



Joe Richter

949 677-7722

JoeR@HanoverRealtyGroup.com

California DRE 01744150

Oregon REA 201008093

CA CSLB 415070 & 861135

Baker Ranch SFR

Single Family Residence

1,500 to 4,500 sf

2019

Period: 1/1/19 - 6/30/19

Data Date: 7/01/2019

Compares 2019 Activity to 2018

LISTINGS:

Current Active Listings:	35.0
All Listing in the last 90 days:	27.0
New Listings in the last: 30 Days:	12.0
New Listings SOLD:	0.0

DOM:

Include Outliers ⁽¹⁾

Average DOM Active Listings:	41.0	41
Average DOM Closed Listings:	48.6	83.5
Average CDOM Closed Listings:	90.0	114.7
Average Escrow Period:	41.4	31.2

INVENTORY:

Inventory @End Of Month:	30.0		
Absorption Rate (monthly)	4.1	Currently it's a:	
Months Supply	7.3	Buyer's market	
90-Day Inventory Change	7	INCREASE	30.4%
Year-over-Year Inventory Change	17	INCREASE	130.8%

PRICE (Average)

Net Change

Closed Price Less Than 2685 SF	\$891,146	(\$85,329)	(8.9%)
Closed Price Greater Than 2685 SF	\$1,303,444	(\$129,112)	(9.3%)
Note: BR entered a Buyer's Market in July 201		(\$208,181)	(15.1%)
Average Closed Price of ALL Homes	\$1,059,814	(\$100,680)	(9.1%)

	Market Type	Market Type
Jan-2018	Buyer	6.8
Feb-2018	Buyer	7.1
Mar-2018	Buyer	6.0
Apr-2018	Buyer	6.5
May-2018	Buyer	6.5
Jun-2018	Buyer	7.3
Jul-2018		
Aug-2018		
Sep-2018		
Oct-2018		
Nov-2018		
Dec-2018		

Square Footage Range from: 1595 to 4752

Square Footage Average = 2703

Average SF of homes LESS than 2685 SF is: 2036

Average SF of homes GREATER than 2685 SF is: 3369

Provided by Joe Richter ~ DRE 01744150

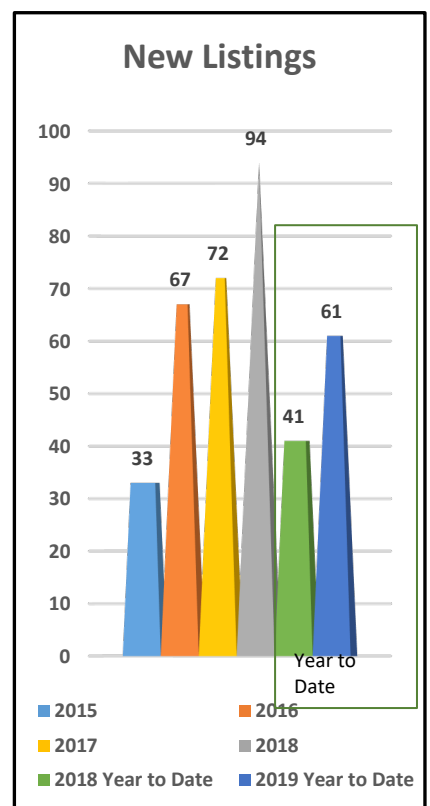
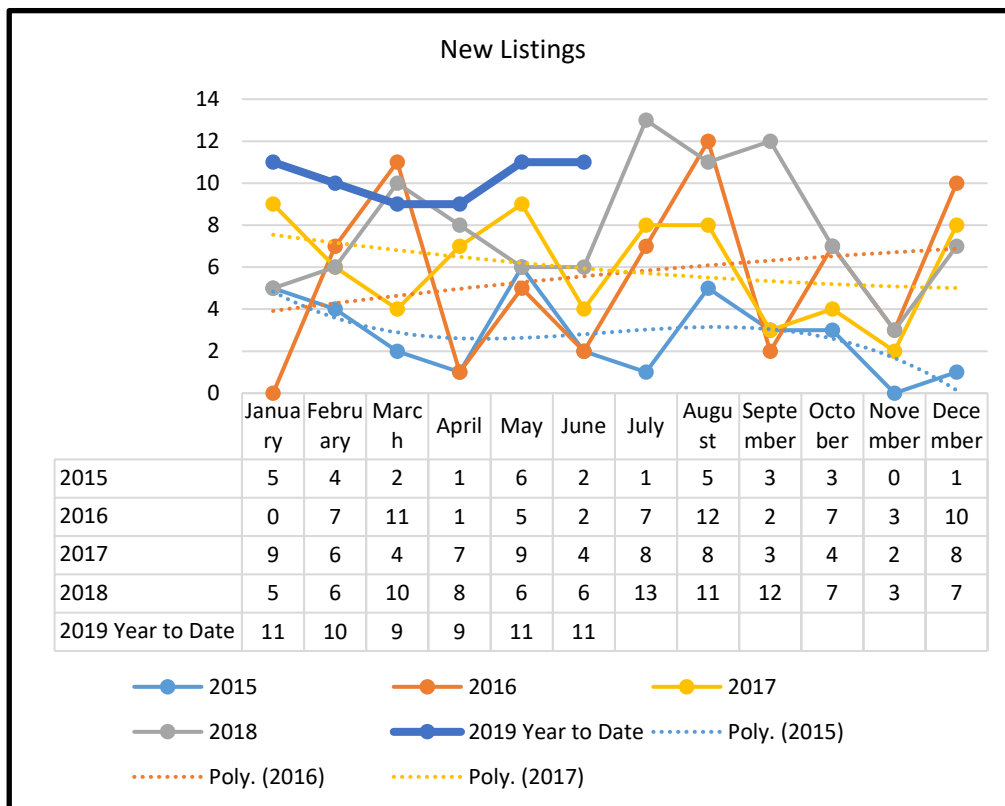
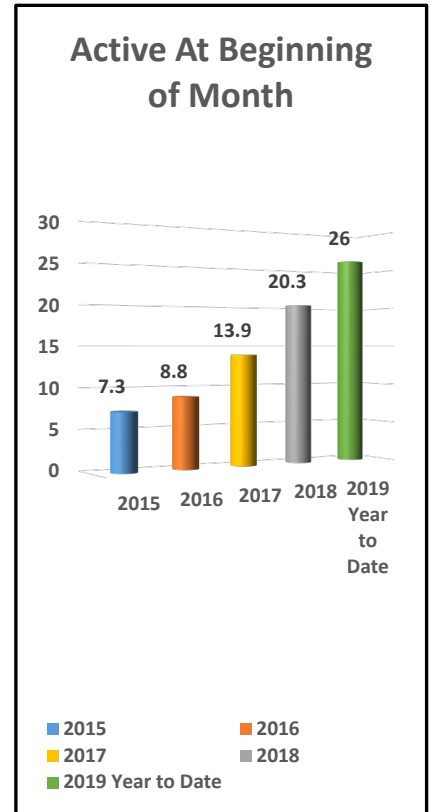
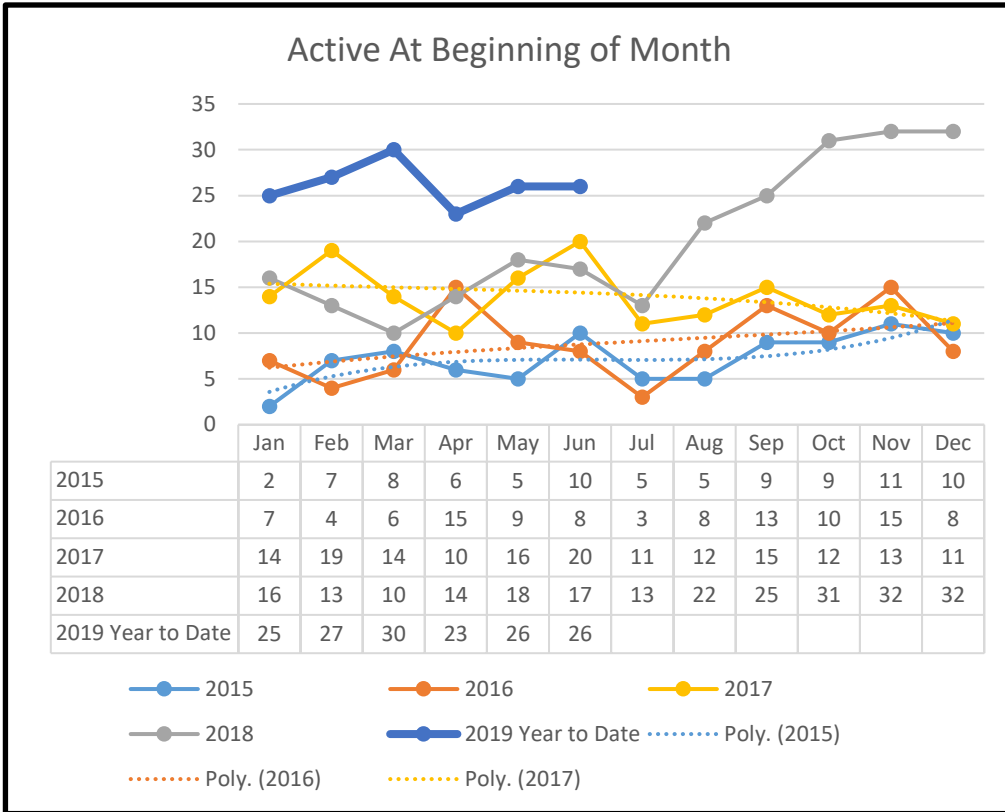
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⁽¹⁾ See "Active Selling" and "Closed Sales" sections for details

