

# SAXON & CO

REAL ESTATE BROKERAGE & INVESTMENTS

OFFERING MEMORANDUM



39 FINAL ENGINEERED RESIDENTIAL LOTS (VISTA DEL VALLE MASTERPLAN)

VICTORVILLE, CALIFORNIA

Prime A

## **DISCLAIMER:**

The information contained herein does not purport to provide a complete or fully accurate summary of the Property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information which prospective buyers may need or desire. We cannot assume responsibility for its accuracy. All financial projections are based on assumptions relating to the general economy, competition, and other factors beyond control of the Owner and Broker and, therefore, are subject to material variation. This Offering Memorandum does not constitute an indication that there has been no change in the business or affairs of the Property or the Owner since the date of preparation of the information herein. Additional information and an opportunity to inspect the Property will be made available to qualified prospective buyers.

Neither Owner nor Broker nor any of their respective officers, agents or principals has made or will make any representations or warranties, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of the Offering Memorandum or its contents. Analysis and verification of the information contained in the Offering Memorandum is solely the responsibility of the prospective buyer, with the Property to be sold on an as is, where-is basis without any representations as to the physical, financial or environmental condition of the Property.

Owner and Broker expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or terminate discussions with an entity at any time with or without notice. Owner has no legal commitment or obligations to any entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until such sale of the Property is approved by Owner in its sole discretion, a written agreement for purchase of the Property has been fully delivered, and approved by Owner, its legal counsel and any conditions to the Owner's obligations thereunder have been satisfied or waived.

This Offering Memorandum and its contents, except such information which is a matter of public record or is provided in sources available to the public (such contents as so limited herein called the "Contents"), are of a confidential nature. By accepting this Offering Memorandum, you unconditionally agree that you will hold and treat the Offering Memorandum and the Contents in the strictest confidence, that you will not photocopy or duplicate the Offering Memorandum or any part thereof, that you will not disclose the Offering Memorandum or any of the Contents to any other entity (except in the case of a principal, who shall be permitted to disclose to your employees, contractors, investors and outside advisors retained by you, or to third-party institutional lenders for financing sought by you, if necessary, in your opinion, to assist in your determination of whether or not to make a proposal) without the prior authorization of the Owner or Broker, and that you will not use the Offering Memorandum or any of the Contents in any fashion or manner detrimental to the interest of the Owner or Broker.



## **TABLE OF CONTENTS**

- I. Opportunity Overview**
- II. Development Overview**
- III. Community Overview**
- IV. Market Overview**

### **EXCLUSIVELY LISTED BY:**

**ANTONIO SAXON**  
**SAXON & COMPANY**  
**310.866.7979**  
**ANTONIO@SAXONANDCOMPANY.COM**  
**CA BRE #01259110**

**SAXON&CO**

REAL ESTATE BROKERAGE & INVESTMENTS



## PROPERTY DESCRIPTION

The property consists of 39 (TR #17516) stand-alone/infill, near final engineered lots within the Vista Del Valle ("Master Plan/Property"), a +/-160 acre, 589-lot Master Planned community within the Golden Triangle Planning Area of the City of Victorville. The 39 Lots conform to current City of Victorville Planning design guidelines and have recently received an extension of its approvals until December of 2021.

Vista Del Valle, 39 (TR# 17519) represents a unique opportunity for an investor, developer or homebuilder to acquire large 39 lots with well in excess of 100K of consultant studies, city approvals and agency resource permits, civil and final engineering- with multiple potential exit strategies. Located in the highly desirable Golden Triangle area of the City of Victorville, just east of Highway 395, south of Bear Valley Road and just south of Mesa Street. Vista Del Valle is ideally located within minutes' drive to Highway 395, US Interstate 15 and major local and regional retail and commercial centers. Finally, the major employment centers of San Bernardino, Riverside and LA Counties are all within a 30 to 45-minute drive as well as the Ontario international Airport.

## PROPERTY HIGHLIGHTS

- Opportunity for investor, developer or homebuilder to acquire 39 stand-alone lots (7200K sf min), part of 589 lot, +/-160-acre master plan- includes over a 100K of civil & final engineering, city approvals & agency permits: multiple exit strategies.
- Infill site, final map near record, w/ all utilities & conforms VV design guidelines.
- 39 Lots can be combined w/ 22 graded, recorded lots (TR 17599): total 51 lots.
- New housing- DR Horton, KB Home, Frontier Homes, Legacy next to Property.
- Several 1000's newer resale homes are surrounding the Property.
- Minutes' drive to Highway 395, US Interstate 15 and major commercial centers
- 130,000 Avg Daily Traffic Count (AADT) at Highway 395 & Bear Valley Road
- Located within 30 to 45-minute drive to major employment centers in the San Bernardino, Riverside & Los Angeles counties

# SAXON&CO

REAL ESTATE BROKERAGE & INVESTMENTS

## COMMUNITY SUMMARY

**LOCATION**

Located in the highly desirable Golden Triangle Planning Area of the City of Victorville, in the general vicinity of Mesa Street and Mesa Linda Road, north of the California Aqueduct and just east of Highway 395, Ideally located within minutes' drive to Highway 395, US Interstate 15 and major commercial centers. Finally, the major employment centers of San Bernardino, Riverside and LA Counties are all within a 30 to 45-minute drive as well as the Ontario international Airport.

