

THE VOICE OF REAL ESTATE IN THE INLAND EMPIRE®

INLAND EMPIRE

— BOARD OF —

REAL ESTATE

A division of IVAR

Housing Data Report

January 2021

RIVERSIDE OFFICE: 951-684-1221
3690 Elizabeth St. Riverside, CA 92506

RANCHO OFFICE: 909-527-2133
10574 Acacia St. D-7 Rancho Cucamonga, CA 91730

Jan 2021 - Monthly Summary Report

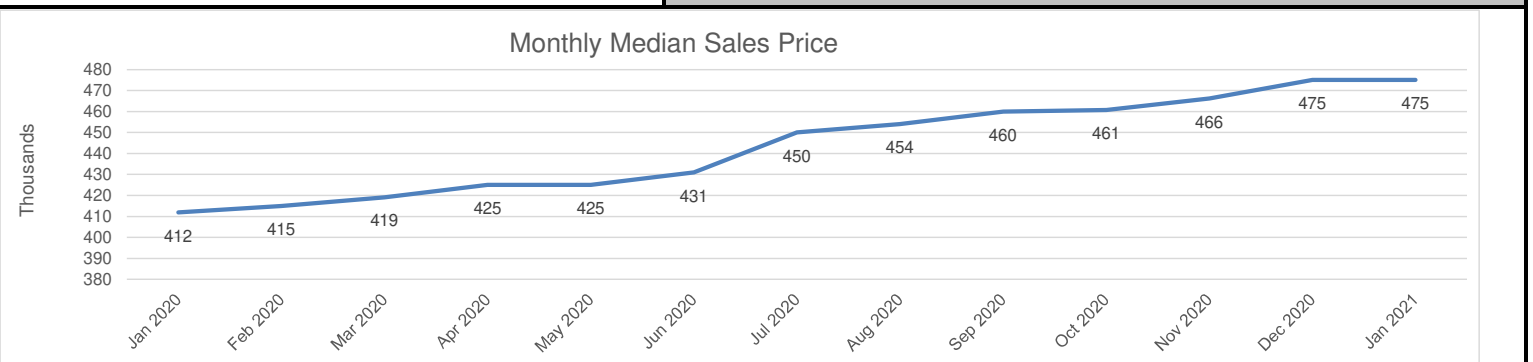
Mark Dowling, Chief Executive Officer

- With momentum carrying over from a robust 3rd and 4th quarter housing market in 2020, January 2021 started off with strong sales numbers. Although New Listings were down 13.7% for the month, every other sales category improved over January 2020. Comparing January 2020 to 2021, Pending Listings were up 6.4%, Sold Listings up 8.2%, and Sales Volume was up a 15.3%. Additionally, Median Sales Price for the month was up a booming 24.6%.
- However, with a continued decrease in New Listings stemming from the impacts of COVID-19, the overall housing inventory continues to remain very limited, resulting in a hyper-competitive market. January home sales were selling for 101% of their CRMLS list price.
- Linked to tight inventory, Days on Market for December decreased to a stunning 8 days, which represents a 67.9% decrease when compared to January 2020.



| | Jan-2020 | Jan-2021 | Annual Change |
|---------------------------|------------------|------------------|-----------------|
| New Listings | 4,070 | 3,511 | ↓ -13.7% |
| Pending Sales | 3,218 | 3,423 | ↑ 6.4% |
| Sold Listings | 2,774 | 3,002 | ↑ 8.2% |
| Median Sales Price | \$411,950 | \$475,000 | ↑ 15.3% |
| Sales Volume (\$M) | \$1,224 | \$1,525 | ↑ 24.6% |
| Price/Sq.Ft. | \$229 | \$261 | ↑ 14.2% |
| Sold \$/List \$ | 98.82% | 101.28% | ↑ 2.5% |
| Days on Market | 28 | 9 | ↓ -67.9% |
| CDOM | 33 | 9 | ↓ -72.7% |

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.

