

Portola Springs SFR

Single Family Residence 1500 Sf and Larger

2018

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

Data Date: 3/27/2018

Compares 2018 Activity to 2017

Provided by Joe Richter

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28232 Millwood Rd Trabuco Canyon, CA 92679

Portola Springs SFR 12/1/17 - 3/28/18

Single Family Residence 1500 Sf and Larger

Net Change

Net Change

2018 vrs 2017 Average Square Footage Comparison

	2018	2017	2018 - 2017	% Change
Ave SF less than 2500 SF	2,099	2,221	(122)	(5.49%)
Ave SF Greater than 2500 SF	3,438	3,443	(5)	(0.14%)

BOTTOM LINE

The average size of homes for sale in 2018 that were SMALLER than 2500 sf is down approximately -122 sf compared to 2017. The average size of homes for sale in 2018 that were LARGER than 2500 sf is down approximately -5 sf compared to 2017.

2018	compared to	2017 Average	List Price Con	nparison

Total compared to Total Arcidge Tist i free ed	par.15011				1100 011	arige
Ave Last List Price of Homes Less Than 2500 SF	\$955,725	\$1,007,633	(\$51,908)	(5.15%)	\$3,441	0.34%
Ave Last List Price of Homes Greater Than 2500 SF	\$1,575,709	\$1,590,471	(\$14,763)	(0.93%)	-\$12,489	(0.79%)
Ave Price PSF Homes Less Than 2500 sf	\$461	\$461	(\$0)	(0.02%)		
Ave Price PSF Homes Greater Than 2500 sf	\$463	\$464	(\$1)	(0.32%)		

2018	compared to 2017	Average CLOSED Price Comparison
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2010 Compared to 2017 Average CLOSED in	ce companison	•			NEL CIT	alige
Closed Price Less Than 2500 SF	\$991,000	\$1,086,500	(\$95,500)	(8.79%)	(35,818)	(3.30%)
Closed Price Greater Than 2500 SF	\$1,549,335	\$1,609,449	(\$60,114)	(3.74%)	(57,813)	(3.59%)
Closed Price Greater Than 2500 sf Exclusive of View Lots	\$1,460,387	\$1,511,339	(\$50,952)	(3.37%)	(48,791)	(3.23%)
Closed Price psf Less Than 2500 SF	\$470	\$474	(\$4)	(0.86%)		
Closed Price psf Greater Than 2500 SF	\$460	\$489	(\$29)	(5.98%)		

1,582,839 \$1,590,471

BOTTOM LINE 1,681,077 \$0

The average NET CLOSING PRICE of the smaller homes is DOWN (\$35,818) or -3.3% The average NET CLOSING PRICE of the LARGER homes is DOWN (\$57,813) or -3.6%





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2018 compared to 2017 the Average Time On The Market

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

	Units			
	DOM	CDOM	ED	Closed
1733 to 2500 SF	46	74	28	0
2500 to 5047 SF	65	93	35	0

	Units			
	DOM	CDOM	ED	Closed
1733 to 2500 SF	35	61	28	0
2500 to 5047 SF	64	84	36	0

20	Units			
	DOM	CDOM	ED	Closed
1733 to 2500 SF	(11)	(13)	1	0
2500 to 5047 SF	(1)	(9)	0	0

BOTTOM LINE

In 2018 the SMALLER PRODUCT was on the market on average -11 days LESS before contracting than 2017 In 2018 the LARGER PRODUCT was on the market on average -1 days LESS before contracting than 2017



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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 Hold I of Month Not Sh	% of New Listings Contract ed	% of TOT Availble	% of TOT Available Closed	
1	January	13	2	15	1	1	0	14				1
2	February	14	6	20	3	3	2	15				
3	March	15	5	20	2	4	2	16				
4	April	16	7	23	1	1	3	19				
5	May	19	7	26	4	1	1	21				
6	June	21	9	30	8	4	4	18				
7	July	18	8	26	5	7	2	19				
8	August	19	1	20	3	3	2	15				
9 S	eptember	15	7	22	4	6	6	12				
10	October	12	9	21	4	4	6	11				
11 N	November	11	5	16	3	2	4	9				
	December	9	3	12	3	8	2	7				
Year-To	o-Date Totals		69	82	41	44	34]
Y-T	-D Average	15	6	21	3	4	3	15				٠

