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THE OFFICIAL PUBLICATION OF THE INLAND VALLEYS ASSOCIATION OF REALTORS[®]



As Texas Faces Flooding Catastrophe,
REALTORS[®] Push Flood Insurance Program
to Help Future Victims Rebuild

FOR MORE INFORMATION GO TO PAGE 4

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As Texas Faces Flooding Catastrophe, REALTORS® Push Flood Insurance Program to Help Future Victims Rebuild



FRANK LICEA,
2017 IVAR PRESIDENT

In the past few days, Americans have started to see the devastation brought Hurricane Harvey to a huge swath of southeast Texas. Leaders of the disaster response effort have said that the storm has turned the region into an inland lake. The rain continues to fall and the waters continue to rise – and may do so through Labor Day.

Today we keep the people of Texas in our prayers and look for ways to help. I urge all members who are able to help, to support the REALTORS® Relief Foundation efforts to support Texas. You can make a donation right online at <https://www.nar.realtor/programs/realtors-relief-foundation/donate>. Every penny of contributions to the relief fund are used directly on relief. This relief fund has helped thousands of families in prior disasters, including prior storms in New Orleans and the New Jersey area.

Soon, hopefully, the waters will recede and further reveal a heartbreaking amount of devastation and need. That's when entire neighborhoods will need to find the resources to rebuild. Fortunately for many, the National Flood Insurance Program will help restore and rebuild family homes rendered uninhabitable right now.

Hopefully, members have seen the National Call for Action issued to ask REALTORS® to contact their representatives to re-authorize the National Flood Insurance Program for the next five years. Please take a moment to respond and let your member of Congress know how important it is to act now. The NFIP loses its current authorization at the end of September.

Please take a few moments to act on this issue now by going to <http://bit.ly/2iql7ht>. That will take you to the action page for the National Flood Insurance Program.

For millions of Americans, the NFIP is the only option for flood insurance coverage. That means that when disaster happens, the federally backed flood program is also the main way they rebuild their lives and their homes. Please help us convince lawmakers to keep this essential backstop in place.

Unfortunately, Hurricane Harvey is only the current flooding disaster to affect a community or region. There have been many in past years. There will be many more in future years that affect other parts of our country. Please help us ensure that millions of Americans are able to rebuild after a flood by reauthorizing the NFIP.

Please help the REALTORS® Relief Foundation – or one of the dozens of amazing relief groups supporting Texas families escaping the flooding today – by donating online today. Help millions more future flood victims by passing legislation to keep the National Flood Insurance Program going past September 30th.

Finally, please keep the victims of this disaster in your prayers.





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Government Affairs Updates



PAUL HERRERA,
GOVERNMENT AFFAIRS DIRECTOR



Federal: REALTOR® Call for Action on National Flood Insurance Program

This week, the National Association of REALTORS® launched a Call for Action asking members of Congress to reauthorize the National Flood Insurance Program. The NFIP is a crucial program that makes homeownership possible for millions of Americans across the country.

Without the NFIP, those homeowners would face entirely unaffordable flood insurance premiums or no access to flood insurance at all. In either case, they would also not be able to get a mortgage to purchase their homes. In the case of flooding disasters, such as the almost unprecedented storm in Texas right now, flood insurance may be the only lifeline that allows devastated communities to rebuild.

Please help us by asking lawmakers to reauthorize the NFIP. The Call for Action is

available at <http://bit.ly/2iql7ht>. It only takes a few moments to send your message to your representative in Congress.

State: REALTORS® Support Options to Build More Housing, Address Affordability Crisis

Over the next few weeks, California lawmakers will tackle several pieces of legislation designed to make it easier to build homes, particularly for working class families and lower income households in California. Almost all parties agree that the current affordability problem in California is driving out middle class families, hurting the state's economy and creating an untenable situation for all Californians going forward. It's not clear that even the current legislation will make the impact necessary to fix the issue, but there's little doubt that it represents real progress.

The legislative options vary in detail, but point in the same direction. When local communities consistently fall short in meeting goals for new housing, particularly housing affordable to working families, that were set locally, there would be greater tools to push for fast track permitting and decision-making. This would lower barriers to construction and ultimately help address the supply problem.

IVAR will be tracking the legislation closely to support market-based solutions to the growing affordability crisis.

Support our Mission, Support the REALTOR® Party

The most important thing each member can do to support our government affairs work is to stay informed and help spread the word on important issues to your colleagues, clients, friends and neighbors. Nothing is more important than your time, including the time you devote to making your voice heard at the ballot box each election day.

