

Year-To-Date Market Summaries CONSOLIDATION
Status of 2017 compared to 2016 <> January 1 through September 30, 2017

RANK by Active at BOM	Community	Product Type	Product Size or Price Range	Data Date	Report Period	Active at Beginning of Month (Sept 2017)	New Listing	Total For Sale	Contracts Written	Closing	Expired, Canceled, Withdrawn	For Sale at End of Month (Sept 30, 2017)	Price Δ Small	Price Δ Large	DOM	CDOM	Escrow
1	Foothill Ranch	SFR	1500 Sf and Larger	9/27/2017	12/1/16 - 9/27/17	108%	(3%)	1%	(2%)	(5%)	1%	101%	3.1%	4.4%	36	71	46
2	Newport Beach - SAH SFR	SFR	1,200 sf to 4,000 sf	10/7/2017	12/1/16 - 9/30/17	35%	(16%)	(3%)	10%	16%	(3%)	21%	8.0%	3.0%	52	73	37
3	Portola Hills	SFR	1500 Sf and Larger	9/27/2017	12/1/16 - 9/27/17	8%	11%	10%	11%	(6%)	10%	11%	1.8%	(2.0%)	45	61	35
4	Coto de Caza \$600K to \$999K	SFR	\$600,000 to \$999,000	10/7/2017	12/1/16 - 9/30/17	(9%)	(18%)	(20%)	(14%)	(10%)	(20%)	(6%)	0.0%	(2.0%)	51	73	38
5	WestPark SFR	SFR	919 sf to 3201 sf	10/7/2017	12/1/16 - 9/30/17	(10%)	15%	7%	18%	16%	7%	(13%)	4%	7%	33	58	32
6	Portola Springs SFR	SFR	1500 Sf and Larger	10/7/2017	12/1/16 - 9/30/17	(15%)	(4%)	(2%)	24%	41%	(2%)	(20%)	6.9%	0.5%	60	78	41
7	Ladera Ranch Condos Small		1100 to 1800 sf	9/27/2017	12/1/16 through 9/27/17	(21%)	(12%)	(11%)	(10%)	(8%)	(11%)	(19%)	7.3%	5.3%	25	50	32
8	Portola Springs		1500 - 3000	10/11/2017	12/1/16 - 9/30/17	(23%)	14%	4%	28%	32%	4%	(20%)	2.0%	0.0%	38	58	36
9	Coto de Caza \$1M to \$2M	SFR	\$1,000,000 to \$2,000,000	10/7/2017	12/1/16 - 9/30/17	(24%)	(3%)	(2%)	4%	14%	(2%)	(26%)	0.8%	4.3%	64	86	41
10	Woodbridge - SFR	SFR	1500 Sf and Larger	10/17/2017	12/1/16 - 9/30/17	(24%)	(4%)	(13%)	(2%)	10%	(13%)	(25%)	2.0%	8.1%	39	66	36
11	Turtle Rock SFR	SFR	1500 Sf and Larger	10/7/2017	1/1/16 - 9/30/17	(29%)	(28%)	(16%)	0%	(2%)	(16%)	(37%)	3.3%	4.6%	53	73	34
12	Woodbridge - Condo		1400 SF to 3000 SF	10/17/2017	12/1/16 - 9/30/17	(32%)	(26%)	(23%)	(22%)	(15%)	(23%)	(32%)	6.2%	6.2%	36	61	37
13	Ladera Ranch Condos Large		1801 SF and Lager	10/2/2017	12/1/16 - 10/2/17	(34%)	4%	5%	25%	44%	5%	(37%)	8.1%	11.5%	47	73	38
14	Ladera Ranch SFR Large	SFR	3001 to 4600 sf	10/3/2017	12/1/16 through	(41%)	(6%)	(13%)	(1%)	(7%)	(13%)	(40%)	8.2%	6.4%	60	77	33
15	Ladera Ranch SFR small	SFR	1500 to 3000 sf	10/3/2017	11/1/16 through	(47%)	(13%)	(20%)	(3%)	(4%)	(20%)	(48%)	4.4%	4.3%	31	53	34
16	Turtle Rock Condos		1000 Sf and Larger	10/7/2017	1/1/17 - 9/30/17	(47%)	(16%)	(23%)	0%	(3%)	(23%)	(49%)	8.0%	8.0%	44	63	32
17	WestPark Condos		723 sf to 2340 sf	10/16/2017	12/1/16 - 9/30/17	(50%)	10%	(1%)	20%	19%	(1%)	(46%)	1.7%	1.7%	24	50	29
18	StoneGate Condo		1500 Sf and Larger	10/16/2017	1/1/16 - 9/30/16	(59%)	(22%)	(28%)	(18%)	(19%)	(28%)	(58%)	3.0%	(8.0%)	24	51	32
Poorest	Average Exclusive of High & Low			(21%)	Average-->	(17%)	(6%)	(8%)	4%	6%	(8%)	(19%)	4%	3%			
					Minimum / Low	(59%)	(28%)	(28%)	(22%)	(19%)	(28%)	(58%)	0%	(8%)			
					Maximum/ High	108%	15%	10%	28%	44%	10%	101%	8%	12%			

