



Coto de Caza \$600K to \$999K

Single Family Residence

\$600,000 to \$999,000

2018

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

Data Date: 10/01/2018

Compares 2018 Activity to 2017

Inventory @End Of Month: 12

Absorption Rate (monthly) 3.4

Months Supply 3.5

A Seller's Market

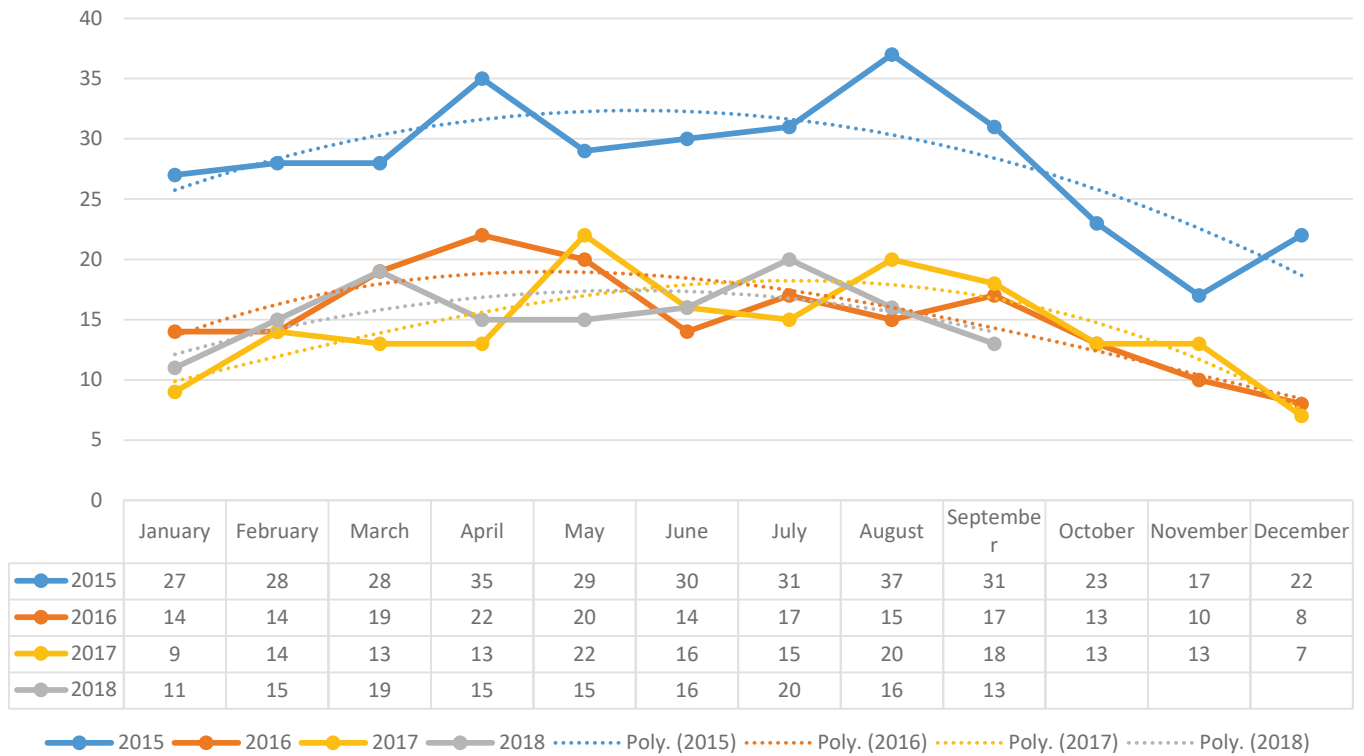
Square Footage Range from: 1434 to 3481

Square Footage Average = 2500

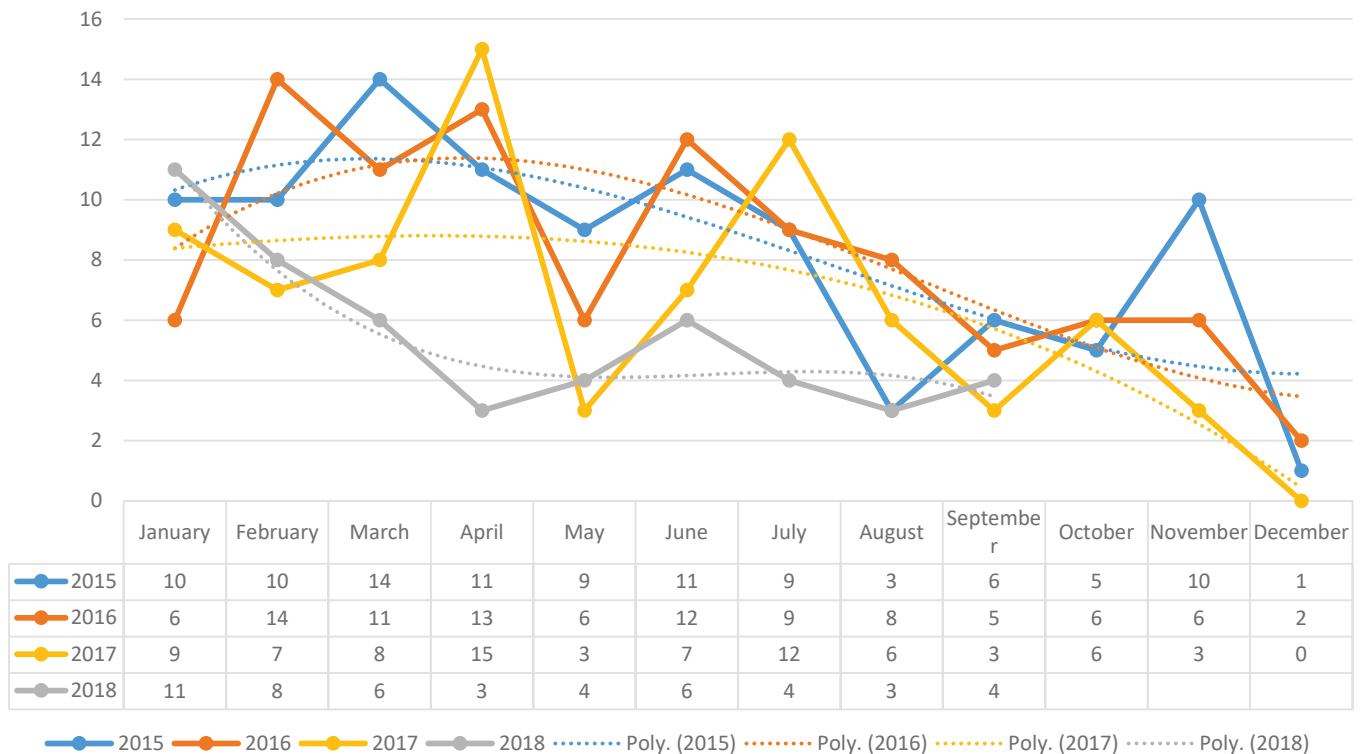
Provided by Joe Richter

Coto de Caza (\$600,000 to \$999,000)

