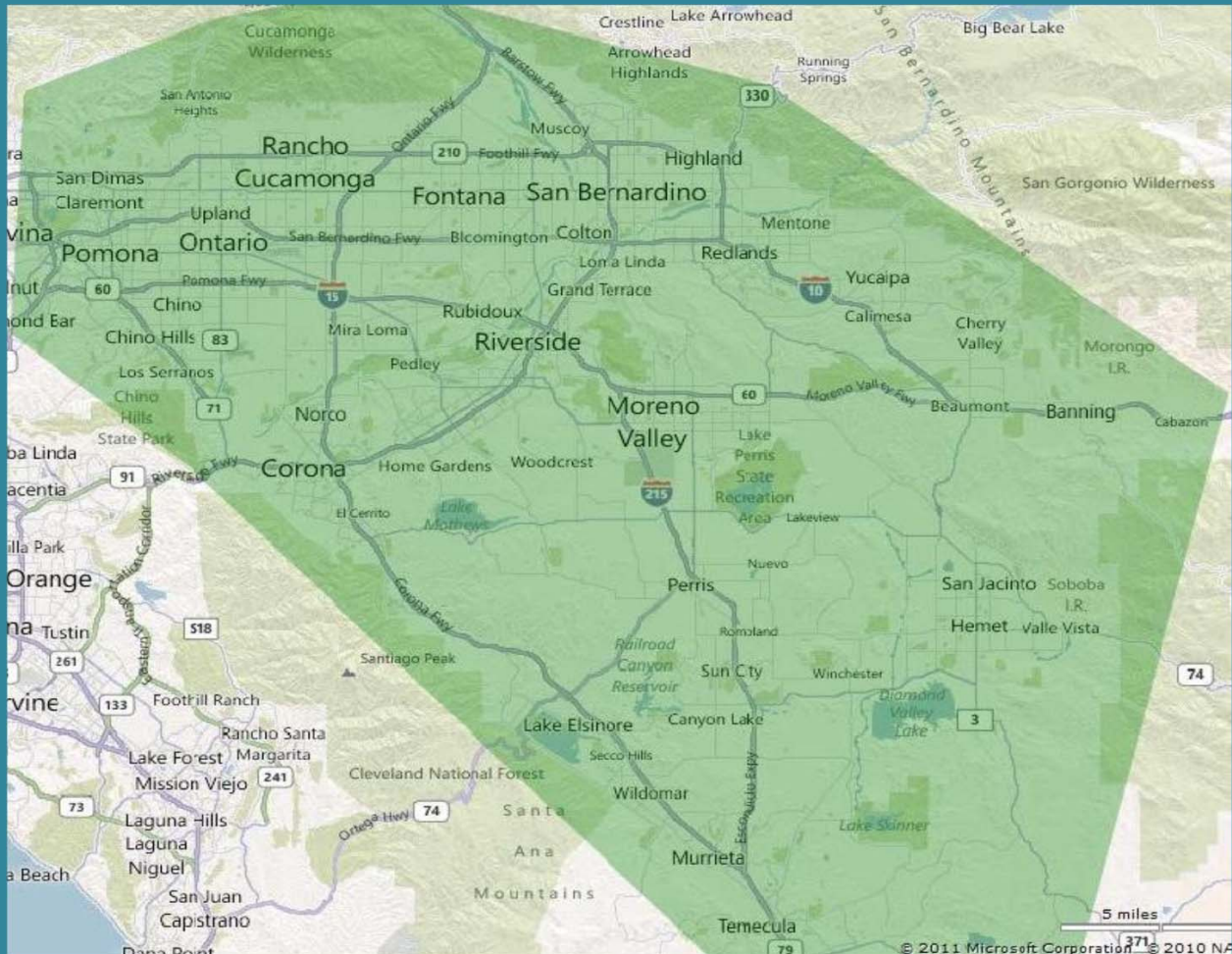


Housing Data – March 2016



Inland Valleys Association of REALTORS® (IVAR)

