

- **The active listing inventory** decreased by 13 homes in the past two weeks and now totals 7,218. The inventory most likely reached a peak for 2018 four-weeks ago at 7,292. Last year, there were 4,714 homes on the market, 2,504 **fewer** than today.
- **Demand**, the number of pending sales over the prior month, decreased in the past two-weeks by 81 pending sales, and now totals 1,776. Demand peaked in mid-May at 2,726 pending sales. Last year, there were 2,314 pending sales, 30% more than today.
- **The Expected Market Time** for all of **Orange** County increased from 117 days to weeks ago to **122** days today, a slight Buyer's Market (120 to 150 days) for the first time since January 2011. **It was at 61 days last year.**
- **For homes priced below \$750,000**, the market is a Balanced Market (between 90 and 120 days) with an expected market time of 94 days. This range represents 44% of the active inventory and 58% of demand.
- **For homes priced between \$750,000 and \$1 million**, the expected market time is 102 days, a Balanced Market. This range represents 19% of the active inventory and 22% of demand.
- **For homes priced between \$1 million to \$1.25 million**, the expected market time is 133 days, a slight Buyer's Market.
- **For luxury homes priced between \$1.25 million and \$1.5 million**, the expected market time increased from 175 to 182 days. **For homes priced between \$1.5 million and \$2 million**, the expected market time increased from 212 to 235 days. **For luxury homes priced between \$2 million and \$4 million**, the expected market time increased from 305 to 340 days. For luxury homes priced above \$4 million, the expected market time increased from 403 to 484 days.
- The luxury end, all homes above \$1.25 million, accounts for 29% of the inventory and only 13% of demand.
- *Distressed homes, both short sales and foreclosures combined, made up only 1.1% of all listings and 1.6% of demand. There are only 25 foreclosures and 53 short sales available to purchase today in all of **Orange** County, 78 total distressed homes on the active market, up 12 from two-weeks ago. Last year there were 68 total distressed homes on the market, slightly less than today.*
- There were 2,328 closed residential resales in October, 9% fewer than September 2017's 2,553. September marked an 11% increase over September 2018.
- Foreclosures accounted for just 0.4% of all closed sales, and short sales accounted for 0.6%. That means that 99% of all sales were sellers with equity.

The sales to list price ratio was 96.9% for all of Orange County. Which clearly says...that Buyers are ONLY OFFERING/ BUYING... HOMES PRICED @ NEAR OR MARKET "COMPS" " " ..(..SO..CORRECT PRICING ..WILL GET PROPERTY SOLD FASTER, WITHOUT NEEDLESS PRICE REDUCTIONS.) INTEREST RATES ARE UP SLIGHTLY..AND ADJUSTING..... SO , MONTHLY PAYMENTS HAVE INCREASED...the seasonal dip ...is partly responsible. However, Demand is at an 8 year low.)