Active @ Beginning of Month

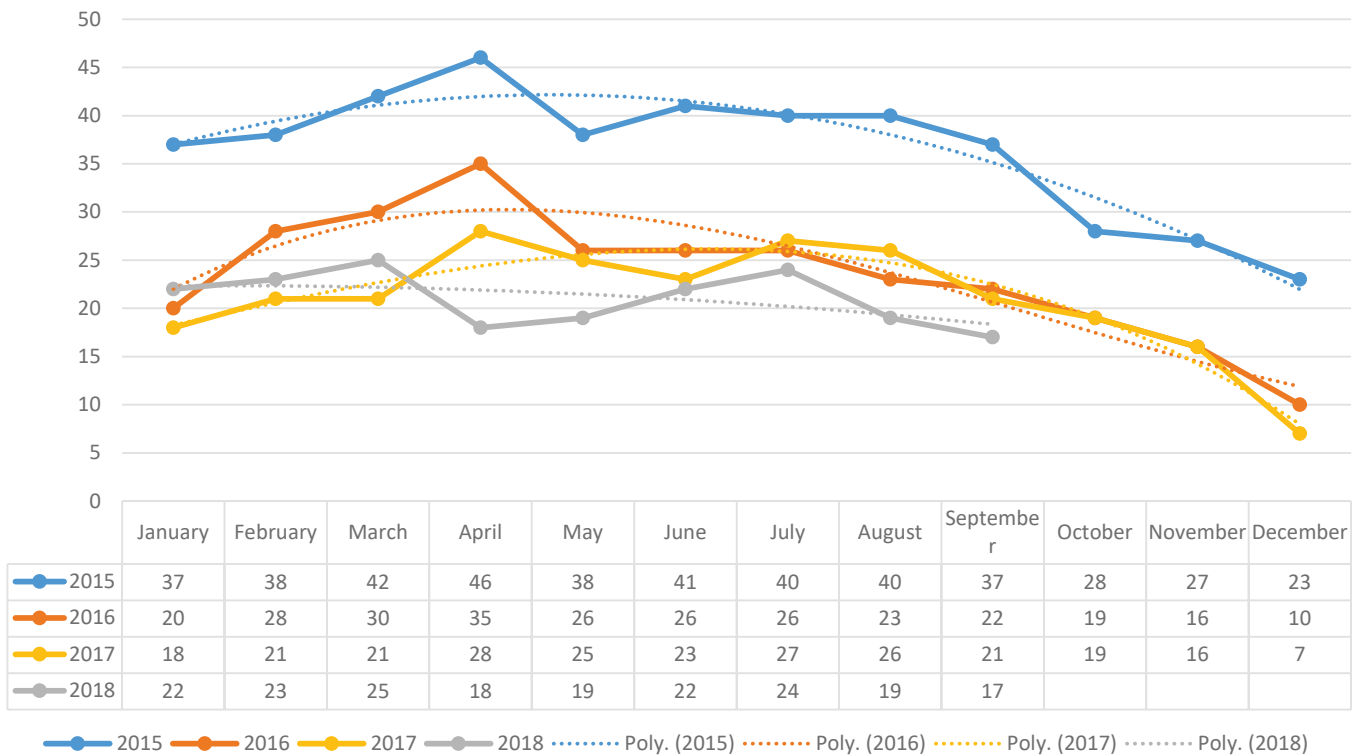


New Listings

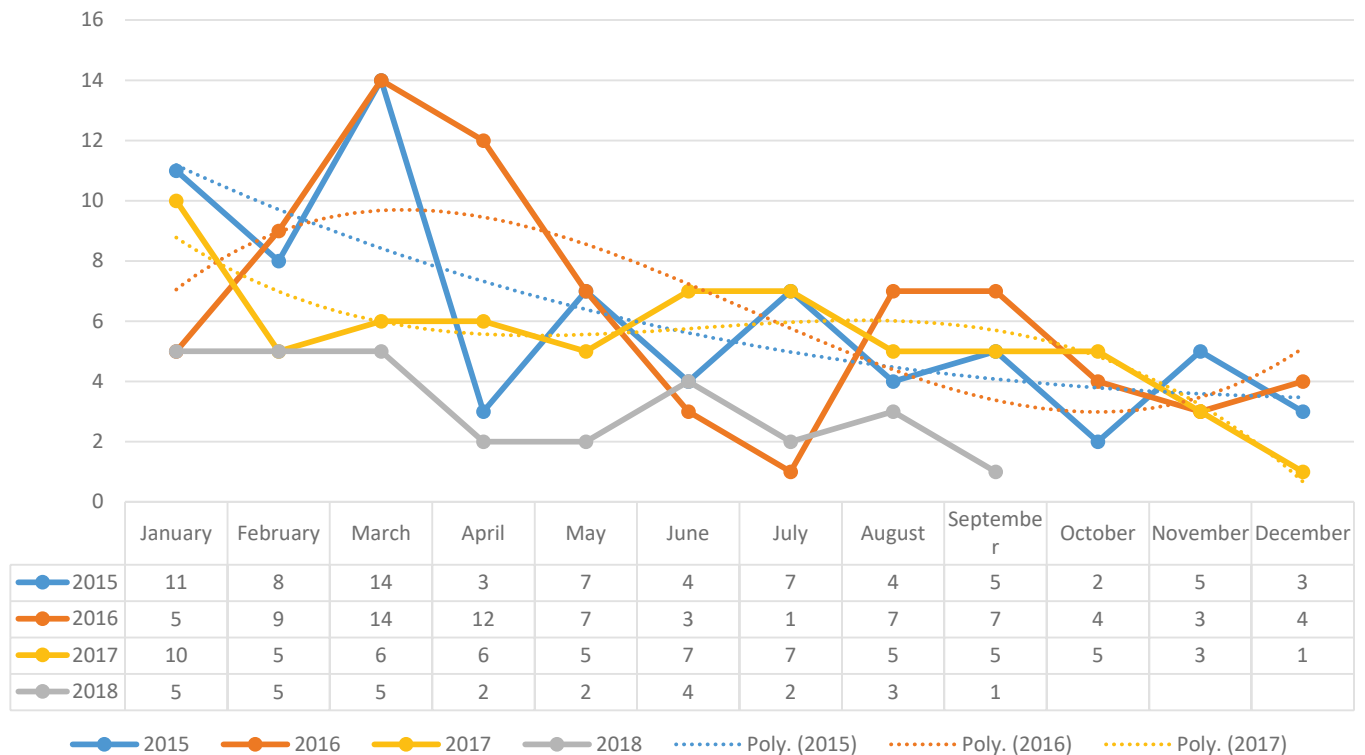


Coto de Caza (\$600,000 to \$999,000)

