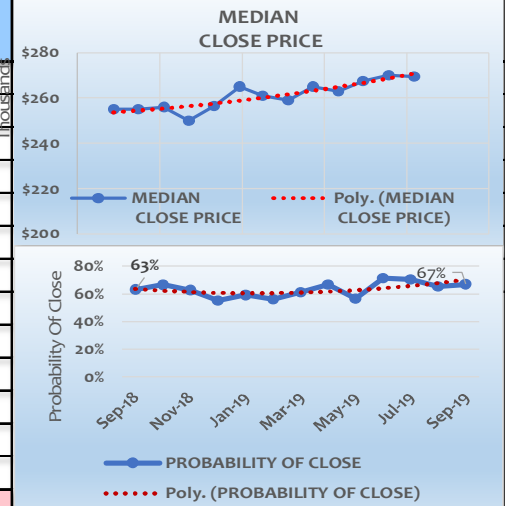


DISTRIBUTION: October 2019
EVALUATION: August-September 2019

VICTOR VALLEY SFR CLOSING HISTORY

DATE	MEDIAN CLOSE PRICE	CHANGE	CLOSED MONTH	FAILED (X,C,W)	PROBABILITY OF CLOSE	DAYS ON MARKET SOLD
Sep-18	\$255,000		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	330	65%	50
Sep-19	\$269,500	-\$500	564	278	67%	48
TREND MONTH	▲ \$1,418	\$117	▼ 11.02	▼ 14.19	▲ 0.56%	▼ 0.47



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	92	33	15	69%	54	52	2.8	\$240	\$226
Apple Valley	436	138	83	63%	51	185	3.2	\$275	\$273
Helendale	94	18	16	52%	67	19	5.4	\$250	\$245
Hesperia	308	126	52	71%	41	162	2.4	\$285	\$283
Lucerne Valley	46	10	6	63%	83	18	4.6	\$144	\$149
Oak Hills	88	16	13	54%	70	23	5.7	\$415	\$412
Phelan	83	27	13	68%	50	36	3.1	\$296	\$284
Pinon Hills	32	15	7	67%	72	27	2.2	\$272	\$263
Spring Valley Lake	103	33	20	62%	53	27	3.1	\$330	\$315
Victorville	410	166	99	63%	69	288	2.5	\$269	\$269
Wrightwood	65	17	9	66%	102	19	3.9	\$270	\$270
TOTALS	1,757	596	331	64%	57	856	3.5	\$280	\$275

In the current market, about 35% 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. Regulating showing frequency by shifting the seller's asking price is the correct strategy. The most direct path to showings and potential offers is timely price adjustment from the seller's current asking price to Market Price where there are buyers for the property. The market is entering its usual slump due to the seasonal cycle, and to a lesser degree, trend.