



MICROMARKETREPORT

November 2011 | Single Family Homes | Orange County



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WHAT IS A MICRO MARKET

m i c r o m a r k e t r e p o r t . c o m

Welcome to Teles Properties' Micro Market Report for Orange County. The report is in response to our observation that the media's focus, headlines, and articles revolve around housing data at a macro level and generalize all markets as the same. We think this is very misleading for our clients in making one of their largest financial decisions.

We decided to launch our own research department in order to drill down into each unique market. This idea came from the study of other industries such as investment firms, law firms and accounting firms. Those industries seemed to provide data from exhaustive research and study. Thus we analyze the market at the macro level to gain a clear perspective, and continue to enhance our understanding through study of the market in specific neighborhoods, or as we call them, Micro Markets.

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ORANGE COUNTY MACRO MARKET *

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$1,769,750
Average Price per Square Foot	\$557
Properties Sold	311
Properties Pending Sale	302
Properties For Sale	3079
Days on Market (Pending Sale)	119
Month's Supply of Inventory	9
Percent Under Contract	10%

NOVEMBER 2011

Median Price	\$1,892,390	6.9%
Average Price per Square Foot	\$566	1.6%
Properties Sold	273	-12.2%
Properties Pending Sale	360	19.2%
Properties For Sale	2638	-14.3%
Days on Market (Pending Sale)	128	7.4%
Month's Supply of Inventory	8	-12.2%
Percent Under Contract	11%	16.6%
Average Median Price for Last 12 Months	\$2,357,381	-19.7%
Average Median Price for Last 3 Months	\$2,194,750	-13.8%

* Including only Micro Market areas from this report

*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.

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BALBOA PENINSULA

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$1,170,000
Average Price per Square Foot	\$690
Properties Sold	1
Properties Pending Sale	0
Properties For Sale	59
Days on Market (Pending Sale)	N/A
Month's Supply of Inventory	0
Percent Under Contract	N/A

NOVEMBER 2011

Median Price	\$1,425,000	21.8%
Average Price per Square Foot	\$695	0.7%
Properties Sold	2	100.0%
Properties Pending Sale	3	N/A
Properties For Sale	72	22.0%
Days on Market (Pending Sale)	169	N/A
Month's Supply of Inventory	20.3	N/A
Percent Under Contract	4.2%	N/A
Average Median Price for Last 12 Months	\$2,069,000	-31.1%
Average Median Price for Last 3 Months	\$1,900,000	-25.0%



CORONA DEL MAR - SPYGLASS

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$1,950,000
Average Price per Square Foot	\$898
Properties Sold	11
Properties Pending Sale	9
Properties For Sale	140
Days on Market (Pending Sale)	176
Month's Supply of Inventory	12.7
Percent Under Contract	6.4%

NOVEMBER 2011

Median Price	\$2,150,000	10.3%
Average Price per Square Foot	\$822	-8.5%
Properties Sold	9	-18.2%
Properties Pending Sale	13	44.4%
Properties For Sale	115	-17.9%
Days on Market (Pending Sale)	137	-22.2%
Month's Supply of Inventory	6.9	-45.7%
Percent Under Contract	11.3%	76.6%
Average Median Price for Last 12 Months	\$1,853,000	16.0%
Average Median Price for Last 3 Months	\$1,818,000	18.3%



CRYSTAL COVE

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$4,074,000
Average Price per Square Foot	\$821
Properties Sold	5
Properties Pending Sale	5
Properties For Sale	35
Days on Market (Pending Sale)	164
Month's Supply of Inventory	5.4
Percent Under Contract	14.3%

NOVEMBER 2011

Median Price	\$2,775,000	-31.9%
Average Price per Square Foot	\$763	-7.1%
Properties Sold	1	-80.0%
Properties Pending Sale	6	20.0%
Properties For Sale	28	-20.0%
Days on Market (Pending Sale)	173	5.5%
Month's Supply of Inventory	3	-44.4%
Percent Under Contract	21.4%	49.7%
Average Median Price for Last 12 Months	\$3,946,000	-29.7%
Average Median Price for Last 3 Months	\$3,181,000	-12.8%



