



# **Woodbridge -SFR**

## **Single Family Residence**

### **1500 Sf and Larger**

## **2018**

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

**Data Date: 3/28/2018**

**Compares 2018 Activity to 2017**

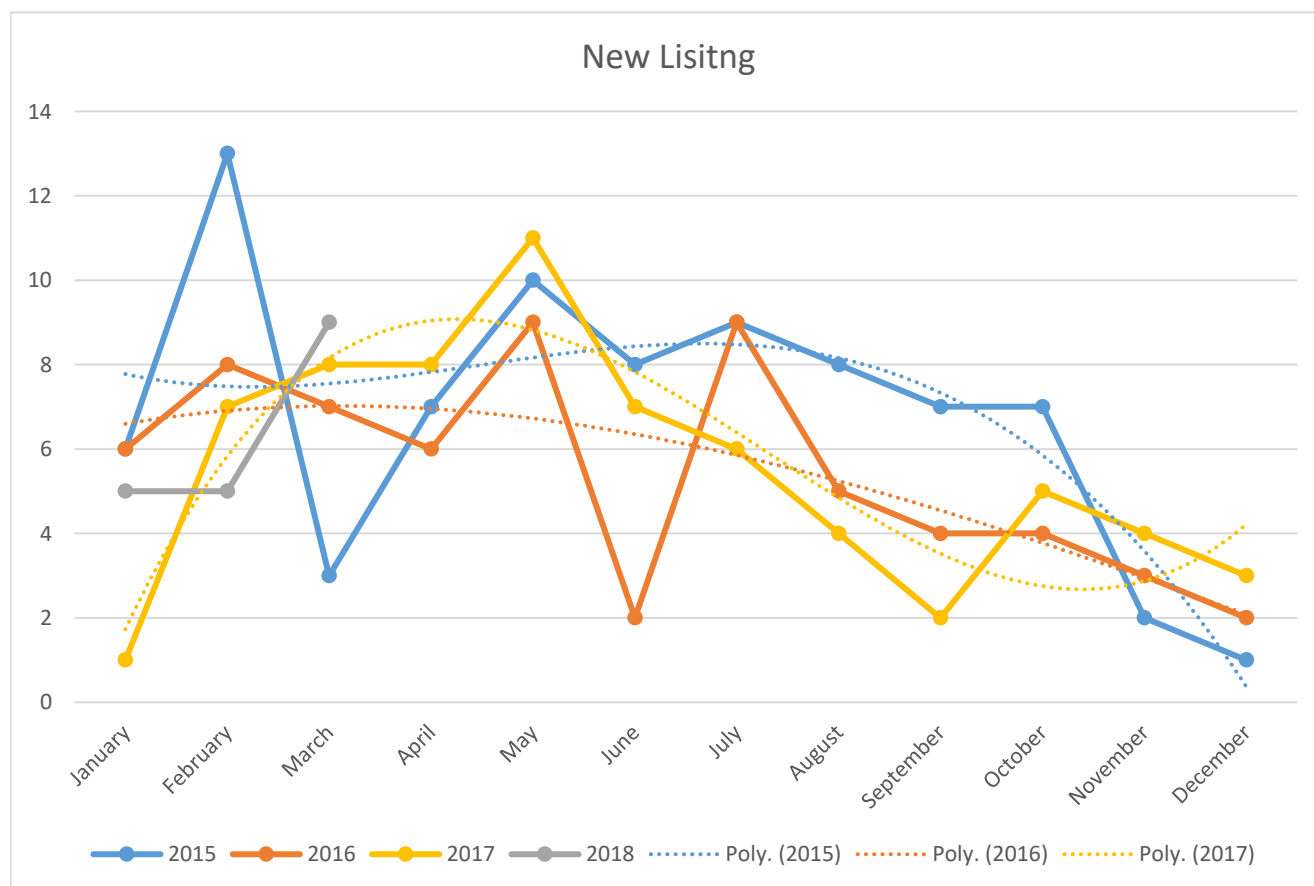
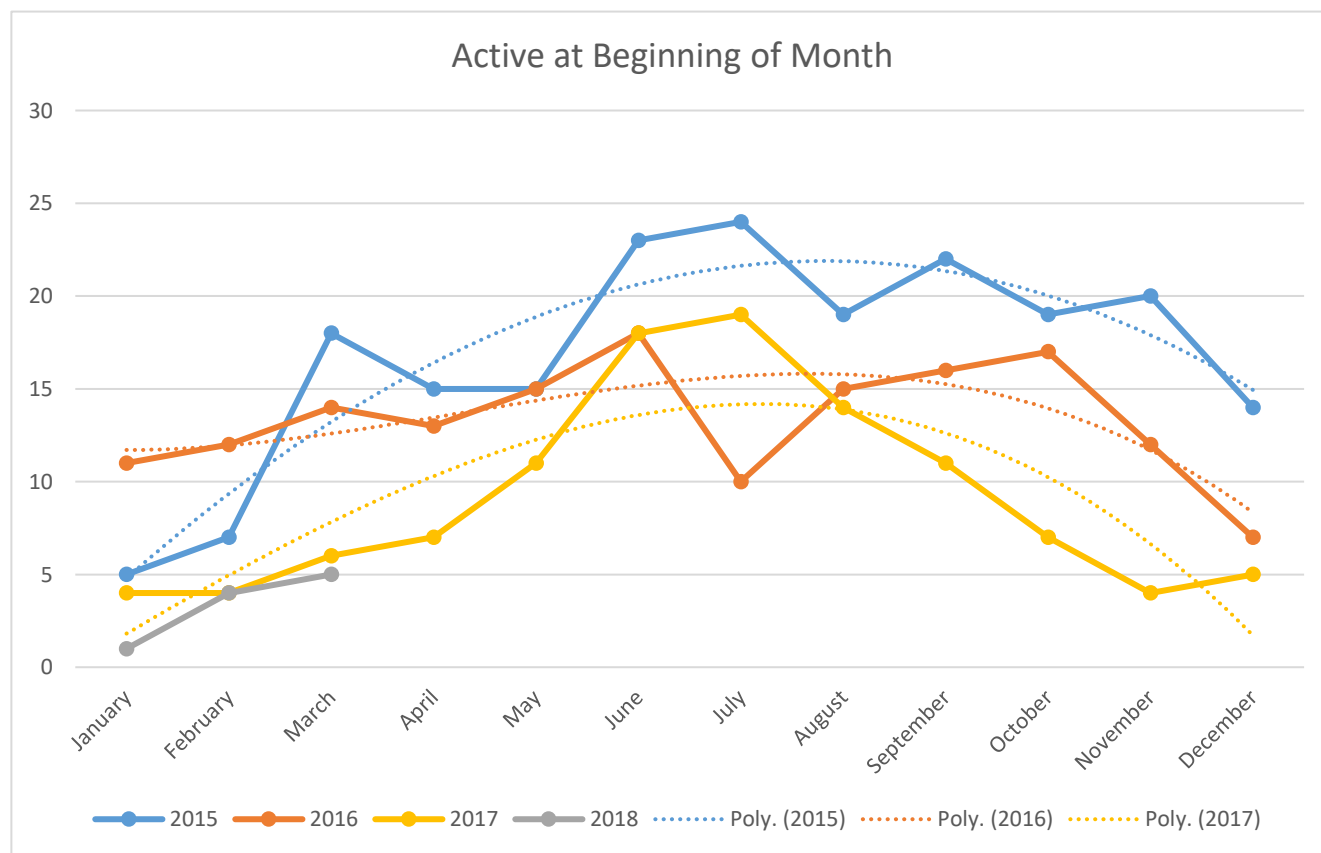
**Square Footage Range from: 1538 to 3711**

