



## Portola Hills

(Exclusive of Baldwin)

Single Family Residence

1500 Sf and Larger

# 2018

Period: 12/1/17 - 9/30/18

Data Date: 9/30/2018

Compares 2018 Activity to 2017

|                                    |      |                          |
|------------------------------------|------|--------------------------|
| Current Active Listings:           | 4    |                          |
| New Listings in the last: 30 Days: | 2    |                          |
| New Listings SOLD:                 | 0    | <b>Excludes Outliers</b> |
| Average DOM Active Listings:       | 55   | 55                       |
| Average DOM Closed Listings:       | 23.2 | 28.2                     |
| Average CDOM Closed Listings:      | 57.0 | 62.0                     |
| Average Escrow Period:             | 33.8 | 33.8                     |
| Inventory @End Of Month:           | 2    |                          |
| Absorption Rate (monthly)          | 3.2  |                          |
| Months Supply                      | 0.6  | <b>A Seller's Market</b> |

Square Footage Range from: 1823 to 4200

Square Footage Average = 2821

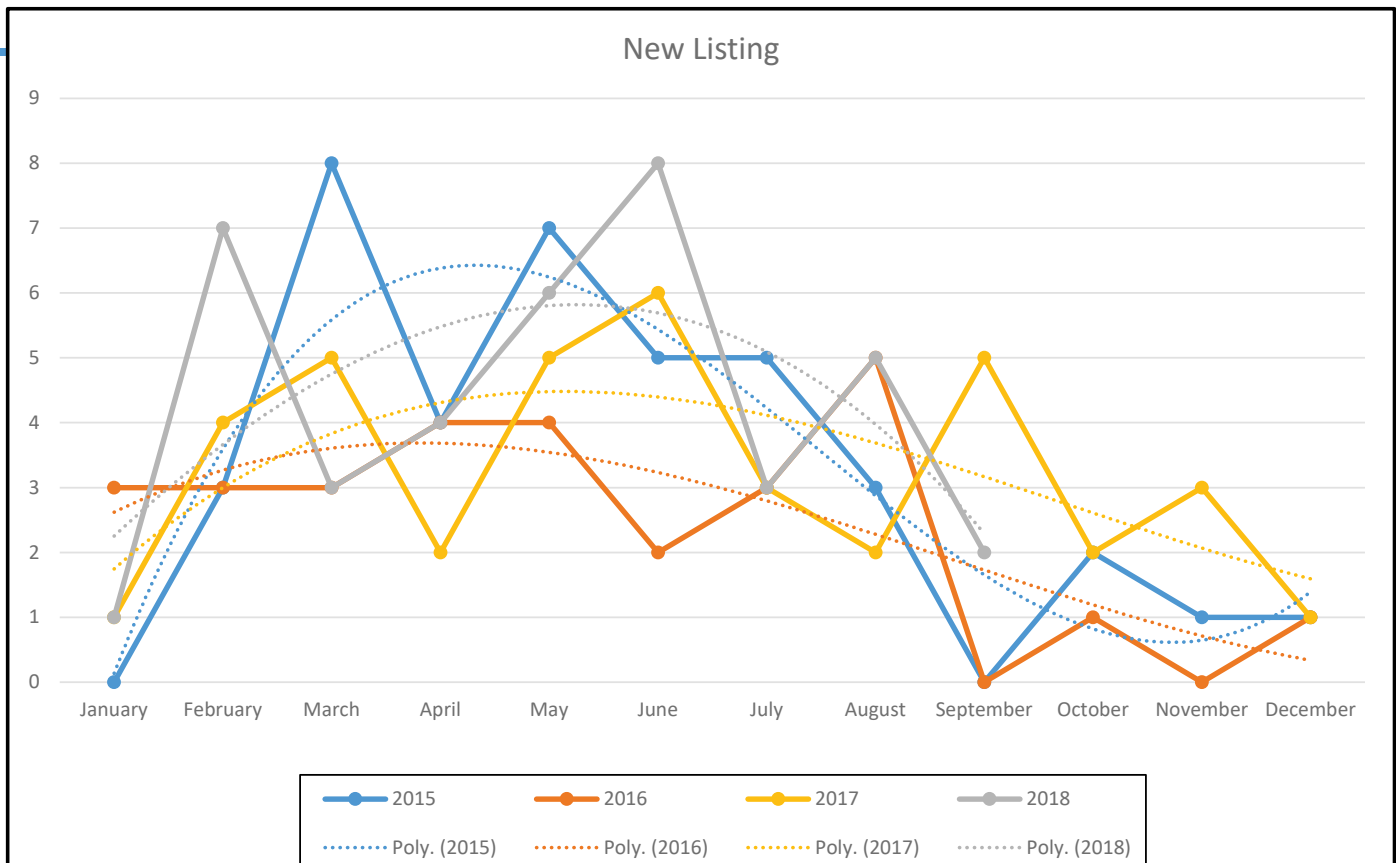
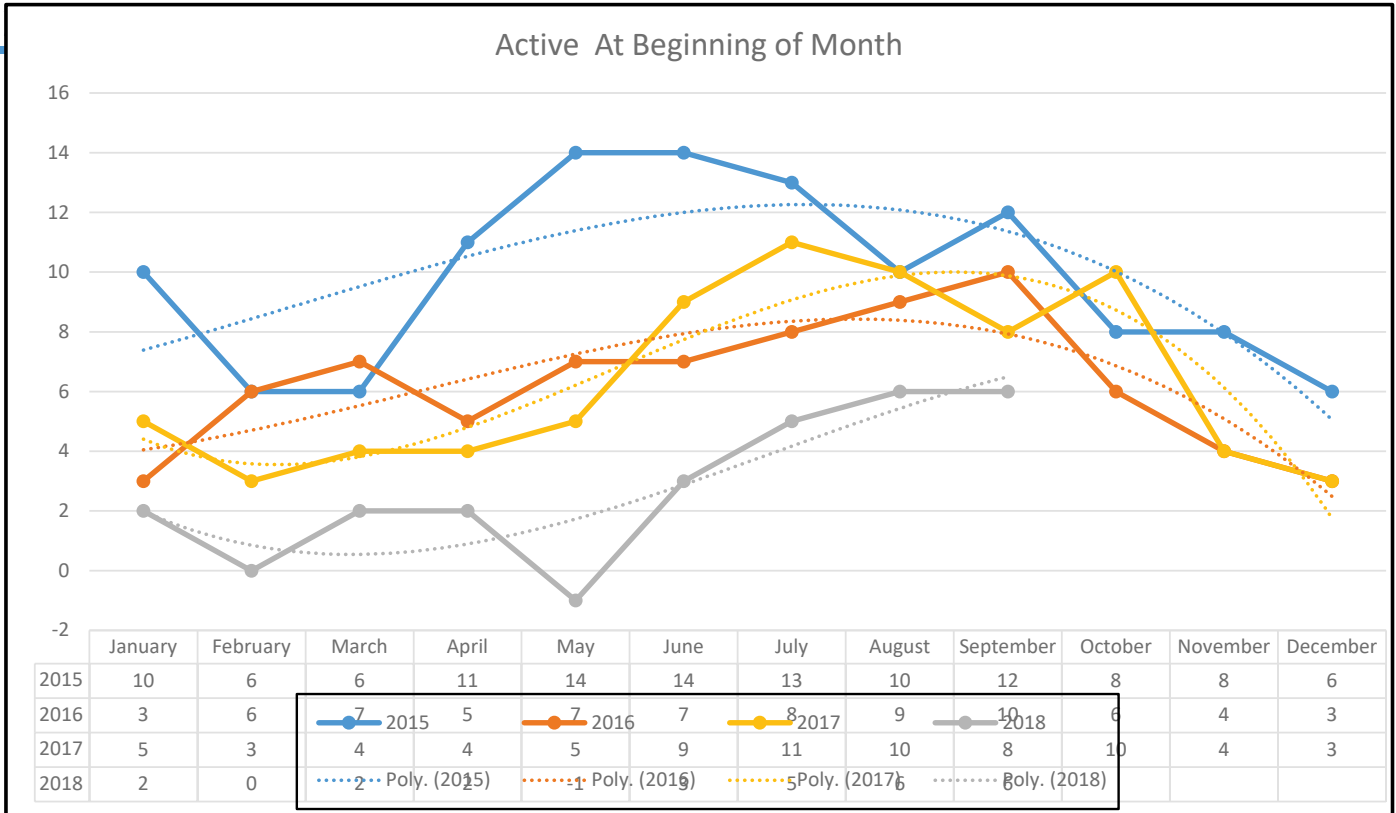
Provided by Joe Richter

