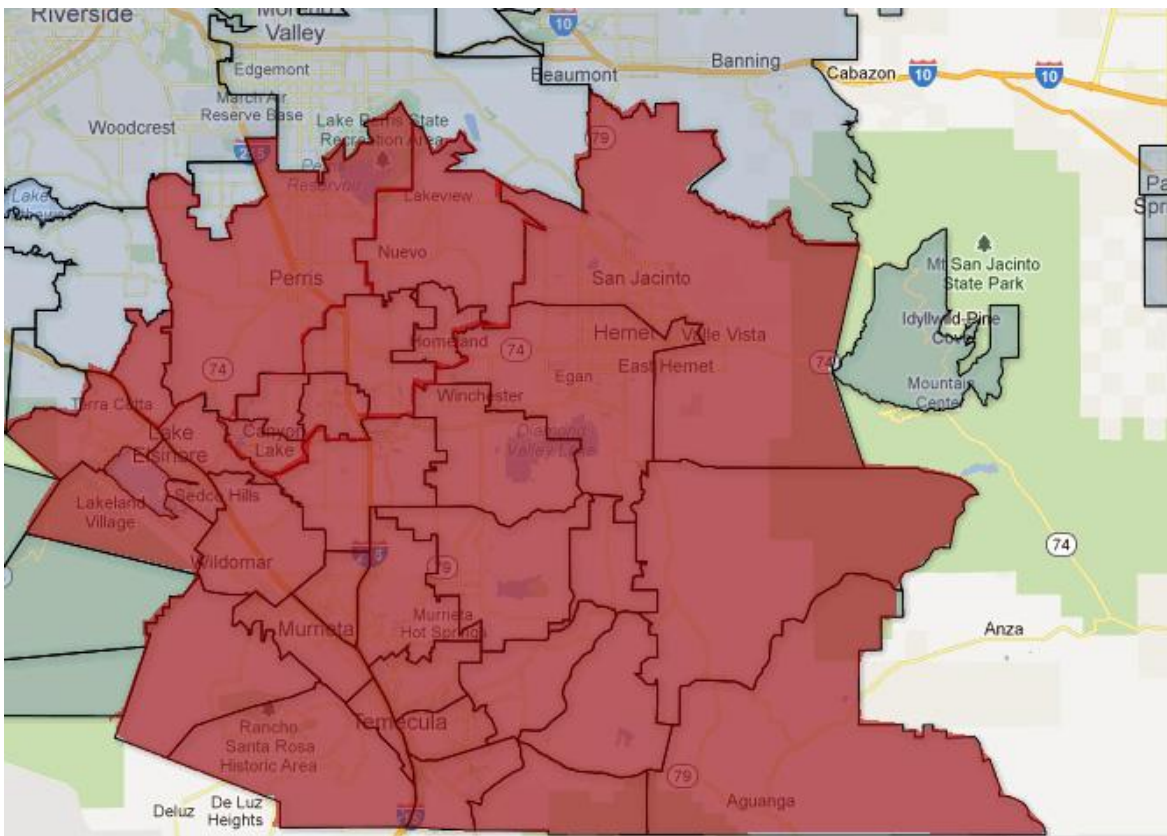




# Real Estate Market Report September 2013



A comprehensive report on the  
SW Riverside County real estate market.

**[www.SWRiversideCountyHomes.com](http://www.SWRiversideCountyHomes.com)**

KELLER WILLIAMS® REALTY

27290 Madison Ave #200 • Temecula, CA 92590 • (951)506-5744 • (888)386-4035

[www.besttemeculahomes.com](http://www.besttemeculahomes.com) or [www.teamolsewski.com](http://www.teamolsewski.com)

Each Keller Williams Office is Independently Owned and Operated

CA Lic #01442461



September, 2013

In September,

Home sales were up 9.7% from this time last year. Also up is the average price of homes. The price of homes continues to rise even though the number of homes available is also rising. The price of homes is up 5.4% since last month. The number of active listings is up 12.4% in the same time frame.

Sellers are also getting more for their home this month. Sellers are getting on average 92% of what they are asking on a home. So if the home is listed at \$300,000 they seller is getting on average \$276,000. Some areas are lower and some are higher, to see the break down by area view the chart later in the report.

Are you working with a Qualified Lender? It is highly important to work with a qualified lender when buying a home. We have seen more and more buyers fall out of escrow because their lender is overlooking the details in getting them pre-approved. We work with lenders that make sure everything is covered and nothing is over looked. For lender information please feel free to contact us!