**Square Footage Average = 2331**

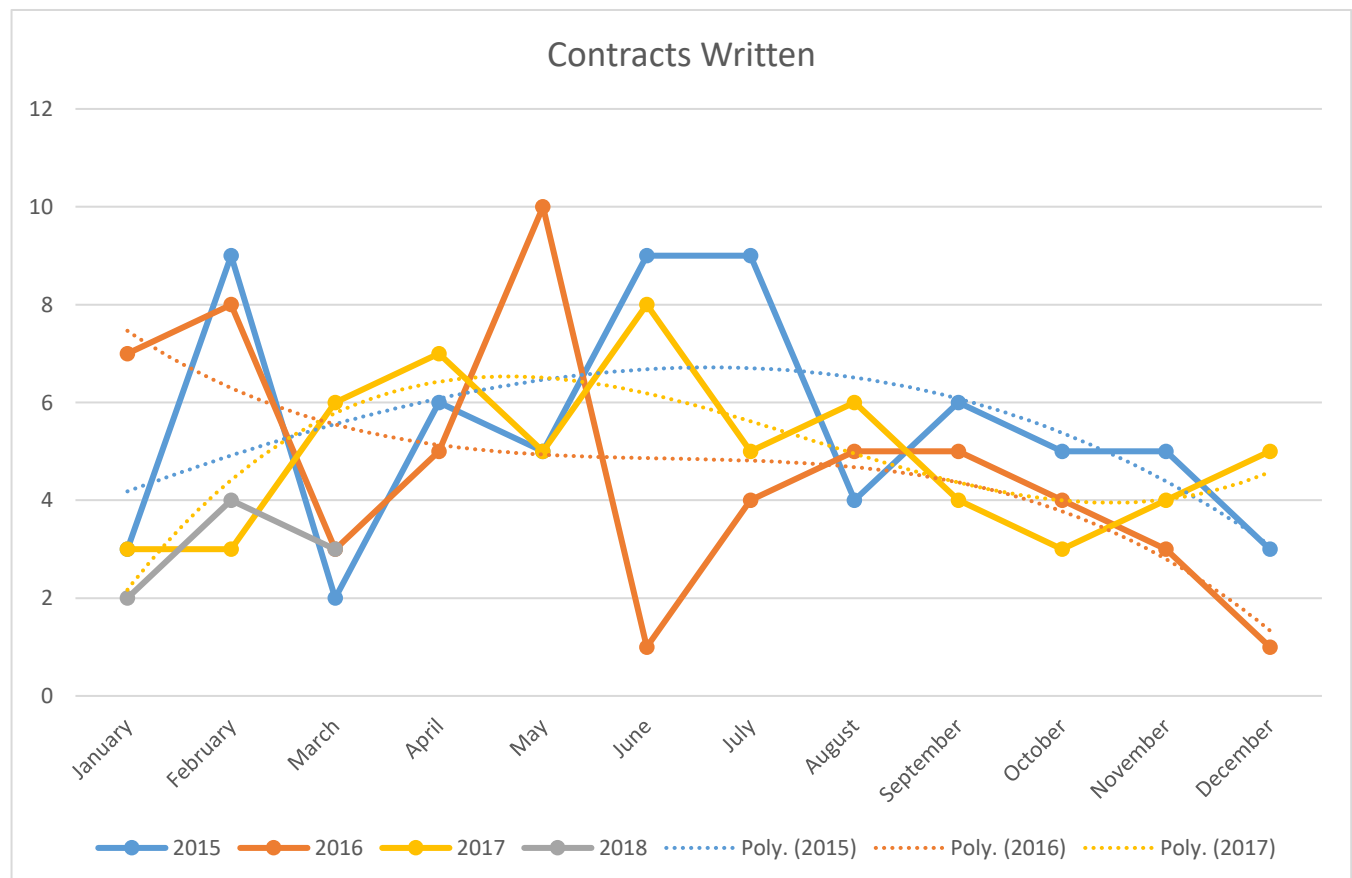
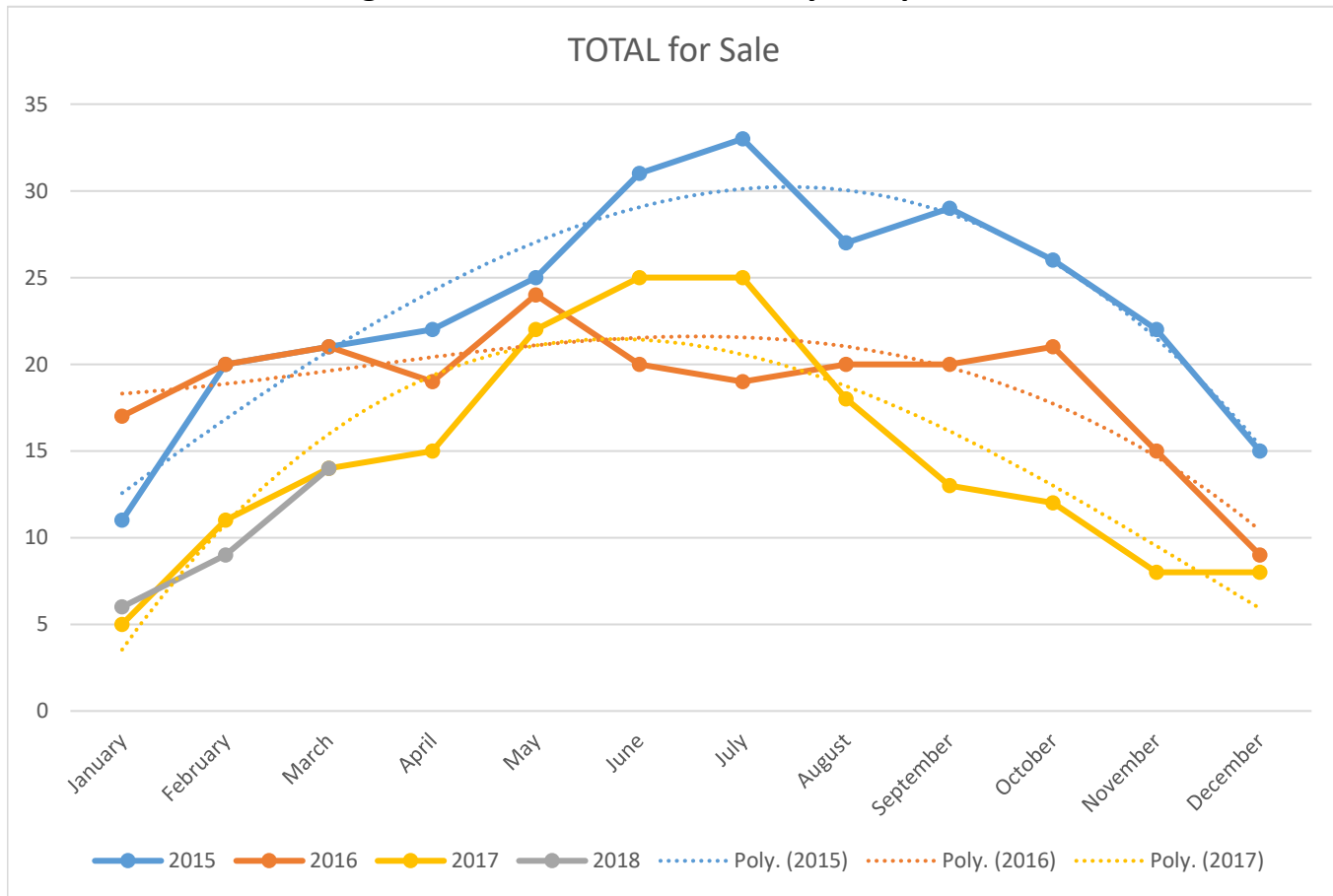
**Provided by Joe Richter**

