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AUGUST 2018

INLAND VALLEYS REALTOR®

THE OFFICIAL PUBLICATION OF THE INLAND VALLEYS ASSOCIATION OF REALTORS®

Members – Help us Get the Facts out to Support Prop 5 this November

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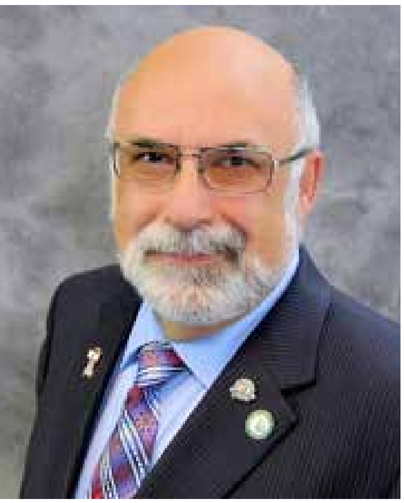
Members – Help us Get the Facts out to Support Prop 5 this November



JOE CUSUMANO,
2018 IVAR PRESIDENT

In November, California voters will face a decision on proposition 5, the REALTOR®-backed voter initiative that would allow senior and disabled homeowners to move without facing the accompanying tax increases.

According to the non-partisan Legislative Analyst Office, a yes vote would unlock about 40,000 homes to the market each year which otherwise would remain with current owners who fear thousands of dollars in new taxes. A no vote keeps seniors and disabled owners in homes that might be too large, too difficult to navigate or away from the community that might better fit their retirement years.

I support Prop 5 and I hope you will too.

One of the promises of responsible, long-term homeownership is that someone who makes the sacrifices often necessary to get into a home is then able to lock in affordability. That was, and remains, a central reason that Prop 13 was critical. Government should not be in position to tax someone out of a home.

Housing markets rise and fall and, due largely to failures in public policy, have been rising way above wages and affordability due to the simple fact that we're not able to build enough homes to meet our growing population. Prop 13 shelters long-term residents from the mistakes of planning and policy for which they would otherwise literally have to pay.

However, there's one unfortunate gap in that protection. Seniors who have stayed in their home for many years surrender Prop 13 protections and are exposed to that rising market if they choose to sell their home and move. This problem comes just as their careers are ending, healthcare costs are rising and they are calculating how far they can stretch their savings and retirement income. It also comes at a point when many would benefit by moving to a smaller home, a home closer to family and needed services or one that better supports medical concerns (for instance, moving from a two-story home to a single-story home).

This issue becomes even more important for homeowners who become disabled. Simply by moving to a home that better accommodates their needs, they can trigger thousands in new taxes that make such a move unaffordable.

Prop 5 does precisely one thing – it protects these seniors and disabled homeowners from having to choose between their financial security and their basic quality of life. It does so at a cost to taxpayers that, in the worst-case scenario, adds up to less than a tenth of one percent of the taxes Californians pay to state and local governments. Let's rephrase that – in the worst case scenario, 99.9-something percent of California's budget is untouched. That's much more than we can say for the seniors and disabled residents who can easily face a tax increase of $5,000 to $10,000 per year or more.

If lawmakers can't make ends met with 99 dollars and 90-something cents of every $100 in taxes … well, I'm sure you can fill in the rest of that sentence.

And yet, that's the argument we'll hear – that California can't afford to extend Prop 13 protections to seniors and disabled residents who need to move. Instead, we'll make up that second decimal place worth of tax revenue by forcing those homeowners to pick up the tab when they have no choice but to move – for instance, such as when they lose their current home due to fire, flood or other disaster.

REALTORS® - we're counting on you this fall to carry the message through the clutter. Prop 5 is an idea that simply makes sense. If people hear the facts, straightforward and in context, we'll help tens of thousands of people starting next year.

International Activity in U.S. Residential Real Estate Market Declines, According to Realtor® Survey

WASHINGTON (July 26, 2018) – Rising home prices and low inventory led to a decline in foreign home purchases in the United States. Total international sales totaled $121 billion during April 2017 to March 2018, a 21 percent decline from the previous 12-month period, according to an annual survey from the National Association of Realtors®.

NAR's 2018 Profile of International Transactions in U.S. Residential Real Estate*, found that foreign buyers and recent immigrants accounted for 8 percent of the $1.6 trillion existing home sales, a decrease from 10 percent during the 12-month period that ended March 2017.

"After a surge in 2017, we saw a decrease in foreign activity in the housing market in the latest year, bringing us closer to the levels seen in 2016," said Lawrence Yun, NAR chief economist. "Inventory shortages continue to drive up prices and sustained job creation and historically low interest rates mean that foreign buyers are now competing with domestic residents for the same, limited supply of homes."

China continues to lead in purchases

Five countries accounted for nearly half (49 percent) of the dollar volume of purchases by foreign buyers: China, Canada, India, Mexico and the United Kingdom. For the sixth consecutive year, China exceeded all other countries in dollar volume of purchases, buying an estimated $30.4 billion worth of residential property, a decrease of 4 percent from last year. Buyers from Canada came in second, with $10.5 billion worth of property, showing a more significant decline of 45 percent from the 2017 survey reference period, followed by the U.K., $7.3 billion, India, $7.2 billion and Mexico, $4.2 billion.