Our work is supported through voluntary contributions made by members to the REALTOR® Action Fund. These annual contributions of \$49 or more help ensure that we have the resources to research important issues, communicate with our members and mobilize our industry to have the impact necessary to make a difference.

You can make a contribution as you renew your membership – or anytime by going to www.car.org/governmentaffairs/raf.

Questions? Comments? You can reach Paul Herrera, Government Affairs Director, at pherrera@ivaor.com or on his cell phone at 951-500-1222.



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Technology, Inventory and Competition Among Firms' Top Challenges: Realtors® Survey

MEDIA CONTACT: COLE HENRY / 202-383-1290

WASHINGTON (August 22, 2017) – Keeping up with technology, maintaining sufficient inventory, competition from nontraditional participants and profitability are among the biggest challenges for real estate firms, according to the National Association of Realtors® 2017 Profile of Real Estate Firms.

Conversely, for a third year in a row, the survey found the vast majority of firms have an optimistic outlook for the future of the industry's growth. Although expectations have slightly decreased from last year's survey, firms remain confident and expect profitability from all real estate activities to increase or stay the same over the next year.

"Real estate firms continue to have a very positive outlook on the state of the industry. As the survey found, 90 percent of real estate firms expect net income to increase or remain the same over the next year," says NAR president William E. Brown, a second-generation Realtor® from Alamo, California and founder of Investment Properties. "But for the second year in a row, low inventory and high prices have led to a slight decrease in real estate firms' sales volume."

The report is based on a survey of firm executives who are members of the National Association of Realtors® and provides insight into the business characteristics and activity of firms, benefits and education provided to agents and outlook for the future.

Real estate firms are sensing strengthened competition this year, as 50 percent of firms expect competition to increase in the next year from non-traditional market participants, up from 43 percent in 2016. Half of firms expect competition during the same period to increase from virtual firms (up from 47 percent in 2016), while only 15 percent expect competition will increase from traditional brick-and-mortar firms.

"There is no doubt that the real estate industry is rapidly changing, and with it comes growing competition," said NAR CEO Bob Goldberg. "To stay ahead of this evolution and succeed in a more competitive market, NAR is establishing a new Strategic Business and Technology group to focus on business and technology solutions that ensure the role of the Realtor® is essential to the consumer."

According to the survey, 60 percent of commercial firms expect profitability from all real estate activities to increase in the next year, compared to 64 percent in 2016. Residential real estate firms are more optimistic compared to commercial

firms; 62 percent of firms expect profitability to improve, compared to 65 percent in 2016.

The typical residential real estate firm's brokerage sales volume was \$6.2 million in 2016 (down from \$6.3 in 2015), while the typical commercial real estate firm's brokerage sales volume was \$4.0 million in 2016 (down from \$4.5 in 2015).

The survey found that the size of the firm has an impact on sales volume. Firms with only one office, typically with 2 full-time licensed agents, had a median brokerage sales volume of \$4.3 million in 2016, compared to \$4.5 million in 2015. Large firms, those with four or more offices and typically with 81 full-time licensed agents, had a median brokerage sales volume of \$235.0 million in 2016, compared to \$203.8 million in 2015.

The survey states that 43 percent of firms reported they are actively recruiting sales agents in 2017, down from 47 percent in 2016. This is more common among residential firms (49 percent) than commercial firms (29 percent) and more common among firms with four offices or more (84 percent) than firms with one office (36 percent).

Real estate firms typically had 30 percent of their customer inquiries from past client referrals, another 30 percent from repeat business from past clients, 20 percent from their website or social media, and 1 percent through open houses.

Firms also predicted the effect different generations of homebuyers would have on the industry. Fifty-two percent of firms are concerned with Gen Y/millennials' ability to buy a home, 34 percent of firms are concerned with millennials' view of homeownership, and 32 percent of firms are concerned about the recruitment of millennial and Gen X real estate professionals.

The survey also asked about professional volunteer work and supporting the local community. Eight out of 10 firms encourage their agents to volunteer in the local community (similar to 2016): 43 percent at the local association of Realtors®, 25 percent at the state association of Realtors® and 18 percent with NAR. According to the study, residential firms (82 percent) are more likely to encourage agents to volunteer compared to commercial firms (79 percent).

The NAR 2017 Profile of Real Estate Firms was based on an online survey sent in July 2017 to a national sample of 165,598 executives at real estate firms. This generated 6,073 useable responses with a response rate of 3.7 percent.