Baker Ranch SFR

Market Activity Year-to-Year Comparison

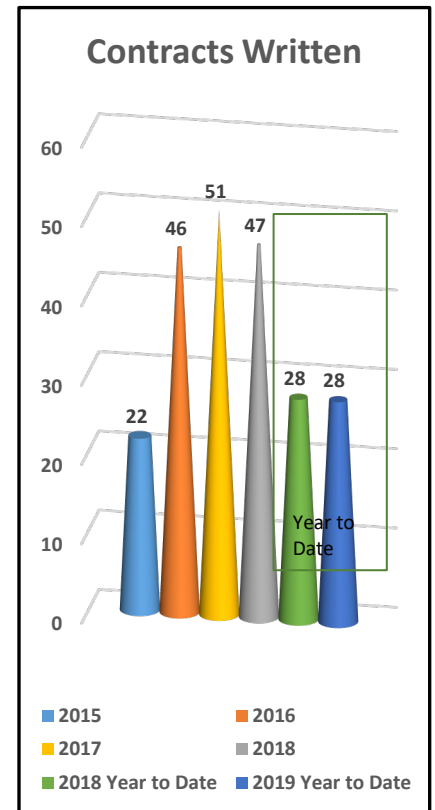
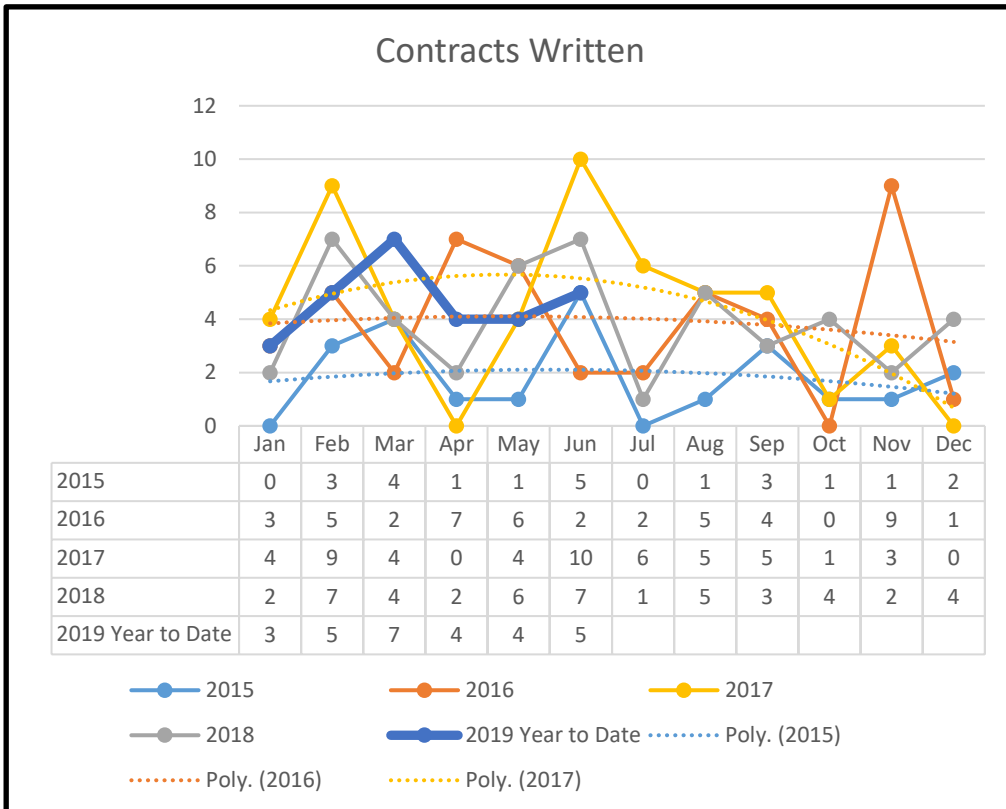
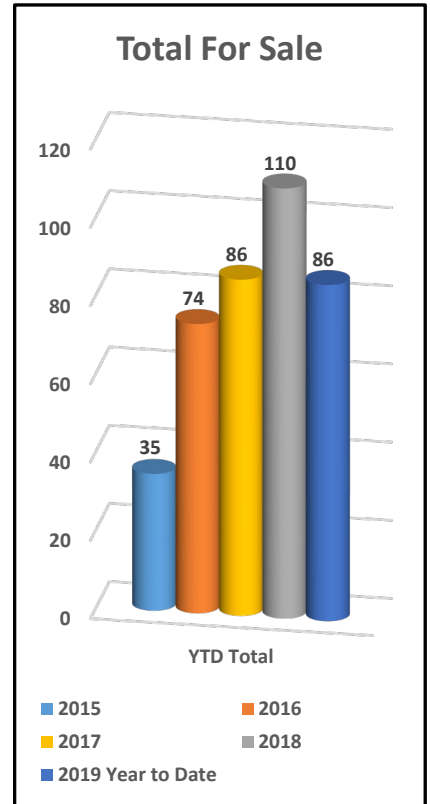
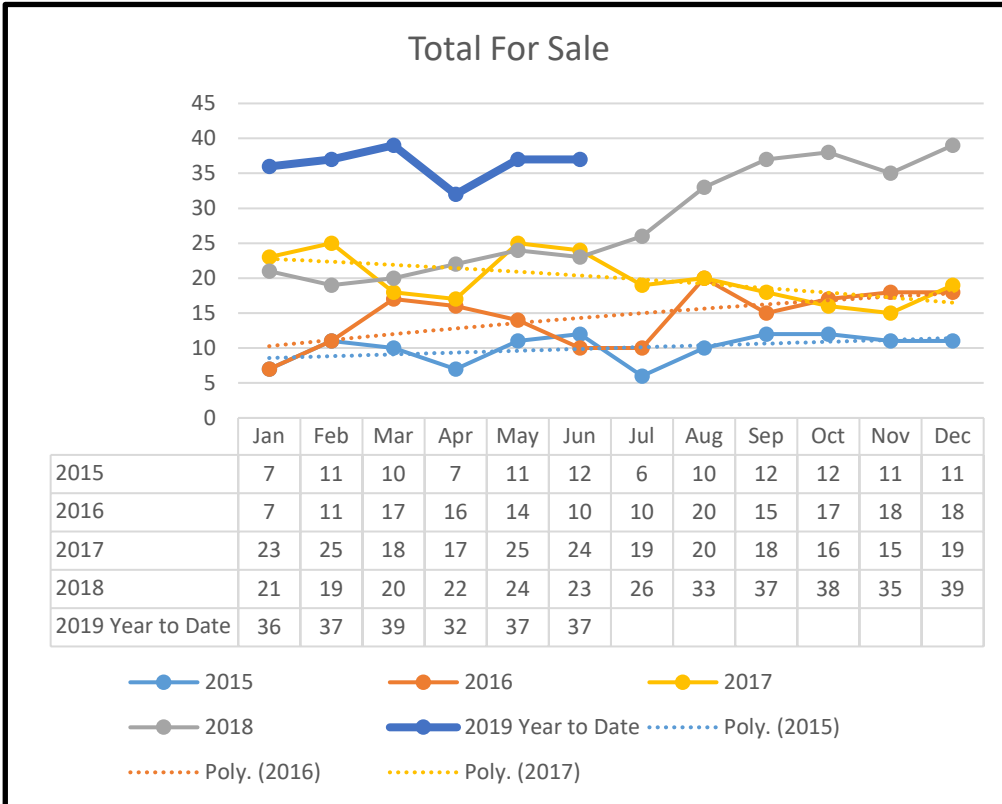
Data Date: 7/1/2019



