ESCROW JUNCTION INC.

MARKET CONDITION REPORT (MCR)
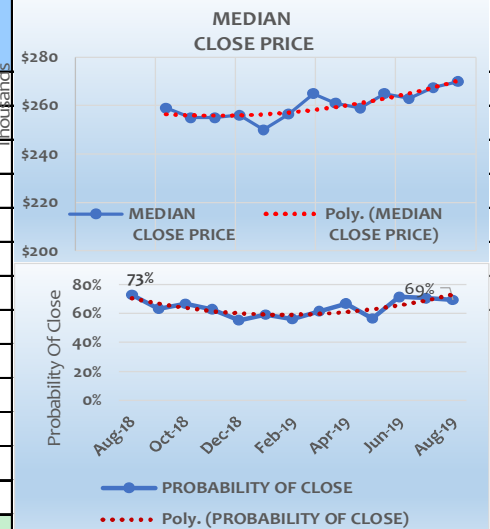# Victor Valley Area

DISTRIBUTION: Sept 2019
EVALUATION: July-August 2019

VICTOR VALLEY SFR CLOSING HISTORY

DATE	MEDIAN CLOSE PRICE	CHANGE	CLOSED MONTH	FAILED (X,C,W)	PROBABILITY OF CLOSE	DAYS ON MARKET SOLD
Aug-18	$259,000		↑ 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
Aug-19	$270,000	$2,500	↘ 626	278	69%	50
TREND MONTH	▲ $1,154	$395	▼ 18.63	▼ 11.66	▲ 0.22%	▲ 0.1

MEDIAN CLOSE PRICE — MEDIAN CLOSE PRICE, Poly. (MEDIAN CLOSE PRICE)

PROBABILITY OF CLOSE — PROBABILITY OF CLOSE, Poly. (PROBABILITY OF CLOSE)

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	81	41	13	76%	40	48	2.0	$240	$225
Apple Valley	435	147	68	68%	57	173	3.0	$265	$260
Helendale	99	25	15	63%	74	21	4.0	$244	$240
Hesperia	297	123	54	70%	49	172	2.4	$275	$275
Lucerne Valley	43	9	6	60%	58	18	4.8	$160	$157
Oak Hills	95	23	10	70%	57	21	4.2	$415	$410
Phelan	93	25	13	65%	55	38	3.8	$250	$249
Pinon Hills	41	12	6	69%	57	28	3.4	$287	$279
Spring Valley Lake	107	35	21	63%	55	27	3.1	$339	$315
Victorville	427	154	68	70%	73	297	2.8	$259	$256
Wrightwood	72	14	8	64%	57	24	5.1	$319	$308
TOTALS	1,790	605	278	69%	59	867	3.5	$275	$267

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. The level of showings is changed by adjusting the asking price according to showing frequency. The most direct path to showings and potential offers is timely price adjustment.