



StoneGate Condo

Condos
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

Copy Right © by J. Richter, Hanover Realty Group and Hanover Development, all rights reserved.
Not for consumer use.



StoneGate Condo
12/1/17 - 3/28/18

Condos
1500 Sf and Larger

2018 vrs 2017 Average Square Footage Comparison

	2018	2017	2018 - 2017	% Change
Ave SF less than 1620 SF	1,352	1,404	(52)	(3.70%)
Ave SF Greater than 1620 SF	1,946	1,943	3	0.18%

BOTTOM LINE

The average size of homes for sale in 2018 that were SMALLER than 1620 sf is down approximately -52 sf compared to 2017
The average size of homes for sale in 2018 that were LARGER than 1620 sf is up approximately 3 sf compared to 2017

2018 compared to 2017 Average List Price Comparison

	2018	2017	2018 - 2017	% Change	Net Change	
Ave Last List Price of Homes Less Than 1620 SF	\$655,857	\$655,666	\$191	0.03%	\$24,448	3.73%
Ave Last List Price of Homes Greater Than 1620 SF	\$976,303	\$933,496	\$42,806	4.59%	\$41,152	4.41%
Ave Price PSF Homes Less Than 1620 sf	\$488	\$470	\$18	3.79%		
Ave Price PSF Homes Greater Than 1620 sf	\$499	\$483	\$16	3.24%		

2018 compared to 2017 Average CLOSED Price Comparison

	2018	2017	2018 - 2017	% Change	Net Change	
Closed Price Less Than 1620 SF	\$643,000	\$647,290	(\$4,290)	(0.66%)	\$19,657	3.04%
Closed Price Greater Than 1620 SF	\$909,425	\$924,931	(\$15,507)	(1.68%)	-\$17,145	(1.85%)
Closed Price Greater Than 1620 sf Exclusive of View Lots	\$843,125	\$826,833	\$16,292	1.97%	\$14,827	1.79%
Closed Price psf Less Than 1620 SF	\$476	\$467	\$8	1.77%		
Closed Price psf Greater Than 1620 SF	\$499	\$477	\$22	4.57%		

969,628 \$933,496

BOTTOM LINE

928,914 \$0

The average NET CLOSING PRICE of the smaller homes is DOWN \$19,657 or 3.0%
The average NET CLOSING PRICE of the LARGER homes is DOWN (\$17,145) or -1.9%

StoneGate Condo
12/1/17 - 3/28/18

Condos
1500 Sf and Larger

2018 compared to 2017 the Average Time On The Market

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

	2017 Summary			Units Closed
	DOM	CDOM	ED	
1129 to 1620 SF	25	51	32	0
1620 to 2347 SF	31	62	34	0

	2018 Summary			Units Closed
	DOM	CDOM	ED	
1129 to 1620 SF	12	35	26	0
1620 to 2347 SF	22	40	29	0

	2018 minus 2017 Variance			Units Closed
	DOM	CDOM	ED	
1129 to 1620 SF	(14)	(16)	(7)	0
1620 to 2347 SF	(10)	(22)	(5)	0

BOTTOM LINE

In 2018 the SMALLER PRODUCT was on the market on average -14 days LESS before contracting than 2017

In 2018 the LARGER PRODUCT was on the market on average -10 days LESS before contracting than 2017

StoneGate Condo
1500 Sf and Larger

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

2017 MARKET ACTIVITY Condos

		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	3	2	5	2	1	0	3				
2	February	3	4	7	3	3	1	3				
3	March	3	6	9	2	3	2	5				
4	April	5	8	13	10	6	0	3				
5	May	3	9	12	6	5	1	5				
6	June	5	9	14	9	6	0	5				
7	July	5	6	11	2	10	0	9				
8	August	9	5	14	9	2	1	4				
9	September	4	2	6	3	7	0	3				
10	October	3	5	8	5	4	2	1				
11	November	1	5	6	1	4	1	4				
12	December	4	1	5	4	7	1	0				
Year-To-Date Totals			62	65	56	58	9					
Y-T-D Average		4	5	9	5	5	1	4				