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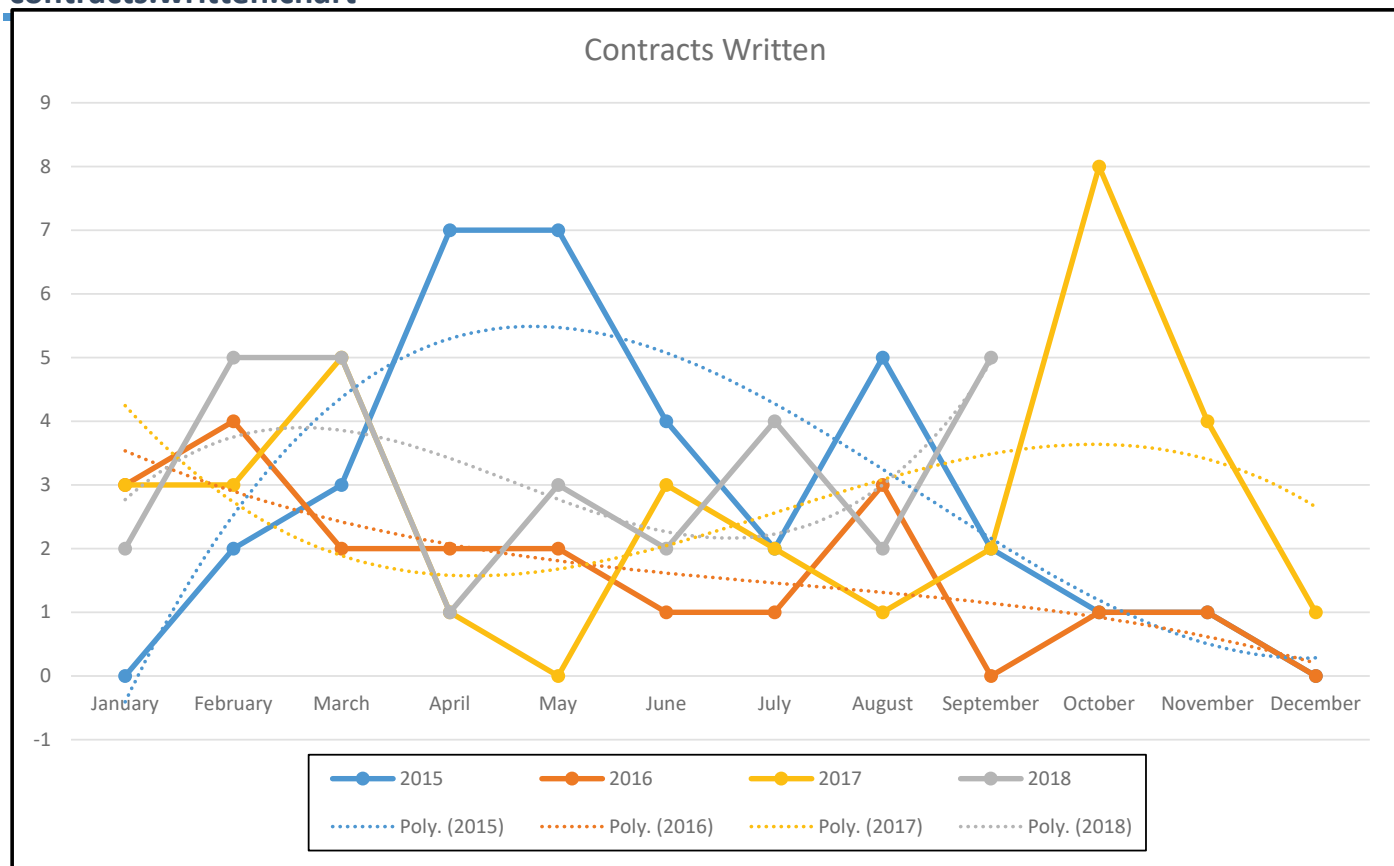
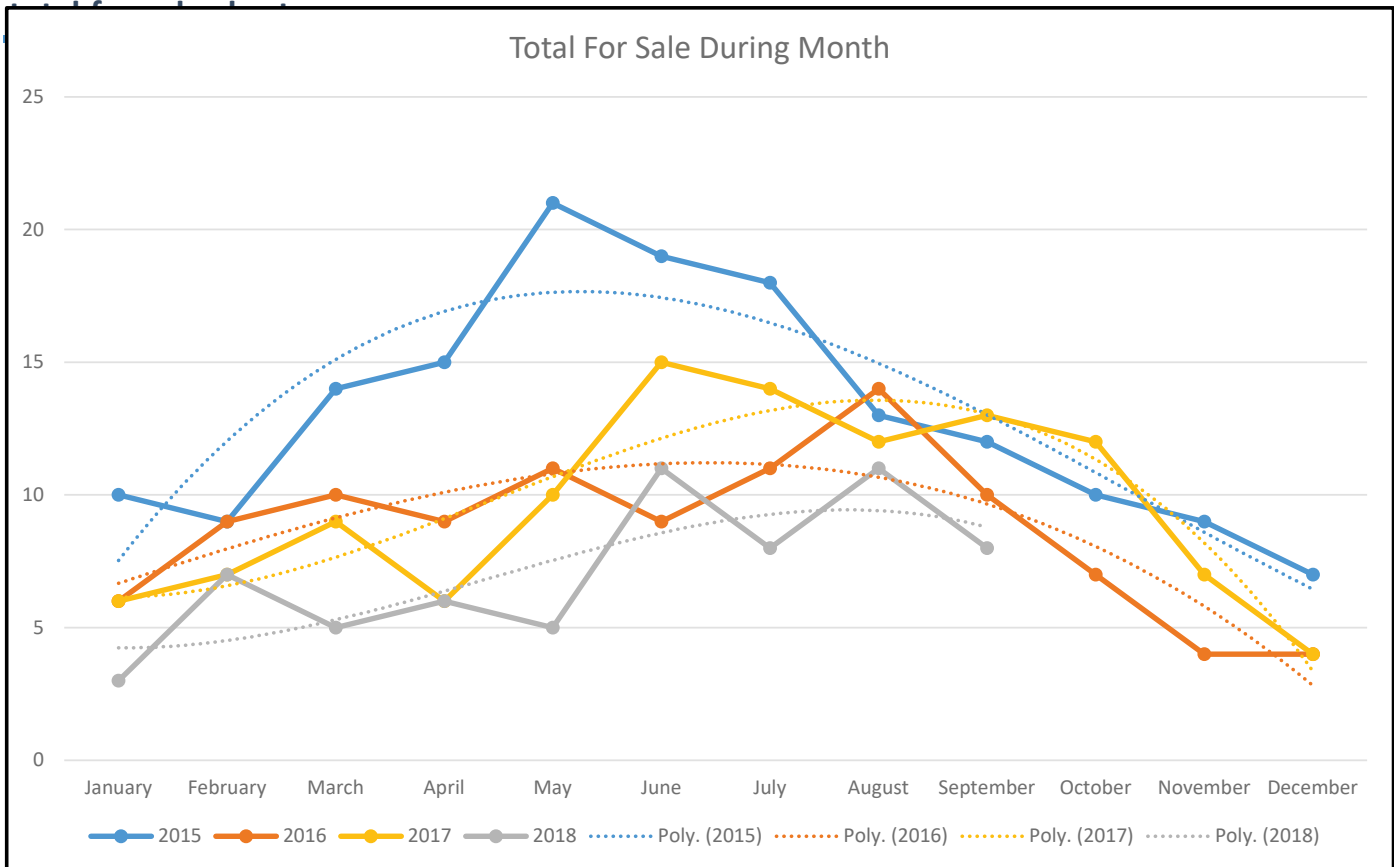
# PORTOLA HILLS

