

Ladera Ranch SFR Over 3,250 SF

Current Market Trends

January 1st through June 30th, 2020



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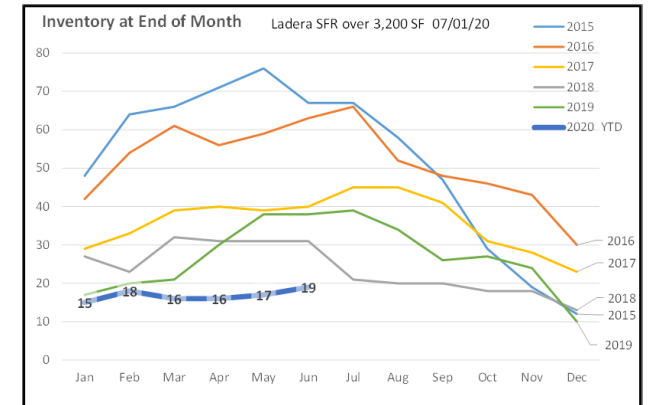
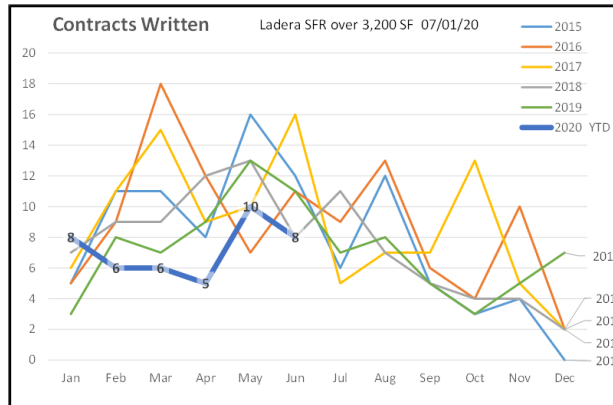
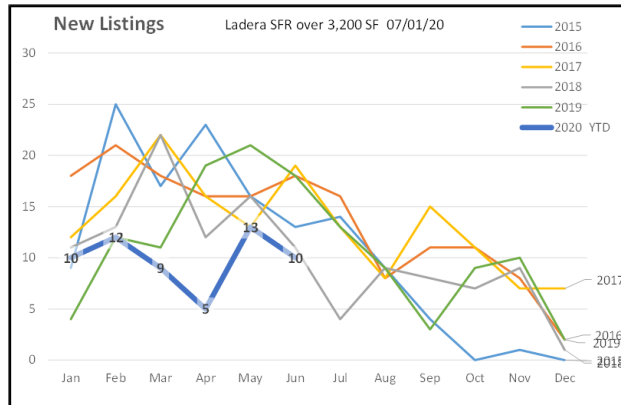
Presentation

New Listings Start the Recovery/ Contracts Written Keep Pace / Inventory Remains Low

New Listings in June (10) support the bounce back in May, the best month of the year so far.

