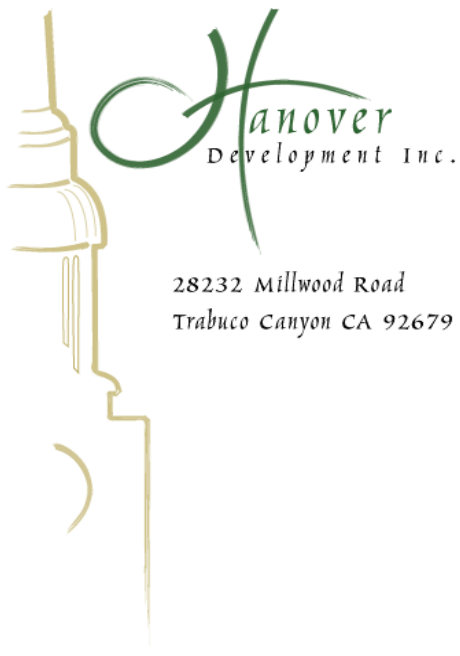




StoneGate Condo

Condos

1500 Sf and Larger

2018

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

Data Date: 10/01/2018

Compares 2018 Activity to 2017

Provided by Joe Richter

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StoneGate Condo
12/1/17 - 9/30/18

Condos
1500 Sf and Larger

2018 vrs 2017 Average Square Footage Comparison

	2018	2017	2018 - 2017	% Change
Ave SF less than 1620 SF	1,424	1,404	20	1.43%)
Ave SF Greater than 1620 SF	1,956	1,943	13	0.69%)

BOTTOM LINE

The average size of homes for sale in 2018 that were SMALLER than 1620 sf is up approximately 20 sf compared to 2017

The average size of homes for sale in 2018 that were LARGER than 1620 sf is up approximately 13 sf compared to 2017

2018 compared to 2017 Average List Price Comparison

					Net Change	
Ave Last List Price of Homes Less Than 1620 SF	\$708,904	\$655,666	\$53,238	8.12%	\$43,893	6.69%
Ave Last List Price of Homes Greater Than 1620 SF	\$1,004,799	\$933,496	\$71,302	7.64%	\$64,842	6.95%
Ave Price PSF Homes Less Than 1620 sf	\$503	\$470	\$33	7.10%		
Ave Price PSF Homes Greater Than 1620 sf	\$513	\$483	\$29	6.10%		

2018 compared to 2017 Average CLOSED Price Comparison

					Net Change	
Closed Price Less Than 1620 SF	\$699,000	\$647,290	\$51,710	7.99%	\$42,485	6.56%
Closed Price Greater Than 1620 SF	\$982,372	\$924,931	\$57,441	6.21%	\$51,040	5.52%
Closed Price Greater Than 1620 sf Exclusive of View Lots	\$855,932	\$826,833	\$29,099	3.52%	\$23,376	2.83%
Closed Price psf Less Than 1620 SF	\$496	\$467	\$29	6.11%		
Closed Price psf Greater Than 1620 SF	\$510	\$477	\$33	6.89%		
	991,121	\$933,496				
	933,689	\$0				

BOTTOM LINE

The average NET CLOSING PRICE of the smaller homes is UP \$42,485 or 6.6%

The average NET CLOSING PRICE of the LARGER homes is UP \$51,040 or 5.5%

StoneGate Condo
12/1/17 - 9/30/18

Condos
1500 Sf and Larger

2018 compared to 2017 the Average Time On The Market

DOM = Days on Market - from listing to contract

CDOM = Cumulative 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	27	52	29	0
1620 to 2347 SF	26	51	35	0

2018 minus 2017 Variance				Units Closed
	DOM	CDOM	ED	
1129 to 1620 SF	2	1	(3)	0
1620 to 2347 SF	(6)	(11)	1	0

BOTTOM LINE

In 2018 the SMALLER PRODUCT was on the market on average 2 days MORE before contracting than 2017

In 2018 the LARGER PRODUCT was on the market on average -6 days LESS before contracting than 2017

