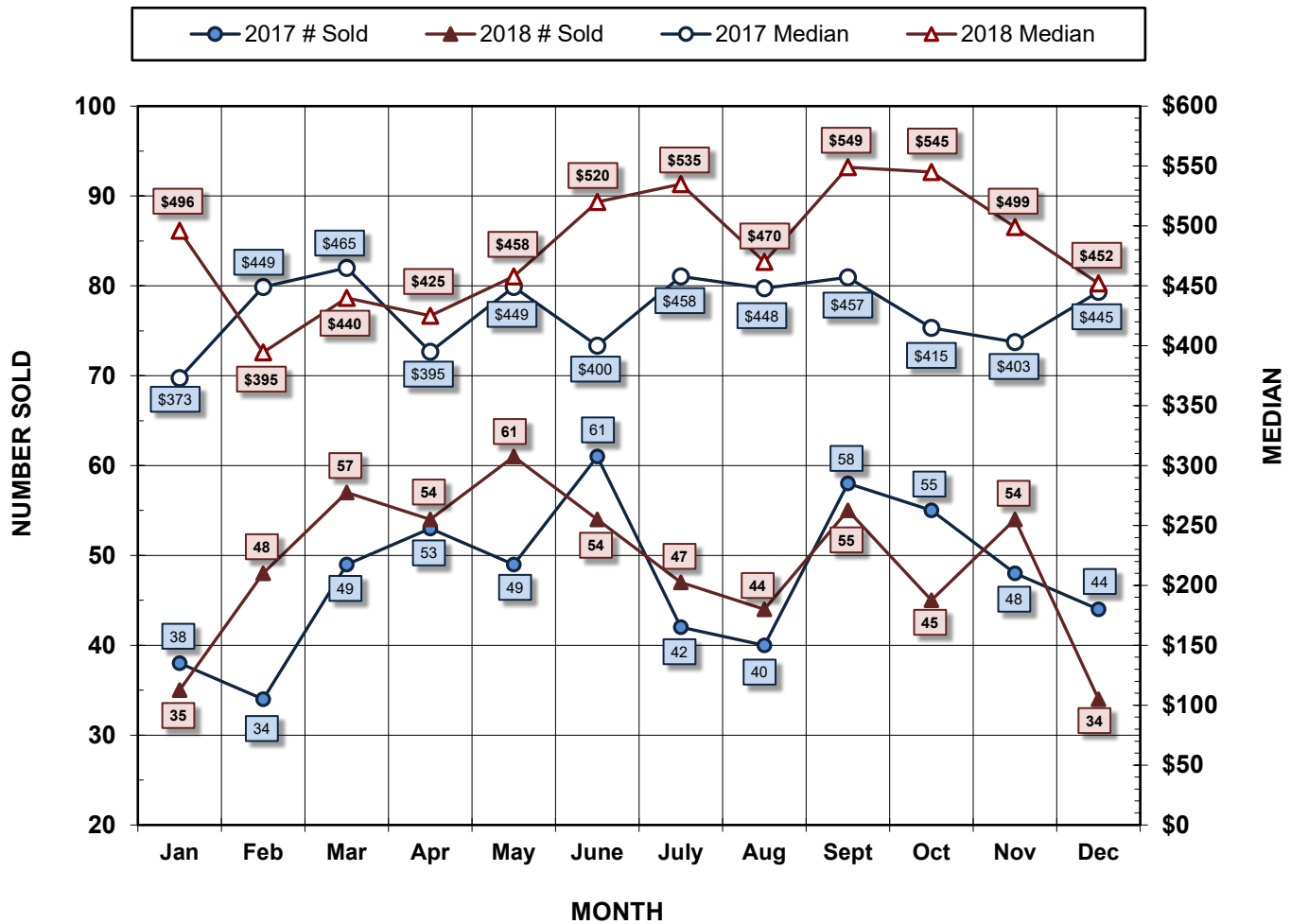


2018 ROSSMOOR SALES

MEDIAN SALES PRICE DISPLAYED IN THOUSANDS

Month	# Sold 2017	Median 2017	# Sold 2018	Median 2018	# Sold Change	Median Change %
January	38	\$372.5	35	\$496.0	- 3	+ 33%
February	34	\$448.5	48	\$394.5	+ 14	- 12%
March	49	\$465.0	57	\$440.0	+ 8	- 5%
April	53	\$395.0	54	\$425.0	+ 1	+ 8%
May	49	\$449.0	61	\$458.3	+ 12	+ 2%
June	61	\$400.0	54	\$520.0	- 7	+ 30%
July	42	\$458.1	47	\$535.0	+ 5	+ 17%
August	40	\$448.0	44	\$470.0	+ 4	+ 5%
September	58	\$457.0	55	\$549.0	- 3	+ 20%
October	55	\$415.0	45	\$545.0	- 10	+ 31%
November	48	\$403.0	54	\$499.0	+ 6	+ 24%
December	44	\$445.0	34	\$452.0	- 10	+ 2%
Total	571	\$430.0	588	\$480.0	+ 17	+ 12%

