

Ladera Ranch SFR Under 3,250 SF Current Market Trends

January 1st through June 30th, 2020.



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Presentation

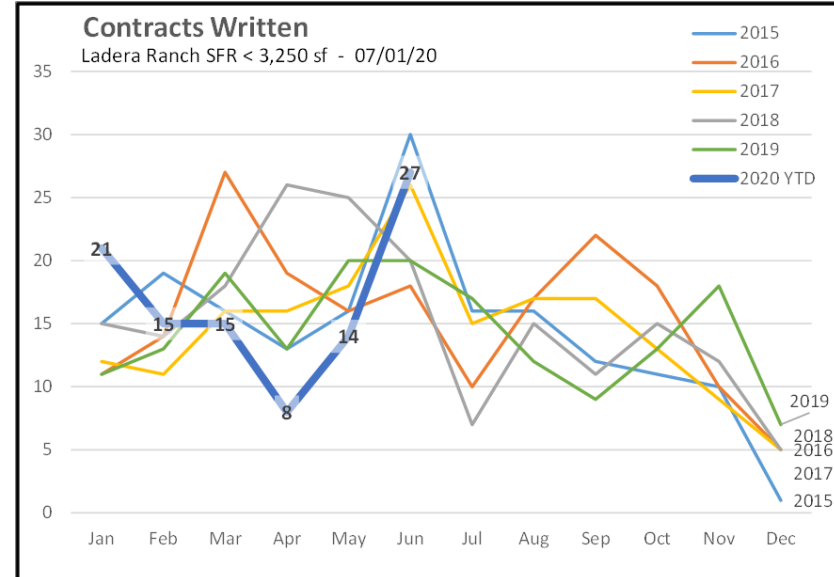
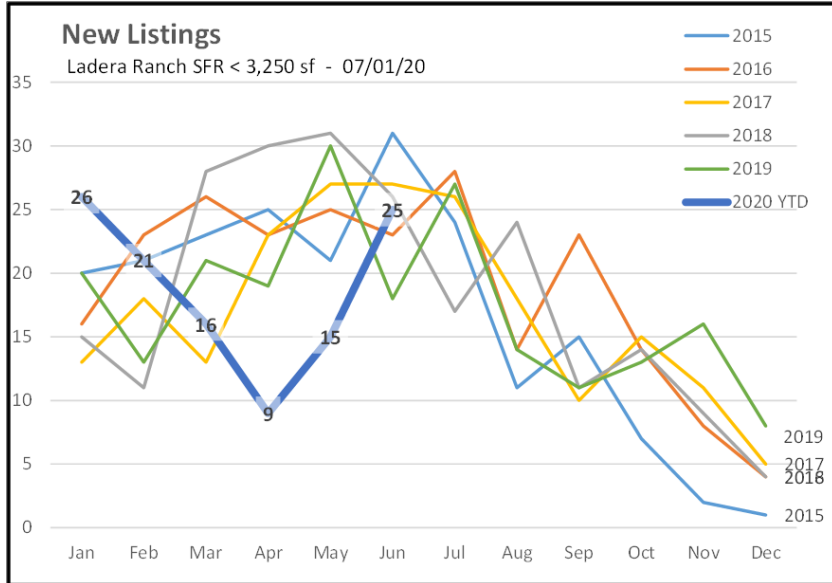
New Listings Return to Normal Contracts Written Burst

Both New Listings and Contracts Written had excellent starts to the year

In June

New Listings represent an absolutely normal market

Contracts Written had their second-best month of the past 5 years

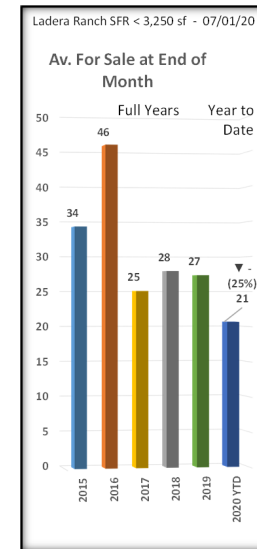
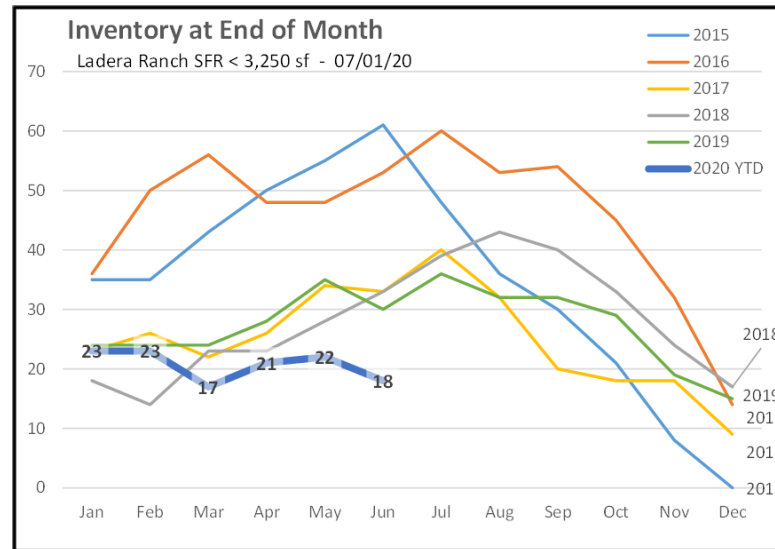


Market Type ~ Seller or Buyer

Ladera Single Family REMAIN a SELLERS' MARKET with 1.3 Months of Inventory
Inventory is running 25% below 2019 levels as seen in the blue column
Overall Inventory is well below normal as seen in the blue line

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

Ladera Ranch SFR < 3,250 sf		
7/1/2020	Market Type	YOY Monthly Inventory
Jan-2018	Seller	1.6
Feb-2018	Seller	1.5
Mar-2018	Seller	1.1
Apr-2018	Seller	1.4
May-2018	Seller	1.5
Jun-2018	Seller	1.3
Jul-2018		
Aug-2018		
Sep-2018		
Oct-2018		
Nov-2018		
Dec-2018		



