



Baker Ranch SFR

Single Family Residence

1,500 to 4,500 sf

2018

Period: 12/1/17 - 3/28/18

Data Date: 3/27/2018

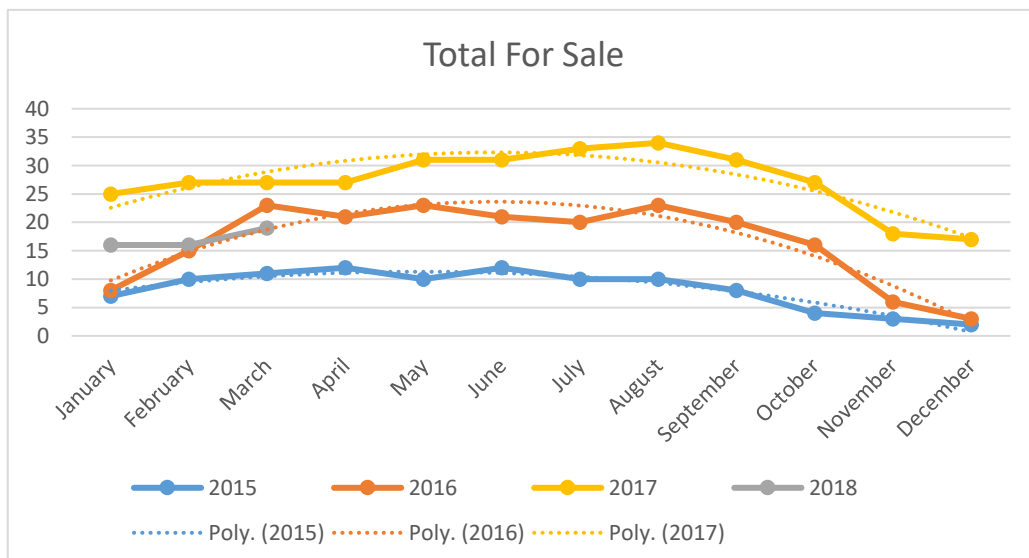
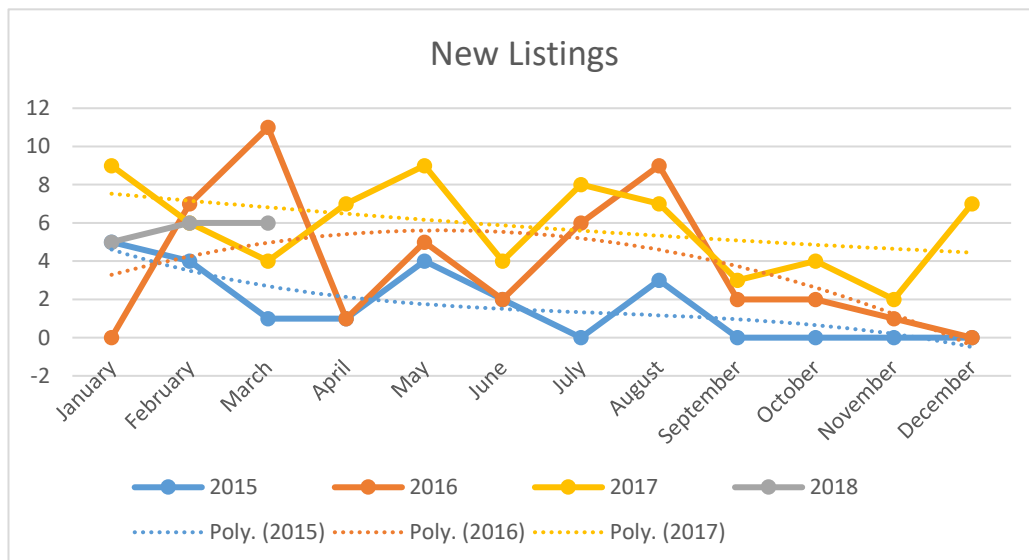
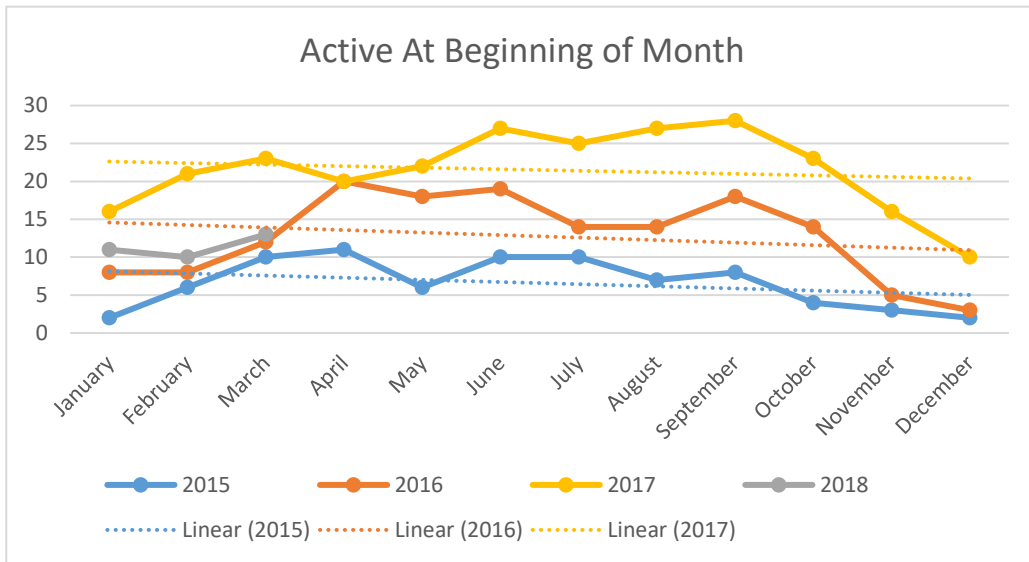
Compares 2018 Activity to 2017