Total for Sale

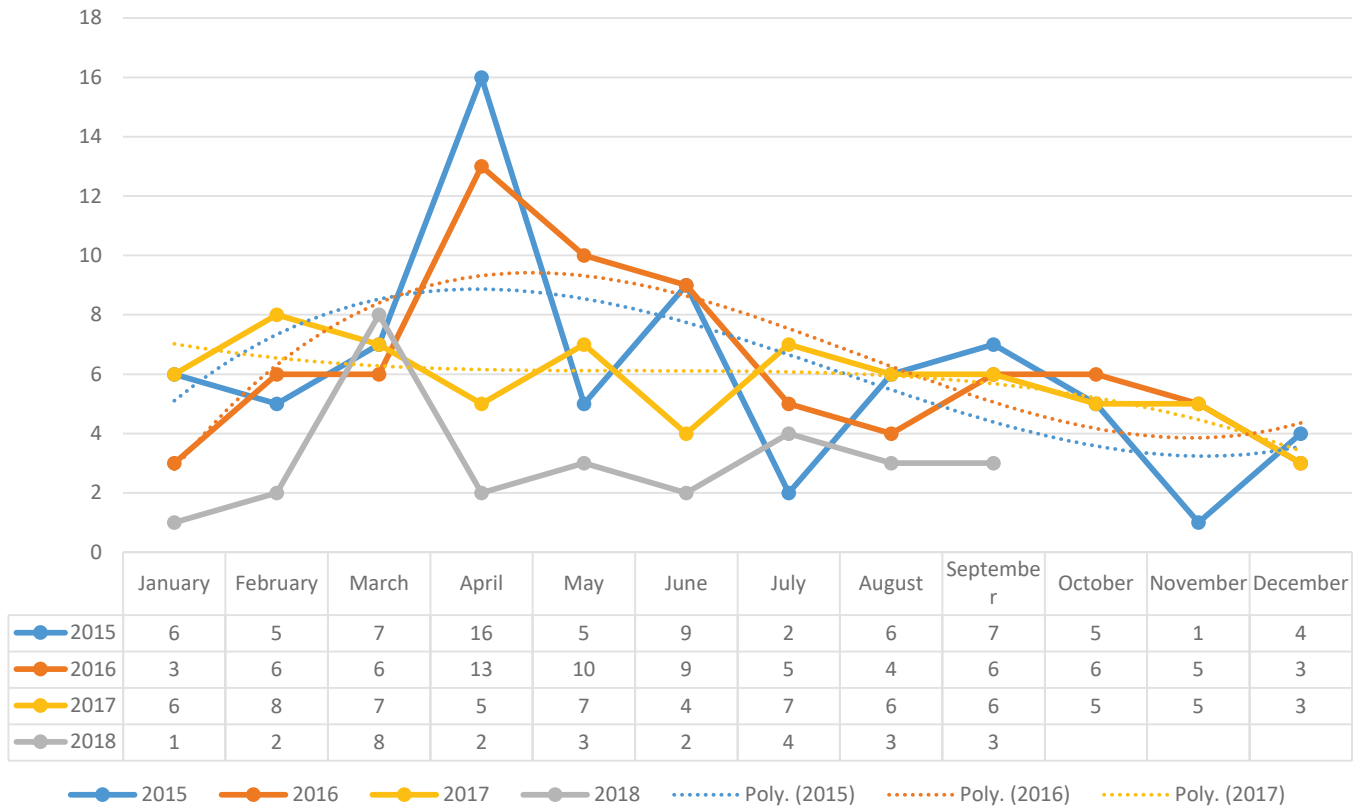


Contracts Written

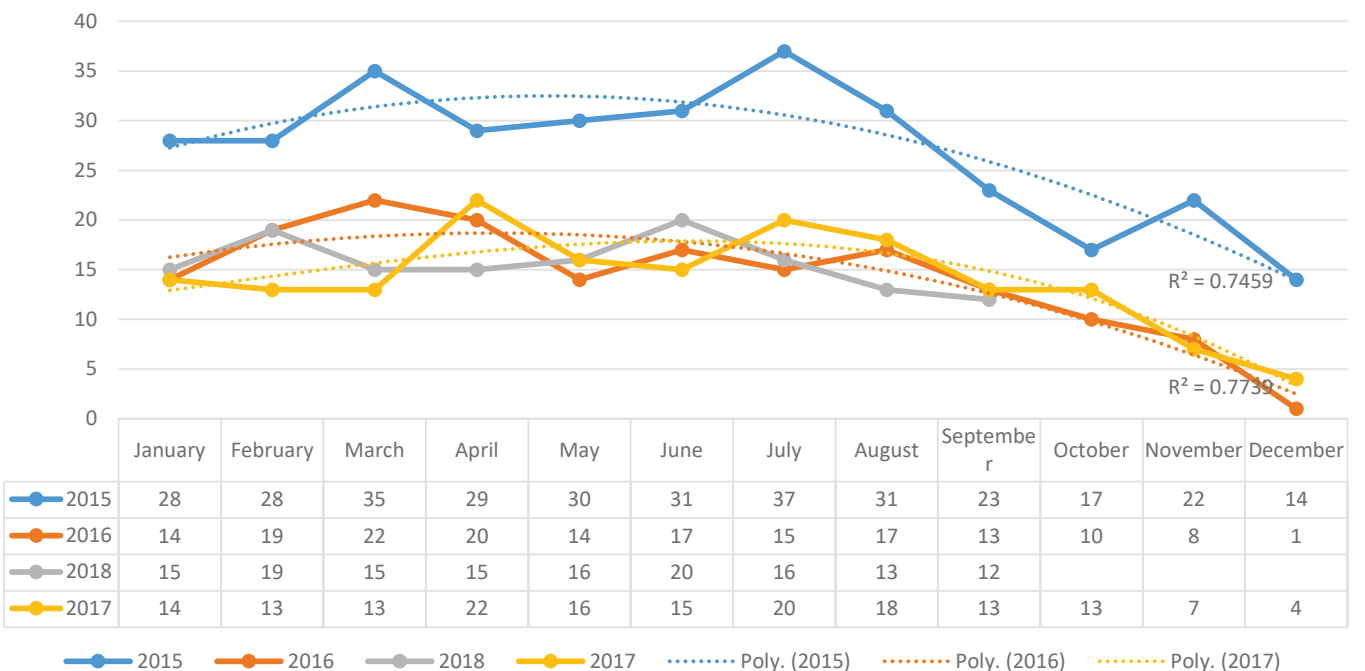


Coto de Caza (\$600,000 to \$999,000)

Closed Sales



For Sale at End of Month



Coto de Caza \$600K to \$999K
12/1/17 - 9/30/18

Single Family Residence
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2018 vrs 2017 Average Square Footage Comparison

	2018	2017	2018 - 2017	% Change
Ave SF less than 2750 SF	2,288	2,274	14	0.62%
Ave SF Greater than 2750 SF	3,023	3,153	(130)	(4.14%)

BOTTOM LINE

The average size of homes for sale in 2018 that were SMALLER than 2750 sf is up approximately 14 sf compared to 2017

The average size of homes for sale in 2018 that were LARGER than 2750 sf is down approximately -130 sf compared to 2017

2018 compared to 2017 Average List Price Comparison

					Net Change	
Ave Last List Price of Homes Less Than 2750 SF	\$890,303	\$842,896	\$47,407	5.62%	\$42,217	5.01%
Ave Last List Price of Homes Greater Than 2750 SF	\$915,942	\$934,528	(\$18,586)	(1.99%)	\$20,064	2.15%
Ave Price PSF Homes Less Than 2750 sf	\$404	\$385	\$20	5.13%		
Ave Price PSF Homes Greater Than 2750 sf	\$316	\$312	\$4	1.13%		