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Housing Data Report July 2017

The Voice of Real Estate in the Inland EmpireSM


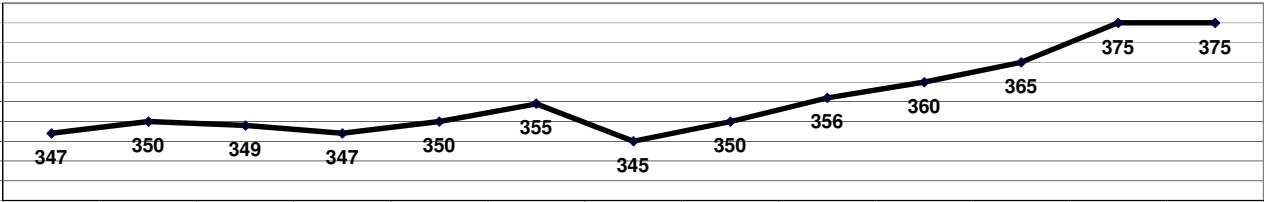


A report brought to you by the Inland Valleys Association of REALTORS® (IVAR)
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Mark Dowling, Chief Executive Officer

- Strong demand with limited housing supply is driving an aggressive "Seller's market" real estate market. When comparing year-to-date housing data from (Jan-July 2016 vs. Jan-July 2017) there were strong increases in Sold Listings (up 6.1%) Sales Volume (up 13.4%) and Pending Sales (up 8.2%). However, year-to-date New Listings continue to lag with a 4.3% decrease.
- Heightened demand has also caused a reduction in "Combined Days on Market" which has decreased 50% year-over-year. Moreover, roughly 1/3 of the homes sold were on the market less than 2-weeks.
- Median Sales held at \$375,000 for July, which is a 7.8% increase compared to July, 2016.
- Following a robust 2016 housing market, the mid-way point of 2017 reflects a very strong demand for housing demonstrated through increased Sold Listings, Sales Volume and Median Sales Prices, and a drastic reduction of Days on Market for homes.



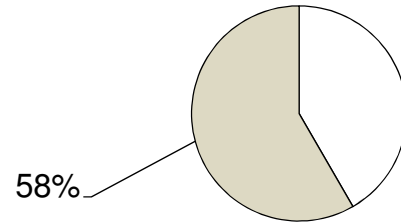
		Jul-2016	Jul-2017	Annual Change	
Monthly New Listings		New Listings	5,366	5,045	↓ -6.0%
		Pending Sales	3,750	4,333	↑ 15.5%
		Sold Listings	3,836	3,800	↓ -0.9%
		Median Sales Price	\$347,000	\$375,000	↑ 8.1%
		Sales Volume (\$M)	\$1,444	\$1,516	↑ 5.0%
Monthly Closed Listings		Price/Sq.Ft.	\$191	\$206	↑ 7.7%
		Sold \$/List \$	99.02%	100.00%	↑ 1.0%
		Days on Market	42	15	↓ -64.3%
		CDOM	50	16	↓ -68.0%
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.					
					
Monthly Median Sales Price					
Thousands					
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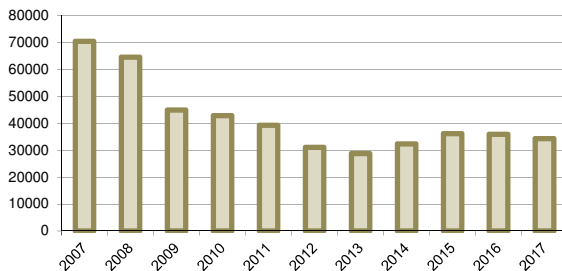
We are 7 months through the year:

The statistics shown below are for all 7 months of the years represented.

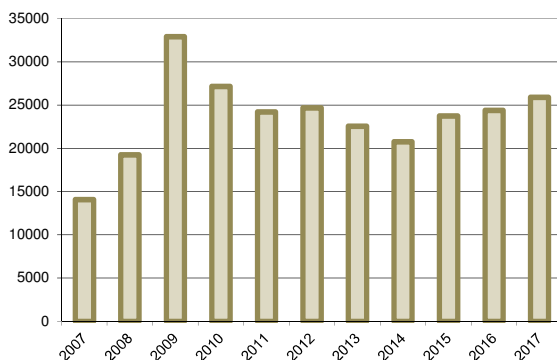
Month to month comparisons give you a quick way to see what is recently changing in the region. However, by comparing Year-To-Date (YTD) information across several years, you can observe more significant trends.



