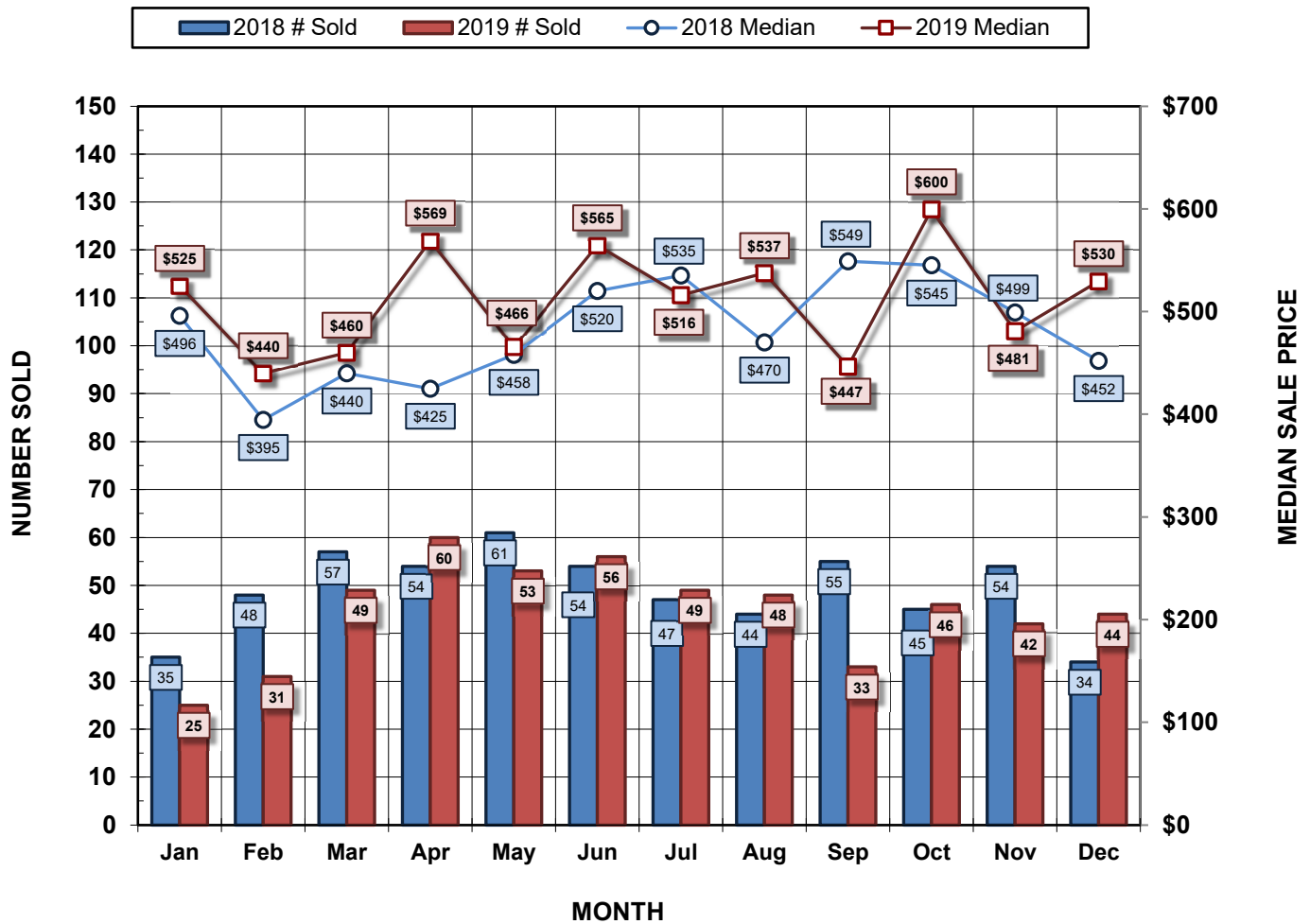


2019 ROSSMOOR SALES

Month	# Sold 2018	Median 2018	# Sold 2019	Median 2019	# Sold Change	Median Change %
January	35	\$496.0	25	\$525.0	- 10	+ 6%
February	48	\$395.0	31	\$440.0	- 17	+ 12%
March	57	\$440.0	49	\$460.0	- 8	+ 5%
April	54	\$425.0	60	\$569.0	+ 6	+ 34%
May	61	\$458.3	53	\$465.5	- 8	+ 2%
June	54	\$520.0	56	\$564.5	+ 2	+ 9%
July	47	\$535.0	49	\$516.0	+ 2	- 4%
August	44	\$470.0	48	\$537.3	+ 4	+ 14%
September	55	\$549.0	33	\$446.5	- 22	- 19%
October	45	\$545.0	46	\$599.5	+ 1	+ 10%
November	54	\$499.0	42	\$480.9	- 12	+ 4%
December	34	\$452.5	44	\$529.5	+ 10	+ 17%
Total	588	\$480.0	536	\$516.8	- 52	+ 8%

