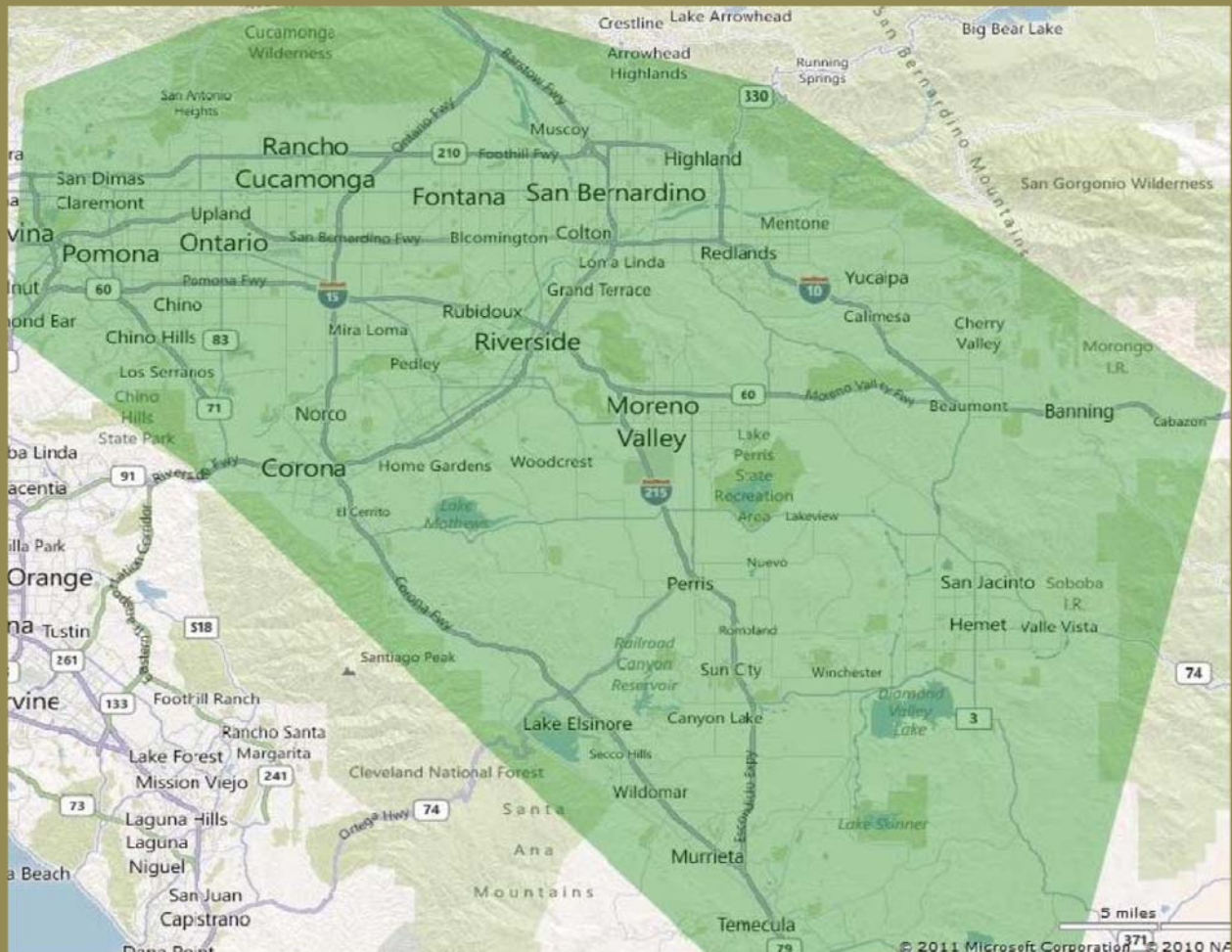


Housing Data – October 2015



Inland Valleys Association of REALTORS® (IVAR)

