

Baker Ranch Current Home Values & Market Trends

January 1st through June 30th, 2020



Watch Our YouTube



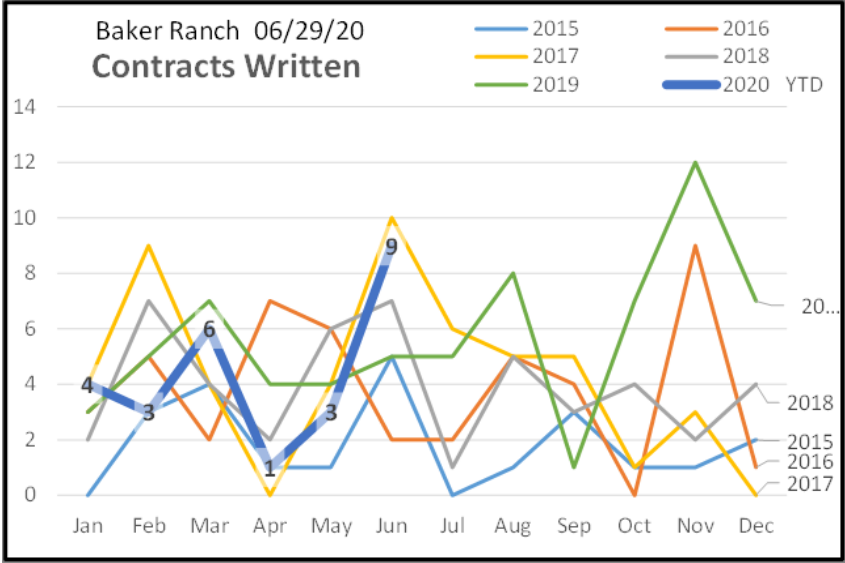
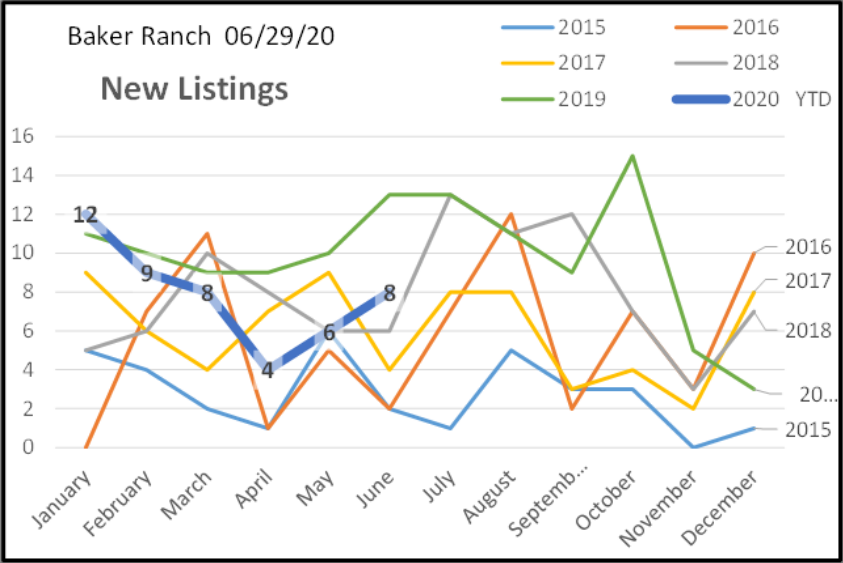
Presentation

[OPEN LISTING DETAILS CLICK HERE](#)

