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« '07 O.C. home sales 42% below average Ugly end to ugly year for O.C. housing »

**O.C. beach homes suffer the least**

January 15th, 2008 · 37 Comments · posted by Jon Lansner/O.C. Register columnist

Analysis of DataQuik's year-end report shows the county's beach-close communities continue to suffer the least from the current housing slump. That doesn't mean it's smooth sailing by the ocean, though the \$35 million sale of actor Nicolas Cage's Newport home (pictured here) hints otherwise. Read more on that deal (a January sale, by the way) by [CLICKING HERE](#).



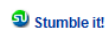
In December, DataQuik identified 359 homes selling in beach cities' ZIP codes, a 22% drop from a year ago. In these 17 ZIPs, last month's median price change was -4.4% vs. a year ago. (See O.C. ZIP-by-ZIP data for December [HERE!](#)) That's pretty good compared to other O.C. regions ...

- South inland ZIPs had 436 sales, a drop of 45% from a year ago. In these 19 ZIPs, last month's median price change was off 13.0% vs. a year ago.
- North inland ZIPs had 443 sales, a drop of 44% from a year ago. In these 23 ZIPs, last month's median price change was down 16.7% vs. a year ago.
- Mid-county ZIPs had 376 sales, a drop of 48% from a year ago. In these 24 ZIPs, last month's median price change was down 18.5% vs. a year ago.

It's similar to patterns we've seen throughout 2007. DataQuik found 6,248 homes selling in beach cities' ZIP codes last year, an 18% drop in a year. In these 17 ZIPs, last year's median price change was -2.9% vs. '06. Elsewhere ...

- South inland ZIPs: 5,587 sales, a drop of 34% from a year ago. In these 19 ZIPs, 2007's median price change was -5.4% vs. '06.
- North inland ZIPs: 6,384 sales, a drop of 33% from a year ago. In these 23 ZIPs, 2007's median price change was -7.8% vs. '06.
- Mid-county ZIPs: 7,399 sales, a drop of 32% from a year ago. In these 24 ZIPs, 2007's median price change was -4.4% vs. '06.

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This entry was posted on Tuesday, January 15th, 2008 at 10:48 am and is filed under [DataQuik reports](#). You can follow any responses to this entry through the [RSS 2.0 feed](#). You can [leave a response](#), or [trackback](#) from your own site.

**37 Responses to "O.C. beach homes suffer the least"**

*lee in irvine* Says:

January 15th, 2008 at 10:57 am

These are gonna be the last hit, but will suffer the most on a nominal basis. 30% off a 3m home is \$900,000 ... that's almost twice as much as an average OC home. Time will solve this imbalance too.

*Eat it in the OC* Says:

January 15th, 2008 at 11:05 am

Sure...of course beach areas do better but I ain't f'n interested in 3M homes. It's an average SFR in say Lake Forest or MV or something as simple as detached condo with a small yard. That's what I'm interested in. So tell me is 650K too much for 1800sqft detached condo with no yard (but it has granite!) in AV?

*Jimmy* Says:

January 15th, 2008 at 11:13 am

I'm not sure if beach houses will ever get hit hard... think about it! Watching the sunset over the beach every day? You can't really beat that and people with deep pockets will buy these homes.

*J* Says:

January 15th, 2008 at 11:47 am

Jimmy

Your argument would make sense but the problem is that fewer people will have deep pockets to afford new loans that will require much higher down payments. While the beach cities will be last hit, they will feel pain too.

Prices fell in the 90's in the beach cities and the same beaches and sunsets existed then.

*Patricio* Says:

January 15th, 2008 at 12:52 pm

Well, that is all well and good, there is a reason they hold their value they have a view and value that other houses don't. It is even more reason why houses in HB with no view or Costa Mesa are miles from the beach are retardedly over priced.

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Here's recent history of the Fed's policy committee and its Fed Funds rate. Next Fed decision is Wednesday ...




- 3/18/08: CUT of ¼% to 2.25%
- 1/30/08: CUT of ¼% to 3%
- 1/22/08: EMERGENCY CUT of ¼% to 3.5%
- 12/11/07: CUT ¼% to 4.25%
- 10/31/07: CUT ¼% to 4.5%
- 9/18/07: CUT ¼% to 4.75%
- 6/29/06: UP ¼% to 5.25%
- 5/10/06: UP ¼% to 5%
- 3/28/06: UP ¼% to 4.75%
- 1/31/06: UP ¼% to 4.5%
- 12/13/05: UP ¼% to 4.25%
- 11/1/05: UP ¼% to 4%
- 9/20/05: UP ¼% to 3.75%
- 8/9/05: UP ¼% to 3.5%

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**O.C. home selling price**

For all of March ...