Contracts Written in June (8) indicate willing buyers are in the market

Inventory (19) is 38% below 2019 levels



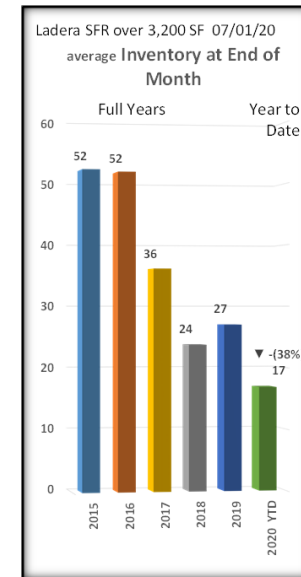
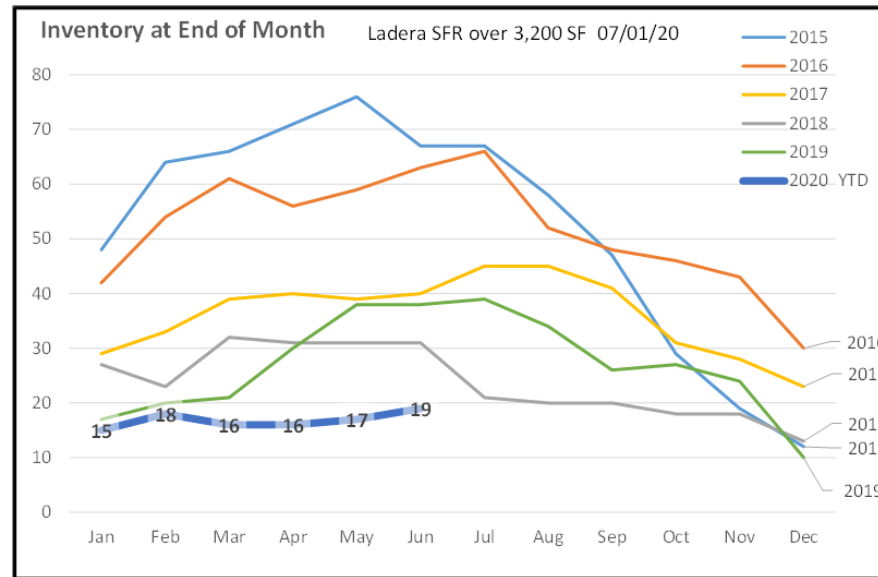
Market Type In 2020

The larger Single-Family Homes in Ladera are currently a *SELLERS' MARKET* with 2.9 Months of Inventory.

Inventory is 38% below 2018 levels (as shown in the green column)

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

Ladera SFR over 3,200 SF		
7/1/2020	Market Type	YOY Monthly Inventory
Jan-2020	Seller	2.1
Feb-2020	Seller	2.4
Mar-2020	Seller	2.1
Apr-2020	Seller	2.2
May-2020	Seller	2.6
Jun-2020	Seller	2.9
Jul-2020		
Aug-2020		
Sep-2020		
Oct-2020		
Nov-2020		
Dec-2020		



New Listings Status in 2020

Monitoring New and Current Active Listings will let us see the precursor to home values and inventory levels

- **There are 19 Active listings.**
 - There were 16 in our last report.
- **There were 28 New Listings over the past 90 days.**
 - 14 of those homes are still on the market.

LISTINGS STATUS:		7/1/2020	Active	A.U.C	Pending	Closed	Expired	Hold
Ladera SFR over 3,200 SF								
Current Active Listings:		19						
New Listing in the last 90 days		28	14	4	1	8	1	0
New Listing in the last 30 days		10						

The 3 Essential Steps to Selling Your Home

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 31%

Contracts Written are Down 16%

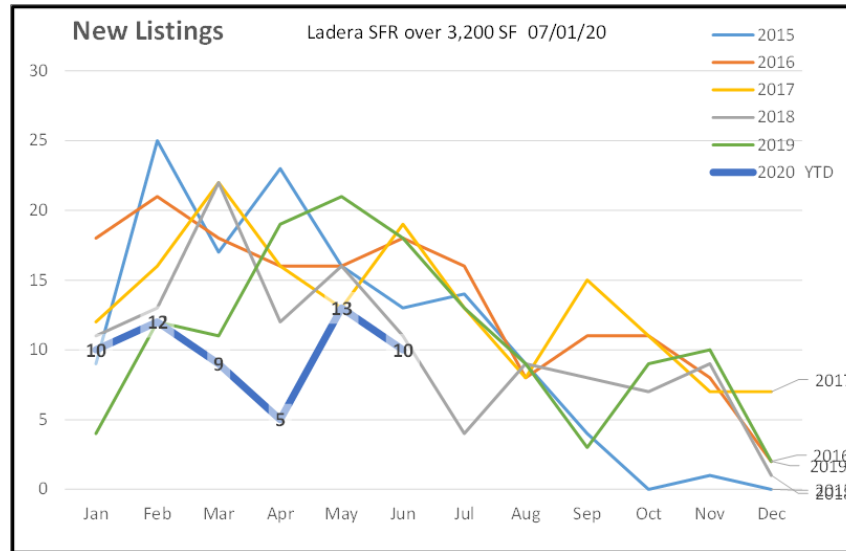
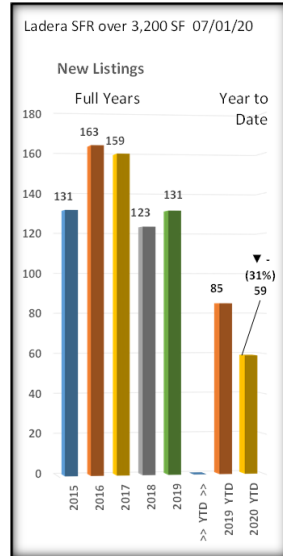
Closings are EVEN, both years had 40 ad the end of June