New Listings Remain inside the High-Low range of the prior 5 Years

New Listings are doing well, inside of the normal range of the prior 5 years

Contracts Written hit their second highest levels for a June



Market Type In 2020

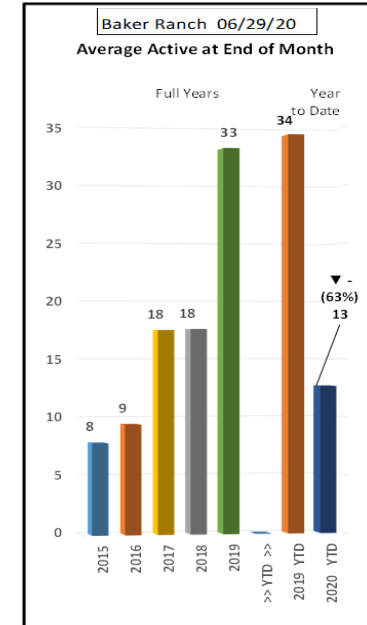
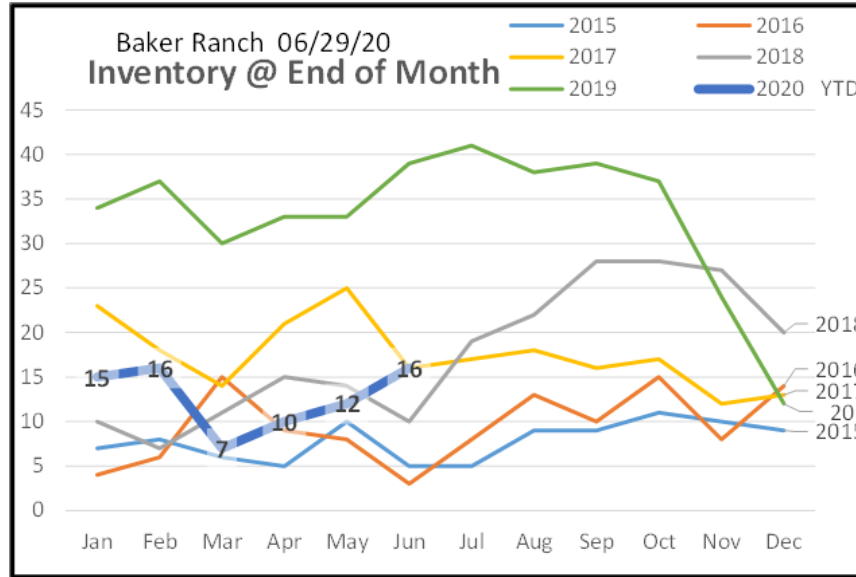
The Baker Ranch market is currently a Sellers' Market with 3.1 months of inventory

As seen in the Blue line the number of homes for sale is in a very normal level

As seen in the yellow column, inventory is down 63% below 2019 levels BUT the green line and green Column show 2019 levels were exceptionally high relative to the other years.

Chapman University defines a Buyer's Market in Southern California as being 3.5 months or more of inventory.

Baker Ranch		
6/29/2020	Market Type	YOY Monthly Inventory
Jan-2020	Seller	2.8
Feb-2020	Seller	2.8
Mar-2020	Seller	1.2
Apr-2020	Seller	1.8
May-2020	Seller	2.2
Jun-2020	Seller	3.1
Jul-2020		
Aug-2020		
Sep-2020		
Oct-2020		
Nov-2020		
Dec-2020		



New and Active Listings Status

Monitoring the current listings and the new listings added over the prior 90-days helps us anticipate movement in the market.

- **There are 16 Active listings.**
 - **There were 12 in our last report.**
- **There were 18 New Listings over the past 90 days.**
 - **11 of those homes are still on the market.**
- **There were 11 new listings during over the past 30 days.**

LISTINGS:	Baker Ranch 6/29/2020	<i>Active</i>	<i>A.U.C</i>	<i>Pending</i>	<i>Closed</i>	<i>Expired</i>	<i>Hold</i>
	Current Active Listings: 16						
	<i>New Listing in the last 90 days</i> 18	11	4	2	0	1	0
	<i>New Listing in the last 30 days</i> 11						

Three Key Steps to Buying and Selling:

The three essential steps in selling and buying are:

- a. New Listings = reflects a Willing selling
- b. Contracts Written = reflects a Willing buyer
- c. Closings = is the execution of the technical aspects of the Purchase Contract by the Buyer with lender cooperation.

Compared to the same period in 2019:

New Listings are Down 24%,

Contracts Written are Down 7%

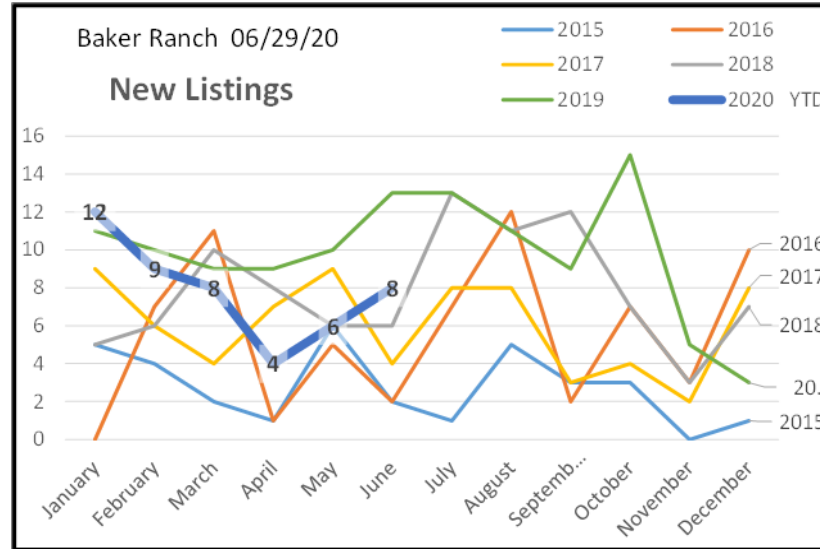
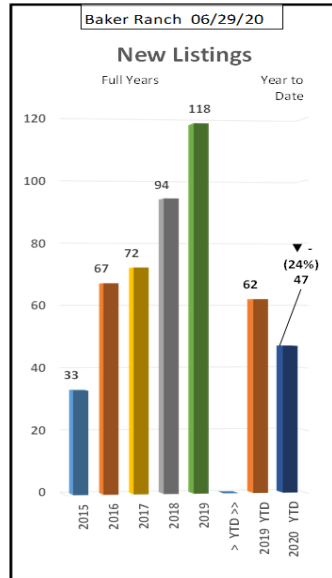
Closing are UP 9%

New Listings Trends

New Listings as seen in the column chart are **down 24%**.
In our last report they were down 33%.