## Market Activity



# PORTOLA HILLS

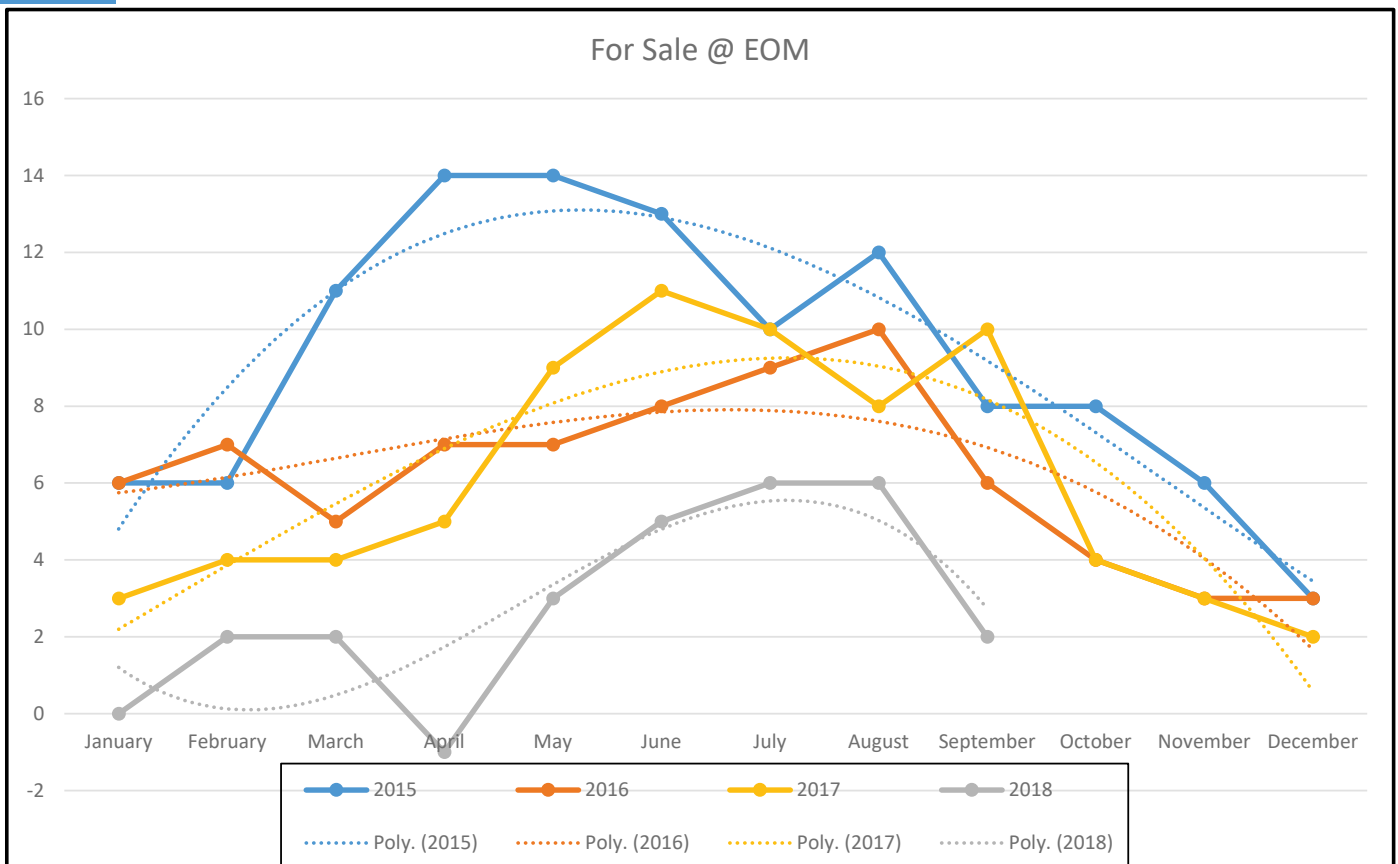
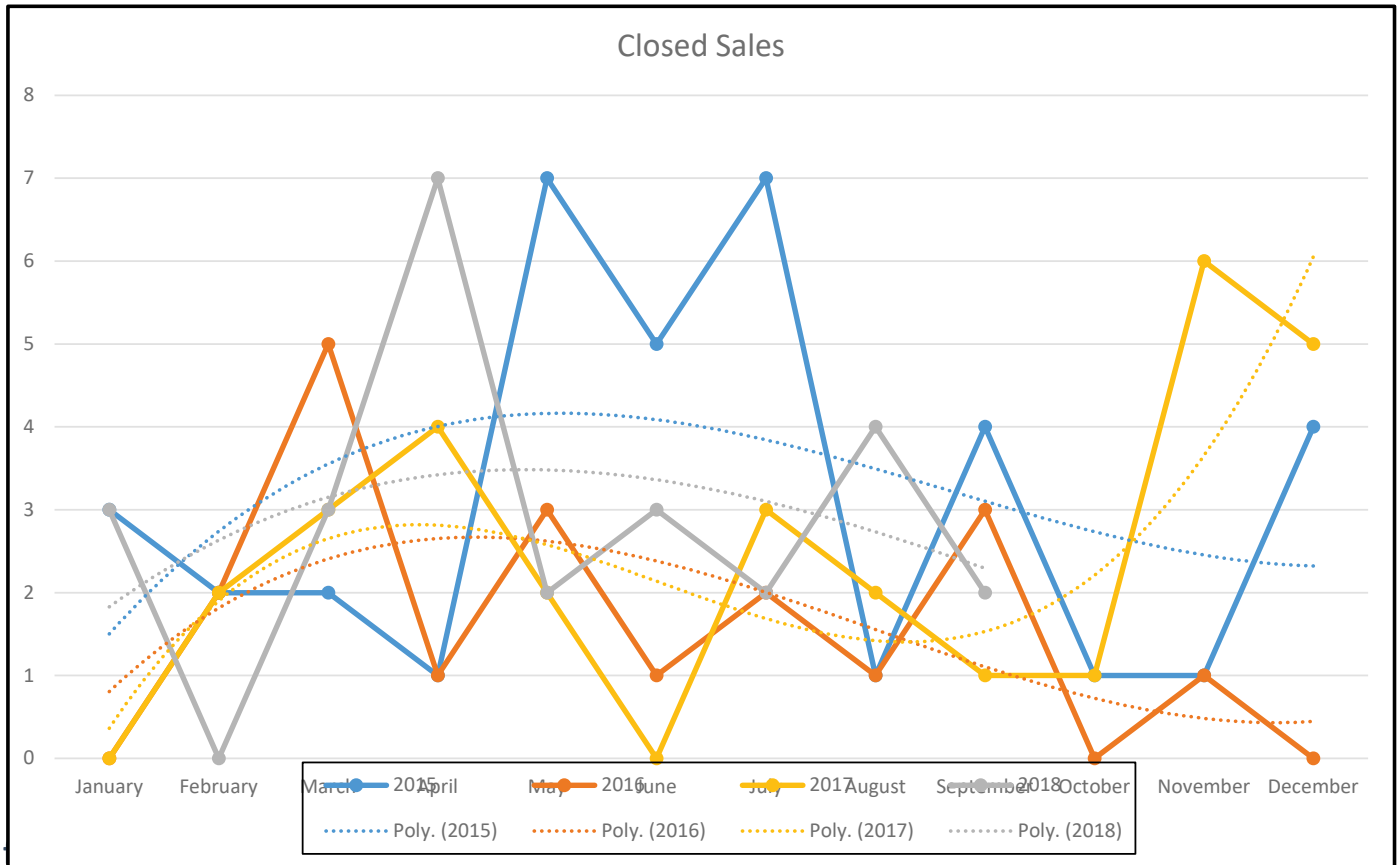
## Market Activity



closed.sales.chart

# PORTOLA HILLS

## Market Activity



Portola Hills  
 12/1/17 - 9/30/18

 Single Family Residence  
 1500 Sf and Larger

### 2018 vrs 2017 Average Square Footage Comparison

|                             | 2018  | 2017  | 2018 - 2017 | % Change |
|-----------------------------|-------|-------|-------------|----------|
| Ave SF less than 2500 SF    | 2,194 | 2,035 | 159         | 7.83%)   |
| Ave SF Greater than 2500 SF | 3,134 | 3,128 | 6           | 0.19%)   |

#### **BOTTOM LINE**

The average size of homes for sale in 2018 that were SMALLER than 2500 sf is up approximately 159 sf compared to 2017

The average size of homes for sale in 2018 that were LARGER than 2500 sf is up approximately 6 sf compared to 2017

### 2018 compared to 2017 Average List Price Comparison

|                                                   |             |           |          |         | Net Change |       |
|---------------------------------------------------|-------------|-----------|----------|---------|------------|-------|
| Ave Last List Price of Homes Less Than 2500 SF    | \$818,686   | \$746,119 | \$72,567 | 9.73%   | \$14,148   | 1.90% |
| Ave Last List Price of Homes Greater Than 2500 SF | \$1,009,371 | \$976,346 | \$33,025 | 3.38%   | \$31,148   | 3.19% |
| Ave Price PSF Homes Less Than 2500 sf             | \$374       | \$380     | (\$6)    | (1.60%) |            |       |
| Ave Price PSF Homes Greater Than 2500 sf          | \$333       | \$321     | \$13     | 3.96%   |            |       |

### 2018 compared to 2017 Average CLOSED Price Comparison

|                                                          |             |           |          |         | Net Change |        |
|----------------------------------------------------------|-------------|-----------|----------|---------|------------|--------|
| Closed Price Less Than 2500 SF                           | \$816,278   | \$733,450 | \$82,828 | 11.29%  | \$25,400   | 3.46%  |
| Closed Price Greater Than 2500 SF                        | \$1,040,504 | \$940,889 | \$99,614 | 10.59%  | \$97,805   | 10.39% |
| Closed Price Greater Than 2500 sf Exclusive of View Lots | \$1,005,904 | \$928,161 | \$77,743 | 8.38%   | \$75,959   | 8.18%  |
| Closed Price psf Less Than 2500 SF                       | \$376       | \$380     | (\$4)    | (1.04%) |            |        |
| Closed Price psf Greater Than 2500 SF                    | \$336       | \$308     | \$28     | 8.98%   |            |        |

