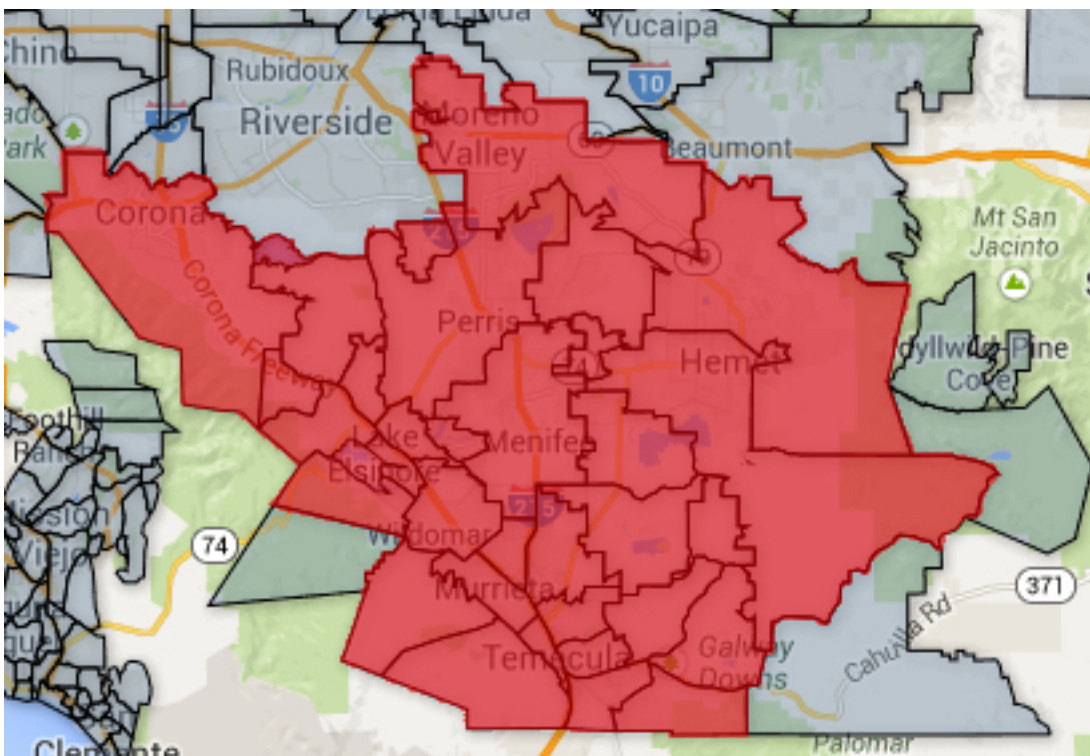




Real Estate Market Report February 2015



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

www.SWRiversideCountyHomes.com

KELLER WILLIAMS® REALTY

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February, 2015

In February,

The number of homes sold increased drastically. The number of homes sold went up 41.9% over this time last year, as well as going up 53.2% over the number of homes sold last month. With the increase in homes sold the average sales price of a home also went up 2.8% from January to February, and only up 1.5% from this time last year.

The Southwest Riverside County market looks to be heating up already. There are more homes on the market this month than there was last and that trend looks to continue through the summer months.

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,

A handwritten signature in black ink that reads 'Tom Olsewski'. The signature is written in a cursive, flowing style.

Tom Olsewski



Summary of the SW Riverside County Market

Home Sales in February

1498 Homes Sold

41.9% decrease from last year



Average Sold Price

\$302,667 average price of homes

Days on Market

79 Days – Average Days on Market

Market Inventories in different Price Ranges

Below \$400k = Normal Seller's Market

\$400K-\$500K = Balanced Market

\$500K & Up = Extreme Buyer's Market

Cash Buyers in December

14.2% of sales *Cash*

Financing Type

17.8% of sales *FHA*

24.5% of sales *Conventional*

8.4% of sales *VA Loan*

Homes for Sale

4825 Homes *for Sale*

Month's of Inventory

3.22 Month's Inventory

Type of Market: Normal Seller's Market

Top selling **Region** = Corona

Distressed Property and Investor Market – **13.2%** of all sales in February 2015 were in a distressed situation

What Are Sellers Getting for Their Home? – Sellers are getting **84.9%** of asking price.