The blue line represents year-to-date (YTD) for 2020.

Fannie Mae is forecasting very strong 3rd and 4th quarters.



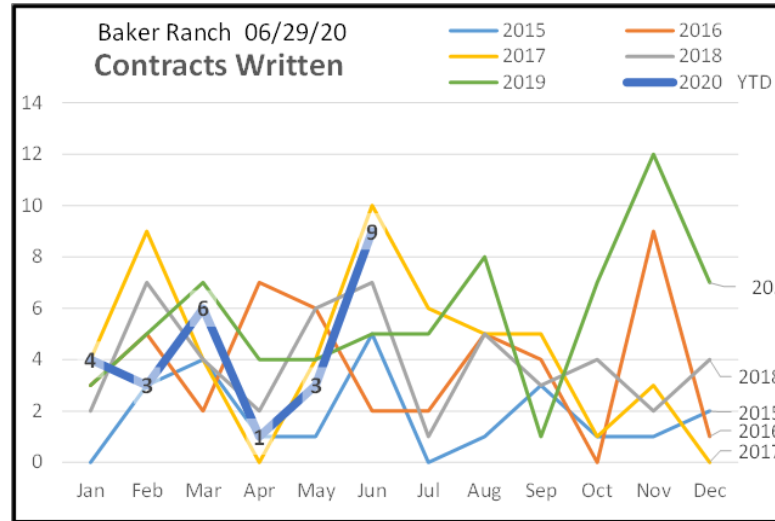
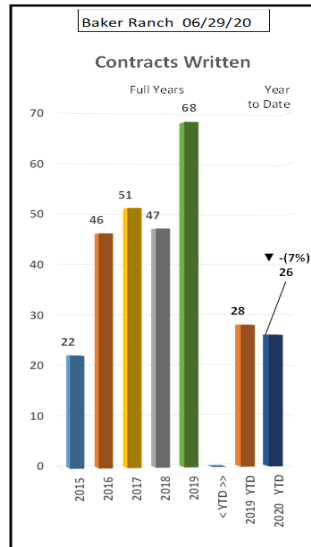
Contracts Written Trends

The **Contracts Written** are only **DOWN 7%** FOR THE SAME PERIOD in 2019.

This is due to very good January and February numbers to the year.

By April Contracts Written were finally slowing due to the news.

This was the best June of the prior 5 years.

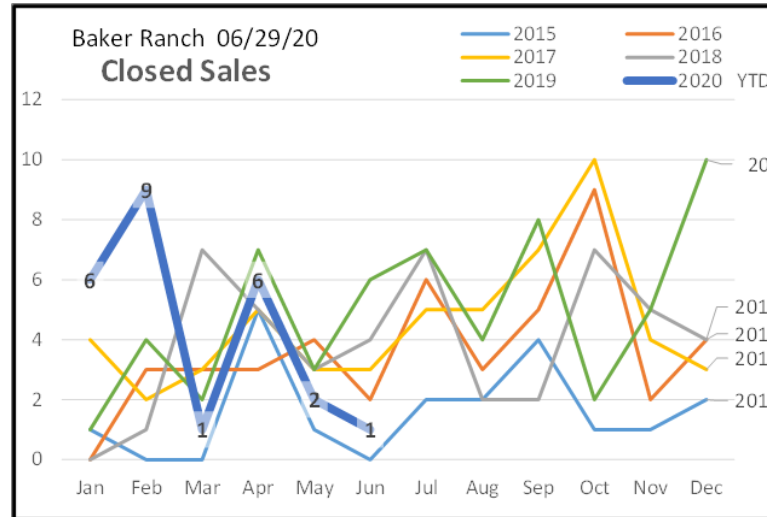
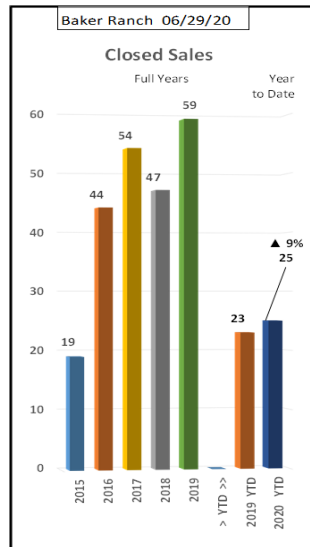


Closed Sales Trends

Closings are Up 9%

The year started off as the best-ever in Baker Ranch with 6 closings in January and 9 in February. Closings follow Contracts Written by 35 to 45 days so we should see improvement in August.

