

Portola Hills

SFR Detached 1500 to 4200 sf.

Current Market Trends

For the period January 1st through June 30th, 2020

[OPEN LISTING DETAILS CLICK HERE](#)



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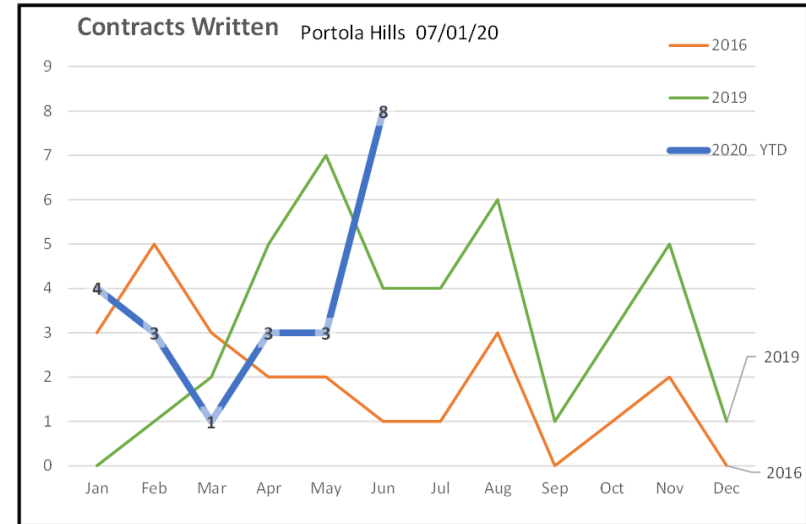
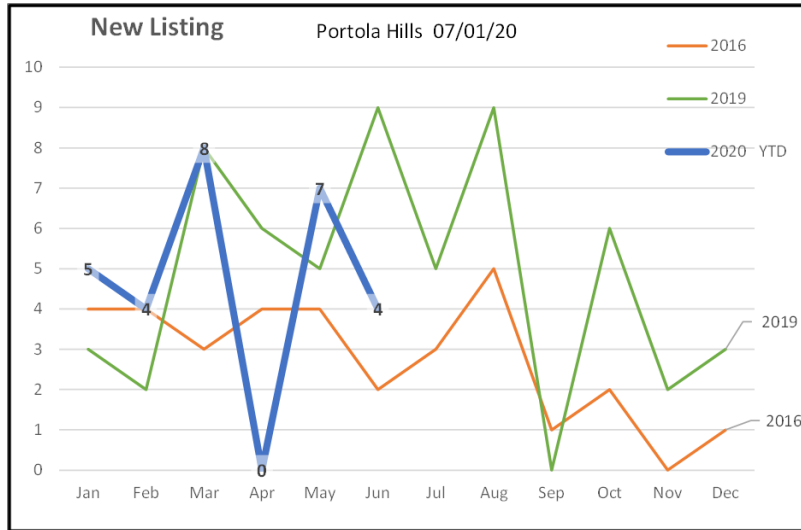
Presentation

NEW LISTINGS Maintain the First Signs of Recovery

Portola Hills had no new listings in due April due to COVID-19 as shown in the blue line in the chart.

New Listings bounced back into 'normal' territory in May and maintained that position in June

Contracts Written soared in June!

