

Housing Data – September 2016



Inland Valleys Association of REALTORS® (IVAR)

www.ivaor.com

FAX: 951-684-0450

RIVERSIDE OFFICE 3690 Elizabeth Street Riverside, California 92506 Office: 951-684-1221 RANCHO CUCAMONGA OFFICE 10574 Acacia Street, Suite #D-7 Rancho Cucamonga, California 91730 Office: 909-527-2133



Riverside Office: 3690 Elizabeth Street

3690 Elizabeth Street Riverside, CA 92506

Rancho Cucamonga Office: 10574 Acacia St, Suite #D-7 Rancho Cucamonga, CA 91730

Sep 2016 - Monthly Report

Inland Valleys Regional Summary

www.ivaor.com

Mark Dowling, Chief Executive Officer

- · Year-to-date regional housing data is showing slight market strains as a result of decreasing New Listings and heightened demand.
- · For the first 9 months of 2016 New Listings were down 1.2%. Although New Listings were up approximately 4% in August which represented the first monthly increase in nearly a year September New Listings were down 3.1%
- · Days on Market continues to reflect increased demand with a 4.4% decrease year-to-date.
- · Median Sales prices have jumped 6.2% year-to-date, up to \$346,000 for the month of September.
- · If New Listings continue to lag, and demand continues then the resulting impact will likely cause a tightening of inventory, and an increase in Median Sales Price .





| New Listings | 4,650 | 4,511 | ₽ | -3.1% | |
|-----------------------|-----------|-----------|----------|--------|--|
| Pending Sales | 3,363 | 4,020 | 1 | 16.3% | |
| Sold Listings | 3,651 | 3,861 | 1 | 5.4% | |
| Median Sales Price | \$322,500 | \$346,000 | 1 | 6.8% | |
| Sales Volume (\$M) | \$1,277 | \$1,433 | 1 | 10.9% | |
| Price/Sq.Ft. | \$183 | \$194 | 1 | 5.9% | |
| Sold \$/List \$ | 98.45% | 98.71% | 1 | 0.3% | |
| Days on Market | 44 | 43 | ₽ | -2.3% | |
| CDOM | 53 | 47 | ₽ | -12.8% | |

Sep-2016



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.

Sep-2015







Riverside Office: 90 Elizabeth Street

3690 Elizabeth Street Riverside, CA 92506

Rancho Cucamonga Office: 10574 Acacia St, Suite #D-7 Rancho Cucamonga, CA 91730

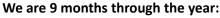
www.ivaor.com

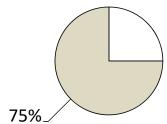
Jan through Sep 2016 - YTD Comparisons

Inland Valleys Regional Summary

The statistics shown below are only for the first 9 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 signifiant trends.

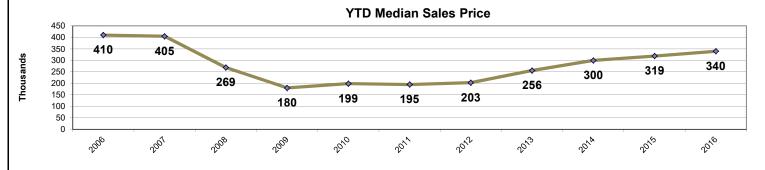




| | | Jan-Sep 2015 | Jan-Sep 2016 | Year-Over-Year Change | |
|---|---|--------------|-----------------|--------------------------|--|
| YTD New Listings | New Listings | 45,840 | 45,295 | -1.2% | |
| 100000 90000 80000 70000 60000 | Pending Sales | 32,981 | 34,520 | 4.5% | |
| 50000 40000 30000 | Sold Listings | 31,540 | 32,137 | 1.9% | |
| 20000 10000 200 201 200 200 201 201 201 201 2010 2010 | Median Sales Price | \$319,000 | \$340,000 | 6.2% | |
| | Sales Volume (\$M) | \$10,921 | \$11,802 | 7.5% | |
| YTD Closed Listings | Price/Sq.Ft. | \$177 | \$188 | 6.1% | |
| 45000 40000 35000 | Sold \$/List \$ | 98.39% | 98.75% | 0.4% | |
| 30000 | Days on Market | 47 | 45 | -4.4% | |
| 20000 — — — — — — — — — — — — — — — — — | CDOM | 57 | 54 | -5.6% | |
| 5000 20° 20° 20° 20° 20° 20° 20° 20° 20° | 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 | | | | |