We hope this Southwest Riverside County Market Report with detailed information by price range; zip codes and area help you make the best decisions for you and your family. It is our pleasure to deliver it to you so together we can spot the trends.

Please, call us if we can provide you any additional information.

Regards,

Tom Olsewski

---

KELLER WILLIAMS® REALTY

27290 Madison Ave #200 • Temecula, CA 92590 • (951)506-5744 • (888)386-4035

[www.besttemeculahomes.com](http://www.besttemeculahomes.com) or [www.teamolsewski.com](http://www.teamolsewski.com)

Each Keller Williams Office is Independently Owned and Operated

CA Lic #01442461



## Summary of the SW Riverside County Market

### Home Sales in September

**1014** Homes Sold

**9.7%** decrease from last year



### Market Inventories in different Price Ranges

**Below \$400k = Extreme Seller's Market**

**\$400K-\$500K = Normal Seller's Market**

**\$500K & Up = Balanced Market**

### Homes for Sale

**2039** Homes *for Sale*

### Month's of Inventory

**1.58** Month's Inventory

Type of Market: **Extreme Seller's Market**

### Average Sold Price

**\$280,833** average price of homes

### Days on Market

**43 Days** – Average Days on Market

### Cash Buyers in September

**28.9%** of sales *Cash*

### Financing Type

**22.8%** of sales *FHA*

**32.0%** of sales *Conventional*

**12.2%** of sales *VA Loan*

**Top selling Region = Hemet**

Distressed Property and Investor Market – **15.7%** of all sales in September 2013 were in a distressed situation

What Are Sellers Getting for Their Home? – Sellers are getting **92.0%** of asking price.

KELLER WILLIAMS® REALTY

27290 Madison Ave #200 • Temecula, CA 92590 • (951)506-5744 • (888)386-4035

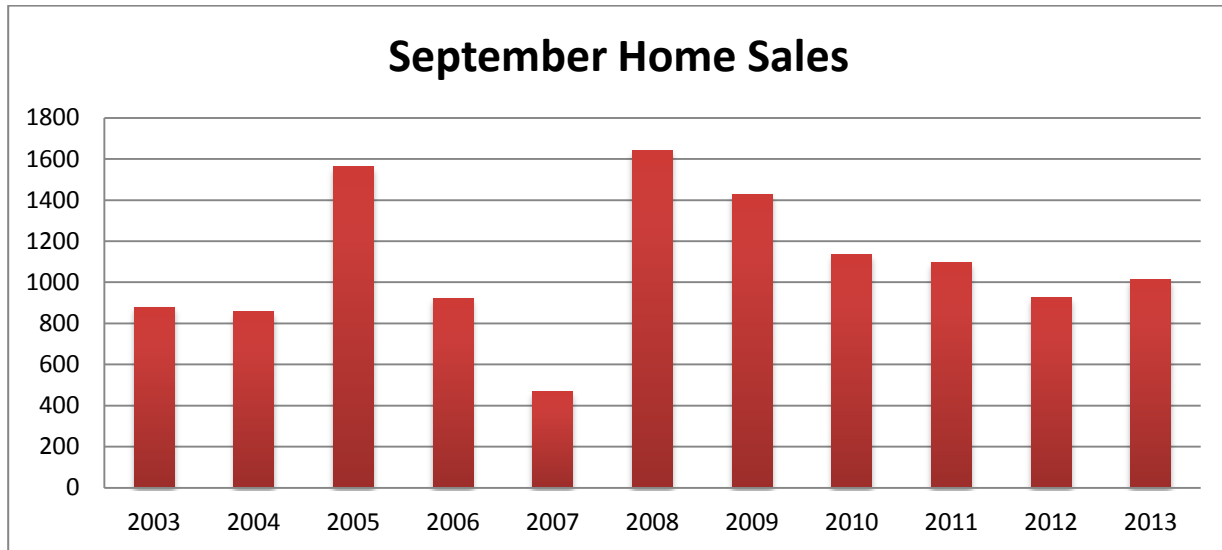
[www.besttemeculahomes.com](http://www.besttemeculahomes.com) or [www.teamolsewski.com](http://www.teamolsewski.com)

