



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

Single Family Residence
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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 Comparison

					Net Change	
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

					Net Change	
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

1,681,077 \$0

BOTTOM LINE

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 = Cumulative Days on Market
ED = Escrow Duration

2017 Summary				Units Closed
	DOM	CDOM	ED	
1733 to 2500 SF	46	74	28	0
2500 to 5047 SF	65	93	35	0

2018 Summary				Units Closed
	DOM	CDOM	ED	
1733 to 2500 SF	35	61	28	0
2500 to 5047 SF	64	84	36	0

2018 minus 2017 Variance				Units Closed
	DOM	CDOM	ED	
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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Period **12/1/17 - 3/28/18**
Data Data **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	13	2	15	1	1	0	14				
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	September	15	7	22	4	6	6	12				
10	October	12	9	21	4	4	6	11				
11	November	11	5	16	3	2	4	9				
12	December	9	3	12	3	8	2	7				
Year-To-Date Totals			69	82	41	44	34					
Y-T-D Average		15	6	21	3	4	3	15				

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	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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		Contracts Written				Closed				Expired, Withdrawn, Canceled			
		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

		For Sale at end of Month			
		2017	2018	Increase / (decrease)	% Change
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%)



m: 949 677-7722 | e: joer@HanoverRealtyGroup.com

Joe Richter
Associate Broker