**MUNICIPALITY**

City of Victorville, County of San Bernardino, CA

**SUBDIVISION TRACT #'S**

Tract #17516 (39 lots)

TRACT MAPS	LOTS	ACREAGE
17516	39	10.1
Totals	589	160.39

**PROPERTY CONDITION**

The Property has been cleared and all Joshua Trees removed. It is unimproved.

**ENTITLEMENTS**

All Maps are approved until December 2021. Final engineering is near complete & final map recordation can be completed in a short period of time.

**HOMEOWNER'S ASSOCIATION**

There is no HOA currently in place for the Properties.

**CFD INFORMATION**

No other Mello Roos (CFD) has been created for the Property. Buyer, at its election, can form a CFD.

**TAX INFORMATION**

The total tax rate is approximately 1.15% of assessed value with no other fixed assessments.

**UTILITIES**

- Electricity: Southern California Edison
- Water: City of Victorville
- Gas: Southwest Gas Corporation
- Sewer: City of Victorville
- Telephone: Verizon
- Cable: Charter Communications

**EDUCATION****Hesperia Unified School District (C+)**

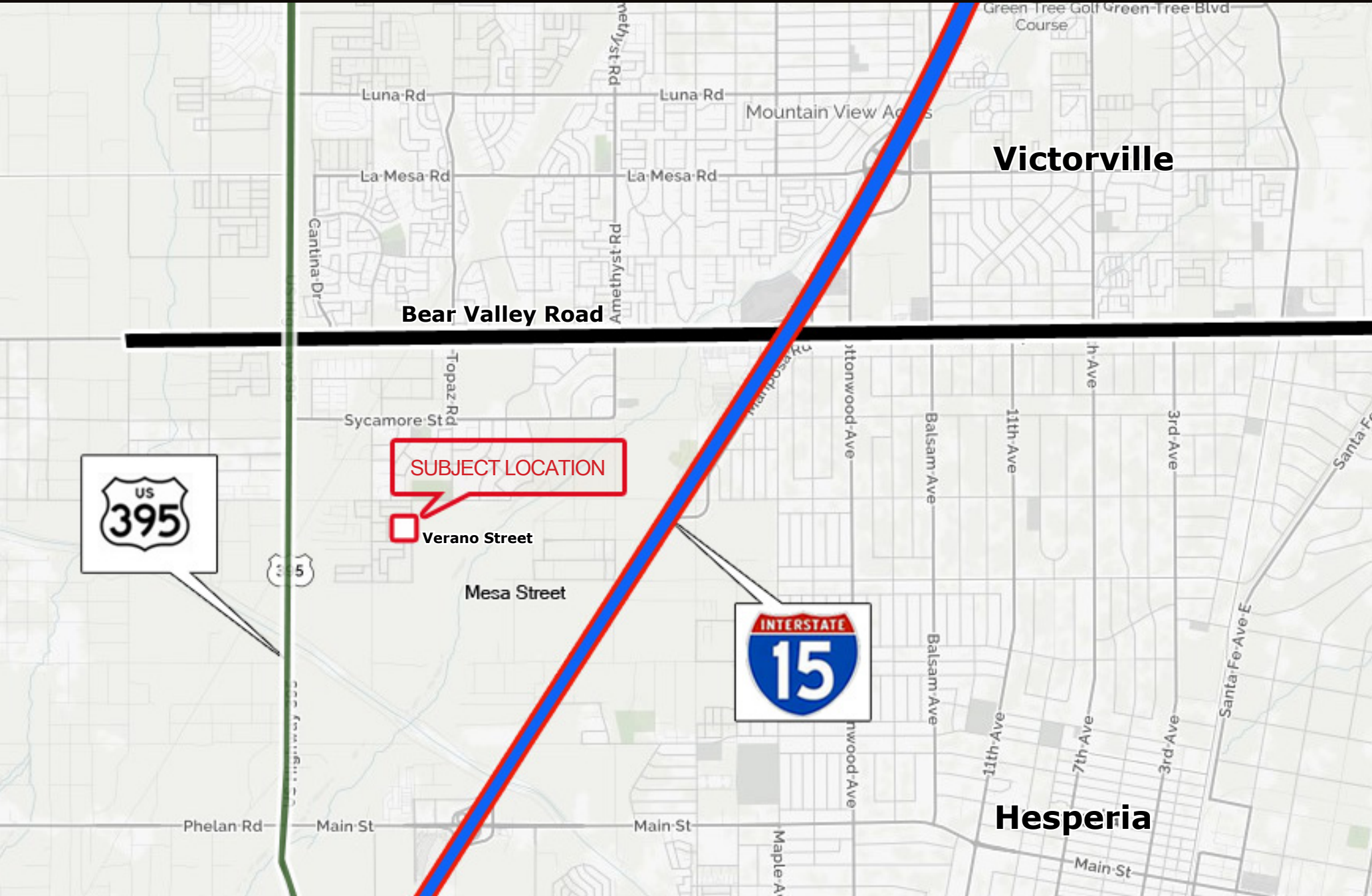
- Hesperia High School District (C+)
- Krystal School of Math, Science & Technology (B+)
- Topaz Preparatory Academy (C+)
- Holly vale Elementary School (C+)