2018 compared to 2017 Average CLOSED Price Comparison

					Net Change	
Closed Price Less Than 2750 SF	\$891,761	\$824,042	\$67,719	8.22%	\$62,646	7.60%
Closed Price Greater Than 2750 SF	\$929,375	\$931,704	(\$2,329)	(0.25%)	\$36,203	3.89%
Closed Price Greater Than 2750 sf Exclusive of View Lots	\$929,375	\$931,704	(\$2,329)	(0.25%)	\$36,203	3.89%
Closed Price psf Less Than 2750 SF	\$389	\$372	\$16	4.43%		
Closed Price psf Greater Than 2750 SF	\$314	\$295	\$20	6.73%		
	991,450	\$934,528				
	890,502	\$0				

BOTTOM LINE

The average NET CLOSING PRICE of the smaller homes is UP \$62,646 or 7.6%

The average NET CLOSING PRICE of the LARGER homes is UP \$36,203 or 3.9%

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Single Family Residence
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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
	DOM	CDOM	ED	Closed
1434 to 2750 SF	69	94	39	27
2750 to 3481 SF	95	125	47	30

2018 Summary				Units
	DOM	CDOM	ED	Closed
1434 to 2750 SF	78	102	46	0
2750 to 3481 SF	112	131	46	0

2018 minus 2017 Variance				Units
	DOM	CDOM	ED	Closed
1434 to 2750 SF	9	8	7	(27)
2750 to 3481 SF	17	6	(1)	(30)

BOTTOM LINE

In 2018 the SMALLER PRODUCT was on the market on average 9 days MORE before contracting than 2017
In 2018 the LARGER PRODUCT was on the market on average 17 days MORE before contracting than 2017

Coto de Caza \$600K to \$999K
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Period 12/1/17 - 9/30/18
Data Data 10/1/2018

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 Contracted	% of TOT Available Contracted	% of TOT Available Closed
1	January	12	9	21	10	6	3	8				
2	February	8	7	15	5	8	0	10				
3	March	10	8	18	6	7	1	11				
4	April	11	15	26	6	5	1	19				
5	May	19	3	22	5	7	2	15				
6	June	15	7	22	7	4	4	11				
7	July	11	12	23	7	7	0	16				
8	August	16	6	22	5	6	2	15				
9	September	15	3	18	5	6	2	11				
10	October	11	6	17	5	5	1	11				
11	November	11	3	14	3	5	4	7				
12	December	7	0	7	1	3	2	4				
Year-To-Date Totals			79	91	65	69	22					
Y-T-D Average		12	7	19	5	6	2	12				

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	12	11	(1)	(8%)	9	11	2	22%	21	22	1	5%
1	2 February	8	15	7	88%	7	8	1	14%	15	23	8	53%
1	3 March	10	19	9	90%	8	6	(2)	(25%)	18	25	7	39%
1	4 April	11	15	4	36%	15	3	(12)	(80%)	26	18	(8)	(31%)
1	5 May	19	15	(4)	(21%)	3	4	1	33%	22	19	(3)	(14%)
1	6 June	15	16	1	7%	7	6	(1)	(14%)	22	22	0	0%
1	7 July	11	20	9	82%	12	4	(8)	(67%)	23	24	1	4%
1	8 August	16	16	0	0%	6	3	(3)	(50%)	22	19	(3)	(14%)
1	9 September	15	13	(2)	(13%)	3	4	1	33%	18	17	(1)	(6%)
0	10 October												
0	11 November												
0	12 December												
YTD Total						70	49	(21)	(30%)	82	60	(22)	(27%)
YTD Average		13	16	3	20%								

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Period 12/1/17 - 9/30/18
Data Data 10/1/2018

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	10	5	(5)	(50%)	6	1	(5)	(83%)	3	2	(1)	(33%)
2 February	5	5	0	0%	8	2	(6)	(75%)	0	2	2	
3 March	6	5	(1)	(17%)	7	8	1	14%	1	2	1	100%
4 April	6	2	(4)	(67%)	5	2	(3)	(60%)	1	1	0	0%
5 May	5	2	(3)	(60%)	7	3	(4)	(57%)	2	0	(2)	(100%)
6 June	7	4	(3)	(43%)	4	2	(2)	(50%)	4	0	(4)	(100%)
7 July	7	2	(5)	(71%)	7	4	(3)	(43%)	0	4	4	
8 August	5	3	(2)	(40%)	6	3	(3)	(50%)	2	3	1	50%
9 September	5	1	(4)	(80%)	6	3	(3)	(50%)	2	2	0	0%
10 October												
11 November												
12 December												
YTD Total	56	29	(27)	(48%)	56	28	(28)	(50%)	15	16	1	7%

2017 compared to 2018 MARKET ACTIVITY Single Family Residence

	For Sale at end of Month							
	2017	2018	Increase / (decrease)	% Change				
1 January	12	15	3	25%				
2 February	7	19	12	171%				
3 March	10	15	5	50%				
4 April	20	15	(5)	(25%)				
5 May	13	16	3	23%				
6 June	14	20	6	43%				
7 July	16	16	0	0%				
8 August	14	13	(1)	(7%)				
9 September	10	12	2	20%				
10 October								
11 November								
12 December								
Average	13	16	3	22%	Inventory: Months Supply	12	3.4	3.5

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Period 12/1/17 - 9/30/18
Data Data 10/1/2018

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 Available Contracted	% of Total Available Closed
10	Summary month	Active.at.begin.of.month	New.Listings	Total.for.Sale	Contracts.written	Closed	Expired	For.Sale.at.End.of.Month				
1	January	11	11	22	5	1	2	15	9	45%	23%	5%
2	February	15	8	23	5	2	2	19	0	63%	22%	9%
3	March	19	6	25	5	8	2	15	0	83%	20%	32%
4	April	15	3	18	2	2	1	15	0	67%	11%	11%
5	May	15	4	19	2	3	0	16	0	50%	11%	16%
6	June	16	6	22	4	2	0	20	15	67%	18%	9%
7	July	20	4	24	2	4	4	16	0	50%	8%	17%
8	August	16	3	19	3	3	3	13	0	100%	16%	16%
9	September	13	4	17	1	3	2	12	v	25%	6%	18%
10	October											
11	November											
12	December											
Year-To-Date Totals			49	60	29	28	16		OK	59%	48%	47%
Y-T-D Averages		16	5	21	3	3	2	16				

