

San Bernardino County Housing Report:

Why Do Some Homes Sit?



July 20, 2020

The housing market may be hot, yet many homeowners are not having any success.

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Sitting on the Market

41% of the active listing inventory has been on the market for more than two months.

The ink is still wet. A homeowner has just signed the contracts that will allow the FOR-SALE sign to be hammered into the front yard. There is excitement in the air. This is the initial step in the goal of moving and ultimately finding a new home, a new beginning. With eager anticipation, their home is cleaned from top to bottom, new flowers and a fresh layer of mulch accent the landscape, every light is turned on, scented candles are lit. They are ready for potential buyers to come explore their personal residence. After a buyer tours the home, the sellers return and wonder whether the buyer liked it enough to bring an offer. After all, the market is incredibly hot, right? Yet, there is no offer. Showing after showing, day after day, week after week, there are no offers. Moreover, the number of showings has trickled down to only a couple per week after three months of market exposure. What is going on?

The market is currently sizzling hot with an overall Expected Market Time (the time between the signed listing contract to opening escrow) of 27 days, the hottest market since tracking began in 2012. Yet, many sellers are not finding success. Incredibly, 41% of all currently active listings have been exposed to the market for more than two months. Sitting on the market for over 60 days is to be expected in the luxury ranges, yet there are plenty of sellers having trouble selling in the lower ranges as well. Between 32% to 50% of all homes priced below \$650,000 have been listed FOR SALE for more than two months and are still waiting for the right buyer to bring an acceptable offer to purchase. For homes priced above \$650,000, between 42% to 60% of all listings have been marketed for over 60 days.

Sitting on the Market				
	Current Actives	Days On Market Over 60	Percentage 60 Days Plus	Expected Market Time
S.B. \$0-\$200k	308	155	50%	34 Days
S.B. \$200k-\$300k	416	165	40%	16 Days
S.B. \$300k-\$400k	613	213	35%	21 Days
S.B. \$400k-\$500k	514	167	32%	27 Days
S.B. \$500k-\$650k	424	157	37%	28 Days
S.B. \$650k-\$800k	267	113	42%	50 Days
S.B. \$800k-\$1m	146	71	49%	60 Days
S.B. \$1m+	256	157	61%	140 Days
All of S.B.	2,944	1,198	41%	27 Days

*July 16, 2020

If the market is so hot, how come so many homes are just sitting without success? The logical conclusion must be price. Price a home too high and it simply does not sell. In most cases, that is only part of the problem.

There has been an evolution in home buying. Back in the 1970's, 1980's, and 1990's, buyers were able to visualize the potential in a home and were willing to apply a bit of "elbow grease" to fix and update a residence if necessary. That is just not the case anymore. Chip and Joann Gaines' popular television show "Fixer Upper" revolutionized the real estate

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industry, along with the countless other real estate shows from flipping to fixing. As a result, there is an expectation and desire for buyers to purchase a home that looks like a model.

There is a definite allure to anything that is brand new, and homes are no different. Brand new homes have all the latest bells and whistles, the latest trends, the “new car smell.” Buyers gravitate to anything that has a model home look and feel. Homes that have been totally redone are very appealing. As long as the price is right, the closer a home looks to model perfect, the faster the home will fly off the market. Unfortunately, not every home shows like a model.

So many homes are dated and need cosmetic repairs. From scuffed walls, scratched floors, carpet stains, popcorn ceilings, original door and bathroom hardware, outdated light fixtures, ceramic tile kitchens, etcetera, all contributes to a home that feels used and worn out. Even a 10-year old remodel may have a lot of wear and tear. Throw in a pet with all of its odors, hair, and damage, and is no wonder that many sellers are sitting on the market and having a hard time selling.

When a home does not have the look and feel of a model home, it must be reflected in arriving at the **Fair Market Value**. A home's **Fair Market Value** is determined by its location, age, condition, and improvements. Homeowners can do nothing to change the location and age of a home, that's a given; however, they can address the condition and amenities. To fetch top dollar, a homeowner who has lived in their house for years must be willing to make an investment in their home. Updating and taking care of deferred maintenance will afford buyers the ability to visualize moving in right away. They will not have to address cosmetic issues after closing. Buyers are willing to pay a premium for homes that are turnkey and have that model feel. The sellers will net more money by addressing the deferred maintenance and their home will sell more quickly.

