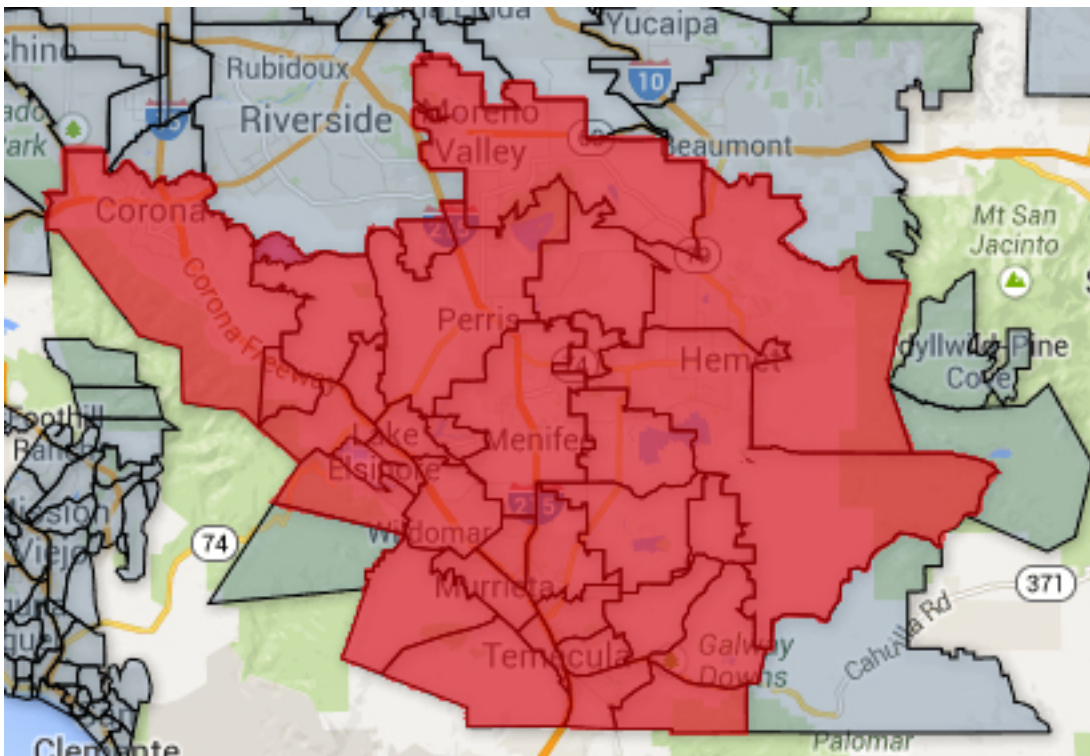




# Real Estate Market Report November 2014



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

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

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November, 2014

In November,

The number of homes sold drastically dropped from last month and this time last year. Homes sold are down 13.2% since this time last year and down over 20% from last month. The slow months have been reached. With holidays passing and other fastly approaching the real estate market slows down as many families do not want to buy or sell during this time. This can be a good thing if you need to buy or sell during this time.

The people in the market to buy or sell a home during this time are usually highly motivated to get it accomplished and can be on a strict time frame to accomplish it. If you are looking to buy a home you may not have to deal with as many multiple offer situations as many people hold off on buying during this time. As a seller if you get an offer during this time it usually means the buyer is highly motivated to make things happen. This is not true in all cases but can be seen across the market.

Whether you are buying or selling now is the time to do so! Are you ready to take the next step to buy your dream home? Are you ready to make the move, if so Contact Us and we will help you accomplish your goals.

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

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## Summary of the SW Riverside County Market

### Home Sales in November

**1086** Homes Sold

**13.2%** decrease from last year



### Market Inventories in different Price Ranges

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

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

\$500K & Up = **Normal Buyer's Market**

### Homes for Sale

**4974** Homes *for Sale*

### Month's of Inventory

**4.58** Month's Inventory

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

### Average Sold Price

**\$298,628** average price of homes

### Days on Market

**72 Days** – Average Days on Market

### Cash Buyers in November

**21.1%** of sales *Cash*

### Financing Type

**27.3%** of sales *FHA*

**36.3%** of sales *Conventional*

**11.1%** of sales *VA Loan*

**Top selling Region = Corona**

Distressed Property and Investor Market – **13.2%** of all sales in November 2014 were in a distressed situation

What Are Sellers Getting for Their Home? – Sellers are getting **87.6%** of asking price.

