

Q1 - 2020  
Coto de Caza  
Single Family Residences

# Market Update



# Coto de Caza

(Border of the Hunt)

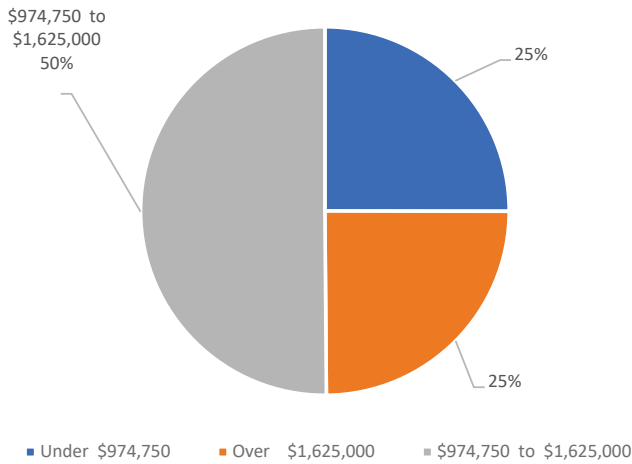
## Single Family Homes

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- 07 \$1.0M to \$2.0M
- 09 \$2.0M to \$3.5M



# Market Snapshot

2015 through 03/03/20



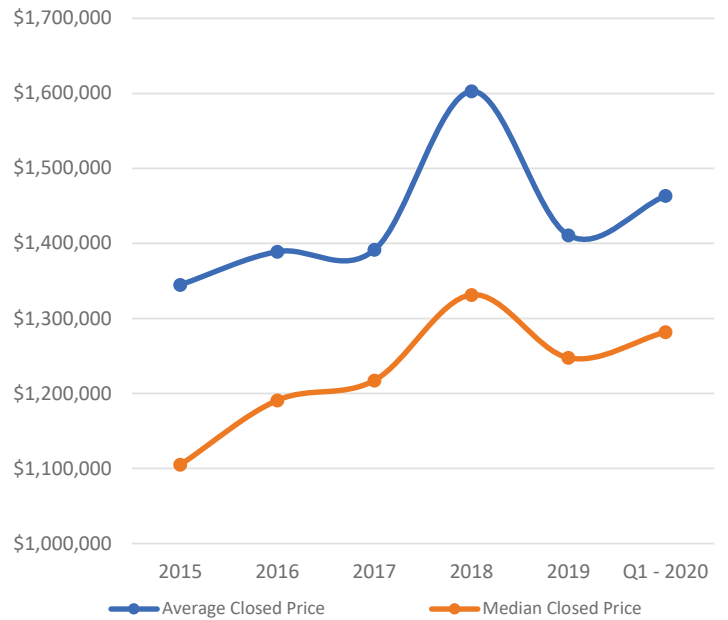
## Sales Volume by Price Category

2015 through 2020

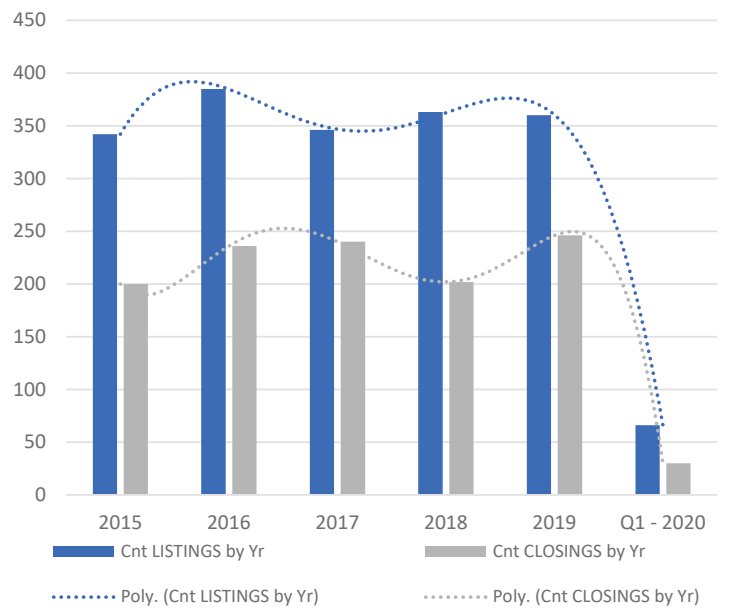
25%	Under \$974,750
25%	Over \$1,625,000
50%	\$974,750 to \$1,625,000