HOWEVER, Fannie Mae is forecasting a strong recovery in the 3rd and 4th quarters. WE EXPECT to see a "SLINGSHOT" recovery



Home Values

The POSITIVE NEWS IS:
The **average price** for all sizes is **UP 12.5%** compared to 2019.

PRICE (Average) Baker Ranch 6/29/2020	Net Change		
Closed Price Less Than 2547 SF	\$885,667	(\$50,975)	(5.7%)
Closed Price Greater Than 2547 SF	\$1,443,417	\$169,907	13.0%
<small>Note: BR entered a Buyer's Market in July 2018 & again in 2019</small>	\$1,287,000	\$116,850	9.7%
Average Closed Price of ALL Homes	\$1,153,387	\$127,189	12.5%
<p>Square Footage Range from: 1600 to 4224 Square Footage Average = 2620 <u>Average SF of homes LESS than 2547 SF is: 2036</u> <u>Average SF of homes GREATER than 2547 SF is: 3156</u></p>			

Average Price of Current Active Listings

Average Current/Last List Price of all Active Listings: \$1,154,000.

- The high is \$1,495,000
- the low is \$873,000

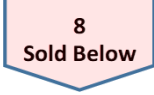


Baker Ranch		Period 1/1/20 - 6/29/20		
1500 SF - 4500 Sf		Data Date: 6/29/2020		
90-Day Market Trends				
Current/Last List Price				
Average of ALL Status Types		\$1,185,288		
Count:	All Active 16	"New" Active: 11	Sold/Closed: 9	Count
Median 4-Sale Price	1,212,500	\$1,227,000	\$1,227,000	Median Sold Price
Average	1,154,304	\$1,284,614	\$1,108,111	Average
Highest	1,495,000	\$2,580,000	\$1,299,000	Highest
Lowest	873,000	\$918,888	\$829,000	Lowest
Most Recent	6/12/2020		6/22/2020	Most Recent
Status Types				
Active, New Listings, Active Under Contract, Expired, Canceled, Withdrawn, Pending, Closed & Hold/Do-Not-Show				

90-Day CLOSINGS

90-day closed prices are the most common method used in CMA's to estimate home values.

Over the past 90 days:

- **9** homes have closed.
 - **8** homes closed BELOW revised List Price.
 - **0** homes closed AT revised List Price
 - **1** home closed ABOVE revised List Price

Baker Ranch 1500 SF - 4500 Sf		Period	1/1/20 - 6/29/20			
90-Day Market Trends		Data:	6/29/2020			
AVERAGE CLOSED PRICE						
\$1,067,000						
Price Change from Original List			# of Homes			
(3.59%)			11%			
Below Current List Price			ABOVE List			
						
Closed Price vs. Original List						
			Count	Ratio	Discount	Excludes Largest
Average of All:		(\$41,111)	9		(3.59%)	
Av. Excluding Largest:		(\$41,111)			0.00%	
SOLD						
BELOW Ask:	Largest Decrease:	(\$120,000)	8	89%	(9.27%)	
ABOVE Ask:	Most Above:	\$51,000	1	11%	4.08%	
AT Ask:	At Original List		0	0%		

Days on Market (DOM)

Days on market in a leading indicator of future home prices and inventory

1. Average Days on Market for current Active Listings is 71 Days.
2. In our last report DOM was 95 days.
3. DOM for the so far this

homes that have closed year is 50 days.

