Woodbridge Condo & Townhome Current Market Trends

January 1st through June 30th, 2020

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Presentation

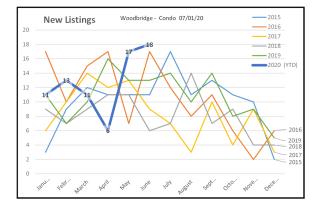
OPEN LISTING DETAILS CLICK HERE

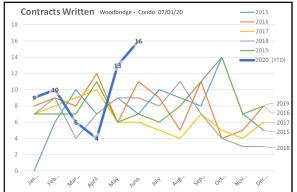
New Listings Rebound have BEST MONTH in 5 Years Contracts Written have BEST MONTH in 8 Years

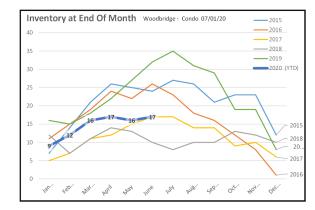
New Listings jump to record territory

Contracts Written Blast Off

Inventory Is Steady and Trending Just Below Average





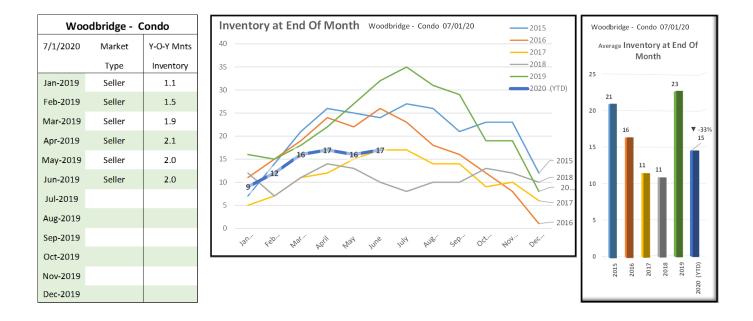


Market Type In 2020

The Woodbridge Condo Market is currently a SELLERS' MARKET

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

Inventory remains below the average levels of the last 5 years



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 17 Active listings.
 - There were 17 in our last report.
- There were 41 New Listings over the past 90 days.
 - 15 of those homes are still on the market.
- There were 18 new listings during the last 30 days.

LISTINGS:	Woodbridge - Condo	7/1/2020	Active	A.U.C	Pending	Closed	Expired	Hold
	Current Active Listings:	17						
New L	isting in the last 90 days	41	15	10	4	9	2	1
New L	isting in the last 30 days	18						

Three Key Steps to Buying and Selling:

The three essential steps in selling and buying are:

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

Compared to the same period in 2019:

New Listings are Up 9%,

Contracts Written are Up 29%

Closing are UP 34%

New Listings Trends New Listings are UP 9% relative to the same period in 2019.

May was good, June the best month of the past 5 years



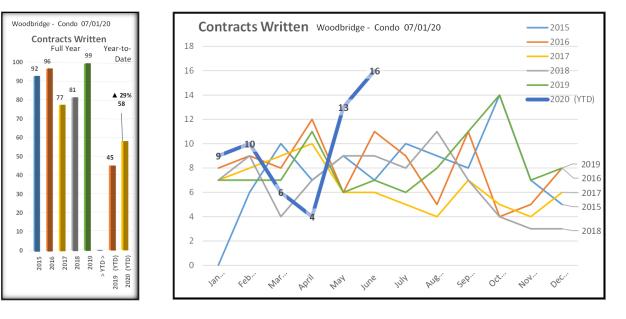
Contracts Written Trends

The Contracts Written are UP 29%.

January and February show the exceptionally strong start to the year.

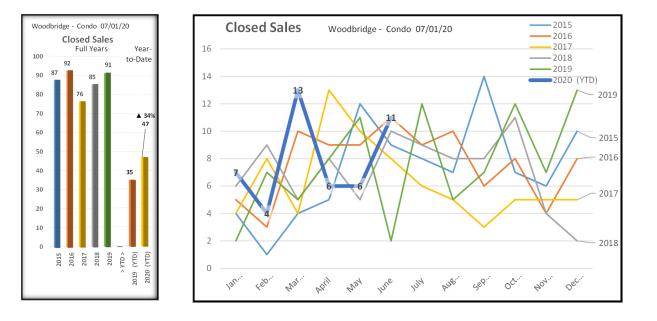
MAY OUTPERFORMS ANY OF THE PRIOR 5 YEARS

June outperforms any month in the prior 8 years



Closed Sales Trends

Closed Sales are UP 34% compared to 2019



Home Values

The average Year Over Year (YOY) CLOSED Pricing for all sizes is DOWN 1.5% to 2019.