New Listings Trends

New Listings column chart they are down 31%.

With a very strong rebound in May and good follow up in June this should signal a start to the recovery.

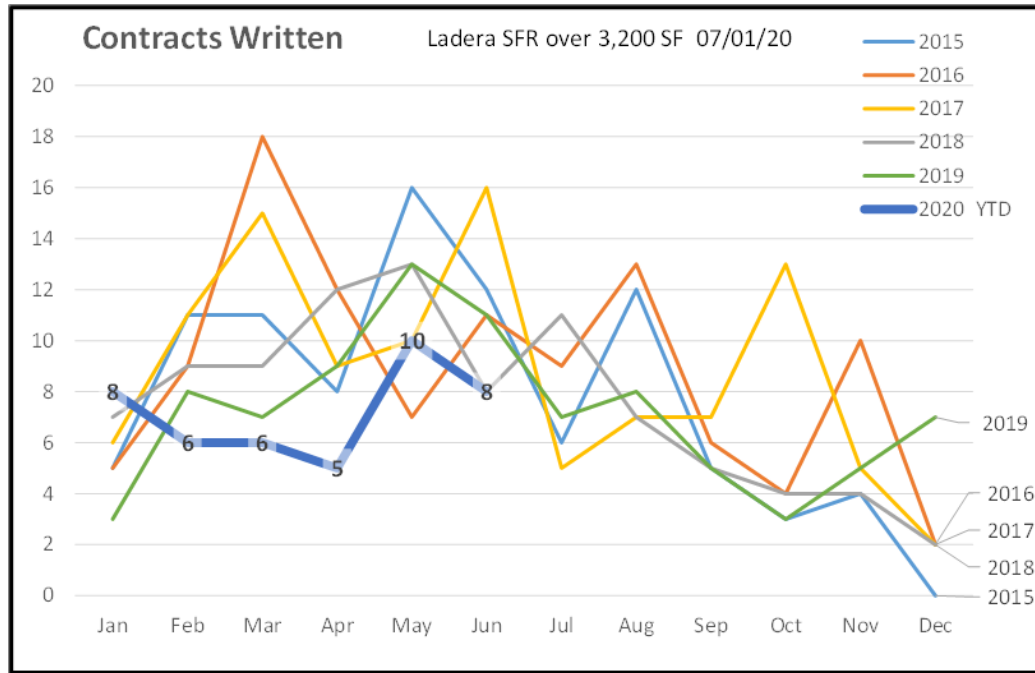
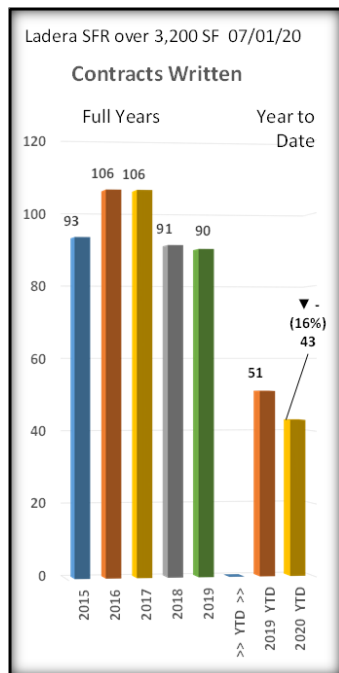
Fannie Mae is forecasting very strong 3rd and 4th quarters.