Baker Ranch SFR

Market Activity Year-to-Year Comparison

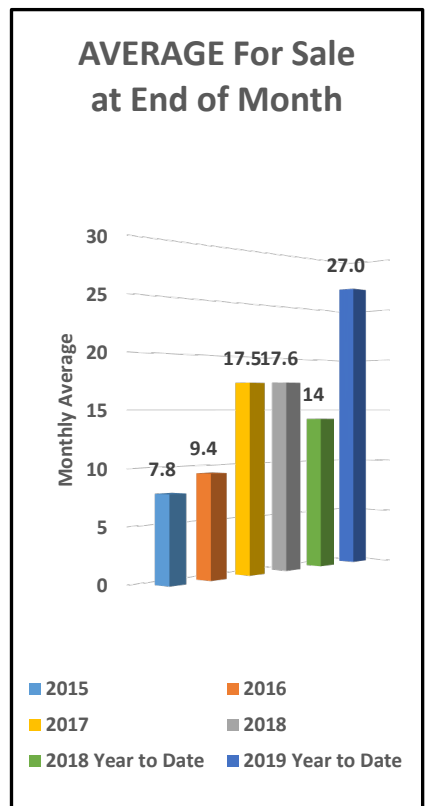
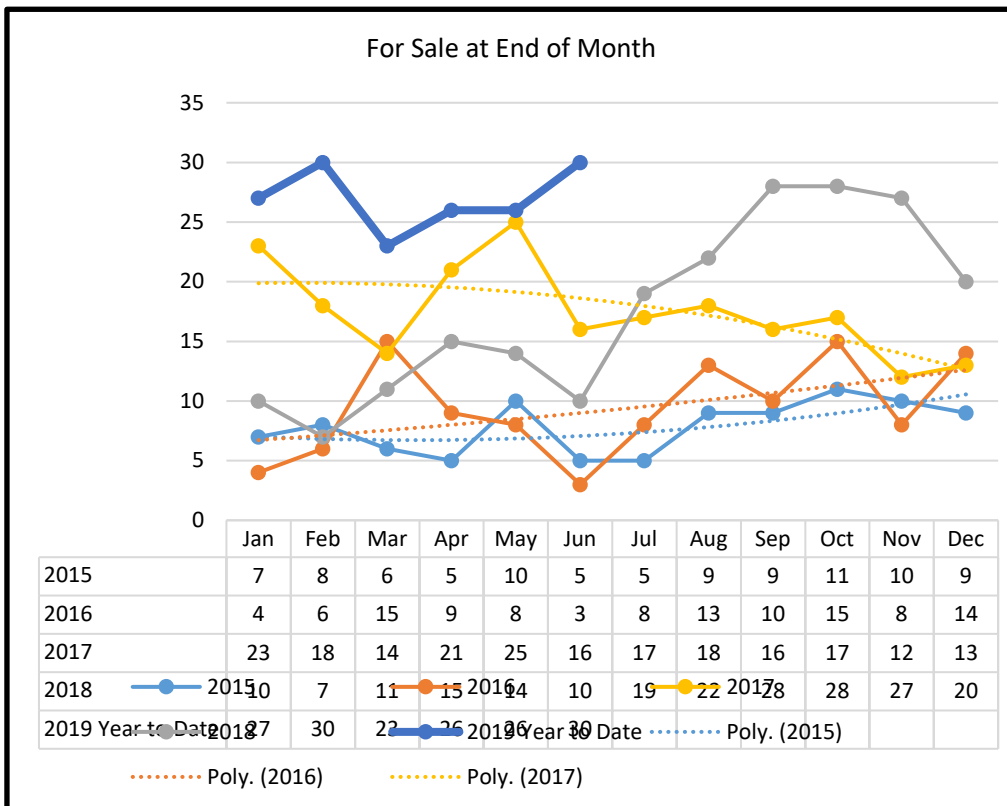
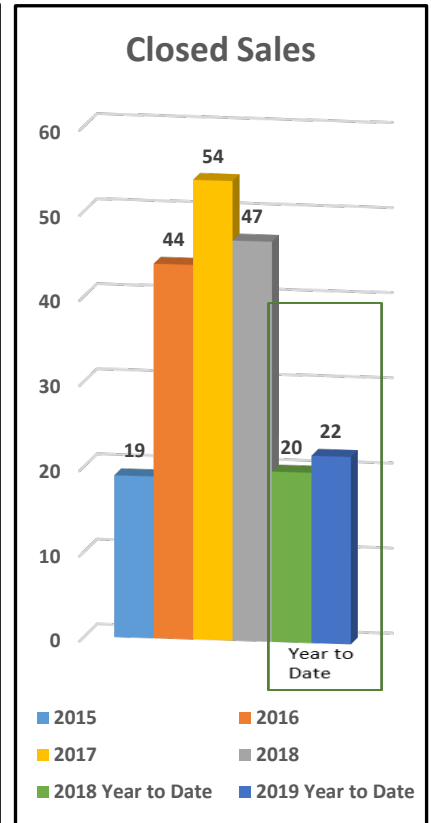
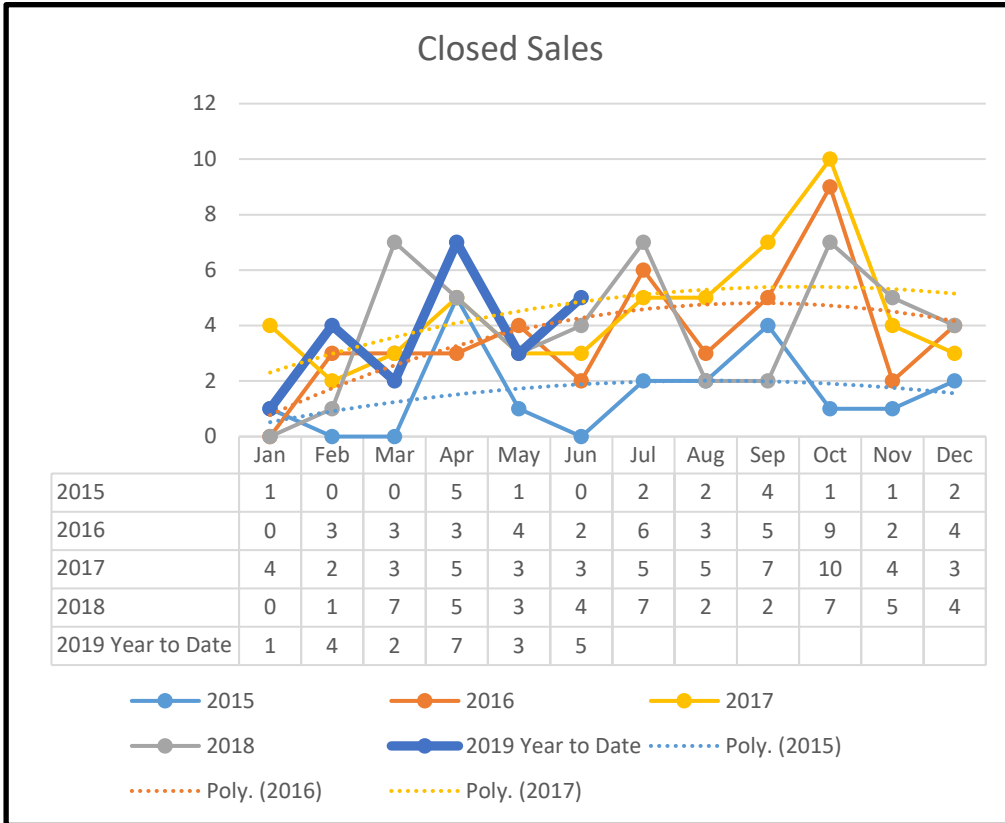
Data Date: 7/1/2019



Baker Ranch SFR

Market Activity Year-to-Year Comparison

Data Date: 7/1/2019



Baker Ranch SFR - 1,500 to 4,500 sf

Period 1/1/19 - 6/30/19

90-Day Activity Summary

Data: 7/1/2019

Active Listings (ALL) 35	Active Lisitngs (New over the last 90 days) 27	New For Sale (last 30 days) 12	Active Under Contract 4
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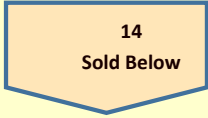

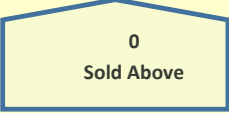
Pending 2	Closed 15	Expired, Canceled, Withdrawn 11	Hold 0
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<p>90-Day Trend</p> <p>Average Current List Price (Original List Price) \$1,323,836 ORIGINAL for Current Active Listings \$1,318,150 Original List for All STATUS Types \$1,720,364 LAST/CURRENT List Price Of All Status Types</p>	<p>90-Day Trend</p> <p>Average Closed Price \$1,125,067 for Closing During the Last 90 Days (6.17%) Average Variance from ORIGINAL List (2.31%) Average Variance from LAST List Price</p>																					
<p>Days on Market</p> <table border="1"> <thead> <tr> <th></th> <th>Average</th> <th>Maximum</th> </tr> </thead> <tbody> <tr> <td>All in Data Period</td> <td>93</td> <td>403</td> </tr> <tr> <td>Active, AUC & Pending</td> <td>79</td> <td>403</td> </tr> <tr> <td>All Closed</td> <td>83</td> <td>373</td> </tr> <tr> <td>2019 Listings W-O Cont.</td> <td>54</td> <td>180</td> </tr> <tr> <td>All 2019 WITH Cont.</td> <td>38</td> <td>123</td> </tr> <tr> <td>Expired/Canceled/Withdrawn</td> <td>123</td> <td>319</td> </tr> </tbody> </table>		Average	Maximum	All in Data Period	93	403	Active, AUC & Pending	79	403	All Closed	83	373	2019 Listings W-O Cont.	54	180	All 2019 WITH Cont.	38	123	Expired/Canceled/Withdrawn	123	319	<p>Homes for Sale (Inventory)</p> <p>90-Day Change 30% Year-Over-Year Change 130.8%</p>
	Average	Maximum																				
All in Data Period	93	403																				
Active, AUC & Pending	79	403																				
All Closed	83	373																				
2019 Listings W-O Cont.	54	180																				
All 2019 WITH Cont.	38	123																				
Expired/Canceled/Withdrawn	123	319																				
90-Day Trend	90-Day Trend																					

90-Day Trend	Current LIST PRICE			
Average of ALL Status Types		\$1,720,364		
	Active:	Sold/Closed:		
#	27	15	#	
Median 4-Sale Price	\$1,242,000	\$1,199,444	Median Sold Price	
Average	\$1,382,179	\$1,178,849	Average	
Highest	\$2,150,000	\$1,499,900	Highest	
Lowest	\$929,000	\$845,000	Lowest	
Most Recent	7/1/2019	6/21/2019	Most Recent	
Status Types				
Active, New Listings, Active Under Contract, Expired, Canceled, Withdrawn, Pending, Closed & Hold/Do-Not-Show				

90-Day Activity Summary

Data: 7/1/2019

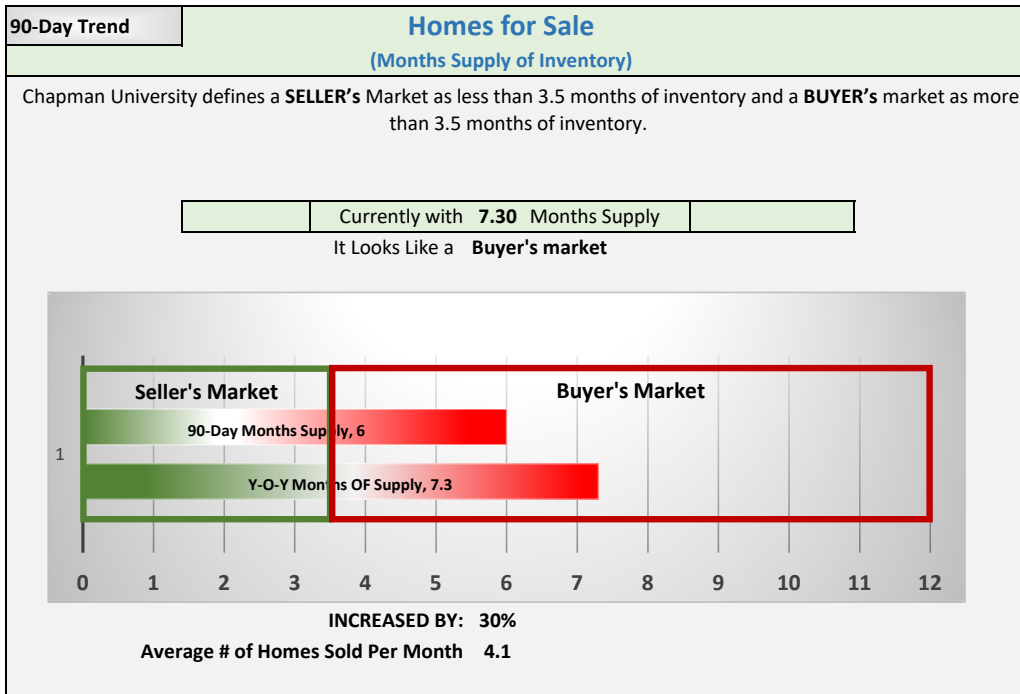
90-Day Trend		AVERAGE CLOSED PRICE			
\$1,125,067					
Price Change (6.17%) Below List Price			# of Homes 0% ABOVE List		
					