Price (Average)	Woodbridge - Condo	7/1/2020		Net Chan	ge
	Closed Pric	e Less Than 2000 SF	\$725,324	(\$14,750)	(2.0%)
	Closed Price G	reater Than 2000 SF	\$956,639	(\$21,839)	(2.2%)
	Closed Price Greater Than 20	00 sf Exclusive of View Lots	\$912,932	(\$6,838)	(0.7%)
	Average Closed	Price of ALL Homes	\$774 <i>,</i> 540	(\$12,460)	(1.5%)
	Squ Average S	ootage Range from: 2 Jare Footage Average F of homes less than 20 of homes Greater than	e = 1680 000 SF is: 154	4	

Price Range of Active Listings

Average Current List Price of all Active Listings: \$762,000.

The Range:

- The low is \$559,000.
- The high is \$899,000

Woodbridge - Con	do			Period	1/1/20 - 6/30/20	
1400 SF to 3000 SF				Data Date:	7/1/2020	
90-Day Market Trei	nds					
	C	Current/Last Li	ist	Price		
	Average of	ALL Status Types		\$766,234		
	All Active	"New" Active:		Sold/Closed:		
Count:	17	15		23	Count	
Median 4-Sale Price	\$806,000	\$806,000		\$806,000	Median Sold Price	
Average	\$762,248	\$846,365		\$754,764	Average	
Highest	\$899,000	\$1,450,000		\$1,149,000	Highest	
Lowest	\$559,900	\$559,900		\$109,900	Lowest	
Most Recent		6/29/2020		6/30/2020	Most Recent	
Status Types						
Active, New Listing	s, Active Under Contr	act, Expired, Canceled,	, w	/ithdrawn, Pending, C	losed & Hold/Do-Not-Show	

90-day CLOSINGS

Closing results over the past 90 to 180 days are the key ingredient used to define prices in Appraisals and CMA's (Comparative Market Analysis).

26 homes have closed of the last 90 days

17 homes closed BELOW the revised List Price.

1 home closed AT the revised List Price

5 homes closed ABOVE the revised List Price

	Condo			Period	1/1/20 - 6	6/30/20
1400 SF to 3000) SF					
90-Day Market	Trends			Data:	7/1/2	020
		AVERAG	E CLOSED) PRICE		
		:	\$779,913			
Price	Change from Origi)	# of Homes	
	(1.56%)		90-day Trend		22%	
Belo	w Current List Pric	e			ABOVE List	
I I I I I I I I I I I I I I I I I I I		(
	17		1		5	
l	Sold Below		Sold At List		Sold Above	
		Closer	d Price vs. Origi	nallist		
		0.00000		indi List		
		0.0500	Count	Ratio	(Discount) / Increase	Excludes Larges
	Average of All:	(\$13,112)			(Discount) / Increase (1.56%)	Excludes Larges
Av. Excluding Largest	-		Count			Excludes Larges
Av. Excluding Largest	-	(\$13,112)	Count		(1.56%)	Excludes Larges
SOLD	-	(\$13,112)	Count		(1.56%)	Excludes Larges
SOLD	:	(\$13,112) (\$13,112)	Count 23	Ratio	(1.56%) 0.00%	Excludes Largest

Days on Market (DOM)

- 1. Average Days on Market for current Active Listings is **36 Days**.
- 2. It was 49 days at the end of May
- 3. It was 54 in our report at the end of April.
- 4. It was 39 days in our report at the end of March.

Woodbridge - Co	ondo			Period	1/1/20 -	6/30/20					
1400 SF to 3000	SF										
90-Day Market T	rends			Data:	7/1/	2020					
1400 SF to 3000 SFData: 7/1/2020Data: 7/1/2020Data: 7/1/2020Data: 7/1/2020Data: 7/1/202090-Day Market TrendsDays On Market (DOM)90-Day Average of ALL Status Types32Year To Date Average of ALL Status Types32Vear To Date Average of ALL Status Types72Vear To Date Average of ALL Status Types72STATUSCountMost RecentAverageOutliersLongestShortestSTATUSCountMost RecentAverageOutliersLongestShortestActive Listings:176/29/202036231432Sold/Closed:476/30/2020482342Under Contract1232965											
90-Day	Average of	ALL Status Types	32								
Year To Date	Average of	ALL Status Types	72								
	DOM is th	e number of days	from Listing	Contract to Purch	nase Contract						
STATUS	Count	Most Recent	Average	Outliers	Longest	Shortest					
Active Listings:	17	6/29/2020	36	23	143	2					
Sold/Closed:	47	6/30/2020	48		234	2					
Under Contract	12		32		96	5					
Pending	5		20		70	1					
Expired	5		109		212	52					
Canceled	8		105		253	19					
Withdrawn	0				0	0					
Hold	1		44		44	44					