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Oct 2015 - Monthly Report

Inland Valleys Regional Summary

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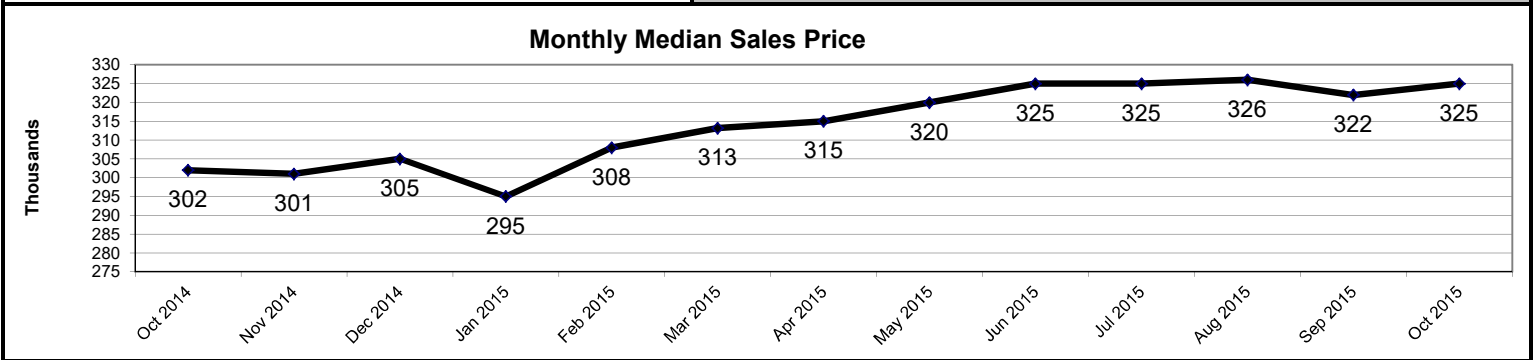
Mark Dowling, Chief Executive Officer

Welcome to the Inland Valleys Association of REALTORS (IVAR) monthly housing update. As a member benefit, IVAR produces monthly and quarterly housing reports to help members and area leaders better understand what's going on in the regional housing market. When reviewing the latest housing data from the region, there are a few noticeable trends emerging over the last several months:

- The housing market continues to show strength with year-over-year numbers for 2015 showing solid increases in Pending Sales, Sold Listings, Median Sales Price and Sales Volume.
- Pending Sales continue to represent the biggest area of improvement with October, year-over-year numbers up more than 11%.
- The market continues to reflect a steady Median Sales price gain for the region, demonstrated by a year-over-year increase of 6.3%.



	Oct-2014	Oct-2015	Annual Change	
<p>Monthly New Listings</p>	New Listings	4,725	4,439	↓ -6.4%
	Pending Sales	3,145	3,713	↑ 15.3%
	Sold Listings	3,400	3,370	↓ -0.9%
	Median Sales Price	\$302,000	\$325,000	↑ 7.1%
	Sales Volume (\$M)	\$1,111	\$1,200	↑ 7.5%
<p>Monthly Closed Listings</p>	Price/Sq.Ft.	\$172	\$183	↑ 6.1%
	Sold \$/List \$	97.72%	98.21%	↑ 0.5%
	Days on Market	49	48	↓ -2.1%
	CDOM	58	56	↓ -3.6%
<p>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.</p>				

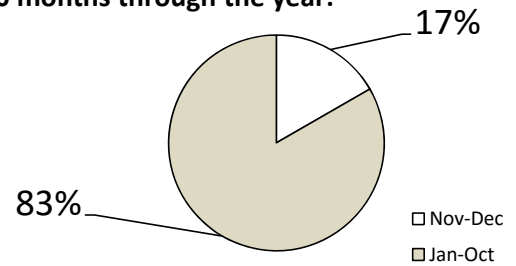


Jan through Oct 2015 - YTD Comparisons

Inland Valleys Regional Summary

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We are 10 months through the year:



The statistics shown below are only for January through September for the years represented.

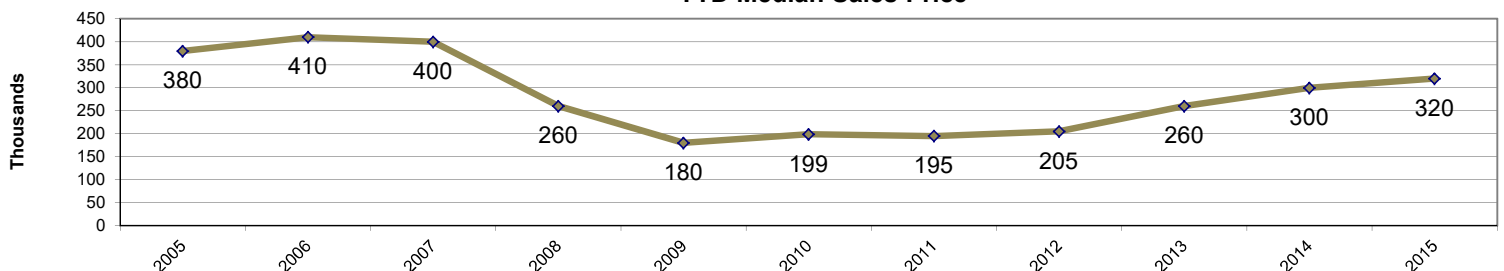
Month to month comparisons give you a quick way to see what is recently changing in the region. However, by comparing Year-To-Date (YTD) information across several years, you can observe more significant trends.