Each Keller Williams Office is Independently Owned and Operated

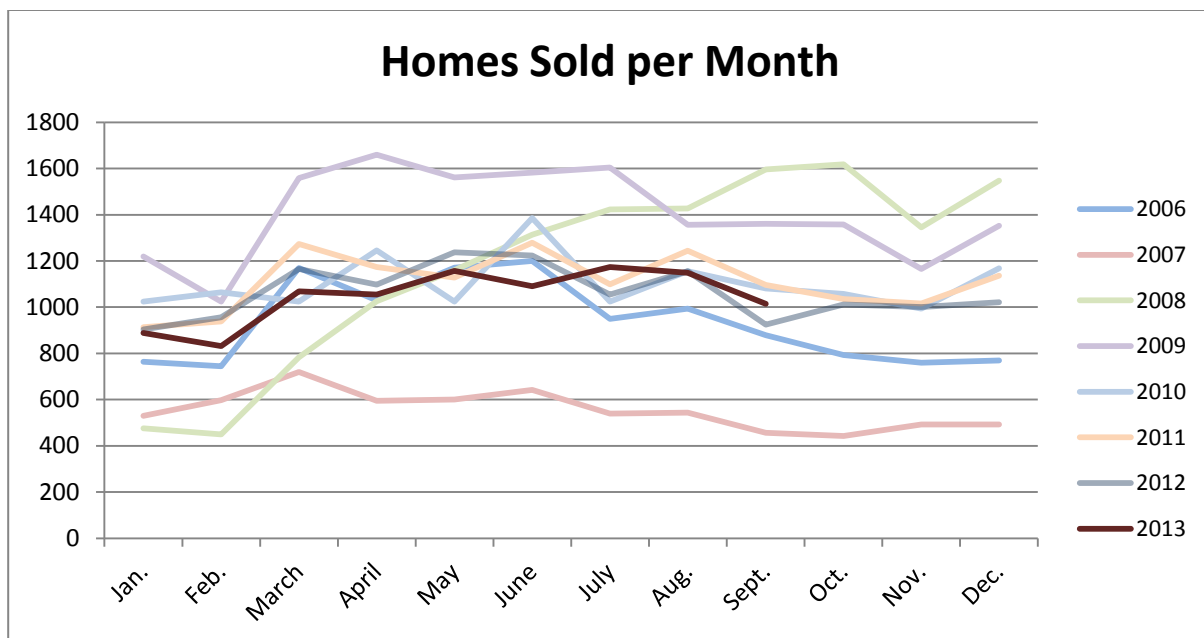
CA Lic #01442461



Sales are on the decline for the month of September. After hitting an all time high in 2008, sales at the beginning of this year have lost steam.



The chart below follows the trends of number of sold homes during any given month. In September **1014** homes sold in Southwest Riverside County. This is a **9.7% increase** in sold homes since this month last year.



KELLER WILLIAMS® REALTY

27290 Madison Ave #200 • Temecula, CA 92590 • (951)506-5744 • (888)386-4035

[www.besttemeculahomes.com](http://www.besttemeculahomes.com) or [www.teamolsewski.com](http://www.teamolsewski.com)

Each Keller Williams Office is Independently Owned and Operated

CA Lic #01442461



### September 2013 Homes Sales By Price Band

Price Range	# of Sold	Active Listings	Month's of Inventory	Market
\$0-\$100K	55	121	2.20	Extreme Seller's Market
\$100K-\$200k	260	366	1.41	Extreme Seller's Market
\$200K-\$300K	327	429	1.31	Extreme Seller's Market
\$300K-\$400K	264	559	2.12	Extreme Seller's Market
\$400K-\$500K	56	214	3.82	Normal Seller's Market
\$500K-\$600K	23	94	4.09	Normal Seller's Market
\$600K-\$700K	8	56	7.00	Balanced Market
\$700K-\$800K	7	35	5.00	Normal Seller's Market
\$800K-\$900K	4	24	6.00	Balanced Market
\$900K-\$1M	3	17	5.67	Normal Seller's Market
\$1M-\$2M	6	96	16.00	Extreme Buyer's Market
\$2M-\$3M	0	16	N/A	Extreme Buyer's Market
\$3M<	1	11	11.00	Normal Buyer's Market
<b>Overall MKT</b>	<b>1014</b>	<b>1815</b>	<b>1.79</b>	<b>Extreme Seller's Market</b>
12+ months of inventory	Extreme Buyer's Market		High Depreciation	
9-12 months of inventory	Normal Buyer's Market		Moderation Depreciation	
6-9 months of inventory	Balanced Market		Flat or Moderate Depreciation	
3-6 months of inventory	Normal Seller's Market		Moderate to High Appreciation	
0-3 months of inventory	Extreme Seller's Market		High Appreciation	

Southwest Riverside County has seen a drop in the number of sales in the lower price ranges in September. That combined with the lower number of homes for sale has created an **Extreme Seller's Market**. Although it shows an **Extreme Seller's Market** we have to take into consideration the low number of homes on the market.