 **DataQuik's median: \$506,000**  
Vs. year ago: -19.6%  
More details? [HERE](#) More indexes? [HERE](#)

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- Apr 30 11:15am: Fed policy statement
- May 1 : Avg. US mortgage rates
- May 2 : DataQuik OC home-sales update
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- May 8 : Avg. US mortgage rates
- May 9 : DataQuik OC house-sale update

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However.....with the rampant ice melting and permafrost, we might just get a reduction of value? =P

Jimmy Says:  
January 15th, 2008 at 12:52 pm

Having survived, then invested in the 90's, this market is very different. Last time, the expensive beach properties were hit the very hardest. This time, the more expensive the city and the closer to the beach the property, the better. In CDM, it appears to me that single family beach close is hundreds of thousands higher now than in 2005. Very strange, but I am happy. I hope this holds. I know others claim the beach fell last and least last time around. Not true. Last time, the beach fell first and most.

NationalBubble.com Says:  
January 15th, 2008 at 1:13 pm

By the way, during the boom, the more expensive areas didn't go up as much as areas like Santa Ana or Anaheim. So, it is logical that they don't come down in price as hard. The same thing goes for condos. Some parts of Santa Ana doubled in price from 2003 to 2005. Too much speculation.

Scott A Says:  
January 15th, 2008 at 1:51 pm

Jimmy:

This is good new's for us:  
Not sure about Seal beach though, they were the hardest hit.  
Did you see the data lancer posted for OC cities by Zip Codes?  
CDM and Newport seem to be holding.

Do you think rents will continue to rise this year?  
I am debating raising rents again on the Belmont props this summer?  
I timed it so the leases come up every July, the best time for rentals.  
Not sure if I should just renew them as the tenants would re-sign.  
Or if I should raise rents and look for some one willing to pay more?  
What is your play regarding the rent?  
Will you raise rents?  
or keep your tenants?

pdu Says:  
January 15th, 2008 at 1:56 pm

Jimmy,  
If beach close SFRs are hundreds of thousands higher than '05, hang on.  
You need to remember, it's all relative.  
Prime location has a premium, but it's all relative. Inland drops, (and it has) — unless beach-close drops the premium has increased.  
High-end purchases are discretionary and people with money, for the most part didn't get there by being foolish.  
If the spread gets too large, people won't pay it. They don't need to.

bored Says:  
January 15th, 2008 at 2:01 pm

Congratulations Jimmy. Everything you have ever predicted has come true. You are also right about inflation.

pdu Says:  
January 15th, 2008 at 2:06 pm

Hey Scott,  
It makes sense. Dump your good tenants. Spend thousands on refurb, cover the costs during this time and until you find new unknown tenants. This vacancy period shouldn't be but a couple months, maybe more.  
After this, try for higher rent. Might work.  
You haven't been around very long if you think rents always go up. Some folks believed that about real estate recently, too.  
FACT: Residential rents declined during the last real estate downturn.

bored Says:  
January 15th, 2008 at 2:09 pm

Bleed them dry!

Scott A Says:  
January 15th, 2008 at 2:25 pm

PDU:  
There you go again!!

FACT:  
1) I have never had down time.  
2) The props were fixed up during boom years..so no need.  
3) Lancer posted rents were expected to go up 5% in 2008  
4) I would just raise the rent and find new tenants=no down time.  
5) I advertise on craigs list, = it is free.  
6) The cost would be my weekends running the open houses

Bored:  
I agree with you!!  
Raise the rents and start profiting instead of Breaking Even!!

pdu Says:  
January 15th, 2008 at 2:28 pm

Hey Jimmy, I almost forgot 😊

I posted twice, asking you about this, and you keep forgetting to reply.

A week ago you posted, with apparent joy, about a new listing on Poinsettia in CDM for 2.8 Mill.

I looked it up and found it \$2,850,000

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Looked it up and found it... \$2,531,000.

Zillow.com showed it worth \$3,060,000 - about 3 months ago.  
Zillow.com shows it worth \$2,531,000 today.

