

Coto de Caza Homes Priced from \$1M to \$2M January 1st through June 30th, 2020

Watch Our YouTube

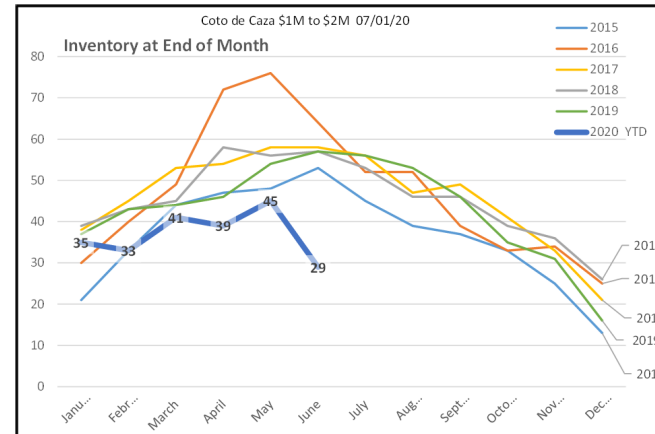
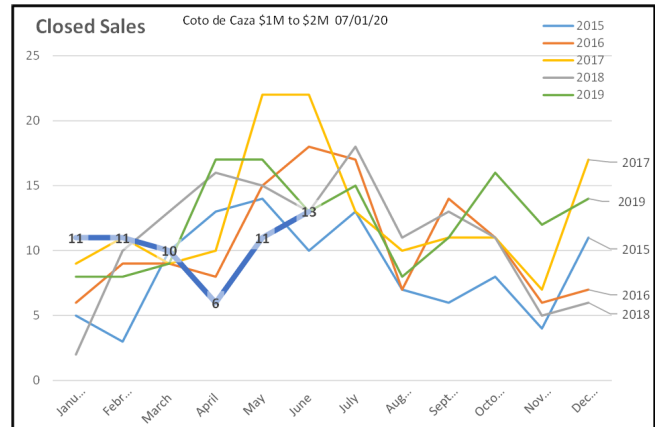
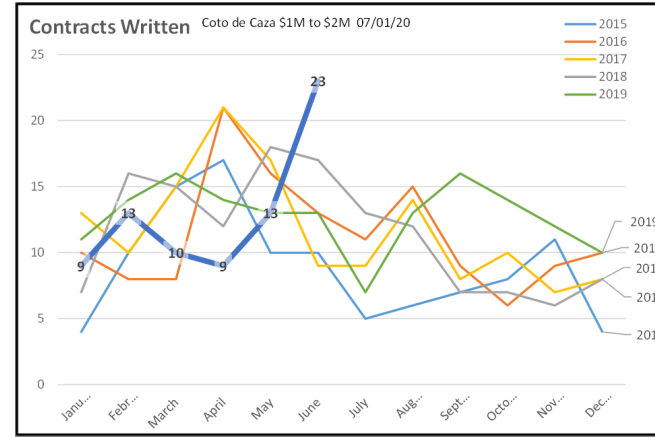
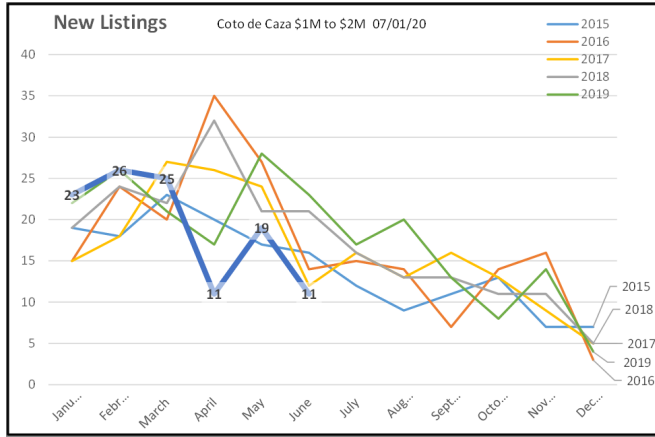


Presentation



[OPEN LISTING DETAILS](#) [CLICK HERE](#)

New Listings Steady, Contracts Written Best month in 5 Years Closing Rise to normal territory / Inventory Remains Low



Market Type In 2020

Coto is currently a Seller's Market with 2.8 Months of Inventory

This is a quick, strong recovery to its February position after 3 months of sliding during the Stay-at-Home order.

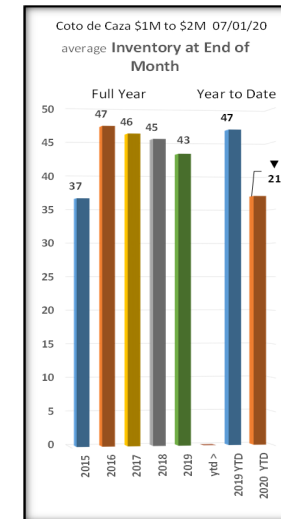
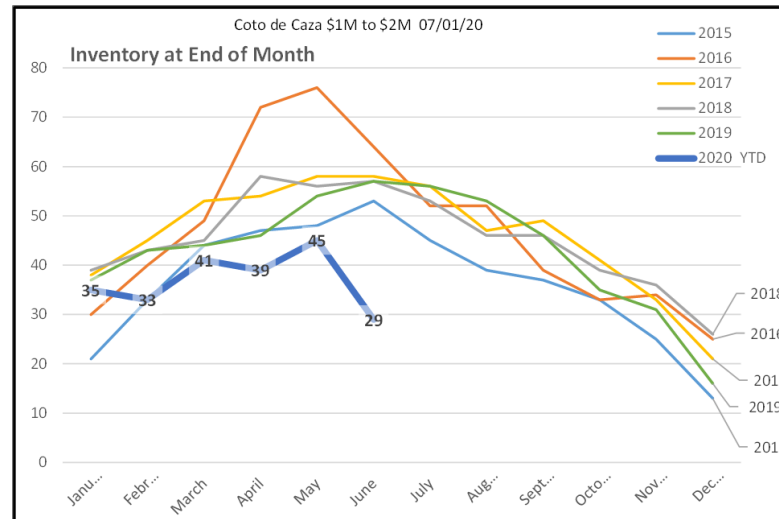
Coto was a Buyer's Market during the month of May with 4.3 months of inventory