Active and New Listings Status in 2020

- **There are 18 Active listings.**
 - There were 22 in our last report.
- **There were 48 New Listings over the past 90 days.**
 - 13 of those homes are still on the market.
 - There were 25 new listings during the last 30 days

LISTINGS:	Ladera Ranch SFR < 3,250 sf	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:		18						
<i>New Listing in the last 90 days</i>		48	13	21	4	6	2	2
<i>New Listing in the last 30 days</i>		25						

The Three Essential Steps of Selling and Buying:

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 7%**,

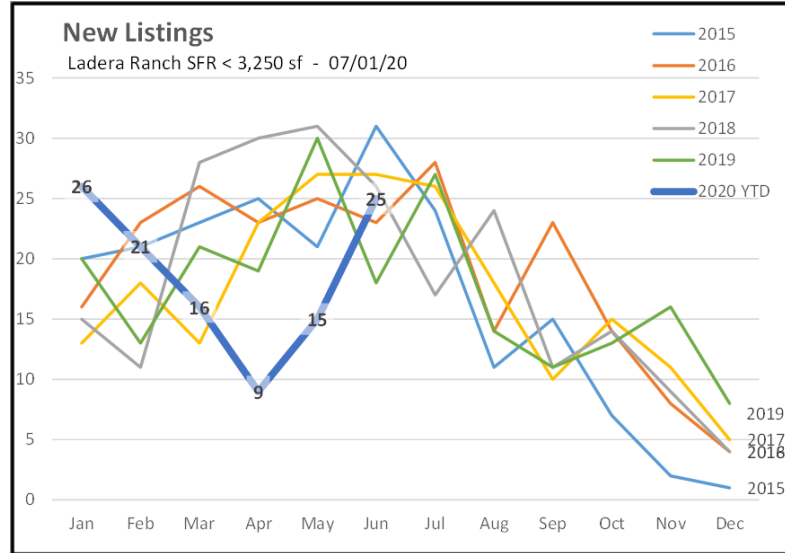
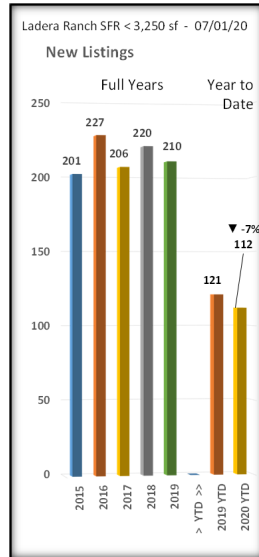
Contracts Written are **Up 4%**

Closing are **DOWN 15%**

New Listings Trends

New Listings, as seen in the column chart, are down 7%.

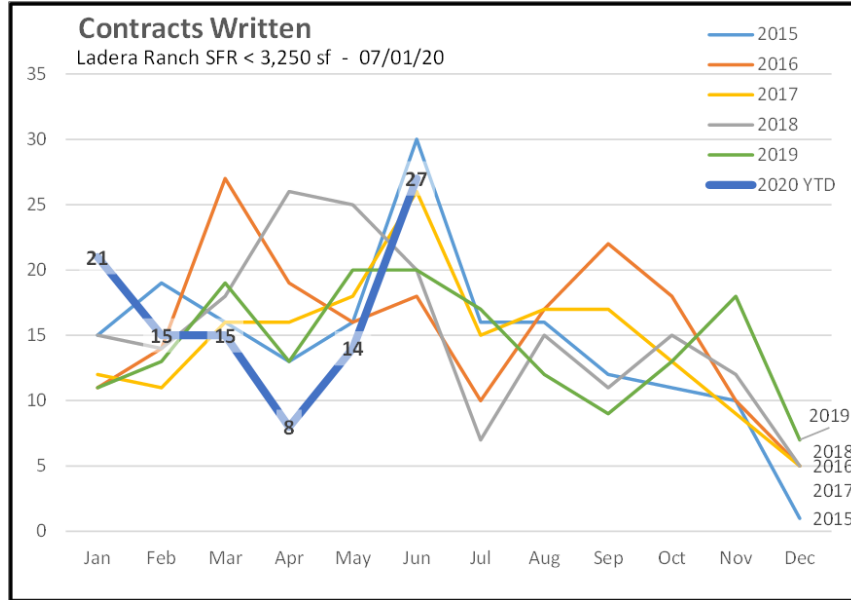
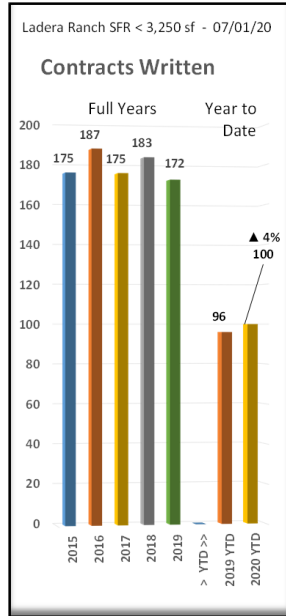
June had a very strong month with 25 New Listings



