

# ORANGE COUNTY MARKET ACTIVITY SUMMARY

Select communities from Newport Beach to Ladera Ranch

## 2019 Mid-year Results

#	Community	Data Date	Report Period	ACTIVE AT BEGINNING OF MONTH			NEW LISTINGS			Total 4 Sale 2018 YTD	Total 4 Sale 2019 YTD	Total 4 Sale
				ABOM 2018 YTD	ABOM 2019 YTD	Active @ BOM % Chng	New Listings 2018 YTD	New Listings 2019 YTD	New Listing %			
1	Foothill Ranch	7/1/2019	1/1/19 - 6/30/19	4	13	225%	47	53	13%	51	64	25%
2	Baker Ranch	7/1/2019	1/1/19 - 6/30/19	15	26	78%	41	61	49%	57	86	51%
3	Portola Hills	7/1/2019	1/1/19 - 7/1/19	4	8	88%	29	33	14%	33	36	9%
4	Ladera Ranch Condos	7/1/2019	1/1/19 - 6/30/19	16	28	76%	121	117	(3%)	130	134	3%
5	Ladera SFR 1500 - 3250 sf	7/1/2019	1/1/19 - 6/30/19	21	27	30%	141	118	(16%)	161	138	(14%)
6	Ladera SFR 3,251 - 5,000 sf	7/1/2019	1/1/19 - 6/26/19	28	23	(18%)	85	84	(1%)	108	101	(6%)
7	Coto \$1M to \$2M	7/1/2019	1/1/19 - 6/30/19	45	41	(9%)	139	139	0%	168	164	(2%)
8	Robinson Ranch/Rancho Cielo	7/1/2019	1/1/19 - 6/30/19	5	18	282%	42	50	19%	43	61	42%
9	Dove Canyon	7/1/2019	1/1/19 - 6/30/19	20	17	(13%)	66	54	(18%)	79	65	(18%)
10	Woodbridge Condo	7/1/2019	1/1/19 - 6/30/19	11	17	54%	53	69	30%	63	84	33%
11	Woodbridge SFR	7/1/2019	1/1/19 - 6/30/19	11	11	0%	45	38	(16%)	51	46	(10%)
12	Turtle Rock SFR	7/1/2019	1/1/19 - 6/30/19	12	21	73%	55	55	0%	63	67	6%
13	Newport Beach East Bluff	7/1/2019	1/1/19 - 6/30/19	61	62	2%	150	157	5%	199	209	5%
14	Newport Beach SAH	7/1/2019	1/1/19 - 6/30/19	20	19	(6%)	83	78	(6%)	101	106	5%
15	El Camino Real	8/3/2019	1/1/19 - 8/3/19	13	11	(13%)	70	52	(26%)	77	60	(22%)
16												
<b>Total</b>				284	342	20.4%	1167	1158	(0.8%)	1384	1421	2.7%
<b>Average</b>				19	23	57%	78	77.2	3%	92	95	7%
Maximum				61	62	282%	150	157	49%	199	209	51%
Minimum				4	8	(18%)	29	33	(26%)	33	36	(22%)
Positive Count						9			6		9	
Negative Count						5			8		6	
# of "Buyer" Markets												
# of "Seller" Markets												
Percent that are "Buyer" Markets												
<b>OUTLIER CALCULATION</b>												
<b>Average Exclusive of Outliers</b>				<b>26%</b>			<b>3%</b>			<b>7%</b>		
Median						30%			0%			5%
Q1						(7%)			(11%)			(8%)
Q3						77%			13%			17%
IQR						84%			24%			25%
Standard Range						126%			36%			38%
Upper Limit						(133%)			(47%)			(46%)
Lower Limit						210%			60%			64%