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Mar 2016 - Monthly Report

Inland Valleys Regional Summary

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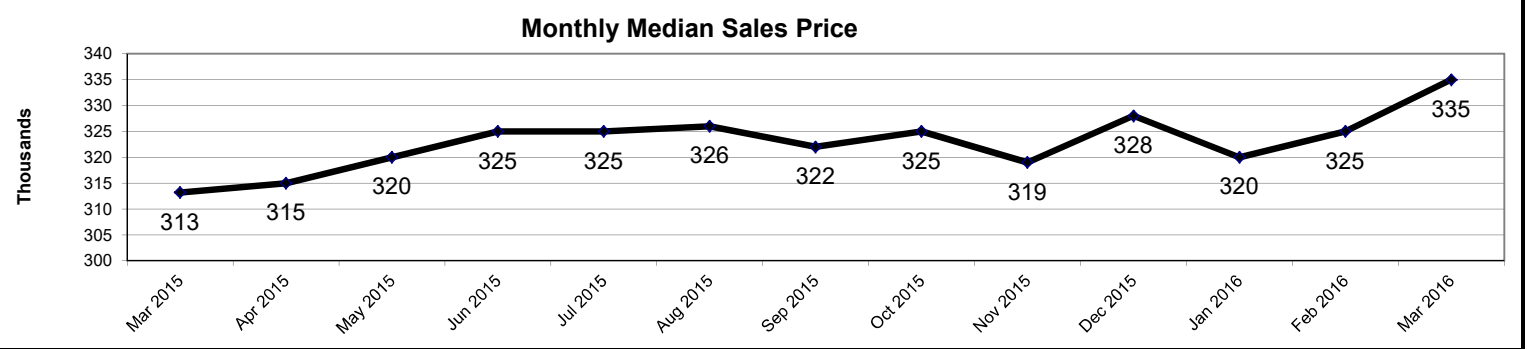
Mark Dowling, Chief Executive Officer

When reviewing the latest housing data from the region, there are a few noticeable trends emerging over the last several months:

- The regional housing market is beginning to show some market based strains as a result of decreasing New Listings.
- For the 1st Quarter of 2016 New Listings were down 3.9%, coupled with a 4th Quarter 2015 decrease, the region has experienced 6 straight months of decreased New Listings. Concurrent with the decrease in New Listings, Sold Listings were down 8.1% March 2016 compared to March 2015.
- With a decrease of New Listings, the Median Sales prices saw a nearly three percent increase in value, while Days on Market decreased 18%.
- If New Listings continue to lag, then the resulting impact will cause a tightening of inventory, and an increase in home values.



	Mar-2015	Mar-2016	Annual Change
Monthly New Listings			
New Listings	5,318	5,039	↓ -5.5%
Pending Sales	4,149	4,433	↑ 6.4%
Sold Listings	3,426	3,169	↓ -8.1%
Median Sales Price	\$313,191	\$335,000	↑ 6.5%
Sales Volume (\$M)	\$1,165	\$1,137	↓ -2.5%
Monthly Closed Listings			
Price/Sq.Ft.	\$173	\$186	↑ 7.2%
Sold \$/List \$	98.11%	98.74%	↑ 0.6%
Days on Market	52	44	↓ -18.2%
CDOM	64	56	↓ -14.3%
<small>All data used to generate these reports comes from the California Regional Multiple Listing Service, Inc. If you have any questions about the data, please call the CRMLS Customer Service Department between the hours of 8:30am to 9:00pm Monday thru Friday or 10:00am to 3:00pm Saturday and Sunday at 800-925-1525 or 909-859-2040.</small>			



