

Real Estate Market and Activity Report for the **City of Oxnard, CA**

June 1, 2019 to November 30, 2019



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About Oxnard, California

Located on California's South Coast, Oxnard is a city in Ventura County, CA. Boasting some of the best weather in the World, it is the most dynamic city in the County. Incorporated in 1903, Oxnard lies approximately 60 miles west of downtown Los Angeles and is part of the larger Greater Los Angeles area. Known for the fertile Oxnard Plain, it's agricultural center revolves around strawberries. Oxnard is also a major transportation hub in Southern California, with Amtrak, Union Pacific, Metrolink, Greyhound, Intercalifornias and a small regional airport, Oxnard Airport (OXR).

About the Market Report

This report includes Residential properties only: Single Family Homes, Condos, and Townhouses Sold in the Coastal City of Oxnard, CA. The report reflects the most recent **Sold Listings and the Median Home Price from June 1st to November 30th, 2019.**

For comparison purposes, I have **also included total Sold Listings and the Median Home Price for years 2016, 2017, and 2018.**

Summary of Units SOLD and Median Home Price in Oxnard Year 2016, 2017, 2018:

Time Frame	Total Listings Sold	Median Home Price	Days On Market
Year 2016	1,339	\$437,000	55
Year 2017	1,422	\$480,00	46
Year 2018	1,251	\$505,000	46
6/01/19-11/30/19	741	\$525,000	49

In the year 2016 a total of 1,339 properties sold and the median home price for that year was \$437,000. We noticed a jump in homes sold by 103 properties the following year. In 2017 a total of 1,422 properties sold and the median price for that year was \$480,000. The median home price increased by \$43,000 from the previous year. In 2018 a total of 1,251 properties sold, dipping by 171 properties from previous year, and the median home price ended for that year at \$505,000; an increase of \$25,000 from previous year.

Overall home values have increased while days on market remain consistent with homes selling very quickly in less than 60 days.

More recently, from June 1st to November 30th, 2019, a total of 741 properties have sold and the Median Price is \$525,000.

Furthermore, the city of Oxnard has very limited inventory of detached standard 3 bedroom 2 bath Single Family Homes available for families and it is reflected in the fact that only 122 houses SOLD in the last six months of which the **lowest priced Single Family Home was \$355,000** and the **highest priced 3 bedroom 2 bath home sold for \$1,205,000.**

Points to Consider on the Real Estate Market of Oxnard:

- Consistent Real Estate Market in Oxnard in terms of homes sold and value increase.
- No less than 1,200 properties have sold since 2016.
- From 2016 to 2017 there was an increase of properties sold by 103, then dipping from 2017 to 2018 by 171 properties yet values still increased.
- Median Home Values continue to increase year over year.
- 2016 to 2017 had the biggest increase in value by \$43,000 year over year
- From 2016 to 2018 the median home price increased by \$68,000

Sold Properties in Oxnard, CA

The following residential property types are included in this report: Condominiums, Single Family Homes, and Townhouses sold in the past six months. A total of **741** properties have SOLD in the City of Oxnard. The **Median Sales Price** of a property is **\$525,000** with the lowest sale price of **\$175,000 1 bedroom 1 bath Condo**. The **Highest Sale Price** is **\$3,726,703**- this is a 6 bedroom 5 bath house.

The Median Days on the Market is 49 days indicating properties are selling quickly. Additionally, we are noticing that very well priced properties that are **Move-In Ready sell even faster** than the Median Days on the Market. Moreover, we continue to see a few distressed properties being sold within this community. Below are the most recent **11** sales:

Address	Price	BD	T BA	SqFt	Lot SqFt	Yr Blt	CDIM
1925 Ginger ST #202	\$175,000	1	1	522	522	1967	42
1920 N H ST 139	\$170,000	1	1	522	1,742	1967	3
2901 Peninsula RD 238	\$385,000	1	1	681	690	1974	125
865 S B ST A2	\$227,000	1	1	710	692	1992	7
865 S B ST P2	\$240,500	1	1	710	705	1992	51
865 S B St H1	\$233,000	1	1	710		1992	41
2037 Blackberry CIR	\$299,000	1	1	767	1,380.85	1989	42
865 S B ST A3	\$252,000	1	1	838	675	1992	10
3605 Ocean DR	\$2,125,000	1	1	940	2,625	1970	0
1901 Victoria AVE 209	\$390,000	1	2	1,697	1,599	2008	31
1901 Victoria AVE 105	\$402,000	1	2	1,756	878	2009	125

Current Properties For Sale in Oxnard

Currently there are a total of **197** Active Listings of Condos, Townhouses, and Single Family Homes for Sale in Oxnard. Under Contract and Pending Sale are a total of **131** properties. The current **Median Listing Price** is **\$689,000** and the **Median Time on the Market** is approximately **87** days.