Contracts Written Trends

Contracts Written are Up 4%

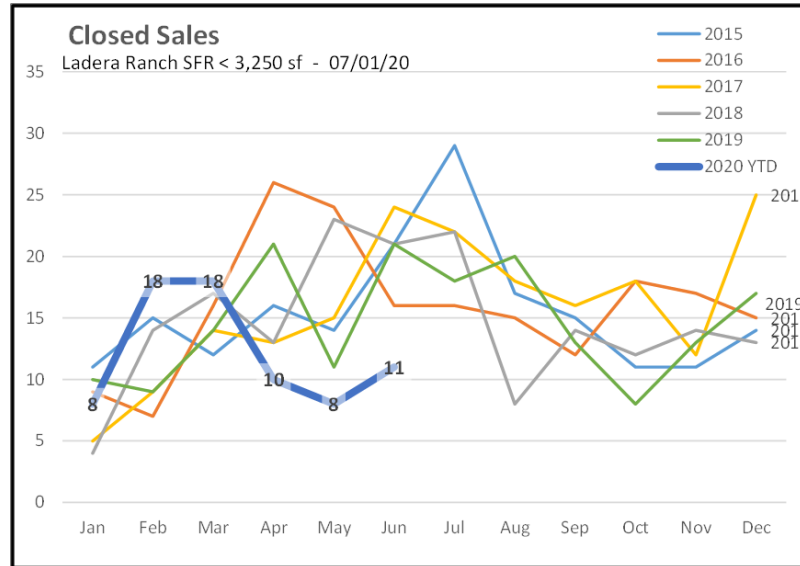
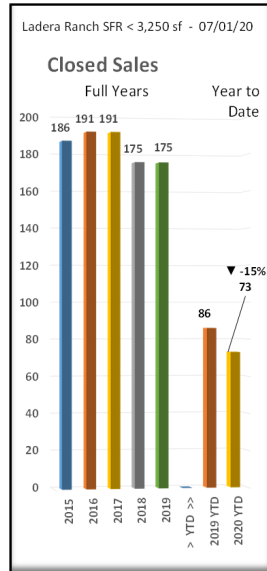
June had 27 Contracts Written making it the second-best month of the prior 5 years



Closed Sales Trends

Closings are Down 15%.

Closing follow Contracts Written by +/- 35 days...there should be a very nice recovery in July and August



Home Values

The average Year Over Year (YOY) CLOSED Pricing for all sizes is UP 0.4% compared to 2019.

PRICE (Average Ladera Ranch SFR < 3,250 sf	7/1/2020		Net Change	
Closed Price Less Than 2200 SF	\$732,985		(\$6,879)	(0.9%)
Closed Price Greater Than 2200 SF	\$974,057		(\$8,621)	(0.9%)
Closed Price Greater Than 2200 sf Exclusive of View Lots	\$974,057		(\$8,621)	(0.9%)
Average Closed Price of ALL Homes	\$884,893		\$3,469	0.4%
Square Footage Range from: 1442 to 3227				
Square Footage Average = 2375				
<u>Average SF of homes LESS than 2200 SF is: 1,841</u>				
<u>Average SF of homes GREATER than 2200 SF is: 2,728</u>				

Average Prices of Active Listings

Average Current/Last List Price of all Active Listings: \$858,000.

- The low is \$689,000
- The high is \$1,249,000

Ladera Ranch SFR < 3,250 sf		Period 1/1/20 - 6/30/20	
1500 to 3250 sf		Data Date: 7/1/2020	
90-Day Market Trends			
Current/Last List Price			
Average of ALL Status Types		\$913,293	
	All Active	"New" Active:	Sold/Closed:
Count:	18	13	73
Median 4-Sale Price	\$815,900	\$809,900	\$885,000
Average	\$858,705	\$844,284	\$884,893
Highest	\$1,249,000	\$1,249,000	\$1,180,000
Lowest	\$689,000	\$689,000	\$77,900
Most Recent		6/30/2020	6/30/2020
Status Types			
Active, New Listings, Active Under Contract, Expired, Canceled, Withdrawn, Pending, Closed & Hold/Do-Not-Show			

90-Day Closing Trends

The 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.

- **29 homes have closed of the last 90 days**
 - **20** Homes closed BELOW revised List Price.
 - **7** homes closed AT revised List Price
 - **2** homes closed ABOVE revised List Price

Ladera Ranch SFR < 3,250 sf		Period	1/1/20 - 6/30/20		
1500 to 3250 sf					
90-Day Market Trends		Data:	7/1/2020		
90-day CLOSED PRICE					
\$849,002					
Price Change from Original			# of Homes		
(5.26%)			7%		
Below Current List Price			ABOVE List		
<div style="border: 1px solid blue; padding: 5px; width: fit-content; margin: 0 auto;"> <p style="margin: 0;">20 Sold Below</p> </div>			<div style="border: 1px solid blue; padding: 5px; width: fit-content; margin: 0 auto;"> <p style="margin: 0;">7 Sold At List</p> </div>		
			<div style="border: 1px solid blue; padding: 5px; width: fit-content; margin: 0 auto;"> <p style="margin: 0;">2 Sold Above</p> </div>		
Closed Price vs. Original List					
		Count	Ratio	Discount	Excludes Largest
Average of All:					
		29		(5.26%)	
Av. Excluding Largest:				0.00%	
SOLD					
BELOW Ask:	Largest Decrease:	(\$707,100)	20	69%	(90.08%)
ABOVE Ask:	Most Above:	\$37,000	2	7%	3.56%
AT Ask:	At Original List		7	24%	

Days on Market (DOM)

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

Average Days on Market for current Active Listings is 69 Days.

In our last report DOM was **80** days.

Ladera Ranch SFR < 3,250 sf		Period	1/1/20 - 6/30/20			
1500 to 3250 sf						
90-Day Market Trends		Data:	7/1/2020			
Days On Market (DOM)						
90-day Average of ALL Status Types		35				
Year to Date Average of ALL Status Types		92				
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:	25	6/30/2020	69	38	426	1
Sold/Closed:	11	6/30/2020	37		138	2
Under Contract	5		35		158	1
Pending	73		39		188	3
Expired	3		153		184	93
Canceled	2		592		5867	7
Withdrawn	18		113		199	26
Hold	49		42		103	7