2017 compared to 2018 MARKET ACTIVITY Condos

		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	3	0	(3)	(100%)	2	4	2	100%	5	4	(1)	(20%)
1	2	February	3	2	(1)	(33%)	4	4	0	0%	7	6	(1)	(14%)
1	3	March	3	1	(2)	(67%)	6	10	4	67%	9	11	2	22%
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							12	18	6	50%	15	18	3	20%
YTD Average			3	1	(2)	(67%)								

StoneGate Condo
1500 Sf and Larger

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

2017 compared to 2018 MARKET ACTIVITY Condos

	Contracts Written				Closed				Expired, Withdrawn, Canceled			
	2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change	2017	2018	Increase / (decrease)	% Change
1 January	2	2	0	0%	1	3	2	200%	0	0	0	0%
2 February	3	5	2	67%	3	4	1	33%	1	0	(1)	(100%)
3 March	2	7	5	250%	3	2	(1)	(33%)	2	2	0	0%
4 April												
5 May												
6 June												
7 July												
8 August												
9 September												
10 October												
11 November												
12 December												
YTD Total	7	14	7	100%	7	9	2	29%	3	2	(1)	0%

2017 compared to 2018 MARKET ACTIVITY Condos

	For Sale at end of Month			
	2017	2018	Increase / (decrease)	% Change
1 January	4	2	(2)	(50%)
2 February	3	1	(2)	(67%)
3 March	4	2	(2)	(50%)
4 April				
5 May				
6 June				
7 July				
8 August				
9 September				
10 October				
11 November				
12 December				
Average	4	2	(2)	(55%)



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

Joe Richter
Associate Broker
BRE# 01744150

28232 Millwood Rd Trabuco Canyon, CA 92679

StoneGate Condo
1500 Sf and Larger

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

2018 MARKET ACTIVITY Condos

	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
0	Active.at.begin.of.mont h	New.Listings	Total.for.Sale	Contracts.written	Closed	Expired	For.Sale.at.End.of.Month				
1	January	0	4	2	3	0	2	√	50%	50%	75%
2	February	2	6	5	4	0	1	√	125%	83%	67%
3	March	1	11	7	2	2	2	√	70%	64%	18%
4	April										
5	May										
6	June										
7	July										
8	August										
9	September										
10	October										
11	November										
12	December										
Year-To-Date Totals			18	14	9	2		OK	78%	78%	50%
Y-T-D Averages		1.0	6.0	4.7	3.0	0.7	1.7				