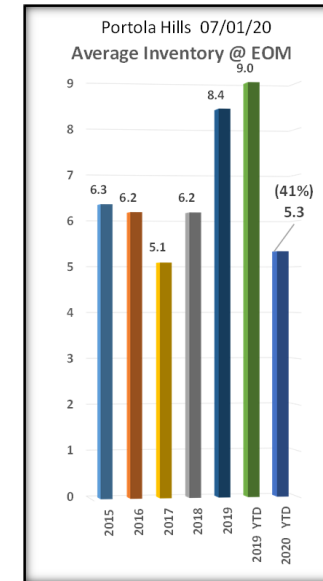
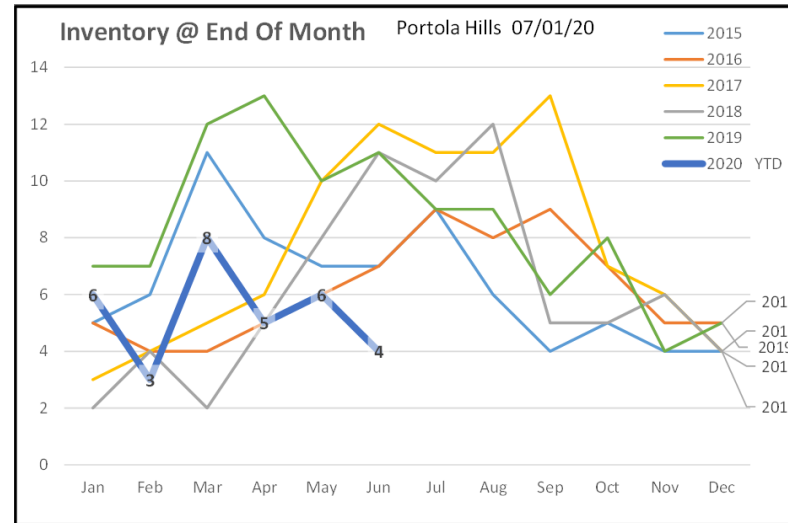


Market Type In 2020

Portola Hills is currently a Sellers' Market with 1.2 Months of Inventory
 Inventory Levels are low, 41% below 2019 at the same period and 12% below the average of 2015 - 2018

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

Portola Hills		
7/1/2020	Market Type	YOY Monthly Inventory
Jan-2020	Seller	1.8
Feb-2020	Seller	0.9
Mar-2020	Seller	2.1
Apr-2020	Seller	1.4
May-2020	Seller	1.7
Jun-2020	Seller	1.2
Jul-2020		
Aug-2020		
Sep-2020		
Oct-2020		
Nov-2020		
Dec-2020		



Active Listings Status in 2020

We monitor the active listings to keep on eye on situations that can foretell changes in home values and market types.

- **There are 4 Active listings.**
 - There were 7 in out last report.

- **There were 11 New Listings over the past 90 days.**
 - 4 of those homes are still on the market.

LISTINGS:	Portola Hills 7/1/2020	<i>Still Active</i>	<i>A.U.C</i>	<i>Pending</i>	<i>Closed</i>	<i>Expired</i>	<i>Hold</i>
Current Active Listings:	4						
<i>New Listing in the last 90 days</i>	11	4	3	2	1	0	1
<i>New Listing in the last 30 days</i>	4						

Three Essential Steps in 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 2019

New Listings are **DOWN 15%**

Contracts Written are **UP 16%**

Closings are **UP 14%**

New Listings Trends

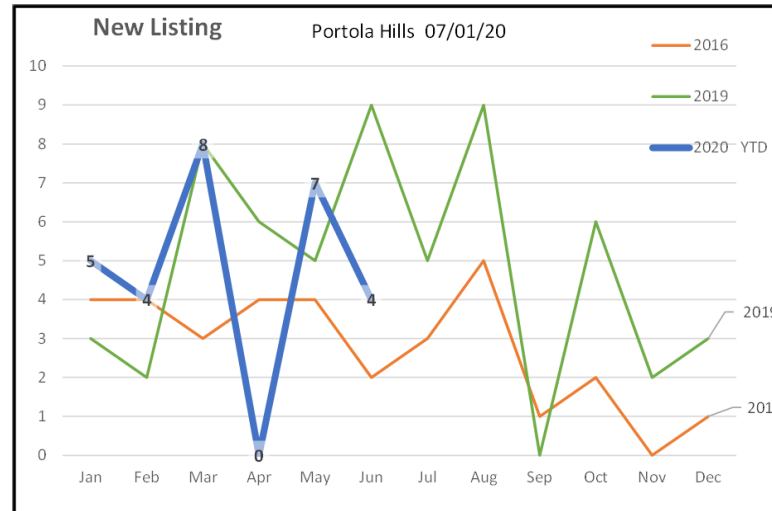
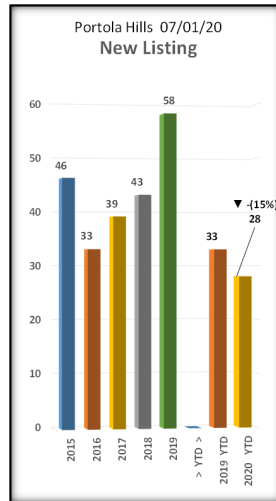
New Listings are down 15%.