Contracts Written Trends

Contracts Written are still running 16% BELOW the same period in 2019

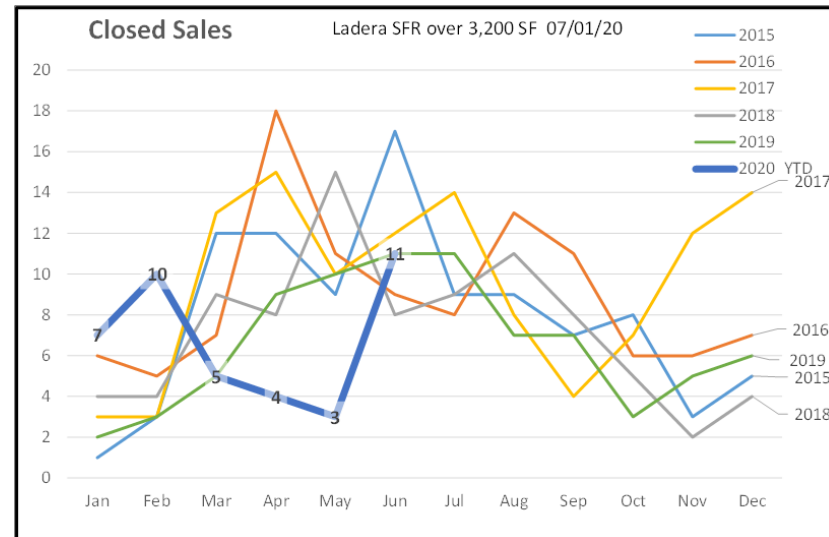
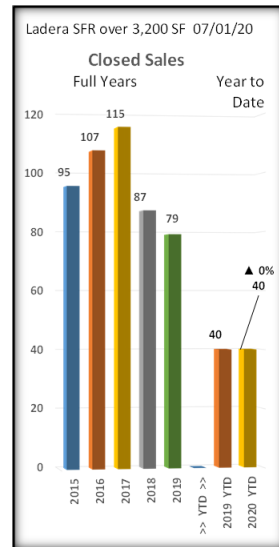
The Contracts Written in January show a very strong start to the year.
May was an Outstanding Recovery Month! June was a solid backup to May.



Closed Sales Trends

Closings are *EVEN* with 2019 for the same period, both years had 40 closings at the end of June.

This is largely due to the very strong first two months of the year.



Home Values

Home Values are DOWN 1.6%

Believe it or not this is POSITIVE NEWS.

Values were down 4.2% in April, 5.1% in March and 6.3% in February.

PRICE (Average)	Ladera SFR over 3,200 SF	7/1/2020	Net Change	
	Closed Price Less Than 3995 SF =	1,307,234	41,031	3.2%
	Closed Price Greater Than 3995 SF =	1,711,855	(204,759)	(10.8%)
	Closed Price Greater Than 3995 sf Exclusive of Outlier Lots =	1,662,514	(41,346)	(2.5%)
	Average Closed Price of ALL Homes		\$1,499,429	(\$24,110) (1.6%)
Square Footage Range from: 3286 to 4787				
Square Footage Average = 3995				
Provided by Joe Richter				
Average sf of homes LESS than 3995 sf is 3628				
Average sf of homes GREATER than 3995 sf is 4398				

Price Ranges

Average Current/Last List Price of all Active Listings: \$1,471,000.

- The high is \$2,576,000
- the low is \$1,035,000

Ladera SFR over 3,200 SF			Period	1/1/20 - 6/30/20	
3251 to 4800 sf			Data:	7/1/2020	
Current/Last List Price					
Average of ALL Status Types			\$1,599,120		
	#	Current Active	"New" Active Listing:	Sold/Closed:	#
		19	14	17	
Median 4-Sale Price		\$1,399,900	\$1,347,450	\$1,347,450	Median Sold Price
Average		\$1,471,803	\$1,610,700	\$1,574,041	Average
Highest		\$2,576,948	\$2,795,000	\$3,195,000	Highest
Lowest		\$1,035,000	\$1,035,000	\$1,000,000	Lowest
Most Recent			6/29/2020	6/1/2020	Most Recent
Status Types					
Active, New Listings, Active Under Contract, Expired, Canceled, Withdrawn, Pending, Closed & Hold					

90-Day CLOSINGS

Recent Closings are used a primary factor to determine pricing estimates in appraisals and CMA's.

