

CANYON LAKE

ANNUAL HOME SALES REPORT • 2017-2018

Special Report

Home sales and real estate trends for
Canyon Lake for the full year 2017
(and some predictions for 2018).

Provided by Justin Bevins, REALTOR® and
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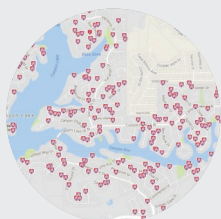


What's Inside?



Section 1 - 2017 Market Analysis

A complete rundown of the sales trends in Canyon Lake housing for the full year 2017. Great information about sales averages, days on market, the most expensive areas, and the most popular streets. **Page 3**



Section 2 - Every Home Sold

Our extensive list of every home that sold in Canyon Lake in 2017. This data is compiled from the Multiple Listing Service for all sales handled by a licensed real estate broker or company. **Page 6**



Section 3 - What to Expect in 2018

Expert predictions for the national real estate market and our outlook specifically for the Canyon Lake market in 2018. Valuable insights if you're thinking or selling this year. **Page 13**

This report analyzes the 298 single family homes sold in 2017 throughout Canyon Lake and also includes condos and manufactured homes.

The report is broken into 3 sections: 2017 Market Analysis, List of Every Home Sold, and Market Predictions for 2018.



Justin Bevins, REALTOR®

Canyon Lake Real Estate Expert

Justin Bevins has been a Canyon Lake Real Estate agent since 2003 and a Broker since 2006. He's licensed in California and Nevada and specializes in the communities of Canyon Lake and Summerlin.

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Welcome to our annual Canyon Lake Market Report. This is our 4th edition of the report and each of the last four years, the results have gotten better for Canyon Lake property owners. The current upswing in the market started in 2011 and looks to continue even further given the current market dynamics.

Our goal with the report is to review the trends for the past year of 2017 with a look at such things as average sales price, days on market, price per square foot, and other key statistics. We provide

this report so that when you're ready to make your move, you'll be better equipped with market knowledge and better prepared as a buyer or seller.

Thanks for taking the time to read our report. Feel free to contact us if you have any questions.

Justin

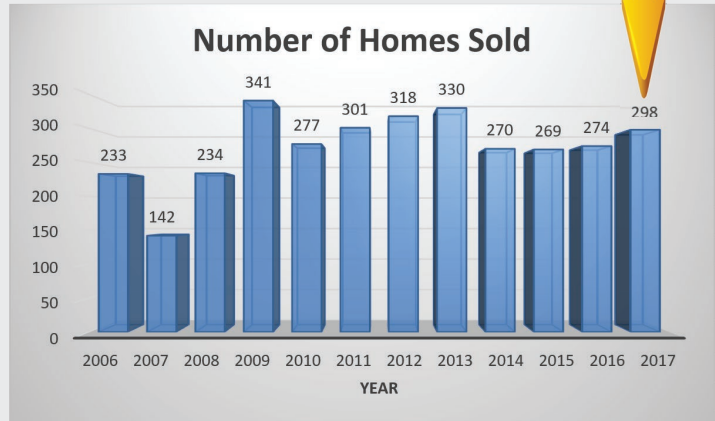
2017 Number of Sales Up Slightly

2017 saw strong appreciation, and the highest year-over-year increase in the number of homes sold since 2011. The chart to the right shows that the number of homes sold each year in Canyon Lake has been pretty steady from 2014 to 2016.

One of the key drivers for the increase in sales was the resolution of the lake lease dispute with the water district. There was a small amount of pent up demand from folks that were waiting for that dispute to be resolved.

Additional drivers were a strong economy and a generally positive economic outlook.

The higher number of sales were a little surprising given the shortage of available homes most of the year. The number of homes available for sale hovered around 60-90 homes most months. The fact that the number of homes sold increased during a time of low inventory shows that homes were selling faster with less days on market than previous years.



2017 Average Sales Price Up



The chart to the left shows average sold prices for the last eleven years and indicates that prices have gone up nearly every year since 2011.

2014 through 2016 were relatively flat with very little appreciation though. Again, the lake lease dispute seemed to have an effect on prices during that period.

Waterfront homes had their best year in recent history, in part because of the resolution of the water district dispute, but also because of high lake levels.

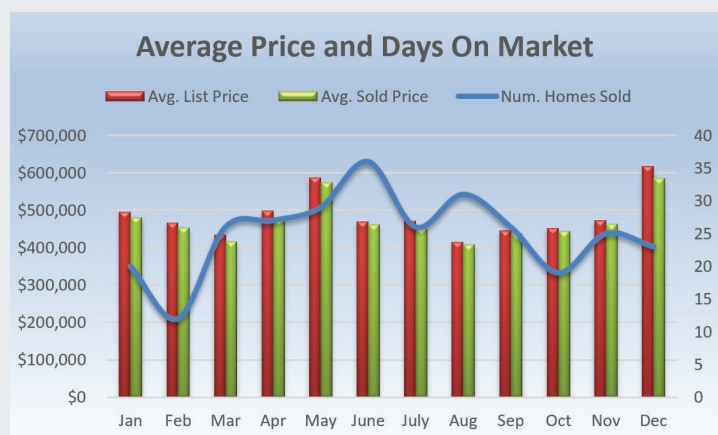
Averages in Canyon Lake can be a little deceiving because of the wide range of housing prices. For instance, in 2017 there were a larger number of high dollar homes that sold compared to previous years and that raised the average sold price

2017 was also the first year in recent history that mid-range or "move-up" homes in the \$450,000-\$650,000 range sold through at a stronger pace.

We still haven't recovered completely from the market crash that occurred in 2007-2008 and home prices on average are still well below the peak of 2006.

2017 Month-by-Month

In most years, Canyon Lake has averaged 20-30 sales per month. 2017 saw an average of 25 sales per month while the available homes for sale averaged about 60-90 at any given time. This created a 2 to 4 month supply of homes which is generally considered a Seller's Market. It's important to keep in perspective that Canyon Lake has over 4500 homes so 60-90 homes for sale is not really that many - less than 2% of the total homes in the community available for sale at any given time.



Month	Homes Sold	Avg. List Price	Avg. Sold Price
Jan	20	\$495,037	\$481,200
Feb	12	\$465,875	\$452,979
Mar	25	\$438,361	\$420,140
Apr	27	\$498,588	\$476,028
May	29	\$587,517	\$573,695
June	35	\$464,948	\$456,446
July	26	\$471,434	\$450,834
Aug	31	\$415,464	\$408,548
Sep	26	\$445,265	\$436,924
Oct	19	\$452,210	\$443,311
Nov	25	\$473,585	\$462,520
Dec	23	\$618,227	\$585,112
		Avg. \$485,194	Avg. \$470,533

The best months for average sales price in 2017 were December and May. The highest number of homes were sold in June and August. February is always a slower month for closed sales in Canyon Lake, but this year's February numbers were lower than most years.

2017 Quarter-by-Quarter

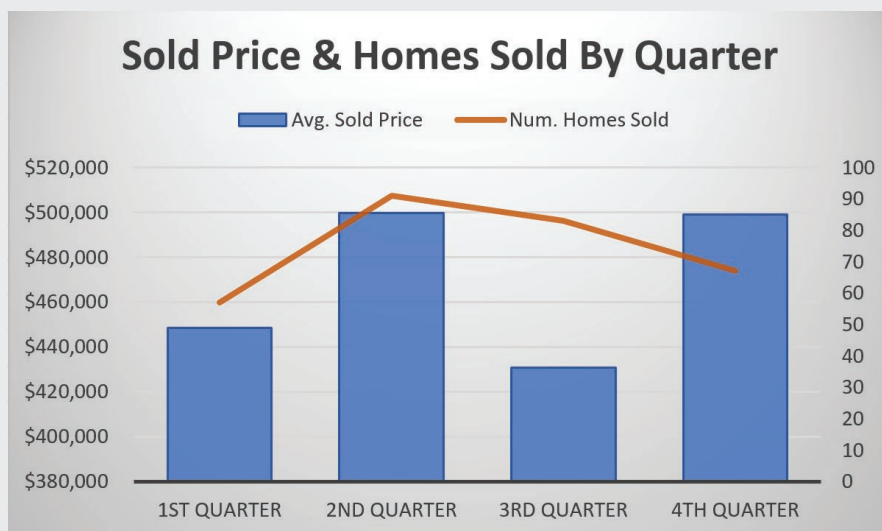
The 2nd quarter of 2017 was the strongest in both sales price and number of homes sold. The 3rd quarter saw the second highest number of homes sold but prices slid which was a little unusual for the summer months.