The year started off as the best year of the past 5.

Aprils Stay At Home order shut the market down but May showed a promising number of New Listings.

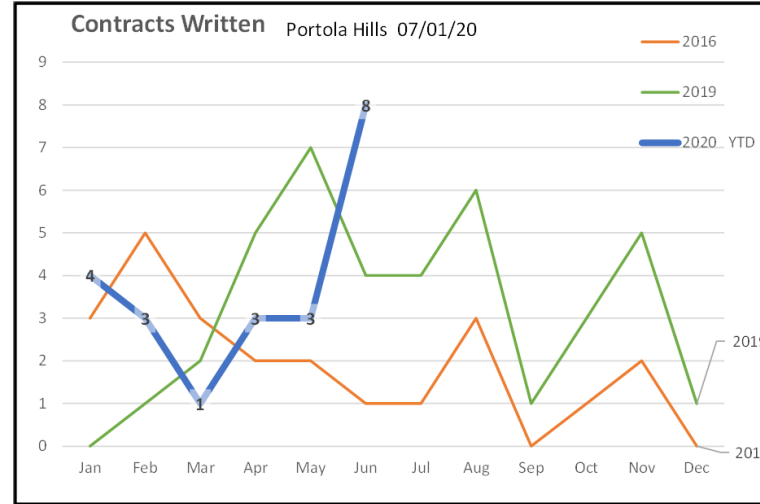
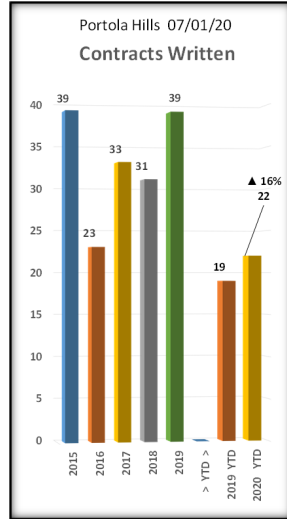
June remained in the normal range of activity

Fannie Mae and Freddy Mac are forecasting very strong 3rd and 4th quarters.



Contracts Written Trends

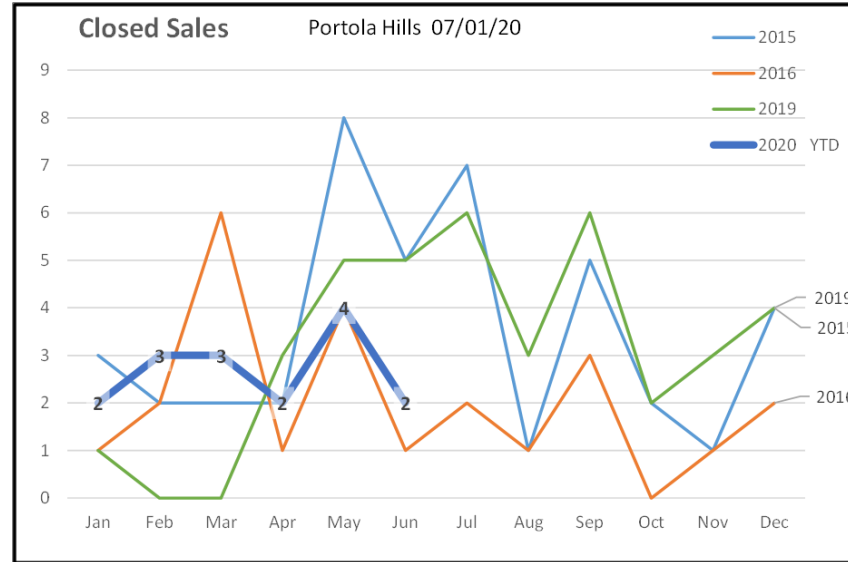
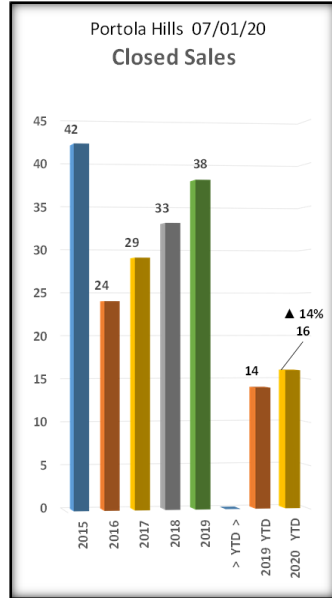
Contracts Written are UP 16% compared to the same period in 2019