Apparently zillow sees it dropping \$529,000 in value over the last two/three months.  
That's a mere half a mil, my friend. A pittance for the lucky CDM folks.  
I figured something was amiss here so I checked the whole 'hood to see what was wrong with this house.  
DANG! Was I surprised. Up and down the street. Same street, both sides.....drops of between \$500,000 and \$1,000,000 (Yes! A Million)  
over the past few months were the norm.  
The slowdown — you don't suppose it's coming your way, do you?

---

Scott A Says:  
January 15th, 2008 at 2:34 pm

PDU:  
You are an instigator plain and simple.  
I wonder if you had an older brother that kicked your Ass constantly?  
I wonder if you are a bitter renter that never got in the market?  
I wonder what it is that you do for a living?

---

Jimmy Says:  
January 15th, 2008 at 2:47 pm

PDU, something is wrong with zillow. That house was never worth 3M. Two years ago, that thing would fetch in the low 2M. 2.5M is possible, but a little high. That place is close to a red tag.

---

Jimmy Says:  
January 15th, 2008 at 2:49 pm

PDU, back around 97, that place was worth 500K max. Not bad in ten years. 5X.

---

pdu Says:  
January 15th, 2008 at 2:57 pm

Scott,  
No, my big brother taught me that sometimes the market can kick your ass.  
Bought my first home 35 years ago.  
Have seen interest rates hit levels you don't believe possible. Saw everyone I knew that owned income property lose it all in the late 70's-early 80's. Saw the same happen to many in the 90's.  
This time it'll be different though. Uh-huh.  
I've seen Jimmy pontificate on this blog for months.....telling everyone that CDM is immune.....saying anything east of the highway doesn't count. The clear implication is that he is immune from the problems the rest of the country is experiencing with real estate values.  
That, my friend is arrogance — bordering on hubris.  
Good luck with your rentals — I have nothing against you, Scott, but you don't determine the rent you get. The market does.  
Good tenants are hard to find, something any longtime landlord will tell you, and rents don't always go up.

---

pdu Says:  
January 15th, 2008 at 3:12 pm

Jimmy,  
I don't know what that place is worth. I know property has gone crazy and doubt it's worth what they hope for today. Might be worth it to someone, might not.  
I do expect that property most everywhere will find buyers reluctant to pay what they were anxious to pay two years ago, but would never be so foolhardy to think I can predict the future. Too many variables — many of which we can't even imagine. Some could result in a rush to real estate, for all we know, but I wouldn't count on it.  
The financial markets have made the ease of financing that existed even a year ago a thing of the past.....those sort of shocks tend to linger.  
Again, areas such as CDM prosper during good times — more so than po-f\*\*\* areas, but that too can change.

---

Scott A Says:  
January 15th, 2008 at 3:20 pm

PDU:  
I agree with your 3 statements:  
1) Good tenants are hard to find,  
2) Market determines rents.  
3) Rents don't always go up.  
However,  
Good tenants were alot harder to find 9 years ago.  
And yes, my rents WENT DOWN in 2002  
Anyone with a pulse could just buy new.  
Example:  
My 2 + 1 was \$1,650 and I had to drop to \$1,450. to move it  
It now rents for \$2,250.00 after I remodeled in 2005.  
My 4 + 2 was \$2,650 and now rents for \$3,500 all day long  
And I am not stating I determine the rental price??  
Lancer posted a 5% increase in rents in 2008  
I understand I am above the medium of \$1,500 however  
I am renting SFH's and not apts units in large buildings.  
Jimmy:  
What is your play with rents this year.

---

Jimmy Says:  
January 15th, 2008 at 3:29 pm

pdu,  
My position has always been the same. That inland housing is in trouble because the lower and middle class incomes have not kept up with inflation because of globalization. Globalization is the main problem. It does not matter if the mortgage was conforming or subprime, they lost the house because of their income growth underperformed. In high end areas, incomes have increased faster than inflation since the globalized economy needs skilled people. That is why some areas are hanging on while others are skidding. This is the story.  
In addition, the money supply is increasing rapidly because of the fed shoring up the banking system and greasing economic growth.  
This is inflationary, big time. It is hard to imagine real estate not doing well under inflation.  
What comes after inflation? Big recession. Get ready for that one.