	Jan-Oct 2014	Jan-Oct 2015	Year-Over-Year Change
YTD New Listings			
New Listings	49,560	50,167	↑ 1.2%
Pending Sales	32,745	37,002	↑ 11.5%
Sold Listings	32,267	34,822	↑ 7.3%
Median Sales Price	\$299,900	\$319,960	↑ 6.3%
Sales Volume (\$M)	\$10,617	\$12,078	↑ 12.1%
YTD Closed Listings			
Price/Sq.Ft.	\$168	\$177	↑ 5.2%
Sold \$/List \$	98.59%	98.37%	↓ -0.2%
Days on Market	43	47	↑ 8.5%
CDOM	52	57	↑ 8.8%

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YTD Median Sales Price



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Oct 2015 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	↑ 24%	↑ 23%	\$ 610,000	\$ 259	80
Banning	↑ 48%	↑ 8%	\$ 195,000	\$ 147	68
Beaumont	↓ -12%	↑ 13%	\$ 289,900	\$ 139	43
Bloomington	↓ -29%	↓ -2%	\$ 232,000	\$ 174	23
Canyon Lake	↑ 50%	↑ 15%	\$ 372,000	\$ 192	141
Cherry Valley	↑ 175%	↑ 32%	\$ 165,000	\$ 96	41
Chino	↑ 22%	↑ 3%	\$ 398,000	\$ 235	52
Chino Hills	↑ 56%	↑ 7%	\$ 570,000	\$ 287	82
Claremont	↓ -15%	↑ 5%	\$ 565,000	\$ 297	69
Colton	↑ 22%	↑ 10%	\$ 230,000	\$ 172	29
Corona	↓ -7%	↑ 7%	\$ 405,000	\$ 211	56
Diamond Bar	↑ 6%	↑ 7%	\$ 548,000	\$ 338	63
Eastvale	↓ -29%	↓ -2%	\$ 475,000	\$ 184	71
Fontana	↓ -35%	↑ 5%	\$ 330,000	\$ 185	44
Grand Terrace	↑ 18%	↑ 25%	\$ 344,900	\$ 187	53
Hemet	↑ 10%	↑ 11%	\$ 195,000	\$ 112	58
Highland	↓ -15%	↑ 9%	\$ 250,000	\$ 175	45
Homeland	↑ 150%	↑ 23%	\$ 189,900	\$ 109	87
Jurupa Valley	↑ 4%	↑ 17%	\$ 374,900	\$ 202	59
La Verne	↑ 8%	↑ 4%	\$ 600,000	\$ 311	77
Lake Elsinore	↑ 3%	↑ 6%	\$ 305,000	\$ 141	66
Menifee	↑ 29%	↑ 3%	\$ 300,000	\$ 143	56
Montclair	↓ -46%	↑ 4%	\$ 355,000	\$ 229	39
Moreno Valley	↑ 12%	↑ 12%	\$ 268,000	\$ 153	52
Murrieta	↓ -6%	↑ 12%	\$ 359,500	\$ 157	54
Norco	↓ -13%	↓ -2%	\$ 451,000	\$ 230	63
Ontario	↑ 3%	↑ 11%	\$ 345,000	\$ 234	46
Perris	↑ 7%	↑ 3%	\$ 242,000	\$ 140	52
Pomona	↑ 8%	↑ 12%	\$ 335,000	\$ 251	53
Rancho Cucamonga	↑ 3%	↑ 12%	\$ 425,000	\$ 247	61
Redlands	↓ -10%	↑ 6%	\$ 350,000	\$ 215	62
Rialto	↓ -13%	↑ 12%	\$ 280,000	\$ 180	38
Riverside	↑ 3%	↑ 13%	\$ 329,000	\$ 196	54
San Bernardino	↓ -3%	↑ 23%	\$ 215,000	\$ 157	48
San Dimas	↑ 44%	↓ -10%	\$ 495,000	\$ 319	35
San Jacinto	↑ 3%	↑ 1%	\$ 215,000	\$ 115	56
Sun City	↑ 14%	↓ -10%	\$ 187,000	\$ 135	89
Temecula	↓ -21%	↑ 12%	\$ 420,000	\$ 182	64
Upland	↔ 0%	↑ 22%	\$ 525,000	\$ 260	60
Wildomar	↓ -28%	↑ 5%	\$ 294,000	\$ 151	51
Winchester	↓ -10%	↑ 1%	\$ 362,000	\$ 145	60
Yucaipa	↑ 8%	↑ 9%	\$ 306,312	\$ 170	57