Closed Price vs. Original List					
		Count	Ratio	Discount	Excludes Largest
Average of All:	(\$81,673)	15		(6.17%)	
Av. Excluding Largest:	(\$67,586)			0.00%	
Largest Decrease:	(\$278,888)	14	93%	(18.61%)	
Most Above:	\$0	0	0%	0.00%	
At Original List		1	7%		

90-Day Trend		Days On Market (DOM)				
Average of ALL Status Types 70						
DOM is the number of days from Listing Contract to Purchase Contract						
STATUS	#	Most Recent	Average	Longest	Shortest	
Active:	27	7/1/2019	43	90	5	
Sold/Closed:	15	6/21/2019	80	373	4	
Under Contract	4		403	64	166	
Pending	2		178	25	102	
Expired	5		265	93	164	
Canceled	5		319	21	117	
Withdrawn	1		119	119	119	
Hold	0		0	0		

Baker Ranch SFR - 1,500 to 4,500 sf
90-Day Activity Summary

Period 1/1/19 - 6/30/19

Data: 7/1/2019



Baker Ranch SFR
1,500 to 4,500 sf

Period **12/1/17 - 12/31/18**
Data Data **1/3/2019**

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 Availble Contracted	% of TOT Available Closed
1	January	14	9	23	4	4	0	0	19				
2	February	19	6	25	9	2	2	0	14				
3	March	14	4	18	4	3	4	0	10				
4	April	10	7	17	0	5	1	0	16				
5	May	16	9	25	4	3	1	0	20				
6	June	20	4	24	10	3	3	0	11				
7	July	11	8	19	6	5	1	0	12				
8	August	12	8	20	5	5	0	0	15				
9	September	15	3	18	5	7	1	0	12				
10	October	12	4	16	1	10	2	0	13				
11	November	13	2	15	3	4	1	0	11				
12	December	11	8	19	0	3	3	0	16				
Year-To-Date Totals			72	86	51	54	19			Checked			
Y-T-D Average		14	6	20	4	5	2	0	14				

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	January	14	16	2	14%	9	5	(4)	(44%)	23	21	(2)	(9%)
2	February	19	13	(6)	(32%)	6	6	0	0%	25	19	(6)	(24%)
3	March	14	10	(4)	(29%)	4	10	6	150%	18	20	2	11%
4	April	10	14	4	40%	7	8	1	14%	17	22	5	29%
5	May	16	18	2	13%	9	6	(3)	(33%)	25	24	(1)	(4%)
6	June	20	17	(3)	(15%)	4	6	2	50%	24	23	(1)	(4%)
7	July	11	13	2	18%	8	13	5	63%	19	26	7	37%
8	August	12	22	10	83%	8	11	3	38%	20	33	13	65%
9	September	15	25	10	67%	3	12	9	300%	18	37	19	106%
10	October	12	31	19	158%	4	7	3	75%	16	38	22	138%
11	November	13	32	19	146%	2	3	1	50%	15	35	20	133%
12	December	11	32	21	191%	8	7	(1)	(13%)	19	39	20	105%
YTD Total						72	94	22	31%	86	110	24	28%
YTD Average		14	20	6	46%								

Baker Ranch SFR

1,500 to 4,500 sf

Period 12/1/17 - 12/31/18

Data Data 1/3/2019

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	4	2	(2)	(50%)	4	0	(4)	(100%)	0	6	6	
2 February	9	7	(2)	(22%)	2	1	(1)	(50%)	2	2	0	0%
3 March	4	4	0	0%	3	7	4	133%	4	2	(2)	(50%)
4 April	0	2	2	0%	5	5	0	0%	1	2	1	100%
5 May	4	6	2	50%	3	3	0	0%	1	1	0	0%
6 June	10	7	(3)	(30%)	3	4	1	33%	3	3	0	0%
7 July	6	1	(5)	(83%)	5	7	2	40%	1	3	2	200%
8 August	5	5	0	0%	5	2	(3)	(60%)	0	3	3	
9 September	5	3	(2)	(40%)	7	2	(5)	(71%)	1	3	2	200%
10 October	1	4	3	300%	10	7	(3)	(30%)	2	2	0	0%
11 November	3	2	(1)	(33%)	4	5	1	25%	1	1	0	0%
12 December	0	4	4	0%	3	4	1	33%	3	10	7	233%
YTD Total	51	47	(4)	(8%)	54	47	(7)	(13%)	19	38	19	100%

T-12 Average 3.9

Baker Ranch SFR 2017 compared to 2018 MARKET ACTIVITY Single Family Residence

		For Sale at end of Month							
		2017	2018	Increase / (decrease)	% Change				
1 January		23	10	(13)	(57%)	Format Notes: Less than 0% equals GREEN (decreasing Inventory) More than 0% equals RED (increasing Inventory) Chapman Seller Market 3.5 Realtor.com Seller Market 5 Use 3.5 Prior 12 Months For Sale Monthly Months of Market @ EOM Absorption Supply Type Inventory: Months Supply 20 3.9 5.1 Buyer's market			
2 February		18	7	(11)	(61%)				
3 March		14	11	(3)	(21%)				
4 April		21	15	(6)	(29%)				
5 May		25	14	(11)	(44%)				
6 June		16	10	(6)	(38%)				
7 July		17	19	2	12%				
8 August		18	22	4	22%				
9 September		16	28	12	75%				
10 October		17	28	11	65%				
11 November		12	27	15	125%				
12 December		13	20	7	54%				
Average		18	18	0	0%				

[ntents](#)

90-Day Inventory Change DECREASE (8) (29%)
 Year-over-Year Inventory Change INCREASE 7 54%

Baker Ranch SFR
1,500 to 4,500 sf

Period **1/1/19 - 6/30/19**

Data Data **7/1/2019**

2018 MARKET ACTIVITY Single Family Residence

		Active @ Begin of Month	New Listings	Total for Sale	Contracts Written	Closed	Expired, Withdrawn, Canceled	Hold DNS	For Sale at end of Month	Hold Do Not Show	% of New Listings Contracted	% of TOT Available Contracted	% of TOT Available Closed
1	January	16	5	21	2	0	6		13	√			
2	February	13	6	19	7	1	2		10	0			
3	March	10	10	20	4	7	2		14	√			
4	April	14	8	22	2	5	2		18	0			
5	May	18	6	24	6	3	1		17	0			
6	June	17	6	23	7	4	3		13	13			
7	July	13	13	26	1	7	3		22	0			
8	August	22	11	33	5	2	3		25	25			
9	September	25	12	37	3	2	3		31	0			
10	October	31	7	38	4	7	2		32	0			
11	November	32	3	35	2	5	1		32	0			
12	December	32	7	39	4	4	10		25	√			
Year-To-Date Totals			94	110	47	47	38				OK		
Y-T-D Average		20	8	28	4	4	3		21				

2018 compared to 2019 MARKET ACTIVITY Single Family Residence

		Active @ Begin of Month				New Listings				Total for Sale			
		2018 Year to Date	2019 Year to Date	Increase / (decrease)	% Change	2018 Year to Date	2019 Year to Date	Increase / (decrease)	% Change	2018 Year to Date	2019 Year to Date	Increase / (decrease)	% Change
1	January	16	25	9	56%	5	11	6	120%	21	36	15	71%
2	February	13	27	14	108%	6	10	4	67%	19	37	18	95%
3	March	10	30	20	200%	10	9	(1)	(10%)	20	39	19	95%
4	April	14	23	9	64%	8	9	1	13%	22	32	10	45%
5	May	18	26	8	44%	6	11	5	83%	24	37	13	54%
6	June	17	26	9	53%	6	11	5	83%	23	37	14	61%
7	July												
8	August												
9	September												
10	October												
11	November												
12	December												
YTD Total						41	61	20	49%	57	86	29	51%
YTD Average		15	26	12	78%								

Baker Ranch SFR
1,500 to 4,500 sf

Period **1/1/19 - 6/30/19**

Data Data **7/1/2019**

2018 compared to 2019 MARKET ACTIVITY Single Family Residence

	Contracts Written				Closed				Expired, Withdrawn, Canceled			
	2018 Year to Date	2019 Year to Date	Increase / (decrease)	% Change	2018 Year to Date	2019 Year to Date	Increase / (decrease)	% Change	2018 Year to Date	2019 Year to Date	Increase / (decrease)	% Change
1 January	2	3	1	50%	0	1	1		6	6	0	0%
2 February	7	5	(2)	(29%)	1	4	3	300%	2	2	0	0%
3 March	4	7	3	75%	7	2	(5)	(71%)	2	9	7	350%
4 April	2	4	2	100%	5	7	2	40%	2	2	0	0%
5 May	6	4	(2)	(33%)	3	3	0	0%	1	7	6	600%
6 June	7	5	(2)	(29%)	4	5	1	25%	3	2	(1)	(33%)
7 July												
8 August												
9 September												
10 October												
11 November												
12 December												
YTD Total	28	28	0	0%	20	22	2	10%	16	28	12	75%

T-12 Average 4.1

Baker Ranch SFR 2018 compared to 2019 MARKET ACTIVITY Single Family Residence

		2018	For Sale at end of Month				Format Notes:	Chapman Seller Market
			2018 Year to Date	2019 Year to Date	Increase / (decrease)	% Change		
1 January		13	13	27	14	108%		
2 February		10	10	30	20	200%	3.5	
3 March		14	14	23	9	64%	Realtor.com Seller Market	
4 April		18	18	26	8	44%	5	
5 May		17	17	26	9	53%	Use	
6 June		13	13	30	17	131%	3.5	
7 July		22						
8 August		25						
9 September		31						
10 October		32						
11 November		32						
12 December		25						
Average			14	27	13	100%		