"The saying goes that all real estate is local, but that does not mean that all buyers are," said NAR President Elizabeth Mendenhall, a sixth-generation Realtor® from Columbia, Missouri and CEO of RE/MAX Boone Realty. "Even in this current global environment of political uncertainty, the U.S. real estate market continues to be seen as a safe, secure and profitable place to invest in property."

The survey once again showed that foreign buying activity is mostly limited to three states, as Florida (19 percent), California (14 percent) and Texas (9 percent) remained the top three destinations for foreign buyers to purchase, followed by Arizona and New York (both 5 percent).

The number of units purchased by international buyers saw a slight decrease, from 284,000 in the previous 12-month period to 266,800. China, once again, purchased the greatest number of units at 40,400. Canada comes next with 27,400 units, followed by Mexico (20,200), India (13,100) and the U.K. (9,000).

International buyers purchasing fewer, less expensive properties

International buyers typically buy more expensive properties than the average existing home. The median price for a foreign buyer was $292,400, compared to the median price for all existing homes ($249,300). Chinese buyers continue to purchase the most expensive properties, with a median price of $439,100.

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Foreign buyers are more likely to purchase a home with all cash than a domestic buyer. Forty-seven percent of all international transactions were reported as all cash, compared to 21 percent of existing-home sales. Buyers from India are more likely to finance their home purchase through a U.S. mortgage (78 percent). Buyers from Canada are the most likely to purchase a home through an all-cash sale (78 percent).

Foreign buyers are most likely to purchase a detached, single-family home (66 percent), followed by a condominium (14 percent) and then a townhouse (13 percent). Only 3 percent of international buyers purchase residential land with the intent to build a home.

International buyers purchase property for a variety of reason, the most frequent (52 percent) being as a primary residence. Indian buyers were the most likely to purchase the property for primary residence (86 percent), while Canadian buyers were the most likely to purchase the property as a vacation home (40 percent). Among the top five purchasing countries, Chinese buyers were the most likely to purchase a house for student housing.

Realtors® uncertain about the outlook of international buying activity

Twenty-three percent of National Association of Realtors® members who participated in the survey reported that they worked with an international client in the last year, a decline from 29 percent in the previous year. Forty-four percent of respondents said that they "don't know" when asked about the 12-month outlook for international residential buyer activity. Twenty-five percent said they think the activity with either decrease or remain the same and only 5 percent believe it will increase. Yun attributes this uncertainty about future conditions to confusion and ambiguity surrounding policy changes related to international trade and immigration.

Realtors® also worked with international clients looking to lease property in the U.S. Eleven percent of respondents said they helped a foreign client lease residential property, with the most frequent country of origin being Canada (4 percent).

NAR's 2018 Profile of International Transactions in U.S. Residential Real Estate was conducted April 10 through April 19, 2018. A sample of Realtors® was surveyed to measure the share of U.S. residential real estate sales to international clients, and to provide a profile of the origin, destination and buying preferences of international clients, as well as the challenges and opportunities faced by Realtors® in serving foreign clients. The survey presents information about transactions with international clients during the 12-month period between April 2017 and March 2018. A total of 10,303 Realtors® responded to the 2018 survey.

PAUL HERRERA,
GOVERNMENT AFFAIRS DIRECTOR

REALTORS® Join Opposition to Prop 10

In November, voters will face a decision on whether to expand the reach of rent control well beyond what's allowed by law today. Proposition 10 asks voters to repeal a two-decade old compromise designed to balance existing local rent control laws with a need to protect single-family homeowners and encourage new housing construction.

Proposition 10 would open the door to allow rent control to impact single family homes, which is currently outlawed, and new development. The former would significantly impact mom and pop rental properties. The latter would make it increasingly difficult to address the lack of housing in California by limiting the value of new rental housing.

The nonpartisan Legislative Analyst's Office predicts that the initiative will cost the state about $150 million per year or more.

The California Association of REALTORS® has adopted an Oppose position on Prop 10 and will be involved in the campaign to defeat the measure.

National Flood Insurance Program Gets Latest Reprieve

The National Flood Insurance Program (NFIP) survived another scheduled lapse when Congress approved a four-month reauthorization of its funding. The insurance program was scheduled to lose its authorization to write new policies at the end of July.

Approximately 5 million homes in 22,000 communities nationally rely on the NFIP as the only source of affordable (and in some cases available) flood coverage. Without that coverage, those homes become ineligible for most mortgages and leave homeowners in danger of catastrophic losses.

The new funding extends NFIP through the end of November. The short term extension marks the latest in a series of short term extensions that have lasted anywhere from a matter of weeks to a few months. REALTORS® had asked Congress to approve a long-term extension along with a series of reforms designed to begin reducing the mounting losses facing NFIP as well as more accurately reflect real flood risks. The reauthorization bill did not include any changes to NFIP.

Paul Herrera is the Government Affairs Director for the Inland Valleys Association of REALTORS®. You can reach him at pherrera@ivaor.com or by phone at 951-500-1222.