Inventory is down 21% from 2019 levels

The blue line shows the number of homes on the market is quite low

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

Coto de Caza \$1M to \$2M		
7/1/2020	Market Type	YOY Monthly Inventory
Jan-2020	Seller	3.0
Feb-2020	Seller	2.8
Mar-2020	Seller	3.4
Apr-2020	Seller	3.4
May-2020	Buyer	4.3
Jun-2020	Seller	2.8
Jul-2020		
Aug-2020		
Sep-2020		
Oct-2020		
Nov-2020		
Dec-2020		



New Listings Status in 2020

We monitor the active listings to keep an eye on situations that can foretell changes in home values and market types.

- **There are 29 Active listings.**
 - **There were 45 Active Listings in our last report**
- **There were 40 New Listings over the past 90 days.**
 - **18 of those homes are still on the market.**

LISTINGS Coto de Caza \$1M to \$2M	7/1/2020	<i>Active</i>	<i>A.U.C</i>	<i>Pending</i>	<i>Closed</i>	<i>Expired</i>	<i>Hold</i>
Current Active Listings:	29						
<i>New Listing in the last 90 days</i>	40	18	5	7	6	3	1
<i>New Listing in the last 30 days</i>	11						

Three Essential Steps

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 2019

New Listings are Down 16%

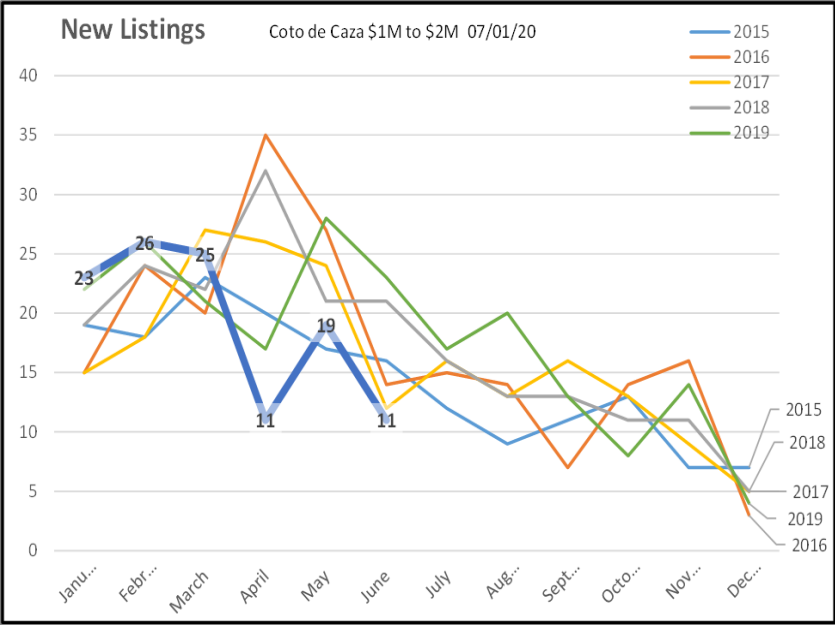
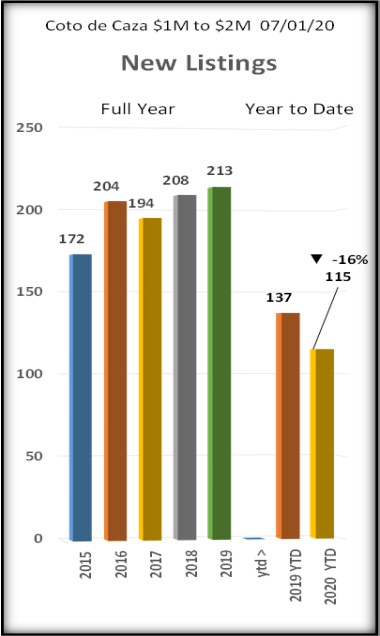
Contracts Written are Down 5%

Closings are DOWN 14%

New Listings Trends

New Listings are DOWN 16% relative to the same period in 2019.

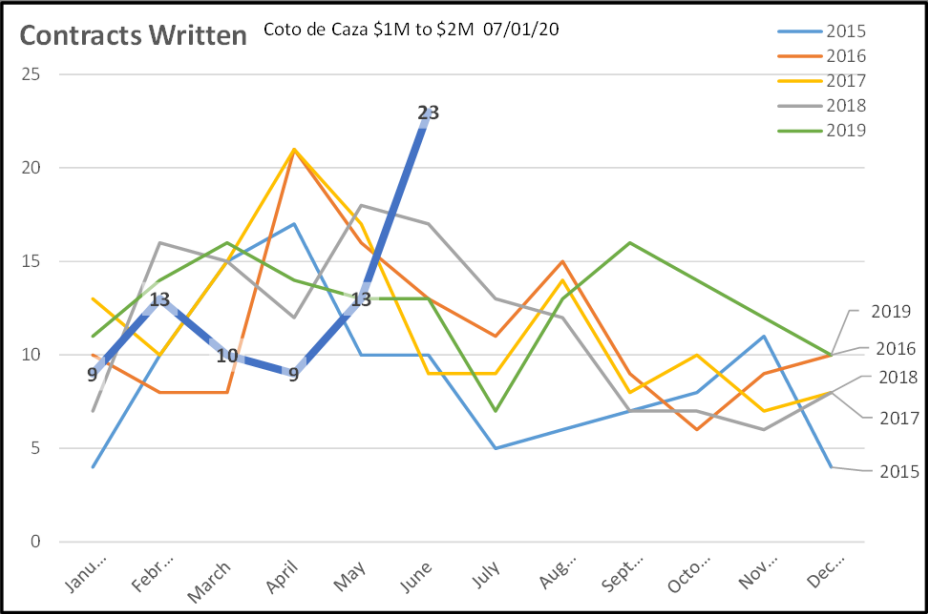
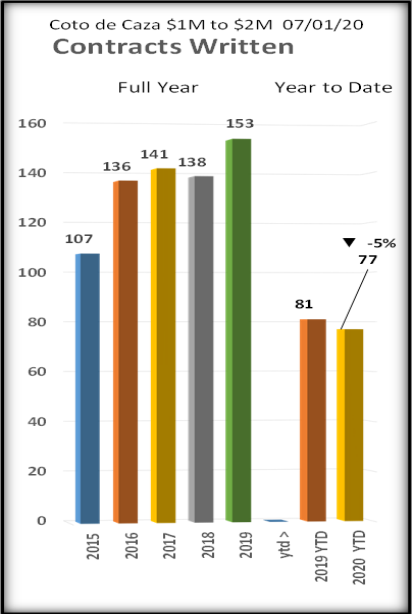
The blue lines shows New Listings are tracking in a pretty normal range with the exception of April