Inventory: Months Supply 30

90-Day Inventory Change INCREASE 7 30%

Year Over Year
12 Months
Monthly Absorption 4.1 Y-O-Y Months OF Supply 7.3 Market Type Buyer's market

[ntents](#)

Baker Ranch SFR
1,500 to 4,500 sf

Period **1/1/19 - 6/30/19**
Data Date **7/1/2019**

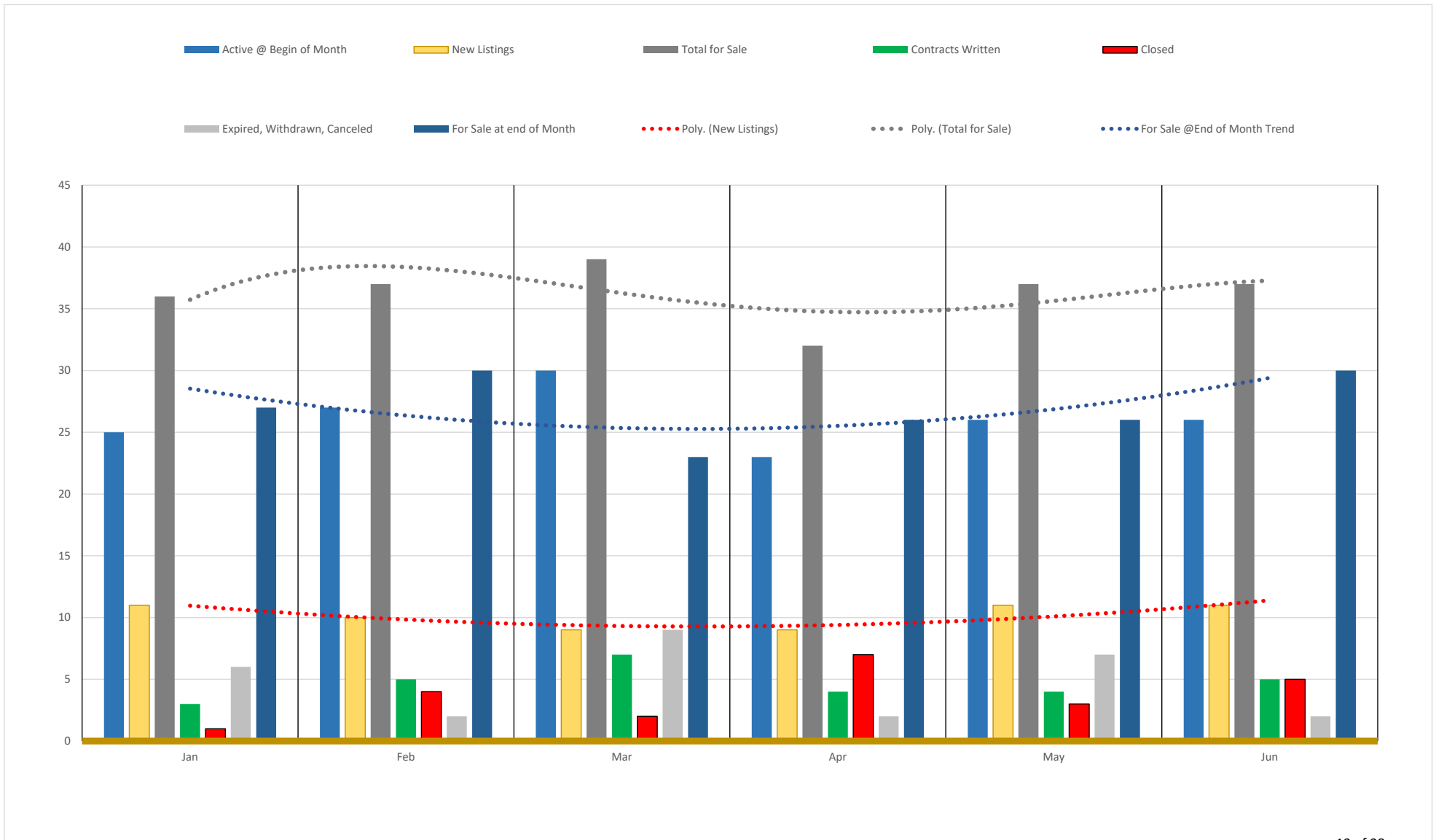
2019 MARKET ACTIVITY Single Family Residence

	25 / 29 & 26	Active @ Begin of Month	New Listings	Total for Sale	Contracts Written	Closed	Expired, Withdrawn, Canceled	HOLD DNS	For Sale at end of Month		% of New Listings / Contracts	% of TOT Available Contracted	% of Total Available Closed
	Summary month	Active.at.begin.of.month	New.Listings	Total.for.Sale	Contracts.written	Closed	Expired		For.Sale.at.End.of.Month				
1	Jan	25	11	36	3	1	6		27	28	27%	8%	3%
2	Feb	27	10	37	5	4	2		30	28	50%	14%	11%
3	Mar	30	9	39	7	2	9		23	26	78%	18%	5%
4	Apr	23	9	32	4	7	2		26	0	44%	13%	22%
5	May	26	11	37	4	3	7		26	0	36%	11%	8%
6	Jun	26	11	37	5	5	2		30	35	45%	14%	14%
7	Jul												
8	Aug												
9	Sep												
10	Oct												
11	Nov												
12	Dec												
Year-To-Date Totals			61	86	28	22	28			-5	46%	33%	26%
Y-T-D Averages		26.2	10.2	36.3	4.7	3.7	4.7		27.0				

Baker Ranch SFR
1,500 to 4,500 sf

Period **1/1/19 - 6/30/19**
Data Data **7/1/2019**

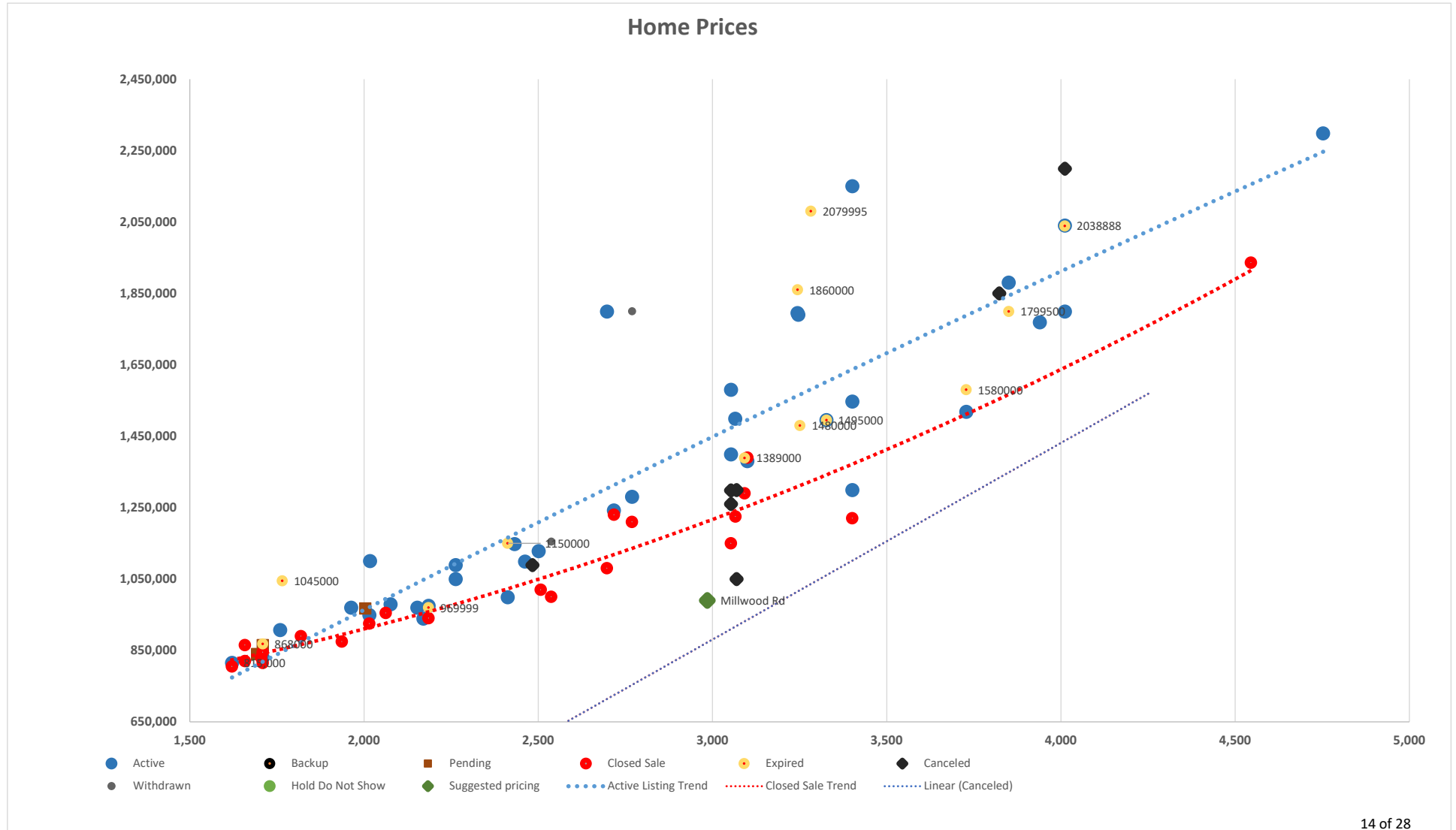
2019 MARKET ACTIVITY Single Family Residence