2017 AND 2018 SALES BY MONTH

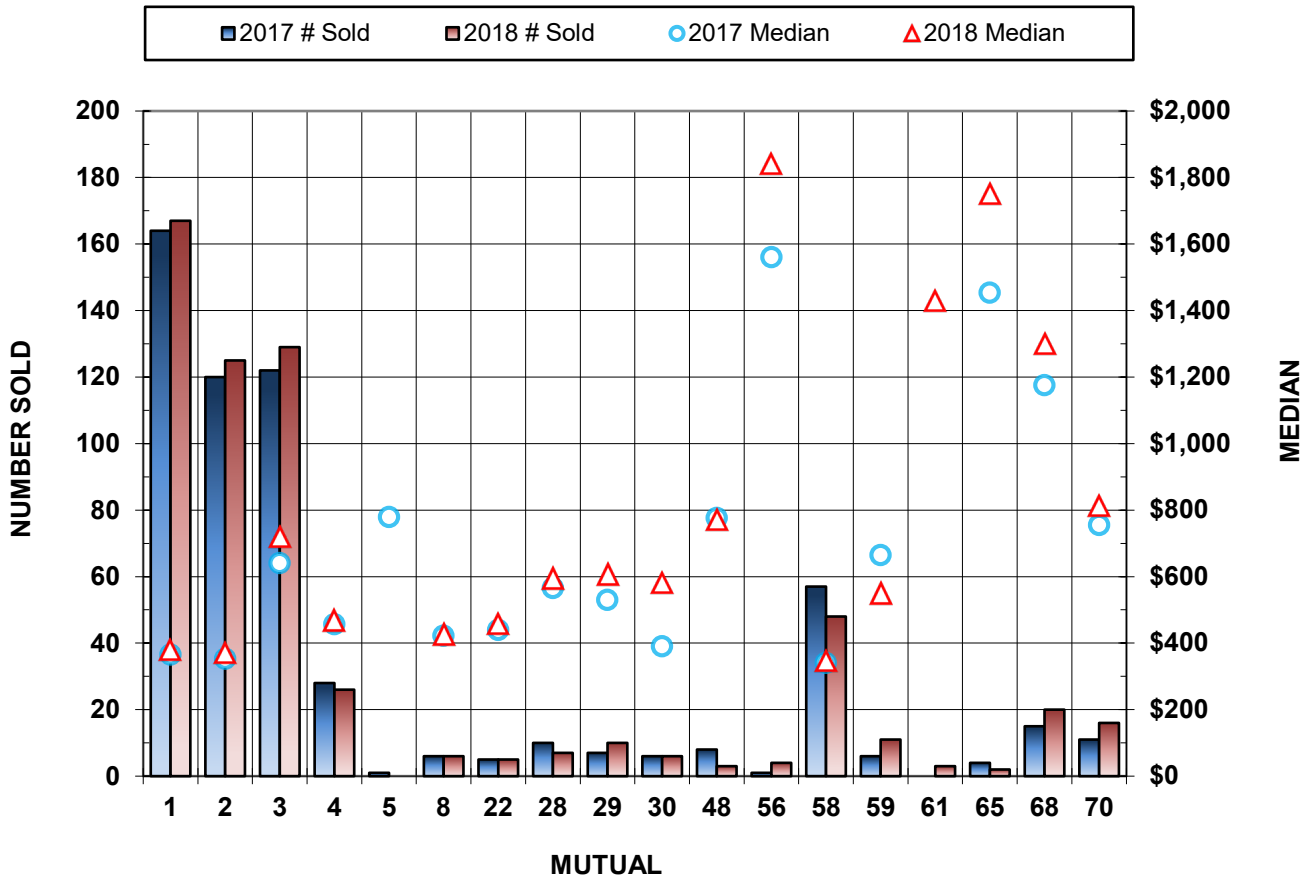


2018 ROSSMOOR SALES

MEDIAN SALES PRICE DISPLAYED IN THOUSANDS

Mutual	# Sold 2017	Median 2017	# Sold 2018	Median 2018	# Sold Change	Median Change %
First	164	\$365.0	167	\$380.0	+ 3	+ 4%
Second	120	\$352.5	125	\$370.5	+ 5	+ 5%
Third	122	\$640.0	129	\$720.0	+ 7	+ 13%
Fourth	28	\$456.5	26	\$469.1	- 2	+ 3%
Fifth	1	\$779.0	0	n/a	- 1	n/a
No. Eight	6	\$422.5	6	\$426.3	0	+ 1%
No. Twenty-Two	5	\$439.0	5	\$458.0	0	+ 4%
No. Twenty-Eight	10	\$565.5	7	\$595.0	- 3	+ 5%
No. Twenty-Nine	7	\$530.0	10	\$607.0	+ 3	+ 15%
No. Thirty	6	\$390.0	6	\$582.5	0	+ 49%
No. Forty-Eight	8	\$776.0	3	\$772.0	- 5	- 1%
No. Fifty-Six	1	\$1,560.0	4	\$1,841.0	+ 3	+ 18%
No. Fifty-Eight	57	\$340.0	48	\$346.3	- 9	+ 2%
No. Fifty-Nine	6	\$665.0	11	\$550.0	+ 5	- 17%
No. Sixty-One	0	n/a	3	\$1,430.0	+ 3	n/a
No. Sixty-Five	4	\$1,453.8	2	\$1,750.0	- 2	+ 20%
No. Sixty-Eight	15	\$1,175.0	20	\$1,299.0	+ 5	+ 11%
No. Seventy	11	\$755.0	16	\$812.5	+ 5	+ 8%
Total	571	\$430.0	588	\$480.0	+ 17	+ 12%