Closed Sales Trends

Closings are up 14% compared to the same period in 2019

They were up 56% in our last report



Home Values

The POSITIVE NEWS IS average Year Over Year (YOY) CLOSED Pricing for all sizes is UP a meager 0.04% to 2019.

PRICE (Average) Portola Hills 7/1/2020	2020	2019	Net Change	
Closed Price Less Than 2500 SF	\$803,688	\$785,487	\$8,155	1.0%
Closed Price Greater Than 2500 SF	\$1,084,375	\$1,019,643	\$48,203	4.7%
Closed > Than 2500 sf Excl. of view Lots	\$1,084,375	\$1,019,643	\$48,203	4.7%
Average Closed Price of ALL Homes	\$944,031	\$927,213	\$411	0.04%
Square Footage Range from: 1623 to 4031 Square Footage Average = 2818 <u>Average SF of homes Less than 2500 SF is: 2059</u> <u>Average SF of homes Greater than 2500 SF is: 3197</u>				

The Average Price of Active Listings

Average Revised List Price of all Active Listings is \$920,000.




RANGE:
 Low: \$759,000
 High: \$1,099,000

Portola Hills		Period		1/1/20 - 6/30/20	
1500 Sf and Larger		Data:		7/1/2020	
90-Day Market Trends					
CURRENT / LAST List Price					
Average ALL Status Types - Last 90 days \$1,010,622					
	All Active	"New" Active:	Sold/Closed:		
Count	4	4	7	Count	
Median 4-Sale Price	\$901,850	\$901,850	\$889,900	Median Sold Price	
Average	\$920,650	\$920,650	\$974,400	Average	
Highest	\$1,099,000	\$1,099,000	\$1,199,000	Highest	
Lowest	\$779,900	\$779,900	\$750,000	Lowest	
Most Recent		6/30/2020	6/30/2020	Most Recent	
Status Types					
Active, New Listings, Active Under Contract, Expired, Canceled, Withdrawn, Pending, Closed & Hold/Do-Not-Show					

90-day Closed Price 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 steps in properly pricing a home for a listing.

- **7** homes have closed of the last 90 days
 - **1** home closed BELOW revised List Price.
 - **6** homes closed AT revised List Price
 - **0** homes sold ABOVE revised List Price

Portola Hills		Period	1/1/20 - 6/30/20	
1500 Sf and Larger		90-Day Market Trends		
		Data:	7/1/2020	
AVERAGE CLOSED PRICE				
Closed in last 90 days: \$950,714				
Price Change <small>(3.94%)</small> Below List Price		# of Homes % of All ABOVE List		
				
				
Closed Price vs. Original List				
		Count	Ratio	Discount
Average:	(\$40,814)	7		(3.94%)
Largest Inc./Decrease:	(\$105,000)	1	14%	(8.86%)
Smallest Inc./Decrease:	\$100	6	% of All	0.01%
Below List		0	86%	

Days on Market

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

Average Days on Market for current Active Listings is 21 Days.

It was 44 days in our May report.

SPECIAL NOTE: The rapid drop is due to a splurge of new listings that have only been on the market a short while, not an accelerated sales pace.

