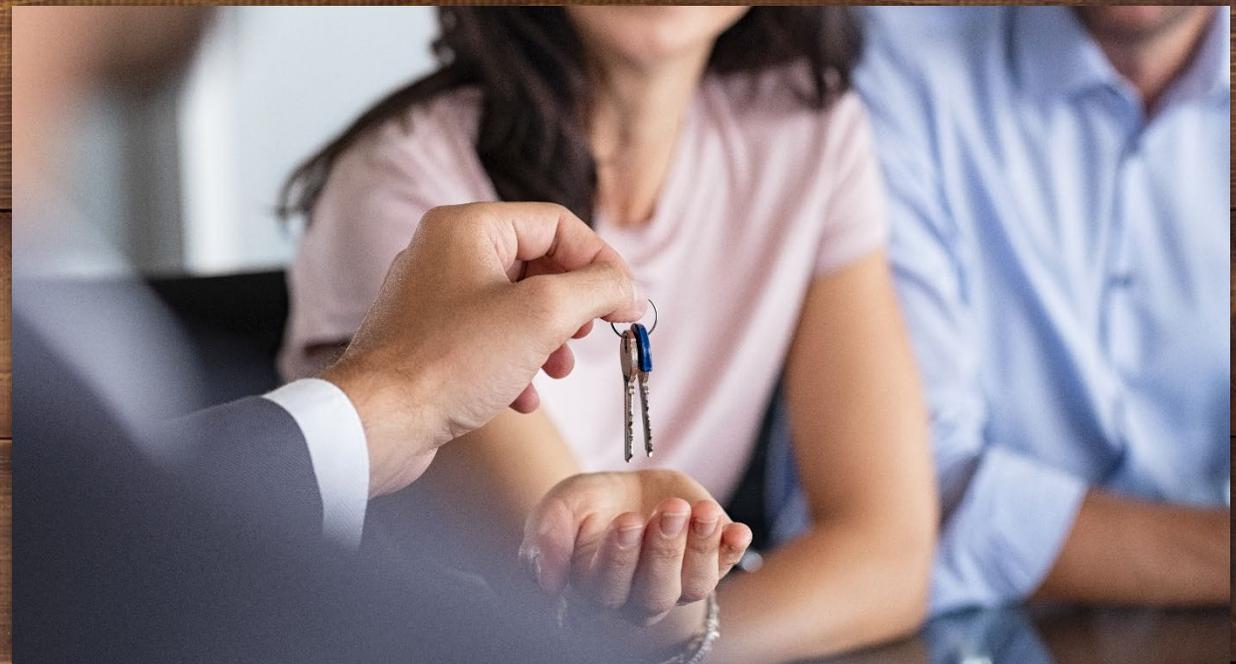






# Orange County Expected Market Time Vs. Average Days On Market





EXPECTATIONS



Reports on HOUSING  
Your Local Real Estate Snapshot

THE LOS ANGELES COUNTY HOUSING REPORT

JUNE 9, 2025 - WRITTEN BY STEVEN THOMAS

# THE SPEED FACTOR

THE LOS ANGELES COUNTY HOUSING MARKET VARIES SIGNIFICANTLY FROM ONE PRICE RANGE TO ANOTHER, AS WELL AS BETWEEN DETACHED HOMES AND ATTACHED CONDOMINIUMS AND TOWNHOMES.

Reports on HOUSING  
Your Local Real Estate Snapshot

THE ORANGE COUNTY HOUSING REPORT

APRIL 28, 2025 - WRITTEN BY STEVEN THOMAS

# FRACTURE IN THE MARKET

EVEN THOUGH IT IS THE HOTTEST TIME OF THE YEAR, THE SPRING MARKET, TRENDS HAVE EMERGED THAT CONFIRM THAT THE ORANGE COUNTY HOUSING MARKET IS RAPIDLY COOLING.

Reports on HOUSING  
Your Local Real Estate Snapshot

THE RIVERSIDE COUNTY HOUSING REPORT

MAY 19, 2025 - WRITTEN BY STEVEN THOMAS

# SITTING TIGHT

SINCE THE GREAT RECESSION, SIGNIFICANTLY FEWER HOMEOWNERS HAVE BEEN SELLING THEIR HOMES, AND THE HIGHER MORTGAGE RATE ENVIRONMENT HAS FURTHER SLOWED THE NUMBER OF SALES.

Reports on HOUSING  
Your Local Real Estate Snapshot

THE SAN BERNARDINO COUNTY HOUSING REPORT

APRIL 21, 2025 - WRITTEN BY STEVEN THOMAS

# ACCURATE PRICING IS CRUCIAL

AS SELLERS ENCOUNTER THE SLOWEST SPRING MARKET SINCE THE COVID LOCKDOWN IN 2020, CAREFUL, DELIBERATE PRICING IS ESSENTIAL TO SECURE SUCCESS.

Reports on HOUSING  
Your Local Real Estate Snapshot

THE SAN DIEGO COUNTY HOUSING REPORT

MAY 28, 2025 - WRITTEN BY STEVEN THOMAS

# MYTH CRUSHING

WHEN IT COMES TO HOUSING, FAR TOO MANY PEOPLE JUMP TO IMMEDIATE CONCLUSIONS WITHOUT CONSIDERING ALL THE FACTS, WHICH IS HOW MYTHS ARE CREATED.

# SoCal, Bay Area,

Reports on HOUSING  
Your Local Real Estate Snapshot

THE BAY AREA HOUSING REPORT

ALAMEDA - CONTRA COSTA - MARIN - NAPA - SAN FRANCISCO - SAN JOSE

FEBRUARY 11, 2025 - WRITTEN BY STEVEN THOMAS

# MORE SELLER COMPETITION

MORE HOMES ARE ON THE MARKET, MORE HOMEOWNERS ARE DECIDING TO SELL THAN IN THE LAST COUPLE OF YEARS, AND MORE ARE COMING AS HOUSING MAKES ITS WAY TO SPRING.

Reports on HOUSING  
Your Local Real Estate Snapshot

THE CLARK COUNTY HOUSING REPORT

MARCH 11, 2025 - WRITTEN BY STEVEN THOMAS

# A DIFFERENT VELOCITY

WHILE IT IS TRUE THAT THE CLARK COUNTY HOUSING MARKET HAS BEEN RESILIENT DESPITE HIGHER MORTGAGE RATES, THIS YEAR'S MARKET SPEED IS MUCH DIFFERENT THAN THE PAST SEVERAL YEARS.

Reports on HOUSING  
Your Local Real Estate Snapshot

THE PHOENIX COUNTY HOUSING REPORT

MARCH 24, 2025 - WRITTEN BY STEVEN THOMAS

# FORESEEN WAVE

FOR NOW, THE CONDITIONS ARE PERFECT FOR HOME BUYERS WITH A LOT MORE CHOICES, IMPROVING MORTGAGE RATES, AND A SLOWER PACE THAN PRIOR YEARS, YET THAT IS NOT THE FORECAST DOWN THE ROAD.

Reports on HOUSING  
Your Local Real Estate Snapshot

THE PHOENIX COUNTY HOUSING REPORT

MARCH 24, 2025 - WRITTEN BY STEVEN THOMAS

# A BUYER'S SPRING

THE SPRING MARKET MAY BE THE BUSIEST TIME OF THE YEAR FOR HOUSING, BUT THIS SPRING IS THE MOST ADVANTAGEOUS BUYING SEASON FOR HOUSE HUNTERS IN YEARS.

# Las Vegas, Phoenix

JANUARY 5, 2026 - WRITTEN BY STEVEN THOMAS

# SLOW OUT OF THE GATE

THIS YEAR'S START IS THE SLOWEST START TO A YEAR SINCE 2019, YET THE LOWER MORTGAGE RATE ENVIRONMENT AND IMPROVED AFFORDABILITY HAS THE ABILITY TO JUMPSTART DEMAND.



Trader Joe's Chocolate Croissants have become a popular breakfast choice for shoppers. Their description showcases how they sell so many: "Made with creamy butter and filled with rich, semisweet Belgian chocolate, Trader Joe's Chocolate Croissants bring high-end bakery quality to your home kitchen with minimal effort." They are initially frozen solid. After placing them on a cookie sheet and allowing them to proof overnight, many wonder how in the world the small, hard squares will turn into something edible. After an hour, they do not change at all and remain frozen. Something magical happens by morning. They triple in size! After popping them into the oven for 20 minutes and letting them cool for 10, the flaky croissant filled with chocolate goo is ready to eat. They are perfect!

Similarly, the Orange County housing market starts frozen at the beginning of every year. For those buyers and sellers stepping into today's housing market, many will wonder how in the world anything will sell. There is a holiday hangover, and most everyone is still distracted with New Year's resolutions. Yet, over the next several weeks, after shaking off the holiday fog and leaving most resolutions behind, the housing market will magically heat up, seemingly overnight. The Holiday Market continues to run through mid-January. Housing will thaw and rapidly heat up by the end of January, as demand accelerates much faster than the supply of available homes.

This year is exceptionally chilly with the coldest start since 2019, when the Expected Market Time (the number of days it takes to sell all Orange County listings at the current buying pace) reached 152 days. Today's 85-day Expected Market Time reading is similar to 2017 (84 days), 2020 (82 days), and 2023 (84 days). The speed of the market is determined by supply and demand. Demand has not changed much over the past several years, ever since the Federal Reserve rapidly increased the Federal Funds Rate for 11 consecutive meetings between 2022 and 2023. Demand has been muted due to affordability constraints. The big annual difference in speed has come on the supply side.

Orange County Annual Housing Start

	2026	2025	2024	2023	2022	2021	2020	2019	2018	2017
Active Listing Inventory	2,703	2,401	1,785	2,530	1,100	2,633	3,901	5,911	3,707	4,376
Demand	951	953	861	900	1,295	1,895	1,434	1,165	1,447	1,562
Expected Market Time	85 Days	76 Days	62 Days	84 Days	25 Days	42 Days	82 Days	152 Days	77 Days	84 Days
Mortgage Rates	6.19%	7.10%	6.74%	6.14%	3.22%	2.65%	3.72%	4.51%	3.95%	4.20%

When mortgage rates climbed from 3.25% in January 2022 to 7.37% by October of the same year, not only did demand plunge, but the number of homeowners willing to sell their homes plunged as well. Homeowners "buckered down" in their homes, unwilling to move

JANUARY 19, 2026 - WRITTEN BY STEVEN THOMAS

# PREPARE FOR LAUNCH

IT IS OFFICIALLY THE START OF THE WINTER MARKET WHEN BUYER DEMAND SURGES HIGHER, INVENTORY RISES AT A SLOWER PACE, AND THE MARKET SPEEDS UP NOTICEABLY.



So many are anticipating the return of the summer Olympics to Los Angeles in 2028. The opening ceremonies, track and field, swimming, basketball, soccer, gymnastics, cycling, volleyball, and a variety of other sports are all converging on Southern California in 2½ years. Just about everyone has their favorite. For those who want to attend one of the events in person, the presale registration opened up on January 14<sup>th</sup> at 7 a.m. There were over 1.5 million ticket registrations in the first 24 hours, the most in Olympic history. There was so much interest that wait times exceeded an hour. Demand for tickets surged, and the LA28 Olympic Committee expects to sell 14 million tickets, breaking the record set at the Paris 2024 Games.

Now that housing has reached mid-January, it feels like tickets just went on sale for buyers to tour houses, write offers, and secure their next home. While the Los Angeles County housing market is not going to set any sales records, housing demand will surge higher over the next several weeks. Housing is transitioning from the Holiday Market, which runs from mid-November through the first couple of weeks of the New Year, the slowest time of the year with very little buyer activity, to the Winter Market, running from mid-January through mid-March, when buyer demand explodes higher. The supply of available homes increases, but at a slower pace than demand, leading the market to accelerate noticeably.

Regardless of the year or economic conditions, the housing market always improves dramatically starting in mid-January. Buyer demand (a snapshot of the number of new pending sales over the prior month) rockets higher. It started the Winter Market last year with 2,303 pending sales, and by mid-March, demand had grown to 3,810, an increase of 1,507, or 65%. In 2023, it jumped by 60%, and in 2024, it grew by 49%. The 3-year average before COVID (2017-2019) was a 49% rise.

Los Angeles County Winter Market

	Inventory Rise from mid-January to mid-March	Demand Rise from mid-January to mid-March	Expected Market Time Drop from mid-January to mid-March
2025	+19%	+65%	-36 Days
2024	+7%	+49%	-26 Days
2023	-12%	+60%	-48 Days
3-Year Average (2017 to 2019)	+3%	+49%	-29 Days

FEBRUARY 3, 2026 - WRITTEN BY STEVEN THOMAS

# EARLY TRENDS

IT IS BEST TO STEP BACK FROM THE NARRATIVES, OPINIONS, AND NOISE SURROUNDING THE HOUSING MARKET AND FOCUS ON THE UNDERLYING TRENDS.

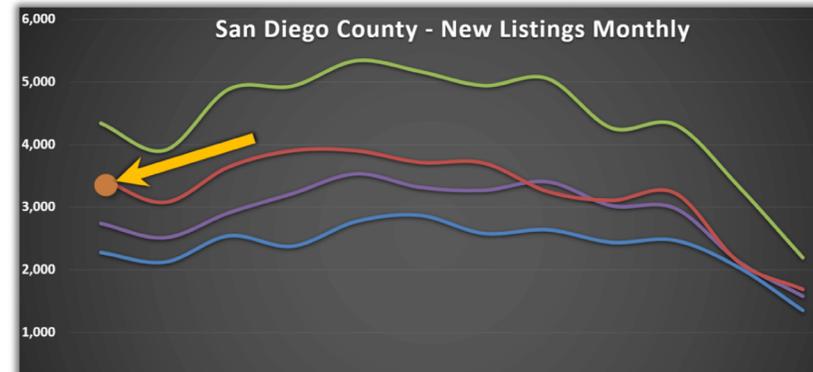


Growing up, nearly everyone has encountered the playground spinner, or merry-go-round, the classic park apparatus that kids love to push to its limits. A friend, sibling, or parent runs around, building momentum, then whips it in an attempt to break a world record for speed or revolutions per minute. Once the ride comes to a complete stop, all its occupants disembark as the world spins around them. Disoriented, it is almost impossible to walk, until finally everything comes into clear focus.

The housing market starts each year as if everyone just got off a playground spinner, a bit disoriented after all of the distractions and festivities of the holiday season. Initially, it is hard to navigate, not knowing what to expect, until the end of January, when the direction of the housing market becomes clearer. The 2026 trends are already emerging, shedding light on future supply, demand, and market speed.

Here are the early San Diego County housing trends:

- 1. New Listings** – There are not as many homes coming on the market as initially expected. Homeowners continue to “hunker down” in their homes, unwilling to move because of their underlying, locked-in, low fixed-rate mortgage. This trend has been easing from the lows established in 2023, leading to more homes placed on the market in January than the year before. In January 2023, a low was established with only 2,277 new sellers. The 3-year average before the pandemic (2017-2019) was 4,338, 91% higher than the January 2023 figure. In 2024, there were 2,745 new sellers, up 21% from the year before, yet still 37% below the 3-year average. In January 2025, it grew to 3,446 new FOR SALE signs, up 26% from 2024 and 51% from 2023. It was still 21% below the 3-year average. With more and more homeowners inclined to place their homes on the market each year, slowly returning to a “normal” number of market participants, it would be reasonable to expect this trend to continue. However, there were 3,368 new sellers this January, down 2% from last year and down 22% from the 3-year average before COVID.



FEBRUARY 18, 2026 - WRITTEN BY STEVEN THOMAS

# SELLER'S BLUEPRINT

WITH THE SPRING MARKET RIGHT AROUND THE CORNER, HOMEOWNERS  
LOOKING TO SELL MUST RELY ON DATA, STATISTICS, AND MARKET TRENDS  
TO SET REALISTIC EXPECTATIONS AND ACHIEVE SUCCESS.



Navigation apps have made it incredibly easy to reach a destination, even in unfamiliar areas. Google Maps, Waze, and Apple Maps are now used by just about everyone to get from one place to another. It wasn't until 2007, with the release of the iPhone and the introduction of mobile-friendly GPS services, that navigation apps gained widespread popularity. Before then, drivers relied on paper maps, and the Thomas Guide was by far the most widely used. This old-school, legendary resource was a spiral-bound collection of highly detailed street maps covering major metropolitan areas. Its unique page-and-grid system, paired with a comprehensive index, was remarkably accurate and allowed navigators to confidently arrive at their intended destination.

Just as good navigation depends on understanding the full map, the complete picture, not just the destination, successfully coming on the market requires considering all the details. Pricing and timing decisions should be guided by facts, data, current trends, not headlines, narratives, or assumptions from the past. Inventory levels, buyer demand, interest rates, and local market conditions all matter and will help sellers reach their intended destination: a closed sale.

Precision pricing is one of the most important factors in successfully approaching the housing market. Far too many sellers initially price their homes without properly considering every single recent comparable closed and pending sale to arrive at the **Fair Market Value**, the most probable price the market is willing to pay for a home, considering a home's condition, upgrades, location, and amenities. Buyers are shrewd and carefully weigh all the factors in arriving at a price. Given today's higher prices, they are unwilling to overpay for a home.

In January, 69% of all Ventura County closed sales sold below their original asking price. That is one of the highest levels since January 2023, at 73%, right after rates skyrocketed in 2022, rising from 3.25% in January to 7.37% in October. The inventory climbed, demand plunged due to affordability constraints, and 17% of sellers closed above their asking price. In January of this year, 19% of closed sales sold above their original price, and 12% closed at their asking price. Even though the housing market finished the year sluggishly, 31% closed at or above the list price.

VENTURA COUNTY  
CLOSED VS. ORIGINAL LIST PRICE BREAKDOWN

MARCH 9, 2026 - WRITTEN BY STEVEN THOMAS

# BUYING CONDITIONS IMPROVE

MORTGAGE RATES ARE SUBSTANTIALLY LOWER COMPARED TO A YEAR AGO, AND THERE ARE MORE HOMES AVAILABLE TO PURCHASE, MAKING THIS A MUCH MORE FAVORABLE TIME TO BE A BUYER.



IN RIVERSIDE COUNTY, THE NUMBER OF HOMES AVAILABLE FOR UNDER \$500,000 IS UP 15% COMPARED TO ONE YEAR AGO.

The Southern California coastline is stunning. Its rolling sets of crashing waves beckon beachgoers to splash in the surf. For first-timers ready to jump in the water after basking in the sun, they are unexpectedly greeted by a very cold Pacific Ocean, where temperatures average the mid-50s during the winter and the upper 60s in late summer. Occasionally, when all the stars align, the water is perfect, reaching the mid-70s.

In recent years, the housing market has felt very cold and unwelcoming for buyers. The supply of available homes, especially in the lower price ranges, had been especially limited, and mortgage rates had been stuck between 6.5% and 7.5% since September 2022. Yet, the conditions have been changing. For buyers new to the market, as they test the waters and dip their toes into the housing arena, they are finding the stars are finally beginning to align. There are more homes available in the more affordable price points, and mortgage rates have dropped to 6%.

Digging deeper into the numbers, there are a total of 7,694 homes available in Riverside County. That's only 26 fewer homes compared to last year's 7,720, which was up 54% compared to 2024. The lowest price points have grown the most, an excellent development for entry-level, first-time buyers. The supply of properties below \$300,000 is up 145 or 13%. From \$300,000 to \$500,000, it is up 153 or 10%. Luxury is down 2% or 35 homes compared to a year ago.

### RIVERSIDE COUNTY YEAR-OVER-YEAR INVENTORY COMPARISON

Price Range	Inventory Levels Mar. 5, 2026	Inventory Levels Mar. 6, 2025	YOY Inventory Change	Percent Change
\$0 - \$300k	606	461	+145	↑ +31%
\$300k - \$500k	1,724	1,571	+153	↑ +10%
\$500k - \$750k	2,766	2,884	-118	↓ -4%
\$750k - \$1m	1,079	1,250	-171	↓ -14%
\$1m+	1,519	1,554	-35	↓ -2%
Overall	7,694	7,720	-26	→ 0%

MARCH 16, 2026 - WRITTEN BY STEVEN THOMAS

# GLOBAL INFLUENCES ON HOUSING

A STEADY STREAM OF INTERNATIONAL TENSIONS CONTINUES TO MAKE HEADLINES, AT TIMES INFLUENCING THE HOUSING MARKET BY PUSHING MORTGAGE RATES HIGHER.



AFTER DROPPING TO 5.99% A FEW WEEKS AGO, MORTGAGE RATES HAVE INCREASED TO 6.36% AMID RISING GAS PRICES AND THE THREAT OF HIGHER INFLATION.

The economic term “exogenous shock” refers to an unexpected, external, unpredictable event that disrupts a system from the outside. For example, a sudden heat wave hits a kid’s lemonade stand, where demand skyrockets. The kid had nothing to do with the instant change in the weather, yet lemonade sales went through the roof. Or when a hit TV show is filmed in a small town. In the blink of an eye, hotels and vacation rentals are completely booked, and there are no more restaurant reservations available. The sleepy town quickly became a tourist destination when it was unexpectedly featured on TV.

There are many examples of exogenous shocks that have had a major impact on the economy. A prime example is the U.S. COVID-19 lockdown of March 2020, six years ago. It was the largest worldwide pandemic in a century, and it touched almost every corner of the economy for years.

The Iran conflict, which began on February 28, 2026, is the latest exogenous shock to hit the U.S. and global economies. Due to the effective closure of the Strait of Hormuz, gas prices abruptly soared. According to AAA, a gallon of gas in California was \$4.64 on February 28<sup>th</sup>, and today it has soared to \$5.53, an increase of \$0.89, or 19%. With the rapid change in prices, many are turning to COSTCO for gas, averaging \$5.12 per gallon across the state, a substantial savings.

The sudden shift in gas prices has many economists and investors concerned about inflation and, ultimately, the Federal Reserve’s response to the threat to price stability. As a result, according to Mortgage News Daily, mortgage rates have climbed from 5.99% on February 27<sup>th</sup> to 6.36% today. That means that a \$1 million mortgage has increased monthly from \$5,989 to \$6,229, up \$240 per month, or \$2,880 per year.



Even with the recent climb in mortgage rates, it is still below last year’s level. It was at 6.8%



?

