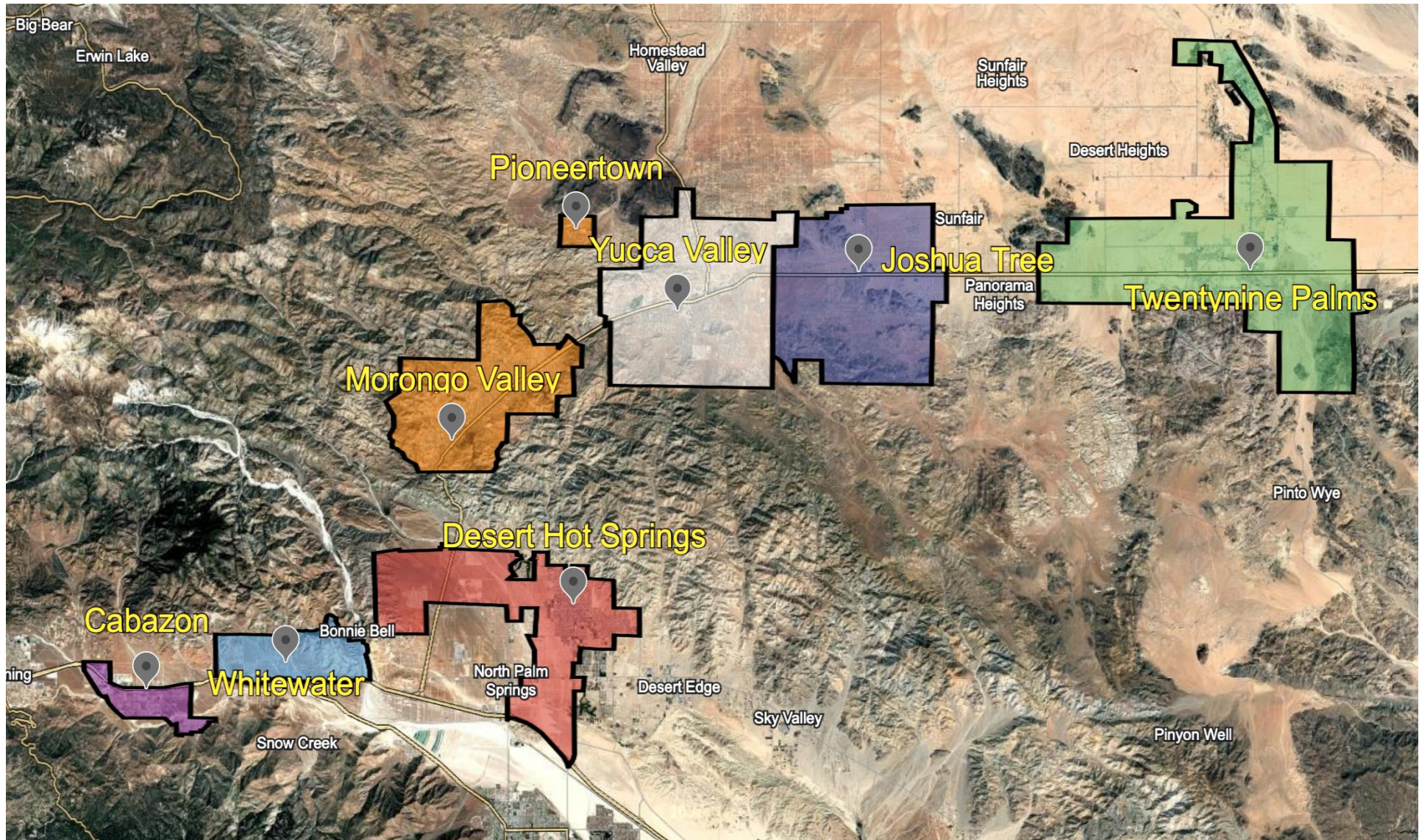


September 2025

Market Conditions for the Yucca Valley Region

29 Palms
Cabazon
Desert Hot Springs
Joshua Tree
Morongo Valley
Pioneertown
Whitewater
Yucca Valley

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The Yucca Valley Regional Report

September 2025

SUMMARY *

PRICE: The average detached home in the Yucca Valley Region is 1,470 sq. ft. and its price at the end of September was \$403,922 for a year over year change of -3.1%. Price changes range from 11.1% in Whitewater to -11.1% in Pioneertown.

SALES: Average monthly sales in the Yucca Valley Region in September averaged 141 units compared to 131 units a year ago. The city with the largest unit sales is Desert Hot Springs with 53 units. This is followed by Yucca Valley with 41 and 29 Palms with 23.

INVENTORY: Inventory at the end of the month was 859 units compared to 901 units last year. This is a change of -4.7%. Yucca Valley has the largest detached inventory in the region with 246 units, followed by Desert Hot Springs with 220 units. The Yucca Valley region's "months of sales" ratio at the end of September, which is total inventory divided by total sales, was 6.5 months. This compares to 7.4 months a year ago.

DOM: In September, the average regional selling time was 78 days compared to 62 days last year. Desert Hot Springs has the lowest number at 55 days while Pioneertown has the longest average selling time at 111 days.

PRICE DISCOUNT: The regional average premium/discount in September was -1.3%. This compares to -2.3% last year. The city with the best premium/discount is Whitewater with 1.2%. The city of Cabazon has the most extreme premium/discount of -7.8%.

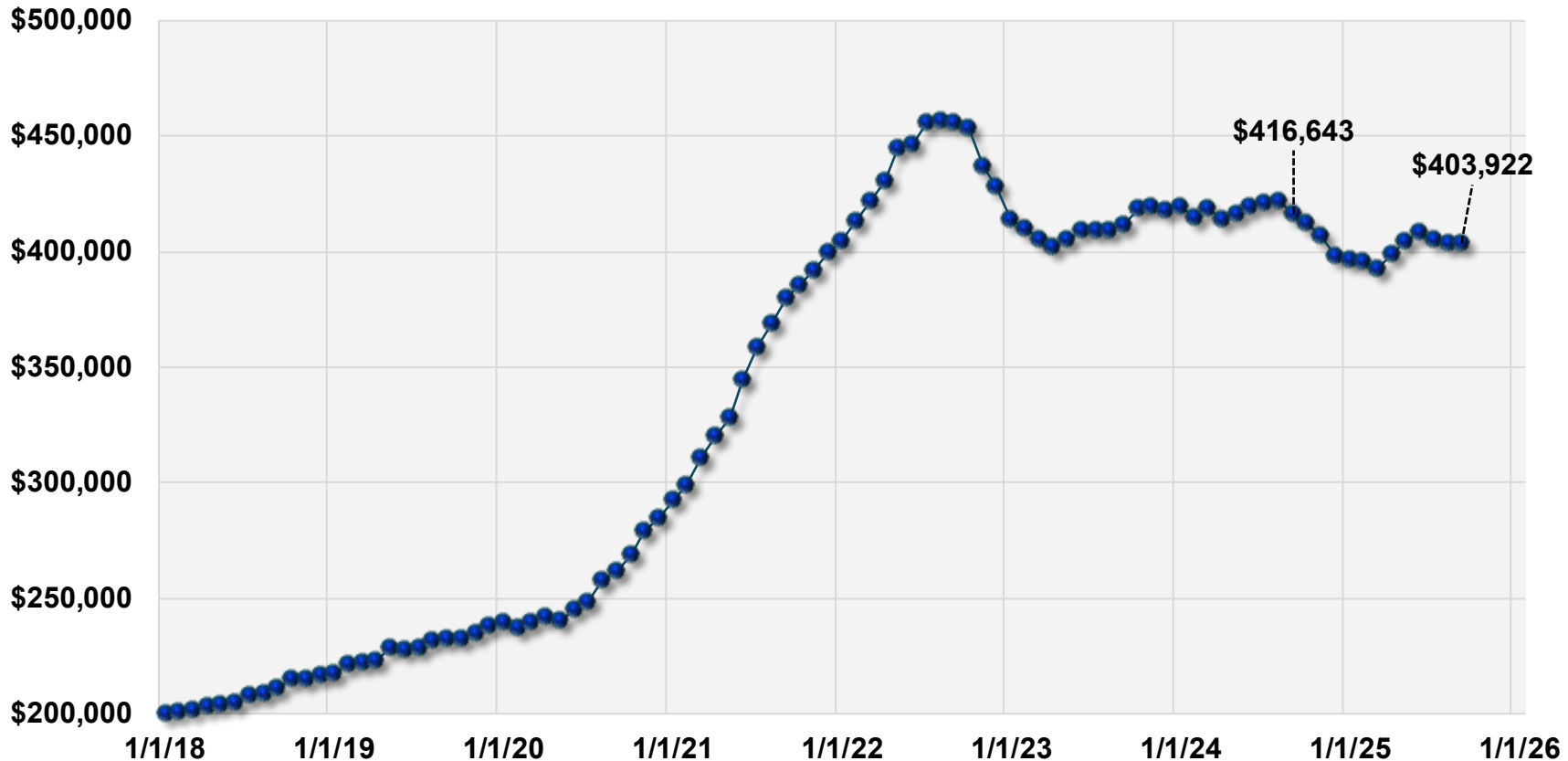
** To produce a timely, month-end report, the sales data is downloaded the morning after the last day of the month. This makes the data and calculations accurate to that moment. Since from 3% to 5% of sales are entered after the end of any month, the report does not include these late entry sales. These late sales are included in next month's report.*