Contracts Written Trends

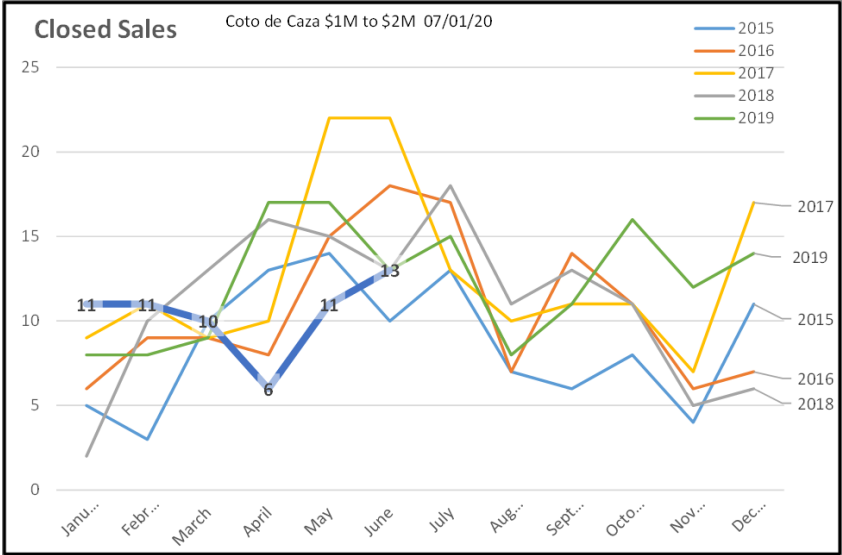
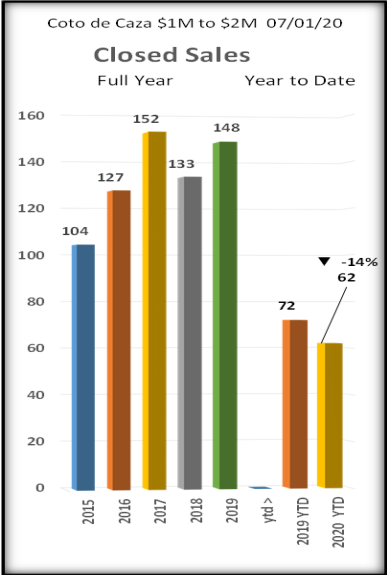
Contracts Written are still running 5% BELOW the same period in 2019.

Contracts Written Improved and had their best month of past 5 years!



Closed Sales Trends

Closed Sales are DOWN 14% compared to 2019 for the same period
 The blue was a little low in April and May, but June is looking very normal



Home Values

Always the subject homeowners are most interested in, home values are established by market conditions and buyers

The good news is Home Values have improved compared to 2019, UP by 0.7%

PRICE (Average)	Coto de Caza \$1M to \$2M	7/1/2020	Net Change	
Closed Price Less Than 4200 SF		\$1,243,000	\$36,783	3.0%
Closed Price Greater Than 4200 SF		\$1,552,044	(\$78,956)	(4.8%)
Closed Price Greater Than 4200 sf Exclusive of View Lots		\$1,552,044	(\$78,956)	(4.8%)
Average Closed Price of ALL Homes		\$1,342,692	\$9,047	0.7%
Note: was a Buyer Market from April through Sept. of 2018 & Feb - Nov 2019				
Square Footage Range from: 1940 to 5823				
Square Footage Average = 3883				
Average SF of homes Less than 4200 SF is: 3478				
<u>AVERAGE SF OF HOMES Greater than 4200 SF is: 4816</u>				

Average Price & Price Range

With a focus on the Active Listings, and what is selling and what is not.

Average Current/Last List Price of all Active Listings: \$1,310,000.

- The low is \$1,029,000.
- the high is \$1,799,000

Coto de Caza \$1M to \$2M		Period 1/1/20 - 6/30/20		
\$1,000,000 to \$2,000,000		Data Date: 7/1/2020		
90-Day Market Trends				
Current/Last List Price				
Average of ALL Status Types		\$1,356,299		
Count:	29	18	30	Count
Median 4-Sale Price	\$1,329,000	\$1,217,000	\$1,217,000	Median Sold Price
Average	\$1,310,367	\$1,263,383	\$1,377,456	Average
Highest	\$1,799,000	\$1,525,000	\$1,899,888	Highest
Lowest	\$1,029,000	\$1,029,000	\$1,029,000	Lowest
Most Recent		6/19/2020	6/30/2020	Most Recent
Status Types				
Active, New Listings, Active Under Contract, Expired, Canceled, Withdrawn, Pending, Closed & Hold/Do-Not-Show				

90-day CLOSING Trends

As an essential component of determining estimates of home values in appraisals and CMA's, looking back at recent closings is the most important steps in properly pricing a home for a listing.