25%

75%

25%

75%

90°

b

$$1+2=3$$

$$2+3=5$$

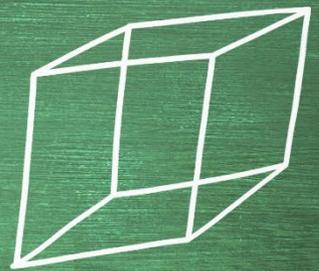
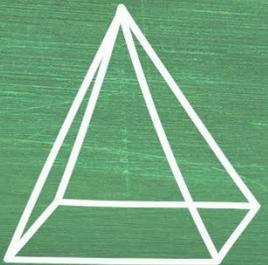
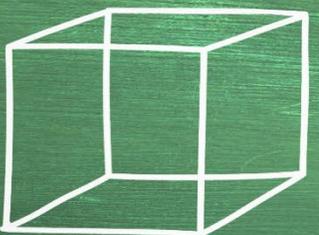
$$5+2=7$$

$$7+2=9$$

$$E=MC^2$$

$$a+b=$$

$$\pi_2 = \frac{\sqrt{E(xy)}}{ab^2}$$





# Progression Model

# Mortgage Rate Update





FEDERAL RESERVE

MARSHALL G. DEXTER  
1936

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# HOW DO THE FOMC VOTE?



NATIONAL MONETARY POLICY



BOARD OF GOVERNORS



REGIONAL PRESIDENTS

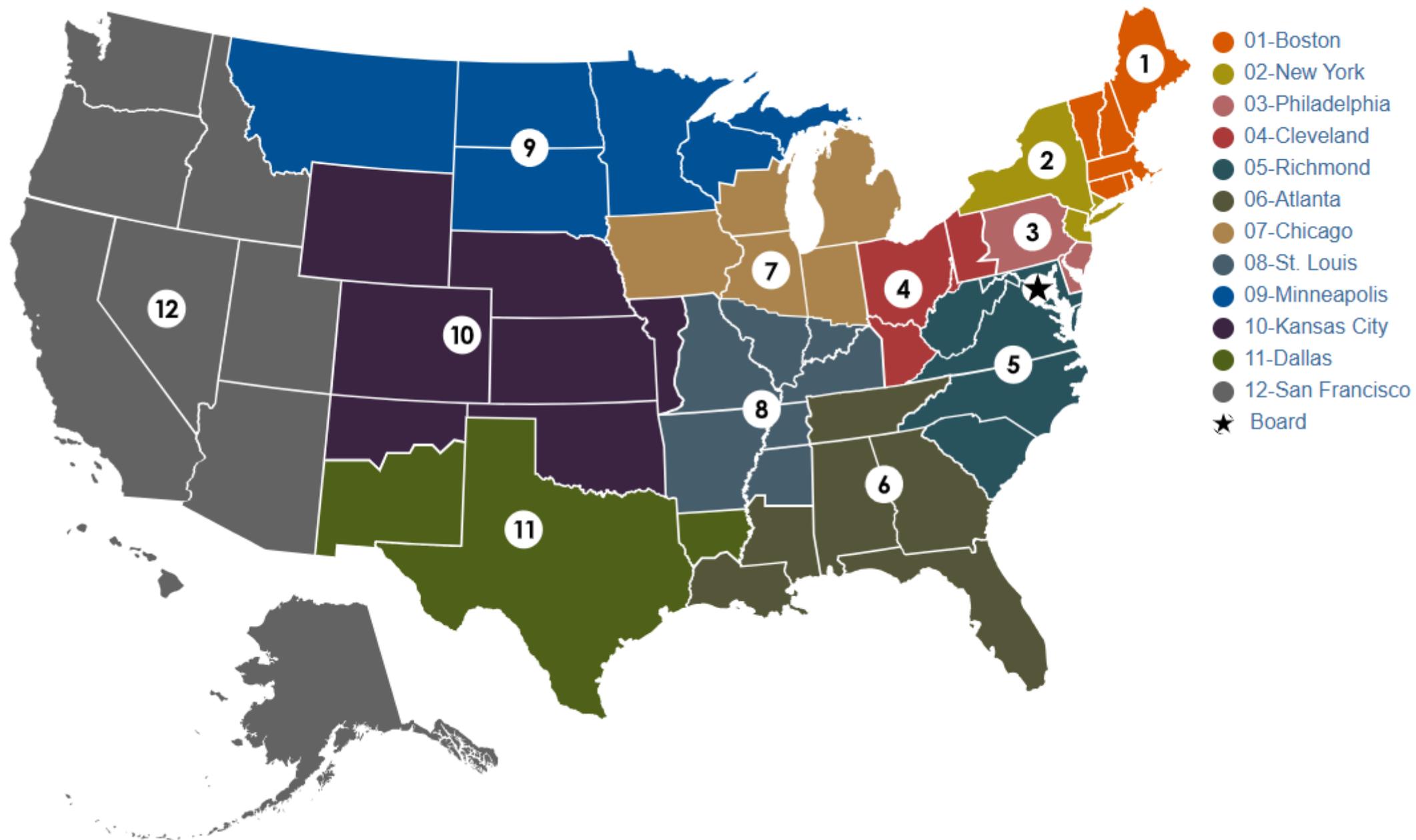


PREPARED BY THE FEDERAL RESERVE BANK OF CHICAGO

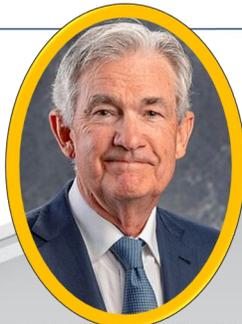
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# Federal Reserve Banks



# HOW DO THE FOMC VOTE?



NATIONAL MONETARY POLICY

7

BOARD OF GOVERNORS

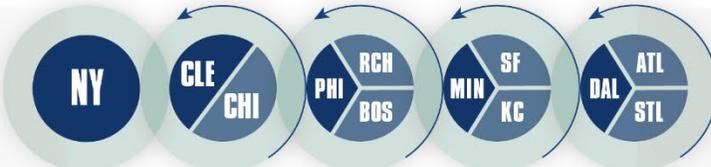


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VOTES EVERY YEAR

5

REGIONAL PRESIDENTS



= 12 VOTES

VOTES EVERY YEAR

VOTES EVERY YEAR



BOARD OF GOVERNORS



REGIONAL PRESIDENTS

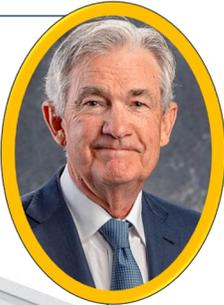


DEPARTMENT OF THE TREASURY FEDERAL RESERVE BANK OF CHICAGO

FEDERALRESERVE.GOV/FOMC



# HOW DO THE FOMC VOTE?



NATIONAL MONETARY POLICY

7

BOARD OF GOVERNORS

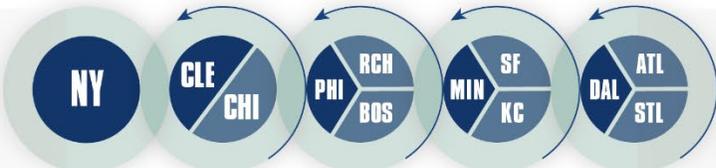


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VOTES EVERY YEAR

5

REGIONAL PRESIDENTS



= 12 VOTES

VOTES EVERY YEAR

VOTES INTERNATIONALLY



BOARD OF GOVERNORS



REGIONAL PRESIDENTS



DEPARTMENT OF THE TREASURY FEDERAL RESERVE BANK OF CHICAGO

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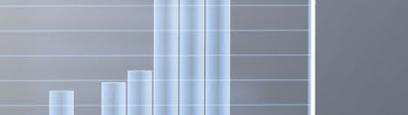
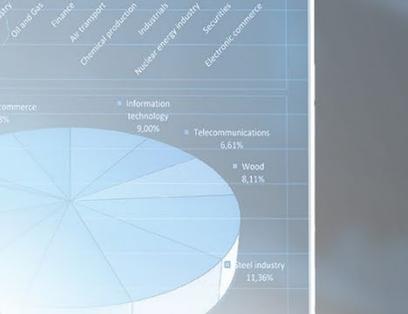
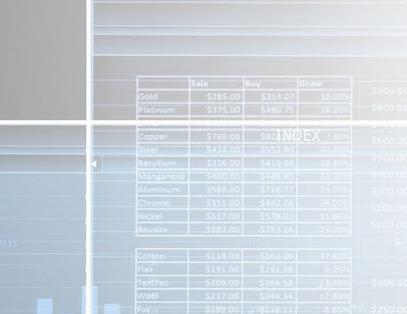
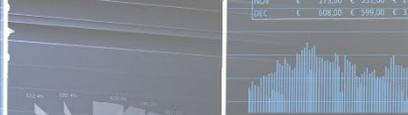
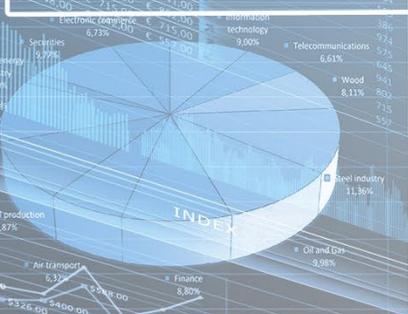




	DAT	BID	ASK	PRO	QUA
JAN	€ 241.00	€ 558.00	€ 104.00		339
FEB	€ 955.00	€ 348.00	€ 374.00		273
MAR	€ 116.00	€ 415.00	€ 930.00		269
APR	€ 262.00	€ 146.00	€ 107.00		437
MAY	€ 839.00	€ 579.00	€ 891.00		934
JUN	€ 706.00	€ 579.00	€ 601.00		944
JUL	€ 622.00	€ 870.00	€ 933.00		1091
AUG	€ 557.00	€ 775.00	€ 934.00		903
SEP	€ 50.00	€ 300.00	€ 437.00		740
OCT	€ 817.00	€ 518.00	€ 269.00		630
NOV	€ 173.00	€ 331.00	€ 223.00		830
DEC	€ 608.00	€ 599.00	€ 339.00		104

	sale	buy	grow	
Gold	\$285.00	\$314.07	10.20%	\$990.00
Platinum	\$275.00	\$480.75	28.10%	\$900.00
Copper	\$769.00	\$621.00	-7.60%	\$600.00
Steel	\$425.00	\$551.00	30.00%	\$500.00
Beryllium	\$326.00	\$419.89	28.80%	\$500.00
Manganese	\$400.00	\$398.81	-11.20%	\$150.00
Aluminum	\$788.00	\$726.77	-20.00%	\$150.00
Chrome	\$381.00	\$294.28	-28.00%	\$300.00
Nickel	\$317.00	\$578.01	81.00%	\$100.00
Bauxite	\$381.00	\$753.54	98.00%	\$100.00
Cotton	\$138.00	\$160.99	17.40%	
Wheat	\$131.00	\$191.38	47.50%	
Feather	\$208.00	\$210.58	2.20%	
Wool	\$217.00	\$294.34	37.50%	
Fur	\$189.00	\$218.11	15.00%	
Satteen	\$172.00	\$174.93	0.60%	
Silk	\$109.00	\$161.07	48.00%	
Gold	\$763.00	\$735.73	-18.50%	
Agar	\$222.00	\$177.95	-21.50%	
Electric power	\$602.00	\$748.44	24.00%	

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JAN	€ 241.00	€ 558.00	€ 104.00		339
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MAY	€ 839.00	€ 579.00	€ 891.00		934
JUN	€ 706.00	€ 579.00	€ 601.00		944
JUL	€ 622.00	€ 870.00	€ 933.00		1091
AUG	€ 557.00	€ 775.00	€ 934.00		903
SEP	€ 50.00	€ 300.00	€ 437.00		740
OCT	€ 817.00	€ 518.00	€ 269.00		630
NOV	€ 173.00	€ 331.00	€ 223.00		830
DEC	€ 608.00	€ 599.00	€ 339.00		104



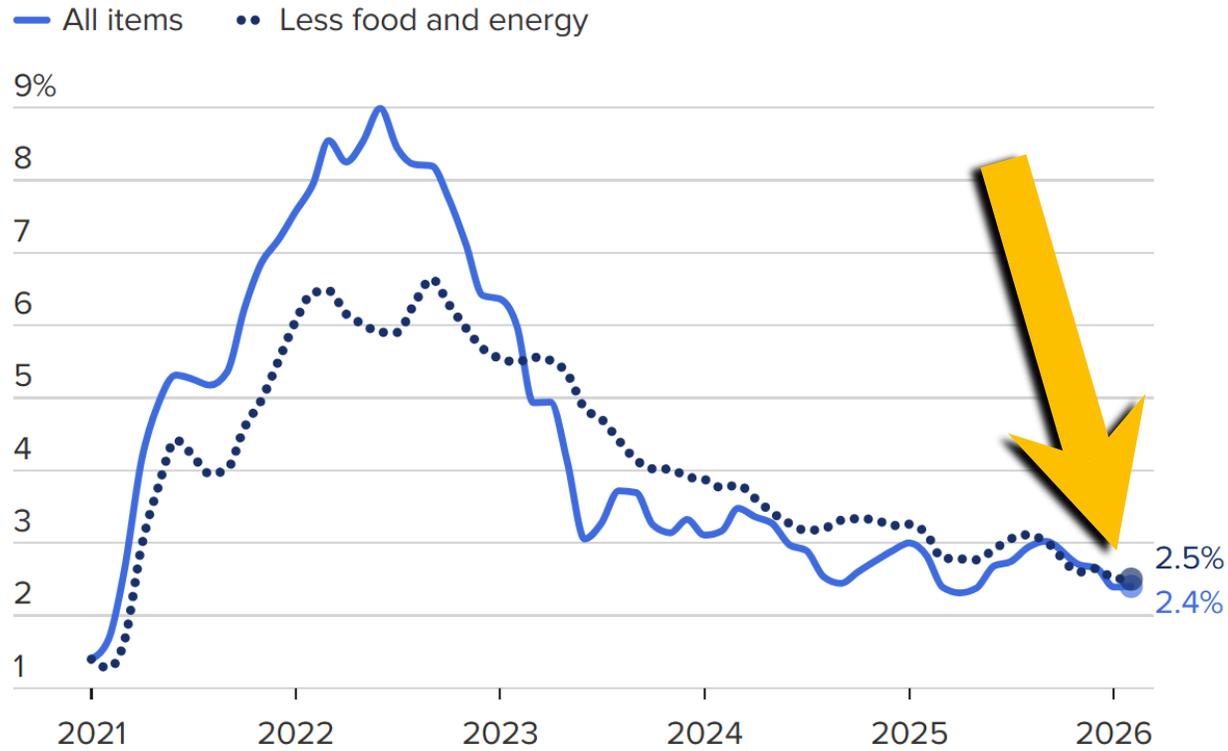
# JOBS





## U.S. consumer price index

Year-over-year % change | Jan. 2021–Feb. 2026



Note: All months seasonally adjusted except Feb. 2026

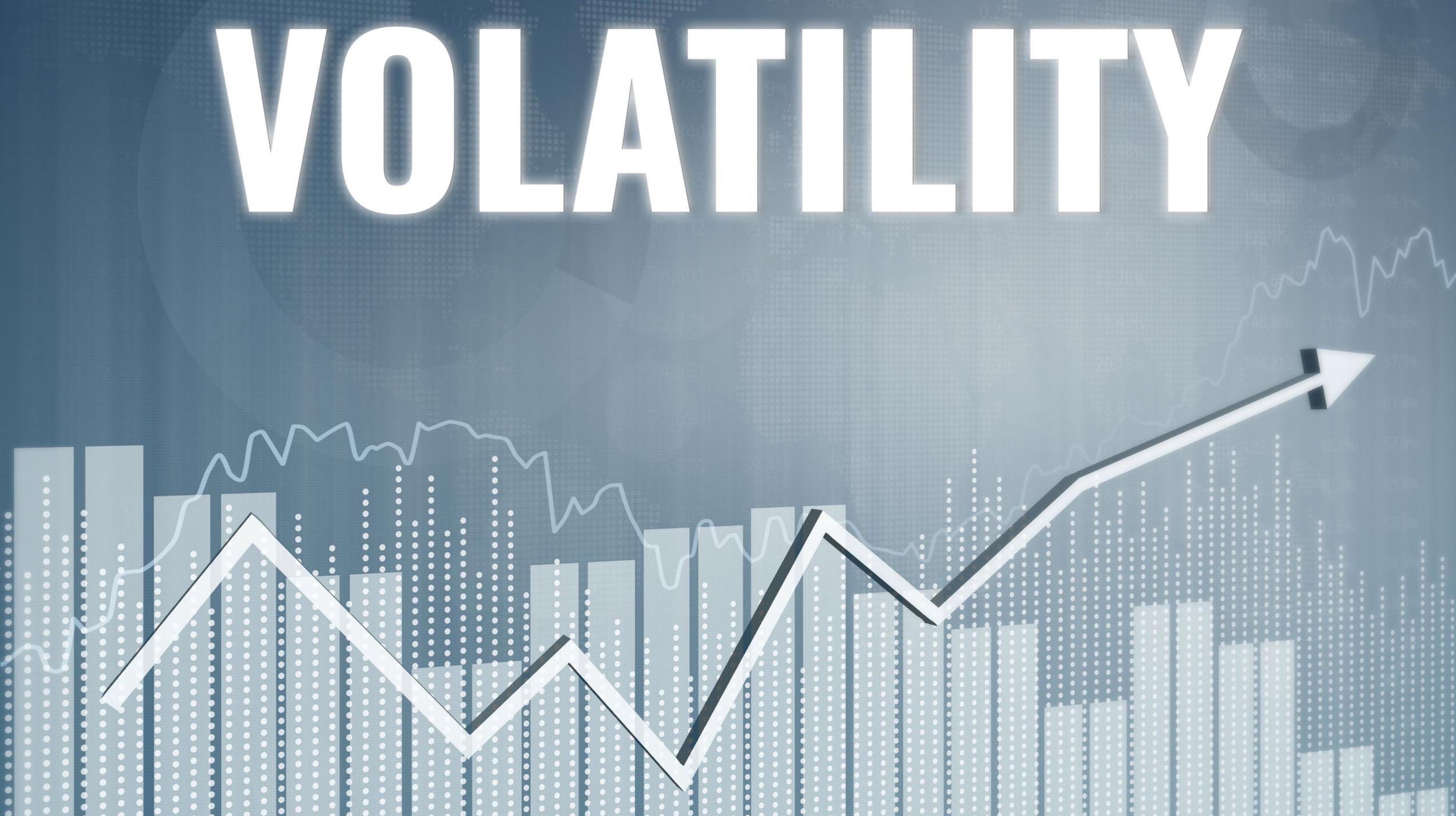
Source: [U.S. Bureau of Labor Statistics](#)

Data as of March 11, 2026

CNBC



# VOLATILITY







**IRAN**



# ENERGY PRICES



# Gasoline

Cash/  
Chevron Card

\$49.9  
10

\$69.9  
10

\$89.9  
10

Credit/Debit

Regular

\$59.9  
10

Plus

\$79.9  
10

Supreme

\$99.9  
10

Biodiesel B20

\$109.9  
10



60%

A 3D rendering of the text '60%' in a bold, golden font. The characters are thick and have a metallic sheen. The '6' is the largest, followed by the '0', and the '%' symbol is the smallest. The characters are arranged in a slightly descending sequence from left to right. The background is plain white.



