



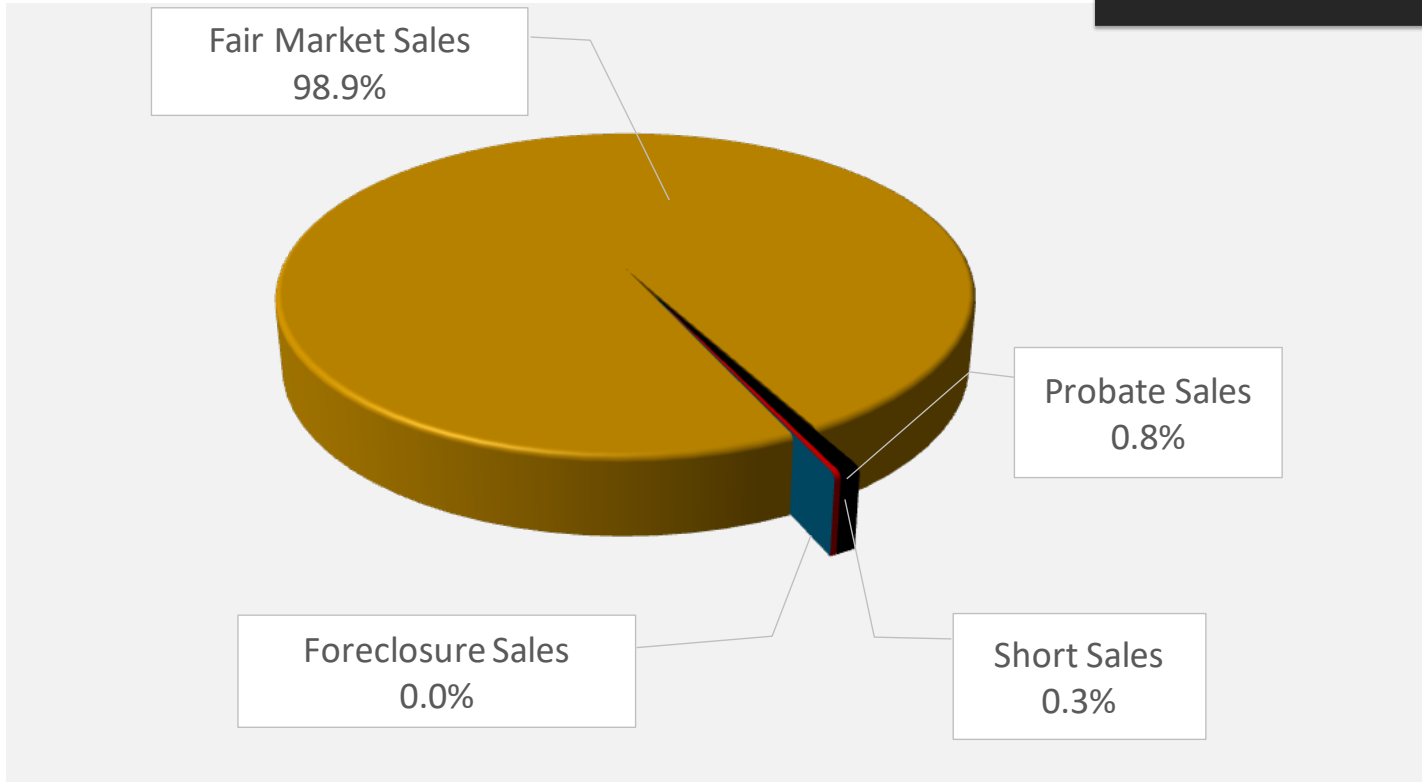
GOLDEN LION
REAL ESTATE, INC.