2018 AND 2019 SALES BY MONTH

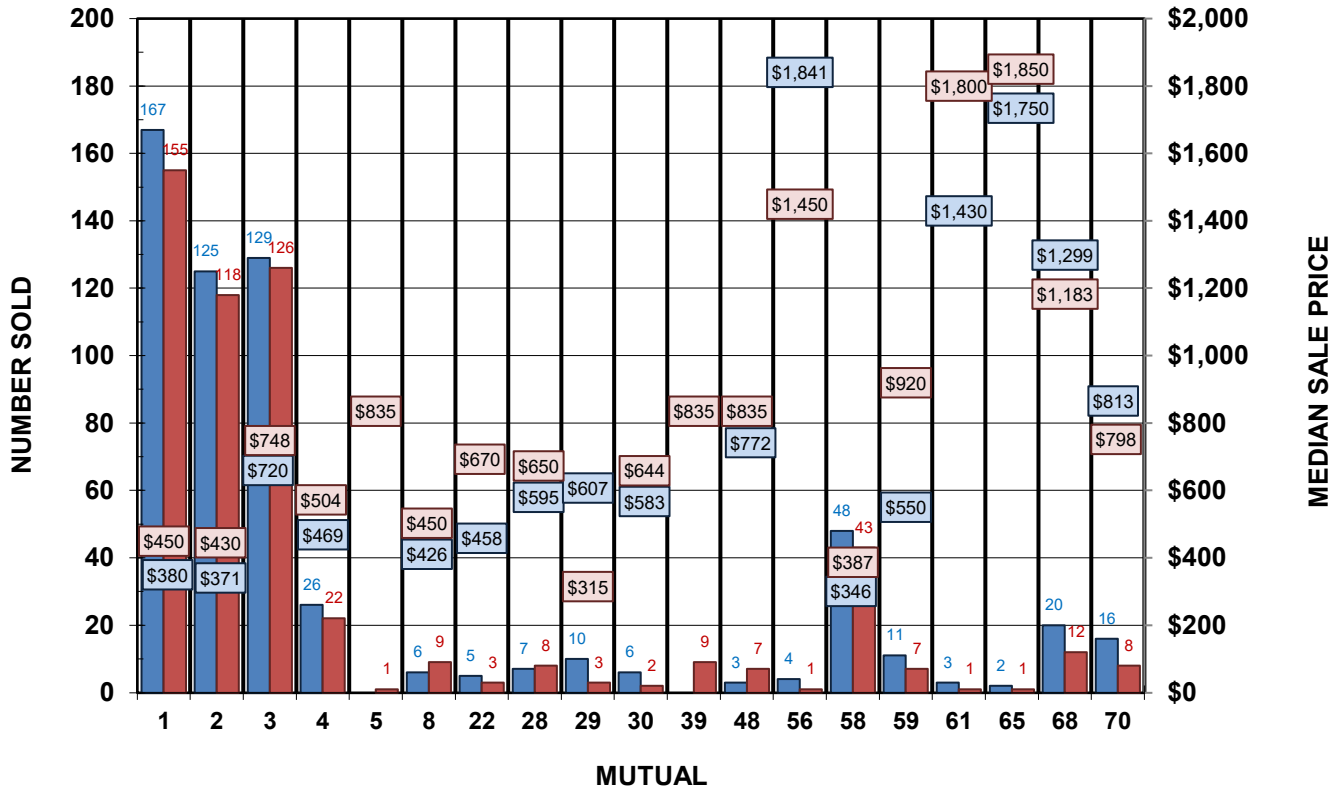


2019 ROSSMOOR SALES

Mutual	# Sold 2018	Median 2018	# Sold 2019	Median 2019	# Sold Change	Median Change %
First	167	\$380.0	155	\$450.0	- 12	+ 18%
Second	125	\$370.5	118	\$430.0	- 7	+ 16%
Third	129	\$720.0	126	\$748.4	- 3	+ 4%
Fourth	26	\$469.1	22	\$503.8	- 4	+ 7%
Fifth	0	n/a	1	\$835.0	+ 1	n/a
No. Eight	6	\$426.3	9	\$450.0	+ 3	+ 6%
No. Twenty-Two	5	\$458.0	3	\$670.0	- 2	+ 46%
No. Twenty-Eight	7	\$595.0	8	\$650.0	+ 1	+ 9%
No. Twenty-Nine	10	\$607.0	3	\$315.0	- 7	- 48%
No. Thirty	6	\$582.5	2	\$644.0	- 4	+ 11%
No. Thirty-Nine	0	n/a	9	\$835.0	+ 9	n/a
No. Forty-Eight	3	\$772.0	7	\$835.0	+ 4	+ 8%
No. Fifty-Six	4	\$1,841.0	1	\$1,450.0	- 3	- 21%
No. Fifty-Eight	48	\$346.3	43	\$387.0	- 5	+ 12%
No. Fifty-Nine	11	\$550.0	7	\$920.0	- 4	+ 67%
No. Sixty-One	3	\$1,430.0	1	\$1,800.0	- 2	+ 26%
No. Sixty-Five	2	\$1,750.0	1	\$1,850.0	- 1	+ 6%
No. Sixty-Eight	20	\$1,299.0	12	\$1,182.5	- 8	- 9%
No. Seventy	16	\$812.5	8	\$797.5	- 8	- 2%
Total	588	\$480.0	536	\$516.8	- 52	+ 8%