Realtors® Survey Shows Rising Membership, Younger Agents Joining Industry

WASHINGTON (July 19, 2018) — The income and sales volume of National Association of Realtors® members dropped slightly over the last year, but membership increased as younger members continue to enter the industry, according to the 2018 National Association of Realtors® Member Profile.

This past year, there was a rise in new members from 1.22 million in March 2017 to 1.30 million in April 2018. The profile found that 29 percent of members have less than two years of experience, an increase from 28 percent.

"While inventory shortages continue and home prices remain high, NAR has seen a whopping 6 percent increase in membership over the last year. Younger Americans are seeking business opportunities that working in real estate provides, but the overall trend is a slightly older age profile," Lawrence Yun, NAR chief economist stated.

The survey's results are representative of the nation's 1.3 million Realtors®; members of NAR account for about half of all active real estate licensees in the U.S. Realtors® go beyond state licensing requirements by subscribing to NAR's Code of Ethics and standards of practice and committing to continuing education.

Demographic Characteristics of Realtors®

Realtors®' median age was 54 this year, slightly up from the last two years, at 53. Sixty-three percent of Realtors® are female, and the typical Realtor® is a 54-year-old white female who attended college and is a homeowner. The most common first careers reported are in management, business or finance, or in sales and retail, both at 16 percent. Only five percent of Realtors® reported real estate was their first career; 72 percent said that real estate was their only occupation, and that number jumps to 82 percent among members with 16 or more years of experience.

Sixty-five percent of Realtors® are licensed sales agents (same as last year), 21 percent hold broker licenses (down from 22 percent), and 15 percent hold broker associate licenses (same as last year). New members tended to be more diverse than more experienced members; 25 percent of members with two years of experience or less were minorities, up from 22 percent last year.

Business Activity of Realtors®

According to the survey, the main factors that limit potential clients in completing transactions are difficulty finding the right property (35 percent), housing affordability (17 percent), and difficulty in obtaining mortgage financing (12 percent).

Impacted by low inventory, the typical number of transactions decreased slightly from 12 transactions in 2016 to 11 transactions in 2017. Despite rising home prices again in 2017, the median brokerage sales volume decreased to $1.8 million in 2017 from $1.9 million in 2016.

"A familiar story lingers from last year, as limited inventory continues to plague many housing markets across the country. For the fifth year in a row, the difficulty finding the right property has surpassed the difficulty in obtaining a mortgage as the most cited reason limiting potential homebuyers," said Yun.

The typical Realtor® earned 12 percent of their business from repeat clients and customers (compared to 13 percent in 2017) and 17 percent through referral from past clients and customers (compared to 18 percent in 2017).

Realtors®' web presence and use of social media has increased in recent years as a valuable marketing tool to reach clients and build online communities. Sixty-eight percent of members reported having their own website, the same number as last year. Members continue to be more comfortable with using the latest technology on a daily basis as 71 percent of members were on Facebook for professional use and 59 percent were on LinkedIn (same as last year).

Finally, 80 percent reported that they are certain they would remain in the real estate business, while those who were newest to the profession were least certain they would remain; 5 percent of all members were uncertain whether they would remain in the business.

Office and Firm Affiliation of Realtors®

The survey looked at office and firm affiliation for members and found that over half of Realtors® continue to report that they work for an independent company. Fifty-eight percent of those are licensed as brokers and broker associates (up from 56 percent in 2017), and 49 percent are licensed as sales agents, an increase of one percent since 2017. Nearly nine in 10 members are independent contractors at their firms, the same as last year.

Forty-four percent of members worked at one office firm while a quarter of members worked at a firm with two to four offices. The typical member had been with their current firm for four years.

EU's General Data Protection Regulation ("GDPR")

The importance of data privacy to consumers today cannot be underestimated. Leading the way internationally, the European Union adopted the General Data Protection Regulation ("GDPR") effective May 25, 2018, causing a flurry of concern from companies that collect and use consumer data. But what is GDPR, what does it regulate, and most importantly, why should a California REALTOR® care about a European law? GDPR, controlling law in all member states of the European Union (and Iceland, Liechtenstein, and Norway), regulates when and how businesses store and handle consumer personal data, and what rights a consumer has in such data.

What could concern a California REALTOR®? GDPR requires compliance from businesses operating within an EU member state, but also any business located outside the EU handling an EU person's data, if one of two conditions apply:

1) the business offers goods or services to EU persons; or

2) the business monitors a data subject's behavior to the extent such behavior occurs in the EU, which could include tracking online behavior using cookies or some other method.

A California REALTOR® advertising Pacific Coast holiday homes to German and Italian buyers would likely be required to comply with GDPR, but under an expansive view of the law—which is new and has not yet been tested in courts of law—if an EU person visits your website and you have behavior tracking implemented, that could trigger your requirement to comply with GDPR. If you have concerns, you should consult with your website vendors or a data privacy expert to develop a strategy for handling EU visitors to your website.

For GDPR, "Personal Data" is defined broadly, meaning any information that by itself, or in combination with other information held by the business, would likely identify a living person. This can include various information like a person's personal data such as name, age and physical or e-mail address, that person's family and lifestyle details such as marital status or number of children, medical details, employment details, financial details and contractual details such as the goods and services provided to that person by the business.