NOVEMBER 2022

TRACY REAL ESTATE SALES REPORT

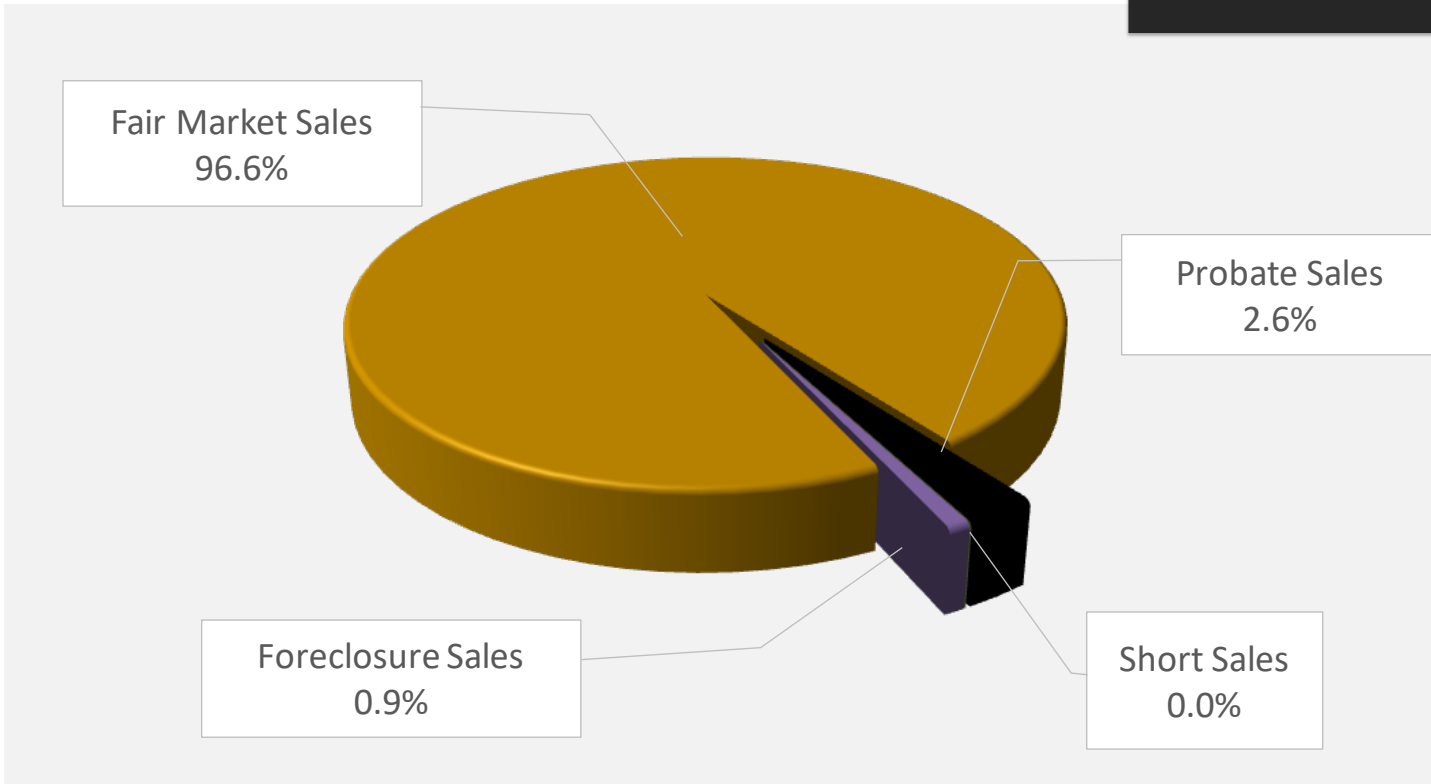
Sold Homes Summary

49