	Avg. Sold Price	Avg. D.O.M.	Num. Homes Sold
1st Quarter	\$448,478	100	57
2nd Quarter	\$499,621	65	91
3rd Quarter	\$430,683	57	83
4th Quarter	\$499,156	73	67

The summer months typically bring the higher sales activity and higher prices in most years.

The 3rd quarter showed the lowest days on market and the fastest turnover in addition to the lowest average sales price.

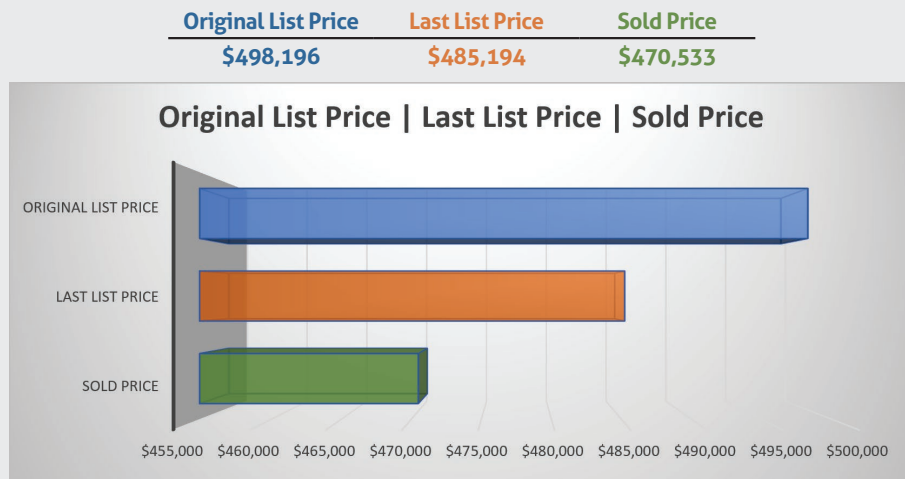
As is typical, the 1st quarter was the slowest with longest days on market and the lowest number of homes sold.



2017 List Price vs. Sold Price

In the chart below you can see that homes sold on average for approximately 2.6% or \$13,000 less than their last listed price or adjusted price. But compared to the original list, price homes sold for approximately 5.5% or \$27,600 less on average.

It shows that even though it was considered a "seller's market", negotiations between buyer and seller were still very typical and the sellers' hope for a higher price usually resulted in price reductions in order to procure a sale.



2017 Most Popular Streets and Price Ranges

As in most years, Canyon Lake Drive saw the highest number of sales, but that's because it's the longest street with the most homes on it.

Emperor Drive saw an unusually high turnover.

San Joaquin Drive West also saw higher turnover than normal. This could be because of the healthier market for high dollar waterfront homes in 2017 of which there are many on San Joaquin West.

Street	Homes Sold	Avg. Sold Price	Avg. DOM
Canyon Lake Dr. North	17	\$394,004	91
Canyon Lake Dr. South	13	\$423,531	39
Emperor Dr.	10	\$423,137	56
San Joaquin Dr. West	9	\$768,413	75
Cruise Circle Dr.	8	\$433,625	89
Longhorn Dr.	8	\$431,911	48
Big Range Rd.	7	\$582,086	107
Big Tee Dr.	7	\$186,343	91
Channel Way Dr.	7	\$561,643	143
Outrigger Dr.	7	\$376,682	35
Vacation Dr.	6	\$481,167	119

The highest number of homes were sold in the \$300,000-\$400,000 price range. It's no surprise that the shortest days on market were for homes between \$200,000 and \$500,000 as this is where the bulk of buyer activity is at.

2017 saw the highest number of sales over \$1 million since 2007. It's nice to see those high dollar waterfront sales again nearly ten years after the market tanked.

Price Range	Homes Sold	Avg. Sold Price	Avg. DOM
\$100000-\$200000	7	\$157,983	113
\$200000-\$300000	19	\$267,541	50
\$300000-\$400000	108	\$357,629	64
\$400000-\$500000	79	\$441,800	56
\$500000-\$600000	34	\$543,950	88
\$600000-\$700000	15	\$637,103	106
\$700000-\$800000	16	\$734,554	98
\$800000-\$900000	5	\$837,000	111
\$900000-\$1mil	5	\$948,800	114
\$1mil plus	9	\$1,296,989	92

1st Quarter | Jan 1-Mar 31, 2017

Note: The following list is broken down by quarter and sorted chronologically by selling price. All information and photos were compiled from the California Regional MLS as of 12/31/17 and are considered accurate, but not guaranteed.

Square Footage is defined as "living space" and is abbreviated as "Sq. Ft.". **Last List Price** is the last price property was listed at prior to selling. **Days on Market** is abbreviated as "D.O.M." and represents the amount of days the property was listed for prior to selling.