Jan through Mar 2016 - YTD Comparisons

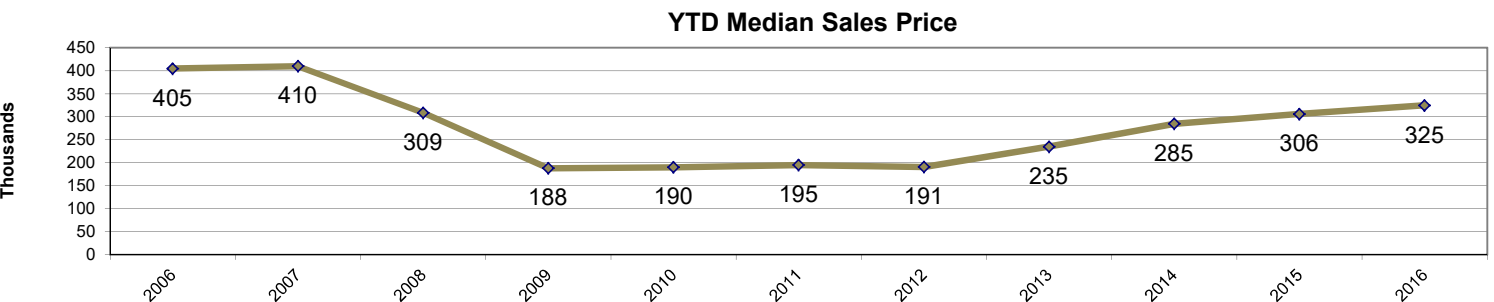
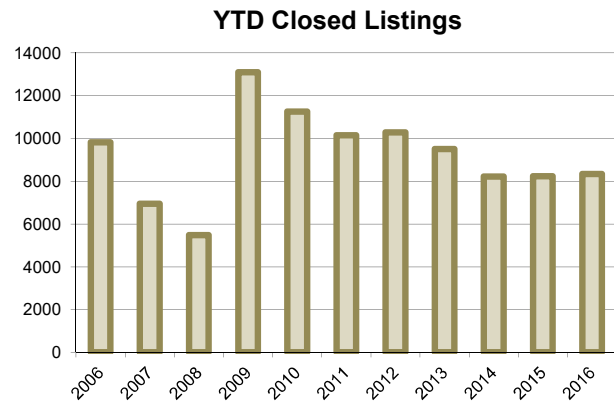
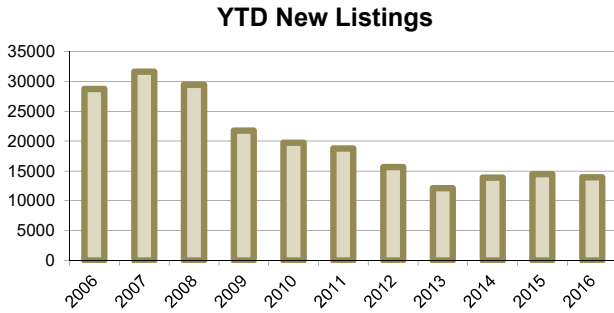
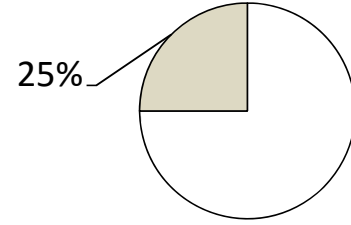
Inland Valleys Regional Summary

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We are 3 months through the year:

The statistics shown below are only for the first 3 months of the years represented.

Month to month comparisons give you a quick way to see what is recently changing in the region. However, by comparing Year-To-Date (YTD) information across several years, you can observe more significant trends.



	Jan-Mar 2015	Jan-Mar 2016	Year-Over-Year Change
New Listings	14,492	13,953	↓ -3.9%
Pending Sales	10,531	11,052	↑ 4.7%
Sold Listings	8,235	8,345	↑ 1.3%
Median Sales Price	\$305,900	\$325,000	↑ 5.9%
Sales Volume (\$M)	\$2,744	\$2,946	↑ 6.9%
Price/Sq.Ft.	\$171	\$183	↑ 6.8%
Sold \$/List \$	97.80%	98.39%	↑ 0.6%
Days on Market	56	51	↓ -9.8%
CDOM	70	64	↓ -9.4%