Square Footage Range from: 1705 to 4500

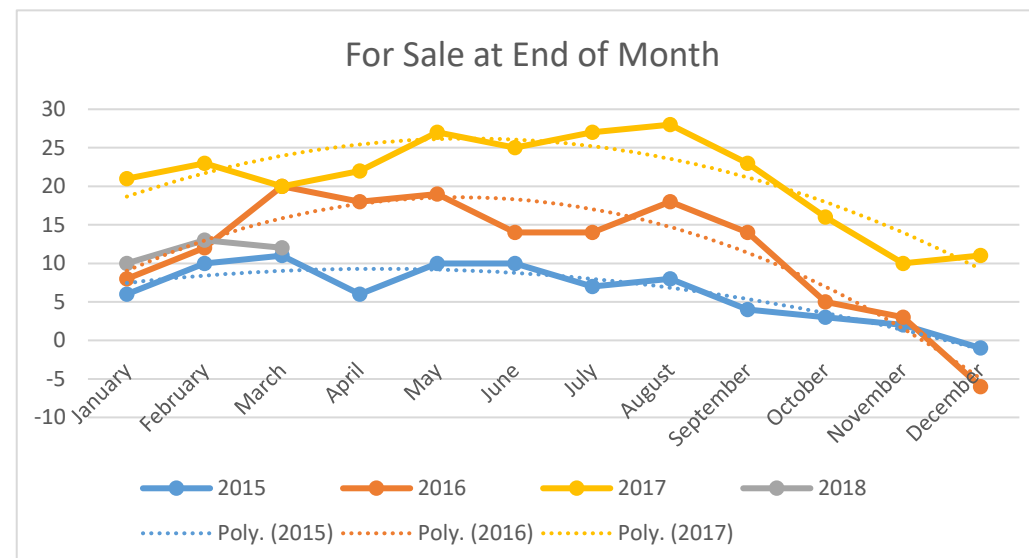
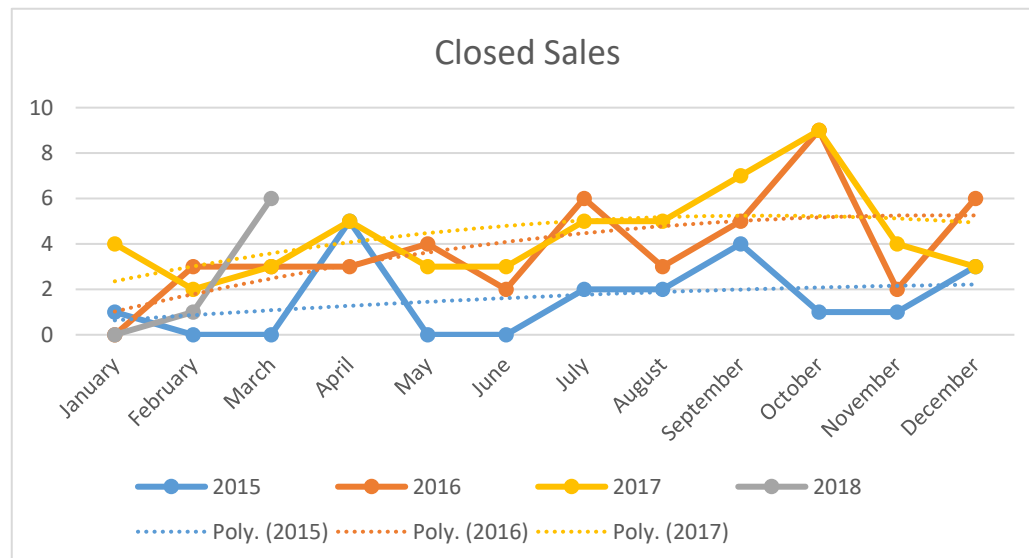
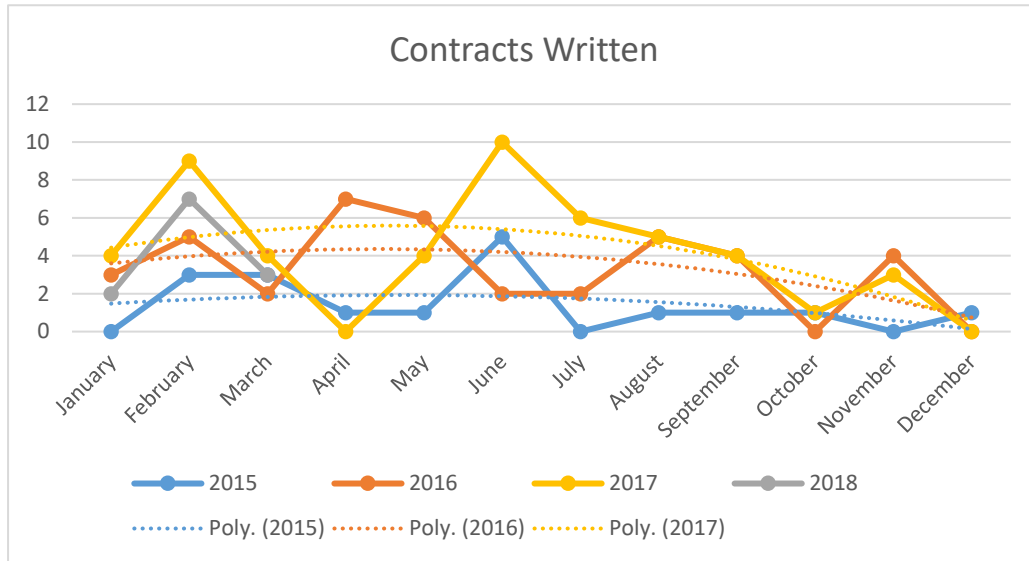
Square Footage Average = 2814