2018 AND 2019 SALES BY MUTUAL

■ 2018 # Sold / Median Sale Price
 ■ 2019 # Sold / Median Sale Price



2019 ROSSMOOR SALES

MUTUAL TYPE MODEL	Inventory	# Sold 2018	Median 2018	# Sold 2019	Median 2019	# Sold Change	Median Change %
FIRST COOPERATIVE	1,878	167	\$380.0	155	\$450.0	- 12	+ 18%
CARMEL	184	6	\$371.5	18	\$472.5	+ 12	+ 27%
GOLDEN GATE	193	23	\$427.0	17	\$500.0	- 6	+ 17%
MENDOCINO	85	4	\$338.5	3	\$400.0	- 1	+ 18%
MONTEREY	184	14	\$354.5	10	\$444.0	- 4	+ 25%
SAN FRANCISCAN	190	16	\$451.0	25	\$477.0	+ 9	+ 6%
SEQUOIA	460	41	\$365.0	26	\$377.5	- 15	+ 3%
SONOMA	455	55	\$374.0	40	\$391.0	- 15	+ 5%
YOSEMITE	127	8	\$399.6	16	\$502.5	+ 8	+ 26%
SECOND COOPERATIVE	1,387	125	\$370.5	118	\$430.0	- 7	+ 16%
CARMEL	91	6	\$357.5	7	\$449.0	+ 1	+ 26%
CLAREMONT	57	6	\$320.0	5	\$564.0	- 1	+ 76%
CYPRESS	42	6	\$290.0	3	\$295.0	- 3	+ 2%
DEL MONTE	77	7	\$235.0	8	\$262.5	+ 1	+ 12%
GOLDEN GATE	115	10	\$482.5	18	\$467.5	+ 8	- 3%
KENTFIELD	40	6	\$412.0	4	\$485.0	- 2	+ 18%
MENDOCINO	32	3	\$326.0	0	n/a	- 3	n/a
MONTEREY	95	10	\$349.5	9	\$460.0	- 1	+ 32%
PIEDMONT TNHS	97	7	\$595.0	9	\$630.0	+ 2	+ 6%
SAN FRANCISCAN	50	8	\$452.5	5	\$510.0	- 3	+ 13%
SARATOGA	56	4	\$362.0	3	\$360.0	- 1	- 1%
SEQUOIA	252	19	\$360.0	20	\$387.5	+ 1	+ 8%
SONOMA	262	29	\$399.0	20	\$377.0	- 9	- 6%
TAMALPAIS TNHS	45	2	\$534.0	1	\$520.0	- 1	- 3%
YOSEMITE	76	2	\$428.3	6	\$501.9	+ 4	+ 17%
THIRD CONDOMINIUM	1,546	129	\$720.0	126	\$748.4	- 3	+ 4%
ABERDEEN	24	3	\$565.0	3	\$615.0	0	+ 9%
ASPEN	8	0	-	2	\$451.7	+ 2	n/a
AUGUSTA	21	1	\$430.0	5	\$555.0	+ 4	+ 29%
BELVEDERE	40	2	\$794.0	4	\$707.5	+ 2	- 11%
BRIDGEWATER	4	0	-	0	-	0	n/a
CASCADE I	109	9	\$795.0	4	\$860.0	- 5	+ 8%
CASCADE II	21	2	\$694.8	1	\$775.0	- 1	+ 12%
CASCADE IV	3	0	-	0	-	0	n/a
CASTLEWOOD	25	1	\$830.0	1	\$925.0	0	+ 11%
CATALINA	4	0	-	0	-	0	n/a
CEDAR	20	0	-	3	\$652.0	+ 3	n/a
DIABLO	16	1	\$525.0	0	n/a	- 1	n/a
DORAL	44	2	\$632.3	3	\$650.0	+ 1	+ 3%
FIRESTONE	29	4	\$615.0	0	n/a	- 4	n/a
GALLOWAY	60	8	\$687.5	8	\$782.0	0	+ 14%
GREENBRIAR	22	3	\$693.0	1	\$669.0	- 2	- 3%
INVERNESS	31	5	\$757.0	2	\$810.5	- 3	+ 7%
KENTFIELD	40	3	\$500.0	1	\$802.5	- 2	+ 61%
KLAMATH	4	1	\$510.0	1	\$510.0	0	0%
KLAMATH 8A	2	0	-	0	-	0	n/a
KLAMATH 8B	2	0	-	2	\$485.0	+ 2	n/a
MAGNOLIA	12	1	\$700.0	0	n/a	- 1	n/a
MARIPOSA	74	11	\$565.0	1	\$550.0	- 10	- 3%
MENDOCINO	4	0	-	2	\$382.5	+ 2	n/a
MONTROSE	32	2	\$782.5	2	\$641.0	0	- 18%
PEMBROKE	4	1	\$1,600.0	0	n/a	- 1	n/a
PINEHURST	55	1	\$580.0	3	\$650.0	+ 2	+ 12%
PINEHURST II	12	1	\$610.0	0	n/a	- 1	n/a