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

Joe Richter
Associate Broker
BRE# 01744150

28232 Millwood Rd Trabuco Canyon, CA 92679

StoneGate Condo 1500 Sf and Larger

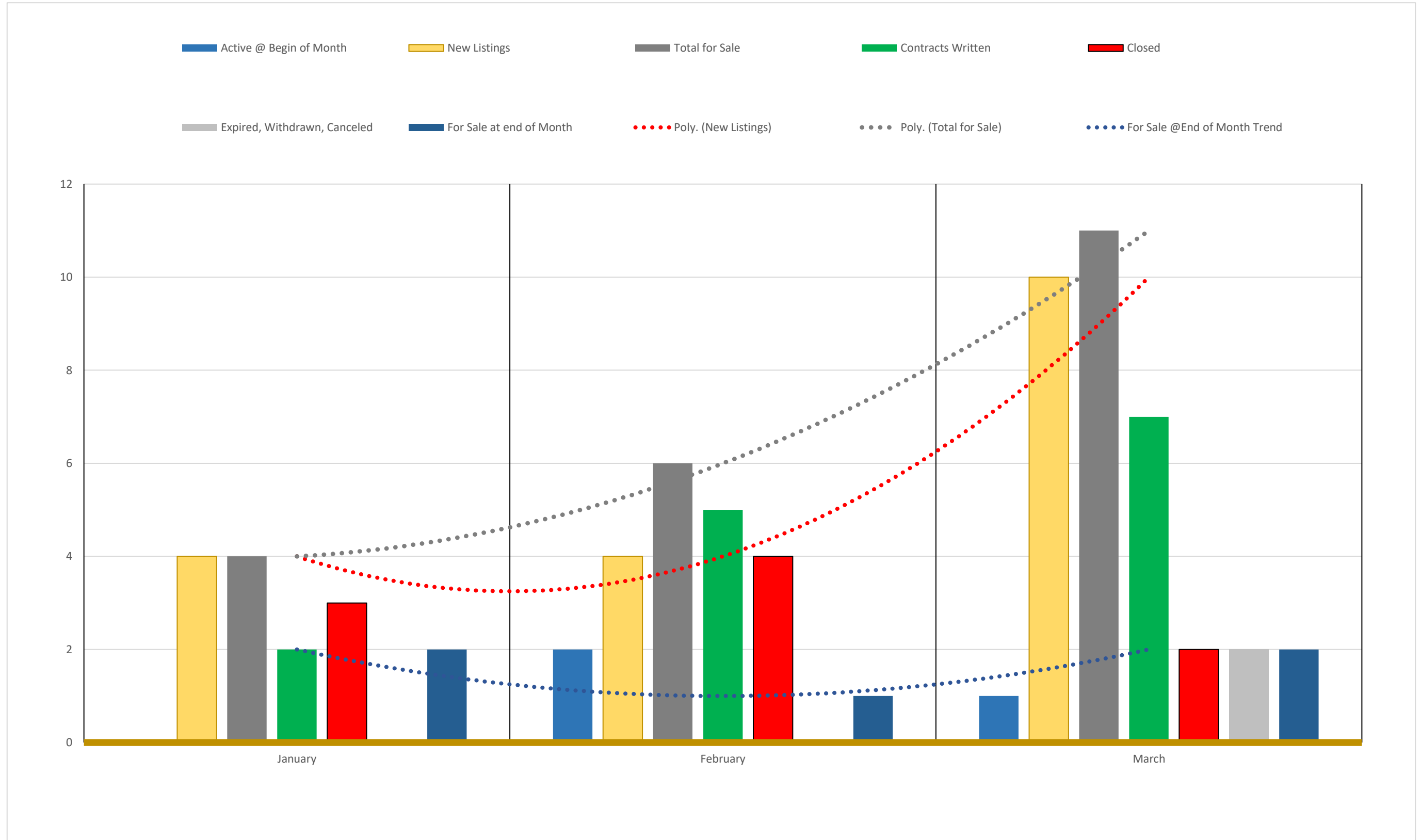
Period

12/1/17 - 3/28/18

Data Data

3/27/2018

2018 MARKET ACTIVITY Condos



StoneGate Condo
1500 Sf and Larger

Period

12/1/17 - 3/28/18

Data Data

3/27/2018

2018 MARKET ACTIVITY Condos



StoneGate Condo
1500 Sf and Larger

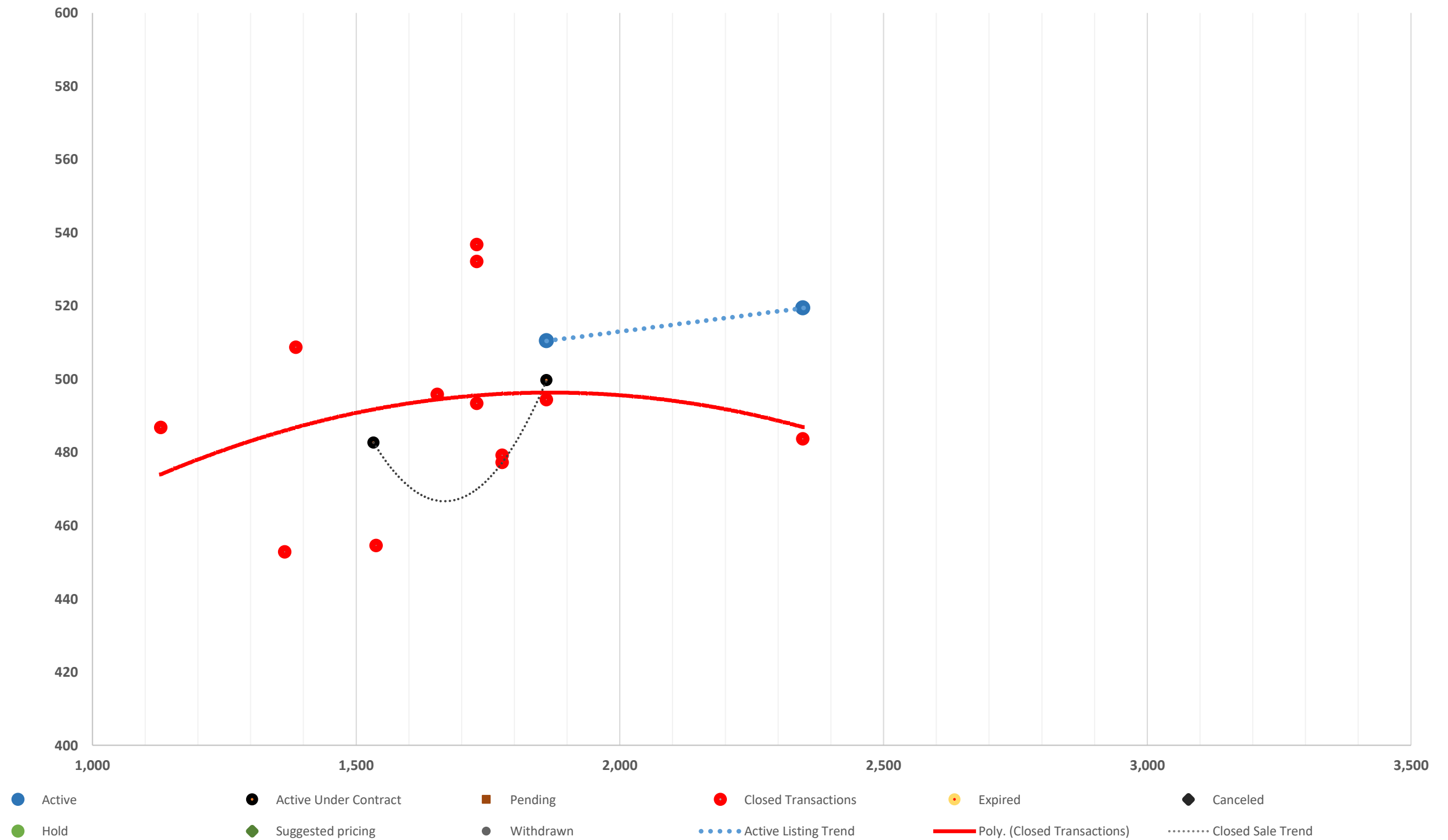
Period

12/1/17 - 3/28/18

Data Data

3/27/2018

2018 MARKET ACTIVITY Condos
Value Per Square Foot



StoneGate Condo
1500 Sf and Larger

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

Data Date: **March 27, 2018**

Averages

2017	23	51	33
2018	10	23	20

List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Duration
2017		43	Mayfair	Closed	11/1/2017	11/8/2017	12/8/2017	7	37	30
		71	Birmingham	Closed	4/19/2017	10/19/2017	12/8/2017	183	233	50
		189	Overbrook	Closed	11/1/2017	12/21/2017	2/2/2018	50	93	43
		122	Churchill	Closed	11/29/2017	12/7/2017	1/8/2018	8	40	32
		96	Birmingham	Canceled	12/14/2017		12/29/2017	15	15	
		126	Pendant	Closed	11/28/2017	12/5/2017	1/18/2018	7	51	44