YTD New Listings



YTD Closed Listings

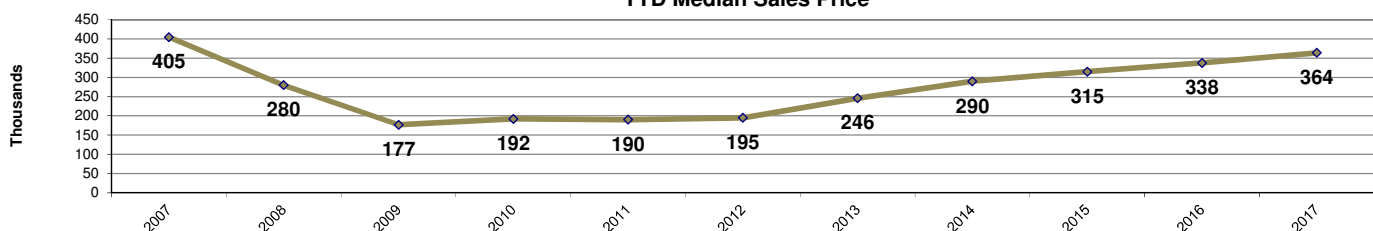


	Jan-Jul 2016	Jan-Jul 2017	Year-Over-Year Change
New Listings	35,916	34,354	↓ -4.3%
Pending Sales	26,338	28,489	↑ 8.2%
Sold Listings	24,394	25,886	↑ 6.1%
Median Sales Price	\$337,500	\$363,990	↑ 7.8%
Sales Volume (\$M)	\$8,909	\$10,103	↑ 13.4%
Price/Sq.Ft.	\$187	\$200	↑ 7.0%
Sold \$/List \$	98.73%	99.33%	↑ 0.6%
Days on Market	46	22	↓ -52.2%
CDOM	54	25	↓ -53.7%

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.



YTD Median Sales Price



Jul 2017 City Overview

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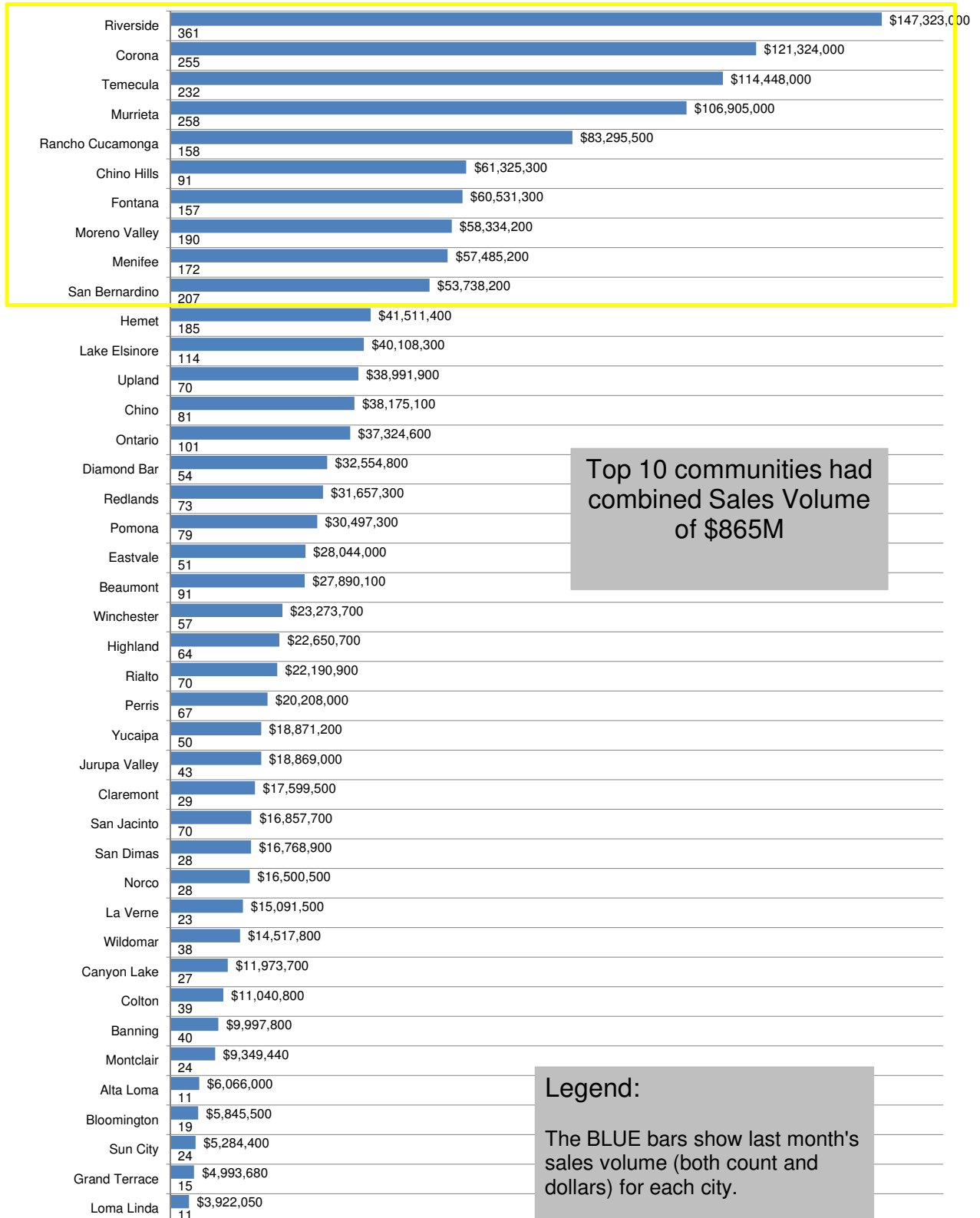
The following monthly data shows "YEAR-OVER-YEAR" (YOY) changes as well as current conditions in the real estate market

