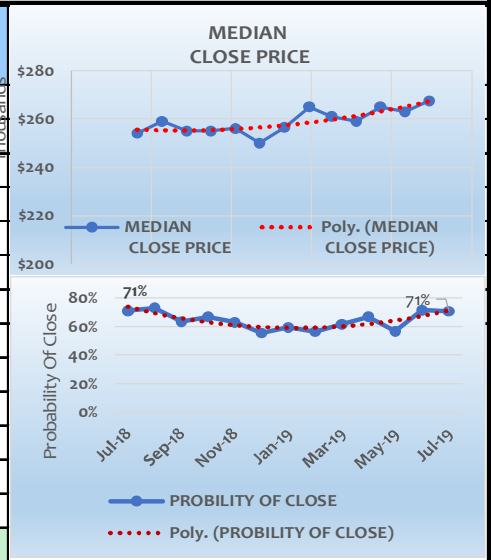


DISTRIBUTION: August 2019
EVALUATION: June-July 2019

VICTOR VALLEY SFR CLOSING HISTORY

DATE	MEDIAN CLOSE PRICE	CHANGE	CLOSED MONTH	FAILED (X,C,W)	PROBABILITY OF CLOSE	DAYS ON MARKET SOLD
Jul-18	\$254,000		↑ 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	486	57%	46
Jun-19	\$263,000	-\$2,000	↘ 650	262	71%	50
Jul-19	\$267,500	\$4,500	↘ 662	277	71%	48
TREND MONTH	▲ \$978	\$166	▼ 22.86	▼ 7.09	▼ 0.21%	▲ 0.46



VICTOR VALLEY SFR CURRENT ACTIVITY (ALL)

AREA	ON MARKET (SUPPLY)	CLOSED MONTH (DEMAND)	FAIL MONTH	PERCENT CLOSING	DOM (CLOSED)	IN ESCROW	RATIO OF SELLERS TO BUYERS	MEDIAN LIST PRICE	MEDIAN CLOSE PRICE
Adelanto	74	45	16	74%	39	116	1.7	\$241	\$225
Apple Valley	432	159	72	69%	57	396	2.7	\$260	\$258
Helendale	103	26	15	63%	73	53	4.0	\$240	\$237
Hesperia	283	149	51	75%	50	354	1.9	\$275	\$275
Lucerne Valley	41	9	6	59%	58	23	4.8	\$165	\$155
Oak Hills	92	25	8	77%	57	54	3.8	\$410	\$410
Phelan	93	23	16	59%	56	81	4.0	\$250	\$248
Pinon Hills	48	11	3	81%	55	47	4.4	\$286	\$279
Spring Valley Lake	112	29	19	60%	52	40	3.9	\$340	\$315
Victorville	428	171	59	74%	71	554	2.5	\$258	\$255
Wrightwood	75	15	13	55%	54	43	5.0	\$315	\$305
TOTALS	1,781	660	276	71%	58	1,761	3.5	\$273	\$266

In the current market, about 30% 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 days on the market (DOM) greater than 57 days are significantly exceeding the average current pending time and are subject to an increased probability of listing failure.

NOTE: CMAs, (Comparative Market Analysis) in terms of pricing, are approximations, not exact. They are best estimations of market price based on historical information in a market that moves continuously. Nearly all listings require adjustment (too stimulate showings or in negotiation). Price adjustment is the seller's tool to help the agent and seller attract showings and close transactions. Pay special attention when your agent suggests a price adjustment.

Here's how to think of probabilities (PERCENT CLOSING): 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.