



RIGHT NOW...IS: the BEST time of year (in terms of Buyer Demand) to SELL your property. As many of us know,nearly a third of ALL homes that were placed on the market,>occur from > April thru >June. (this is evident by the uptickin the number of homes that came on the market just in the last 2 weeks.

- The active listing inventory **increased** by 344 homes in the past two weeks, up 5%, and now totals **6,876**. *Last year, there were 4,708 homes on the market, 2,168 fewer than today. There are 46% more homes than last year.*
- So far this year, 3% fewer homes came on the market below \$500,000 compared to 2018, and there were 15% fewer closed sales. Fewer and fewer homes and condominiums are now priced below \$500,000.
- **Demand**, the number of pending sales over the prior month, increased by 95 pending sales in the past two-weeks, up 4%, and now totals 2,445, its lowest level for this time of the year since 2008. Last year, there were 2,602 pending sales, 6% more than today.
- The Expected Market Time for all of **Orange** County increased from 83 days two weeks ago to 84 days today, a **slight** Seller's Market (between 60 to 90 days) and the highest level for this time of the year since 2011. It was at 54 days last year.
- **For homes priced below \$750,000**, the market is a slight Seller's Market (between 60 and 90 days) with an expected market time of 62 days. *This range represents 41% of the active inventory and 55% of demand.*
- **For homes priced between \$750,000 and \$1 million**, the expected market time is 73 days, a slight Seller's Market. *This range represents 18% of the active inventory and 21% of demand.*
- **For homes priced between \$1 million to \$1.25 million**, the expected market time is 90 days, a slight Seller's Market.
- **For luxury homes priced between \$1.25 million and \$1.5 million**, in the past two weeks, the expected market time increased from 103 to 109 days. For homes priced between \$1.5 million and \$2 million, the expected market time increased from 146 to 154 days.
- **.For luxury homes priced between \$2 million and \$4 million**, the expected market time **decreased** from 230 to 222 days. For luxury homes priced above \$4 million, the expected market time decreased from 562 to 466 days.
- *The luxury end, all homes above \$1.25 million, accounts for 32% of the inventory and only 16% of demand.*
- Distressed homes, both short sales and foreclosures combined, made up only 0.8% of all listings and 1.8% of demand.
- There were 2,265 closed residential resales in March (*13% fewer than March 2018's 2,613 closed sales*) March marked a 47% increase from February 2019.
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- The sales to list price ratio was 97.3% for all of **Orange** County. Foreclosures accounted for just 0.4% of all closed sales, and short sales accounted for 0.5%. *That means that 99.1% of all sales were sellers with equity.*