BRE# 01744150

28232 Millwood Rd Trabuco Canyon, CA 92679

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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
13												
	Summary.month	Active.at.begin.of.month	New.Listings	Total.for.Sale	Contracts.written	Closed	Expired	For.Sale.at.End.of.Month				
1	January	7	9	16	4	1	4	8	√	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 Totals			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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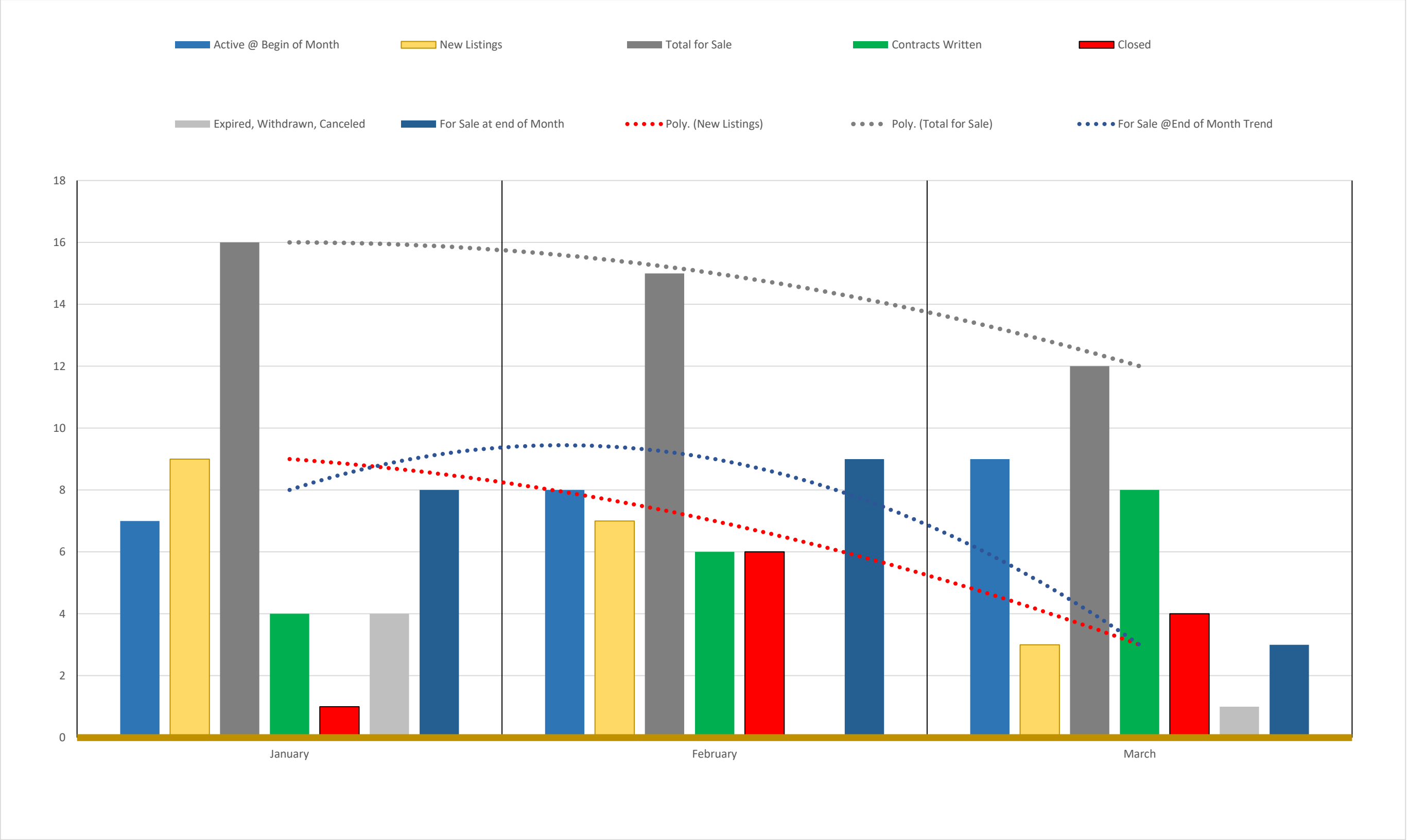
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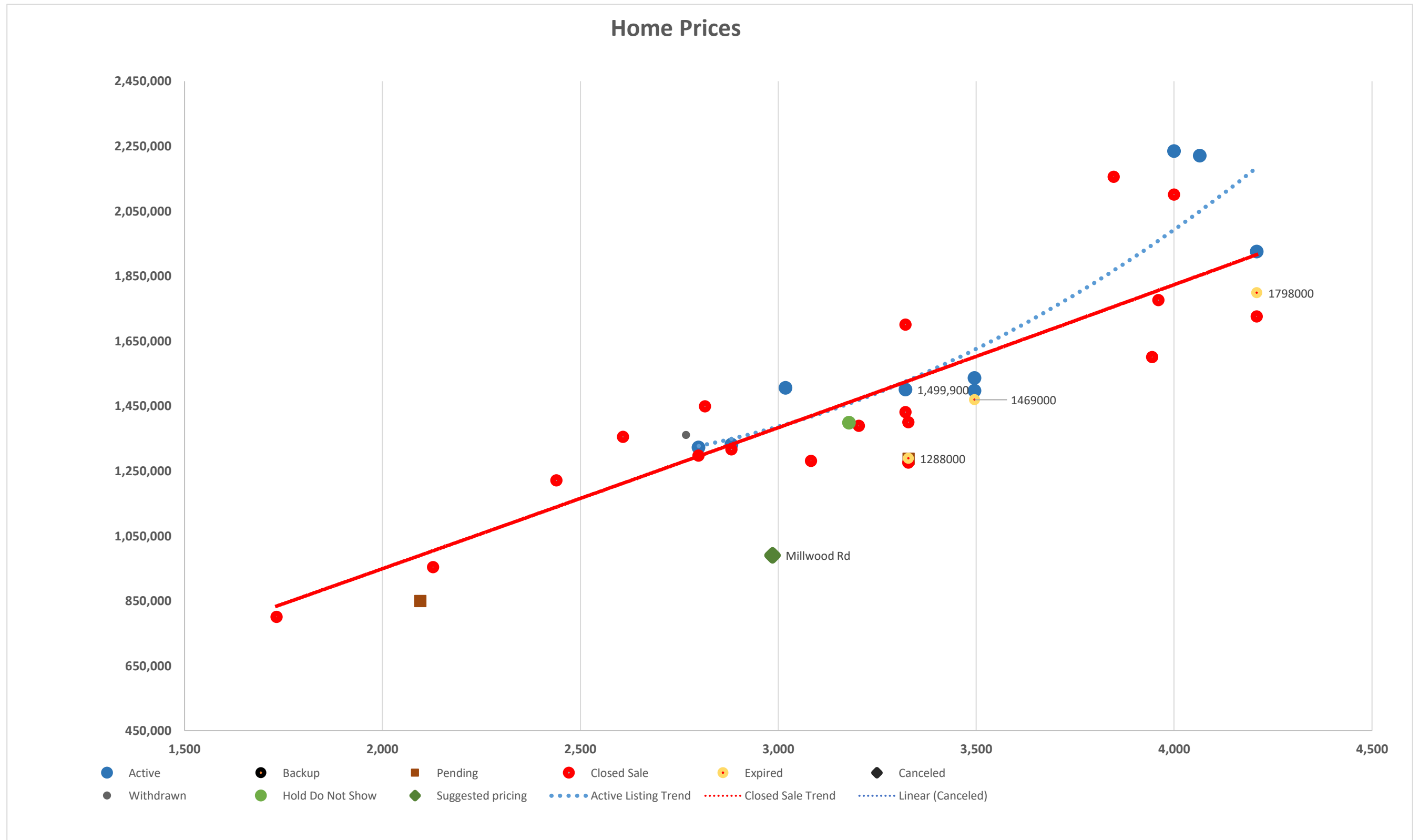
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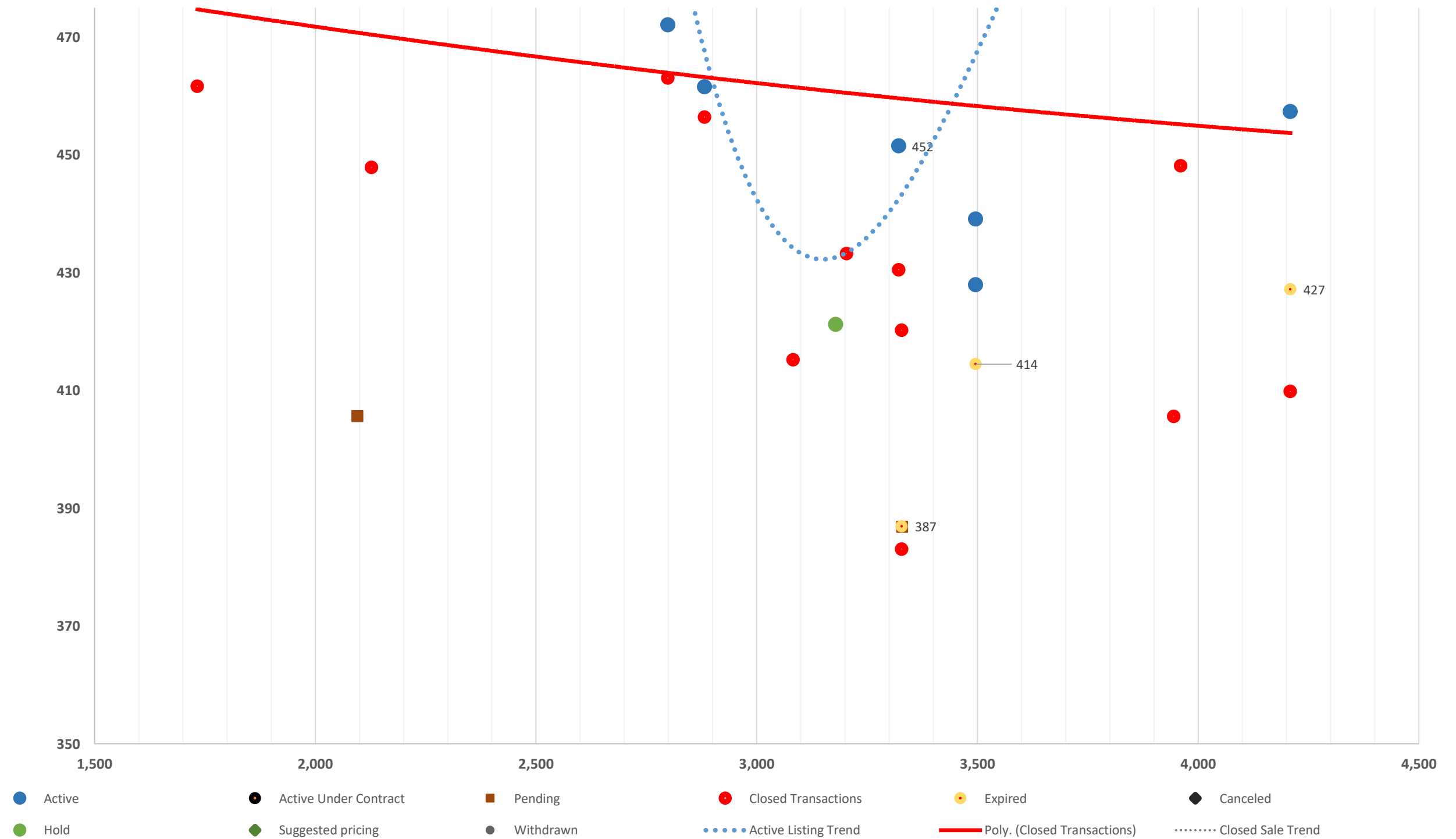
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2018 MARKET ACTIVITY Single Family Residence
Value Per Square Foot