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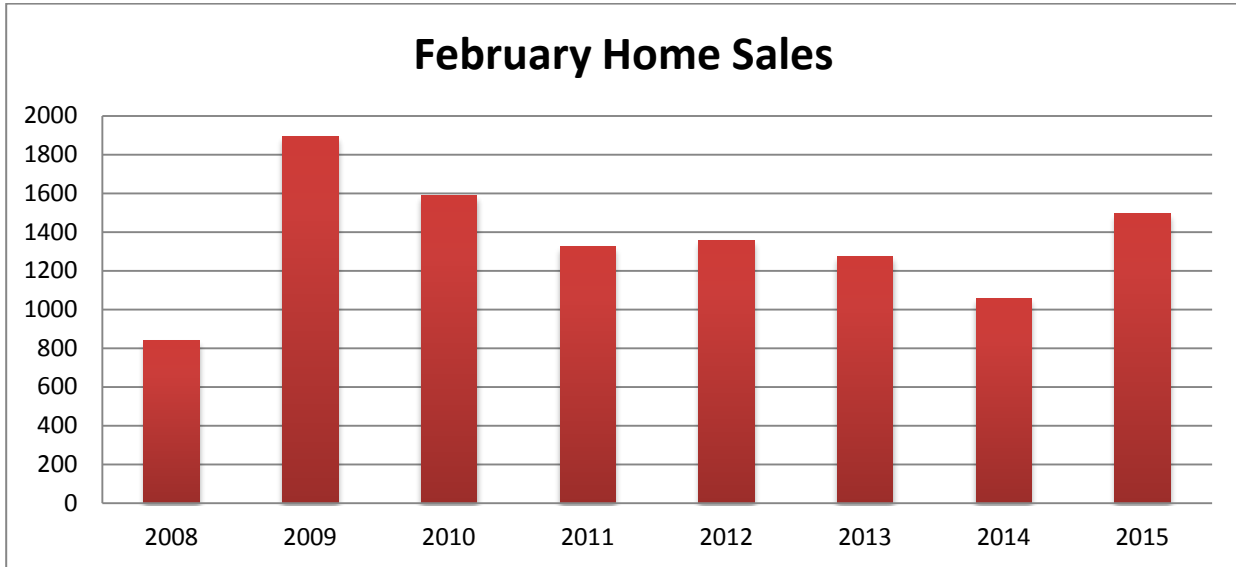
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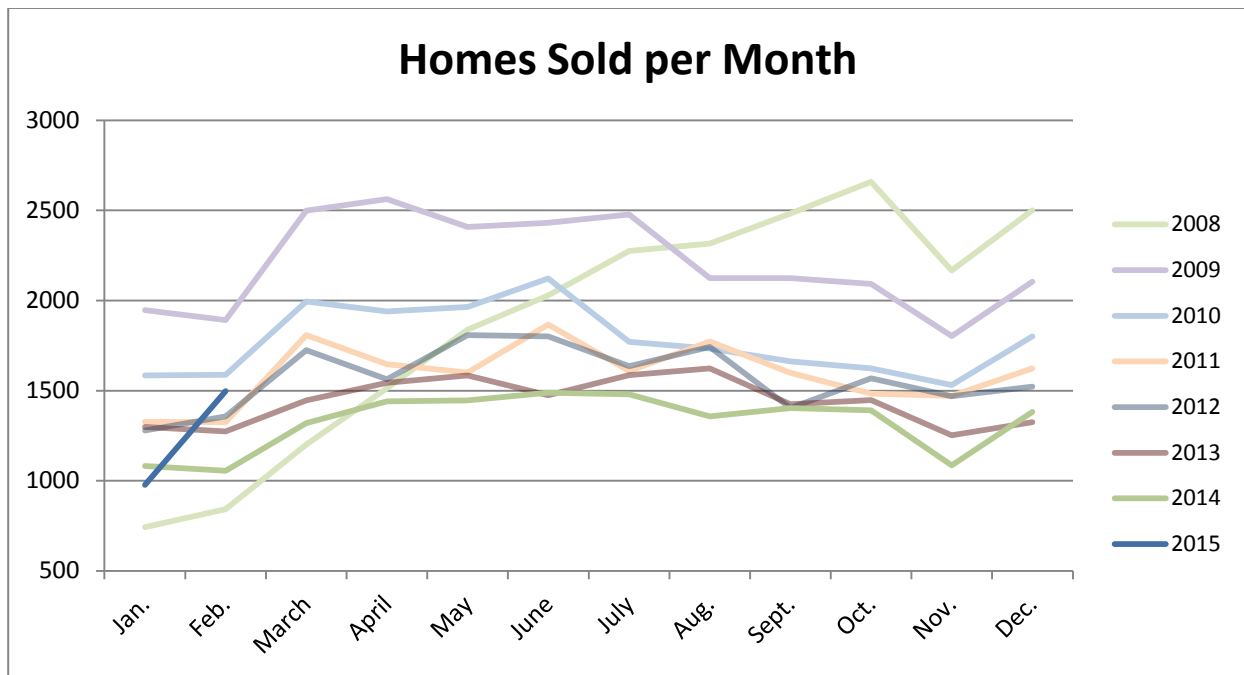
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Sales are on the decline for the month of February. After hitting an all time high in 2009, sales seem to be leveling out.