DOM was 60 days in our April report

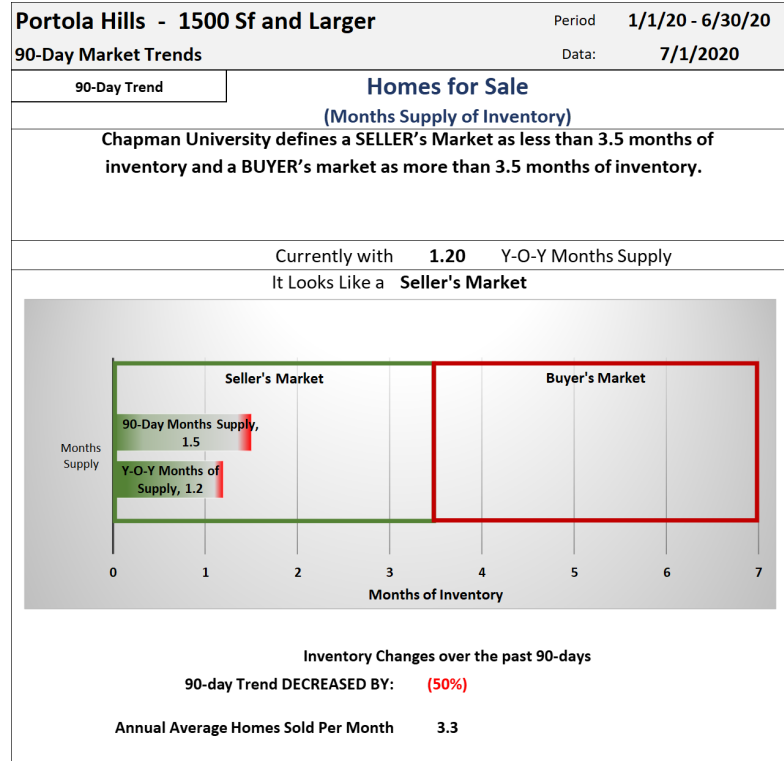
Portola Hills		Period	1/1/20 - 6/30/20			
1500 Sf and Larger		90-day Trend				
90-Day Market Trends		Data:	7/1/2020			
Days On Market (DOM)						
Average of ALL Status Types		51				
DOM is the number of days from Listing Contract to Purchase Contract						
Year To Date						
STATUS	Count	Most Recent	Average	Average ex. outliers	Longest	Shortest
Active Listings:	4	6/30/2020	21	21	44	1
Sold/Closed:	16	6/30/2020	44		159	5
Under Contract	5		49		100	9
Pending	3		41		91	13
Expired	2		160		197	122
Canceled	2		105		176	34
Withdrawn	1		72		72	72
Hold	3		50		113	17

Months of Inventory

Year-Over-Year (Y-O-Y) Inventory stands at: 1.2 months.

It was 1.7 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

1. 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.
 - a. **90-day Inventory is Down 50%**

2. Year-over-Year inventory helps measure how steady, dependable a market is.
 - a. **YOY inventory is DOWN 40%.**

3. Monitoring the month by month comparison lets us check on seasonal abnormalities.
 - a. **May 2020 compared to May 2019 is DOWN 60%.**

INVENTORY:		Portola Hills 7/1/2020	
Inventory @End Of Month:	4		
Absorption Rate (monthly)	3.3		
Months Supply	1.2	Seller's Market	
90-Day Inventory Change	(4)	DECREASE ▼	(50.0%)
Year-Over-Year Average Monthly Inventory	(4)	DECREASE ▼	(40.7%)
June 2019 vs. June 2020	(6)	DECREASE ▼	(60.0%)

Map of Market Activity

This map can be found on our website www.Joe-Richter.com > Predefined Community Listings