Standard Deviation	
Statistical Average	(24.8%)
Median (Q2)	(24.0%)
Q1	0.0%
Q3	(9.5%)
Interquartile Range	(87.7%) 37.4%
Maximum	107.9%
Minimum	(59.0%)



Communities Less than prior year
Communities Greater than prior year
% less than prior year

15	13	13	8	10	13	15	0	3
3	5	5	8	8	5	3	18	14
83%	72%	72%	50%	56%	72%	83%	0%	18%

Lower Outlie None
Upper Outlie 108%

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METHODOLOGY

Steps:

- 1 Find the median of the Data. In this set the 9th item is the median, producing 8 items above and 8 below. Also known as Quartile 2
- 2 Find the median of the upper half of this data. This is known as Quartile 1
- 3 Find the median of the lower half of this data. This is known as Quartile 3
- 4 Measure the distance, amount between Q1 & Q3. This is known as the Interquartile Range
- 5 Multiply the Interquartile Range by 1.5 to identify inner and outer fences
- 6 Identify the 'normal range' referred to as the Inner Fences
- 7 Identify and exclude upper outliers
- 8 Identify and exclude lower outliers

Results with Manual Formulas							
Data Set	Median	Quartiles 1 & 3	Interquartile Range (IR)	Inner Fences (IR x 1.5)	Lower Outliers	Upper Outliers	Average Exclusive of Outliers
1	(59.0%)					(59.0%)	(24.8%)
2	(49.7%)					(49.7%)	
3	(47.0%)					(47.0%)	
4	(46.8%)					(46.8%)	
5	(40.8%)	(40.8%)		(87.7%)		(40.8%)	
6	(34.5%)					(34.5%)	
7	(32.0%)					(32.0%)	
8	(29.0%)					(29.0%)	
9	(24.0%)	(24.0%)	31.3%	x's 1.5 = 46.9%		(24.0%)	
10	(23.9%)					(23.9%)	
11	(23.0%)					(23.0%)	
12	(21.1%)					(21.1%)	
13	(15.2%)	(9.5%)		37.4%		(15.2%)	
14	(9.5%)					(9.5%)	
15	(8.6%)					(8.6%)	
16	8.1%					8.1%	
17	35.0%					35.0%	
18	107.9%						Outlier

Results with Excel Functions

Median	(24.0%)	
Quartile 0	(59.0%)	Minimum
Quartile 1	(39.2%)	
Quartile 2	(24.0%)	Median
Quartile 3	(11.0%)	
Quartile 4	107.9%	Maximum
Interquartile range	(28.3%)	
Time 1.5 =:	(42.4%)	
Add to Q1	31.4%	31%
Subtract from Q3	(81.6%)	-82%
Standdev.p	37.3%	
	37.3%	
	(28.5%)	Statistical Average