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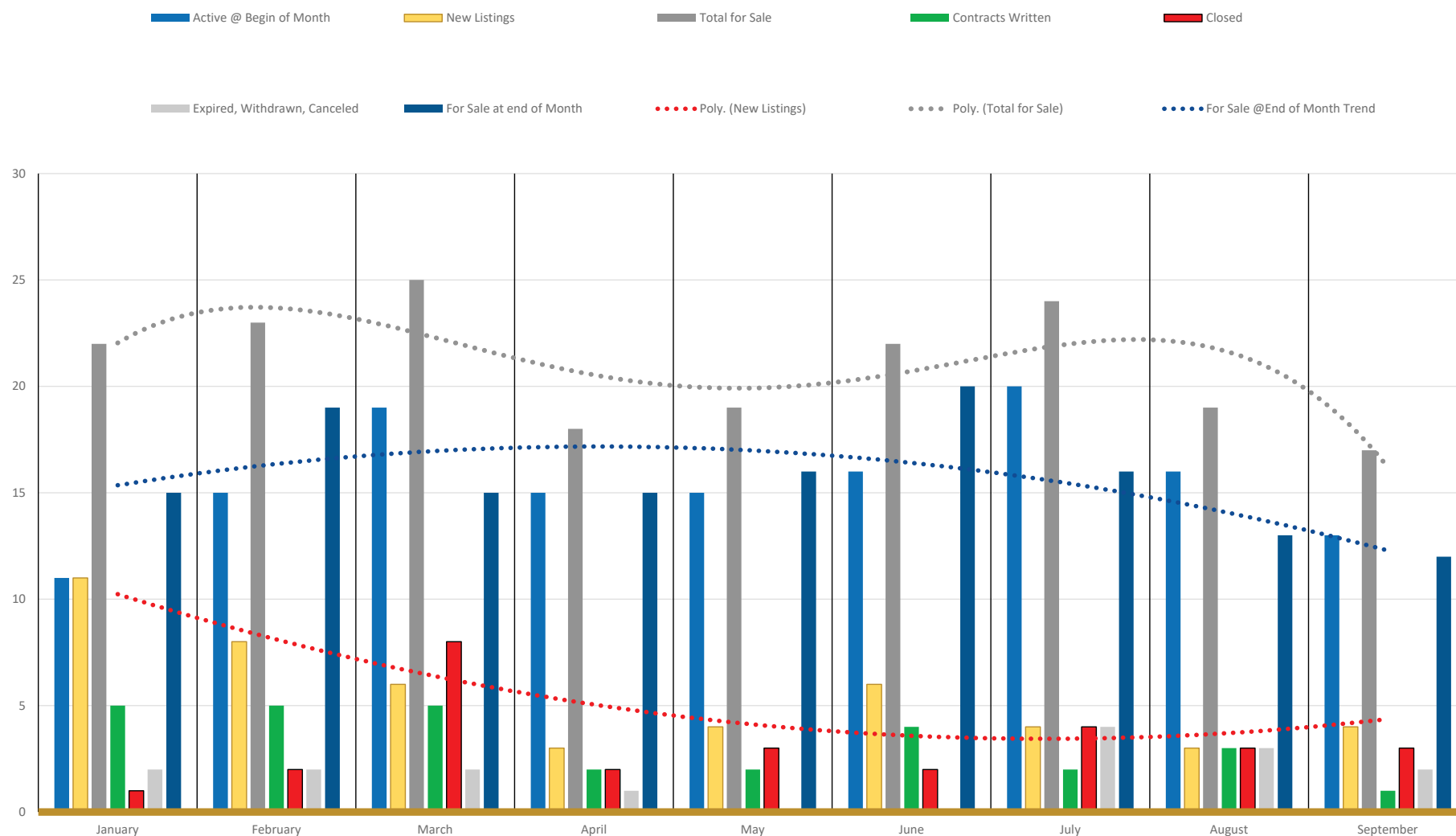
Period

12/1/17 - 9/30/18

Data Data

10/1/2018

2018 MARKET ACTIVITY Single Family Residence



Coto de Caza \$600K to \$999K
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Period

