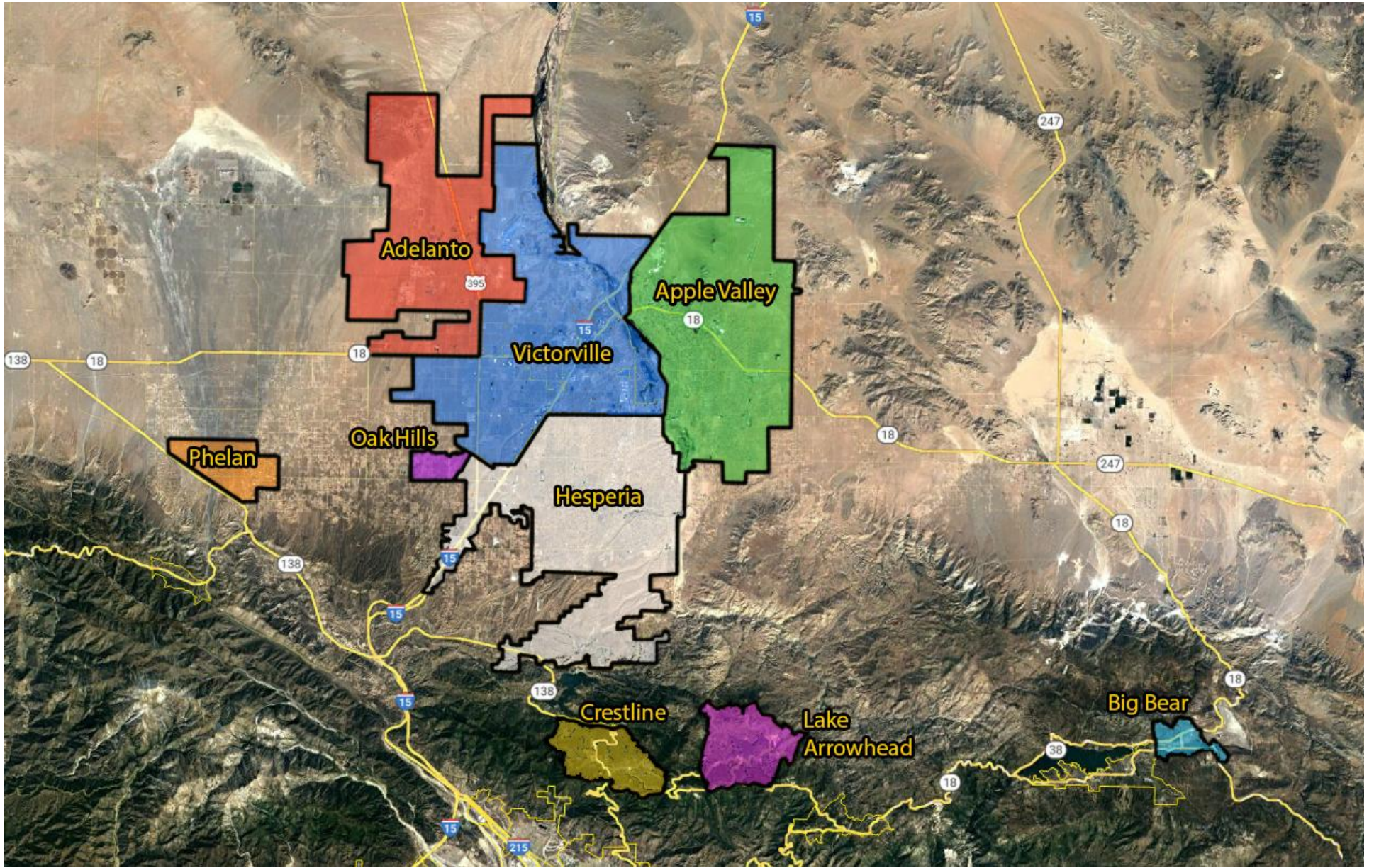


September 2025

The Real Estate Report for the Victorville Region

Adelanto
Apple Valley
Big Bear
Crestline
Helendale
Hesperia
Lake Arrowhead
Oak Hills Phelan
Victorville

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The Victorville Regional Report

September 2025

SUMMARY *

PRICE: The price of the average size 1,850 square foot home in the Victorville region at the end of September was \$511,014, which compares to \$505,292 last year. The average price per square foot in the region is \$274. In the individual cities, price changes of the average size home range from +6.2% in Oak Hills down to -7.1% in Crestline.

Sales: Regional sales averaged 387 units per month compared to 427 last year. Dollar sales of all homes averaged \$194 million a month compared to \$207 last year.

Inventory: At the end of September, total listings in the region were 1,783 units compared to 1,523 units last year, which is a change of 17%. The “months of sales” ratio was 4.6 months compared to 3.6 months a year ago.

Days on the Market: “Days on the Market” for the entire region averaged 54 days compared to 41 days a year ago. It is now just a little below pre-COVID levels. Average times range from 36 days in Adelanto to 164 days in Big Bear.

Price Discount/Premium: In September, the regional average premium/discount was 0.4% compared to 0.1% a year ago. Price discount/premium range from -1.1% in Adelanto to 3.8% in Lake Arrowhead.

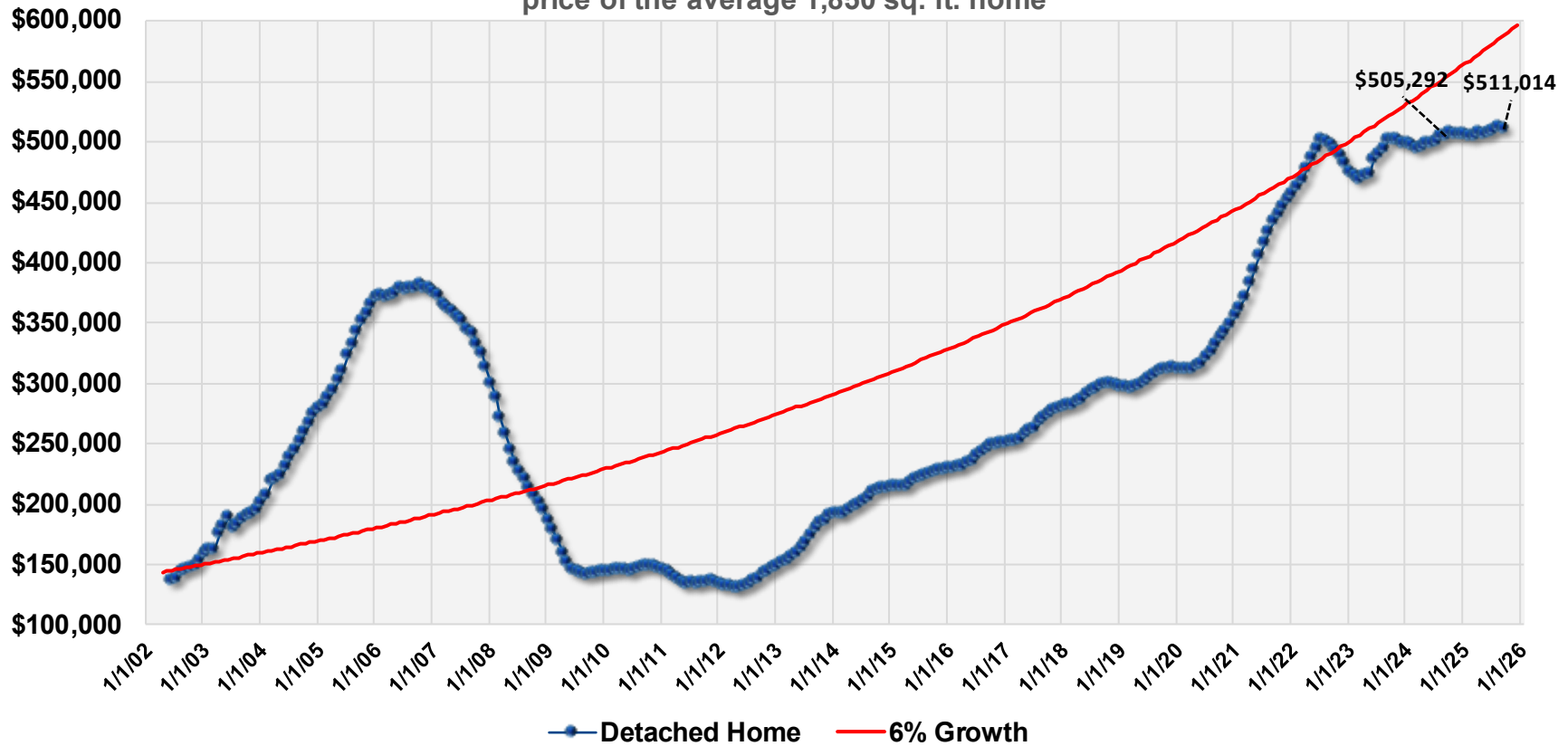
** To produce a timely, month-end report, the sales data is downloaded the morning after the last day of the month. This makes the data and calculations accurate to that moment. Since from 3% to 5% of sales are entered after the end of any month, the report does not include these late entry sales. These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