Count
288
286
579
<u>1153</u>

## Coto de Caza \$500k to \$3.5M



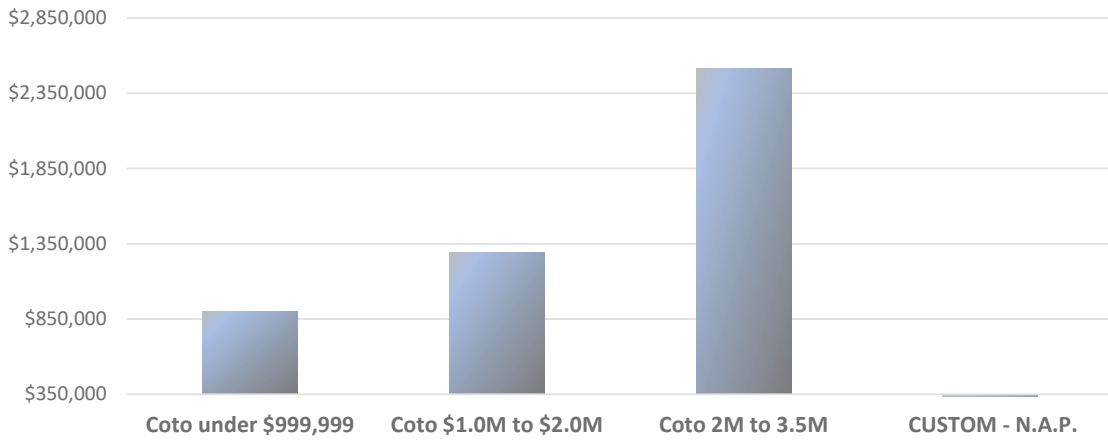
## Median Selling Price vs. Average Selling Price



## Listings vs. Closings

# Comparison by Neighborhood

Q1 - 2020



Median Selling Price

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**\$0.9M** Coto under \$999,999

**\$1.3M** Coto \$1.0M to \$2.0M

**\$2.52M** Coto 2M to 3.5M

**\$0.0M** CUSTOM - N.A.P.



Snow on Saddleback

Q1 - 2020

at a  
glance

Coto under \$999,999

(0.9%)

Change in Median Pricing  
2019 vs. 2018

2019 Results

68

Average Days on Market (2019)

68

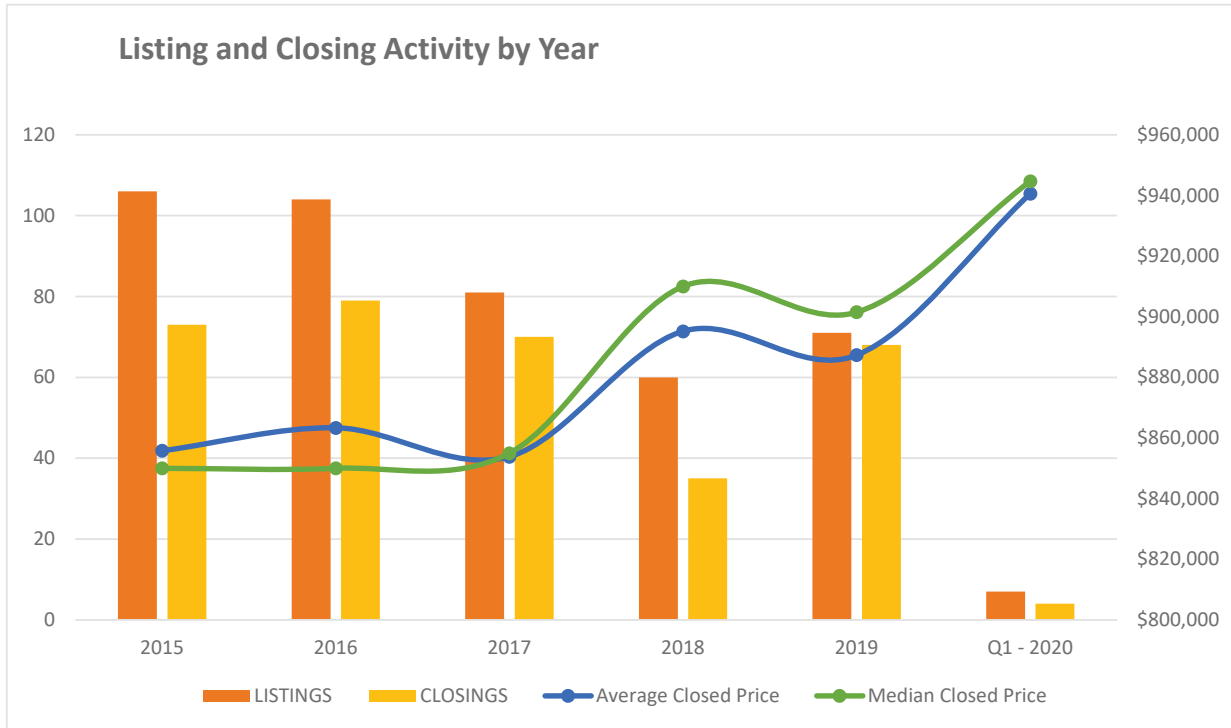
Units Sold / Closed

\$901,500

Median Selling Price

1434 to 5400

Square Foot Range



About

## Coto under \$999,999

Coto de Caza translates from Spanish as *Border of the Hunt*. Long ago Coto was a very remote area accessible only by driving over dirt roads, through stream beds, and across fields to get to a private hunting club.