- **30** homes have closed of the last 90 days
 - **23** homes closed BELOW revised List Price.
 - **1** home closed AT revised List Price
 - **6** homes sold ABOVE revised List Price

Coto de Caza \$1M to \$2M \$1,000,000 to \$2,000,000		Period	1/1/20 - 6/30/20		
90-Day Market Trends		Data:	7/1/2020		
AVERAGE CLOSED PRICE					
\$1,347,200					
Price Change from Original		90-day Trend		# of Homes	
(2.33%)				20%	
Below Current List Price		Above List			
<div style="border: 2px solid #f08080; padding: 10px; width: 100px; margin: 0 auto;"> <p style="text-align: center; margin: 0;">23</p> <p style="text-align: center; margin: 0;">Sold Below</p> </div>		<div style="border: 2px solid #66b3ff; padding: 10px; width: 100px; margin: 0 auto;"> <p style="text-align: center; margin: 0;">1</p> <p style="text-align: center; margin: 0;">Sold At List</p> </div>		<div style="border: 2px solid #90c090; padding: 10px; width: 100px; margin: 0 auto;"> <p style="text-align: center; margin: 0;">6</p> <p style="text-align: center; margin: 0;">Sold Above</p> </div>	
Closed Price vs. Original List					
		Count	Ratio	Discount	Excludes Largest
Average of All:		30		(2.33%)	
Av. Excluding Largest:				0.00%	
SOLD					
BELOW Ask:	Largest Decrease:	(\$165,000)	23	77%	(13.58%)
ABOVE Ask:	Most Above:	\$322,000	6	20%	24.77%
AT Ask:	At Original List		1/1/1900	1/0/1900	

Days on Market (DOM)

Days on Market is the pulse of the market and a leading indicator of future home prices and inventory

1. Average Days on Market for current Active Listings is **85 Days**.
2. In our last report DOM was 75 days.
3. DOM was 47 days at the end of March

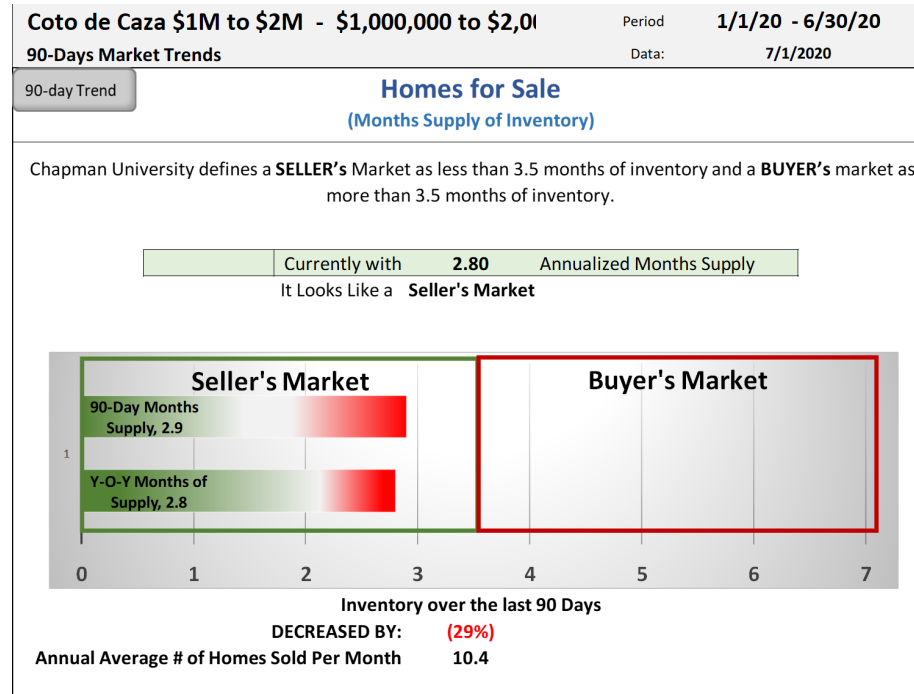
Coto de Caza \$1M to \$2M		Period	1/1/20 - 6/30/20			
\$1,000,000 to \$2,000,000						
90-Day Market Trends		Data:	7/1/2020			
Days On Market (DOM) Summary						
		90-Day Average of ALL Status Types		54		
		Year To Date Average of ALL Status Types		82		
DOM is the number of days from Listing Contract to Purchase Contract						
Year To Date						
STATUS	Count	Most Recent	Average	Average Exclusive of Outliers	Longest	Shortest
Active Listings:	13	6/19/2020	85	72	277	12
Sold/Closed:	14	6/30/2020	43		265	1
Under Contract	15		89		237	9
Pending	62		72		212	5
Expired	4		135		365	27
Canceled	3		77		165	18
Withdrawn	0		52		79	35
Hold	54		40		123	0

Inventory Levels

The number of months of inventory is the primary metric used to Define a Market Type as either a Seller's or a Buyers' market.

Year-Over-Year (Y-O-Y) Inventory stands at 2.8 Months. It was 4.3 months in our last report.

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



Inventory Trends

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.

- **90-day Inventory decrease by 29%**

Year-over-Year inventory helps measure how steady, dependable a market is.

- **YOY inventory is DOWN 21%.**

Monitor the month by month comparison lets us check on seasonality abnormalities.