Monthly Inventory Levels

Year-Over-Year (Y-O-Y) Monthly Inventory stands at 2.0 Months. It was 2.0 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

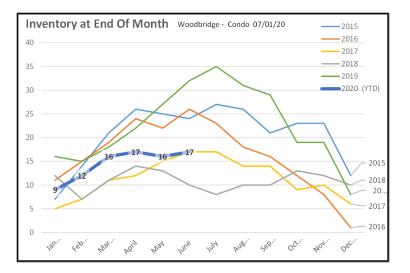
To better anticipate the possible market directions, there are 3 measures of changes in inventory levels that we monitor to forecast shifts in the Market.

Number of homes on the market over the last 90-days INCREASED: 6%.

Year Over Year Inventory is DOWN 33%.

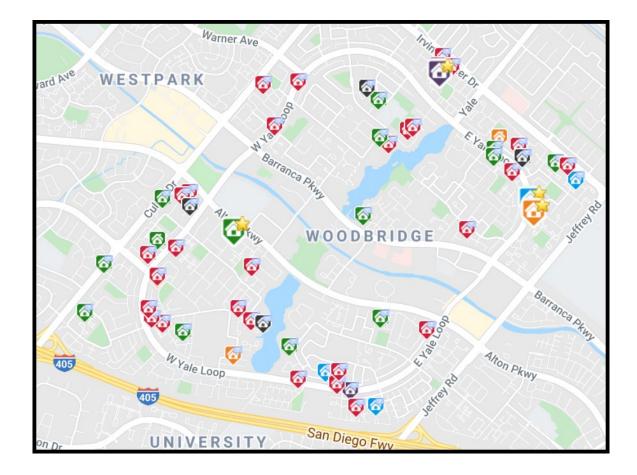
April 2020 compared to April 2019 is DOWN 50%.

INVENTORY	Woodbridge - Condo	7/1/2020			
	Inventor	y @End Of Month:	17.0		
	Abso	rption Rate (monthly)	8.6	It's a	:
		Months Supply	2.0	Seller's M	arket
	90-Day	y Inventory Change	1	INCREASE	6.3%
Year-	Over-Year Average EON	1 Inventory Change	(7)	DECREASE V	(33.1%)
	June 20)19 vs. June 2020	(15)	DECREASE 🔻	(46.9%)



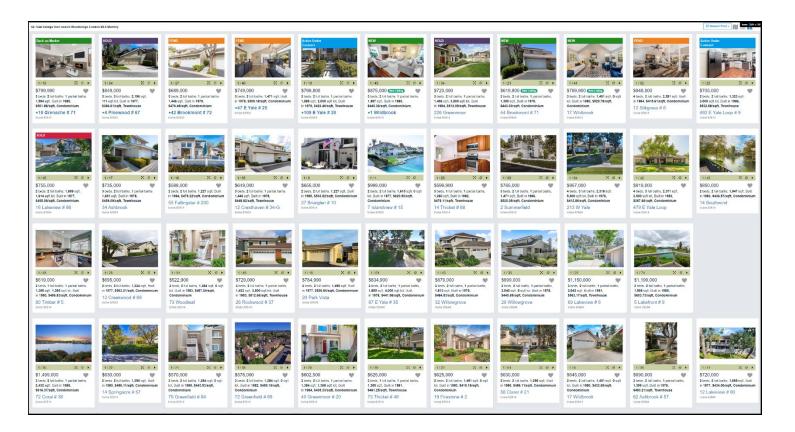
Map of Market Activity

This map can be found our website www.Joe-Richter.com In the navigation link: 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 <u>www.joe-richter.com</u> > Predefined Community Listings