Baker Ranch SFR
1,500 to 4,500 sf

Period **1/1/19 - 6/30/19**
Data Data **7/1/2019**

2019 MARKET ACTIVITY Single Family Residence

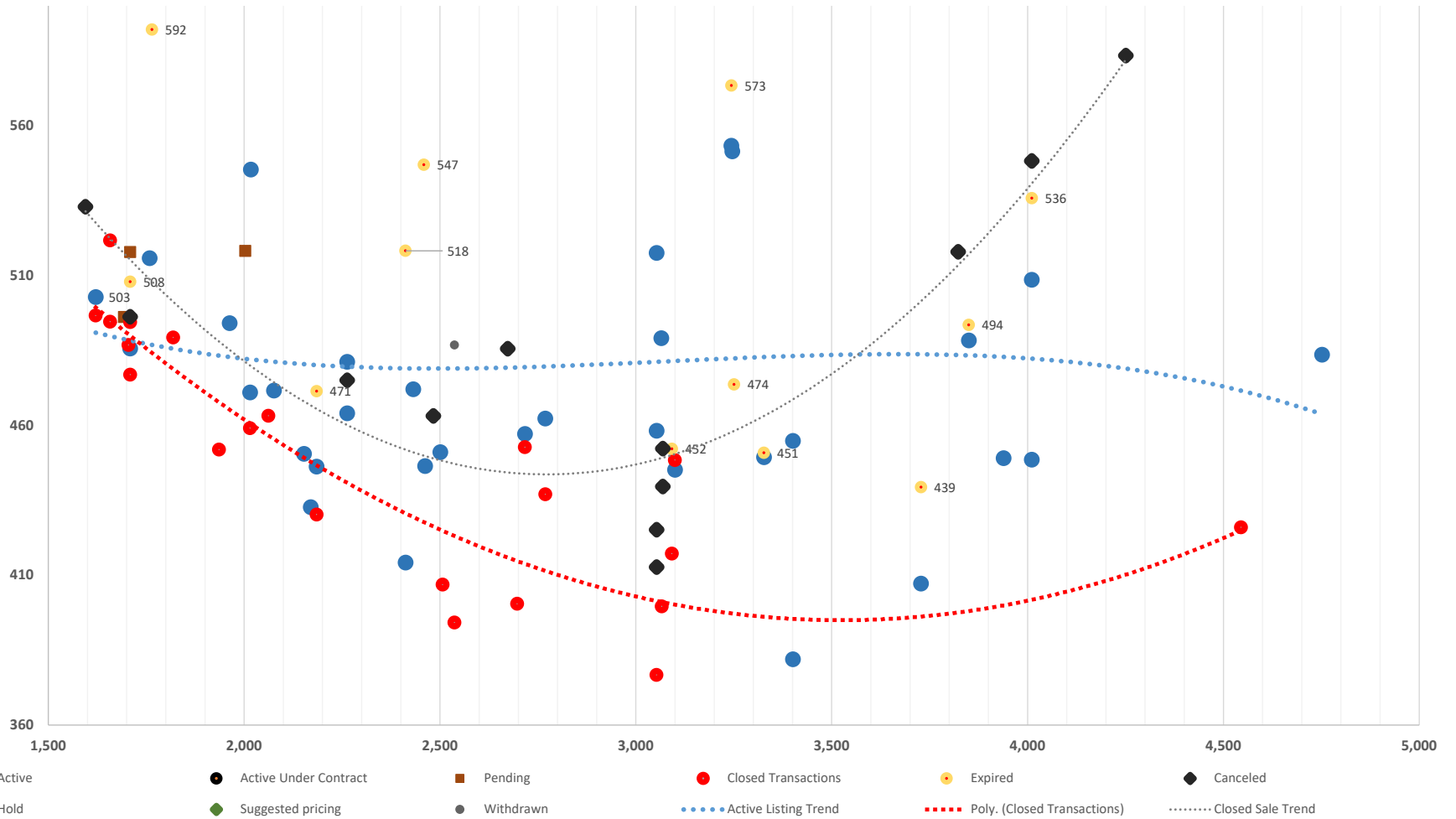


Baker Ranch SFR
1,500 to 4,500 sf

Period **1/1/19 - 6/30/19**
Data Data **7/1/2019**

2019 MARKET ACTIVITY Single Family Residence

Value Per Square Foot



Baker Ranch SFR
 1/1/19 - 6/30/19

Single Family Residence
 1,500 to 4,500 sf

2019 vrs 2018 Average Square Footage Comparison

	2019	2018	2019 - 2018	% Change
Average SF of homes LESS than 2685 SF is:	2,036	2,010	26	1.29%
Average SF of homes GREATER than 2685 SF is:	3,369	3,252	117	3.60%
Average SF of ALL:	2,703	2,577	126	4.89%

BOTTOM LINE

The average size of homes for sale in 2019 that were SMALLER than 2685 sf is up approximately 26 sf compared to 2018

The average size of homes for sale in 2019 that were LARGER than 2685 sf is up approximately 117 sf compared to 2018

2019 compared to 2018 Average List Price Comparison

	2019	2018	2019 - 2018	% Change	Net Change	
Ave Last List Price of Homes Less Than 2685 SF	\$982,779	\$1,017,072	(\$34,293)	(3.37%)	(\$47,449)	(4.67%)
Ave Last List Price of Homes Greater Than 2685 SF	\$2,046,929	\$1,731,867	\$315,062	18.19%	\$292,660	16.90%
Ave Price PSF Homes Less Than 2685 sf	\$486	\$512	(\$26)	(5.17%)		
Ave Price PSF Homes Greater Than 2685 sf	\$494	\$511	(\$18)	(3.46%)		

2019 compared to 2018 Average CLOSED Price Comparison

	2019	2018	2019 - 2018	% Change	Net Change	
Closed Price Less Than 2685 SF	\$891,146	\$964,005	(\$72,859)	(7.56%)	(\$85,329)	(8.85%)
Closed Price Greater Than 2685 SF	\$1,303,444	\$1,382,806	(\$79,361)	(5.74%)	(\$129,112)	(9.34%)
Closed Price Greater Than 2685 sf Exclusive of Outliers Lots	\$1,224,375	\$1,382,806	(\$158,431)	(11.46%)	(\$208,181)	(15.05%)
AVERAGE CLOSED PRICE OF ALL UNITS	\$1,059,814	\$1,106,397	(\$46,584)	(4.21%)	(\$100,680)	(9.10%)
Closed Price psf Less Than 2685 SF	\$467	\$492	(\$25)	(5.11%)		
Closed Price psf Greater Than 2685 SF	\$413	\$464	(\$51)	(11.07%)		

1,342,941 \$1,731,867

BOTTOM LINE

1,564,372 \$0

The average NET CLOSING PRICE of the smaller homes is DOWN (\$85,329) or -8.9%

The average NET CLOSING PRICE of the LARGER homes is DOWN (\$129,112) or -9.3%

Baker Ranch SFR
1/1/19 - 6/30/19

Single Family Residence
1,500 to 4,500 sf

2019 compared to 2018 the Average Time On The Market

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

	2018 Summary			Units Closed
	DOM	CDOM	ED	
1595 to 2685 SF	66	95	50	0
2685 to 4752 SF	112	128	55	0

	2019 Summary			Units Closed
	DOM	CDOM	ED	
1595 to 2685 SF	84	99	40	0
2685 to 4752 SF	105	112	31	0

	2019 minus 2018 Variance			Units Closed
	DOM	CDOM	ED	
1595 to 2685 SF	18	4	(11)	0
2685 to 4752 SF	(8)	(16)	(23)	0

BOTTOM LINE

In 2019 the SMALLER PRODUCT was on the market on average 18 days MORE before contracting than 2018

In 2019 the LARGER PRODUCT was on the market on average -8 days LESS before contracting than 2018

Baker Ranch SFR
1,500 to 4,500 sf

Review Perio **1/1/19 - 6/30/19**

Data Date: **July 1, 2019**

Averages

2018	78	96	43
2019	51	63	40

List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Duration	List Month Average DOM		
											2018	2019	
2018		14	Peony	Canceled	12/29/2018		3/11/2019	72	72		January	90	58
		15	Windflower	Expired	7/30/2018		1/30/2019	184	184		February	100	58
		16	Honeysuckle	Withdrawn	7/25/2018		1/15/2019	174	174		March	64	70
		16	Seville	Expired	9/8/2018		5/31/2019	265	265		April	33	64
		18	Oleander	Active	10/8/2018		10/8/2018	266	266		May	146	42
		20	Barberry	Expired	12/5/2018		5/31/2019	177	177		June	84	15
		21	Hollyhock	Active	10/19/2018		10/19/2018	255	255		July	89	
		21	Juniper	Expired	12/4/2018		3/1/2019	87	87		August	82	
		22	Swift	Active	12/17/2018		12/17/2018	196	196		September	90	
		23	Forster	Closed	10/13/2018	1/1/2019	2/28/2019	80	138	58	October	52	
		25	Castellana	Canceled	9/18/2018		3/6/2019	169	169		November	49	
		26	Sorrel	Expired	10/22/2018		3/31/2019	160	160		December	20	
		29	Forster	Closed	7/31/2018	3/23/2019	4/19/2019	235	262	27	AVERAGE	75	51
		31	Hyacinth	Canceled	12/14/2018		3/20/2019	96	96				
		32	Goldenrod	Expired	9/21/2018		1/14/2019	115	115				
		32	Fuchsia	Active Under Contract	5/11/2018	6/18/2019	6/18/2019	403	416				
		36	Dogwood	Expired	9/27/2018		3/27/2019	181	181				
		38	Goldenrod	Canceled	11/5/2018		4/10/2019	156	156				
		40	Goldenrod	Closed	11/14/2018	5/16/2019	6/18/2019	183	216	33			
		40	Bluebell	Expired	8/15/2018		1/10/2019	148	148				
		40	Dogwood	Expired	9/27/2018		3/27/2019	181	181				
		42	Goldenrod	Closed	5/30/2018	6/7/2019	6/10/2019	373	376	3			
		42	Dogwood	Expired	8/27/2018		1/27/2019	153	153				
		43	Eclipse	Expired	11/27/2018		1/31/2019	65	65				
		46	Hyacinth	Canceled	7/21/2018		6/5/2019	319	319				
	60	Fuchsia	Expired	10/25/2018		4/25/2019	182	182					
	93	Fuchsia	Closed	9/12/2018	2/2/2019	2/15/2019	143	156	13				
	72	Eclipse	Pending	12/12/2018	6/8/2019	6/8/2019	178	201	23				
	65	Clover	Closed	12/16/2018	1/30/2019	2/20/2019	45	66	21				
	129	Lavender	Closed	2/15/2018	12/17/2018	1/28/2019	305	347	42				
											2019	42	
												41	
2019	1	15	Windflower	Closed	1/31/2019	2/15/2019	4/5/2019	15	64	49			