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M	Sold Date
23634 Big Tee Drive	1368	2	2	1971	\$135,000	\$100,000	\$98,000	\$71.64	58	03/21/17
23477 Big Tee Drive	1300	2	2	1971	\$149,000	\$149,000	\$146,000	\$112.31	57	03/31/17
22570 Bass Place	1680	3	2	1981	\$324,900	\$275,000	\$255,000	\$151.79	191	03/31/17
29734 Sloop Drive	1500	3	2	1985	\$315,000	\$315,000	\$280,000	\$186.67	65	03/31/17
30492 Emperor Drive	1860	3	2	1986	\$221,000	\$221,000	\$283,000	\$152.15	11	02/09/17
29888 Ketch Drive	1714	3	2	1988	\$280,000	\$280,000	\$290,000	\$169.19	6	02/03/17
29927 Gulf Stream Drive	1440	3	2	1979	\$289,900	\$289,900	\$293,000	\$203.47	49	01/25/17
22735 Inspiration Point	1443	3	2	1986	\$348,747	\$328,747	\$321,500	\$222.80	109	03/09/17
22158 Crusader Place	1592	3	2	1978	\$329,900	\$329,900	\$327,000	\$205.40	41	01/05/17
23974 Canyon Lake Drive N	1764	3	2	1978	\$349,900	\$349,900	\$338,000	\$191.61	60	02/15/17
24017 Cruise Circle Drive	1715	3	2	1997	\$359,900	\$349,900	\$340,000	\$198.25	23	03/24/17
23061 Blue Bird Drive	1558	3	2	1979	\$350,000	\$350,000	\$345,000	\$221.44	60	01/30/17
30435 Early Round Drive	1624	3	2	1985	\$349,000	\$349,000	\$345,000	\$212.44	117	01/12/17
30857 Burning Tree Drive	2269	4	3	1979	\$399,999	\$379,999	\$346,000	\$152.49	66	01/13/17
30611 Cinnamon Teal Drive	1706	4	3	2002	\$355,000	\$355,000	\$355,000	\$208.09	44	03/08/17
22205 Loch Lomond Drive	1772	3	3	1987	\$389,000	\$369,000	\$355,000	\$200.34	98	03/16/17
23503 Continental Drive	1878	4	3	1984	\$379,900	\$369,000	\$355,000	\$189.03	120	03/28/17
23679 Outrigger Drive	2021	4	2	1982	\$355,000	\$355,000	\$355,000	\$175.66	3	01/12/17
24066 Outrigger Drive	1570	3	2	1986	\$359,000	\$359,000	\$359,000	\$228.66	63	01/19/17
29821 Ketch Drive	1957	4	2	1984	\$389,900	\$379,900	\$361,000	\$184.47	174	03/27/17
30065 Buck Tail Drive	1633	3	2	1989	\$395,000	\$370,000	\$375,000	\$229.64	199	01/19/17
30732 Early Round Drive	2060	3	3	1987	\$399,900	\$389,900	\$375,000	\$182.04	149	02/08/17
29831 Sloop Drive	1498	3	2	1971	\$379,900	\$379,900	\$379,000	\$253.00	14	01/03/17
29558 Longhorn Drive	2842	5	3	1992	\$399,000	\$375,000	\$380,000	\$133.71	115	03/08/17
23539 Continental Drive	2880	3	3	1984	\$479,900	\$419,000	\$385,000	\$133.68	217	03/27/17
30103 Clear Water Drive	1893	3	2	1985	\$389,641	\$389,641	\$388,000	\$204.97	63	01/19/17
22169 Hoofbeat Way	2132	3	3	1971	\$419,000	\$399,000	\$395,000	\$185.27	42	03/03/17
29774 Yellow Gold Drive	2458	3	3	2001	\$435,000	\$424,900	\$405,000	\$164.77	154	03/31/17
30639 Champion Drive	2325	4	3	1987	\$399,900	\$410,000	\$407,000	\$175.05	13	03/23/17
22761 Granite Dome Place	2397	3	3	1993	\$425,000	\$425,000	\$410,000	\$171.05	18	03/07/17
23576 Cruise Circle	1665	3	2	1987	\$417,500	\$417,500	\$415,000	\$249.25	78	01/17/17
22086 Treasure Island Drive	1252	2	2	1974	\$425,000	\$425,000	\$420,000	\$335.46	176	02/07/17
22085 Hoofbeat Way	2318	4	3	2002	\$424,500	\$424,500	\$420,000	\$181.19	104	02/07/17
30443 Channel Way Drive	1188	3	2	1972	\$469,900	\$421,500	\$421,500	\$354.80	59	02/17/17
30896 Emperor Drive	2470	4	3	2002	\$449,900	\$449,900	\$425,000	\$172.06	27	03/30/17
30083 Swan Point Drive	1276	3	2	1975	\$429,000	\$439,000	\$430,000	\$336.99	45	03/08/17
24298 Cruise Circle Drive	1631	3	2	1975	\$469,900	\$447,500	\$440,000	\$269.77	165	01/03/17
22109 San Joaquin Drive W	3011	4	3	2001	\$469,500	\$482,500	\$475,000	\$157.75	173	01/30/17
30317 Cinnamon Teal Drive	1608	2	2	1977	\$519,000	\$519,000	\$479,000	\$297.89	7	01/19/17
30445 Harbor Circle	2712	4	3	1984	\$544,900	\$499,900	\$483,000	\$178.10	119	02/10/17
30081 Lands End Place	1531	3	2	1976	\$489,000	\$489,000	\$490,000	\$320.05	25	03/28/17
24242 Cruise Circle Drive	1541	3	3	1971	\$549,000	\$519,888	\$490,000	\$317.98	229	03/24/17
30135 Lands End Place	2400	3	2	1989	\$549,900	\$529,000	\$515,000	\$214.58	108	02/14/17
30606 Wood Duck Place	3112	4	3	2003	\$529,999	\$529,999	\$529,999	\$170.31	0	03/21/17
22518 San Joaquin Drive W	3681	5	3	1989	\$625,900	\$625,900	\$530,250	\$144.05	27	02/06/17
30311 Clear Water Drive	2254	3	2	1985	\$679,000	\$598,000	\$532,000	\$236.02	155	01/06/17
22569 Inspiration Point	2662	5	4	1987	\$599,999	\$565,000	\$550,000	\$206.61	204	01/18/17
29634 Bonanza Place	4162	4	5	2004	\$649,000	\$624,900	\$595,000	\$142.96	60	02/10/17
30575 Willowbrook Place	3456	3	3	1990	\$600,000	\$595,000	\$596,000	\$172.45	48	01/12/17
22671 Blue Teal Drive	3028	4	4	1985	\$749,000	\$719,000	\$650,000	\$214.66	322	03/15/17
22442 Lighthouse Drive	3571	5	4	1997	\$699,900	\$699,900	\$675,000	\$189.02	10	01/31/17
22314 Tumbleweed Drive	4162	5	4	1982	\$789,000	\$769,000	\$700,000	\$168.19	126	03/14/17
30237 Spray Drive	2796	4	4	2006	\$874,900	\$749,900	\$715,000	\$255.72	178	03/27/17
30145 Channel Way Drive	4629	5	5	1992	\$850,000	\$799,000	\$765,000	\$165.26	159	02/28/17
22275 Canyon Club Drive	3300	4	3	1976	\$1,050,000	\$849,000	\$800,000	\$242.42	227	01/20/17
22229 Bronc Court	3380	4	4	1982	\$849,900	\$849,900	\$825,000	\$244.08	60	03/10/17
22656 Cascade Drive	3785	4	5	1980	\$1,299,000	\$1,175,000	\$1,150,000	\$303.83	436	01/31/17