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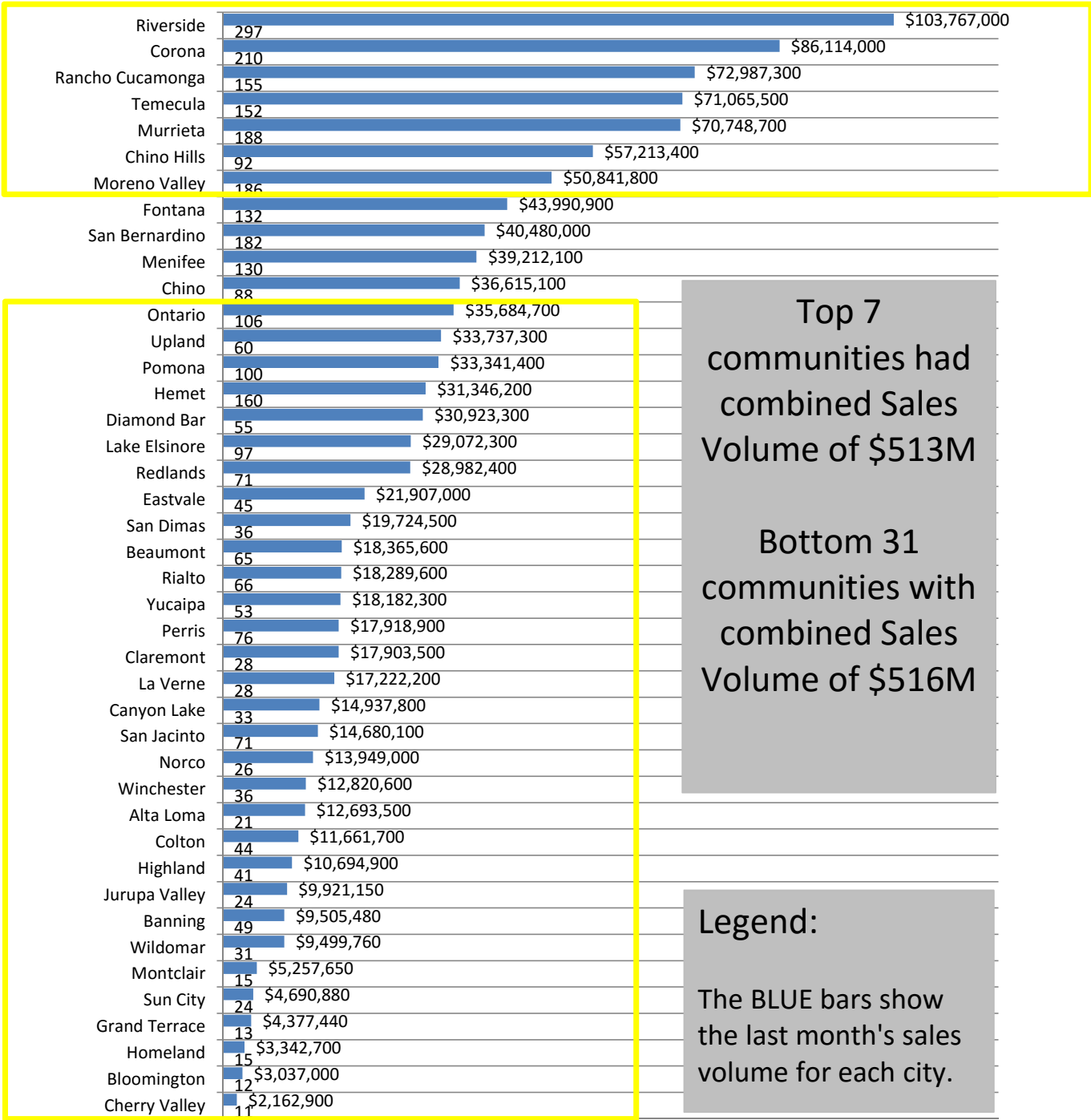
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Oct 2015 - Sales Volume per City