**MORTGAGE**  
News Daily



50%

6.53%

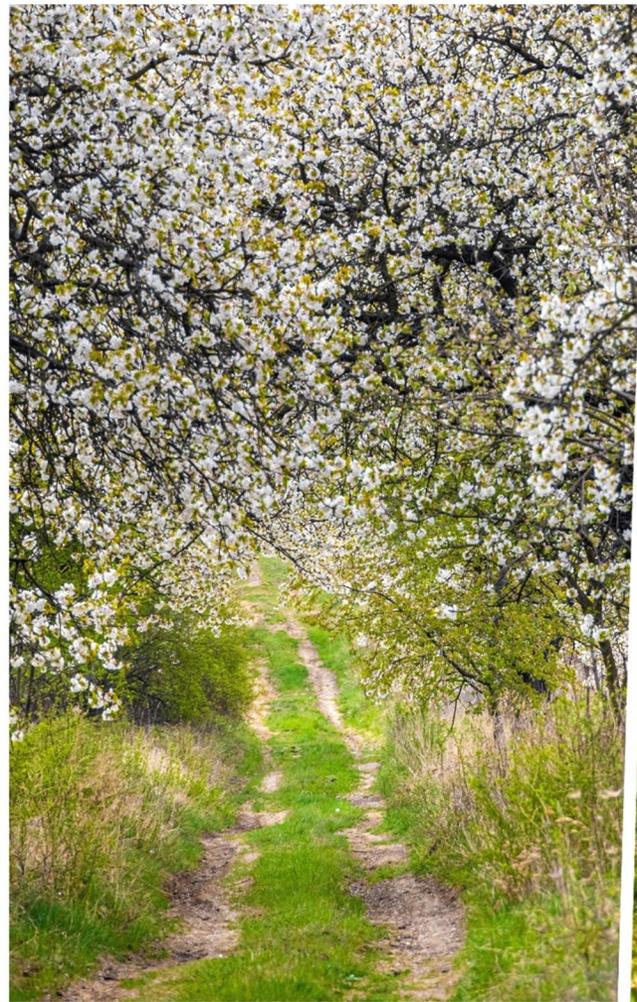


**MORTGAGE**  
News Daily





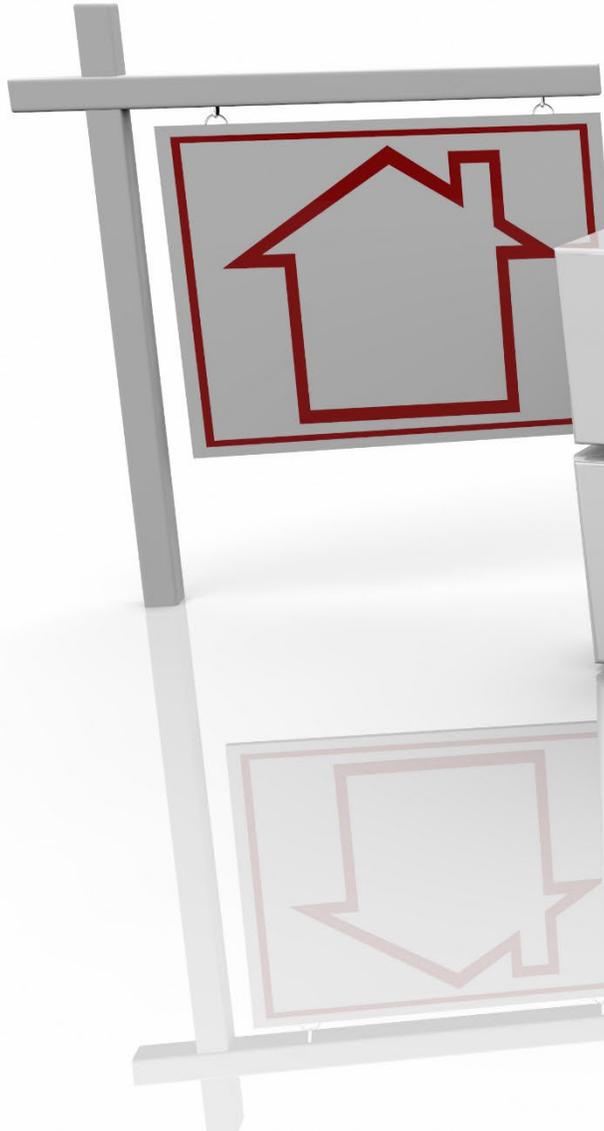
# The Housing Market





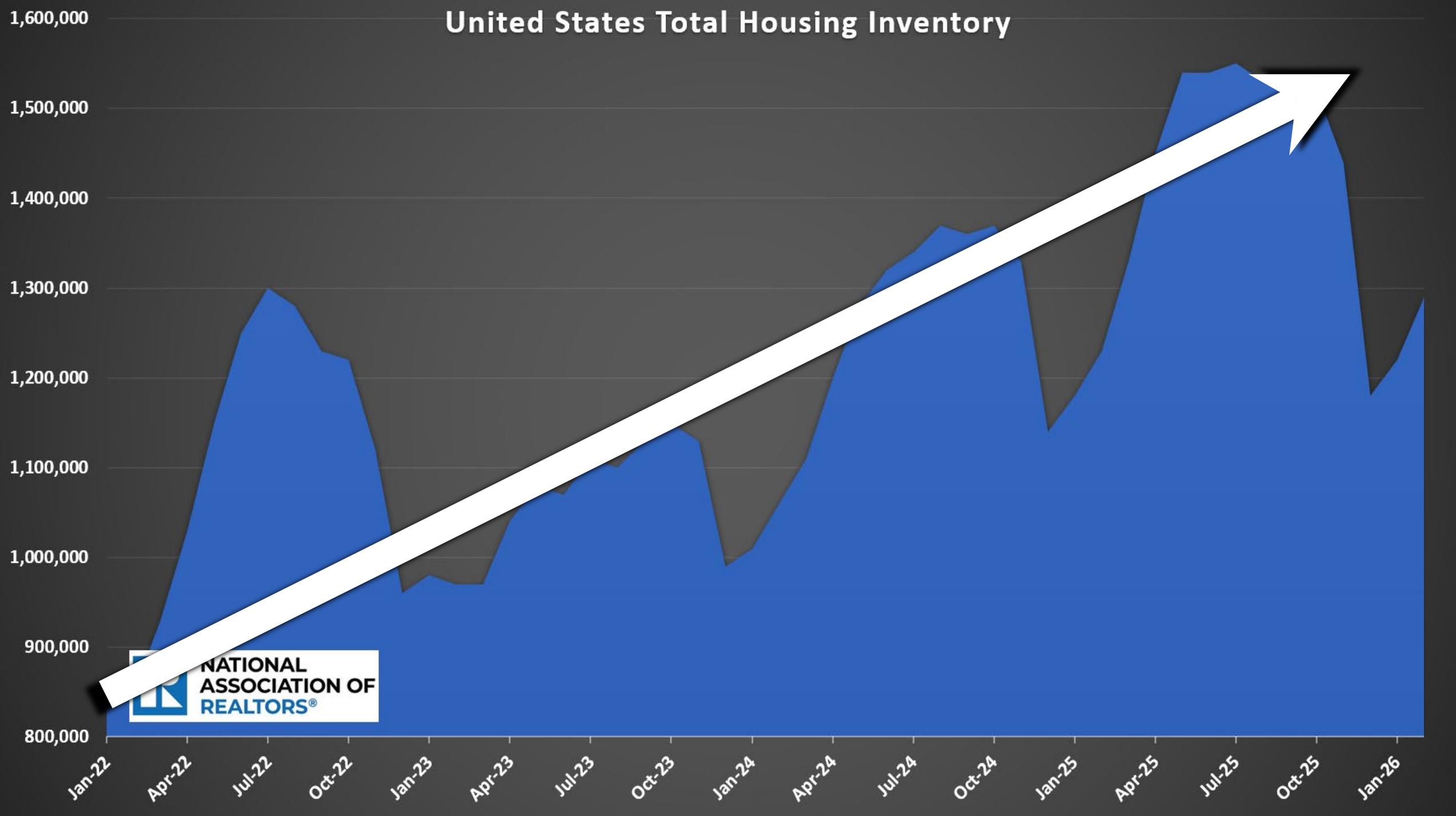
**Supply Rises**

**Demand Rises  
Slightly and Peaks**



# HOUSING INVENTORY

# United States Total Housing Inventory

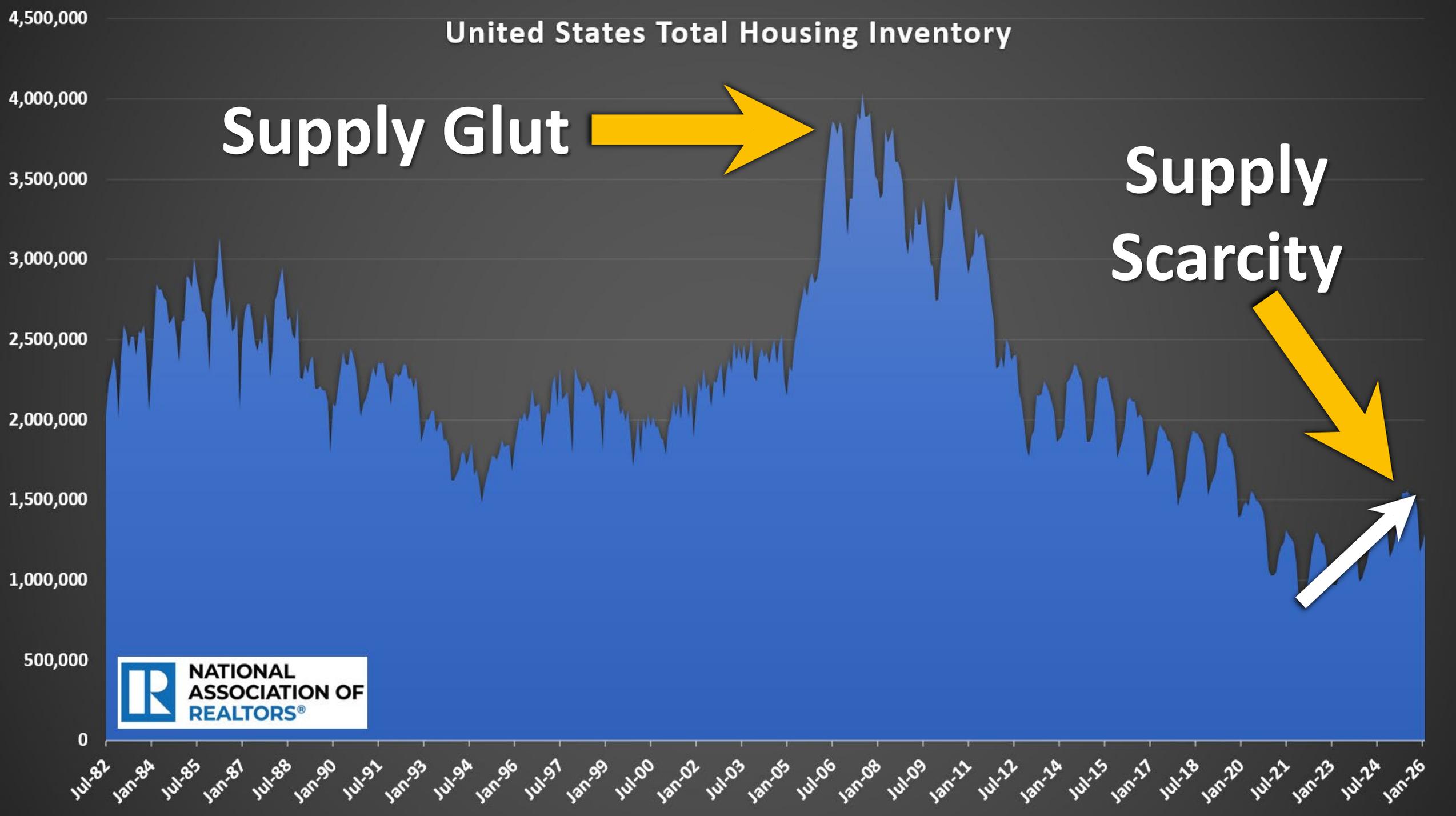


# United States Total Housing Inventory

**Supply Glut**



**Supply Scarcity**



# Hunkering Down

California

77% = 5% or Lower

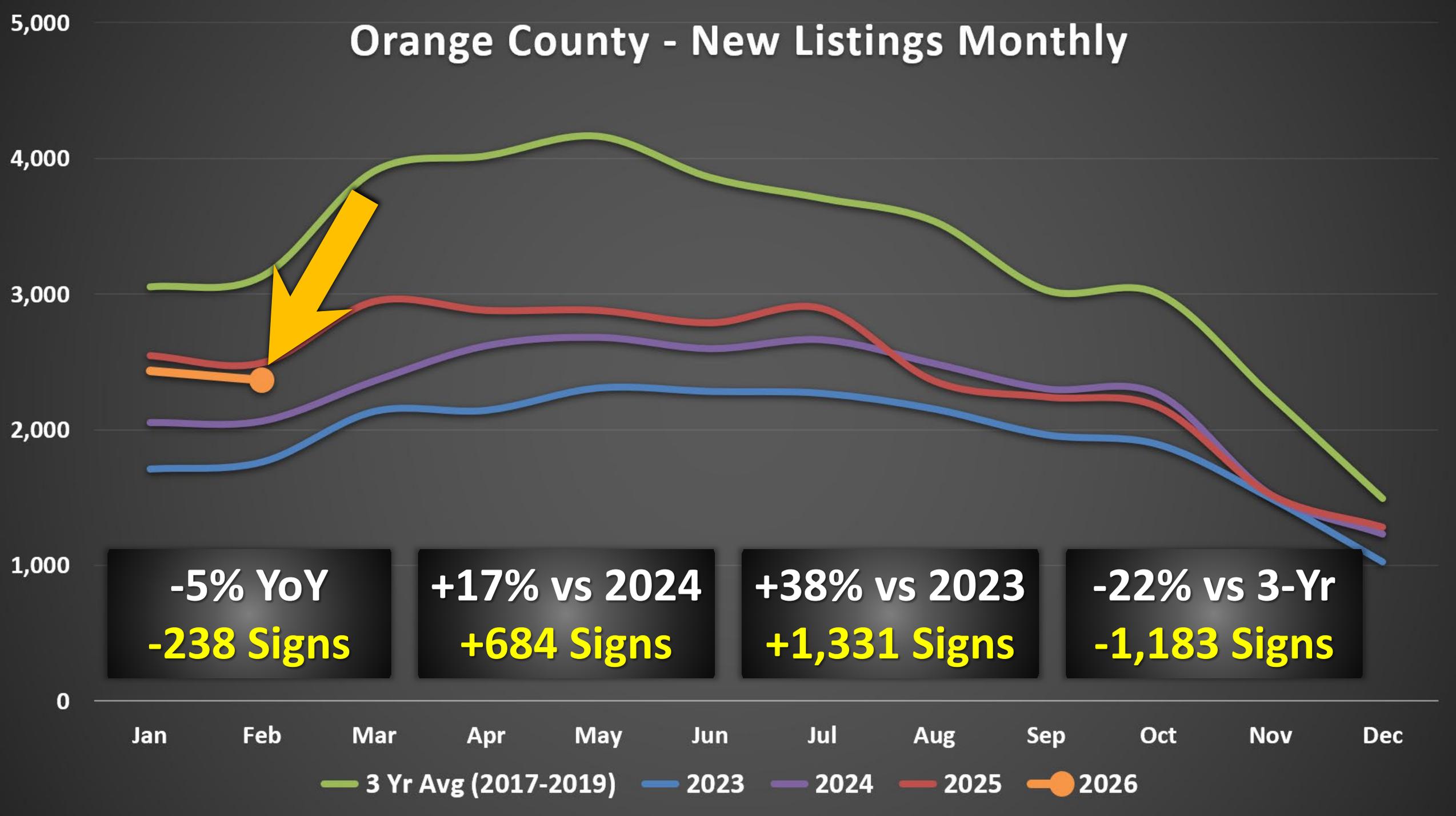
62% = 4% or Lower

28% = 3% or Lower





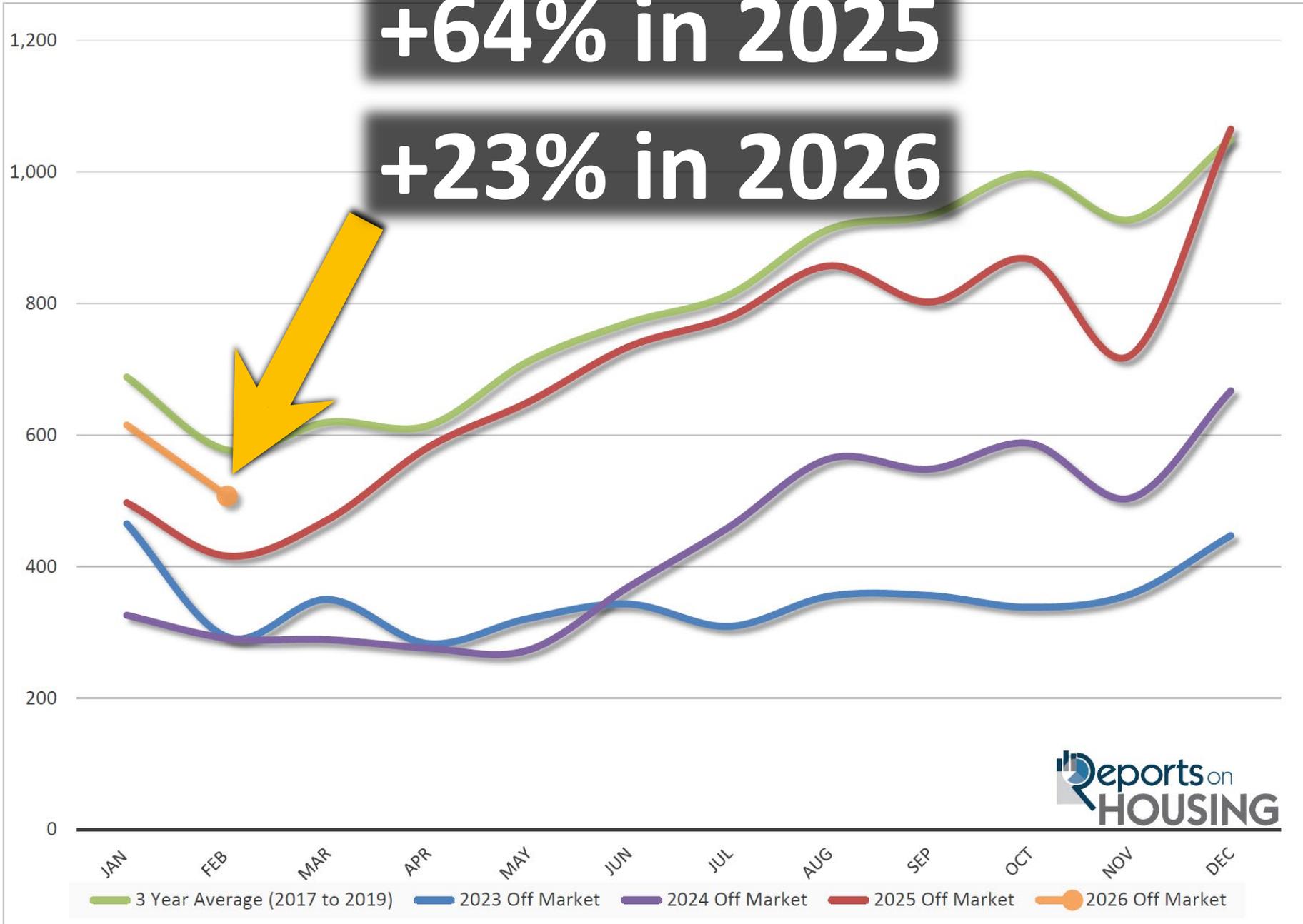
# Orange County - New Listings Monthly



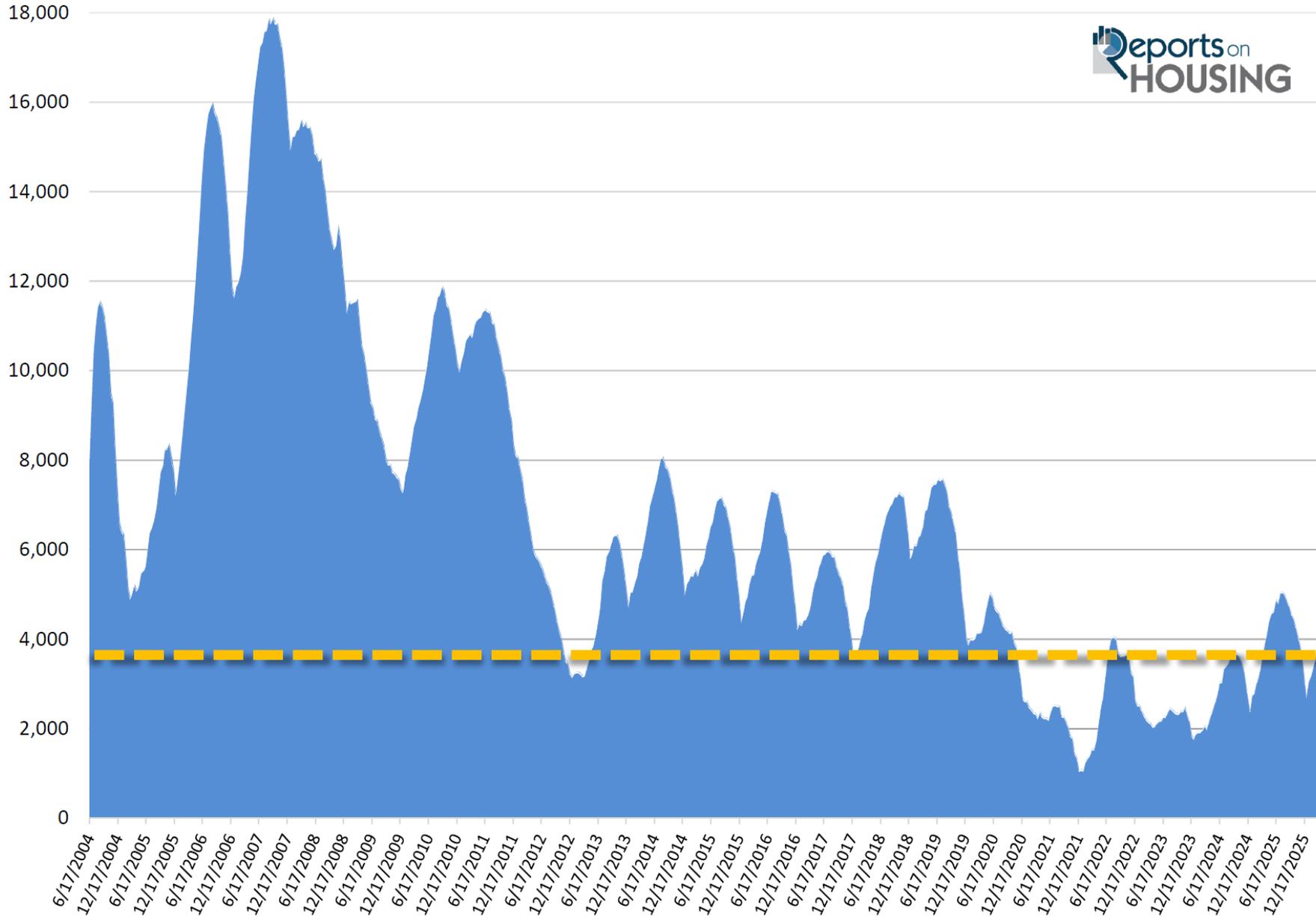
# Orange County Off Market Year Over Year