		84	Devonshire	Closed	10/27/2017	10/31/2017	12/21/2017	4	55	51
		84	Thornhurst	Closed	11/8/2017	12/11/2017	1/8/2018	33	61	28
	2018	1	21	Mayfair	Closed	1/12/2018	1/30/2018	3/9/2018	18	56
1		111	Devonshire	Closed	1/22/2018	1/22/2018	2/28/2018		37	37
1		79	Overbrook	Closed	1/22/2018	2/12/2018	2/23/2018	21	32	11
1		206	Kempton	Closed	1/30/2018	2/5/2018	2/13/2018	6	14	8
2		22	Larkfield	Closed	2/3/2018	2/19/2018	3/16/2018	16	41	25
2		96	Birmingham	Canceled	2/1/2018		3/6/2018	33	33	
2		159	Overbrook	Pending	2/19/2018	2/24/2018	2/24/2018	5	36	31
2		203	Kempton	Pending	2/5/2018	2/9/2018	2/9/2018	4	50	46
3		20	Oakfield	Active	3/26/2018		3/26/2018	1	1	
3		57	Somerton	Active Under Contract	3/15/2018	3/20/2018	3/20/2018	5	12	
3		106	Windham	Active Under Contract	3/15/2018	3/18/2018	3/18/2018	3	12	
3		96	Birmingham	Canceled	3/12/2018		3/19/2018	7	7	
3		113	Baritone	Pending	3/20/2018	3/22/2018	3/22/2018	2	7	5
3		64	Rembrandt	Pending	3/13/2018	3/14/2018	3/14/2018	1	14	13
3		98	Ashdale	Active	3/16/2018		3/16/2018	11	11	
3		120	Pendant	Pending	3/5/2018	3/24/2018	3/24/2018	19	22	3
3		77	Mayfair	Active Under Contract	3/9/2018	3/20/2018	3/20/2018	11	18	
3		167	Overbrook	Pending	3/17/2018	3/20/2018	3/20/2018	3	10	7
Grand Total										