This free report is intended to assist fellow East Valley board members in assessing market conditions and making informed evaluations and/or appraisals in the selling or financing of their client properties. CalBRE #001069837

The Yucca Valley Regional Report

September 2025

Price of the Region's Average Size Detached Home 1,470 Sq. Ft.



Price of Region's Average Size Detached Home

The average detached home in the Yucca Valley Region is 1,470 sq. ft. and its price at the end of September was \$403,922. This compares to \$416,643 a year ago. This 7-year price chart shows the strong gains over the last few years and is the best, long-term indicator of price trends in the Region. Detached home prices in 8 cities in the region go into making this index. The number of attached homes in the region is too small to produce meaningful statistical calculations.

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The Yucca Valley Regional Report

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Price of Average Size Detached Home

City	Avg. Size Home	Price per sq. ft.	Current Price	Year Ago Price	Percent Change
Whitewater	1,600	\$257	\$410,457	\$369,458	11.1%
Joshua Tree	1,300	\$350	\$454,956	\$443,303	2.6%
Morongo Valley	1,400	\$271	\$379,232	\$383,786	-1.2%
29 Palms	1,300	\$234	\$304,433	\$314,322	-3.1%
Desert Hot Springs	1,600	\$262	\$418,519	\$436,587	-4.1%
Yucca Valley	1,600	\$270	\$431,787	\$451,292	-4.3%
Cabazon	1,200	\$261	\$312,746	\$346,542	-9.8%
Pioneertown	1,575	\$520	\$819,605	\$921,702	-11.1%

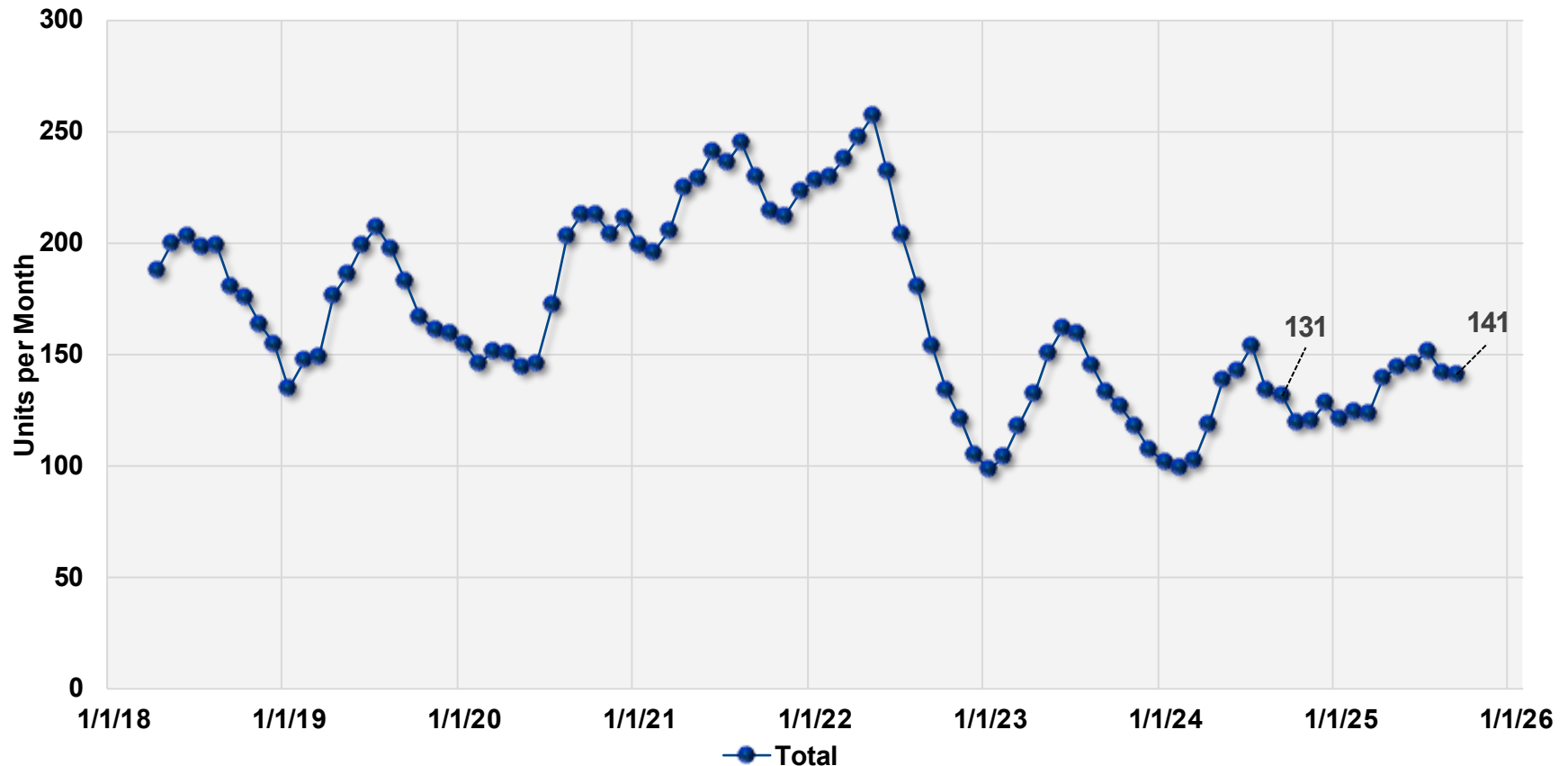
City Home Prices

These tables rank the cities top to bottom by the price change in their average size home over the last twelve months. Price changes range from 11.1% in Whitewater to -11.1% in Pioneertown.