If a seller does not address any deferred maintenance, then the price must be adjusted accordingly. Buyers subtract a lot more than it costs to take care of the deferred maintenance. It is very inconvenient and time consuming for buyers to tackle repairs after the close of escrow. It makes sense that a seller with deferred maintenance ultimately net less money in the sale of their home.

WARNING TO SELLERS: price is the most important factor in successfully selling. Overprice a home in a sizzling hot seller's market, and sellers will not find success. Instead, they will simply sit and waste valuable market time.

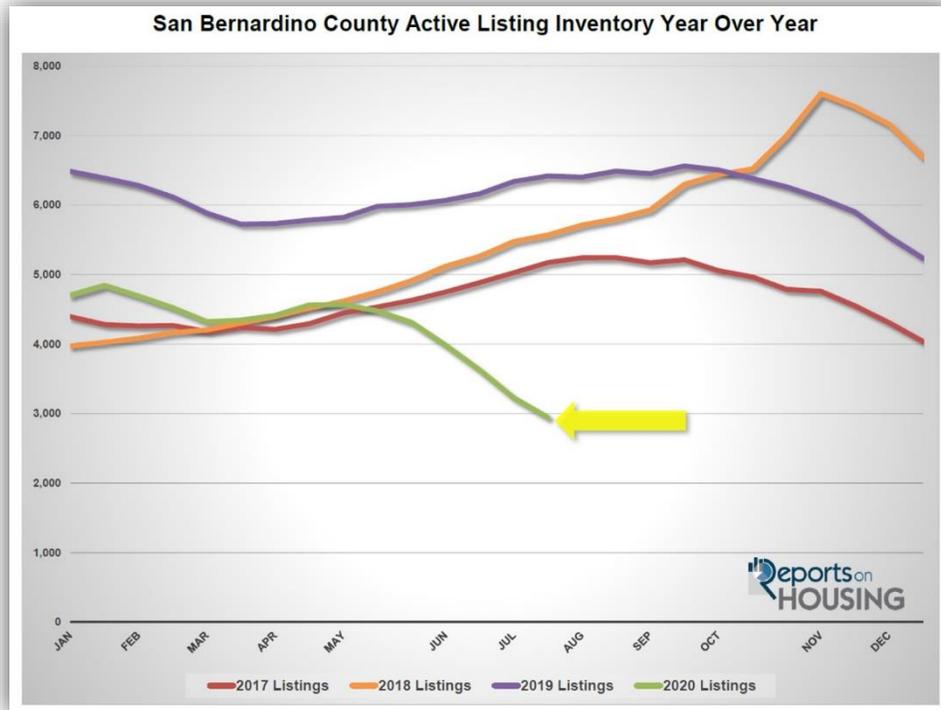
Active Listings

The current active inventory plunged another 9% in the last two weeks.

The active listing inventory shed 281 homes in the past two-weeks and now sits at 2,944, down 9%, and the lowest level since April 2013. From mid-April to today, the inventory has dropped by 1,625 homes, or 36%. In the past 5-years, it has **increased** on average of 15%. The drop is due to strong demand and the fact that COVID-19 is suppressing homeowners from selling their homes. In the past four weeks, 27% fewer homes were placed on the market compared to the 5-year average. At the end of April, there were 49% fewer compared to the 5-year average; thus, more and more homeowners are warming to the idea of selling their homes. COVID-19's grip on the active listing inventory is beginning to weaken.

Last year at this time, there were 6,418 homes on the market, 3,474 more than today, an extra 118%, more than double. There were a lot more choices for buyers last year.