2nd Quarter | Apr 1-Jun 30, 2017

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M	Sold Date
23584 Big Tee Drive	1040	3	2	1971	\$169,000	\$169,000	\$152,500	\$146.63	73	04/20/17
22386 Canyon Club Drive	1055	2	2	1970	\$229,000	\$219,000	\$222,000	\$210.43	55	06/23/17
22884 Skylink Drive	1440	3	2	1977	\$299,000	\$249,000	\$244,000	\$169.44	73	06/21/17
22901 Compass Drive	2302	3	3	1981	\$280,000	\$280,000	\$255,000	\$110.77	7	06/14/17
29463 Longhorn Drive	1075	2	2	1975	\$289,000	\$289,000	\$285,000	\$265.12	3	05/10/17
29787 Vacation Drive	1520	3	2	1976	\$335,000	\$315,000	\$315,000	\$207.24	27	06/30/17
22570 Bass Place	1680	3	2	1981	\$350,000	\$350,000	\$320,000	\$190.48	86	04/04/17
23320 Canyon Lake Drive N	1387	3	2	1983	\$329,918	\$324,900	\$322,000	\$232.16	40	06/30/17
29874 Bahia Drive	1435	3	2	1986	\$329,900	\$329,900	\$323,000	\$225.09	40	06/09/17
23041 Giant Fir Place	1424	3	2	1987	\$350,000	\$329,900	\$325,000	\$228.23	87	04/28/17
22325 Canyon Lake Drive	1515	3	2	1978	\$348,880	\$347,888	\$340,000	\$224.42	46	04/28/17
22050 Mustang Court	1524	3	2	1988	\$355,000	\$349,900	\$349,000	\$229.00	18	06/20/17
29989 Windward Drive	1695	2	2	1984	\$349,000	\$349,000	\$349,000	\$205.90	35	06/05/17
29947 Big Range Road	1852	3	2	1986	\$379,000	\$359,900	\$350,000	\$188.98	39	05/18/17
23250 Canyon Lake Drive N	1757	3	2	1984	\$359,900	\$359,900	\$350,063	\$199.24	164	06/12/17
22931 Blue Bird Drive	1886	3	2	1995	\$372,000	\$353,000	\$353,000	\$187.17	22	05/15/17
22644 Canyon Lake Drive S	1605	3	2	1979	\$359,000	\$359,000	\$359,000	\$223.68	0	05/02/17
30071 Buck Tail Drive	1578	3	2	1989	\$360,000	\$360,000	\$360,000	\$228.14	12	05/24/17
30469 Meadowlark Drive	1863	3	3	1985	\$389,000	\$389,000	\$360,000	\$193.24	42	05/25/17
22920 Mariner Drive	1775	3	2	1979	\$379,000	\$369,900	\$363,000	\$204.51	68	06/26/17
22130 Treasure Island Drive	1252	2	2	1974	\$380,000	\$369,000	\$365,000	\$291.53	164	04/25/17
30265 Buck Tail Drive	1475	3	2	1979	\$379,900	\$369,900	\$369,000	\$250.17	33	04/17/17
23350 Clipper Court	1642	3	2	1980	\$369,900	\$369,900	\$370,000	\$225.33	6	04/14/17
23665 Outrigger Drive	1276	3	2	1983	\$379,900	\$379,900	\$375,000	\$293.89	61	06/01/17
23014 Giant Fir Place	1833	3	2	1988	\$349,900	\$349,900	\$375,000	\$204.58	7	04/11/17
22190 Tumbleweed Drive	3246	4	4	1991	\$452,620	\$388,100	\$377,544	\$116.31	157	06/20/17
23590 Cruise Circle Drive	2123	4	3	1987	\$439,000	\$389,000	\$379,000	\$178.52	48	05/05/17
23087 Canyon Lake Drive S	2830	3	3	1978	\$439,000	\$399,000	\$379,500	\$134.10	247	05/19/17
22886 Canyon Lake Drive N	1642	3	2	1990	\$399,900	\$389,900	\$380,000	\$231.43	50	06/21/17
22693 Canyon Lake Drive S	1668	3	2	1985	\$389,900	\$389,900	\$380,000	\$227.82	14	04/19/17
29942 Beacon Court	1850	3	2	1986	\$399,000	\$399,000	\$380,000	\$205.41	35	04/10/17
29940 Vacation Drive	1872	4	2	1979	\$390,000	\$378,500	\$380,000	\$202.99	43	06/01/17
29861 Vacation Drive	2204	3	3	1987	\$399,900	\$399,900	\$385,000	\$174.68	7	05/26/17
23434 Canyon Lake Drive N	2362	4	3	1979	\$379,000	\$385,000	\$385,000	\$163.00	30	04/03/17
22166 Treasure Island Drive	1252	2	2	1974	\$396,000	\$396,000	\$392,000	\$313.10	267	06/16/17
30865 Long Point Drive	1944	3	2	1999	\$409,000	\$409,000	\$395,000	\$203.19	32	06/19/17
31430 Emperor Drive	2649	4	3	1986	\$439,000	\$439,000	\$395,000	\$149.11	124	04/27/17
22635 Canyon Lake Drive S	2280	4	3	1990	\$399,000	\$399,000	\$399,000	\$175.00	3	05/26/17
28979 Big Range Road	1760	3	2	1988	\$399,900	\$399,900	\$399,900	\$227.22	31	06/02/17
30324 Spray Drive	2722	5	3	1989	\$399,900	\$399,800	\$400,000	\$146.95	37	05/17/17
29769 Longhorn Drive	1904	3	2	1986	\$389,900	\$399,900	\$402,400	\$211.34	12	04/27/17
29930 White Sail Place	1788	3	3	1994	\$424,900	\$424,900	\$415,000	\$232.10	34	05/22/17
23070 Giant Fir Place	2250	4	3	2016	\$439,999	\$419,999	\$415,000	\$184.44	65	04/13/17
23436 Silver Strike Drive	1968	3	2	2000	\$425,000	\$419,995	\$417,000	\$211.89	37	04/12/17
23113 Blue Bird Drive	1920	3	2	1986	\$439,000	\$434,000	\$420,000	\$218.75	18	06/26/17
23416 Continental Way	2260	4	3	1982	\$459,900	\$439,000	\$420,000	\$185.84	93	05/03/17
29961 Wake Court	2678	3	3	2001	\$449,000	\$439,000	\$420,000	\$156.83	54	04/05/17
22970 Sierra Trail	2400	4	3	1989	\$439,000	\$439,000	\$425,000	\$177.08	43	06/15/17
30772 Emperor Drive	2458	4	3	2001	\$449,900	\$449,900	\$425,000	\$172.90	27	06/14/17
29473 Longhorn Drive	2778	4	3	1989	\$425,000	\$425,000	\$425,000	\$152.99	5	04/25/17
29838 Smugglers Point Drive	2302	4	3	1985	\$419,900	\$419,900	\$426,000	\$185.06	67	04/17/17
22648 Inspiration Point	1687	2	3	1976	\$439,000	\$439,000	\$442,000	\$262.00	4	05/17/17
23230 Pretty Doe Drive	2753	4	3	1990	\$469,900	\$449,900	\$449,900	\$163.42	103	06/21/17
29441 Big Range Road	2102	3	2	1989	\$468,859	\$459,900	\$450,000	\$214.08	60	06/22/17
23889 Cruise Circle Drive	2724	4	3	2004	\$449,000	\$449,000	\$450,000	\$165.20	8	04/27/17
23501 Schooner Drive	2900	4	3	2017	\$479,999	\$459,999	\$459,999	\$158.62	53	06/09/17
22388 Canyon Lake Drive S	2443	4	3	2000	\$472,800	\$472,800	\$465,700	\$190.63	30	06/07/17
22134 Tumbleweed Drive	2184	3	3	1990	\$489,500	\$489,500	\$489,500	\$224.13	3	06/21/17
22780 Blue Teal Drive	2484	3	3	1988	\$499,999	\$489,999	\$490,000	\$197.26	50	06/05/17
30281 Skippers Way Drive	1816	3	2	1981	\$549,000	\$529,888	\$500,000	\$275.33	228	04/21/17
29075 Yosemite Place	2459	3	3	1989	\$499,999	\$499,999	\$500,000	\$203.33	23	06/30/17

2nd Quarter | Apr 1-Jun 30, 2017 (Cont.)

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M	Sold Date
22821 Lassen Drive	2059	3	2	1978	\$529,000	\$519,900	\$510,000	\$247.69	282	04/25/17
22999 Compass Drive	2712	3	4	1992	\$559,000	\$535,000	\$515,000	\$189.90	222	06/20/17
24187 Canyon Lake Drive N	1772	3	2	1975	\$529,500	\$529,500	\$520,000	\$293.45	148	05/19/17
30355 Channel Way Drive	2392	3	2	1972	\$619,000	\$582,999	\$535,000	\$223.66	155	06/30/17
30431 Sparkle Drive	3109	4	3	1981	\$559,000	\$549,500	\$540,000	\$173.69	37	06/02/17
30706 Early Round Drive	3104	5	4	2005	\$549,900	\$549,900	\$550,000	\$177.19	15	05/05/17
22313 San Joaquin Drive W	3395	4	5	1991	\$559,999	\$560,000	\$561,000	\$165.24	23	05/20/17
22616 Canyon Club Drive	3060	4	3	1975	\$565,000	\$565,000	\$565,000	\$184.64	15	05/31/17
30092 Clear Water Drive	3374	4	3	1985	\$609,000	\$607,000	\$570,000	\$168.94	114	04/20/17
30371 Channel Way Drive	1992	3	3	1987	\$599,000	\$588,000	\$575,000	\$288.65	189	05/24/17
22741 Canyon Lake Drive S	3763	3	3	1981	\$579,900	\$579,900	\$590,000	\$156.79	5	05/19/17
22690 Running Rabbit Court	2436	4	2	1973	\$639,000	\$639,000	\$600,000	\$246.31	8	05/09/17
30313 Sea Horse Circle	2050	3	2	1979	\$625,500	\$625,500	\$611,650	\$298.37	16	05/22/17
22056 San Joaquin Drive W	3186	5	3	1982	\$649,900	\$649,900	\$625,000	\$196.17	122	05/02/17
22065 Mustang Court	3300	5	4	2004	\$649,000	\$649,000	\$625,000	\$189.39	16	06/16/17
22090 Village Way	2421	4	3	1984	\$650,000	\$650,000	\$645,000	\$266.42	5	06/15/17
22551 Bass Place	2519	4	4	1980	\$679,000	\$689,000	\$680,000	\$269.95	59	05/19/17
30245 Clear Water Drive	2341	3	2	1999	\$719,000	\$719,000	\$705,000	\$301.15	43	05/31/17
30300 Emperor Drive	4660	5	5	1989	\$980,000	\$825,000	\$715,365	\$153.51	195	04/06/17
30357 Point Marina Drive	2338	4	3	2000	\$749,000	\$749,000	\$720,500	\$308.17	40	04/05/17
22621 Blue Teal Drive	2570	4	3	1972	\$729,000	\$729,000	\$729,000	\$283.66	0	06/28/17
29082 Old Wrangler Road	3051	4	3	1985	\$849,900	\$849,900	\$825,000	\$270.40	187	06/02/17
22761 Blue Teal Drive	3304	4	3	1989	\$995,000	\$899,900	\$860,000	\$260.29	15	05/25/17
22623 Cascade Drive	4198	4	4	2008	\$895,000	\$895,000	\$875,000	\$208.43	66	04/06/17
30353 Cove View Street	3223	4	6	1998	\$995,000	\$995,000	\$900,000	\$279.24	2	04/13/17
29521 Vacation Drive	5200	7	6	1993	\$1,199,500	\$1,099,900	\$950,000	\$182.69	475	04/20/17
21960 Strawberry Lane	4600	5	5	1990	\$1,195,000	\$1,195,000	\$1,118,000	\$243.04	1	05/31/17
23196 Gray Fox Drive	3876	4	3	1998	\$1,195,000	\$1,195,000	\$1,195,000	\$308.31	10	06/30/17
29110 Old Wrangler Road	3400	3	5	1979	\$1,249,900	\$1,249,900	\$1,290,000	\$379.41	6	05/24/17
22108 San Joaquin Drive W	7422	6	9	1992	\$1,650,000	\$1,599,000	\$1,500,000	\$202.10	61	05/10/17

