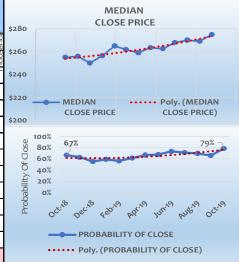


MARKET CONDITION REPORT (MCR) Victor Valley Area

DISTRIBUTION: November 2019

VICTOR VALLEY SFR CLOSING HISTORY

MEDIAN CLOSE PRICE \$255,000 \$256,000 \$250,000 \$256,450 \$265,000	\$1,000 -\$6,000 \$6,450	CLOSED MONTH ↑ 849 7 737 1 639 1 544	FAILED (X,C,W) 427 436 519	PROBABILITY OF CLOSE 67% 63% 55%	MARKET SOLD 48	\$280 \$260	ova
\$256,000 \$250,000 \$256,450	-\$6,000	737№ 639	436	63%	54	\$260	00
\$250,000 \$256,450	-\$6,000	≥ 639				\$260	*****
\$256,450			519	55%	F		
	\$6,450	J4 5//		00,0	55	\$240	
\$265,000		744	377	59%	68	\$220	
7203,000	\$8,550	468	366	56%	65		MEDIAN CLOSE PR
\$261,725	-\$3,275	3 574	360	61%	63	\$200	
\$259,000	-\$2,725	705	350	67%	59	9 1 80	00% 80% 67%
\$263,500	\$4,500	7 680	326	68%	46	f Clo	60%
\$262,500	-\$1,000	7 669	246	73%	50		40% ————————————————————————————————————
\$268,000	\$5,500	7 7 673	270	71%	48	lliga	o% ———
\$270,000	\$2,000	346	280	70%	50	Prob	Octab Decab
\$269,000	-\$1,000	≥ 581	299	66%	48		
\$275,000	\$6,000	34	172	79%	51		PROB
▲ \$1,629	\$237	▼6.3	▼20.69	▲ 1.23%	▼0.79		····· Poly.
	\$261,725 \$259,000 \$263,500 \$262,500 \$268,000 \$270,000 \$269,000 \$275,000	\$261,725	\$261,725	\$261,725 -\$3,275 ≥ 574 360 \$259,000 -\$2,725 705 350 \$263,500 \$4,500 680 326 \$262,500 -\$1,000 669 246 \$268,000 \$5,500 673 270 \$270,000 \$2,000 646 280 \$269,000 -\$1,000 581 299 \$275,000 \$6,000 634 172	\$261,725 -\$3,275 ≥ 574 360 61% \$259,000 -\$2,725 ¬ 705 350 67% \$263,500 \$4,500 ¬ 680 326 68% \$262,500 -\$1,000 ¬ 669 246 73% \$268,000 \$5,500 ¬ 673 270 71% \$270,000 \$2,000 ≥ 646 280 70% \$269,000 -\$1,000 ≥ 581 299 66% \$275,000 \$6,000 ≥ 634 172 79%	\$261,725 -\$3,275 ≥ 574 360 61% 63 \$259,000 -\$2,725 ₹ 705 350 67% 59 \$263,500 \$4,500 680 326 68% 46 \$262,500 -\$1,000 669 246 73% 50 \$268,000 \$5,500 673 270 71% 48 \$270,000 \$2,000 646 280 70% 50 \$269,000 -\$1,000 581 299 66% 48 \$275,000 \$6,000 634 172 79% 51	\$261,725



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	35	15	70%	40	53	2.6	\$241	\$239
Apple Valley	419	125	92	58%	55	213	3.4	\$275	\$272
Helendale	69	20	17	53%	82	24	3.5	\$260	\$259
Hesperia	308	133	55	71%	39	138	2.3	\$285	\$280
Lucerne Valley	56	12	7	64%	101	15	4.9	\$140	\$142
Oak Hills	86	16	17	48%	82	17	5.5	\$448	\$430
Phelan	96	24	18	57%	40	38	4.1	\$290	\$285
Pinon Hills	32	18	7	71%	46	20	1.8	\$304	\$287
Spring Valley Lake	120	26	18	59%	55	27	4.6	\$306	\$306
Victorville	408	194	76	72%	68	243	2.1	\$275	\$274
Wrightwood	55	21	12	63%	103	20	2.7	\$270	\$275
TOTALS	1,741	620	332	65%	58	808	3.4	\$282	\$276

In the current market, about 35% of listed property will not close during the listing period. For these properties (FAIL MONTH), there are no buyers at the current price. The level of showings is changed by price adjustment. Note from the graphs that both demand and median price are rising at an increasing rate. These measures should settle down in the coming market cycle.