StoneGate Condo
1500 Sf and Larger

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

28232 Millwood Rd Trabuco Canyon, CA 92679

Period

Data Data

12/1/17 - 9/30/18

10/1/2018

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 Contracte d	% of TOT Available 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	2	(1)	(33%)	6	11	5	83%	9	13	4	44%
1	4 April	5	4	(1)	(20%)	8	6	(2)	(25%)	13	10	(3)	(23%)
1	5 May	3	5	2	67%	9	12	3	33%	12	17	5	42%
1	6 June	5	10	5	100%	9	8	(1)	(11%)	14	18	4	29%
1	7 July	5	8	3	60%	6	3	(3)	(50%)	11	11	0	0%
1	8 August	9	4	(5)	(56%)	5	10	5	100%	14	14	0	0%
1	9 September	4	9	5	125%	2	5	3	150%	6	14	8	133%
0	10 October												
0	11 November												
0	12 December												
YTD Total						51	63	12	24%	54	63	9	17%
YTD Average		4	5	0	10%								

StoneGate Condo
1500 Sf and Larger

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28232 Millwood Rd Trabuco Canyon, CA 92679

Period

12/1/17 - 9/30/18

Data Data

10/1/2018

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	4	1	33%	3	4	1	33%	1	0	(1)	(100%)
3 March	2	7	5	250%	3	2	(1)	(33%)	2	2	0	0%
4 April	10	5	(5)	(50%)	6	6	0	0%	0	0	0	0%
5 May	6	6	0	0%	5	9	4	80%	1	1	0	0%
6 June	9	8	(1)	(11%)	6	2	(4)	(67%)	0	2	2	200%
7 July	2	7	5	250%	10	8	(2)	(20%)	0	0	0	0%
8 August	9	4	(5)	(56%)	2	9	7	350%	1	1	0	0%
9 September	3	7	4	133%	7	3	(4)	(57%)	0	1	1	100%
10 October												
11 November												
12 December												
YTD Total	46	50	4	9%	43	46	3	7%	5	7	2	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	2	(1)	(33%)
3 March	4	4	0	0%
4 April	7	5	(2)	(29%)
5 May	6	10	4	67%
6 June	8	8	0	0%
7 July	1	4	3	300%
8 August	11	9	(2)	(18%)
9 September	-1	6	7	700%
10 October				
11 November				
12 December				
Average	5	6	1	16%



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Associate Broker
BRE# 01744150

28232 Millwood Rd Trabuco Canyon, CA 92679

StoneGate Condo 1500 Sf and Larger

Period

12/1/17 - 9/30/18

Data Data

10/1/2018

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 Available Contracted	% of Total Available Closed
0	Summary month	Active.at.begin.of.month	New.Listings	Total.for.Sale	Contracts.written	Closed	Expired	For.Sale.at.End.of.Month				
1	January	0	4	4	2	3	0	2	✓	50%	50%	75%
2	February	2	4	6	4	4	0	2	1	100%	67%	67%
3	March	2	11	13	7	2	2	4	2	64%	54%	15%
4	April	4	6	10	5	6	0	5	0	83%	50%	60%
5	May	5	12	17	6	9	1	10	0	50%	35%	53%
6	June	10	8	18	8	2	2	8	7	100%	44%	11%
7	July	8	3	11	7	8	0	4	0	233%	64%	73%
8	August	4	10	14	4	9	1	9	0	40%	29%	64%
9	September	9	5	14	7	3	1	6	0	140%	50%	21%
10	October											
11	November											
12	December											
Year-To-Date Totals			63	63	50	46	7		OK	79%	79%	73%
Y-T-D Averages			4.9	7.0	11.9	5.6	5.1	0.8				

