

Woodbridge Homes Current Market Trends

For January 1, 2020 through 6/23/20



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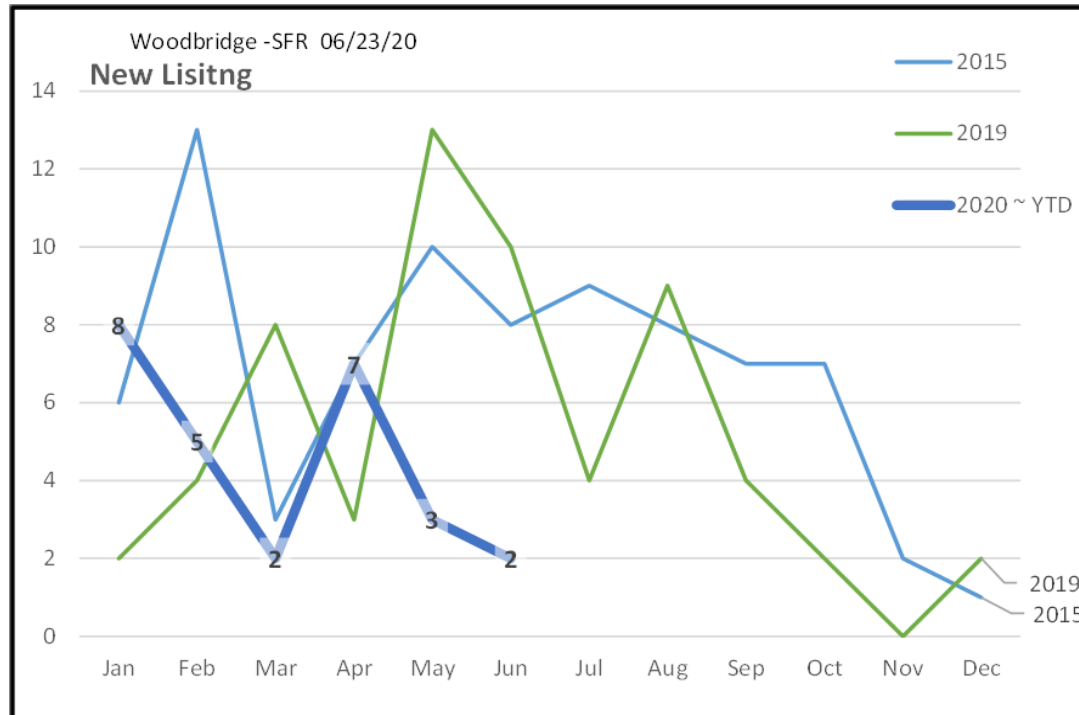


Presentation

New Listings Are Not Doing Well

Woodbridge SFR's are the poorest performing community of the 14 we monitor.

The other 13 of the 14 we prepare reports form had a good May and June.



Market Type In 2020

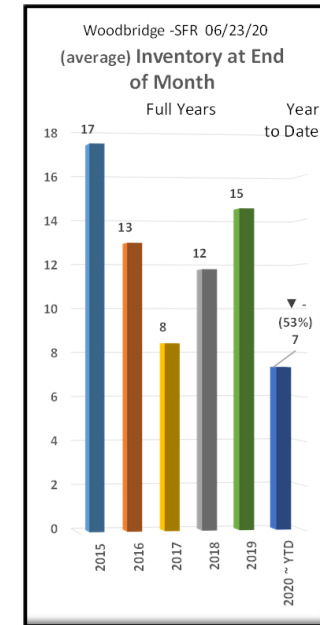
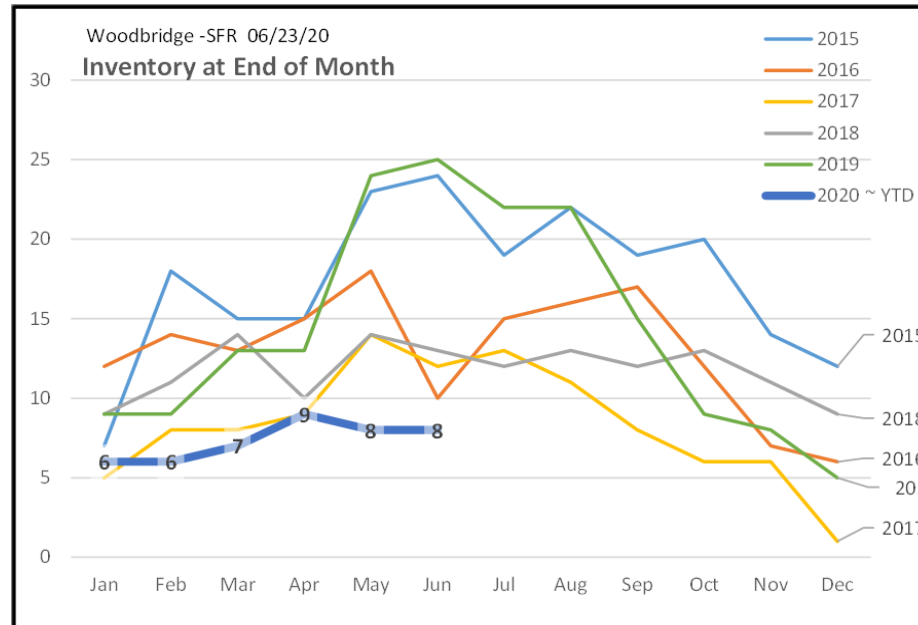
The Woodbridge Single Family Home Market is currently a Sellers' Market with 2.4 months of inventory.