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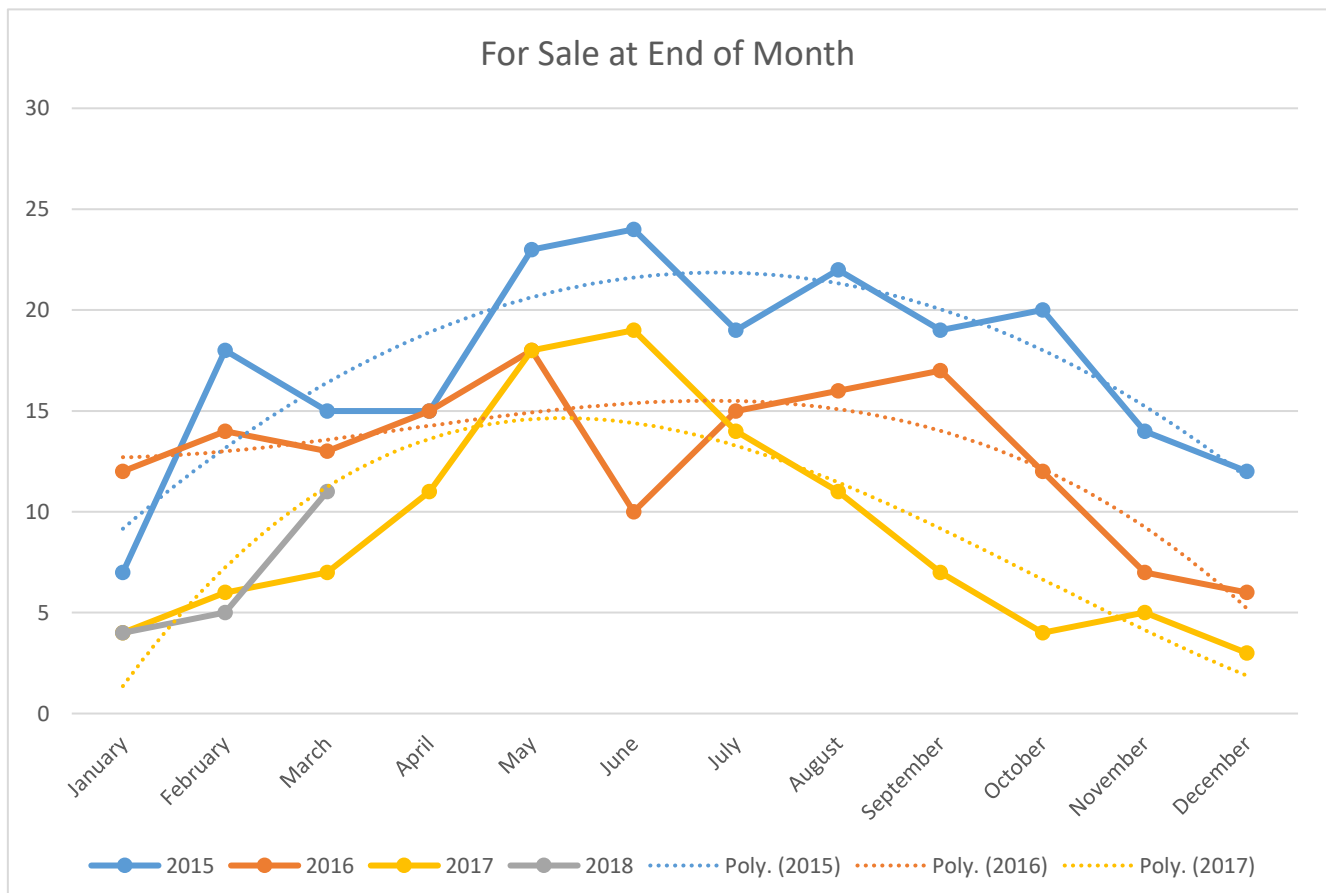
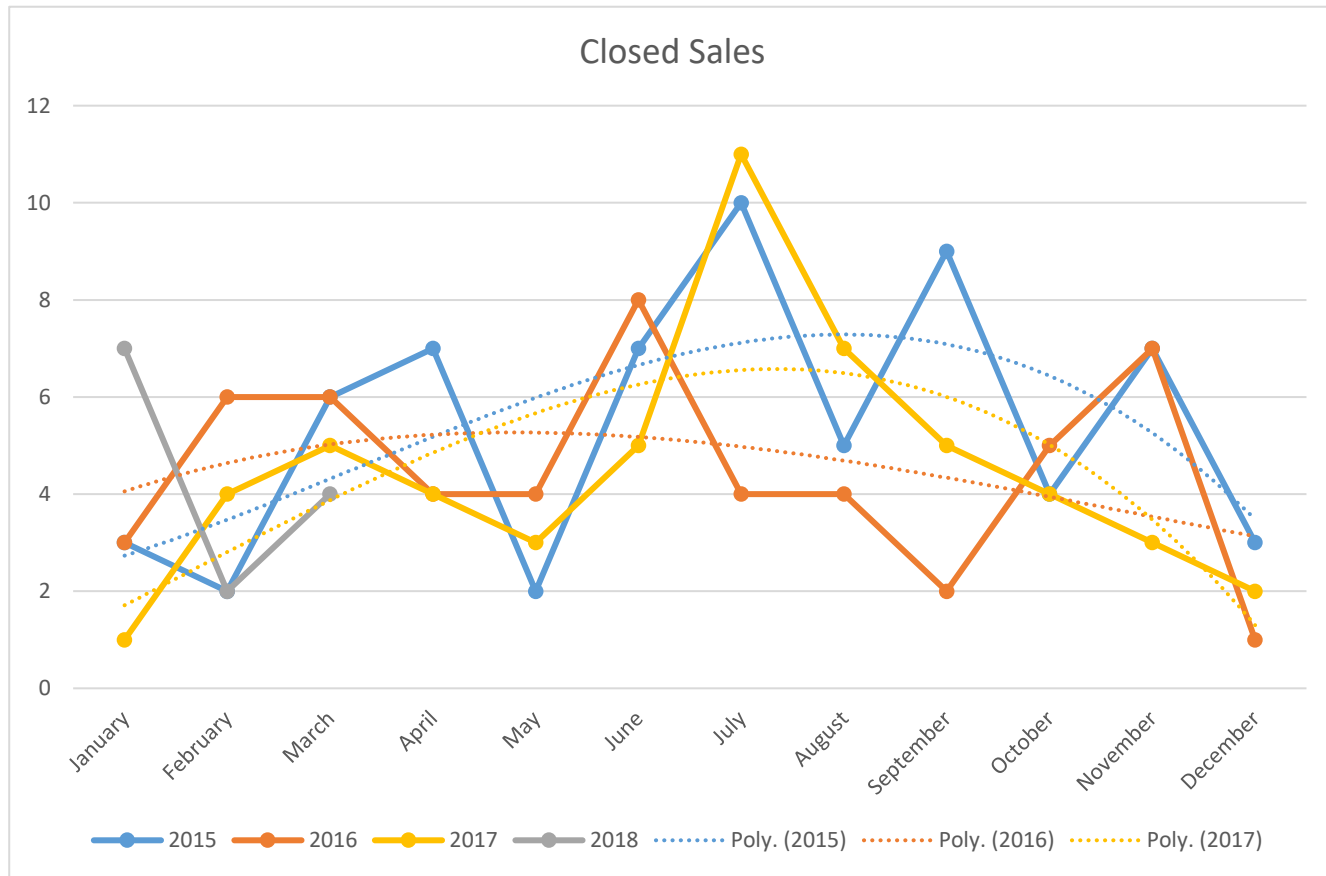
## Woodbridge SFR Annual Market Activity Comparison