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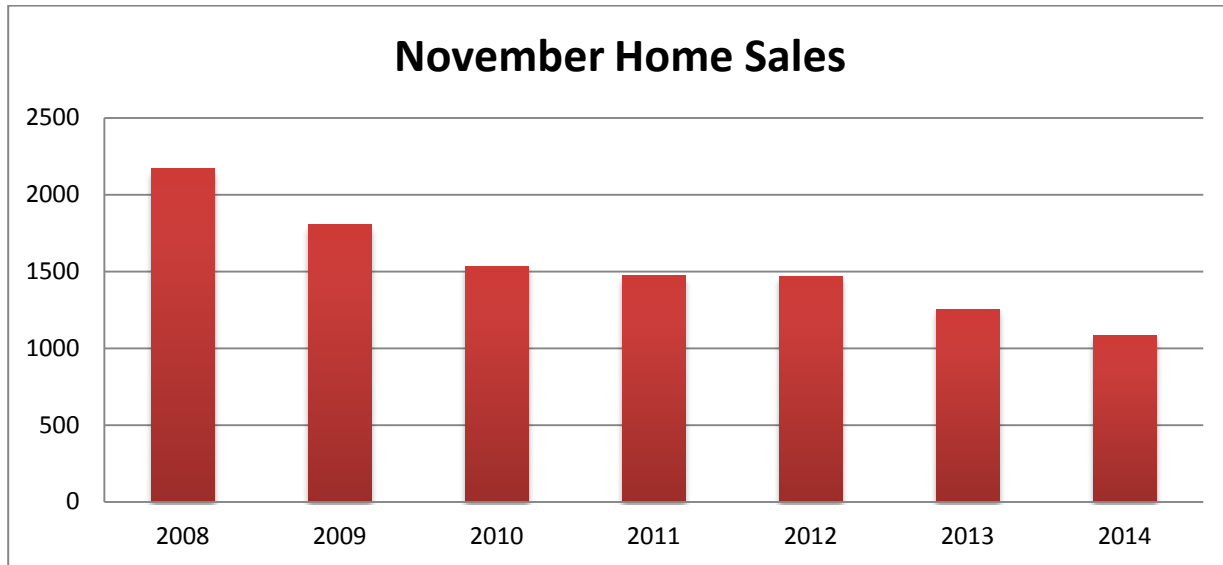
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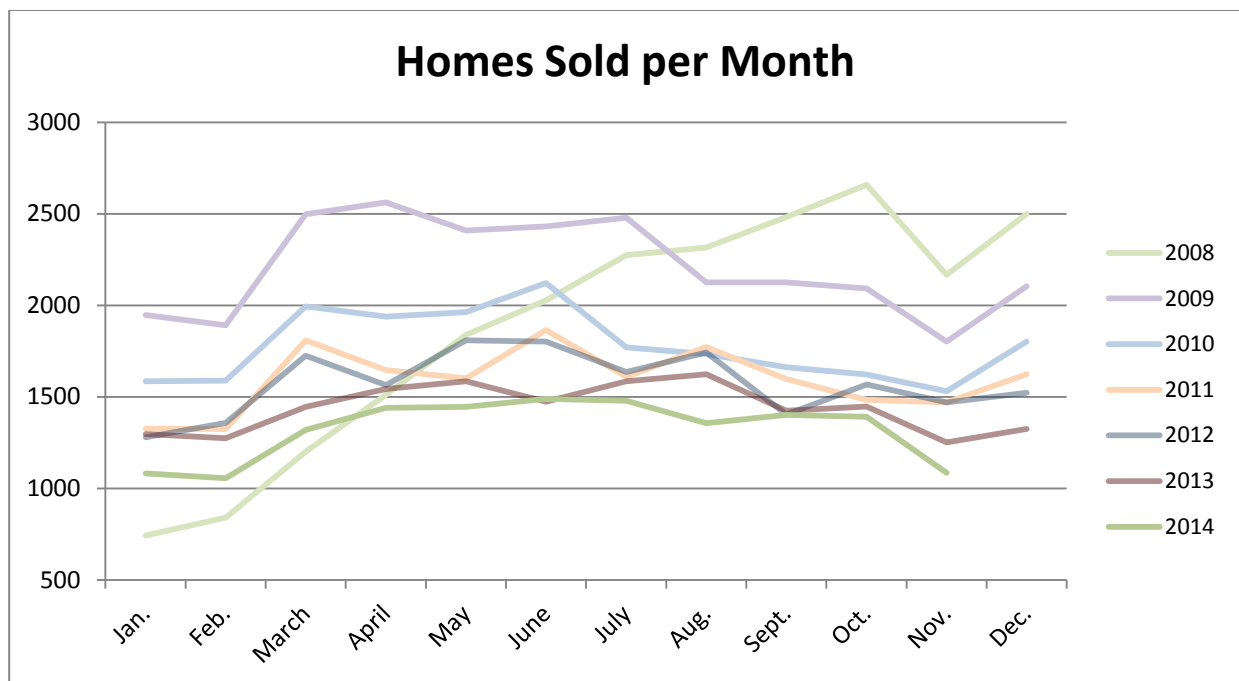
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Sales are on the decline for the month of November. After hitting an all time high in 2008, sales seem to be leveling out.



The chart below follows the trends of number of sold homes during any given month. In November **1086** homes sold in Southwest Riverside County. This is a **13.2% decrease** in sold homes since this month last year.