2017 compared to 2018 MARKET ACTIVITY Single Family Residence

				Active @	Begin of Month			Ne	ew Listings			То	tal for Sale	
			2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change
1	1	January	13	7	(6)	(46%)	2	9	7	350%	15	16	1	7%
1	2	February	14	8	(6)	(43%)	6	7		0%	20	15	(5)	(25%)
1	3	March	15	9	(6)	(40%)	5	3		0%	20	12	(8)	(40%)
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					13	19	7	54%	26	26	0	0%
		YTD Average	14	8	(6)	(43%)								



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2017 compared to 2018 MARKET ACTIVITY Single Family Residence

				or, compare	d to Loto ivin	***************************************		ingle ranning	residence				
			Contra	acts Written				Closed		1	Expired, W	ithdrawn, Canc	eled
		2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change
1	January	1	4	3	300%	1	1	0	0%	0	4	4	400%
2	February	3	6	3	100%	3	6	3	100%	2	0	(2)	(100%)
3	March	2	8	6	300%	4	4	0	0%	2	1	(1)	(50%)
4	April												
5	May												
6	June												
7	July												
8	August												
9	September												
10	October												
11	November												
12	December												
-	YTD Total	6	18	12	200%	8	11	3	38%	4	5	1	400%

2017 compared to 2018 MARKET ACTIVITY Single Family Residence

		T		-	t end of Month	
				FUI Sale a		
			2017	2018	Increase /	% Change
					(decrease)	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
1	January		14	8	(6)	(43%)
2	February		15	8	(7)	(47%)
3	March		14	9	(5)	(36%)
4	April					
5	May					
6	June					
7	July					
8	August					
9	September					
10	October					
11	November					
12	December					
		Average	14	8	(6)	(42%)



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2018 MARKET ACTIVITY Single Family Residence