1,050,263      \$976,346

965,544      \$0

#### **BOTTOM LINE**

The average NET CLOSING PRICE of the smaller homes is UP \$25,400 or 3.5%

The average NET CLOSING PRICE of the LARGER homes is UP \$97,805 or 10.4%

Portola Hills  
 12/1/17 - 9/30/18

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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<br>Closed |
|-----------------|-----|------|----|-----------------|
|                 | DOM | CDOM | ED |                 |
| 1823 to 2500 SF | 74  | 99   | 37 | 0               |
| 2500 to 4200 SF | 67  | 89   | 38 | 0               |

| 2018 Summary    |     |      |    | Units<br>Closed |
|-----------------|-----|------|----|-----------------|
|                 | DOM | CDOM | ED |                 |
| 1823 to 2500 SF | 86  | 104  | 27 | 0               |
| 2500 to 4200 SF | 48  | 71   | 36 | 0               |

| 2018 minus 2017 Variance |      |      |      | Units<br>Closed |
|--------------------------|------|------|------|-----------------|
|                          | DOM  | CDOM | ED   |                 |
| 1823 to 2500 SF          | 12   | 4    | (10) | 0               |
| 2500 to 4200 SF          | (18) | (18) | (1)  | 0               |

#### **BOTTOM LINE**

In 2018 the SMALLER PRODUCT was on the market on average 12 days MORE before contracting than 2017

In 2018 the LARGER PRODUCT was on the market on average -18 days LESS before contracting than 2017

**Portola Hills**  
**1500 Sf and Larger**

Period

**12/1/17 - 9/30/18**

Data Data

9/30/2018

**2017 MARKET ACTIVITY Single Family Residence**

|                     |           | Active @<br>Begin of<br>Month | New<br>Listings | Total for Sale | Contracts<br>Written | Closed | Expired,<br>Withdrawn,<br>Canceled | For Sale at end<br>of Month | Hold Do<br>Not Show | % of New<br>Listings<br>Contracted | % of TOT Available<br>Contracted | % of TOT<br>Available<br>Closed |
|---------------------|-----------|-------------------------------|-----------------|----------------|----------------------|--------|------------------------------------|-----------------------------|---------------------|------------------------------------|----------------------------------|---------------------------------|
| 1                   | January   | 5                             | 1               | 6              | 3                    | 0      | 0                                  | 3                           |                     |                                    |                                  |                                 |
| 2                   | February  | 3                             | 4               | 7              | 3                    | 2      | 0                                  | 4                           |                     |                                    |                                  |                                 |
| 3                   | March     | 4                             | 5               | 9              | 5                    | 3      | 0                                  | 4                           |                     |                                    |                                  |                                 |
| 4                   | April     | 4                             | 2               | 6              | 1                    | 4      | 0                                  | 5                           |                     |                                    |                                  |                                 |
| 5                   | May       | 5                             | 5               | 10             | 0                    | 2      | 1                                  | 9                           |                     |                                    |                                  |                                 |
| 6                   | June      | 9                             | 6               | 15             | 3                    | 0      | 1                                  | 11                          |                     |                                    |                                  |                                 |
| 7                   | July      | 11                            | 3               | 14             | 2                    | 3      | 2                                  | 10                          |                     |                                    |                                  |                                 |
| 8                   | August    | 10                            | 2               | 12             | 1                    | 2      | 3                                  | 8                           |                     |                                    |                                  |                                 |
| 9                   | September | 8                             | 5               | 13             | 2                    | 1      | 1                                  | 10                          |                     |                                    |                                  |                                 |
| 10                  | October   | 10                            | 2               | 12             | 8                    | 1      | 0                                  | 4                           |                     |                                    |                                  |                                 |
| 11                  | November  | 4                             | 3               | 7              | 4                    | 6      | 0                                  | 3                           |                     |                                    |                                  |                                 |
| 12                  | December  | 3                             | 1               | 4              | 1                    | 5      | 1                                  | 2                           |                     |                                    |                                  |                                 |
| Year-To-Date Totals |           |                               | 39              | 44             | 33                   | 29     | 9                                  |                             |                     |                                    |                                  |                                 |
| Y-T-D Average       |           |                               | 6               | 10             | 3                    | 2      | 1                                  | 6                           |                     |                                    |                                  |                                 |

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

|             |             | Active @ Begin of Month |      |                          |          | New Listings |      |                          |          | Total for Sale |      |                          |          |
|-------------|-------------|-------------------------|------|--------------------------|----------|--------------|------|--------------------------|----------|----------------|------|--------------------------|----------|
|             |             | 2017                    | 2018 | Increase /<br>(decrease) | % Change | 2017         | 2018 | Increase /<br>(decrease) | % Change | 2017           | 2018 | Increase /<br>(decrease) | % Change |
| 1           | 1 January   | 5                       | 2    | (3)                      | (60%)    | 1            | 1    | 0                        | 0%       | 6              | 3    | (3)                      | (50%)    |
| 1           | 2 February  | 3                       | 0    | (3)                      | (100%)   | 4            | 7    | 3                        | 75%      | 7              | 7    | 0                        | 0%       |
| 1           | 3 March     | 4                       | 2    | (2)                      | (50%)    | 5            | 3    | (2)                      | (40%)    | 9              | 5    | (4)                      | (44%)    |
| 1           | 4 April     | 4                       | 2    | (2)                      | (50%)    | 2            | 4    | 2                        | 100%     | 6              | 6    | 0                        | 0%       |
| 1           | 5 May       | 5                       | -1   | (6)                      | (120%)   | 5            | 6    | 1                        | 20%      | 10             | 5    | (5)                      | (50%)    |
| 1           | 6 June      | 9                       | 3    | (6)                      | (67%)    | 6            | 8    | 2                        | 33%      | 15             | 11   | (4)                      | (27%)    |
| 1           | 7 July      | 11                      | 5    | (6)                      | (55%)    | 3            | 3    | 0                        | 0%       | 14             | 8    | (6)                      | (43%)    |
| 1           | 8 August    | 10                      | 6    | (4)                      | (40%)    | 2            | 5    | 3                        | 150%     | 12             | 11   | (1)                      | (8%)     |
| 1           | 9 September | 8                       | 6    | (2)                      | (25%)    | 5            | 2    | (3)                      | (60%)    | 13             | 8    | (5)                      | (38%)    |
| 0           | 10 October  |                         |      |                          |          |              |      |                          |          |                |      |                          |          |
| 0           | 11 November |                         |      |                          |          |              |      |                          |          |                |      |                          |          |
| 0           | 12 December |                         |      |                          |          |              |      |                          |          |                |      |                          |          |
| YTD Total   |             |                         |      |                          |          | 33           | 39   | 6                        | 18%      | 38             | 41   | 3                        | 8%       |
| YTD Average |             | 6.6                     | 2.8  | -3.8                     | (58%)    |              |      |                          |          |                |      |                          |          |

**Portola Hills**  
**1500 Sf and Larger**

 Period **12/1/17 - 9/30/18**  
 Data Data **9/30/2018**
**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%)    | 0      | 3    | 3                     | 0%       | 0                            | 1    | 1                     |          |
| 2 February  | 3                 | 5    | 2                     | 67%      | 2      | 0    | (2)                   | (100%)   | 0                            | 0    | 0                     |          |
| 3 March     | 5                 | 5    | 0                     | 0%       | 3      | 3    | 0                     | 0%       | 0                            | 0    | 0                     |          |
| 4 April     | 1                 | 1    | 0                     | 0%       | 4      | 7    | 3                     | 75%      | 0                            | 0    | 0                     |          |
| 5 May       | 0                 | 3    | 3                     | 0%       | 2      | 2    | 0                     | 0%       | 1                            | 0    | (1)                   | (100%)   |
| 6 June      | 3                 | 2    | (1)                   | (33%)    | 0      | 3    | 3                     | 300%     | 1                            | 3    | 2                     | 200%     |
| 7 July      | 2                 | 4    | 2                     | 100%     | 3      | 2    | (1)                   | (33%)    | 2                            | 0    | (2)                   | (100%)   |
| 8 August    | 1                 | 2    | 1                     | 100%     | 2      | 4    | 2                     | 100%     | 3                            | 1    | (2)                   | (67%)    |
| 9 September | 2                 | 5    | 3                     | 150%     | 1      | 2    | 1                     | 100%     | 1                            | 4    | 3                     | 300%     |
| 10 October  |                   |      |                       |          |        |      |                       |          |                              |      |                       |          |
| 11 November |                   |      |                       |          |        |      |                       |          |                              |      |                       |          |
| 12 December |                   |      |                       |          |        |      |                       |          |                              |      |                       |          |
| YTD Total   | 20                | 29   | 9                     | 45%      | 17     | 26   | 9                     | 53%      | 8                            | 9    | 1                     | 13%      |