**SAXON&CO**

REAL ESTATE BROKERAGE & INVESTMENTS

# I OPPORTUNITY OVERVIEW

## LOCATION



**Victorville**

**Bear Valley Road**

SUBJECT LOCATION

Verano Street



**Hesperia**



AERIAL MAP



SUBJECT LOCATION



Vista Del Valle

Diversified Pacific

KB Home

Capital Holdings

WBW

Pacific Communities

Pacific Communities

NORTH STAR RANCH

Hesperia High School

Prime A

Sunset Ridge Park

Royal Investors  
ACTK Capital

Prime A

Carl Ross

In-N-Out Burger

Phelan Rd

Main St

Main St

Main St

Main St

Amargosa Rd

Willow St

Eucalyptus St

Maple Ave

Mauna L



## VICINITY MAP

SHOP	
01	Walmart
02	Stater Bros. Markets
03	Dunia Plaza
04	The Mall of Victor Valley
05	Bear Valley Plaza Shopping Center
06	High Desert Gateway Shopping Cen
07	Main Street Shopping Center
08	Maple and MainShopping Center
09	Hesperia Marketplace
10	HiDesert Plaza Shopping Center

PLAY	
01	Eagle Ranch Park
02	Scandia Family Fun Center
03	Green Tree Golf Course
04	Datura Park

LEARN	
01	Vista Verde Elementary School
02	Morgan Kincaid Preparatory
03	Mesa Linda Middle School
04	Victor Valley Christian –Private
05	Silverado High School

WELLNESS	
01	Desert Valley Hospital
02	St. Joseph Health
03	Kaiser Permanente Medical Center
04	Desert Valley Medical Group



## OFFERING GUIDELINES

**OFFERS DUE**

Submit offers in writing to:

antonio@saxonandcompany.com

**PURCHASE PRICE**

Submit offer. Seller will consider Seller financing and various deal structures.

**LETTER OF INTENT**

The subject Property shall be removed from the market and the Feasibility Period shall commence upon the execution of the fully executed Purchase Agreement.

**FEASIBILITY PERIOD**

The Buyer shall have a Feasibility Period in which to investigate all aspects of the Property, including the physical condition of the Property, including the physical condition of the Property. The Feasibility Period shall begin upon the execution of the Letter of Intent.

It is the Seller's intent to have the Feasibility Period Expire 45 days from the execution of the letter of Intent.

**CLOSE OF ESCROW**

Close of escrow shall occur no later than Sixty days (60) from the expiration of the Feasibility Period. Seller may consider carrying a note after sale of the Property.

**TITLE & ESCROW**

To be determined by Buyer and Seller.

**OFFER DETAILS**

Please submit offer in the form of a Letter of Intent. All Bids should clearly identify the Buyer, its principals and/or material aspects of its corporate organization or company. The Buyer's submission should include information regarding Buyer's relevant experience and financial resources, including any intended equity and debt sources of financing for closing the transaction.

**"AS-IS SALE" :NO REPRESENTATIONS AND WARRANTIES**

The Property is being sold "as-is" with no representations or warranties from either the Seller or its affiliates. The information contained in this offering memorandum and provided wherein, is intended to assist a Buyer develop an offer to purchase the Property, but the Buyer must NOT rely solely on anything OTHER than its own due diligence.

**BROKERAGE FEE**

The brokerage fees will be paid for by the Seller. Seller expressly reserves the right, at their sole discretion, to reject any oral expressions of interest or offers to purchase the Property and/or terminate discussions with any party at any time with or without notice.



COMPOSITE TRACK MAPS

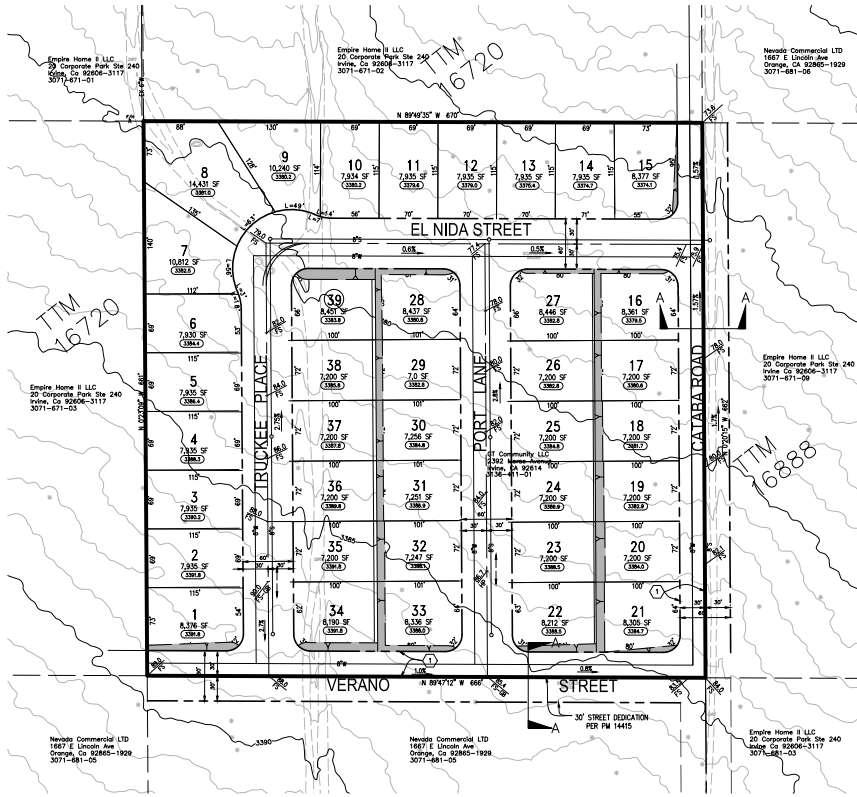
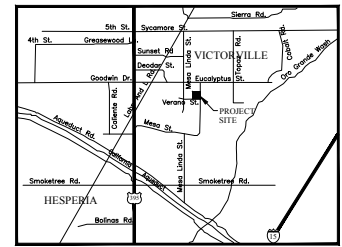


The Buyer of the Property will acquire Vista Del Valle with all existing entitlements, consultant studies and reports and final engineering. Buyer may elect to proceed with final approval and recordation of the final maps.