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#	Community	Data Date	Report Period	CONTRACTS WRITTEN			CLOSINGS			EXPIRED, CANCELED or Withdrawn			INVENTORY AT END OF MONTH		
				Contracts 2018 YTD	Contracts 2019 YTD	% Chng.	Closings 2018 YTD	Closings 2019 YTD	% Chng	C/E/W 2018 YTD	C/E/W 2019 YTD	Cancel / Expired	AEOM 2018 YTD	AEOM 2019 YTD	Active @ EOM
1	Foothill Ranch	7/1/2019	1/1/19 - 6/30/19	40	44	10%	36	37	3%	2	6	200%	5	14	179%
2	Baker Ranch	7/1/2019	1/1/19 - 6/30/19	28	28	0%	20	22	10%	16	28	75%	14	27	100%
3	Portola Hills	7/1/2019	1/1/19 - 7/1/19	18	20	11%	18	14	(22%)	4	7	75%	5	9	66%
4	Ladera Ranch Condos	7/1/2019	1/1/19 - 6/30/19	99	82	(17%)	90	64	(29%)	7	16	129%	18	31	69%
5	Ladera SFR 1500 - 3250 sf	7/1/2019	1/1/19 - 6/30/19	118	95	(19%)	92	86	(7%)	10	15	50%	23	29	24%
6	Ladera SFR 3,251 - 5,000 sf	7/1/2019	1/1/19 - 6/26/19	58	53	(9%)	48	40	(17%)	19	17	(11%)	29	25	(14%)
7	Coto \$1M to \$2M	7/1/2019	1/1/19 - 6/30/19	85	81	(5%)	69	72	4%	26	27	4%	50	46	(7%)
8	Robinson Ranch/Rancho Cielo	7/1/2019	1/1/19 - 6/30/19	25	39	56%	27	31	15%	3	6	100%	7	19	167%
9	Dove Canyon	7/1/2019	1/1/19 - 6/30/19	36	26	(28%)	38	23	(39%)	9	17	89%	23	19	(18%)
10	Woodbridge Condo	7/1/2019	1/1/19 - 6/30/19	45	45	0%	43	35	(19%)	8	12	50%	11	19	72%
11	Woodbridge SFR	7/1/2019	1/1/19 - 6/30/19	34	20	(41%)	31	18	(42%)	4	7	75%	12	13	6%
12	Turtle Rock SFR	7/1/2019	1/1/19 - 6/30/19	30	23	(23%)	26	16	(38%)	9	19	111%	15	24	57%
13	Newport Beach East Bluff	7/1/2019	1/1/19 - 6/30/19	87	85	(2%)	69	71	3%	43	56	30%	64	65	1%
14	Newport Beach SAH	7/1/2019	1/1/19 - 6/30/19	48	64	33%	46	62	35%	24	20	(17%)	22	18	(18%)
15	El Camino Real	8/3/2019	1/1/19 - 8/3/19	46	37	(20%)	40	33	(18%)	9	10	11%	15	12	(20%)
16															
<b>Total</b>				797	742	(6.9%)	693	624	(10.0%)	193	263	36.3%	313	368	17.3%
<b>Average</b>				53	49	(4%)	46	42	(11%)	13	18	65%	21	25	44%
Maximum				118	95	56%	92	86	35%	43	56	200%	64	65	179%
Minimum				18	20	(41%)	18	14	(42%)	2	6	(17%)	5	9	(20%)
Positive Count						4	15	15	6	15	15	13	15	15	10
Negative Count						10	0	0	10	0	0	2	0	0	5
# of "Buyer" Markets															
# of "Seller" Markets															
Percent that are "Buyer" Markets															
<b>DNS</b>															
<b>Average Exclusive of Outliers</b>						(4%)			(11%)			55%			44%
Median						(5%)			(17%)			75%			24%
Q1						(20%)			(26%)			21%			(10%)
Q3						5%			4%			77%			70%
IQR						25%			29%			56%			80%
Standard Range						37%			44%			84%			121%
Upper Limit						(56%)			(69%)			(64%)			(131%)
Lower Limit						61%			73%			141%			201%



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#	Community	Data Date	Report Period	DAYS ON MARKET (dom & cdom)					
				DOM ALL	CY DOM Active Without Contract	CY DOM Active With Contract	DOM All Status	DOM Ex., Can., WD.	Escrow Duration
1	Foothill Ranch	7/1/2019	1/1/19 - 6/30/19	55	41	27	55	118	34
2	Baker Ranch	7/1/2019	1/1/19 - 6/30/19	93	54	38	93	123	31
3	Portola Hills	7/1/2019	1/1/19 - 7/1/19	48	40	24	48	89	33
4	Ladera Ranch Condos	7/1/2019	1/1/19 - 6/30/19	54	45	33	54	106	31
5	Ladera SFR 1500 - 3250 sf	7/1/2019	1/1/19 - 6/30/19	94	36	25	94	527	38
6	Ladera SFR 3,251 - 5,000 sf	7/1/2019	1/1/19 - 6/26/19	74	46	26	74	176	37
7	Coto \$1M to \$2M	7/1/2019	1/1/19 - 6/30/19	72	78	39	72	106	41
8	Robinson Ranch/Rancho Cielo	7/1/2019	1/1/19 - 6/30/19	72	86	43	72	102	34
9	Dove Canyon	7/1/2019	1/1/19 - 6/30/19	78	86	29	78	102	37
10	Woodbridge Condo	7/1/2019	1/1/19 - 6/30/19	53	42	23	53	148	33
11	Woodbridge SFR	7/1/2019	1/1/19 - 6/30/19	61	57	26	61	79	28
12	Turtle Rock SFR	7/1/2019	1/1/19 - 6/30/19	88	99	43	88	130	37
13	Newport Beach East Bluff	7/1/2019	1/1/19 - 6/30/19	91	99	44	91	128	40
14	Newport Beach SAH	7/1/2019	1/1/19 - 6/30/19	78	55	17	78	175	41
15	El Camino Real	8/3/2019	1/1/19 - 8/3/19	63	42	28	107	81	74
16									
<b>Total</b>									
<b>Average</b>				72	60	31	74	146	38
Maximum									
Minimum									
Positive Count									
Negative Count									
# of "Buyer" Markets									
# of "Seller" Markets									
Percent that are "Buyer" Markets									
<b>Average Exclusive of Outliers</b>									
Median									
Q1									
Q3									
IQR									
Standard Range									
Upper Limit									
Lower Limit									