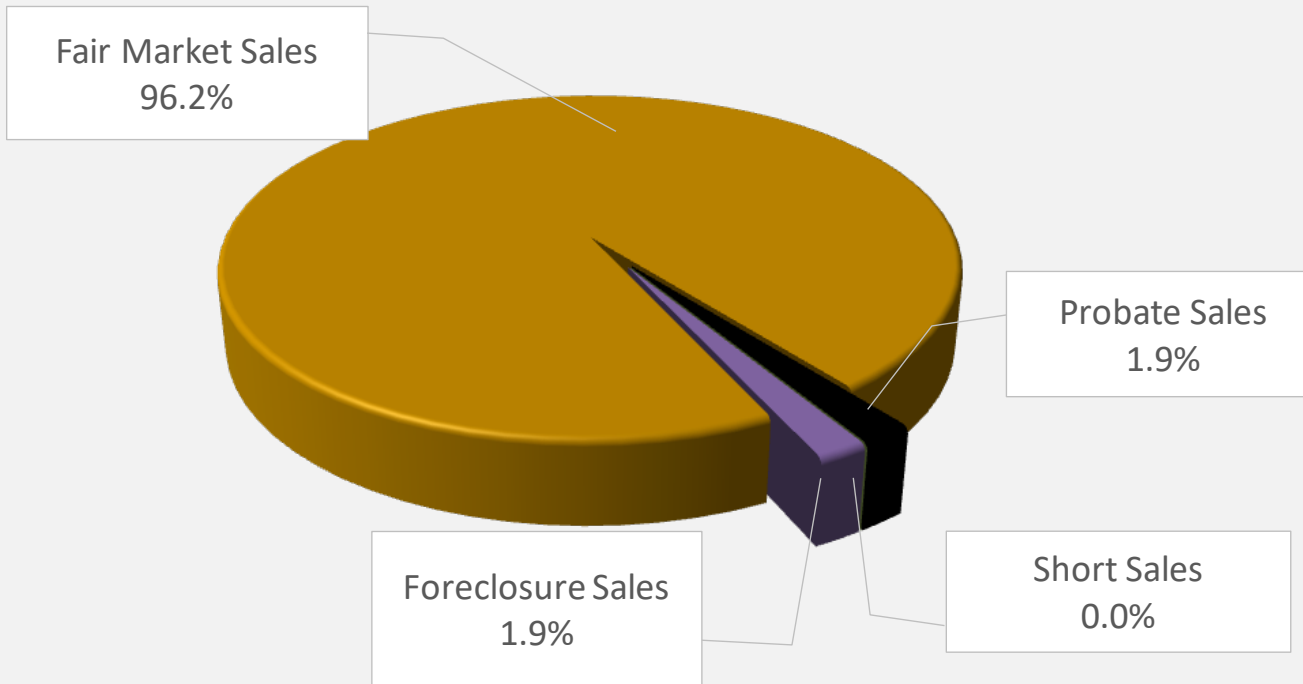
Available Homes

116

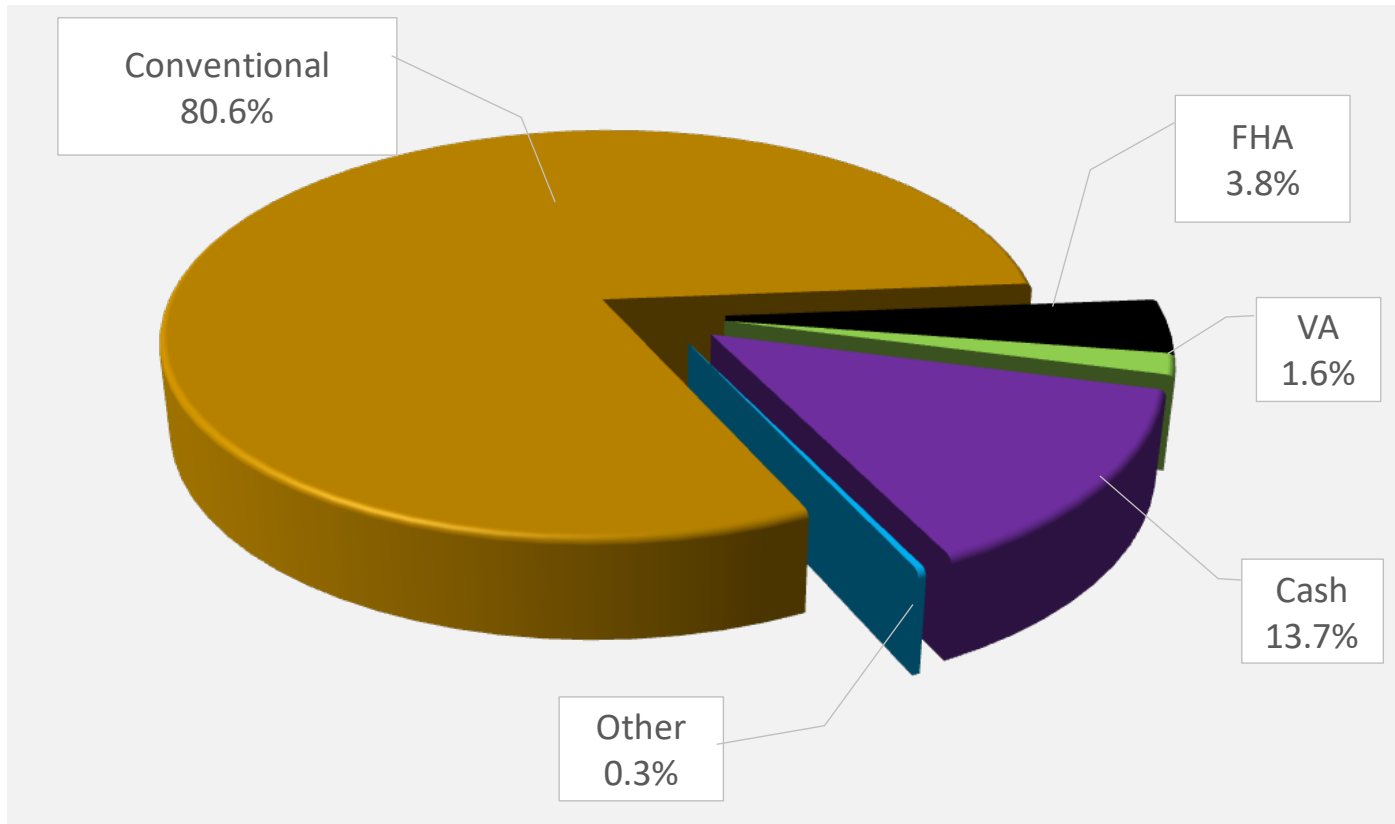


Pending Homes