VISTA del VALLE TRACTS							
TRACT NO.	TRACT ACREAGE	LWAD ACREAGE	RW TO CL ACREAGE	TOTAL ACROSS	LOT COUNT	LOT SIZE	APN
17598	9.21		0.89	10.10	39	70'x100'	3071-871-004
17582	13.00	0.10	0.60	14.06	51	70'x100'	3071-701-03, 22, 06, 06, 07-15
17583	10.20	0.23	0.36	10.81	36	70'x100'	3071-701-20, -21, 3084-411-06, -08, -10
17584							3071-711-01, 3071-721-01
LOT A		26.71		26.71			POR 3071-711-01, POR 3071-721-01
LOT B			6.22	6.22			POR 3071-711-01, POR 3071-721-01
17585	30.22	0.51	2.25	32.98	130	80'x120'	3071-721-01
17586	28.92	0.33	3.21	32.46	113	85'x111'	3071-721-01
17587	23.22	0.46	2.16	26.84	98	70'x100'	3071-721-02
17588	31.16	0.32	2.88	34.36	133	60'x120'	3071-721-01
<b>TOTAL</b>	<b>145.83</b>	<b>30.68</b>	<b>18.97</b>	<b>195.56</b>	<b>600</b>		

# VESTING TENTATIVE TRACT MAP No. 17516

PARCEL 3 OF PARCEL MAP 3616, IN THE CITY OF VICTORVILLE COUNTY OF SAN BERNARDINO, STATE OF CALIFORNIA



**OWNER/DEVELOPER**  
 DEBRA WICK  
 SENIOR PROJECT MANAGER  
 CI COMMUNITY LLC  
 2392 MORSE AVENUE  
 IRVINE, CA 92614  
 (949) 241-8439

**ENGINEER**  
 PAUL AND ROBERTAL, INC.  
 A DIVISION OF DAVID EVANS AND ASSOCIATES  
 1429 CAJON AVENUE, SUITE 101  
 VICTORVILLE, CALIFORNIA 92382  
 (760) 524-9100

**LEGAL DESCRIPTION:**  
 PARCEL 3 OF PARCEL MAP 3616, IN THE CITY OF VICTORVILLE COUNTY OF SAN BERNARDINO, STATE OF CALIFORNIA, FILED IN BOOK 32, PAGE 76, OF MAPS, IN THE OFFICE OF THE RECORDER OF SAID COUNTY.

**BASIS OF BEARINGS:**  
 BEARINGS ARE BASED ON THE NORTHERLY LINE OF THE SOUTHEAST 1/4 OF SECTION 10, T4N, R9W, S8M, BEING NS84°22'27"W PER PARCEL MAP NO. 3616, P.A.M.S. 32/76.

**UTILITY PURCHASES**  
 ELECTRICITY: SOUTHERN CALIFORNIA EDISON CO., 12353 HESPERIA RD., VICTORVILLE, CA 92382 (760) 951-3241

**SEWER:** CITY OF VICTORVILLE, 14545 OND DRIVE, VICTORVILLE, CA 92392 (760) 951-1001

**WATER:** CITY OF VICTORVILLE WATER DISTRICT, 14545 OND DRIVE, VICTORVILLE, CA 92392 (760) 951-5001

**GAS:** SOUTHWEST GAS CORPORATION, 13471 BANFOCA ROAD, VICTORVILLE, CA 92382 (760) 951-6000

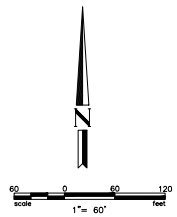
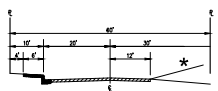
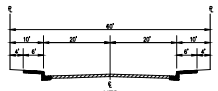
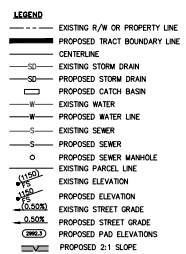
**CABLE:** CHARTER COMMUNICATIONS, 1-888-438-2427, 12180 RIDGECREST RD UNIT 102, VICTORVILLE, CA 92392

**TELEPHONE:** VERISON, VICTOR VALLEY TOWN CENTER, 12133 HESPERIA RD, VICTORVILLE, CA (760) 243-3061

**EASEMENT NOTES**  
 1. INDICATES A 5' EYEFEE OF DEDICATION TO THE COUNTY OF SAN BERNARDINO, CITY OF VICTORVILLE, FOR ROAD PURPOSES, PER P.M. NO. 3616, P.A.M.S. 32/76.