Baker Ranch SFR

1,500 to 4,500 sf

Review Perio **1/1/19 - 6/30/19**

Data Date: **July 1, 2019**

Averages

2018 78 96 43
2019 51 63 40

List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Durantion	List Month Average DOM
2019	1	16	Honeysuckle	Closed	1/25/2019	4/25/2019	5/29/2019	90	124	34	
	1	19	Lilac	Closed	1/2/2019	1/5/2019	2/5/2019	3	34	31	
	1	19	Heron	Canceled	1/2/2019		2/13/2019	42	42		
	1	25	Bellflower	Withdrawn	1/16/2019		5/15/2019	119	119		
	1	25	Hollyhock	Active	1/7/2019		1/7/2019	175	175		
	1	30	Fuchsia	Closed	1/29/2019	3/13/2019	4/15/2019	43	76	33	
	1	40	Bluebell	Closed	1/11/2019	4/3/2019	5/1/2019	82	110	28	
	1	59	Plumeria	Closed	1/2/2019	2/11/2019	3/12/2019	40	69	29	
	1	82	Fuchsia	Canceled	1/18/2019		2/5/2019	18	18		
	1	86	Fuchsia	Closed	1/28/2019	2/10/2019	4/10/2019	13	72	59	
	2	17	Windflower	Closed	2/3/2019	3/26/2019	4/24/2019	51	80	29	
	2	22	Gardenia	Active	2/6/2019		2/6/2019	145	145		
	2	25	Dogwood	Canceled	2/18/2019		3/21/2019	31	31		
	2	37	Manzanillo	Closed	2/28/2019	3/27/2019	4/8/2019	27	39	12	
	2	38	Cooper	Expired	2/16/2019		5/20/2019	93	93		
	2	91	Lavender	Canceled	2/19/2019		3/27/2019	36	36		
	2	116	Lavender	Active Under Contract	2/22/2019	6/25/2019	6/25/2019	123	129		
	2	80	Fuchsia	Closed	2/19/2019	3/5/2019	3/25/2019	14	34	20	
	2	347	Laurel	Closed	2/8/2019	3/24/2019	5/9/2019	44	90	46	
	2	70	Eclipse	Pending	2/14/2019	2/25/2019	2/25/2019	11	137	126	
	3	12	Hyacinth	Active	3/24/2019		3/24/2019	99	99		
	3	14	Peony	Canceled	3/13/2019		5/7/2019	55	55		
	3	20	Calliope	Closed	3/13/2019	3/26/2019	4/26/2019	13	44	31	
	3	20	Castellana	Active	3/25/2019		3/25/2019	98	98		
	3	30	Goldenrod	Active Under Contract	3/1/2019	5/13/2019	5/13/2019	73	122		
	3	31	Dogwood	Active	3/20/2019		3/20/2019	103	103		
	3	31	Hyacinth	Expired	3/19/2019		6/30/2019	103	103		
	3	56	Eclipse	Pending	3/19/2019	4/13/2019	4/13/2019	25	104	79	
	3	49	Fuchsia	Active Under Contract	3/19/2019	5/22/2019	5/22/2019	64	104		
	4	17	Juniper	Active	4/24/2019		4/24/2019	68	68		
	4	24	Oleander	Canceled	4/6/2019		5/9/2019	33	33		
	4	25	Dogwood	Closed	4/12/2019	4/27/2019	6/6/2019	15	55	40	
	4	33	Forster	Active	4/27/2019		4/27/2019	65	65		
	4	33	Dogwood	Active	4/5/2019		4/5/2019	87	87		

Baker Ranch SFR

1,500 to 4,500 sf

Review Perio **1/1/19 - 6/30/19**

Data Date: **July 1, 2019**

Averages

2018 78 96 43
2019 51 63 40

List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Durantion	List Month Average DOM
2019	4	42	Dogwood	Active	4/10/2019		4/10/2019	82	82		
	4	43	Lantana	Active	4/25/2019		4/25/2019	67	67		
	4	52	Wild Rose	Active	4/2/2019		4/2/2019	90	90		
	4	53	Pera	Active	4/23/2019		4/23/2019	69	69		
	5	19	Heron	Active	5/23/2019		5/23/2019	39	39		
	5	20	Sage	Closed	5/15/2019	6/2/2019	6/21/2019	18	37	19	
	5	24	Oleander	Active	5/9/2019		5/9/2019	53	53		
	5	25	Castellana	Closed	5/14/2019	5/18/2019	6/17/2019	4	34	30	
	5	26	Sorrel	Active	5/6/2019		5/6/2019	56	56		
	5	27	Sorrel	Canceled	5/3/2019		5/24/2019	21	21		
	5	36	Dogwood	Active	5/6/2019		5/6/2019	56	56		
	5	37	Lantana	Active	5/2/2019		5/2/2019	60	60		
	5	40	Dogwood	Active	5/6/2019		5/6/2019	56	56		
	5	78	Lilac	Active	5/26/2019		5/26/2019	36	36		
	5	126	Encantador	Active	5/1/2019		5/1/2019	61	61		
	6	14	Peony	Active	6/7/2019		6/7/2019	24	24		
	6	20	Barberry	Active	6/24/2019		6/24/2019	7	7		
	6	30	Sage	Active	6/23/2019		6/23/2019	8	8		
	6	40	Manzanillo	Active	6/19/2019		6/19/2019	12	12		
	6	42	Wild Rose	Active	6/18/2019		6/18/2019	13	13		
	6	46	Hyacinth	Active	6/6/2019		6/6/2019	25	25		
	6	47	Bluebell	Active	6/26/2019		6/26/2019	5	5		
	6	51	Lilac	Active	6/20/2019		6/20/2019	11	11		
	6	54	Eclipse	Active	6/19/2019		6/19/2019	12	12		
	6	58	Fuchsia	Active	6/12/2019		6/12/2019	19	19		
	6	13	Starflower	Active	6/5/2019		6/5/2019	26	26		
	7	31	Hyacinth	Active	7/1/2019		7/1/2019				

Grand Total

Baker Ranch SFR
1,500 to 4,500 sf

Review Period **1/1/19 - 6/30/19**

Data Date: **July 1, 2019**

Averages

2018	78	96	43
2019	51	63	40

List Year	List Month	Number	Street	Status	List Date	Contract Date	Closed or Expired	DOM	CDOM	Escrow Duration	List Month Average DOM
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Joe Richter
 California DRE 01744150
 Oregon REA 201008093
 CA CSLB 415070 861135