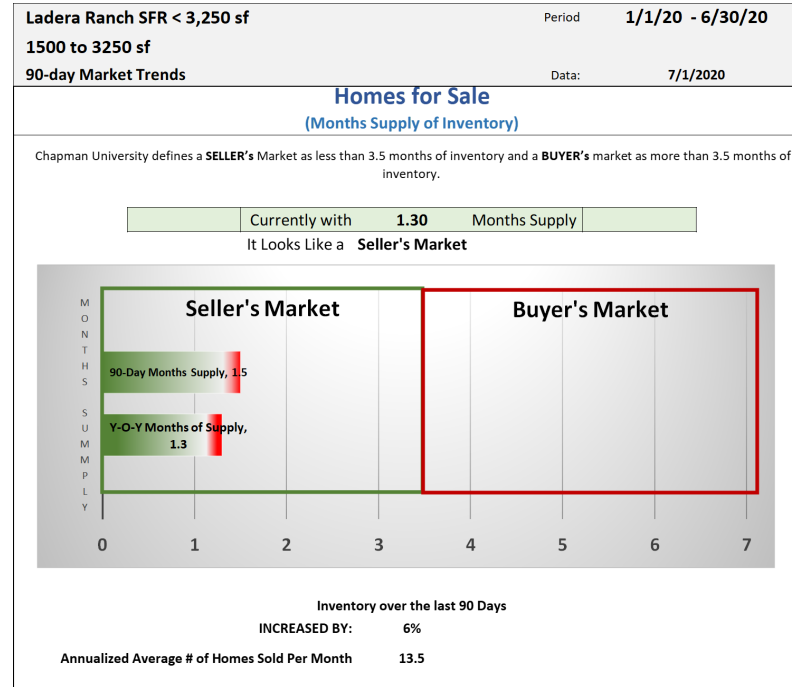
Months of Inventory

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 1.3 months, making the Ladera Single Family Homes market under 3,250 sf. A Seller's Market

Inventory was at **1.5** 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 that will give us a sense of a surge in New Listings or Contracts Written.

- **90-day Inventory is down 6%**

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

- **YOY inventory is DOWN 25%.**

Monitoring the month by month comparison lets us check on seasonal abnormalities.

- **June 2020 compared to June 2019 is DOWN 40%.**

INVENTORY: Ladera Ranch SFR < 3,250 sf		7/1/2020	
Inventory @End Of Month:	14		
Absorption Rate (monthly)	13.5		
Months Supply	1.3		Seller's Market
90-Day Inventory Change	1	INCREASE ▲	5.9%
Year-Over-Year Average EOM Inventory Change	(7)	DECREASE ▼	(24.8%)
June 2019 vs. June 2020	(12)	DECREASE ▼	(40.0%)

Map of Market Activity

This map can be found our website

www.Joe-Richter.com > Predefined Community Listings

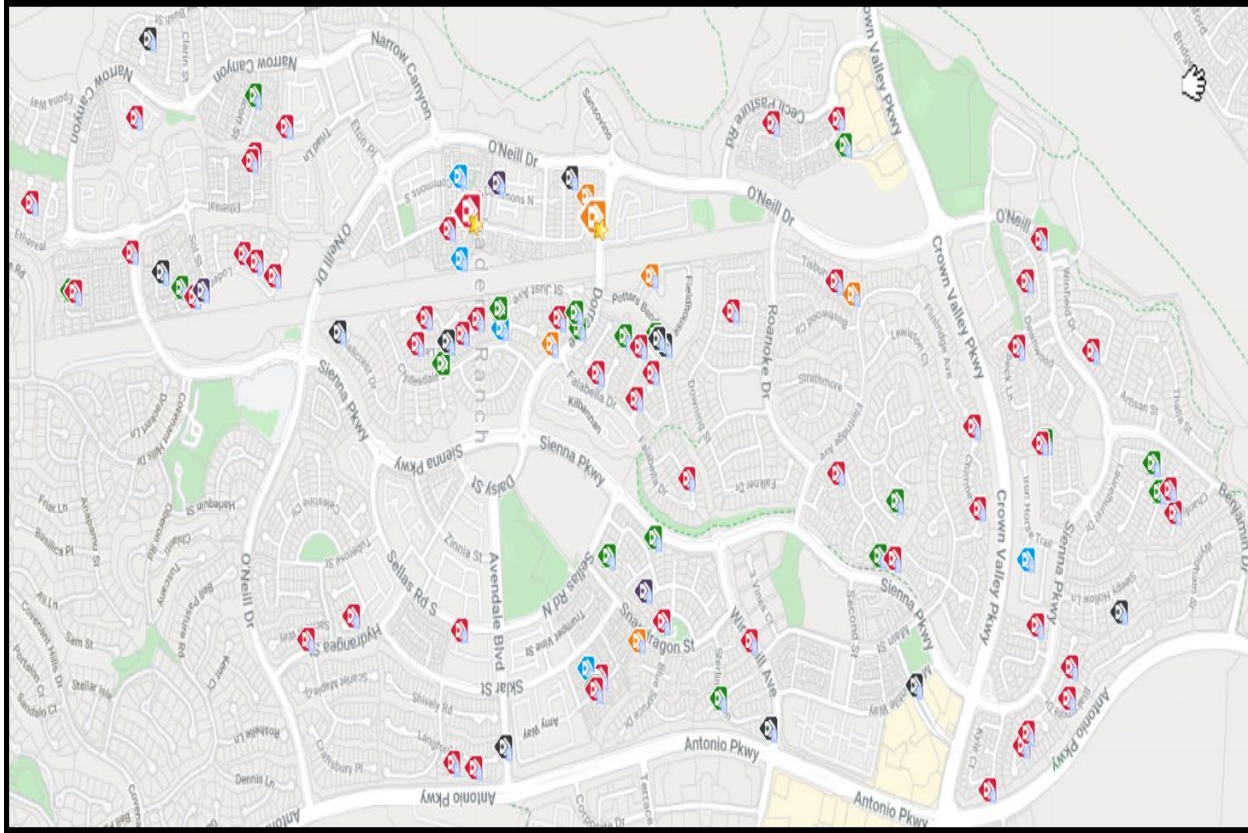
Green = Active

Blue = Active Under Contract

Red = Closed

Orange = Pending



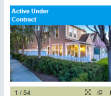
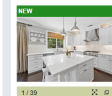
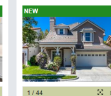