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

|             | For Sale at end of Month |      |                       |          |                          |   |     |     |
|-------------|--------------------------|------|-----------------------|----------|--------------------------|---|-----|-----|
|             | 2017                     | 2018 | Increase / (decrease) | % Change |                          |   |     |     |
| 1 January   | 3                        | 0    | (3)                   | (100%)   |                          |   |     |     |
| 2 February  | 4                        | 2    | (2)                   | (50%)    |                          |   |     |     |
| 3 March     | 4                        | 2    | (2)                   | (50%)    |                          |   |     |     |
| 4 April     | 5                        | -1   | (6)                   | (120%)   |                          |   |     |     |
| 5 May       | 9                        | 3    | (6)                   | (67%)    |                          |   |     |     |
| 6 June      | 11                       | 5    | (6)                   | (55%)    |                          |   |     |     |
| 7 July      | 10                       | 6    | (4)                   | (40%)    |                          |   |     |     |
| 8 August    | 8                        | 6    | (2)                   | (25%)    |                          |   |     |     |
| 9 September | 10                       | 2    | (8)                   | (80%)    |                          |   |     |     |
| 10 October  |                          |      |                       |          |                          |   |     |     |
| 11 November |                          |      |                       |          |                          |   |     |     |
| 12 December |                          |      |                       |          |                          |   |     |     |
| Average     | 7                        | 3    | (4)                   | (61%)    | Inventory: Months Supply | 2 | 3.2 | 0.6 |

|          |            |           |
|----------|------------|-----------|
| For Sale | Monthly    | Months of |
| @ EOM    | Absorption | Supply    |
| 2        | 3.2        | 0.6       |

**Portola Hills**  
**1500 Sf and Larger**

Period

**12/1/17 - 9/30/18**

Data Data

**9/30/2018**

**2018 MARKET ACTIVITY Single Family Residence**

|                     |               | Active @<br>Begin of<br>Month | New<br>Listings | Total for Sale | Contracts<br>Written | Closed | Expired,<br>Withdrawn,<br>Canceled | Under<br>Contract<br>and<br>Pending | For Sale at end of<br>Month | Hold<br>Do<br>Not<br>Show | % of New<br>Listings /<br>Contracts | % of TOT<br>Available<br>Contracted | % of Total<br>Available<br>Closed |
|---------------------|---------------|-------------------------------|-----------------|----------------|----------------------|--------|------------------------------------|-------------------------------------|-----------------------------|---------------------------|-------------------------------------|-------------------------------------|-----------------------------------|
| 3                   | Summary.month | Active.at.begin.of.month      | New.Listings    | Total.for.Sale | Contracts.written    | Closed | Expired                            | UC & Pending                        | For.Sale.at.End.of.Month    |                           |                                     |                                     |                                   |
| 1                   | January       | 2                             | 1               | 3              | 2                    | 3      | 1                                  | 0                                   | 0                           | √                         | 200%                                | 67%                                 | 100%                              |
| 2                   | February      | 0                             | 7               | 7              | 5                    | 0      | 0                                  | 0                                   | 2                           | 3                         | 71%                                 | 71%                                 | 0%                                |
| 3                   | March         | 2                             | 3               | 5              | 5                    | 3      | 0                                  | 0                                   | 2                           | 0                         | 167%                                | 100%                                | 60%                               |
| 4                   | April         | 2                             | 4               | 6              | 1                    | 7      | 0                                  | 1                                   | -1                          | 2                         | 25%                                 | 17%                                 | 117%                              |
| 5                   | May           | -1                            | 6               | 5              | 3                    | 2      | 0                                  | 0                                   | 3                           | √                         | 50%                                 | 60%                                 | 40%                               |
| 6                   | June          | 3                             | 8               | 11             | 2                    | 3      | 3                                  | 2                                   | 5                           | 6                         | 25%                                 | 18%                                 | 27%                               |
| 7                   | July          | 5                             | 3               | 8              | 4                    | 2      | 0                                  | 1                                   | 6                           | √                         | 133%                                | 50%                                 | 25%                               |
| 8                   | August        | 6                             | 5               | 11             | 2                    | 4      | 1                                  | 1                                   | 6                           | 12                        | 40%                                 | 18%                                 | 36%                               |
| 9                   | September     | 6                             | 2               | 8              | 5                    | 2      | 4                                  | 0                                   | 2                           | 5                         | 250%                                | 63%                                 | 25%                               |
| 10                  | October       |                               |                 |                |                      |        |                                    |                                     |                             |                           |                                     |                                     |                                   |
| 11                  | November      |                               |                 |                |                      |        |                                    |                                     |                             |                           |                                     |                                     |                                   |
| 12                  | December      |                               |                 |                |                      |        |                                    |                                     |                             |                           |                                     |                                     |                                   |
| Year-To-Date Totals |               |                               | 39              | 41             | 29                   | 26     | 9                                  |                                     |                             | -2                        | 74%                                 | 71%                                 | 63%                               |
| Y-T-D Averages      |               |                               | 2.8             | 4.3            | 3.2                  | 2.9    | 1.0                                |                                     | 2.8                         |                           |                                     |                                     |                                   |



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**Portola Hills**  
**1500 Sf and Larger**

