

Ladera Ranch Condos Current Market Trends

January 1st through June 30th, 2020



Watch Our YouTube



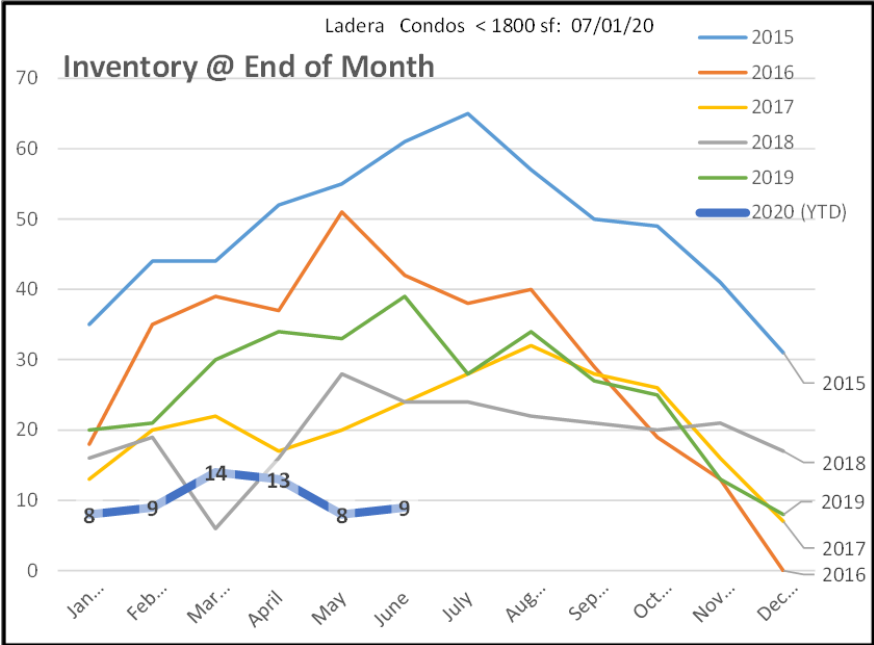
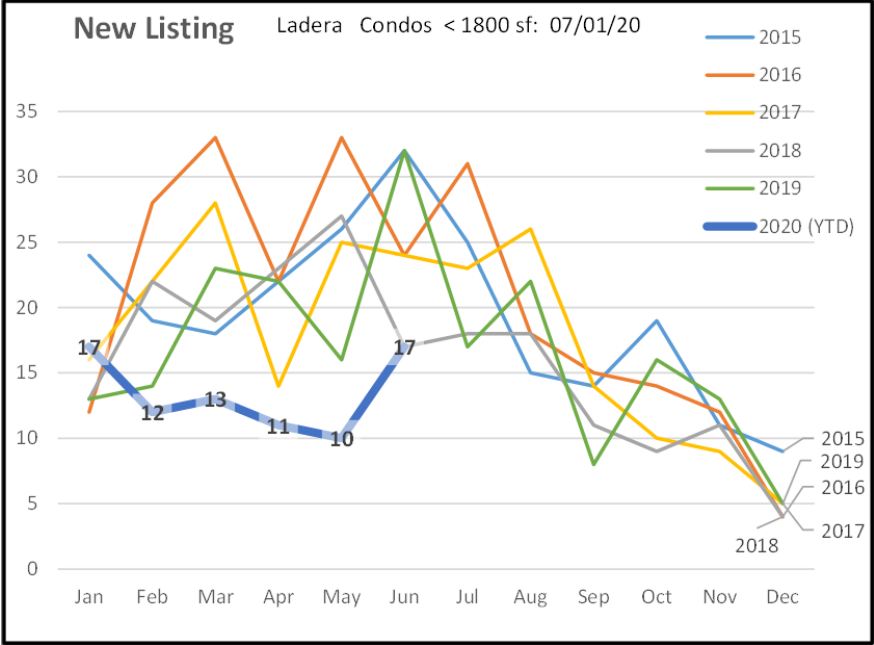
Presentation

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

New Listings Rebound / Inventory Remains Low

Finally, New Listings Rebound into a Normal Range

Contracts Written and Closing are both up compared to 2019 so inventory has tumbled.

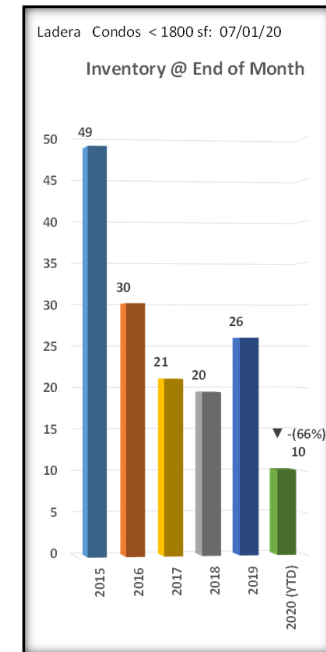
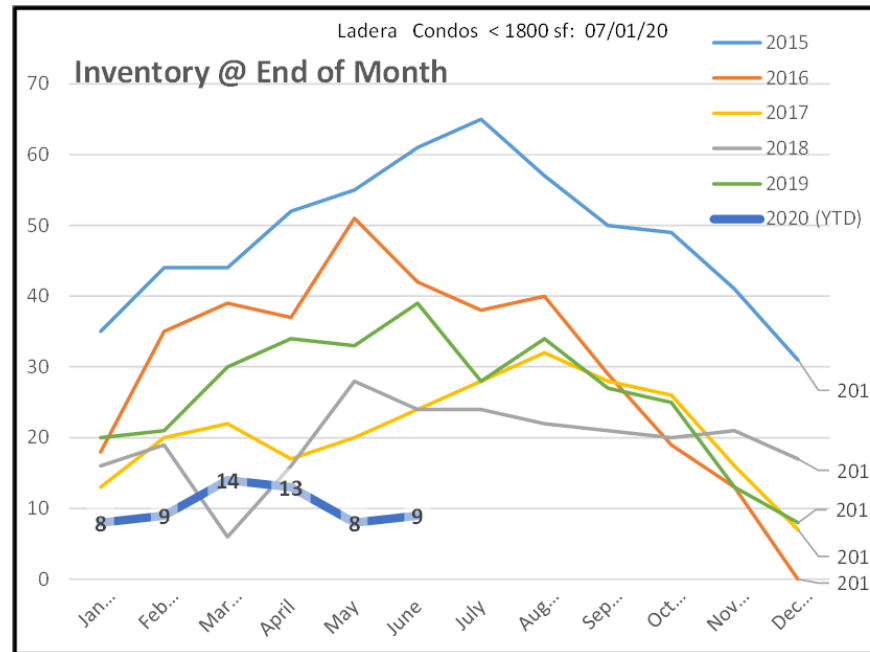