	YOY Sales Transactions	YOY Median Sales Price %	Median Sales Price \$	Inventory	Price per Sq.Ft.	Total Days on Market
Alta Loma	↓ -15%	↓ -3%	\$ 536,000	20	\$ 291	13
Banning	↓ -25%	↑ 18%	\$ 255,000	82	\$ 177	9
Beaumont	↑ 8%	↑ 10%	\$ 308,000	115	\$ 153	27
Bloomington	↑ 217%	↓ -3%	\$ 300,000	18	\$ 214	13
Canyon Lake	↑ 8%	↑ 4%	\$ 380,000	49	\$ 203	42
Chino	↑ 1%	↑ 12%	\$ 460,000	115	\$ 258	17
Chino Hills	↑ 28%	↑ 2%	\$ 598,000	106	\$ 327	17
Claremont	↓ -9%	↑ 3%	\$ 620,000	30	\$ 340	11
Colton	↓ -3%	↑ 19%	\$ 285,000	64	\$ 194	22
Corona	↑ 13%	↑ 5%	\$ 455,000	302	\$ 236	17
Diamond Bar	↓ -26%	↑ 4%	\$ 589,000	102	\$ 351	12
Eastvale	↓ -30%	↑ 12%	\$ 551,000	56	\$ 191	14
Fontana	↓ -18%	↑ 14%	\$ 386,000	221	\$ 222	13
Grand Terrace	→ 0%	↑ 5%	\$ 340,000	16	\$ 206	12
Hemet	↓ -13%	↑ 5%	\$ 230,000	211	\$ 140	13
Highland	↑ 52%	↑ 15%	\$ 355,000	70	\$ 186	20
Jurupa Valley	↓ -7%	↑ 11%	\$ 433,000	55	\$ 235	23
La Verne	↓ -30%	↑ 1%	\$ 610,000	42	\$ 335	17
Lake Elsinore	↓ -6%	↑ 9%	\$ 355,000	171	\$ 172	12
Loma Linda	↓ -15%	↓ -12%	\$ 360,000	11	\$ 214	9
Menifee	↑ 1%	↑ 5%	\$ 347,000	197	\$ 171	21
Montclair	↑ 14%	→ 0%	\$ 385,000	26	\$ 253	14
Moreno Valley	↑ 2%	↑ 7%	\$ 305,000	259	\$ 180	11
Murrieta	↑ 11%	↑ 8%	\$ 410,000	254	\$ 183	15
Norco	↑ 33%	↑ 13%	\$ 531,000	45	\$ 268	23
Ontario	↓ -4%	↑ 6%	\$ 375,000	138	\$ 269	16
Perris	↓ -19%	↑ 13%	\$ 300,000	125	\$ 161	12
Pomona	↓ -2%	↑ 11%	\$ 386,990	94	\$ 291	16
Rancho Cucamonga	↓ -4%	↑ 8%	\$ 499,990	235	\$ 276	14
Redlands	↑ 24%	↑ 22%	\$ 421,000	76	\$ 237	17
Rialto	↓ -4%	↑ 2%	\$ 315,000	100	\$ 214	11
Riverside	↓ -2%	↑ 9%	\$ 383,000	575	\$ 225	16
San Bernardino	↑ 15%	↑ 8%	\$ 250,000	283	\$ 188	22
San Dimas	↓ -3%	↑ 15%	\$ 580,000	35	\$ 327	16
San Jacinto	↓ -4%	↑ 4%	\$ 253,900	87	\$ 141	10
Sun City	↓ -14%	↓ -1%	\$ 211,000	33	\$ 158	42
Temecula	→ 0%	↑ 4%	\$ 435,000	240	\$ 215	19
Upland	↑ 13%	↑ 1%	\$ 540,000	119	\$ 280	20
Wildomar	↓ -25%	↑ 7%	\$ 375,000	65	\$ 169	16
Winchester	↑ 30%	↑ 5%	\$ 410,000	75	\$ 163	17
Yucaipa	↓ -30%	↑ 6%	\$ 356,000	67	\$ 195	16