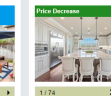
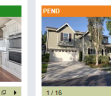
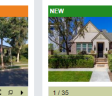
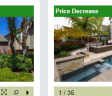
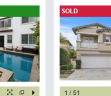
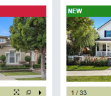
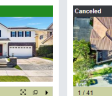


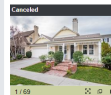
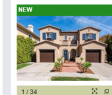
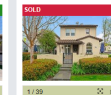
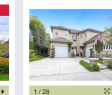
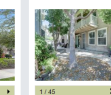
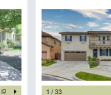

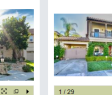

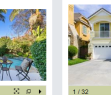



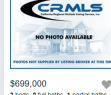
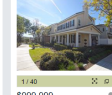
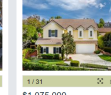
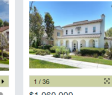

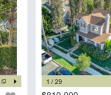
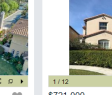

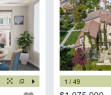
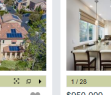
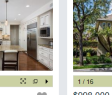

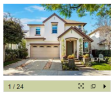

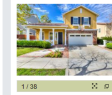
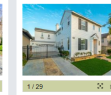
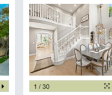
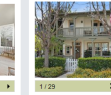