Market Type In 2020

**It is Currently a Sellers' Market with 7/10^{ths} (0.7) of one month of inventory.
Inventory is 66% below 2019 levels as seen in the green column**

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

Ladera Condos < 1800 sf:		
7/1/2020	Market Type	YOY Monthly Inventory
Jan-2020	Seller	0.6
Feb-2020	Seller	0.6
Mar-2020	Seller	0.9
Apr-2020	Seller	0.9
May-2020	Seller	0.6
Jun-2020	Seller	0.7
Jul-2020		
Aug-2020		
Sep-2020		
Oct-2020		
Nov-2020		
Dec-2020		



Listings Status in 2020

Monitory New Listing and the number of currently active listings is like the doctor to taking your pulse.

- There are **9 Active listings**.
 - There were **8 in our last report**.
- There were **36 New Listings over the past 90 days**.
 - **7 of those homes are still on the market**.
 - There were **17 new listings during the last 30 days**.

Ladera Condos < 1800 sf: 7/1/2020		Active	A.U.C	Pending	Closed	Expired	Hold
LISTINGS:							
Current Active Listings:	9						
<i>New Listing in the last 90 days</i>	<i>36</i>	<i>7</i>	<i>9</i>	<i>6</i>	<i>12</i>	<i>1</i>	<i>1</i>
<i>New Listing in the last 30 days</i>	<i>17</i>						

Three Key Steps to Buying and Selling:

The three steps in Selling & Buying activities,

New Listings = Willing Seller

Contracts Written = Willing Buyer

Closing = Buyer Complete its obligation under the **Purchase Agreement**

Compared to the same period in 2019:

New Listings are Down 33%,

Contracts Written are Down 9%

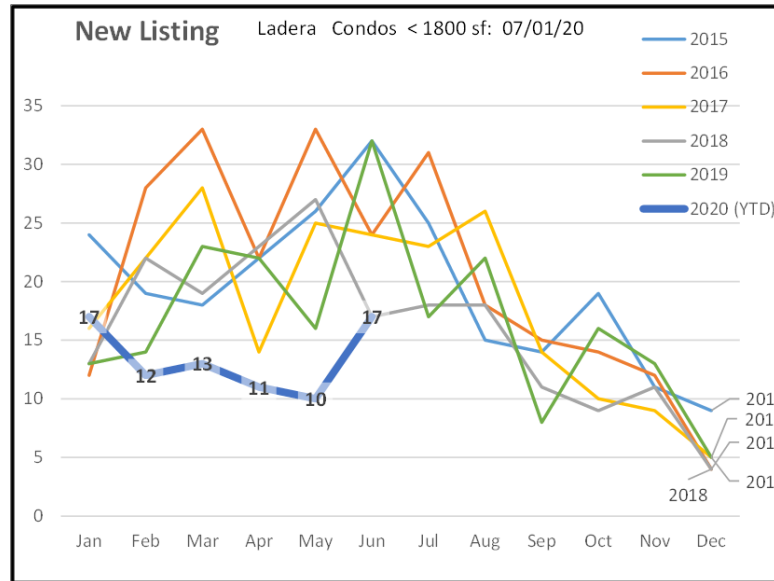
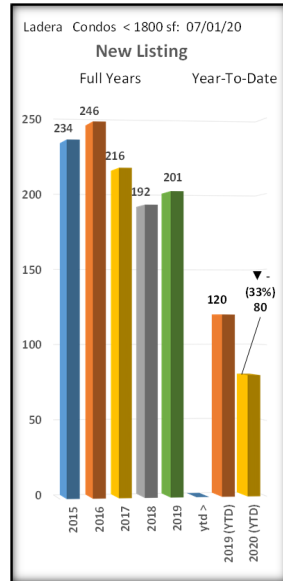
Closing are UP 11%

New Listings

New Listings as seen in the column chart are down 33%.