If a business takes any activity relating to personal data of an EU person, that business will need to comply with GDPR's requirements. Additionally, a business regulated by GDPR must not only make sure its own practices conform with the regulation, but also must ensure compliance by any third-party businesses the business has contracts with to process data on its behalf, such as vendors, service providers, and related corporate entities.

To comply with GDPR, a business must clearly disclose to consumers what data it is collecting, for what purposes, and the business may not go beyond the disclosed categories and purposes. A consumer's personal data can usually only be collected, stored and used if the business can prove it obtained the consumer's affirmative consent; the consumer's silence, the use of pre-checked consent boxes, or the consumer's failure to object are all insufficient grounds to show affirmative consent. Businesses should ensure that data is kept accurate and up-to-date, and stored only as long as necessary (qualified by any legal requirements mandating longer storage, such as DRE record requirements), and the consumer must be given the right to correct any data held by the business. The business must also afford the consumer a "right to be forgotten," which is the right to demand erasure of the consumer's data once there is no longer any business need and there are no prevailing legal requirements to maintain storage. The business must also ensure it adopts appropriate technical and organizational security measures so that consumers' personal data is stored securely and protected against unauthorized or illegal access or use, and accidental loss or destruction.

GDPR's breathtaking penalties include the higher of 20 million Euros or 4% of the business' total global turnover for the previous financial year. While this level of penalty will likely be reserved for only the most egregious breaches of GDPR, a failure to comply with GDPR could prove costly. Unfortunately, it is beyond the scope of this article to cover in depth all the requirements for compliance with GDPR. Although California REALTORS® should be aware of GDPR, many likely will not fall within its regulatory scope; however, if you have specific questions about your business and GDPR, you should seek your own counsel from a data privacy expert.

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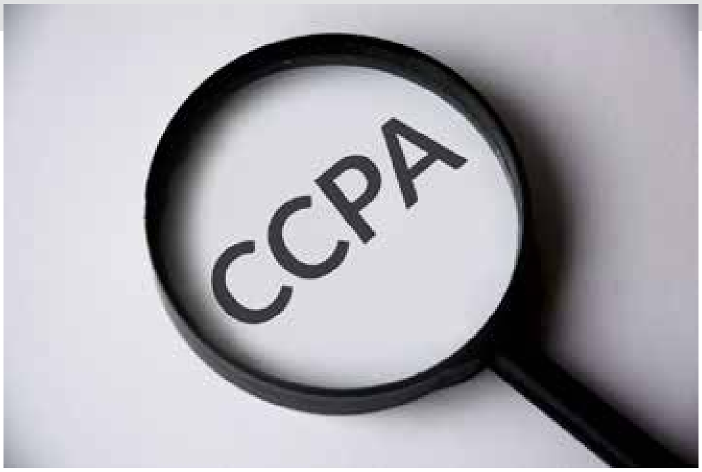

California Consumer Privacy Act ("CCPA")

Not to be outdone by its European cousins, the California legislature recently passed the California Consumer Privacy Act ("CCPA") making sweeping changes and additions to California's existing privacy legislation. CCPA, not taking effect until January 1, 2020, was passed in an extremely short period to prevent an even broader and perhaps more troublesome privacy initiative appearing on the November 2018 ballot.

The law applies to any business doing business in California that directly or indirectly collects consumers' personal information and determines the purpose and means of processing such information, provided that one of three conditions is met:

1. The business has $25 million or more in annual revenues;
2. The business derives half or more of its revenues from the sale of consumer data; or
3. The business annually buys, receives for its commercial purposes, sells, or shares for its commercial purposes, the personal information of 50,000 or more consumers, households or devices (which breaks down to as little as 137 transactions or website visitors per day on average).

More broadly defined than in other California laws, "consumer" includes individual customers, employees, independent contractors and vendors, and "personal information" applies to all data capable of being associated with an individual or household, not only electronic information. As a result, many California REALTORS® may fall within CCPA's coverage.

Among other requirements, covered businesses must provide information to their "consumers" regarding information that is collected and why, delete information on a consumer's request, and allow opt-out on sale of personal information. Additionally, the business will be required to provide additional information on the specific data, use and disclosures upon consumer requests.

CCPA prevents most private lawsuits, reserving enforcement action to the California Attorney General, although certain data breach allegations may be subject to private lawsuit provided that the Attorney General approves the lawsuit. A business must also be given a right to cure an alleged violation before any enforcement action by the Attorney General or private complainant may proceed.

It is possible that the specifics of CCPA may be amended by the California legislature before it becomes effective in 2020, but California REALTORS® should start to consider if CCPA applies to them and, if so, how to comply.

Proposition 65 Safe Harbor Standards Start August 30, 2018

For property managers and landlords required to post Proposition 65 warnings (those having at least 10 employees, excluding independent contractors), beginning August 30, 2018, new regulations provide several different types of "safe harbor" warnings. Although no one is technically required to use the safe harbor standards, doing so creates a presumption of a "clear and reasonable" warning.

Any decision whether to notify tenants or others must be made by the landlord. However, because of uncertainties regarding Proposition 65, it would appear prudent to notify tenants if the property contains a significant level of a listed chemical such as asbestos, lead or pesticides, or there is an enclosed garage, and to take advantage of the safe harbor warnings.