**GENERAL NOTES**

- DATE OF PREPARATION: SEPTEMBER 20, 2015
- APPROXIMATE GROSS AREA = 10.00 AC.
- EXISTING USE: VACANT
- PROPOSED USE: SINGLE FAMILY RESIDENTIAL
- EXISTING ZONING: R1
- PROPOSED ZONING: R1
- ADJACENT LAND USE: NORTH-RESIDENTIAL, SOUTH-VACANT, EAST-VACANT, WEST-VACANT
- EXISTING GENERAL PLAN: RESIDENTIAL
- PROPOSED GENERAL PLAN: RESIDENTIAL
- FLOOD ZONE: PER FEMA MAP ASSISTANCE TECHNICAL SUPPORT AND THE CITY OF VICTORVILLE ENGINEERING DEPARTMENT, THE SUBJECT PROPERTY HAS NOT BEEN MAPPED BY FEMA.
- ASSESSORS' PARCEL NUMBERS: 3136-411-01
- ALL DIMENSIONS ARE APPROXIMATE.
- SLOPES WILL NOT EXCEED 2 FEET HORIZONTAL TO ONE FOOT VERTICAL.
- CONTOURS AND SPOT ELEVATIONS AS SHOWN HEREON WERE COMPILED PHOTOGRAMMETRICALLY FROM AERIAL PHOTOGRAPHY TAKEN IN DECEMBER 2004.
- MINIMUM LOT SIZE: 7200 SQ. FT., NUMBER OF LOTS: 38 RESIDENTIAL LOTS.
- SANITARY SEWER SYSTEM SHALL BE PUBLIC.
- SCHOOL DISTRICT: HESPERIA SCHOOL DISTRICT, 15576 MAIN STREET, HESPERIA, CA 92345 (760) 244-9323
- PER THE CITY OF VICTORVILLE PLANNING DEPARTMENT, BUILDING SETBACK REQUIREMENTS ARE: FRONT: 20 FEET, REAR: 20 FEET INTERIOR, SIDES: 5 FEET, SIDES ADJACENT TO STREETS: 10 FEET
- FIRE FLOW: 2000 GPM @ 20 PSI.



REV.	REVISION DESCRIPTION	DATE	ENGR.	CITY	DATE



**Paul & Robertal**  
 A Division of David Evans and Associates, Inc.  
 1429 CAJON STREET, SUITE 101 • VICTORVILLE, CA 92382 • 760-524-9100  
 PREPARED UNDER THE SUPERVISION OF:  
 DEAN A. PARADISE, R.C.E., NO. C38385

CITY OF VICTORVILLE, CALIFORNIA		TENTATIVE TRACT MAP NO. 17516	
DRAWN BY:	HP	SCALE:	1" = 60'
DESIGNED BY:	PH	DESIGN DATE:	09-20-15
CHECKED BY:	PH	DRAWN BY:	HP
APPROVED BY:	PH	DATE:	
CITY ENGINEER:	R.C.E.	DATE:	

V:\Projects\17516\17516-000\Drawings\Plan\17516-000-000.dwg  
 DATE: 09-20-15 10:58 AM  
 PLOT: 09-20-15 10:58 AM



## Victor Valley, CA

Victorville lies at the heart of Southern California attractions, from beautiful beaches on the Pacific coast to hiking, camping and skiing in the San Bernardino mountains. Outdoor activity is a mainstay in weather-friendly Victorville. Year-round moderate temperatures make it perfect for swimming, golf, team sports and children's activities.

## NOTABLE RESORTS INCLUDE:

Bear Mountain Resort

Lake Arrowhead Village

Mount Baldy Ski Area

Mountain High Resort

Snow Summit

Snow Valley Mountain Resort



## DINING

Over the past year alone, Victor Valley has seen an increase in restaurants and local breweries expanding from the Los Angeles area. Oak Hills Brewing Company, one of the most popular spots in Hesperia, hosts trivia night every week



## RECREATION

Victor Valley is in a prime location for those who love the outdoors. Whether it's a weekend trip to Big Bear Lake or kayaking on Hesperia Lake, the valley offers it all.



## ARTS

With over four schools in the Victor Valley dedicated to art, residents are able to express their creative side by registering for classes at the schools, participate in local poetry readings, and even showcase their work at local farmer's markets.



## EMPLOYMENT

Victor Valley's top employers include Southern California Logistics Airport, Victor Valley College (seen above), and Desert Valley Hospital. Residents also benefit to the short commute times on Interstate 15 to cities like Fontana.

## VICTOR VALLEY

### MOJAVE RIVER VALLEY & PACIFIC CREST TRAIL

The Mojave River Valley has been inhabited for over 8,000 years, a site was first home to the Serrano Native Americans who lived along the Mojave River. Through out its 120 mile course, the river makes its way to the present day Mojave River Dam south east Victor Valley. The Mojave River isn't the only prominent and historical characteristic of Victor Valley, the Pacific Crest Trail also runs through the southern tip of the city with a 33 mile trail called Mojave River Forks, which offers panoramic views of the entire valley.

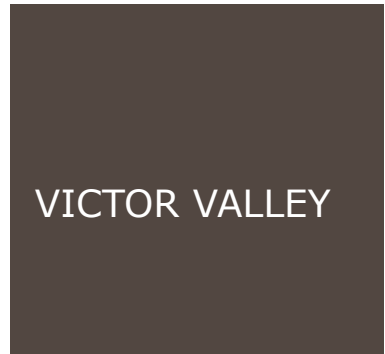
### LAKES & RECREATION

Whether on foot, bike, or even kayak, there are plenty of activities to explore the community of Victor Valley. With miles of natural open space located at the southern tip of Victor Valley, it is a haven for outdoor enthusiasts who frequent spots like Hesperia Lake Park and the Mojave River Forks. Those who enjoy exploring new trails, fishing, boating, and camping will enjoy the close proximity to Silverwood Lake, Spring Valley Lake, and Lake Arrowhead.

TOP 20 BEST PLACES TO RAISE A FAMILY IN SAN BERNARDINO COUNTY.

CLOSEST CITY IN VICTOR VALLEY TO SURROUNDING LAKE RESORTS.