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

The blue line shows Inventory remains lower than anytime over the past 5 years

The blue column shows inventory is 53% below 2019

Woodbridge -SFR		
	Market Type	Months of Inventory
Jan-2020	Seller	1.6
Feb-2020	Seller	1.5
Mar-2020	Seller	1.8
Apr-2020	Seller	2.4
May-2020	Seller	2.2
Jun-2020	Seller	2.4
Jul-2020		
Aug-2020		
Sep-2020		
Oct-2020		
Nov-2020		
Dec-2020		



New Listings Status in 2020

Monitoring the current listings and new listings added over the prior 90-days helps us anticipate movement in the market.

- **There are 8 Active listings.**
 - There were 8 in our last report.
- **There were 12 New Listings over the past 90 days.**
 - 5 of those homes are still on the market.
- **There were 2 new listings during the past 30 days,** every other communities did much better.

LISTINGS: Woodbridge -SFR	6/23/2020	Active	<i>A.U.C</i>	<i>Pending</i>	<i>Closed</i>	<i>Expired</i>	<i>Hold</i>
Current Active Listings:	8						
<i>New Listing in the last 90 days</i>	12	5	<i>1</i>	<i>0</i>	<i>2</i>	<i>2</i>	<i>2</i>
<i>New Listing in the last 30 days</i>	<i>2</i>						

Three Essential Steps

The three essential steps in selling and buying that define a market's condition 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 33%**

Contracts Written are **Down 32% compared to 2019**

Closings are **Down 28%**

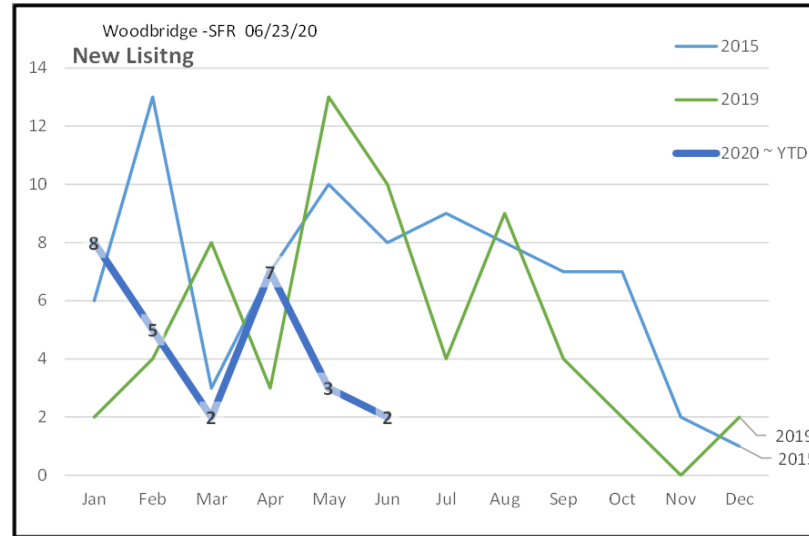
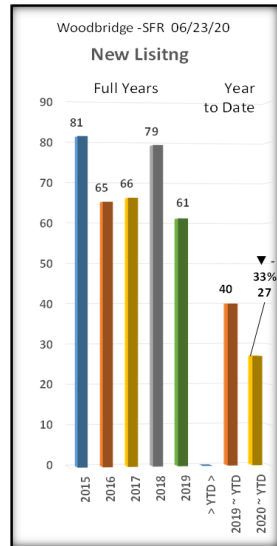
New Listings Trends

New Listings are Down 33% relative to the same period in 2019.

The blue line represents year-to-date (YTD) for 2020. It shows a recovery has not yet started in The Woodbridge Single Family Home market

Pay attention to this graph over the next 60 days.