Black = Expired, Cancelled or Withdrawn



Listing Thumbnails

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

407 Total Listings from search: LaJolla 92034 Single ML 5 Status

<p>SOLD</p>  <p>1/13</p> <p>\$730,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,964 sqft. Built in 2000. 3,291 sqft. Single Family Residence</p> <p>+10 Wheatstone Farm LaJolla Ranch 92034</p>	<p>PEND</p>  <p>1/14</p> <p>\$749,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,926 sqft. Built in 2001. 3,416 sqft. Single Family Residence</p> <p>+22 Matland Rd LaJolla Ranch 92034</p>	<p>Active Under Contract</p>  <p>1/14</p> <p>\$689,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,628 sqft. Built in 2002. 3,449 sqft. Single Family Residence</p> <p>22 Wood Barn Rd LaJolla Ranch 92034</p>	<p>NEW</p>  <p>1/13</p> <p>\$900,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 2,208 sqft. Built in 2002. 3,802 sqft. Single Family Residence</p> <p>42 La Salle Ln LaJolla Ranch 92034</p>	<p>NEW</p>  <p>1/14</p> <p>\$889,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 2,266 sqft. Built in 2002. 3,777 sqft. Single Family Residence</p> <p>6 La Salle Ln LaJolla Ranch 92034</p>	<p>Active Under Contract</p>  <p>1/14</p> <p>\$686,998</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,966 sqft. Built in 2000. 3,200 sqft. Single Family Residence</p> <p>10 Half Moon LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/17</p> <p>\$1,798,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 3,068 sqft. Built in 2014. 6,877 sqft. Single Family Residence</p> <p>1 Stockmen Rd LaJolla Ranch 92034</p>	<p>PEND</p>  <p>1/15</p> <p>\$785,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 2,922 sqft. Built in 2000. 5,700 sqft. Single Family Residence</p> <p>6 Washing Well LaJolla Ranch 92034</p>	<p>NEW</p>  <p>1/13</p> <p>\$829,900</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 2,164 sqft. Built in 2004. 4,419 sqft. Single Family Residence</p> <p>12 Acorn St LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/13</p> <p>\$999,000</p> <p>4 beds, 2 1/2 baths, 1 partial bath, 2,390 sqft. Built in 2006. 5,419 sqft. Single Family Residence</p> <p>6 Baudin Cir LaJolla Ranch 92034</p>	<p>SOLD</p>  <p>1/15</p> <p>\$1,050,000</p> <p>4 beds, 2 1/2 baths, 2,976 sqft. Built in 1999. 5,852 sqft. Single Family Residence</p> <p>48 Kempton Ln LaJolla Ranch 92034</p>	<p>NEW</p>  <p>1/13</p> <p>\$1,000,000</p> <p>4 beds, 2 1/2 baths, 1 partial bath, 2,460 sqft. Built in 2006. 5,284 sqft. Single Family Residence</p> <p>6 St Giles LaJolla Ranch 92034</p>	<p>Cancelled</p>  <p>1/11</p> <p>\$724,998</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,794 sqft. Built in 2001. 3,827 sqft. Single Family Residence</p> <p>33 First St LaJolla Ranch 92034</p>		
<p>SOLD</p>  <p>1/11</p> <p>\$950,000</p> <p>4 beds, 2 1/2 baths, 2,876 sqft. Built in 2000. 4,682 sqft. Single Family Residence</p> <p>44 Kempton Ln LaJolla Ranch 92034</p>	<p>Active Under Contract</p>  <p>1/11</p> <p>\$699,999</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,864 sqft. Built in 2006. 3,196 sqft. Single Family Residence</p> <p>16 Outfield Farm LaJolla Ranch 92034</p>	<p>Cancelled</p>  <p>1/11</p> <p>\$1,049,000</p> <p>4 beds, 2 1/2 baths, 2,840 sqft. Built in 2006. 5,336 sqft. Single Family Residence</p> <p>6 Callandra St LaJolla Ranch 92034</p>	<p>NEW</p>  <p>1/14</p> <p>\$880,000</p> <p>4 beds, 2 1/2 baths, 1 partial bath, 2,083 sqft. Built in 2001. 4,427 sqft. Single Family Residence</p> <p>7 Allbrook Ct LaJolla Ranch 92034</p>	<p>SOLD</p>  <p>1/13</p> <p>\$729,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,873 sqft. Built in 2000. 3,220 sqft. Single Family Residence</p> <p>29 Amy Way LaJolla Ranch 92034</p>	<p>NEW</p>  <p>1/12</p> <p>\$800,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 2,800 sqft. Built in 2001. 5,022 sqft. Single Family Residence</p> <p>8 Tibury Way LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/14</p> <p>\$679,900</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,828 sqft. Built in 2001. 3,447 sqft. Single Family Residence</p> <p>8 Snappdragon LaJolla Ranch 92034</p>	<p>NEW</p>  <p>1/12</p> <p>\$1,079,900</p> <p>4 beds, 2 1/2 baths, 1 partial bath, 2,666 sqft. Built in 2001. 5,422 sqft. Single Family Residence</p> <p>2 Castor Ct LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$1,135,000</p> <p>3 beds, 2 1/2 baths, 2,818 sqft. Built in 2003. 7,142 sqft. Single Family Residence</p> <p>15 St Giles Ct LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$1,029,900</p> <p>4 beds, 2 1/2 baths, 1 partial bath, 2,444 sqft. Built in 2005. 5,443 sqft. Single Family Residence</p> <p>5 St Giles Ct LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$899,900</p> <p>4 beds, 2 1/2 baths, 2,822 sqft. Built in 2003. 5,465 sqft. Single Family Residence</p> <p>15 Capricorn Dr LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$869,900</p> <p>4 beds, 2 1/2 baths, 2,822 sqft. Built in 2003. 5,465 sqft. Single Family Residence</p> <p>14 La Salle Ln LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$899,900</p> <p>4 beds, 2 1/2 baths, 1 partial bath, 2,346 sqft. Built in 2001. 5,092 sqft. Single Family Residence</p> <p>12 Laurelhurst Dr LaJolla Ranch 92034</p>		
<p>Price Decrease</p>  <p>1/17</p> <p>\$925,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,426 sqft. Built in 2001. 3,241 sqft. Single Family Residence</p> <p>8 Sugarcane Ln LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/11</p> <p>\$1,149,900</p> <p>3 beds, 2 1/2 baths, 2,918 sqft. Built in 2003. 5,247 sqft. Single Family Residence</p> <p>2 St Steven Ct LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/14</p> <p>\$899,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,790 sqft. Built in 2001. 3,411 sqft. Single Family Residence</p> <p>4 Cocal Pasture Rd LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/14</p> <p>\$999,999</p> <p>4 beds, 2 1/2 baths, 2,739 sqft. Built in 2003. 4,524 sqft. Single Family Residence</p> <p>57 Bedstraw Loop LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/11</p> <p>\$1,075,000</p> <p>3 beds, 2 1/2 baths, 2,739 sqft. Built in 2001. 5,118 sqft. Single Family Residence</p> <p>2 Shelton Ct LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/13</p> <p>\$1,060,000</p> <p>4 beds, 2 1/2 baths, 1 partial bath, 3,129 sqft. Built in 2004. 5,257 sqft. Single Family Residence</p> <p>78 Bedstraw LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/14</p> <p>\$898,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,460 sqft. Built in 2001. 3,280 sqft. Single Family Residence</p> <p>9 Wheatstone Farm LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$810,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 2,311 sqft. Built in 2001. 4,454 sqft. Single Family Residence</p> <p>62 Sillas Road S LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$721,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,793 sqft. Built in 2001. 3,423 sqft. Single Family Residence</p> <p>3 Irish Moss St LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/11</p> <p>\$699,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,864 sqft. Built in 2002. 3,417 sqft. Single Family Residence</p> <p>15 Irish Moss St LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/14</p> <p>\$1,075,000</p> <p>4 beds, 4 1/2 baths, 3,140 sqft. Built in 2004. 4,200 sqft. Single Family Residence</p> <p>28 Bower Ln LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$950,000</p> <p>4 beds, 2 1/2 baths, 1 partial bath, 2,395 sqft. Built in 2001. 5,104 sqft. Single Family Residence</p> <p>27 Danbury LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/16</p> <p>\$998,000</p> <p>4 beds, 2 1/2 baths, 2,400 sqft. Built in 2001. 5,092 sqft. Single Family Residence</p> <p>15 Heathside Rd LaJolla Ranch 92034</p>		
<p>Price Decrease</p>  <p>1/12</p> <p>\$689,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,622 sqft. Built in 2001. 3,292 sqft. Single Family Residence</p> <p>6 LIVINGSTON PI LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/14</p> <p>\$899,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 2,118 sqft. Built in 2001. 4,424 sqft. Single Family Residence</p> <p>43 Bainbridge Ave LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$975,000</p> <p>3 beds, 2 1/2 baths, 2,442 sqft. Built in 2001. 5,062 sqft. Single Family Residence</p> <p>6 Franklin Way LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/13</p> <p>\$1,035,000</p> <p>4 beds, 2 1/2 baths, 2,743 sqft. Built in 2002. 4,836 sqft. Single Family Residence</p> <p>25 Sutherland Dr LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$819,999</p> <p>4 beds, 2 1/2 baths, 2,200 sqft. Built in 2002. 4,900 sqft. Single Family Residence</p> <p>20 Longfield Ln LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/13</p> <p>\$1,160,000</p> <p>4 beds, 2 1/2 baths, 1 partial bath, 3,000 sqft. Built in 2002. 5,774 sqft. Single Family Residence</p> <p>12 Ardenes Dr LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$685,000</p> <p>3 beds, 2 1/2 baths, 1 partial bath, 1,442 sqft. Built in 2001. 3,428 sqft. Single Family Residence</p> <p>1 Evergreen Rd LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/11</p> <p>\$937,500</p> <p>4 beds, 2 1/2 baths, 1 partial bath, 2,854 sqft. Built in 2001. 5,047 sqft. Single Family Residence</p> <p>4 Papette Cir LaJolla Ranch 92034</p>	<p>Price Decrease</p>  <p>1/12</p> <p>\$789,000</p> <p>4 beds, 2 1/2 baths, 1 partial bath, 2,134 sqft. Built in 2004. 5,072 sqft. Single Family Residence</p> <p>23 Rylstone PI LaJolla Ranch 92034</p>						