1500 Sf and Larger

12/1/17 - 3/28/18

March 27, 2018

2017	69	89	42
2018	31	43	27

List Month Average DOM		
	2017	2018
January	38	40
February	130	28
March	113	13
April	89	
May	43	
June	66	
July	97	
August	19	
September	44	
October	51	
November	39	
December	13	
AVERAGE	62	27
2018		
Days from Listing to Contract		
Average DOM	20	
Minimum DOM	3	
Maxmum DOM	48	
2018		
Days WITHOUT Contract		
Average DOM	42	
Minimum DOM	8	
Maxmum DOM	85	

2018	34
	32

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12/1/17 - 3/28/18

March 27, 2018

2017	69	89	42
2018	31	43	27

Grand Total

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ACTIVELY SELLING Single Family Residence

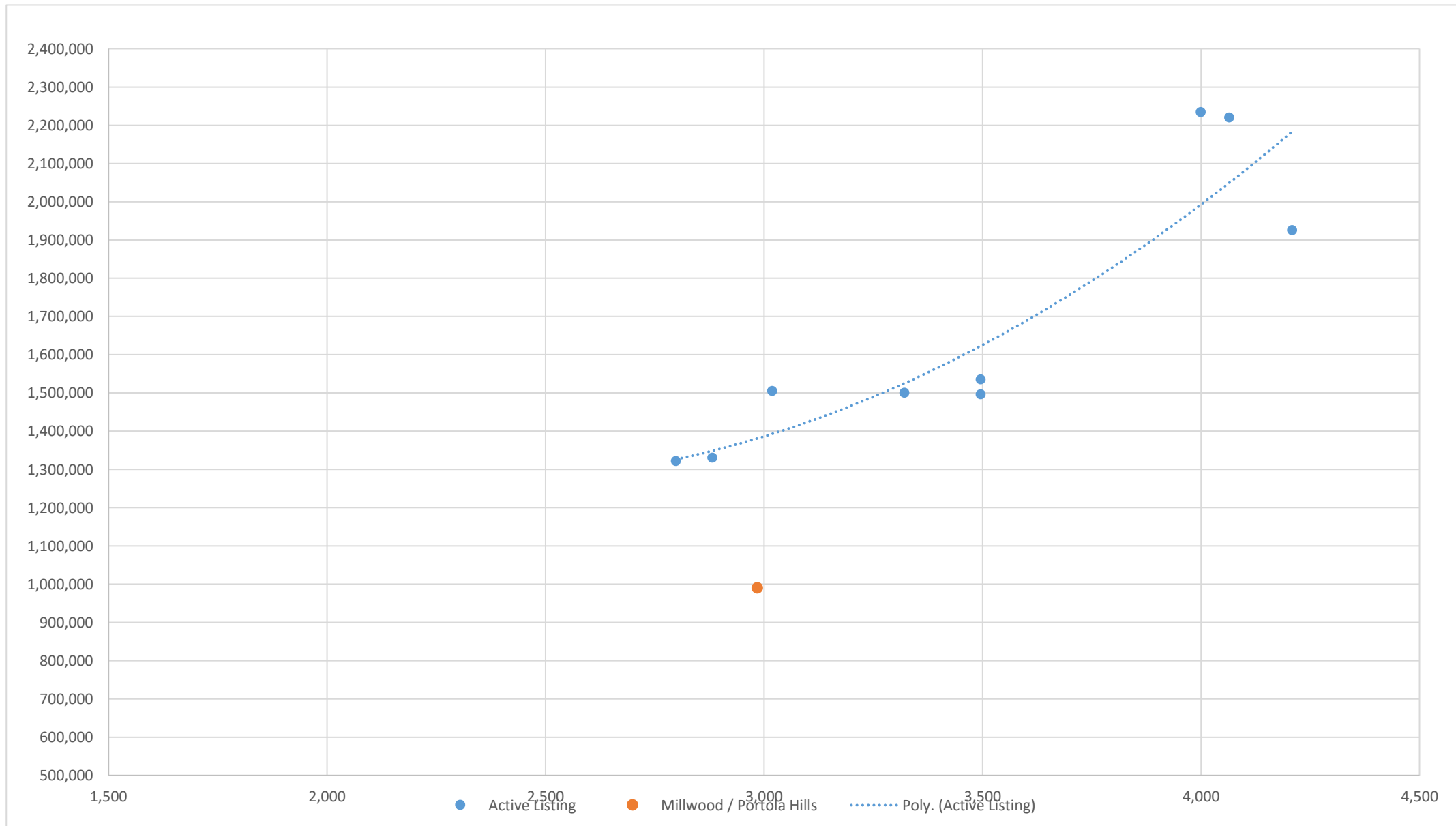
Status	Address		Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	
Active	217	Geyser	2,799	1,321,405	1,321,405		472	Total active Sales9
Active	215	Geyser	2,882	1,330,129	1,330,129		462	
Active	260	Desert Bloom	3,496	1,496,000	1,496,000		428	Active Lisitngs Less than 2500 SF0 Average Price Average SF Average Price SF
Active	41	Native Trails	3,322	1,499,900	1,499,900		452	
Active	70	Forbes	3,019	1,505,000	1,505,000		499	
Active	250	Desert Bloom	3,496	1,535,000	1,535,000		439	