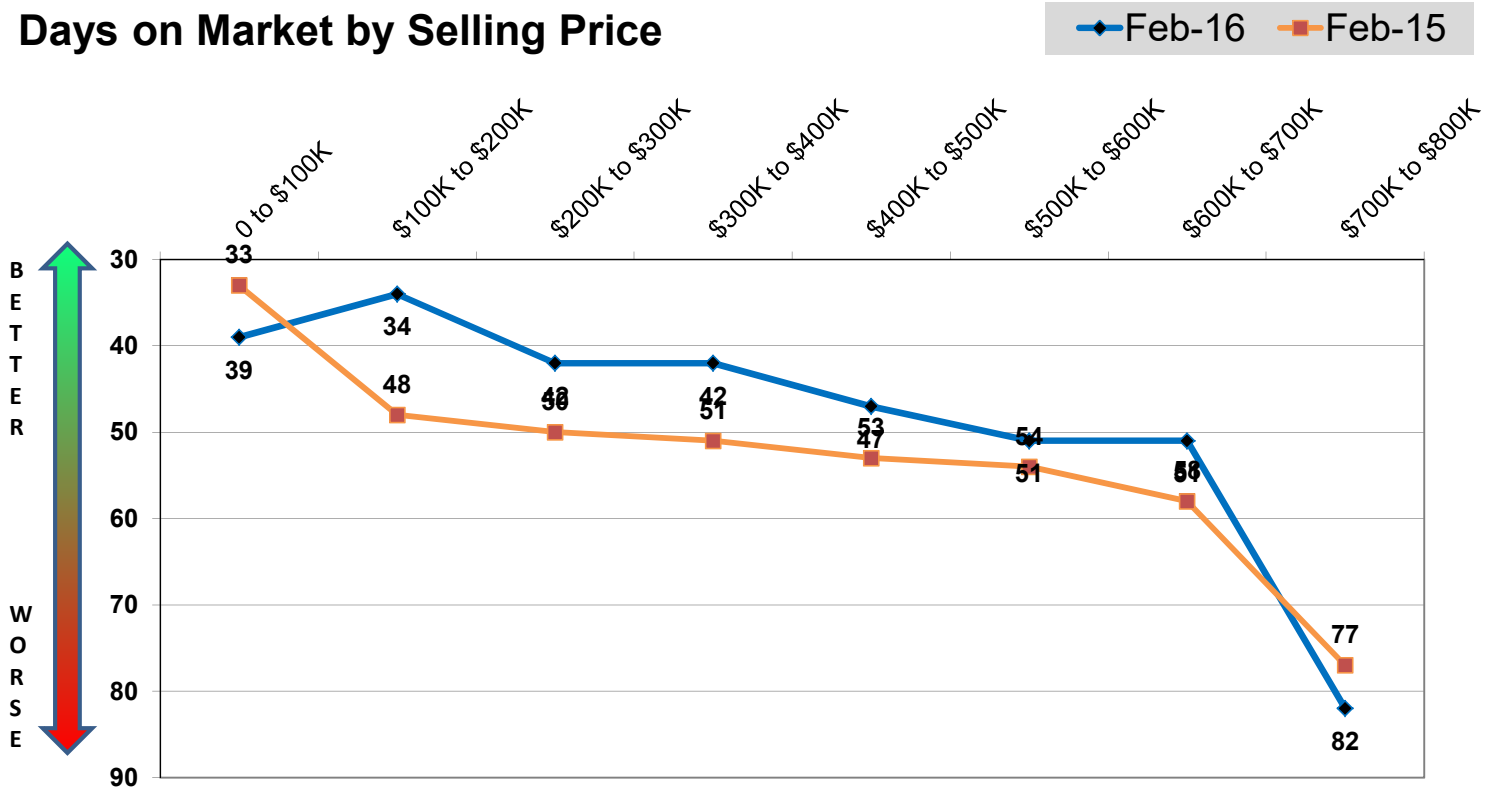
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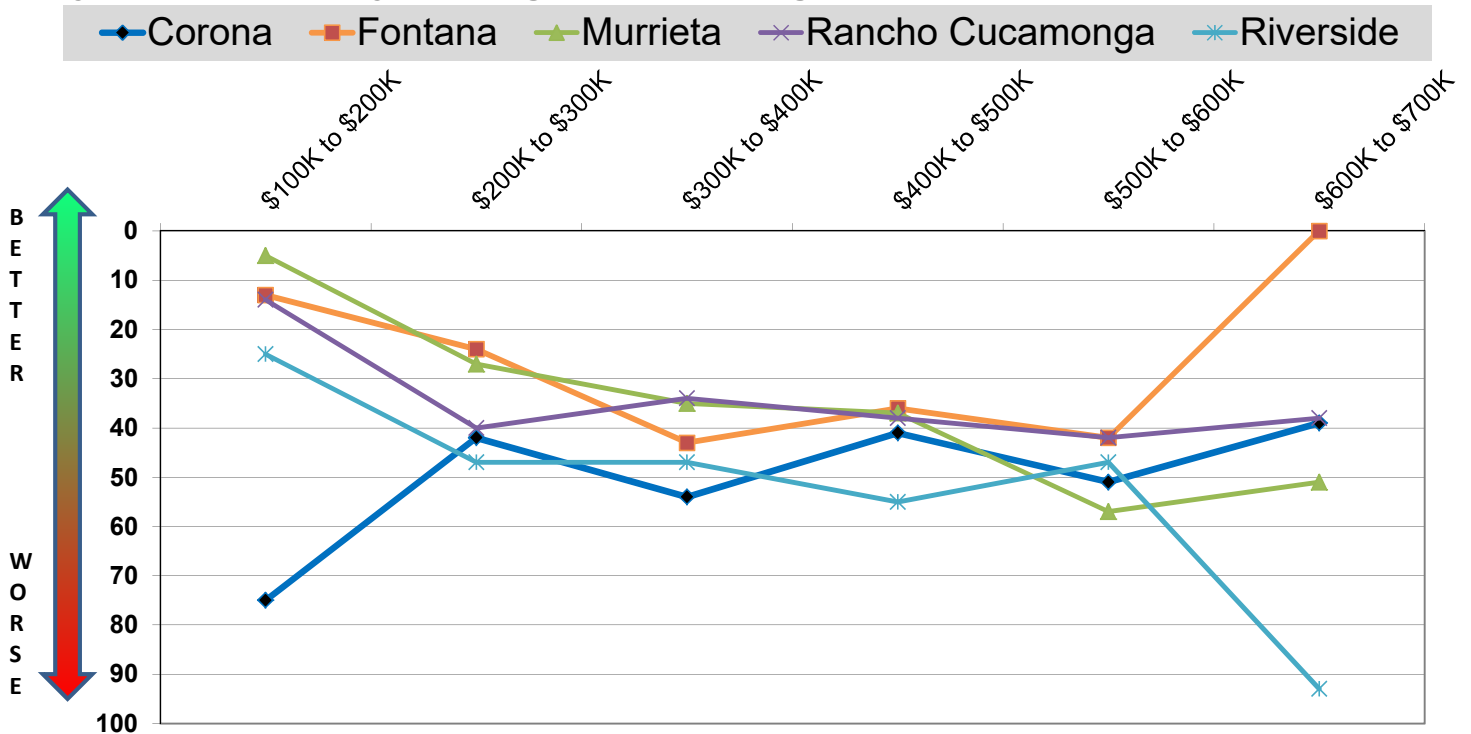
Mar 2016 - Monthly Report
Inland Valleys Regional Summary