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Woodbridge -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 2100 SF	1,720	1,733	(13)	(0.76%)
Ave SF Greater than 2100 SF	2,698	2,708	(10)	(0.36%)

#### **BOTTOM LINE**

The average size of homes for sale in 2018 that were SMALLER than 2100 sf is down approximately -13 sf compared to 2017

The average size of homes for sale in 2018 that were LARGER than 2100 sf is down approximately -10 sf compared to 2017

### 2018 compared to 2017 Average List Price Comparison

					Net Change	
Ave Last List Price of Homes Less Than 2100 SF	\$969,733	\$894,730	\$75,004	8.38%	\$81,789	9.14%
Ave Last List Price of Homes Greater Than 2100 SF	\$1,353,378	\$1,319,042	\$34,336	2.60%	\$39,134	2.97%
Ave Price PSF Homes Less Than 2100 sf	\$560	\$523	\$38	7.18%		
Ave Price PSF Homes Greater Than 2100 sf	\$521	\$509	\$12	2.32%		

### 2018 compared to 2017 Average CLOSED Price Comparison

					Net Change	
Closed Price Less Than 2100 SF	\$960,667	\$880,798	\$79,869	9.07%	\$86,548	9.83%
Closed Price Greater Than 2100 SF	\$1,150,500	\$1,352,185	(\$201,685)	(14.92%)	-\$196,766	(14.55%)
Closed Price Greater Than 2100 sf Exclusive of View Lots	\$1,150,500	\$1,315,731	(\$165,231)	(12.56%)	-\$160,445	(12.19%)
Closed Price psf Less Than 2100 SF	\$544	\$513	\$31	5.98%		
Closed Price psf Greater Than 2100 SF	\$492	\$487	\$6	1.14%		

1,333,151    \$1,319,042

#### **BOTTOM LINE**

1,313,383    \$0

The average NET CLOSING PRICE of the smaller homes is UP \$86,548 or 9.8%

The average NET CLOSING PRICE of the LARGER homes is DOWN (\$196,766) or -14.6%

Woodbridge -SFR  
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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	
1538 to 2100 SF	40	67	33	0
2100 to 3711 SF	63	90	37	0

2018 Summary				Units Closed
	DOM	CDOM	ED	
1538 to 2100 SF	22	38	31	0
2100 to 3711 SF	65	78	32	0

2018 minus 2017 Variance				Units Closed
	DOM	CDOM	ED	
1538 to 2100 SF	(17)	(29)	(2)	0
2100 to 3711 SF	3	(12)	(5)	0

#### **BOTTOM LINE**

In 2018 the SMALLER PRODUCT was on the market on average -17 days LESS before contracting than 2017

In 2018 the LARGER PRODUCT was on the market on average 3 days MORE before contracting than 2017