- **June 2020 compared to June 2019 is DOWN 49%**

INVENTORY:	Coto de Caza \$1M to \$2M	7/1/2020	
Inventory @End Of Month:		29.0	
Absorption Rate (monthly)		10.4	Currently a
Months Supply		2.8	Seller's Market
90-Day Inventory Change		(12)	DECREASE ▼ (29.3%)
Year-Over-Year Inventory Change		(10)	DECREASE ▼ (21.0%)
June 2019 vs. June 2020		(28)	DECREASE ▼ (49.1%)

Map of Market Activity

Green= Active

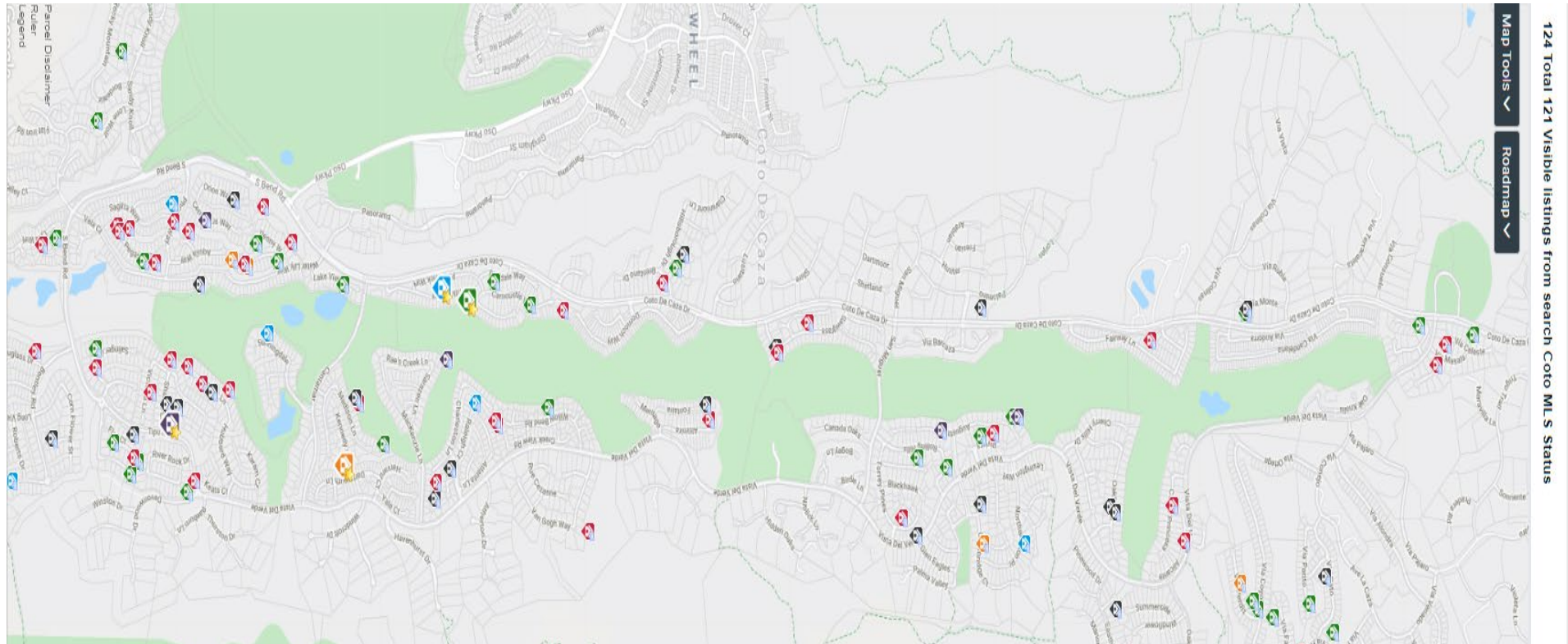
Blue = Active Under Contract

Red = Closed

Orange = Pending

Black = Expired, Cancelled or Withdrawn

This map can be found on our website www.Joe-Richter.com In the navigation link '*Predefined Community Listings*'



Listing Thumbnails

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

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124 Total Listings from search Colo ML1 Status