The first homes in Coto were overnight hunting cabins. By the late 1960's or so more permanent accommodations were being built. The first full time residences were constructed shortly thereafter.

Q1 - 2020	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
2020	\$944,700	6.2%	4	16	2,297
2019	\$901,500	(4.4%)	68	68	2,530
2018	\$910,000	(1.7%)	35	114	2,473
2017	\$855,000	(4.3%)	70	66	2,552
2016	\$850,000	(3.7%)	79	74	2,561
2015	\$850,000	(4.0%)	73	99	2,625
2019 vs. 2018					
Change	(0.9%)		94.3%	(39.8%)	2.3%



Q1 - 2020

at a  
glance

Coto \$1.0M to \$2.0M



(2.9%)

Change in Median Pricing  
2019 vs. 2018

2019 Results

106

Average Days on Market (2019)

148

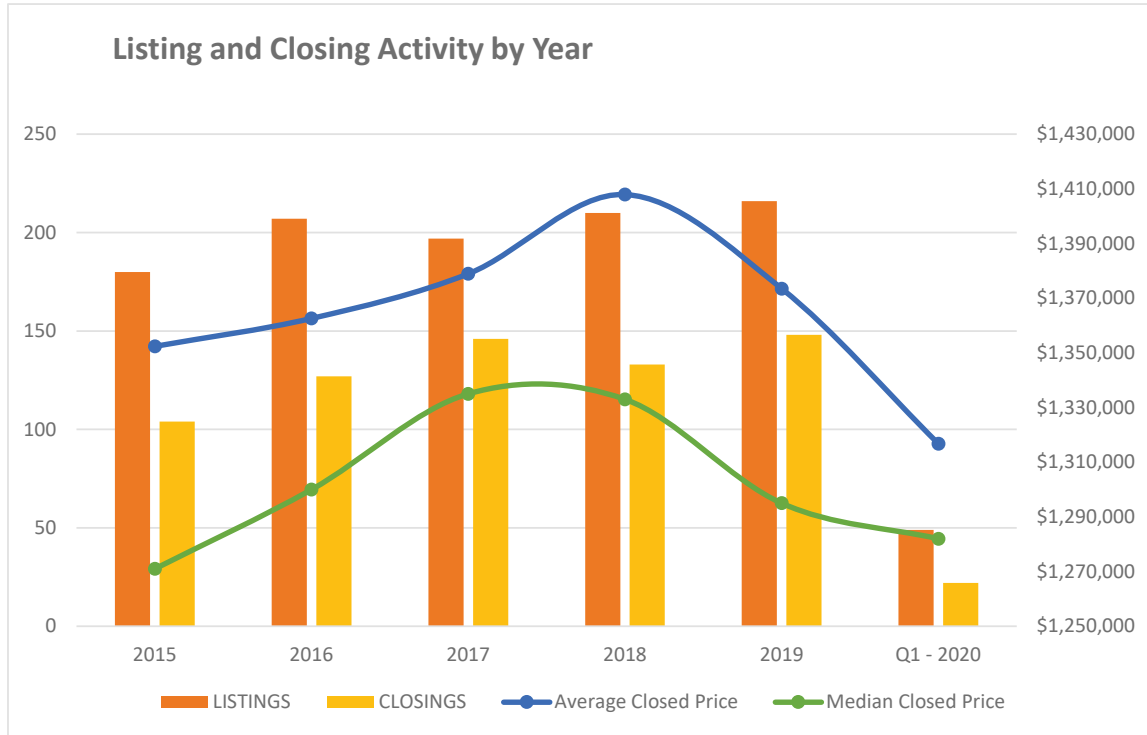
Units Sold / Closed

\$1,295,000

Median Selling Price

1940 to 7183

Square Foot Range



About

**Coto \$1.0M to \$2.0M**

By the late 1970's and early 1980's Coto added a golf course designed by a major architect. Lots for custom homes and a rural, equestrian lifestyle were the underlying community design. Production homes soon followed, as a way to get the county's involvement in improving roads and other infrastructure.

General William Lyon, the founder of Lyon Homes in the early 1960's, was a major force in the early design and development of Coto.