Current Active Listing

Ladera Ranch SFR < 3,250 sf - 1500 to 3250 sf								Period: 1/1/20 - 6/30/20	
ACTIVELY SELLING Single Family Residence								(26.6%)	Average Discount to Original
Status	DOM	ST. #	Address	Sq Ft	Square Footage	Original List Price	Last List Price	Change Orig to Current	List Price \$ PSF
Active	1	1	Cedar Haven Farm	1,864		\$729,999	\$729,999		392
Active	1	10	Clarke	2,304		\$799,999	\$799,999		347
Active	6	1	Old Concord	2,416		\$809,900	\$809,900		335
Active	9	4	Oatfield Farm	1,525		\$689,000	\$689,000		452
Active	9	11	Chardonnay	3,200		\$1,249,000	\$1,249,000		390
Active	13	3	St Giles	2,681		\$1,000,000	\$1,000,000		373
Active	16	144	Main	1,609		\$690,000	\$690,000		429
Active	23	3	Cedar Haven Farm	1,460		\$689,998	\$689,998		473
Active	23	37	Bainbridge	1,930		\$830,000	\$830,000		430
Active	24	95	Livingston	1,648		\$718,000	\$718,000		436
Active	28	19	Langford	2,763		\$1,049,000	\$1,049,000		380
Active	63	12	Alcott	2,164		\$829,900	\$821,900	(1.0%)	384
Active	75	5	St Giles	2,544		\$1,029,900	\$898,900	(12.7%)	405
Active	93	15	Irish Moss	1,584		\$699,000	\$699,000		441
Active	107	15	Hearthside	2,500		\$998,000	\$998,000		399
Active	117	2	LIVINGSTON	1,623		\$689,000	\$689,000		425
Active	212	25	Sutherland	2,763		\$1,050,000	\$1,035,000	(1.4%)	380
Active	426	78	Bedstraw	3,139		\$11,999,000	\$1,060,000	(91.2%)	3823

Total active Sales		18
Active Lisitngs Less than 2200 SF		9
Average Price		728,544
Average SF		1,712
Average Price SF		429
Active Lisitngs More than 2200 SF		9
Average Price		988,867
Average SF		2,701
Average Price SF		759

DOM	
Av. Exclusive of Outliers	38
Average	69
Median	24
Quartile 1	10
Quartile 3	89
IQR	79
Stand Range	118
Upper Range	(108)
Outliers are more than	206

List Price Outlier	\$1,353,624
Closed Price Outlier	\$1,337,875
Closed DOM Outliers	142

Org. PRICE	
Av. Exclusive of Outliers	\$855,923
Average	\$1,474,983
Median	\$819,900
Quartile 1	\$703,750
Quartile 3	\$1,029,900
IQR	\$326,150
Stand Range	\$489,225
Upper Range	\$214,525
Outliers are more than	\$1,519,125

Closing Page 1

Ladera Ranch SFR < 3,250 sf - 1500 to 3250 sf										(1.9%) Average A	Period	1/1/20 - 6/30/20	
										5.8% Average A	Data:	7/1/2020	
CLOSED SALES Single Family Residence										(5.1%) Average reduction from Oringal			
Status	DOM	CDOM	Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF	Closed Price \$ PSF	Total Closed Sales		
Closed	3	33	9 Trumpet Vine	1,818	772,500	772,500	772,500	0.0%	425		73		
Closed	108	143	6 La Salle	2,355	889,000	889,000	850,000	(4.4%)	361		Closed Sales Less than 2200 SF	34	
Closed	73	86	28 Bower	3,150	1,075,000	1,075,000	988,000	(8.1%)	314		Average Price	582,096	
Closed	23	54	5 Baudin	2,380	1,050,000	1,050,000	1,003,000	(4.5%)	421		Average SF	1,458	
Closed	28	59	2 Castor	2,555	1,079,900	1,079,900	1,046,750	(3.1%)	410		Average Price SF	320	
Closed	112	137	15 Capricorn	2,222	924,900	919,800	879,900	(4.9%)	396		Closed Sales Greater than 2200 SF	46	
Closed	42	84	5 Wishing Well	1,822	785,000	785,000	77,900	(90.1%)	43		Average Price	974,057	
Closed	9	39	42 La Salle	2,308	900,000	900,000	885,000	(1.7%)	383		Average SF	2,650	
Closed	77	107	22 Maitland	1,826	789,000	789,000	765,000	(3.0%)	419		Average Price SF	369	
Closed	14	42	7 Allbrook	2,083	880,000	880,000	850,000	(3.4%)	408				
Closed	80	110	22 Wood Barn	1,525	689,000	689,000	689,000	0.0%	452				
Closed	17	76	3 Irish Moss	1,703	721,000	721,000	710,000	(1.5%)	417		DOM	CDOM	
Closed	6	85	48 Livingston	1,648	748,000	748,000	748,000	0.0%	454		Average Excl. of Outliers	36.8	63.9
Closed	0	32	87 Livingston	1,786	789,900	789,900	778,000	(1.5%)	436		Average	36.8	67.1
Closed	72	111	2 St Steven	2,918	1,199,000	1,189,000	1,110,000	(7.4%)	380		Median	23.0	56.0
Closed	41	65	16 Oatfield Farm	1,864	715,000	702,000	696,000	(2.7%)	373		Quartile 1	7.0	39.0
Closed	40	67	14 La Salle	2,380	889,900	889,900	850,000	(4.5%)	357		Quartile 3	61.0	88.0
Closed	56	75	8 Tisbury	2,500	995,000	995,000	970,000	(2.5%)	388		IQR	54.0	49.0
Closed	5	34	10 Wheatstone Farm	1,864	709,000	709,000	730,000	3.0%	392		Stand Range	81.0	73.5
Closed	57	69	48 Kempton	2,975	1,099,900	1,089,900	1,050,000	(4.5%)	353		Upper Range	-74.0	-34.5
Closed	25	56	44 Kempton	2,975	1,000,000	1,000,000	950,000	(5.0%)	319		OUTLIERS	142.0	161.5
Closed	7	36	29 Amy	1,873	729,000	729,000	729,000	0.0%	389		Count:	0	2
Closed	3	28	15 St Giles	2,918	1,150,000	1,150,000	1,135,000	(1.3%)	389		List Price	Closed \$\$\$	
Closed	34	66	8 Sugarcane	2,426	949,000	949,000	925,000	(2.5%)	381		Average Exclusive of Outliers	\$ 827,355	\$ 826,684
Closed	42	65	4 Cecil Pasture	1,700	699,000	699,000	699,000	0.0%	411		Average	\$ 827,355	\$ 826,684
Closed	5	37	2 Shelton	2,739	1,038,000	1,038,000	1,075,000	3.6%	392		Median	\$ 884,500	\$ 874,000
Closed	25	62	62 Sellas Road S	2,311	810,000	810,000	810,000	0.0%	350		Quartile 1	\$ 763,000	\$ 743,500
Closed	2	46	9 Wheatstone Farm	1,460	689,000	689,000	689,000	0.0%	472		Quartile 3	\$ 999,250	\$ 981,250
Closed	11	43	12 Ardennes	3,000	1,190,000	1,190,000	1,160,000	(2.5%)	387		IQR	\$ 236,250	\$ 237,750
Closed	6	32	1 Evergreen	1,442	689,900	689,900	685,000	(0.7%)	475		Stand Range	\$ 354,375	\$ 356,625
Closed	0	0	4 Papette	2,534	937,500	937,500	937,500	0.0%	370		Upper Range	\$ 408,625	\$ 386,875
											OUTLIERS	\$ 1,353,624	\$ 1,337,875