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Days on Market by Selling Price



Days on Market by Selling Price - "Largest Markets"



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Mar 2016 City Overview

As a service and convenience to our members, IVAR is pleased to offer several "Quick Look" reports. This is one more way for IVAR members to stay informed with minimal effort.

The following monthly data shows "YEAR-OVER-YEAR" (YOY) changes as well as current conditions in the real estate market

	YOY Sales Transactions	YOY Median Sales Price %	Median Sales Price \$	Price per Sq.Ft.	Total Days on Market
Alta Loma	↑ 27%	↑ 3%	\$ 480,000	\$ 273	59
Banning	↓ -10%	↑ 15%	\$ 195,000	\$ 160	55
Beaumont	↓ -23%	↑ 2%	\$ 264,500	\$ 141	70
Bloomington	↑ 10%	↑ 14%	\$ 289,900	\$ 200	39
Canyon Lake	↓ -17%	↑ 16%	\$ 385,000	\$ 182	103
Chino	↓ -13%	↑ 9%	\$ 410,000	\$ 233	62
Chino Hills	↑ 1%	↑ 1%	\$ 563,000	\$ 309	45
Claremont	↑ 14%	↓ -3%	\$ 609,000	\$ 301	81
Colton	↑ 19%	↑ 24%	\$ 240,000	\$ 198	30
Corona	↓ -6%	↑ 5%	\$ 432,500	\$ 220	66
Diamond Bar	↑ 6%	↑ 2%	\$ 554,000	\$ 309	76
Eastvale	↓ -29%	↑ 4%	\$ 489,000	\$ 178	67
Fontana	↓ -9%	↑ 7%	\$ 335,000	\$ 193	49
Grand Terrace	↑ 57%	↑ 18%	\$ 330,000	\$ 192	100
Hemet	↑ 8%	↑ 10%	\$ 196,000	\$ 123	54
Highland	↓ -49%	↑ 5%	\$ 251,000	\$ 170	88
Jurupa Valley	↑ 4%	↑ 13%	\$ 357,500	\$ 196	70
La Verne	↑ 55%	↑ 14%	\$ 580,000	\$ 324	79
Lake Elsinore	↓ -12%	↑ 12%	\$ 330,000	\$ 149	68
Loma Linda	↔ 0%	↓ -14%	\$ 330,000	\$ 188	30
Menifee	↓ -11%	↑ 5%	\$ 313,500	\$ 153	39
Montclair	↑ 31%	↑ 12%	\$ 375,000	\$ 243	58
Moreno Valley	↓ -27%	↑ 11%	\$ 266,000	\$ 163	48
Murrieta	↑ 2%	↑ 7%	\$ 365,000	\$ 167	39
Norco	↓ -17%	↑ 2%	\$ 480,000	\$ 229	145
Ontario	↓ -6%	↑ 6%	\$ 345,000	\$ 227	55
Perris	↓ -18%	↑ 5%	\$ 250,000	\$ 138	58
Pomona	↓ -32%	↓ -4%	\$ 305,000	\$ 253	65
Rancho Cucamonga	↓ -8%	↑ 1%	\$ 425,000	\$ 250	50
Redlands	↓ -4%	↑ 9%	\$ 347,500	\$ 208	88
Rialto	↓ -9%	↑ 13%	\$ 295,000	\$ 191	43
Riverside	↓ -6%	↑ 4%	\$ 330,000	\$ 205	59
San Bernardino	↑ 11%	↑ 10%	\$ 220,000	\$ 162	55
San Dimas	↑ 4%	↑ 26%	\$ 530,000	\$ 311	44
San Jacinto	↑ 8%	↑ 20%	\$ 245,000	\$ 121	53
Sun City	↑ 4%	↑ 8%	\$ 182,000	\$ 141	44
Temecula	↓ -18%	↑ 6%	\$ 415,000	\$ 190	53
Upland	↓ -19%	↑ 3%	\$ 485,000	\$ 249	59
Wildomar	↓ -15%	↑ 3%	\$ 318,000	\$ 156	43
Winchester	↓ -14%	↑ 4%	\$ 364,900	\$ 140	68
Yucaipa	↑ 21%	↑ 6%	\$ 308,000	\$ 177	91