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

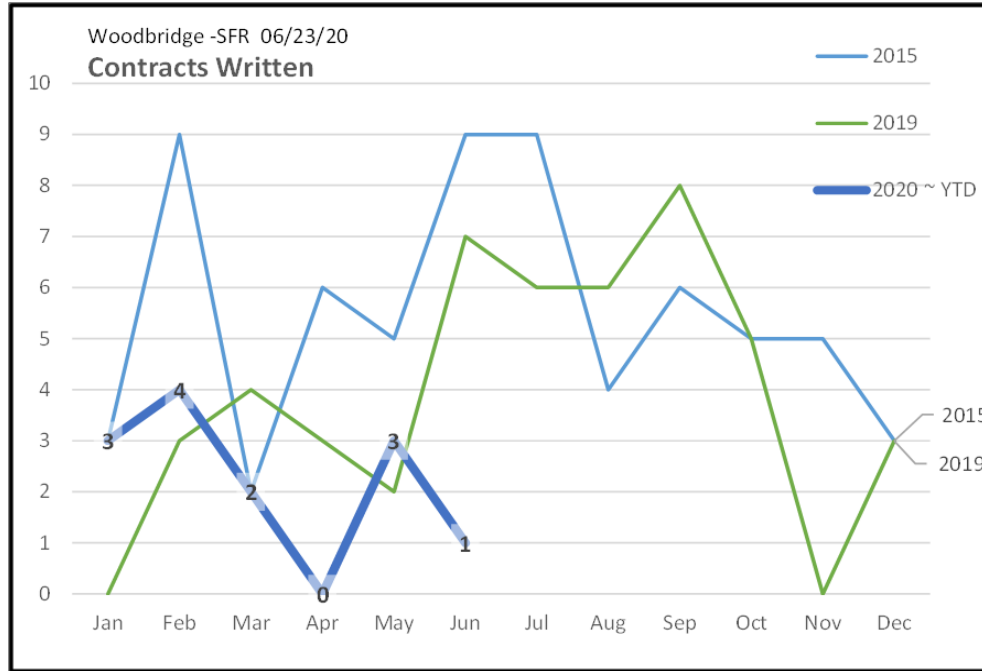
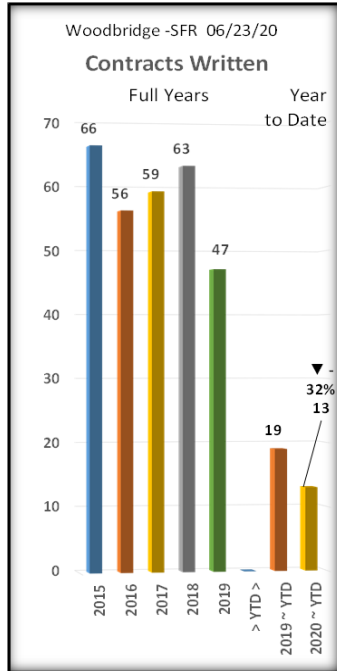


Contracts Written Trends

Contracts Written are 32% Below the same period in 2019.

The **Contracts Written** in January and February **show a strong start** to the year.

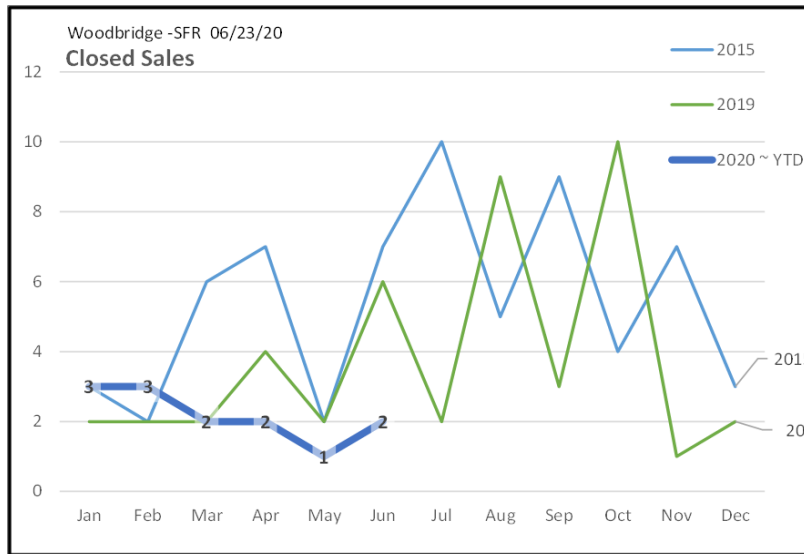
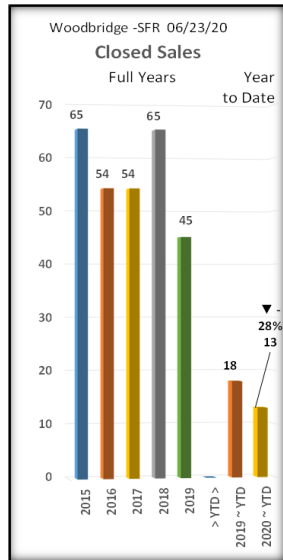
Note 2019 was the weakest of the prior years by 25% making 2020 the weakest of the last 6 and probably the last 10 years.