2019 ROSSMOOR SALES

MUTUAL TYPE	Inventory	# Sold 2018	Median 2018	# Sold 2019	Median 2019	# Sold Change	Median Change %
MODEL							
REDWOOD	32	4	\$805.5	5	\$810.0	+ 1	+ 1%
ROSSLYN	60	5	\$871.0	6	\$862.0	+ 1	- 1%
SANTA CLARA	32	3	\$655.0	3	\$629.0	0	- 4%
SANTA CRUZ	16	2	\$571.5	0	n/a	- 2	n/a
SHASTA	16	1	\$370.0	0	n/a	- 1	n/a
SIERRA	99	11	\$670.0	12	\$681.5	+ 1	+ 2%
TAHOE	4	0	-	1	\$722.0	+ 1	n/a
TAHOE I	151	13	\$790.0	13	\$795.0	0	+ 1%
TAHOE II	22	4	\$697.5	3	\$800.0	- 1	+ 15%
TAHOE 5	10	2	\$790.0	0	n/a	- 2	n/a
TAMARISK	12	1	\$530.0	1	\$700.0	0	+ 32%
VILLA ALHAMBRA	6	1	\$290.0	0	-	- 1	n/a
VILLA BARCELONA	9	0	-	1	\$509.5	+ 1	n/a
VILLA BELMONTE	12	2	\$337.0	2	\$357.5	0	+ 6%
VILLA CASITA	3	0	-	0	-	0	n/a
VILLA CASTILLE	4	0	-	0	-	0	n/a
VILLA CERRO	12	0	-	2	\$867.0	+ 2	n/a
VILLA CORDOVA	18	1	\$325.0	2	\$392.5	+ 1	+ 21%
VILLA DE ANZA	18	0	-	0	-	0	n/a
VILLA EL REY	40	2	\$635.0	6	\$657.5	+ 4	+ 4%
VILLA FRANCISCO	18	1	\$746.0	1	\$820.0	0	+ 10%
VILLA LOMA	24	5	\$880.0	2	\$910.0	- 3	+ 3%
VILLA MADRID	8	0	-	1	\$681.3	+ 1	n/a
VILLA NUEVO	22	1	\$940.0	2	\$850.0	+ 1	- 10%
VILLA ROBLES	22	0	-	0	-	0	n/a
VILLA SEVILLE	3	0	-	0	-	0	n/a
VILLA VALENCIA	12	0	-	1	\$470.0	+ 1	n/a
WESTCHESTER	90	4	\$812.5	4	\$998.0	0	+ 23%
WHITNEY I	25	3	\$1,305.0	7	\$1,185.0	+ 4	- 9%
WHITNEY II	8	0	-	1	\$1,200.0	+ 1	n/a
WILLOW	7	0	-	1	\$590.0	+ 1	n/a
WOODBIDGE	8	1	\$1135.0	0	-	- 1	n/a
WYNDHAM	1	0	-	0	-	0	n/a
FOURTH CONDOMINIUM	286	26	\$469.1	22	\$503.8	- 4	+ 7%
CLAREMONT	18	4	\$445.0	2	\$453.5	- 2	+ 2%
CYPRESS	8	2	\$284.5	0	-	- 2	n/a
DEL MONTE	14	0	-	2	\$275.0	+ 2	n/a
GOLDEN GATE	26	3	\$455.0	1	\$458.8	- 2	+ 1%
KENTFIELD	60	3	\$518.5	7	\$560.0	+ 4	+ 8%
PIEDMONT TNHS	42	1	\$725.0	1	\$750.0	0	+ 3%
SAN FRANCISCAN	10	2	\$469.1	2	\$542.0	0	+ 16%
SANTA CLARA	22	6	\$592.0	3	\$790.0	- 3	+ 33%
SANTA CRUZ	8	0	-	0	-	0	n/a
SARATOGA	58	5	\$406.0	3	\$470.0	- 2	+ 16%
YOSEMITE	20	0	-	1	\$517.5	+ 1	n/a
FIFTH CONDOMINIUM	18	0	-	1	\$835.0	+ 1	n/a
VILLA ENCANTO	2	0	-	0	-	0	n/a
VILLA GRANDE	2	0	-	0	-	0	n/a
VILLA NUEVO	6	0	-	1	\$835.0	+ 1	n/a
VILLA ROBLES	6	0	-	0	-	0	n/a
VILLA VERDE	2	0	-	0	-	0	n/a