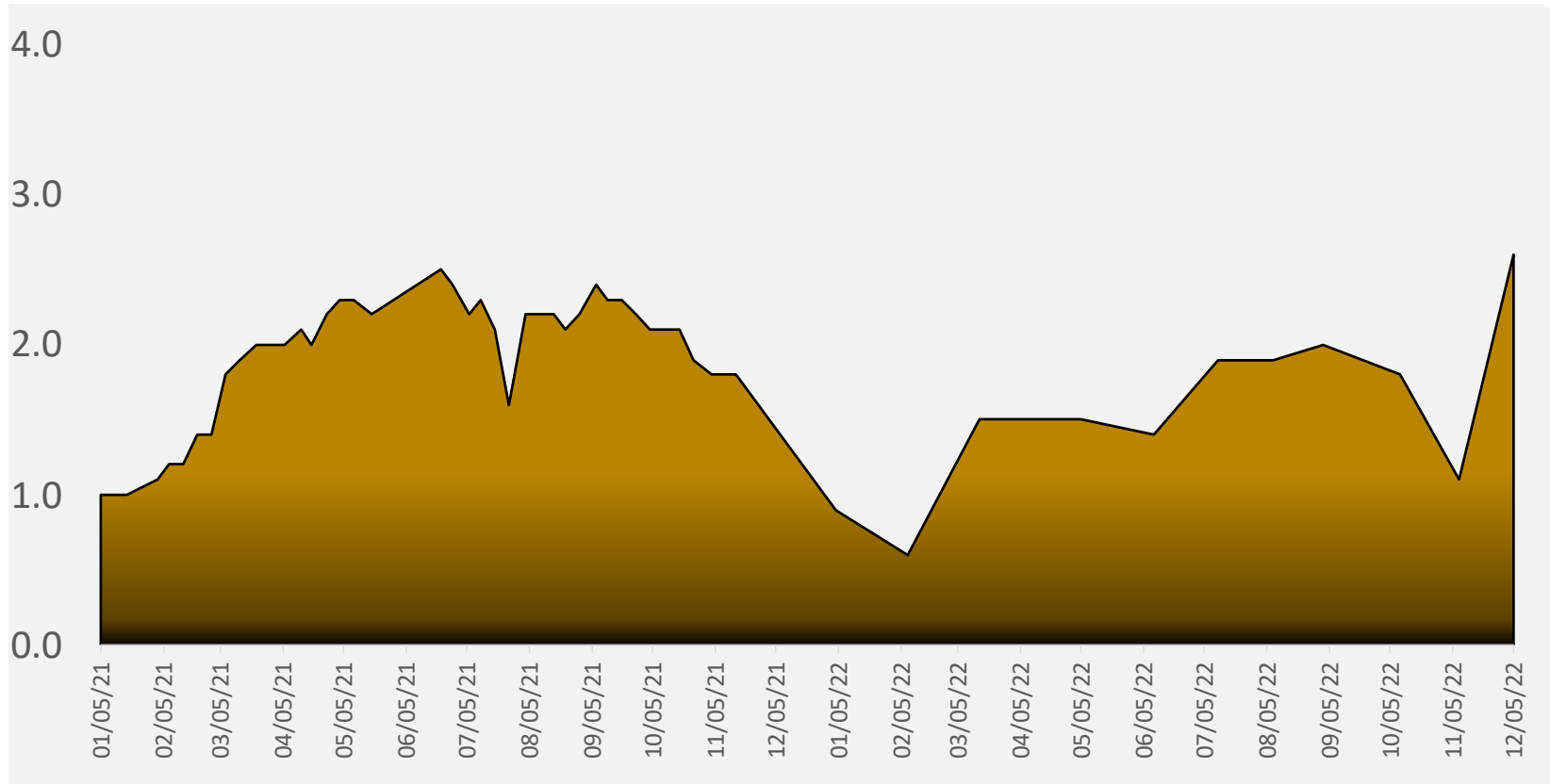
53



New Financing Type



Months of Remaining Inventory





State of the Market

MARKET TIMING:

52.1 Average days on market for homes in escrow.

2.6 Months of remaining inventory (based on average of last 6 months sales).

AVAILABLE HOME STATISTICS:

Short Sale Percentage:
0.00%

REO percentage:
0.00%

Vacancy rate:
22.41%

48.28%

0
Available homes are short sales.

0
Available homes are bank owned (REO).

26
Available homes are vacant (Includes REO)

Available homes have had price reductions since being listed

PENDING HOME STATISTICS:

Short Sale Percentage:
0.00%

REO percentage:
1.89%

50.94%

0
Pending homes are short sales.

1
Pending homes are bank owned (REO).

Of homes are pending for less than the original asking price.



MARKET STATISTICS:

49
Homes sold in the past 30 days.

372
Homes sold in the past 6 months.

102
Homes sold in the past 60 days.

Average price per square foot in the past 30 days.
\$359.82

Average selling price in the past 6 months.
\$723,896

2131
Average square footage for home sold in the past 30 days.

8.2% Homes sold above original listed price in past 30 days.

93.4% Average Asked to Sold Ratio in the past 30 days.

95.1% Median Asked to Sold Ratio in the past 30 days.

0 Sold homes that were bank owned.

1 Sold homes that were short sales.

TRACY REAL ESTATE SALES SUMMARY

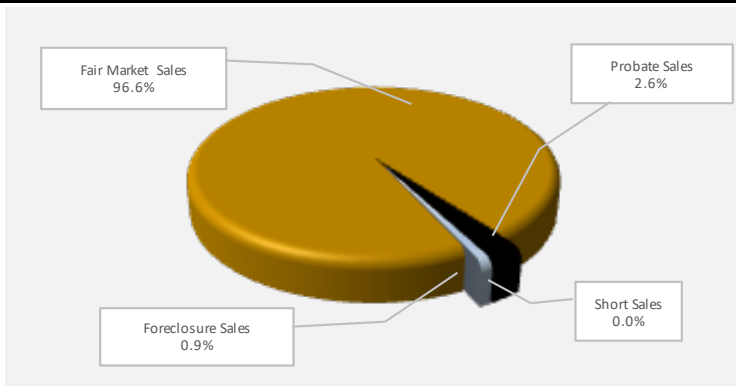
Prepared: 12/08/22

116 Available Homes

Existing Financing	Homes	Percentage
Fair Market Sales	112	96.6%
Probate Sales	3	2.6%
Short Sales	0	0.0%
Foreclosure Sales	1	0.9%
		100.0%

Low	\$	350,000
Average	\$	795,360
High	\$	2,350,000
Average DOM:		61.6

Occupancy	Homes	Percentage
Occupied	90	77.6%
Vacant	26	22.4%



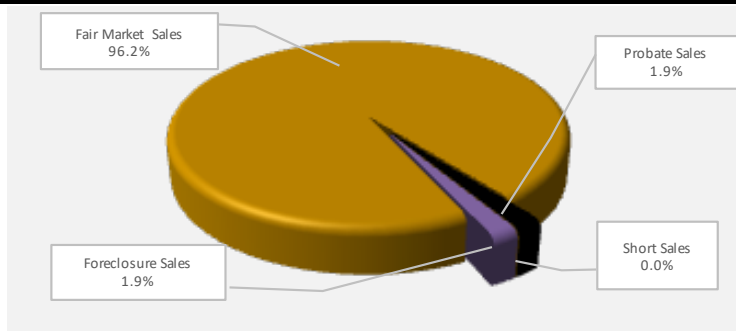
33 Listed in the past 30 days.