The \$400K-\$500K ranges, is a **Normal Seller's Market**, while the \$500K and up is a **Balanced Market**.

KELLER WILLIAMS® REALTY

27290 Madison Ave #200 • Temecula, CA 92590 • (951)506-5744 • (888)386-4035

[www.besttemeculahomes.com](http://www.besttemeculahomes.com) or [www.teamolsewski.com](http://www.teamolsewski.com)

Each Keller Williams Office is Independently Owned and Operated

CA Lic #01442461



## September 2013 Homes Sales By Region

Region	# of Sold	Active Listings	Month's of Inventory	Avg. Sale Price	Avg. DOM
Temecula South	67	128	1.91	\$396,156	40
Temecula North	94	193	2.05	\$404,607	46
Temecula West	10	41	4.10	\$810,300	142
Murrieta North	52	87	1.67	\$302,471	32
Murrieta West	30	117	3.90	\$448,620	53
Murrieta East	84	155	1.85	\$316,876	57
Winchester	45	66	1.47	\$313,877	45
Wildomar	47	73	1.55	\$252,235	41
Menifee	135	187	1.39	\$264,555	39
Hemet	146	351	2.40	\$173,147	41
San Jacinto	63	110	1.75	\$189,197	27
Perris	82	129	1.57	\$203,710	41
Lake Elsinore	92	196	2.13	\$251,928	36
Canyon Lake	23	91	3.96	\$490,002	50
Quail Valley	4	6	1.50	\$120,750	30
Sun City	32	38	1.19	\$150,017	50
Romoland	9	15	1.67	\$226,949	105
Homeland	8	20	2.50	\$110,564	33
Nuevo	2	20	10.00	\$185,000	9

12+ months of inventory	Extreme Buyer's Market	High Depreciation
9-12 months of inventory	Normal Buyer's Market	Moderation Depreciation
6-9 months of inventory	Balanced Market	Flat or Moderate Depreciation
3-6 months of inventory	Normal Seller's Market	Moderate to High Appreciation
0-3 months of inventory	Extreme Seller's Market	High Appreciation

## Sales by Region

The above chart provides detail of how well each region of Southwest Riverside County are selling. Hemet and Menifee continue to outperform the rest of the market. The demand is driven by a great location, and low cost of ownership.

KELLER WILLIAMS® REALTY

27290 Madison Ave #200 • Temecula, CA 92590 • (951)506-5744 • (888)386-4035

[www.besttemeculahomes.com](http://www.besttemeculahomes.com) or [www.teamolsewski.com](http://www.teamolsewski.com)

Each Keller Williams Office is Independently Owned and Operated

CA Lic #01442461



## What are Sellers Getting for Their Home?

This section shows the percentage of the listing price that the sellers are actually receiving in each of the following areas as well as for the entire market.

Percentage of Listing Price			
Region	Avg. Sale Price	Avg. List Price	% of Listing Price
Temecula South	\$396,156	\$397,276	99.7%
Temecula North	\$404,607	\$443,018	91.3%
Temecula West	\$810,300	\$541,980	149.5%
Murrieta North	\$302,471	\$331,845	91.1%
Murrieta West	\$448,620	\$576,593	77.8%
Murrieta East	\$316,876	\$327,787	96.7%
Winchester	\$313,877	\$299,916	104.7%
Wildomar	\$252,235	\$305,015	82.7%
Menifee	\$264,555	\$293,400	90.2%
Hemet	\$173,147	\$180,855	95.7%
San Jacinto	\$189,197	\$220,801	85.7%
Perris	\$203,710	\$223,628	91.1%
Lake Elsinore	\$251,928	\$280,479	89.8%
Canyon Lake	\$490,002	\$488,432	100.3%
Quail Valley	\$120,750	\$185,000	65.3%
Sun City	\$150,017	\$176,959	84.8%
Romoland	\$226,949	\$284,059	79.9%
Homeland	\$110,564	\$128,156	86.3%
Nuevo	\$185,000	\$261,853	70.7%
<b>TOTAL MKT</b>	<b>\$280,833</b>	<b>\$305,136</b>	<b>92.0%</b>

This chart shows that for the month of September home sellers are getting **92.0%** of their asking price. The days of buyer's coming in and offering well below the asking price are no longer here.