List Month Average DOM		
	2017	2018
January	5	11
February	24	15
March	12	6
April	29	
May	45	
June	22	
July	23	
August	22	
September	2	
October		
November		
December		
AVERAGE	20	11
2018		
Days from Listing to Contract		
Average DOM		9
Minimum DOM		1
Maxmum DOM		21
2018		
Days WITHOUT Contract		
Average DOM		13
Minimum DOM		1
Maxmum DOM		33

2018 19
17



m: 949 677-7722

e: joer@HanoverRealtyGroup.com

Joe Richter
Associate Broker
BRE# 01744150

28232 Millwood Rd Trabuco Canyon, CA 92679

StoneGate Condo - 1500 Sf and Larger

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

Data: **3/27/2018**

ACTIVELY SELLING Condos

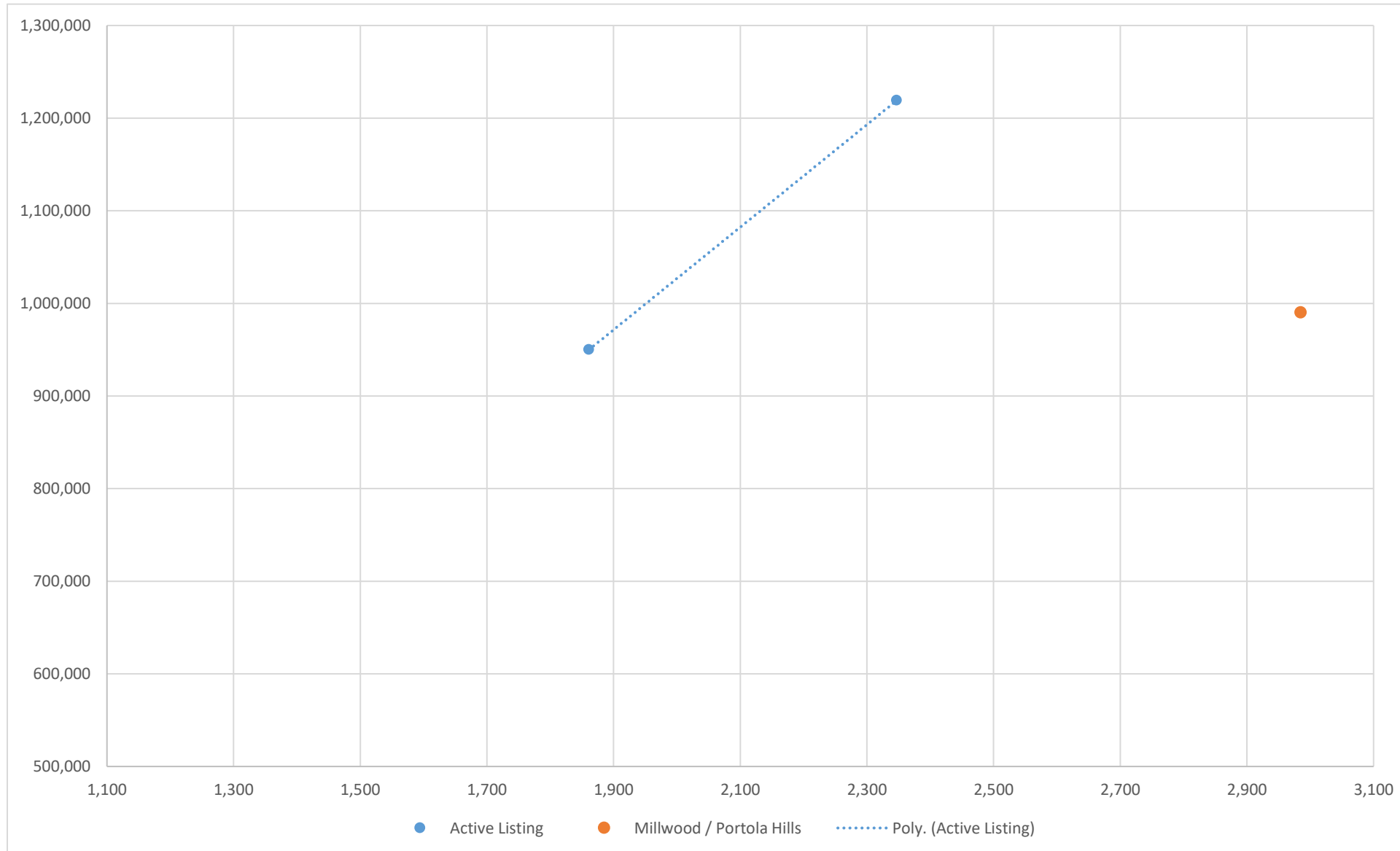
Status	Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	
Active	20 Oakfield	1,861	949,888	949,888		510	Total active Sales 2
Active	98 Ashdale	2,347	1,219,000	1,219,000		519	
Active Lisitngs Less than 1620 SF							0
Average Price							#DIV/0!
Average SF							#DIV/0!
Average Price SF							#DIV/0!
Active Lisitngs More than 1620 SF							2
Average Price							1,084,444
Average SF							2,104
Average Price SF							515
Active Lisitngs More than 1620 SF							2
Average Price							1,084,444
Average SF							2,104
Average Price SF							515
EXCLUSIVE OF OUTLIER							\$ -

StoneGate Condo - 1500 Sf and Larger

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

Data: **3/27/2018**

ACTIVELY SELLING Condos





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

Joe Richter