Provided by Joe Richter

Baker Ranch SFR



Baker Ranch SFR



Baker Ranch SFR
12/1/17 - 3/28/18

Single Family Residence
1,500 to 4,500 sf

2018 vrs 2017 Average Square Footage Comparison

	2018	2017	2018 - 2017	% Change
Ave SF less than 2200 SF	1,866	1,708	158	9.26%)
Ave SF Greater than 2200 SF	3,044	3,056	(12)	(0.40%)

BOTTOM LINE

The average size of homes for sale in 2018 that were SMALLER than 2200 sf is up approximately 158 sf compared to 2017

The average size of homes for sale in 2018 that were LARGER than 2200 sf is down approximately -12 sf compared to 2017

2018 compared to 2017 Average List Price Comparison

					Net Change	
Ave Last List Price of Homes Less Than 2200 SF	\$906,302	\$834,103	\$72,199	8.66%	-\$5,016	(0.60%)
Ave Last List Price of Homes Greater Than 2200 SF	\$1,557,207	\$1,427,304	\$129,903	9.10%	-\$2,225	(0.16%)
Ave Price PSF Homes Less Than 2200 sf	\$488	\$494	(\$6)	(1.20%)		
Ave Price PSF Homes Greater Than 2200 sf	\$524	\$477	\$47	9.91%		

2018 compared to 2017 Average CLOSED Price Comparison

					Net Change	
Closed Price Less Than 2200 SF	\$837,500	\$805,046	\$32,454	4.03%	-\$42,071	(5.23%)
Closed Price Greater Than 2200 SF	\$1,380,462	\$1,365,484	\$14,978	1.10%	-\$111,427	(8.16%)
Closed Price Greater Than 2200 sf Exclusive of View Lots	\$1,239,833	\$1,137,696	\$102,137	8.98%	-\$3,181	(0.28%)
Closed Price psf Less Than 2200 SF	\$491	\$485	\$5	1.06%		
Closed Price psf Greater Than 2200 SF	\$454	\$444	\$10	2.15%		

1,386,994 \$1,427,304

BOTTOM LINE

1,352,331 \$0

The average NET CLOSING PRICE of the smaller homes is UP (\$42,071) or -5.2%

The average NET CLOSING PRICE of the LARGER homes is UP (\$111,427) or -8.2%

Baker Ranch SFR
12/1/17 - 3/28/18

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2018 compared to 2017 the Average Time On The Market

DOM = Days on Market - from listing to contract
CDOM = Cumulative Days on Market
ED = Escrow Duration

2017 Summary				Units Closed
	DOM	CDOM	ED	
1705 to 2200 SF	46	83	44	0
2200 to 4500 SF	78	125	88	0

2018 Summary				Units Closed
	DOM	CDOM	ED	
1705 to 2200 SF	25	48	37	0
2200 to 4500 SF	102	123	61	0

2018 minus 2017 Variance				Units Closed
	DOM	CDOM	ED	
1705 to 2200 SF	(22)	(35)	(8)	0
2200 to 4500 SF	25	(2)	(27)	0

BOTTOM LINE

In 2018 the SMALLER PRODUCT was on the market on average -22 days LESS before contracting than 2017

In 2018 the LARGER PRODUCT was on the market on average 25 days MORE before contracting than 2017

Baker Ranch SFR
1,500 to 4,500 sf

Period
Data Data

12/1/17 - 3/28/18
3/27/2018

2017 MARKET ACTIVITY Single Family Residence

		Active @ Begin of Month	New Listings	Total for Sale	Contracts Written	Closed	Expired, Withdrawn, Canceled	For Sale at end of Month	Hold Do Not Show	% of New Listings Contract ed	% of TOT Availble Contracted	% of TOT Available Closed
1	January	16	9	25	4	4	0	21				
2	February	21	6	27	9	2	2	23				
3	March	23	4	27	4	3	4	20				
4	April	20	7	27	0	5	0	22				
5	May	22	9	31	4	3	1	27				
6	June	27	4	31	10	3	3	25				
7	July	25	8	33	6	5	1	27				
8	August	27	7	34	5	5	1	28				
9	September	28	3	31	4	7	1	23				
10	October	23	4	27	1	9	2	16				
11	November	16	2	18	3	4	4	10				
12	December	10	7	17	0	3	3	11				
Year-To-Date Totals			70	86	50	53	22					
Y-T-D Average		22	6	27	4	4	2	21				

