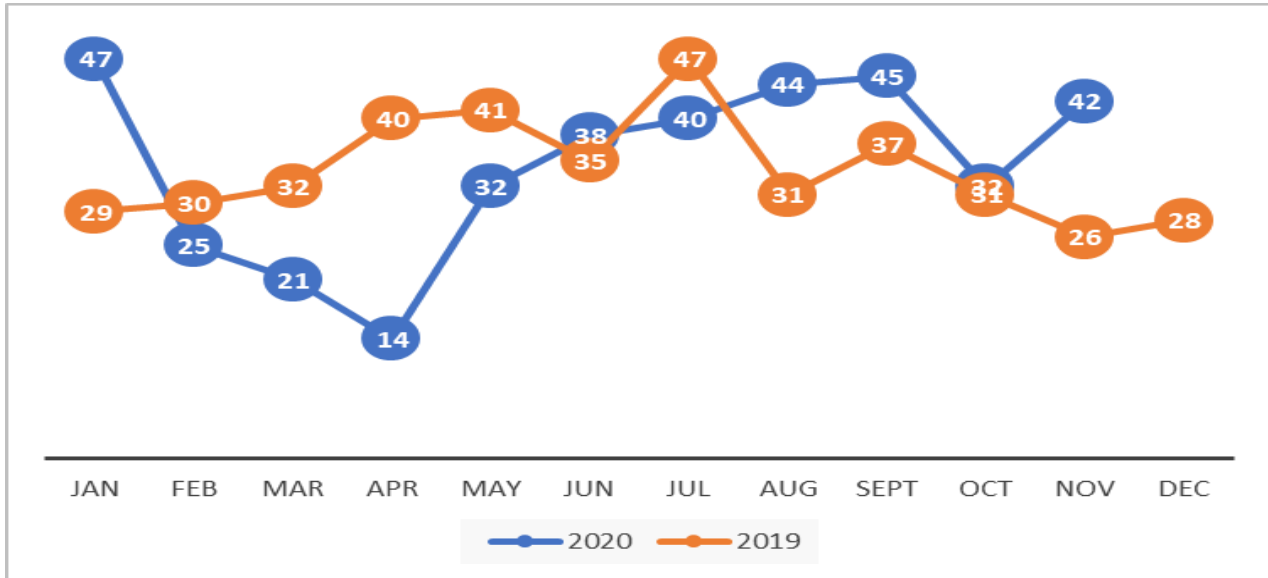




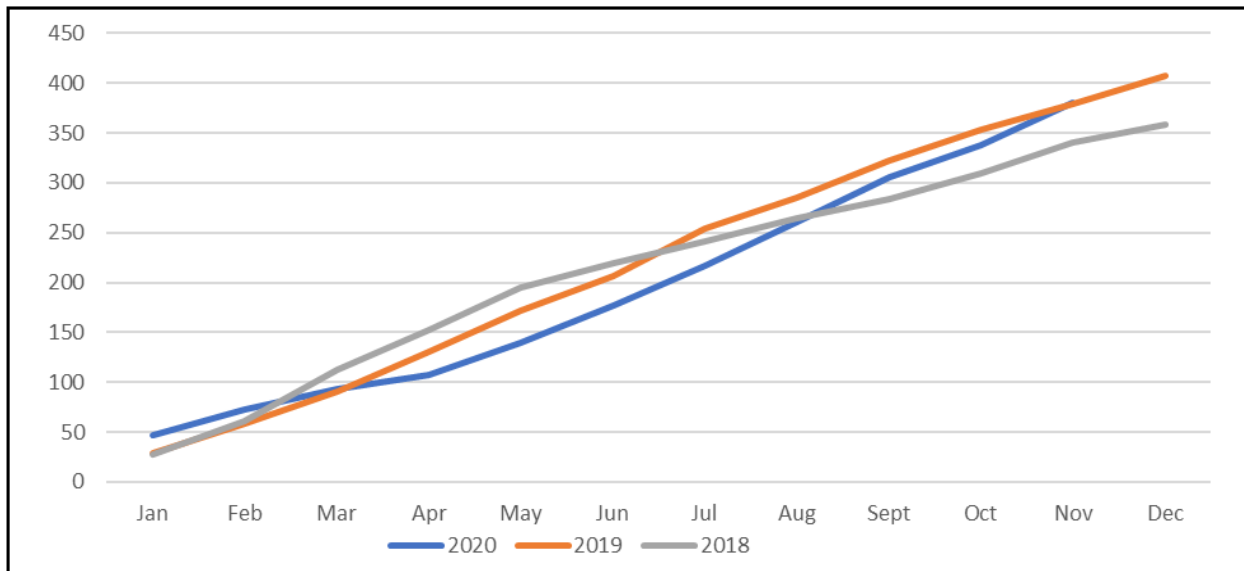
New Escrows

November 2020 vs. 2019	Last 3 2020 vs. 2019	YTD 2020 vs. 2019
+61%	+34%	Equal



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2020	47	25	21	14	32	38	40	44	45	32	42	
2019	29	30	32	40	41	35	47	31	37	31	26	28