The Victorville Regional Report

September 2025

FLC Victorville Regional Price

price of the average 1,850 sq. ft. home



Average Regional Home Price – Detached Homes

The FLC regional home price is a combination made from prices in the nine cities in the Victorville region. It represents the current and historical price of an 1,850 square foot home in the region. It's calculated back 20 years and is most useful at showing both the general price level and price trend in the region. Hundreds of home sales go into the calculation making it a highly reliable price index. The callout numbers on the chart display its current value and the value 12 months ago. The large number to the right is the percentage change.

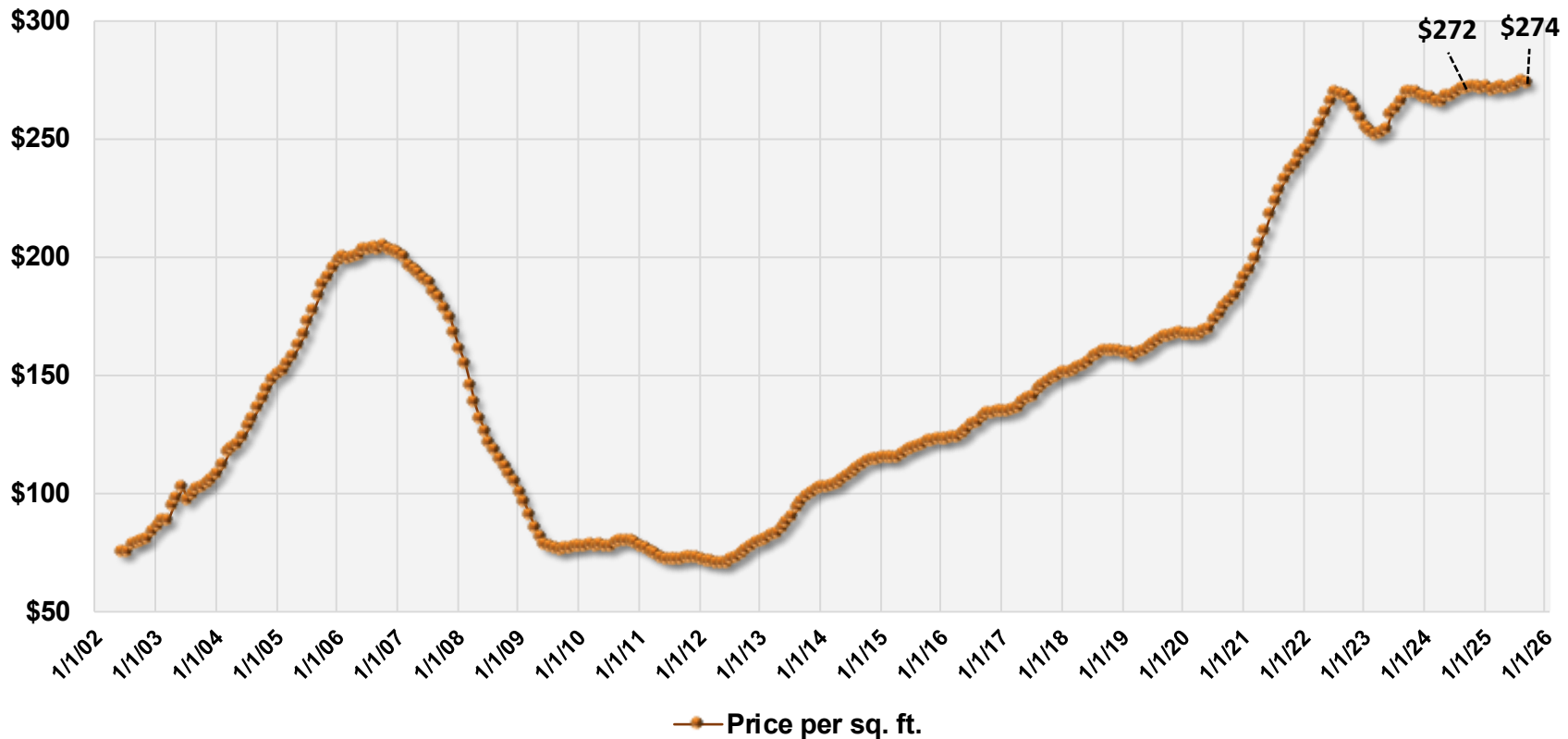
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The Victorville Regional Report

September 2025

The FLC Victorville Regional Price per Sq. Ft.

price/sf of average 1,850 sq. ft. home



Average Regional Price per sq. ft.

The FLC regional home price per sq. ft. is a combination price made from the price per sq. ft. in the nine cities in the Victorville region. The chart graphs the current and historic price per sq. ft. of an 1,850 square foot home in the region back 20 years and is useful at showing both the general level and price trend in the region. The callout numbers on the chart display its latest value and the value 12 months ago. The large number to the right is the percentage change.

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The Victorville Regional Report

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Price of Each Cities' Average Size Detached Home

City	Avg. Sq. Ft.	Price/ sq.ft	Current Price	Year Ago	% Change	Low (2011)	% off 2011 Low
Oak Hills	2,650	\$266	\$705,606	\$664,109	+6.2%	\$195,565	260.8%
Lake Arrowhead	2,150	\$411	\$884,161	\$837,935	+5.5%	\$263,975	234.9%
Hesperia	1,800	\$274	\$492,762	\$479,526	+2.8%	\$108,545	354.0%
Victorville	1,900	\$246	\$467,960	\$458,650	+2.0%	\$109,119	328.9%
Helendale	1,950	\$208	\$405,724	\$397,702	+2.0%	\$126,750	220.1%
Big Bear	1,600	\$425	\$679,633	\$681,508	-0.3%	\$227,566	198.7%
Apple Valley	1,925	\$247	\$474,637	\$481,157	-1.4%	\$122,224	288.3%
Phelan	1,900	\$246	\$468,318	\$481,759	-2.8%	\$103,356	353.1%
Adelanto	1,650	\$250	\$412,483	\$426,115	-3.2%	\$79,649	417.9%
Crestline	1,400	\$279	\$391,239	\$421,076	-7.1%	\$103,158	279.3%