2ND QUARTER NOTABLE SALES



3rd Quarter | Jul 1-Sep 30, 2017

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M	Sold Date
31864 Railroad Canyon Road	1260	3	3	1982	\$145,000	\$145,000	\$150,000	\$119.05	6	08/15/17
23118 Skylink Drive	1920	2	2	1979	\$189,000	\$169,900	\$161,982	\$84.37	148	09/28/17
23532 Big Tee Drive	1728	2	2	1971	\$199,900	\$199,900	\$199,900	\$115.68	6	08/17/17
22362 Canyon Club Drive	1235	2	2	1970	\$225,000	\$225,000	\$225,000	\$182.19	1	08/18/17
24311 Canyon Lake Drive N	1132	3	2	1973	\$235,000	\$235,000	\$235,000	\$207.60	16	08/14/17
23486 Schooner Drive	1556	3	3	1981	\$293,000	\$299,000	\$260,000	\$167.10	49	07/07/17
23021 Big Tee Drive	1624	3	2	2003	\$269,000	\$264,900	\$265,000	\$163.18	14	08/25/17
22981 Sierra Trail	1260	3	2	1979	\$288,000	\$288,000	\$278,000	\$220.63	2	08/30/17
22710 Castle Crag Drive	1591	2	2	1976	\$330,000	\$299,900	\$289,000	\$181.65	303	08/22/17
23590 Outrigger Drive	1485	3	2	1979	\$309,524	\$309,524	\$289,275	\$194.80	2	09/18/17
23044 Big Tee Drive	1560	2	2	2005	\$350,000	\$325,000	\$290,000	\$185.90	40	09/22/17
30491 Cinnamon Teal Drive	1479	3	3	1971	\$299,900	\$309,900	\$309,000	\$208.92	66	07/10/17
22507 Canyon Lake Drive S	1577	3	2	1976	\$310,000	\$310,000	\$310,000	\$196.58	18	08/29/17
23832 Fair Weather Drive	1576	3	2	1979	\$319,900	\$319,900	\$320,000	\$203.05	4	07/13/17
30524 Emperor Drive	1608	4	2	1985	\$369,900	\$329,900	\$320,000	\$199.00	73	09/19/17
30498 Early Round Drive	1500	3	3	1979	\$355,000	\$339,900	\$325,000	\$216.67	77	07/14/17
23270 Canyon Lake Drive N	1562	3	2	1983	\$329,900	\$329,900	\$325,000	\$208.07	35	07/20/17
23086 Canyon Lake Drive N	1592	3	2	1982	\$344,900	\$344,900	\$325,000	\$204.15	7	07/24/17
22159 Crusader Place	1320	3	2	1971	\$329,900	\$329,900	\$329,900	\$249.92	8	09/22/17
23434 Continental Way	1640	2	2	1982	\$339,500	\$339,500	\$330,000	\$201.22	126	08/21/17
22069 Saddle Court	1917	4	2	1988	\$344,900	\$344,900	\$332,000	\$173.19	32	09/05/17
29953 Gulf Stream Drive	1592	3	2	1987	\$342,500	\$342,500	\$335,000	\$210.43	32	09/29/17
22054 Saddle Court	2198	4	3	1988	\$414,000	\$335,000	\$335,000	\$152.41	349	07/19/17
30797 Burning Tree Drive	1516	3	2	1989	\$360,000	\$339,900	\$338,000	\$222.96	63	08/17/17
23886 Canyon Lake Drive N	2076	5	3	1984	\$360,000	\$345,000	\$340,000	\$163.78	136	07/13/17
23182 Blue Bird Drive	1517	3	2	1971	\$349,999	\$349,999	\$342,500	\$225.77	75	07/25/17
29796 Yellow Gold Drive	1580	3	2	1979	\$344,900	\$344,900	\$345,000	\$218.35	6	07/20/17
29923 Redwood Drive	1665	3	2	1979	\$349,000	\$349,000	\$345,000	\$207.21	44	09/22/17
22830 Cove View Street	1526	3	2	1986	\$344,999	\$344,999	\$353,000	\$231.32	7	07/19/17
29041 Lupin Place	1480	3	2	1972	\$359,000	\$359,000	\$359,000	\$242.57	5	08/22/17
30420 Emperor Drive	1602	3	2	1984	\$364,000	\$364,000	\$360,000	\$224.72	7	09/29/17
30421 Emperor Drive	1660	3	2	1983	\$369,000	\$369,000	\$364,000	\$219.28	6	08/28/17
23259 Canyon Lake Drive S	1794	3	3	1976	\$379,000	\$369,990	\$365,000	\$203.46	99	08/15/17
22640 Canyon Lake Drive N	2080	3	2	1969	\$360,000	\$370,000	\$365,000	\$175.48	48	07/11/17
29846 Steel Head Drive	1610	3	2	1990	\$369,000	\$369,000	\$370,000	\$229.81	5	08/31/17
24113 Outrigger Drive	1638	3	2	1987	\$399,900	\$379,000	\$370,000	\$225.89	59	08/10/17
22641 Cove View Street	1716	3	2	1995	\$374,990	\$374,990	\$380,000	\$221.45	15	07/31/17
30058 Happy Hunter Drive	1976	4	2	1988	\$395,000	\$384,000	\$384,000	\$194.33	90	07/07/17
30420 Sparkle Drive	1999	3	2	1987	\$399,900	\$399,900	\$387,500	\$193.85	94	08/09/17
29836 Fisherman Court	2043	3	2	1989	\$380,887	\$380,887	\$388,657	\$190.24	0	09/05/17
23071 Gray Fox Drive	2382	4	4	1976	\$429,900	\$399,000	\$392,000	\$164.57	112	09/20/17
23432 Continental Way	1780	2	2	1982	\$410,000	\$410,000	\$393,800	\$221.24	7	08/17/17
30075 Happy Hunter Drive	1784	3	2	1978	\$389,900	\$389,900	\$397,000	\$222.53	9	09/01/17
22544 Pin Tail Drive	2263	4	3	1989	\$425,000	\$415,000	\$400,000	\$176.76	97	07/31/17
29385 Vacation Drive	1934	3	2	1981	\$390,000	\$390,000	\$402,000	\$207.86	12	09/28/17
29467 Stampede Way	2666	4	3	1990	\$420,000	\$409,900	\$403,000	\$151.16	90	07/26/17
22061 Loch Lomond Drive	1896	3	3	1986	\$396,000	\$396,000	\$410,000	\$216.24	10	08/11/17
29793 Santa Maria Drive	2331	4	2	1990	\$419,900	\$414,900	\$410,000	\$175.89	42	07/13/17
22651 San Joaquin Drive E	1737	3	2	1995	\$415,000	\$415,000	\$411,500	\$236.90	5	07/10/17
23180 Wild Rice Drive	2164	4	3	1987	\$429,900	\$414,900	\$414,900	\$191.73	35	07/03/17
22920 Lassen Drive	1508	4	2	1979	\$399,000	\$399,000	\$415,000	\$275.20	5	07/03/17
23651 Black Duck Drive	2022	3	3	1981	\$419,900	\$419,900	\$419,900	\$207.67	12	08/01/17
23050 Compass Drive	2716	3	2	1986	\$445,000	\$445,000	\$420,000	\$154.64	40	09/28/17
24211 Cruise Circle Drive	1428	3	2	1987	\$425,000	\$425,000	\$425,000	\$297.62	26	09/11/17
22650 San Joaquin Drive E	2218	4	3	1988	\$459,900	\$429,900	\$425,000	\$191.61	24	08/17/17
29405 Stampede Way	2375	4	3	1990	\$439,805	\$429,508	\$429,000	\$180.63	29	07/20/17
30118 Little Harbor Drive	1968	3	2	2000	\$429,900	\$429,900	\$431,000	\$219.00	32	07/21/17
30112 Swan Point Drive	2575	4	3	1991	\$430,000	\$430,000	\$450,000	\$174.76	0	08/07/17
22660 Pin Tail Drive	3066	5	3	2004	\$500,000	\$450,000	\$450,000	\$146.77	175	08/03/17
29926 Gulf Stream Drive	1954	3	2	1999	\$474,000	\$459,000	\$452,000	\$231.32	36	09/15/17
22073 Vacation Drive	3200	4	3	1981	\$514,900	\$484,900	\$455,000	\$142.19	152	09/29/17