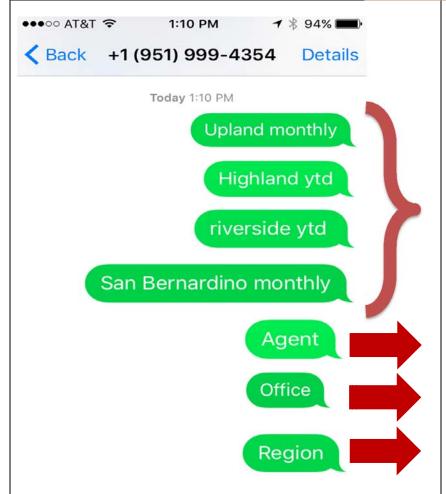
All data used to generate these reports comes from the California Regional Multiple Listing Service, Inc. If you have any questions about the data, please call the CRMLS Customer Service Department between the hours of 8:30am to 9:00pm Monday thru Friday or 10:00am to 3:00pm Saturday and Sunday at 800-925-1525 or 909-859-2040.





As an IVAR Realtor member, you can request your own 2-page "Personally Branded" housing report just by texting 951-999-4354.





For Example:
...To get either Monthly or YearTo-Date Reports for the 50 major
communities in the Inland
Empire

... To get a Report on yourself

... To get a Report on your office

... To get a Report on the whole IVAR region

© 2015 INLAND VALLEYS ASSOCIATION OF REALTORS



3690 Elizabeth Street Riverside, CA 92506

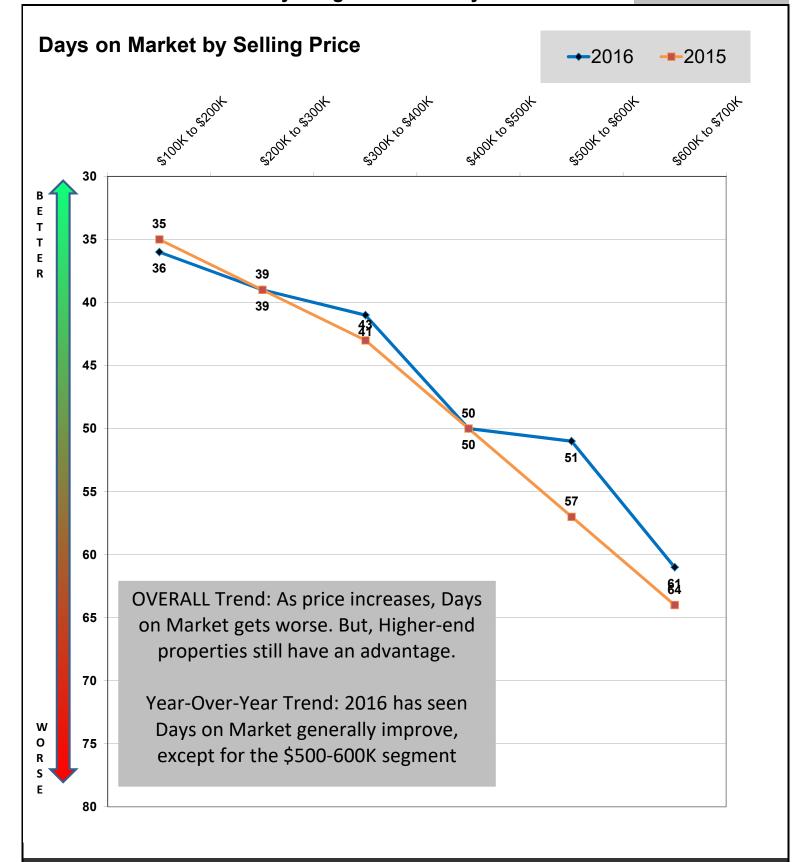
Rancho Cucamonga Office:

10574 Acacia St, Suite #D-7 Rancho Cucamonga, CA 91730

Sep 2016 - Monthly Report

Inland Valleys Regional Summary

www.ivaor.com



3690 Elizabeth Street Riverside, CA 92506

Rancho Cucamonga Office:

10574 Acacia St, Suite #D-7 Rancho Cucamonga, CA 91730



Sep 2016 City Overview

www.ivaor.com

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

| Alta Loma | Transactions -22% | | Sales Price \$ | Inventory | Sq.Ft. | The second second |
|------------------|-------------------|--------------|----------------|-------------|--------------|-------------------|
| Alta I oma | J | | | | | on Market |
| Alta Loma | · · | -11% | \$ 445,000 | 21 | \$ 253 | 63 |
| Banning | 10% | 12% | \$ 236,000 | 63 | \$ 169 | 43 |
| Beaumont | 16% | 4% | \$ 280,000 | 126 | \$ 143 | 52 |
| Canyon Lake | 116% | 4% | \$ 399,000 | 68 | \$ 182 | 94 |
| Chino | 1 22% | 4% | \$ 418,000 | 106 | \$ 237 | 51 |
| Chino Hills | 41% | 23% | \$ 610,000 | 109 | \$ 313 | 52 |
| Claremont | 11% | 9% | \$ 621,000 | 42 | \$ 339 | 61 |
| Colton | 1 24% | 19% | \$ 249,900 | 55 | \$ 197 | 54 |
| Corona | 4% | 1 8% | \$ 430,000 | 324 | \$ 224 | 50 |
| Diamond Bar | -20% | -5% | \$ 540,000 | 73 | \$ 344 | 41 |
| Eastvale | 17% | 6 % | \$ 500,000 | 105 | \$ 179 | 68 |
| Fontana | 9% | 11% | \$ 365,000 | 274 | \$ 203 | 47 |
| Hemet | 14% | 1 8% | \$ 211,000 | 234 | \$ 132 | 43 |
| Highland | 15% | 9% | \$ 323,000 | 86 | \$ 170 | 47 |
| Jurupa Valley | -24% | 12% | \$ 385,000 | 65 | \$ 225 | 54 |
| La Verne | -12% | 6% | \$ 659,800 | 31 | \$ 298 | 54 |
| Lake Elsinore | 13% | 5% | \$ 320,000 | 151 | \$ 162 | 46 |
| Loma Linda | □ 0% | 17% | \$ 412,000 | 17 | \$ 185 | 18 |
| Menifee | 13% | 5% | \$ 329,000 | 208 | \$ 157 | 46 |
| Montclair | 33% | 11% | \$ 360,000 | 26 | \$ 251 | 40 |
| Moreno Valley | 11% | 11% | \$ 295,000 | 378 | \$ 166 | 42 |
| Murrieta | -4% | 7% | \$ 375,000 | 250 | \$ 171 | 42 |
| Norco | 53% | 5% | \$ 495,000 | 54 | \$ 240 | 77 |
| Ontario | → 0% | 14% | \$ 372,500 | 160 | \$ 239 | 48 |
| Perris | -8% | 6% | \$ 255,000 | 149 | \$ 154 | 42 |
| Phillips Ranch | 20% | -40% | \$ 310,000 | 14 | \$ 263 | 47 |
| Pomona | 1% | 8% | \$ 354,000 | 110 | \$ 270 | 54 |
| Rancho Cucamonga | □ 0% | -5% | \$ 426,000 | 219 | \$ 257 | 57 |
| Redlands | 7% | 20% | \$ 351,000 | 109 | \$ 239 | 43 |
| Rialto | 16% | 7% | \$ 300,000 | 132 | \$ 208 | 46 |
| Riverside | -4% | 6% | \$ 340,000 | 643 | \$ 215 | 44 |
| Romoland | 22% | 16% | \$ 290,000 | 8 | \$ 154 | 37 |
| San Bernardino | 2% | 8% | \$ 233,000 | 322 | \$ 183 | 39 |
| San Dimas | -34% | 16% | \$ 535,000 | 39 | \$ 331 | 72 |
| San Jacinto | -6% | 12% | \$ 251,500 | 103 | \$ 126 | 46 |
| Sun City | 65% | -5% | \$ 198,000 | 23 | \$ 150 | 40 |
| Temecula | -4% | 9% | \$ 425,000 | 261 | \$ 194 | 45 |
| Upland | 27% | -2% | \$ 475,000 | 100 | \$ 260 | 49 |
| Wildomar | 4% | 11% | \$ 359,900 | 65 | \$ 155 | 50 |
| Winchester | 33% | 0% | \$ 372,000 | 71 | \$ 153 | 47 |
| Yucaipa | 17% | 5% | \$ 310,000 | 95 | \$ 182 | 51 |
| • | | | | | | |
| | | | | | | |
| Riverside: 9 | 951.684.1221 | Rancho Cucam | onga: 909.527. | 2133 FAX: | 951.684.0450 | |