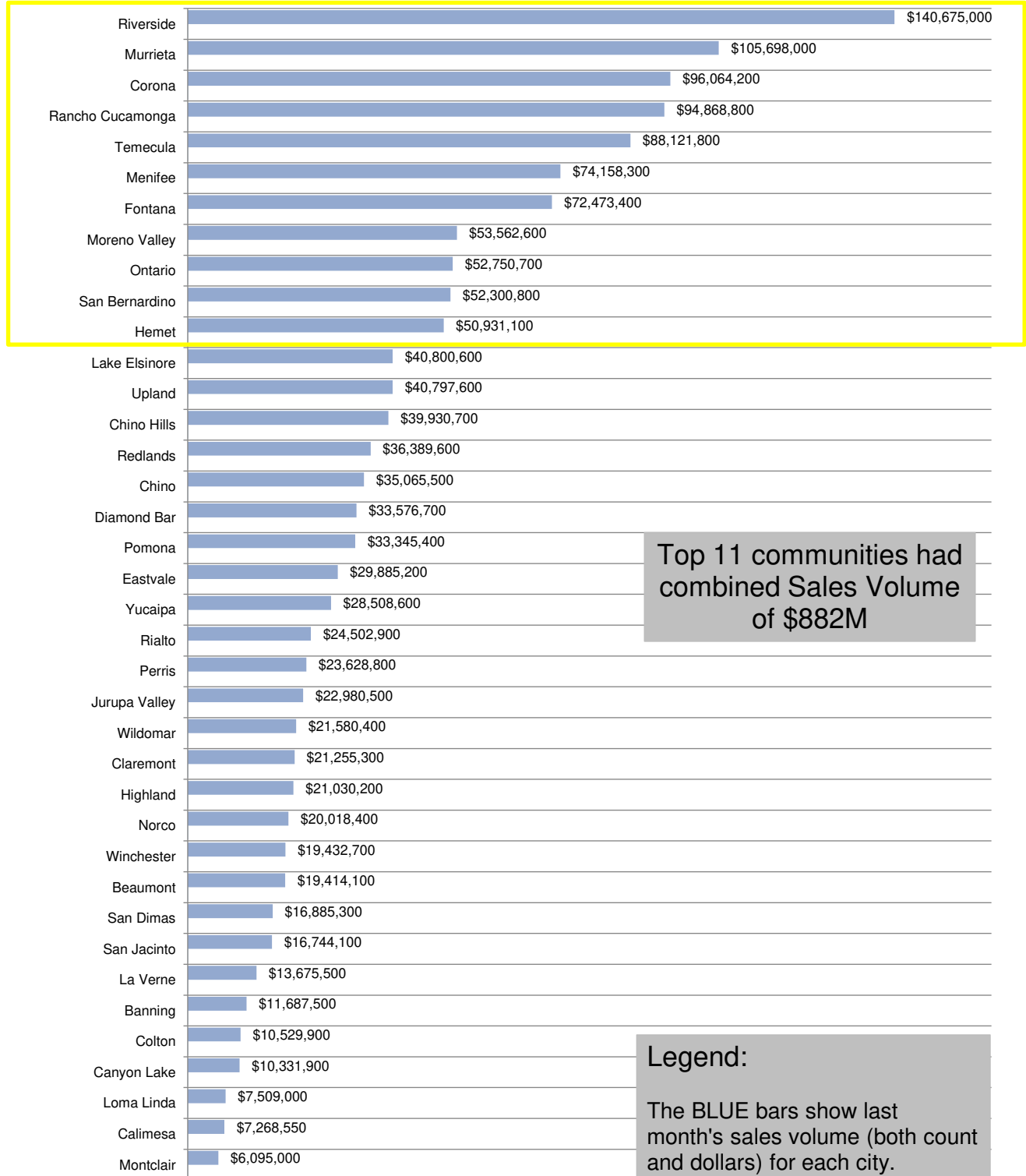


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Jan 2021 - Sales Volume per City