Closed Sales Trends

Closed Sales are Down 28% compared to 2019 for the same period

HOWEVER, Fanny Mae is forecasting strong 3rd and 4th quarters.
IT IS POSSIBLE WE WILL SEE A "SLINGSHOT" recovery in the fall.



Home Values

The **POSITIVE NEWS IS** average Year Over Year (YOY) CLOSED Pricing for all sizes is **UP 0.2%** to 2019.

PRICE (Average) Woodbridge -SFR	6/23/2020	Net Change		
Closed Price Less Than 2100 SF	\$971,938	(\$42,446)	(4.1%)	
Closed Price Greater Than 2100 SF	\$1,548,000	\$238,303	19.0%	
Closed Price Greater Than 2100 sf Exclusive of View Lots	\$1,485,000	\$175,303	14.0%	
Average Closed Price of ALL Homes	\$1,193,500	\$2,242	0.2%	
<p>Square Footage Range from: 1520 to 4098</p> <p>Square Footage Average = 2433</p> <p>Average SF of homes less than 2100 SF is: 1785</p> <p>Average SF of homes Greater than 2100 SF is: 2757</p>				

Current List Prices / Average and Range

Average Current/Last List Price of all Active Listings: \$1,245,000.

The Range:

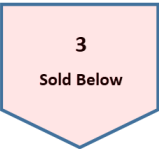


- The low is \$998,000.
- the high is \$1,549,000

Woodbridge -SFR		Period 1/1/20 - 6/23/20	
1500 Sf and Larger		Data Date: 6/23/2020	
90-Day Market Trends			
Current/Last List Price			
Average of ALL Status Types \$1,352,235			
	All Active	"New" Active:	Sold/Closed:
Count:	8	5	5
Count:			
Median 4-Sale Price	\$1,336,500	\$1,399,000	\$1,399,000
Median Sold Price			
Average	\$1,245,557	\$1,450,980	\$1,185,000
Average			
Highest	\$1,549,000	\$2,198,000	\$1,750,000
Highest			
Lowest	\$989,000	\$1,049,000	\$888,000
Lowest			
Most Recent		6/9/2020	6/12/2020
Most Recent			
Status Types			
Active, New Listings, Active Under Contract, Expired, Canceled, Withdrawn, Pending, Closed & Hold/Do-Not-Show			

90-day CLOSINGS Trends

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

- **5** homes have closed of the last 90 days
 - **3** homes Closed BELOW revised List Price.
 - **2** homes sold AT revised List Price
 - **No** homes sold ABOVE revised List Price

Woodbridge -SFR		Period		1/1/20 - 6/23/20	
1500 Sf and Larger		Data:		6/23/2020	
90-Day Market Trends					
AVERAGE CLOSED PRICE					
\$1,171,200					
Price Change (1.17%) Below Current List Price		90-day Trend		# of Homes 0% ABOVE List	
					
Closed Price vs. Original List					
		Count	Ratio	%Discount / Increase	Excludes Largest
Average of All:		5		(1.17%)	
Av. Excluding Largest:				0.00%	
SOLD					
BELOW Ask:	greatest Decrease:	(\$25,000)	3	60%	(2.63%)
ABOVE Ask:	Most Above:	\$0	0	0%	0.00%
AT Ask:	At Original List		2	40%	

Days on Market (DOM)

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

1. Average Days on Market for current Active Listings is **82 Days**.
2. In our last report DOM was 73 days at the end of May, 46 days at the end of April.
3. We should point out the DOM for the homes that have closed this year is 35 days...translation...Homes that have closed so far this year sold at a much faster pace than those on the market today.

Woodbridge -SFR		Period		1/1/20 - 6/23/20		
1500 Sf and Larger		Data:		6/23/2020		
90-Day Market Trends						
Days On Market (DOM)						
90-Day Average of ALL Status Types		51				
Year To Date Average of ALL Status Types		91				
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:	1	6/9/2020	82	82	171	14
Sold/Closed:	13	6/12/2020	35		150	6
Under Contract	1		49		49	49
Pending	1		78		78	78
Expired	3		203		296	128
Canceled	9		110		226	11
Withdrawn	1		43		43	43
Hold	3		53		76	35