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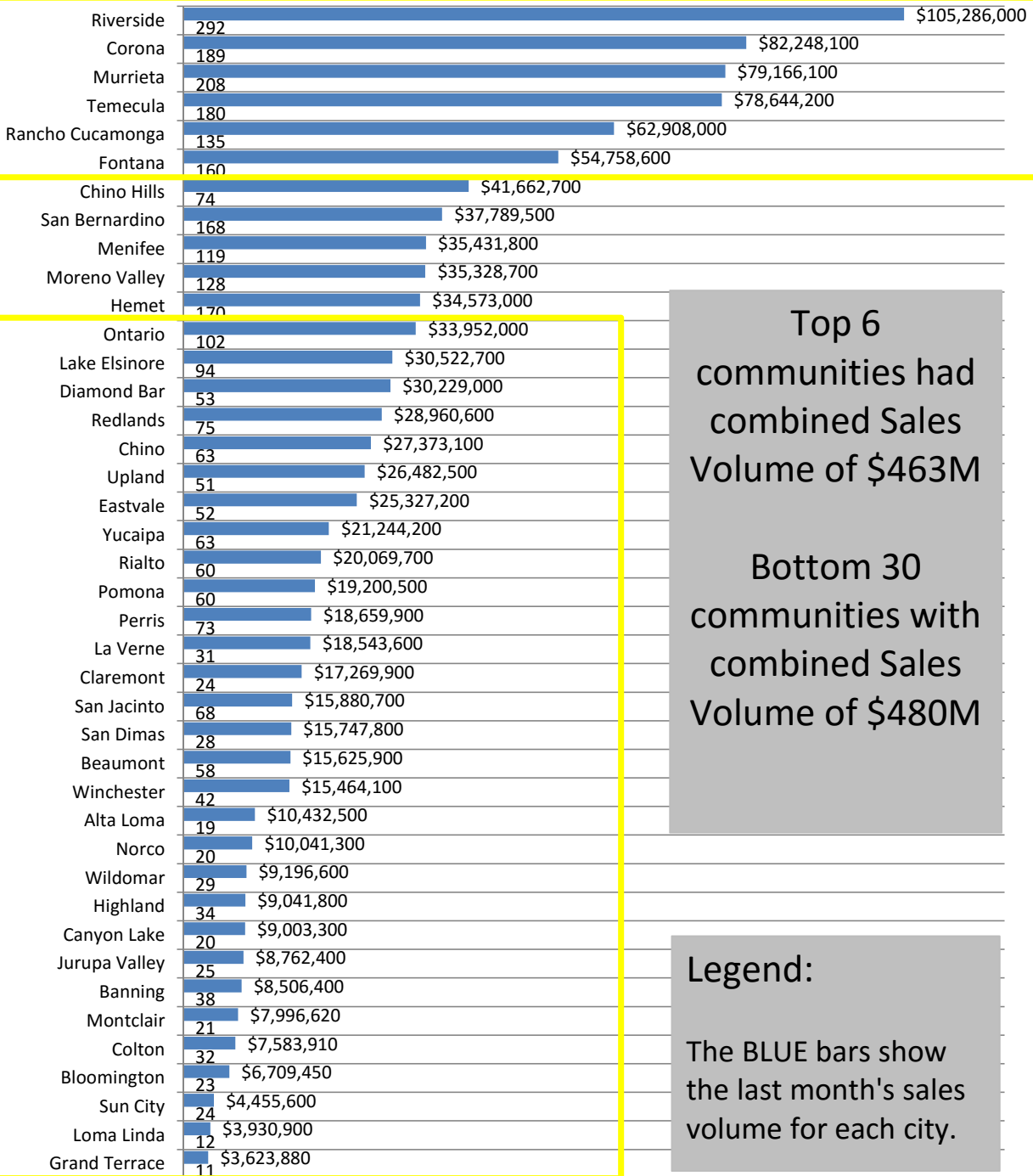
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Mar 2016 - Sales Volume per City

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Top 6 communities had combined Sales Volume of \$463M

Bottom 30 communities with combined Sales Volume of \$480M

Legend:

The BLUE bars show the last month's sales volume for each city.