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## November 2014 Homes Sales By Price Band

Price Range	# of Sold	Active Listings	Month's of Inventory	Market
\$0-\$100K	34	109	3.21	Normal Seller's Market
\$100K-\$200k	184	470	2.55	Extreme Seller's Market
\$200K-\$300K	379	1010	2.66	Extreme Seller's Market
\$300K-\$400K	317	983	3.10	Normal Seller's Market
\$400K-\$500K	108	450	4.17	Normal Seller's Market
\$500K-\$600K	36	204	5.67	Normal Seller's Market
\$600K-\$700K	11	94	8.55	Balanced Market
\$700K-\$800K	5	50	10.00	Normal Buyer's Market
\$800K-\$900K	4	35	8.75	Balanced Market
\$900K-\$1M	2	18	9.00	Normal Buyer's Market
\$1M-\$2M	2	111	55.50	Extreme Buyer's Market
\$2M-\$3M	0	24	N/A	Extreme Buyer's Market
\$3M<	0	10	N/A	Extreme Buyer's Market
<b>Overall MKT</b>	<b>1086</b>	<b>4974</b>	<b>4.58</b>	<b>Normal 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 November. That combined with the lower number of homes for sale has created a **Normal Seller's Market**. Although it shows a **Normal 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 **Normal Buyer's Market**.

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## November 2014 Homes Sales By Region

Region	# of Sold	Active Listings	Month's of Inventory	Avg. Sale Price	Avg. DOM
Temecula South	65	214	3.29	\$412,854	70
Temecula North	75	357	4.76	\$393,660	65
Temecula West	2	43	21.50	\$822,500	165
Murrieta North	32	198	6.19	\$328,003	81
Murrieta West	19	162	8.53	\$358,237	73
Murrieta East	79	290	3.67	\$328,802	77
Winchester	34	130	3.82	\$324,646	71
Wildomar	35	129	3.69	\$285,100	74
Menifee	114	341	2.99	\$273,987	66
Hemet	133	603	4.53	\$179,606	73
San Jacinto	41	224	5.46	\$197,639	82
Perris	61	257	4.21	\$229,033	58
Lake Elsinore	73	359	4.92	\$278,482	76
Canyon Lake	20	147	7.35	\$467,615	99
Quail Valley	1	6	6.00	\$195,000	69
Sun City	16	75	4.69	\$177,938	60
Romoland	3	23	7.67	\$183,667	22
Homeland	1	21	21.00	\$269,000	52
Nuevo	2	27	13.50	\$309,500	131
Corona	141	752	5.33	\$400,022	79
Gavilan Hills	3	12	4.00	\$179,833	31
Moreno Valley	132	588	4.45	\$252,055	69
Sage	5	31	6.20	\$147,145	52
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	

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## 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	\$412,854	\$392,755	105.1%
Temecula North	\$393,660	\$466,817	84.3%
Temecula West	\$822,500	\$900,700	91.3%
Murrieta North	\$328,003	\$355,939	92.2%
Murrieta West	\$358,237	\$698,316	51.3%
Murrieta East	\$328,802	\$345,004	95.3%
Winchester	\$324,646	\$581,160	55.9%
Wildomar	\$285,100	\$322,853	88.3%
Menifee	\$273,987	\$301,483	90.9%
Hemet	\$179,606	\$220,149	81.6%
San Jacinto	\$197,639	\$206,642	95.6%
Perris	\$229,033	\$251,677	91.0%
Lake Elsinore	\$278,482	\$268,225	103.8%
Canyon Lake	\$467,615	\$368,552	126.9%
Quail Valley	\$195,000	\$142,600	136.7%
Sun City	\$177,938	\$178,882	99.5%
Romoland	\$183,667	\$294,288	62.4%
Homeland	\$269,000	\$386,225	69.6%
Nuevo	\$309,500	\$343,670	90.1%
Corona	\$400,022	\$477,364	83.8%
Gavilan Hills	\$179,833	\$490,000	36.7%
Moreno Valley	\$252,055	\$260,619	96.7%
Sage	\$147,145	\$246,163	59.8%
<b>TOTAL MKT</b>	<b>\$298,628</b>	<b>\$341,052</b>	<b>87.6%</b>

This chart shows that for the month of November home sellers are getting **87.6%** of their asking price. The days of buyer's coming in and offering well below the asking price are no longer here.

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## Distressed Property and Investor Market

With about **13.2%** 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.

	2012 Sales	%	2013 Sales	%	November 2014 Sales	%
REO Sales	4,146	21.96%	1,277	7.39%	69	6.4%
Short Sales	6,394	33.86%	3,423	19.81%	74	6.8%
<b>Total Distressed Sales</b>	<b>10,540</b>	<b>55.82%</b>	<b>4,700</b>	<b>27.20%</b>	<b>143</b>	<b>13.2%</b>
Total Sales (Normal Resale and Distressed)	18,881		17,281		1,086	

## Strong Performing Areas – for Investors

Corona	
Month's of Inventory	5.33
Low Selling Price	\$125,000
Average Selling Price	\$400,022
Average Rent	\$2,074
Estimated Cap Rate	6.22%
Estimated Cash on Cash Return (25% down)	24.89%

Hemet	
Month's of Inventory	4.53
Low Selling Price	\$24,500
Average Selling Price	\$179,606
Average Rent	\$1,346
Estimated Cap Rate	8.99%
Estimated Cash on Cash Return (25% down)	35.97%

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 4.19%

15 Yr Fixed 3.24%

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

30 Yr Fixed 4.25%

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

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