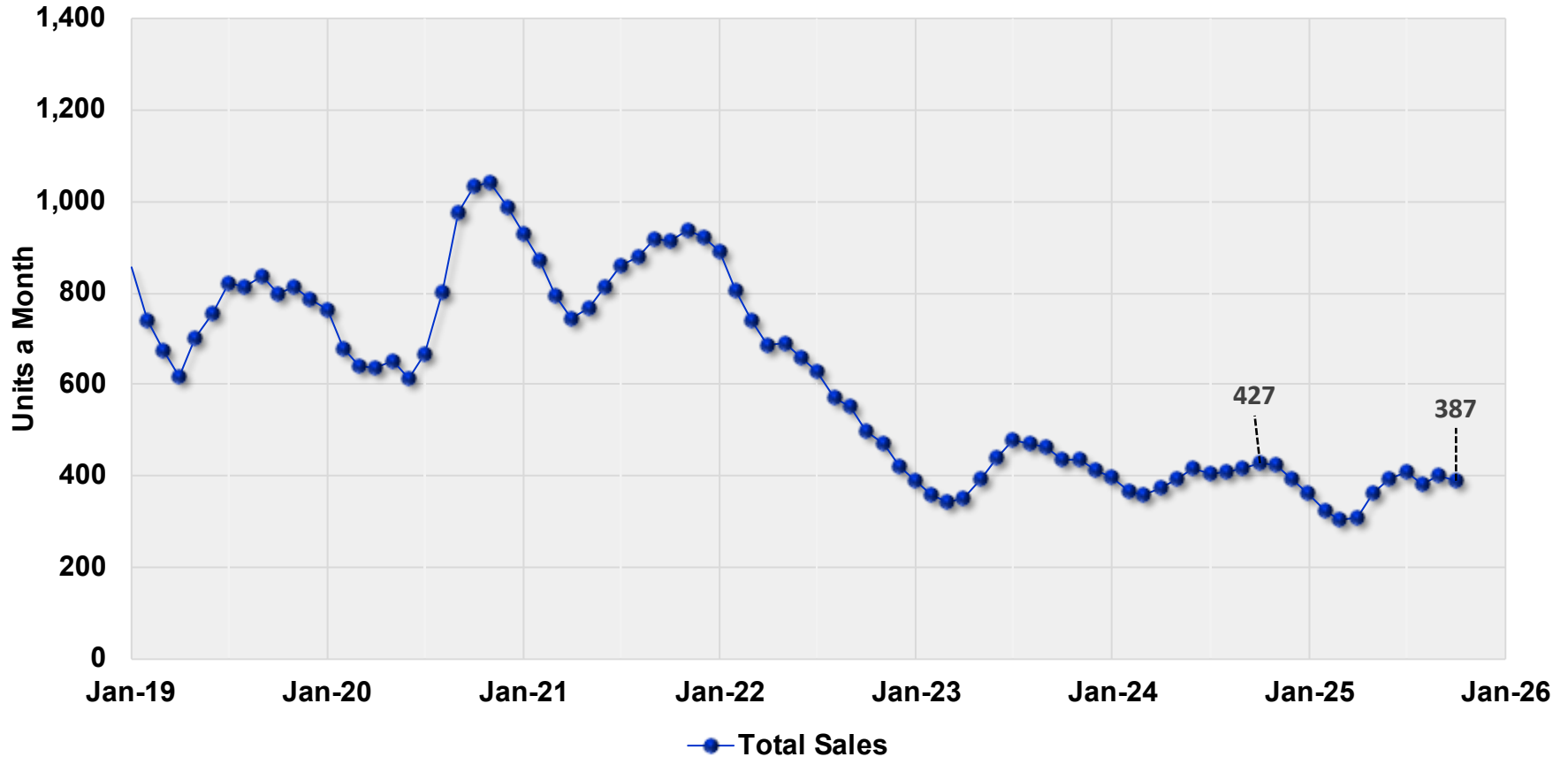
Price of Average Size Home

The table displays the price and price per sq. ft. of the average size home in each regional city. The first column shows the size of the average home, then the price per square foot followed by the current price. They're compared against the price a year ago followed by the year over year percentage change. The last two columns show the historic low price and the percentage gain since that low. The cities are ranked top to bottom by the size of the 12-month change.

The Victorville Regional Report

September 2025

Victorville Regional Sales



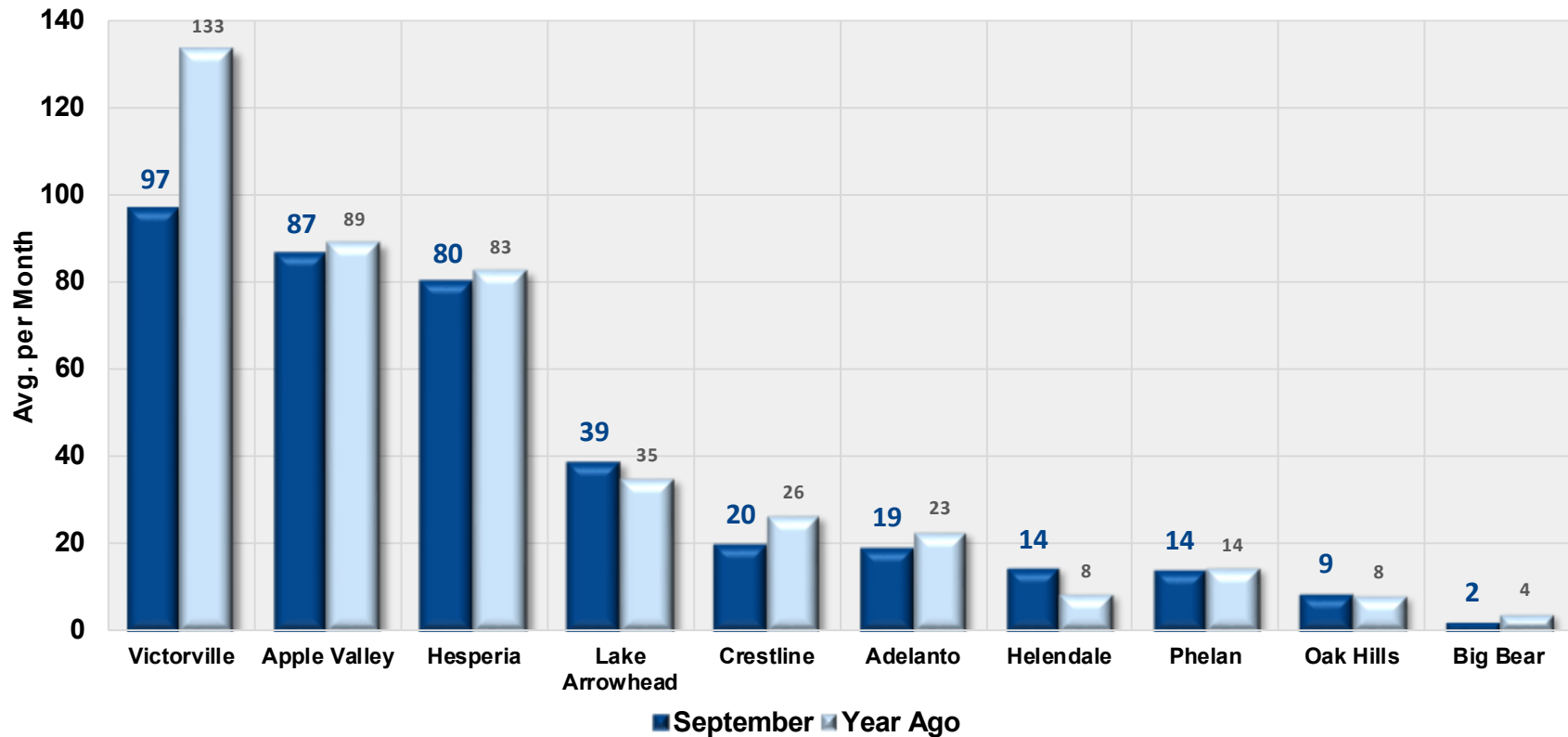
Regional Sales

Victorville Regional sales are the average number of sales per month in the nine cities. Sales are averaged over the last three months to produce this monthly average. This length of time shows the seasonality in the region with peak sales usually around September and low sales in September. Numbers can vary as much as 30% top to bottom. The callout numbers represent current sales compared to sales a year ago.