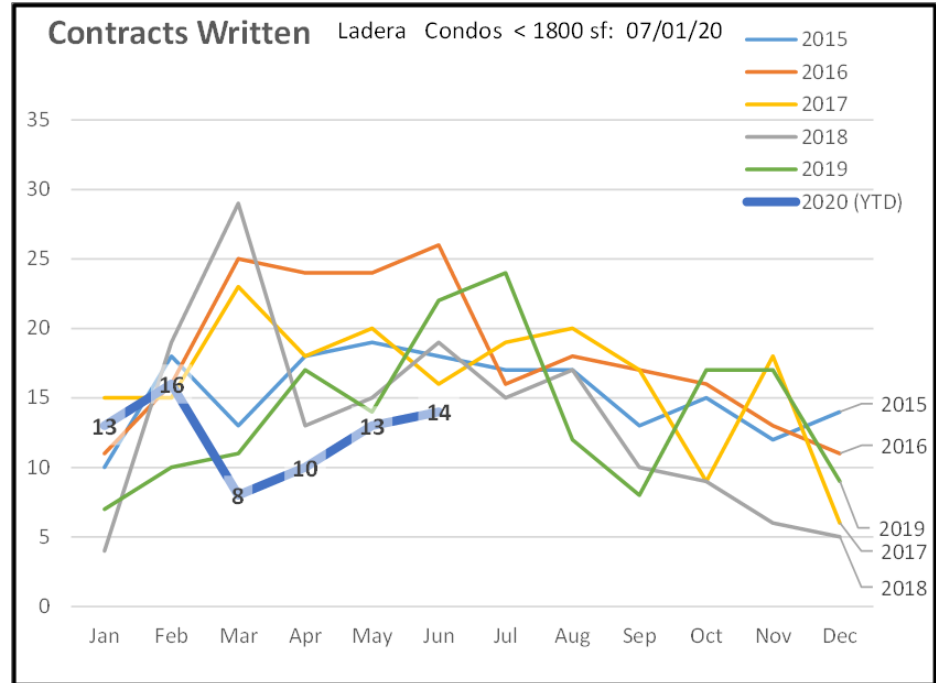
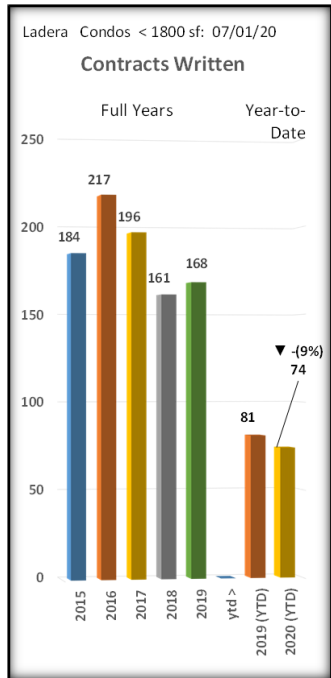
The 17 New Listings in June finally touched “normal” range for the first since January

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



Contracts Written

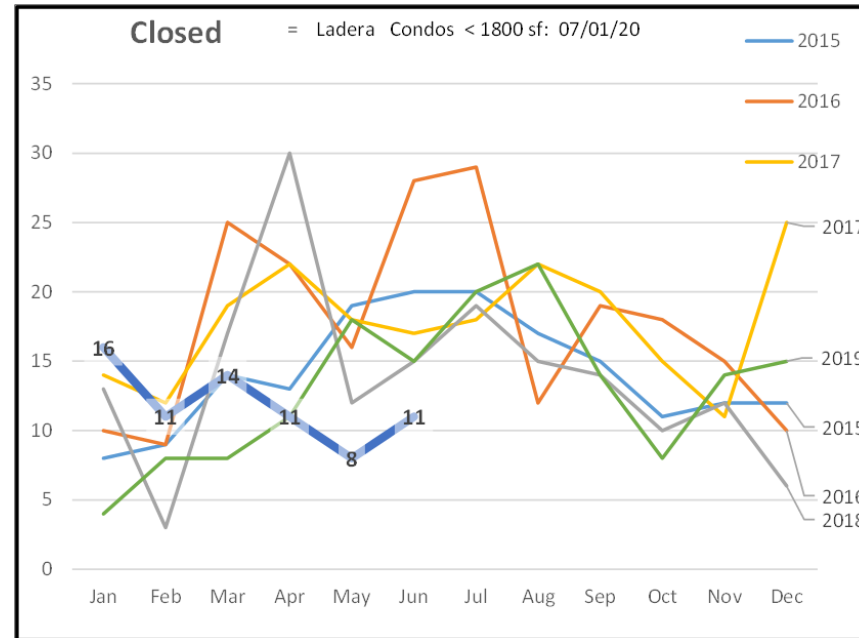
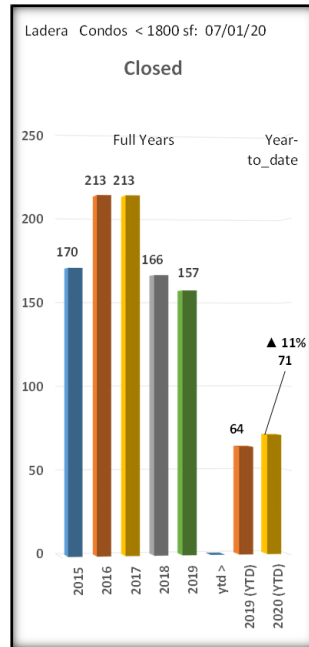
The Contracts Written are Down 9% compared to the same period in 2019 (the green line).



Closed Sales

Closings are UP 11% due to the very strong first three months of the year.

Even April with the Stay at Home Order was in the normal range of activity of the past 5 years.



Home Values

The POSITIVE NEWS IS:

Home Values are UP 1.69% compared to 2019.

Ladera Condos < 1800 sf: 7/1/2020		Net Change	
PRICE (Average)			
Closed Price Less Than 1450 SF	\$508,985	\$12,554	2.57%
Closed Price Greater Than 1450 SF	\$583,533	\$22,516	3.95%
Closed Price Greater Than 1450 sf Exclusive of View Lots	\$583,533	\$22,516	3.95%
Average Closed Price of ALL Homes		\$ 556,234	\$ 22,516 1.69%
Square Footage Range from: 1114 to 1788 Square Footage Average = 1514 <u>Average SF of homes LESS than 1450 SF is: 1351</u> <u>Average SF of Homes GREATER than 1450 SF is: 1606</u>			

Average Home Prices – Price Range

Average Current/Last List Price of all Active Listings: \$569,000.