**Woodbridge -SFR**  
**1500 Sf and Larger**

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

**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	4	1	5	3	1	0	4				
2	February	4	7	11	3	4	1	6				
3	March	6	8	14	6	5	2	7				
4	April	7	8	15	7	4	0	11				
5	May	11	11	22	5	3	1	18				
6	June	18	7	25	8	5	1	19				
7	July	19	6	25	5	11	0	14				
8	August	14	4	18	6	7	0	11				
9	September	11	2	13	4	5	1	7				
10	October	7	5	12	3	4	4	4				
11	November	4	4	8	4	3	0	5				
12	December	5	3	8	5	2	3	1				
Year-To-Date Totals			66	70	59	54	13					
Y-T-D Average		9	6	15	5	5	1	9				

**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	4	1	(3)	(75%)	1	5	4	400%	5	6	1	20%
1	2 February	4	4	0	0%	7	5	(2)	(29%)	11	9	(2)	(18%)
1	3 March	6	5	(1)	(17%)	8	9	1	13%	14	14	0	0%
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						16	19	3	19%	20	20	0	0%
YTD Average		5	3	(1)	(29%)								

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

**2017 compared to 2018 MARKET ACTIVITY Single Family Residence**

		Contracts Written				Closed				Expired, Withdrawn, Canceled			
		2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change
1	January	3	2	(1)	(33%)	1	7	6	600%	0	0	0	
2	February	3	4	1	33%	4	2	(2)	(50%)	1	0	(1)	(100%)
3	March	6	3	(3)	(50%)	5	4	(1)	(20%)	2	0	(2)	(100%)
4	April												
5	May												
6	June												
7	July												
8	August												
9	September												
10	October												
11	November												
12	December												
YTD Total		12	9	(3)	(25%)	10	13	3	30%	3	0	(3)	(100%)

**2017 compared to 2018 MARKET ACTIVITY Single Family Residence**

		For Sale at end of Month			
		2017	2018	Increase / (decrease)	% Change
1	January	4	4	0	0%
2	February	6	5	(1)	(17%)
3	March	7	11	4	57%
4	April				
5	May				
6	June				
7	July				
8	August				
9	September				
10	October				
11	November				
12	December				
Average		6	7	1	18%



**Woodbridge -SFR**  
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Period

**12/1/17 - 3/28/18**

Data Data

**3/28/2018**

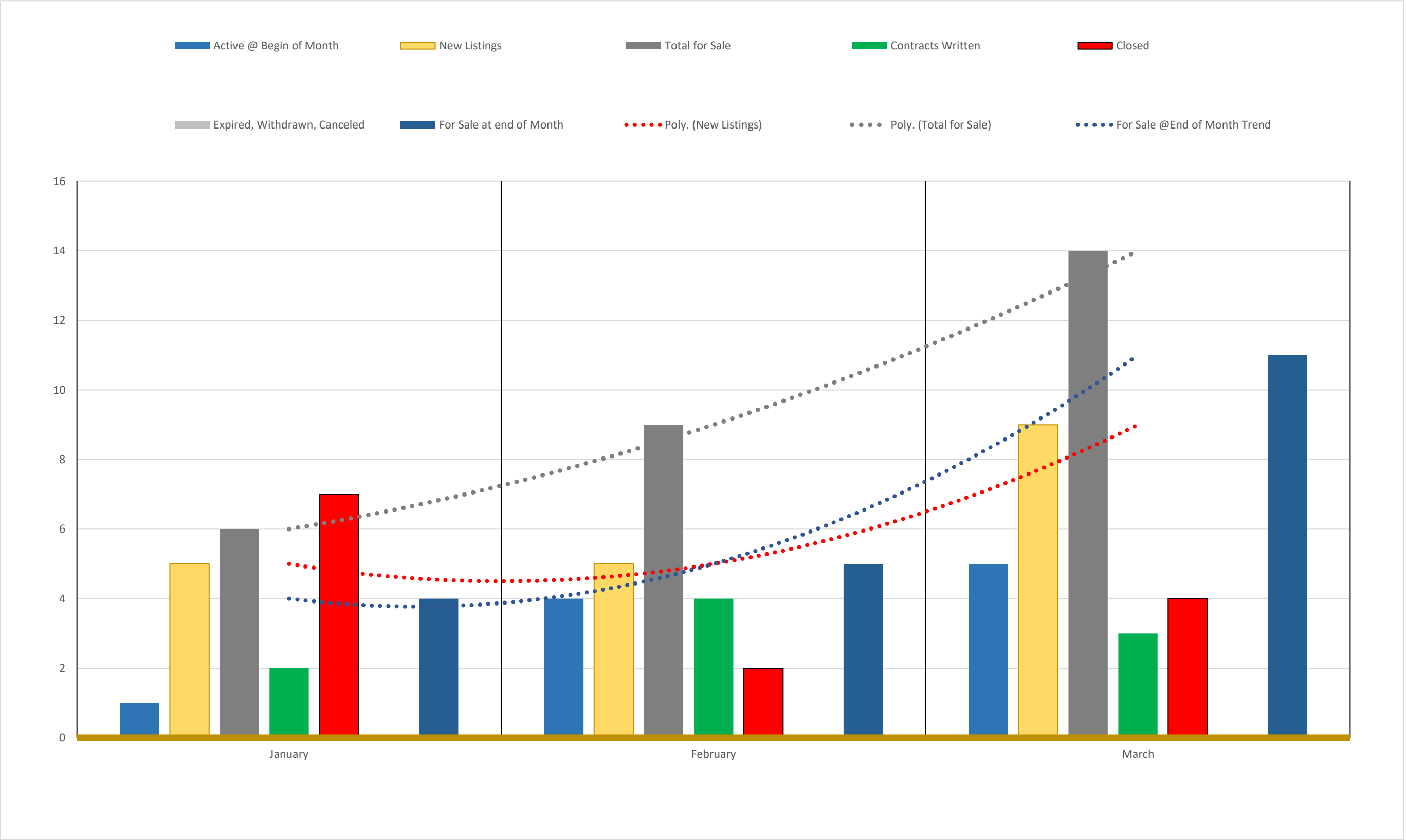
**2018 MARKET ACTIVITY Single Family Residence**