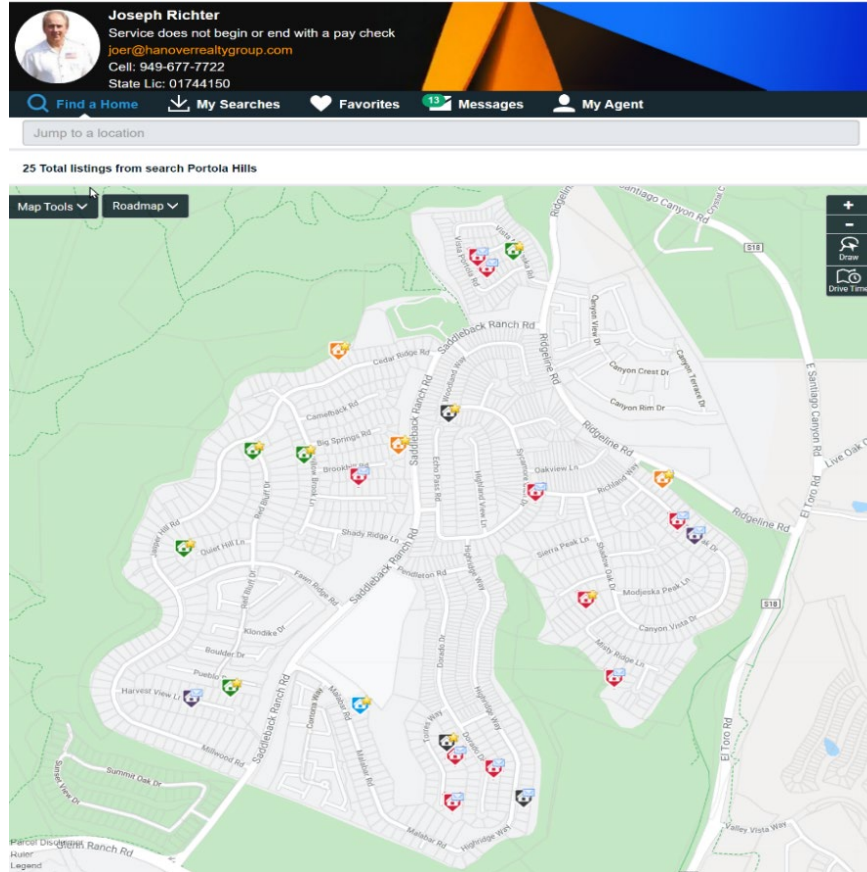
Green= Active

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
Service does not begin or end with a pay check
joe@hennepinrealtygroup.com
Call: 959-977-7722
State Lic: 01744150

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25 Total listings from search Portola Hills | Newest First

Listing ID	Status	Price	Price Change	Beds	Baths	Sqft	Year Built	Property Type	Address	City
28921	SOLD	\$855,000		4	2 full, 1 partial	2,250 sqft	1987	Single Family Residence	28921 Glenn Ranch Way	Lake Forest 92679
28565	PEND	\$889,900		5	2 full, 1 partial	2,378 sqft	1990	Single Family Residence	28565 Cedar Ridge Rd	Lake Forest 92679
28805	Price Decrease	\$759,000	Price Change	4	2 full, 1 partial	1,823 sqft	1987	Single Family Residence	28805 Vista Aliso Rd	Trabuco Canyon 92679
19181	Price Decrease	\$1,115,000	Price Change	4	2 full	3,000 sqft	1991	Single Family Residence	19181 Willow Brook Ln	Lake Forest 92679
19672	Cancelled	\$1,050,000		4	3 full	8,520 sqft	1995	Single Family Residence	19672 Torres Way	Lake Forest 92679
28555	Active Under Contract	\$1,060,000		5	4 full	7,800 sqft	1992	Single Family Residence	28555 Malabar Rd	Trabuco Canyon 92679
28631	PEND	\$875,000		4	2 full, 1 partial	2,400 sqft	1991	Single Family Residence	28631 Brookhill Rd	Lake Forest 92679
28331	Price Decrease	\$1,120,000	Price Change	5	3 full	7,000 sqft	1990	Single Family Residence	28331 Quiet Hill Ln	Lake Forest 92679
19112		\$750,000		3	2 full, 1 partial	1,623 sqft	1986	Single Family Residence	19112 Echo Pass Rd	Lake Forest 92679
28381		\$1,199,000		6	4 full	7,800 sqft	1994	Single Family Residence	28381 Harvest View Ln	Trabuco Canyon 92679
19171		\$1,095,000		4	3 full	3,300 sqft	1990	Single Family Residence	19171 Red Bluff	Lake Forest 92679
19242		\$1,089,000		4	3 full	7,200 sqft	1988	Single Family Residence	19242 Sleeping Oak Dr	Lake Forest 92679
19171		\$839,000		4	3 full	7,966 sqft	1992	Single Family Residence	19171 Chimney Rock Cir	Lake Forest 92679
19702		\$1,225,000		5	4 full	6,262 sqft	1997	Single Family Residence	19702 Dorado Dr	Lake Forest 92679
19565		\$885,000		4	2 full, 1 partial	2,550 sqft	1987	Single Family Residence	19565 Aliso View Cir	Lake Forest 92679
19246		\$730,000		4	2 full, 1 partial	1,776 sqft	1986	Single Family Residence	19246 Sycamore Glen Dr	Lake Forest 92679
19291		\$840,000		4	3 full	7,200 sqft	1988	Single Family Residence	19291 Sleeping Oak Dr	Trabuco Canyon 92679
19692		\$1,100,000		4	2 full	10,850 sqft	1996	Single Family Residence	19692 Torres Way	Lake Forest 92679
19752		\$1,300,000		5	4 full	14,000 sqft	1996	Single Family Residence	19752 Torres Way	Lake Forest 92679
28775		\$750,000		4	2 full, 1 partial	2,018 sqft	1988	Single Family Residence	28775 Vista Aliso Rd	Lake Forest 92679