The Victorville Regional Report

September 2025

Detached Sales



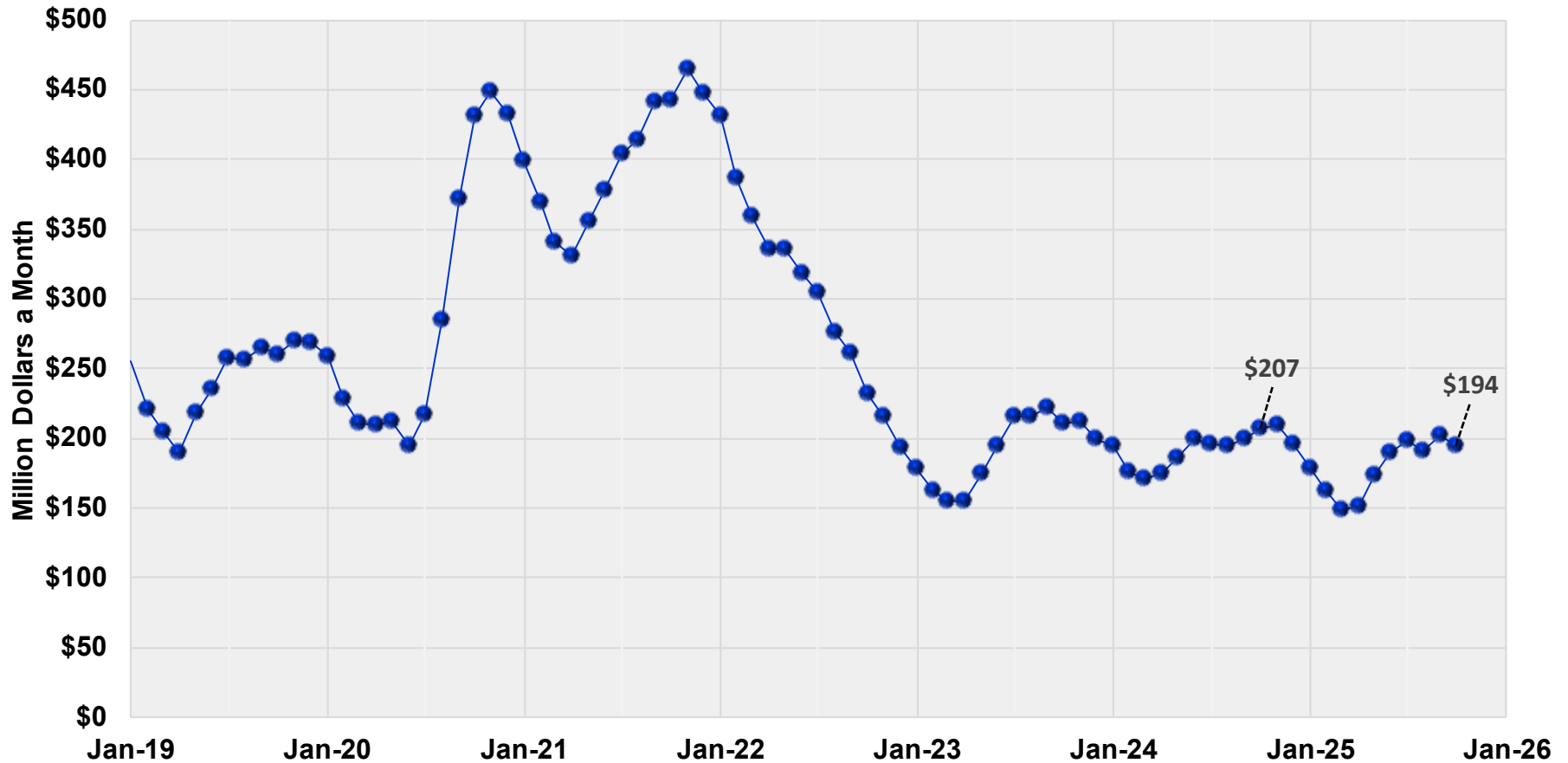
Sales

This bar chart shows average monthly sales in each of the nine cities in the region compared to year ago levels. The dark blue bars represent current sales, while light blue bars are year ago values. Like the previous chart, the sales number is the monthly average over the past three months. The cities are ranked left to right by the largest number of current unit sales.

The Victorville Regional Report

September 2025

Victorville Regional Dollar Sales



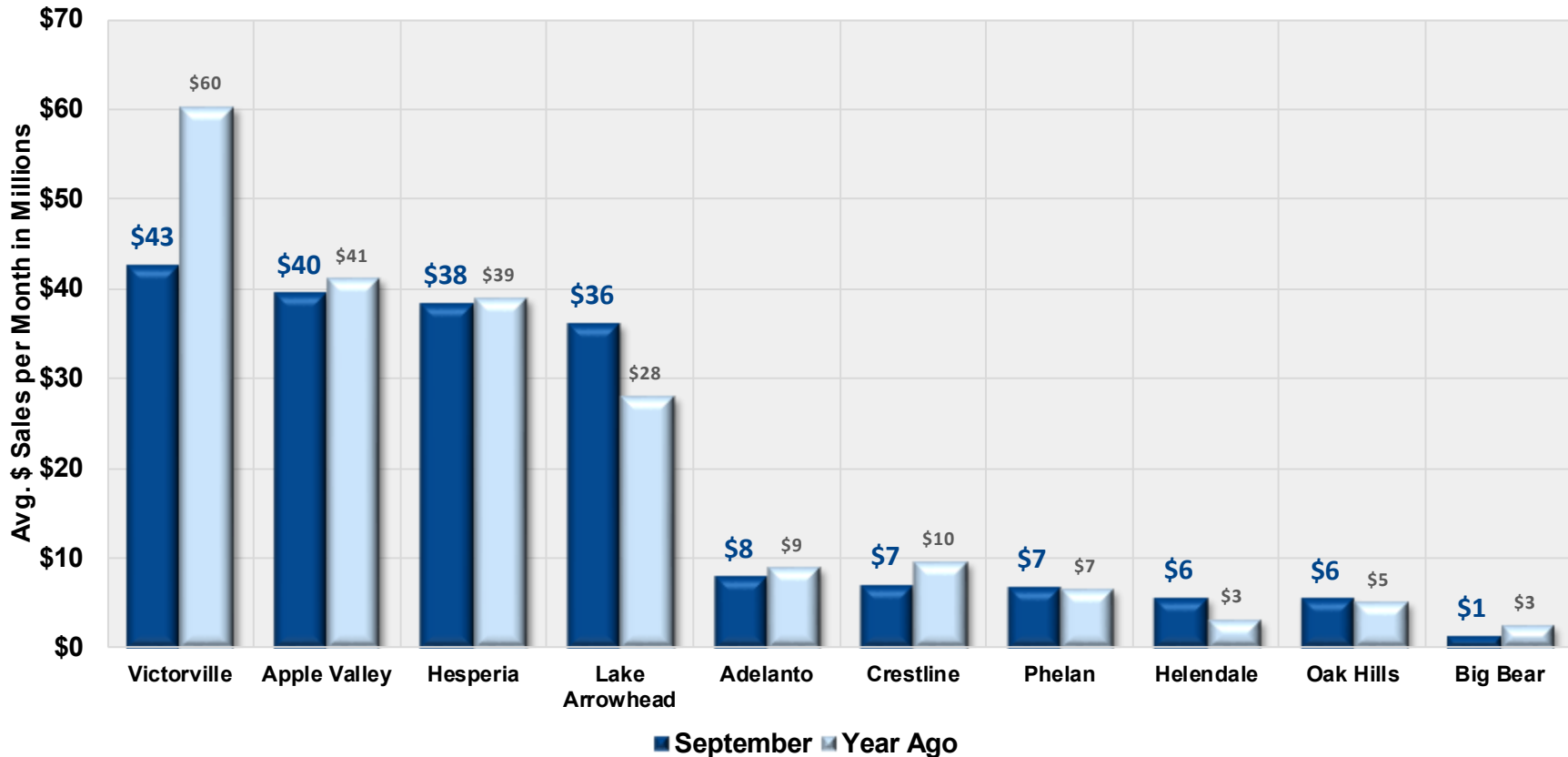
Regional Dollar Sales

Victorville Regional dollar sales is the average dollar sales per month in the nine cities. Dollar sales are averaged over the last three months to produce this monthly average. This length of time shows the seasonality in the region with peak sales usually around September and lows in September. Amounts can vary as much as 40% top to bottom. The callout numbers represent current dollar sales compared to sales a year ago.