3690 Elizabeth Street Riverside, CA 92506

Rancho Cucamonga Office:

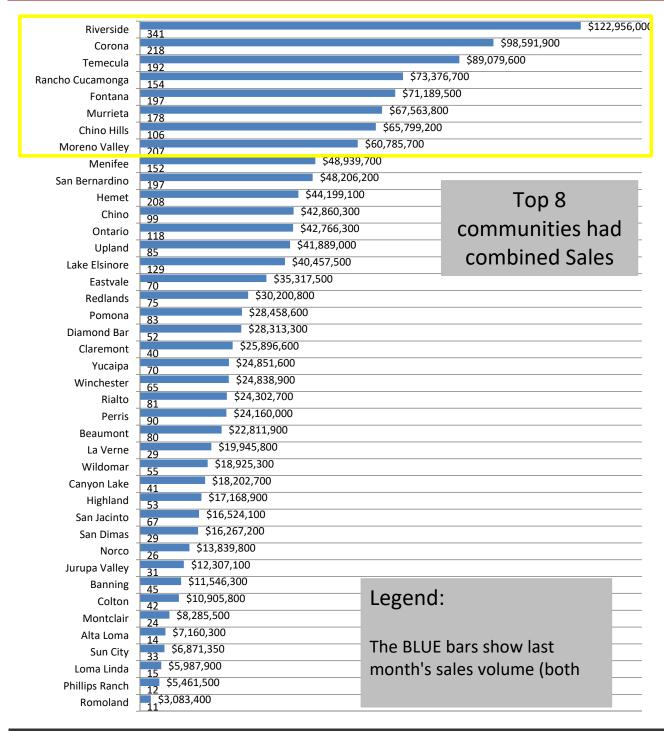
10574 Acacia St, Suite #D-7 Rancho Cucamonga, CA 91730



Sep 2016 - Sales Volume per City

www.ivaor.com

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.



3690 Elizabeth Street Riverside, CA 92506

Rancho Cucamonga Office:

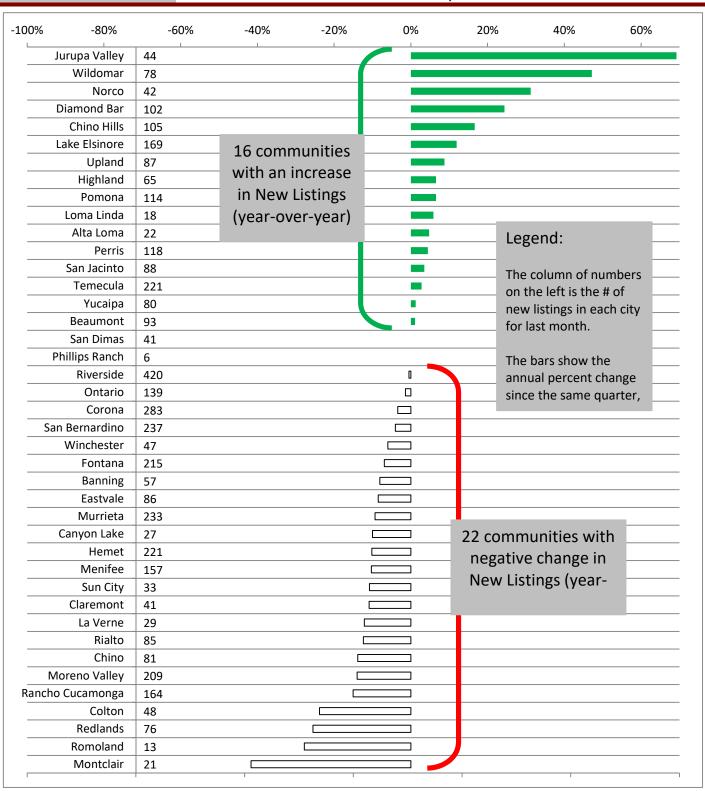
10574 Acacia St, Suite #D-7 Rancho Cucamonga, CA 91730



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

www.ivaor.com

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.



3690 Elizabeth Street Riverside, CA 92506

Rancho Cucamonga Office:

10574 Acacia St, Suite #D-7 Rancho Cucamonga, CA 91730



Sell Price vs Original List Price

www.ivaor.com

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 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