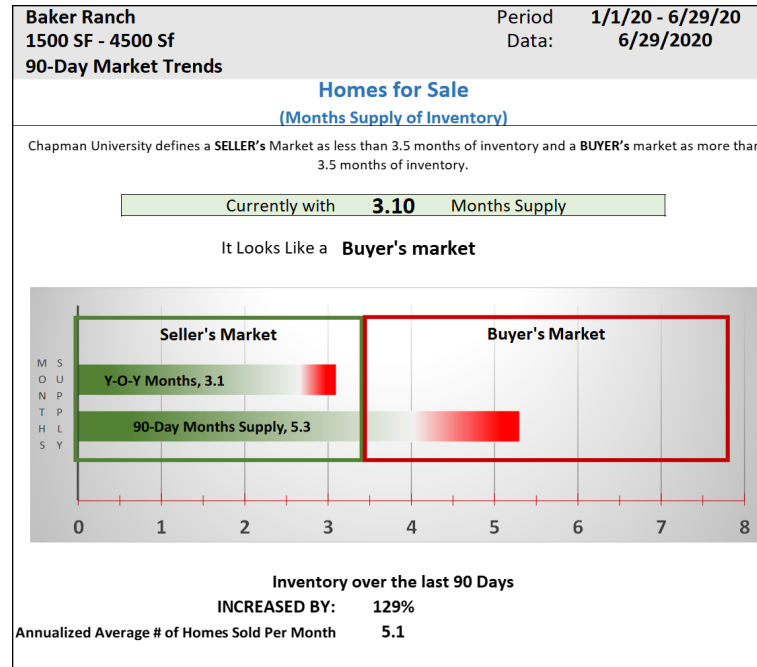
Baker Ranch		Period	1/1/20 - 6/29/20			
1500 SF - 4500 Sf		Data:	6/29/2020			
90-Day Market Trends						
Days On Market (DOM)						
90-Day Average of ALL Status Types		54				
Year To Date Average of ALL Status Types		82				
DOM is the number of days from Listing Contract to Purchase Contract						
Year To Date						
STATUS	Count	Most Recent	Average	Excl. of Outliers	Longest	Shortest
Active Listings:	16	6/12/2020	71	71	242	17
Sold/Closed:	25	6/22/2020	50		147	7
Under Contract	8		92		260	17
Pending	3		55		104	14
Expired	7		164		364	51
Canceled	6		135		325	44
Withdrawn	5		79		120	25
Hold	1		0		0	0

Months of Inventory:

Months of Inventory is the final metric used to define a market as either a Seller or Buyers' Market

- Year-Over-Year (Y-O-Y) Inventory stands at: 3.1 months,
- Inventory was at 2.2 months 30 days ago.

Chapman University defines a Buyer's Market in Southern California as being 3.5 months or more of Inventory.



Inventory Trend Indicators

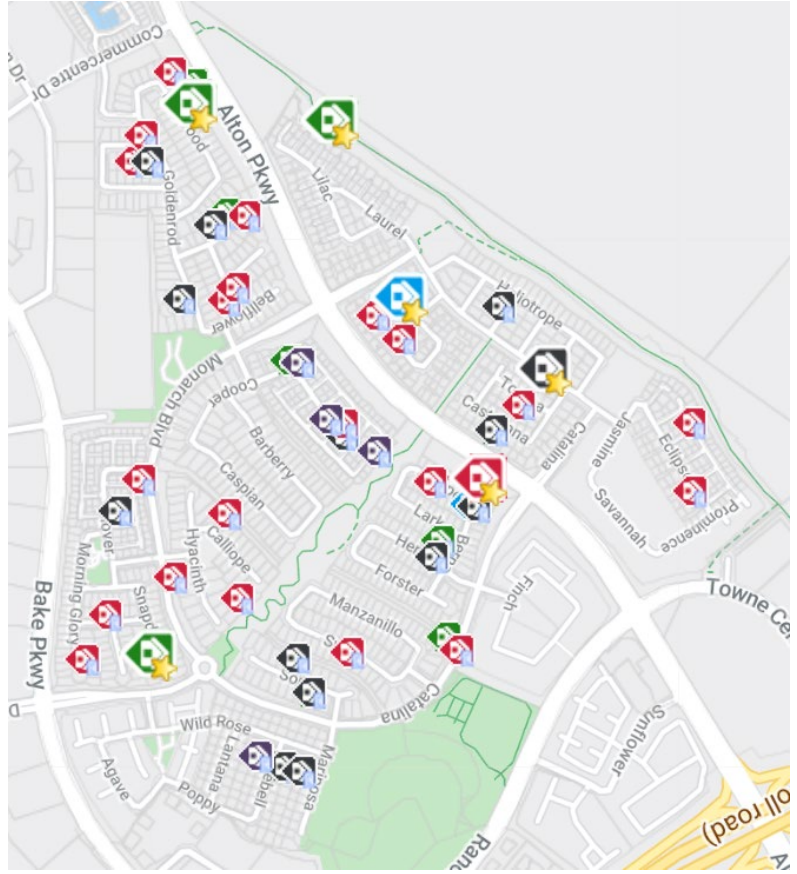
<p>To aid in forecasting we monitor three measures of inventory 90-day Trends will give us a sense of a surge in New Listings or Contracts Written.</p>	<p>Inventory is UP 128% from where it was 90 days ago</p> <p>Note: check out the line graph in the Market Type section</p>
<p>Year-over-Year inventory helps measure how steady, normal, dependable a market is.</p>	<p>YOY inventory is DOWN 63%. Compared to the same period in 2019.</p>
<p>Monitoring the month by month comparison lets us check on seasonal abnormalities.</p>	<p>June 2020 compared to June 2019 is DOWN 59%.</p>