3rd Quarter | Jul 1-Sep 30, 2017 (Cont.)

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M	Sold Date
30407 White Cove Court	2234	4	3	1988	\$449,000	\$449,000	\$460,000	\$205.91	11	09/22/17
30129 Cove View Street	1861	3	2	1971	\$495,000	\$495,000	\$463,500	\$249.06	6	09/12/17
22489 Lighthouse Drive	2356	4	3	1988	\$474,990	\$474,990	\$466,500	\$198.01	112	09/29/17
30021 Big Range Road	2830	3	3	1988	\$489,000	\$489,000	\$467,700	\$165.27	73	09/06/17
22960 Blue Bird Drive	4000	4	3	2007	\$429,900	\$429,900	\$469,507	\$117.38	11	09/05/17
22581 Bass Place	2896	3	3	1979	\$499,900	\$469,900	\$469,900	\$162.26	111	08/11/17
23276 Pretty Doe Drive	2850	4	4	1991	\$539,900	\$499,900	\$495,000	\$173.68	86	08/28/17
22266 Loch Lomond Drive	2409	3	3	1996	\$485,000	\$485,000	\$497,000	\$206.31	7	09/26/17
30421 Sparkle Drive	2356	3	4	1986	\$498,000	\$498,000	\$498,000	\$211.38	8	08/18/17
30582 Emperor Drive	2732	4	3	2002	\$519,000	\$519,000	\$519,000	\$189.97	15	08/03/17
30087 Longhorn Drive	1864	3	3	1999	\$588,888	\$588,888	\$588,888	\$315.93	2	07/24/17
23953 Fair Weather Drive	2498	3	3	1996	\$670,000	\$670,000	\$600,000	\$240.19	248	08/17/17
29212 Big Range Road	3316	3	3	1988	\$685,000	\$600,000	\$600,000	\$180.94	258	08/21/17
22456 Whirlaway Court	1646	3	2	1977	\$619,000	\$619,000	\$625,000	\$379.71	23	08/28/17
30347 Clear Water Drive	4037	4	5	1989	\$748,000	\$748,000	\$720,000	\$178.35	151	07/14/17
30265 Channel Way	4000	5	3	1973	\$849,900	\$799,900	\$735,000	\$183.75	131	08/01/17
22611 Cascade Drive	3391	4	4	1988	\$757,000	\$757,000	\$737,000	\$217.34	64	09/05/17
30113 Boat Haven Drive	2507	3	2	1988	\$774,900	\$774,900	\$739,000	\$294.77	63	08/18/17
30301 White Cove Court	2873	3	3	1979	\$828,800	\$798,800	\$750,000	\$261.05	111	09/28/17
22066 San Joaquin Drive W	4615	5	4	1992	\$989,000	\$959,900	\$954,000	\$206.72	49	09/26/17
22576 Inspiration Point	4890	5	4	2002	\$1,100,000	\$1,100,000	\$990,000	\$202.45	7	07/13/17
22166 San Joaquin Drive W	5200	5	5	2001	\$1,699,900	\$1,699,900	\$1,399,900	\$269.21	64	07/31/17

3RD QUARTER NOTABLE SALES



3rd Qtr. - Highest Sales Price - Condo
 23432 Continental Way
 2 Bed / 2 Bath / 1780 square feet
 Waterfront Condo
 \$393,800 | \$221 per square foot

3rd Qtr. - Highest Price/s.f. Home
 22456 Whirlaway Court
 3 Bed / 2 Bath / 1646 square feet
 Waterfront Home
 \$625,000 | \$380 per square foot