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Jul 2017 - Sales Volume per City

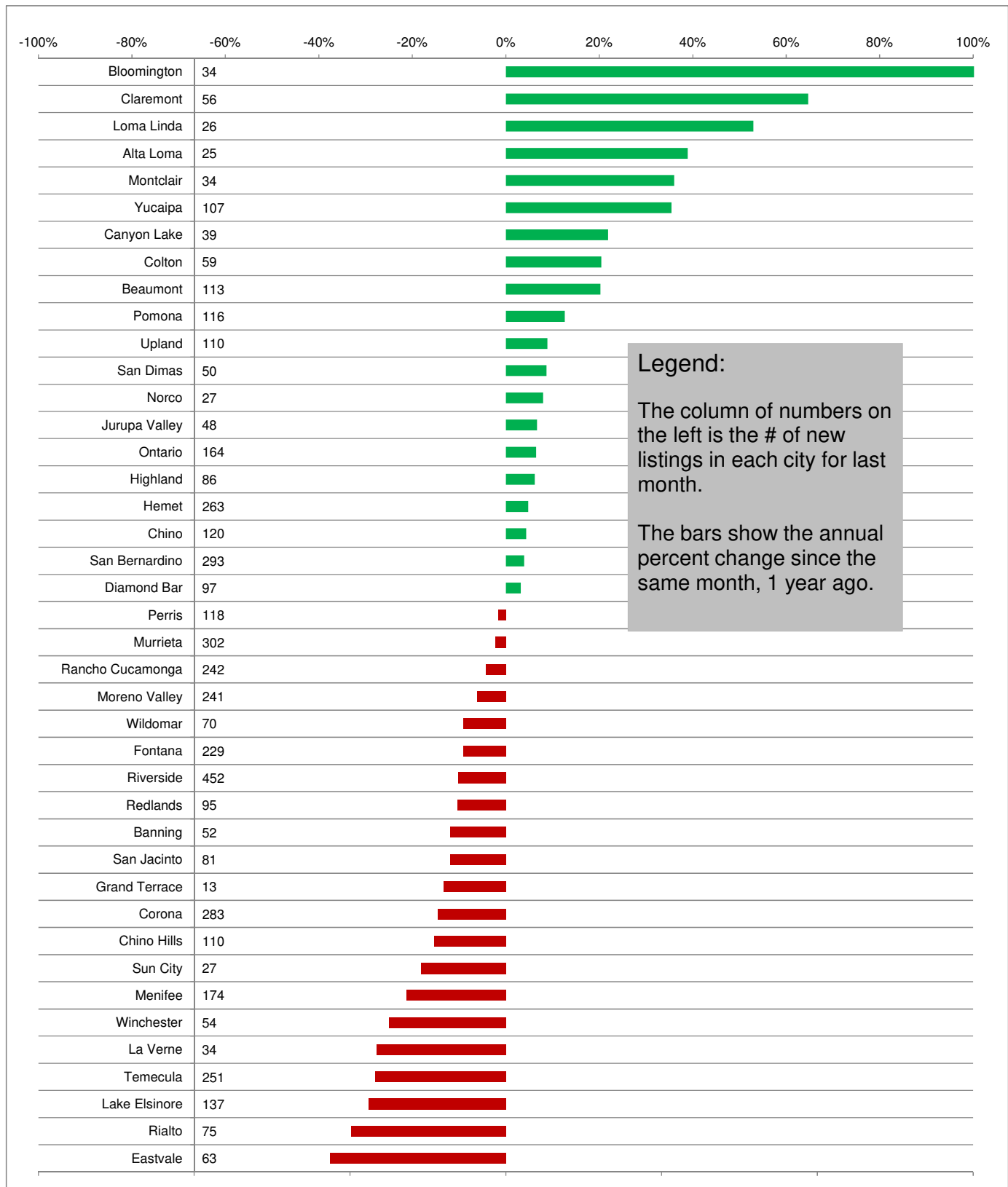
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Jul 2017 - Top Communities with New Listings (year-over-year)