EAST BLUFF - HARBOR VIEW

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$1,180,000
Average Price per Square Foot	\$481
Properties Sold	17
Properties Pending Sale	14
Properties For Sale	129
Days on Market (Pending Sale)	156
Month's Supply of Inventory	7
Percent Under Contract	10.9%

NOVEMBER 2011

Median Price	\$1,835,000	55.5%
Average Price per Square Foot	\$511	6.2%
Properties Sold	8	-52.9%
Properties Pending Sale	14	0.0%
Properties For Sale	125	-3.1%
Days on Market (Pending Sale)	61	-60.9%
Month's Supply of Inventory	6.7	-4.3%
Percent Under Contract	11.2%	2.8%
Average Median Price for Last 12 Months	\$1,426,000	28.7%
Average Median Price for Last 3 Months	\$1,610,000	14.0%



EAST COSTA MESA

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$632,500
Average Price per Square Foot	\$442
Properties Sold	8
Properties Pending Sale	12
Properties For Sale	78
Days on Market (Pending Sale)	92
Month's Supply of Inventory	5.2
Percent Under Contract	15.4%

NOVEMBER 2011

Median Price	\$725,000	14.6%
Average Price per Square Foot	\$265	-40.0%
Properties Sold	3	-62.5%
Properties Pending Sale	12	0.0%
Properties For Sale	68	-12.8%
Days on Market (Pending Sale)	51	-44.6%
Month's Supply of Inventory	3.9	-25.0%
Percent Under Contract	17.6%	14.3%
Average Median Price for Last 12 Months	\$665,000	9.0%
Average Median Price for Last 3 Months	\$705,000	2.8%



FOUNTAIN VALLEY

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$580,000
Average Price per Square Foot	\$273
Properties Sold	23
Properties Pending Sale	15
Properties For Sale	159
Days on Market (Pending Sale)	87
Month's Supply of Inventory	8.5
Percent Under Contract	9.4%

NOVEMBER 2011

Median Price	\$485,500	-16.3%
Average Price per Square Foot	\$246	-9.9%
Properties Sold	14	-39.1%
Properties Pending Sale	19	26.7%
Properties For Sale	122	-23.3%
Days on Market (Pending Sale)	49	-43.7%
Month's Supply of Inventory	4.4	-48.2%
Percent Under Contract	15.6%	66.0%
Average Median Price for Last 12 Months	\$553,000	-12.2%
Average Median Price for Last 3 Months	\$515,000	-5.7%

% CHANGE



HUNTINGTON BEACH

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$691,000
Average Price per Square Foot	\$360
Properties Sold	78
Properties Pending Sale	67
Properties For Sale	606
Days on Market (Pending Sale)	106
Month's Supply of Inventory	7.3
Percent Under Contract	11.1%

NOVEMBER 2011

Median Price	\$598,000	-13.5%
Average Price per Square Foot	\$343	-4.7%
Properties Sold	82	5.1%
Properties Pending Sale	108	61.2%
Properties For Sale	481	-20.6%
Days on Market (Pending Sale)	93	-12.3%
Month's Supply of Inventory	2.9	-60.3%
Percent Under Contract	22.5%	102.7%
Average Median Price for Last 12 Months	\$607,000	-1.5%
Average Median Price for Last 3 Months	\$602,000	-0.7%



IRVINE

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$729,000
Average Price per Square Foot	\$392
Properties Sold	78
Properties Pending Sale	72
Properties For Sale	492
Days on Market (Pending Sale)	92
Month's Supply of Inventory	4.9
Percent Under Contract	14.6%

NOVEMBER 2011

Median Price	\$711,000	-2.5%
Average Price per Square Foot	\$367	-6.4%
Properties Sold	55	-29.5%
Properties Pending Sale	73	1.4%
Properties For Sale	422	-14.2%
Days on Market (Pending Sale)	87	-5.4%
Month's Supply of Inventory	3.7	-24.5%
Percent Under Contract	17.3%	18.5%
Average Median Price for Last 12 Months	\$719,000	-1.1%
Average Median Price for Last 3 Months	\$689,000	3.2%

*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.