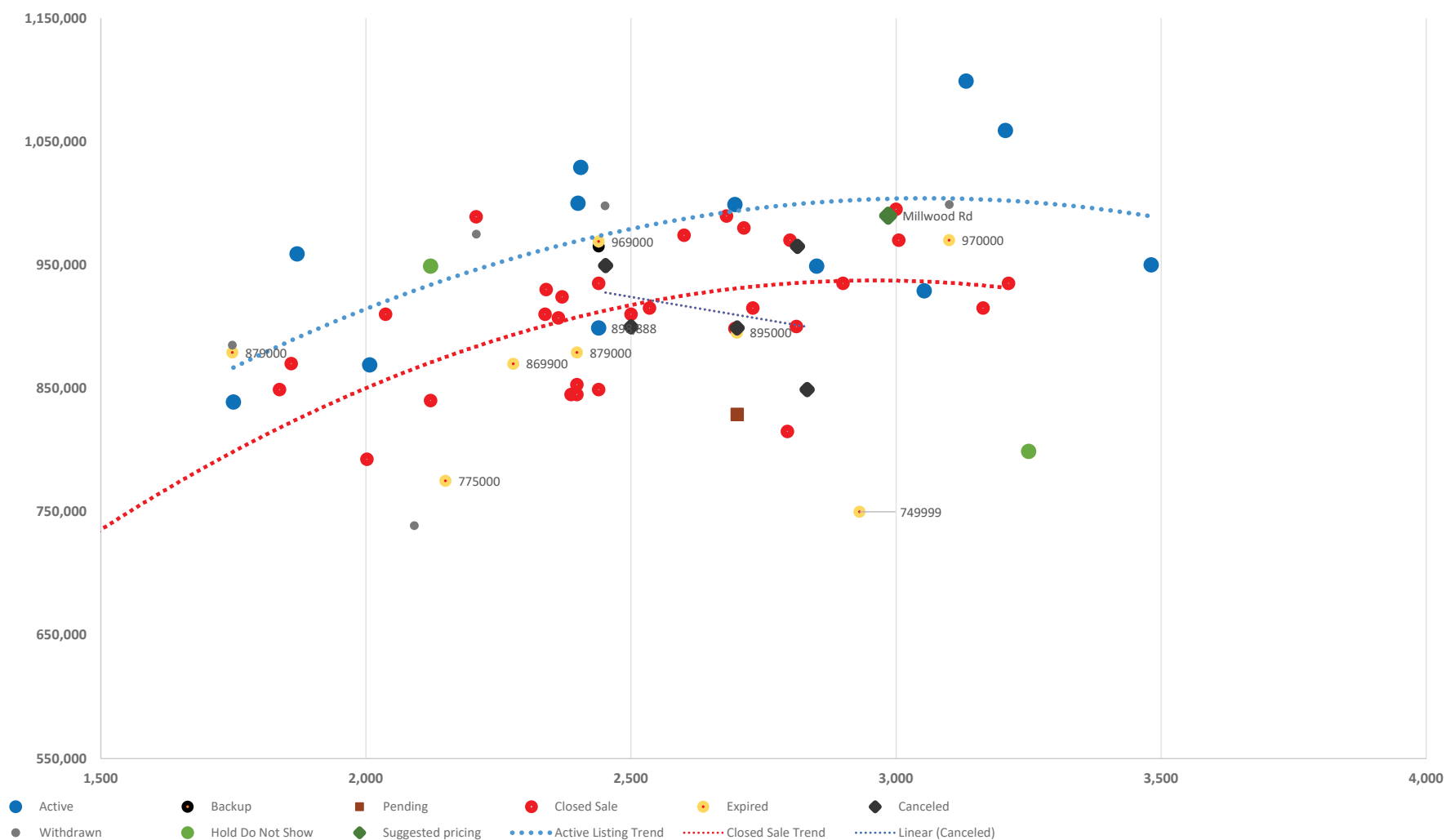
12/1/17 - 9/30/18

Data Data

10/1/2018

2018 MARKET ACTIVITY Single Family Residence

Home Prices



Coto de Caza \$600K to \$999K
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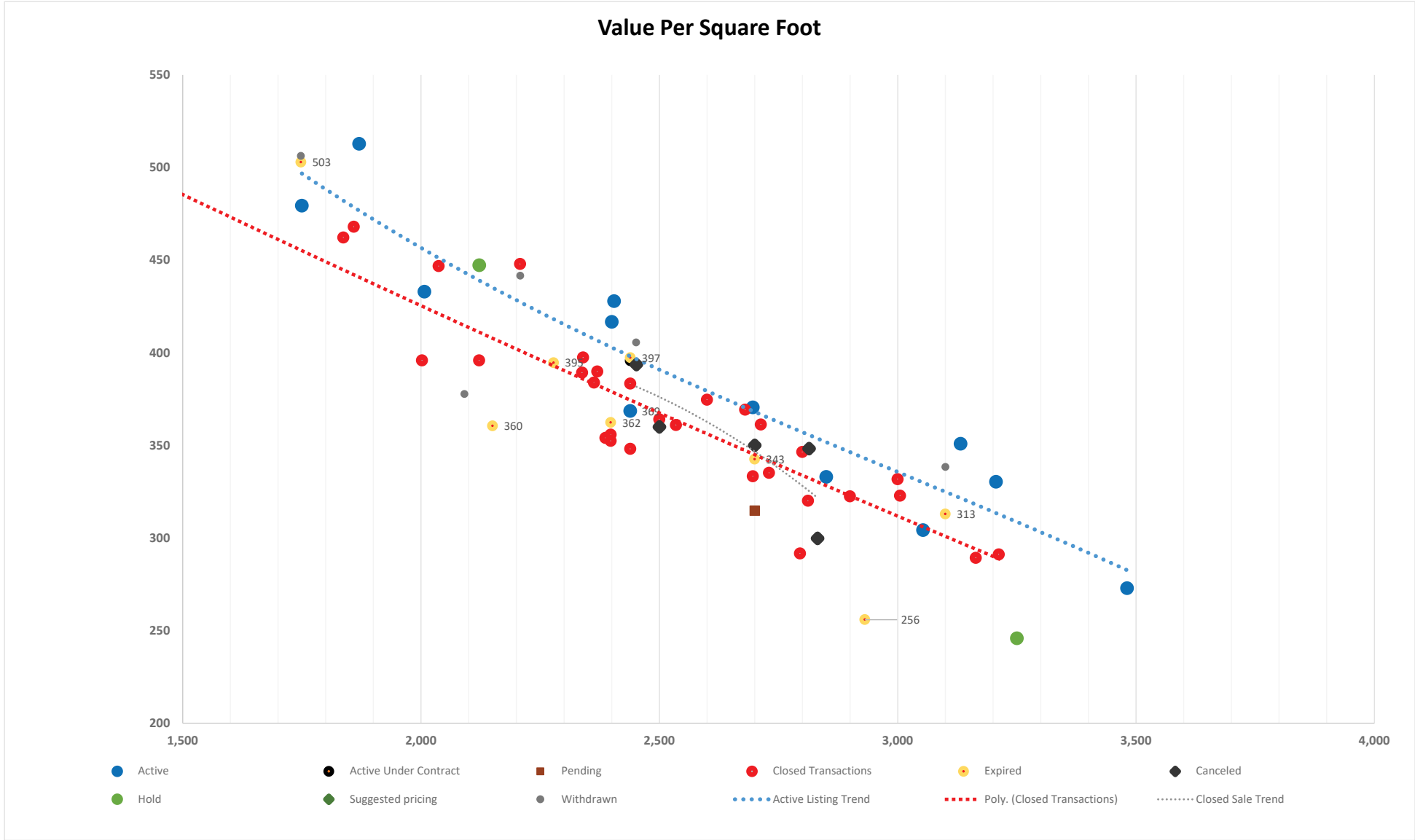
Period

12/1/17 - 9/30/18

Data Data

10/1/2018

2018 MARKET ACTIVITY Single Family Residence



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

Data Date: **October 1, 2018**

Averages

2017	57	82	39
2018	71	93	46

List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Duration
2017		1	Via Candelaria	Expired	7/1/2017		3/1/2018	243	243	
		1	Rockrose	Closed	11/24/2017	2/8/2018	3/22/2018	76	118	42
		2	Pictor	Closed	5/24/2017	10/30/2017	12/14/2017	159	204	45
		3	Via Candelaria	Expired	8/30/2017		12/31/2017	123	123	
		3	Hartford	Closed	9/25/2017	11/1/2017	12/14/2017	37	80	43
		8	Malaquita	Closed	10/19/2017	11/21/2017	12/21/2017	33	63	30
		8	Westchester	Canceled	6/30/2017		1/16/2018	200	200	
		17	Creek View	Closed	11/10/2017	1/4/2018	3/15/2018	55	125	70
		32	Northampton	Closed	10/10/2017	11/14/2017	1/10/2018	35	92	57
		92	Via Candelaria	Expired	3/14/2017		1/6/2018	298	298	
		31811	Via Coyote	Canceled	10/7/2017		2/26/2018	142	142	
		23491	Via Alondra	Canceled	8/22/2017		2/12/2018	174	174	
		31812	Via Patito	Canceled	9/3/2017		12/18/2017	106	106	
		31942	Via Oso	Expired	9/19/2017		3/19/2018	181	181	
		24162	Fairway	Expired	11/8/2017		12/31/2017	53	53	
		23451	Via Codorniz	Closed	8/31/2017	1/21/2018	2/28/2018	143	181	38
		24262	Fairway	Closed	11/8/2017	6/1/2018	7/16/2018	205	250	45
2018	1	8	Westchester	Closed	1/25/2018	5/29/2018	7/16/2018	124	172	48
	1	10	Wellesley	Closed	1/11/2018	1/15/2018	3/28/2018	4	76	72
	1	16	Altimira	Closed	1/19/2018	3/30/2018	5/1/2018	70	102	32
	1	59	Charleston	Closed	1/3/2018	3/6/2018	4/19/2018	62	106	44
	1	23442	Via Alondra	Closed	1/17/2018	1/22/2018	2/7/2018	5	21	16
	1	31812	Via Patito	Closed	1/18/2018	1/21/2018	3/15/2018	3	56	53
	1	24162	Fairway	Closed	1/2/2018	2/4/2018	3/15/2018	33	72	39
	1	31822	Via Patito	Active	1/23/2018		1/23/2018	251	251	
	1	24232	Fairway	Pending	1/8/2018	3/23/2018	3/23/2018	74	266	192
	1	24392	Fairway	Closed	1/7/2018	2/13/2018	3/30/2018	37	82	45
	1	23566	Via Paloma	Active	1/18/2018		1/18/2018	256	256	
	2	4	Sagitta	Closed	2/3/2018	3/23/2018	5/7/2018	48	93	45
	2	9	Tanglewood	Closed	2/1/2018	2/11/2018	3/19/2018	10	46	36