INVENTORY: Baker Ranch 6/29/2020			
Inventory @End Of Month:	16	1	add Holds
Absorption Rate (monthly)	5.1		
Months Supply	3.1	Seller's Market	
90-Day Inventory Change	9	INCREASE ▲	128.6%
Year-Over-Year Average EOM Inventory Change	(22)	DECREASE ▼	(63.1%)
June 2019 vs. June 2020	(23)	DECREASE ▼	(59.0%)

Map of Market Activity











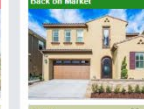





















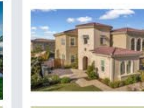
This map can be found on our website www.Joe-Richter.com > Predefined Community Listings

- Green = Active
- Blue = Active Under Contract
- Red = Closed
- Orange = Pending
- Black = Expired, Cancelled or Withdrawn



Listing Thumbnails

The listing detail provided from our website www.joe-richter.com > Predefined Community Listings

<p>SOLD</p>  <p>1/49</p> <p>\$1,230,000</p> <p>5 beds, 4 full baths, 2,647 sqft, 3,447 sqft lot. Built in 2017, \$482.92/sqft, Single Family Residence</p> <p>•21 Juniper Lake Forest 92630</p>	<p>Active Under Contract</p>  <p>1/43</p> <p>\$963,000</p> <p>3 beds, 2 full baths, 1 partial baths, 1,650 sqft, 3,047 sqft lot. Built in 2018, \$583.03/sqft, Single Family Residence</p> <p>•123 Lavender Lake Forest 92630</p>	<p>EXP</p>  <p>1/49</p> <p>\$1,250,000</p> <p>4 beds, 3 full baths, 2,607 sqft, 3,950 sqft lot. Built in 2017, \$488.60/sqft, Single Family Residence</p> <p>•36 Torosa Lake Forest 92630</p>	<p>Price Decrease</p>  <p>1/26</p> <p>\$1,488,000</p> <p>5 beds, 4 full baths, 1 partial baths, 3,904 sqft lot. Built in 2018, \$481.65/sqft, Single Family Residence</p> <p>•33 Dogwood Lake Forest 92630</p>	<p>Active Under Contract</p>  <p>1/33</p> <p>\$1,299,000</p> <p>4 beds, 4 full baths, 2,697 sqft, 3,904 sqft lot. Built in 2018, \$481.65/sqft, Single Family Residence</p> <p>•16 Juniper Lake Forest 92630</p>	<p>Price Decrease</p>  <p>1/37</p> <p>\$1,025,000</p> <p>4 beds, 4 full baths, 2,432 sqft, 4,816 sqft lot. Built in 2014, \$421.46/sqft, Single Family Residence</p> <p>•18 Oleander Lake Forest 92630</p>	<p>Price Decrease</p>  <p>1/15</p> <p>\$1,045,000</p> <p>4 beds, 3 full baths, 2,062 sqft, 3,725 sqft lot. Built in 2016, \$506.78/sqft, Single Family Residence</p> <p>57 Lilac Lake Forest 92630</p>	<p>NEW</p>  <p>1/15</p> <p>\$1,050,000</p> <p>4 beds, 3 full baths, 2,507 sqft, 3,819 sqft lot. Built in 2017, \$418.83/sqft, Single Family Residence</p> <p>41 Castellana Lake Forest 92630</p>	<p>Back on Market</p>  <p>1/56</p> <p>\$1,468,800</p> <p>6 beds, 5 full baths, 4,000 sqft, 6,100 sqft lot. Built in 2015, \$387.20/sqft, Single Family Residence</p> <p>21 Hollyhock Lake Forest 92630</p>	<p>SOLD</p>  <p>1/68</p> <p>\$1,175,000</p> <p>6 beds, 4 full baths, 2,647 sqft, 4,197 sqft lot. Built in 2017, \$461.32/sqft, Single Family Residence</p> <p>30 Juniper Lake Forest 92630</p>	<p>Back on Market</p>  <p>1/47</p> <p>\$1,495,000</p> <p>6 beds, 4 full baths, 1 partial baths, 3,401 sqft, 4,604 sqft lot. Built in 2016, \$439.58/sqft, Single Family Residence</p> <p>36 Dogwood Lake Forest 92630</p>
 <p>1/28</p> <p>\$828,000</p> <p>3 beds, 2 full baths, 1 partial baths, 1,663 sqft, 2,716 sqft lot. Built in 2016, \$489.07/sqft, Single Family Residence</p> <p>44 Fuchsia Lake Forest 92630</p>	 <p>1/22</p> <p>\$839,900</p> <p>3 beds, 2 full baths, 1 partial baths, 1,558 sqft, 2,896 sqft lot. Built in 2016, \$506.87/sqft, Single Family Residence</p> <p>20 Cooper Lake Forest 92630</p>	 <p>1/1</p> <p>\$1,300,000</p> <p>4 beds, 4 full baths, 1 partial baths, 2,992 sqft, 4,827 sqft lot. Built in 2014, \$434.49/sqft, Single Family Residence</p> <p>16 Windflower Lake Forest 92630</p>	 <p>1/31</p> <p>\$1,200,000</p> <p>5 beds, 4 full baths, 1 partial baths, 3,100 sqft, 6,411 sqft lot. Built in 2016, \$387.10/sqft, Single Family Residence</p> <p>30 Swift Lake Forest 92630</p>	 <p>1/60</p> <p>\$1,100,000</p> <p>4 beds, 3 full baths, 1 partial baths, 2,637 sqft, 6,900 sqft lot. Built in 2015, \$384.74/sqft, Single Family Residence</p> <p>10 Honeysuckle Lake Forest 92630</p>	 <p>1/10</p> <p>\$928,000</p> <p>5 beds, 3 full baths, 2,412 sqft, 3,306 sqft lot. Built in 2015, \$324.74/sqft, Single Family Residence</p> <p>47 Bluebell Lake Forest 92630</p>	 <p>1/37</p> <p>\$928,000</p> <p>4 beds, 3 full baths, 2,412 sqft, 3,306 sqft lot. Built in 2015, \$324.74/sqft, Single Family Residence</p> <p>38 Bluebell Lake Forest 92630</p>	 <p>1/18</p> <p>\$800,000</p> <p>4 beds, 3 full baths, 1,712 sqft, 2,359 sqft lot. Built in 2015, \$467.29/sqft, Single Family Residence</p> <p>24 Clover Lake Forest 92630</p>	 <p>1/59</p> <p>\$1,418,000</p> <p>6 beds, 4 full baths, 1 partial baths, 2,907 sqft, 4,500 sqft lot. Built in 2017, \$487.79/sqft, Single Family Residence</p> <p>16 Penumbra Lake Forest 92630</p>	 <p>1/32</p> <p>\$1,227,000</p> <p>6 beds, 4 full baths, 2,717 sqft, 3,375 sqft lot. Built in 2016, \$461.60/sqft, Single Family Residence</p> <p>19 Heron Lake Forest 92630</p>	 <p>1/43</p> <p>\$990,000</p> <p>6 beds, 4 full baths, 2,667 sqft, 3,878 sqft lot. Built in 2018, \$371.20/sqft, Single Family Residence</p> <p>385 Pinnacle Dr Lake Forest 92630</p>
 <p>1/75</p> <p>\$1,020,000</p> <p>4 beds, 4 full baths, 2,432 sqft, 4,706 sqft lot. Built in 2015, \$418.41/sqft, Single Family Residence</p> <p>16 Morning Glory Lake Forest 92630</p>	 <p>1/36</p> <p>\$1,650,000</p> <p>6 beds, 6 full baths, 1 partial baths, 3,850 sqft, 5,902 sqft lot. Built in 2017, \$428.87/sqft, Single Family Residence</p> <p>26 Somel Lake Forest 92630</p>	 <p>1/29</p> <p>\$1,800,000</p> <p>4 beds, 4 full baths, 1 partial baths, 2,807 sqft, 4,732 sqft lot. Built in 2016, \$641.29/sqft, Single Family Residence</p> <p>11 Manzanillo Lake Forest 92630</p>	 <p>1/39</p> <p>\$900,000</p> <p>3 beds, 2 full baths, 1 partial baths, 1,872 sqft, 2,814 sqft lot. Built in 2017, \$466.39/sqft, Single Family Residence</p> <p>101 Lavender Lake Forest 92630</p>	 <p>1/27</p> <p>\$870,000</p> <p>4 beds, 3 full baths, 2,121 sqft, 1,872 sqft lot. Built in 2017, \$410.18/sqft, Single Family Residence</p> <p>33 Torosa Lake Forest 92630</p>	 <p>1/67</p> <p>\$1,525,000</p> <p>6 beds, 4 full baths, 1 partial baths, 3,401 sqft, 6,915 sqft lot. Built in 2015, \$448.40/sqft, Single Family Residence</p> <p>19 Starflower Lake Forest 92630</p>	 <p>1/28</p> <p>\$1,219,000</p> <p>4 beds, 4 full baths, 1 partial baths, 2,769 sqft, 4,024 sqft lot. Built in 2016, \$440.23/sqft, Single Family Residence</p> <p>14 Goldenrod Lake Forest 92630</p>	 <p>1/63</p> <p>\$1,185,000</p> <p>6 beds, 4 full baths, 1 partial baths, 3,092 sqft, 4,500 sqft lot. Built in 2014, \$383.25/sqft, Single Family Residence</p> <p>17 Tigerlily Lake Forest 92630</p>	 <p>1/17</p> <p>\$1,200,000</p> <p>6 beds, 6 full baths, 1 partial baths, 3,050 sqft, 5,465 sqft lot. Built in 2016, \$549.25/sqft, Single Family Residence</p> <p>12 Starflower Lake Forest 92630</p>	 <p>1/61</p> <p>\$1,868,000</p> <p>4 beds, 4 full baths, 1 partial baths, 3,401 sqft, 10,015 sqft lot. Built in 2016, \$549.25/sqft, Single Family Residence</p> <p>53 Para Lake Forest 92630</p>	 <p>1/60</p> <p>\$2,000,000</p> <p>6 beds, 5 full baths, 1 partial baths, 4,208 sqft, 11,130 sqft lot. Built in 2016, \$475.29/sqft, Single Family Residence</p> <p>15 Hyacinth Lake Forest 92630</p>