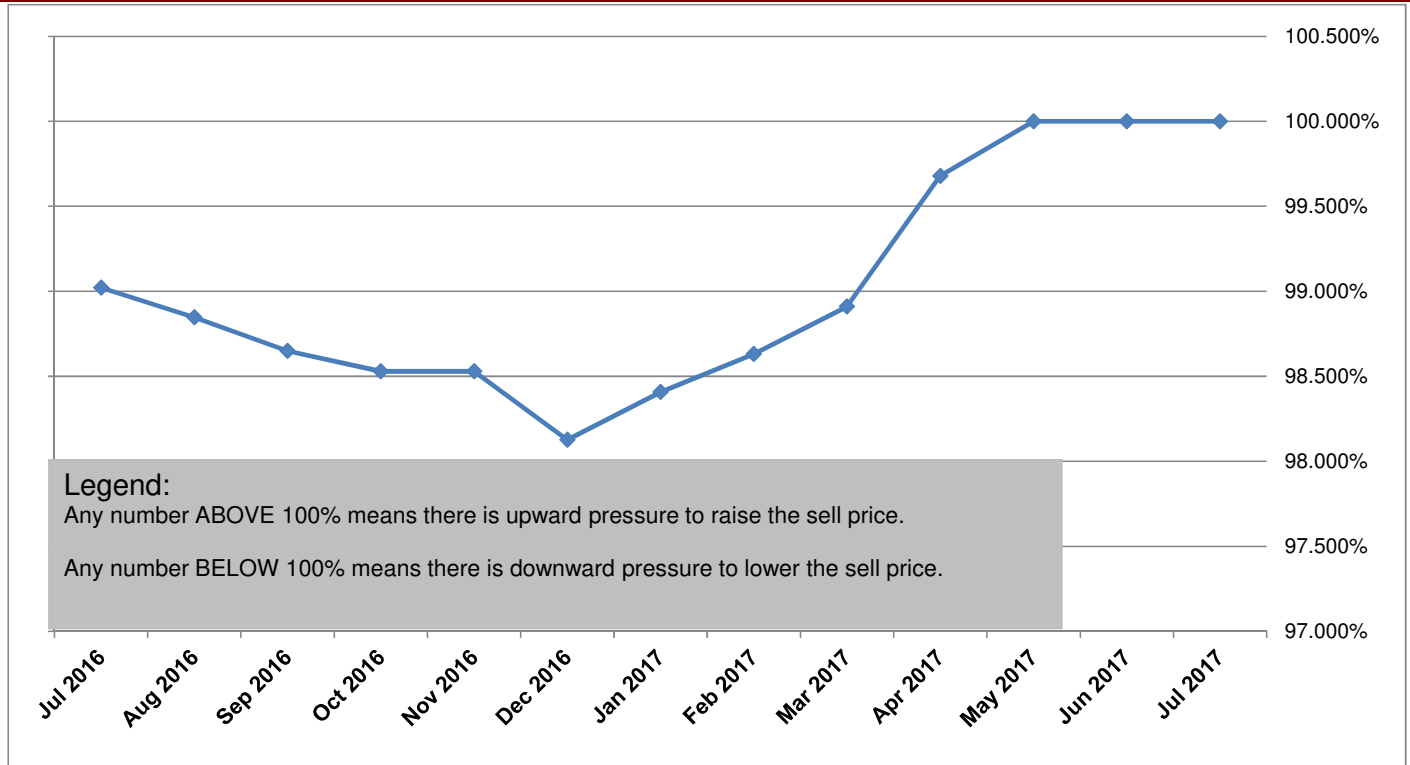
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Sell Price vs Original List Price

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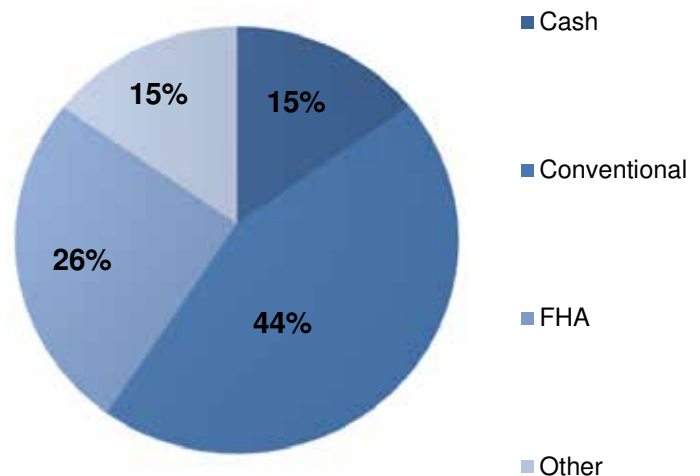


This report is brought to you by IVAR:

As a service to the more than 4 million residents of the Inland Empire, the **Inland Valleys Association of Realtors®** is proud to distribute this data report on the housing market in the 50 communities served by our Realtor Members.