Current Active Listing

Portola Hills - 1500 Sf and Larger										Period:	1/1/20 - 6/30/20
										Data:	7/1/2020
ACTIVELY SELLING Single Family Residence											
Status	DOM	St. No.	Address	Days on Market	Square Footage	Original List Price	Last List Price	Price Change	List Price \$ PSF	Total Active Listings	4
Active	1	19162	Echo Pass	14	1,776	779,900	779,900	0.0%	439	Active Lisitngs Less than 2500 SF	
Active	13	19111	Willow Brook	14	3,100	1,099,000	1,099,000	0.0%	355	Count	
Active	27	28981	Canyon Vista	31	2,606	874,900	874,900	0.0%	336	1	
Active	44	19252	Sleeping Oak	38	2,606	928,800	928,800	0.0%	356	Average Price	
										779,900	
										Average SF	
										1,776	
										Average Price SF	
										439	
										Active Lisitngs More than 2500 SF	
										Count	
										3	
										Average Price	
										967,567	
										Average SF	
										2,771	
										Average Price SF	
										349	
										DOM	
										Ave. Exclusive of Outliers	
										21	
										Average	
										21	
										Median	
										20	
										Quartile 1	
										10	
										Quartile 3	
										31	
										IQR	
										21	
										Stand Range	
										32	
										Upper Range	
										(22)	
										Lower Range/OUTLIERS	
										63	
										List Price + 0%	
										Closed Price + 0%	
										\$1,540,500	
										\$1,453,250	

Closing In 2020

Portola Hills - 1500 Sf and Larger										(1.76%) Average ALL		Period 1/1/20 - 6/30/20		
										2.75% Average Increase		Data: 7/1/2020		
CLOSED SALES Single Family Residence										(3.18%) Average Price Reduction				
Status (16)	DOM	CDOM	Address	Square Footage	Original List Price	Last List Price	Closed Price	Δovl	List Price \$ PSF	Closed Price \$ PSF				
											Total Closed Sales		16	
											Closed Sales Less than 2500 SF		8	
											Average Price		803,688	
											Average SF		2,120	
											Average Price SF		383	
											Closed Sales Greater than 2500 SF		8	
											Average Price		1,084,375	
											Average SF		3,294	
											Average Price SF		330	
											Average Exclusive of Outliers		DOM 50 CDOM 75	
											Average		50 75	
											Median		27 49	
											Quartile 1		7 36	
											Quartile 3		75 109	
											IQR		67 73	
											Stand Range		101 109	
											Upper Range		(94) (73)	
											OUTLIERS		175 218	
											Average Exclusive of Outliers		List Price Closed Price	
											Average		\$ 961,525 \$ 954,031	
											Median		\$ 894,900 \$ 862,500	
											Quartile 1		\$ 828,000 \$ 839,500	
											Quartile 3		\$ 1,113,000 \$ 1,085,000	
											IQR		\$ 285,000 \$ 245,500	
											Stand Range		\$ 427,500 \$ 368,250	
											Upper Range		\$ 400,500 \$ 471,250	
											OUTLIERS		\$ 1,540,500 \$ 1,453,250	