- 17 homes have closed of the last 90 days
 - 9 homes closed BELOW revised List Price.
 - 5 homes closed AT revised List Price
 - 3 homes closed ABOVE revised Asking Price

Ladera SFR over 3,200 SF	Period	1/1/20 - 6/30/20
3251 to 4800 sf		
90-Day Market Trends	Data:	7/1/2020
AVERAGE CLOSED PRICE		
\$1,538,229		
Price Change	# of Homes	
0.00%	18%	
Below Current List Price	ABOVE List	
<div>9 Sold Below</div>	<div>5 Sold At List</div>	<div>3 Sold Above</div>
Closed Price vs. Original List		
	Count	Ratio
Average of All:		Discount
		Excludes Largest
Av. Excluding Largest:		
SOLD		
BELOW Ask: Largest Decrease:		
ABOVE Ask: Most Above:		
AT Ask: At Original List		

Days on Market (DOM)

DOM is the time for Activating the listing on the MLS to getting an offer accepted and a purchase contract signed.

It is the pulse of market activity and inventory levels

1. Average Days on Market for current Active Listings is **61** Days.
2. In our last report DOM was **71** days.

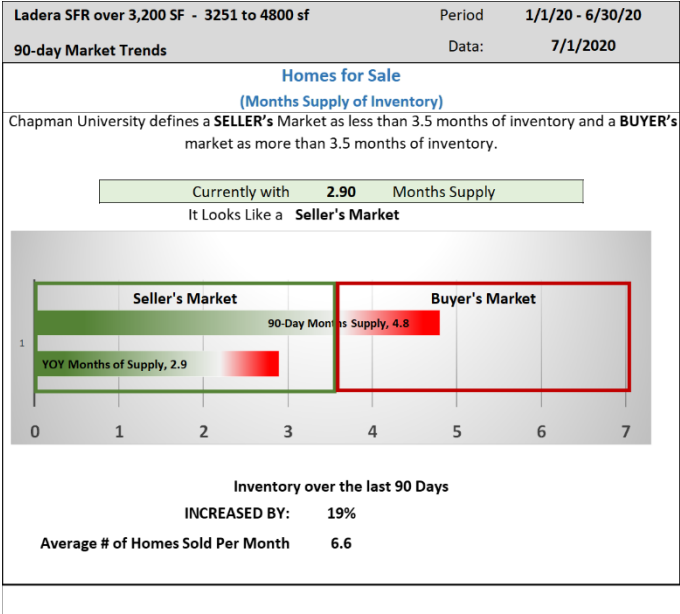
Ladera SFR over 3,200 SF	Period	1/1/20 - 6/30/20				
3251 to 4800 sf						
90-Day Market Trends	Data:	7/1/2020				
Days On Market (DOM)						
90-Day Average of ALL Status Types	44					
Year To Date Average of ALL Status Types	102					
DOM is the number of days from Listing Contract to Purchase Contract						
Year To Date						
STATUS	Count	Most Recent	Average	Exclusive of Outliers	Longest	Shortest
Active Listings:	19	6/29/2020	61	50	258	2
Sold/Closed:	40	6/30/2020	54		215	1
Under Contract	5		46		113	3
Pending	5		129		235	14
Expired	3		129		199	90
Canceled	13		205		820	15
Withdrawn	1		68		68	68
Hold	0		0		0	0

Months of Supply of Inventory

Is the final determining factor in defining a Market Type as either a Sellers or a Buyers' market.