2019 ROSSMOOR SALES

MUTUAL TYPE MODEL	Inventory	# Sold 2018	Median 2018	# Sold 2019	Median 2019	# Sold Change	Median Change %
NO. 8 COOPERATIVE	103	6	\$426.3	9	\$450.0	+ 3	+ 6%
CLAREMONT	10	1	\$260.0	0	-	- 1	n/a
CYPRESS	4	0	-	0	-	0	n/a
DEL MONTE	10	0	-	1	\$300.0	+ 1	n/a
GOLDEN GATE	11	1	\$412.5	1	\$382.0	0	- 7%
KENTFIELD	24	0	-	2	\$448.4	+ 2	n/a
PIEDMONT TNHS	16	1	\$645.0	0	-	- 1	n/a
SAN FRANCISCAN	6	0	-	0	-	0	n/a
SARATOGA	10	1	\$410.0	0	-	- 1	n/a
YOSEMITE	12	2	\$495.0	5	\$460.0	+ 3	- 7%
NO. 22 CONDOMINIUM	43	5	\$458.0	3	\$670.0	- 2	+ 46%
VILLA BARCELONA	9	1	\$520.0	0	-	- 1	n/a
VILLA CASITA	3	1	\$298.0	0	-	- 1	n/a
VILLA CASTILLE	6	0	-	1	\$850.0	+ 1	n/a
VILLA MADRID	10	0	-	1	\$670.0	+ 1	n/a
VILLA SEVILLE	3	0	-	0	-	0	n/a
VILLA VALENCIA	12	3	\$458.0	1	\$453.5	- 2	- 1%
NO. 28 CONDOMINIUM	84	7	\$595.0	8	\$650.0	+ 1	+ 9%
SANTA CLARA	36	2	\$618.5	3	\$651.0	+ 1	+ 5%
SANTA CRUZ	48	5	\$595.0	5	\$635.0	0	+ 7%
NO. 29 CONDOMINIUM	106	10	\$607.0	3	\$315.0	- 7	- 48%
DEL MONTE	20	0	-	2	\$307.5	+ 2	n/a
KENTFIELD	68	8	\$574.0	1	\$625.0	- 7	+ 9%
SANTA CLARA	18	2	\$660.5	0	-	- 2	n/a
NO. 30 CONDOMINIUM	76	6	\$582.5	2	\$644.0	- 4	+ 11%
CATALINA	8	1	\$425.0	1	\$649.0	0	+ 53%
DIABLO	16	0	-	0	-	0	n/a
KENTFIELD	16	1	\$687.0	0	-	- 1	n/a
MENDOCINO	8	0	-	0	-	0	n/a
SANTA CLARA	28	4	\$582.5	1	\$639.0	- 3	+ 10%
NO. 39 CONDOMINIUM	130	0	n/a	9	\$835.0	+ 9	n/a
ASPEN	8	0	n/a	1	\$415.0	+ 1	n/a
CASCADE I	3	0	n/a	0	-	0	n/a
CASCADE II	11	0	n/a	3	\$725.0	+ 3	n/a
CASTLEWOOD	4	0	n/a	0	-	0	n/a
MARIPOSA	23	0	n/a	1	\$595.0	+ 1	n/a
PINEHURST	4	0	n/a	0	-	0	n/a
SIERRA	23	0	n/a	0	-	0	n/a
TAHOE	1	0	n/a	0	-	0	n/a
TAHOE I	14	0	n/a	2	\$912.0	+ 2	n/a
TAHOE II	13	0	n/a	0	-	0	n/a
WHITNEY I	10	0	n/a	0	-	0	n/a
WHITNEY II	4	0	n/a	0	-	0	n/a
WOODBIDGE	12	0	n/a	2	\$1137.5	+ 2	n/a