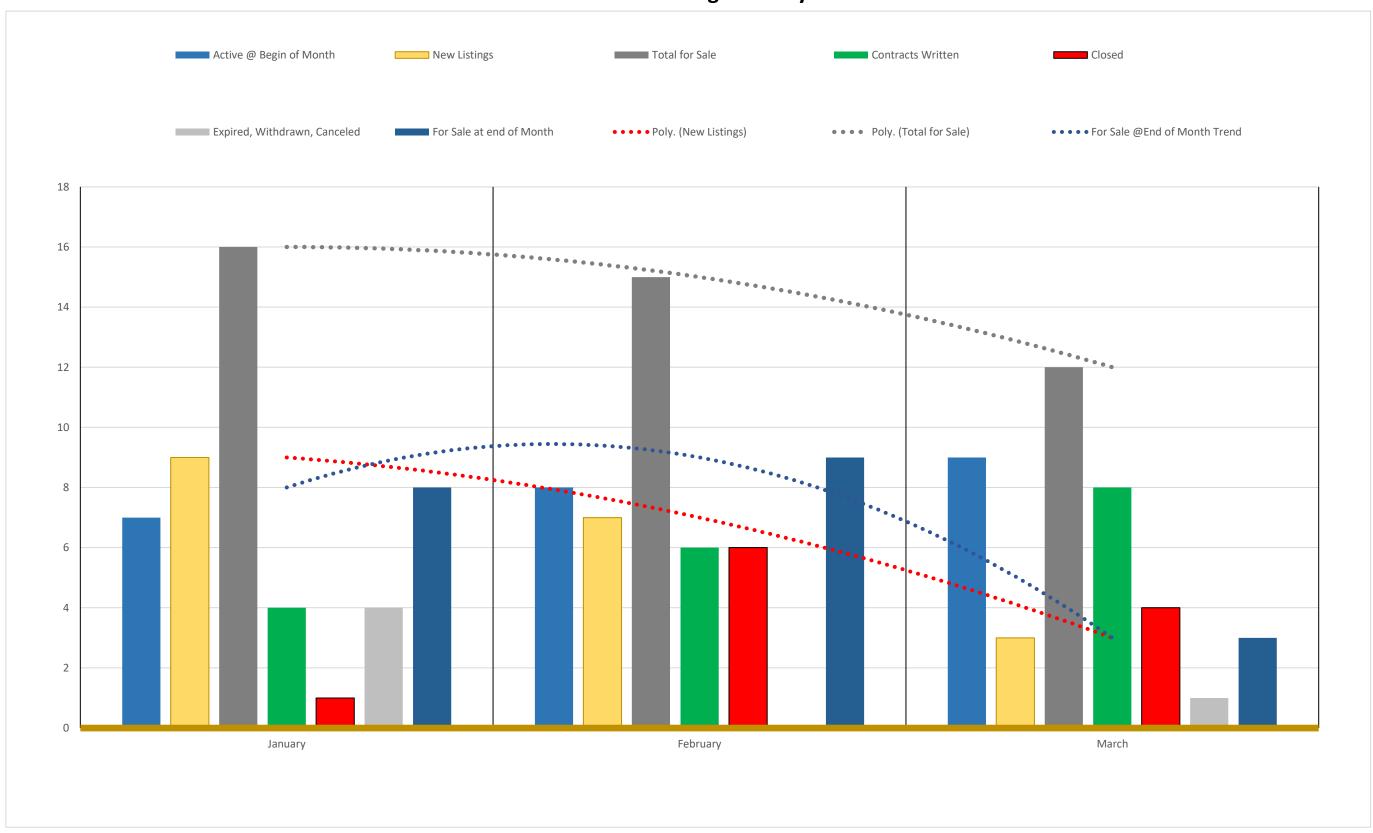
	13	Active @ Begin of Month	New Listings	Total for Sale	Contracts Written	Closed	Expired, Withdrawn, Canceled	For Sale at end of Month] 	JU 10+	% of New Listings / Contracts	% of TOT Availble Contracted	% of Total Available Closed
	Summary.month	Active.at.begin.of.mont h	New.Listings	Total.for.Sale	Contracts.written	Closed	Expired	For.Sale.at.End.of.Month					
1	January	7	9	16	4	1	4	8	٧		44%	25%	6%
2	February	8	7	15	6	6	0	9	-3				
3	March	9	3	12	8	4	1	3	-6		267%	67%	33%
4	April												
5	May												
6	June												
7	July												
8	August												
9	September												
10	October												
11	November												
12	December												
Year	-To-Date Tota	als	19	26	18	11	5			-6	95%	69%	42%
Y-T	-D Averages	8.0	6.3	14.3	6.0	3.7	1.7	6.7					