		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
2		Active.at.begin.of.mont h	New.Listings	Total.for.Sale	Contracts.written	Closed	Expired	For.Sale.at.End.of.Month				
1	January	1	5	6	2	7	0	4	√	40%	33%	117%
2	February	4	5	9	4	2	0	5	√	80%	44%	22%
3	March	5	9	14	3	4	0	11	12	33%	21%	29%
4	April											
5	May											
6	June											
7	July											
8	August											
9	September											
10	October											
11	November											
12	December											
Year-To-Date Totals			19	20	9	13	0		-1	47%	45%	65%
Y-T-D Averages		3.3	6.3	9.7	3.0	4.3	0.0	6.7				

**Woodbridge -SFR**  
**1500 Sf and Larger**

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

**2018 MARKET ACTIVITY   Single Family Residence**



Woodbridge -SFR  
1500 Sf and Larger

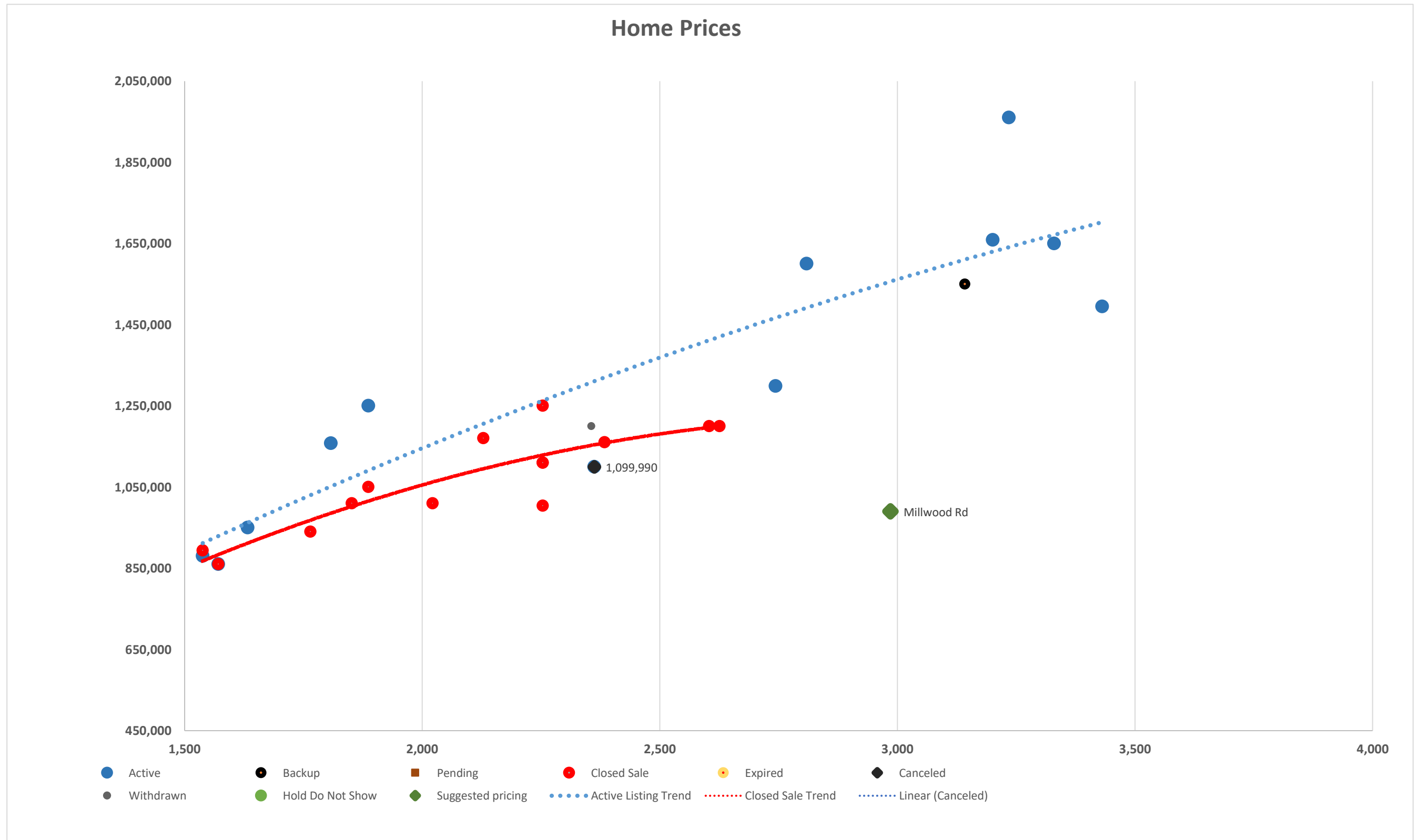
Period

12/1/17 - 3/28/18

Data Data

3/28/2018

## 2018 MARKET ACTIVITY Single Family Residence



Woodbridge -SFR  
1500 Sf and Larger

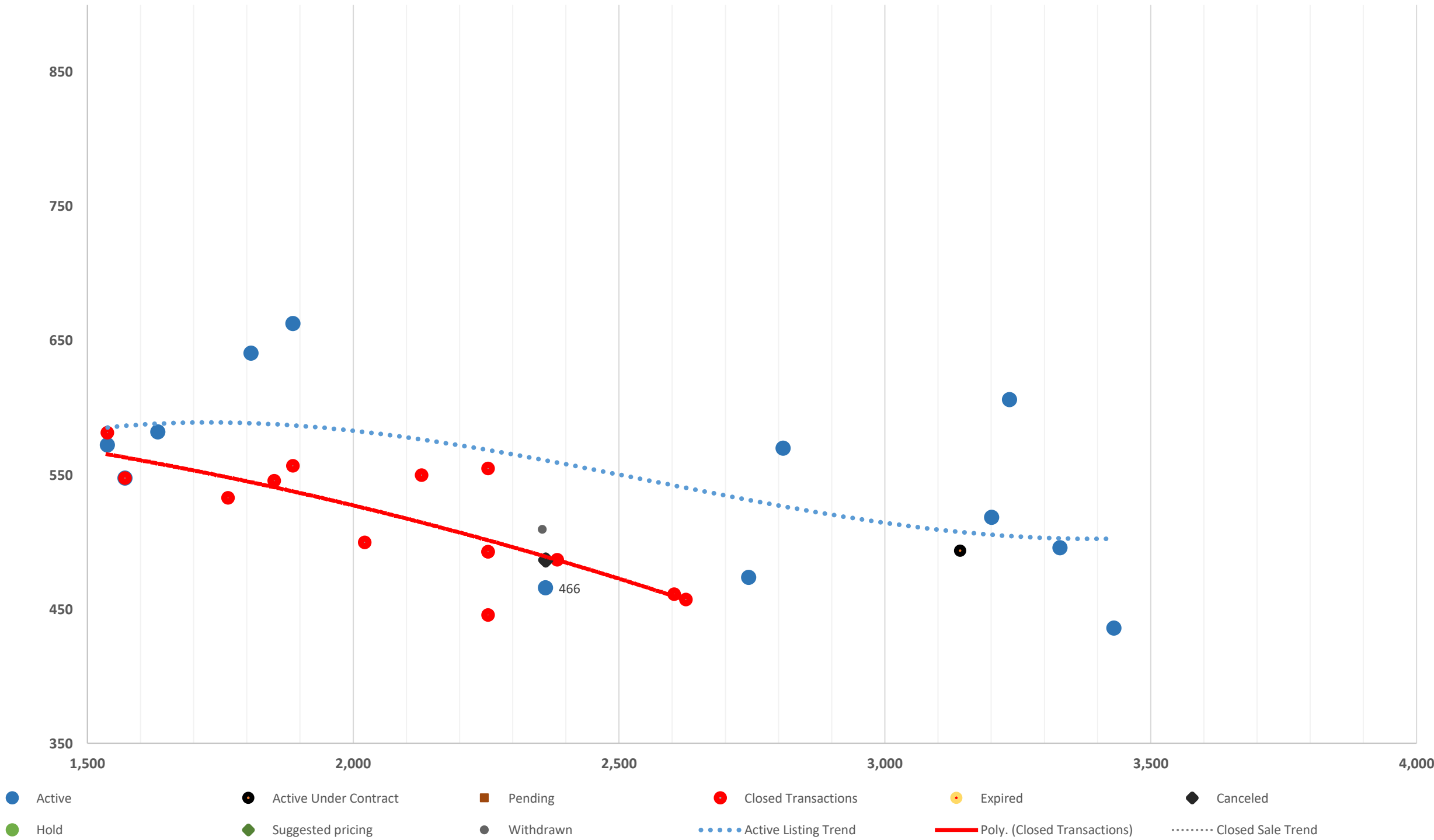
Period

12/1/17 - 3/28/18

Data Data

3/28/2018

2018 MARKET ACTIVITY Single Family Residence  
Value Per Square Foot



## Woodbridge -SFR

### 1500 Sf and Larger

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

 Data Date: **March 28, 2018**

List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Duration	Averages			
											2017	2018	40	22
											69	29	35	29
<b>2016</b>		15	Autumn Oak	Hold	10/24/2016		1/1/2018	434	434					
<b>2017</b>		6	Wayfarer	Closed	12/10/2017	12/19/2017	1/18/2018	9	39	30				
		7	Autumn Oak	Active	12/1/2017		12/1/2017	86	86					
		7	Autumn Oak	Canceled	8/17/2017		12/1/2017	106	106					