## +64% in 2025

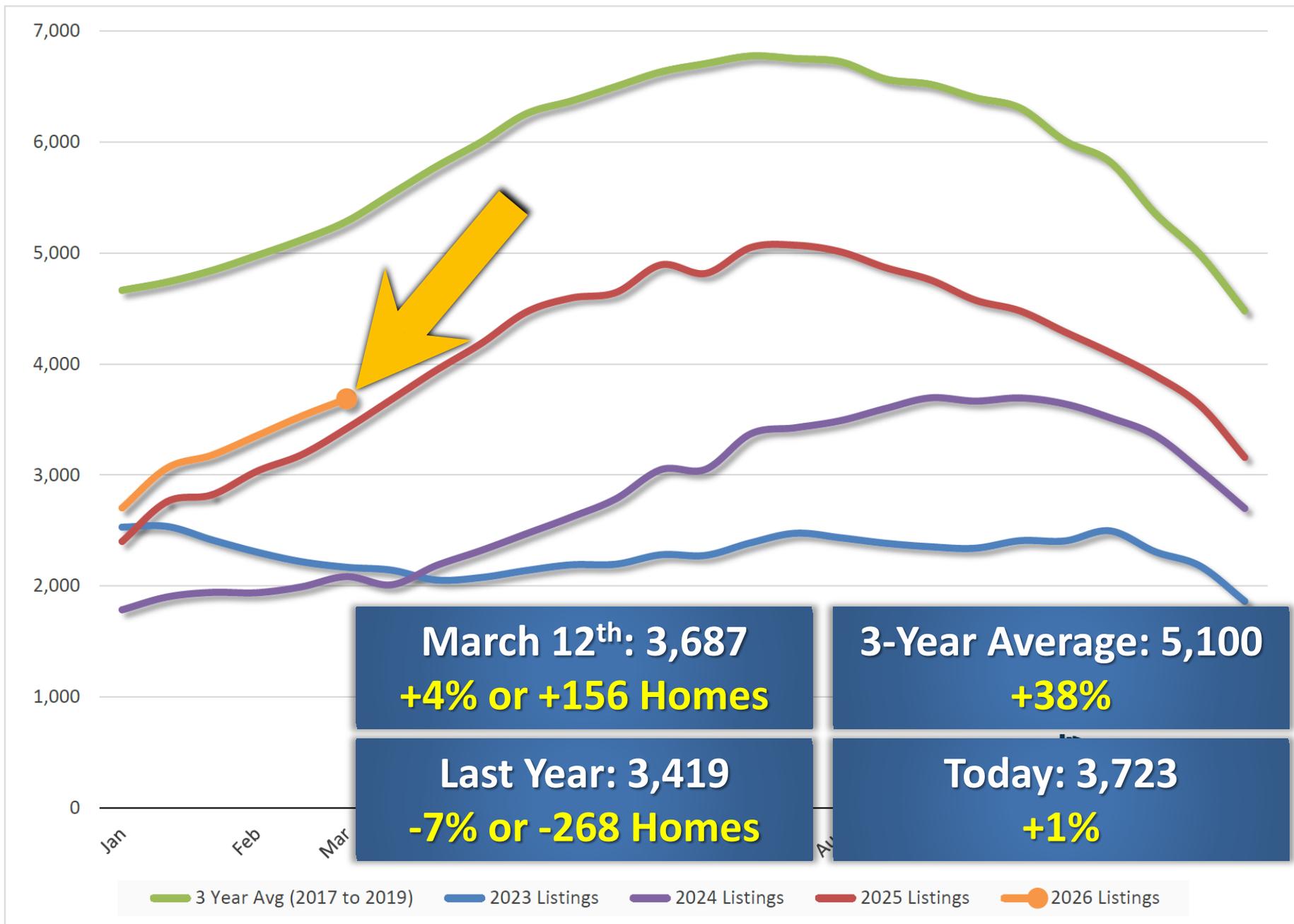
## +23% in 2026



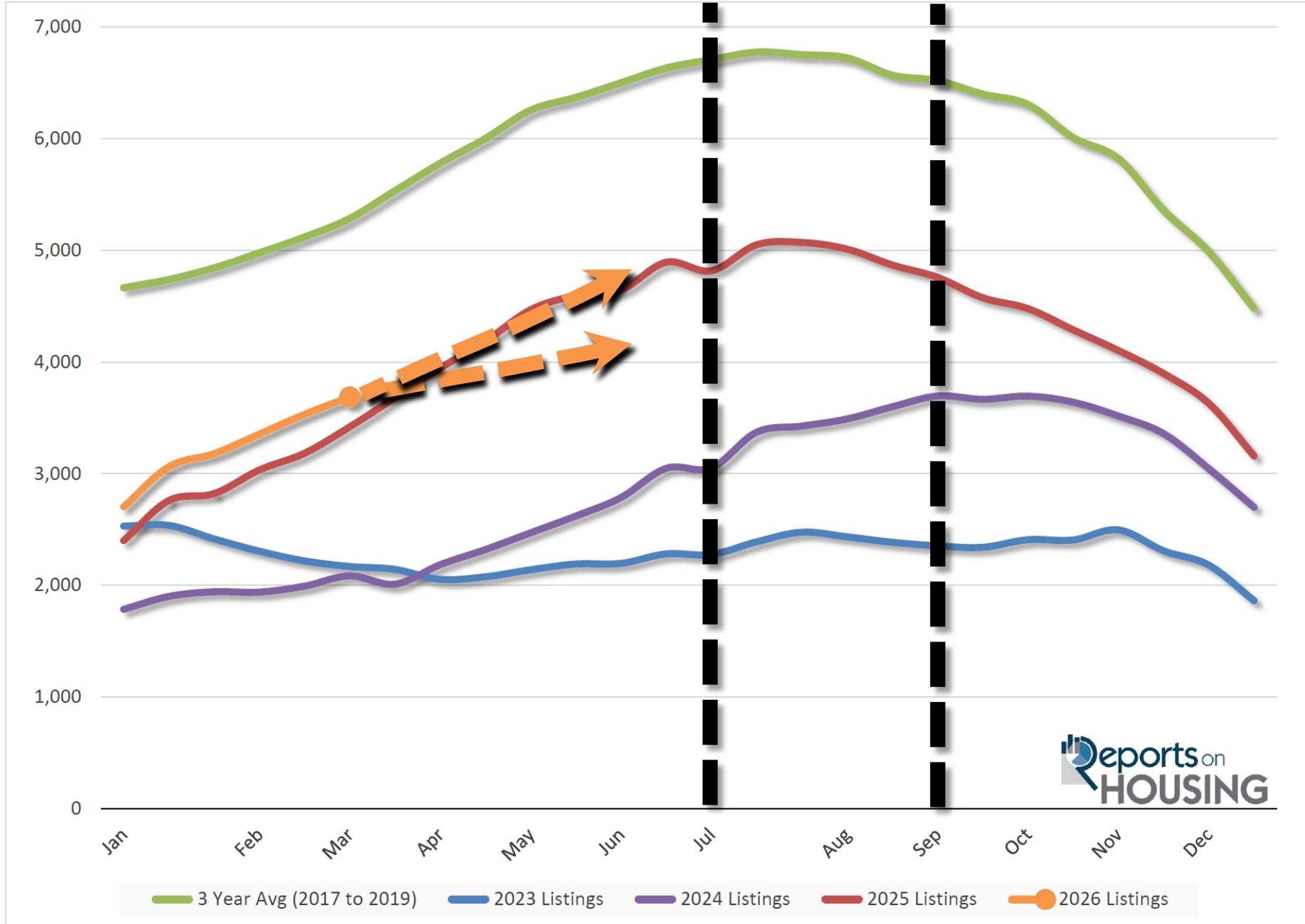
# Orange County Active Listing Inventory



# Orange County Active Listing Inventory Year Over Year



# Orange County Active Listing Inventory Year Over Year





LOW  
DEMAND

## Interest Rates Impact on Affordability

	5.5%	5.75%	6.0%	6.25%	6.5%	6.75%	7.0%	7.5%
\$7,000 Desired Monthly Payment	↓ Price of Home Able to Afford ↓							
	\$1,541,250	\$1,500,000	\$1,460,000	\$1,421,250	\$1,383,750	\$1,348,750	\$1,315,000	\$1,251,250

\*Mortgage Payment is Principal & Interest Only & 20% Down Payment



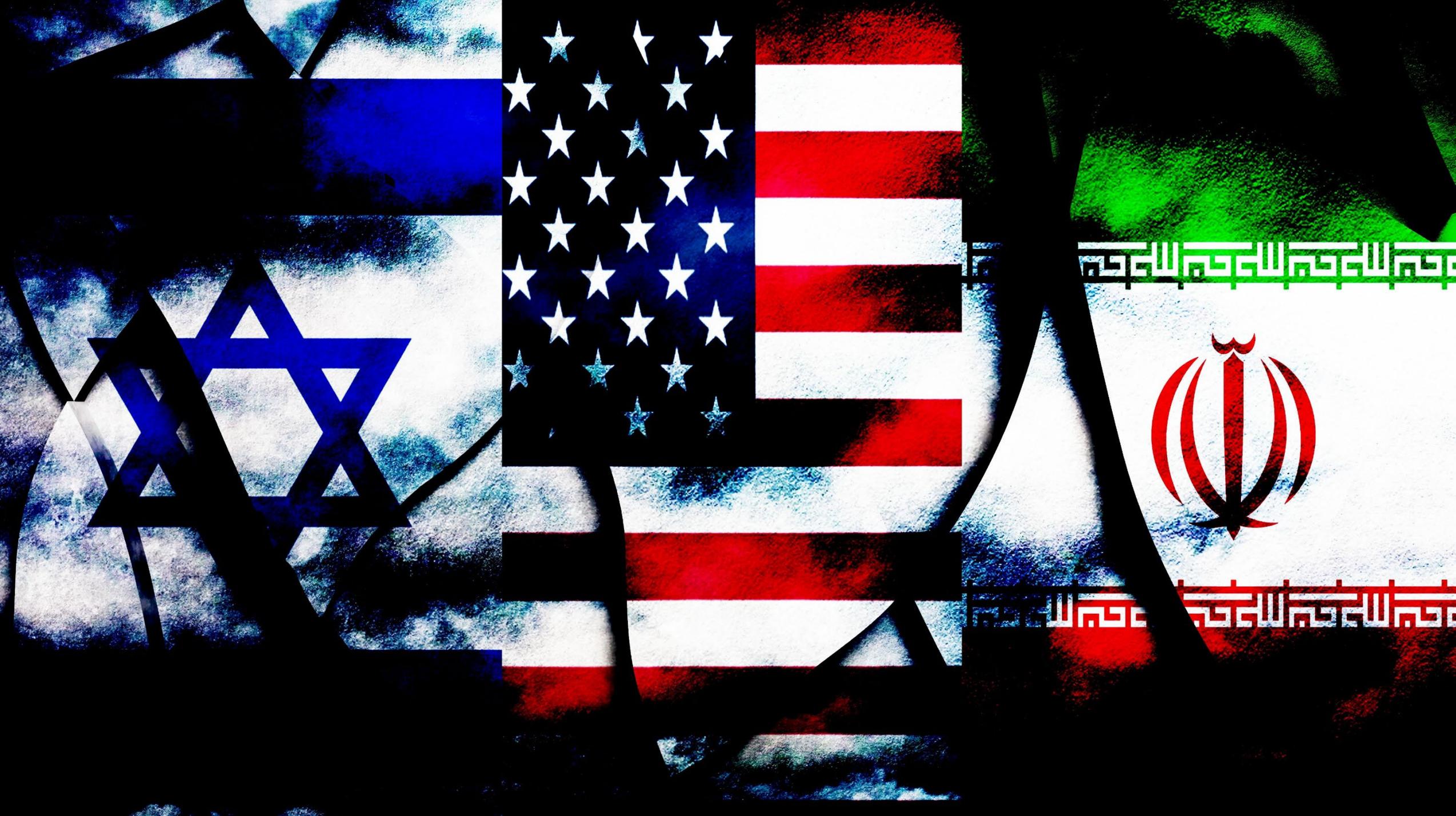
60%

A 3D rendering of the text '60%' in a bold, golden font. The characters are thick and have a metallic sheen. The '6' is the largest, followed by the '0', and the '%' symbol is the smallest. The characters are arranged in a slightly descending sequence from left to right. The background is plain white.









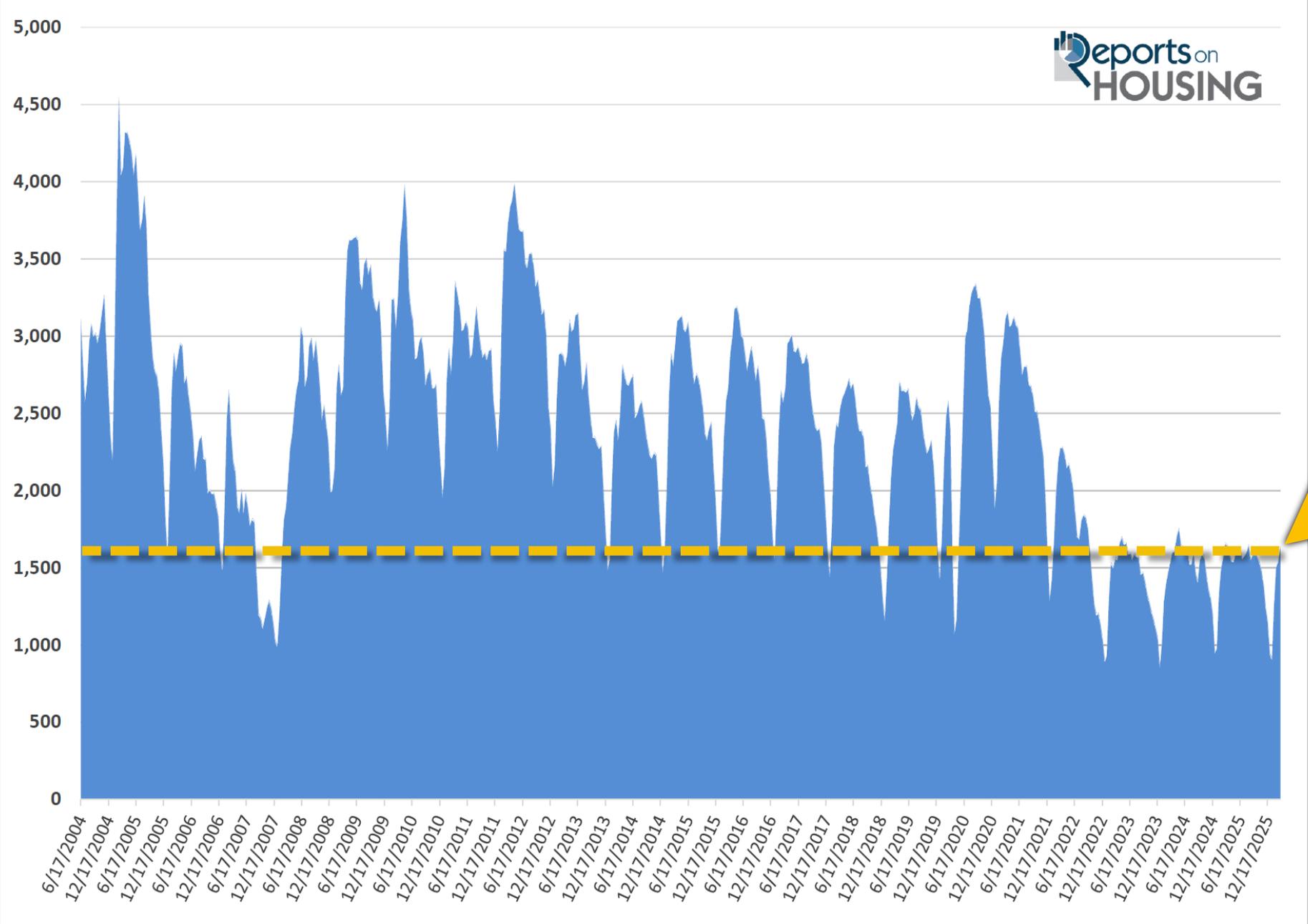






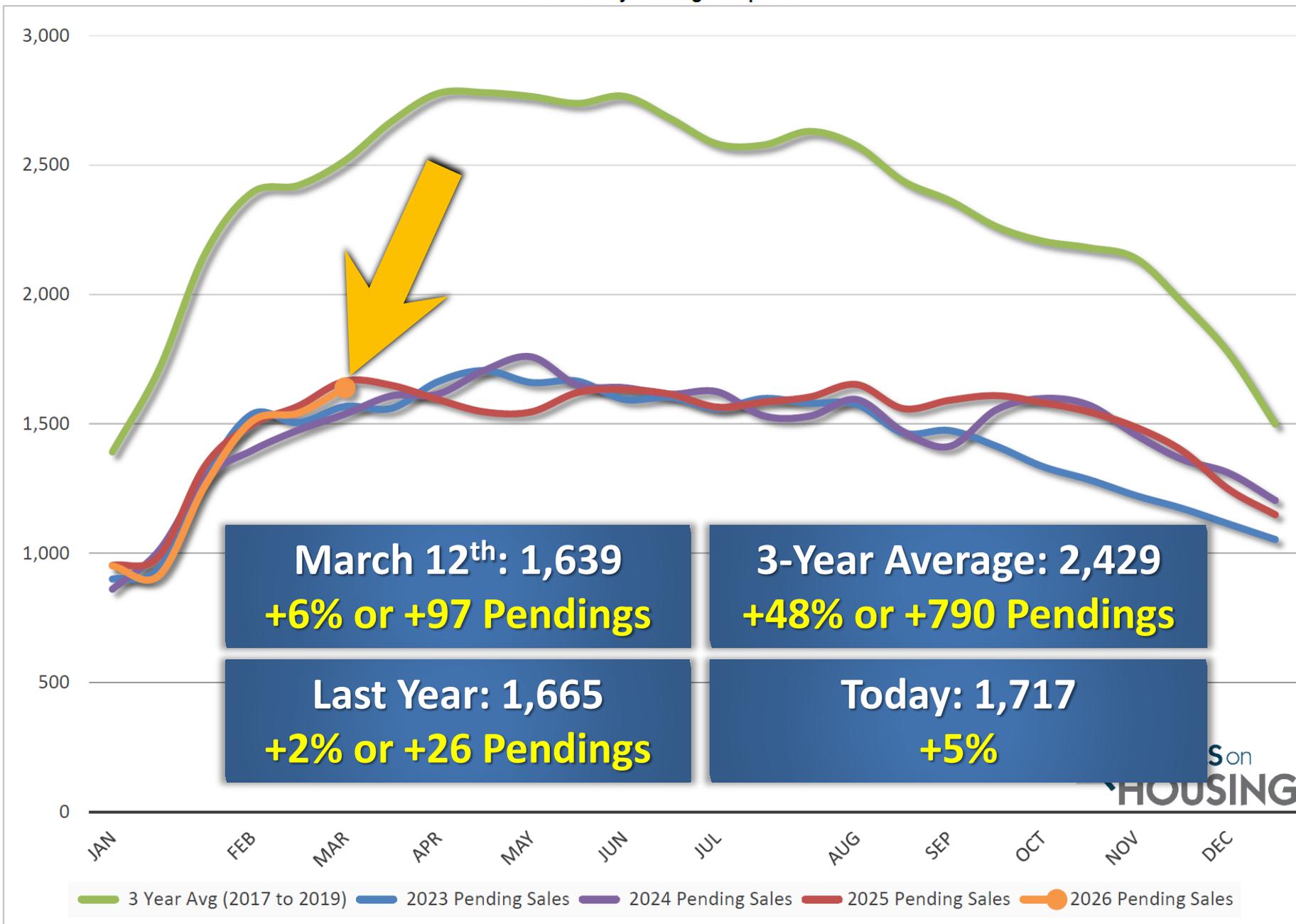
# Orange County Demand

(Prior 30 Day Pending Snapshot)



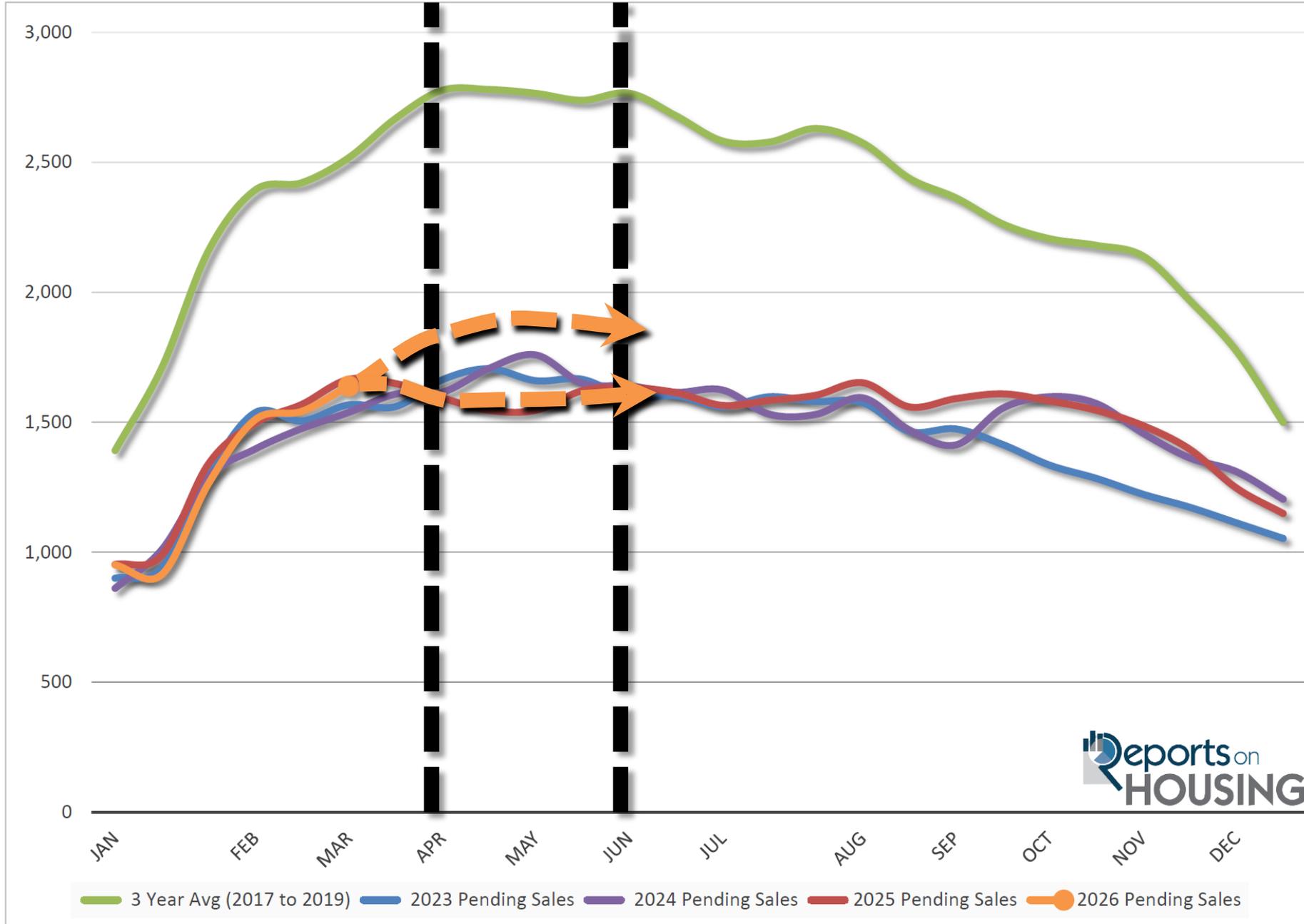
# Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot



# Orange County Demand Year Over Year

Prior 30 Day Pending Sales Snapshot

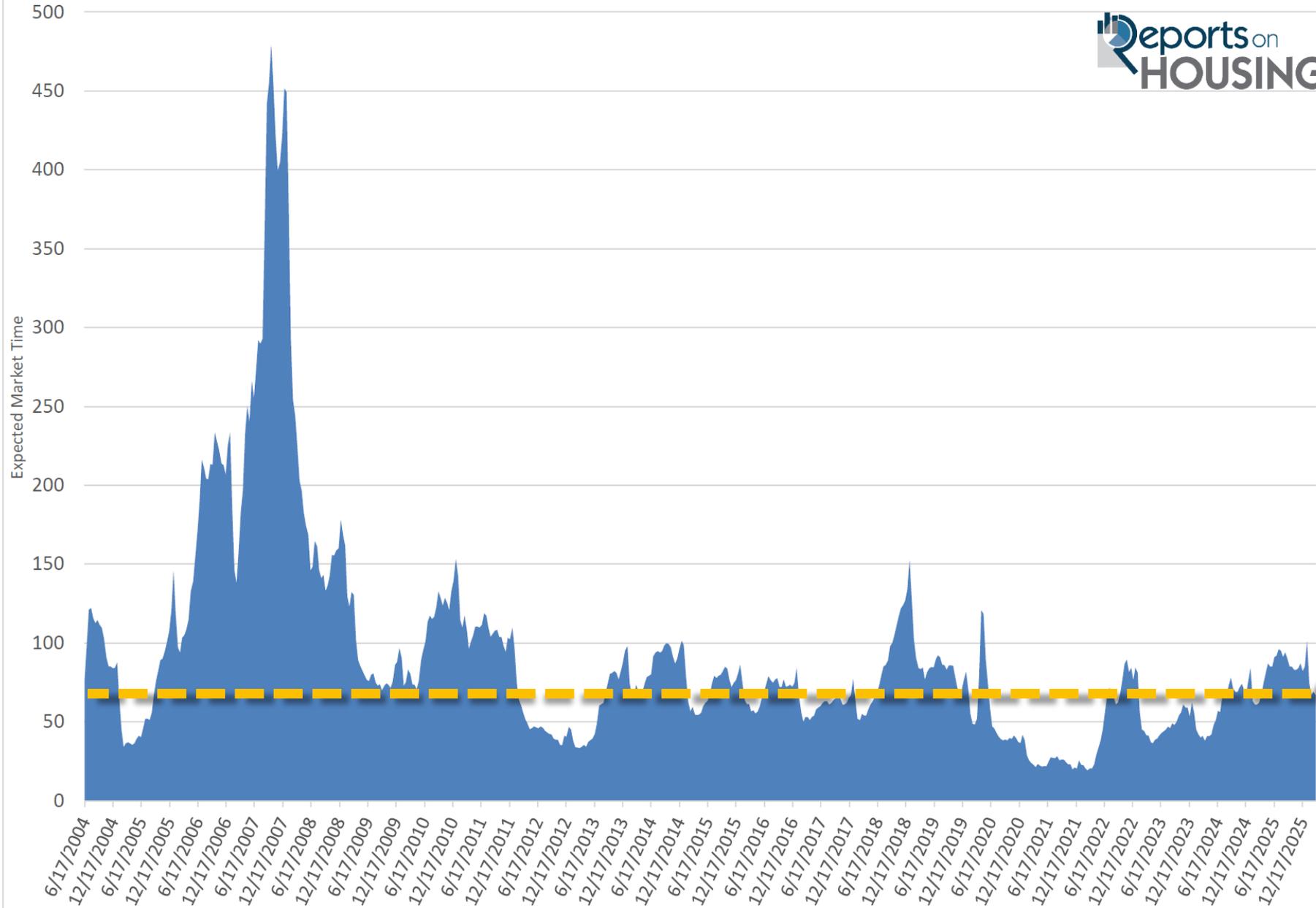




# The Speed of the Market

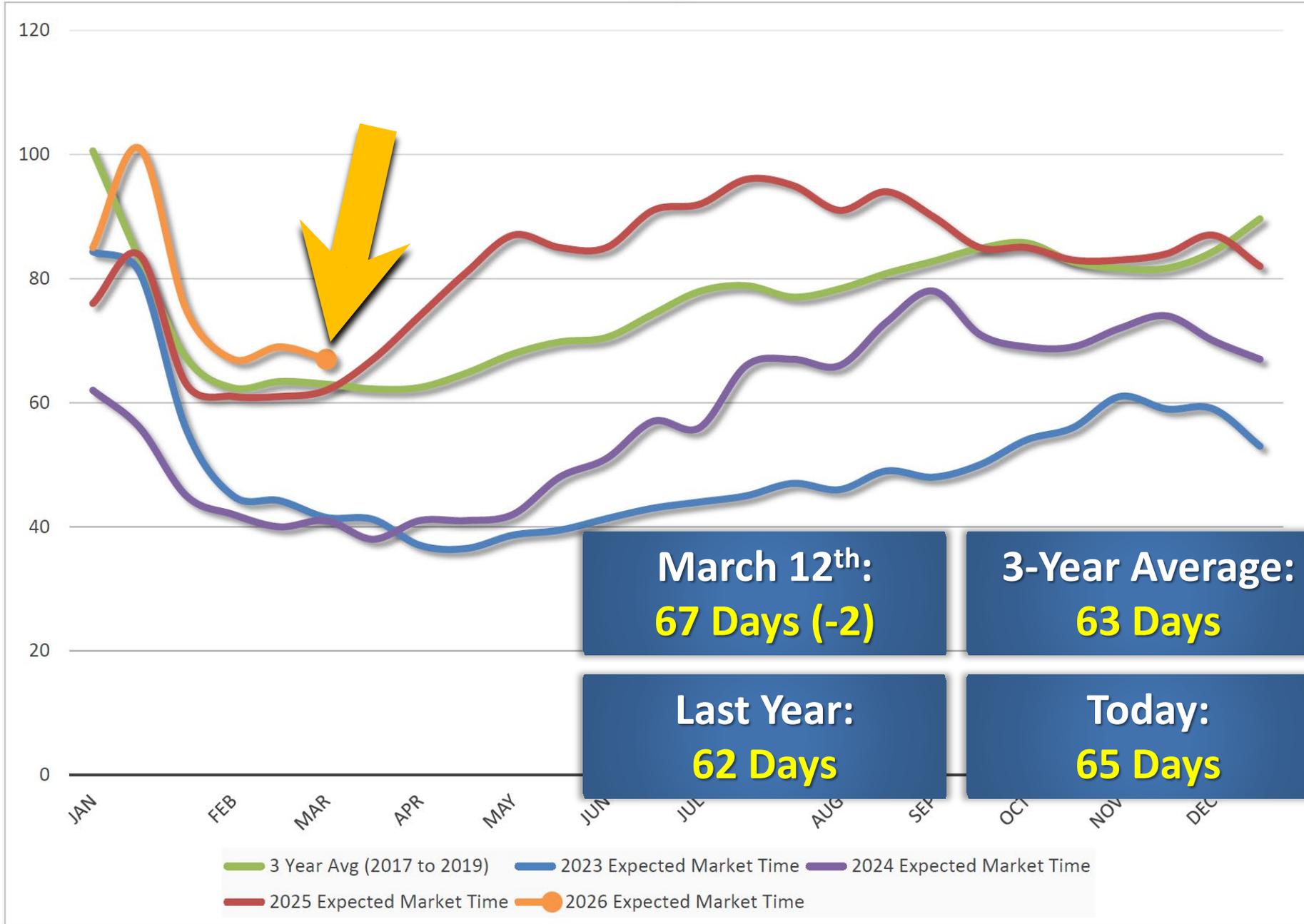
# Orange County Expected Market Time

Days of Inventory



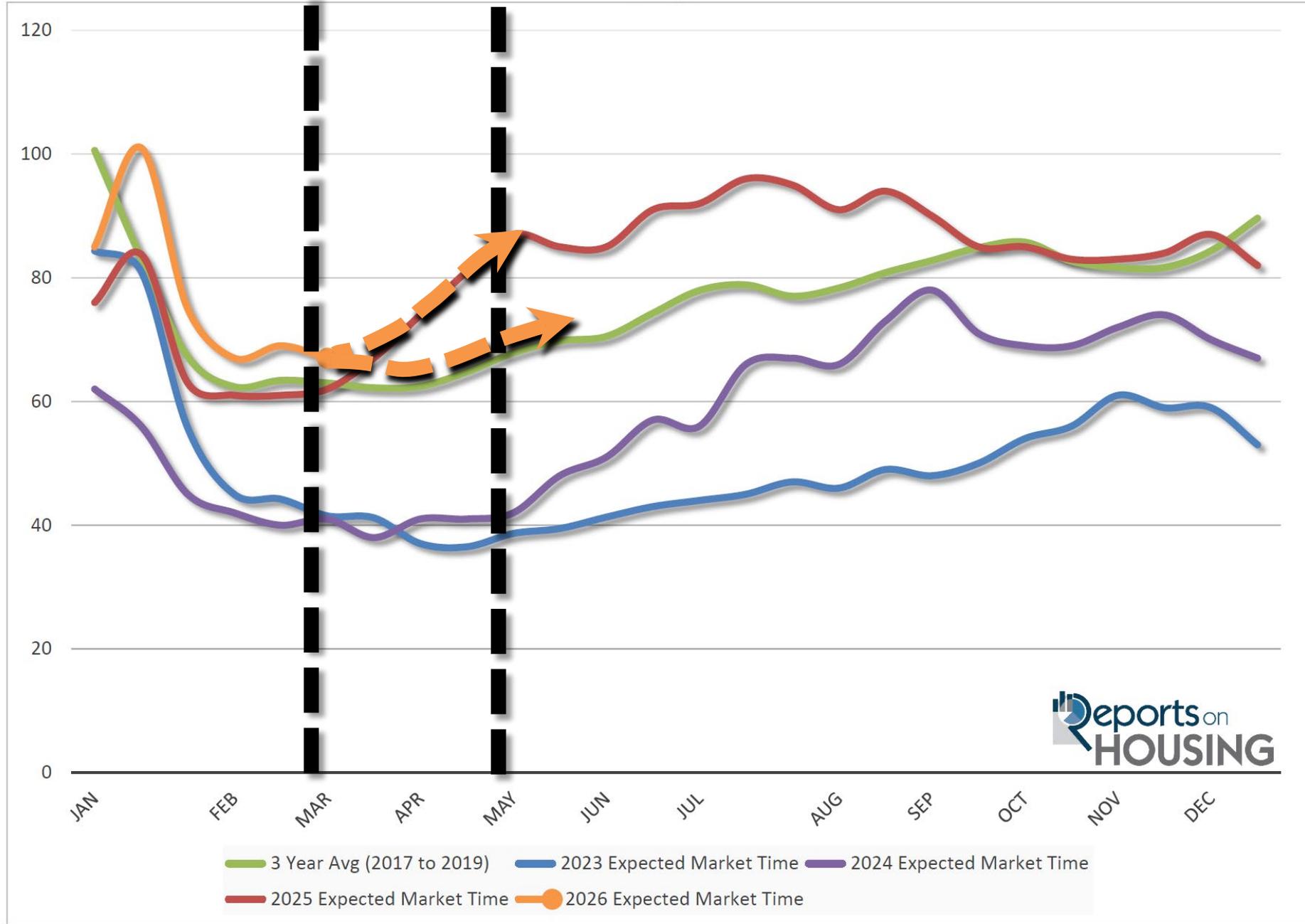
# Orange County Expected Market Time Year Over Year

In Days



# Orange County Expected Market Time Year Over Year

In Days





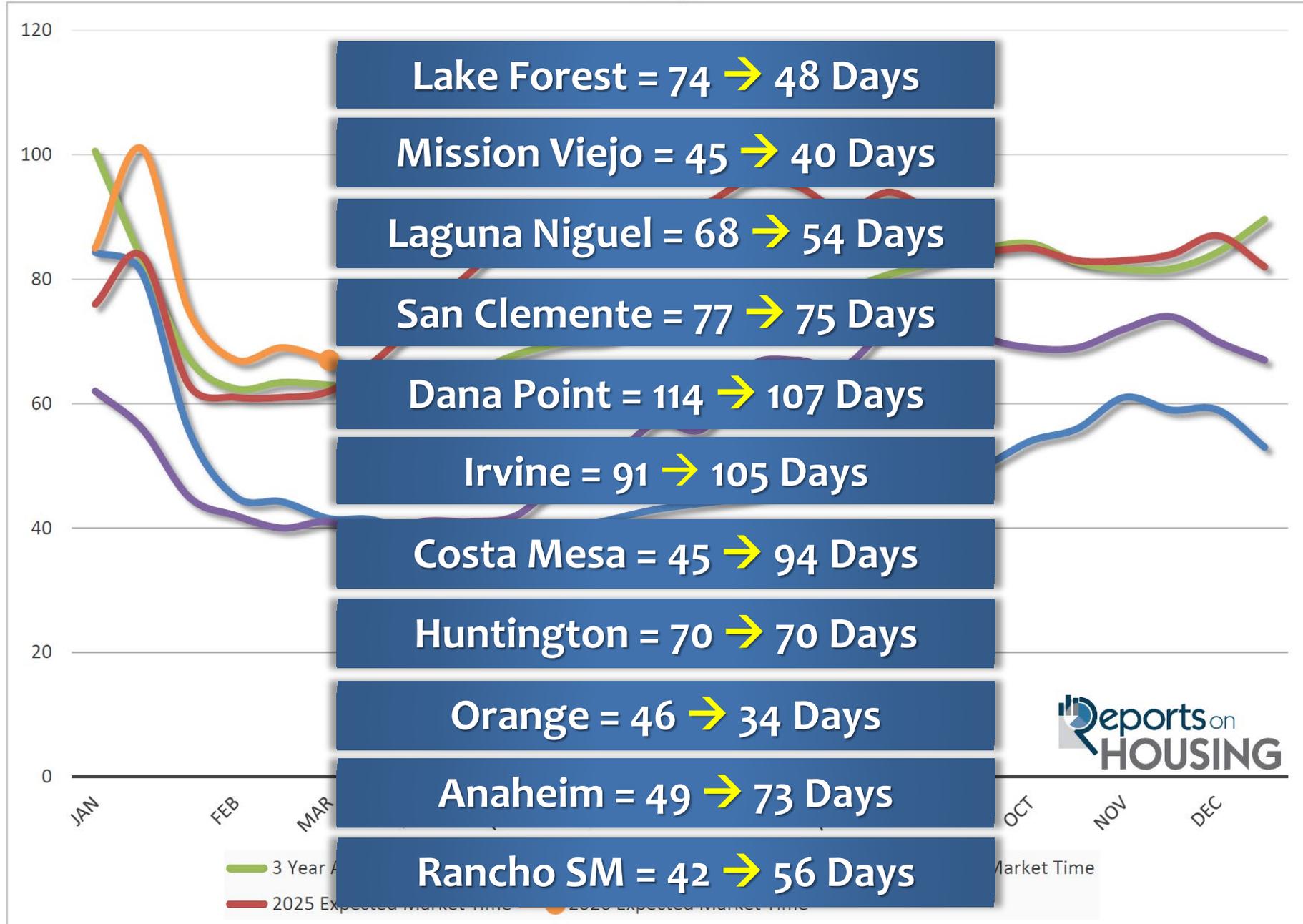
ORANGE COUNTY ATTACHED HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEAR AGO	MEDIAN ACTIVE LIST PRICE
3/12/2026								
All of O.C.	1,619	675	72	71	68	56	37	\$800k
O.C. \$0-\$500k	288	126	69	70	73	52	37	\$395k
O.C. \$500k-\$750k	431	207	62	66	59	44	27	\$639k
O.C. \$750k-\$1m	363	174	63	66	66	47	33	\$870k
O.C. \$1m-\$2m	394	140	84	77	67	78	47	\$1.3m
O.C. \$2m+	143	28	153	103	141	91	107	\$3.0m

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-YEAR AGO	MEDIAN ACTIVE LIST PRICE
3/12/2026								
All of O.C.	2,068	964	64	67	65	65	43	\$2.1m
O.C. \$0-\$750k	31	22	42	47	42	45	32	\$600k
O.C. \$750k-\$1m	152	136	34	35	41	33	22	\$935k
O.C. \$1m-\$1.25m	200	151	40	41	37	35	27	\$1.2m
O.C. \$1.25m-\$1.5m	251	192	39	35	39	44	28	\$1.4m
O.C. \$1.5m-\$2m	392	217	54	61	63	60	31	\$1.8m
O.C. \$2m-\$2.5m	240	89	81	101	80	76	-	\$2.3m
O.C. \$2.5m-\$4m	385	92	126	137	122	131	-	\$3.1m
O.C. \$4m-6m	147	41	108	118	147	129	118	\$4.9m
O.C. \$6m+	270	24	338	254	231	258	330	\$11.0m

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-YEAR AGO	MEDIAN ACTIVE LIST PRICE
3/12/2026								
Aliso Viejo	37	27	41	43	32	28	24	\$775k
Anaheim	188	77	73	56	49	49	28	\$899k
Anaheim Hills	26	19	41	35	30	26	20	\$1.2m
Brea	26	27	29	37	47	35	30	\$1.2m
Buena Park	33	31	32	32	37	38	40	\$945k
Corona Del Mar	72	20	108	139	223	97	102	\$4.7m
Costa Mesa	103	33	94	74	76	45	35	\$1.5m
Coto De Caza	38	16	71	49	103	90	37	\$2.4m
Cypress	34	20	51	53	41	34	18	\$950k
Dana Point	96	27	107	85	94	114	118	\$2.4m
Dove Canyon	9	1	270	50	40	150	10	\$1.9m
Foothill Ranch	9	7	39	39	40	39	23	\$1.2m
Fountain Valley	38	21	54	42	83	44	42	\$1.5m
Fullerton	89	62	43	55	48	50	30	\$965k
Garden Grove	78	41	57	74	78	44	45	\$1.1m
Huntington Beach	247	106	70	59	63	71	37	\$1.4m
Irvine	526	151	105	105	84	91	29	\$1.8m
La Habra	57	34	50	61	100	86	40	\$800k
La Palma	5	7	21	36	19	42	15	\$1.3m
Ladera Ranch	34	23	44	37	44	41	13	\$1.5m
Laguna Beach	158	20	237	205	201	233	130	\$4.9m
Laguna Hills	35	22	48	65	85	26	33	\$1.5m
Laguna Niguel	115	64	54	58	68	68	34	\$1.4m
Laguna Woods	147	64	73	73	75	56	34	\$1.2m
Lake Forest	124	77	48	75	81	74	32	\$1.5m
LOS Alamitos	8	4	60	13	23	23	30	\$1.7m
Mission Viejo	116	86	40	39	42	45	25	\$1.1m
Newport Beach	216	45	144	112	124	109	146	\$4.6m
Newport Coast	54	6	270	300	206	108	146	\$12.2m
North Tustin	22	6	110	79	36	51	50	\$3.0m
Orange	91	80	34	36	50	46	28	\$1.4m
Placentia	35	28	38	59	60	38	27	\$960k
Portola Hills	19	6	95	120	85	110	9	\$1.8m
Rancho Mission Viejo	82	29	85	89	60	61	29	\$1.2m
Rancho Santa Marg.	63	34	56	71	60	42	25	\$995k
Rossmoor	6	4	45	180	50	30	90	\$1.8m
San Clemente	110	44	75	80	65	77	53	\$2.1m
San Juan	55	22	75	84	48	120	68	\$2.7m
Santa Ana	168	76	66	76	85	58	40	\$799k
Seal Beach	69	44	47	55	45	35	57	\$409k
Stanton	29	12	73	57	52	15	15	\$655k
Talega	20	7	86	95	56	90	30	\$2.1m
Tustin	66	33	60	68	52	37	30	\$1.3m
Villa Park	8	6	40	68	120	55	60	\$3.2m
Westminster	37	20	56	43	46	41	38	\$1.3m
Yorba Linda	107	53	61	68	42	46	49	\$1.6m
All of O.C.	3,687	1,639	67	69	67	62	41	\$1.4m