- The low is \$499,000
- the high is \$629,000

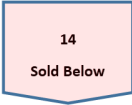


Ladera Condos < 1800 sf:		Period 1/1/20 - 6/30/20	
1100 to 1800 sf		Data Date: 7/1/2020	
90-Day Market Trends			
Current/Last List Price			
Average of ALL Status Types		\$566,251	
Count:	9	7	Count
Median 4-Sale Price	\$574,900	\$569,000	Median Sold Price
Average	\$569,733	\$564,686	Average
Highest	\$629,900	\$629,900	Highest
Lowest	\$499,000	\$499,000	Lowest
Most Recent	6/25/2020		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:

- **30** homes have closed.
 - **14** homes closed BELOW revised List Price.
 - **7** homes closed AT revised List Price
 - **9** homes closed ABOVE revised List Price

Ladera Condos < 1800 sf: 1100 to 1800 sf		Period	1/1/20 - 6/30/20		
90-Day Market Trends		Data:	7/1/2020		
AVERAGE CLOSED PRICE					
\$559,893					
Price Change (0.46%) Below Current List Price	90-day Trend	# of Homes 30% ABOVE List			
					
Closed Price vs. Original List					
		Count	Ratio	Discount	Excludes Largest
Average of All:		30		(0.46%)	
Av. Excluding Lowest:				0.00%	
SOLD					
BELOW Ask:	Largest Decrease:	14	47%	(3.88%)	
ABOVE Ask:	Most Above:	\$16,000	9	30%	4.01%
AT Ask:	At Original List	7	23%		

Days on Market (DOM)

- 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.

- 1. Average Days on Market for current Active Listings is 44 Days.**
- In our last report DOM was 53 days.
- DOM for the homes that have closed so far this year is 30 days.

Ladera Condos < 1800 sf:		Period		1/1/20 - 6/30/20		
1100 to 1800 sf		Data:		7/1/2020		
90-Day Market Trends						
Days On Market (DOM)						
90-Day Average of ALL Status Types		24				
Year To Date Average of ALL Status Types		47				
DOM is the number of days from Listing Contract to Purchase Contract						
Year To Date						
STATUS	Count	Most Recent	Average	Average Exc. Of Outliers	Longest	Shortest
Active Listings:	9	6/25/2020	44	19	142	6
Sold/Closed:	71	6/24/2020	30		212	1
Under Contract	11		24		76	4
Pending	6		12		23	3
Expired	2		283		380	185
Canceled	5		78		144	31
Withdrawn	3		78		111	60
Hold	1		11		11	11

Months of Inventory

- Year-Over-Year Inventory stands at: 0.7 months,
 - Inventory was at 0.6 months 30 days ago.

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 is Down 36%**
 Year-over-Year inventory helps measure how steady, dependable a market is.
- **YOY inventory is Down 65%.**
 Monitoring the month by month comparison lets us check on seasonal abnormalities.
- **May 2020 compared to May 2019 is DOWN 77%.**

Ladera Condos <			
INVENTORY:	1800 sf:	7/1/2020	
Inventory @End Of Month:	14		
Absorption Rate (monthly)	13.7	Currently a:	
Months Supply	0.7	Seller's Market	
90-Day Inventory Change	(5)	DECREASE ▼	(35.7%)
Year-Over-Year Average EOM Inventory Change	(19)	DECREASE ▼	(65.5%)
June 2019 vs. June 2020	(1)	DECREASE ▼	(76.9%)

