

DISTRIBUTION: November 2019

VICTOR VALLEY SFR CLOSING HISTORY

DATE	MEDIAN CLOSE PRICE	CHANGE	CLOSED MONTH	FAILED (X,C,W)	PROBABILITY OF CLOSE	DAYS ON MARKET SOLD
Oct-18	\$255,000		↑ 849	427	67%	48
Nov-18	\$256,000	\$1,000	↔ 737	436	63%	54
Dec-18	\$250,000	-\$6,000	↓ 639	519	55%	55
Jan-19	\$256,450	\$6,450	↓ 544	377	59%	68
Feb-19	\$265,000	\$8,550	↓ 468	366	56%	65
Mar-19	\$261,725	-\$3,275	↔ 574	360	61%	63
Apr-19	\$259,000	-\$2,725	↔ 705	350	67%	59
May-19	\$263,500	\$4,500	↔ 680	326	68%	46
Jun-19	\$262,500	-\$1,000	↔ 669	246	73%	50
Jul-19	\$268,000	\$5,500	↔ 673	270	71%	48
Aug-19	\$270,000	\$2,000	↔ 646	280	70%	50
Sep-19	\$269,000	-\$1,000	↔ 581	299	66%	48
Oct-19	\$275,000	\$6,000	↔ 634	172	79%	51
TREND MONTH	▲\$1,629	\$237	▼6.3	▼20.69	▲1.23%	▼0.79

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.