Year-To-Date Market Summaries CONSOLIDATION
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RANK by New Listings	Community	Product Type	Product Size or Price Range	Data Date	Report Period	Active at Beginning of Month	New Listing	Total For Sale	Contracts Written	Closing	Expired, Candeled, Withdrawn	For Sale at Endo of Month	Price Δ Small	Price Δ Large	DOM	CDOM	Escrow
1	WestPark SFR	SFR	919 sf to 3201 sf	8/30/2017	12/1/16 - 8/30/17	(10%)	15%	7%	18%	16%	7%	(13%)	3.7%	6.6%	31	57	31
2	Portola Springs		1500 - 3000	10/11/2017	12/1/16 - 9/30/17	(23%)	14%	4%	28%	32%	4%	(20%)	2.0%	0.0%	38	58	36
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4	WestPark Condo		725 sf to 2340 sf	10/16/2017	12/1/16 - 9/30/17	(50%)	10%	(1%)	20%	19%	(1%)	(46%)	2.0%	2.0%	24	50	29
5	Ladera Ranch Condos Large		1801 SF and Larger	10/2/2017	12/1/16 - 10/2/17	(34%)	4%	5%	25%	44%	5%	(37%)	8.1%	11.5%	47	73	38
6	Coto de Caza \$1M to \$2M	SFR	\$1,000,000 to \$2,000,000	10/7/2017	12/1/16 - 9/30/17	(24%)	(3%)	(2%)	4%	14%	(2%)	(26%)	0.8%	4.3%	64	86	41
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13	Newport Beach - SAH	SFR	1,200 sf to 4,000 sf	10/7/2017	12/1/16 - 9/30/17	35%	(16%)	(3%)	10%	16%	(3%)	21%	8%	3%	52	73	37
14	Turtle Rock Condos		1000 Sf and Larger	10/7/2017	1/1/17 - 9/30/17	(47%)	(16%)	(23%)	0%	(3%)	(23%)	(49%)	8.0%	8.0%	44	63	32
15	Coto de Caza \$600K to \$999,000	SFR	\$600,000 to \$999,000	10/7/2017	12/1/16 - 9/30/17	(9%)	(18%)	(20%)	(14%)	(10%)	(20%)	(6%)	0.0%	(2.0%)	51	73	38
16	StoneGate Condo		1500 Sf and Larger	10/16/2017	1/1/16 - 9/30/16	(59%)	(22%)	(28%)	(18%)	(19%)	(28%)	(58%)	3.0%	(8.0%)	24	51	32
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Poorest	Average Exclusive of High & Low			(5%)	Average: ->		(6%)	(8%)	4%	6%	(8%)	(19%)	4%	4%			
					Minimum / Low	(59%)	(28%)	(28%)	(22%)	(19%)	(28%)	(58%)	0%	(8%)			
					Maximum/ High	108%	15%	10%	28%	44%	10%	101%	8%	12%			

Standard Deviation	
Statistical Average	(6%)
Median (Q2)	(5%)
Q1	(16%)
Q3	2%
Interquartile Range	29% (43%)
Maximum	15%
Minimum	(5%)



Communities Less than prior year	15	13	13	8	10	13	15	0	3
Communities Greater than prior year	3	5	5	8	8	5	3	18	14

