

JANUARY 2019 MARKET STATISTICS FOR RIDGECREST, CA

Present 6 Month Absorption Rate

Number of homes sold in 6 mo.: 8/1/2018 to 1/31/2019
 185 homes sold/ 98 active homes on the market = 1.88
 6 months/ 1.88 = 3.19 months

3.19 months of inventory in January 2019

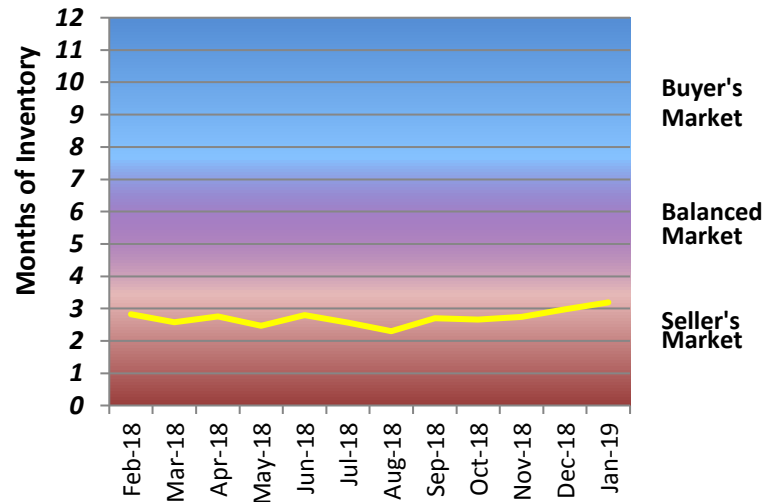
The local market continues to ride in a seller's market, but is slowly inching toward a balanced market. Units of sold homes continue to outpace homes presently for sale on the market. The supply of active site-built homes sits at 98 units. The number of homes in escrow: 42 in December; 47 in January.

In January, 52 per cent of homes sold for list price or more. Sold homes vs. active homes moved up from 2.98 months in December to 3.19 months in January.

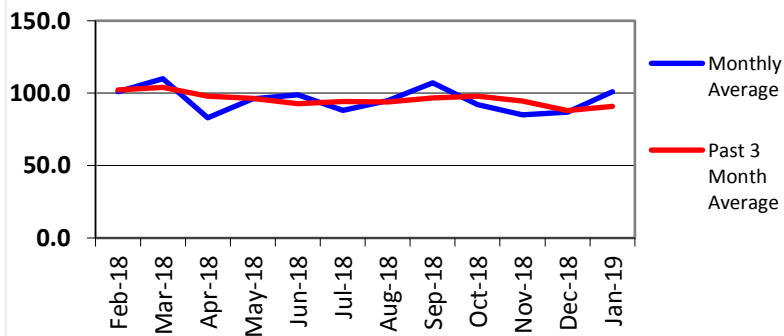
CALIFORNIA FAST FACTS

California median home price: \$557,600; Lowest median home price: Siskiyou \$182,500; Ridgecrest \$215,000; Highest median home price by region: San Francisco \$1,500,000.
 (Source California Association of Realtors)

6 Month Absorption Rate



Average Days on the Market



How Long will it take to sell?*

46 days	25% chance	
91 days	50% chance	Past 3 Mo. Avg
95 days	52% chance	Past 12 Mo. Avg
101 days	55% chance	Jan 2019
137 days	75% chance	
182 days	99.9% chance	

*The percentages above display the odds of selling a home based on the average days on the market (DOM) of sold single family homes in the past 90 days. DOM figures for the past month and year are also displayed for

Single Family Home Sales January 2019

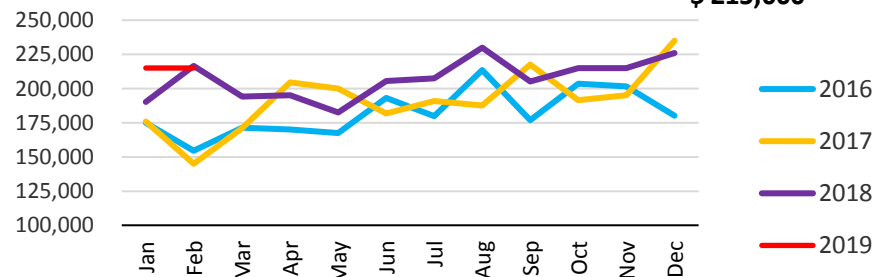
Selling Price Range	Quantity	DOM Avg
\$0 thru \$49,999	0	0
\$50,000 thru \$99,999	2	111
\$100,000 thru \$124,999	2	95
\$125,000 thru \$149,999	1	53
\$150,000 thru \$174,999	1	45
\$175,000 thru \$199,999	2	85
\$200,000 thru \$224,999	6	96
\$225,000 thru \$249,999	2	68
\$250,000 thru \$274,999	2	171
\$275,000 thru \$299,999	0	0
\$300,000 thru \$324,999	2	158
\$325,000 thru \$349,999	0	0
\$350,000 thru \$374,000	0	0
\$375,000 thru \$400,000+	3	104
Total for all homes sold:	23	101.0