		8	Soaring Hawk	Closed	10/30/2017	11/28/2017	1/16/2018	29	78	49				
		10	Teal	Closed	7/27/2017	11/20/2017	1/3/2018	116	160	44				
		12	Bluejay	Active Under Contract	11/30/2017	2/1/2018	2/1/2018	63	87					
		14	Marsh Hawk	Closed	12/7/2017	12/19/2017	1/11/2018	12	35	23				
		20	Whistling Isle	Closed	11/30/2017	12/10/2017	1/2/2018	10	33	23				
		27	Whistling Swan	Closed	11/19/2017	12/2/2017	1/17/2018	13	59	46				
		27	Silkleaf	Hold	11/9/2017	12/19/2017	1/15/2018	67	67					
		47	Shooting Star	Closed	9/21/2017	11/15/2017	1/2/2018	55	103	48				
		83	Nighthawk	Closed	10/16/2017	11/21/2017	12/22/2017	36	67	31				
<b>2018</b>	1	3	Soaring Hawk	Active	1/3/2018		1/3/2018	53	53					
	1	10	Woodflower	Active	1/1/2018		1/1/2018	55	55					
	1	11	Teal	Pending	1/17/2018	1/28/2018	1/28/2018	11	39	28				
	1	12	Woodhollow	Closed	1/10/2018	1/17/2018	2/16/2018	7	37	30				
	1	28	Oakdale	Active Under Contract	1/8/2018	2/11/2018	2/11/2018	34	48					
	2	1	Earlymorn	Active	2/14/2018		2/14/2018	11	11					
	2	20	Spoonbill	Active	2/20/2018		2/20/2018	5	5					
	2	28	Coldbrook	Active	2/1/2018		2/1/2018	24	24					
	2	13	Alderbrook	Active	2/20/2018		2/20/2018	5	5					
	2	237	Greenmoor	Hold	2/6/2018		2/22/2018	16	16					

Grand Total

List Month Average DOM		
	2017	2018
January	12	44
February	27	28
March	52	8
April	42	
May	63	
June	36	
July	46	
August	39	
September	32	
October	17	
November	22	
December	20	
AVERAGE	34	27
2018		
Days from Listing to Contract		
Average DOM		17
Minimum DOM		7
Maxmum DOM		34
2018		
Days WITHOUT Contract		
Average DOM		24
Minimum DOM		5
Maxmum DOM		55