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

2018 MARKET ACTIVITY Single Family Residence





Portola Springs SFR 1500 Sf and Larger Period

Data Data

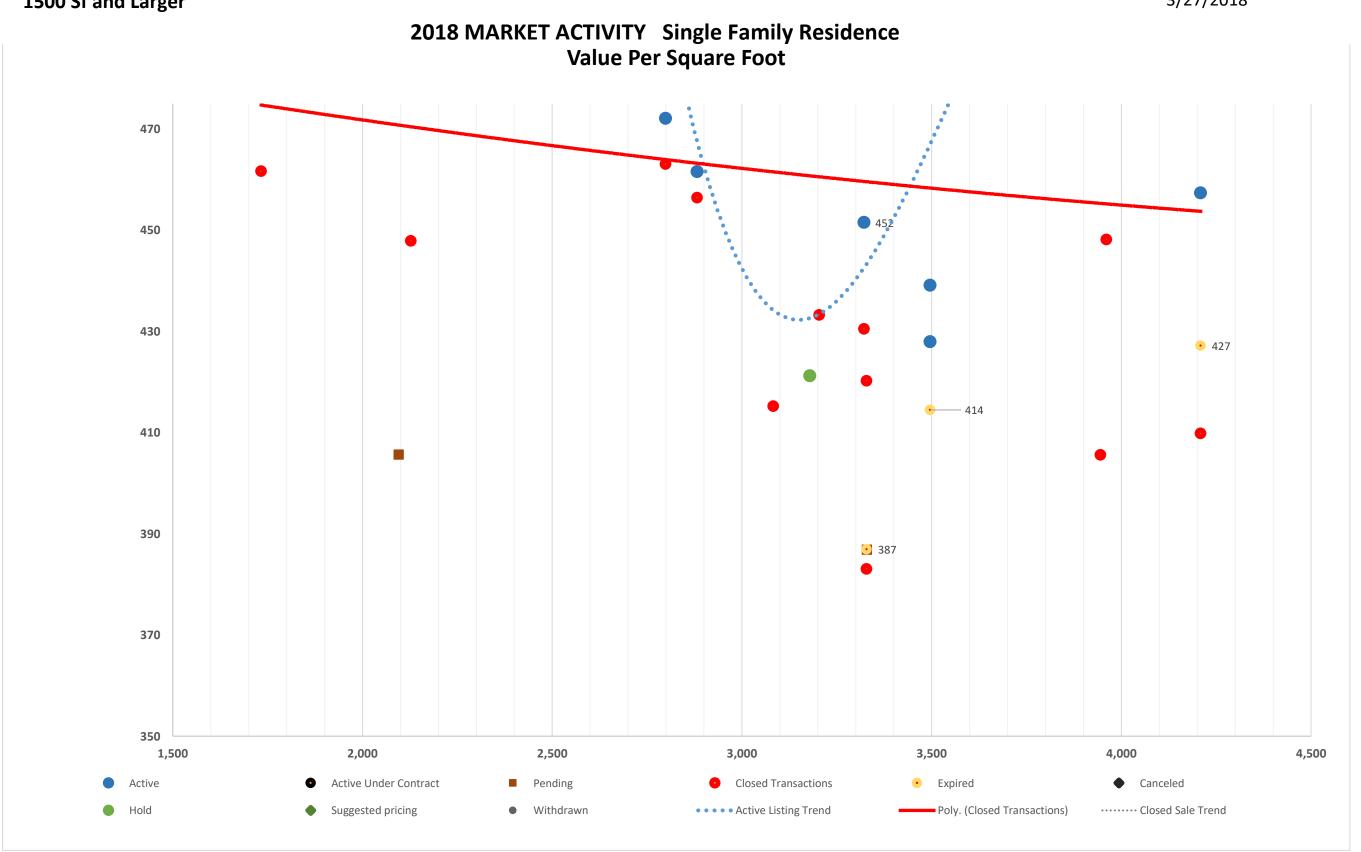
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2018 MARKET ACTIVITY Single Family Residence



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Period 12/1/17 - 3/28/18 **Portola Springs SFR** 1500 Sf and Larger Data Data 3/27/2018



Portola Springs SFR 1500 Sf and Larger

Review Period

12/1/17 - 3/28/18

Data Date:

March 27, 2018

Averages

2017	69	89	42
2018	31	43	27

List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Durantion			
	_										List Mont	_	e DOM
												2017	2018
2017	,		21 Shaman	Closed	9/7/2017	10/15/2017	12/14/2017	38	98	60	January	38	40
			26 Exploration	Closed	11/17/2017	2/3/2018	2/23/2018	78	98	20	February	130	28
			27 Deer Track	Active Under Contract	12/15/2017	3/4/2018	3/4/2018	79	102		March	113	13
			28 Gray Dove	Closed	12/21/2017	2/5/2018	2/23/2018	46	64	18	April	89	
			33 Los Indios	Closed	10/23/2017	11/10/2017	12/21/2017	18	59	41	May	43	
			35 Exploration	Closed	10/20/2017	2/9/2018	3/21/2018	112	152	40	June	66	
			37 Exploration	Expired	10/28/2017		1/27/2018	91	91		July	97	
			39 Small Grove	Closed	10/2/2017	11/27/2017	12/29/2017	56	88	32	August	19	
			54 Peacevine	Closed	11/6/2017	1/8/2018	2/9/2018	63	95	32	September	44	
			76 Harrison	Pending	12/14/2017	3/1/2018	3/1/2018	77	103	26	October	51	
			83 Cunningham	Closed	10/2/2017	12/25/2017	1/12/2018	84	102	18	November	39	
		1	17 Windswept	Active Under Contract	11/24/2017	3/8/2018	3/8/2018	104	123		December	13	
		1	21 Catalonia	Expired	7/5/2017		1/5/2018	184	184		AVERAGE	62	27
		1	28 Briar Rose	Closed	10/1/2017	10/25/2017	12/22/2017	24	82	58			
		1	73 Desert Bloom	Hold	7/20/2017		3/19/2018	242	242				
		1	22 Catalonia	Closed	10/12/2017	11/17/2017	12/28/2017	36	77	41		2018	
		1	26 Briar Rose	Closed	10/1/2017	12/14/2017	12/28/2017	74	88	14	Days from I	Listing to	Contract
			61 Harrison	Active Under Contract	11/20/2017	3/5/2018	3/5/2018	105	127		Average	DOM	20
		2	250 Desert Bloom	Expired	7/6/2017		1/6/2018	184	184		Minimum	DOM	3
		2	223 Geyser	Closed	9/22/2017	12/10/2017	2/8/2018	79	139	60	Maxmum	DOM	48
		1	30 Briar Rose	Closed	9/10/2017	10/22/2017	12/22/2017	42	103	61			
		2	219 Geyser	Closed	10/19/2017	2/9/2018	3/15/2018	113	147	34			
	_	2	215 Desert Bloom	Withdrawn	12/7/2017		1/31/2018	55	55				
2018	3 1		27 Seclusion	Active	1/26/2018		1/26/2018	60	60			2018	
	1		34 Prairie	Active Under Contract	1/15/2018	3/3/2018	3/3/2018	47	71		Days WIT	HOUT Co	ntract
	1		66 Peacevine	Active	1/1/2018		1/1/2018	85	85		Average	DOM	42
	1		73 Keepsake	Active Under Contract	1/23/2018	3/9/2018	3/9/2018	45	63		Minimum		8
	1	1	02 Desert Bloom	Closed	1/19/2018	1/22/2018	2/21/2018	3	33	30	Maxmum	DOM	85
	1	1	17 Catalonia	Closed	1/9/2018	1/15/2018	2/15/2018	6	37	31			
	1	1	21 Catalonia	Active Under Contract	1/9/2018	2/26/2018	2/26/2018	48	77				
	1	1	22 Tomato Spring	gs Closed	1/26/2018	1/30/2018	3/1/2018	4	34	30	2018		34
	1	2	250 Desert Bloom	Active	1/22/2018		1/22/2018	64	64				32
	2		23 Small Grove	Active	2/13/2018		2/13/2018	42	42				
	2		41 Native Trails	Active	2/20/2018		2/20/2018	35	35				
	2		.02 Kachina	Active Under Contract	2/28/2018	3/8/2018	3/8/2018	8	27				
	2		.06 Kachina	Closed	2/12/2018	2/19/2018	3/21/2018	7	37	30			
	2		215 Desert Bloom		2/1/2018	, ,	3/15/2018	42	42				
	2		215 Geyser	Active	2/25/2018		2/25/2018	30	30				

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Review Perioc 12/1/17 - 3/28/18

Data Date:

Averages

March 27, 2018

 2017
 69
 89
 42

 2018
 31
 43
 27

List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Durantion
2018	2	21	7 Geyser	Active	2/25/2018		2/25/2018	30	30	
	3	24	6 Desert Bloom	Pending	3/5/2018	3/14/2018	3/14/2018	9	22	13
	3	26	0 Desert Bloom	Active	3/6/2018		3/6/2018	21	21	
	3	7	0 Forbes	Active	3/19/2018		3/19/2018	8	8	

Grand Total



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Period:

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Data:

3/27/2018

ACTIVELY SELLING Single Family Residence

Status		Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF		
Active	217	Geyser	2,799	1,321,405	1,321,405		472	Total active Sales	9
Active	215	Geyser	2,882	1,330,129	1,330,129		462		
Active	260	Desert Bloom	3,496	1,496,000	1,496,000		428	Active Lisitngs Less than 2500 SF	0
Active	41	Native Trails	3,322	1,499,900	1,499,900		452	Average Price	
Active	70	Forbes	3,019	1,505,000	1,505,000		499	Average SF	
Active	250	Desert Bloom	3,496	1,535,000	1,535,000		439	Average Price SF	
Active	27	Seclusion	4,209	1,925,000	1,925,000		457		
Active	66	Peacevine	4,065	2,220,000	2,220,000		546	Active Lisitngs More than 2500 SF	9
Active	23	Small Grove	4,000	2,233,888	2,233,888		558	Average Price	1,674,036
								Average SF	3,476
								Average Price SF	479