- Year-Over-Year (Y-O-Y) Inventory stands at 2.9 months,
 - Inventory was at 2.6 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

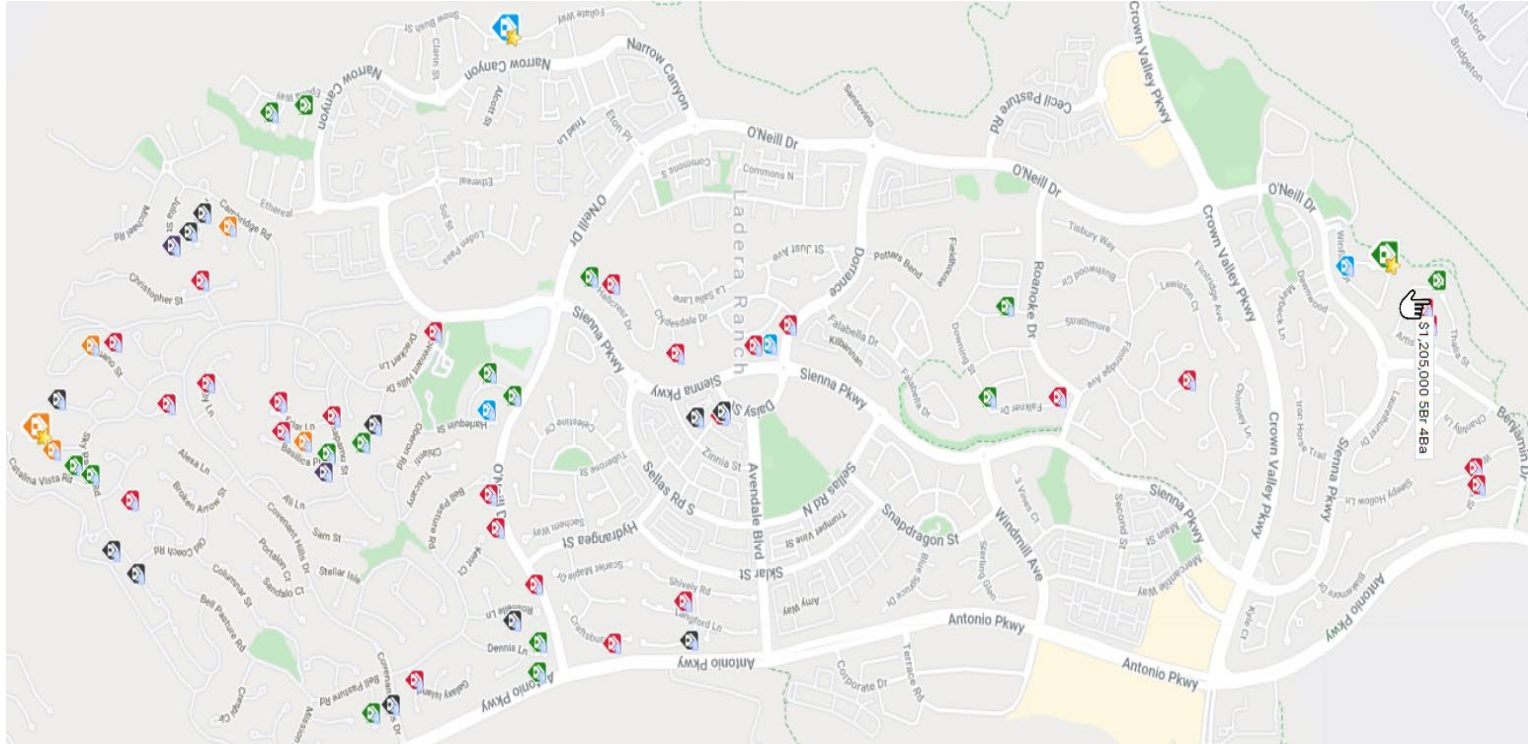
To better anticipate the possible market directions, there are 3 measures of changes in inventory levels that we monitor to forecast shifts in the Market.