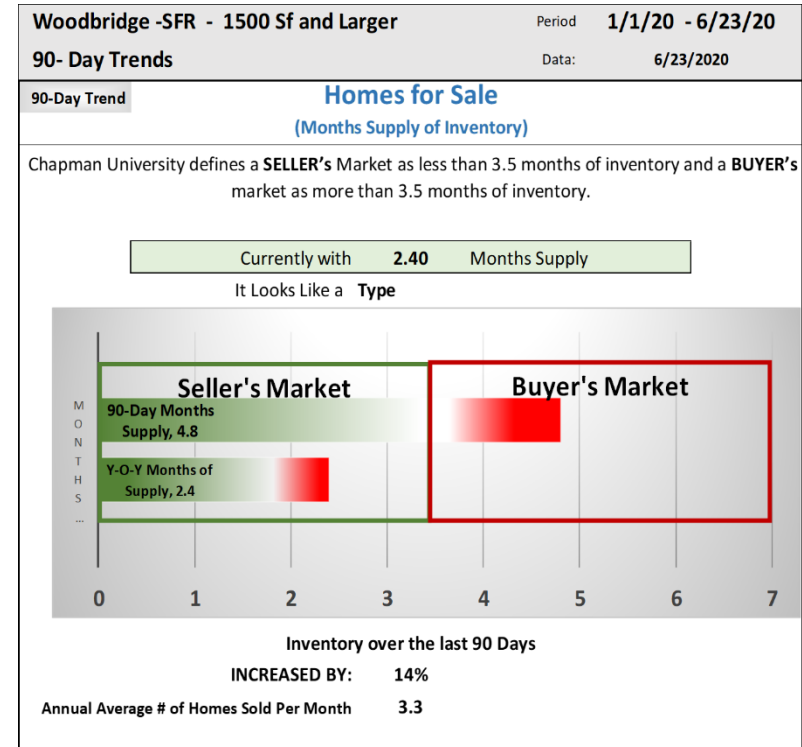
Months of Inventory Levels

Monthly levels of inventory are the final metric used to define a market as either a Seller or Buyers' Market

Year-Over-Year (Y-O-Y) Inventory stands at 2.4 Months. It was 2.2 months in our last report.

The 90-day Inventory trend jumped significantly to 4.8 Months. It was 4.8 months in our last report.

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



Number of Homes on the Market 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 Rose by 14%**

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

- **YOY inventory is DOWN 53%.**

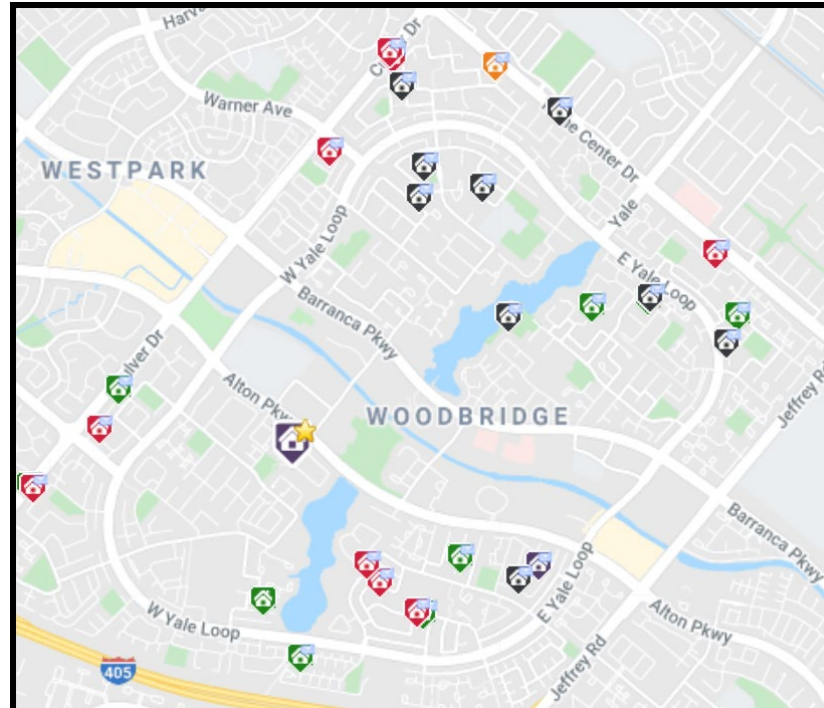
Monitoring the month by month comparison lets us check on seasonal abnormalities.