Closing Page 2

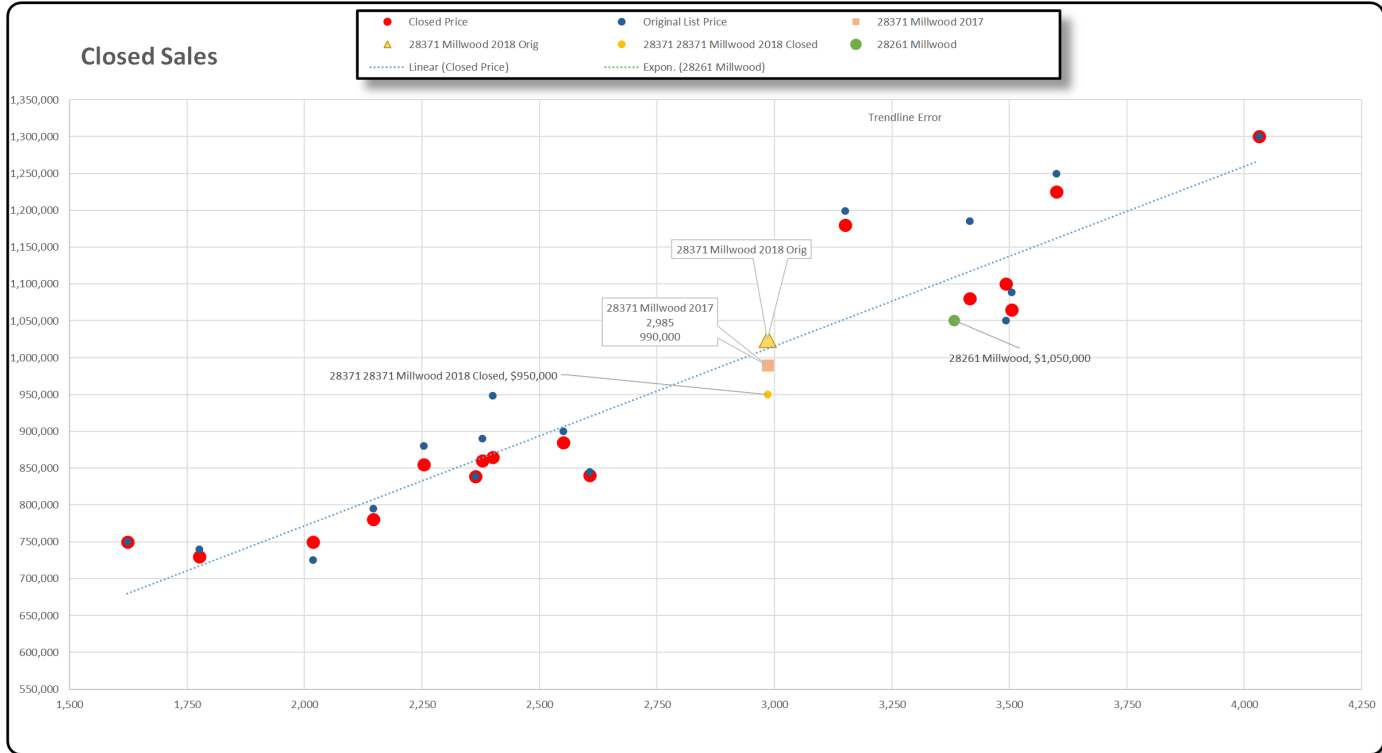
Graph of Home Values

Portola Hills - 1500 Sf and Larger

Period 1/1/20 - 6/30/20

Data: 7/1/2020

CLOSED SALES Single Family Residence



Average Price Reduction: (3.2%) Number W/O Change: 2 Number Reduced: 11 Number Increased: 3

In Conclusion