# Orange County Expected Market Time Year Over Year

In Days



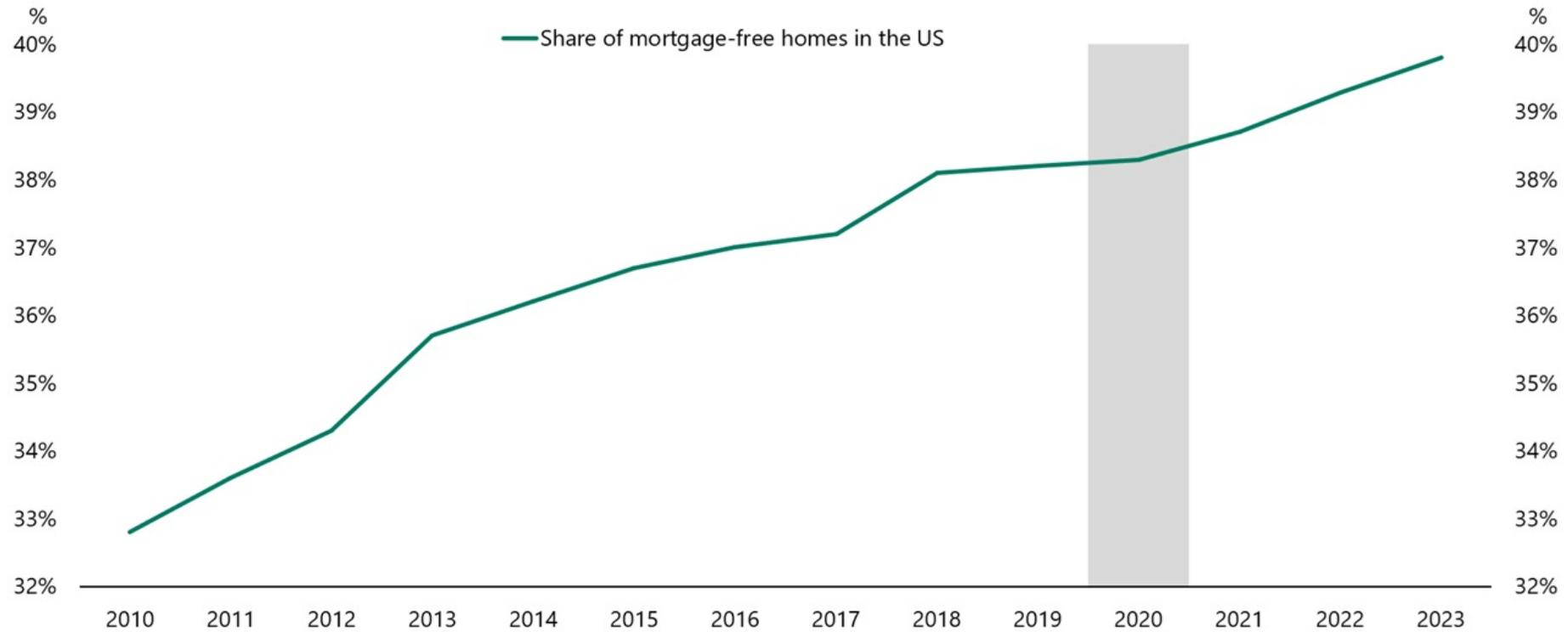


# United States Housing



40% of US homes don't have a mortgage

**FORTUNE**



# California Homeowners Have Plenty of Equity

≤ 60% LTV   61% to 70% LTV   71% to 80% LTV   81% to 90% LTV   91% to 100% LTV

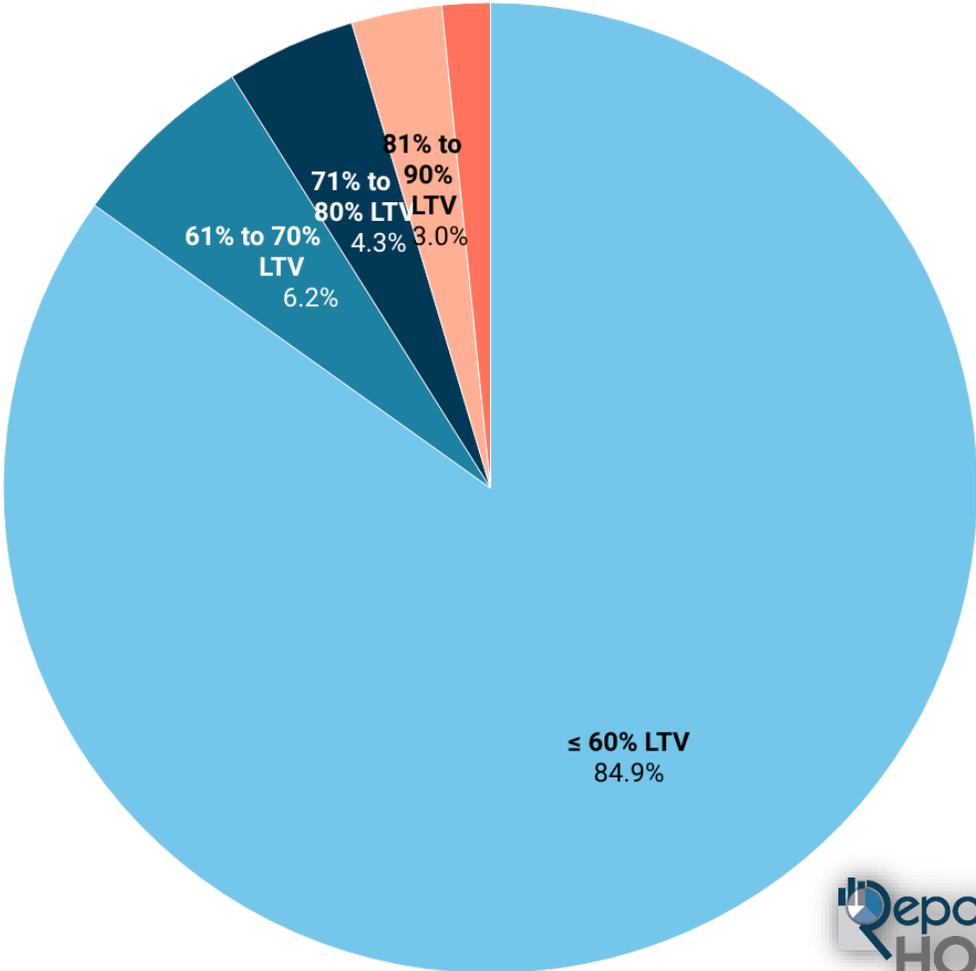
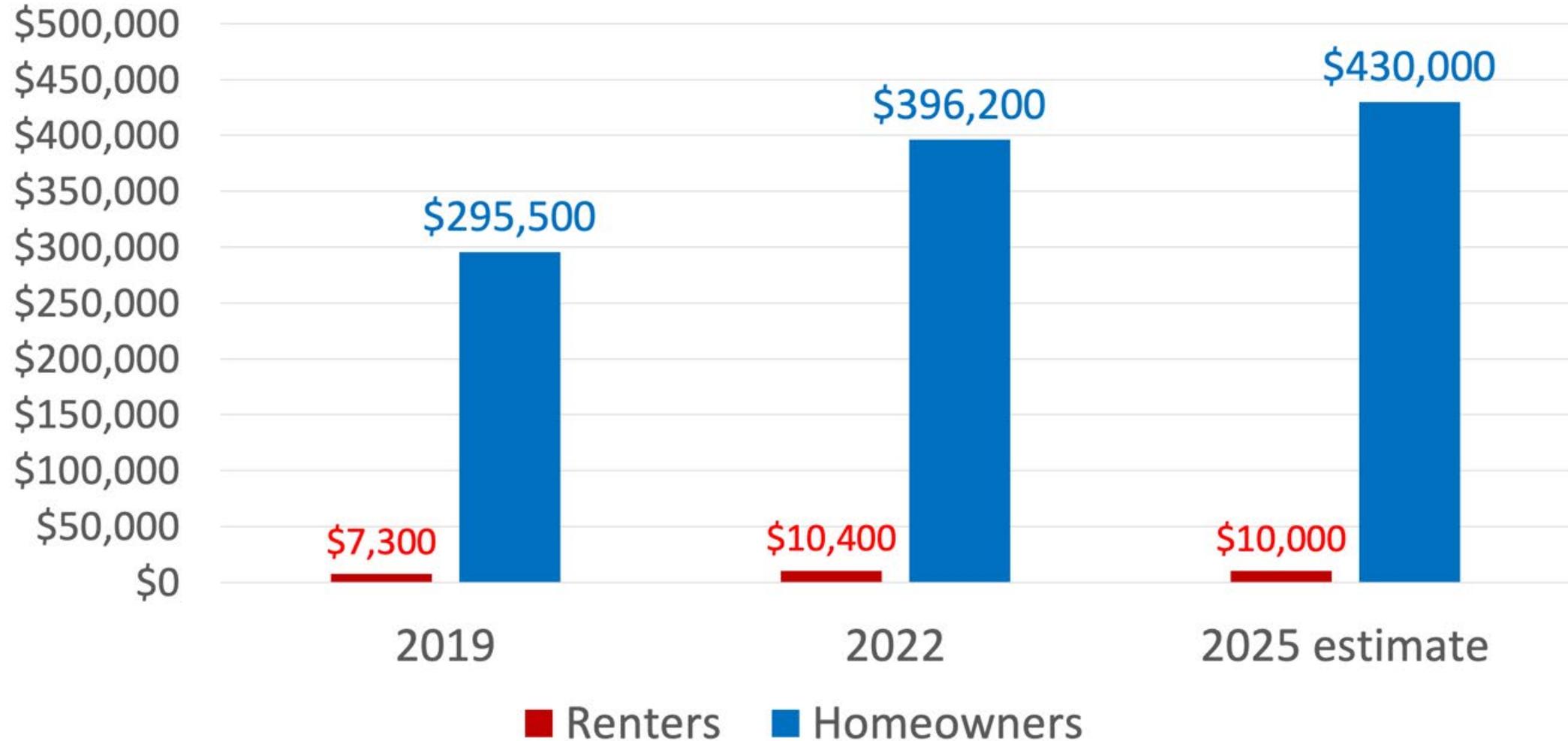


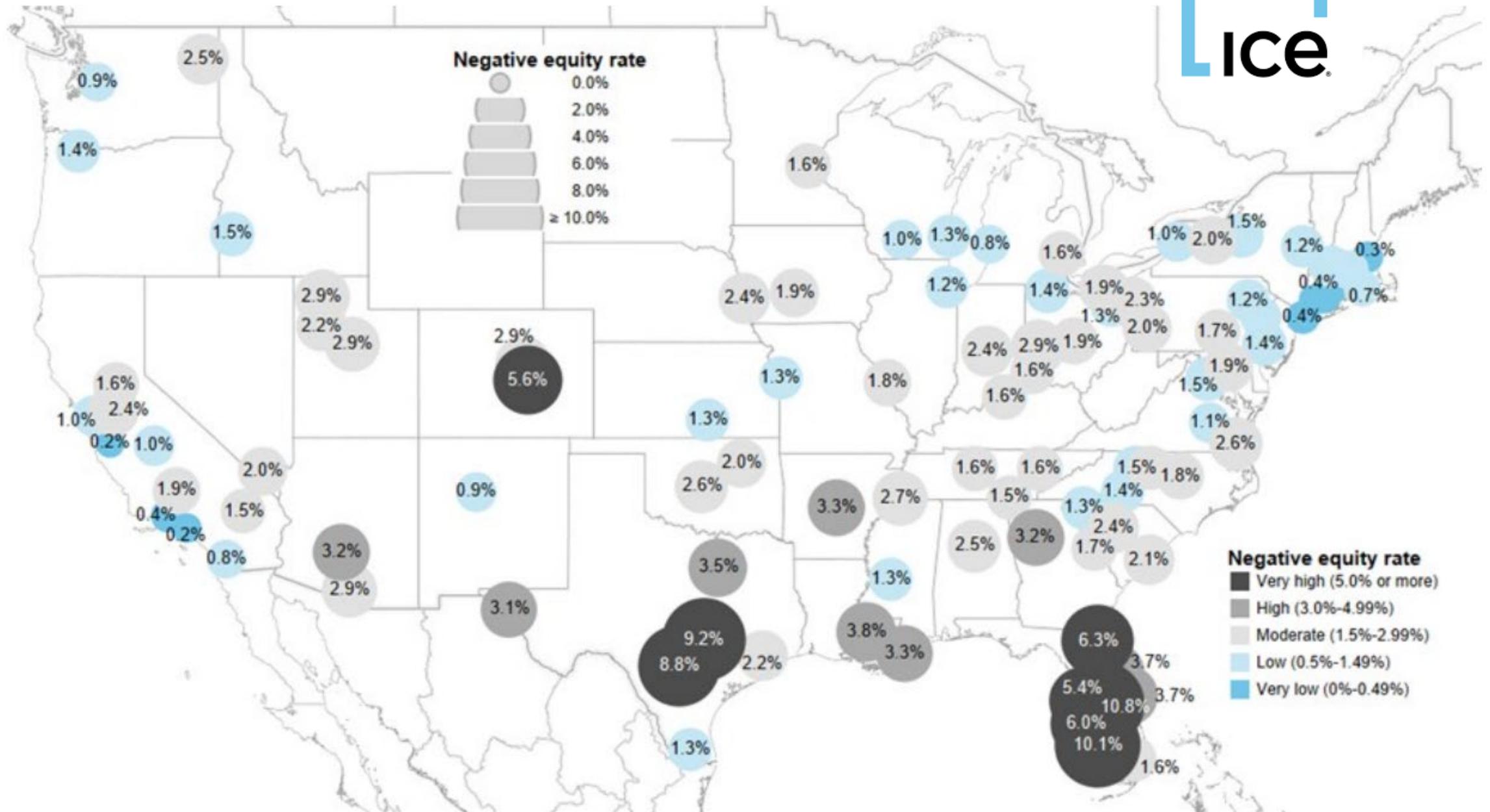
Chart: Reports On Housing • Source: Source: Q3 2025 Data, National Mortgage Database, published on December 30, 2025 • Created with Datawrapper

# Median Net Worth Between Owners and Renters



Source: Median Net Worth from Federal Reserve Survey of Consumer Finance

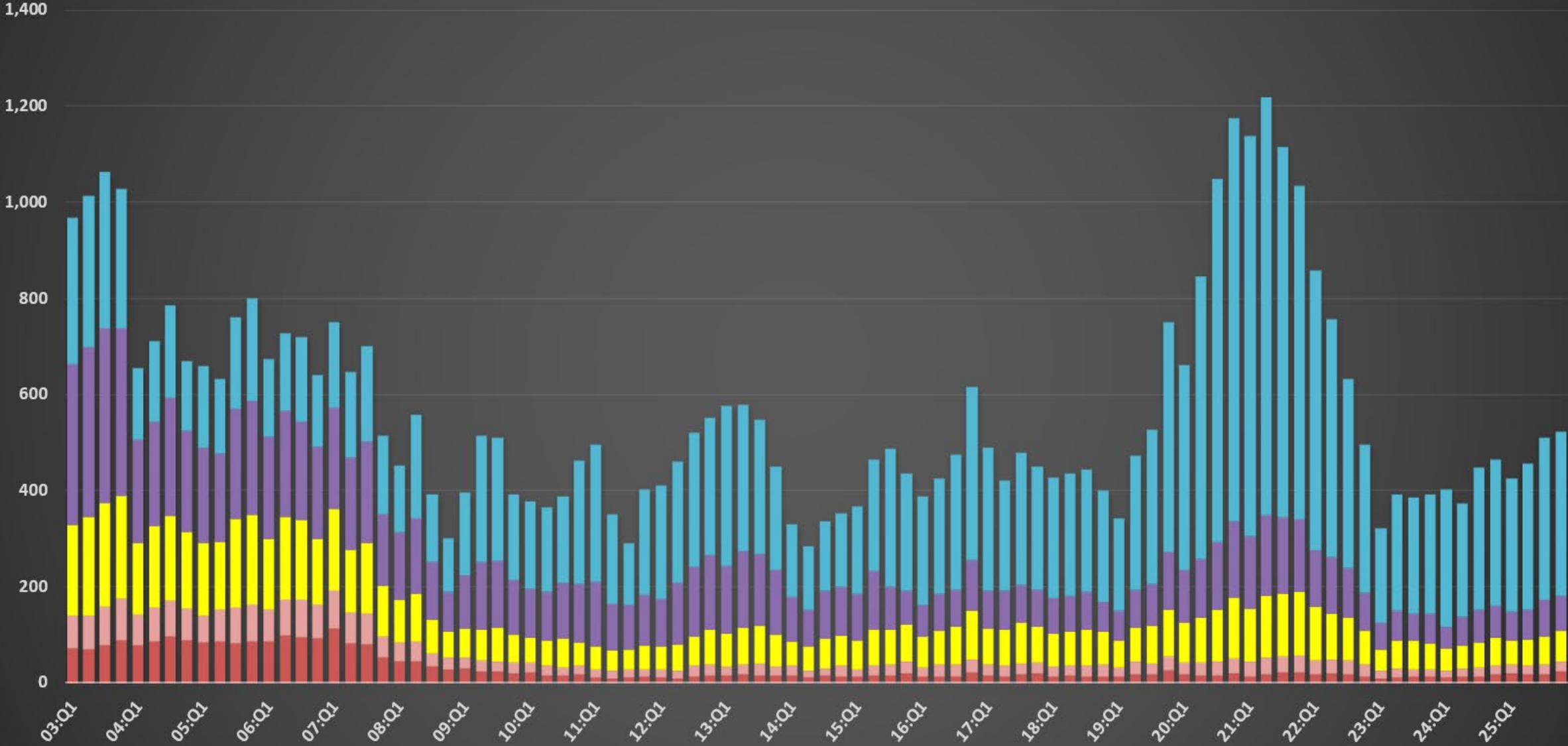
# Negative equity rate by market (CBSA)



# Mortgage Originations by Credit Score\*

Billions of Dollars

Billions of Dollars

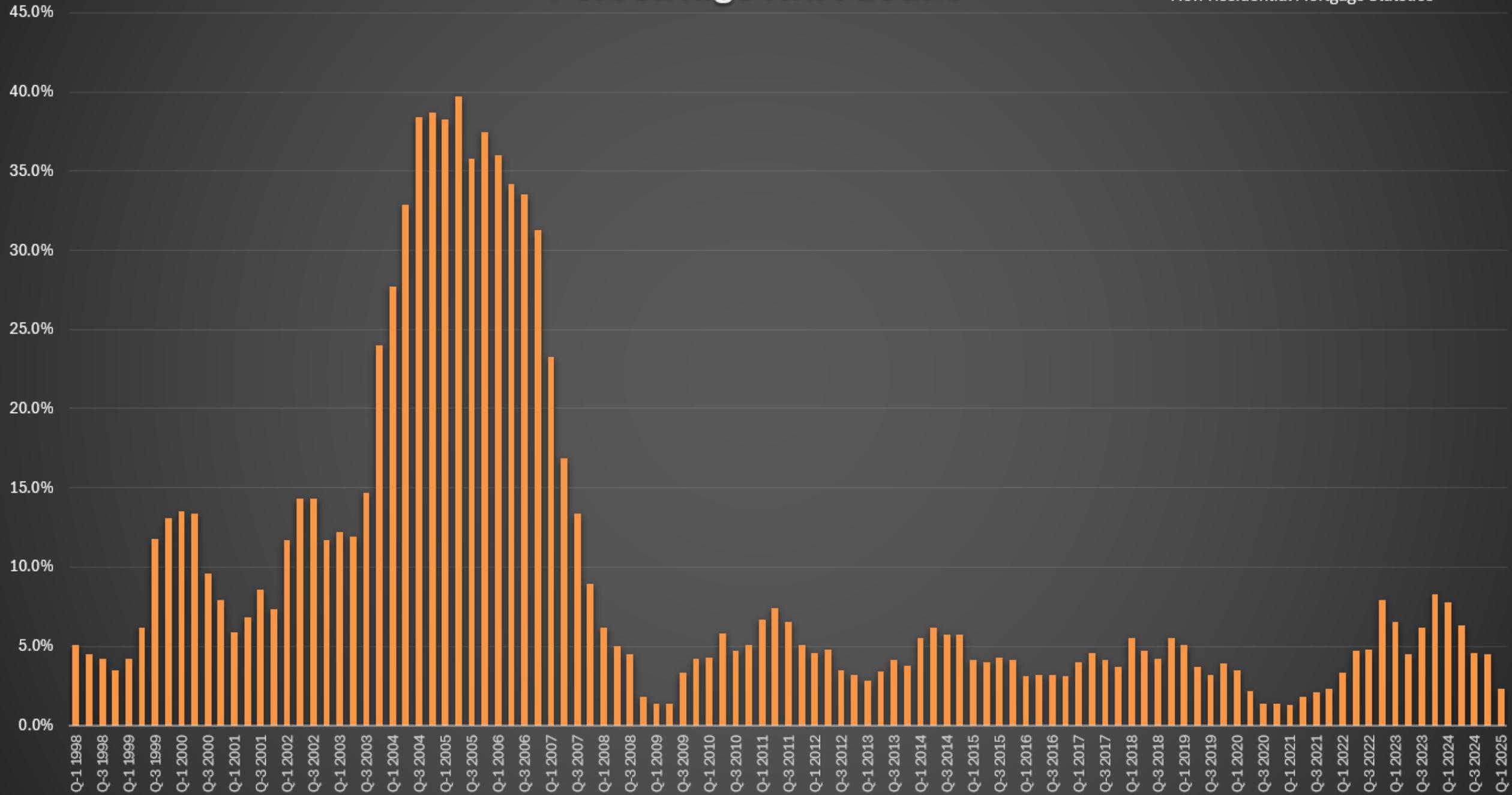


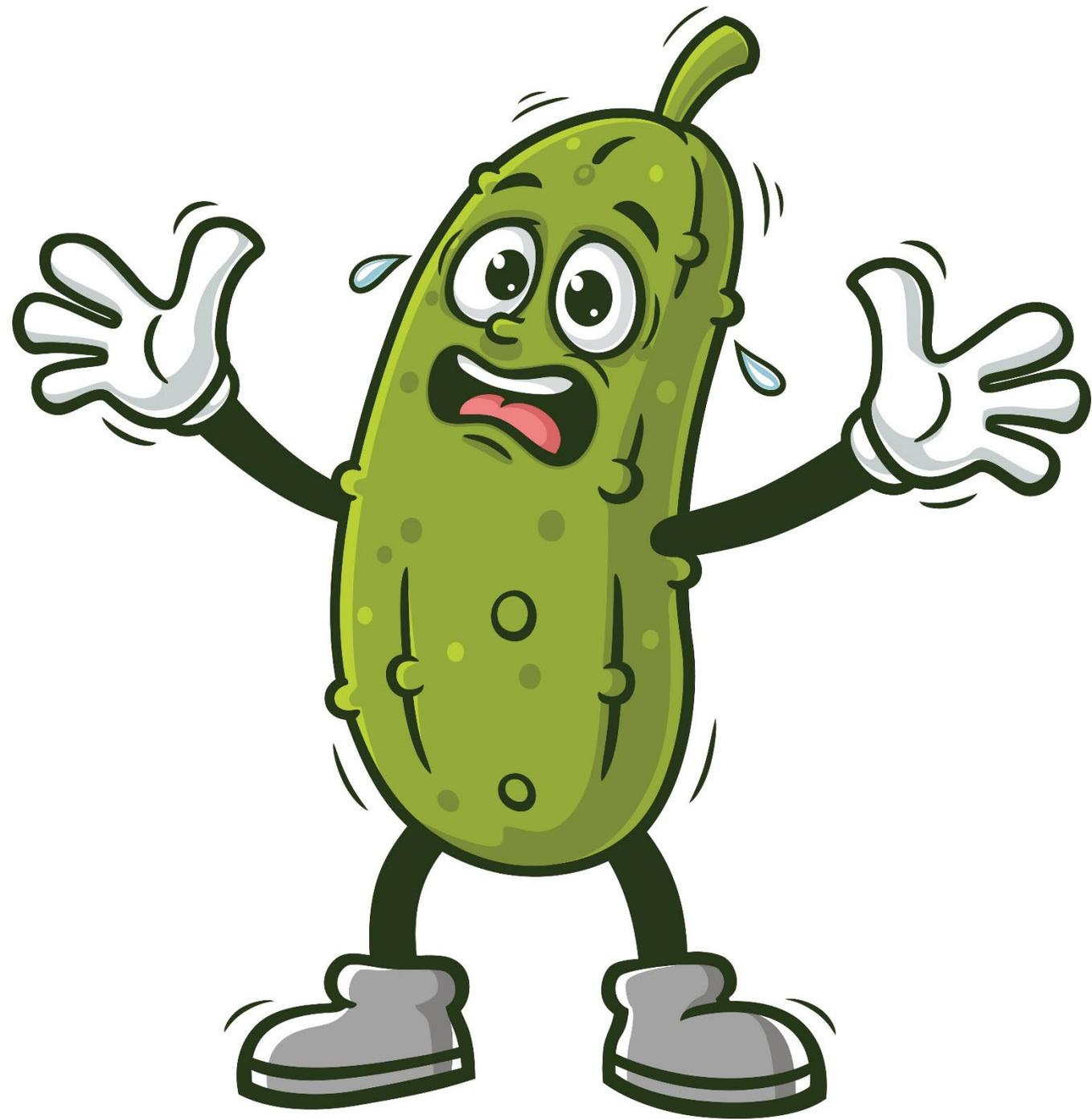
Source: New York Fed Consumer Credit Panel/Equifax  
\* Credit Score is Equifax Riskscore 3.0