 2018 25  
 23

**Woodbridge -SFR - 1500 Sf and Larger**

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Data: 3/28/2018

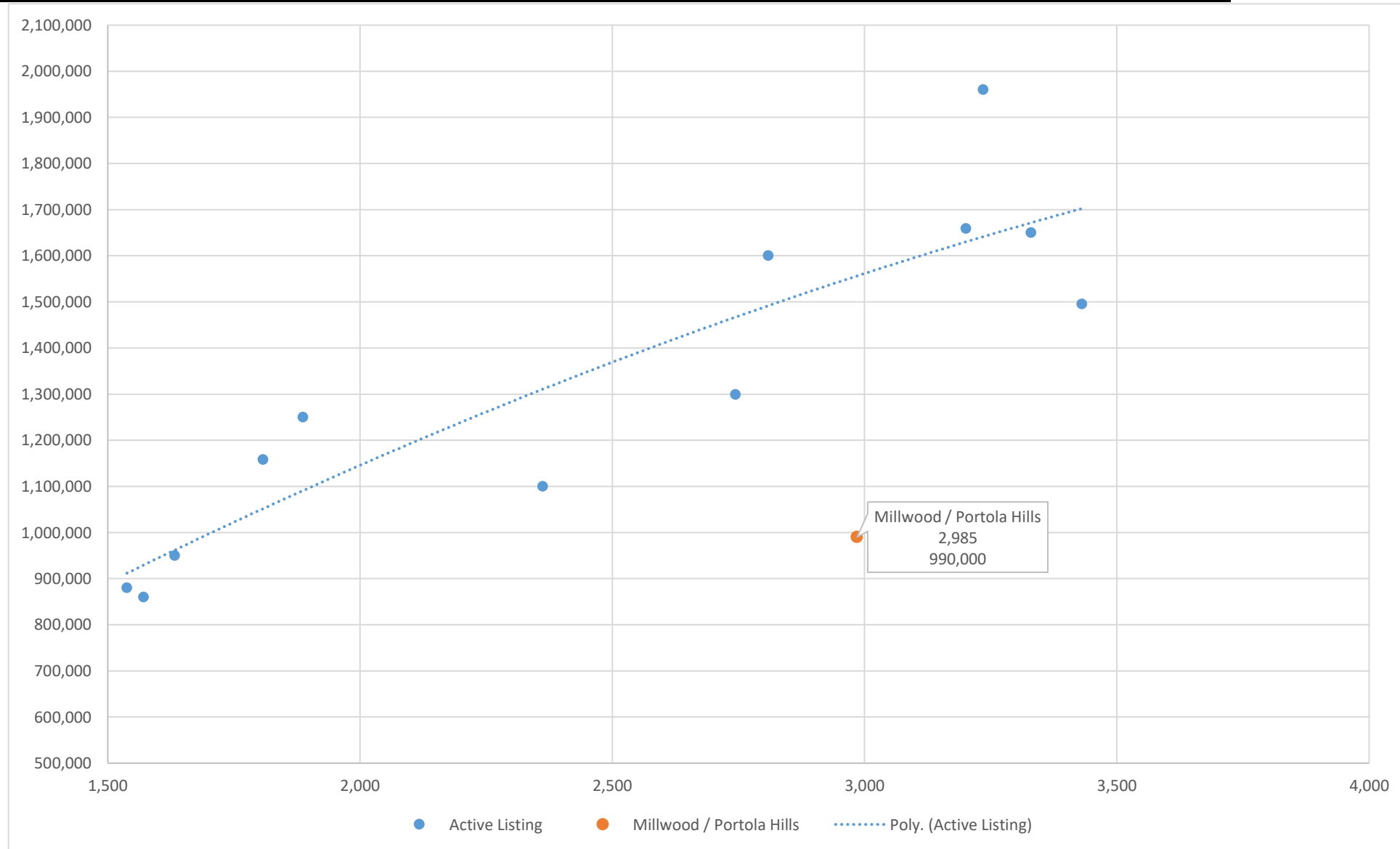
**ACTIVELY SELLING Single Family Residence**

Status		Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	
Active	53	Eagle Run	1,571	859,900	859,900		547	<b>Total active Sales 12</b>
Active	22	Shooting Star	1,538	879,900	879,900		572	
Active	9	Halfmoon	1,633	950,000	950,000		582	<b>Active Lisitngs Less than 2100 SF 5</b>
Active	7	Autumn Oak	2,362	1,099,990	1,099,990		466	<b>Average Price 1,019,560</b>
Active	20	Ashwood	1,808	1,158,000	1,158,000		640	<b>Average SF 1,687</b>
Active	3	Soaring Hawk	1,887	1,250,000	1,250,000		662	<b>Average Price SF 601</b>
Active	2	Morning Dove	2,744	1,299,000	1,299,000		473	
Active	1	Earlymorn	3,431	1,495,000	1,448,000		436	<b>Active Lisitngs More than 2100 SF 7</b>
Active	10	Woodflower	2,809	1,600,000	1,525,000		570	<b>Average Price 1,512,684</b>
Active	237	Greenmoor	3,330	1,650,000	1,598,000		495	<b>Average SF 3,016</b>
Active	4	Mountain Ash	3,201	1,658,800	1,658,800		518	<b>Average Price SF 509</b>
Active	52	Emerald	3,235	1,960,000	1,960,000		606	
								<b>Active Lisitngs More than 2100 SF 1</b>
								<b>Average Price 1,099,990</b>
								<b>Average SF 2,362</b>
								<b>Average Price SF 466</b>
<b>EXCLUSIVE OF OUTLIER</b>								<b>\$ 412,694</b>

**Woodbridge -SFR - 1500 Sf and Larger**

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

## ACTIVELY SELLING Single Family Residence



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

## CLOSED SALES Single Family Residence

Status	Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF	
Closed	6 Wayfarer	1,571	838,999	860,000	860,000	534	547	
Closed	13 Alderbrook	1,538	869,000	894,000	894,000	565	581	<b>Total Closed Sales</b> <b>14</b>
Closed	27 Whistling Swan	1,765	960,000	940,000	940,000	544	533	
Closed	47 Shooting Star	2,254	1,148,000	1,004,000	1,004,000	509	445	
Closed	14 Marsh Hawk	2,022	979,000	1,010,000	1,010,000	484	500	<b>Closed Sales Less than 2100 SF</b> <b>6</b>
Closed	8 Soaring Hawk	1,852	1,024,900	1,010,000	1,010,000	553	545	<b>Average Price</b> <b>960,667</b>
Closed	20 Whistling Isle	1,887	1,028,000	1,050,000	1,050,000	545	556	<b>Average SF</b> <b>1,773</b>
Closed	10 Teal	2,254	1,275,000	1,110,000	1,110,000	566	492	<b>Average Price SF</b> <b>544</b>
Closed	12 Woodhollow	2,254	1,249,000	1,110,000	1,110,000	554	492	<b>Closed Sales Greater than 2100 SF</b> <b>8</b>
Closed	83 Nighthawk	2,384	1,249,000	1,160,000	1,160,000	524	487	<b>Average Price</b> <b>1,150,500</b>
Closed	11 Teal	2,129	1,149,000	1,170,000	1,170,000	540	550	<b>Average SF</b> <b>2,345</b>
Closed	28 Oakdale	2,604	1,288,888	1,199,998	1,199,998	495	461	<b>Average Price SF</b> <b>492</b>
Closed	12 Bluejay	2,626	1,318,000	1,200,000	1,200,000	502	457	
Closed	20 Spoonbill	2,254	1,150,000	1,250,000	1,250,000	510	555	





Woodbridge -SFR - 1500 Sf and Larger

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

**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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1,350,000							
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**Woodbridge -SFR - 1500 Sf and Larger**

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

Data: **3/28/2018**

**CLOSED SALES Single Family Residence**