StoneGate Condo
1500 Sf and Larger

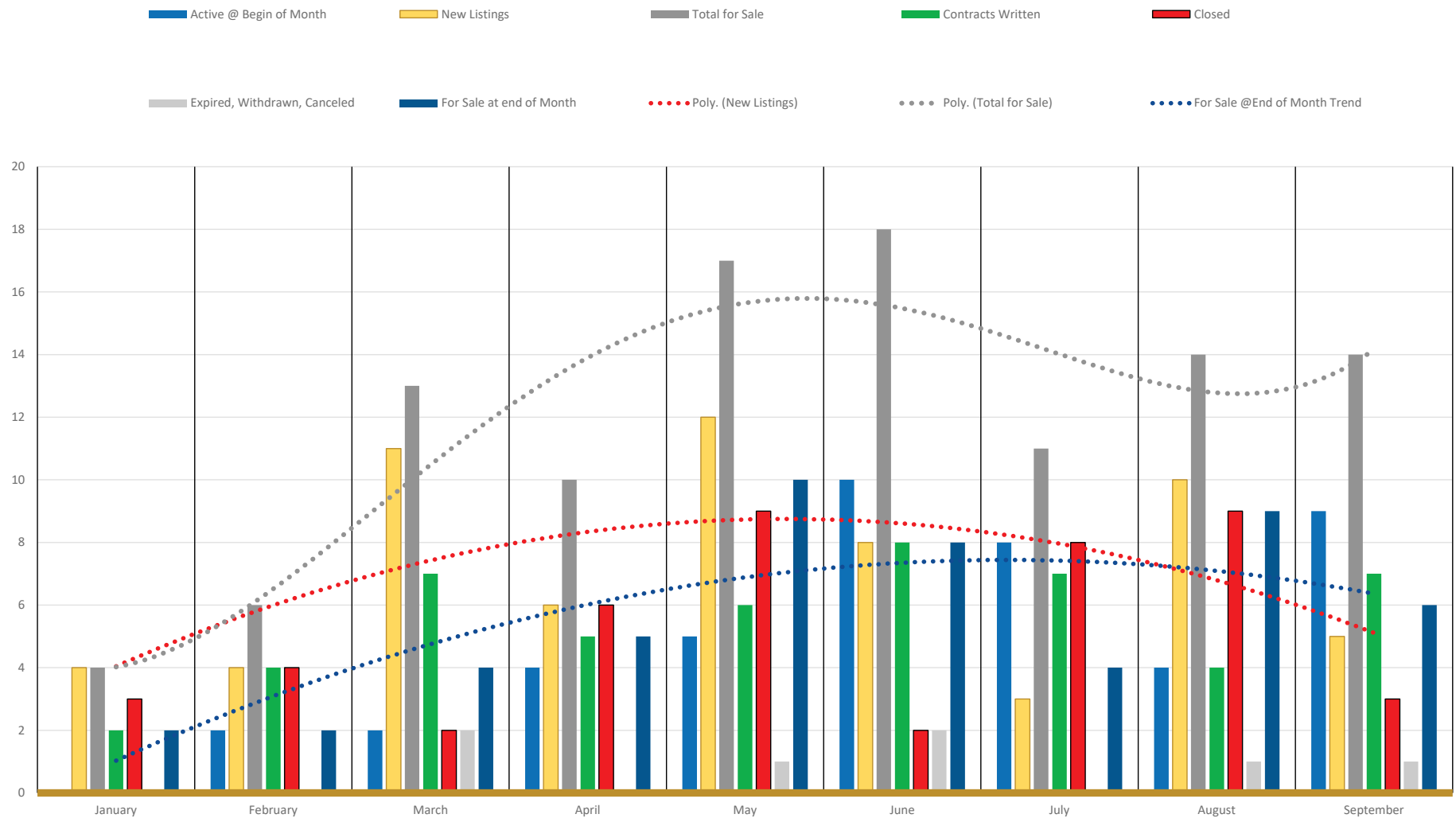
Period

12/1/17 - 9/30/18

Data Data

10/1/2018

2018 MARKET ACTIVITY Condos



StoneGate Condo
1500 Sf and Larger

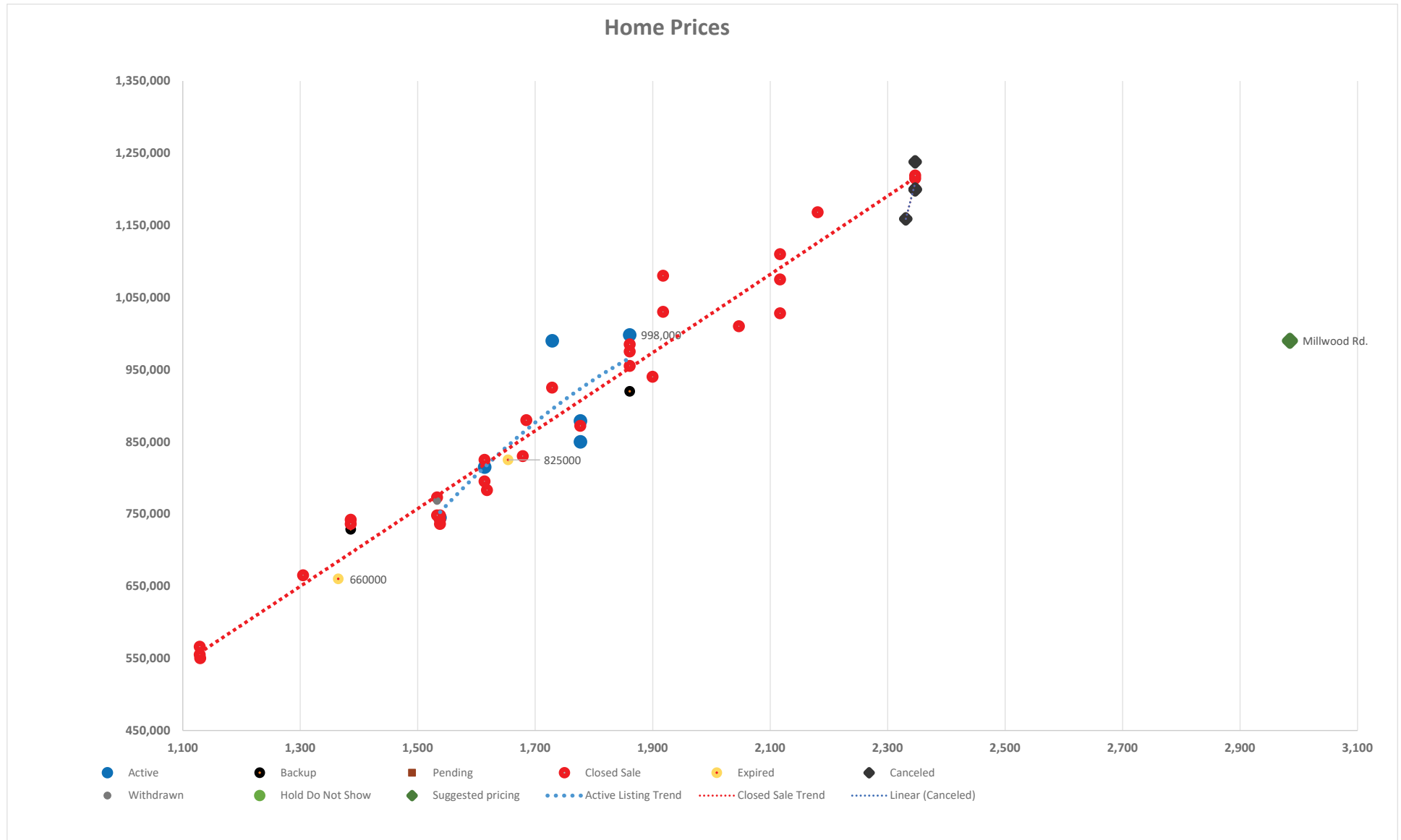
Period

12/1/17 - 9/30/18

Data Data

10/1/2018

2018 MARKET ACTIVITY Condos



StoneGate Condo
1500 Sf and Larger

Period

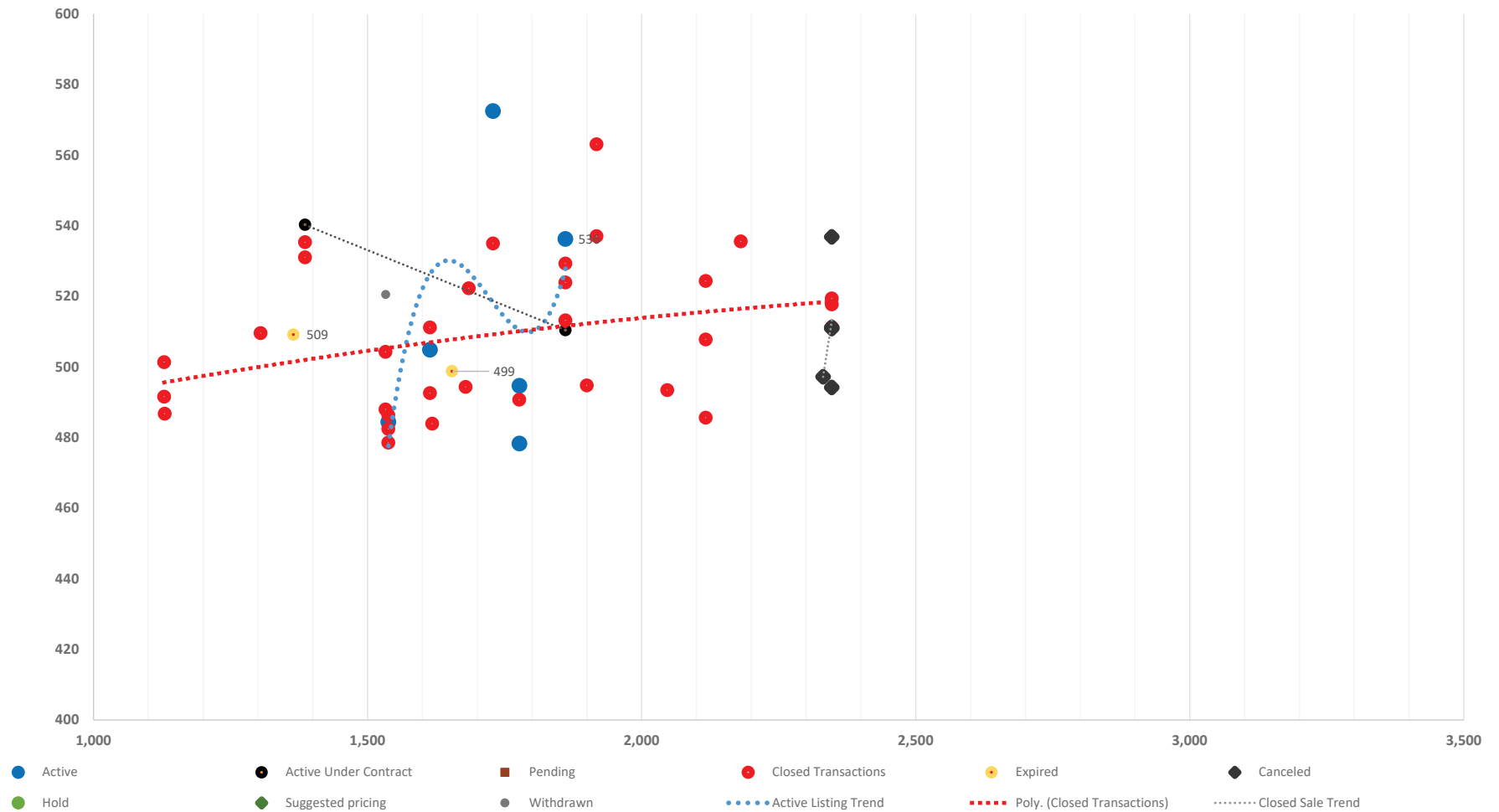
12/1/17 - 9/30/18

Data Data

10/1/2018

2018 MARKET ACTIVITY Condos

Value Per Square Foot



StoneGate Condo

1500 Sf and Larger

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

