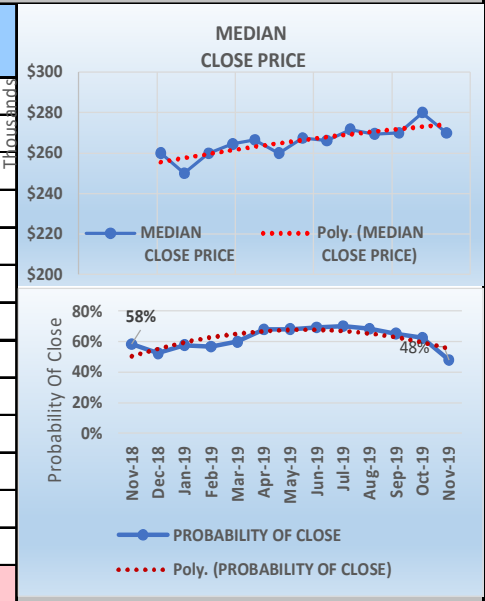


DISTRIBUTION: DECEMBER-JANUARY 2020  
EVALUATION: OCTOBER-NOVEMBER 2019

### VICTOR VALLEY SFR CLOSING HISTORY

DATE	MEDIAN CLOSE PRICE	CHANGE	CLOSED MONTH	FAILED (X,C,W)	PROBABILITY OF CLOSE	DAYS ON MARKET SOLD
Nov-18	\$260,000		↑ 341	244	58%	58
Dec-18	\$250,000	-\$10,000	↓ 304	277	52%	57
Jan-19	\$259,950	\$9,950	↓ 268	197	58%	69
Feb-19	\$264,500	\$4,550	↓ 247	189	57%	62
Mar-19	\$266,500	\$2,000	↓ 304	204	60%	64
Apr-19	\$260,000	-\$6,500	↑ 365	173	68%	63
May-19	\$267,450	\$7,450	↑ 348	162	68%	47
Jun-19	\$266,200	-\$1,250	↑ 360	159	69%	55
Jul-19	\$271,750	\$5,550	↑ 362	154	70%	54
Aug-19	\$269,450	-\$2,300	↑ 366	169	68%	53
Sep-19	\$270,000	\$550	↑ 329	175	65%	50
Oct-19	\$280,000	\$10,000	↑ 336	202	62%	56
Nov-19	\$270,000	-\$10,000	↓ 277	300	48%	57
TREND MONTH	▲ \$1,548	-\$76	▲ 2.68	▼ 1.65	▲ 0.42%	▼ 0.76



### VICTOR VALLEY SFR CURRENT ACTIVITY

AREA	ON MARKET (SUPPLY)	CLOSED MONTH (DEMAND)	FAIL MONTH	PERCENT CLOSING	DOM (CLOSED)	IN ESCROW	RATIO OF SELLERS TO BUYERS	MEDIAN START PRICE (CLOSED)	MEDIAN LIST PRICE (CLOSED)	MEDIAN CLOSE PRICE (CLOSED)
Adelanto	39	17	6	75%	49	21	2.4	\$245	\$240	\$238
Apple Valley	212	85	47	64%	61	112	2.5	\$280	\$279	\$272
Helendale	50	16	11	59%	81	14	3.1	\$274	\$264	\$263
Hesperia	137	71	24	75%	43	67	1.9	\$285	\$280	\$280
Lucerne Valley	28	8	4	67%	71	15	3.5	\$137	\$137	\$141
Oak Hills	35	10	8	56%	76	11	3.5	\$470	\$458	\$445
Phelan	42	17	8	67%	42	30	2.5	\$290	\$290	\$283
Pinon Hills	18	13	4	79%	50	10	1.4	\$310	\$310	\$293
Spring Valley Lake	84	36	25	59%	68	27	2.4	\$310	\$300	\$300
Victorville	139	75	38	66%	44	110	1.9	\$274	\$270	\$269
Wrightwood	27	12	9	57%	121	10	2.3	\$269	\$269	\$272
<b>TOTALS</b>	<b>811</b>	<b>357</b>	<b>183</b>	<b>66%</b>	<b>56</b>	<b>427</b>	<b>2.3</b>	<b>\$284</b>	<b>\$280</b>	<b>\$277</b>

The winter cycle dominates the market scene and will continue until March 2020. There is a predictable pattern as properties move through the selling sequence attempting to reach an unknown market price. Properties tend to start pricing at elevated levels, then price adjustment(s) occur as sellers and buyers move toward market price. Price is adjusted as the properties move through time and money. Showings activate and fuel this process.