Q1 - 2020	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
2020	\$1,282,000	(12.8%)	22	132	3,964
2019	\$1,295,000	(7.2%)	148	106	3,985
2018	\$1,333,000	(4.9%)	133	103	4,044
2017	\$1,335,000	(5.5%)	146	118	4,161
2016	\$1,300,000	(6.7%)	127	90	4,175
2015	\$1,271,000	(7.4%)	104	27	4,175
2019 vs. 2018					
Change	(2.9%)		11.3%	2.7%	(1.5%)



Q1 - 2020

at a  
glance

Coto 2M to 3.5M



5.0%

Change in Median Pricing  
2019 vs. 2018

2019 Results

151

Average Days on Market (2019)

30

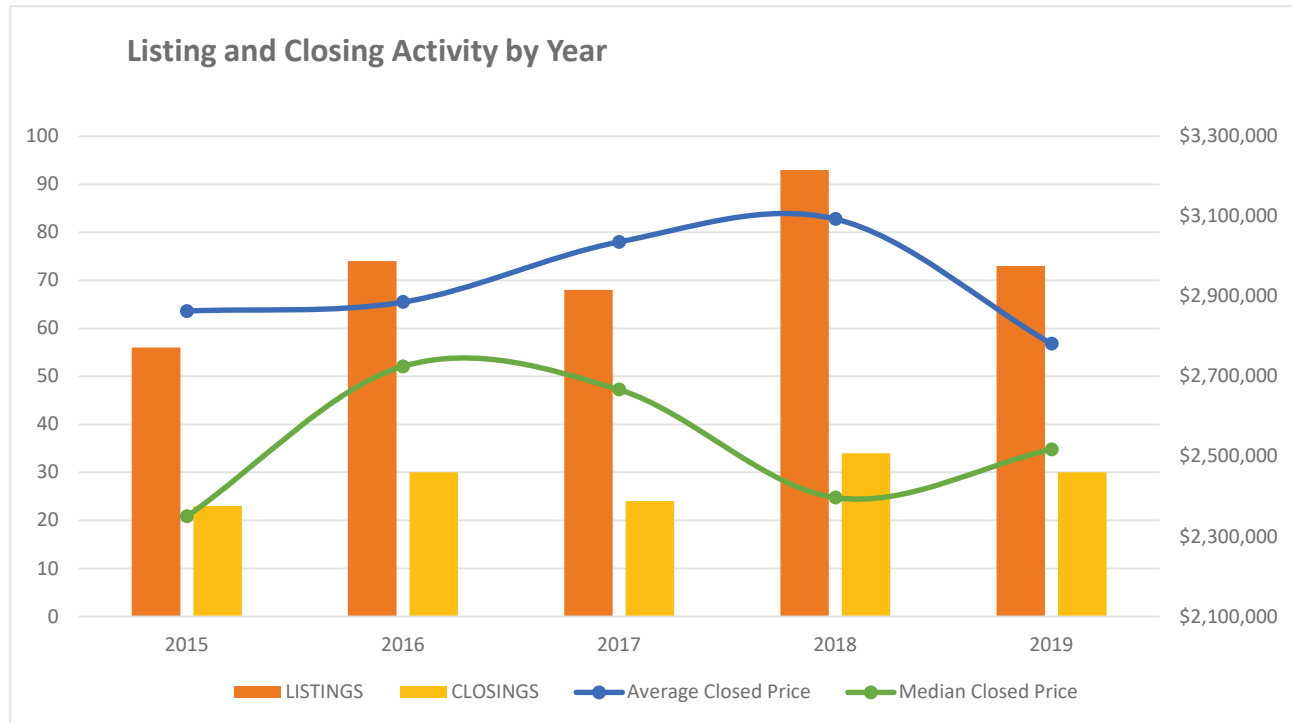
Units Sold / Closed

\$2,517,500

Median Selling Price

3675 to 17500

Square Foot Range



*About*  
**Coto 2M to 3.5M**

With the recession of 1990 the county club and development partners were under financial pressure. Lennar Homes stepped in around 1994 and added a second golf course, did a major remodel to the club facilities and finished out the master plan development selling production lots to local builders.

With the infrastructure improvements that were brought to the area by Tony Moiso, the master developer of Mission Viejo, Rancho Santa Margarita and Ladera Ranch and the construction of the 241 toll road, Coto became the great golf, tennis, swim and equestrian family community it is

Q1 - 2020	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
2020	\$2,712,500	(53.0%)	4	207	7,325
2019	\$2,517,500	(15.6%)	30	151	6,373
2018	\$2,397,000	(11.9%)	34	156	6,363
2017	\$2,666,683	(16.8%)	24	156	6,680
2016	\$2,725,000	(23.8%)	30	114	6,608
2015	\$2,350,000	(24.9%)	23		6,781
2019 vs. 2018					
Change	5.0%	(11.8%)	(11.8%)	(3.2%)	0.1%