Current Active Listing

Noodbri	dge - Con	do - 14	100 SF to 3000 SI	F					Period:	1/1/20 - 6/3	0/20	
									Data:	7/1/2020	D	
CTIVELY	SELLING	Condo	s & Townhomes					(2.3%)	average p	rice reduciton		
Status	DOM		Address	/Ad dre	Square Footage	Original List Price	Last List Price	% Change	List Price \$			
									PSF	Total active Sales		17
Active	9	65	Greenfield		1,284	559,900	559,900		436	Active Lisitngs Less t	han 2000 SF	14
Active	35	83	Greenmoor		1,227	598,000	598,000		487		Average Price	761,176
Active	75	27	Briarglen		1,227	655,000	640,000	(2.29%)	534		Average SF	1,559
Active	7	164	Greenmoor		_,	696,000	696,000		497		Average Price SF	493
Active	16	70	Havenwood		1,578	699,888	699,888		444			
Active	2	52	Yale		1,471	775,000	775,000		527	Active Lisitngs More		3
Active	61	17	Wildbrook		1,491	789,900	789,900		530		Average Price	1,439,66
Active	121	20	Park Vista		1,490	779,990	779,990		523		Average SF	2,19
Active	5	19	Grenache		1,594	806,000	806,000		506		Average Price SF	66
Active	28	3	Alderwood		1,889	828,888	828,888		439			
Active	9	67	Yale		1,889	829,900	829,900		439			
Active	3	28	Tanglewood		1,851	859,000	859,000		464			
Active	40	17	Woodgrove		1,451	895,000	895,000		617		DOM	Or. List Pri
Active	40	22	Goldstone		1,987	899,000	899,000		452	Average Exclusive of Outliers	23.3	762,24
Active	143	69	Lakeview		2,042	1,500,000	1,500,000		735	Average	36.1	881,79
Active	5	57	Lakefront		2,110	1,369,000	1,369,000		649	Median	16	806,00
Active	14	72	Coral Lk		2,432	1,450,000	1,450,000		596	Quartile 1	7	699,88
										Quartile 3	40	895,00
										IQR	33	195,11
										Stand Range	49.5	292,66
										Upper Range	(43)	407,22
										Lower Range /OUTLIERS	89.50	1,187,66

Closing In 2020 P.1

/oodbri	dge - Co	ndo - 140	0 SF to 3000 SF								Period	1/1/20 - 6/	30/20
											Data:	7/1/202	0
LOSED S	ALES Co	ondos & To	ownhomes					(24.9%)	Average pric	e reduciton	from Orignal List		
				Square	Original	Last List		%	List	Closed			
Status	DOM	CDOM	Address	Footage	List Price	Price	Closed Price	∕₀ Change	Price \$	Price \$			
				FUULABE	LIST FILCE	FILE		Change	PSF	PSF	Total Closed Sales		47
Closed	8	42	47 Meadowgrass	1,220	550,000	550,000	535,000		451	439	Closed Sales Less than 20	00 SF	37
Closed	5	26	79 Greenfield	1,284	579,900	579,900	570,000		452	444		Average Price	725,3
Closed	32	52	72 Greenfield	1,284	589,888	589,888	578,000		459	450		Average SF	1,5
Closed	93	130	55 Fallingstar	1,227	595,000	595,000	588,000		485	479		Average Price SF	4
Closed	73	112	40 Greenmoor	1,384	624,500	624,500	602,500		451	435	Closed Sales Greater than	2000 SF	10
Closed	23	40	44 Brookmont	1,399	619,800	619,800	610,000		443	436		Average Price	956,
Closed	234	252	73 Thicket	1,355	650,000	650,000	625,000		480	461		Average SF	2,2
Closed	209	260	19 Firestone	1,491	680,000	680,000	625,000		456	419		Average Price SF	
Closed	11	46	58 Claret	1,296	615,000	615,000	630,000		475	486			
Closed	88	118	12 Cresthaven	1,446	649,000	649,000	630,000		449	436		DOM	CDO
Closed	6	53	14 Springacre	1,296	630,000	, 630,000	632,500		486	488	Average Exclusive of Outliers	35.5	69
Closed	6	16	17 Wildbrook	1,491	650,000	650,000	645,000		436	433	Average	47.6	81
Closed	0	34	158 Greenmoor	1,406	664,900	, 664,900	662,500		473	471	Median	22	53
Closed	22	71	42 Brookmont	1,446	, 689,000	, 689,000	682,000		476	472	Quartile 1	6	41
Closed	60	79	12 Creekwood	, 1,234	, 695,000	, 695,000	685,000		563	555	Quartile 3	71	106
Closed	22	51	62 Ashbrook	1,399	695,000	695,000	690,000		497	493	IQR	65	66
Closed	6	43	492 Yale Loop	1,323	705,000	705,000	690,000		533	522	Stand Range	97.5	98
Closed	18	53	12 Lakeview	1,659	724,900	724,900	720,000		437	434	Upper Range	(92)	-58
Closed	71	109	34 Ashbrook	1,601	745,000	745,000	725,000		465	453	Lower Range / OUTLIERS	168.50	204
Closed	148	187	61 Pinewood	1,670	785,000	735,000	730,000	(6.37%)	470	437	<u> </u>	100.50	
Closed	72	133	163 Yale	1,471	768,000	768,000	743,000	(0.5770)	522	505		ORG. List \$	Closed
Closed	31	51	46 Havenwood	1,578	749,000	749,000	749,000		475	475	Average Exclusive of Outliers	\$777,660	\$762,0
Closed	2	16	47 Yale	1,471	749,000	749,000	750,000		509	510	Average	\$790,901	\$774,5
Closed	5	60	16 Lakeview	1,659	749,995	749,995	755,000		452	455	Median	\$759,000	\$755,0
Closed	231	259	96 Wildwood	2,080	845,000	828,000	760,000	(2.01%)	406	365	Quartile 1	\$672,450	\$653,7
Closed	7	38	2 Summerfield	1,471	750,000	750,000	765,000	(2.0170)	510	520	Quartile 3	\$882,000	\$853,7
	5			_,		,	,		499	507	IQR		\$200,0
Closed	-	40	92 Wildwood	1,520	759,000	759,000	770,000				Stand Range	\$209,550	\$300,0
Closed	62	90	109 Yale	1,889	829,000	829,000	785,000		439	416		\$314,325	\$300,0
Closed	3	46	9 Claret	1,594	788,000	788,000	788,000		494	494	Upper Range	\$358,125	
Closed	71	88	4 Greenbriar	1,533	800,000	800,000	795,000		522	519	Lower Range / OUTLIERS	\$1,196,325	\$1,153,
Closed	11	48	12 Pebblewood	1,851	849,900	849,900	805,000		459	435			

