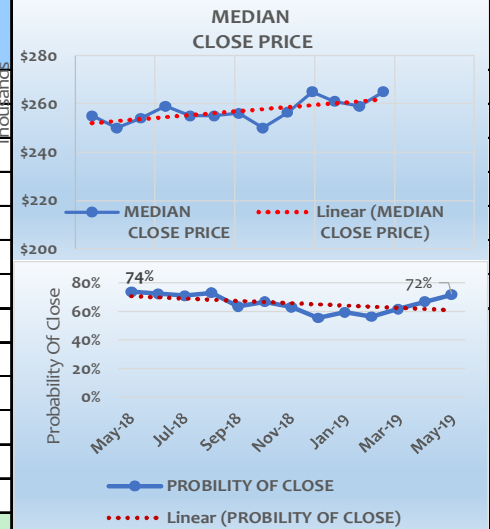


DISTRIBUTION: JUNE 2019

### VICTOR VALLEY SFR CLOSING HISTORY

DATE	MEDIAN CLOSE PRICE	CHANGE	CLOSED MONTH	FAILED (X,C,W)	PROBILITY OF CLOSE	DAYS ON MARKET SOLD
May-18	\$255,000		↑ 862	310	74%	47
Jun-18	\$250,000	-\$5,000	↑ 860	333	72%	41
Jul-18	\$254,000	\$4,000	↑ 858	355	71%	47
Aug-18	\$259,000	\$5,000	↑ 966	360	73%	44
Sep-18	\$255,000	-\$4,000	↔ 739	430	63%	49
Oct-18	\$255,000	\$0	↑ 847	425	67%	48
Nov-18	\$256,000	\$1,000	↔ 735	436	63%	54
Dec-18	\$250,000	-\$6,000	↘ 638	517	55%	55
Jan-19	\$256,450	\$6,450	↓ 542	374	59%	68
Feb-19	\$265,000	\$8,550	↓ 466	363	56%	65
Mar-19	\$261,000	-\$4,000	↓ 565	355	61%	63
Apr-19	\$259,000	-\$2,000	↘ 692	345	67%	59
May-19	\$265,000	\$6,000	↘ 632	251	72%	46
<b>TREND MONTH</b>	<b>▲ \$818</b>	<b>\$277</b>	<b>▼ 30.19</b>	<b>▼ 1.68</b>	<b>▼ 0.8%</b>	<b>▲ 1.39</b>



### VICTOR VALLEY SFR CURRENT ACTIVITY (ALL)

AREA	ON MARKET (SUPPLY)	CLOSED MONTH (DEMAND)	FAIL MONTH	PERCENT SELLING	DOM (CLOSED)	IN ESCROW	RATIO OF SELLERS TO BUYERS	MEDIAN LIST PRICE	MEDIAN CLOSE PRICE
Adelanto	92	43	17	72%	39	63	2.1	\$240	\$225
Apple Valley	444	150	74	67%	59	204	3.0	\$259	\$255
Helendale	114	26	20	57%	71	24	4.4	\$235	\$229
Hesperia	247	137	68	67%	50	184	1.8	\$275	\$274
Lucerne Valley	45	8	11	43%	57	9	5.6	\$160	\$153
Oak Hills	74	17	13	58%	59	30	4.4	\$409	\$410
Phelan	69	33	14	71%	56	45	2.1	\$250	\$250
Pinon Hills	41	18	9	67%	58	19	2.3	\$286	\$279
Spring Valley Lake	102	26	26	50%	57	43	4.0	\$330	\$278
Victorville	373	187	63	75%	74	263	2.0	\$256	\$255
Wrightwood	75	12	11	52%	55	20	6.3	\$300	\$299
<b>TOTALS</b>	<b>1,676</b>	<b>656</b>	<b>324</b>	<b>67%</b>	<b>60</b>	<b>904</b>	<b>3.4</b>	<b>\$268</b>	<b>\$261</b>

In the current market, about 36% of the listed property will not close during the listing period. For these properties (FAIL MONTH), there are no buyers at the current price asked by sellers. Selling probabilities are changed by adjusting the price according to showing frequency. If the listed property's showings are non-existent or very slow, start thinking about a price adjustment. That's the fastest way into escrow. Properties with DOM greater than 57 days are significantly exceeding the average current pending time and are subject to an increased probability of listing failure.

Here's how to think of these probabilities: 100% is Certain; 93% is Almost Certain; 75% is Probable; 50% Chances About Even; 30% is Probably Not; 7% is Almost Certainly Not, and 0% is Impossible.

As a general practice, counting the number of competitors in your price range in the city, zip, and the entire market is recommended. Ask Escrow Junction about their new "By The Numbers" (BTN) report to get an idea of how the listing stands in terms of the number of competitors. It's available now from Escrow Junction. Call Linda West at (760) 985-0521 for your copy of the BTN report. It's designed to help you close more property in less time.