2017 AND 2018 SALES BY MUTUAL



2018 ROSSMOOR SALES
 MEDIAN SALES PRICE DISPLAYED IN THOUSANDS

MUTUAL TYPE	Inventory	# Sold 2017	Median 2017	# Sold 2018	Median 2018	# Sold Change	Median Change %
FIRST COOPERATIVE	1,878	164	\$365.0	167	\$380.0	+ 3	+ 4%
CARMEL	184	13	\$375.0	6	\$371.5	- 7	- 1%
GOLDEN GATE	193	19	\$425.0	23	\$427.0	+ 4	0%
MENDOCINO	85	8	\$307.5	4	\$338.5	- 4	+ 10%
MONTEREY	184	13	\$325.0	14	\$354.5	+ 1	+ 9%
SAN FRANCISCAN	190	22	\$432.0	16	\$451.0	- 6	+ 4%
SEQUOIA	460	33	\$325.0	41	\$365.0	+ 8	+ 12%
SONOMA	455	43	\$315.0	55	\$374.0	+ 12	+ 19%
YOSEMITE	127	13	\$420.0	8	\$399.6	- 5	- 5%
SECOND COOPERATIVE	1,387	120	\$352.5	125	\$370.5	+ 5	+ 5%
CARMEL	91	8	\$385.3	6	\$357.5	- 2	- 7%
CLAREMONT	57	8	\$362.5	6	\$320.0	- 2	- 12%
CYPRESS	42	2	\$239.5	6	\$290.0	+ 4	+ 21%
DEL MONTE	77	7	\$205.0	7	\$235.0	+ 0	+ 15%
GOLDEN GATE	115	10	\$428.0	10	\$482.5	+ 0	+ 13%
KENTFIELD	40	3	\$285.0	6	\$412.0	+ 3	+ 45%
MENDOCINO	32	3	\$309.0	3	\$326.0	+ 0	+ 6%
MONTEREY	95	7	\$340.0	10	\$349.5	+ 3	+ 3%
PIEDMONT TNHS	97	2	\$572.5	7	\$595.0	+ 5	+ 4%
SAN FRANCISCAN	50	8	\$474.5	8	\$452.5	+ 0	- 5%
SARATOGA	56	3	\$350.0	4	\$362.0	+ 1	+ 3%
SEQUOIA	252	22	\$346.5	19	\$360.0	- 3	+ 4%
SONOMA	262	25	\$318.0	29	\$399.0	+ 4	+ 25%
TAMALPAIS TNHS	45	6	\$480.0	2	\$534.0	- 4	+ 11%
YOSEMITE	76	6	\$425.0	2	\$428.3	- 4	+ 1%
THIRD CONDOMINIUM	1,676	122	\$640.0	129	\$720.0	+ 7	+ 13%
ABERDEEN	24	1	\$567.0	3	\$565.0	+ 2	0%
ASPEN	17	2	\$359.5	0	-	- 2	n/a
AUGUSTA	21	0	-	1	\$430.0	+ 1	n/a
BELVEDERE	40	1	\$725.0	2	\$794.0	+ 1	+ 10%
BRIDGEWATER	4	0	-	0	-	0	n/a
CASCADE I	110	8	\$677.5	9	\$795.0	+ 1	+ 17%
CASCADE II	32	4	\$609.5	2	\$694.8	- 2	+ 14%
CASCADE IV	4	0	-	0	-	0	n/a
CASTLEWOOD	29	3	\$780.0	1	\$830.0	- 2	+ 6%
CATALINA	4	0	-	0	-	0	n/a
CEDAR	20	3	\$583.0	0	-	- 3	n/a
DIABLO	16	0	-	1	\$525.0	+ 1	n/a
DORAL	44	5	\$570.0	2	\$632.3	- 3	+ 11%
FIRESTONE	29	4	\$647.5	4	\$615.0	0	- 5%
GALLOWAY	60	6	\$650.8	8	\$687.5	+ 2	+ 6%
GREENBRIAR	22	1	\$672.5	3	\$693.0	+ 2	+ 3%
INVERNESS	31	1	\$750.0	5	\$757.0	+ 4	+ 1%
KENTFIELD	40	4	\$557.5	3	\$500.0	- 1	- 10%
KLAMATH	4	0	-	1	\$510.0	+ 1	n/a
KLAMATH 8A	2	0	-	0	-	0	n/a
KLAMATH 8B	2	0	-	0	-	0	n/a
MAGNOLIA	12	1	\$660.0	1	\$700.0	0	+ 6%
MARIPOSA	97	3	\$475.0	11	\$565.0	+ 8	+ 19%
MENDOCINO	4	2	\$340.0	0	-	- 2	n/a
MONTROSE	32	3	\$670.0	2	\$782.5	- 1	+ 17%
PEMBROKE	4	1	\$1,118.0	1	\$1,600.0	0	+ 43%
PINEHURST	59	7	\$595.0	1	\$580.0	- 6	- 3%
PINEHURST II	12	1	\$595.0	1	\$610.0	0	+ 3%

