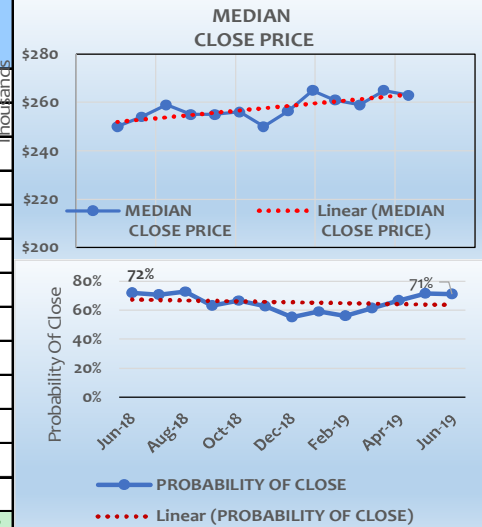


DISTRIBUTION: JULY 2019
EVALUATION: MAY-JUNE 2019

VICTOR VALLEY SFR CLOSING HISTORY

DATE	MEDIAN CLOSE PRICE	CHANGE	CLOSED MONTH	FAILED (X,C,W)	PROBABILITY OF CLOSE	DAYS ON MARKET SOLD
Jun-18	\$250,000		↑ 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
Jun-19	\$263,000	-\$2,000	↘ 650	263	71%	50
TREND MONTH	▲ \$942	-\$98	▼ 27.27	▼ 7.75	▼ 0.3%	▲ 1.07



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	61	42	16	73%	39	129	1.5	\$242	\$225
Apple Valley	436	149	76	66%	58	384	2.9	\$259	\$255
Helendale	111	23	16	60%	73	44	4.8	\$235	\$235
Hesperia	260	129	45	74%	50	327	2.0	\$275	\$275
Lucerne Valley	45	7	5	57%	56	21	6.9	\$160	\$155
Oak Hills	92	20	9	70%	60	64	4.6	\$408	\$400
Phelan	82	30	12	72%	56	71	2.7	\$250	\$250
Pinon Hills	48	13	4	79%	56	34	3.7	\$280	\$275
Spring Valley Lake	108	25	21	54%	47	47	4.4	\$293	\$278
Victorville	395	173	56	76%	68	497	2.3	\$259	\$255
Wrightwood	71	13	15	46%	53	40	5.7	\$312	\$300
TOTALS	1,709	622	272	70%	58	1,658	3.8	\$269	\$262

In the current market, about 30% of 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, consider a price adjustment. That's the fastest way into escrow. Properties with DOM greater than 50 days are exceeding the average pending time and are subject to an increased probability of 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 your listing(s) stands in terms of competitors. Call Linda West at (760) 985-0521 and ask for the BTN report. It's designed to help you close more property in less time. According to the BTN report, for each increase of \$10,000 in list price, square footage will increase by about 58 square feet.