Upper Outliers None None
 Lower Outliers None None

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RANK by Contracts Written	Community	Product Type	Product Size or Price Range	Data Date	Report Period	Active at Beginning of Month	New Listing	Total For Sale	Contracts Written	Closing	Expired, Canceled, Withdrawn	For Sale at Endo of Month	Price Δ Small	Price Δ Large	DOM	CDOM	Escrow
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2	Ladera Ranch Condos Large		1801 SF and Larger	10/2/2017	12/1/16 - 10/2/17	(34%)	4%	5%	25%	44%	5%	(37%)	8.1%	11.5%	47	73	38
3	Portola Springs SFR	SFR	1500 Sf and Larger	10/7/2017	12/1/16 - 9/30/17	(15%)	(4%)	(2%)	24%	41%	(2%)	(20%)	7%	1%	60	78	41
4	WestPark Condos		725 sf to 2340 sf	10/16/2017	12/1/16 - 9/30/17	(50%)	10%	(1%)	20%	19%	(1%)	(46%)	2.0%	2.0%	24	50	29
5	WestPark SFR	SFR	919 sf to 3201 sf	8/30/2017	12/1/16 - 8/30/17	(10%)	15%	7%	18%	16%	7%	(13%)	3.7%	6.6%	31	57	31
6	Portola Hills	SFR	1500 Sf and Larger	9/27/2017	12/1/16 - 9/27/17	8%	11%	10%	11%	(6%)	10%	11%	1.8%	(2.0%)	45	61	35
7	Newport Beach - SAH	SFR	1,200 sf to 4,000 sf	10/7/2017	12/1/16 - 9/30/17	35%	(16%)	(3%)	10%	16%	(3%)	21%	8.0%	3.0%	52	73	37
8	Coto de Caza \$1M to \$2M	SFR	\$1,000,000 to \$2,000,000	10/7/2017	12/1/16 - 9/30/17	(24%)	(3%)	(2%)	4%	14%	(2%)	(26%)	0.8%	4.3%	64	86	41
9	Turtle Rock Condos		1000 Sf and Larger	10/7/2017	1/1/17 - 9/30/17	(47%)	(16%)	(23%)	0%	(3%)	(23%)	(49%)	8.0%	8.0%	44	63	32
10	Turtle Rock SFR	SFR	1500 Sf and Larger	10/7/2017	12/1/16 - 9/30/17	(29%)	(28%)	(16%)	0%	(2%)	(16%)	(37%)	3.3%	4.6%	53	73	34
11	Ladera Ranch SFR Large	SFR	3001 to 4600 sf	10/3/2017	12/1/16 through 10/3/17	(41%)	(6%)	(13%)	(1%)	(7%)	(13%)	(40%)	8.2%	6.4%	60	77	33
12	Wodbridge - SFR	SFR	1500 Sf and Larger	10/17/2017	12/1/16 - 9/30/17	(24%)	(4%)	(13%)	(2%)	10%	(13%)	(25%)	2.0%	8.1%	39	66	36
13	Foothill Ranch	SFR	1500 Sf and Larger	9/27/2017	12/1/16 - 9/27/17	108%	(3%)	1%	(2%)	(5%)	1%	101%	3.1%	4.4%	36	71	46
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15	Ladera Ranch Condos Small		1100 to 1800 sf	9/27/2017	12/1/16 through 9/27/17	(21%)	(12%)	(11%)	(10%)	(8%)	(11%)	(19%)	7.3%	5.3%	25	50	32
16	Coto de Caza \$600K to \$999K	SFR	\$600,000 to \$999,000	10/7/2017	12/1/16 - 9/30/17	(9%)	(18%)	(20%)	(14%)	(10%)	(20%)	(6%)	0.0%	(2.0%)	51	73	38
17	StoneGate Condo		1500 Sf and Larger	10/16/2017	1/1/16 - 9/30/16	(59%)	(22%)	(28%)	(18%)	(19%)	(28%)	(58%)	3.0%	(8.0%)	24	51	32
18	Woodbridge - Condo		1400 SF to 3000 SF	10/17/2017	12/1/16 - 9/30/17	(32%)	(26%)	(23%)	(22%)	(15%)	(23%)	(32%)	6.2%	6.2%	36	61	37
Average Exclusive of High and Low				5%	Average: ->				4%	6%	(8%)	(19%)	4%	4%			
Minimum / Low						(59%)	(28%)	(28%)	(22%)	(19%)	(28%)	(58%)	0%	(8%)			
Maximum/ High						108%	15%	10%	28%	44%	10%	101%	8%	12%			

Standard Deviation	
Statistical Average	4%
Median (Q2)	0%
Q1	(3%)
Q3	16%
Interquartile Range	45% (32%)
Maximum	28%
Minimum	(22%)



Communities Less than prior year
Communities Greater than prior year

15	13	13	8	10	13	15	0	3
3	5	5	8	8	5	3	18	14

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Average Exclusive of High & Low

Average: ->

Minimum / Low	(59%)	(28%)	(28%)	(22%)	(19%)	(28%)	(58%)	0%	(8%)
Maximum/ High	108%	15%	10%	28%	44%	10%	101%	8%	12%

Standard Deviation	6%
Statistical Average	6%
Median (Q2)	(3%)
Q1	(7%)
Q3	16%
Interquartile Range	50% (40%)
Maximum	44%
Minimum	(19%)



Communities Less than prior year

15 13 13 8 10 13 15 0 3

Communities Greater than prior year

3 5 5 8 8 5 3 18 14

Upper Outliers None None
 Lower Outliers None None

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Status of 2017 compared to 2016 <> January 1 through September 30, 2017