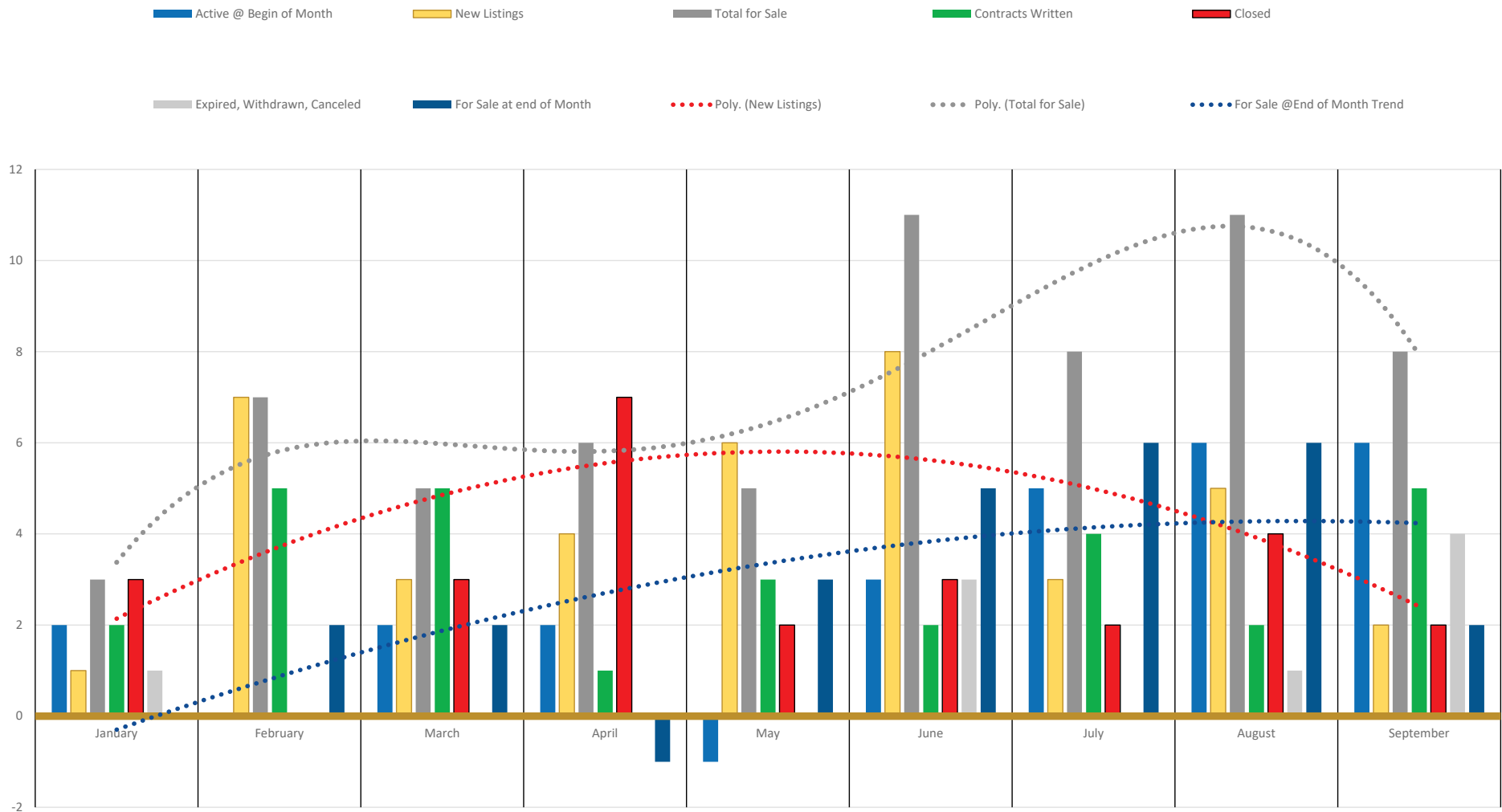
Period

**12/1/17 - 9/30/18**

Data Data

**9/30/2018**

**2018 MARKET ACTIVITY Single Family Residence**





**Portola Hills**  
**1500 Sf and Larger**

Period

**12/1/17 - 9/30/18**

Data Data

**9/30/2018**

**2018 MARKET ACTIVITY Single Family Residence**





**Portola Hills**  
**1500 Sf and Larger**

Period

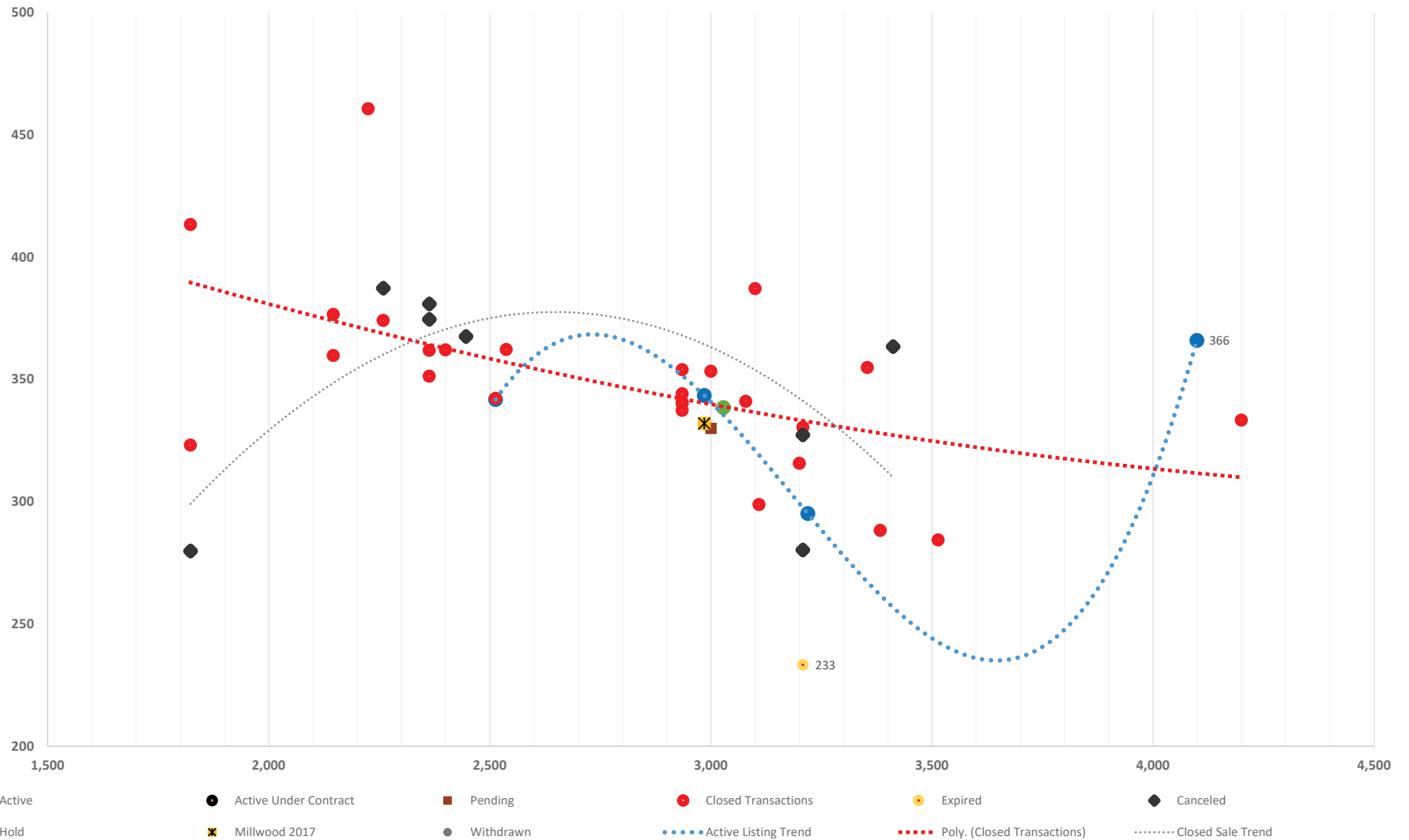
**12/1/17 - 9/30/18**

Data Data

**9/30/2018**

**2018 MARKET ACTIVITY Single Family Residence**

**Value Per Square Foot**



## Portola Hills

### 1500 Sf and Larger

 Review Period: **12/1/17 - 9/30/18**

 Data Date: **September 30, 2018**

#### Averages

|      |    |    |    |
|------|----|----|----|
| 2017 | 46 | 72 | 38 |
| 2018 | 41 | 62 | 32 |

| List Year | List Month | Number | Street        | Status                | List Date  | Contract Date | Closed or Expired | DOM | CDOM | Escrow Duration |
|-----------|------------|--------|---------------|-----------------------|------------|---------------|-------------------|-----|------|-----------------|
| 2016      |            | 28795  | Vista Aliso   | Canceled              | 9/21/2016  |               | 8/16/2018         | 694 | 694  |                 |
| 2017      |            | 19301  | Jasper Hill   | Closed                | 11/14/2017 | 12/13/2017    | 1/30/2018         | 29  | 77   | 48              |
|           |            | 28996  | Canyon Vista  | Expired               | 6/21/2017  |               | 1/1/2018          | 194 | 194  |                 |
|           |            | 28996  | Canyon Vista  | Closed                | 12/29/2017 | 1/10/2018     | 1/30/2018         | 12  | 32   | 20              |
|           |            | 19392  | Jasper Hill   | Closed                | 10/16/2017 | 11/29/2017    | 1/5/2018          | 44  | 81   | 37              |
|           |            | 19721  | Highridge     | Closed                | 9/29/2017  | 2/27/2018     | 4/2/2018          | 151 | 185  | 34              |
| 2018      | 1          | 19162  | Red Bluff     | Closed                | 1/1/2018   | 1/23/2018     | 3/1/2018          | 22  | 59   | 37              |
|           | 2          | 28381  | Harvest View  | Closed                | 2/22/2018  | 3/7/2018      | 4/2/2018          | 13  | 39   | 26              |
|           | 2          | 28702  | Malabar       | Closed                | 2/2/2018   | 2/28/2018     | 3/21/2018         | 26  | 47   | 21              |
|           | 2          | 28542  | Brookhill     | Closed                | 2/1/2018   | 3/14/2018     | 4/30/2018         | 41  | 88   | 47              |
|           | 2          | 28546  | Camelback     | Closed                | 2/6/2018   | 2/12/2018     | 3/9/2018          | 6   | 31   | 25              |
|           | 2          | 19565  | Aliso View    | Closed                | 2/8/2018   | 2/12/2018     | 4/9/2018          | 4   | 60   | 56              |
|           | 2          | 28641  | Shady Ridge   | Closed                | 2/5/2018   | 3/2/2018      | 4/16/2018         | 25  | 70   | 45              |
|           | 2          | 28575  | Malabar       | Closed                | 2/14/2018  | 2/22/2018     | 4/5/2018          | 8   | 50   | 42              |
|           | 3          | 19652  | Highridge     | Closed                | 3/9/2018   | 3/20/2018     | 5/1/2018          | 11  | 53   | 42              |
|           | 3          | 28776  | Vista Aliso   | Closed                | 3/2/2018   | 3/12/2018     | 4/9/2018          | 10  | 38   | 28              |
|           | 3          | 29102  | Canyon Vista  | Canceled              | 3/30/2018  |               | 6/13/2018         | 75  | 75   |                 |
|           | 4          | 28992  | Modjeska Peak | Pending               | 4/27/2018  | 9/26/2018     | 9/26/2018         | 152 | 156  | 4               |
|           | 4          | 28661  | Malabar       | Closed                | 4/20/2018  | 6/4/2018      | 6/28/2018         | 45  | 69   | 24              |
|           | 4          | 28571  | Malabar       | Closed                | 4/2/2018   | 4/9/2018      | 5/15/2018         | 7   | 43   | 36              |
|           | 4          | 28536  | Chimney Rock  | Canceled              | 4/11/2018  |               | 6/5/2018          | 55  | 55   |                 |
|           | 5          | 28341  | Quiet Hill    | Active                | 5/10/2018  |               | 5/10/2018         | 143 | 143  |                 |
|           | 5          | 28812  | Vista Aliso   | Closed                | 5/1/2018   | 5/22/2018     | 6/1/2018          | 21  | 31   | 10              |
|           | 5          | 28541  | Shady Ridge   | Closed                | 5/10/2018  | 7/9/2018      | 8/2/2018          | 60  | 84   | 24              |
|           | 5          | 19082  | Willow Brook  | Closed                | 5/2/2018   | 5/23/2018     | 7/9/2018          | 21  | 68   | 47              |
|           | 5          | 28585  | Malabar       | Closed                | 5/17/2018  | 6/1/2018      | 6/30/2018         | 15  | 44   | 29              |
|           | 5          | 28563  | Malabar       | Closed                | 5/4/2018   | 5/28/2018     | 7/27/2018         | 24  | 84   | 60              |
|           | 6          | 28611  | Brookhill     | Canceled              | 6/19/2018  |               | 9/5/2018          | 78  | 78   |                 |
|           | 6          | 28572  | Chimney Rock  | Active Under Contract | 6/20/2018  | 9/4/2018      | 9/4/2018          | 76  | 102  |                 |