Under the new provisions, warnings must be more specific and must mention at least one listed chemical by name. Depending on the warning, it might be required to include a yellow triangle with an exclamation point and the word "WARNING" in bold, all caps, along with a specific web site address for each different type warning.

For example, an enclosed parking facility warning will read as follows:

WARNING: Breathing the air in this parking garage can expose you to chemicals including carbon monoxide and gasoline or diesel engine exhaust, which are known to the State of California to cause cancer and birth defects or other reproductive harm. Do not stay in this area longer than necessary.

For more information go to
www.P65Warnings.ca.gov/parking.

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Housing Data Report July 2018

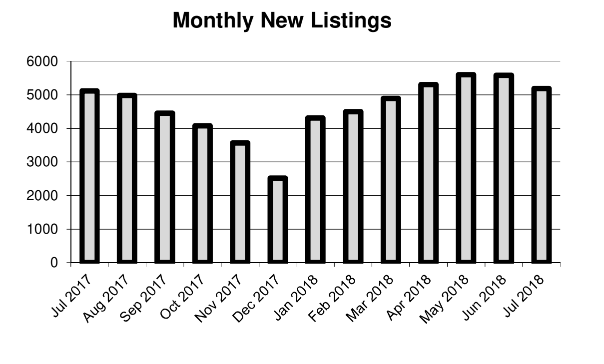
The Voice of Real Estate in the Inland Empire℠

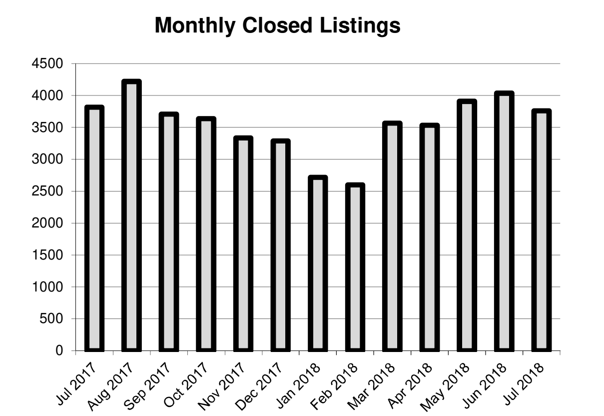
A report brought to you by the Inland Valleys Association of REALTORS® (IVAR)
www.ivaor.com

Mark Dowling, Chief Executive Officer

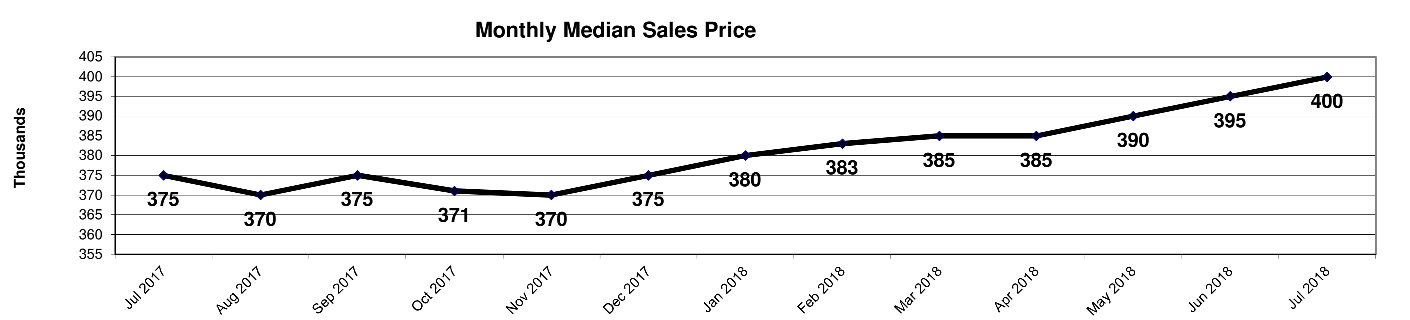
- The housing data for the first half of 2018 reflects a strong but tightening real estate market. When comparing year-over-year 2018 data to 2017 housing data, New Listings are up (2.7%), but Pending Sales and Sold Listings are down 6.1% and 6.9%. Additionally, the Median Sales Price is up 7.1%.
- Heightened demand has also caused a reduction in "Combined Days on Market" which is now less than 20 days.
- Although Median Sales price was generally flat the last six months of 2017, Median Sales price has steadily increased in 2018 more than 5% to $400,000.