TOP 15 MOST DIVERSE AND WELCOMING PLACES TO LIVE IN SAN BERNARDINO COUNTY



In Victor Valley, it is almost impossible to not embrace the outdoors with the miles of natural trails and open space that are located within the community.

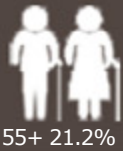


...THE GATEWAY TO THE HIGH DESERT



DEMOGRAPHICS | SAN BERNARDINO COUNTY

POPULATION | 2,035,210



MEDIAN AGE



HOUSEHOLD INCOME



\$54,469

Median Household Income

MISSION STATEMENT

The mission of County of San Bernardino is to satisfy its residents by providing service that promotes the health, safety, well being, and quality of life of its residents according to the County Charter, general laws, and the will of the people it serves.

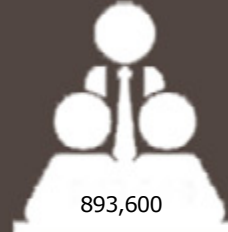
UNEMPLOYMENT



#OF HOUSEHOLDS



# OF EMPLOYEES



SCHOOLS



- Top Rated
- Award Winning
- Activity Focused
- Great Student-Teacher Ratios

COUNTY AMENITIES



MAJOR CITIES



San Bernardino  
61.95 square miles



Lake Arrowhead  
18.95 square miles



Victorville  
73.89 square miles



Fontana  
43.02 square miles

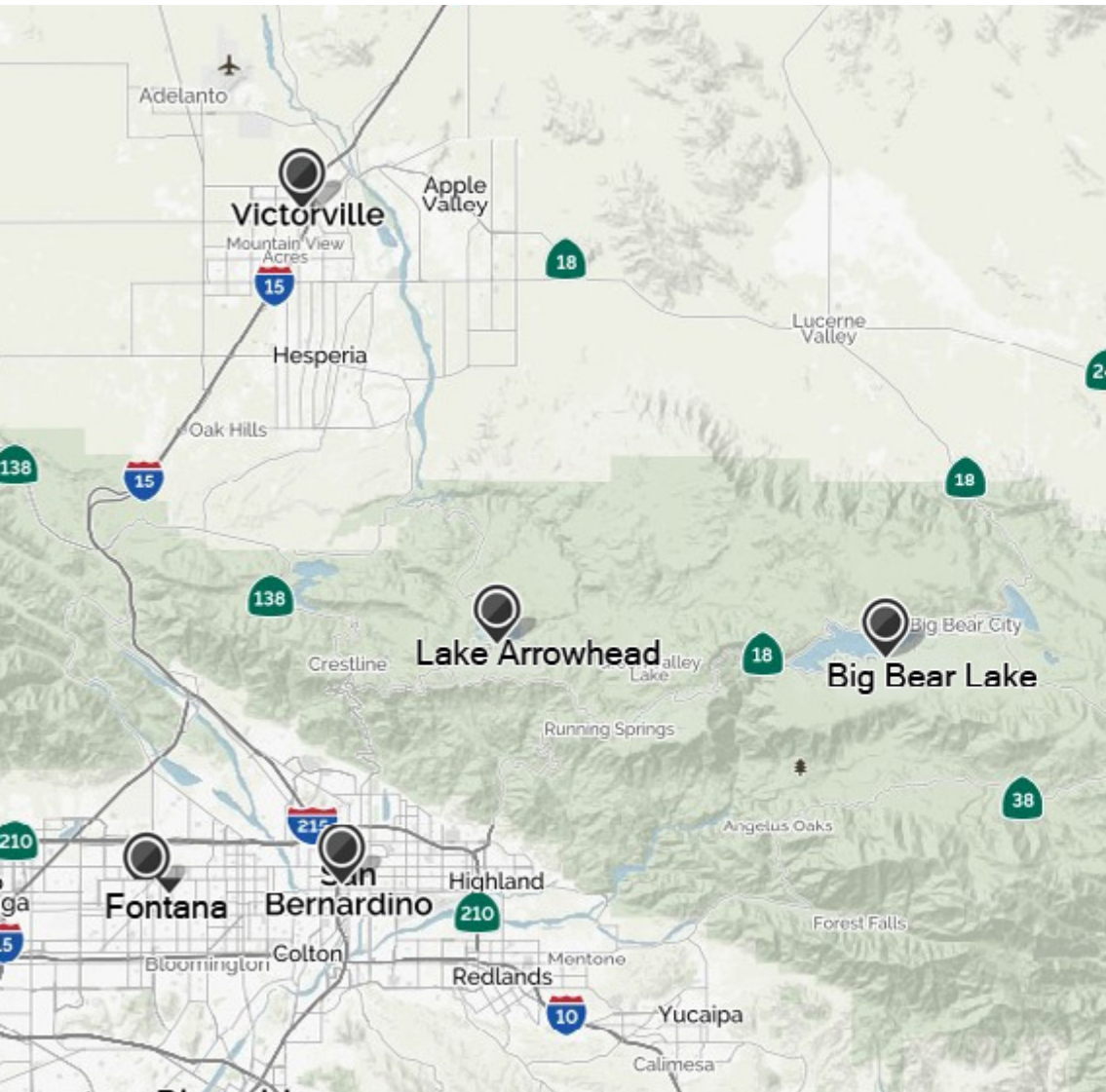
COMMUTE TIMES



29.9 Minutes  
Average Commute time for all of San Bernardino County



DRIVE TIMES



**Big Bear Lake**  
**1 hour 10 minutes**



**Lake Arrowhead**  
**55 minutes**



**Fontana**  
**31 minutes**



**San Bernardino**  
**25 minutes**



**Hesperia**  
**10 minutes**

**HESPERIAN UNIFIED SCHOOL DISTRICT:**

Hesperia Unified School District was formed in 1987. Prior to that, we were a mix of Hesperia Elementary School District and Victor Valley Union High School District. We currently include 3 comprehensive high schools, 2 continuation high schools, 3 middle schools, 12 elementary schools, 3 choice schools, 2 alternative schools, 1 adult education school, and 5 charter schools. We serve and educate over 23,000 brilliant individuals. We are also the largest employer in the high desert with over 2,500 amazing staff members.