2019 ROSSMOOR SALES

MUTUAL TYPE MODEL	Inventory	# Sold 2018	Median 2018	# Sold 2019	Median 2019	# Sold Change	Median Change %
NO. 48 CONDOMINIUM	62	3	\$772.0	7	\$835.0	+ 4	+ 8%
VILLA ENCANTO	2	0	-	1	\$1,200.0	+ 1	n/a
VILLA NUEVO	20	3	\$772.0	0	-	- 3	n/a
VILLA ROBLES	20	0	-	5	\$835.0	+ 5	n/a
VILLA VALLE	12	0	-	0	-	0	n/a
VILLA VERDE	8	0	-	1	\$712.5	+ 1	n/a
NO. 56 CONDOMINIUM	37	4	\$1,841.0	1	\$1,450.0	- 3	- 21%
BRIDGEWATER	14	4	\$1,841.0	0	-	- 4	n/a
PEMBROKE	14	0	-	0	-	0	n/a
WYNDHAM	9	0	-	1	\$1450.0	+ 1	n/a
NO. 58 CONGREGATE	300	48	\$346.3	43	\$387.0	- 5	+ 12%
ALHAMBRA	4	1	\$1,025.0	1	\$1,055.0	0	+ 3%
BROOKGREEN	63	8	\$170.0	12	\$217.5	+ 4	+ 28%
CHATSWORTH	34	1	\$350.0	9	\$415.0	+ 8	+ 19%
CYPRESS	49	9	\$360.0	5	\$434.0	- 4	+ 21%
EARLSHALL	8	1	\$640.0	0	-	- 1	n/a
FIOLI	21	3	\$675.0	1	\$775.0	- 2	+ 15%
HUNTINGTON	13	2	\$709.0	3	\$760.0	+ 1	+ 7%
LONGWOOD	4	0	-	0	-	0	n/a
MIDDLETON	27	5	\$347.5	3	\$387.0	- 2	+ 11%
ROSEDOWN	17	4	\$324.5	3	\$350.0	- 1	+ 8%
ROSEDOWN 8	8	3	\$310.0	1	\$325.0	- 2	+ 5%
SHELBURNE	16	5	\$344.0	1	\$420.0	- 4	+ 22%
VERSAILLES	2	2	\$362.5	0	-	- 2	n/a
WESTBURY	34	4	\$647.5	4	\$739.5	0	+ 14%
NO. 59 CONDOMINIUM	108	11	\$550.0	7	\$920.0	- 4	+ 67%
LASSEN	6	0	-	0	-	0	n/a
PANORAMA	36	2	\$577.0	1	\$650.0	- 1	+ 13%
SUMMIT	30	3	\$953.0	4	\$925.0	+ 1	- 3%
VISTA	6	0	-	1	\$950.0	+ 1	n/a