Data Date: **October 1, 2018**

Averages

2017	23	51	33
2018	25	48	32

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	38
	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	Expired	2/19/2018		6/30/2018	131	131	
	2	203	Kempton	Closed	2/5/2018	2/9/2018	4/13/2018	4	67	63
	3	20	Oakfield	Closed	3/26/2018	3/31/2018	5/30/2018	5	65	60
	3	57	Somerton	Closed	3/15/2018	3/20/2018	5/10/2018	5	56	51
	3	106	Windham	Closed	3/15/2018	3/18/2018	4/19/2018	3	35	32
	3	96	Birmingham	Canceled	3/12/2018		3/19/2018	7	7	
	3	113	Baritone	Closed	3/20/2018	4/27/2018	5/7/2018	38	48	10
	3	64	Rembrandt	Closed	3/13/2018	3/14/2018	4/30/2018	1	48	47
	3	98	Ashdale	Closed	3/16/2018	4/16/2018	5/30/2018	31	75	44
	3	80	Ashdale	Closed	3/29/2018	4/14/2018	6/4/2018	16	67	51
	3	120	Pendant	Closed	3/5/2018	3/24/2018	4/23/2018	19	49	30
	3	77	Mayfair	Closed	3/9/2018	3/20/2018	4/30/2018	11	52	41
	3	167	Overbrook	Closed	3/17/2018	3/20/2018	4/20/2018	3	34	31
	4	58	Pendant	Closed	4/20/2018	5/8/2018	5/21/2018	18	31	13
	4	96	Birmingham	Canceled	4/28/2018		5/1/2018	3	3	
	4	74	Thornhurst	Closed	4/17/2018	4/24/2018	5/22/2018	7	35	28