4th Quarter | Oct 1-Dec 31, 2017

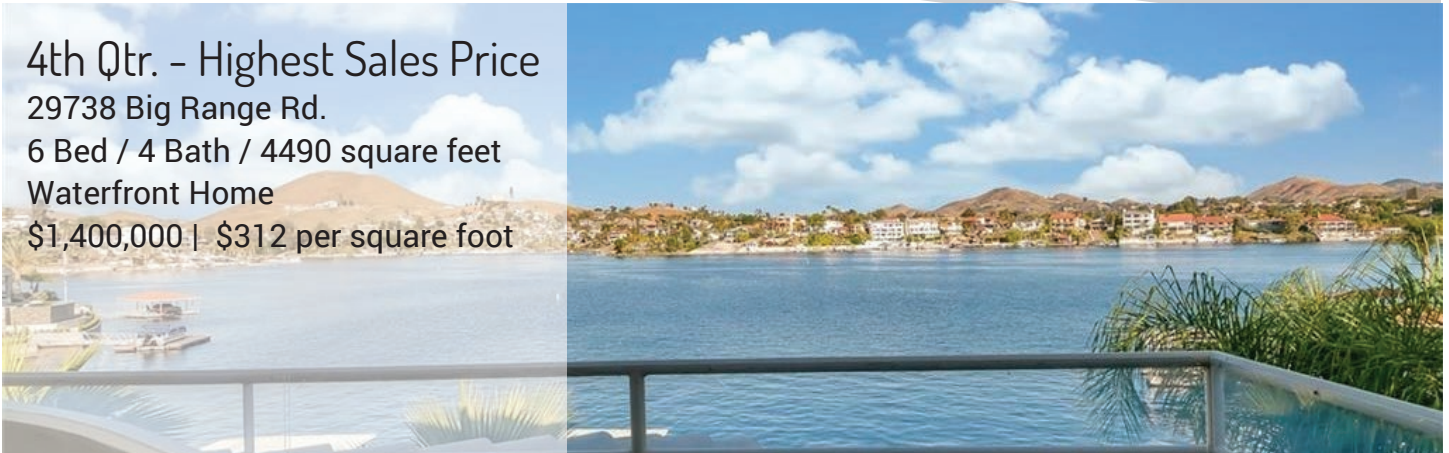
Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M	Sold Date
23018 Skylink Drive	1000	2	2	1971	\$159,000	\$149,000	\$142,500	\$142.50	110	12/11/17
23463 Big Tee Drive	1320	2	2	1971	\$177,000	\$169,000	\$153,000	\$115.91	389	10/05/17
22346 Canyon Club Drive	1100	2	2	1970	\$249,000	\$249,000	\$249,000	\$226.36	6	10/06/17
29664 Smugglers Point Drive	1080	2	2	1973	\$289,000	\$297,000	\$296,000	\$274.07	55	10/02/17
23407 Silver Strike Drive	1600	3	3	1983	\$310,000	\$315,000	\$302,500	\$189.06	243	11/15/17
22451 Canyon Lake Drive S	1492	3	2	1977	\$304,800	\$304,800	\$304,800	\$204.29	0	11/28/17
23914 Outrigger Drive	1380	2	2	1980	\$320,000	\$320,000	\$315,000	\$228.26	4	10/11/17
30130 Channel Way Drive	2272	3	2	1981	\$449,000	\$345,000	\$320,000	\$140.85	227	12/29/17
22082 Loch Lomond Drive	1264	2	2	1976	\$339,000	\$329,000	\$325,000	\$257.12	39	11/30/17
22570 Bass Place	1560	2	2	1981	\$348,500	\$338,500	\$330,000	\$211.54	111	11/21/17
23451 Canyon Lake Drive N	1628	3	2	1976	\$335,000	\$335,000	\$338,000	\$207.62	9	12/29/17
21960 San Joaquin Drive W	1619	3	2	1988	\$349,000	\$349,900	\$349,900	\$216.12	49	11/30/17
22897 Mariner Drive	1820	3	3	1979	\$390,000	\$369,000	\$350,000	\$192.31	43	11/14/17
23192 Continental Drive	1584	3	2	1982	\$379,900	\$369,900	\$359,000	\$226.64	34	12/01/17
22862 Calcutta Drive	2377	5	3	1981	\$369,000	\$369,000	\$359,888	\$151.40	24	11/15/17
24061 Continental Drive	1769	3	2	1997	\$370,000	\$370,000	\$360,000	\$203.50	21	11/08/17
29689 Longhorn Drive	1700	3	2	1970	\$425,000	\$390,000	\$368,000	\$216.47	63	12/05/17
22580 Calcutta Drive	1914	3	2	1965	\$389,900	\$389,900	\$370,000	\$193.31	38	11/02/17
22893 Green Pine Drive	2735	4	3	1989	\$419,000	\$354,000	\$370,000	\$135.28	127	10/12/17
22893 Green Pine Drive	2735	4	3	1989	\$419,000	\$354,000	\$370,000	\$135.28	116	10/12/17
29810 Smugglers Point Drive	1848	3	3	1986	\$415,500	\$399,900	\$375,000	\$202.92	81	12/28/17
23539 Canyon Lake Drive N	1518	3	2	1984	\$379,000	\$379,000	\$379,000	\$249.67	11	11/07/17
22821 Calcutta Drive	1887	2	2	1983	\$389,000	\$385,000	\$385,000	\$204.03	42	12/13/17
29819 Smugglers Point Drive	1868	3	2	1990	\$399,900	\$389,900	\$389,000	\$208.24	39	11/14/17
22976 Mariner Drive	1548	3	2	1985	\$395,000	\$395,000	\$395,000	\$255.17	2	10/27/17
29995 Steel Head Drive	1910	5	2	1989	\$424,900	\$399,900	\$395,000	\$206.81	34	11/28/17
23838 Canyon Lake Drive N	1945	4	2	1979	\$393,000	\$398,000	\$400,000	\$205.66	5	10/22/17
22761 Cascade Drive	2096	3	3	1988	\$409,900	\$409,900	\$404,900	\$193.18	6	12/01/17
30059 Big Range Road	1989	3	2	1986	\$415,000	\$407,000	\$407,000	\$204.63	75	12/05/17
22661 Buttercup Place	1660	4	3	1980	\$424,900	\$424,900	\$424,000	\$255.42	11	10/24/17
22106 Treasure Island Drive	1252	2	2	1974	\$425,000	\$425,000	\$425,000	\$339.46	4	10/20/17
30492 Emperor Drive	1860	3	2	1986	\$449,900	\$425,000	\$425,000	\$228.49	77	12/22/17
22649 Canyon Lake Drive S	1916	3	2	1985	\$439,000	\$439,000	\$439,000	\$229.12	9	10/20/17
29980 Santana Court	2342	4	3	1972	\$435,000	\$435,000	\$440,000	\$187.87	6	11/29/17
30040 Red Setter Place	2398	4	2	1979	\$489,900	\$449,999	\$450,000	\$187.66	170	10/12/17
30571 Longhorn Drive	2655	6	4	2004	\$479,000	\$479,000	\$456,000	\$171.75	97	11/03/17
23980 Canyon Lake Drive N	2050	3	3	2017	\$480,000	\$474,000	\$460,000	\$224.39	180	12/22/17
30611 Sparrow Hawk Drive	2013	3	3	1986	\$498,999	\$498,999	\$482,000	\$239.44	15	11/30/17
29960 Wake Court	5060	6	4	1989	\$598,500	\$499,400	\$488,000	\$96.44	123	10/19/17
30660 Cinnamon Teal Drive	2122	4	2	1975	\$489,000	\$489,000	\$490,000	\$230.91	40	10/26/17
23246 PRETTY DOE Drive	2929	4	3	1986	\$529,000	\$496,500	\$490,000	\$167.29	64	12/20/17
23201 Pretty Doe Drive	2508	4	3	1986	\$489,000	\$489,000	\$493,000	\$196.57	40	11/17/17
30116 Happy Hunter Drive	3044	4	3	2006	\$525,000	\$499,900	\$499,900	\$164.22	25	10/17/17
29761 Blue Heron Court	2534	3	3	2003	\$519,000	\$519,000	\$509,000	\$200.87	89	11/01/17
22489 Boating Way	2239	3	3	1979	\$559,500	\$549,000	\$510,000	\$227.78	29	11/09/17
22379 San Joaquin Drive W	3999	6	5	2015	\$599,000	\$550,000	\$520,670	\$130.20	110	12/29/17
29751 Smugglers Point Drive	2406	4	3	2002	\$539,000	\$539,000	\$525,000	\$218.20	22	11/14/17
30336 Buck Tail Drive	2332	4	3	1990	\$529,900	\$529,900	\$529,000	\$226.84	15	10/16/17
23745 Cruise Circle Drive	2602	3	2	1989	\$599,900	\$538,999	\$530,000	\$203.69	132	10/30/17
22878 Canyon Lake Drive	3598	5	4	2005	\$539,000	\$539,000	\$539,000	\$149.81	17	11/22/17
30111 Longhorn Drive	3871	5	4	2003	\$595,000	\$591,999	\$550,000	\$142.08	88	12/22/17
22833 Calcutta Drive	2695	4	3	2002	\$579,000	\$579,000	\$555,000	\$205.94	20	11/29/17
24169 Outrigger Drive	2327	4	3	2002	\$639,000	\$599,900	\$573,500	\$246.45	53	12/08/17
30205 Channel Way Drive	1530	3	2	1977	\$619,000	\$599,500	\$580,000	\$379.08	82	12/04/17
24121 Canyon Lake Drive N	2531	5	3	1979	\$649,000	\$589,900	\$586,000	\$231.53	252	12/22/17
22654 Canyon Lake Drive S	2974	4	3	1981	\$649,900	\$649,900	\$634,900	\$213.48	19	11/17/17
24215 Canyon Lake Drive N	3247	4	4	1982	\$699,999	\$660,000	\$650,000	\$200.18	350	10/27/17
29318 Stampede Way	3599	3	3	2004	\$699,000	\$669,000	\$655,000	\$181.99	123	11/07/17
22266 Whirlaway Court	3884	3	4	2001	\$719,950	\$719,950	\$680,000	\$175.08	6	12/08/17
29031 Yosemite Place	3247	5	3	2000	\$895,000	\$895,000	\$735,000	\$226.36	16	12/08/17
30298 White Wake Drive	2874	4	3	1980	\$795,000	\$738,000	\$738,000	\$256.78	95	12/13/17

4th Quarter | Oct 1-Dec 31, 2017 (Cont.)