2017 compared to 2018 MARKET ACTIVITY Single Family Residence

		Active @ Begin of Month				New Listings				Total for Sale			
		2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change
1	1 January	16	11	(5)	(31%)	9	5	(4)	(44%)	25	16	(9)	(36%)
1	2 February	21	10	(11)	(52%)	6	6	0	0%	27	16	(11)	(41%)
1	3 March	23	13	(10)	(43%)	4	6	2	50%	27	19	(8)	(30%)
0	4 April												
0	5 May												
0	6 June												
0	7 July												
0	8 August												
0	9 September												
0	10 October												
0	11 November												
0	12 December												
YTD Total						19	17	(2)	(11%)	35	28	(7)	(20%)
YTD Average		20	11	(9)	(43%)								

2017 compared to 2018 MARKET ACTIVITY Single Family Residence

		Contracts Written				Closed				Expired, Withdrawn, Canceled			
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Baker Ranch SFR
1,500 to 4,500 sf

Period
Data Data

12/1/17 - 3/28/18
3/27/2018

		2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change
1	January	4	2	(2)	(50%)	4	0	(4)	(100%)	0	6	6	
2	February	9	7	(2)	(22%)	2	1	(1)	(50%)	2	2	0	0%
3	March	4	3	(1)	(25%)	3	6	3	100%	4	1	(3)	(75%)
4	April												
5	May												
6	June												
7	July												
8	August												
9	September												
10	October												
11	November												
12	December												
YTD Total		17	12	(5)	(29%)	9	7	(2)	(22%)	6	9	3	50%

2017 compared to 2018 MARKET ACTIVITY Single Family Residence

		For Sale at end of Month			
		2017	2018	Increase / (decrease)	% Change
1	January	21	10	(11)	(52%)
2	February	23	13	(10)	(43%)
3	March	20	12	(8)	(40%)
4	April				
5	May				
6	June				
7	July				
8	August				
9	September				
10	October				
11	November				
12	December				
Average		21	12	(10)	(45%)

Baker Ranch SFR
1,500 to 4,500 sf

Period **12/1/17 - 3/28/18**
Data Data **3/27/2018**

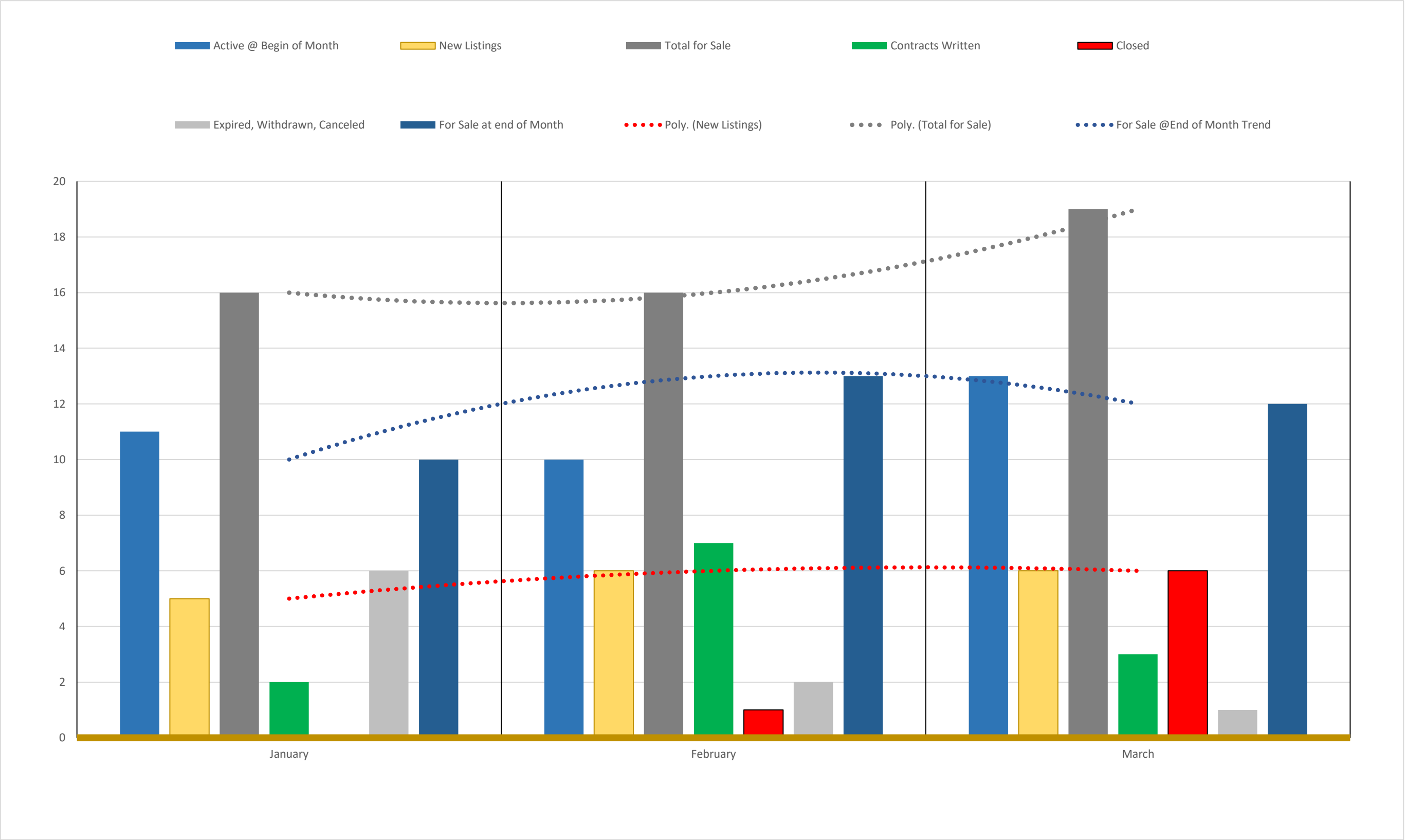
2018 MARKET ACTIVITY Single Family Residence