KELLER WILLIAMS® REALTY

27290 Madison Ave #200 • Temecula, CA 92590 • (951)506-5744 • (888)386-4035

[www.besttemeculahomes.com](http://www.besttemeculahomes.com) or [www.teamolsewski.com](http://www.teamolsewski.com)

Each Keller Williams Office is Independently Owned and Operated

CA Lic #01442461





## Distressed Property and Investor Market

With about **15.7%** of all sales being Foreclosure and Short Sales, Southwest Riverside County market is prime for investors to help turn it around and make strong returns. This insert outlines short sales and foreclosure sales best areas to invest in, and estimated cash flows and cap rate.

	2011 Sales	%	2012 Sales	%	September 2013 Sales	%
REO Sales	4,886	38.21%	2,848	21.73%	48	4.7%
Short Sales	3,433	26.84%	4,252	32.44%	111	10.9%
<b>Total Distressed Sales</b>	<b>8,319</b>	<b>65.05%</b>	<b>7,100</b>	<b>54.17%</b>	<b>159</b>	<b>15.7%</b>
Total Sales (Normal Resale and Distressed)	12,788		13,108		1,014	

## Strong Performing Areas – for Investors

Hemet	
Month's of Inventory	2.40
Low Selling Price	\$19,500
Average Selling Price	\$173,147
Average Rent	\$1,229
Estimated Cap Rate	8.52%
Estimated Cash on Cash Return (25% down)	34.07%

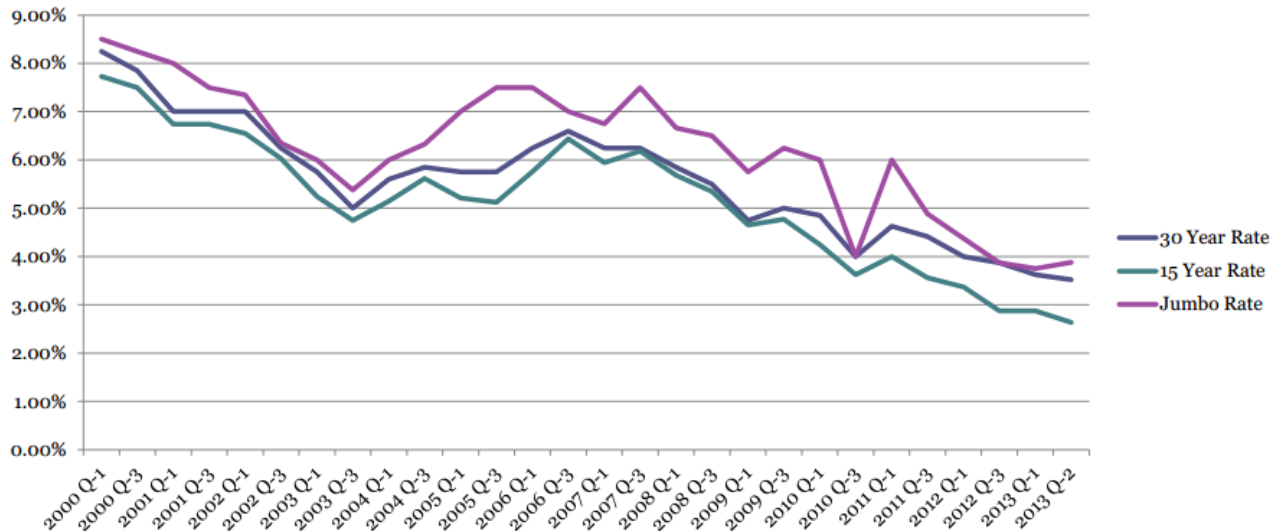
Menifee	
Month's of Inventory	1.39
Low Selling Price	\$50,000
Average Selling Price	\$264,555
Average Rent	\$1,508
Estimated Cap Rate	6.84%
Estimated Cash on Cash Return (25% down)	27.36%

All information presented above is estimated and in no way represents the actual returns of individual properties. Data pulled from CRMLS. Strong performing areas are based on single family homes.





## Mortgage Rates – 12 Year Summary



The above chart tracks mortgage rates for the past 12 years. As you can see, mortgage rates are at close to their lowest levels.

### CONFORMING

30 Yr Fixed 4.61%

15 Yr Fixed 3.61%

### JUMBO (over \$417K loan amount)

30 Yr Fixed 4.87%

I can provide you with a more specific analysis for either your home or your buying price range. Please contact us for more information.

KELLER WILLIAMS® REALTY

27290 Madison Ave #200 • Temecula, CA 92590 • (951)506-5744 • (888)386-4035

[www.besttemeculahomes.com](http://www.besttemeculahomes.com) or [www.teamolsewski.com](http://www.teamolsewski.com)

Each Keller Williams Office is Independently Owned and Operated

CA Lic #01442461