The Yucca Valley Regional Report

September 2025

Yucca Valley Region - Unit Sales All Homes



Regional Sales

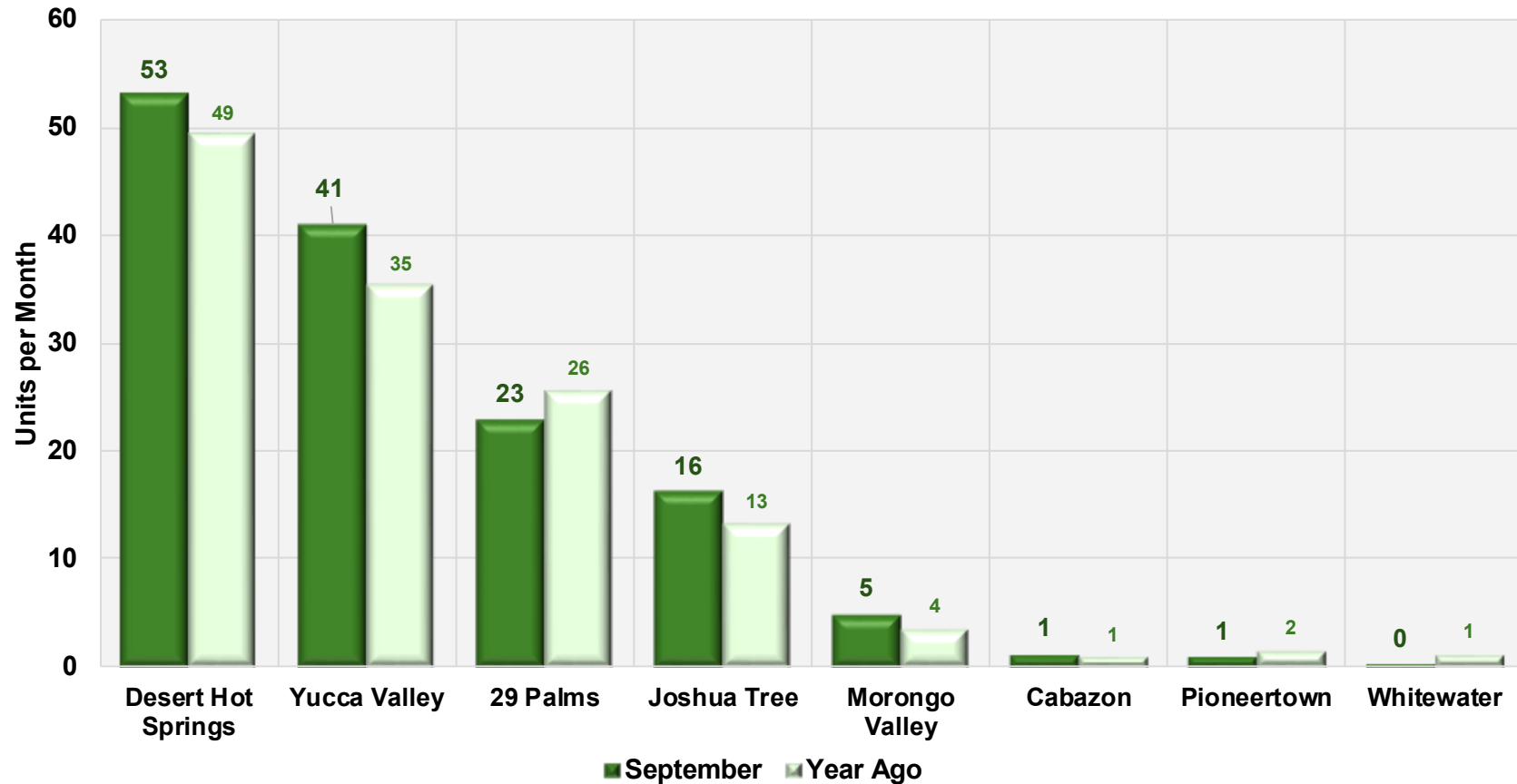
Average monthly sales in the Yucca Valley Region in September averaged 141 units compared to 131 units a year ago. Sales continue to be 15% to 20% below the pre-COVID period. This seven-year graph clearly shows the seasonal nature of sales in the region, which generally reach their lows in the first two months of the year and their highs during mid-summer.

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The Yucca Valley Regional Report

September 2025

Unit Sales



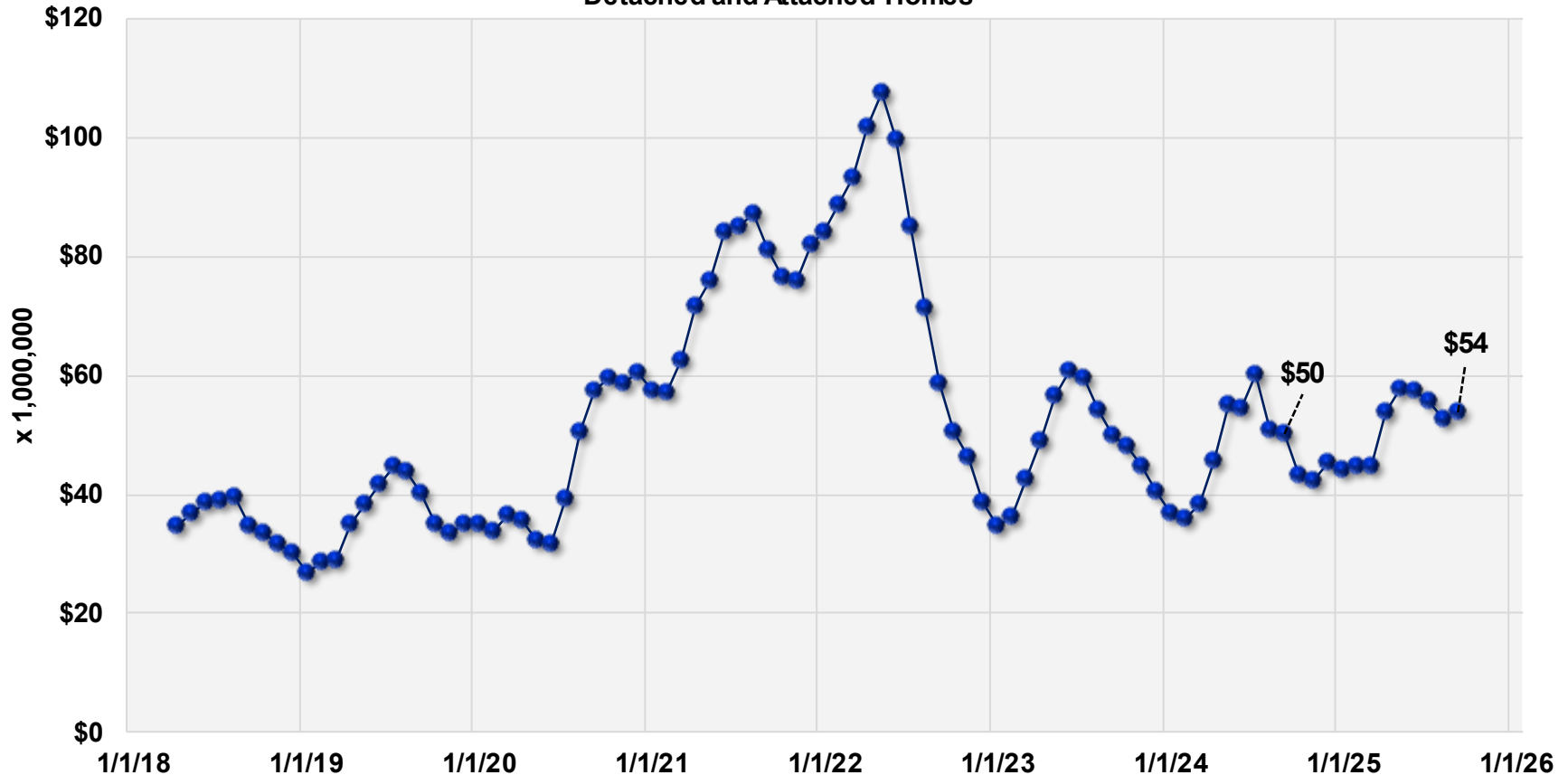
Sales

This bar chart compares current sales against numbers a year ago for both detached and attached homes. The cities are ranked left to right by the highest number of sales in each category. The city with the largest unit sales is Desert Hot Springs with 53 units. This is followed by Yucca Valley with 41 and 29 Palms with 23.