2018 ROSSMOOR SALES
 MEDIAN SALES PRICE DISPLAYED IN THOUSANDS

MUTUAL TYPE	Inventory	# Sold 2017	Median 2017	# Sold 2018	Median 2018	# Sold Change	Median Change %
MODEL							
REDWOOD	32	1	\$639.0	4	\$805.5	+ 3	+ 26%
ROSSLYN	60	4	\$785.0	5	\$871.0	+ 1	+ 11%
SANTA CLARA	32	1	\$520.0	3	\$655.0	+ 2	+ 26%
SANTA CRUZ	16	2	\$505.0	2	\$571.5	0	+ 13%
SHASTA	16	2	\$358.5	1	\$370.0	- 1	+ 3%
SIERRA	122	11	\$600.0	11	\$670.0	0	+ 12%
TAHOE	5	0	-	0	-	0	n/a
TAHOE I	165	5	\$665.0	13	\$790.0	+ 8	+ 19%
TAHOE II	35	3	\$685.0	4	\$697.5	+ 1	+ 2%
TAHOE 5	10	1	\$900.0	2	\$790.0	+ 1	- 12%
TAMARISK	12	0	-	1	\$530.0	+ 1	n/a
VILLA ALHAMBRA	6	0	-	1	\$290.0	+ 1	n/a
VILLA BARCELONA	9	1	\$495.0	0	-	- 1	n/a
VILLA BELMONTE	12	0	-	2	\$337.0	+ 2	n/a
VILLA CASITA	3	1	\$203.0	0	-	- 1	n/a
VILLA CASTILLE	4	1	\$689.0	0	-	- 1	n/a
VILLA CERRO	12	0	-	0	-	0	n/a
VILLA CORDOVA	18	1	\$310.0	1	\$325.0	0	+ 5%
VILLA DE ANZA	18	3	\$495.0	0	-	- 3	n/a
VILLA EL REY	40	2	\$535.0	2	\$635.0	0	+ 19%
VILLA FRANCISCO	18	1	\$640.0	1	\$746.0	0	+ 17%
VILLA LOMA	24	0	-	5	\$880.0	+ 5	n/a
VILLA MADRID	8	2	\$563.8	0	-	- 2	n/a
VILLA NUEVO	22	2	\$822.6	1	\$940.0	- 1	+ 14%
VILLA ROBLES	22	2	\$808.5	0	-	- 2	n/a
VILLA SEVILLE	3	1	\$310.0	0	-	- 1	n/a
VILLA VALENCIA	12	0	-	0	-	0	n/a
WESTCHESTER	90	5	\$780.0	4	\$812.5	- 1	+ 4%
WHITNEY I	35	5	\$1,100.0	3	\$1,305.0	- 2	+ 19%
WHITNEY II	12	1	\$1,100.0	0	-	- 1	n/a
WILLOW	7	0	-	0	-	0	n/a
WOODBRIIDGE	20	3	\$950.0	1	\$1135.0	- 2	+ 19%
WYNDHAM	1	1	\$1,100.0	0	-	- 1	n/a
FOURTH CONDOMINIUM	286	28	\$456.5	26	\$469.1	- 2	+ 3%
CLAREMONT	18	1	\$349.0	4	\$445.0	+ 3	+ 28%
CYPRESS	8	1	\$242.0	2	\$284.5	+ 1	+ 18%
DEL MONTE	14	2	\$274.6	0	-	- 2	n/a
GOLDEN GATE	26	6	\$450.0	3	\$455.0	- 3	+ 1%
KENTFIELD	60	7	\$458.0	3	\$518.5	- 4	+ 13%
PIEDMONT TNHS	42	5	\$674.8	1	\$725.0	- 4	+ 7%
SAN FRANCISCAN	10	0	-	2	\$469.1	+ 2	n/a
SANTA CLARA	22	0	-	6	\$592.0	+ 6	n/a
SANTA CRUZ	8	3	\$505.0	0	-	- 3	n/a
SARATOGA	58	2	\$395.0	5	\$406.0	+ 3	+ 3%
YOSEMITE	20	1	\$455.0	0	-	- 1	n/a
FIFTH CONDOMINIUM	18	1	\$779.0	0	-	- 1	n/a
VILLA ENCANTO	2	1	\$779.0	0	-	- 1	n/a
VILLA GRANDE	2	0	-	0	-	0	n/a
VILLA NUEVO	6	0	-	0	-	0	n/a
VILLA ROBLES	6	0	-	0	-	0	n/a
VILLA VERDE	2	0	-	0	-	0	n/a
NO. 8 COOPERATIVE	103	6	\$422.5	6	\$426.3	0	+ 1%
CLAREMONT	10	0	-	1	\$260.0	+ 1	n/a