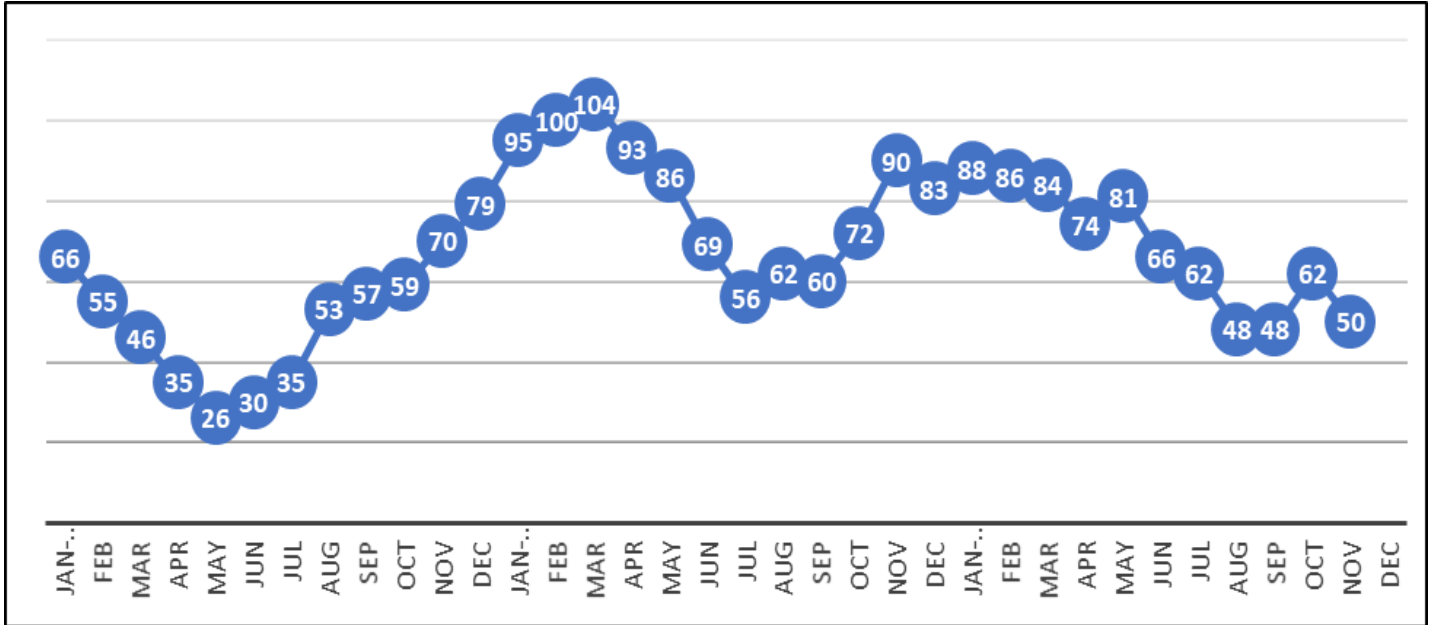
Cumulative New Escrows



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2020	47	72	93	107	139	177	217	261	306	338	380	
2019	29	59	91	131	172	207	254	285	322	353	379	407
2018	27	61	112	153	195	219	241	264	284	310	340	358