The Yucca Valley Regional Report

September 2025

Yucca Valley Regional Dollar Sales Detached and Attached Homes



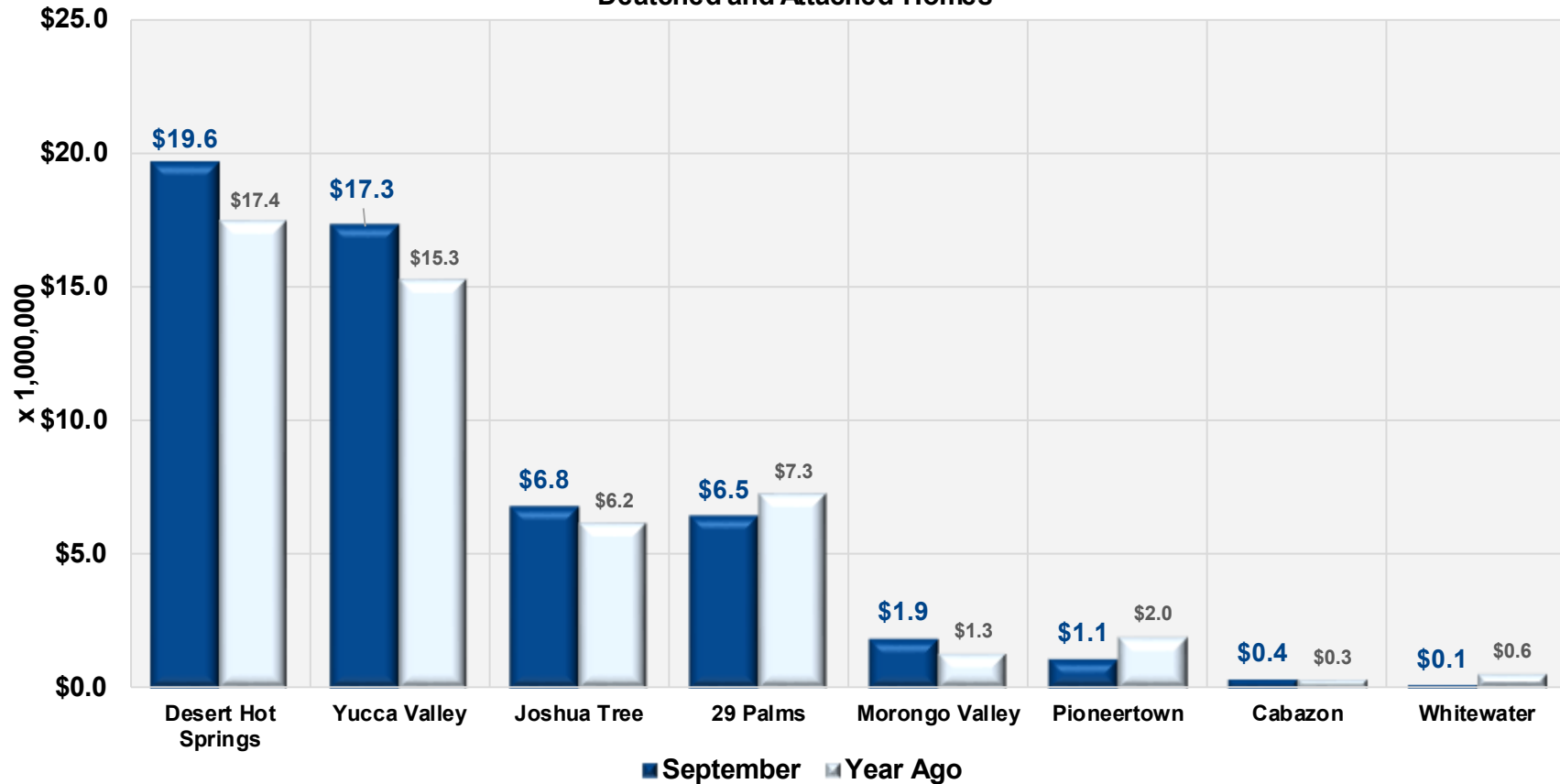
Regional Dollar Sales

This graph is a five-year plot of total dollar sales in the Yucca Valley Region. Total dollar sales in September averaged \$53.7 million compared to \$50.3 million last year. The chart shows the same seasonal pattern for dollar sales as unit sales, with the highest sales occurring sometime around mid-summer and the lowest around the first or second month of the year.

The Yucca Valley Regional Report

September 2025

Dollar Sales Deatched and Attached Homes



Total Dollars Sales

This chart compares total dollar sales to year ago levels in all eight cities. The cities are listed left to right by highest dollar sales. The city with the highest dollar sales is Desert Hot Springs with average sales of \$19.6 million. This is followed by Yucca Valley with \$17.3 million.

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The Yucca Valley Regional Report