Baker Ranch SFR - 1,500 to 4,500 sf

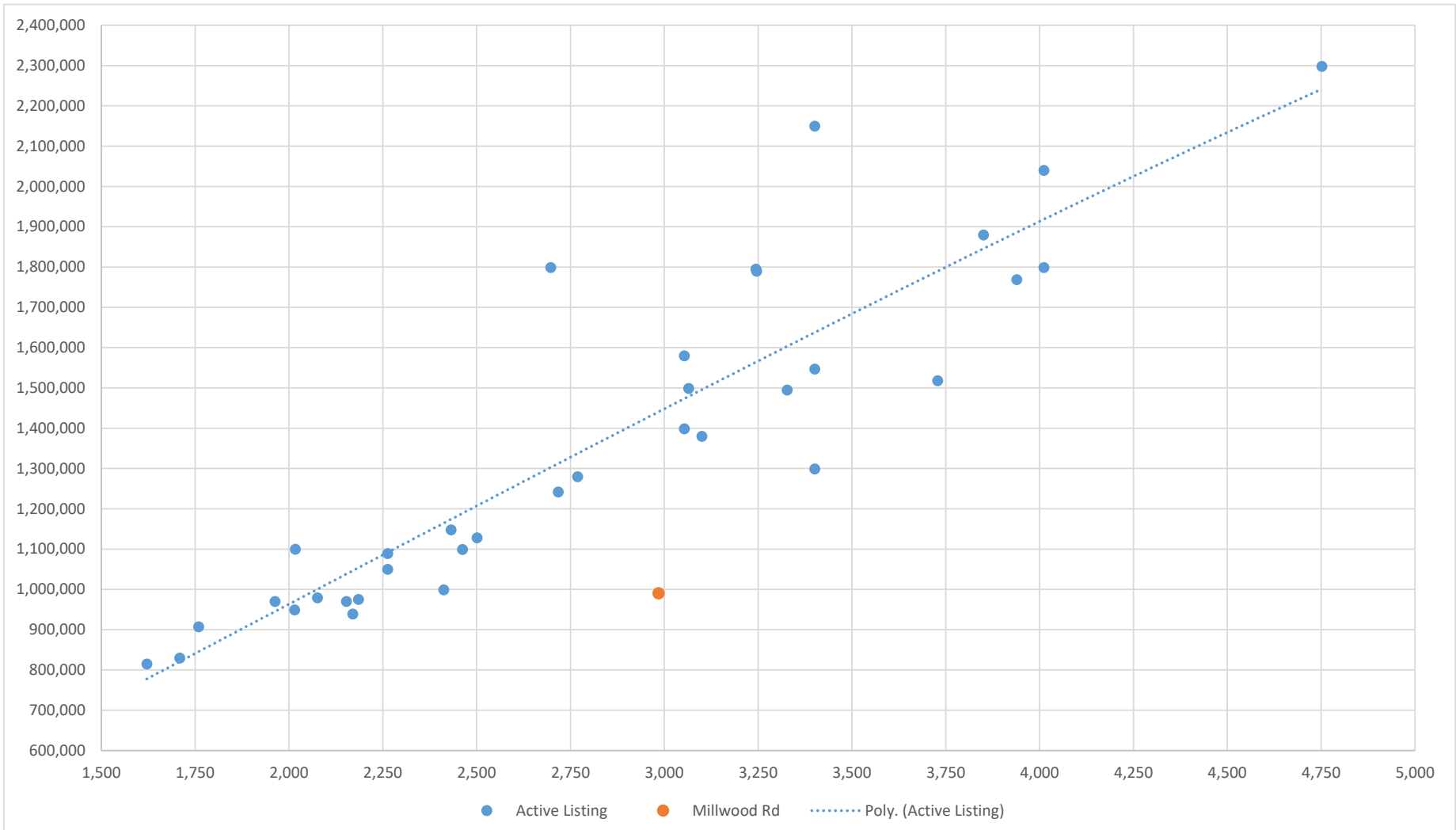
Period: **1/1/19 - 6/30/19**

Data: **7/1/2019**

ACTIVELY SELLING Single Family Residence

Status	DOM	Address	Square Footage	Original List Price	Current/Last List Price	Price Change	List Price \$ PSF				
Active	0	31 Hyacinth	4,011	2,039,888			509	Total active Sales	35		
Active	5	47 Bluebell	2,412	998,990			414	Active Lisitngs Less than 2685 SF	16		
Active	7	20 Barberry	3,728	1,518,000			407			Average Price	1,032,363
Active	8	30 Sage	1,621	815,000			503			Average SF	2,125
Active	11	51 Lilac	2,015	949,000			471	Average Price SF	472		
Active	12	40 Manzanillo	3,065	1,499,000			489	Active Lisitngs More than 2685 SF	19		
Active	12	54 Eclipse	1,759	907,207			516			Average Price	1,661,846
Active	13	42 Wild Rose	2,185	975,000			446			Average SF	3,409
Active	19	58 Fuchsia	1,709	829,900			486	Average Price SF	490		
Active	24	14 Peony	2,769	1,280,000			462				
Active	25	46 Hyacinth	4,011	1,799,000			449				

ACTIVELY SELLING Single Family Residence





Baker Ranch SFR - 1,500 to 4,500 sf

Joe Richter

California DRE 01744150

Oregon REA 201008093

CA CSLB 415070 861135

Period: **1/1/19 - 6/30/19**

Data: **7/1/2019**

ACTIVELY SELLING Single Family Residence

Baker Ranch SFR - 1,500 to 4,500 sf

Period **1/1/19 - 6/30/19**

Data: **7/1/2019**

CLOSED SALES Single Family Residence

Status	DOM	Cum- DOM	Address	Square Footage	Original List Price	Current/Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF			
										Total Closed Sales	22	
Closed	18	37	20 Sage	1,705	849,900		830,000	498	487	Closed Sales Less than 2685 SF		13
Closed	183	216	40 Goldenrod	3,066	1,410,000	1,335,000	1,225,000	460	400	Average Price		891,146
Closed	4	34	25 Castellana	2,507	1,029,000		1,020,000	410	407	Average SF		1,932
Closed	373	376	42 Goldenrod	3,401	1,498,888	1,298,888	1,220,000	441	359	Average Price SF		467
Closed	15	55	25 Dogwood	3,053	1,189,500		1,150,000	390	377	Closed Sales Greater than 2685 S		9
Closed	90	124	16 Honeysuckle	2,537	1,129,900	1,045,000	1,000,000	445	394	Average Price		1,303,444
Closed	44	90	347 Laurel	2,015	948,000	948,000	925,000	470	459	Average SF		3,160
Closed	82	110	40 Bluebell	2,185	948,000		940,000	434	430	Average Price SF		413
Closed	13	44	20 Calliope	4,545	1,998,000		1,936,000	440	426			
Closed	51	80	17 Windflower	2,769	1,300,000	1,300,000	1,210,000	469	437			
Closed	235	262	29 Forster	2,697	1,285,000	1,159,000	1,080,000	476	400	Average Exclusive of Outliers	DOM	CDOM
Closed	43	76	30 Fuchsia	1,709	845,000	845,000	815,000	494	477	Average	83.5	114.7
Closed	13	72	86 Fuchsia	1,709	845,000		845,000	494	494	Median	43.5	74.0
Closed	27	39	37 Manzanillo	3,100	1,499,900	1,499,900	1,390,000	484	448	Quartile 1	15.0	46.8
Closed	15	64	15 Windflower	3,092	1,325,000		1,290,000	429	417	Quartile 3	88.0	134.5
Closed	14	34	80 Fuchsia	1,658	824,880		820,000	498	495	QR	73.0	-27.3
Closed	40	69	59 Plumeria	2,062	975,000		955,000	473	463	Stand Range	132.0	201.8
Closed	80	138	23 Forster	2,717	1,239,900		1,230,000	456	453	Upper Range	-117.0	-155.0
Closed	45	66	65 Clover	1,621	815,000	815,000	805,000	503	497	Lower Range / OUTLIERS	220.0	336.3
Closed	143	156	93 Fuchsia	1,658	895,000	885,000	865,000	540	522			
Closed	3	34	19 Lilac	1,819	894,900		890,000	492	489			
Closed	305	347	129 Lavender	1,936	874,900	891,483	874,900	452	452			
											List Price	Closed Price
										er. Exclusive of Outliers	\$ 1,077,270	\$ 1,018,090
										Average	\$ 1,119,121	\$ 1,059,814
										Median	\$ 1,002,000	\$ 977,500
										Quartile 1	\$ 879,900	\$ 867,475
										Quartile 3	\$ 1,296,250	\$ 1,217,500
										IQR	\$ 416,350	\$ 350,025
										Stand Range	\$ 624,525	\$ 525,038
										Upper Range	\$ 255,375	\$ 342,438
										Lower Range / OUTLIERS	\$ 1,920,775	\$ 1,742,538

Baker Ranch SFR - 1,500 to 4,500 sf

Period **1/1/19 - 6/30/19**

Data: **7/1/2019**

CLOSED SALES Single Family Residence

Status	DOM	Cum- DOM	Address	Square Footage	Original List Price	Current/Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF	Total Closed Sales	22
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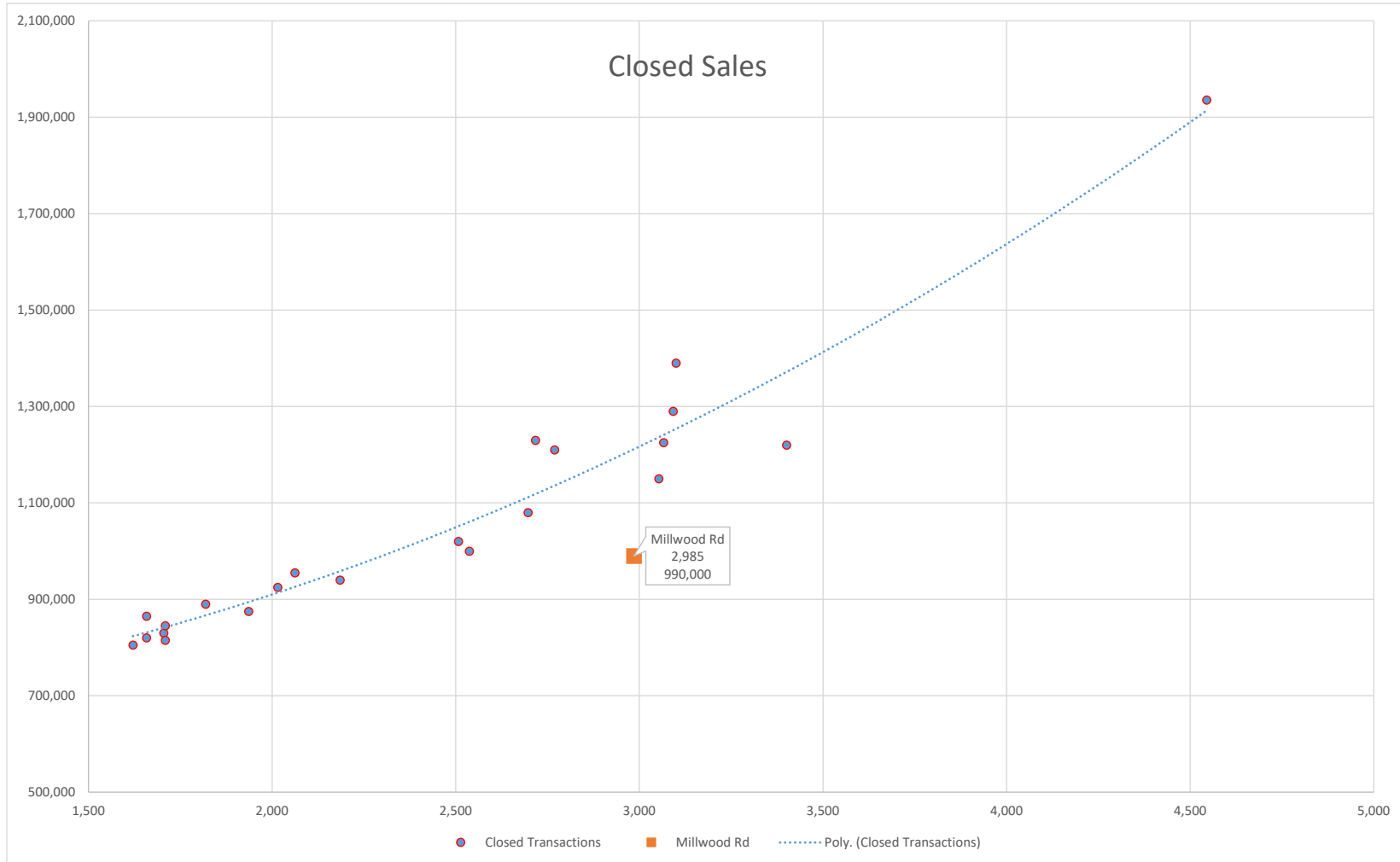
	Square Footage	
Aver. Exclusive of Outliers	\$ 2,435	
Average	\$ 2,435	
Median	\$ 2,346	
Quartile 1	\$ 1,737	
Quartile 3	\$ 2,982	
IQR	\$ 1,246	
Stand Range	\$ 1,868	
Upper Range	\$ (132)	
Lower Range / OUTLIERS	\$ 4,850	

Baker Ranch SFR - 1,500 to 4,500 sf

Period

Data: **7/1/2019**

CLOSED SALES



Baker Ranch SFR - 1,500 to 4,500 sf

Period

Data: **7/1/2019**

CLOSED SALES