List Month Average DOM		
	2017	2018
January	5	11
February	24	46
March	12	13
April	29	14
May	45	42
June	22	23
July	23	17
August	22	28
September	2	6
October		
November		
December		
AVERAGE	20	22
2018		
Days from Listing to Contract		
Average DOM	20	
Minimum DOM	1	
Maxmum DOM	92	
2018		
Days WITHOUT Contract		
Average DOM	43	
Minimum DOM	3	
Maxmum DOM	141	
2018	19	
	17	

StoneGate Condo

1500 Sf and Larger

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

Data Date: **October 1, 2018**

Averages

2017	23	51	33
2018	25	48	32

List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Duration
2018	4	98	Devonshire	Closed	4/13/2018	5/21/2018	7/9/2018	38	87	49
	4	235	Overbrook	Closed	4/21/2018	5/4/2018	5/29/2018	13	38	25
	4	95	Overbrook	Closed	4/20/2018	4/22/2018	5/9/2018	2	19	17
	5	35	Mayfair	Closed	5/24/2018	6/25/2018	7/24/2018	32	61	29
	5	83	Fairfax	Closed	5/30/2018	7/17/2018	8/20/2018	48	82	34
	5	89	Overbrook	Closed	5/21/2018	5/31/2018	7/25/2018	10	65	55
	5	90	Birmingham	Canceled	5/18/2018		6/20/2018	33	33	
	5	102	Pendant	Closed	5/25/2018	6/22/2018	8/17/2018	28	84	56
	5	98	Pendant	Closed	5/30/2018	6/20/2018	8/10/2018	21	72	51
	5	48	Somerton	Closed	5/1/2018	5/18/2018	6/14/2018	17	44	27
	5	124	Overbrook	Expired	5/12/2018		9/30/2018	141	141	
	5	139	Overbrook	Withdrawn	5/16/2018		8/22/2018	98	98	
	5	201	Bancroft	Closed	5/15/2018	6/26/2018	8/13/2018	42	90	48
	5	70	Mayfair	Closed	5/22/2018	6/11/2018	7/18/2018	20	57	37
	5	239	Mayfair	Closed	5/4/2018	5/15/2018	5/30/2018	11	26	15
	6	32	Diamond	Closed	6/28/2018	7/10/2018	8/8/2018	12	41	29
	6	90	Birmingham	Closed	6/20/2018	7/9/2018	7/30/2018	19	40	21
	6	72	Somerton	Active Under Contract	6/27/2018	9/27/2018	9/27/2018	92	96	
	6	64	Overbrook	Closed	6/19/2018	7/3/2018	8/2/2018	14	44	30
	6	84	Birmingham	Closed	6/13/2018	6/13/2018	7/27/2018		44	44
	6	70	Somerton	Closed	6/2/2018	6/25/2018	7/3/2018	23	31	8
	6	239	Overbrook	Closed	6/5/2018	6/10/2018	7/31/2018	5	56	51
	6	222	Overbrook	Closed	6/29/2018	7/18/2018	8/3/2018	19	35	16
	7	16	Sedgewick	Closed	7/3/2018	8/8/2018	9/20/2018	36	79	43
	7	50	Ovation	Closed	7/17/2018	7/27/2018	8/14/2018	10	28	18
	7	256	Kempton	Closed	7/12/2018	7/18/2018	8/22/2018	6	41	35
	8	22	Ovation	Pending	8/3/2018	8/31/2018	8/31/2018	28	59	31
	8	25	Larkfield	Active	8/29/2018		8/29/2018	33	33	
	8	30	Pendant	Pending	8/13/2018	9/28/2018	9/28/2018	46	49	3
	8	73	Ashdale	Closed	8/12/2018	8/19/2018	9/20/2018	7	39	32
	8	93	Thornhurst	Pending	8/13/2018	9/21/2018	9/21/2018	39	49	10
	8	65	Coleridge	Active Under Contract	8/24/2018	9/6/2018	9/6/2018	13	38	
	8	240	Mayfair	Closed	8/17/2018	8/21/2018	9/26/2018	4	40	36
	8	206	Holbrook	Pending	8/6/2018	9/19/2018	9/19/2018	44	56	12
	8	238	Kempton	Active	8/3/2018		8/3/2018	59	59	
	8	303	Summerdale	Pending	8/23/2018	9/2/2018	9/2/2018	10	39	29
	9	51	Rembrandt	Active	9/21/2018		9/21/2018	10	10	