September 2025

Yucca Valley Regional Inventory



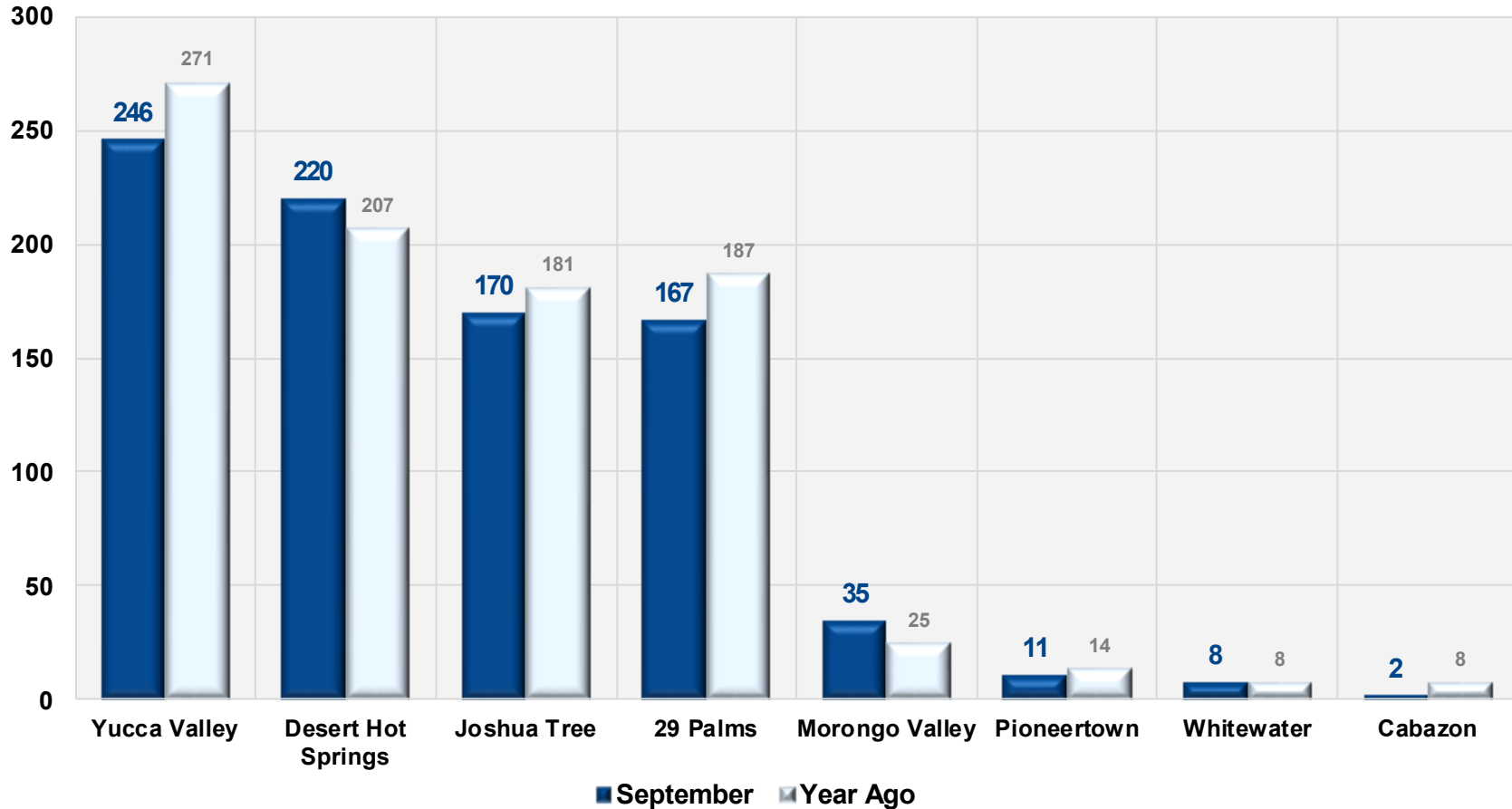
Total Inventory – Yucca Valley Region

This is a five-year chart of the combined inventory of the eight major cities that make up the region. The inventory number is for detached homes only. Inventory at the end of the month was 859 units compared to 901 units last year. This is a change of -4.7%.

The Yucca Valley Regional Report

September 2025

Inventory - Detached Homes



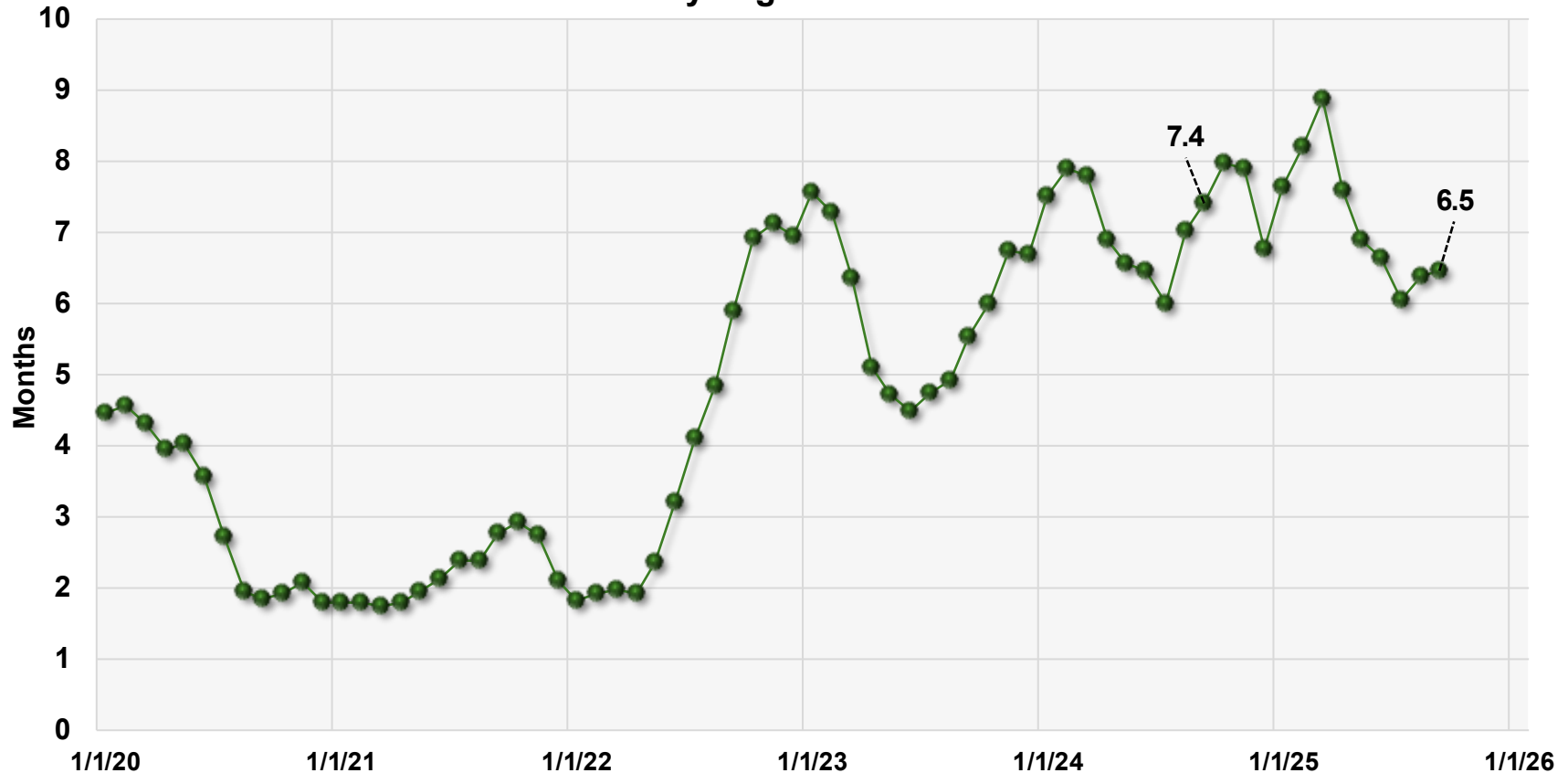
City Inventories

This chart compares current inventory to year ago levels in all the cities. The cities are listed left to right by the largest current inventory. Yucca Valley has the largest detached inventory in the region with 246 units, followed by Desert Hot Springs with 220 units and Joshua Tree with 170.

The Yucca Valley Regional Report

September 2025

Yucca Valley Regional "Months of Sales"