2018 ROSSMOOR SALES
 MEDIAN SALES PRICE DISPLAYED IN THOUSANDS

MUTUAL TYPE	Inventory	# Sold 2017	Median 2017	# Sold 2018	Median 2018	# Sold Change	Median Change %
MODEL							
CYPRESS	4	0	-	0	-	0	n/a
DEL MONTE	10	1	\$208.5	0	-	-1	n/a
GOLDEN GATE	11	1	\$415.0	1	\$412.5	0	-1%
KENTFIELD	24	1	\$337.5	0	-	-1	n/a
PIEDMONT TNHS	16	0	-	1	\$645.0	+1	n/a
SAN FRANCISCAN	6	1	\$659.0	0	-	-1	n/a
SARATOGA	10	0	-	1	\$410.0	+1	n/a
YOSEMITE	12	2	\$450.5	2	\$495.0	0	+10%
NO. 22 CONDOMINIUM	43	5	\$439.0	5	\$458.0	0	+ 4%
VILLA BARCELONA	9	1	\$495.0	1	\$520.0	0	+ 5%
VILLA CASITA	3	0	-	1	\$298.0	+ 1	n/a
VILLA CASTILLE	6	0	-	0	-	0	n/a
VILLA MADRID	10	1	\$608.5	0	-	- 1	n/a
VILLA SEVILLE	3	1	\$339.0	0	-	- 1	n/a
VILLA VALENCIA	12	2	\$409.0	3	\$458.0	+ 1	+ 12%
NO. 28 CONDOMINIUM	84	10	\$565.5	7	\$595.0	- 3	+ 5%
SANTA CLARA	36	4	\$548.5	2	\$618.5	- 2	+ 13%
SANTA CRUZ	48	6	\$602.5	5	\$595.0	- 1	- 1%
NO. 29 CONDOMINIUM	106	7	\$530.0	10	\$607.0	+ 3	0%
DEL MONTE	20	0	-	0	-	0	n/a
KENTFIELD	68	5	\$530.0	8	\$574.0	+ 3	+ 8%
SANTA CLARA	18	2	\$580.5	2	\$660.5	0	+ 14%
NO. 30 CONDOMINIUM	76	6	\$390.0	6	\$582.5	0	+ 49%
CATALINA	8	2	\$455.0	1	\$425.0	- 1	- 7%
DIABLO	16	0	-	0	-	0	n/a
KENTFIELD	16	0	-	1	\$687.0	+ 1	n/a
MENDOCINO	8	3	\$320.0	0	-	- 3	n/a
SANTA CLARA	28	1	\$525.0	4	\$582.5	+ 3	+ 11%
NO. 48 CONDOMINIUM	62	8	\$776.0	3	\$772.0	- 5	- 1%
VILLA ENCANTO	2	0	-	0	-	0	n/a
VILLA NUEVO	20	1	\$780.0	3	\$772.0	+ 2	- 1%
VILLA ROBLES	20	4	\$762.5	0	-	- 4	n/a
VILLA VALLE	12	1	\$748.5	0	-	- 1	n/a
VILLA VERDE	8	2	\$783.5	0	-	- 2	n/a
NO. 56 CONDOMINIUM	37	1	\$1,560.0	4	\$1,841.0	+ 3	+ 18%
BRIDGEWATER	14	0	-	4	\$1,841.0	+ 4	n/a
PEMBROKE	14	1	\$1,560.0	0	-	- 1	n/a
WYNDHAM	9	0	-	0	-	0	n/a
NO. 58 CONGREGATE	300	57	\$340.0	48	\$346.3	- 9	+ 2%
ALHAMBRA	4	0	-	1	\$1,025.0	+ 1	n/a
BROOKGREEN	63	13	\$183.0	8	\$170.0	- 5	- 7%
CHATSWORTH	34	2	\$327.0	1	\$350.0	- 1	+ 7%
CYPRESS	49	12	\$350.0	9	\$360.0	- 3	+ 3%
EARLSHALL	8	4	\$633.5	1	\$640.0	- 3	+ 1%
FIOLI	21	2	\$665.0	3	\$675.0	+ 1	+ 2%
HUNTINGTON	13	3	\$675.0	2	\$709.0	- 1	+ 5%
LONGWOOD	4	1	\$660.0	0	-	- 1	n/a
MIDDLETON	27	9	\$349.0	5	\$347.5	- 4	0%
ROSEDOWN	17	7	\$325.0	4	\$324.5	- 3	0%