StoneGate Condo

1500 Sf and Larger

Review Period **12/1/17 - 9/30/18**Data Date: **October 1, 2018**

Averages

2017	23	51	33
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2018	25	48	32
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List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Duration
2018	9	123	Gemstone	Active	9/24/2018		9/24/2018	7	7	
	9	179	Overbrook	Active	9/28/2018		9/28/2018	3	3	
	9	229	Kempton	Active	9/27/2018		9/27/2018	4	4	
	9	207	Traymore	Pending	9/13/2018	9/18/2018	9/18/2018	5	18	13
Grand Total										

StoneGate Condo - 1500 Sf and Larger

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

Data: 10/1/2018

ACTIVELY SELLING Condos

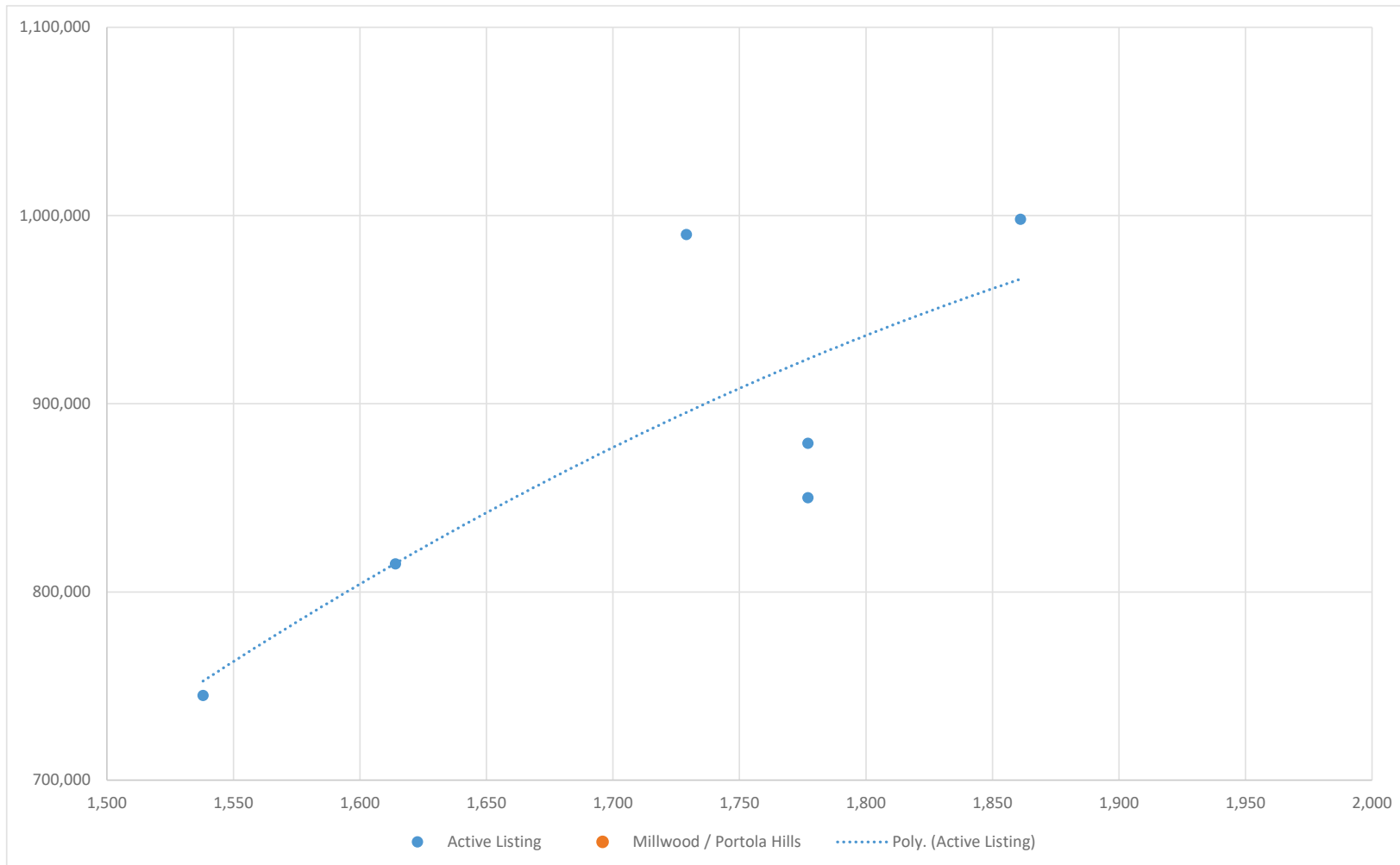
Status	Address		Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	
Active	179	Overbrook	1,777	850,000	865,000		478	Total active Sales 6
Active	229	Kempton	1,614	814,900	814,900		505	
Active	123	Gemstone	1,777	879,000	879,000		495	Active Lisitngs Less than 1620 SF 2
Active	51	Rembrandt	1,861	998,000	998,000		536	Average Price 777,448
Active	25	Larkfield	1,729	989,888	989,888		573	Average SF 1,576
Active	238	Kempton	1,538	745,000	739,995		484	Average Price SF 495
								Active Lisitngs More than 1620 SF 4
								Average Price 932,972
								Average SF 1,786
								Average Price SF 520
								Active Lisitngs More than 1620 SF 4
								Average Price 932,972
								Average SF 1,786
								Average Price SF 520
EXCLUSIVE OF OUTLIER								\$ -