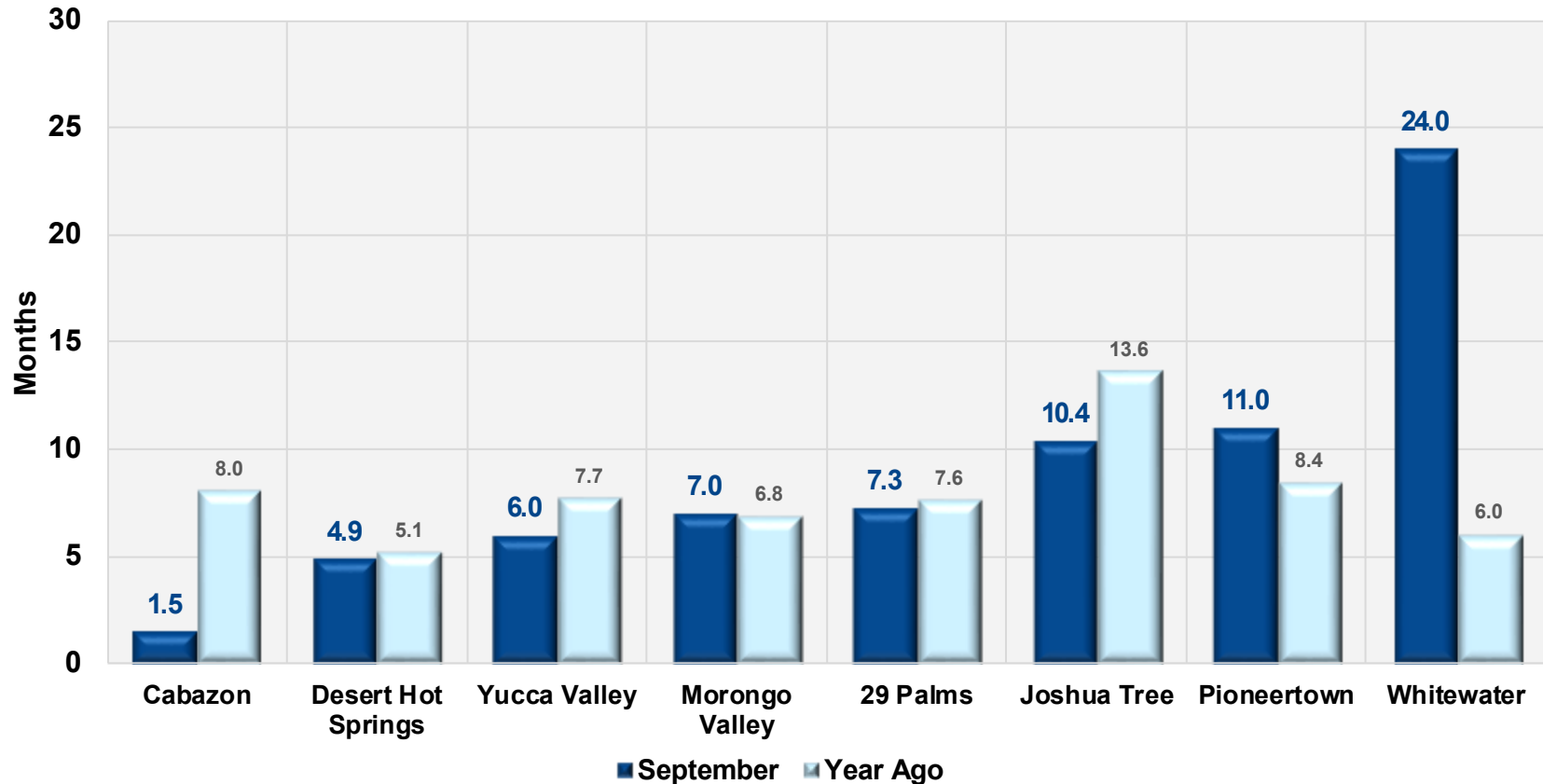
Yucca Valley Region "Months of Sales" Ratio

The Yucca Valley region's "months of sales" ratio at the end of September, which is total inventory divided by total sales, was 6.5 months. This compares to 7.4 months a year ago. The current ratio is historically rather high, which could put downward pressure on home prices throughout the region.

The Yucca Valley Regional Report

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Months of Sales - Detached Homes



“Months of Sales” by City

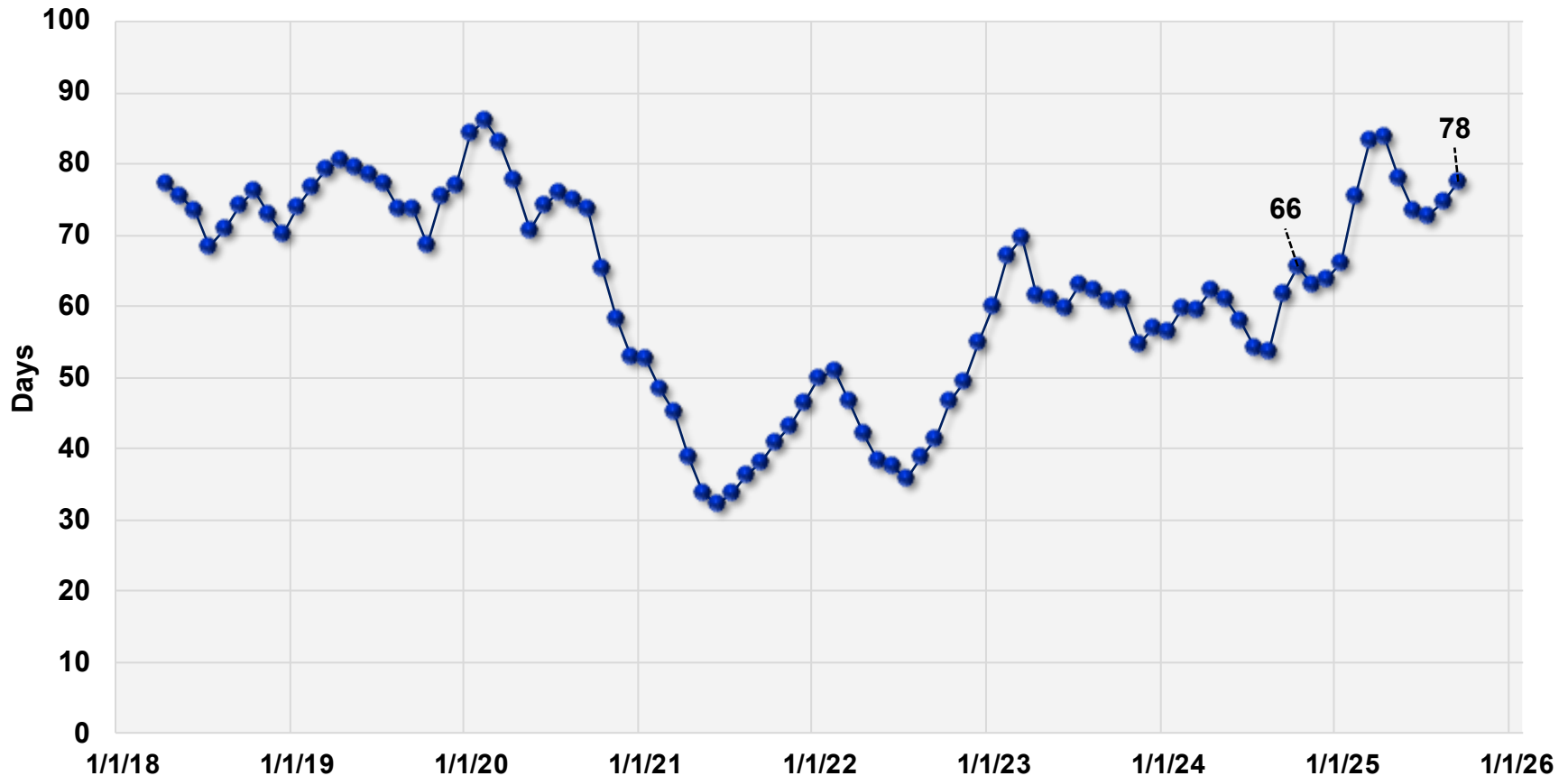
This bar chart compares the current “months of sales” ratio in each regional city to year ago levels. Cities are listed left to right by the size of the current ratio, smaller ratios to the left and larger to the right. Cabazon has the lowest ratio at 1.5 months, followed by Desert Hot Springs at 4.9 months. Whitewater has the highest ratio at 24.0 months.