Associate Broker
BRE# 01744150

28232 Millwood Rd Trabuco Canyon, CA 92679

StoneGate Condo - 1500 Sf and Larger

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

Data: **3/27/2018**

CLOSED SALES Condos

Status	Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF
Closed	22 Larkfield	1,729	888,880	920,000	920,000	514	532
Closed	21 Mayfair	1,130	575,000	550,000	550,000	509	487
Closed	111 Devonshire	1,729	928,000	928,000	928,000	537	537
Closed	79 Overbrook	1,777	820,000	851,500	851,500	461	479
Closed	206 Kempton	1,386	679,888	705,000	705,000	491	509
Closed	189 Overbrook	1,654	839,000	820,000	820,000	507	496
Closed	126 Pendant	1,861	916,888	919,896	919,896	493	494
Closed	122 Churchill	1,777	848,000	848,000	848,000	477	477
Closed	84 Thornhurst	1,538	699,000	699,000	699,000	454	454
Closed	84 Devonshire	1,729	840,000	853,000	853,000	486	493
Closed	71 Birmingham	2,347	1,128,000	1,135,000	1,135,000	481	484
Closed	43 Mayfair	1,365	624,888	618,000	618,000	458	453

Total Closed Sales	12
Closed Sales Less than 1620 SF	4
Average Price	643,000
Average SF	1,355
Average Price SF	476
Closed Sales Greater than 1620 SF	8
Average Price	909,425
Average SF	1,825
Average Price SF	499



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

Joe Richter
Associate Broker
BRE# 01744150

28232 Millwood Rd Trabuco Canyon, CA 92679

StoneGate Condo - 1500 Sf and Larger

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

Data: **3/27/2018**

CLOSED SALES Condos