		Active @ Begin of Month	New Listings	Total for Sale	Contracts Written	Closed	Expired, Withdrawn, Canceled	For Sale at end of Month	Hold Do Not Show	% of New Listings / Contracts	% of TOT Availble Contracted	% of Total Available Closed
16	Summary.month	Active.at.begin.of.month	New.Listings	Total.for.Sale	Contracts.written	Closed	Expired	For.Sale.at.End.of.Month				
1	January	11	5	16	2	0	6	10	√	40%	13%	0%
2	February	10	6	16	7	1	2	13	0	117%	44%	6%
3	March	13	6	19	3	6	1	12	11	50%	16%	32%
4	April											
5	May											
6	June											
7	July											
8	August											
9	September											
10	October											
11	November											
12	December											
Year-To-Date Totals			17	28	12	7	9		1	71%	43%	25%
Y-T-D Averages		11.3	5.7	17.0	4.0	2.3	3.0	11.7				

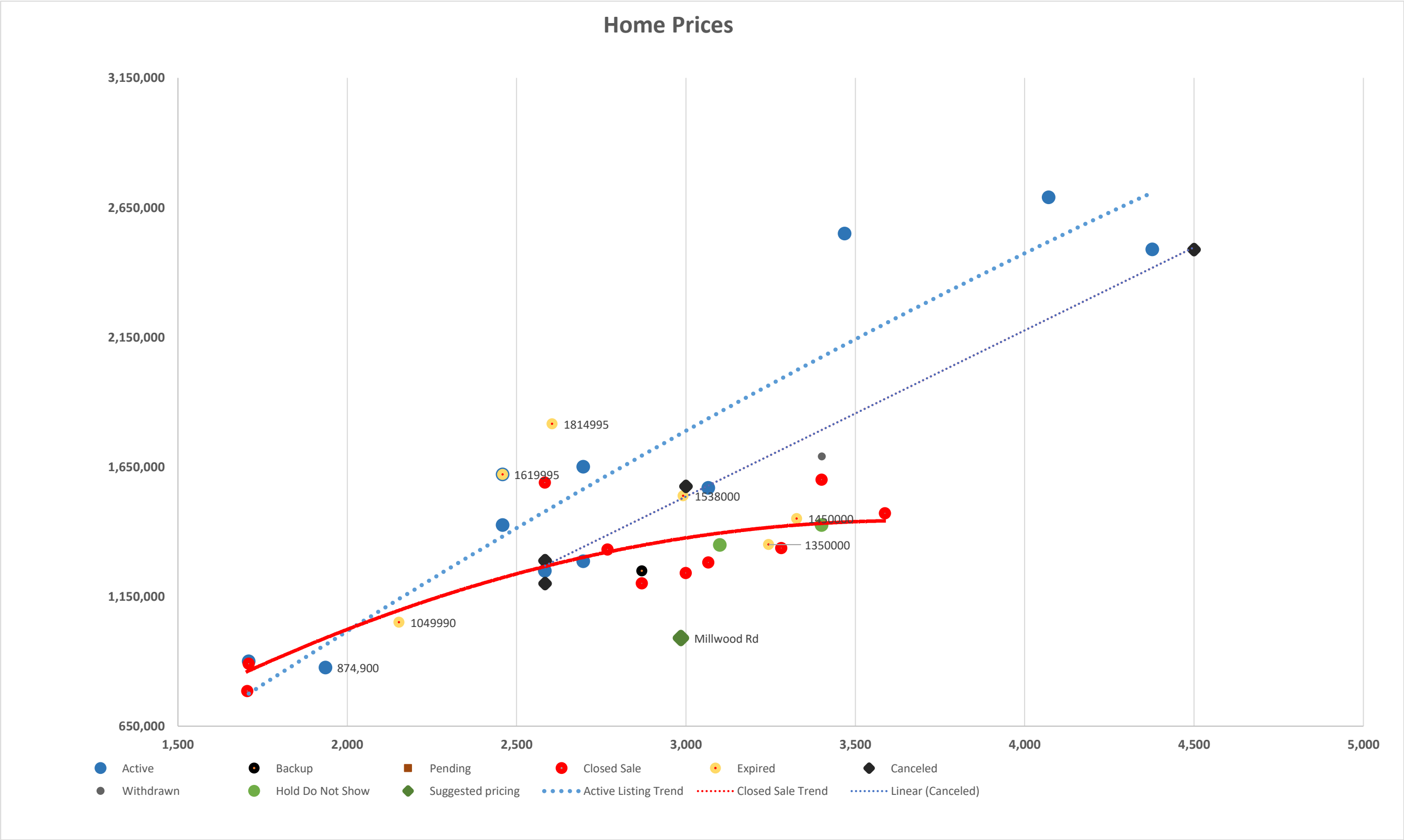
Baker Ranch SFR
1,500 to 4,500 sf

Period
Data Data
12/1/17 - 3/28/18
3/27/2018

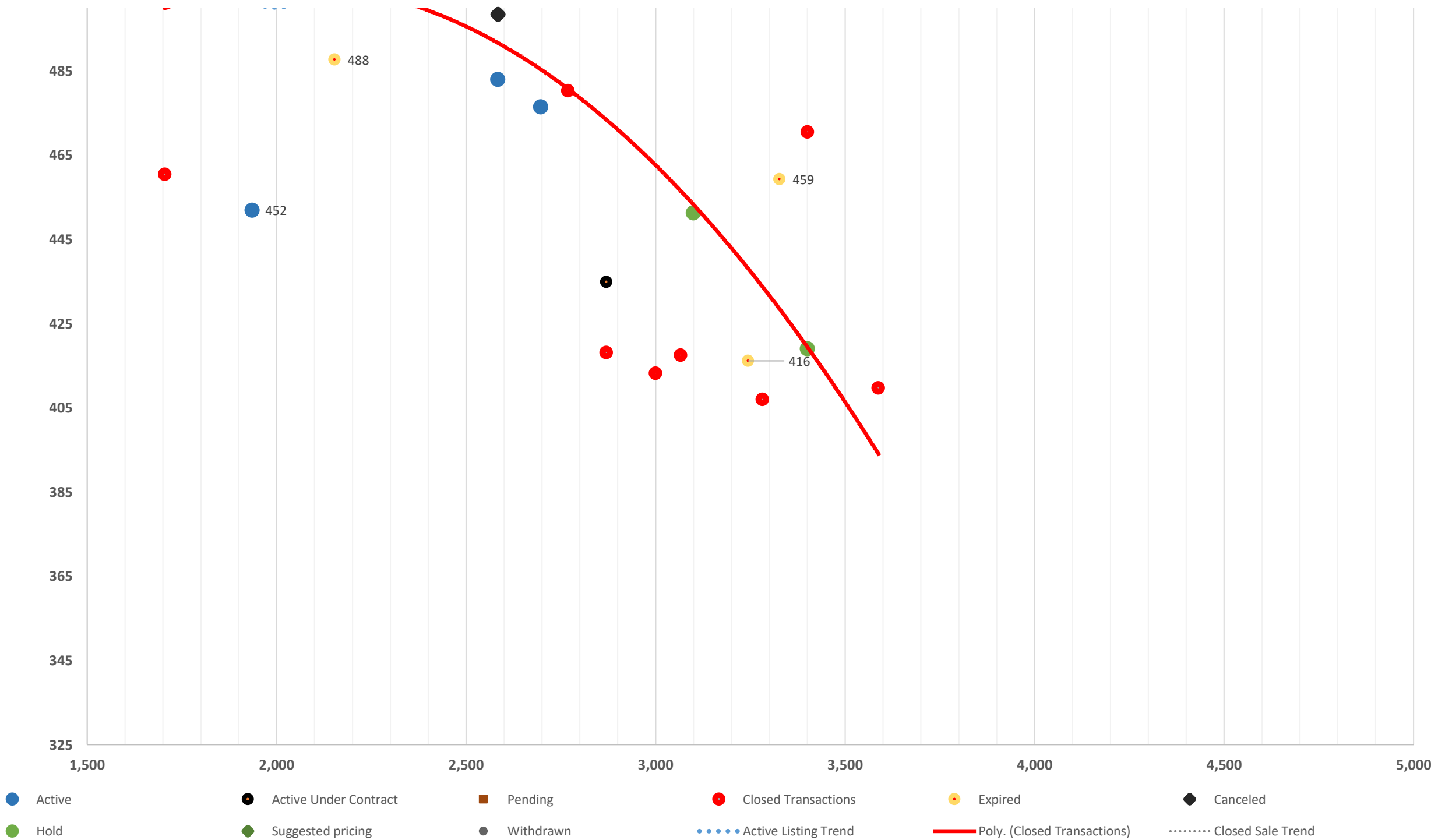
2018 MARKET ACTIVITY Single Family Residence