The chart below follows the trends of number of sold homes during any given month. In February **1498** homes sold in Southwest Riverside County. This is a **41.9% increase** in sold homes since this month last year.



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February 2015 Homes Sales By Price Band				
Price Range	# of Sold	Active Listings	Month's of Inventory	Market
\$0-\$100K	40	119	2.98	Extreme Seller's Market
\$100K-\$200k	162	754	4.65	Normal Seller's Market
\$200K-\$300K	364	1476	4.05	Normal Seller's Market
\$300K-\$400K	320	1363	4.26	Normal Seller's Market
\$400K-\$500K	103	622	6.04	Balanced Market
\$500K-\$600K	29	255	8.79	Balanced Market
\$600K-\$700K	12	126	10.50	Normal Buyer's Market
\$700K-\$800K	5	62	12.40	Extreme Buyer's Market
\$800K-\$900K	4	50	12.50	Extreme Buyer's Market
\$900K-\$1M	1	33	33.00	Extreme Buyer's Market
\$1M-\$2M	5	135	27.00	Extreme Buyer's Market
\$2M-\$3M	0	22	N/A	Extreme Buyer's Market
\$3M<	0	7	N/A	Extreme Buyer's Market
Overall MKT	1498	4825	3.22	Normal Seller's Market
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 February. 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 **Balanced Market**, while the \$500K and up is a **Extreme Buyer's Market**.



February 2015 Homes Sales By Region

Region	# of Sold	Active Listings	Month's of Inventory	Avg. Sale Price	Avg. DOM
Temecula South	58	214	3.69	\$379,694	60
Temecula North	65	336	5.17	\$425,651	96
Temecula West	4	46	11.50	\$623,975	64
Murrieta North	43	155	3.60	\$302,223	88
Murrieta West	27	194	7.19	\$430,256	94
Murrieta East	72	265	3.68	\$324,908	80
Winchester	25	138	5.52	\$338,765	84
Wildomar	37	127	3.43	\$283,950	71
Menifee	92	367	3.99	\$287,629	79
Hemet	112	544	4.86	\$182,219	84
San Jacinto	41	89	2.17	\$195,706	89
Perris	67	275	4.10	\$249,231	76
Lake Elsinore	69	358	5.19	\$265,562	94
Canyon Lake	19	123	6.47	\$371,968	85
Quail Valley	1	3	3.00	\$194,000	68
Sun City	12	81	6.75	\$209,867	82
Romoland	4	23	5.75	\$283,375	31
Homeland	3	16	5.33	\$154,967	106
Nuevo	8	32	4.00	\$166,000	33
Corona	149	702	4.71	\$403,643	73
Gavilan Hills	1	8	8.00	\$449,990	62
Moreno Valley	126	538	4.27	\$249,144	68
Sage	5	43	8.60	\$199,900	68
<i>12+ months of inventory</i>		<i>Extreme Buyer's Market</i>		<i>High Depreciation</i>	
<i>9-12 months of inventory</i>		<i>Normal Buyer's Market</i>		<i>Moderation Depreciation</i>	
<i>6-9 months of inventory</i>		<i>Balanced Market</i>		<i>Flat or Moderate Depreciation</i>	
<i>3-6 months of inventory</i>		<i>Normal Seller's Market</i>		<i>Moderate to High Appreciation</i>	
<i>0-3 months of inventory</i>		<i>Extreme Seller's Market</i>		<i>High Appreciation</i>	