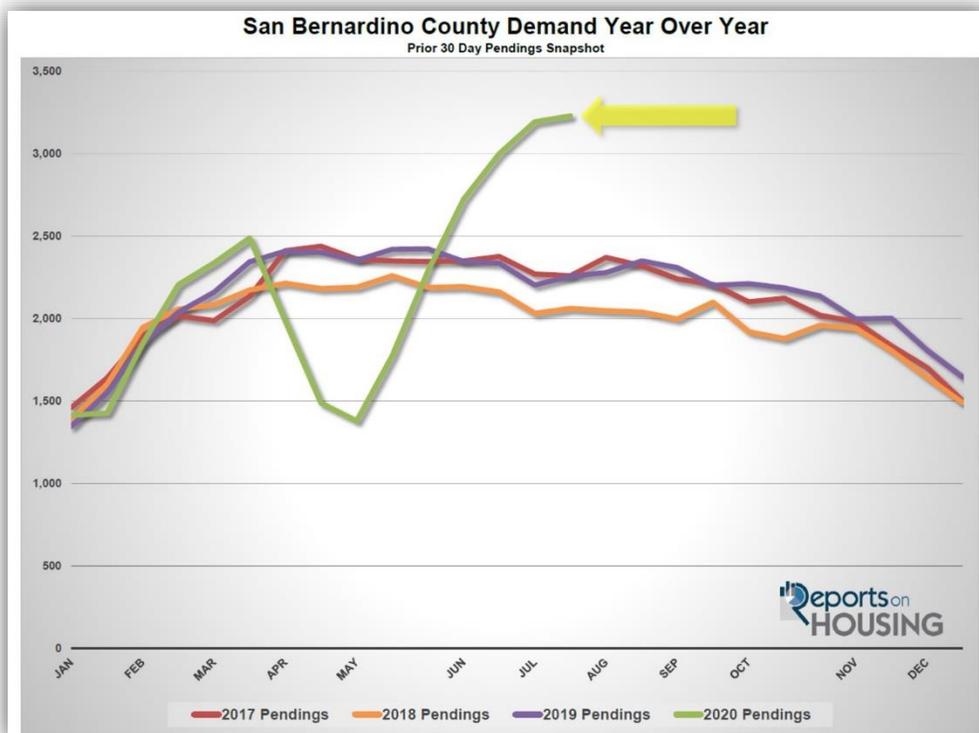
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Demand

The surge in demand is diminishing with a 1% rise in the past two weeks.

Demand, the number of new pending sales over the prior month, increased from 3,193 to 3,229, an additional 36 pending sales, up 1% in two weeks. This is the highest demand reading since tracking began in 2012. It also is the smallest two-week gain since demand turned around at start of May. Demand is reaching a height for 2020 and will level off soon. Expect demand to remain strong through August and will diminish when school resumes and housing transitions into the Autumn Market. Housing will still be robust, fueled by record low mortgage rates, just not as strong as today.



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Last year, there were 973 fewer pending sales than today, 30% less.

In the past two-weeks the Expected Market Time dropped from 30 to 27 days, a Hot Seller's Market (less than 60 days), where sellers get to call the shots during the negotiating process and home values are on the rise. Last year the Expected Market Time was at 85 days, much slower than today.

Luxury End

Luxury demand continues to climb.

In the past two-weeks, demand for homes above \$650,000 increased by 39 pending sales, a 16% rise, and now totals 288. This luxury demand level is unprecedented. The luxury home inventory decreased by 38 homes, down 5%, and now totals 669. With another spectacular improvement in demand coupled with a drop in the supply, the overall Expected Market Time for homes priced above \$650,000 decreased from 85 to 70 days in the past couple of weeks. The luxury market is healthy and strong.

Year over year, luxury demand is up by 93 pending sales, up 57%, and the active luxury listing inventory is down by 272 homes, or 28% less. The Expected Market Time last year was at 188 days, much higher than today.

For homes priced between \$650,000 to \$800,000, in the past two-weeks, the Expected Market Time decreased from 63 to 50 days. For homes priced between \$800,000 and \$1 million, the Expected Market Time decreased from 66 to 60 days. For homes priced above \$1 million, the Expected Market Time decreased from 186 to 140 days. At 140 days, a seller would be looking at placing their home into escrow around **December 2020**.

	Expected Market Time	Share of Housing Inventory	Share of Current Demand	Last Year
S.B. \$0-\$300k	21 Days	25%	32%	75 Days
S.B. \$300k-\$400k	21 Days	21%	27%	75 Days
S.B. \$400k-\$500k	27 Days	17%	18%	73 Days
S.B. \$500k-\$650k	28 Days	14%	14%	95 Days
S.B. \$650k-\$800k	50 Days	9%	5%	150 Days
S.B. \$800k-\$1m	60 Days	5%	2%	199 Days
S.B. \$1m+	140 Days	9%	1%	425 Days

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San Bernardino County Housing Summary

- The active listing inventory decreased by 281 homes in the past two-weeks, down 9%, and now totals 2,944, its lowest level since April 2013. In the past four-weeks, 27% fewer homes were placed on the market compared to the prior 5-year average. It was a 49% difference at the end of April; thus, COVID-19's grip on suppressing the inventory is diminishing. Last year, there were 6,418 homes on the market, 3,474 more than today, or an extra 118%, more than double.
- Demand, the number of pending sales over the prior month, increased by 36 pending sales in the past two-weeks, up 1%, and now totals 3,229, its highest level since tracking began in 2012. Last year, there were 2,256 pending sales, 30% fewer than today.