	Jul-2017	Jul-2018	Annual Change
New Listings	5,116	5,185	1.3%
Pending Sales	4,009	3,972	-0.9%
Sold Listings	3,818	3,758	-1.6%
Median Sales Price	$375,000	$399,900	6.6%
Sales Volume ($M)	$1,524	$1,613	5.8%
Price/Sq.Ft.	$206	$226	9.5%
Sold $/List $	100.00%	99.84%	-0.2%
Days on Market	15	18	20.0%
CDOM	16	19	18.8%





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 through Jul 2018 - YTD Comparisons

Inland Valleys Regional Summary

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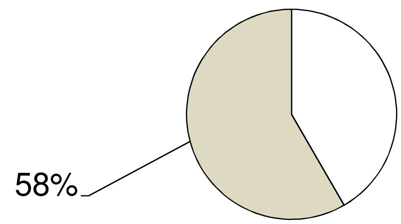
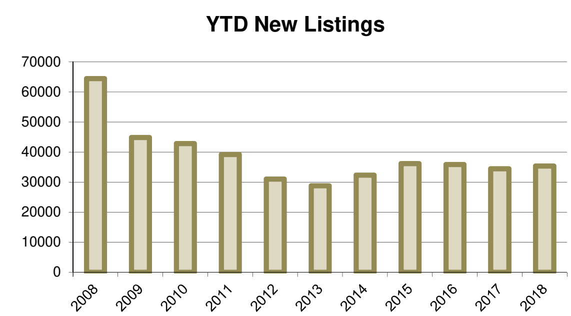
The statistics shown below are for all 7 months of the years represented.

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 signifiant trends.

We are 7 months through the year:





	Jan-Jul 2017	Jan-Jul 2018	Year-Over-Year Change
New Listings	34,458	35,379	2.7%
Pending Sales	27,994	26,280	-6.1%
Sold Listings	25,912	24,118	-6.9%
Median Sales Price	$364,000	$390,000	7.1%
Sales Volume ($M)	$10,118	$10,077	-0.4%
Price/Sq.Ft.	$200	$219	9.7%
Sold $/List $	99.32%	100.00%	0.7%
Days on Market	22	17	-22.7%
CDOM	25	19	-24.0%

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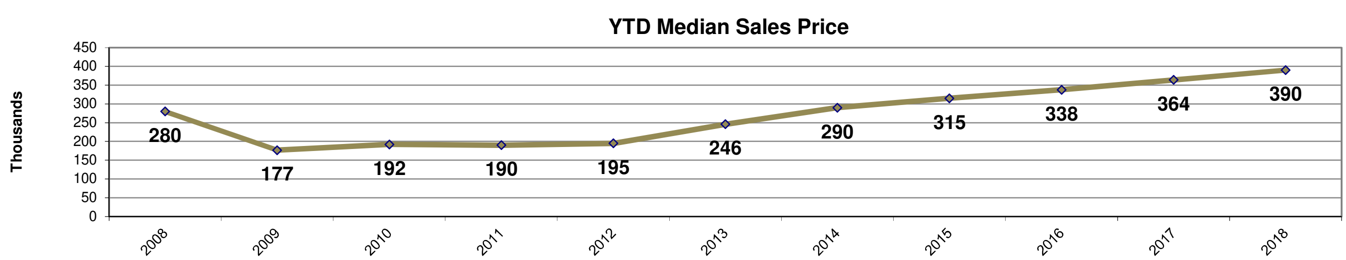

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Jul 2018 City Overview

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 $	Inventory	Price per Sq.Ft.	Total Days on Market
Banning	-3%	9%	$ 278,000	75	$ 194	25
Beaumont	-12%	13%	$ 348,500	114	$ 167	29
Bloomington	-10%	16%	$ 347,500	17	$ 218	37
Canyon Lake	22%	21%	$ 460,000	52	$ 236	36
Chino	5%	4%	$ 478,000	107	$ 287	16
Chino Hills	-9%	5%	$ 625,000	119	$ 349	26
Claremont	10%	4%	$ 644,950	43	$ 376	26
Colton	3%	-4%	$ 271,000	69	$ 221	23
Corona	-6%	8%	$ 489,000	289	$ 254	20
Diamond Bar	-9%	15%	$ 678,000	101	$ 377	23
Eastvale	6%	0%	$ 552,500	75	$ 210	19
Fontana	7%	2%	$ 392,000	226	$ 235	16
Hemet	0%	10%	$ 254,450	259	$ 158	22
Highland	-5%	0%	$ 353,500	78	$ 206	20
Homeland	450%	8%	$ 194,500	13	$ 131	7
Jurupa Valley	2%	2%	$ 442,500	79	$ 258	15
La Verne	57%	10%	$ 670,000	42	$ 371	17
Lake Elsinore	18%	7%	$ 379,444	158	$ 188	25
Loma Linda	64%	14%	$ 409,500	32	$ 236	17
Menifee	-21%	6%	$ 368,950	201	$ 185	24
Mentone	200%	106%	$ 382,000	14	$ 186	27
Montclair	-42%	16%	$ 449,500	19	$ 303	30
Moreno Valley	-2%	7%	$ 325,000	269	$ 191	15
Murrieta	-22%	5%	$ 428,500	312	$ 202	21
Norco	7%	-2%	$ 528,845	40	$ 276	14
Ontario	-11%	12%	$ 419,500	133	$ 307	14
Perris	44%	10%	$ 324,000	138	$ 175	14
Pomona	19%	10%	$ 427,613	107	$ 325	12
Rancho Cucamonga	-1%	3%	$ 516,000	242	$ 295	12
Redlands	25%	2%	$ 429,000	112	$ 254	35
Rialto	-20%	11%	$ 355,000	89	$ 228	21
Riverside	-5%	5%	$ 401,000	593	$ 241	16
San Bernardino	6%	11%	$ 276,300	266	$ 207	18
San Dimas	7%	-2%	$ 575,000	38	$ 350	18
San Jacinto	-17%	4%	$ 260,000	88	$ 158	20
Sun City	8%	-1%	$ 228,750	29	$ 191	28
Temecula	-21%	7%	$ 467,500	290	$ 224	19
Upland	23%	2%	$ 552,000	117	$ 298	21
Wildomar	53%	8%	$ 410,000	70	$ 166	21
Winchester	-30%	2%	$ 416,500	62	$ 185	38
Yucaipa	28%	10%	$ 395,000	85	$ 219	19