2018 MARKET ACTIVITY Single Family Residence



2018 MARKET ACTIVITY Single Family Residence
Value Per Square Foot



Baker Ranch SFR
1,500 to 4,500 sf

Review Period: 12/1/17 - 3/28/18
Data Date: March 27, 2018

								Averages			
								2017	62	102	69
								2018	29	40	20
List Year	List Month	Num ber	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Durantion	
2017		11	Goldenrod	Expired	10/5/2017		2/28/2018	146	146		
		11	Snowberry	Closed	6/28/2017	11/10/2017	12/11/2017	135	166	31	
		11	Macatera	Expired	10/27/2017		1/2/2018	67	67		
		12	Caspian	Closed	9/21/2017	11/20/2017	12/28/2017	60	98	38	
		12	Peony	Closed	12/15/2017	2/4/2018	3/13/2018	51	88	37	
		14	Dogwood	Hold	11/2/2017		3/21/2018	139	139		
		15	Juniper	Expired	7/17/2017		1/19/2018	186	186		
		17	Juniper	Closed	7/11/2017	8/17/2017	12/4/2017	37	146	109	
		21	Umbria	Pending	12/29/2017	1/12/2018	1/12/2018	14	88	74	
		26	Manzanillo	Closed	4/27/2017	5/22/2017	3/2/2018	25	309	284	
		28	Torosa	Pending	12/29/2017	1/19/2018	1/19/2018	21	88	67	
		29	Sorrel	Active	12/15/2017		12/15/2017	102	102		
		32	Forster	Canceled	3/12/2017		1/9/2018	303	303		
		32	Forster	Canceled	12/19/2017		1/19/2018	31	31		
		32	Forster	Closed	12/19/2017	2/5/2018	3/9/2018	48	80	32	
		33	Dogwood	Withdrawn	7/10/2017		3/2/2018	235	235		
		36	Dogwood	Expired	2/8/2017		12/31/2017	326	326		
		38	Goldenrod	Expired	7/28/2017		1/31/2018	187	187		
		38	Cooper	Active	12/7/2017		12/7/2017	110	110		
		40	Goldenrod	Canceled	8/14/2017		12/22/2017	130	130		
		42	Forster	Canceled	8/10/2017		2/5/2018	179	179		
		53	Bluebell	Expired	10/23/2017		1/24/2018	93	93		
		48	Hyacinth	Active	12/19/2017		12/19/2017	98	98		
		48	Hyacinth	Canceled	3/12/2017		12/21/2017	284	284		
2018	1	10	Snowberry	Closed	1/2/2018	2/2/2018	2/16/2018	31	45	14	
	1	21	Goldenrod	Pending	1/24/2018	2/18/2018	2/18/2018	25	62	37	
	1	28	Fuchsia	Active Under Contract	1/26/2018	2/16/2018	2/16/2018	21	60		
	1	29	Forster	Active	1/17/2018		1/17/2018	69	69		
	1	32	Manzanillo	Hold	1/18/2018		3/25/2018	66	66		
	2	15	Juniper	Active	2/8/2018		2/8/2018	47	47		
	2	40	Clover	Closed	2/1/2018	2/8/2018	3/1/2018	7	28	21	
	2	42	Forster	Active	2/7/2018		2/7/2018	48	48		
	2	13	Forster	Active	2/20/2018		2/20/2018	35	35		

List Month Average DOM		
	2017	2018
January	40	42
February	121	29
March	186	14
April	67	
May	43	
June	57	
July	62	
August	56	
September	57	
October	48	
November	33	
December	14	
AVERAGE	65	28
2018		
Days from Listing to Contract		
Average DOM		18
Minimum DOM		7
Maxmum DOM		31
2018		
Days WITHOUT Contract		
Average DOM		38
Minimum DOM		3
Maxmum DOM		69
2018		35
		33

Baker Ranch SFR
1,500 to 4,500 sf

Review Period: **12/1/17 - 3/28/18**
Data Date: **March 27, 2018**

										Averages			
										2017	62	102	69
										2018	29	40	20
List Year	List Month	Num ber	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Duration			
2018	2	48	Fuchsia	Closed	2/8/2018	2/27/2018	3/26/2018	19	46	27			
	2	129	Lavender	Pending	2/15/2018	3/3/2018	3/3/2018	16	40	24			
	3	19	Bellflower	Closed	3/5/2018	3/5/2018	3/5/2018			0			
	3	21	Juniper	Active	3/1/2018		3/1/2018	26	26				
	3	28	Heron	Pending	3/2/2018	3/10/2018	3/10/2018	8	25	17			
	3	40	Goldenrod	Active	3/7/2018		3/7/2018	20	20				
	3	88	Fuchsia	Active	3/24/2018		3/24/2018	3	3				
	3	145	Lavender	Active	3/1/2018		3/1/2018	26	26				
Grand Total													