| List Month Average DOM        |       |      |
|-------------------------------|-------|------|
|                               | 2017  | 2018 |
| January                       | 6     | 22   |
| February                      | 6     | 18   |
| March                         | 32    | 32   |
| April                         | 175   | 65   |
| May                           | 50    | 47   |
| June                          | 39    | 65   |
| July                          | 76    | 30   |
| August                        | 35    | 37   |
| September                     | 44    | 12   |
| October                       | 34    |      |
| November                      | 25    |      |
| December                      | 2     |      |
| AVERAGE                       | 44    | 36   |
| 2018                          |       |      |
| Days from Listing to Contract |       |      |
| Average DOM                   | 34    |      |
| Minimum DOM                   | 4     |      |
| Maximum DOM                   | 152   |      |
| Average DOM - Ex/O            | 29    |      |
| Upper Outlier >               | 127.5 |      |
| 2018                          |       |      |
| Days WITHOUT Contract         |       |      |
| Average DOM                   | 58    |      |
| Minimum DOM                   | 12    |      |
| Maximum DOM                   | 143   |      |

|      |    |
|------|----|
| 2018 | 18 |
|      | 16 |

**Portola Hills**  
**1500 Sf and Larger**

Review Period: **12/1/17 - 9/30/18**

Data Date: **September 30, 2018**

Averages

|      |    |    |    |
|------|----|----|----|
| 2017 | 46 | 72 | 38 |
| 2018 | 41 | 62 | 32 |

| List Year   | List Month | Number | Street        | Status                | List Date | Contract Date | Closed or Expired | DOM | CDOM | Escrow Duration | List Month Average DOM |
|-------------|------------|--------|---------------|-----------------------|-----------|---------------|-------------------|-----|------|-----------------|------------------------|
| 2018        | 6          | 29102  | Canyon Vista  | Canceled              | 6/12/2018 |               | 9/7/2018          | 87  | 87   |                 |                        |
|             | 6          | 28762  | Vista Aliso   | Closed                | 6/4/2018  | 7/19/2018     | 8/28/2018         | 45  | 85   | 40              |                        |
|             | 6          | 28536  | Chimney Rock  | Canceled              | 6/6/2018  |               | 6/19/2018         | 13  | 13   |                 |                        |
|             | 6          | 28536  | Chimney Rock  | Closed                | 6/19/2018 | 8/21/2018     | 9/19/2018         | 63  | 92   | 29              |                        |
|             | 6          | 28554  | Malabar       | Active Under Contract | 6/28/2018 | 9/26/2018     | 9/26/2018         | 90  | 94   |                 |                        |
|             | 6          | 28591  | Camelback     | Hold                  | 6/13/2018 |               | 8/23/2018         | 71  | 71   |                 |                        |
|             | 7          | 28795  | Vista Aliso   | Closed                | 7/9/2018  | 7/30/2018     | 8/17/2018         | 21  | 39   | 18              |                        |
|             | 7          | 28882  | Mountain View | Active Under Contract | 7/9/2018  | 9/12/2018     | 9/12/2018         | 65  | 83   |                 |                        |
|             | 7          | 19691  | Dorado        | Closed                | 7/26/2018 | 7/30/2018     | 8/31/2018         | 4   | 36   | 32              |                        |
|             | 8          | 28371  | Millwood      | Active                | 8/7/2018  |               | 8/7/2018          | 54  | 54   |                 |                        |
|             | 8          | 19641  | Dorado        | Canceled              | 8/1/2018  |               | 9/24/2018         | 54  | 54   |                 |                        |
|             | 8          | 28261  | Millwood      | Active Under Contract | 8/8/2018  | 9/13/2018     | 9/13/2018         | 36  | 53   |                 |                        |
|             | 8          | 19181  | Willow Brook  | Closed                | 8/22/2018 | 8/26/2018     | 9/17/2018         | 4   | 26   | 22              |                        |
|             | 8          | 19121  | Willow Brook  | Canceled              | 8/3/2018  |               | 9/10/2018         | 38  | 38   |                 |                        |
|             | 9          | 19492  | Jasper Hill   | Active                | 9/18/2018 |               | 9/18/2018         | 12  | 12   |                 |                        |
|             | 9          | 28591  | Big Springs   | Active                | 9/18/2018 |               | 9/18/2018         | 12  | 12   |                 |                        |
| Grand Total |            |        |               |                       |           |               |                   |     |      |                 |                        |

Portola Hills - 1500 Sf and Larger

Period: 12/1/17 - 9/30/18

Data: 9/30/2018

### ACTIVELY SELLING Single Family Residence

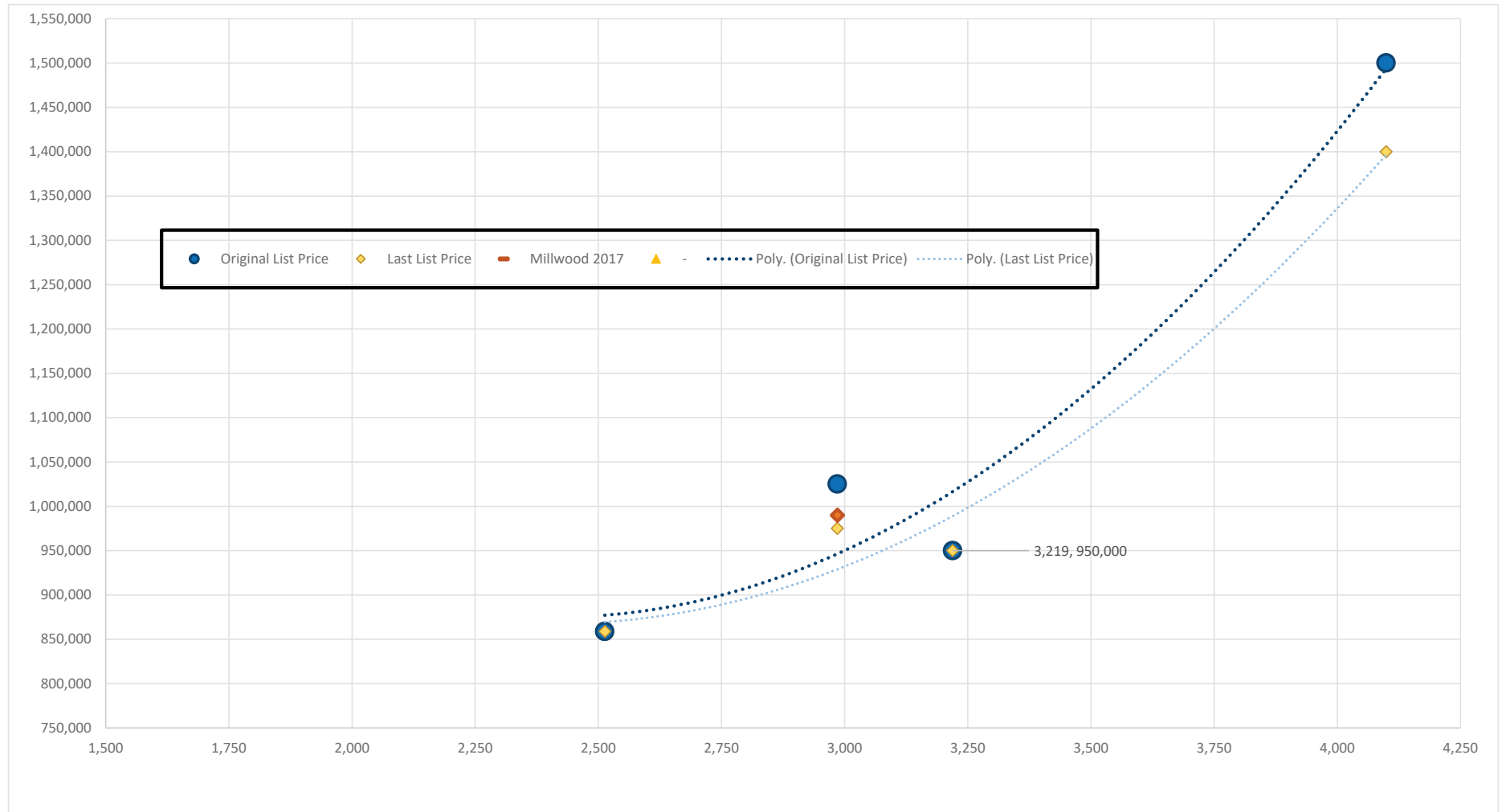
| Status | DOM | Address           | Square Footage | Original List Price | Last List Price | Price Change | List Price \$ PSF |                                            |
|--------|-----|-------------------|----------------|---------------------|-----------------|--------------|-------------------|--------------------------------------------|
| Active | 12  | 19492 Jasper Hill | 3,219          | 950,000             | 950,000         |              | 295               | <b>Total active Sales 4</b>                |
| Active | 12  | 28591 Big Springs | 2,513          | 858,888             | 858,888         |              | 342               | <b>Active Lisitngs Less than 2500 SF 0</b> |
| Active | 54  | 28371 Millwood    | 2,985          | 1,025,000           | 975,000         | (4.88%)      | 343               | <b>Average Price</b>                       |
| Active | 143 | 28341 Quiet Hill  | 4,099          | 1,499,999           | 1,400,000       | (6.67%)      | 366               | <b>Average SF</b>                          |
|        |     |                   |                |                     |                 |              |                   | <b>Average Price SF</b>                    |