- **June 2020 compared to June 2019 is DOWN 68%.**

INVENTORY:	Woodbridge -SFR	6/23/2020		
	Inventory @End Of Month:	8		
	Absorption Rate (monthly):	3.3		
	Months Supply:	2.4	Seller's Market	
	90-Day Inventory Change	1	INCREASE ▲	14.3%
	Year-Over-Year Average EOM Inventory Change	(8)	DECREASE ▼	(52.7%)
	June 2019 vs. June 2020	(17)	DECREASE ▼	(68.0%)

Map of Market Activity

This map can be found on our website on the navigation link at: www.Joe-Richter.com > Predefined Community Listings




















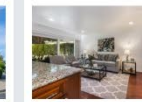















Green= Active Blue = Active Under Contract Red = Closed Orange = Pending Black = Expired, Cancelled or Withdrawn

Listing Thumbnails

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

34 Total listings from search Woodbridge- SFR ML 5 Monthly Update 11 Hidden

<p>HOLD</p>  <p>1/22</p> <p>\$1,725,000</p> <p>4 beds, 3 full baths, 2,976 sqft, 5,000 sqft lot. Built in 1988, 575.64/sqft, Single Family Residence</p> <p>4 Bayview Inns 92514</p>	<p>NEW</p>  <p>1/43</p> <p>\$1,549,000</p> <p>New Listing</p> <p>5 beds, 4 full baths, 3,313 sqft, 5,000 sqft lot. Built in 1980, 547.55/sqft, Single Family Residence</p> <p>18 Warmingpring Inns 92514</p>	<p>Back on Market</p>  <p>1/1</p> <p>\$1,450,000</p> <p>5 beds, 3 full baths, 2,628 sqft, 4,196 sqft lot. Built in 2014, 551.75/sqft, Single Family Residence</p> <p>113 Shadowbrook Inns 92504</p>	<p>SOLD</p>  <p>1/40</p> <p>\$888,000</p> <p>3 beds, 2 full baths, 1,520 sqft, 4,050 sqft lot. Built in 1976, 558.21/sqft, Single Family Residence</p> <p>32 Bluejay Inns 92504</p>	<p>NEW</p>  <p>1/31</p> <p>\$998,000</p> <p>New Listing</p> <p>4 beds, 2 full baths, 1 partial baths, 1,887 sqft, 4,482 sqft lot. Built in 1984, 528.88/sqft, Single Family Residence</p> <p>19 Soaring Hawk Inns 92514</p>	<p>NEW</p>  <p>1/60</p> <p>\$1,675,000</p> <p>New Listing</p> <p>6 beds, 3 full baths, 1 partial baths, 6,230 sqft lot. Built in 1977, 5463.20/sqft, Single Family Residence</p> <p>12 Woodfall Inns 92604</p>	 <p>1/37</p> <p>\$989,990</p> <p>4 beds, 3 full baths, 2,129 sqft, 4,230 sqft lot. Built in 1977, 568.20/sqft, Single Family Residence</p> <p>56 Oakdale Inns 92504</p>	 <p>1/35</p> <p>\$2,198,000</p> <p>4 beds, 3 full baths, 3,024 sqft, 7,210 sqft lot. Built in 1979, 566.25/sqft, Single Family Residence</p> <p>34 Coldbrook Inns 92504</p>	<p>Back on Market</p>  <p>1/44</p> <p>\$950,000</p> <p>4 beds, 3 full baths, 1,875 sqft, 3,647 sqft lot. Built in 1999, 5606.67/sqft, Single Family Residence</p> <p>12 Bayfield Inns 92514</p>	 <p>1/24</p> <p>\$1,175,000</p> <p>4 beds, 3 full baths, 1,900 sqft, 3,400 sqft lot. Built in 1985, 5618.42/sqft, Single Family Residence</p> <p>41 Silkberry Inns 92514</p>	 <p>1/58</p> <p>\$1,629,000</p> <p>6 beds, 3 full baths, 2,728 sqft, 6,000 sqft lot. Built in 1977, 5596.92/sqft, Single Family Residence</p> <p>8 Willowbrook Inns 92504</p>