2018 ROSSMOOR SALES
 MEDIAN SALES PRICE DISPLAYED IN THOUSANDS

MUTUAL TYPE	Inventory	# Sold 2017	Median 2017	# Sold 2018	Median 2018	# Sold Change	Median Change %
MODEL							
ROSEDOWN 8	8	1	\$340.0	3	\$310.0	+ 2	- 9%
SHELBURNE	16	1	\$386.0	5	\$344.0	+ 4	- 11%
VERSAILLES	2	0	-	2	\$362.5	+ 2	n/a
WESTBURY	34	2	\$610.0	4	\$647.5	+ 2	+ 6%
NO. 59 CONDOMINIUM	108	6	\$665.0	11	\$550.0	+ 5	- 17%
LASSEN	6	1	\$685.0	0	-	- 1	n/a
PANORAMA	36	3	\$560.0	2	\$577.0	- 1	+ 3%
SUMMIT	30	2	\$896.0	3	\$953.0	+ 1	+ 6%
VISTA	6	0	-	0	-	0	n/a
WOODSIDE	30	0	-	6	\$545.5	+ 6	n/a
NO. 61 PLANNED DEVEL.	63	0	-	3	\$1,430.0	+ 3	n/a
BLUE OAK	20	0	-	3	\$1,430.0	+ 3	n/a
COASTAL OAK	20	0	-	0	-	0	n/a
LIVE OAK	10	0	-	0	-	0	n/a
VALLEY OAK	13	0	-	0	-	0	n/a
NO. 65 CONDOMINIUM	44	4	\$1,453.8	2	\$1,750.0	- 2	+ 20%
CHURCHILL	16	3	\$1,450.0	0	-	- 3	n/a
KENSINGTON	16	1	\$1,457.6	1	\$1,975.0	0	+ 35%
SHERWOOD	12	0	-	1	\$1,525.0	+ 1	n/a
NO. 68 CONDOMINIUM	233	15	\$1,175.0	20	\$1,299.0	+ 5	+ 11%
ALDER	30	0	-	7	\$1,200.0	+ 7	n/a
ASH	30	2	\$1,075.0	1	\$1,015.0	- 1	- 6%
BAY	32	2	\$928.0	2	\$1196.5	0	+ 29%
BUCKEYE	33	3	\$1,100.0	3	\$1,200.0	0	+ 9%
CASSIA	12	1	\$1,035.0	0	-	- 1	n/a
CHESTNUT	11	1	\$1075.0	0	-	- 1	n/a
DAPHNE	13	0	-	0	-	0	n/a
EUCALYPTUS	36	4	\$1,406.3	2	\$1,850.0	- 2	+ 32%
FUCHSIA	36	2	\$1,368.8	5	\$1,690.0	+ 3	+ 23%
NO. 70 CONDOMINIUM	172	11	\$755.0	16	\$812.5	+ 5	+ 8%
VILLA ENCANTO	28	1	\$920.0	2	\$1087.5	+ 1	+ 18%
VILLA GRANDE	22	1	\$1226.0	1	\$875.0	0	- 29%
VILLA NUEVO	36	0	-	3	\$815.0	+ 3	n/a
VILLA ROBLES	36	5	\$725.0	4	\$785.0	- 1	+ 8%
VILLA VERDE	50	4	\$769.5	6	\$717.5	+ 2	- 7%
TOTAL	6,676	571	\$430.0	588	\$480.0	+ 17	+ 12%

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

2018 ROSSMOOR SALES

MEDIAN SALES PRICE DISPLAYED IN THOUSANDS