**HESPERIA UNIFIED SCHOOL DISTRICT (C+)**

- Hesperia High School District (C+)
- Krystal School of Math, Science & Technology (B+)
- Topaz Preparatory Academy (C+)
- Holly vale Elementary School (C+)

**PRIVATE SCHOOLS**

Several private schools are located near the Property.

**HIGHER EDUCATION:**

Several universities and colleges are within driving distance from Victorville, including:

- California Baptist University
- Brandman University (formerly Chapman University)
- Azusa Pacific University,
- Victor Valley Community College,
- University of La Verne
- Barstow Community College,
- California State University San Bernardino
- University of Redlands
- University of Phoenix
- Loma Linda University.



### MAJOR EMPLOYERS:

Formerly the U.S. George Air Force Base, and now taking global access into the 21st century, the Southern California Logistics Airport (SCLA) is a dedicated air cargo facility and a 5,000-acre master planned, multimodal business complex. The SCLA integrates manufacturing, industrial and office facilities with nine core business units that include: air cargo, aviation maintenance, rail complex, real estate development, military defense programs, flight testing, advanced flight training, charter passenger service, and business & executive jet travel center. SCLA employs a highly skilled and diverse work force from the Inland Empire and greater Los Angeles. SCLA has been designated a Foreign Trade Zone (FTZ) and is now a significant source of new jobs in the area. Companies locating their business in SCLA receive additional benefits from the Local Agency Military Base Recovery Act (LAMBRA).

Cal Portland Company opened a regional facility in nearby Adelanto in 2016, Also Big Lots is opening a 1M sf regional Distribution facility in Apple Valley later this year.

Dr. Pepper opened their new location at the SCLA in Victorville in 2012. It will be the company's Western hub in a regional manufacturing and distribution footprint, serving consumers in California and parts of the desert Southwest. Located on 57 acres, the new 850,000-square-foot facility represents a \$150 million investment. The new facility offers 550,000 square feet of warehouse space and 300,000 square feet of production. The production space features five bottling lines with the room to add three more lines. While the plant will not produce Dr. Pepper, it will manufacture a range of DPS brands, including Snapple, Mott's, Hawaiian Punch, Nantucket Nectars, Clamato, Deja Blue, Real Lemon and Mr.and Mrs. T. When the facility is fully operational, it is projected to produce 40 million cases a year and employ approximately 200 people. Employers are benefiting from an expanding and skilled workforce. The Victor Valley's population is expected to grow at a faster rate than the US.