Closings Page 2

Ladera Ranch SFR < 3,250 sf - 1500 to 3250 sf										(1.9%)	Average A
CLOSED SALES Single Family Residence										5.8%	Average A
Status	DOM	CDOM	Address	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF	Closed Price \$ PSF		
Closed	35	63	23 Rylstone	2,134	789,000	789,000	789,000	0.0%	370		
Closed	119	143	28 Baudin	2,308	915,000	915,000	870,000	(4.9%)	377		
Closed	110	128	17 Pleasanton	2,554	949,950	949,950	890,000	(6.3%)	348		
Closed	61	97	39 Kyle	1,855	779,000	779,000	752,500	(3.4%)	406		
Closed	14	58	9 Sugarcane	2,902	1,129,000	1,129,000	1,129,000	0.0%	389		
Closed	43	71	3 Old Concord Dr	2,327	827,500	827,500	800,000	(3.3%)	344		
Closed	20	49	30 Rinehart	1,942	729,000	729,000	729,000	0.0%	375		
Closed	20	41	15 Taffeta	3,071	900,000	900,000	1,100,000	22.2%	358		
Closed	52	79	17 Irish Moss	1,703	599,888	599,888	670,000	11.7%	393		
Closed	5	40	20 Tisbury	2,541	929,950	929,950	929,950	0.0%	366		
Closed	24	52	29 Danbury	2,200	874,900	874,900	845,000	(3.4%)	384		
Closed	7	45	8 Courtney	2,097	830,000	830,000	828,690	(0.2%)	395		
Closed	112	142	12 Pleasanton	2,554	975,000	975,000	965,000	(1.0%)	378		
Closed	6	27	5 Loden Pass	2,816	999,999	999,999	1,000,000	0.0%	355		
Closed	76	108	25 Rylstone	1,832	719,900	719,900	723,000	0.4%	395		
Closed	63	98	16 Kempton	3,035	1,168,000	1,168,000	1,119,000	(4.2%)	369		
Closed	6	36	7 Whidbey	1,930	849,900	849,900	855,000	0.6%	443		
Closed	13	42	12 Papette	2,380	878,000	878,000	878,000	0.0%	369		
Closed	3	40	10 Tango	2,902	1,049,000	1,049,000	1,049,000	0.0%	361		
Closed	9	35	2 Minford	2,617	1,088,800	1,088,800	1,080,000	(0.8%)	413		
Closed	12	41	7 Buckman	2,500	778,000	778,000	775,000	(0.4%)	310		
Closed	17	39	87 Livingston	1,786	570,000	570,000	655,000	14.9%	367		
Closed	6	43	48 Bainbridge	1,930	845,000	845,000	845,000	0.0%	438		
Closed	4	34	28 Marston	1,930	865,000	865,000	885,000	2.3%	459		
Closed	9	39	7 Franklin	2,450	999,000	999,000	995,000	(0.4%)	406		
Closed	84	98	20 Winfield	3,225	1,100,000	1,100,000	1,080,000	(1.8%)	335		
Closed	8	36	17 Dawnwood	1,930	820,000	820,000	820,000	0.0%	425		
Closed	78	109	58 La Salle	2,534	949,990	949,990	900,000	(5.3%)	355		
Closed	54	88	4 Carlisle	2,958	1,050,000	1,050,000	1,000,000	(4.8%)	338		
Closed	8	49	14 Cousteau	2,550	924,999	924,999	924,999	0.0%	363		
Closed	69	92	23 Bellflower	2,555	934,900	934,900	930,000	(0.5%)	364		
Closed	24	55	24 Kingsway	2,756	989,000	989,000	979,000	(1.0%)	355		
Closed	7	17	11 Skywood	1,800	815,000	815,000	800,000	(1.8%)	444		

Closings Graph

Ladera Ranch SFR < 3,250 sf - 1500 to 3250 sf

Period **7/1/2020**

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

CLOSED SALES Single Family Residence