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- The Expected Market Time for all of San Bernardino County decreased from 30 days to 27, a **hot** Seller's Market (less than 60 days). It was at 85 days last year, **much slower than today**.
- For homes priced below \$300,000, the market is a Hot Seller's Market (less than 60 days) with an Expected Market Time of 21 days. This range represents 25% of the active inventory and 32% of demand.
- For homes priced between \$300,000 and \$400,000, the Expected Market Time is at 21 days, a Hot Seller's Market. This range represents 21% of the active inventory and 27% of demand.
- For homes priced between \$400,000 and \$500,000, the expected market time is at 27 days, a Hot Seller's Market. This range represents 17% of the active inventory and 18% of demand.
- For homes priced between \$500,000 and \$650,000, the Expected Market Time is at 28 days, a Hot Seller's Market. This range represents 14% of the active inventory and 14% of demand.
- For luxury homes between \$650,000 to \$800,000, in the past two-weeks, the Expected Market Time decreased from 63 to 50 days. For homes priced between \$800,000 to \$1 million, the Expected Market Time decreased from 66 to 60 days. For homes priced above \$1 million, the Expected Market Time decreased from 186 to 140 days.
- The luxury end, all homes above \$650,000, accounts for 23% of the inventory and only 8% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 1.6% of all listings and 1.4% of demand. There are only 18 foreclosures and 29 short sales available to purchase today in San Bernardino County, 47 total distressed homes on the active market, down 11 from two-weeks ago. Last year there were 120 total distressed homes on the market, more than today.
- There were 2,120 closed residential resales in June, down 7% over June 2019's 2,290 closed sales. June marked a 41% increase over May 2020. The sales to list price ratio was 98.8% for all of San Bernardino County. Foreclosures accounted for 1% of all closed sales, and short sales accounted for 0.7%. That means that 98.3% of all sales were good ol' fashioned sellers with equity.

Have a great week.

Sincerely,

Steven Thomas

Quantitative Economics and Decision Sciences

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San Bernardino County Cities	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	7/16/2020	7/16/2020	7/16/2020	6/18/2020	6/4/2020	7/18/2020	7/19/2018	7/16/2020
29 Palms	69	58	36	35	43	96	*	\$182k
Adelanto	25	48	16	18	19	37	*	\$228k
Alta Loma	14	17	25	48	30	92	*	\$798k
Apple Valley	162	192	25	28	30	100	*	\$378k
Arrowbear	4	9	13	17	36	210	*	\$176k
Barstow	60	46	39	37	46	115	*	\$190k
Big Bear	229	170	40	48	58	227	*	\$649k
Bloomington	12	12	30	60	20	60	*	\$651k
Cedarpines Park	9	5	54	60	43	140	*	\$420k
Chino	109	110	30	27	35	74	*	\$642k
Chino Hills	139	73	57	66	65	117	*	\$1.1m
Colton	26	39	20	20	18	51	*	\$483k
Crestline	62	67	28	33	39	95	*	\$352k
Fontana	139	199	21	21	28	53	*	\$503k
Forest Falls	10	13	23	56	90	165	*	\$355k
Grand Terrace	7	16	13	11	38	68	*	\$412k
Green Valley Lake	12	16	23	32	32	159	*	\$275k
Helendale	23	42	16	27	36	263	*	\$345k
Hesperia	69	184	11	15	20	81	*	\$452k
Highland	43	68	19	22	23	50	*	\$428k
Joshua Tree	57	53	32	29	69	106	*	\$410k
Lake Arrowhead	180	143	38	57	62	277	*	\$1.1m
Landers	14	6	70	49	102	133	*	\$196k
Loma Linda	21	17	37	43	44	38	*	\$521k
Lucerne Valley	32	15	64	46	78	160	*	\$197k
Mentone	14	9	47	90	38	41	*	\$523k
Montclair	22	14	47	34	24	35	*	\$523k
Morongo Valley	11	15	22	90	85	156	*	\$263k
Needles	21	18	35	87	69	430	*	\$323k
Newberry Springs	8	5	48	75	75	540	*	\$379k
Oak Hills	28	32	26	41	62	107	*	\$505k
Ontario	117	151	23	22	27	54	*	\$533k
Phelan	46	64	22	28	53	105	*	\$366k
Pinon Hills	30	24	38	26	49	107	*	\$359k
Rancho Cucamonga	209	213	29	29	36	72	*	\$722k
Redlands	109	106	31	39	46	63	*	\$765k
Rialto	31	73	13	15	18	36	*	\$452k
Running Springs	51	38	40	48	70	226	*	\$368k
San Bernardino	132	239	17	22	25	39	*	\$343k
Sugar Loaf	14	24	18	23	33	216	*	\$266k
Twin Peaks	16	18	27	48	48	248	*	\$375k
Upland	98	86	34	35	47	65	*	\$876k
Victorville	176	281	19	19	23	76	*	\$368k
Wrightwood	32	23	42	46	78	196	*	\$431k
Yucaipa	75	74	30	29	31	72	*	\$511k
Yucca Valley	107	69	47	44	53	133	*	\$365k
All of S.B.	2,944	3,229	27	30	36	85	81	\$561k