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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	\$379,694	\$477,031	79.6%
Temecula North	\$425,651	\$493,313	86.3%
Temecula West	\$623,975	\$1,119,246	55.7%
Murrieta North	\$302,223	\$342,990	88.1%
Murrieta West	\$430,256	\$597,343	72.0%
Murrieta East	\$324,908	\$337,861	96.2%
Winchester	\$338,765	\$392,705	86.3%
Wildomar	\$283,950	\$330,173	86.0%
Menifee	\$287,629	\$307,979	93.4%
Hemet	\$182,219	\$203,733	89.4%
San Jacinto	\$195,706	\$225,378	86.8%
Perris	\$249,231	\$246,942	100.9%
Lake Elsinore	\$265,562	\$292,735	90.7%
Canyon Lake	\$371,968	\$474,878	78.3%
Quail Valley	\$194,000	\$140,000	138.6%
Sun City	\$209,867	\$203,579	103.1%
Romoland	\$283,375	\$300,544	94.3%
Homeland	\$154,967	\$149,983	103.3%
Nuevo	\$166,000	\$293,463	56.6%
Corona	\$403,643	\$498,015	81.1%
Gavilan Hills	\$449,990	\$480,000	93.7%
Moreno Valley	\$249,144	\$262,410	94.9%
Sage	\$199,900	\$401,831	49.7%
TOTAL MKT	\$302,667	\$356,427	84.9%

This chart shows that for the month of February home sellers are getting **84.9%** of their asking price. The days of buyer's coming in and offering well below the asking price are no longer here.



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.

	2013 Sales	%	2014 Sales	%	February 2015	%
REO Sales	1,277	7.39%	874	5.48%	81	5.4%
Short Sales	3,423	19.81%	1,166	7.32%	116	7.7%
Total Distressed Sales	4,700	27.20%	2,040	12.80%	197	13.2%
Total Sales (Normal Resale and Distressed)	17,281		15,935		1,498	

Strong Performing Areas – for Investors

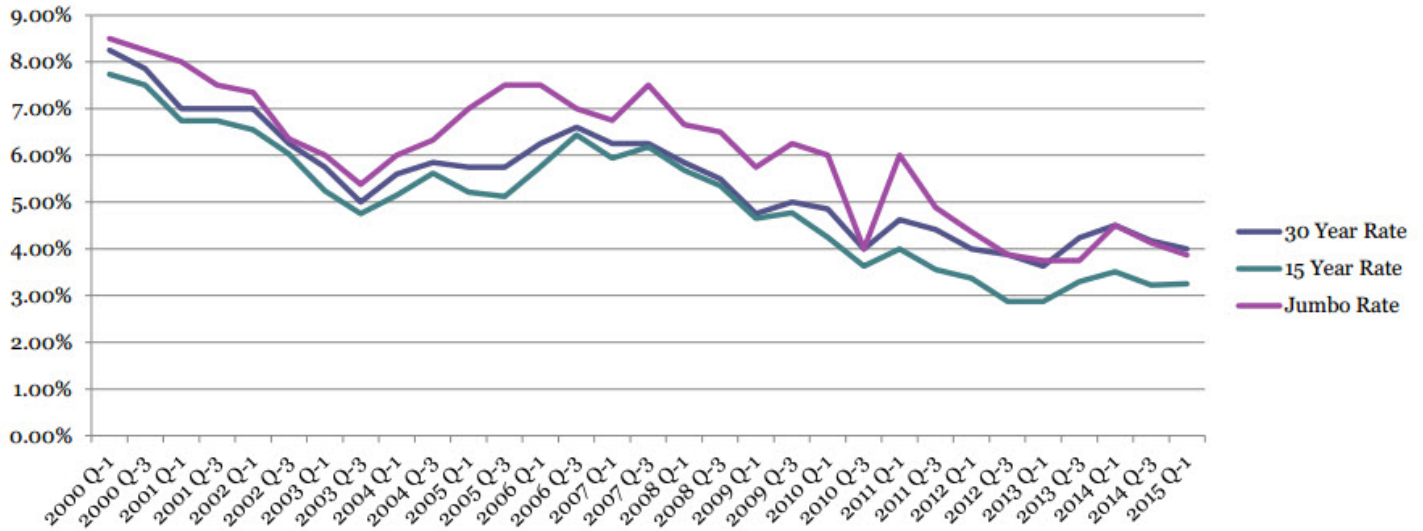
Corona	
Month's of Inventory	4.71
Low Selling Price	\$124,500
Average Selling Price	\$403,643
Average Rent	\$2,058
Estimated Cap Rate	6.12%
Estimated Cash on Cash Return (25% down)	24.47%

Moreno Valley	
Month's of Inventory	4.27
Low Selling Price	\$64,050
Average Selling Price	\$249,144
Average Rent	\$1,551
Estimated Cap Rate	7.47%
Estimated Cash on Cash Return (25% down)	29.88%

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.