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The Yucca Valley Regional Report

September 2025

Yucca Valley Regional "Days on the Market"



Regional "Days on the Market"

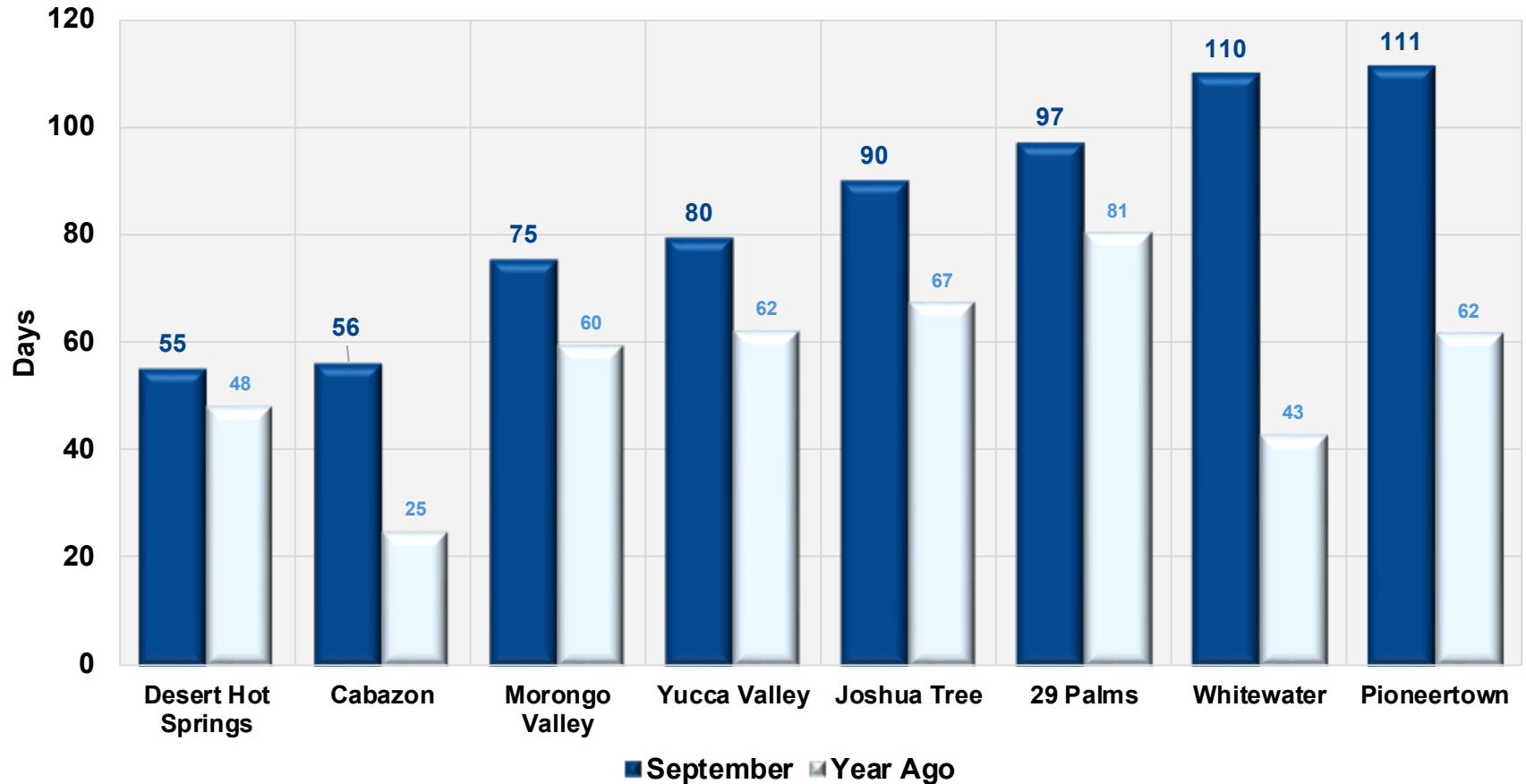
This is a four-year chart of the average number "days on the market" for the Yucca Valley Region. In September, the average regional selling time was 78 days compared to 62 days last year. This average selling time is getting high enough to begin to cause selling pressures through the region.

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The Yucca Valley Regional Report

September 2025

Average "Days on the Market"



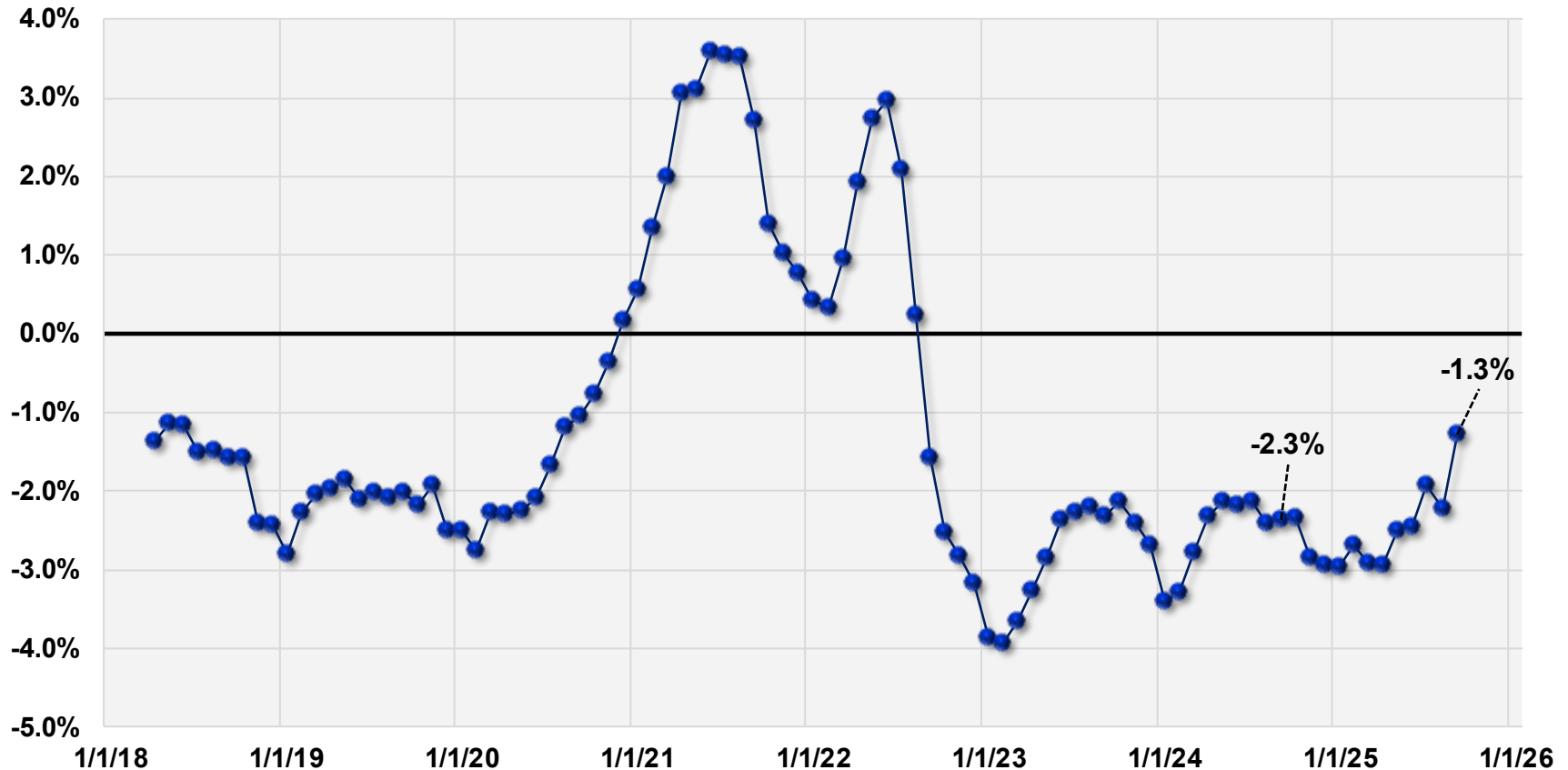
"Days on the Market" by City

This bar chart compares the current number of "days on the market" against year ago levels in each city. These are average values. The cities are ranked left to right by the lowest number of days. Desert Hot Springs and Cabazon have the lowest number at 55 days and 56 days respectively. Pioneertown has the longest average selling time at 111 days.