RANK by CLOSINGS	Community	Product Type	Product Size or Price Range	Data Date	Report Period	Active at Beginning of Month	New Listing	Total For Sale	Contracts Written	Closing	Expired, Canceled, Withdrawn	For Sale at End of Month	Price Δ Small	Price Δ Large	DOM	CDOM	Escrow
1	Foothill Ranch	SFR	1500 Sf and Larger	9/27/2017	12/1/16 - 9/27/17	108%	(3%)	1%	(2%)	(5%)	1%	101%	3.1%	4.4%	36	71	46
2	Newport Beach - SAH SFR	SFR	1,200 sf to 4,000 sf	10/7/2017	12/1/16 - 9/30/17	35%	(16%)	(3%)	10%	16%	(3%)	21%	8.0%	3.0%	52	73	37
3	Portola Hills	SFR	1500 Sf and Larger	9/27/2017	12/1/16 - 9/27/17	8%	11%	10%	11%	(6%)	10%	11%	1.8%	(2.0%)	45	61	35
4	Coto de Caza \$600K to \$999K	SFR	\$600,000 to \$999,000	10/7/2017	12/1/16 - 9/30/17	(9%)	(18%)	(20%)	(14%)	(10%)	(20%)	(6%)	0.0%	(2.0%)	51	73	38
5	WestPark SFR	SFR	919 sf to 3201 sf	8/30/2017	12/1/16 - 8/30/17	(10%)	15%	7%	18%	16%	7%	(13%)	3.7%	6.6%	31	57	31
6	Ladera Ranch Condos Small		1100 to 1800 sf	9/27/2017	12/1/16 through 9/27/17	(21%)	(12%)	(11%)	(10%)	(8%)	(11%)	(19%)	7.3%	5.3%	25	50	32
7	Portola Springs Condos		1500 - 3000	10/11/2017	12/1/16 - 9/30/17	(23%)	14%	4%	28%	32%	4%	(20%)	2.0%	0.0%	38	58	36
8	Portola Springs SFR	SFR	1500 Sf and Larger	10/7/2017	12/1/16 - 9/30/17	(15%)	(4%)	(2%)	24%	41%	(2%)	(20%)	6.9%	0.5%	60	78	41
9	Woodbridge - SFR	SFR	1500 Sf and Larger	10/17/2017	12/1/16 - 9/30/17	(24%)	(4%)	(13%)	(2%)	10%	(13%)	(25%)	2.0%	8.1%	39	66	36
10	Coto de Caza \$1M to \$2M	SFR	\$1,000,000 to \$2,000,000	10/7/2017	12/1/16 - 9/30/17	(24%)	(3%)	(2%)	4%	14%	(2%)	(26%)	0.8%	4.3%	64	86	41
11	Woodbridge - Condo		1400 SF to 3000 SF	10/17/2017	12/1/16 - 9/30/17	(32%)	(26%)	(23%)	(22%)	(15%)	(23%)	(32%)	6.2%	6.2%	36	61	37
12	Turtle Rock SFR	SFR	1500 Sf and Larger	10/7/2017	12/1/16 - 9/30/17	(29%)	(28%)	(16%)	0%	(2%)	(16%)	(37%)	3%	5%	53	73	34
13	Ladera Ranch Condos Large		1801 SF and Lager	10/2/2017	12/1/16 - 10/2/17	(34%)	4%	5%	25%	44%	5%	(37%)	8.1%	11.5%	47	73	38
14	Ladera Ranch SFR Large	SFR	3001 to 4600 sf	10/3/2017	12/1/16 through 10/3/17	(41%)	(6%)	(13%)	(1%)	(7%)	(13%)	(40%)	8.2%	6.4%	60	77	33
15	WestPark Condos		919 sf to 3201 sf	10/16/2017	12/1/16 - 9/30/17	(50%)	10%	(1%)	20%	19%	(1%)	(46%)	2.0%	2.0%	24	50	29
16	Ladera Ranch SFR small	SFR	1500 to 3000 sf	10/3/2017	11/1/16 through 10/3/17	(47%)	(13%)	(20%)	(3%)	(4%)	(20%)	(48%)	4.4%	4.3%	31	53	34
17	Turtle Rock Condos		1000 Sf and Larger	10/7/2017	1/1/17 - 9/30/17	(47%)	(16%)	(23%)	0%	(3%)	(23%)	(49%)	8.0%	8.0%	44	63	32
18	StoneGate Condo		1500 Sf and Larger	10/16/2017	1/1/16 - 9/30/16	(59%)	(22%)	(28%)	(18%)	(19%)	(28%)	(58%)	3.0%	(8.0%)	24	51	32

Average Exclusive of High & Low (22%)