Summary Prices for January 2019

Minimum: \$ 78,000 Maximum: \$ 449,900
 Average: \$ 225,030 Median: \$ 215,000

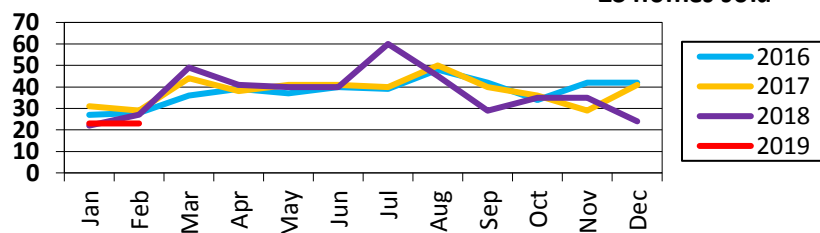
Median Home Price

Jan 2019:
\$ 215,000



Single Family Home Sales

Jan 2019:
23 homes sold



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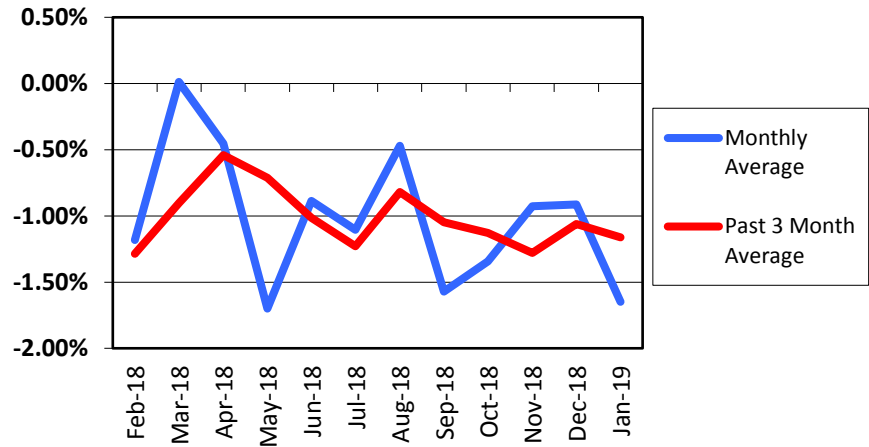
Average Price Markdown

Sellers have lowered their list prices by the following percentages during contract negotiations in order to achieve a successful sale.

$$\begin{aligned} \text{Markdown} &= \\ &= \frac{(\text{Avg Sale Price} - \text{Avg List Price})}{\text{Avg List Price}} \\ &= \frac{(\$ 225,030 - \$ 228,807)}{\$ 228,807} \\ \text{Jan 2019: } & \mathbf{-1.65\%} \\ \text{3 Month Avg: } & \mathbf{-1.16\%} \end{aligned}$$

12 out of 23 sold homes, or 52.2% received full asking price or more in January 2019