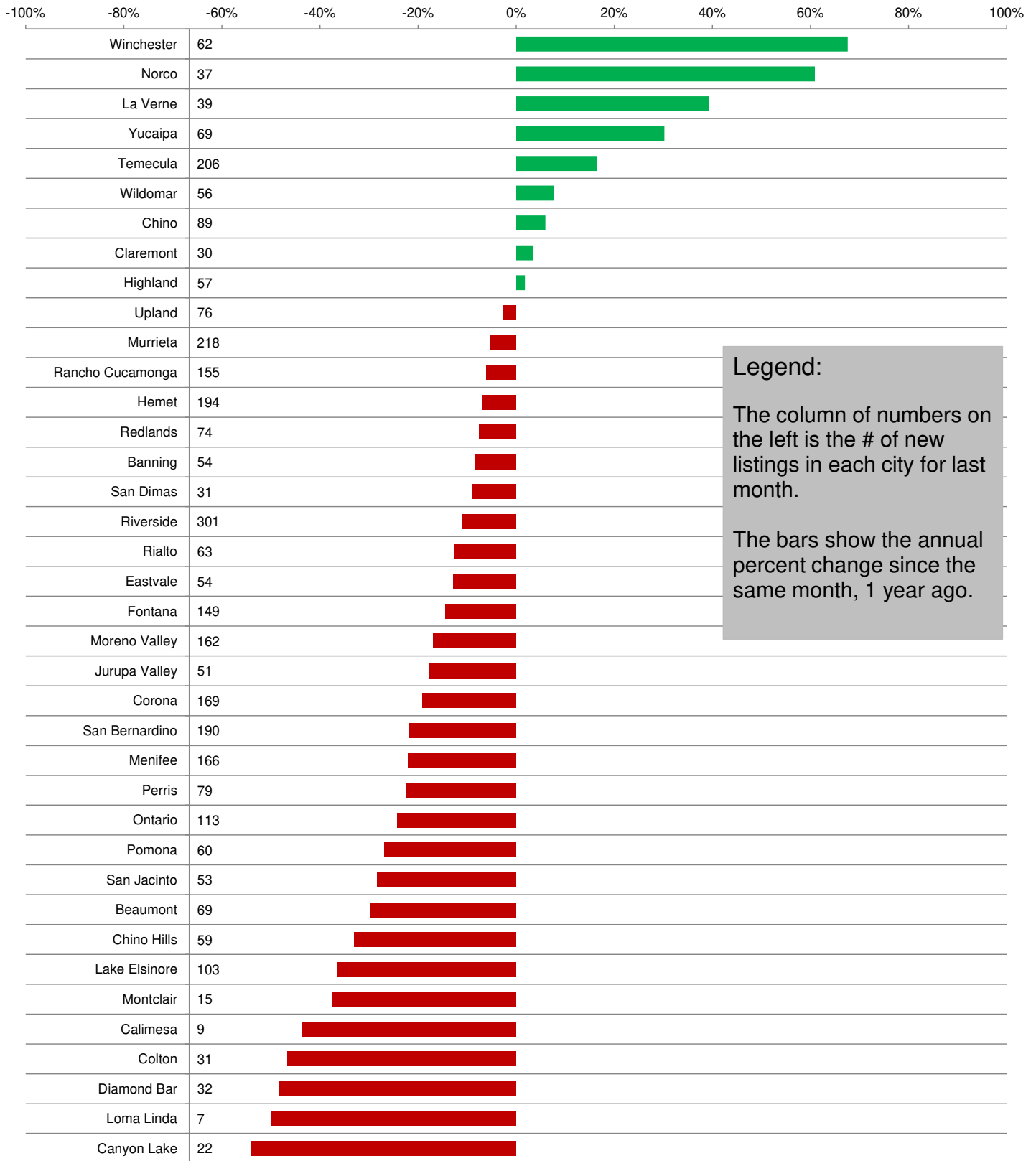


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Jan 2021 - Top Communities with New Listings (year-over-year)



Legend:

The column of numbers on the left is the # of new listings in each city for last month.

The bars show the annual percent change since the same month, 1 year ago.

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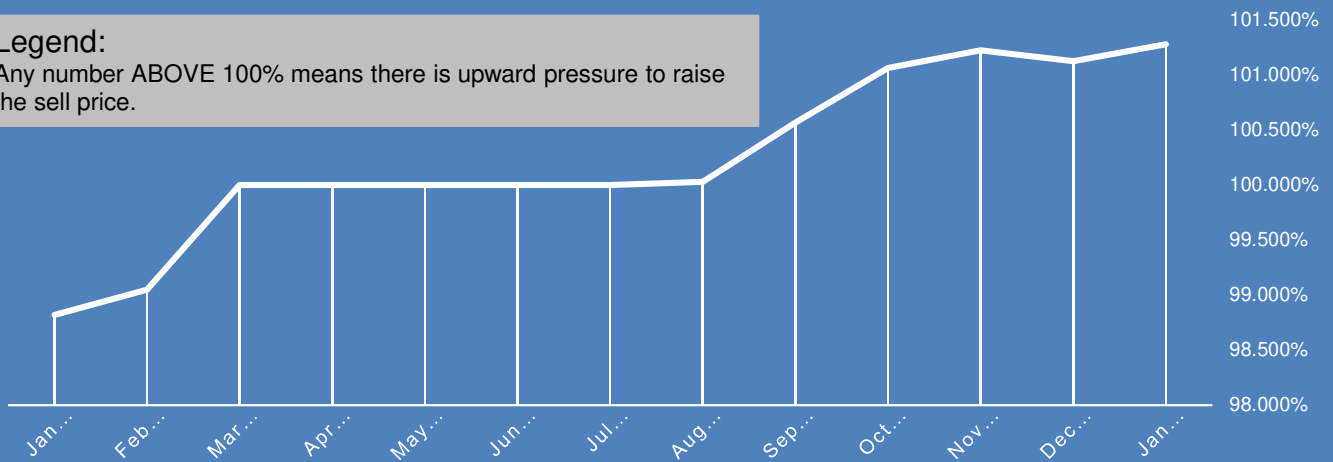
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Sell Price vs Original List Price

Legend:

Any number ABOVE 100% means there is upward pressure to raise the sell price.



2020 INLAND EMPIRE LISTINGS OVERVIEW

| | New | Pending | Closed |
|------------|---------------|----------------|---------------|
| May | -30.3% | -3.1% | -42.3% |
| June | -20.0% | 24.0% | -11.5% |
| July | -10.0% | 18.2% | 5.6% |
| August | -7.1% | 15.0% | -4.6% |
| September | 5.7% | 31.2% | 13.3% |
| October | 6.0% | 21.9% | 10.4% |
| November | 0.1% | 27.6% | 21.6% |
| December | 9.0% | 22.5% | 30.0% |
| January | -13.7% | 6.4% | 8.2% |

MONTHLY FINANCING TYPES