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Attached Homes	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	7/16/2020	7/16/2020	7/16/2020	7/2/2020	6/18/2020	7/18/2019	7/19/2018	7/16/2020
All of S.B.	392	358	33	43	53	67	*	\$445k
S.B. \$0-\$200k	44	25	53	56	57	66	*	\$143k
S.B. \$200k-\$300k	67	66	30	36	38	47	*	\$265k
S.B. \$300k-\$400k	93	125	22	27	36	50	*	\$356k
S.B. \$400k-\$500k	96	93	31	44	60	83	*	\$448k
S.B. \$500k+	92	49	56	117	131	175	*	\$808k

Detached Homes	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	7/16/2020	7/16/2020	7/16/2020	7/2/2020	6/18/2020	7/18/2019	7/19/2018	7/16/2020
All of S.B.	2,833	2,835	30	35	43	89	*	\$569k
S.B. \$0-\$200k	295	247	36	48	50	98	*	\$141k
S.B. \$200k-\$300k	438	724	18	23	26	71	*	\$258k
S.B. \$300k-\$400k	606	711	26	28	37	79	*	\$353k
S.B. \$400k-\$500k	416	528	24	28	39	71	*	\$457k
S.B. \$500k-\$650k	413	389	32	41	51	108	*	\$572k
S.B. \$650k-\$800k	265	127	63	68	90	138	*	\$722k
S.B. \$800k-\$1m	150	67	67	81	98	191	*	\$899k
S.B. \$1m+	250	42	179	204	225	357	*	\$2.0m

All Homes	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago	Average Active List Price
	7/16/2020	7/16/2020	7/16/2020	7/2/2020	6/18/2020	7/18/2019	7/19/2018	7/16/2020
All of S.B.	3,225	3,193	30	36	44	86	73	\$554k
S.B. \$0-\$200k	339	272	37	49	50	94	*	\$141k
S.B. \$200k-\$300k	505	790	19	24	27	69	*	\$259k
S.B. \$300k-\$400k	699	836	25	28	37	74	*	\$354k
S.B. \$400k-\$500k	512	621	25	30	42	72	*	\$455k
S.B. \$500k-\$650k	463	425	33	44	54	112	*	\$571k
S.B. \$650k-\$800k	284	135	63	69	93	133	*	\$722k
S.B. \$800k-\$1m	157	71	66	81	106	198	*	\$900k
S.B. \$1m+	266	43	186	216	239	373	*	\$1.9m

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the S.B. totals.