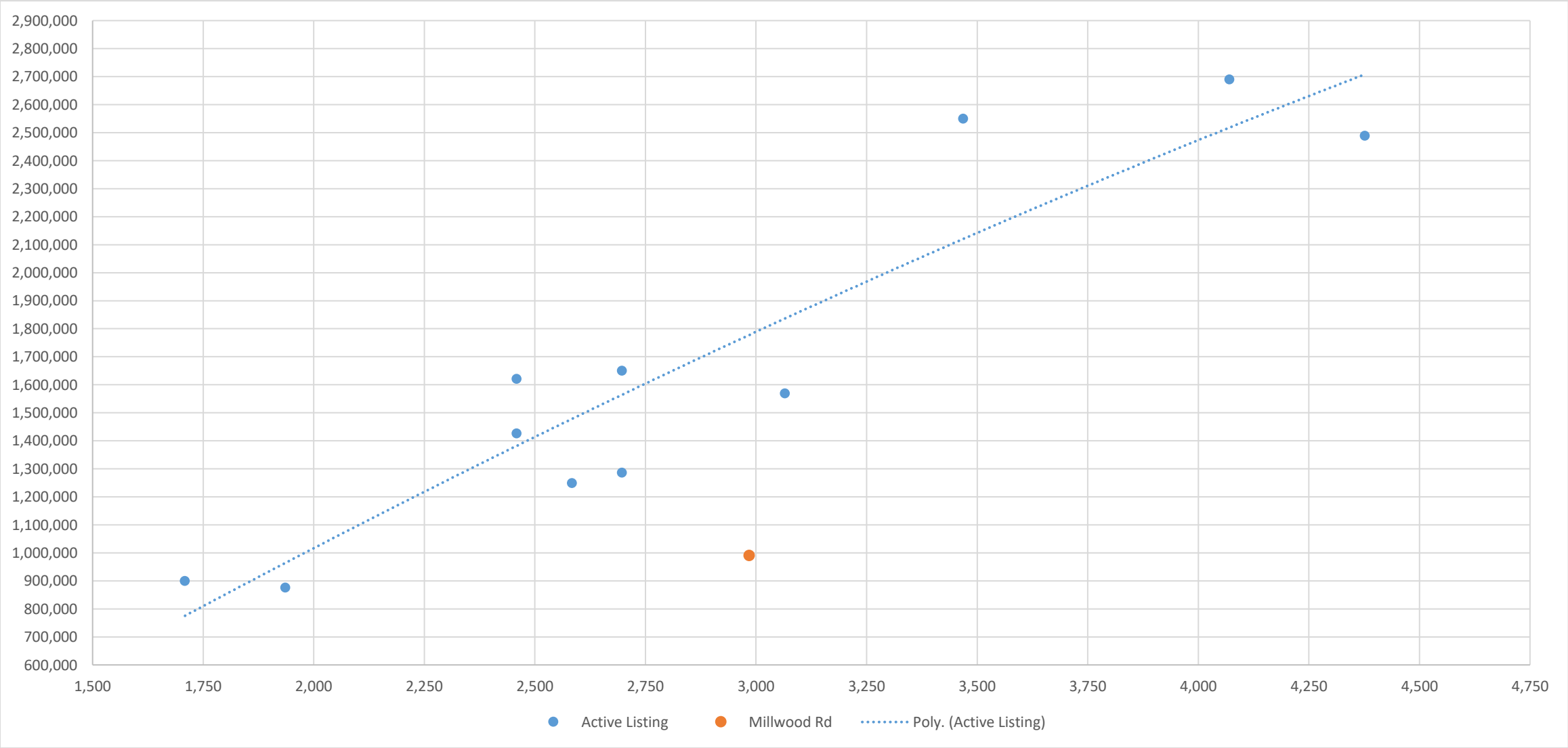
Period: **12/1/17 - 3/28/18**
Data: **3/27/2018**

Status	Address		Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	
Active	88	Fuchsia	1,709	899,000	899,000		526	Total active Sales 11
Active	40	Goldenrod	3,066	1,568,000	1,568,000		511	
Active	21	Juniper	2,459	1,424,995	1,369,999		580	Active Lisitngs Less than 2200 SF 2
Active	145	Lavender	1,936	874,900	880,980		452	Average Price 889,990
Active	13	Forster	2,697	1,649,495	1,649,495		612	Average SF 1,823
Active	15	Juniper	2,459	1,619,995	1,599,995		659	Average Price SF 489
Active	42	Forster	2,584	1,248,000	1,248,000		483	
Active	29	Forster	2,697	1,285,000	1,285,000		476	Active Lisitngs More than 2200 SF 9
Active	48	Hyacinth	4,377	2,488,000	2,488,000		568	Average Price 1,814,807
Active	29	Sorrel	4,071	2,688,888	2,628,888		660	Average SF 3,098
Active	38	Cooper	3,469	2,548,888	2,495,888		735	Average Price SF 587
								Active Lisitngs More than 2200 SF 4
								Average Price 1,546,872
								Average SF 2,670
								Average Price SF 590
EXCLUSIVE OF OUTLIER								\$ 267,935

Baker Ranch SFR - 1,500 to 4,500 sf

Period: 12/1/17 - 3/28/18
Data: 3/27/2018

ACTIVELY SELLING Single Family Residence



CLOSED SALES Single Family Residence

Status	Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF	
Closed	48 Fuchsia	1,709	898,000	890,000	890,000	525	521	
Closed	12 Peony	3,000	1,295,000	1,239,500	1,239,500	432	413	Total Closed Sales10
Closed	32 Forster	2,870	1,288,000	1,200,000	1,200,000	449	418	
Closed	19 Bellflower	2,769	1,330,000	1,330,000	1,330,000	480	480	Closed Sales Less than 2200 SF2
Closed	26 Manzanillo	3,282	1,253,895	1,335,702	1,335,702	382	407	Average Price837,500
Closed	40 Clover	1,705	799,000	785,000	785,000	469	460	Average SF1,707
Closed	10 Snowberry	3,401	1,688,000	1,600,000	1,600,000	496	470	Average Price SF491
Closed	12 Caspian	3,588	1,539,000	1,470,000	1,470,000	429	410	
Closed	11 Snowberry	3,066	1,395,000	1,280,000	1,280,000	455	417	Closed Sales Greater than 2200 SF8
Closed	17 Juniper	2,584	1,649,995	1,588,495	1,588,495	639	615	Average Price1,380,462
								Average SF3,070
								Average Price SF454

Baker Ranch SFR - 1,500 to 4,500 sf

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Data: 3/27/2018

CLOSED SALES Single Family Residence

Status	Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF
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CLOSED SALES Single Family Residence

Status	Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF
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