Average Price Markdown

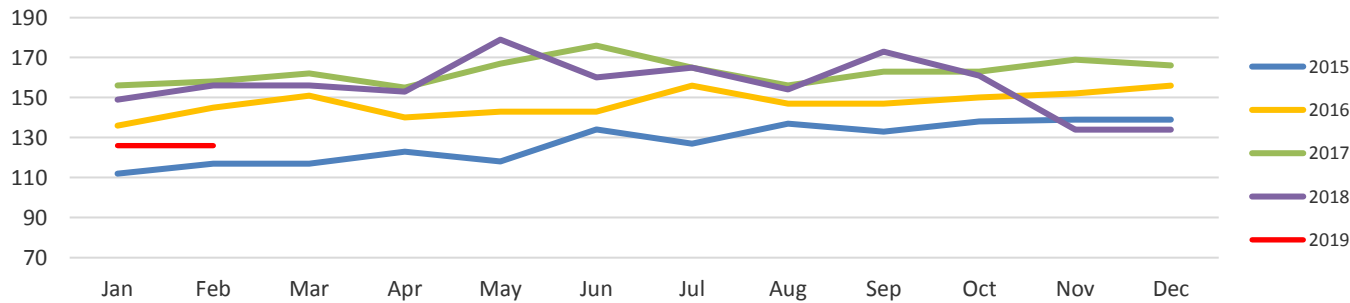


Yearly Sales -- Single Family Homes, Units Sold

Avg homes sold per month in 2009: 351 / 12 = 29.3	4.6% more activity than 2008
Avg homes sold per month in 2010: 327 / 12 = 27.3	-6.8% less activity than 2009
Avg homes sold per month in 2011: 285 / 12 = 23.8	-12.8% less activity than 2010
Avg homes sold per month in 2012: 354 / 12 = 29.5	23.9% more activity than 2011
Avg homes sold per month in 2013: 315 / 12 = 26.3	-10.8% less activity than 2012
Avg homes sold per month in 2014: 358 / 12 = 29.8	13.3% more activity than 2013
Avg homes sold per month in 2015: 400 / 12 = 33.3	11.7% more activity than 2014
Avg homes sold per month in 2016: 454 / 12 = 37.8	13.5% more activity than 2015
Avg homes sold per month in 2017: 460 / 12 = 38.3	1.3% more activity than 2016
Avg homes sold per month in 2018: 447 / 12 = 37.3	-2.6% less activity than 2017
Avg homes sold per month in 2019: 46 / 2 = 23.0	-38.3% less activity than 2018

Avg homes sold per month since Jan 2009: 3,797/122 = 31.1 homes

Price Per Square Foot - College Heights

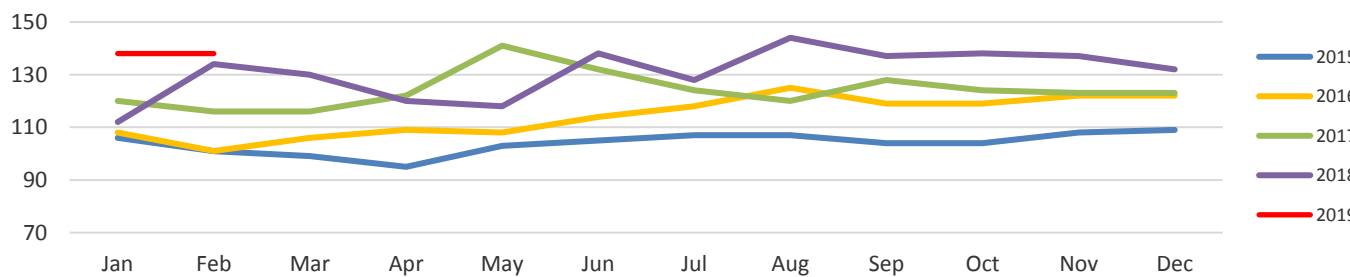


**College Heights
Sold Price per
Square Foot**

**Past 3 Month
Avg: \$131**

(Jan 2019: \$126)

Price Per Square Foot - Northwest



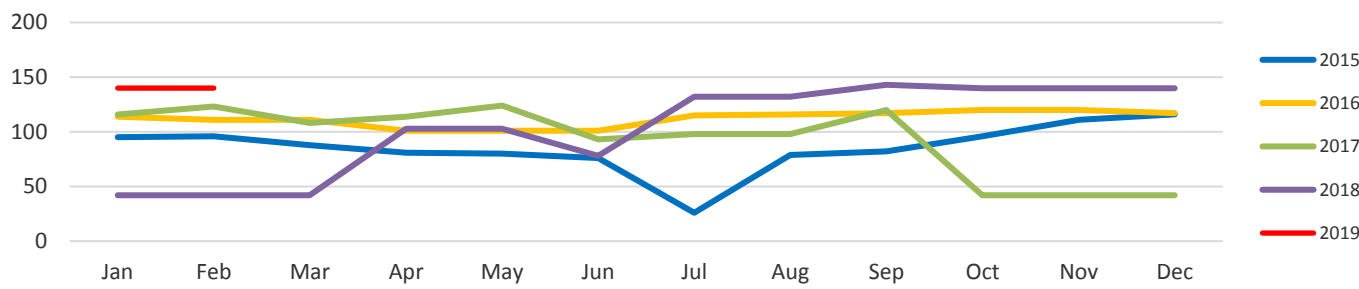
**Northwest
Sold Price per
Square Foot**

**Past 3 Month
Avg: \$136**

(Jan 2019: \$138)