---

Patrin Save:

January 15th, 2008 at 3:41 pm

Scott,

With inventory increasing for rentals, how do you think supply and demand is going to work with the prices going up? I just work under the fundamentals and on one hand see higher demand, however higher departure from the County as well, and higher inventory. I personally have no idea if they will go up or down...I think stay the same or maybe decrease a little depending on the area.

Greg Says:

January 15th, 2008 at 3:52 pm

I just got back from a vacation in Maui. While there I played golf with a RE agent that works actively in 3mil homes there. He said the market there on homes less than 2 mil are suffering but not too much problem with the expensive stuff above 3 mil. I pressed him as to why he thought the expensive stuff seemed more immune and found his answer interesting. Most all of the properties sold in the higher end don't get loans at all. Just cash. High end people retire and just write a check for a nice place near the beach

I wonder if this same scenario works on the coasts here too? These zips are more immune because they weren't affected by cheap money loans and stupid qualifying.

Jimmy Says:

January 15th, 2008 at 3:53 pm

Patricio, the rental market is very very tight and rent increases are the rule. The moral dilemma faced by landlords is raising the rents on existing tenants, especially when it is a family.

Scott A Says:

January 15th, 2008 at 3:57 pm

Patricio:

Yes I agree more apt units are in production=Laguna Xing / Spect. etc.

Yes I agree more condos are in production = Irvine Tow. & everywhere

Yes I agree the OC valley will see more supply however,

Our situation is a little different,

And I am honestly not sure what to do with rents on my SFH's?

That is why I asked jimmy because,

Our properties are by the beach were there are no new developments.

Rents have been rising dramatically as Jimmy could testify to,

I am just not sure what this summer will bring?

I have been raising rents for the past few years,

I am just not sure were the roof is for rents,

As PDU says:

The market will determine that soon enough....

Scott A Says:

January 15th, 2008 at 4:02 pm

Jimmy:

2+1 = \$2,250. Do you think \$2,500.00 is acceptable?

4+2 = \$3,500. Do you think \$3,700.00 is acceptable?

I know you dont want to answer my questions as...

You seem to avoid devolving your personal info =

Will you raise rents for your units hower?

What do you think about my situation?

Are your CDM properties units or SFH's?

Scott A Says:

January 15th, 2008 at 4:08 pm

Gregg:

That is an excellent point.

A house on my street flipped 5 times in the span I bought in Belmont

Recently sold 03/07 for \$1,250,000

The buyer put 50% down

I thought they were nuts but was geatfull for the comp.

To them = the rich and retiring,

They just wanted the best house on the street & 3 blocks to Pacific Oc

caliguy2699 Says:

January 15th, 2008 at 4:10 pm

"I wonder if this same scenario works on the coasts here too?"

Well I don't think the person who bought Nic Cage's old place went no-money-down and took out a \$35 million mortgage 😊

Greg Says:

January 15th, 2008 at 4:40 pm

OK, then Jimmy has been right all along. But I also think that these same properties did not increase at the rate of the homes that were leveraged with loans. Didn't go up as much so they don't have as far to fall.

mortgagemaker Says:

January 15th, 2008 at 5:44 pm

there are more pay-option arms in the orange county beach areas than any where in the entire Nation. Believe me, if any bank thought these areas were still solid investments, they'd still be giving poeple loans like these. Newport Coast is the softest market in OC - just wait and see. Foreclosure heaven.

awgee Says:

January 15th, 2008 at 7:21 pm

The higher end property prices have not decreased as much as other types of properties because the owners have more equity and are using it like an ATM to make their mortgage and HELOC payments. They just keep borrowing and borrowing with the hope that this market will turn soon. Just ask Bored and shockd. It is the only way they have been able to keep their properties with mortgages they cannot afford. But, the market will not turn around any time soon. At some point their equity will run out and they won't be able to borrow any more and their properties will go into foreclosure like the others.