The Victorville Regional Report

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City Dollar Sales



City Dollar Sales

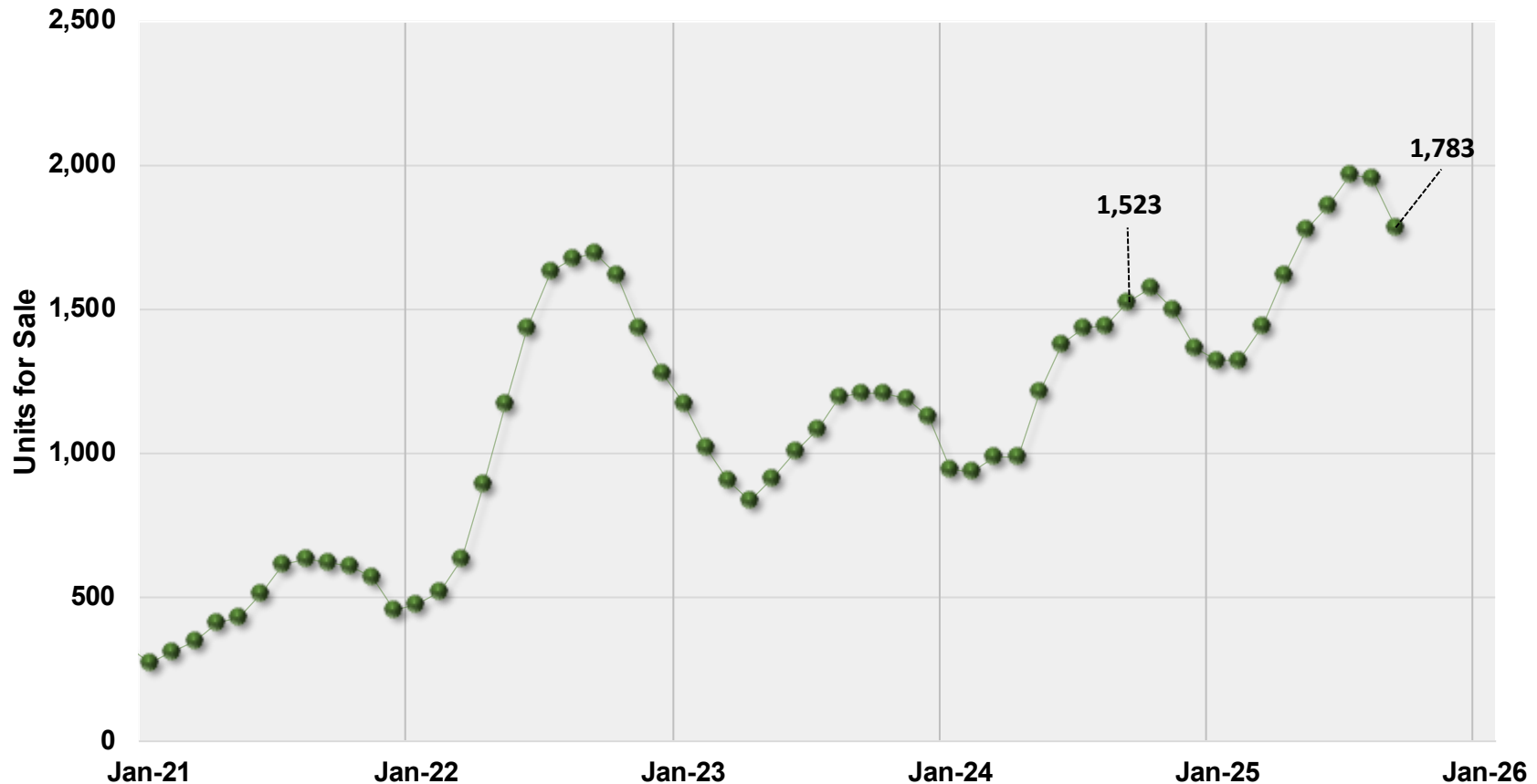
This bar chart shows average monthly dollar sales in each of the nine cities in the region compared to year ago levels. The scale on the left is in millions of dollars per month. The dark blue bars represent current dollar sales, while light blue bars are year ago amounts. Like the previous chart, the sales number is the monthly average over the past three months. The cities are ranked left to right by the largest number of current dollar sales.

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The Victorville Regional Report

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Total Inventory - Victorville Region



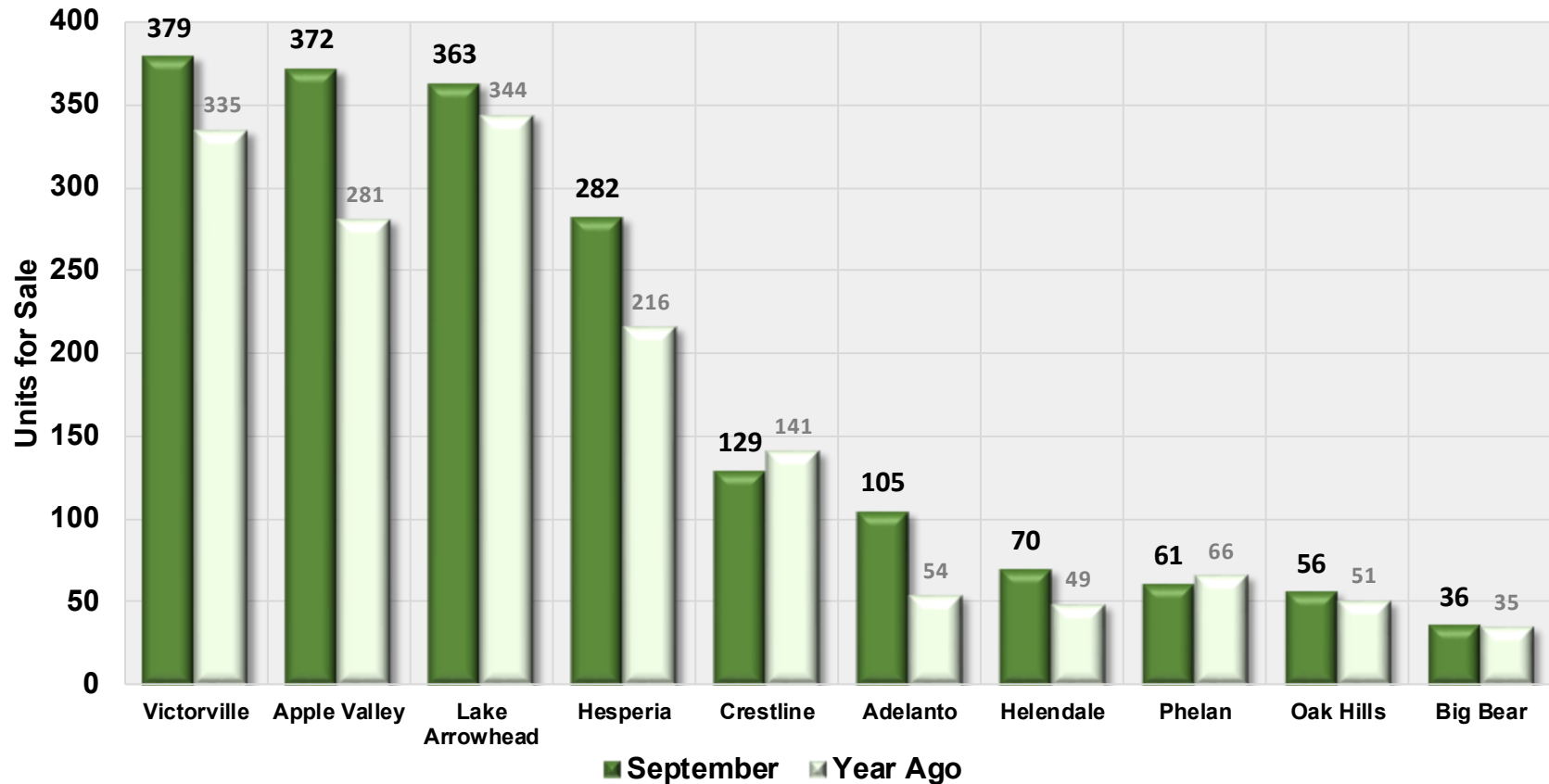
Regional Inventory

This graph is a five-year plot of total listings in the nine regional cities. They are month end inventory numbers. As the graph shows there is also a seasonal pattern to listings, which often reach peak mid-summer and lows around the turn of the year. In the dynamic equation of supply and demand, this curve represents supply. The call numbers are current inventory compared to a year ago. The percent to the right is the 12-month change.