 <p>1/38</p> <p>\$989,000</p> <p>3 beds, 3 full baths, 1,974 sqft, 3,240 sqft lot. Built in 1980, 5501.01/sqft, Single Family Residence</p> <p>86 Windjammer Inns 92514</p>	 <p>1/39</p> <p>\$1,298,000</p> <p>5 beds, 3 full baths, 2,861 sqft, 5,000 sqft lot. Built in 1976, 5487.79/sqft, Single Family Residence</p> <p>6 Rockwren Inns 92504</p>	 <p>1/24</p> <p>\$1,350,000</p> <p>4 beds, 3 full baths, 2,458 sqft, 4,900 sqft lot. Built in 1985, 5549.23/sqft, Single Family Residence</p> <p>245 Greenmoor Inns 92514</p>	 <p>1/32</p> <p>\$1,375,000</p> <p>5 beds, 3 full baths, 2,833 sqft, 4,750 sqft lot. Built in 1985, 5485.25/sqft, Single Family Residence</p> <p>4 Carnelian Inns 92514</p>	 <p>1/22</p> <p>\$1,149,000</p> <p>4 beds, 2 full baths, 1 partial baths, 1,946 sqft, 5,240 sqft lot. Built in 1977, 5590.44/sqft, Single Family Residence</p> <p>49 Redhawk Inns 92504</p>	 <p>1/37</p> <p>\$880,000</p> <p>3 beds, 2 full baths, 1 partial baths, 1,871 sqft, 3,240 sqft lot. Built in 1980, 5560.15/sqft, Single Family Residence</p> <p>13 Melodylane Inns 92514</p>	 <p>1/37</p> <p>\$900,000</p> <p>3 beds, 2 full baths, 1,845 sqft, 7,425 sqft lot. Built in 1977, 5582.52/sqft, Single Family Residence</p> <p>38 Bluejay Inns 92604</p>	 <p>1/37</p> <p>\$902,500</p> <p>3 beds, 2 full baths, 1,638 sqft, 4,800 sqft lot. Built in 1978, 5586.80/sqft, Single Family Residence</p> <p>2 Eastmont Inns 92504</p>	 <p>1/39</p> <p>\$967,000</p> <p>4 beds, 2 full baths, 1 partial baths, 1,887 sqft, 4,462 sqft lot. Built in 1984, 5512.45/sqft, Single Family Residence</p> <p>10 Soaring Hawk Inns 92514</p>	 <p>1/43</p> <p>\$1,200,000</p> <p>4 beds, 2 full baths, 1 partial baths, 2,389 sqft, 5,000 sqft lot. Built in 1979, 5506.54/sqft, Single Family Residence</p> <p>9 Foxboro Inns 92514</p>	 <p>1/64</p> <p>\$1,250,000</p> <p>4 beds, 2 full baths, 1 partial baths, 2,248 sqft, 5,000 sqft lot. Built in 1979, 5556.05/sqft, Single Family Residence</p> <p>4 Rockwren Inns 92504</p>
 <p>1/53</p> <p>\$1,730,000</p> <p>6 beds, 3 full baths, 3,209 sqft, 4,300 sqft lot. Built in 1985, 5529.11/sqft, Single Family Residence</p> <p>79 Linewood Inns 92514</p>	 <p>1/1</p> <p>\$1,760,000</p> <p>4 beds, 3 full baths, 3,924 sqft, 5,000 sqft lot. Built in 1984, 5448.92/sqft, Single Family Residence</p> <p>21 Emerald Inns 92514</p>	 <p>1/56</p> <p>\$1,800,000</p> <p>6 beds, 3 full baths, 1 partial baths, 4,098 sqft, 6,750 sqft lot. Built in 1988, 5429.24/sqft, Single Family Residence</p> <p>2 Oriole Inns 92504</p>	 <p>1/32</p> <p>\$968,000</p> <p>3 beds, 2 full baths, 1 partial baths, 1,786 sqft, 3,400 sqft lot. Built in 1986, 5541.99/sqft, Single Family Residence</p> <p>16 Silkberry Inns 92514</p>	 <p>1/47</p> <p>\$1,398,000</p> <p>6 beds, 4 full baths, 3,000 sqft, 5,000 sqft lot. Built in 1978, 5466.00/sqft, Single Family Residence</p> <p>28 Sandstone Inns 92504</p>	 <p>1/4</p> <p>\$1,420,000</p> <p>6 beds, 3 full baths, 2,628 sqft, 3,483 sqft lot. Built in 2013, 5540.30/sqft, Single Family Residence</p> <p>78 Shadowbrook Inns 92504</p>	 <p>1/46</p> <p>\$979,888</p> <p>4 beds, 3 full baths, 2,251 sqft, 4,250 sqft lot. Built in 1976, 5454.70/sqft, Single Family Residence</p> <p>21 Sparrowhawk Inns 92504</p>	 <p>1/34</p> <p>\$999,990</p> <p>4 beds, 3 full baths, 2,129 sqft, 4,230 sqft lot. Built in 1977, 5469.70/sqft, Single Family Residence</p> <p>56 Oakdale Inns 92504</p>	 <p>1/46</p> <p>\$1,075,000</p> <p>4 beds, 3 full baths, 2,264 sqft, 4,050 sqft lot. Built in 1976, 5476.93/sqft, Single Family Residence</p> <p>21 Sparrowhawk Inns 92504</p>	 <p>1/11</p> <p>\$1,199,888</p> <p>6 beds, 3 full baths, 2,250 sqft, 4,050 sqft lot. Built in 1976, 5523.28/sqft, Single Family Residence</p> <p>52 Sandpiper Inns 92504</p>	 <p>1/64</p> <p>\$1,258,888</p> <p>4 beds, 2 full baths, 1 partial baths, 2,248 sqft, 5,000 sqft lot. Built in 1979, 5556.05/sqft, Single Family Residence</p> <p>4 Rockwren Inns 92504</p>