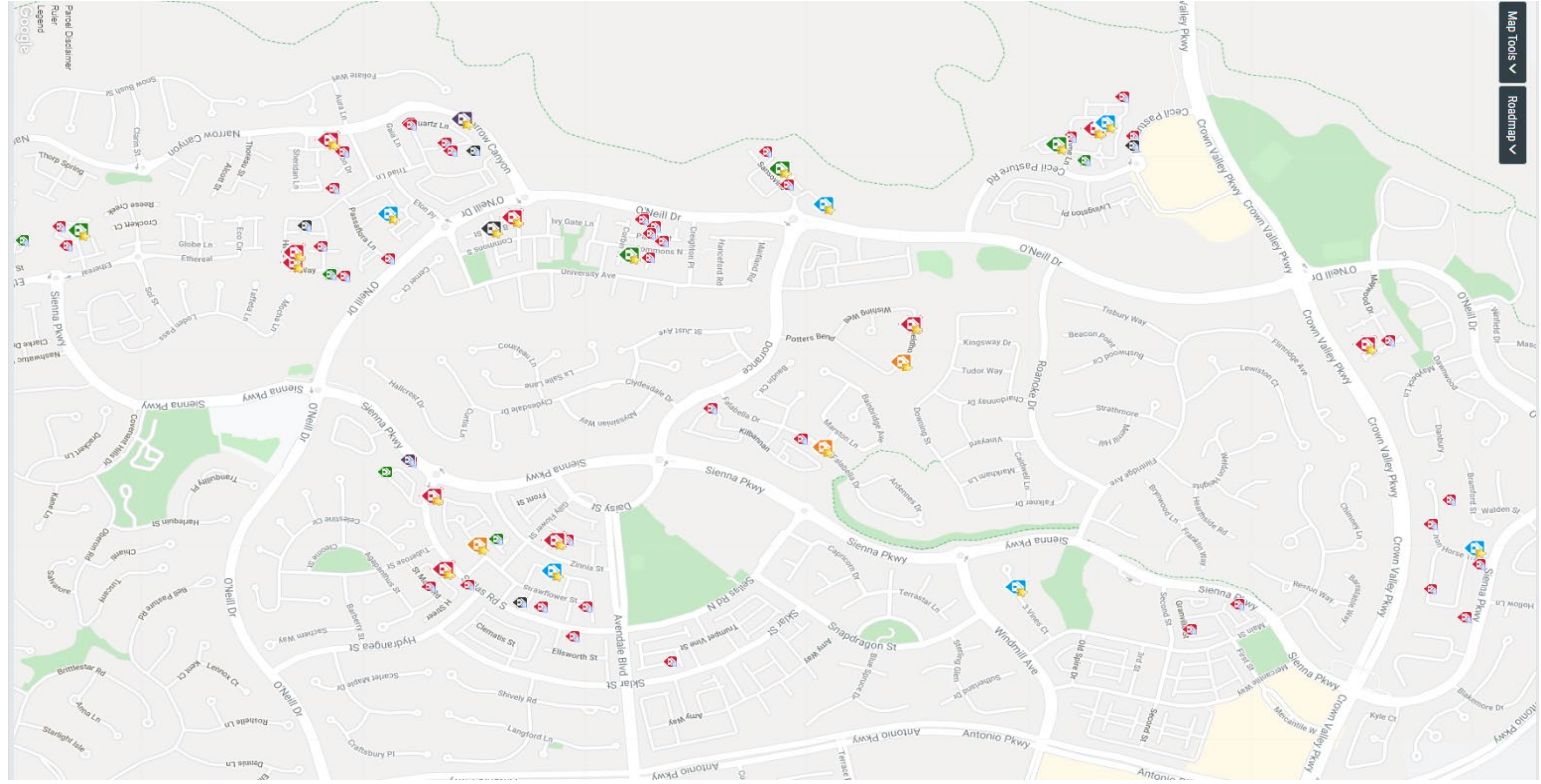
Map of Market Activity

This map can be found our website

www.Joe-Richter.com > Predefined Community Listings


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

It is a dynamic, interactive map with direct connection to the MLS



Listing Thumbnails

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




































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Find a Home | My Searches | Favorites | Messages | My Agent