WOODSIDE	30	6	\$545.5	1	\$535.0	- 5	- 2%
NO. 61 PLANNED DEVEL.	63	3	\$1,430.0	1	\$1,800.0	- 2	+ 26%
BLUE OAK	20	3	\$1,430.0	0	-	- 3	n/a
COASTAL OAK	20	0	-	0	-	0	n/a
LIVE OAK	10	0	-	1	\$1,800.0	+ 1	n/a
VALLEY OAK	13	0	-	0	-	0	n/a
NO. 65 CONDOMINIUM	44	2	\$1,750.0	1	\$1,850.0	- 1	+ 6%
CHURCHILL	16	0	-	0	-	0	n/a
KENSINGTON	16	1	\$1,975.0	0	-	- 1	n/a
SHERWOOD	12	1	\$1,525.0	1	\$1,850.0	0	+ 21%

2019 ROSSMOOR SALES

MUTUAL TYPE	Inventory	# Sold 2018	Median 2018	# Sold 2019	Median 2019	# Sold Change	Median Change %
MODEL							
NO. 68 CONDOMINIUM	233	20	\$1,299.0	12	\$1,182.5	- 8	- 9%
ALDER	30	7	\$1,200.0	3	\$1,275.5	- 4	+ 6%
ASH	30	1	\$1,015.0	3	\$1,115.0	+ 2	+ 10%
BAY	32	2	\$1,196.5	3	\$1,100.0	+ 1	- 8%
BUCKEYE	33	3	\$1,200.0	1	\$1,340.0	- 2	+ 12%
CASSIA	12	0	-	0	-	0	n/a
CHESTNUT	11	0	-	1	\$1,050.0	+ 1	n/a
DAPHNE	13	0	-	1	\$1,750.0	+ 1	n/a
EUCALYPTUS	36	2	\$1,850.0	0	-	- 2	n/a
FUCHSIA	36	5	\$1,690.0	0	-	- 5	n/a
NO. 70 CONDOMINIUM	172	16	\$812.5	8	\$797.5	- 8	- 2%
VILLA ENCANTO	28	2	\$1,087.5	0	-	- 2	n/a
VILLA GRANDE	22	1	\$875.0	2	\$1,269.0	+ 1	+ 45%
VILLA NUEVO	36	3	\$815.0	4	\$752.5	+ 1	- 8%
VILLA ROBLES	36	4	\$785.0	1	\$610.0	- 3	- 22%
VILLA VERDE	50	6	\$717.5	1	\$1,100.0	- 5	+ 53%
TOTAL	6,676	588	\$480.0	536	\$516.8	- 52	+ 8%

Note: The median for each model is computed separately by mutual.

2019 ROSSMOOR SALES