List Month Average DOM		
	2017	2018
January	62	84
February	8	80
March	84	117
April	68	114
May	60	74
June	40	59
July	50	40
August	81	20
September	51	15
October	31	
November	47	
December		
AVERAGE	53	67
2018		
Days from Listing to Contract		
Average DOM	38	
Minimum DOM	3	
Maxmum DOM	85	
Average DOM - Ex/O	54	
Upper Outlier >	277.5	
2018		
Days WITHOUT Contract		
Average DOM	104	
Minimum DOM	8	
Maxmum DOM	256	

2018	28
	28

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

Data Date: **October 1, 2018**

Averages

2017	57	82	39
2018	71	93	46

List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Duration	List Month Average DOM
2018	2	25	Fontaire	Closed	2/6/2018	2/12/2018	3/29/2018	6	51	45	
	2	41	Lexington	Canceled	2/22/2018		7/13/2018	141	141		
	2	24092	Country View	Closed	2/8/2018	4/18/2018	5/18/2018	69	99	30	
	2	88	Via Candelaria	Closed	2/8/2018	4/12/2018	6/6/2018	63	118	55	
	2	23491	Via Alondra	Expired	2/20/2018		7/17/2018	147	147		
	2	31902	Via Coyote	Expired	2/26/2018		8/3/2018	158	158		
	3	1	Via Candelaria	Closed	3/30/2018	6/18/2018	8/21/2018	80	144	64	
	3	20	Northampton	Active	3/28/2018		3/28/2018	187	187		
	3	22	Northampton	Active	3/15/2018		3/15/2018	200	200		
	3	29	Harvard	Active	3/27/2018		3/27/2018	188	188		
	3	34	Sagitta	Withdrawn	3/24/2018		4/22/2018	29	29		
	3	118	Dornoch	Closed	3/8/2018	3/24/2018	4/23/2018	16	46	30	
	4	3	Via Candelaria	Withdrawn	4/13/2018		8/28/2018	137	137		
	4	5	Jackson	Active	4/11/2018		4/11/2018	173	173		
	4	31841	Via Coyote	Closed	4/11/2018	5/13/2018	6/28/2018	32	78	46	
	5	27	Harvard	Expired	5/25/2018		7/7/2018	43	43		
	5	31	Constellation	Active	5/9/2018		5/9/2018	145	145		
	5	92	Via Candelaria	Closed	5/29/2018	6/20/2018	7/17/2018	22	49	27	
	5	31911	Via Coyote	Closed	5/29/2018	8/22/2018	9/21/2018	85	115	30	
	6	7	Altimira	Closed	6/8/2018	8/2/2018	9/17/2018	55	101	46	
	6	12	Cambridge	Withdrawn	6/27/2018		9/12/2018	77	77		
	6	21	Yale	Withdrawn	6/8/2018		8/15/2018	68	68		
	6	31825	Via Perdiz	Closed	6/6/2018	6/12/2018	7/12/2018	6	36	30	
	6	68	Dornoch Way	Closed	6/22/2018	7/30/2018	8/27/2018	38	66	28	
	6	23282	Via Pardal	Active	6/16/2018		6/16/2018	107	107		
	7	26	Songbird	Closed	7/9/2018	7/25/2018	8/23/2018	16	45	29	
	7	23491	Via Alondra	Active Under Contract	7/19/2018	9/20/2018	9/20/2018	63	74		
	7	31942	Via Oso	Withdrawn	7/2/2018		7/24/2018	22	22		
	7	32042	Via Pavo Real	Expired	7/12/2018		9/9/2018	59	59		
	8	38	Lyra	Hold	8/15/2018		8/31/2018	16	16		
	8	23696	Via Ortega	Closed	8/9/2018	8/21/2018	9/13/2018	12	35	23	
	8	31311	Summerhill	Active	8/29/2018		8/29/2018	33	33		
	9	4	Willow Bend	Active	9/17/2018		9/17/2018	14	14		
	9	5	Dartmouth	Active	9/12/2018		9/12/2018	19	19		

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								Averages			
								2017	57	82	39
								2018	71	93	46
List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Duration	
2018	9	9	Dartmouth Lane	Active	9/12/2018		9/12/2018	19	19		
	9	120	Dornoch	Hold	9/3/2018		9/11/2018	8	8		
Grand Total											

List Month Average DOM

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Data: 10/1/2018

ACTIVELY SELLING Single Family Residence

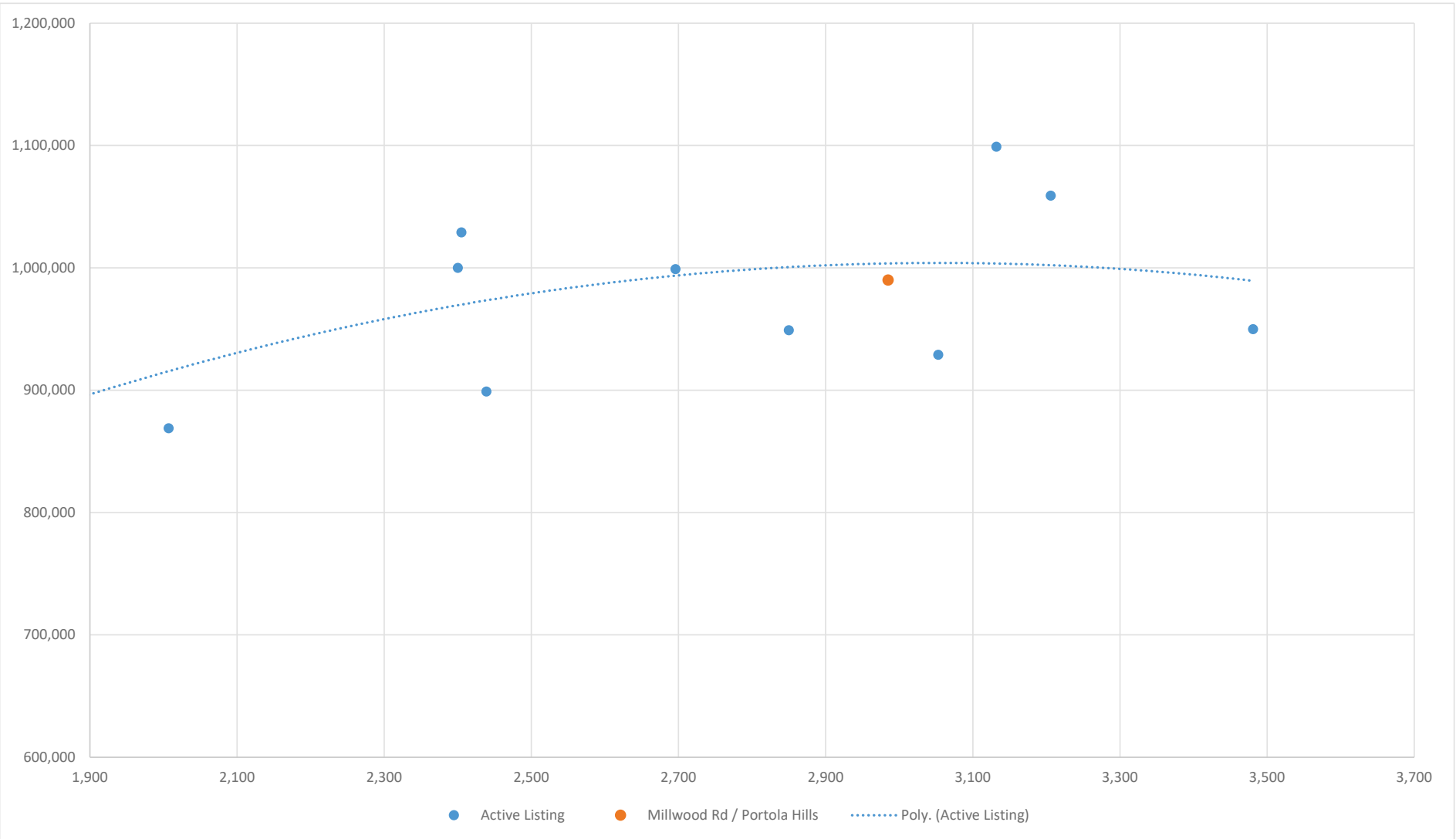
Status	DOM		Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	Current ACTIVE Listings Active Lisitngs Less than 2750 SF Average Price Average SF Average Price SF Active Lisitngs More than 2750 SF Average Price Average SF Average Price SF
Active	14	4	Willow Bend	3,053	929,000	929,000		304	
Active	19	9	Dartmouth Lane	1,750	839,000	839,000		479	
Active	19	5	Dartmouth	2,850	949,000	949,000		333	
Active	33	31311	Summerhill	2,439	898,888	898,888		369	
Active	107	23282	Via Pardal	2,007	869,000	799,000		433	
Active	145	31	Constellation	2,405	1,029,000	949,000		428	
Active	173	5	Jackson	3,206	1,059,000	959,000		330	
Active	187	20	Northampton	2,696	999,000	939,000		371	
Active	188	29	Harvard	1,870	959,000	929,000		513	
Active	200	22	Northampton	2,400	999,999	899,731		417	
Active	251	31822	Via Patito	3,481	950,000	849,900		273	
Active	256	23566	Via Paloma	3,132	1,099,000	949,000		351	