Active	27	Seclusion	4,209	1,925,000	1,925,000		457	Active Lisitngs More than 2500 SF9 Average Price1,674,036 Average SF3,476 Average Price SF479
Active	66	Peacevine	4,065	2,220,000	2,220,000		546	
Active	23	Small Grove	4,000	2,233,888	2,233,888		558	
								Active Lisitngs More than 2500 SF6 Average Price1,447,906 Average SF3,169 Average Price SF458
EXCLUSIVE OF OUTLIER								\$ 226,130

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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
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
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	122 Catalonia	3,083	1,299,000	1,280,000	1,280,000	421	415
Closed	223 Geyser	2,799	1,262,000	1,296,101	1,296,101	451	463
Closed	219 Geyser	2,882	1,300,276	1,315,343	1,315,343	451	456
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	106 Kachina	3,329	1,398,888	1,398,888	1,398,888	420	420
Closed	28 Gray Dove	3,322	1,439,888	1,430,000	1,430,000	433	430
Closed	130 Briar Rose	2,815	1,548,377	1,448,000	1,448,000	550	514
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

Total Closed Sales		0
Closed Sales Less than 2500 SF		3
Average Price		991,000
Average SF		2,100
Average Price SF		470
Closed Sales Greater than 2500 SF		15
Average Price		1,549,335
Average SF		3,377
Average Price SF		460