Jump to a location
Start a New Search Q

81 Total listings from search Ladera Condo MLS status

<div style="background-color: #000080; color: white; padding: 2px; text-align: center; font-weight: bold;">Active Under Contract</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/20 🔍 📄 🗑️ </div> <p>\$499,999 ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,486 sqft, 0 sqft lot, Built in 2003, \$336.08/sqft, Condominium</p> <p>+3 Arabis Ct # 60 Ladera Ranch 92694</p>	<div style="background-color: #008000; color: white; padding: 2px; text-align: center; font-weight: bold;">NEW</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/12 🔍 📄 🗑️ </div> <p>\$495,000 NEW LISTING ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,440 sqft, 1,440 sqft lot, Built in 2005, \$343.78/sqft, Condominium</p> <p>+55 Wildflower Pl Ladera Ranch 92694</p>	<div style="background-color: #FF8C00; color: white; padding: 2px; text-align: center; font-weight: bold;">PENDING</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/28 🔍 📄 🗑️ </div> <p>\$984,900 ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 1,763 sqft, Built in 2002, \$402.17/sqft, Condominium</p> <p>+1 Potters Bend Ladera Ranch 92694</p>	<div style="background-color: #FF0000; color: white; padding: 2px; text-align: center; font-weight: bold;">SOLD</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/33 🔍 📄 🗑️ </div> <p>\$508,000 ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,290 sqft, Built in 2004, \$406.40/sqft, Condominium</p> <p>+62 Hinterland Way Ladera Ranch 92694</p>	<div style="background-color: #FF8C00; color: white; padding: 2px; text-align: center; font-weight: bold;">PENDING</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/19 🔍 📄 🗑️ </div> <p>\$599,000 ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 1,530 sqft, 0 sqft lot, Built in 2003, \$391.50/sqft, Condominium</p> <p>+134 Strawflower St Ladera Ranch 92694</p>	<div style="background-color: #008000; color: white; padding: 2px; text-align: center; font-weight: bold;">Price Decrease</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/26 🔍 📄 🗑️ </div> <p>\$490,000 PRICE DECREASE ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,283 sqft, Built in 2002, \$387.97/sqft, Condominium</p> <p>+95 Sansovino Ladera Ranch 92694</p>	<div style="background-color: #000080; color: white; padding: 2px; text-align: center; font-weight: bold;">Active Under Contract</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/43 🔍 📄 🗑️ </div> <p>\$675,000 ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,565 sqft, 2,500 sqft lot, Built in 1999, \$431.31/sqft, Condominium</p> <p>+15 Iron Horse Tri Ladera Ranch 92694</p>	<div style="background-color: #008000; color: white; padding: 2px; text-align: center; font-weight: bold;">Price Decrease</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/45 🔍 📄 🗑️ </div> <p>\$549,000 PRICE DECREASE ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 1,511 sqft, Built in 2001, \$363.34/sqft, Condominium</p> <p>+83 Chadron Cir Ladera Ranch 92694</p>	<div style="background-color: #FF8C00; color: white; padding: 2px; text-align: center; font-weight: bold;">PENDING</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/25 🔍 📄 🗑️ </div> <p>\$540,000 ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,543 sqft, Built in 2003, \$348.97/sqft, Townhouse</p> <p>+31 Walbert Ln Ladera Ranch 92694</p>	<div style="background-color: #FF0000; color: white; padding: 2px; text-align: center; font-weight: bold;">SOLD</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/31 🔍 📄 🗑️ </div> <p>\$525,000 ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,448 sqft, Built in 2001, \$362.57/sqft, Townhouse</p> <p>+78 Garrison Ladera Ranch 92694</p>	<div style="background-color: #000080; color: white; padding: 2px; text-align: center; font-weight: bold;">Active Under Contract</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/30 🔍 📄 🗑️ </div> <p>\$473,000 ♥</p> <p>2 beds, 2 full baths, 1,288 sqft, Built in 2000, \$340.78/sqft, Condominium</p> <p>+62 Garrison Loop Ladera Ranch 92694</p>
<div style="background-color: #008000; color: white; padding: 2px; text-align: center; font-weight: bold;">NEW</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/34 🔍 📄 🗑️ </div> <p>\$500,000 NEW LISTING ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,473 sqft, 2,000 sqft lot, Built in 2005, \$339.44/sqft, Condominium</p> <p>+18 Platinum Cir Ladera Ranch 92694</p>	<div style="background-color: #008000; color: white; padding: 2px; text-align: center; font-weight: bold;">NEW</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/32 🔍 📄 🗑️ </div> <p>\$695,000 NEW LISTING ♥</p> <p>3 beds, 3 full baths, 1,705 sqft, Built in 2003, \$348.97/sqft, Condominium</p> <p>+32 Corbin St Ladera Ranch 92694</p>	<div style="background-color: #800080; color: white; padding: 2px; text-align: center; font-weight: bold;">HOLD</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/40 🔍 📄 🗑️ </div> <p>\$574,900 ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 2,000 sqft, Built in 1995, \$338.18/sqft, Condominium</p> <p>+31 Quartz Ln Ladera Ranch 92694</p>	<div style="background-color: #808080; color: white; padding: 2px; text-align: center; font-weight: bold;">Cancelled</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/39 🔍 📄 🗑️ </div> <p>\$619,998 ♥</p> <p>3 beds, 3 full baths, 1,706 sqft, 2,000 sqft, Built in 2003, \$363.64/sqft, Townhouse</p> <p>+31 Bayley St Ladera Ranch 92694</p>	<div style="background-color: #FF0000; color: white; padding: 2px; text-align: center; font-weight: bold;">SOLD</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/24 🔍 📄 🗑️ </div> <p>\$565,000 ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 2,000 sqft, 0 sqft lot, Built in 2003, \$362.18/sqft, Condominium</p> <p>+3 Chilmark St Ladera Ranch 92694</p>	<div style="background-color: #000080; color: white; padding: 2px; text-align: center; font-weight: bold;">Active Under Contract</div>  <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/16 🔍 📄 🗑️ </div> <p>\$499,000 ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,228 sqft, Built in 2000, \$408.35/sqft, Condominium</p> <p>+21 Baccus Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/33 🔍 📄 🗑️ </div> <p>\$509,900 ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 1,682 sqft, Built in 2004, \$354.55/sqft, Townhouse</p> <p>+1 Azara Ln Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/28 🔍 📄 🗑️ </div> <p>\$585,000 ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 1,373 sqft, 3,000 sqft lot, Built in 2001, \$428.07/sqft, Condominium</p> <p>+32 Amesbury Ct Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/40 🔍 📄 🗑️ </div> <p>\$573,900 ♥</p> <p>3 beds, 3 full baths, 1,482 sqft, Built in 2000, \$387.25/sqft, Townhouse</p> <p>+28 Three Vines Ct Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/22 🔍 📄 🗑️ </div> <p>\$655,000 ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 1,581 sqft, Built in 2003, \$414.29/sqft, Condominium</p> <p>+8 Fieldhouse Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/52 🔍 📄 🗑️ </div> <p>\$848,000 ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 1,792 sqft, 0 sqft lot, Built in 2002, \$363.64/sqft, Townhouse</p> <p>+57 Zinnia St Ladera Ranch 92694</p>
 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/26 🔍 📄 🗑️ </div> <p>\$540,000 ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,440 sqft, 0 sqft lot, Built in 2005, \$375.00/sqft, Condominium</p> <p>+5 Wildflower Pl Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/25 🔍 📄 🗑️ </div> <p>\$415,000 ♥</p> <p>1 beds, 1 full baths, 1 partial baths, 1,114 sqft, 1,000 sqft lot, Built in 2004, \$372.53/sqft, Townhouse</p> <p>+46 Hinterland Way Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/25 🔍 📄 🗑️ </div> <p>\$505,000 ♥</p> <p>2 beds, 2 full baths, 1,488 sqft, 2,000 sqft lot, Built in 2002, \$337.12/sqft, Townhouse</p> <p>+45 St Mays Rd Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/34 🔍 📄 🗑️ </div> <p>\$630,000 ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 1,114 sqft, 0 sqft lot, Built in 2004, \$379.59/sqft, Condominium</p> <p>+11 Queensberry Dr Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/14 🔍 📄 🗑️ </div> <p>\$564,000 ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,594 sqft, 4,600 sqft lot, Built in 1986, \$353.83/sqft, Condominium</p> <p>44 Clifford Ln Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/27 🔍 📄 🗑️ </div> <p>\$462,888 ♥</p> <p>2 beds, 2 full baths, 1,246 sqft, Built in 2003, \$343.90/sqft, Condominium</p> <p>20 Dietes Ct Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/33 🔍 📄 🗑️ </div> <p>\$645,000 ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 1,617 sqft, 0 sqft lot, Built in 2003, \$398.89/sqft, Condominium</p> <p>35 Strawflower St Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/19 🔍 📄 🗑️ </div> <p>\$560,000 ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,817 sqft, Built in 2001, \$370.62/sqft, Townhouse</p> <p>70 Garrison Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/49 🔍 📄 🗑️ </div> <p>\$588,800 ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,617 sqft, 1,000 sqft lot, Built in 2005, \$364.13/sqft, Townhouse</p> <p>16 Durlston Way Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/23 🔍 📄 🗑️ </div> <p>\$484,900 ♥</p> <p>2 beds, 2 full baths, 1 partial baths, 1,299 sqft, 1,299 sqft lot, Built in 2004, \$385.16/sqft, Condominium</p> <p>106 Hinterland Way Ladera Ranch 92694</p>	 <div style="background-color: #ccc; padding: 2px; display: flex; justify-content: space-between;"> 1/6 🔍 📄 🗑️ </div> <p>\$574,900 ♥</p> <p>3 beds, 2 full baths, 1 partial baths, 1,611 sqft, 0 sqft lot, Built in 2002, \$380.48/sqft, Condominium</p> <p>52 Chadron Cir Ladera Ranch 92694</p>