61 Listed in the past 60 days.

53 Pending Homes

Existing Financing	Homes	Percentage
Fair Market Sales	51	96.2%
Probate Sales	1	1.9%
Short Sales	0	0.0%
Foreclosure Sales	1	1.9%
		100.0%

Low	\$	359,995
Average	\$	771,340
High	\$	1,355,000
Average DOM:		52.1

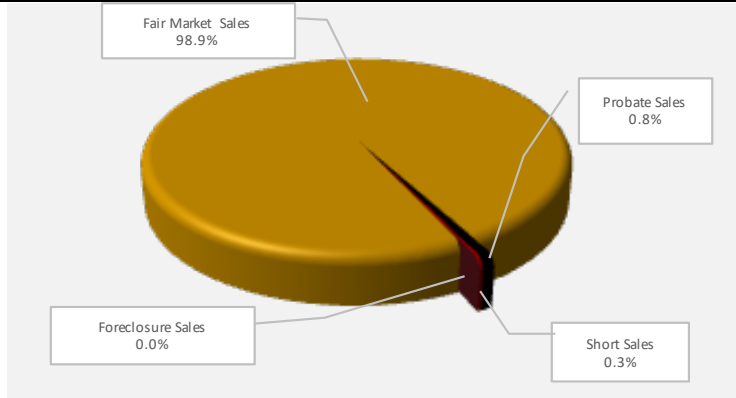


Sold Homes Summary

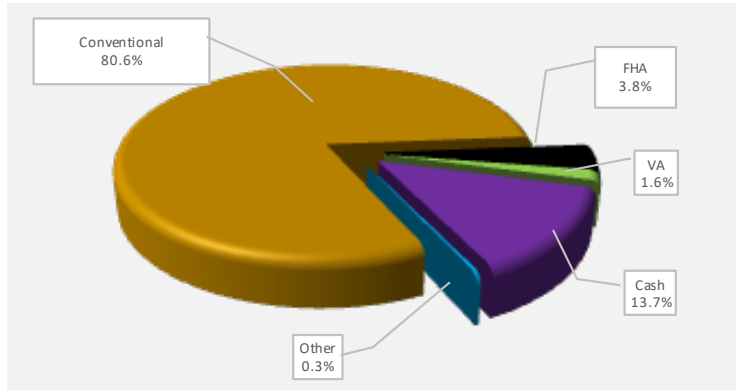
49 Sold in the past 30 days
 102 Sold in the past 60 days
 372 Sold in the past 6 months

Previous Financing	Homes	Percentage
Fair Market Sales	368	98.9%
Probate Sales	3	0.8%
Short Sales	1	0.3%
Foreclosure Sales	0	0.0%
		100.0%

Low	\$	320,000
Average	\$	733,104
High	\$	1,450,000
Average DOM:		30.2



New Financing Type	Homes	Percentage
Conventional	300	80.6%
FHA	14	3.8%
VA	6	1.6%
Cash	51	13.7%
Other	1	0.3%
		100.0%



TRACY REAL ESTATE SALES SUMMARY

Prepared: 12/08/22					
PRICE RANGE		TOTAL IN PRICE BRACKET	HOMES FOR SALE	HOMES IN ESCROW	% WITH OFFERS
\$0	to \$424,999	9	7	2	22.22%
\$425,000	to \$449,999	5	4	1	20.00%
\$450,000	to \$474,999	1	0	1	100.00%
\$475,000	to \$499,999	1	0	1	100.00%
\$500,000	to \$524,999	2	1	1	50.00%
\$525,000	to \$549,999	5	3	2	40.00%
\$550,000	to \$574,999	3	3	0	0.00%
\$575,000	to \$599,999	6	4	2	33.33%
\$600,000	to \$624,999	6	3	3	50.00%
\$625,000	to \$649,999	7	4	3	42.86%
\$650,000	to \$674,999	7	7	0	0.00%
\$675,000	to \$699,999	13	10	3	23.08%
\$700,000	to \$724,999	7	6	1	14.29%
\$725,000	to \$749,999	6	3	3	50.00%
\$750,000	to \$774,999	2	1	1	50.00%
\$775,000	to \$799,999	13	8	5	38.46%
\$800,000	to \$824,999	4	3	1	25.00%
\$825,000	to \$849,999	9	7	2	22.22%
\$850,000	to \$874,999	4	2	2	50.00%
\$875,000	to \$899,999	8	8	0	0.00%
\$900,000	to \$924,999	3	1	2	66.67%
\$925,000	and up	48	31	17	35.42%
TOTAL		169	116	53	31.36%

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26 Available homes are vacant (includes REO). Vacancy rate: 22.41%
48.28% Available homes have had price reductions since being listed.

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50.94% Of homes are pending for less than the original asking price.

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