Current Active Listing

Woodbridge -SFR - 1500 Sf and Larger							Period:	1/1/20 - 6/23/20			
							Data:	6/23/2020			
ACTIVELY SELLING Single Family Residence											
Status	DOM	Address		AI dte %	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF		
									Total active Sales	8	
Active	142	86	Windjammer	40	1,974	999,900	989,000		507	Active Lisitngs Less than 2100 SF	
Active	20	21	Sparrowhawk	5	2,254	1,059,900	1,059,900		470		Average Price
Active	46	10	Soaring Hawk	4	1,887	1,079,000	1,049,000		572		Average SF
Active	171	6	Rockwren	70	2,661	1,298,000	1,298,000		488		Average Price SF
Active	151	4	Carnelian	71	2,833	1,395,000	1,375,000		492	Active Lisitngs More than 2100 SF	
Active	34	96	Shadowbrook	7	2,557	1,399,000	1,399,000		547		Average Price
Active	76	18	Warmspring	16	3,313	1,549,000	1,549,000		468		Average SF
Active	14	34	Coldbrook	33	3,324	2,198,000	2,198,000		661		Average Price SF
										DOM	
									29	Average Exc. Outliers	82
										Average DOM	82
										Median	61
										Quartile 1	31
										Quartile 3	144
										QR	114
										Stand Range	171
										Upper Range	(140)
										Lower Range / OUTLIERS	315
CLOSED TRANSACTIONS OUTLIERS											
		DOM			List Price			Closed Price			
		72			\$ 2,037,500			\$ 1,771,250			

Closing In 2020

Woodbridge -SFR - 1500 Sf and Larger										Period	1/1/20 - 6/23/20	
										Data:	6/23/2020	
CLOSED SALES Single Family Residence										(90.5%) Average discount from Original		
Status	DOM	CDOM	Address	Square Footage	Original List Price	Last List Price	Closed Price	ΔovL	List Price \$ PSF	Closed Price \$ PSF		
										Total Closed Sales		13
										Closed Sales Less than 2100 SF		80
										Average Price		97,194
										Average SF		255
										Average Price SF		566
										Closed Sales Greater than 2100 SF		5
										Average Price		1,548,000
										Average SF		3,170
										Average Price SF		498
											DOM	CDOM
Average Exclusive of Outliers										16.5	54.2	
Average										35.1	76.4	
Median										12.0	67.0	
Quartile 1										7.0	31.0	
Quartile 3										33.0	83.0	
QR										26.0	52.0	
Stand Range										39.0	78.0	
Upper Range										(32)	(47)	
Lower Range / OUTLIERS										72.0	161.0	
										List Price	Closed Price	
Aver. Exclusive of Outliers										\$ 1,163,657	\$ 1,142,958	
Average										\$ 1,247,222	\$ 1,193,500	
Median										\$ 1,149,000	\$ 1,125,000	
Quartile 1										\$ 890,000	\$ 902,500	
Quartile 3										\$ 1,349,000	\$ 1,250,000	
IQR										\$ 459,000	\$ 347,500	
Stand Range										\$ 688,500	\$ 521,250	
Upper Range										\$ 201,500	\$ 381,250	
Lower Range / OUTLIERS										\$2,037,500	\$ 1,771,250	

Closed	8	26	13 Melodylane	1,571	879,000	879,000	880,000	0.11%	560	560
Closed	16	67	32 Bluejay	1,520	888,000	888,000	888,000		584	584
Closed	7	27	38 Bluejay	1,545	888,000	888,000	900,000	1.35%	575	583
Closed	9	31	2 Eastmont	1,538	890,000	890,000	902,500	1.40%	579	587
Closed	33	58	12 Bayfield	1,875	950,000	950,000	925,000	(2.63%)	507	493
Closed	60	83	19 Soaring Hawk	1,887	975,000	975,000	967,000	(0.82%)	517	512
Closed	12	85	49 Redhawk	1,946	1,149,000	1,149,000	1,125,000	(2.09%)	590	578
Closed		27	40 Nighthawk	1,895	1,188,000	1,188,000	1,188,000		627	627
Closed	124	164	9 Foxboro	2,369	1,349,000	1,325,000	1,200,000	(11.05%)	569	507
Closed	31	68	4 Rockwren	2,248	1,258,888	1,258,888	1,250,000	(0.71%)	560	556
Closed	6	51	79 Limewood	3,209	1,750,000	1,750,000	1,730,000	(1.14%)	545	539
Closed		73	21 Emerald	3,924	1,799,000	1,799,000	1,760,000	(2.17%)	458	449
Closed	150	233	2 Oriole	4,098	2,250,000	1,850,000	1,800,000	(20.00%)	549	439

Home Value Graph

Woodbridge -SFR - 1500 Sf and Larger

Period 1/1/20 - 6/23/20

Data: 6/23/2020

CLOSED SALES Single Family Residence