1. The first is the change in inventory from a point 90-days ago,
 - a. **Currently Inventory is Up 19% from 90 days ago.**
2. The second is Year-Over-Year changes in Inventory Levels. This aids in understanding how normal the current trend might be.
 - a. **Today they are down by 38%.**
3. The third metric we cross-check on is seasonality. We look at the Month to Month comparison.
 - a. **The current month, June of 2020 is down 50% compared to May of 2019.**

Ladera SFR over 3,200 SF		7/1/2020
Homes for Sale		
(Inventory)		
90-Day Change	19%	INCREASE ▲
Year-Over-Year Change	(38.4%)	DECREASE ▼
June 2019 vs. June 2020	(50%)	DECREASE ▼
2020 New Listings	59	
2020 Closings ⁽¹⁾	40	
2020 Expired, Cancelled	17	
⁽¹⁾ Includes 2019 carry-overs		

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

Joseph Richter
Owner, Josee and Jorge or send with a pay check
Call: 848-877-7722
josee@joe-richter.com
Josee L.C. 91744159

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43 Total listings from search Losers SPW Large ML 1.0041

12 Forward Prev

1/14

\$1,219,000

5 beds, 3 1/2 baths, 1 partial bath, 5,200 sqft, Built in 2001, 1356 sqft, Single Family Residence

+25 Mason Ln
Losers Ranch 92094

1/14

\$1,495,000

4 beds, 4 1/2 baths, 1 partial bath, 3,900 sqft, 12,472 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

+1 Catalina Vista Rd # 22
Losers Ranch 92094

1/14

\$2,954,667

5 beds, 5 full baths, 1 partial bath, 4,707 sqft, 16,412 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