Active Lisitngs More than 2500 SF	6
Average Price	1,447,906
Average SF	3,169
Average Price SF	458

EXCLISIVE OF OUTLIER 226,130



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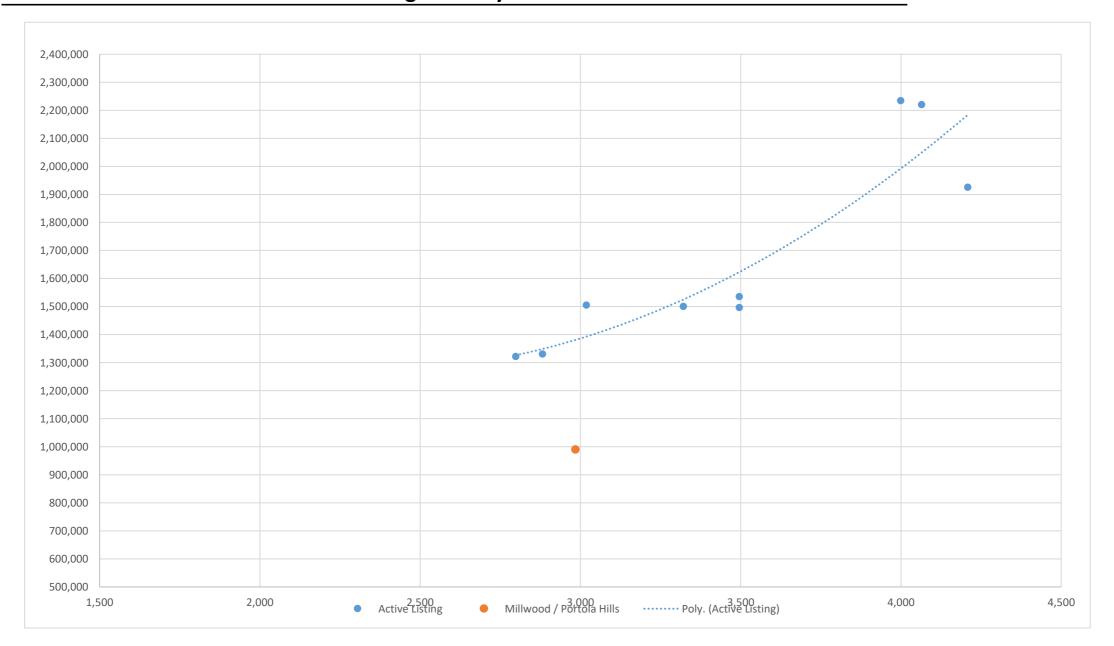
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Portola Springs SFR - 1500 Sf and Larger

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ACTIVELY SELLING Single Family Residence



Joe Richter

Associate Broker

BRE# 01744150

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Portola Springs SFR - 1500 Sf and Larger

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12/1/17 - 3/28/18

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CLOSED SALES Single Family Residence