The Victorville Regional Report

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City Inventory



City Inventories

This bar chart shows “end of month” inventory in each regional city compared to year ago levels. The dark green bars represent current inventory, while the light green bars are year ago numbers. The cities are listed left to right by largest inventory.

The Victorville Regional Report

September 2025

Victorville Region - "Months of Sales" Ratio



The Regional "Months of Sales" Ratio

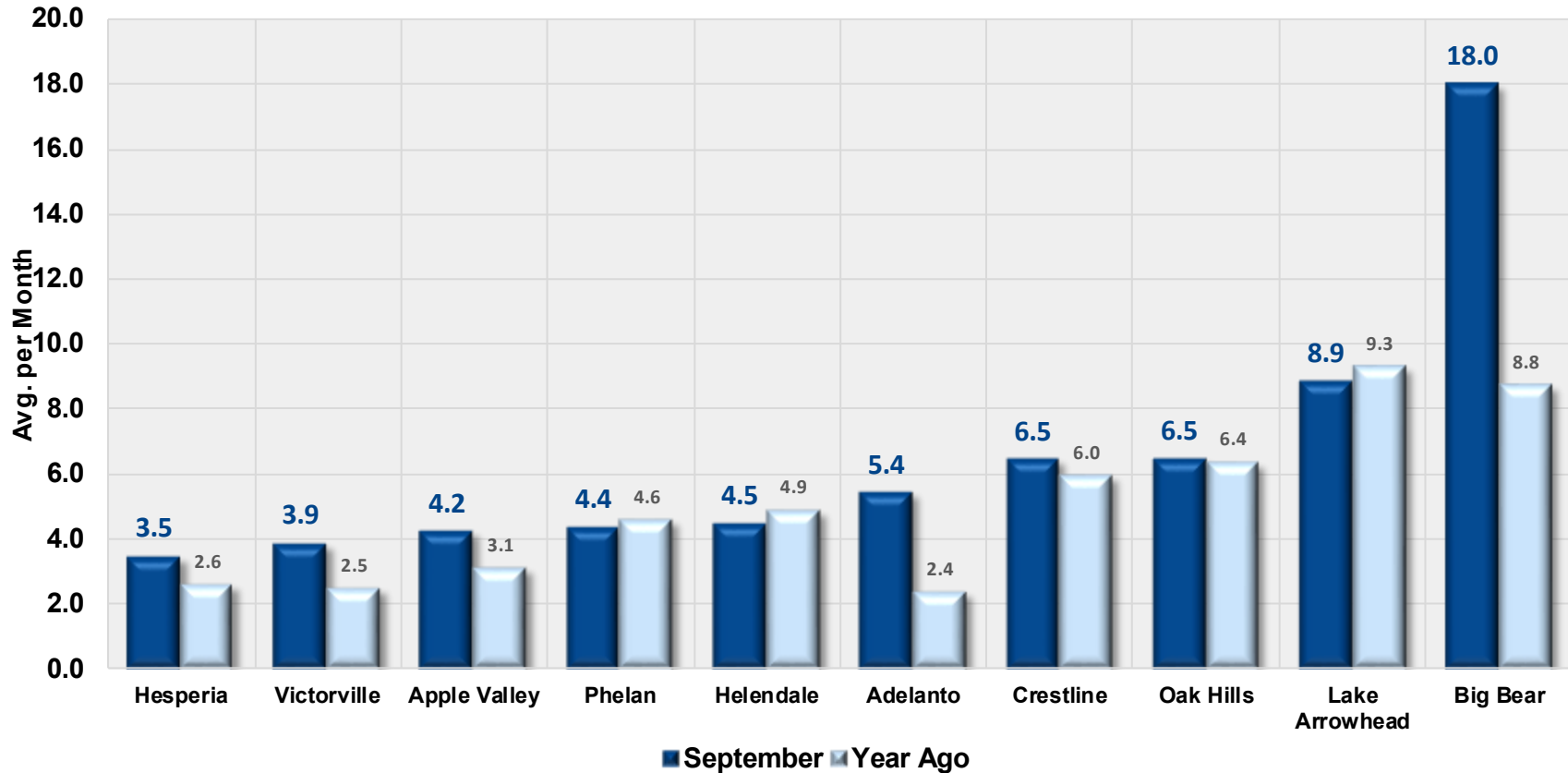
This is a five year graph of the regional "months of sales" ratio, which is total regional inventory divided by total regional sales. All nine cities are included in the calculation. The 'months of sales' is really the metric that measures supply and demand and is a foreshadower of price movement. High ratios represent large supply; low ratios represent heavy demand over supply. Each region has its own demarcation point, but 3.0 months is usually a good balance.

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The Victorville Regional Report