2,250,000							
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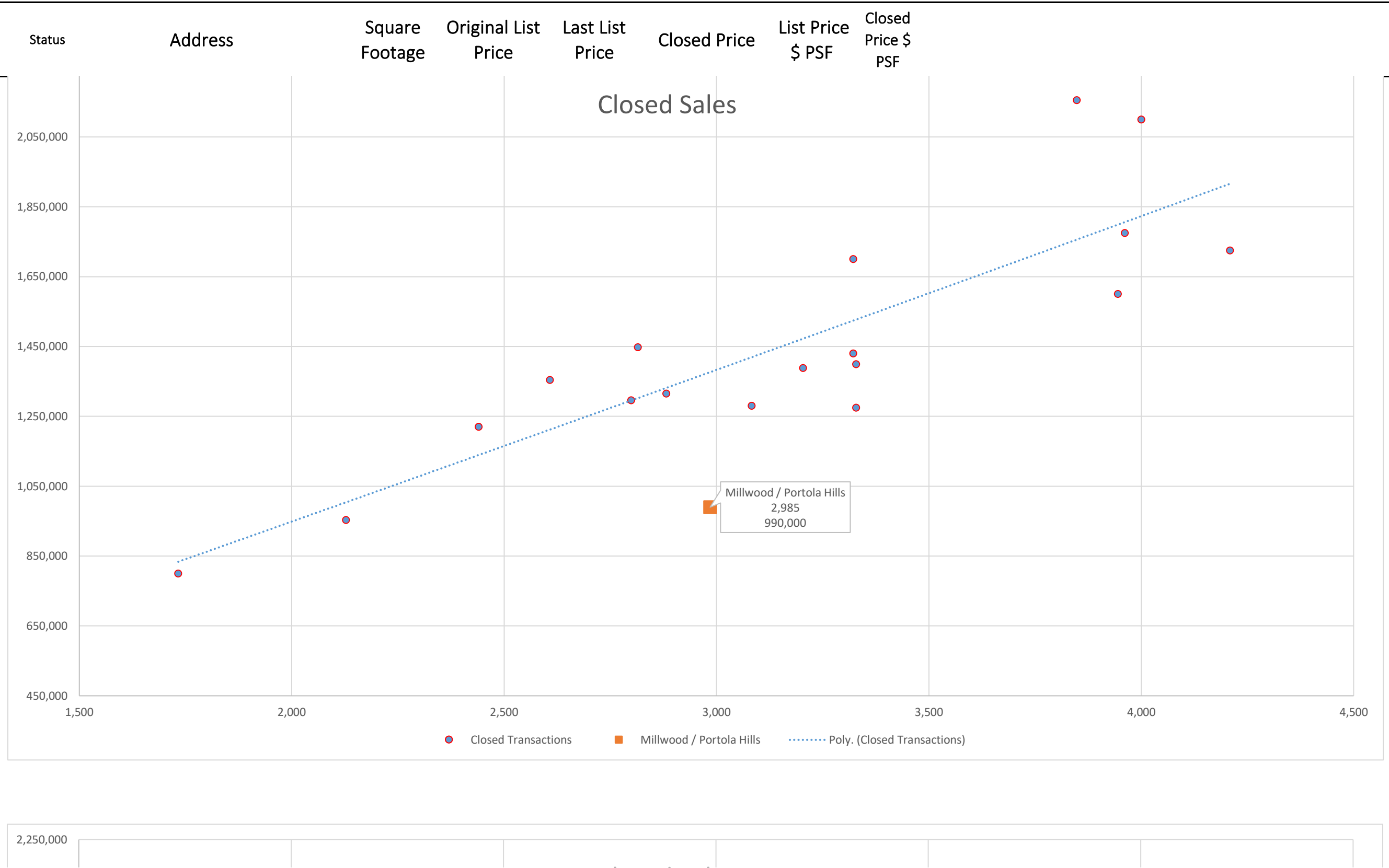
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Associate Broker
BRE# 01744150

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Portola Springs SFR - 1500 Sf and Larger

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

CLOSED SALES Single Family Residence

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