Current Active Listing

								Data:	6/29/2020
ACTIVELY SELLING Single Family Residential								(3.82%)	Average Price Reduction
Status	DOM	Address	Square Footage	Original List Price	Current/Last List Price	Price Change	List Price \$	PSF	
Active	17	19 Lark	2,717	1,250,000	1,250,000	0.00%	460	Total active Sales	16
Active	18	19 Eclipse	1,800	918,888	918,888	0.00%	510	Active Lisitngs Less than 2547 SF	7
Active	21	35 Lavender	2,145	958,880	958,880	0.00%	447	Average Price	947,538
Active	21	18 Goldenrod	3,092	1,248,000	1,248,000	0.00%	404	Average SF	1,978
Active	27	331 Laurel	1,800	925,000	925,000	0.00%	514	Average Price SF	484
Active	28	19 Heron	2,717	1,227,000	1,227,000	0.00%	452	Active Lisitngs More than 2547 SF	9
Active	30	21 Sorrel	4,045	2,580,000	2,580,000	0.00%	638	Average Price	1,473,532
Active	36	14 Peony	2,769	1,198,000	1,198,000	0.00%	433	Average SF	3,167
Active	36	38 Swift	3,044	1,495,000	1,495,000	0.00%	491	Average Price SF	462
Active	40	115 Mesa Verde	3,313	1,279,990	1,279,990	0.00%	386		
Active	45	41 Castellana	2,507	1,050,000	1,050,000	0.00%	419		
Active	118	37 Lantana	2,076	929,000	929,000	0.00%	447		
Active	124	357 Laurel	1,808	978,000	978,000	0.00%	541		
Active	165	60 Fuchsia	1,709	873,000	873,000	0.00%	511	Average Exclusive of Outliers	71
Active	166	36 Dogwood	3,401	1,495,000	1,495,000	0.00%	440	Average DOM	71
Active	242	33 Dogwood	3,401	1,547,888	1,488,800	(3.82%)	455	Median	36
								Quartile 1	26
								Quartile 3	120
								QR	94
								Stand Range	141
								Upper Range	(116)
								OUTLIERS are >	261
Closed Homes Outliers									
				DOM	List Price	Closed Price			
				160	1,917,500	1,770,000			

Closing In 2020

Baker Ranch - 1500 SF - 4500 Sf										(3.24%) Average Price Chg		Period: 1/1/20 - 6/29/20	
										2.68% Average Price Increa		Data: 6/29/2020	
CLOSED SALES Single Family Residential										(4.29%) Average Price Reduction			
Status	DOM	Cum- DOM	Address	Square Footage	Original List Price	Current/Last List Price	Closed Price	Δ O v L	List Price \$ PSF	Closed Price \$ PSF			
										Total Closed Sales		25	
										Closed Sales Less than 2547 SF		13	
										Average Price		885,667	
										Average SF		1,970	
										Average Price SF		455	
										Closed Greater than 2547 SF		12	
										Average Price		1,443,417	
										Average SF		3,200	
										Average Price SF		450	
										DOM		CDOM	
										Average Exclusive Outliers		50.0	
										Average		50.0	
										Median		46.0	
										Quartile 1		20.0	
										Quartile 3		64.0	
										QR		44.0	
										Stand Range		96.0	
										Upper Range		-76.0	
										OUTLIERS are >		160.0	
										List Price		Closed Price	
										Aver. Exclusive Outliers		\$ 1,117,198	
										Average		\$ 1,193,662	
										Median		\$ 1,148,000	
										Quartile 1		\$ 880,000	
										Quartile 3		\$ 1,295,000	
										IQR		\$ 415,000	
										Stand Range		\$ 622,500	
										Upper Range		\$ 257,500	
										OUTLIERS are >		\$ 1,917,500	

Closings Graph

The Red Dots are the Closed Price

The Gray Dots are the Original List Price

Most of the time the Gray Dot is above the Red indicating a Price Reduction.

You can see places where the Gray Dot is below the Red indicating a Price Increase.