Approximately **37** properties were **Withdrawn** from the market. We continue to notice very limited inventory throughout the entire city especially within premiere neighborhoods. These are the **10** most recent active listings:

Some of The Active Listings:

3643 Ocean DR	\$1,995,000	1	1	550	2,625	1952	100
227 N Garfield AVE	\$289,000	1	1	612	1,600	1945	25
3101 Peninsula RD 208	\$359,500	1	1	681	691	1974	496
3101 Peninsula RD 105	\$350,000	1	1	681	691	1974	324
3101 Peninsula RD 209	\$360,000	1	1	681	691	1974	96
3101 PENINSULA RD 107	\$329,000	1	1	681	691	1974	53
2901 Peninsula RD 342	\$384,000	1	1	681	699	1974	265
3101 Peninsula RD 211	\$359,950	1	1	681	699	1974	64
865 S B ST G1	\$227,000	1	1	710	706	1992	18
1901 Victoria AVE 306	\$325,000	1	1	909	878	2008	4

Recent Under Contract and Pending Sale in Oxnard

Status	Address	Price	BD	T BA	SqFt
Active Under Contract	3748 Ocean DR	\$849,500	2	1	828
Active Under Contract	3042 Concord DR 34	\$275,000	2	1	832
Active Under Contract	4173 OCEAN DR	\$1,899,000	2	2	941
Active Under Contract	1410 Friedrich LN C	\$295,000	2	2	989
Active Under Contract	3195 Kelp LN	\$349,900	2	2	1,051
Active Under Contract	2941 Kelp LN	\$330,000	2	2	1,051
Active Under Contract	116 La Brea ST	\$999,000	2	2	1,300
Active Under Contract	2103 Martinique LN	\$539,000	2	2	1,368
Active Under Contract	5254 SEABREEZE WAY	\$900,000	2	2	1,691
Active Under Contract - Status Change	4066 Tradewinds DR	\$969,000	2	2	1,700
Active Under Contract	402 Johnson RD	\$280,000	2	3	1,195

Status	Address	Price	BD	T BA	SqFt
Pending	226 N Bonita AVE	\$389,000	2	1	672
Pending	1724 Alexander ST	\$284,900	2	1	792
Pending	3817 SUNSET LN	\$799,000	2	1	928
Pending	3001 Isle WAY C	\$309,999	2	2	945
Pending	3025 W Hemlock ST B	\$264,000	2	2	945
Pending	3055 Kelp LN	\$315,000	2	2	1,042
Pending	2055 Majorca DR	\$535,888	2	2	1,217
Pending - Status Change	2067 San Sebastian DR	\$579,888	2	2	1,218
Pending	2204 Martinique LN	\$599,888	2	2	1,368
Pending - Status Change	1748 Emerald Isle WAY	\$850,000	2	2	2,164
Pending	735 Kingfisher WAY	\$374,900	2	3	1,222

Expired Properties in Oxnard

In the past six months, there was a total of **130 Expired Listings** which reflect properties that did not sell at all usually due to price, terms and conditions

outside the local market forces. Most of the time the cause is an inflated price but not necessarily always the case. The condition of the property, accessibility to show, property location and style, as well as the lack of a Marketing Plan behind the listing can play a role in **NOT** selling the home. In addition, properties are subject to local neighborhood market forces and city statistics which must be taken into account when selling the home.

(This is why all my clients get a Free No Obligation Property Valuation and an updated Competitive Market Analysis (CMA) before they list their home. Please inquire about a proper CMA for your property today.)

Most Recent Expired Listings:

Status	Address	Price	BD	T BA	SqFt
Expired	1920 N H ST 136	\$175,000	1	1	522
Expired	209 Cahuenga DR	\$599,000	1	1	560
Expired	3101 Peninsula RD 203	\$369,000	1	1	681
Expired	3101 Peninsula RD 204	\$375,000	1	1	681
Expired	2901 Peninsula RD 237	\$368,000	1	1	681
Expired - Status Change	2901 PENINSULA RD 234	\$374,999	1	1	681
Expired	2901 Peninsula RD 341	\$395,000	1	1	681
Expired	3101 Peninsula RD 119	\$420,000	1	1	801
Expired - Status Change	2134 Alexander ST	\$289,000	2	1	792
Expired	145 Santa Monica AVE	\$695,000	2	1	797
Expired	2466 Balboa ST	\$405,000	2	1	812