Average: ->

Minimum / Low	(59%)	(28%)	(28%)	(22%)	(19%)	(28%)	(58%)	0%	(8%)
Maximum/ High	108%	15%	10%	28%	44%	10%	101%	8%	12%

Standard Deviation Statistical Average	(26%)
Median (Q2)	(25%)
Q1	0%
Q3	0%
Interquartile Range	(80%) 27%
Maximum	101%
Minimum	(58%)



Communities Less than prior year

15 13 13 8 10 13 15 0 3

Communities Greater than prior year

3 5 5 8 8 5 3 18 14

Lower Outliers None None
 Upper Outliers 101% None

2017

Project		Product Type / Size	Data Date	Report Period	Market Activity							Price Change		Average			
					Active @	New Listing	Total 4 Sale	Contracts	Closings	Cancel / Expired	Active @ EOM	Small Price	Large Price	DOM	CDOM	Escrow	
					BOM							Δ	Δ				
Portola Hills	SFR	1500 Sf and Larger	9/27/2017	12/1/16 - 9/27/17	7	30	33	20	17	8	8	1.8%	(2.0%)	45	61	35	
Foothill Ranch	SFR	1500 Sf and Larger	9/27/2017	12/1/16 - 9/27/17	21	98	105	85	80	16	21	3.1%	4.4%	36	71	46	
Ladera Ranch Condos Small		1100 to 1800 sf	9/27/2017	12/1/16 through 9/27/17	28	190	207	160	157	18	29	7.3%	5.3%	25	50	32	
Ladera Ranch Condos Large		1801 SF and Lager	10/2/2017	12/1/16 - 10/2/17	11	58	63	45	46	11	11	8.1%	11.5%	47	73	38	
Ladera Ranch SFR small	SFR	1500 to 3000 sf	10/3/2017	11/1/16 through 10/3/17	26	175	184	149	135	32	27	4.4%	4.3%	31	53	34	
Ladera Ranch SFR Large	SFR	13001 to 4600sf	10/3/2017	12/1/16 through 10/3/17	32	133	150	89	82	36	33	8.2%	6.4%	60	77	33	
Coto de Caza \$1M to \$2M	SFR	\$1,000,000 to \$2,000,000	10/7/2017	12/1/16 - 9/30/17	39	166	192	115	117	45	39	0.8%	4.3%	64	86	41	
Coto de Caza \$600K to \$999K	SFR	\$600,000 to \$999,000	10/7/2017	12/1/16 - 9/30/17	15	69	78	56	56	15	16	0.0%	(2.0%)	51	73	38	
Newport Beach - SAH SFR	SFR	1,200 sf to 4,000 sf	10/7/2017	12/1/16 - 9/30/17	29	122	145	97	93	27	29	8.4%	3.0%	52	73	37	
Portola Springs Condos		1500 - 3000	10/11/2017	12/1/16 - 9/30/17	25	133	144	91	83	30	27	2.1%	(0.4%)	38	58	36	
Portola Springs SFR	SFR	1500 Sf and Larger	10/7/2017	12/1/16 - 9/30/17	14	52	62	31	31	22	14	6.9%	0.5%	60	78	41	
StoneGate Condo		1500 Sf and Larger	10/16/2017	1/1/16 - 9/30/16	6	51	53	46	43	5	7	2.5%	(8.4%)	24	51	32	
Turtle Rock Condos		1000 Sf and Larger	10/7/2017	1/1/17 - 9/30/17	4	48	50	38	35	11	4	8.3%	7.8%	44	63	32	
Turtle Rock SFR	SFR	1500 Sf and Larger	10/7/2017	12/1/16 - 9/30/17	18	59	76	46	43	22	17	3.3%	4.6%	53	73	34	
Wodbridge -SFR	SFR	1500 Sf and Larger	10/17/2017	12/1/16 - 9/30/17	10	54	58	47	45	6	11	2.0%	8.1%	39	66	36	
Woodbridge - Condo		1400 SF to 3000 SF	10/17/2017	12/1/16 - 9/30/17	12	84	90	62	61	15	13	6.2%	6.2%	36	61	37	
WestPark SFR	SFR	919 sf to 3201 sf	10/7/2017	12/1/16 - 9/30/17	11	75	79	66	66	13	10	3.7%	6.6%	33	58	32	
WestPark Condos		723 sf to 2340 sf	10/16/2017	12/1/16 - 9/30/17	8	75	76	65	64	9	8	1.7%	1.7%	24	50	29	
					2017	316	1672	1845	1308	1254	341	325	4.4%	3.4%	42	65	36
					2016	412	1822	2039	1299	1220	417	435	0	0	42	65	36
					Variance	(96)	(150)	(194)	9	34	(76)	(110)					
						(23.4%)	(8.2%)	(9.5%)	0.7%	2.8%	(18.2%)	(25.4%)					