+21 Catalina Vista Rd # 22
Losers Ranch 92094

1/14

\$1,299,900

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

+8 Adele St
Losers Ranch 92094

1/14

\$2,349,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

9 Catalina Vista Rd
Losers Ranch 92094

1/14

\$3,195,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

1 San Luis Obispo St
Losers Ranch 92094

1/14

\$2,295,777

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

16 Gauscho Rd
Losers Ranch 92094

1/14

\$2,245,000

4 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

11 Vagueria Rd
Losers Ranch 92094

1/14

\$1,000,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

19 Basicala Pl
Losers Ranch 92094

1/14

\$1,999,900

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

19 Basicala Pl
Losers Ranch 92094

1/14

\$1,799,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

11 Dennis Ln
Losers Ranch 92094

1/14

\$1,355,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

5 Falkner Dr
Losers Ranch 92094

1/14

\$1,348,800

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

18 Abyssinian Way
Losers Ranch 92094

1/14

\$1,275,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

30 Tranquility Pl
Losers Ranch 92094

1/14

\$1,374,999

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

22 Julia St
Losers Ranch 92094

1/14

\$1,249,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

66 Downing St
Losers Ranch 92094

1/14

\$1,250,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

2 Ranunculus St
Losers Ranch 92094

1/14

\$1,300,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

4 Drackert Ln
Losers Ranch 92094

1/14

\$1,475,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

17 Julia St
Losers Ranch 92094

1/14

\$1,725,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

27 Basicala Pl
Losers Ranch 92094

1/14

\$1,229,500

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

5 Illuminata Ln
Losers Ranch 92094

1/14

\$1,595,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

1 Anapamu St
Losers Ranch 92094

1/14

\$2,576,948

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

3 Catalina Vista Rd # 31
Losers Ranch 92094

1/14

\$1,425,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

4 Elissa Ln
Losers Ranch 92094

1/14

\$1,685,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

5 Padra Pl
Losers Ranch 92094

1/14

\$1,538,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

6 Tranquility Pl
Losers Ranch 92094

1/14

\$1,185,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

7 Chardonnay Dr
Losers Ranch 92094

1/14

\$1,499,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

9 Basicala Pl
Losers Ranch 92094

1/14

\$1,550,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

11 Snow Bush St
Losers Ranch 92094

1/14

\$1,495,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

19 Tranquility Pl
Losers Ranch 92094

1/14

\$1,385,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

46 Hallcrest Dr
Losers Ranch 92094

1/14

\$1,636,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

34 WINFIELD Dr
Losers Ranch 92094

1/14

\$1,508,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

23 Pisano St
Losers Ranch 92094

1/14

\$1,500,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

1 Lemmon Ct
Losers Ranch 92094

1/14

\$1,985,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

2 La Riata Rd
Losers Ranch 92094

1/14

\$1,370,250

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

3 Edendale St
Losers Ranch 92094

1/14

\$1,575,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

3 Kent Ct
Losers Ranch 92094

1/14

\$1,640,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

3 Fritar Ln
Losers Ranch 92094

1/14

\$1,020,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

4 Gilly Florist St
Losers Ranch 92094

1/14

\$1,225,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

4 Edendale St
Losers Ranch 92094

1/14

\$1,229,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

6 Wyeth St
Losers Ranch 92094

1/14

\$1,765,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

6 Bell Pasture Rd
Losers Ranch 92094

1/14

\$1,200,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

6 Abyssinian Way
Losers Ranch 92094

1/14

\$1,348,999

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

7 Seyler Ln
Losers Ranch 92094

1/14

\$2,200,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

13 Blackman Rd
Losers Ranch 92094

1/14

\$1,349,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

10 Talbot Ct
Losers Ranch 92094

1/14

\$1,025,000

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

12 Craftsburg Pl
Losers Ranch 92094

1/14

\$1,281,512

5 beds, 5 full baths, 1 partial bath, 4,331 sqft, 12,033 sqft lot, Built in 2005, 6427 sqft, Single Family Residence

15 Christopher St
Losers Ranch 92094

Current Active Listing

Ladera SFR over 3,200 SF - 3251 to 4800 sf										Period: 1/1/20 - 6/30/20		
										Data: 7/1/2020		
ACTIVELY SELLING Single Family Residence												
Status	DOM	St. #	Address	Ad dre ss	Square Footage	Original List Price	Last List Price	Price change	List Price \$ PSF			
										Total Active Sales		19
Active	40	1	Alexa	##	4200	\$2,795,000	\$2,795,000		665.48	Active Lisitngs Less than 3995 SF		10
Active	29	2	Kelly	##	4770	\$2,725,000	\$2,725,000		571.28	Average Price		\$1,274,990
Active	258	3	Catalina Vista	##	4552	\$2,399,000	\$2,576,948	177,948	527.02	Average SF		3,673
Active	30	4	Becker	##	3942	\$1,525,000	\$1,525,000		386.86	Average Price SF		347
Active	50	5	Cowboy	##	4096	\$2,100,000	\$2,100,000		512.7			
Active	113	5	Illuminata	##	3778	\$1,229,900	\$1,229,900		325.54	Active Lisitngs More than 3995 SF		9
Active	34	6	Artisan	##	3432	\$1,224,998	\$1,224,998		356.93	Average Price		\$1,976,750
Active	114	7	Chardonnay	##	3286	\$1,185,000	\$1,185,000		360.62	Average SF		4,268
Active	140	9	Basilica	##	4514	\$1,499,000	\$1,499,000		332.08	Average Price SF		456
Active	12	10	Craftsbury	##	4000	\$1,295,000	\$1,295,000		323.75			
Active	125	10	Basilica	##	3930	\$1,500,000	\$1,500,000		381.68			
Active	18	11	Pisano	##	4186	\$1,399,900	\$1,399,900		334.42			
Active	48	16	Hallcrest	##	4000	\$1,250,000	\$1,250,000		312.5			
Active	50	16	Gaucha	##	4096	\$2,149,900	\$2,149,900		524.88			
Active	28	20	Becker	##	3942	\$1,425,000	\$1,425,000		361.49			
Active	2	21	Sea Grape	##	3855	\$1,285,000	\$1,285,000		333.33			
Active	43	25	Winslow	##	3337	\$1,175,000	\$1,175,000		352.11			
Active	12	34	WINFIELD	##	3815	\$1,035,000	\$1,035,000		271.3			
Active	12	34	Abyssinian	##	3411	\$1,165,000	\$1,165,000		341.54			

Closing In 2020, page 1 of 2

Ladera SFR over 3,200 SF - 3251 to 4800 sf											Period	1/1/20 - 6/30/20		
											Data:	7/1/2020		
CLOSED SALES Single Family Residence											(4.60%) Average price reduction from Original List Price			
Status	DOM	CDOM	Address	Square Footage	Original List Price	Last List Price	Closed Price	Δ o v L	List Price \$ PSF	Closed Price \$ PSF	Total Closed Sales			

Closing In 2020, page 2 of 2

[illegible]

Home Value Graph