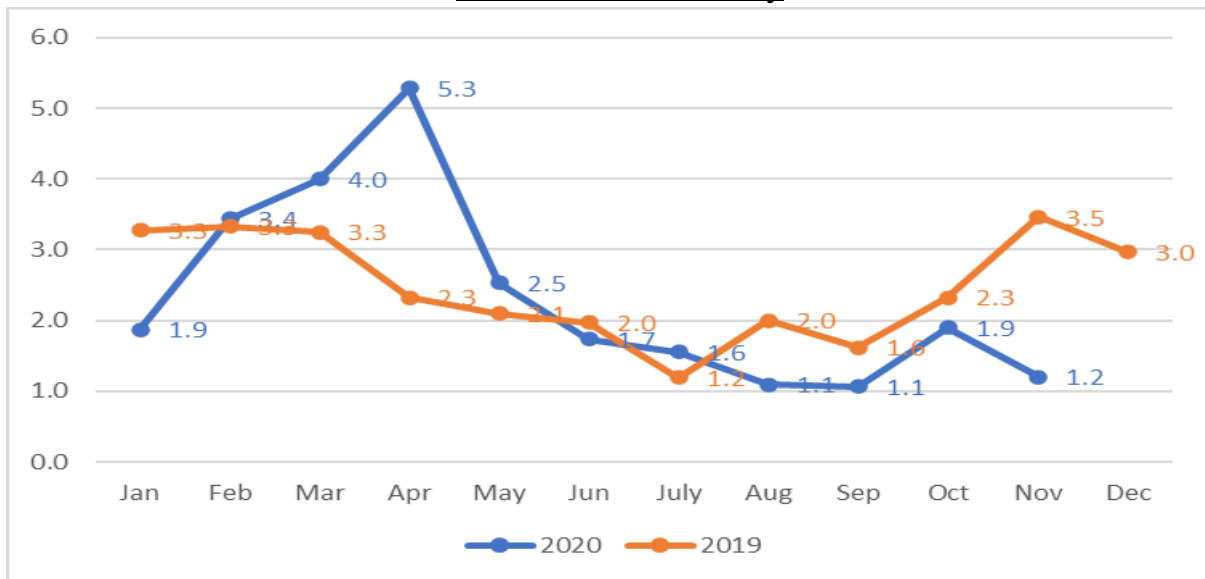
Homes For Sale by Month



2020 Homes for Sale vs. 2019

Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov
-7.4%	-14.0%	-19.2%	-20.4%	-5.8%	-4.3%	10.7%	-22.6%	-20.0%	-14.0%	-43%

Months of Inventory



	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec
2020	1.9	3.4	4.0	5.3	2.5	1.7	1.6	1.1	1.0	1.9	1.2	
2019	3.3	3.3	3.3	2.3	2.1	2.0	1.2	2.0	1.6	2.3	3.5	3.0



Sun City Palm Desert - Closed Sales - November

Model	Street	BR	BA	SF	Pool	Golf	Original	List	Sold	\$/SF	SPvsLP	DOM
Christofle	Waterford	2	2	1,310			\$329,500	\$323,500	\$323,500	246.95	100%	75
Gorham	Yucca Blossom	2	2	1,157			\$275,000	\$275,000	\$270,000	233.36	98%	40
Marrakech	Links	2	2	1,754			\$417,000	\$417,000	\$413,000	235.46	99%	49
Monaco	Alliance	3	3	2,555			\$519,000	\$519,000	\$519,000	203.13	100%	24
Montego	Donny	3	2	1,858	Y	Y	\$529,000	\$524,500	\$526,000	283.1	100%	50
Montego	Iron Bark	2	2	1,858			\$395,000	\$395,000	\$395,000	212.59	100%	0
Montego	Staccato	3	2	1,865			\$449,900	\$449,900	\$460,000	246.65	102%	13
Morocco	Sunrise Canyon	2	2.5	1,815		Y	\$529,000	\$519,000	\$487,000	268.32	94%	80
Morocco w/casita	Flute	3	3	1,900			\$469,000	\$469,000	\$469,000	246.84	100%	49
Orrefors	Westridge	2	2	1,527		Y	\$449,000	\$415,500	\$405,000	265.23	97%	75
Pasadena	Kent	2	2	1,110			\$270,000	\$270,000	\$270,000	243.24	100%	49
Pasadena	Postbridge	2	2	1,110			\$305,000	\$305,000	\$305,000	274.77	100%	7
Portofino	Rosemont	3	3.5	2,859		Y	\$825,000	\$825,000	\$795,000	278.07	96%	84
Portofino	Talus	3	3.5	2,809	Y		\$739,900	\$739,900	\$735,000	261.66	99%	20
San Carlos	Kentia Palm	3	2	2,042		Y	\$469,000	\$456,000	\$451,000	220.86	99%	77
San Carlos	Kistler	3	2	2,042			\$449,000	\$449,000	\$440,000	215.48	98%	6
San Remo w/Casita	Cimmaron	4	3.5	2,604		Y	\$699,000	\$699,000	\$665,000	255.38	95%	11
Solitaire	Westridge	2	2	2,128	Y	Y	\$579,000	\$579,000	\$570,000	267.86	98%	20
Solitaire	Autumn	3	2	2,282			\$425,000	\$389,000	\$375,000	164.33	96%	272
St. Croix	Kensington	3	3	2,142		Y	\$549,000	\$539,000	\$530,000	247.43	98%	83
St. Croix	Donny	2	2	2,142			\$439,000	\$439,000	\$433,500	202.38	99%	76
St. Croix	Silver Lake	2	2	2,102	Y		\$469,000	\$469,000	\$470,000	223.6	100%	33
St. Croix w/casita	Gainsborough	3	3	2,298		Y	\$549,000	\$549,000	\$554,000	241.08	101%	32
St. Maarten	Spirito	2	2	1,632			\$409,000	\$409,000	\$400,000	245.1	98%	26
Victoria	Falsetto	2	2.5	2,473			\$535,000	\$535,000	\$505,000	204.21	94%	119
Villa	Breeze	1	1	1,063			\$249,000	\$249,000	\$245,000	230.48	98%	28
Waterford	Fallbrook	2	2	1,304			\$290,000	\$290,000	\$280,000	214.72	97%	4
28 Closed Sales	Averages:						\$467,085	\$462,900	\$455,222	\$238.23	98.4%	52