<620 620-659 660-719 720-759 760+

# Percentage ARM Loans

Source: FHFA - National Mortgage Database  
New Residential Mortgage Statistics







# Market Overview



10052

# Y-o-Y Luxury - \$2.5m+

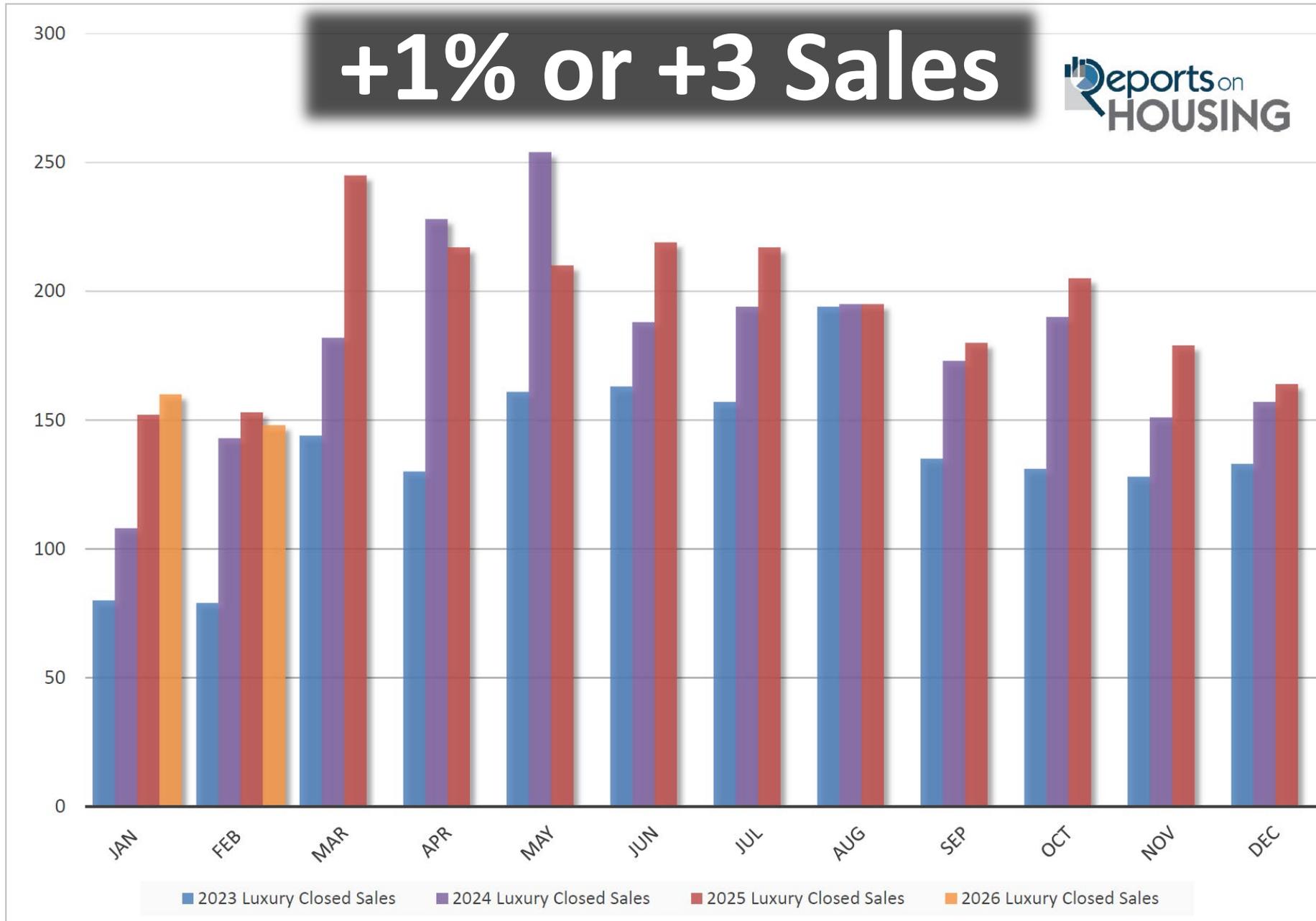
Inventory: 900  
**-8% or -78 Homes**

Demand: 180  
**-8% or -16 Pending Sales**

Expected Market Time: 150 Days  
**150 Days Last Year**

# Orange County Luxury Closed Sales Year Over Year (\$2.5m+)

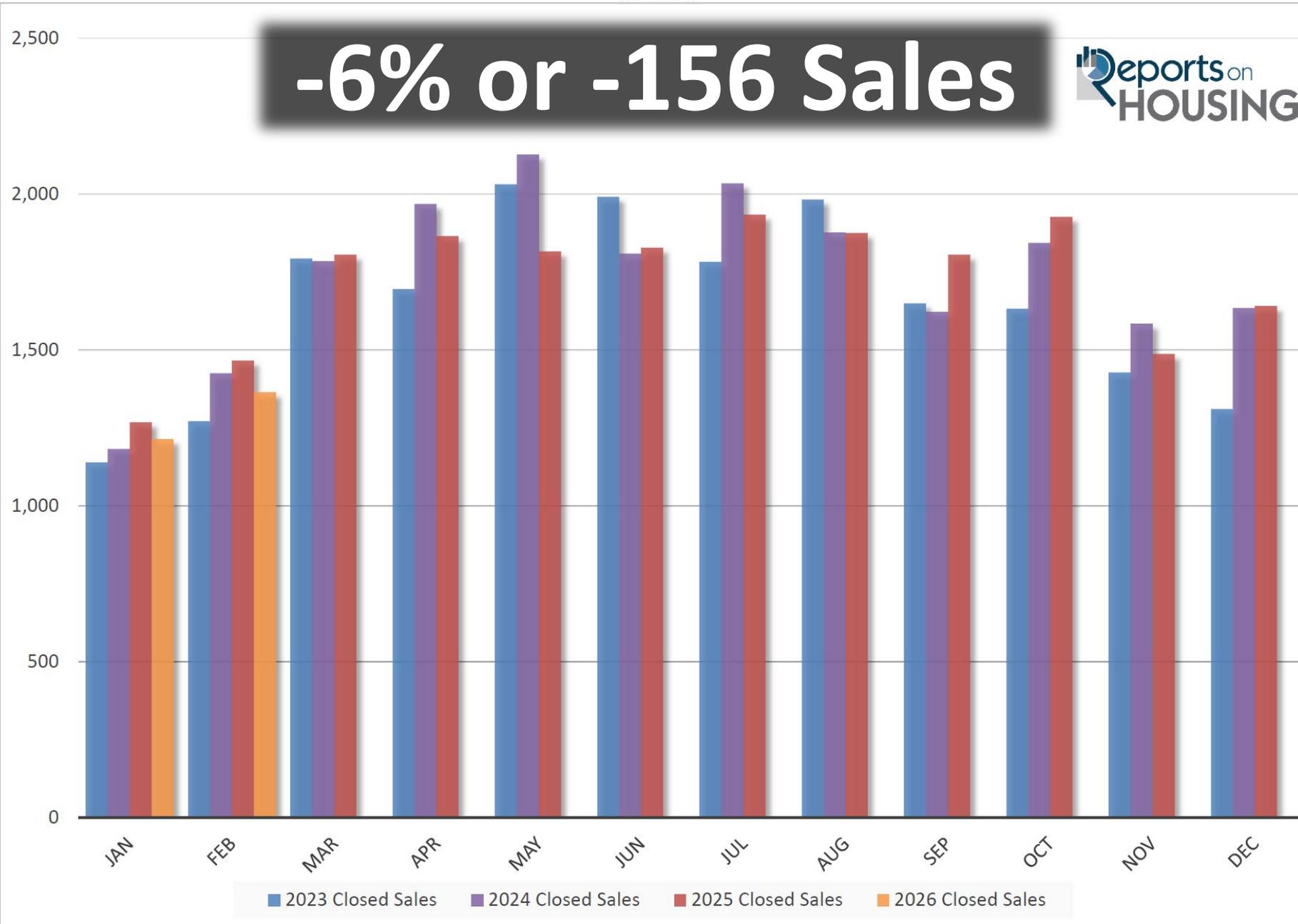
**+1% or +3 Sales**



# Orange County Closed Sales Year Over Year

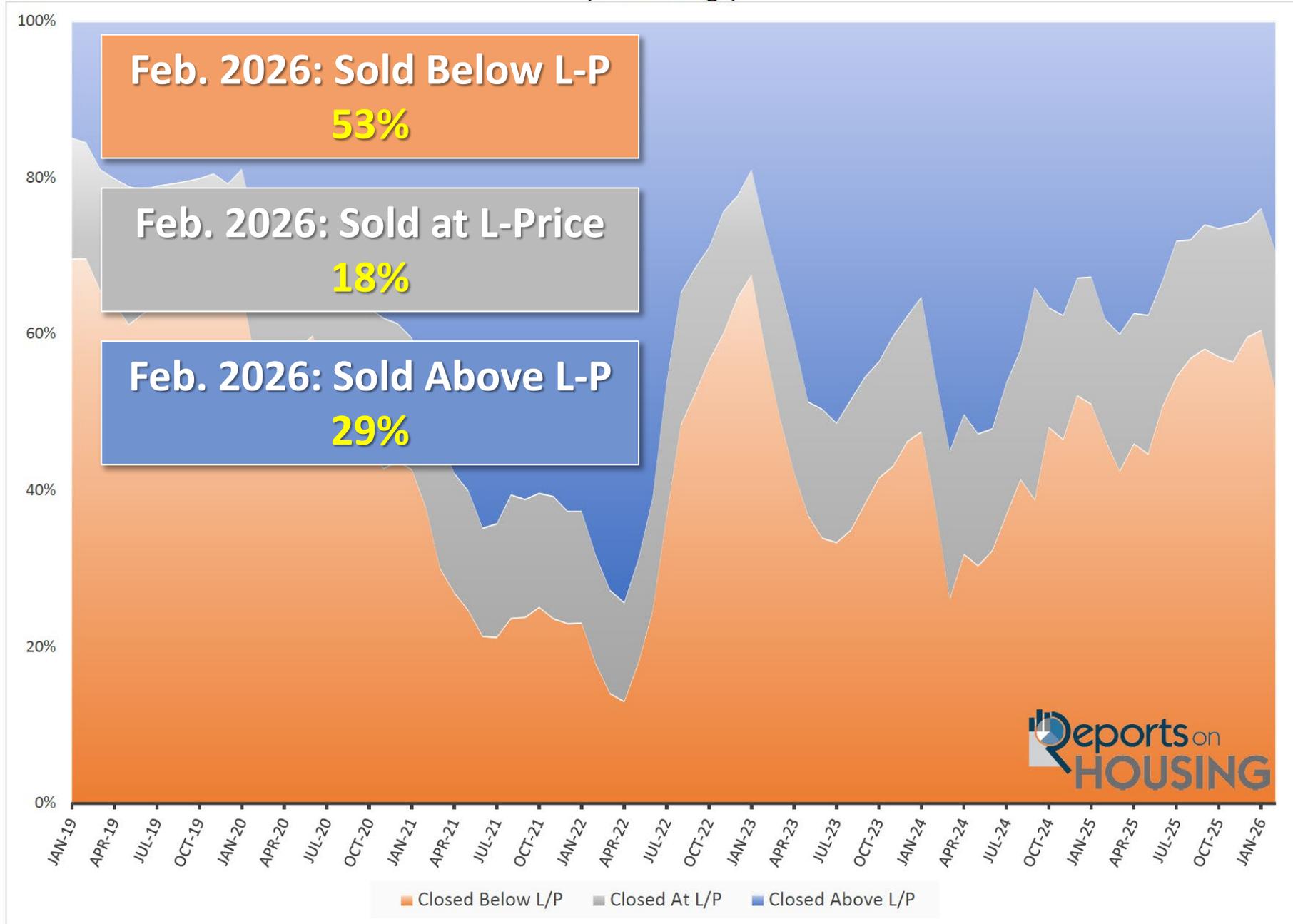
(Monthly)

**-6% or -156 Sales**



# Orange County Closed Vs. Last List Price Breakdown

(% of Closings)

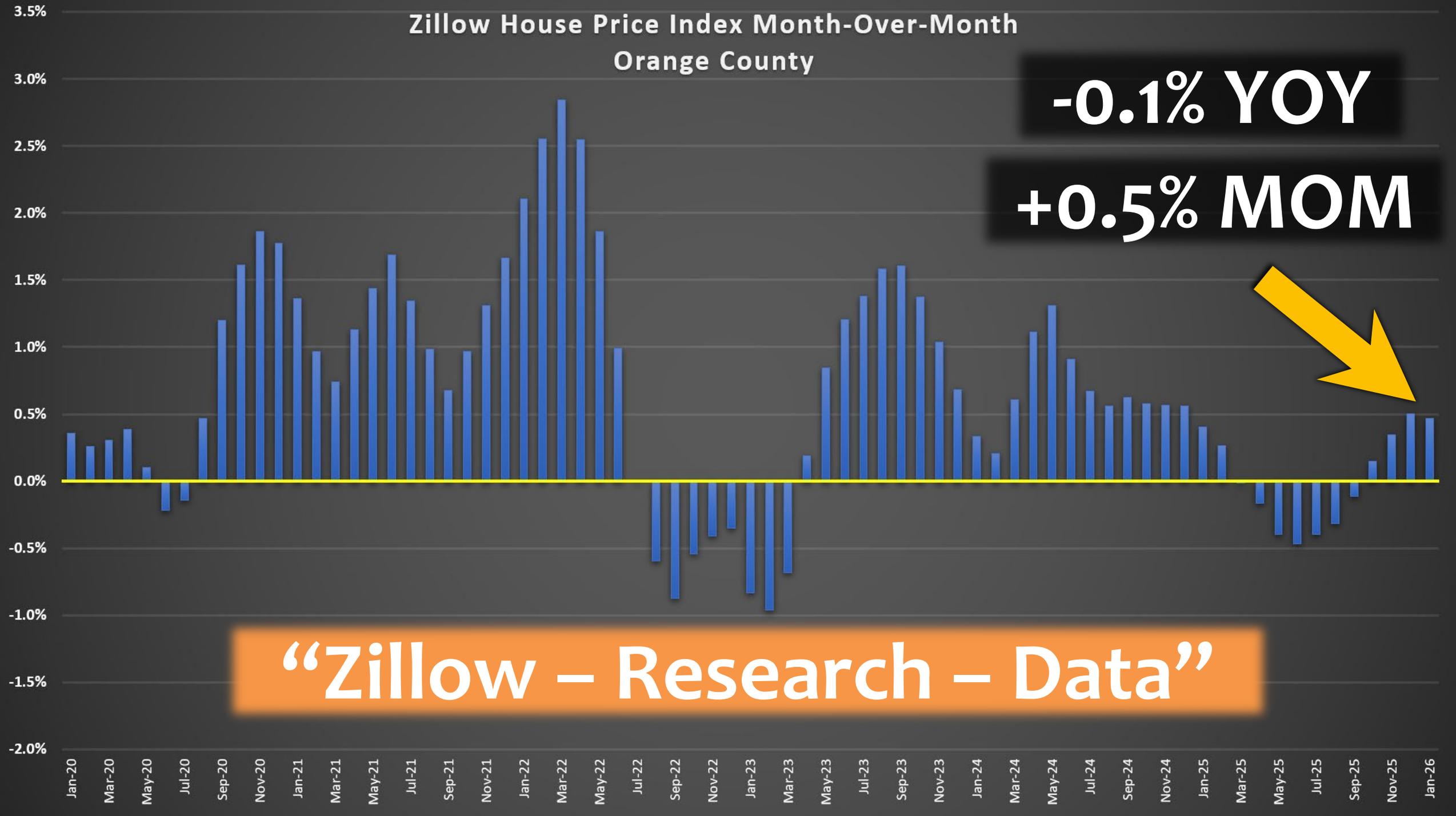


# Zillow House Price Index Month-Over-Month Orange County

**-0.1% YOY**  
**+0.5% MOM**



**“Zillow – Research – Data”**





# Precision Pricing



**PRICES**

**OVERPRICED!**

**FOR  
SALE**





**REDUCED  
PRICE**

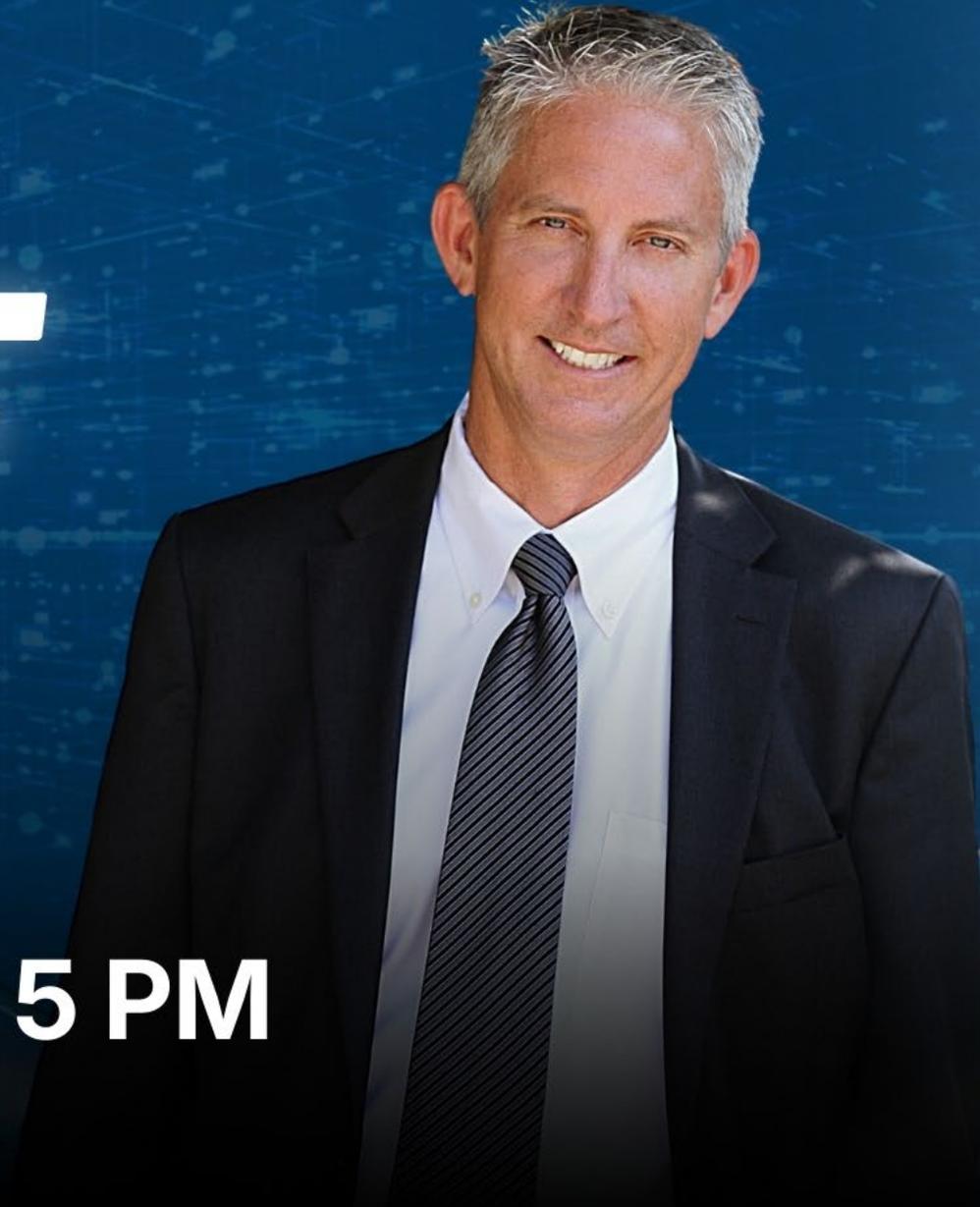


**29%**

## Orange County - February 2026

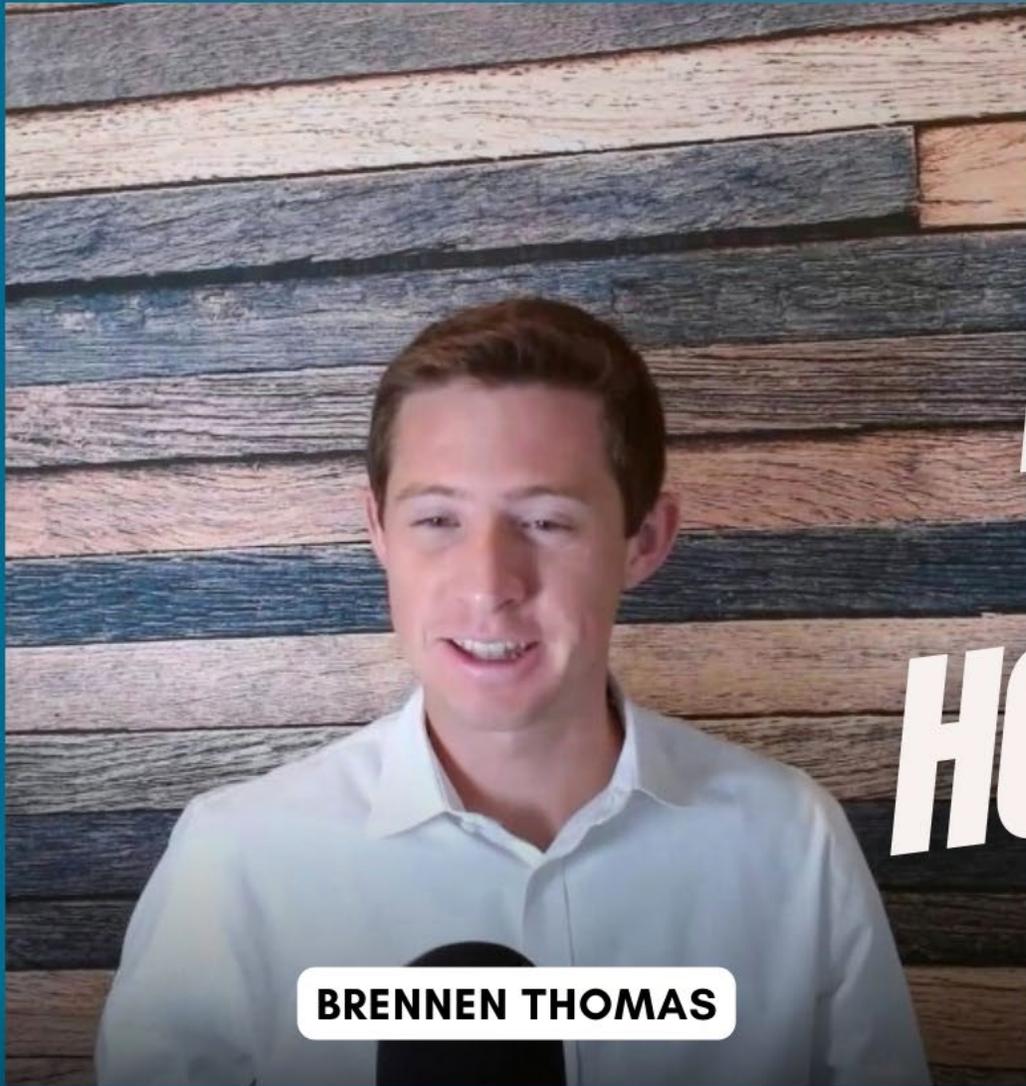
Reduction	% of Sales	Sales to Last List Price Ratio	Sales to Original List Price Ratio	Median DOM
No Reduction	74%	100.0%	100.0%	9 Days
1% to 4%	13%	97.9%	95.4%	71 Days
5% or more	12%	97.6%	89.3%	107 Days