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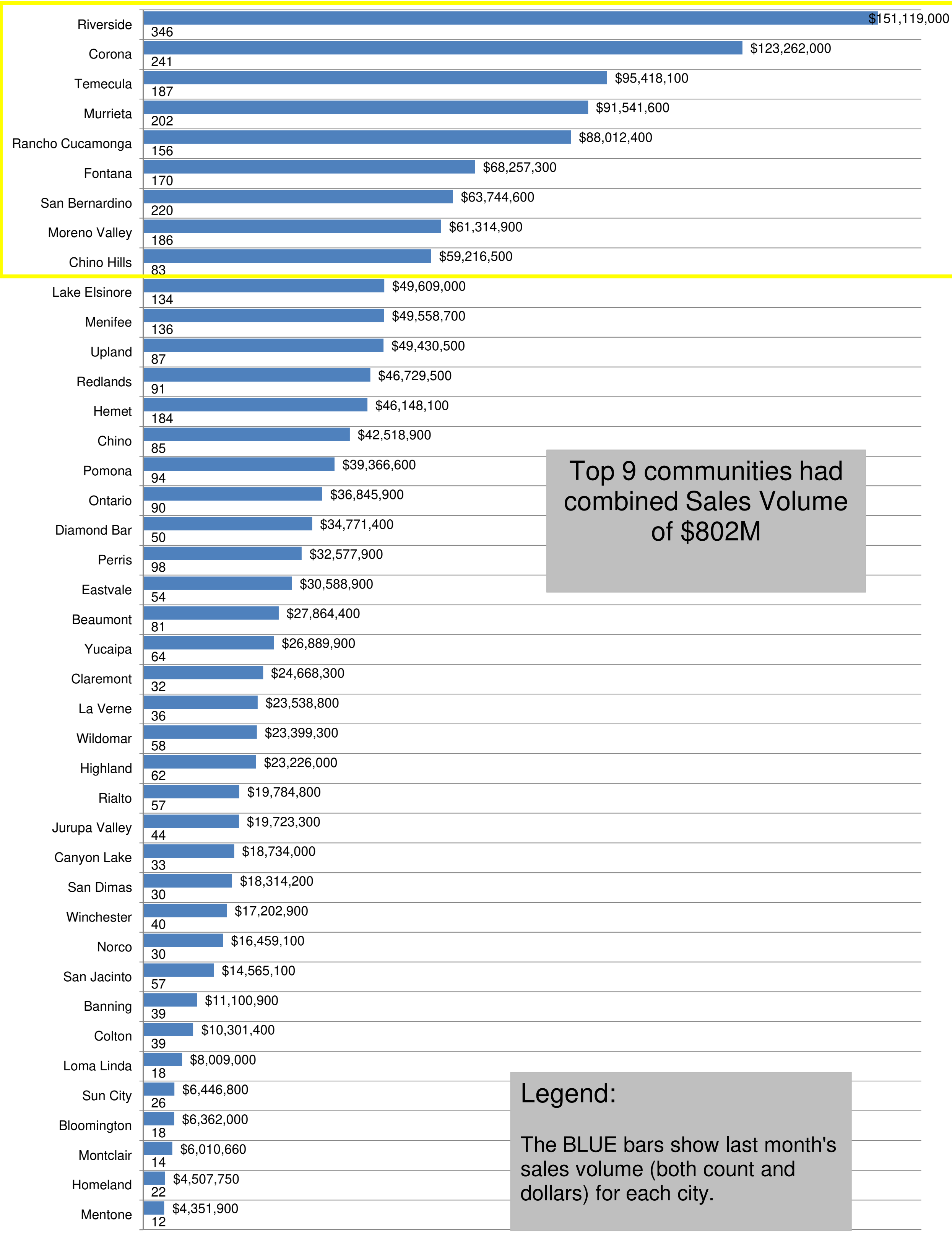
Jul 2018 - Sales Volume per City

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.