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San Bernardino County Cities	Units Sold June 2020	Average Sales Price	Average List Price	Sales to List Price Ratio	Low Price	High Price	Avg. Square Feet	Avg. \$ Per Square Feet	Units Sold June 2019
29 Palms	47	\$151,648	\$151,343	100.2%	\$19k	\$365k	1,179	\$129	48
Adelanto	60	\$242,968	\$241,440	100.6%	\$94k	\$368k	1,684	\$144	41
Alta Loma	14	\$598,671	\$601,129	99.6%	\$255k	\$950k	1,812	\$330	15
Apple Valley	145	\$304,475	\$322,992	94.3%	\$161k	\$605k	1,944	\$157	156
Arrowbear	3	\$178,000	\$177,000	100.6%	\$165k	\$199k	715	\$249	0
Barstow	21	\$162,633	\$167,867	96.9%	\$1k	\$272k	1,435	\$113	36
Big Bear	104	\$435,033	\$446,342	97.5%	\$115k	\$3.0m	1,595	\$273	61
Bloomington	9	\$451,056	\$440,772	102.3%	\$370k	\$620k	1,715	\$263	16
Cedarpines Park	4	\$261,750	\$274,750	95.3%	\$200k	\$320k	1,507	\$174	2
Chino	70	\$508,775	\$507,721	100.2%	\$246k	\$1.1m	1,898	\$268	72
Chino Hills	47	\$684,666	\$689,523	99.3%	\$320k	\$1.3m	1,971	\$347	76
Colton	33	\$330,752	\$332,044	99.6%	\$165k	\$530k	1,463	\$226	37
Crestline	42	\$245,182	\$246,021	99.7%	\$89k	\$419k	1,316	\$186	32
Fontana	154	\$440,182	\$439,174	100.2%	\$245k	\$665k	1,812	\$243	161
Forest Falls	5	\$277,400	\$286,580	96.8%	\$187k	\$430k	1,279	\$217	4
Grand Terrace	4	\$377,500	\$380,000	99.3%	\$350k	\$425k	1,496	\$252	8
Green Valley Lake	4	\$203,000	\$219,725	92.4%	\$152k	\$250k	888	\$229	1
Helendale	27	\$258,204	\$260,232	99.2%	\$179k	\$460k	1,963	\$132	22
Hesperia	111	\$303,532	\$304,142	99.8%	\$170k	\$520k	1,807	\$168	151
Highland	42	\$380,188	\$382,140	99.5%	\$85k	\$740k	1,873	\$203	56
Joshua Tree	15	\$206,693	\$216,513	95.5%	\$60k	\$450k	952	\$217	28
Lake Arrowhead	73	\$473,012	\$489,604	96.6%	\$170k	\$2.0m	1,970	\$240	53
Landers	4	\$196,625	\$197,000	99.8%	\$55k	\$274k	1,159	\$170	11
Loma Linda	15	\$419,233	\$423,599	99.0%	\$285k	\$570k	1,669	\$251	17
Lucerne Valley	18	\$129,278	\$138,432	93.4%	\$15k	\$240k	1,254	\$103	6
Montone	10	\$342,544	\$346,709	98.8%	\$155k	\$496k	1,399	\$245	13
Montclair	14	\$444,607	\$440,099	101.0%	\$308k	\$635k	1,437	\$309	16
Morongo Valley	3	\$203,333	\$211,167	96.3%	\$169k	\$256k	1,130	\$180	7
Needles	6	\$212,167	\$222,265	95.5%	\$13k	\$530k	1,694	\$125	7
Newberry Springs	3	\$127,500	\$127,967	99.6%	\$78k	\$210k	1,488	\$86	5
Oak Hills	20	\$452,789	\$458,440	98.8%	\$280k	\$850k	2,727	\$166	18
Ontario	103	\$447,904	\$449,606	99.6%	\$168k	\$747k	1,628	\$275	115
Phelan	29	\$358,100	\$360,886	99.2%	\$135k	\$730k	2,194	\$163	24
Pinon Hills	3	\$322,333	\$322,933	99.8%	\$260k	\$435k	1,985	\$162	11
Rancho Cucamonga	137	\$584,525	\$588,985	99.2%	\$233k	\$1.4m	2,042	\$286	162
Redlands	66	\$555,375	\$566,508	98.0%	\$170k	\$1.4m	2,102	\$264	89
Rialto	46	\$399,902	\$399,011	100.2%	\$235k	\$700k	1,660	\$241	65
Running Springs	18	\$241,249	\$248,310	97.2%	\$145k	\$322k	1,351	\$179	15
San Bernardino	148	\$328,883	\$327,581	100.4%	\$85k	\$751k	1,482	\$222	189
Sugar Loaf	21	\$204,043	\$207,124	98.5%	\$125k	\$310k	976	\$209	12
Twin Peaks	6	\$247,083	\$250,050	98.8%	\$155k	\$399k	1,228	\$201	9
Upland	74	\$605,498	\$608,246	99.5%	\$320k	\$1.7m	1,977	\$306	69
Victorville	185	\$303,902	\$304,893	99.7%	\$3k	\$730k	2,046	\$149	213
Yermo	8	\$291,088	\$301,572	96.5%	\$115k	\$398k	1,350	\$216	12
Yucaipa	55	\$442,434	\$446,954	99.0%	\$259k	\$795k	2,012	\$220	48
Yucca Valley	60	\$256,918	\$260,557	98.6%	\$55k	\$510k	1,537	\$167	44
All of S.B.	2,120	\$386,578	\$391,124	98.8%	\$1k	\$3.0m	1,769	\$219	2,290
S.B. \$0-\$200k	201	\$139,692	\$147,272	94.9%	\$1k	\$199k	1,036	\$135	285
S.B. \$200k-\$300k	568	\$254,668	\$259,438	98.2%	\$200k	\$300k	1,429	\$178	636
S.B. \$300k-\$400k	524	\$347,761	\$349,215	99.6%	\$300k	\$400k	1,692	\$206	585
S.B. \$400k-\$500k	383	\$443,679	\$444,977	99.7%	\$400k	\$500k	1,874	\$237	361
S.B. \$500k-\$650k	287	\$553,848	\$558,145	99.2%	\$500k	\$648k	2,210	\$251	276
S.B. \$650k-\$800k	87	\$716,417	\$724,879	98.8%	\$650k	\$798k	2,731	\$262	87
S.B. \$800k-\$1m	44	\$875,719	\$896,477	97.7%	\$800k	\$998k	3,386	\$259	41
S.B. \$1m+	26	\$1,340,192	\$1,388,762	96.5%	\$1.1m	\$3.0m	4,017	\$334	19