StoneGate Condo - 1500 Sf and Larger

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

Data: 10/1/2018

ACTIVELY SELLING Condos



StoneGate Condo - 1500 Sf and Larger

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

Data: 10/1/2018

CLOSED SALES Condos

Status	Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF
Closed	240 Mayfair	1,386	743,000	742,000	742,000	536	535
Closed	16 Sedgewick	2,047	1,025,000	1,010,000	1,010,000	501	493
Closed	73 Ashdale	2,347	1,188,888	1,200,000	1,200,000	507	511
Closed	256 Kempton	1,614	819,900	825,000	825,000	508	511
Closed	83 Fairfax	1,618	785,000	783,000	783,000	485	484
Closed	102 Pendant	1,861	959,888	985,000	985,000	516	529
Closed	50 Ovation	1,538	774,888	748,000	748,000	504	486
Closed	201 Bancroft	2,181	1,168,000	1,168,000	1,168,000	536	536
Closed	98 Pendant	1,729	935,000	925,000	925,000	541	535
Closed	32 Diamond	1,900	925,000	940,000	940,000	487	495
Closed	222 Overbrook	1,614	825,000	795,000	795,000	511	493
Closed	64 Overbrook	1,129	565,800	566,000	566,000	501	501
Closed	239 Overbrook	1,679	829,900	830,000	830,000	494	494
Closed	90 Birmingham	2,347	1,200,000	1,215,000	1,215,000	511	518
Closed	84 Birmingham	1,918	1,069,000	1,030,000	1,030,000	557	537
Closed	89 Overbrook	1,533	750,000	773,000	773,000	489	504
Closed	35 Mayfair	1,305	729,900	665,000	665,000	559	510
Closed	70 Mayfair	1,130	579,900	550,000	550,000	513	487
Closed	98 Devonshire	1,861	939,888	955,000	955,000	505	513
Closed	70 Somerton	2,117	1,129,000	1,110,000	1,110,000	533	524
Closed	48 Somerton	2,117	1,049,900	1,075,000	1,075,000	496	508
Closed	80 Ashdale	1,918	1,099,888	1,080,000	1,080,000	573	563
Closed	20 Oakfield	1,861	949,888	975,000	975,000	510	524
Closed	98 Ashdale	2,347	1,219,000	1,219,000	1,219,000	519	519
Closed	239 Mayfair	1,386	725,000	736,000	736,000	523	531
Closed	235 Overbrook	1,538	735,000	736,000	736,000	478	479
Closed	74 Thornhurst	1,538	729,888	742,000	742,000	475	482
Closed	58 Pendant	1,685	880,000	880,000	880,000	522	522
Closed	57 Somerton	2,117	998,888	1,028,000	1,028,000	472	486
Closed	95 Overbrook	1,777	869,900	872,000	872,000	490	491
Closed	113 Baritone	1,533	739,888	748,000	748,000	483	488

Total Closed Sales49

Closed Sales Less than 1620 SF19

Average Price699,000

Average SF1,410

Average Price SF496

Closed Sales Greater than 1620 SF30

Average Price982,372

Average SF1,926

Average Price SF510



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28232 Millwood Rd Trabuco Canyon, CA 92679

StoneGate Condo - 1500 Sf and Larger

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

Data: **10/1/2018**

CLOSED SALES Condos

Status	Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF
Closed	77 Mayfair	1,129	575,000	555,000	555,000	509	492