LAGUNA BEACH

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$1,300,000
Average Price per Square Foot	\$826
Properties Sold	22
Properties Pending Sale	32
Properties For Sale	358
Days on Market (Pending Sale)	145
Month's Supply of Inventory	8.9
Percent Under Contract	8.9%

NOVEMBER 2011

Median Price	\$1,446,000	11.2%
Average Price per Square Foot	\$809	-2.1%
Properties Sold	28	27.3%
Properties Pending Sale	31	-3.1%
Properties For Sale	295	-17.6%
Days on Market (Pending Sale)	151	4.1%
Month's Supply of Inventory	7.5	-15.7%
Percent Under Contract	10.5%	18.0%
Average Median Price for Last 12 Months	\$1,214,000	19.1%
Average Median Price for Last 3 Months	\$1,420,000	1.8%



LOWER NEWPORT BAY - BALBOA ISLAND

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$1,800,000
Average Price per Square Foot	\$806
Properties Sold	2
Properties Pending Sale	5
Properties For Sale	55
Days on Market (Pending Sale)	180
Month's Supply of Inventory	9.2
Percent Under Contract	9.1%

NOVEMBER 2011

Median Price	\$2,445,000	35.8%
Average Price per Square Foot	\$801	-0.6%
Properties Sold	3	50.0%
Properties Pending Sale	5	0.0%
Properties For Sale	59	7.3%
Days on Market (Pending Sale)	67	-62.8%
Month's Supply of Inventory	9.8	6.5%
Percent Under Contract	8.5%	-6.6%
Average Median Price for Last 12 Months	\$2,230,000	9.6%
Average Median Price for Last 3 Months	\$1,989,000	22.9%



NEWPORT BEACH

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$1,285,000
Average Price per Square Foot	\$481
Properties Sold	35
Properties Pending Sale	36
Properties For Sale	467
Days on Market (Pending Sale)	147
Month's Supply of Inventory	10.3
Percent Under Contract	7.7%

NOVEMBER 2011

Median Price	\$1,500,000	16.7%
Average Price per Square Foot	\$622	29.3%
Properties Sold	31	-11.4%
Properties Pending Sale	37	2.8%
Properties For Sale	435	-6.9%
Days on Market (Pending Sale)	145	-1.4%
Month's Supply of Inventory	9.1	-11.7%
Percent Under Contract	8.5%	10.4%
Average Median Price for Last 12 Months	\$1,397,000	7.4%
Average Median Price for Last 3 Months	\$1,390,000	7.9%



NEWPORT COAST

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$1,787,500
Average Price per Square Foot	\$527
Properties Sold	4
Properties Pending Sale	4
Properties For Sale	122
Days on Market (Pending Sale)	69
Month's Supply of Inventory	25
Percent Under Contract	3.3%

NOVEMBER 2011

Median Price	\$1,570,000	-12.2%
Average Price per Square Foot	\$516	-2.1%
Properties Sold	9	125.0%
Properties Pending Sale	13	225.0%
Properties For Sale	100	-18.0%
Days on Market (Pending Sale)	70	1.4%
Month's Supply of Inventory	6.1	-75.6%
Percent Under Contract	13.0%	293.9%
Average Median Price for Last 12 Months	\$1,812,000	-13.4%
Average Median Price for Last 3 Months	\$1,849,000	-15.1%

% CHANGE



NEWPORT HEIGHTS

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$1,050,000
Average Price per Square Foot	\$347
Properties Sold	3
Properties Pending Sale	2
Properties For Sale	41
Days on Market (Pending Sale)	70
Month's Supply of Inventory	18
Percent Under Contract	4.9%

NOVEMBER 2011

Median Price	\$834,916	-20.5%
Average Price per Square Foot	\$372	7.2%
Properties Sold	2	-33.3%
Properties Pending Sale	3	50.0%
Properties For Sale	33	-19.5%
Days on Market (Pending Sale)	126	80.0%
Month's Supply of Inventory	8.3	-53.9%
Percent Under Contract	9.1%	85.7%
Average Median Price for Last 12 Months	\$1,210,000	-31.0%
Average Median Price for Last 3 Months	\$862,000	-3.1%



PELICAN CREST

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	N/A
Average Price per Square Foot	N/A
Properties Sold	0
Properties Pending Sale	0
Properties For Sale	15
Days on Market (Pending Sale)	N/A
Month's Supply of Inventory	N/A
Percent Under Contract	N/A