| Active Lisitngs More than 2500 SF |                  |
|-----------------------------------|------------------|
|                                   | <b>4</b>         |
| <b>Average Price</b>              | <b>1,045,972</b> |
| <b>Average SF</b>                 | <b>3,204</b>     |
| <b>Average Price SF</b>           | <b>337</b>       |
| DOM                               |                  |
| Ave. Exclusive of Outliers        | 55               |
| Average                           | 55               |
| Median                            | 33               |
| Quartile 1                        | 12               |
| Quartile 3                        | 76               |
| IQR                               | 64               |
| Stand Range                       | 96               |
| Upper Range                       | (84)             |
| Lower Range/OUTLIERS              | 173              |

**Portola Hills - 1500 Sf and Larger**

Period: **12/1/17 - 9/30/18**  
Data: **9/30/2018**

**ACTIVELY SELLING Single Family Residence**



Portola Hills - 1500 Sf and Larger

Period **12/1/17 - 9/30/18**

Data: **9/30/2018**

**CLOSED SALES Single Family Residence**

| Status (26) | DOM | CDOM | Address            | Square Footage | Original List Price | Last List Price | Closed Price | Δ OVL    | List Price \$ PSF | Closed Price \$ PSF |                                          |                  |
|-------------|-----|------|--------------------|----------------|---------------------|-----------------|--------------|----------|-------------------|---------------------|------------------------------------------|------------------|
|             |     |      |                    |                |                     |                 |              |          |                   |                     | <b>Total Closed Sales</b>                | <b>26</b>        |
| Closed      | 63  | 92   | 28536 Chimney Rock | 2,363          | 859,888             | 855,000         | 855,000      | (0.57%)  | 364               | 362                 | <b>Closed Sales Less than 2500 SF</b>    | <b>9</b>         |
| Closed      | 4   | 26   | 19181 Willow Brook | 3,000          | 1,050,000           | 1,060,000       | 1,060,000    | 0.95%    | 350               | 353                 | <b>Average Price</b>                     | <b>816,278</b>   |
| Closed      | 4   | 36   | 19691 Dorado       | 3,514          | 999,000             | 999,000         | 999,000      | 0.00%    | 284               | 284                 | <b>Average SF</b>                        | <b>2,172</b>     |
| Closed      | 45  | 85   | 28762 Tr           | 2,146          | 838,888             | 808,000         | 808,000      | (3.68%)  | 391               | 377                 | <b>Average Price SF</b>                  | <b>376</b>       |
| Closed      | 21  | 39   | 28795 Vista Aliso  | 1,823          | 740,000             | 589,000         | 589,000      | (20.41%) | 406               | 323                 |                                          |                  |
| Closed      | 60  | 84   | 28541 Shady Ridge  | 2,513          | 888,000             | 860,000         | 860,000      | (3.15%)  | 353               | 342                 | <b>Closed Sales Greater than 2500 SF</b> | <b>17</b>        |
| Closed      | 24  | 84   | 28563 Malabar      | 2,935          | 998,000             | 998,000         | 998,000      | 0.00%    | 340               | 340                 | <b>Average Price</b>                     | <b>1,040,504</b> |
| Closed      | 21  | 68   | 19082 Willow Brook | 2,259          | 710,000             | 845,000         | 845,000      | 19.01%   | 314               | 374                 | <b>Average SF</b>                        | <b>3,110</b>     |
| Closed      | 15  | 44   | 28585 Malabar      | 2,935          | 999,888             | 999,888         | 999,888      | 0.00%    | 341               | 341                 | <b>Average Price SF</b>                  | <b>336</b>       |
| Closed      | 45  | 69   | 28661 Malabar      | 2,935          | 1,099,000           | 1,038,889       | 1,038,889    | (5.47%)  | 374               | 354                 |                                          |                  |
| Closed      | 21  | 31   | 28812 Vista Aliso  | 2,146          | 759,000             | 772,000         | 772,000      | 1.71%    | 354               | 360                 |                                          | <b>DOM</b>       |
| Closed      | 7   | 43   | 28571 Malabar      | 2,935          | 998,000             | 1,010,000       | 1,010,000    | 1.20%    | 340               | 344                 | Average Exclusive of Outliers            | <b>CDOM</b>      |
| Closed      | 11  | 53   | 19652 Highridge    | 3,100          | 1,225,000           | 1,200,000       | 1,200,000    | (2.04%)  | 395               | 387                 | Average                                  | 23.2             |
| Closed      | 41  | 88   | 28542 Brookhill    | 2,363          | 839,000             | 830,000         | 830,000      | (1.07%)  | 355               | 351                 | Median                                   | 57.0             |
| Closed      | 25  | 70   | 28641 Shady Ridge  | 3,079          | 1,099,000           | 1,050,000       | 1,050,000    | (4.46%)  | 357               | 341                 | Quartile 1                               | 28.2             |
| Closed      | 10  | 38   | 28776 Vista Aliso  | 1,823          | 748,888             | 753,500         | 753,500      | 0.62%    | 411               | 413                 | Quartile 3                               | 21               |
| Closed      | 4   | 60   | 19565 Aliso View   | 2,537          | 899,900             | 918,888         | 918,888      | 2.11%    | 355               | 362                 | IQR                                      | 10.25            |
| Closed      | 8   | 50   | 28575 Malabar      | 2,935          | 989,000             | 990,000         | 990,000      | 0.10%    | 337               | 337                 | Stand Range                              | 38               |
| Closed      | 13  | 39   | 28381 Harvest View | 3,383          | 1,100,000           | 975,000         | 975,000      | (11.36%) | 325               | 288                 | Upper Range                              | 28               |
| Closed      | 151 | 185  | 19721 Highridge    | 3,200          | 1,025,000           | 1,010,000       | 1,010,000    | (1.46%)  | 320               | 316                 | Lower Range                              | 41.625           |
| Closed      | 26  | 47   | 28702 Malabar      | 2,225          | 999,888             | 1,025,000       | 1,025,000    | 2.51%    | 449               | 461                 | Upper Range                              | 61.5             |
| Closed      | 6   | 31   | 28546 Camelback    | 2,400          | 869,000             | 869,000         | 869,000      | 0.00%    | 362               | 362                 | Lower Range / OUTLIERS                   | (31)             |
| Closed      | 22  | 59   | 19162 Red Bluff    | 3,354          | 1,250,000           | 1,190,000       | 1,190,000    | (4.80%)  | 373               | 355                 |                                          | (23)             |
| Closed      | 12  | 32   | 28996 Canyon Vista | 3,208          | 1,059,900           | 1,059,900       | 1,059,900    | 0.00%    | 330               | 330                 |                                          | 79.63            |
| Closed      | 29  | 77   | 19301 Jasper Hill  | 4,200          | 1,488,888           | 1,400,000       | 1,400,000    | (5.97%)  | 354               | 333                 |                                          | 141.50           |
| Closed      | 44  | 81   | 19392 Jasper Hill  | 3,109          | 958,800             | 929,000         | 929,000      | (3.11%)  | 308               | 299                 |                                          |                  |

|                             | List Price   | Closed Price |
|-----------------------------|--------------|--------------|
| Aver. Exclusive of Outliers | \$ 960,122   | \$ 945,403   |
| Average                     | \$ 980,459   | \$ 962,887   |
| Median                      | \$ 998,000   | \$ 994,000   |
| Quartile 1                  | \$ 862,166   | \$ 860,000   |
| Quartile 3                  | \$ 1,057,425 | \$ 1,035,417 |
| IQR                         | \$ 195,259   | \$ 175,417   |
| Stand Range                 | \$ 292,889   | \$ 263,125   |
| Upper Range                 | \$ 569,278   | \$ 596,875   |
| Lower Range / OUTLIERS      | \$ 1,350,314 | \$ 1,298,542 |

Portola Hills - 1500 Sf and Larger

Period **12/1/17 - 9/30/18**

Data: **9/30/2018**

## CLOSED SALES Single Family Residence