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the S.B. totals.

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High Desert Report

	Current Actives	Demand (Last 30 Days Pendings)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Units Sold June 2020	Average Sales Price June 2020	Sales to List Price Ratio June 2020
	7/16/2020	7/16/2020	7/16/2020	7/2/2020	6/18/2020	7/18/2019		June 2020	
Adelanto	25	48	16	18	19	37	60	\$242,968	100.6%
Apple Valley	162	192	25	28	30	100	145	\$304,475	94.3%
Helendale	23	42	16	27	36	263	27	\$258,204	99.2%
Hesperia	69	184	11	15	20	81	111	\$303,532	99.8%
Lucerne Valley	32	15	64	46	78	160	18	\$129,278	93.4%
Oak Hills	28	32	26	41	62	107	20	\$452,789	98.8%
Phelan	46	64	22	28	53	105	29	\$358,100	99.2%
Pinon Hills	30	24	38	26	49	107	3	\$322,333	99.8%
Victorville	176	281	19	19	23	76	185	\$303,902	99.7%
All High Desert	591	882	20	23	28	115	598	\$297,287	98.2%

THE San Bernardino HOUSING REPORT

San Bernardino County Cities	Current Actives	Number of Foreclosures & Short Sale Actives	% of Active Inventory
	7/16/2020	7/16/2020	7/16/2020
29 Palms	69	0	0.0%
Adelanto	25	2	8.0%
Alta Loma	14	0	0.0%
Apple Valley	162	3	1.9%
Arrowbear	4	1	25.0%
Barstow	60	3	5.0%
Big Bear	229	0	0.0%
Bloomington	12	0	0.0%
Cedarpines Park	9	0	0.0%
Chino	109	3	2.8%
Chino Hills	139	1	0.7%
Colton	26	1	3.8%
Crestline	62	0	0.0%
Fontana	139	5	3.6%
Forest Falls	10	0	0.0%
Grand Terrace	7	1	14.3%
Green Valley Lake	12	0	0.0%
Helendale	23	1	4.3%
Hesperia	69	3	4.3%
Highland	43	0	0.0%
Joshua Tree	57	0	0.0%
Lake Arrowhead	180	2	1.1%
Landers	14	0	0.0%
Loma Linda	21	0	0.0%
Lucerne Valley	32	1	3.1%
Mentone	14	0	0.0%
Montclair	22	0	0.0%
Morongo Valley	11	0	0.0%
Needles	21	1	4.8%
Newberry Springs	8	0	0.0%
Oak Hills	28	0	0.0%
Ontario	117	3	2.6%
Phelan	46	2	4.3%
Pinon Hills	30	1	3.3%
Rancho Cucamonga	209	1	0.5%
Redlands	109	0	0.0%
Rialto	31	1	3.2%
Running Springs	51	0	0.0%
San Bernardino	132	2	1.5%
Sugar Loaf	14	0	0.0%
Twin Peaks	16	1	6.3%
Upland	98	2	2.0%
Victorville	176	4	2.3%
Wrightwood	32	0	0.0%
Yucaipa	75	1	1.3%
Yucca Valley	107	0	0.0%
All of S.B.	2,944	46	1.6%