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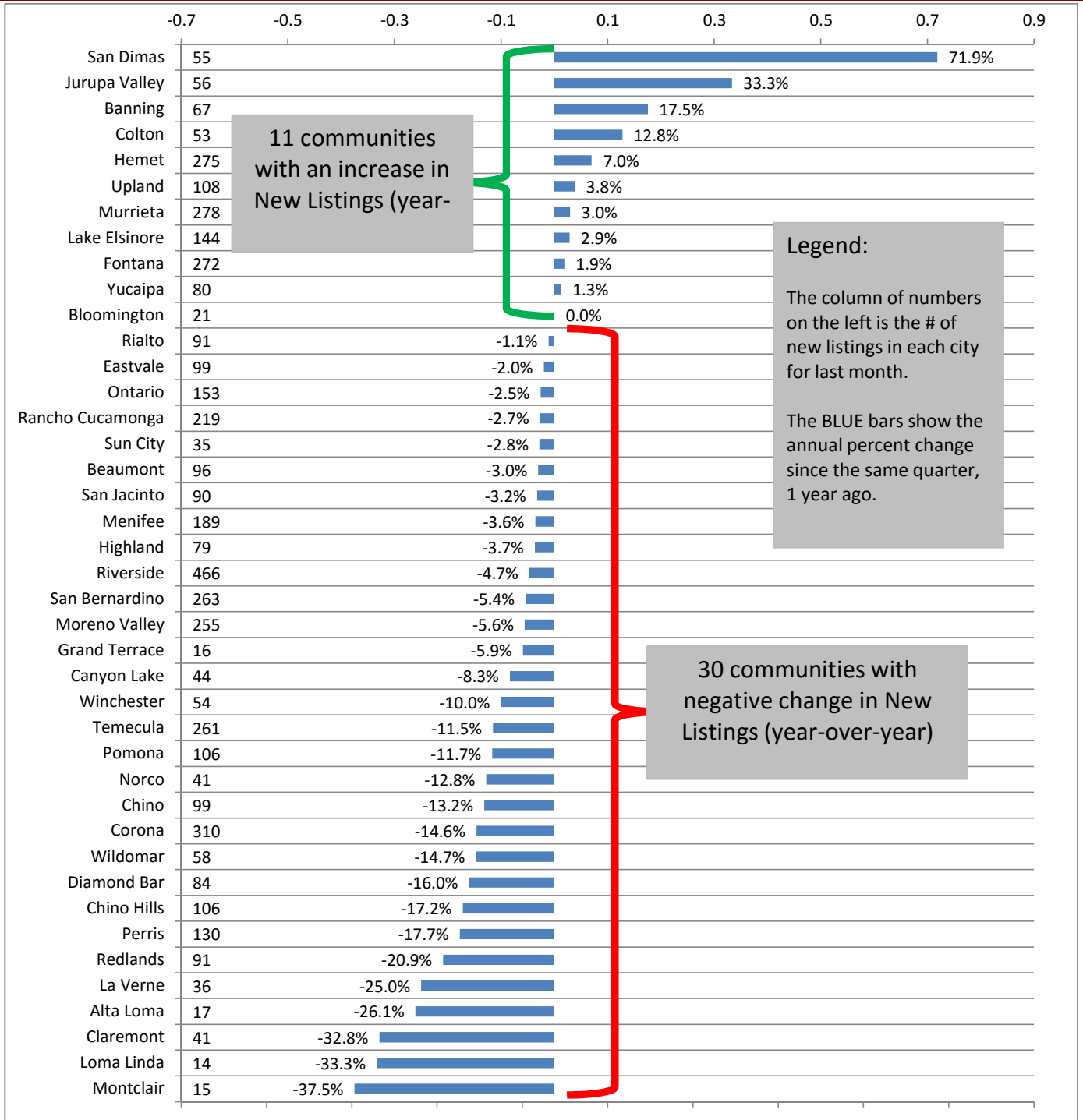
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Mar 2016 - Top Communities with New Listings (year-over-year)