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Top 7 communities had combined Sales Volume of \$513M

Bottom 31 communities with combined Sales Volume of \$516M

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

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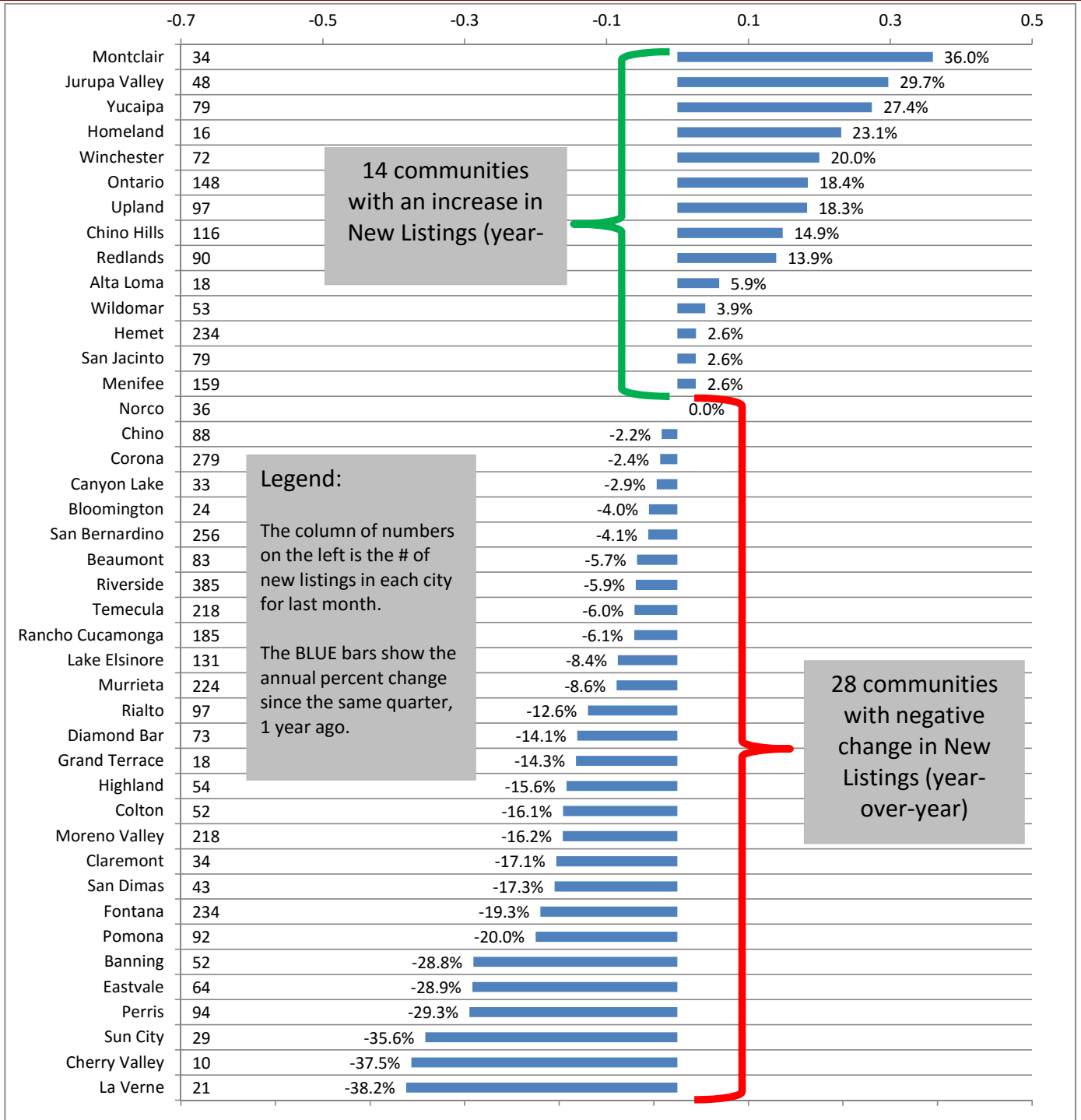
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Oct 2015 - Top Communities with New Listings (year-over-year)