Current Active Listing Table

Ladera Condos < 1800 sf: - 1100 to 1800 sf						Period: 1/1/20 - 6/30/20			
						Data: 7/1/2020			
ACTIVELY SELLING Condos and Townhomes									
Status	DOM	St. #	Address	Bed Baths Sq. Ft.	Square Footage	Original List Price	Last List Price	Price Change	List Price \$ PSF
Active	6	8	Rumford	3/2	1,560	569,000	569,000		365
Active	9	61	Three Vines	3/1	1,620	629,900	629,900		389
Active	12	8	Martino	2/2	1,203	510,000	510,000		424
Active	15	43	Harwick	3/3	1,514	620,000	620,000		410
Active	24	51	Hinterland	3/1	1,275	499,000	499,000		391
Active	28	9	Toribeth	2/2	1,698	599,900	599,900		353
Active	39	34	Platinum	3/1	1,500	525,000	525,000		350
Active	119	16	Durlston	3/1	1,617	599,900	599,900		371
Active	142	52	Chadron	3/2	1,511	574,900	574,900		380
Total active Sales									9
Active Lisitngs Less than 1450 SF									2
Average Price									504,500
Average SF									1,239
Average Price SF									408
Active Lisitngs More than 1450 SF									7
Average Price									588,371
Average SF									1,574
Average Price SF									374
									DOM
Av. Exclusive of Outliers									19
Average									44
Median									24
Quartile 1									12
Quartile 3									39
IQR									27
Stand Range									41
Upper Range									(29)
Outliers are greater than									80
									Last List Price
Av. Exclusive of Outliers									\$569,733
Average									\$569,733
Median									\$574,900
Quartile 1									\$525,000
Quartile 3									\$599,900
IQR									\$74,900
Stand Range									\$112,350
Upper Range									\$412,650
Outliers are greater than									\$712,250

Closings in 2020 p. 1

Ladera Condos < 1800 sf: - 1100 to 1800 sf										2.15%	Average Increase	Period	1/1/20 - 6/30/20	
										(2.76%)	Average Price Reductor	Data:	7/1/2020	
CLOSED SALES Condos and Townhomes										(0.54%)	Average of All			
Status	DOM	CDOM	Address	Square Footage	Original List Price	Last List Price	Closed Price	'Δ O v C	List Price \$ PSF	Closed Price \$ PSF				
											Total Closed Sales		71	
Closed	13	43	64 Strawflower	1733	649,000	649,000	639,000	(1.54%)	374	369	Closed Sales Less than 1450 SF		26	
Closed	2	46	55 Wildflower	1440	495,000	495,000	495,000	0.00%	344	344	Average Price		\$508,985	
Closed	5	38	48 Chadron	1448	519,900	519,900	519,900	0.00%	359	359	Average SF		1,363	
Closed	19	50	32 Corbin	1705	595,000	595,000	595,000	0.00%	349	349	Average Price SF		\$374	
Closed	35	78	15 Iron Horse	1565	689,000	689,000	679,786	(1.34%)	440	434	Closed Sales Greater than 1450 SF		45	
Closed	0	36	8 Kilbannan	1682	569,000	569,000	569,000	0.00%	338	338	Average Price		\$583,533	
Closed	3	19	22 Bayley	1560	560,000	560,000	545,000	(2.68%)	359	349	Average SF		1,605	
Closed	7	37	18 Platinum	1473	500,000	500,000	507,000	1.40%	339	344	Average Price SF		\$363	
Closed	53	87	3 Arabis	1458	489,999	489,999	479,000	(2.24%)	336	329				
Closed	42	74	134 Strawflower	1530	599,000	599,000	588,000	(1.84%)	392	384				
Closed	212	228	37 Wildflower	1617	649,000	649,000	625,000	(3.70%)	401	387				
Closed	13	56	1 Azara	1692	599,900	599,900	599,000	(0.15%)	355	354				
Closed	55	79	35 Strawflower	1617	645,000	645,000	620,000	(3.88%)	399	383				
Closed	1	36	62 Garrison	1388	473,000	473,000	477,000	0.85%	341	344				
Closed	4	34	31 Walbert Ln	1543	540,000	540,000	540,000	0.00%	350	350				
Closed	16	46	21 Baccus	1228	499,000	499,000	495,000	(0.80%)	406	403				
Closed	65	79	106 Hinterland	1259	490,000	490,000	475,000	(3.06%)	389	377				
Closed	13	42	28 Three Vines	1482	573,900	573,900	573,900	0.00%	387	387				
Closed	3	24	1 Potters Bend	1703	684,900	684,900	690,000	0.74%	402	405				
Closed	50	108	62 Hinterland	1250	509,870	509,870	508,000	(0.37%)	408	406				
Closed	8	35	78 Garrison	1448	519,000	519,000	525,000	1.16%	358	363				
Closed	4	33	3 Chilmark	1560	560,000	560,000	565,000	0.89%	359	362				
Closed	43	78	32 Amesbury	1373	574,000	574,000	585,000	1.92%	418	426				
Closed	52	78	8 Fieldhouse	1581	674,900	674,900	655,000	(2.95%)	427	414				
Closed	5	50	5 Wildflower	1440	540,000	540,000	540,000	0.00%	375	375				
Closed	7	27	57 Zinnia	1782	659,900	659,900	648,000	(1.80%)	370	364				
Closed	10	47	46 Hinterland	1114	399,000	399,000	415,000	4.01%	358	373				
Closed	8	42	45 St Mays	1498	499,900	499,900	505,000	1.02%	334	337				
Closed	18	77	11 Queensberry	1700	639,900	639,900	630,000	(1.55%)	376	371				
Closed	18	48	110 Hinterland	1315	499,000	499,000	509,200	2.04%	379	387				
											Count:		4	5
													List Price	Closed \$\$
											Average Exclusive of Outliers		\$ 560,182	\$ 559,547
											Average		\$ 560,182	\$ 559,547
											Median		\$ 560,000	\$ 548,000
											Quartile 1		\$ 499,000	\$ 496,500
											Quartile 3		\$ 604,450	\$ 599,900
											IQR		\$ 105,450	\$ 103,400
											Stand Range		\$ 158,175	\$ 155,100
											Upper Range		\$ 340,825	\$ 341,400
											Lower Range / OUTLIERS		\$ 762,625	\$ 755,000