NOVEMBER 2011

Median Price	N/A	N/A
Average Price per Square Foot	N/A	N/A
Properties Sold	0	N/A
Properties Pending Sale	1	N/A
Properties For Sale	14	-6.7%
Days on Market (Pending Sale)	112	N/A
Month's Supply of Inventory	12	N/A
Percent Under Contract	7.1%	N/A
Average Median Price for Last 12 Months	\$5,838,000	N/A
Average Median Price for Last 3 Months	\$7,500,000	N/A

% CHANGE



PELICAN HILL

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	N/A
Average Price per Square Foot	N/A
Properties Sold	0
Properties Pending Sale	0
Properties For Sale	11
Days on Market (Pending Sale)	\$0
Month's Supply of Inventory	N/A
Percent Under Contract	N/A

NOVEMBER 2011

Median Price	\$5,800,000	N/A
Average Price per Square Foot	\$717	N/A
Properties Sold	1	N/A
Properties Pending Sale	1	N/A
Properties For Sale	8	-27.3%
Days on Market (Pending Sale)	\$225	N/A
Month's Supply of Inventory	7	N/A
Percent Under Contract	12.5%	N/A
Average Median Price for Last 12 Months	\$7,625,000	-23.9%
Average Median Price for Last 3 Months	\$5,800,000	0.0%

% CHANGE



PELICAN POINT

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	N/A
Average Price per Square Foot	N/A
Properties Sold	0
Properties Pending Sale	0
Properties For Sale	4
Days on Market (Pending Sale)	N/A
Month's Supply of Inventory	N/A
Percent Under Contract	N/A

NOVEMBER 2011

Median Price	N/A	N/A
Average Price per Square Foot	N/A	N/A
Properties Sold	0	N/A
Properties Pending Sale	0	N/A
Properties For Sale	2	-50.0%
Days on Market (Pending Sale)	N/A	N/A
Month's Supply of Inventory	N/A	N/A
Percent Under Contract	N/A	N/A
Average Median Price for Last 12 Months	\$5,400,000	N/A
Average Median Price for Last 3 Months	N/A	N/A



SHADY CANYON

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$4,625,000
Average Price per Square Foot	\$546
Properties Sold	1
Properties Pending Sale	4
Properties For Sale	27
Days on Market (Pending Sale)	145
Month's Supply of Inventory	5.2
Percent Under Contract	14.8%

NOVEMBER 2011

Median Price	\$5,000,000	8.1%
Average Price per Square Foot	\$538	-1.5%
Properties Sold	2	100.0%
Properties Pending Sale	2	-50.0%
Properties For Sale	20	-25.9%
Days on Market (Pending Sale)	249	71.7%
Month's Supply of Inventory	8.5	N/A
Percent Under Contract	10.0%	N/A
Average Median Price for Last 12 Months	\$4,673,000	7.0%
Average Median Price for Last 3 Months	\$6,056,000	-17.4%



TURTLE RIDGE

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$2,745,000
Average Price per Square Foot	\$546
Properties Sold	2
Properties Pending Sale	3
Properties For Sale	33
Days on Market (Pending Sale)	120
Month's Supply of Inventory	8
Percent Under Contract	9.1%

NOVEMBER 2011

Median Price	\$1,995,000	-27.3%
Average Price per Square Foot	\$532	-2.6%
Properties Sold	2	0.0%
Properties Pending Sale	1	-66.7%
Properties For Sale	27	-18.2%
Days on Market (Pending Sale)	123	2.5%
Month's Supply of Inventory	18	125.0%
Percent Under Contract	3.7%	-59.3%
Average Median Price for Last 12 Months	\$1,890,000	5.6%
Average Median Price for Last 3 Months	\$1,730,000	15.3%



TURTLE ROCK

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$3,275,000
Average Price per Square Foot	\$515
Properties Sold	9
Properties Pending Sale	9
Properties For Sale	68
Days on Market (Pending Sale)	118
Month's Supply of Inventory	5.6
Percent Under Contract	13.2%

NOVEMBER 2011

Median Price	\$1,650,000	-49.6%
Average Price per Square Foot	\$521	1.2%
Properties Sold	5	-44.4%
Properties Pending Sale	6	-33.3%
Properties For Sale	68	0.0%
Days on Market (Pending Sale)	164	39.0%
Month's Supply of Inventory	7.8	39.3%
Percent Under Contract	8.8%	-33.3%
Average Median Price for Last 12 Months	\$1,803,000	-8.5%
Average Median Price for Last 3 Months	\$1,660,000	-0.6%

*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.