					- 0				
Status	Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF		
Closed	102 Desert Bloom	1,733	799,000	800,000	800,000	461	462		
Closed	33 Los Indios	2,128	950,000	953,000	953,000	446	448	Total Closed Sales	0
Closed	126 Briar Rose	2,440	1,298,292	1,220,000	1,220,000	532	500		
Closed	117 Catalonia	3,329	1,275,000	1,275,000	1,275,000	383	383	Closed Sales Less than 2500 SF	3
Closed	122 Catalonia	3,083	1,299,000	1,280,000	1,280,000	421	415	Average Price	991,000
Closed	223 Geyser	2,799	1,262,000	1,296,101	1,296,101	451	463	Average SF	2,100
Closed	219 Geyser	2,882	1,300,276	1,315,343	1,315,343	451	456	Average Price SF	470
Closed	128 Briar Rose	2,608	1,398,694	1,353,694	1,353,694	536	519		
Closed	122 Tomato Springs	3,204	1,388,800	1,388,000	1,388,000	433	433	Closed Sales Greater than 2500 SF	15
Closed	106 Kachina	3,329	1,398,888	1,398,888	1,398,888	420	420	Average Price	1,549,335
Closed	28 Gray Dove	3,322	1,439,888	1,430,000	1,430,000	433	430	Average SF	3,377
Closed	130 Briar Rose	2,815	1,548,377	1,448,000	1,448,000	550	514	Average Price SF	460
Closed	35 Exploration	3,945	1,799,999	1,600,000	1,600,000	456	406		
Closed	21 Shaman	3,322	1,680,000	1,700,000	1,700,000	506	512		
Closed	26 Exploration	4,209	1,795,000	1,725,000	1,725,000	426	410		
Closed	83 Cunningham	3,961	1,839,000	1,775,000	1,775,000	464	448		
Closed	39 Small Grove	4,000	2,218,000	2,100,000	2,100,000	555	525		
Closed	54 Peacevine	3,848	2,199,000	2,155,000	2,155,000	571	560		