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Price Per Square Foot - Northeast

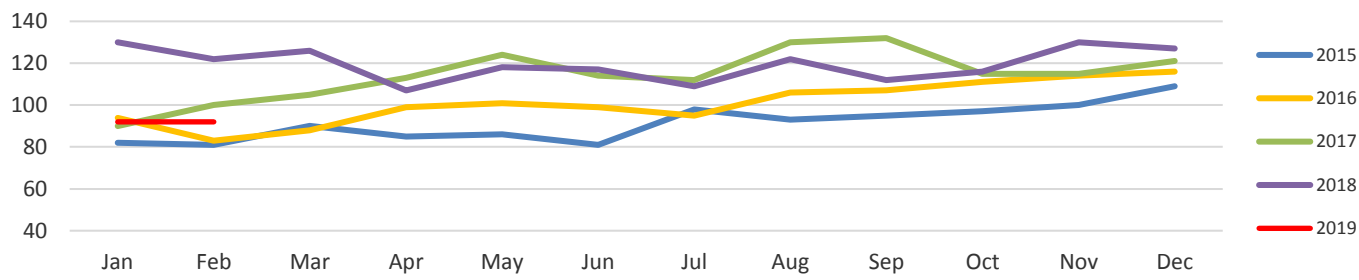


**Northeast
Sold Price per
Square Foot**

**Past 3 Month
Avg: \$140**

(Jan 2019: \$140)

Price Per Square Foot - Southeast

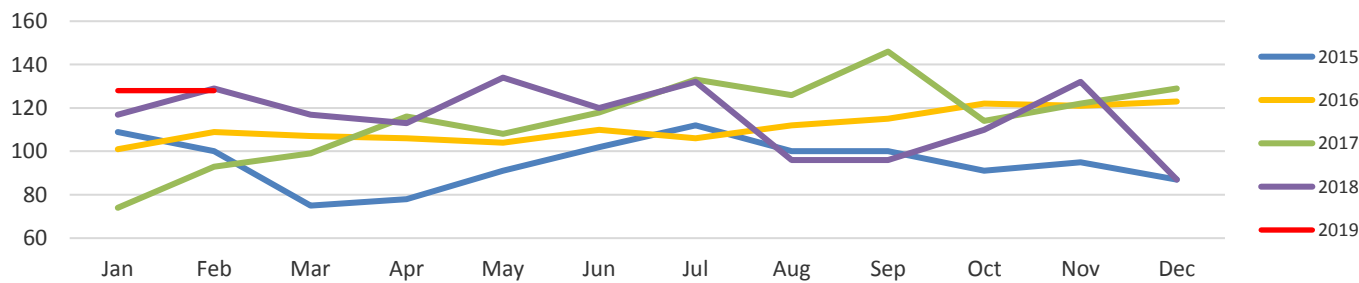


**Southeast
Sold Price per
Square Foot**

**Past 3 Month
Avg: \$116**

(Jan 2019: \$92)

Price Per Square Foot - Southwest

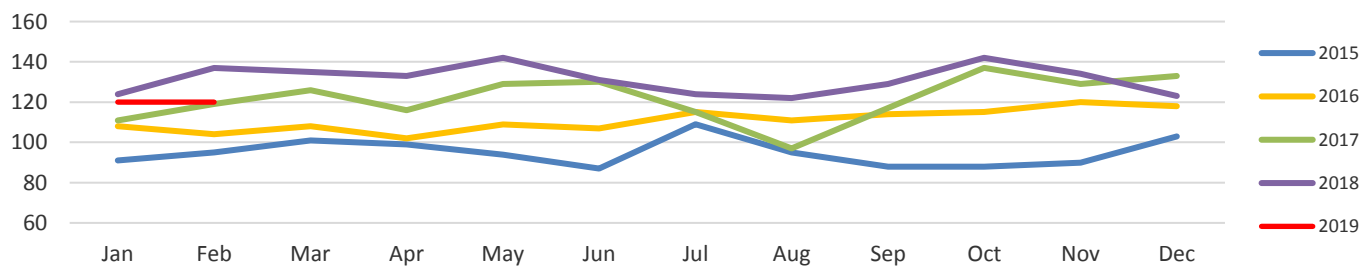


**Southwest
Sold Price per
Square Foot**

**Past 3 Month
Avg: \$116**

(Jan 2019: \$128)

Price Per Square Foot - Ridgecrest Heights



**Ridgecrest
Heights
Sold Price per
Square Foot**

**Past 3 Month
Avg: \$126**

(Jan 2019: \$120)

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