10 Critical Ideas You Should Know to Increase Home Value in Oxnard:

- **The Front Door:** Many of us pull into our garages, rarely ever even using our front door other than to greet guests from the inside—never seeing what our guests see as they’re standing at the door waiting for us to greet them. A clean, freshly painted front door with a new welcome mat is the best way to give your buyers a truly positive first impression. Fresh seasonal flowers in a nice pot also make your buyers feel at home before they even enter the front door!
- **Address any deferred maintenance:** A pre-inspection is always a great idea – even newer homeowners can have hidden repairs that will be discovered with the buyer's inspector. These items tend to elongate the list of repairs that the buyers find and put doubt in their minds as to how well the home has been maintained in general. Glaring items are important to address pre-listing such as caulking, broken seals on windows, dripping faucets, etc. Those little things also give buyers pause, wondering if there are hidden issues since the glaring ones haven’t been addressed.
- **Neutral colors:** This is likely one of the biggest complaints buyers have when touring homes with loud or bright colored paint. The paint may have been your child’s favorite color of purple but, neutralizing that one room can make a huge difference in buyer's opinion of your home. It’s a ‘cheap’ investment that goes a long way in getting your home SOLD!
- **De-Personalize:** Buyers love looking at photographs and trying to ‘figure out’ your familial status...are you downsizing?...is your family growing and you’ve grown out of the house?...will the same thing happen to them? You don’t want buyers looking at your photos, you want them looking at your HOUSE!

- **De-Clutter:** Cleaning closets and drawers are just as important as cleaning the carpets. Buyers are going to open the cabinets, drawers and closets and you don't want them to think that you have run out of room in your house (meaning that there isn't enough storage in your home). Get rid of it by giving it away, selling it or packing what you're not using. Remember, you're soon going to be packing anyway – why not start now?
- **Garage:** You may choose to use your garage for storage but, your buyers may want to park their cars in there. If the garage is full of furniture and boxes, the buyers can't see that they will have a good sized garage for parking. Rent storage space and clean out that garage!
- **Floors:** Do your hardwoods need to be refinished? Does the carpet need cleaning or replaced? Gone are the days that buyers want a 'carpet allowance.' Buyers want move-in ready and floors are an important item that they will be looking at closely.
- **Windows:** Clean your windows and screens and let the sunshine IN! If you have windows with a broken seal (cloudy in between the two layers of glass), go ahead and have them replaced. This is an item that inspectors WILL find and buyers WILL ask for you to replace them. You have more time now to replace those windows then later when you're packing to move!
- **Kitchen:** Kitchens and baths are the most important parts of the house to many buyers. If your kitchen needs updating, go ahead and do that NOW– buyers do NOT want any updating to do when they move in. As our lives are so much busier than ever before, buyers during the last 3-5 years have been bypassing homes that need updates. We see it all the time – the bones are excellent- but they want move-in ready. If your kitchen is updated, be sure that all cabinets, drawers, the pantry and countertops are all clean and organized.

- **Landscaping:** Outdoor living areas are huge this year! Buyers want maintenance-free and want a lovely yard (or garden). Be sure that your flower beds have a few seasonal annuals blooming and fresh mulch to make a clean, finished landscape. Get rid of weeds and trim the hedges. Also, be sure that all of the children's toys and bicycles are stored away properly and not left on the driveway or lawn.

Bonus tip for selling your **Oxnard** home when you do get it ready for the market: **VACATE** your home when potential buyers come to visit. **DON'T** be the elephant in the room! Your presence will make it difficult or awkward for the buyers to discuss their thoughts and feelings openly with their agent or partner. They will also rush through your home so as not to cause **YOU** any inconvenience with them being there.

Testimonials:

"Through the dozen or so packages I had to submit, monthly up to date paystubs, bank statements and all the other paperwork that was required David and his team NEVER left my side and he never failed to provide a buyer for my home. He promised he would be there "until the fat lady sang", and that's exactly what happened. It took two years and two different companies to go through, but I would never had stood a chance if David Tovar at Exit Castillo Realty wasn't on my side. My family and my co-borrower's family owe him a sincere debt of gratitude. Thank you so much for not quitting on us!"

Switzer Family Port Hueneme CA

"From start to finish David has been absolutely amazing..."

Lewis Family Oxnard Shores

"I just want to say that I really had the great pleasure of working with David in getting my house SOLD. True professional and I would recommend him to anybody."

Mr. Perks Seller in Oxnard



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