Closings P.2

Voodbri	dge - Co	ndo - 140	0 SF to 3000 SF								Period	1/1/20 - 6/	30/20
											Data:	7/1/202	D
OSED S	ALES C	ondos & To	ownhomes					(24.9%)	Average pric	e reduciton	from Orignal List		
Status	DOM	CDOM	Address	Square Footage	Original List Price	Last List Price	Closed Price	% Change	List Price \$ PSF	Closed Price \$ PSF	Total Closed Sales		47
Closed	98	130	78 Yale Loop	1,889	845,000	845,000	820,000		447	434	Total Closed Sales		4,
Closed	3	34	45 Rushingwind	1,496	799,000	799,000	830,000		534	555			
Closed	9	41	1 Wildbrook	1,987	875,000	875,000	842,500		440	424		Square Footage	
Closed	21	97	14 Southwind		885,000	885,000	850,000		455	437	Aver. Exclusive of Outliers	1,693	
Closed	57	103	32 Willowgrove		879,000	879,000	855,000		485	472	Average	1,693	
Closed	58	91	366 Yale Loop		899,900	899,900	867,500		421	406	Median	1,578	
Closed	98	127	29 Willowgrove	,	899,000	899,000	885,000		441	434	Quartile 1	1,403	
Closed	33	63	479 Yale Loop		920,000	940,000	919,000	2.17%	388	388	Quartile 3	1,967	
losed	59	94	478 Yale	,	988,000	968,000	930,000	(2.02%)	425	400	IQR	564	
Closed	22	42	12 Silkgrass	2,281	948,000	948,000	948,000	(2.02.0)	416	416	Stand Range	846	
losed	3	32	85 Pinewood		949,888	949,888	949,888		413	413	Upper Range	557	
losed	22	61	213 Yale	2,318	959,888	959,888	957,000		414	413	Lower Range / OUTLIERS	2,813	
losed	102	178	7 Islandview	1,610	1,009,900	109,900	999,000	(89.12%)		620	Lotter Range / OUTLIERS	2,010	
losed	3	30	26 Pinewood		992,000	992,000	1,000,000	(05.12.70)	431	435			
losed	15	27	5 Lakefront	1,986		1,149,000	1,080,000		579	544			
losed	0	33	6 Longshore	2,760			1,350,000		507	489			
												у	

Home Values Graph