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M	Sold Date
22414 Whirlaway Court	3380	5	3	1976	\$789,832	\$789,832	\$759,000	\$224.56	81	11/16/17
30285 Spray Drive	2854	3	3	1983	\$849,000	\$800,000	\$790,000	\$276.80	108	11/30/17
30405 Golden Gate Drive	3400	4	3	1974	\$1,099,900	\$1,099,900	\$950,000	\$279.41	39	10/17/17
30271 Hiding Bass Place	3785	6	5	1987	\$1,350,000	\$1,350,000	\$1,270,000	\$335.54	37	12/28/17
22520 Cascade Drive	3450	4	4	2007	\$1,499,900	\$1,499,900	\$1,350,000	\$391.30	6	12/26/17
29738 Big Range Road	4490	6	5	2000	\$1,498,880	\$1,498,880	\$1,400,000	\$311.80	210	12/15/17
AVERAGES	2288			1986	\$498,196	\$485,194	\$470,533	\$209.20	71.2	

4TH QUARTER NOTABLE SALES

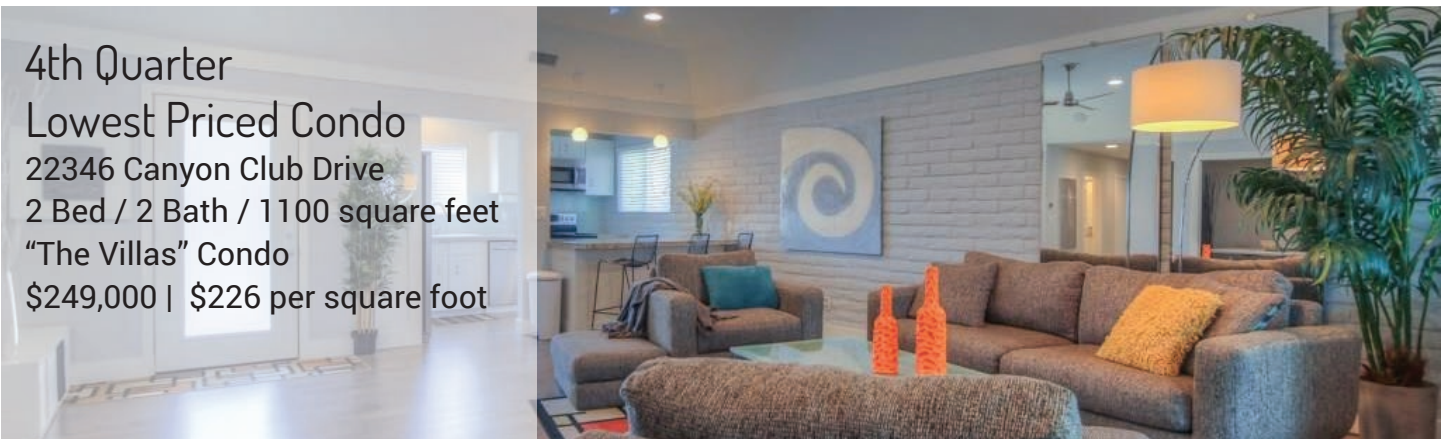
4th Qtr. - Highest Sales Price
29738 Big Range Rd.
6 Bed / 4 Bath / 4490 square feet
Waterfront Home
\$1,400,000 | \$312 per square foot



4th Qtr - Lowest Price/s.f. Home
29960 Wake Court
6 Bed / 4 Bath / 5060 square feet
Off The Water Home
\$488,000 | \$96 per square foot



4th Quarter
Lowest Priced Condo
22346 Canyon Club Drive
2 Bed / 2 Bath / 1100 square feet
"The Villas" Condo
\$249,000 | \$226 per square foot



Market Predictions for 2018

It's mid-January as this report is being finished and early indications are that 2018 is going to be challenging for buyers with record low inventory and prices moving higher. New higher loan limits will also help prices rise in all the local markets in Riverside County

In Canyon Lake, that means it will be nearly impossible to find homes under \$300,000. Condos and Manufactured Homes typically do well in this type of market because they become an affordable alternative to stick built detached homes.

Vacant lots could also do very well in this market if home prices continue to climb. We're fortunate to be able to build custom homes in Canyon Lake and when the price of existing homes go up, building a new custom home for almost the same price presents an incredible value for buyers and spec builders.

There are two things that could put the brakes on 2018; rising interest rates could make homes less affordable at all levels, causing a slowdown. The new tax plan could also have an effect as some choose to leave the state for lower taxes, especially in the more affluent markets and with higher priced homes.

Here's what a few of the experts think:

California Association of REALTORS®:

2018 Housing Market Forecast • Leslie Appleton-Young

Synopsis - Affordability will be the biggest challenge in California with tight supply, rising home prices, and rising interest rates being the key drivers. Baby Boomers are staying put longer, but Millennials will be breaking out and venturing into home ownership in larger numbers. New homes and existing homes will continue to be in short supply, driving up value and subsequently equity for homeowners. The forecast is for a slight increase in existing-home sales of 1 percent.

Leslie Appleton-Young is Vice President and Chief Economist for the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.). Appleton-Young directs the activities of the Association's Member Information Team.

She oversees analysis of housing market and brokerage industry trends, broker relations, and membership development activities.

National Association of REALTORS®:

2018 Housing and Economic Forecast • Lawrence Yun

Synopsis - Existing-home sales are expected to increase although possibly tempered by supply shortages and the new tax bill. New home construction has lagged in recent years which in turn has created a supply and demand problem that will continue to drive up prices and cause affordability issues in some areas. This in turn could keep some first home buyers out of the market. Home ownership among younger age groups is lagging.

Lawrence Yun is Chief Economist and Senior Vice President of Research at the NATIONAL ASSOCIATION OF REALTORS®.

He oversees and is responsible for a wide range of research activity for the association including NAR's Existing Home Sales statistics, Affordability Index, and Home Buyers and Sellers Profile Report.

Inman and Inside Real Estate Special Report:

2018 Real Estate Industry Outlook Survey

Synopsis - In general the outlook is positive given current market conditions and the economy in general. Interest rates are still historically low and demand for housing remains high. Markets are expected to continue to go up in both price and number of homes sold. Home inventory is expected to remain the same or increase slightly.

See the report here:

<https://www.inman.com/2018/01/02/special-report-2018-real-estate-industry-outlook/>

In it's Special Report: 2018 Real Estate Industry Outlook, Inman provides opinion and insights from real estate professionals.

This year's survey was conducted in December 2017 and respondents included real estate agents, economists, technology experts, investors, and marketers.

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Get an INSTANT, accurate home valuation

Canyon Lake Homes For Sale

Our easy to use real estate search has all the properties for sale in Canyon Lake and the rest of Riverside County. It's **updated every 15 minutes** by the REALTOR® MLS database and it's **fast, simple, and accurate to use.**

You can save searches, save favorite properties, and view all the photos and virtual tours for every listing in Canyon Lake. Browse even vacant land listing, including waterfront properties started!

To find the perfect home, just use the search

About Canyon Lake - A Bit Of Paradise

Canyon Lake is one of a kind community with a 383 acre private lake for the enjoyment of the residents. Over 15 miles of shoreline is dotted with homes ranging in size from 1,200 s.f. all the way up to 8,000 s.f. mini mansions. Residents can waterski, wakeboard, fish, kayak, paddleboard and more.

Other great amenities include, private golf course, equestrian center, campground, lodge, swimming pool, tennis courts, parks, beaches and more. With over 50 clubs and organizations and year round events, there is plenty to do all year long.

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23753 Cheyenne C... QUAIL VALLEY

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Good Words From Clients

JOHN & RITA WARREN

"Over the past 43 years my wife and I have purchased and sold many properties. Justin has been our favorite real estate agent by a very large margin. My wife and I always felt that Justin was looking out for our best interest through this whole process. During our escrow Justin walked us through all the different steps and was very helpful and a calming voice through this time. Justin is highly organized, diligent and professional, we highly recommend him for any real estate needs."

VIC & LYNN ALLEN

"Dear Justin,
My husband and I would like to take this time to thank you so much for the very enjoyable and smooth transaction we had while buying our home in Canyon Lake. All the time you spent showing us homes, taking our phone calls and representing us and looking out for our best interest was something we will never forget. Thanks Again!"

TIM & KELLY WHELAN

"Justin is a trustworthy, hardworking, dedicated, REALTOR® who truly cares about his clients. He is thorough every step of the way making sure all details are complete. I have sold 5 houses in my lifetime and have never experienced a REALTOR® like Justin. He is the best!"

Thanks for downloading and reading our report. We hope you found it useful. You can find more information about home sales in Canyon Lake at www.CanyonLakeHomesForSale.com

Contact Us

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Special Report

Home sales and real estate trends for
Canyon Lake for the full year 2017
(and some predictions for 2018).

Provided by Justin Bevins, REALTOR® and
www.CanyonLakeHomesForSale.com