Av. Exclusive of Outliers
Average
Median
Quartile 1
Quartile 3
IQR
Stand Range
Upper Range
Lower Range / Outliers

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ACTIVELY SELLING Single Family Residence



Coto de Caza \$600K to \$999K - \$600,000 to \$999,000

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

Data: **10/1/2018**

CLOSED SALES Single Family Residence

Status	DOM	CDOM	Address	Square Footage	Original List Price	Last List Price	Closed Price	Price Chng Org. to Closed	List Price \$ PSF	Closed Price \$ PSF	Total Closed Sales	31
Closed	85	115	31911 Via Coyote	2,795	837,500	815,000	815,000	(2.69%)	300	292	Closed Sales Less than 2750 SF	23
Closed	55	101	7 Altimira	2,800	989,900	970,000	970,000	(2.01%)	354	346	Average Price	891,761
Closed	12	35	23696 Via Ortega	1,859	879,000	870,000	870,000	(1.02%)	473	468	Average SF	2,323
Closed	38	66	68 Dornoch Way	2,122	874,999	840,000	840,000	(4.00%)	412	396	Average Price SF	389
Closed	16	45	26 Songbird	2,338	900,000	910,000	910,000	1.11%	385	389	Closed Sales Greater than 2750 SF	8
Closed	80	144	1 Via Candelaria	1,434	699,900	680,000	680,000	(2.84%)	488	474	Average Price	929,375
Closed	22	49	92 Via Candelaria	2,398	785,000	853,000	853,000	8.66%	327	356	Average SF	2,961
Closed	124	172	8 Westchester	2,812	955,000	900,000	900,000	(5.76%)	340	320	Average Price SF	314
Closed	205	250	24262 Fairway	2,680	1,199,000	989,500	989,500	(17.47%)	447	369		
Closed	6	36	31825 Via Perdiz	2,600	969,000	974,000	974,000	0.52%	373	375		
Closed	32	78	31841 Via Coyote	2,535	920,000	915,000	915,000	(0.54%)	363	361		
Closed	63	118	88 VIA CANDELARIA	2,002	819,000	792,500	792,500	(3.24%)	409	396		
Closed	69	99	24092 Country View	2,439	859,000	849,000	849,000	(1.16%)	352	348		
Closed	48	93	4 Sagitta	2,037	939,000	910,000	910,000	(3.09%)	461	447		
Closed	70	102	16 Altimira	2,713	999,000	980,000	980,000	(1.90%)	368	361		
Closed	16	46	118 Dornoch	1,837	869,000	849,000	849,000	(2.30%)	473	462		
Closed	62	106	59 Charleston	2,900	989,000	935,000	935,000	(5.46%)	341	322		
Closed	37	82	24392 Fairway	2,363	919,000	907,000	907,000	(1.31%)	389	384		
Closed	6	51	25 Fontaire	3,000	995,000	995,000	995,000		332	332		
Closed	4	76	10 Wellesley	2,208	999,000	989,000	989,000	(1.00%)	452	448		
Closed	76	118	1 Rockrose	2,730	949,000	915,000	915,000	(3.58%)	348	335		
Closed	10	46	9 Tanglewood	2,340	915,000	930,000	930,000	1.64%	391	397		
Closed	3	56	31812 Via Patito	2,500	919,000	910,000	910,000	(0.98%)	368	364		
Closed	55	125	17 Creek View	3,164	949,000	915,000	915,000	(3.58%)	300	289		
Closed	33	72	24162 Fairway	2,439	969,000	935,000	935,000	(3.51%)	397	383		
Closed	143	181	23451 Via Codorniz	3,212	999,900	935,000	935,000	(6.49%)	311	291		
Closed	5	21	23442 Via Alondra	2,370	919,000	924,000	924,000	0.54%	388	390		
Closed	35	92	32 Northampton	2,387	879,000	845,000	845,000	(3.87%)	368	354		
Closed	33	63	8 Malaquita	2,398	859,000	845,000	845,000	(1.63%)	358	352		
Closed	37	80	3 Hartford	2,696	949,997	898,500	898,500	(5.42%)	352	333		
Closed	159	204	2 Pictor	3,005	999,000	970,000	970,000	(2.90%)	332	323		

	DOM	CDOM
Average Exclusive of Outliers	42.5	88.2
Average	51.8	93.6
Median	37.0	81.0
Quartile 1	16.0	52.3
Quartile 3	67.5	115.0
IQR	51.5	62.8
Stand Range	77.3	94.1
Upper Range	-61.3	-41.9
Lower Range / OUTLIERS	144.8	209.1

Count:	2	1
	List Price	Closed \$\$
Average Exclusive of Outliers	\$ 919,541	\$ 904,350
Average	\$ 925,910	\$ 901,468
Median	\$ 929,500	\$ 912,500
Quartile 1	\$ 879,000	\$ 857,250
Quartile 3	\$ 984,000	\$ 935,000
IQR	\$ 105,000	\$ 77,750
Stand Range	\$ 157,500	\$ 116,625
Upper Range	\$ 721,500	\$ 740,625
Lower Range / OUTLIERS	\$ 1,141,500	\$1,051,625

CLOSED SALES