Price Decrease	Active Under Contract	SOLD	PENDING	PENDING	NEW	HELD	SOLD	NEW	NEW	Back on Market	Cancelled	
\$1,209,000 8 beds, 3 full baths, 2,487 sqft. 5,555 sqft lot. Built in 1995. 5,263.72sqft, Single Family Residence +40 Downfield Way Colo de Casa 92679	\$1,199,000 8 beds, 3 full baths, 3,333 sqft. 10,900 sqft lot. Built in 1984. 5,284.74sqft, Single Family Residence +30 Prestwick Way Colo de Casa 92679	\$1,050,000 4 beds, 4 full baths, 3,127 sqft. 11,000 sqft lot. Built in 1990. 5,284.74sqft, Single Family Residence +21 Manorwood Colo de Casa 92679	\$1,299,000 4 beds, 4 full baths, 1 partial bath. 2,711 sqft. 10,900 sqft lot. Built in 1993. 5,284.74sqft, Single Family Residence +18 Oakmont Colo de Casa 92679	\$1,329,000 8 beds, 4 full baths, 3,471 sqft. 15,222 sqft lot. Built in 1997. 5,311.19sqft, Single Family Residence +25 Eisenhower Ln Colo de Casa 92679	\$1,299,000 4 beds, 3 full baths, 1 partial bath. 2,354 sqft. 8,184 sqft lot. Built in 1984. 5,681.12sqft, Single Family Residence +12 Cambridge Ct Colo de Casa 92679	\$1,325,000 4 beds, 4 full baths, 1 partial bath. 3,009 sqft. 8,207 sqft lot. Built in 2002. 5,242.88sqft, Single Family Residence +20 Sharon Ln Colo de Casa 92679	\$1,328,000 4 beds, 3 full baths, 1 partial bath. 2,872 sqft. 5,727 sqft lot. Built in 1995. 5,242.88sqft, Single Family Residence +6 Weber Ln Colo de Casa 92679	\$1,460,000 4 beds, 4 full baths, 1 partial bath. 4,400 sqft. 17,718 sqft lot. Built in 2000. 5,240.49sqft, Single Family Residence 10 Lafayette Ln Colo de Casa 92679	\$1,460,000 4 beds, 4 full baths, 1 partial bath. 4,400 sqft. 8,493 sqft lot. Built in 1990. 5,240.49sqft, Single Family Residence 12 Elliot Ln Colo de Casa 92679	\$1,099,000 3 beds, 4 full baths, 1 partial bath. 3,268 sqft. 9,200 sqft lot. Built in 1994. 5,268.02sqft, Single Family Residence 13 Pizable Colo de Casa 92679	\$1,299,000 4 beds, 2 full baths, 1 partial bath. 2,295 sqft. 8,184 sqft lot. Built in 1994. 5,681.12sqft, Single Family Residence 12 Cambridge Ct Colo de Casa 92679	
\$1,851,000 4 beds, 4 full baths, 1 partial bath. 4,108 sqft. 11,167 sqft lot. Built in 2001. 5,402.85sqft, Single Family Residence 35 Pamela Way Colo de Casa 92679	\$1,800,000 8 beds, 4 full baths, 1 partial bath. 5,845 sqft. 17,787 sqft lot. Built in 2001. 5,224.42sqft, Single Family Residence 2 Flagstone Colo de Casa 92679	\$1,259,000 8 beds, 4 full baths, 3,112 sqft. 4,118 sqft lot. Built in 2001. 5,404.56sqft, Single Family Residence 7 Flag Ct Colo de Casa 92679	\$1,175,000 8 beds, 4 full baths, 1 partial bath. 2,687 sqft. 8,800 sqft lot. Built in 1991. 5,221.50sqft, Single Family Residence 31881 Via Palo Colo de Casa 92679	\$1,709,000 8 beds, 4 full baths, 1 partial bath. 3,848 sqft. 10,800 sqft lot. Built in 1988. 5,242.88sqft, Single Family Residence 7 Rolling Hills Colo de Casa 92679	\$1,225,000 4 beds, 3 full baths, 1 partial bath. 3,648 sqft. 10,800 sqft lot. Built in 1988. 5,242.88sqft, Single Family Residence 7 Rosana Way Colo de Casa 92679	\$1,210,000 8 beds, 4 full baths, 1 partial bath. 4,897 sqft. 8,200 sqft lot. Built in 1989. 5,271.61sqft, Single Family Residence 9 Altimia Colo de Casa 92679	\$1,125,000 3 beds, 3 full baths, 2,179 sqft. 8,088 sqft. 8,921 sqft lot. Built in 1994. 5,244.22sqft, Single Family Residence 9 Altimia Colo de Casa 92679	\$1,029,000 4 beds, 4 full baths, 1 partial bath. 2,400 sqft. 8,791 sqft lot. Built in 1991. 5,423.78sqft, Single Family Residence 22 Cambridge Ct Colo de Casa 92679	\$1,565,000 8 beds, 4 full baths, 1 partial bath. 3,989 sqft. 7,657 sqft lot. Built in 1996. 5,205.23sqft, Single Family Residence 18 Pegasus Dr Colo de Casa 92679	\$1,145,000 8 beds, 4 full baths, 1 partial bath. 5,911 sqft. 8,200 sqft lot. Built in 2000. 5,229.53sqft, Single Family Residence 31851 Via Coyote Colo de Casa 92679	\$1,495,000 8 beds, 3 full baths, 1 partial bath. 4,119 sqft. 7,713 sqft lot. Built in 2001. 5,404.49sqft, Single Family Residence 29 Running Brook Dr Colo de Casa 92679	
\$1,249,000 8 beds, 4 full baths, 3,888 sqft. 8,880 sqft lot. Built in 1997. 5,047.14sqft, Single Family Residence 1 Madison Colo de Casa 92679	\$1,825,000 8 beds, 4 full baths, 1 partial bath. 7,294 sqft. 12,844 sqft lot. Built in 2000. 5,585.73sqft, Single Family Residence 10 Michener Ln Colo de Casa 92679	Cancelled 8 beds, 4 full baths, 1 partial bath. 8,006 sqft. 9,784 sqft lot. Built in 2000. 5,276.64sqft, Single Family Residence 5 Hickory Fork Colo de Casa 92679	Back on Market 8 beds, 4 full baths, 1 partial bath. 4,800 sqft. 8,848 sqft lot. Built in 2000. 5,272.82sqft, Single Family Residence 7 Flax Ct Colo de Casa 92679	Active Under Contract 4 beds, 4 full baths, 1 partial bath. 2,896 sqft. 7,246 sqft lot. Built in 1980. 5,481.51sqft, Single Family Residence 18 Northampton Pl Colo de Casa 92679	HELD 8 beds, 3 full baths, 2,028 sqft. 6,784 sqft lot. Built in 1997. 5,423.78sqft, Single Family Residence 67 Charleston Ln Colo de Casa 92679	Cancelled 4 beds, 4 full baths, 1 partial bath. 3,457 sqft. 10,200 sqft lot. Built in 1989. 5,587.88sqft, Single Family Residence 10 Whitehallow Colo de Casa 92679	Price Decrease 4 beds, 3 full baths, 1 partial bath. 3,390 sqft. 8,921 sqft lot. Built in 1995. 5,253.35sqft, Single Family Residence 6 Seaciff Colo de Casa 92679	HELD 4 beds, 3 full baths, 1 partial bath. 4,056 sqft. 8,998 sqft lot. Built in 2000. 5,278.08sqft, Single Family Residence 15 Sharon Ln Colo de Casa 92679	Price Decrease 8 beds, 4 full baths, 1 partial bath. 6,127 sqft. 14,144 sqft lot. Built in 2001. 5,248.14sqft, Single Family Residence 24 Hawthorne Ln Colo de Casa 92679	HELD 8 beds, 4 full baths, 1 partial bath. 4,268 sqft. 8,818 sqft lot. Built in 1998. 5,246.05sqft, Single Family Residence 30 Centaurus Way Colo de Casa 92679	\$1,474,900 8 beds, 4 full baths, 1 partial bath. 4,104 sqft. 8,754 sqft lot. Built in 1998. 5,588.28sqft, Single Family Residence 29 Bunningdale Colo de Casa 92679	
\$1,195,000 8 beds, 4 full baths, 1 partial bath. 3,483 sqft. 7,040 sqft lot. Built in 1992. 5,244.24sqft, Single Family Residence	\$1,090,000 4 beds, 3 full baths, 3,007 sqft. 6,900 sqft lot. Built in 1999. 5,261.49sqft, Single Family Residence	\$1,295,000 8 beds, 4 full baths, 3,728 sqft. 19,200 sqft lot. Built in 1996. 5,247.56sqft, Single Family Residence	\$1,149,000 8 beds, 3 full baths, 3,481 sqft. 6,000 sqft lot. Built in 1979. 5,247.56sqft, Single Family Residence	\$1,569,000 4 beds, 4 full baths, 1 partial bath. 4,200 sqft. 8,489 sqft lot. Built in 1999. 5,271.86sqft, Single Family Residence	\$1,740,000 8 beds, 3 full baths, 6,083 sqft. 4,900 sqft lot. Built in 2007. 5,046.12sqft, Single Family Residence	\$1,470,000 4 beds, 4 full baths, 1 partial bath. 6,370 sqft lot. Built in 1997. 5,274.49sqft, Single Family Residence	\$1,199,000 4 beds, 4 full baths, 1 partial bath. 5,427 sqft. 8,900 sqft lot. Built in 2007. 5,264.44sqft, Single Family Residence	\$1,090,000 4 beds, 3 full baths, 2,939 sqft. 5,427 sqft lot. Built in 1999. 5,268.89sqft, Single Family Residence	\$1,180,000 3 beds, 4 full baths, 3,006 sqft. 5,269 sqft lot. Built in 1995. 5,268.89sqft, Single Family Residence	\$1,622,000 4 beds, 4 full baths, 1 partial bath. 4,298 sqft. 8,401 sqft lot. Built in 2000. 5,268.89sqft, Single Family Residence	\$1,490,000 8 beds, 4 full baths, 1 partial bath. 5,004 sqft. 8,226 sqft lot. Built in 2001. 5,228.73sqft, Single Family Residence	\$1,095,000 4 beds, 3 full baths, 3,292 sqft. 6,800 sqft lot. Built in 1994. 5,222.82sqft, Single Family Residence