San Bernardino County Distressed Breakdown

	Current Actives	Pendings (Last 30 Days)	Market Time (In Days)
Total Foreclosures	18	26	21
Total Short Sale	29	19	46

	Current Actives	Number of Foreclosures & Short Sale Actives	% of Active Inventory
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Attached	7/16/2020	7/16/2020	7/16/2020
All of S.B.	360	5	1.4%
S.B. \$0-\$200k	33	1	3.0%
S.B. \$200k-\$300k	58	0	0.0%
S.B. \$300k-\$400k	93	2	2.2%
S.B. \$400k-\$500k	89	1	1.1%
S.B. \$500k+	87	1	1.1%

Detached

	7/16/2020	7/16/2020	7/16/2020
All of S.B.	2,584	41	1.6%
S.B. \$0-\$200k	275	10	3.6%
S.B. \$200k-\$300k	358	8	2.2%
S.B. \$300k-\$400k	520	13	2.5%
S.B. \$400k-\$500k	425	5	1.2%
S.B. \$500k-\$650k	376	4	1.1%
S.B. \$650k-\$800k	249	0	0.0%
S.B. \$800k-\$1m	140	0	0.0%
S.B. \$1m+	241	1	0.4%

All Homes

	7/16/2020	7/16/2020	7/16/2020
All of S.B.	2,944	46	1.6%
S.B. \$0-\$200k	308	11	3.6%
S.B. \$200k-\$300k	416	8	1.9%
S.B. \$300k-\$400k	613	15	2.4%
S.B. \$400k-\$500k	514	6	1.2%
S.B. \$500k-\$650k	424	5	1.2%
S.B. \$650k-\$800k	267	0	0.0%
S.B. \$800k-\$1m	146	0	0.0%
S.B. \$1m+	256	1	0.4%

County High Shares - Account for 35%

	7/16/2020	7/16/2020	7/16/2020
Arrowbear	4	1	25.0%
Grand Terrace	7	1	14.3%
Adelanto	25	2	8.0%
Twin Peaks	16	1	6.3%
Barstow	60	3	5.0%
Needles	21	1	4.8%
Helendale	23	1	4.3%
Hesperia	69	3	4.3%
Phelan	46	2	4.3%
Colton	26	1	3.8%

County Low Shares - No Distressed

29 Palms	Landers	Wrightwood
Alta Loma	Mentone	Yucca Valley
Big Bear		Loma Linda
Bloomington		Montclair
Cedarpines Park		Morongo Valley
Crestline		Newberry Springs
Forest Falls		Oak Hills
Green Valley Lake		Redlands
Highland		Running Springs
Joshua Tree		Sugar Loaf

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Not all cities are listed but are included in the S.B. totals.

THE San Bernardino HOUSING REPORT

Southern California Housing

All Properties	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago
	7/9/2020	7/9/2020	7/9/2020	6/25/2020	6/11/2020	7/11/2019	7/12/2019
Los Angeles County	10,048	6,247	48	51	59	78	72
Orange County	4,645	3,050	46	48	59	92	80
Riverside County	4,743	3,525	40	43	51	87	93
San Bernardino County	3,088	2,998	31	35	42	86	81
San Diego County	4,577	3,625	38	37	42	72	69
Ventura County	1,101	957	35	35	46	60	62
SOCAL TOTALS	28,202	20,402	40	42	50	79	79

Distressed Properties	Current Actives	Demand (Last 30 Days Pending)	Market Time (In Days)	Market Time 2-Weeks Ago	Market Time 4-Weeks Ago	Market Time 1-Year Ago	Market Time 2-Years Ago
	7/9/2020	7/9/2020	7/9/2020	6/25/2020	6/11/2020	7/11/2019	7/12/2019
Foreclosures and Short Sales							
Los Angeles County	79	55	43	49	56	59	36
Orange County	27	20	41	44	27	46	58
Riverside County	79	67	35	30	71	51	72
San Bernardino County	49	57	26	25	56	52	56
San Diego County	24	30	24	32	21	76	46
Ventura County	13	10	39	33	16	34	66
SOCAL TOTALS	271	239	35	35	41	53	54