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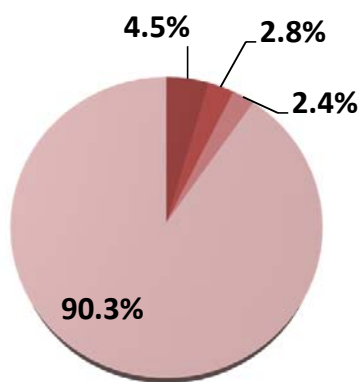
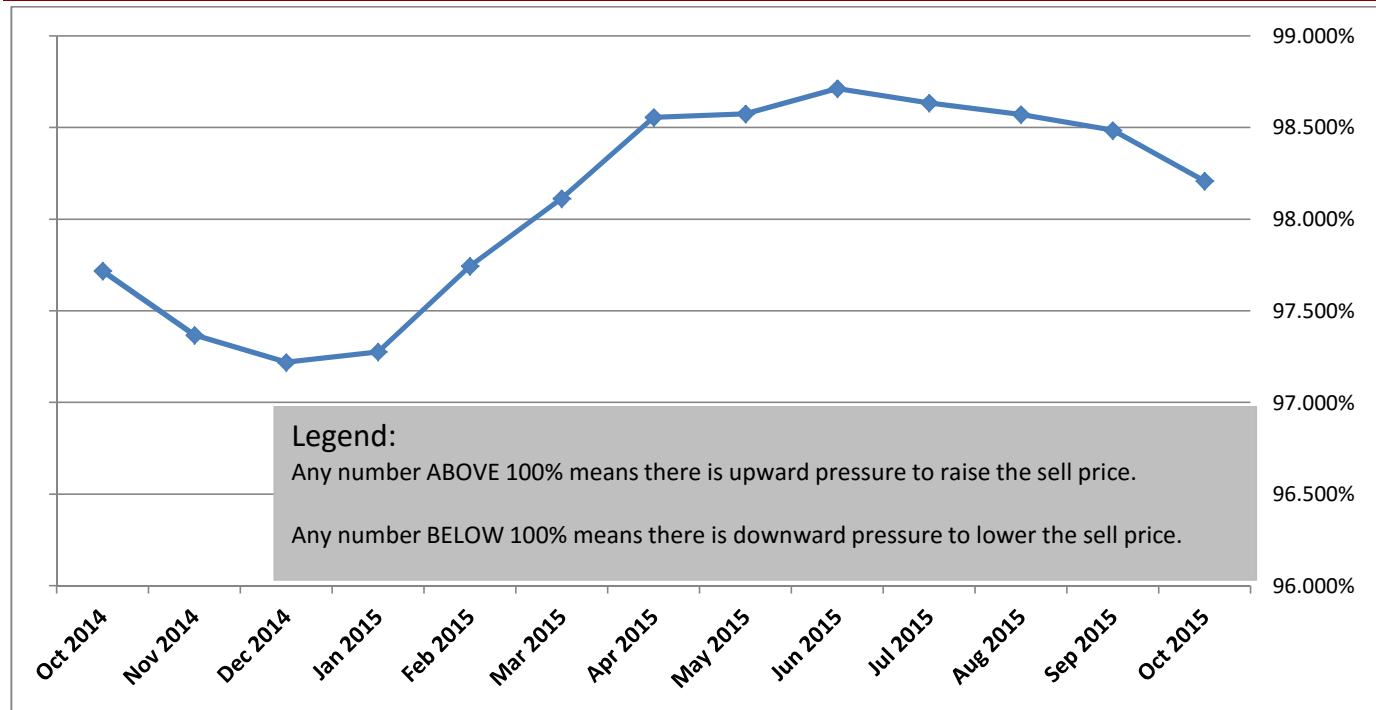
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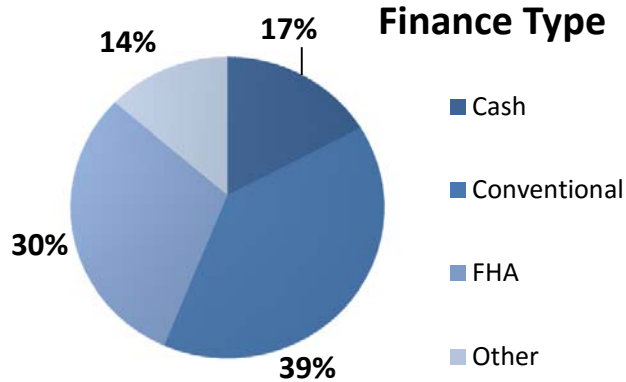
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Sell Price vs Original List Price



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