2016

Project		Product Type / Size	Data Date	Report Period	Market Activity							Price Change		Average		
					Active @	New Listing	Total 4 Sale	Contracts	Closings	Cancel / Expired	Active @ EOM	Small Price	Large Price	DOM	CDOM	Escrow
					BOM							Δ	Δ			
Portola Hills	SFR	1500 Sf and Larger	9/27/2017	12/1/16 - 9/27/17	7	27	30	18	18	6	7	1.8%	(2.0%)	45	61	35
Foothill Ranch	SFR	1500 Sf and Larger	9/27/2017	12/1/16 - 9/27/17	10	101	104	87	84	13	10	3.1%	4.4%	36	71	46
Ladera Ranch Condos Small		1100 to 1800 sf	9/27/2017	12/1/16 through 9/27/17	35	216	233	177	170	34	37	7.3%	5.3%	25	50	32
Ladera Ranch Condos Large		1801 SF and Lager	10/2/2017	12/1/16 - 10/2/17	16	56	60	36	32	16	17	8.1%	11.5%	47	73	38
Ladera Ranch SFR small	SFR	1500 to 3000 sf	10/3/2017	11/1/16 through 10/3/17	48	201	231	154	141	36	51	4.4%	4.3%	31	53	34
Ladera Ranch SFR Large	SFR	13001 to 4600sf	10/3/2017	12/1/16 through 10/3/17	54	142	172	90	88	36	56	8.2%	6.4%	60	77	33
Coto de Caza \$1M to \$2M	SFR	\$1,000,000 to \$2,000,000	10/7/2017	12/1/16 - 9/30/17	51	171	196	111	103	54	53	0.8%	4.3%	64	86	41
Coto de Caza \$600K to \$999K	SFR	\$600,000 to \$999,000	10/7/2017	12/1/16 - 9/30/17	17	84	98	65	62	23	17	0.0%	(2.0%)	51	73	38
Newport Beach - SAH SFR	SFR	1,200 sf to 4,000 sf	10/7/2017	12/1/16 - 9/30/17	21	146	149	88	80	43	24	8.4%	3.0%	52	73	37
Portola Springs Condos		1500 - 3000	10/11/2017	12/1/16 - 9/30/17	32	117	139	71	63	37	34	2.1%	(0.4%)	38	58	36
Portola Springs SFR	SFR	1500 Sf and Larger	10/7/2017	12/1/16 - 9/30/17	17	54	63	25	22	24	18	6.9%	0.5%	60	78	41
StoneGate Condo		1500 Sf and Larger	10/16/2017	1/1/16 - 9/30/16	16	65	74	56	53	9	16	2.5%	(8.4%)	24	51	32
Turtle Rock Condos		1000 Sf and Larger	10/7/2017	1/1/17 - 9/30/17	8	57	65	38	36	15	8	8.3%	7.8%	44	63	32
Turtle Rock SFR	SFR	1500 Sf and Larger	10/7/2017	12/1/16 - 9/30/17	25	82	90	46	44	19	27	3.3%	4.6%	53	73	34
Wodbridge -SFR	SFR	1500 Sf and Larger	10/17/2017	12/1/16 - 9/30/17	14	56	67	48	41	9	14	2.0%	8.1%	39	66	36
Woodbridge - Condo		1400 SF to 3000 SF	10/17/2017	12/1/16 - 9/30/17	18	114	117	79	72	29	19	6.2%	6.2%	36	61	37
WestPark SFR	SFR	919 sf to 3201 sf	10/7/2017	12/1/16 - 9/30/17	11	65	74	56	57	7	12	3.7%	6.6%	33	58	32
WestPark Condos		723 sf to 2340 sf	10/16/2017	12/1/16 - 9/30/17	13	68	77	54	54	7	15	1.7%	1.7%	24	50	29
					412	1822	2039	1299	1220	417	435	4.4%	3.4%	42	65	36