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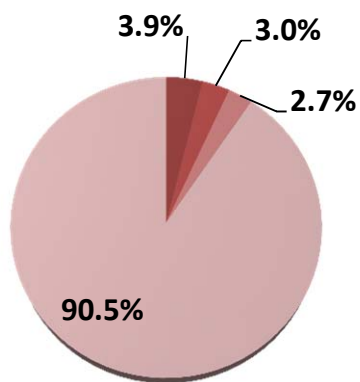
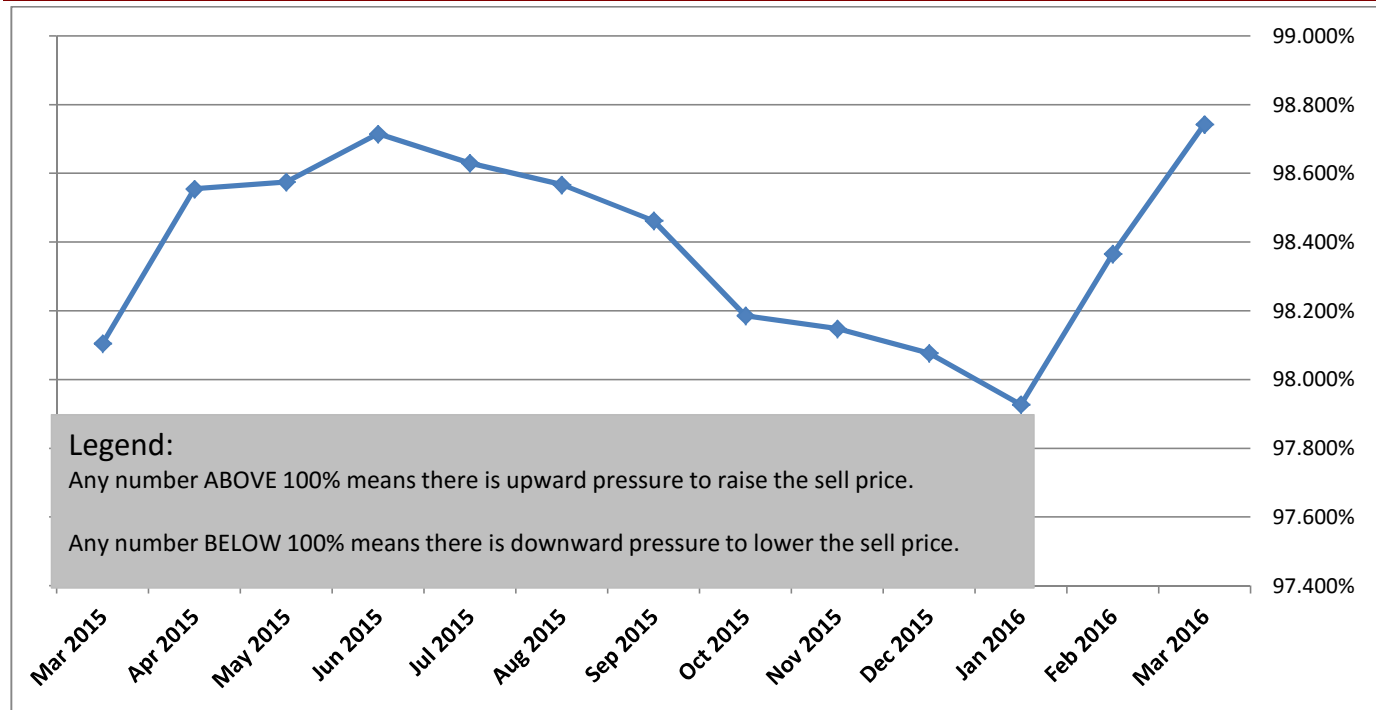
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Sell Price vs Original List Price

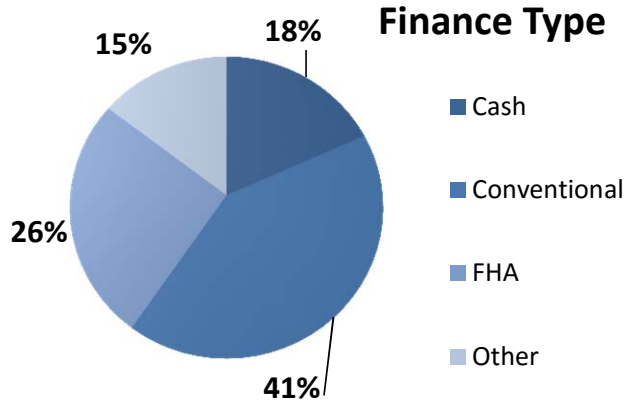
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Sale Type

- Other
- REO Sales
- Short Sales
- Standard Sales



Finance Type

- Cash
- Conventional
- FHA
- Other

The IVAR team has worked hard to improve services and make IVAR a better business association. IVAR is committed to defining its service and building member relationships not with promotional gimmicks and giveaways, but rather by refining a business-minded approach to serve our members' professional needs with our problem-solving approach. By focusing on value-added services, IVAR is committed to being the board of choice for Inland Empire REALTORS.

If you have any questions or suggestions on how IVAR can provide better services, please feel free to contact us.

Mark Dowling, Chief Executive Officer