Current Active Listing

Coto de Caza \$1M to \$2M - \$1,000,000 to \$2,000,000									Period:	1/1/20 - 6/30/20
									Data:	7/1/2020
ACTIVELY SELLING Single Family Residence										
Status	DOM	Address	Act Price	Square Footage	Original List Price	Last List Price	Price Change	List Price \$		
									Total Active Listings	29
Active	12	19 Lusitano	3,988	3,988	1,519,000	1,519,000		381	Active Lisitngs Less than 4200	23
Active	13	22 Ginger Lily	2,970	2,970	1,195,000	1,195,000		402	Average Price	1,255,517
Active	14	6 TAYLYNN	4,483	4,483	1,525,000	1,525,000		340	Average SF	3,460
Active	21	21 Pamela	3,929	3,929	1,499,000	1,499,000		382	Average Price SF	367
Active	23	63 Charleston	3,206	3,206	1,115,000	1,115,000		348		
Active	28	5 Kennedy	3,343	3,343	1,329,000	1,329,000		398	Active Lisitngs More than 4200	6
Active	29	10 Lafayette	4,050	4,050	1,460,000	1,460,000		360	Average Price	1,749,650
Active	34	25 Madison	3,343	3,343	1,149,000	1,149,000	(8.33%)	344	Average SF	5,052
Active	41	5 Altimira	3,343	3,343	1,100,000	1,100,000	(2.12%)	329	Average Price SF	346
Active	41	5 Coastal Oak	2,747	2,747	1,149,000	1,149,000		418		
Active	42	3 Pinewood	3,137	3,137	1,179,000	1,179,000		376		
Active	49	2 Madeline	3,660	3,660	1,399,900	1,399,900		382		
Active	51	31331 Summerhill	2,439	2,439	1,029,000	1,029,000	(2.44%)	422		
Active	54	1 Mountain Gate	4,000	4,000	1,299,000	1,330,000	(3.85%)	325		
Active	56	6 Douglass	4,109	4,109	1,275,000	1,249,999		310		
Active	72	4 Gooseberry	2,856	2,856	1,175,000	1,175,000		411		
Active	82	1 Gooseberry	2,935	2,935	1,099,000	1,099,000	(4.35%)	374		
Active	88	22 Carnoustie	3,450	3,450	1,239,000	1,239,000		359		
Active	100	23151 Via Celeste	4,818	4,818	1,389,000	1,389,000		288		
Active	104	11 Leatherwood	5,823	5,823	1,999,900	1,999,900		343		
Active	105	14 Danville	3,650	3,650	1,399,000	1,399,000		383		
Active	118	23286 Via Parda	3,400	3,400	1,339,000	1,339,000		394		
Active	123	23862 Via Monte	5,000	5,000	1,799,000	1,799,000		360		
Active	134	31831 Via Perdiz	4,100	4,100	1,299,000	1,299,000		317		
Active	159	14 Lake View	4,114	4,114	1,499,900	1,375,000		365		
Active	168	31881 Via Pato	3,657	3,657	1,225,000	1,199,000		335		
Active	177	5 Hickory Fork	4,800	4,800	1,789,999	1,789,999		373		
Active	259	31821 Via Perdiz	3,150	3,150	1,050,000	1,050,000	(4.43%)	333		
Active	277	11 Augusta	5,389	5,389	1,995,000	1,995,000		370		