September 2025

"Months of Sales" Ratios



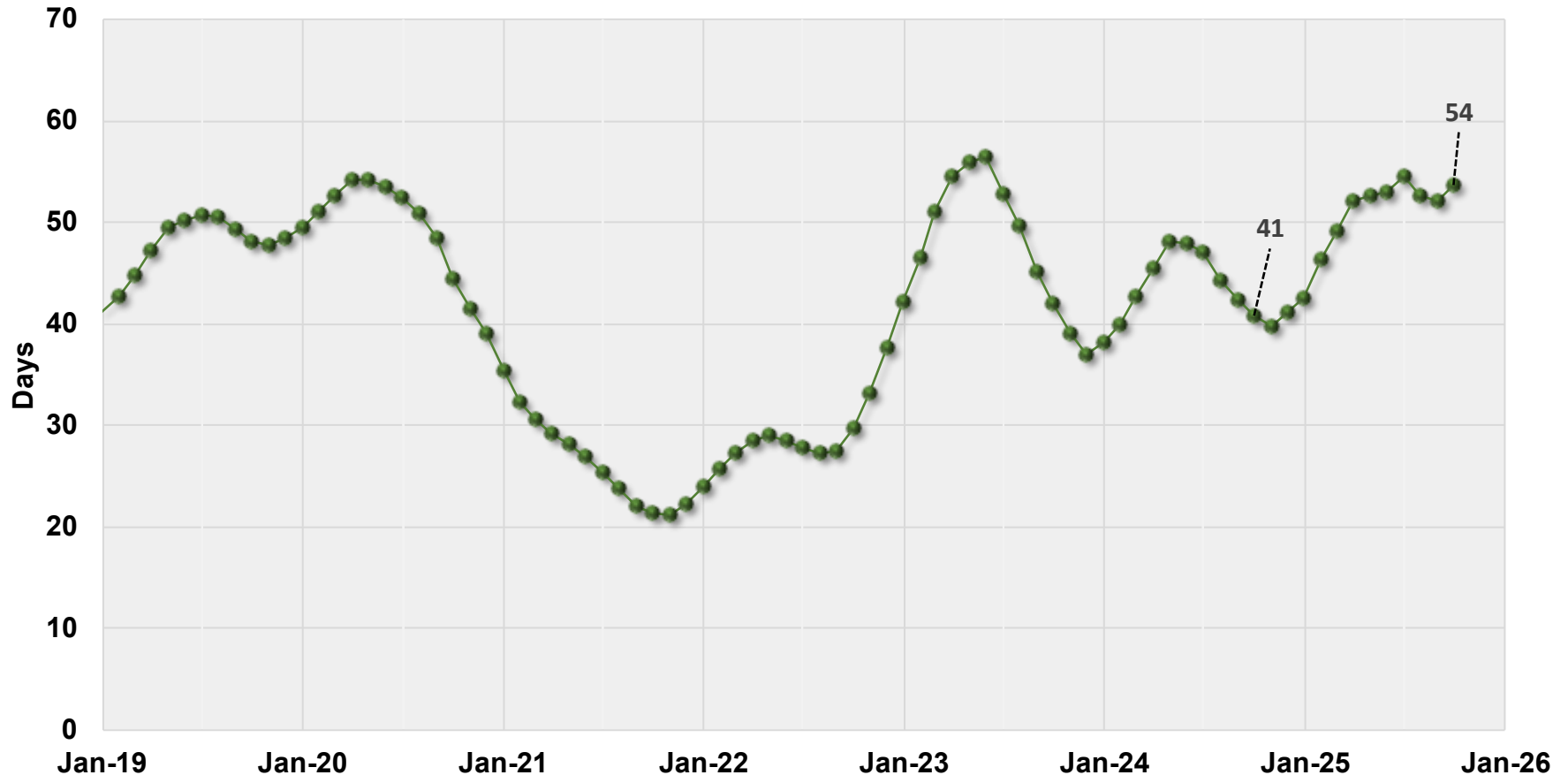
"Months of Sales" Ratio by City

This bar chart shows "months of sales" ratio in each of the nine regional cities compared to year ago levels. The dark blue bars represent the current ratio, while light blue bars are year ago numbers. The cities are displayed left to right by the lowest ratios.

The Victorville Regional Report

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Average Days on the Market - Victorville Region



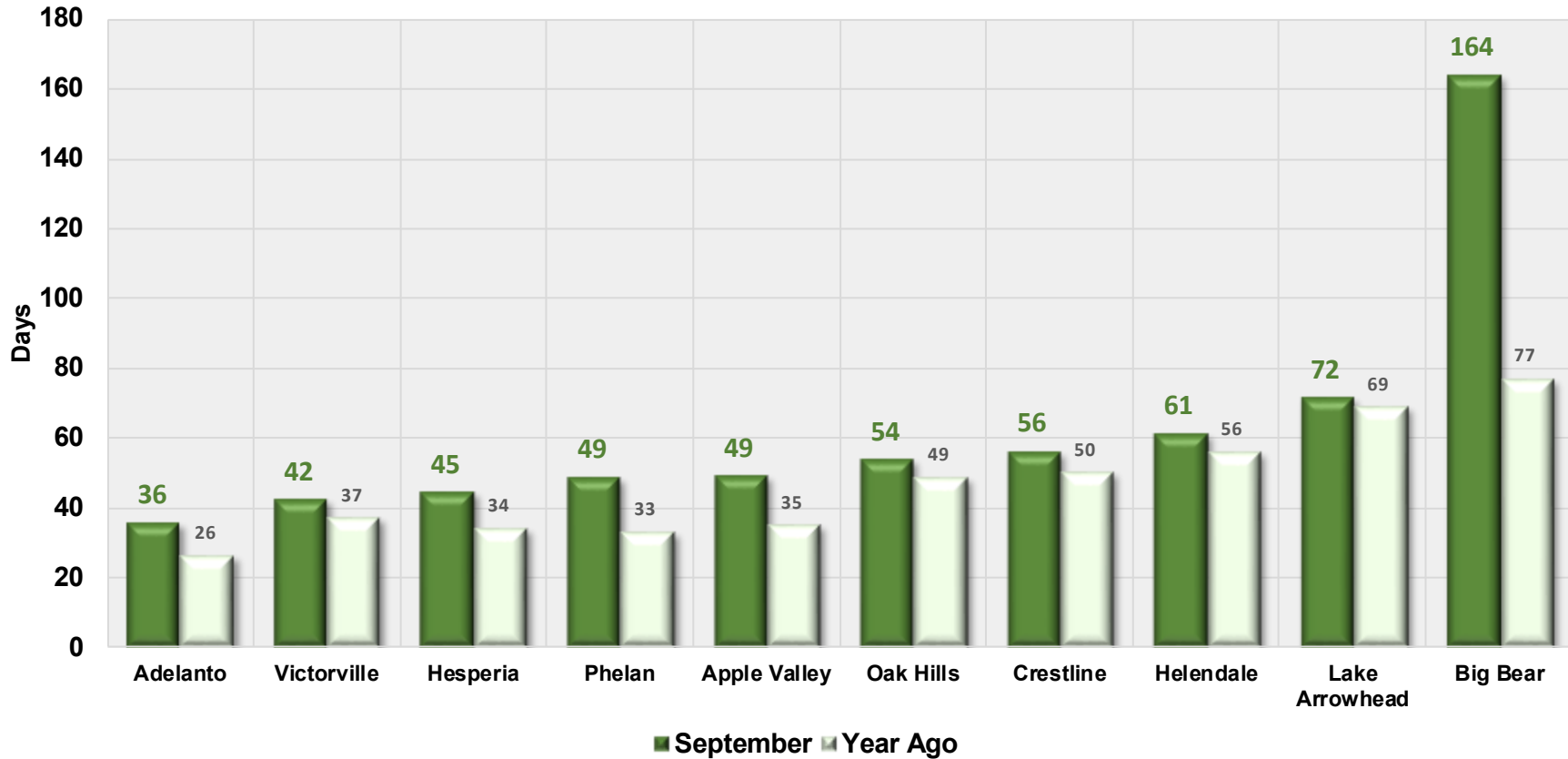
Regional “Days on the Market”

This is a seven-year chart of the average number of “days on the market” for the Victorville region. It is a composite made from the “days on the market” of the nine cities in the region, with each city contributing in proportion to its sales. It is useful gauge at measuring overall selling times in the region, as well as the trend in this metric. The call out numbers are the current average selling time, in days, compared to the year ago number.

The Victorville Regional Report

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Average Days on the Market



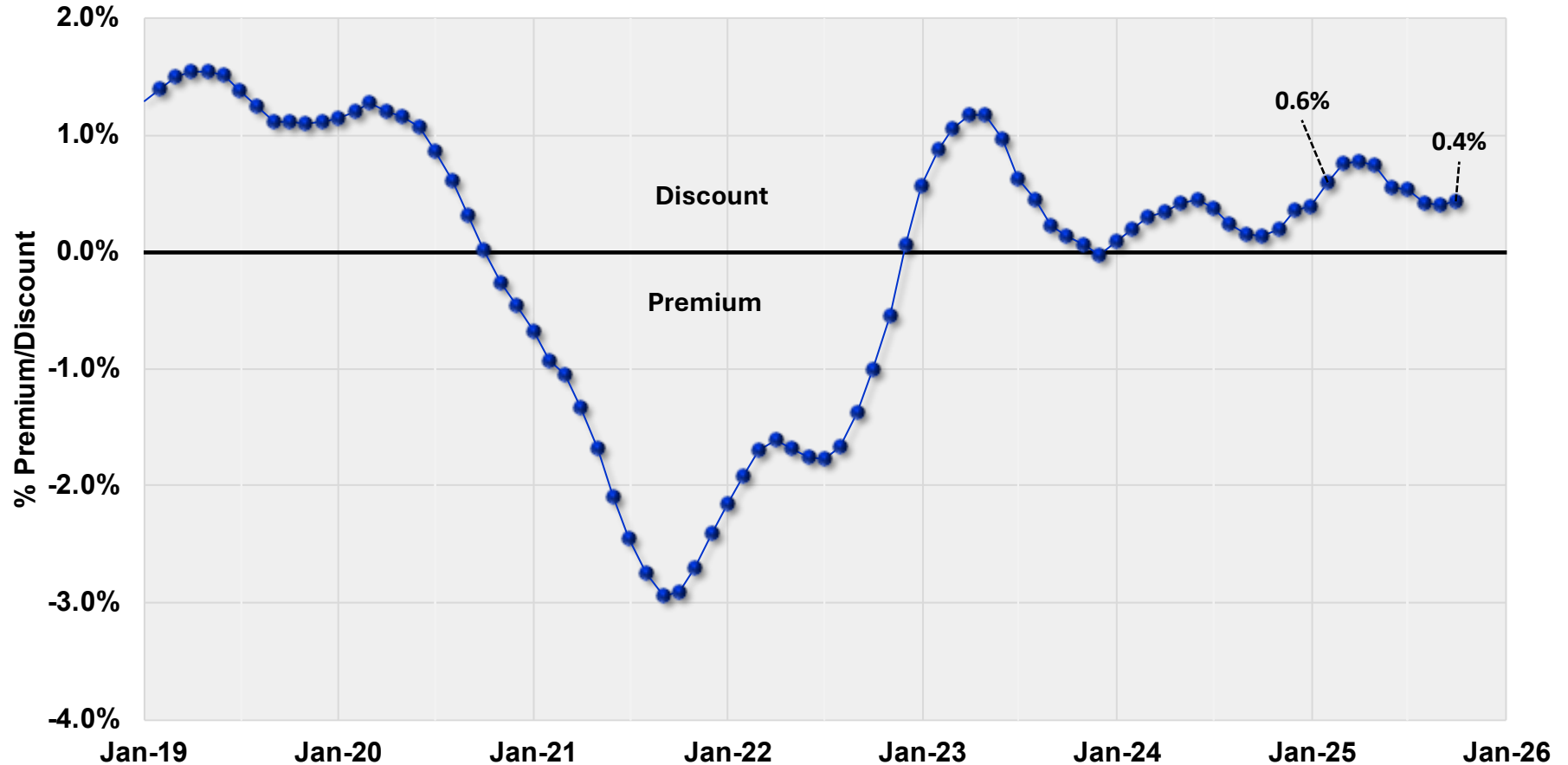
Average “Days on the Market” by City”