# HOUSING DEBRIEF



**Thursdays/Fridays at 5 PM**

 **YouTube @ReportsOnHousing**



BRENNEN THOMAS



STEVEN THOMAS

# LET'S TALK HOUSING



Every-Other-Wednesday

@ReportsOnHousing

# Weekly Text Messages

MUST BE A SUBSCRIBER

**Reports on HOUSING**  
Your Local Real Estate Specialist

THE LOS ANGELES COUNTY HOUSING REPORT  
DATA CAPTURED: FEBRUARY 12<sup>TH</sup>, 2026

-6 DAYS  
**99 DAYS**  
EXPECTED MARKET TIME



**11,811** +2%  
ACTIVE LISTINGS

**3,565** +8%  
DEMAND

**Reports on HOUSING**  
Your Local Real Estate Specialist

THE ORANGE COUNTY HOUSING REPORT  
DATA CAPTURED: JANUARY 29<sup>TH</sup>, 2026

-14 DAYS  
**75 DAYS**  
EXPECTED MARKET TIME



**3,179** +1%  
ACTIVE LISTINGS

**1,264** +20%  
DEMAND

# ORANGE COUNTY MONTHLY SOLD REPORT

JANUARY 2026

By: Brennen Thomas

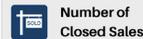
(949) 537-1114

[brennenreportsonhousing.com](https://www.brennenreportsonhousing.com)

## CUMULATIVE SOLD REPORT

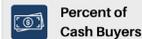


Orange County  
January 2026



Number of Closed Sales

1,214 Sold



Percent of Cash Buyers

26.9% Cash



Median Original List Price

\$1,199,450



Median Final List Price

\$1,189,500



Median Sales Price

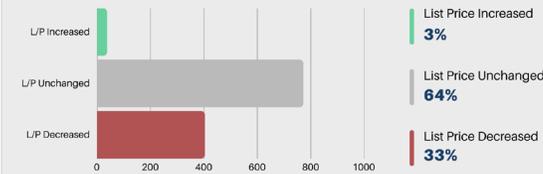
\$1,175,000



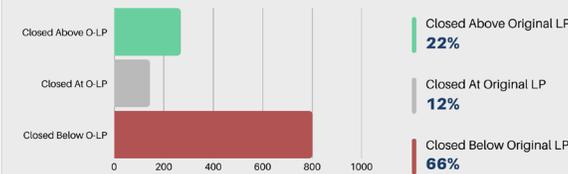
Sales-To-List Price Ratio

98.7%

### List Price Breakdown



### Closed Vs. Original List Price Breakdown



## ORANGE COUNTY CITY SOLD BREAKDOWN

ORANGE COUNTY CITIES	UNITS SOLD JAN 2026	LIST PRICE INCREASE	LIST PRICE NO CHANGE	LIST PRICE DECREASE	AVG. DROP IN LIST PRICE (%)	AVG. DROP IN LIST PRICE (\$)	CLOSED ABOVE ORIGINAL L/P (%)	CLOSED AT ORIGINAL L/P (%)	CLOSED BELOW ORIGINAL L/P (%)	(%) OF HOMES SOLD LESS THAN 30 DAYS	UNITS SOLD JAN 2025
Aliso Viejo	18	6%	61%	33%	5%	\$49k	33%	6%	61%	61%	15
Anaheim	68	4%	66%	29%	7%	\$42k	26%	19%	54%	65%	68
Anaheim Hills	14	0%	64%	36%	5%	\$56k	21%	7%	71%	50%	24
Brea	11	9%	82%	9%	3%	\$45k	82%	0%	18%	73%	22
Buena Park	20	10%	75%	15%	4%	\$38k	60%	5%	35%	80%	28
Corona Del Mar	13	0%	54%	46%	9%	\$331k	8%	8%	85%	31%	19
Costa Mesa	35	0%	63%	37%	8%	\$148k	26%	9%	66%	57%	36
Coto De Caza	12	8%	25%	67%	8%	\$185k	8%	0%	92%	25%	9
Cypress	15	13%	73%	13%	3%	\$18k	60%	0%	40%	67%	17
Dana Point	17	6%	53%	41%	7%	\$408k	12%	12%	76%	35%	31
Dove Canyon	3	0%	33%	67%	6%	\$100k	0%	0%	100%	0%	1
Foothill Ranch	2	0%	0%	100%	6%	\$60k	0%	0%	100%	0%	4
Fountain Valley	17	0%	76%	24%	4%	\$50k	35%	24%	41%	71%	11
Fullerton	43	0%	72%	28%	4%	\$66k	33%	12%	56%	60%	43
Garden Grove	32	3%	81%	16%	3%	\$32k	44%	16%	41%	75%	36
Huntington Beach	101	3%	66%	31%	6%	\$130k	31%	23%	47%	55%	69
Irvine	124	3%	58%	39%	5%	\$86k	10%	7%	82%	45%	117
La Habra	8	25%	63%	13%	3%	\$20k	38%	13%	50%	63%	2
La Palma	5	0%	80%	20%	29%	\$400k	20%	0%	80%	60%	5
Ladera Ranch	14	0%	57%	43%	4%	\$79k	14%	14%	71%	50%	18
Laguna Beach	20	0%	70%	30%	6%	\$125k	10%	10%	80%	55%	21
Laguna Hills	14	0%	64%	36%	5%	\$183k	25%	7%	64%	50%	35
Laguna Niguel	42	2%	69%	29%	4%	\$57k	21%	17%	62%	60%	34
Laguna Woods	48	2%	56%	42%	8%	\$38k	13%	15%	73%	42%	58
Lake Forest	43	2%	40%	58%	7%	\$106k	21%	2%	77%	37%	38
Los Alamitos	4	0%	50%	50%	21%	\$385k	0%	0%	100%	75%	1
Mission Viejo	53	2%	58%	40%	5%	\$74k	15%	9%	75%	45%	69
Newport Beach	40	0%	63%	36%	10%	\$965k	3%	20%	78%	43%	32
Newport Coast	11	0%	82%	18%	4%	\$760k	0%	0%	100%	64%	9
North Tustin	7	0%	100%	0%	N/A	N/A	14%	0%	86%	43%	9
Orange	45	4%	67%	29%	6%	\$86k	29%	13%	58%	67%	35
Placentia	15	13%	80%	7%	1%	\$20k	40%	20%	40%	87%	18
Portola Hills	7	0%	43%	57%	5%	\$81k	14%	0%	86%	29%	2
Rancho Mission Viejo	17	0%	63%	35%	3%	\$44k	12%	0%	82%	47%	9
Rancho Santa Margarita	22	0%	52%	48%	6%	\$70k	0%	4%	96%	33%	17
Rossmore	1	0%	0%	100%	2%	\$40k	0%	0%	100%	100%	1
San Clemente	29	0%	62%	38%	10%	\$235k	14%	10%	76%	38%	53
San Juan Capistrano	21	5%	67%	29%	7%	\$170k	19%	14%	67%	52%	17
Santa Ana	56	5%	70%	25%	6%	\$63k	34%	13%	54%	55%	62
Seal Beach	34	0%	71%	29%	6%	\$34k	15%	12%	74%	50%	15
Stanton	8	0%	75%	25%	3%	\$24k	25%	13%	63%	63%	7
Talega	2	0%	50%	50%	5%	\$104k	50%	0%	50%	50%	10
Tustin	18	11%	50%	39%	6%	\$78k	33%	6%	61%	50%	31
Villa Park	4	0%	75%	25%	17%	\$725k	0%	0%	100%	0%	6
Westminster	17	6%	76%	18%	6%	\$75k	29%	12%	59%	76%	21
Yorba Linda	46	2%	59%	39%	5%	\$86k	13%	13%	74%	46%	5
All of O.C.	1,214	3%	64%	33%	6%	\$138k	22%	12%	65%	53%	1,268
\$0-\$500k	87	1%	59%	40%	8%	\$30k	15%	18%	67%	52%	105
\$500k-\$750k	169	3%	60%	37%	5%	\$33k	22%	12%	66%	46%	175
\$750k-\$1m	211	5%	66%	28%	6%	\$62k	38%	13%	49%	62%	242
\$1m-\$1.25m	217	4%	65%	31%	6%	\$76k	27%	15%	57%	60%	168
\$1.25m-\$1.5m	163	3%	61%	36%	7%	\$123k	23%	11%	63%	59%	177
\$1.5m-\$2m	155	2%	66%	32%	6%	\$111k	15%	9%	76%	49%	166
\$2m-\$2.5m	52	0%	67%	33%	6%	\$161k	18%	8%	73%	45%	80
\$2.5m-\$4m	84	6%	55%	39%	7%	\$272k	10%	10%	81%	37%	91
\$4m-\$6m	44	0%	80%	20%	9%	\$547k	6%	8%	85%	52%	38
\$6m+	32	0%	66%	34%	9%	\$1.3m	0%	3%	97%	34%	26

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# ORANGE COUNTY LEASE ANALYSIS REPORT

JANUARY  
2026

By: Pierce Paragas

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ORANGE COUNTY - ALL HOMES



## LEASE ANALYSIS ALL HOMES

By Bedrooms:

LEASE ANALYSIS ALL HOMES	UNITS LEASED January 2026	MEDIAN LIST PRICE	MEDIAN LEASE PRICE	LEASE TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM
<b>BEDROOMS</b>									
0-1 Bedrooms	97	\$2,500	\$2,500	97.5%	\$1,400	\$5,500	675	\$3.65	27
2 Bedrooms	286	\$3,400	\$3,325	97.6%	\$2,000	\$10,500	1,060	\$3.08	31
3 Bedrooms	368	\$4,600	\$4,500	97.0%	\$1,900	\$23,333	1,659	\$2.79	35
4 Bedrooms	214	\$5,600	\$5,500	96.5%	\$3,800	\$30,000	2,346	\$2.43	32
5+ Bedrooms	49	\$6,995	\$6,900	97.9%	\$4,995	\$28,000	3,062	\$2.29	28
<b>ALL BEDROOMS</b>	<b>1,014</b>	<b>\$4,500</b>	<b>\$4,387</b>	<b>97.1%</b>	<b>\$1,400</b>	<b>\$30,000</b>	<b>1,546</b>	<b>\$2.87</b>	<b>31</b>

By Square Footage:

LEASE ANALYSIS ALL HOMES	UNITS LEASED January 2026	MEDIAN LIST PRICE	MEDIAN LEASE PRICE	LEASE TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM
<b>SQUARE FEET</b>									
0-1,000 Sq. Ft.	200	\$2,850	\$2,800	97.1%	\$1,500	\$5,700	833	\$3.51	33
1,000-1,500 Sq. Ft.	286	\$3,900	\$3,800	97.6%	\$1,400	\$10,500	1,277	\$3.00	26
1,500-2,000 Sq. Ft.	253	\$4,700	\$4,595	97.1%	\$1,900	\$15,000	1,728	\$2.71	36
2,000-2,500 Sq. Ft.	133	\$5,495	\$5,300	97.3%	\$3,599	\$13,500	2,266	\$2.37	35
2,500+ Sq. Ft.	142	\$6,900	\$6,625	96.3%	\$2,495	\$30,000	3,002	\$2.22	30
<b>ALL SQUARE FT.</b>	<b>1,014</b>	<b>\$4,500</b>	<b>\$4,387</b>	<b>97.1%</b>	<b>\$1,400</b>	<b>\$30,000</b>	<b>1,546</b>	<b>\$2.87</b>	<b>31</b>

### January Overview

January marked a clear reactivation in leasing activity, with a sharp increase from December signaling the market's post-holiday restart. The jump suggest that many renters who paused searches late in the year re-entered the market once the new year began, creating an early burst of momentum. From December to January, total leased units increased by 19%, and DOM remained unchanged at 31 days. Currently, 2,246 homes are available for rent.

January 2026 Lease Report

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ORANGE COUNTY - LEASE BREAKDOWN



## Orange County Jan. Lease Breakdown

ORANGE COUNTY CITIES	UNITS LEASED JAN 2026	MEDIAN LIST PRICE	MEDIAN LEASE PRICE	CHANGE IN MEDIAN LEASE PRICE	LEASE TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM	UNITS LEASED JAN 2025
Aliso Viejo	21	\$3,800	\$3,850	2.7%	98.50%	\$2,600	\$4,800	1289	\$2.91	25	39
Anaheim	30	\$3,750	\$3,750	0.0%	98.27%	\$1,850	\$5,000	1527	\$2.40	18	31
Anaheim Hills	7	\$4,950	\$4,950	23.8%	96.27%	\$3,125	\$7,000	2312	\$2.24	59	10
Brea	10	\$3,750	\$3,650	-9.9%	97.79%	\$2,850	\$7,500	1545	\$2.27	32	12
Buena Park	13	\$3,800	\$3,800	8.6%	98.77%	\$2,350	\$4,250	1289	\$2.55	26	21
Corona Del Mar	20	\$8,488	\$8,488	-10.7%	98.34%	\$2,100	\$30,000	1406	\$6.04	50	39
Costa Mesa	31	\$4,500	\$4,650	10.3%	96.53%	\$2,900	\$11,000	1495	\$3.35	38	34
Coto De Caza	2	\$14,250	\$13,250	129.4%	92.98%	\$6,500	\$20,000	6790	\$1.87	57	6
Cypress	13	\$3,900	\$3,900	35.7%	99.31%	\$2,400	\$5,250	1622	\$2.67	15	4
Dana Point	36	\$3,773	\$3,773	-14.3%	96.41%	\$1,975	\$23,333	1240	\$3.49	38	41
Fontaine Valley	6	\$4,400	\$4,400	-1.4%	89.53%	\$1,800	\$6,500	1991	\$2.12	60	10
Fullerton	25	\$3,500	\$3,550	-4.1%	99.68%	\$1,650	\$7,000	1200	\$2.78	20	31
Garden Grove	11	\$4,000	\$4,000	12.7%	101.24%	\$1,800	\$5,300	1394	\$2.28	17	10
Huntington Beach	67	\$4,500	\$4,400	12.8%	95.62%	\$2,100	\$10,000	1460	\$3.00	27	72
Irvine	212	\$4,750	\$4,683	-2.4%	97.02%	\$2,500	\$29,500	1779	\$2.69	30	212
La Habra	11	\$3,200	\$3,200	-17.4%	97.60%	\$2,350	\$5,000	1400	\$2.57	23	8
La Palma	1	\$4,995	\$4,995	31.4%	96.06%	\$4,995	\$4,995	2431	\$2.05	108	2
Ladera Ranch	9	\$4,450	\$4,450	-7.3%	97.26%	\$3,600	\$12,500	1919	\$2.35	37	7
Laguna Beach	43	\$5,600	\$5,600	-20.0%	97.51%	\$1,950	\$15,000	1100	\$5.24	41	51
Laguna Hills	9	\$4,200	\$4,200	-18.0%	98.00%	\$3,000	\$6,800	1850	\$2.27	41	12
Laguna Niguel	47	\$4,600	\$4,550	3.4%	95.92%	\$2,600	\$10,500	1728	\$2.76	32	43
Laguna Woods	27	\$2,750	\$2,800	1.8%	100.76%	\$2,300	\$4,500	1029	\$2.79	22	23
Lake Forest	44	\$4,800	\$4,800	14.3%	98.35%	\$1,400	\$7,500	1749	\$2.50	27	50
Los Alamitos	6	\$4,425	\$4,525	-20.6%	95.71%	\$2,465	\$5,300	1440	\$3.03	38	2
Mission Viejo	37	\$4,250	\$4,250	3.7%	97.62%	\$2,595	\$6,300	1472	\$2.66	26	35
Newport Beach	41	\$7,000	\$6,800	-18.1%	95.13%	\$2,500	\$25,000	1750	\$4.44	56	60
Newport Coast	12	\$11,250	\$10,825	-3.4%	94.55%	\$5,400	\$28,000	2588	\$3.89	63	23
North Tustin	3	\$6,800	\$6,300	-	95.67%	\$6,100	\$7,500	2763	\$2.28	38	0
Orange	25	\$3,500	\$3,500	-12.4%	95.82%	\$2,000	\$6,000	1258	\$2.71	49	18
Placentia	3	\$4,195	\$4,195	-3.6%	97.43%	\$2,200	\$5,000	1800	\$2.59	68	6
Rancho Mission Viejo	16	\$5,025	\$5,000	11.1%	96.38%	\$3,100	\$7,000	1812	\$2.83	24	21
Rancho Santa Margarita	21	\$3,800	\$3,800	1.3%	96.40%	\$2,100	\$7,000	1256	\$2.87	23	16
Rossmore	1	\$5,300	\$5,300	0.0%	91.38%	\$5,300	\$5,300	1618	\$3.28	48	0
San Clemente	55	\$3,599	\$3,599	-23.4%	97.57%	\$1,500	\$14,000	1156	\$3.46	31	56
San Juan Capistrano	10	\$4,100	\$4,025	-15.3%	97.69%	\$2,450	\$7,500	1338	\$3.04	25	16
Santa Ana	24	\$2,500	\$2,500	-33.3%	97.88%	\$1,695	\$5,400	928	\$2.87	28	19
Seal Beach	3	\$4,295	\$4,100	-8.9%	96.84%	\$3,000	\$5,000	1491	\$3.00	9	3
Stanton	3	\$3,900	\$3,900	11.6%	100.00%	\$3,400	\$3,995	1345	\$2.92	10	3
Tustin	24	\$4,450	\$4,450	3.5%	98.75%	\$2,400	\$7,500	1631	\$2.66	31	17
Villa Park	1	\$6,950	\$6,850	-	91.33%	\$4,650	\$6,850	3000	\$2.28	145	0
Westminster	6	\$3,650	\$3,650	5.1%	95.95%	\$2,095	\$4,350	1351	\$2.52	32	8
Yorba Linda	16	\$4,320	\$4,320	-7.6%	99.28%	\$2,850	\$5,980	1851	\$2.32	16	22
<b>All of O.C.</b>	<b>1,014</b>	<b>\$4,400</b>	<b>\$4,375</b>	<b>-0.6%</b>	<b>97.07%</b>	<b>\$1,400</b>	<b>\$30,000</b>	<b>1545</b>	<b>\$2.87</b>	<b>31</b>	<b>1,104</b>
Studio	13	\$1,925	\$1,900	-7.1%	91.73%	\$1,500	\$3,000	400	\$5.62	26	7
1 Bed	84	\$2,500	\$2,500	2.0%	98.25%	\$1,400	\$5,500	693	\$3.59	28	95
2 Bed	286	\$3,350	\$3,325	-4.9%	97.56%	\$2,000	\$10,500	1060	\$3.08	27	289
3 Bed	368	\$4,500	\$4,500	0.7%	97.01%	\$1,900	\$23,333	1659	\$2.79	35	398
4 Bed	214	\$5,500	\$5,500	0.0%	96.46%	\$3,800	\$30,000	2346	\$2.43	32	241
5 Bed	49	\$6,900	\$6,900	-13.7%	97.88%	\$4,995	\$28,000	3062	\$2.29	28	74

January 2026 Lease Report

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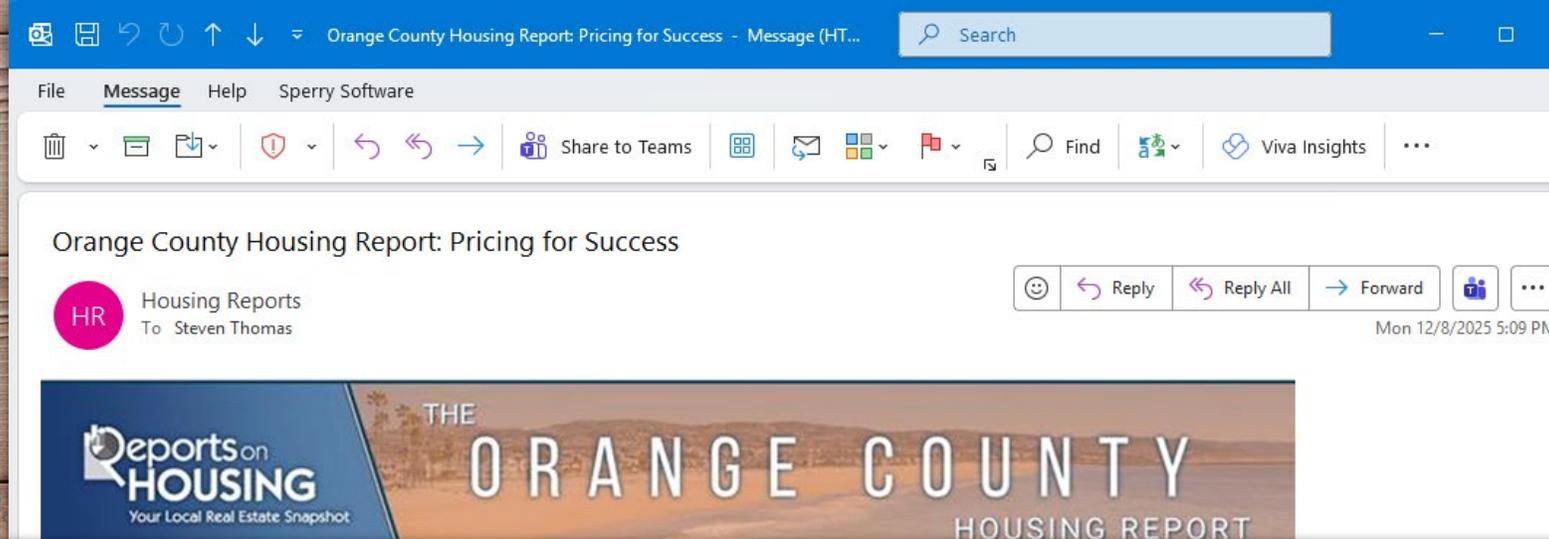
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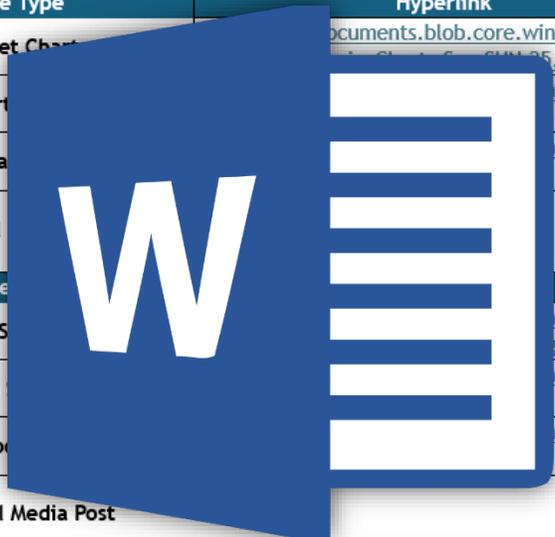


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**SOCIAL POSTS**

HOMES PLACED ON THE MARKET IN AUGUST: 3,150

COMPARED TO 3-YR AVG\*: -11%

# OF MISSING FOR SALE SIGNS: -387

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Q & A





*That's all Folks!*