

COMMENTS):

PRICING: (; CONDITION, UPGRADES & ...LOCATION...are still the TOP 3 considerations !)

Rea; Estate Experts ,STRONGLY suggest that Sellers have until the end of July,(less than 92 days) to get their homes into Escrow, indicating also that "the PRICE BETTER BE RIGHT" (We continue to see/hear that caution)

EXPIRED LISTINGS: NOW ARE **64%**.so far, in 2019>illustrating how crucial pricing is this year to avoid becoming another statistic.

The first two weeks of a Home Listing are sorta' like a Garage Sale> the first two hours are Often the BEST time to sell, and NOT let attachment lead to asking to much, BEFORE the Wave of BUYERS have passed.(& Especially those who are NOT Willing to overpay for a Home ...in 2019.)

- **Demand.** (nearly unchanged > ..the number of pending sales over the prior month), and now totals 2,655. Last year, there were 2,726 pending sales, 3% more than today.
- Demand is forecasted to PEAK IN ,MID-AUGUST By then the inventory will reach its HIGHEST level since 2011>> so, a lot more Sellers competition and a Much SLOWER market than today.

The active listing inventory increased by up 3%, and now totals 7,413, the highest level since September 2014. There are 29% more homes than last year.

- **The Expected Market Time for all of Orange County** increased from 81 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 63 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 61 days. This range represents 39% of the active inventory and 54% of demand.
- **For homes priced between \$750,000 and \$1 million**, the expected market time is 63 days, a slight Seller's Market. This range represents 18% of the active inventory and 24% of demand.
- **For homes priced between \$1 million to \$1.25 million**, the expected market time is 93 days, a Balanced Market.
- **For luxury homes priced between \$1.25 million and \$1.5 million**, in the past two weeks, the expected market time decreased from 128 to 125 days. **For homes priced between \$1.5 million and \$2 million**, the expected market time increased from 134 to 174 days. **For luxury homes priced between \$2 million and \$4 million**, the expected market time increased from 228 to 262 days. For luxury homes priced above \$4 million, the expected market time increased from 463 to 568 days.
- There were 2,558 closed residential resales in April, 2% fewer than April 2018's 2,614 closed sales. April marked a 13% increase from March 2019.
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- **The sales to list price ratio was 97.9% for all of Orange County.**
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- (That means, AGAIN, 99.3% of all sales were sellers with equity).



JUNE:REMINDERS : June 14th. = FLAG day: June 16th. =



ANYDAY: ... Is A GOOD DAY.... to CALL Jim & schedule your next Real Estate Transaction.