The Yucca Valley Regional Report

September 2025

Yucca Valley Region's Average Premium/Discount Detached Homes



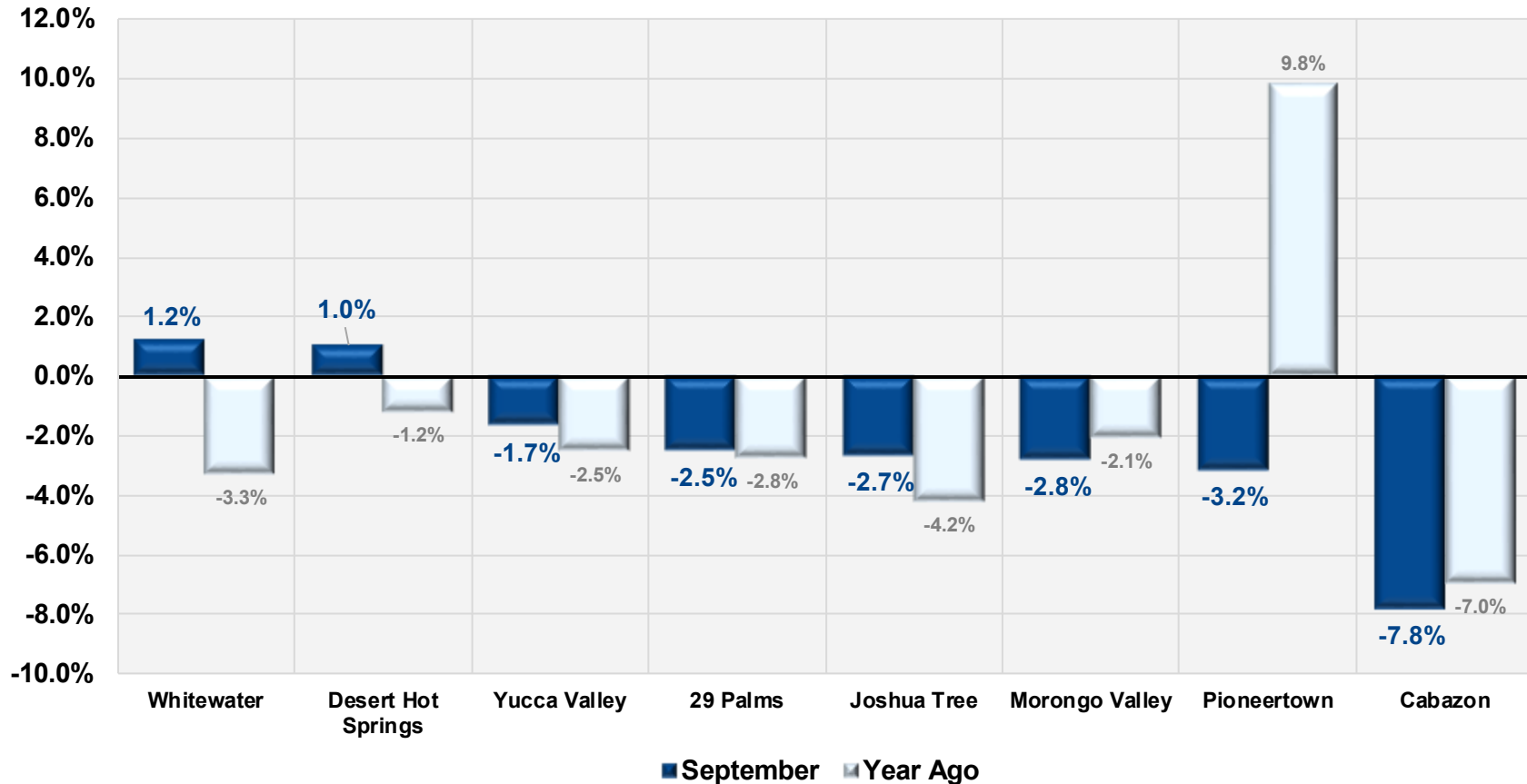
Regional Price Premium/or Discount

This is a four-year chart of the average price premium or discount for the region. Homes are selling at an average premium above the black zero line and a discount below the line. The regional average in September was at -1.3%. This compares to -2.3% last year.

The Yucca Valley Regional Report

September 2025

Selling Premium/Discount



Average Selling Premium/Discount

These tables show average price discounts for detached and attached homes in each city of the region. The cities are ranked top to bottom by smallest discount. Remember, a positive number means that homes are selling at a premium. The best premium/discount is 1.2% in Whitewater. The city of Cabazon has the most extreme premium/discount at -7.8%.

The new MLS report for the eight city Yucca Valley region

We made a major upgrade in our MLS report for the Yucca Valley region. This sheet will explain these changes and why we believe our report is at the leading edge of what can be done today with MLS statistics.

- The new report uses “cleaned” MLS data. This step is required to produce accurate, *average* calculations.
- The report now uses *average* values instead of *median* values on all metrics.
- The report introduces a better way to calculate and measure changes in a city’s average home price. We believe the standard methodology of simply calculating an average or median price of sales over a specific time period does not accurately measure the price of a city or region’s average or median home.
- Regional calculations for the eight cities in the Yucca Valley region – the regional average price, the regional average “days on the market” and the regional average price discount – are all done use a mathematical procedure that lessens random variations and produces better results.

Changing from “median” values to “average” values.

Calculating an average price is a better representation than calculating a median price. Why? Because the median price is simply one home price in the middle of a group of sales, while the average price mathematically includes the price of all homes in that group. If prices are moving up and down at either end of the price spectrum, the *median* price will not show these price changes, but the *average* price will.

The reason the median price became the statistical standard in the industry isn’t because it is best, it’s primarily because it bypasses the mathematical problem of agents entering incorrect numbers. If an agent enters a price of \$30 million instead of \$300,000 (yes, we see that), this error will hugely affect the average price but it has little effect on the median price, so the median price is the safe calculation – but it’s not the best.

But to use an “average” calculation requires that the underlying data be relatively devoid of errors so that’s why we first try to find and “clean” the data before doing any calculations.

An improved method to calculate a city or region’s average or median home price.

It is important that statistical analysis accurately reflects what one is trying to show. For example, calculating the median or average price of all sales over a month or three month period, while called an “average” or “median” price, isn’t really the average home price in that city or region. It’s simply the average or median price of the homes sold over that time period.

A better method to measure the average home price is the following:

First, using historical sales calculate the average home size in the region or city over the last five years (or longer). This number will be a relatively accurate representation of the average home size in that city or region.

Second, calculate the average or median *price per square foot* of homes sold over the period of interest. We usually use three or six months. We calculate “price per sq. ft.” instead of “price” because it varies less as the average home size varies in the selling sample (mathematically speaking, price per sq. ft. is one order less than the price, which means it’s more stable).

Three, multiply the average *price per square foot* by the average home size determined in step one. The resultant price is the best representation of the average price of a home in that city or region. Month-to-month changes in this average price are much more meaningful since a change in this number better represents real price changes and is not the result of simply measuring the price of larger or smaller homes.

Regional Calculations

We calculate values for the average regional price, price per sq. ft., “days in the market” and price discount by taking average values of these metrics in each of the eight cities, then combining them in a weighted composite for the region. The weighting of each city is based on the long-term percent of sales that city contributes to regional sales. For the same reasons explained above, this method is statistically more stable and accurate than simply taking all sales in the region and then calculating these metrics as one whole.

Average sized home in each city

The table below is the average size of detached and attached homes we used in the city and regional average home price calculation:

City weightings in the regional calculation

The weightings of each city in the calculations of the regional average price, average DIM and average price discount are the following:

Weightings and Avg. Size Home		
City	Avg Sq. Ft.	% Weighting
29 Palms	1,300	21.1%
Cabazon	1,200	1.3%
Desert Hot Springs	1,600	30.0%
Joshua Tree	1,300	13.3%
Morongo Valley	1,400	3.4%
Pioneertown	1,575	0.9%
Whitewater	1,600	0.9%
Yucca Valley	1,600	29.2%

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