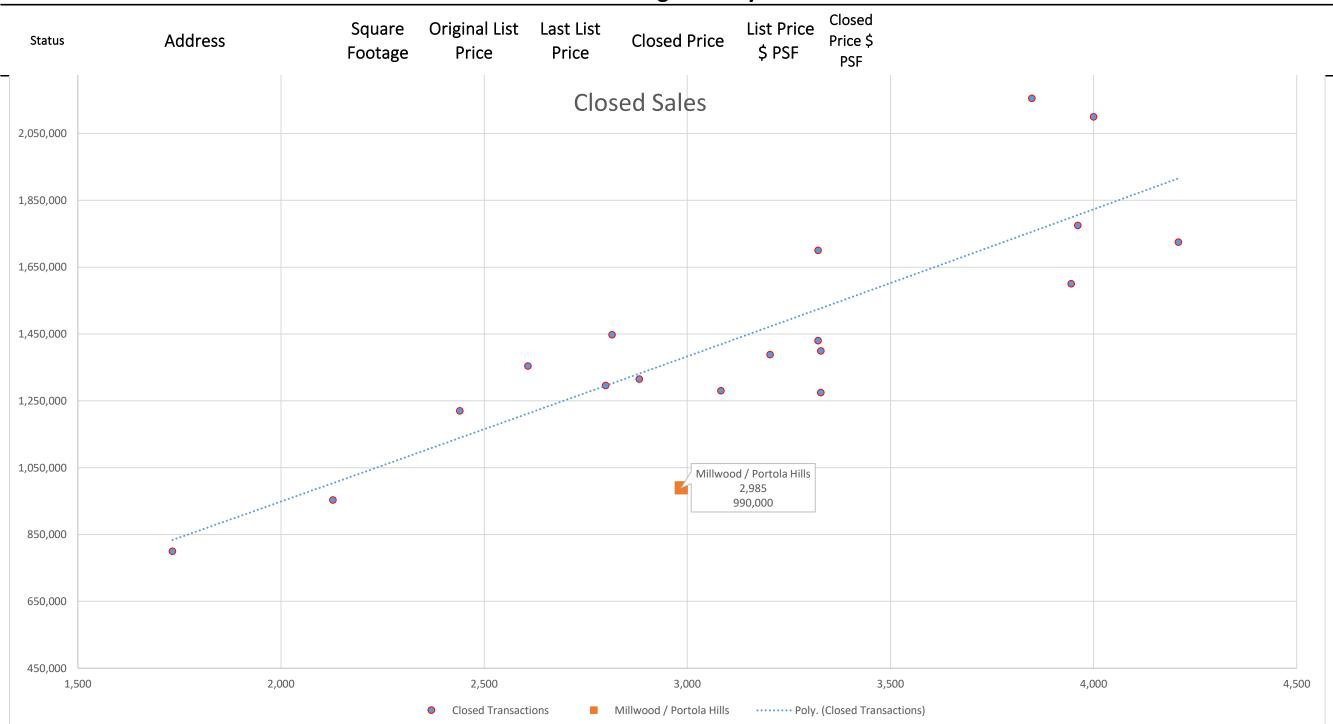
2,250,000

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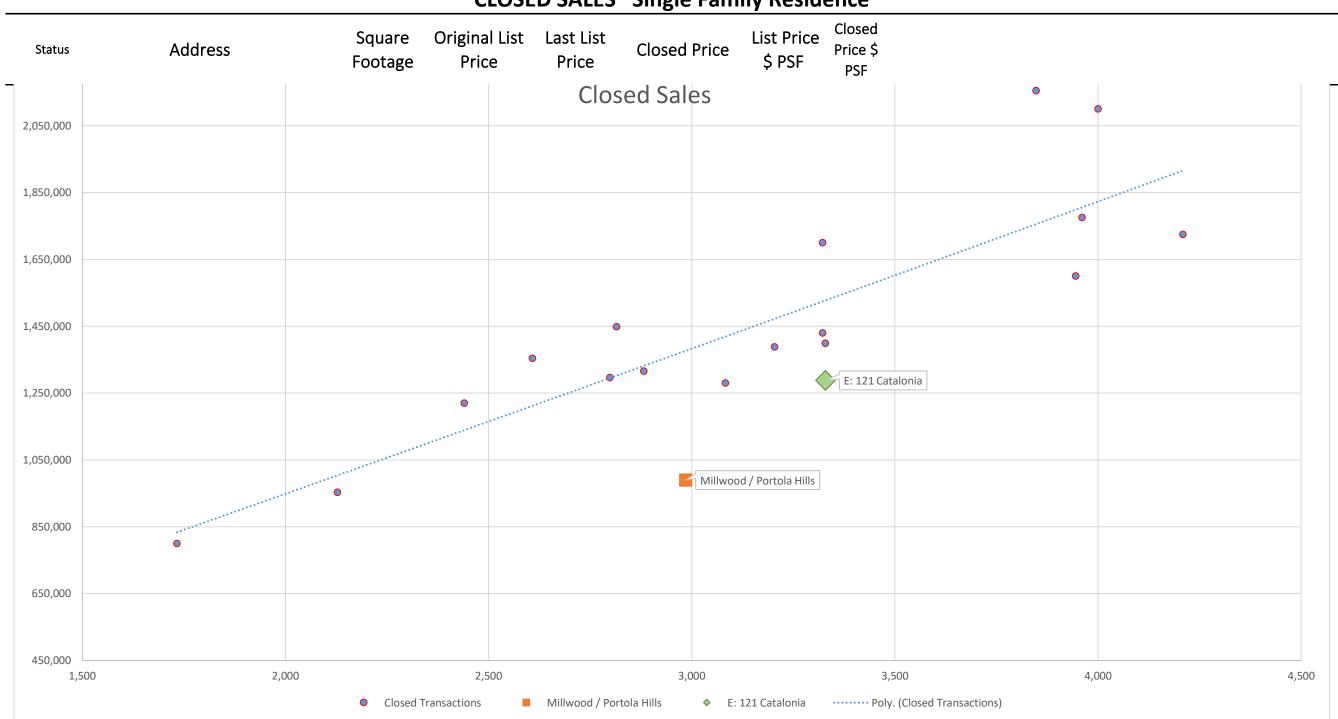
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Square Original List Last List Closed Price List Price Price \$ Footage Price Price \$ PSF PSF PSF																																																																							



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losed rice \$ PSF	Price Price	Closed Price	Last List Price	ginal List Price		Square Footage	Address	Status
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Original List Last List Closed Price List Price Price \$ Price Price \$ Price Price \$
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Status	Address	Square	J		Closed Price	List Price	Price \$
		Footage	Price	Price		Ş PSF	PSF



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losed rice \$ PSF	Price Price	Closed Price	Last List Price	ginal List Price		Square Footage	Address	Status
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Address Square Original List Last List Closed Price List Price Price \$					
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28232 Millwood Rd Trabuco Canyon, CA 92679

Portola Springs SFR - 1500 Sf and Larger

Period

12/1/17 - 3/28/18

Data:

3/27/2018

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