WEST BAY - SANTA ANA HEIGHTS

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$1,316,500
Average Price per Square Foot	\$450
Properties Sold	10
Properties Pending Sale	9
Properties For Sale	90
Days on Market (Pending Sale)	81
Month's Supply of Inventory	7.7
Percent Under Contract	10.0%

NOVEMBER 2011

Median Price	\$1,360,000	3.3%
Average Price per Square Foot	\$456	1.3%
Properties Sold	7	-30.0%
Properties Pending Sale	6	-33.3%
Properties For Sale	64	-28.9%
Days on Market (Pending Sale)	135	66.7%
Month's Supply of Inventory	7.5	-2.6%
Percent Under Contract	9.4%	-6.0%
Average Median Price for Last 12 Months	\$1,107,000	22.9%
Average Median Price for Last 3 Months	\$1,100,000	23.6%



WEST NEWPORT - LIDO

m i c r o m a r k e t r e p o r t . c o m

NOVEMBER 2010

Median Price	\$1,665,000
Average Price per Square Foot	\$623
Properties Sold	2
Properties Pending Sale	4
Properties For Sale	90
Days on Market (Pending Sale)	193
Month's Supply of Inventory	18.8
Percent Under Contract	4.4%

NOVEMBER 2011

Median Price	\$1,650,000	-0.9%
Average Price per Square Foot	\$859	37.9%
Properties Sold	9	350.0%
Properties Pending Sale	6	50.0%
Properties For Sale	80	-11.1%
Days on Market (Pending Sale)	169	-12.4%
Month's Supply of Inventory	10.2	-45.7%
Percent Under Contract	7.5%	70.5%
Average Median Price for Last 12 Months	\$1,468,000	12.4%
Average Median Price for Last 3 Months	\$1,519,000	8.6%



GLOSSARY OF TERMS

m i c r o m a r k e t r e p o r t . c o m

Median Price:

A value that separates the upper half of prices from the lower half of prices. It can be interpreted like an average, however the extreme prices (high and low) don't hold undue influence.

Average Price per Square Foot:

The price of each property divided by their respective square footage then averaged across all properties sold in the area for a given time period.

Properties Sold:

The number of property transactions that closed and transferred ownership.

Properties Pending Sale:

The number of properties that entered escrow in preparation for sale.

Properties For Sale:

The number of properties on the market and seeking buyers.

Days of Market (Pending Sale):

The number of days that properties currently in escrow were on the market.

Month's Supply of Inventory:

The number of months it would take to sell all the properties listed for sale at the current pace of sales and if no new listings entered the market.

Percent Under Contract:

The ratio of properties for sale to properties pending sale.

Shadow Inventory:

Properties in Pre-Foreclosure, Bank Owned or Auction

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Balboa Peninsula Corona del Mar Spyglass
Crystal Cove East Bluff Harbor View East
Costa Mesa Irvine Laguna Beach Newport
Bay Balboa Island Newport Beach Newport
Coast Newport Heights West Bay Santa
Ana Heights West Newport Lido Balboa
Peninsula Corona del Mar Spyglass Crystal
Cove East Bluff Harbor View East Costa
Mesa Irvine Laguna Beach Newport Bay
Balboa Island Newport Beach Newport
Coast Newport Heights West Bay Santa
Ana Heights West Newport Lido Balboa
Peninsula Corona del Mar Spyglass Crystal
Cove East Bluff Harbor View East Costa
Mesa Irvine Laguna Beach Newport Bay
Balboa Island Newport Beach Newport
Coast Newport Heights West Bay Santa
Ana Heights West Newport Lido Balboa
Peninsula Corona del Mar Spyglass Crystal
Cove East Bluff Harbor View East Costa
Mesa Irvine Laguna Beach Newport Bay
Balboa Island Newport Beach Newport
Coast Newport Heights West Bay Santa
Ana Heights West Newport Lido