This bar chart shows current, average “days in the market” in the 10 cities compared to year ago numbers. The dark green bars represent the current average, while light green bars are year ago averages. The cities are displayed left to right by the smallest number of average days.

The Victorville Regional Report

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Average Price Premium/Discount - Victorville Region



Avg. Regional Price Discount

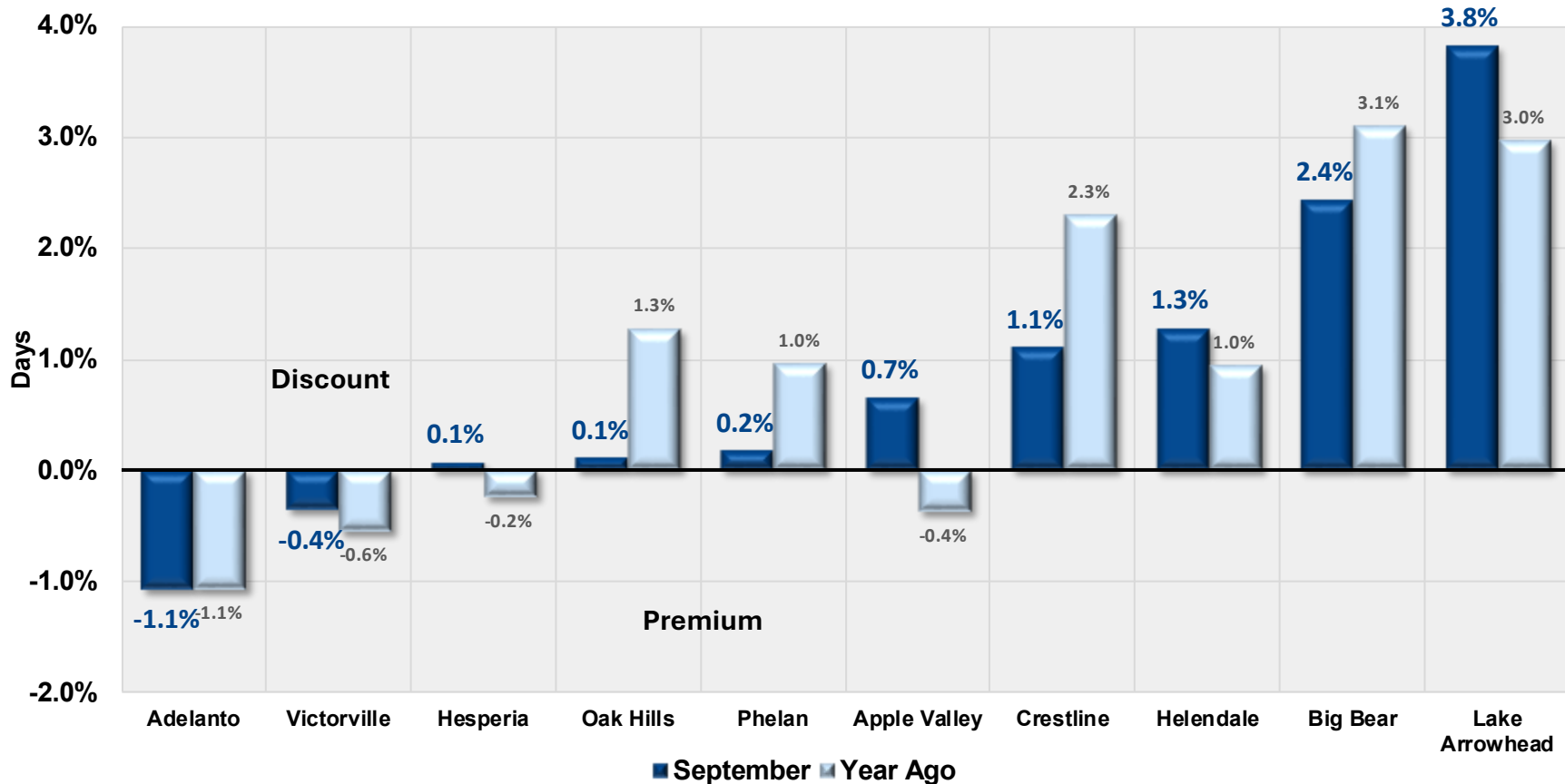
This seven year graph plots the average price discount (or premium) throughout the Victorville region. A negative number represents an average premium, while a positive number represents a discount. It is a composite made from the discount/premiums in the nine cities in the region, with each city contributing in proportion to its historic sales. It is a useful gauge at measuring overall price competition in the region, as well as its trend.

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The Victorville Regional Report

September 2025

Average Price Premium/Discount



Average Price Premium/Discount – by City

This bar chart shows average price discounts (or premiums) in the nine regional cities compared to year ago levels. The dark blue bars represent the current average, while light blue bars are year ago averages. A negative number represents a price premium, while a positive number represents a discount. The cities are displayed left to right by the smallest discount (or largest premium).

The new MLS report for the Victorville Region

We made a major upgrade in our MLS report for this Victorville Region report. 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 more accurate, *average* calculations.
- The report now uses *average* values instead of *median* values on all metrics.
- The report introduces a new way to calculate and measure changes in a city’s average home price. We believe the standard methodology of simply calculating the average or median price of all sales over a specific time period does not accurately measure the price of an average home in a city or region.
- Regional calculations – the Victorville Region average price, the Victorville Region average “days on the market” and the Victorville Region average price discount – are all done using a mathematical procedure that lessens random variations and produces what we believe are more reliable results.

Changing from “median” to “average” values.

In our opinion calculating an average price is better 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) and it’s not corrected, this error will hugely affect the average price but have little effect on the median price, so the median price is the safer calculation – but it’s not the best.

To use an “average” calculation requires that the underlying data be relatively devoid of errors so that’s why we first find and correct any bad data before doing 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 twenty years (sometimes less if data not available). 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. This 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 Victorville Region price, price per sq. ft., “days in the market” and price discount by taking average values of these metrics in each of the ten 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 Victorville Region average home price calculation:

Average Home Size

City	Square Feet
Adelanto	1,650
Apple Valley	1,925
Big Bear	1,600
Crestline	1,400
Hesperia	1,800
Lake Arrowhead	2,150
Oak Hills	2,650
Phelan	1,900
Victorville	1,900

City weightings in the regional calculations

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

City Weightings

City	Square Feet
Adelanto	7.3%
Apple Valley	19.7%
Big Bear	5.5%
Crestline	4.0%
Hesperia	20.3%
Lake Arrowhead	7.2%
Oak Hills	2.0%
Phelan	3.4%
Victorville	30.8%

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