DOM	
Av. Exclusive of Outliers	72
Average	85
Median	56
Quartile 1	34
Quartile 3	118
IQR	84
Stand Range	126
Upper Range	(92)
Outliers are more than	244
Closed DOM Outlier	140
Closed List Price Outlier:	1,998,188
Closed Price Outlier:	1,981,250

Last List	
Av. Exclusive of Outliers	\$1,310,367
Average	\$1,357,752
Median	\$1,329,000
Quartile 1	\$1,175,000
Quartile 3	\$1,460,000
IQR	\$285,000
Stand Range	\$427,500
Upper Range	\$747,500
Outliers are more than	\$1,887,500

Closing In 2020, pg. 1

Coto de Caza \$1M to \$2M - \$1,000,000 to \$2,000,000										4.9% Average discount - Original to Closed Price		Period 1/1/20 - 6/30/20		
										(4.8%) Average increased - Original to Closed Price		Data: 7/1/2020		
CLOSED SALES Single Family Residence										(2.7%) Average variance of ALL from Original List to Closed Price				
Status	DOM	CDOM	Address	Square Footage	Original List Price	Last List Price	Closed Price	Orig v Closed	List Price \$ PSF	Closed Price \$ PSF				
										Total Closed Sales		62		
										Closed Sales Less than 4200 SF		42		
										Average Price		1,243,000		
										Average SF		3,460		
										Average Price SF		364		
										Closed Sales Greater than 4200 SF		20		
										Average Price		1,552,044		
										Average SF		4,675		
										Average Price SF		334		
										DOM		CDOM		
Average Exclusive of Outliers										33		70		
Average										43		81		
Median										21		66		
Quartile 1										7		47		
Quartile 3										60		95		
IQR										53		48		
Stand Range										80		72		
Upper Range										-73		-24		
Outliers are more than										140		167		
Count:										4		4		
										List Price		Closed \$\$		
Average Exclusive of Outliers										\$ 1,372,416		\$ 1,363,810		
Average										\$ 1,382,537		\$ 1,374,069		
Median										\$ 1,309,200		\$ 1,310,000		
Quartile 1										\$ 1,229,000		\$ 1,175,000		
Quartile 3										\$ 1,536,675		\$ 1,497,500		
IQR										\$ 307,675		\$ 322,500		
Stand Range										\$ 461,513		\$ 483,750		
Upper Range										\$ 767,488		\$ 691,250		
Outliers are more than										\$ 1,998,188		\$ 1,981,250		

Closings, Page 2

Coto de Caza \$1M to \$2M - \$1,000,000 to \$2,000,000										5.4%	Average discount - Original to
										(5.0%)	Average increased - Original
CLOSED SALES Single Family Residence										(2.4%)	Average variance of ALL from
Status	DOM	CDOM	Address	Square Footage	Original List Price	Last List Price	Closed Price	Orig v Closed	List Price \$ PSF	Closed Price \$ PSF	
Closed	62	86	43 Pamela	4,055	1,479,000	1,479,000	1,450,000	(1.87%)	365	358	
Closed	7	52	9 Libra	3,675	1,335,000	1,335,000	1,310,000	(9.26%)	363	356	
Closed	174	202	36 Pegasus	4,450	1,789,000	1,789,000	1,623,375	(0.91%)	402	365	
Closed	1	44	11 Westchester	3,630	1,099,000	1,099,000	1,089,000	(2.10%)	303	300	
Closed	57	96	34 Pegasus	4,032	1,379,000	1,379,000	1,350,000	(1.74%)	342	335	
Closed	50	77	11 Knotty Oak	5,312	1,729,000	1,729,000	1,699,000	(3.46%)	325	320	
Closed	161	227	32005 Via Pavo Real	4,400	1,299,000	1,299,000	1,254,000	24.77%	295	285	
Closed	6	23	23251 Via Dorado	4,971	1,100,000	1,100,000	1,372,500	0.00%	221	276	
Closed	13	62	24181 Fairway	1,940	1,075,000	1,075,000	1,075,000	(2.18%)	554	554	
Closed	0	65	9 Westchester	3,168	1,099,000	1,099,000	1,075,000	(12.27%)	347	339	
Closed	81	111	23212 Via Celeste	4,870	1,499,000	1,419,000	1,315,000	(3.06%)	308	270	
Closed	0	75	6 Marble Creek	4,728	1,599,000	1,599,000	1,550,000	(12.50%)	338	328	
Closed	105	152	22 Ginger Lily	2,991	1,200,000	1,099,000	1,050,000	(3.77%)	401	351	
Closed	16	42	2 Sagitta	2,926	1,299,000	1,299,000	1,250,000	(16.07%)	444	427	
Closed	265	294	2 Carnoustie	3,460	1,400,000	1,249,900	1,175,000	(4.00%)	405	340	
Closed	25	65	9 Douglass	3,739	1,250,000	1,250,000	1,200,000	0.00%	334	321	
Closed	17	76	15 Riviera	3,781	1,229,000	1,229,000	1,229,000	(2.96%)	325	325	
Closed	49	73	10 Shoal Creek	3,002	1,349,900	1,349,900	1,310,000	(1.71%)	450	436	
Closed	6	50	31 Pegasus	4,231	1,699,000	1,699,000	1,670,000	(1.69%)	402	395	
Closed	17	61	9 Rosana	4,767	1,769,900	1,769,900	1,740,000		371	365	

Home Values Graph

Coto de Caza \$1M to \$2M - \$1,000,000 to \$2,000,000

Period: 1/1/20 - 6/30/20

Data: 7/1/2020

CLOSED SALES Single Family Residence