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Jul 2018 - Top Communities with New Listings (year-over-year)

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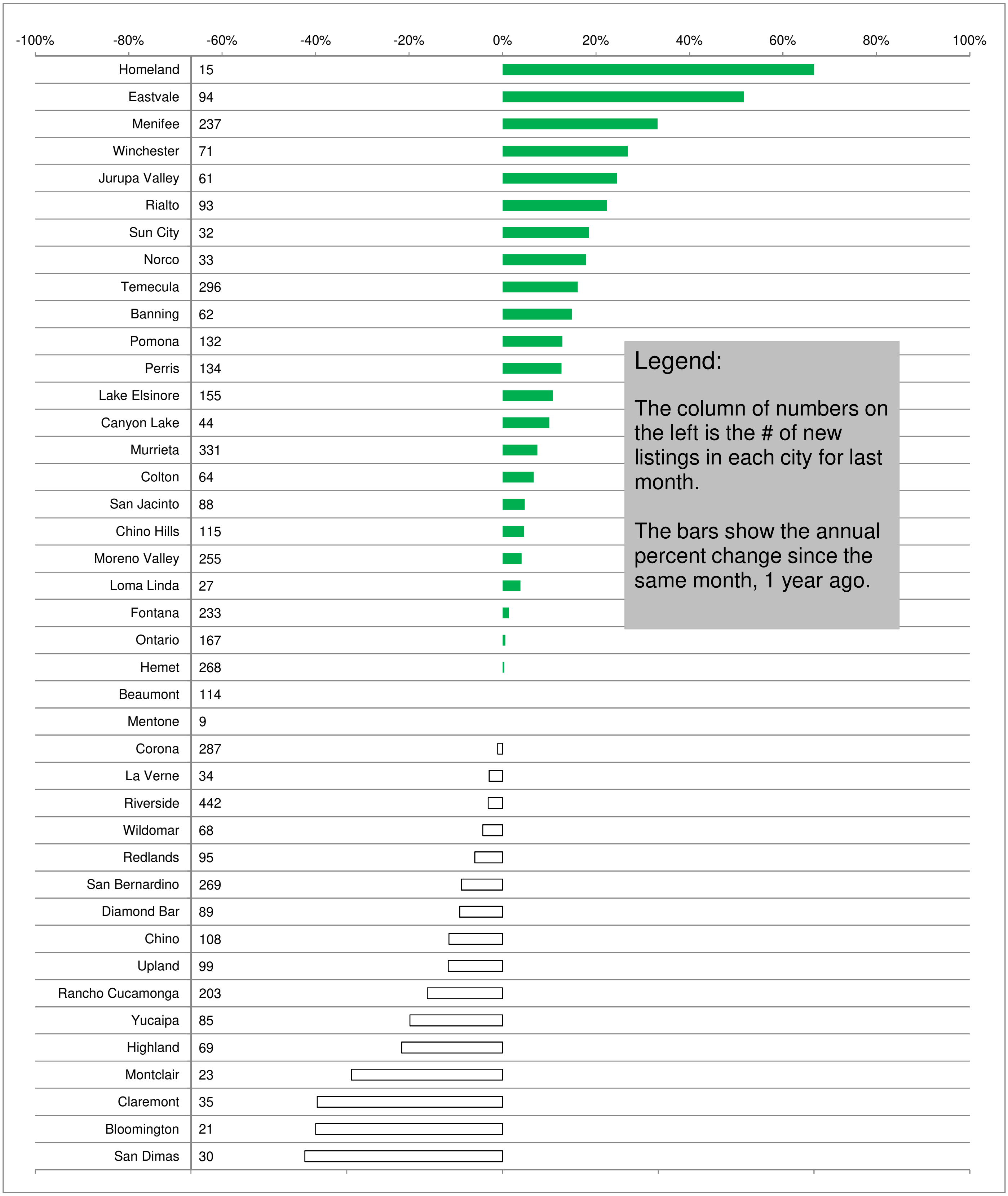

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Sell Price vs Original List Price

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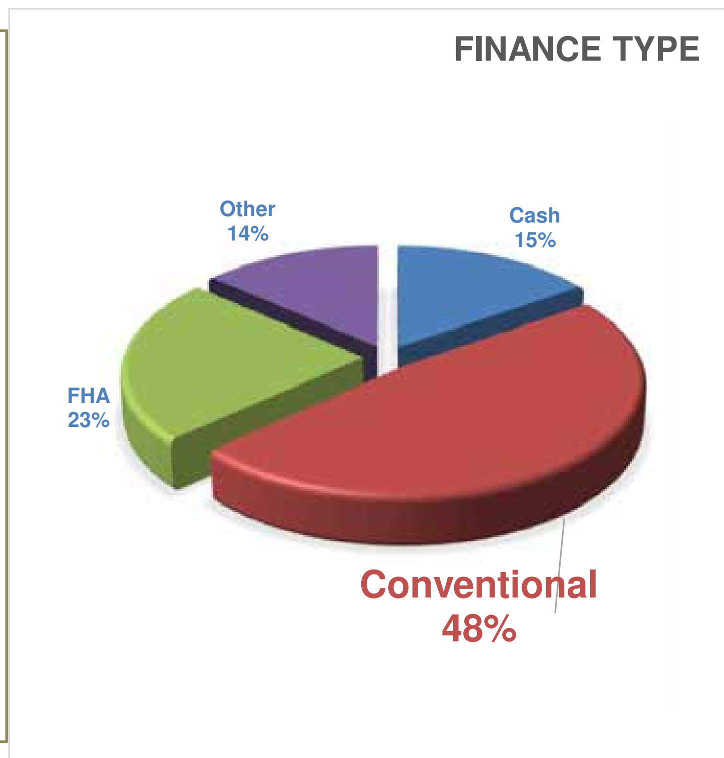
This report is brought to you by IVAR:

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.



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