## COMPETITIVE MARKET AREA

- 
- 
- 
- 
- 
- 
- 
- 
- 
- 
- 
- 

**STONE BRIAR BY FRONTIER HOMES**

**DIAMOND RIDGE BY FRONTIER HOMES**

**FALCON RIDGE BY KB HOME**

**JUNIPER AT SILVERSTONE BY D.R. HORTON**

**SUN CITY APPLE VALLEY BY DEL WEBB**

**SKYHAVEN II BY EVERGREEN HOMES**

**SPRINGFIELD BY LEGACY HOMES**

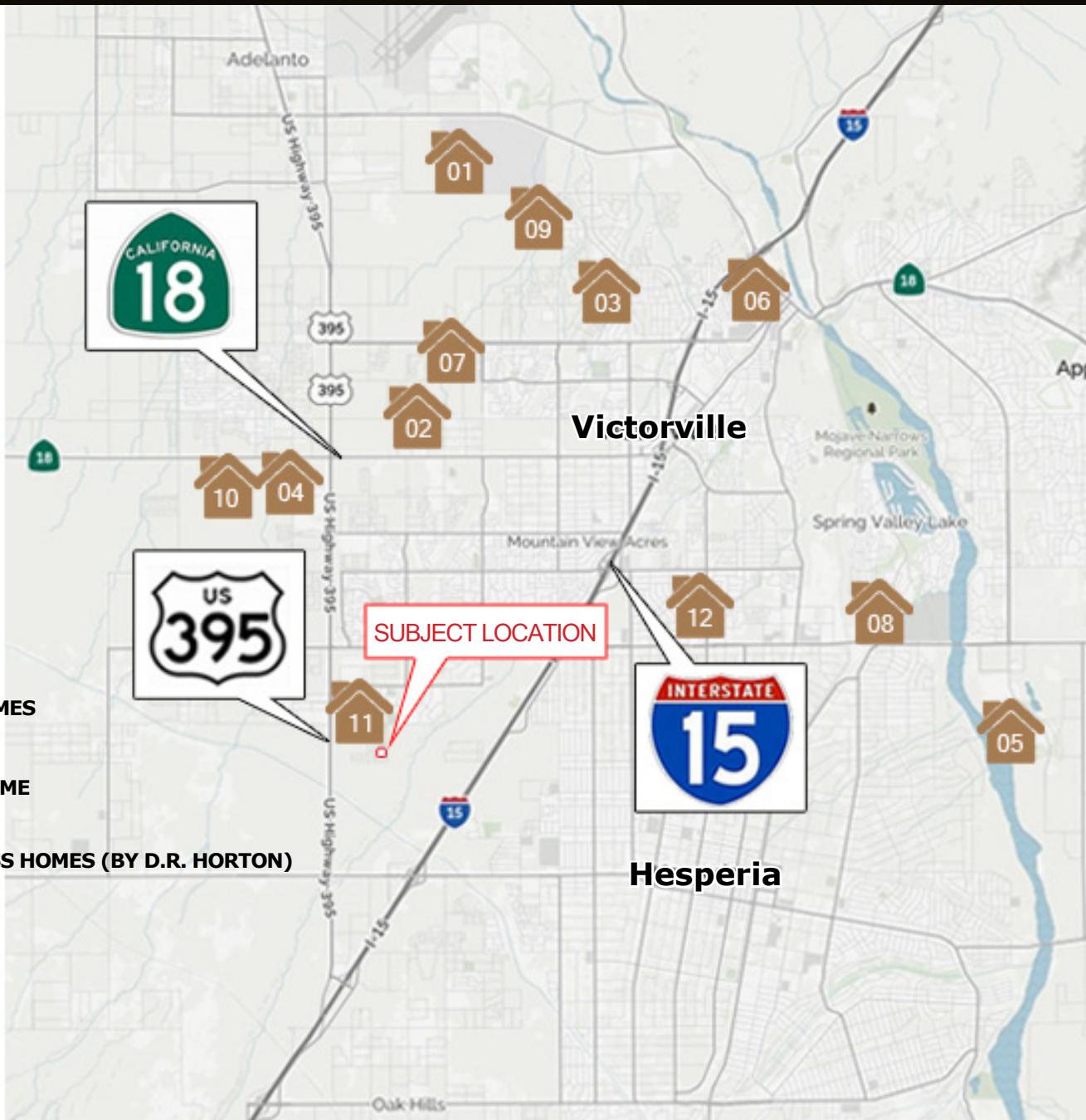
**LEGACY COLLECTION BY VISTA PACIFIC HOMES**

**WILDFLOWER AT LAS HACIENDAS BY KB HOME**

**AGAVE POINTE AT SILVERSTONE BY EXPRESS HOMES (BY D.R. HORTON)**

**AMBER BY LEGACY HOMES**

**MOUNTAIN VIEW BY LEGACY HOMES**





## COMPETITIVE MARKET OVERVIEW



	*SUN CITY APPLE VALLEY	JUNIPER AT SILVERSTONE	AGAVE POINTE AT SILVERSTONE	WILDFLOWER AT LAS HACIENDAS
Submarket	Apple Valley	Victorville	Victorville	Victorville
Builder	Del Webb	D.R.Horton	Express Homes (by D.R.Horton)	KB Home
Min. Lot Size	5,500	7,200	7,200	7,200
Opening Date	1/1/2004	3/3/2018	2/24/2018	5/27/2014
Total Homes	1,750	64	41	165
Total Homes Sold	1,730	24	20	163
Total Homes Remaining	5	40	21	2
Monthly Sales Rate	10.1	9.0	6.0	3.9
Average Price	\$299,000	\$339,900	\$309,900	\$279,990
Average Price / SF	\$158	\$135	\$148	\$124
Average SF	1,893	2,516	2,085	2,252
Homeowners Association	\$184	\$0	\$0	\$0
Total Tax Rate with Assessments	1.25%	1.83%	1.83%	2.20%



## COMPETITIVE MARKET OVERVIEW



	SKYHAVEN II	SPRINGFIELD	STONE BRIAR	DIAMOND RIDGE
Submarket	Victorville	Victorville	Adelanto	Victorville
Builder	Evergreen Homes	Legacy Homes	Frontier Communities	Frontier Communities
Min. Lot Size	7,400	5,000	7,200	7,000
Opening Date	8/31/2017	6/8/2015	4/29/2017	12/2/2017
Total Homes	59	135	65	122
Total Homes Sold	42	120	60	20
Total Homes Remaining	17	15	5	102
Monthly Sales Rate	4.2	4.1	5.2	3.5
Average Price	\$289,490	\$296,010	\$274,417	\$332,507
Average Price / SF	\$154	\$136	\$150	\$141
Average SF	1,885	2,172	1,827	2,360
Homeowners Association	\$0	\$0	\$0\$0	\$0
Total Tax Rate with Assessments	1.25%	2.00%	1.55%	1.36%





## COMPETITIVE MARKET OVERVIEW



	FALCON RIDGE	LEGACY COLLECTION	AMBER	MOUNTAIN VIEW
Submarket	Victorville	Hesperia	Victorville	Victorville
Builder	KB Home	Vista Pacific Homes	Legacy Homes	Legacy Homes
Min. Lot Size	7,300	18,000	7,200	6,000
Opening Date	8/19/2017	6/6/2015	Summer 18	Summer 18
Total Homes	59	42	89	56
Total Homes Sold	9	33	0	0
Total Homes Remaining	50	9	0	0
Monthly Sales Rate	1.0	1.0		
Average Price	\$263,490	\$359,233	\$299,000	\$359,000
Average Price / SF	\$130	\$173		
Average SF	2,026	2,078		
Homeowners Association	\$0	\$0		
Total Tax Rate with Assessments	1.40%	1.20%	1.20%	1.20%