Eric Says:

January 15th, 2008 at 7:44 pm

The beach areas now are the ones being hit the least. I don't think they will be hit hard at all. Maybe some of the nasty stuff that is way overpriced to begin with. Not the good stuff though, there is too much demand for it. Plain and simple. Look, if everyone who relocated to southern California could afford to live on the coast (and there were enough homes) then areas like Temecula, would never exist because everyone would live on the water. Supply and demand. There might be some truth to the global warming and once the Tsunami hits the

west coast here, prices will tumble. Until then, there is way too much demand. I have a listing in San Clemente above the high school. It has drop dead ocean views. Just today, I had 3 sign calls and the lock box was opened twice! All this in 1 day. People are out and looking and homes are entering escrow. Let me touch on the high end market for a minute. It is on fire. Nicolas Cage's home is a great example. There is lots of high end people looking to buy. No shortage whatsoever for that buyer. If any of you are on the fence about whether to buy or not, get off and get going. Especially if you are looking at an asset property. An asset property is one with an ocean view or pool or it's on a cul de sac or it has something special about it that makes it unique. These properties are in high demand and are the ones most of us would want to buy. Check out this site: <http://www.ericisrael.com>. The best site I have found for ocean view homes.

CLZ09 Says:  
January 15th, 2008 at 8:51 pm

This, ultra-bear is siding with the bulls on this one. The very, very pricy stuff is benefitting from the looting of America by the super-rich. Executive compensation is off the charts even for miserably performing companies; lose a few billion for the shareholders, get a golden parachute worth 100 million, pay cash for a home near the beach.

Globalization benefits business owners who can source in China, sell worldwide. The middle-class in America gets nothing, but the super rich are raking it in.

Of course, the foundations of the global boom are starting to look a little shaky, so it may just be a matter of time for the Richistanis as well.

Ed Fairchild Says:  
January 15th, 2008 at 9:54 pm

Why do they clump beach cities and include Huntington Beach, and Costa Mesa. They are both more reminiscent in income, housing stock, housing sales, prices, crime, etc. to central county than beach cities. Clumping areas into a broad category like this does no justice. Places like Villa Park, Anaheim Hills, and Yorba Linda are unique and independent from what they "clump" together as North Inland, just as beach cities shouldn't include HB or Costa Mesa. Saying a market in Laguna Beach is the same as Huntington Beach is ridiculous because it is clearly not, but they write these articles as if they are.

Mick Says:  
January 16th, 2008 at 6:46 am

MOST PEOPLE will never be able to afford a home on the beach!!!

Brad Says:  
January 16th, 2008 at 8:41 pm

Two things: 1) Whoever posted that the beach cities haven't appreciated the same percentage as inland is wrong. Take CDM and Laguna as examples. Since 1996-7 to the peak, they went up over 400%. I would say there is some room for that bubble to settle a little.

2) Jimmy, if you think CDM and Laguna and Newport are not getting hit by this downturn, you are kidding yourself. Just look at the listings on ziprealtly for a given beach zip, then do an advanced search select the box that says "show only listings with a price reduction" and I bet you will get almost 40%+ of the listings have reduced prices. This is not the sign of a healthy market. Hell, there are places in Laguna now that are for sale for what they paid in 2004-5 and they are not selling.

In the \$4 mill and above category, I agree that things change a bit, but even there the people who can afford these kind of homes are aware of the situation with the economy and are more hesitant they used to be.

The median prices are only so good, especially when only looking at one month's worth of data. For example, the month that Nicholas Cage's house or the \$25M place in Laguna show up in Dataquicks data the median will be way higher, but it doesn't mean that the value of all homes in Laguna were up that month.

Only time will tell, but my bet is things will get continue to get worse in the high end beach communities, especially for places \$3M and under and extra-especially for the \$1.5M and under.

Beachy Says:  
January 18th, 2008 at 9:08 am

The beach cities may not get hit as hard - but they are still getting hit. Do you think that people who purchased these beach-close homes with mortgages during the last few years all took out 30 yr. fixed loans? I can speak from experience that this is not the case. There are examples in my own community of homes that are beachFRONT selling at -2 million for essentially the same home, same location. Ask yourself why this would be happening.

Some are "private" sales so as not to screw up the comps and PO the neighbors. Even "zillowable" sales show sales price declines. True that most of the current buyers are not using mortgages, but they are looking for a good deal just as anyone would. Being a cash buyer doesn't make one a stupid buyer. The sellers of these homes who took out mortgages in 2001, 2002 (when the purchase prices were lower) and then drank the Greenspan Kool Aid and refinanced in 5/1 and 7/1 mortgages are alive and well, hoping to still get their big sale at summer 2006 prices. It isn't happening. A simple search of DOM for gated beachfront communities will show you the reality. If you dig much deeper, you can see things clearly.

The good news is that there are & will be bargains, even steps to the beach.

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