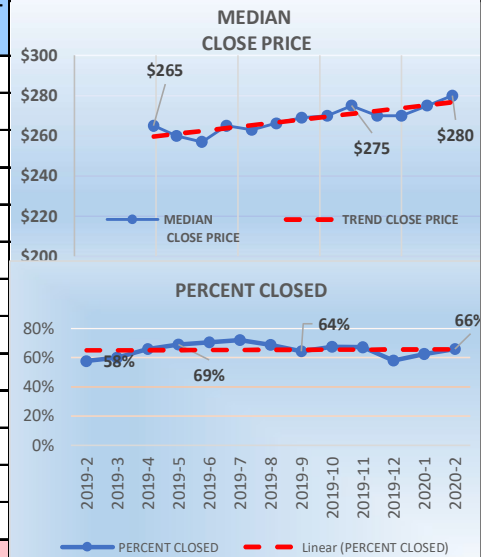


DISTRIBUTION: MARCH 2020  
EVALUATION: JANUARY-FEBRUARY 2020

### VICTOR VALLEY SFR CLOSING HISTORY

DATE	MEDIAN CLOSE PRICE	CHANGE	CLOSED MONTH	FAILED MONTH	PERCENT CLOSED	DAYS ON MARKET SOLD
Feb-19	\$265,000		451	331	58%	64
Mar-19	\$260,000	-\$5,000	488	325	60%	63
Apr-19	\$257,000	-\$3,000	594	306	66%	58
May-19	\$265,000	\$8,000	601	270	69%	48
Jun-19	\$263,000	-\$2,000	579	242	71%	50
Jul-19	\$266,250	\$3,250	594	230	72%	48
Aug-19	\$269,000	\$2,750	583	265	69%	51
Sep-19	\$270,000	\$1,000	523	290	64%	48
Oct-19	\$275,000	\$5,000	591	286	67%	52
Nov-19	\$270,000	-\$5,000	516	252	67%	51
Dec-19	\$270,000	\$0	486	351	58%	56
Jan-20	\$275,000	\$5,000	445	267	63%	57
Feb-20	\$280,000	\$5,000	415	215	66%	61
TREND MONTH	▲ \$1,427	▲ \$400	▼ 6.4	▼ 3.91	0.06%	▼ 0.23



### 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 LIST PRICE (ACTIVE)	MEDIAN CLOSE PRICE (CLOSED)
Adelanto	59	39	16	71%	45	62	1.5	\$230	\$230
Apple Valley	305	130	56	70%	68	196	2.4	\$290	\$288
Helendale	59	14	9	62%	90	26	4.2	\$238	\$234
Hesperia	198	113	42	73%	51	169	1.8	\$295	\$290
Lucerne Valley	29	9	6	59%	52	16	3.4	\$185	\$185
Oak Hills	54	18	12	60%	85	15	3.0	\$447	\$442
Phelan	62	17	9	67%	62	36	3.6	\$322	\$320
Pinon Hills	20	7	2	82%	82	21	2.9	\$329	\$318
Spring Valley Lake	65	20	9	69%	69	32	3.3	\$362	\$359
Victorville	275	155	79	66%	51	253	1.8	\$275	\$275
Wrightwood	39	8	10	46%	59	19	4.9	\$305	\$310
<b>TOTALS</b>	<b>1,165</b>	<b>528</b>	<b>247</b>	<b>68%</b>	<b>59</b>	<b>845</b>	<b>2.2</b>	<b>\$289</b>	<b>\$287</b>

As predicted, the market has surged and is making significant gains over the same period last year (sales and pending). **Notice, however, that the ratio of sellers to buyers is in decline, especially in the major city markets.** Market prices react to demand and supply is currently declining relative to demand. This trend is likely to be seasonal, but that is not a certainty. The general market effects of the current virus situation are unclear until more reliable numbers are available. Increased report frequency and scope to Victor Valley Realtors will be forthcoming.