The core purpose of IVAR is to help its members become more professional and profitable, while promoting and protecting real property rights.

Finance Type



Realtors® Report Finds 11 Percent Increase in Commercial Member Income, 19 Percent Increase in Sales Transaction Volume

MEDIA CONTACT: COLE HENRY / 202-383-1290

WASHINGTON (August 2, 2017) – Commercial real estate markets continue to improve, with Realtors® specializing in commercial real estate reporting both an increase in member's gross income and sales volume, according to the National Association of Realtors® 2017 Commercial Member Profile.

The annual study's results represent Realtors®, members of NAR, who conduct all or part of their business in commercial sales, leasing, brokerage and development for land, office and industrial space, multifamily and retail buildings, as well as property management.

"There has been an uptick in Realtor® members who choose to specialize in commercial real estate at the same time as commercial professionals report improvements in the market and their business activity," said 2017 NAR President William E. Brown, a Realtor® from Alamo, California. "A stronger commercial market is a good indicator of a growing economy, so the outlook is positive for commercial members in the year ahead."

The median gross annual income for commercial members in 2016 was \$120,800, an increase from \$108,800 in 2015. Brokers and appraisers tend to report the highest median annual incomes, while sales agents report the lowest among licensees. Those with less than two years of experience reported a median annual income of \$31,500 in 2016, down from \$43,400 in 2015; members with more than 26 years of experience reported a median annual income of \$162,200 in 2016, down from \$165,400 in 2015.

Commercial members completed a median of eight sales transactions in 2016, a decrease of one since 2015. A quarter of commercial members reported having one to four transactions, and 27 percent reported having more than 20 transactions.

While the number of transactions decreased slightly in 2016, the sales volume increased again this year. The median sales transaction volume in 2016 among members who had a transaction was \$3,500,000, an increase from \$2,931,000 in 2015. Only 7 percent of commercial members reported not having a transaction at all, which decreased from 8 percent in 2015.

The median years of experience in real estate increased to 24 years in 2017, up from 20 years in 2016, as did the median

years of experience of members in commercial real estate – up from 15 years in 2016 to 19 years in 2017.

Forty-seven percent of NAR's commercial members are brokers, and 30 percent are licensed sales agents, consistent with last year. Seventeen percent of commercial members have a broker-associate license while appraisal license holders account for 5 percent, also consistent with last year.

The median age of commercial members remained the same as last year, at 60 years old. Almost three out of four commercial members are male, identical to last year's results. Men reported being active in any real estate capacity for a median of 25 years and in commercial real estate for a median of 20 years, the same as last year. Women have been active in real estate for a median of 19 years (up from 14 years last year) and in commercial real estate for a median of 15 years (up from 11 years last year).

Commercial members who manage properties typically managed 82,000 total square feet, representing 15 total spaces, up from 50,000 square feet and 17 spaces in 2015. Those who manage offices typically managed 25,000 total office square feet, representing seven total offices, up from 20,000 office square feet and five offices last year.

Thirty-three percent of commercial members were involved in international transactions in 2016, down 2 percent from 2015. Eighteen percent of commercial members reported an increase in international transactions, while only 1 percent had a decrease.

Sixty-five percent (up from 60 percent in 2016) of respondents are members of any of several commercial affiliated institutes, councils, or societies. These commercial organizations include the CCIM Institute, the Institute of Real Estate Management, the Counselors of Real Estate, the Realtors® Land Institute and the Society of Industrial and Office Realtors®.

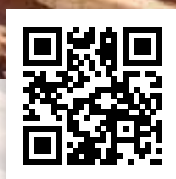
In June 2017, NAR invited a random sample of 64,147 Realtors® with an interest in commercial real estate to fill out an on-line survey. A total of 1,926 responses were received for an overall response rate of 3.0 percent. All information in this report is representative of member characteristics in 2017 while sales and lease transaction values and income are characteristic of calendar year 2016.

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