Closings p. 2

Ladera Condos < 1800 sf: - 1100 to 1800 sf										2.15%	Average Increase
										(2.76%)	Average Price Reduction
CLOSED SALES Condos and Townhomes										(0.54%)	Average of All
Status	DOM	CDOM	Address		Square Footage	Original List Price	Last List Price	Closed Price	'Δ O v C	List Price \$ PSF	Closed Price \$ PSF
Closed	13	43	64 Strawflower	64	1733	649,000	649,000	639,000	(1.54%)	374	369
Closed	2	46	55 Wildflower	55	1440	495,000	495,000	495,000	0.00%	344	344
Closed	5	38	48 Chadron	48	1448	519,900	519,900	519,900	0.00%	359	359
Closed	19	50	32 Corbin	32	1705	595,000	595,000	595,000	0.00%	349	349
Closed	35	78	15 Iron Horse	15	1565	689,000	689,000	679,786	(1.34%)	440	434
Closed	0	36	8 Kilbannan	8	1682	569,000	569,000	569,000	0.00%	338	338
Closed	5	38	4 Quartz	4	1578	575,000	575,000	595,000	3.48%	364	377
Closed	11	42	8 Clifton	8	1635	635,000	635,000	637,500	0.39%	388	390
Closed	4	34	41 Walbert	41	1543	550,000	550,000	550,000	0.00%	356	356
Closed	5	34	5 Arabis	5	1294	485,000	485,000	490,000	1.03%	375	379
Closed	12	49	27 Dietes	27	1458	479,999	479,999	485,000	1.04%	329	333
Closed	19	54	26 Half Moon Trail	26	1565	699,000	699,000	679,000	(2.86%)	447	434
Closed	13	48	48 Sheridan	48	1761	640,000	640,000	640,000	0.00%	363	363
Closed	4	53	40 Iron Horse	40	1425	668,000	668,000	660,000	(1.20%)	469	463
Closed	170	201	6 Union	6	1700	575,000	575,000	540,000	(6.09%)	338	318
Closed	7	40	14 Shelburne	14	1736	620,000	620,000	621,500	0.24%	357	358
Closed	6	35	74 Trumpet Vine	74	1498	489,900	489,900	496,000	1.25%	327	331
Closed	21	59	35 Wildflower	35	1440	535,000	535,000	533,000	(0.37%)	372	370
Closed	4	25	14 Garrison	14	1388	465,000	465,000	473,000	1.72%	335	341
Closed	151	180	38 Valmont	38	1350	499,999	498,999	480,000	(4.00%)	370	356
Closed	4	25	3 Winterset	3	1698	569,000	569,000	580,000	1.93%	335	342
Closed	16	46	5 Attleboro	5	1560	541,000	541,000	550,000	1.66%	347	353
Closed	8	29	1 Corbin	1	1705	599,900	599,900	599,900	0.00%	352	352
Closed	0	31	59 IRON HORSE	59	1788	710,000	710,000	710,000	0.00%	397	397
Closed	98	129	15 Lansdale	15	1525	609,000	599,000	607,500	(0.25%)	399	398
Closed	5	36	24 Ayrshire	24	1682	595,000	595,000	595,000	0.00%	354	354
Closed	55	90	37 Garrison	37	1448	525,999	525,999	517,500	(1.62%)	363	357
Closed	7	33	4 Palladium	4	1578	549,900	549,900	540,000	(1.80%)	348	342
Closed	104	154	113 Sansovino	113	1460	549,000	539,000	515,000	(6.19%)	376	353
Closed	24	38	3 Ash Hollow	3	1565	679,000	679,000	680,000	0.15%	434	435
Closed	55	81	65 Chadron	65	1511	545,000	545,000	525,000	(3.67%)	361	347
Closed	43	107	35 Palladium	35	1449	529,000	509,000	485,000	(8.32%)	365	335
Closed	49	78	43 Palladium	43	1667	560,000	560,000	550,000	(1.79%)	336	330
Closed	130	177	90 Sansovino	90	1263	489,990	485,900	475,000	(3.06%)	388	376
Closed	82	111	12 Granville	12	1668	624,900	624,900	558,500	(10.63%)	375	335
Closed	5	35	30 Platinum	30	1449	494,500	494,500	495,000	0.10%	341	342
Closed	60	92	5 Corbin	5	1560	569,000	569,000	548,000	(3.69%)	365	351
Closed	15	35	5 Vinca	5	1250	478,000	478,000	475,000	(0.63%)	382	380
Closed	11	61	6 Lynde	6	1560	579,000	579,000	565,000	(2.42%)	371	362
Closed	47	61	62 Half Moon	62	1425	645,000	645,000	635,000	(1.55%)	453	446

Closings Graph

Note 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.

