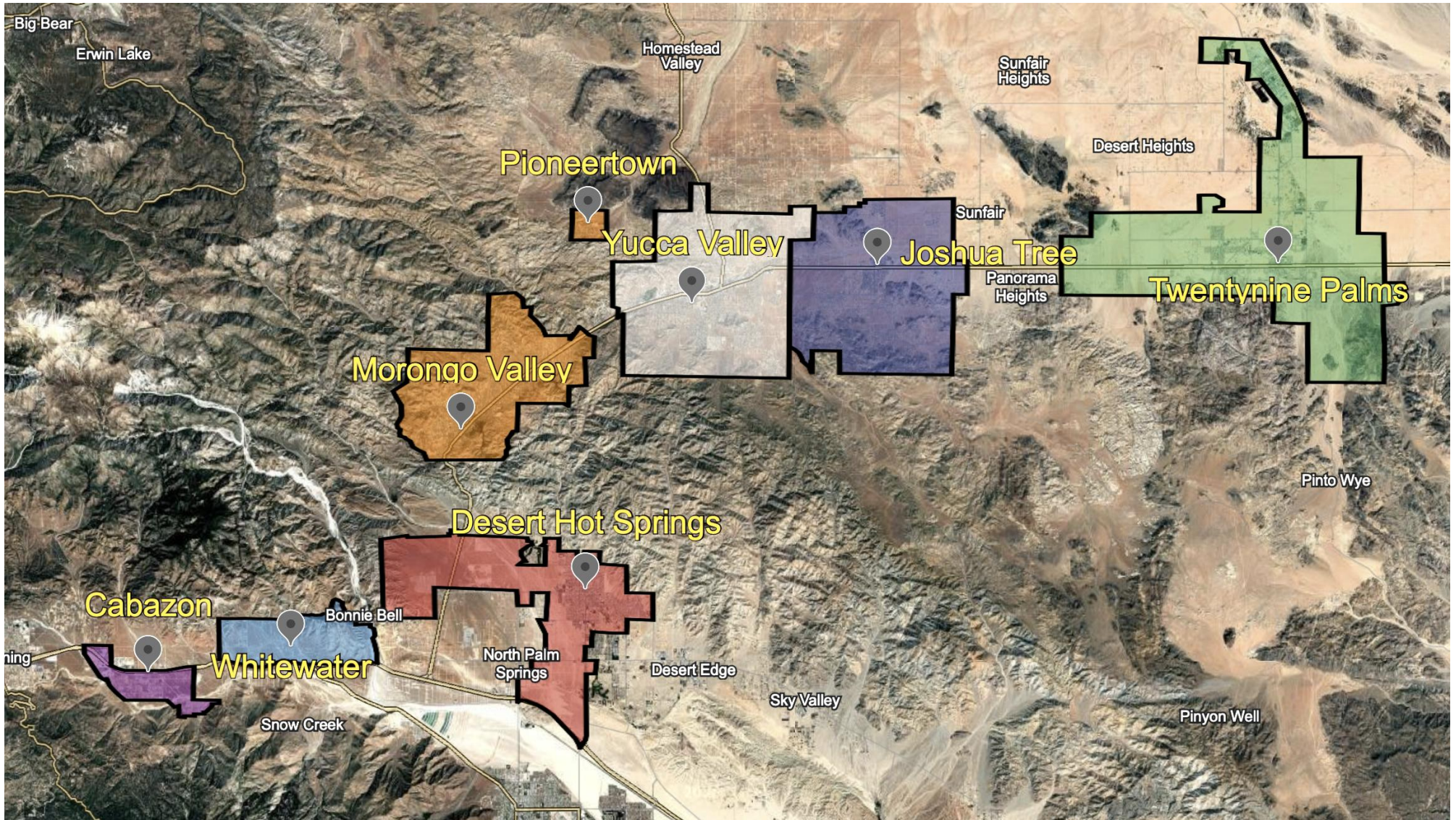


February 2025

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 Region

February 2025

SUMMARY *

PRICE: The average detached home in the Yucca Valley Region is 1,470 sq. ft. and its price at the end of February was \$395,711, down 4.7% year over year. Four cities in the region have price gains for their average size detached homes, while four cities are lower year over year. Price changes range from 27.2% in Pioneertown to minus 25.8% in Morongo Valley.

SALES: Average monthly sales in the Yucca Valley Region in February averaged 122 units compared to 99 units a year ago, which is 23 units more. The city with the largest unit sales is Desert Hot Springs with 40 units. This is followed by Yucca Valley with 34 and 29 Palms with 23. Sales continue to be 15% to 20% below the pre-COVID period.

INVENTORY: Inventory at the end of the month was 916 units compared to 803 units last year. This is an increase of 14%. Yucca Valley has the largest detached inventory in the region with 264 units, followed by Desert Hot Springs with 215 units and Joshua Tree with 190. The Yucca Valley region's "months of sales" ratio at the end of February, which is total inventory divided by total sales, was 8.3 months.

DOM: In the average regional selling time was 75 days compared to 60 days last year. Whitewater and Cabazon have the lowest number at 28 days, followed by Morongo at 44 days. Pioneertown has the longest average selling time at 134 days.

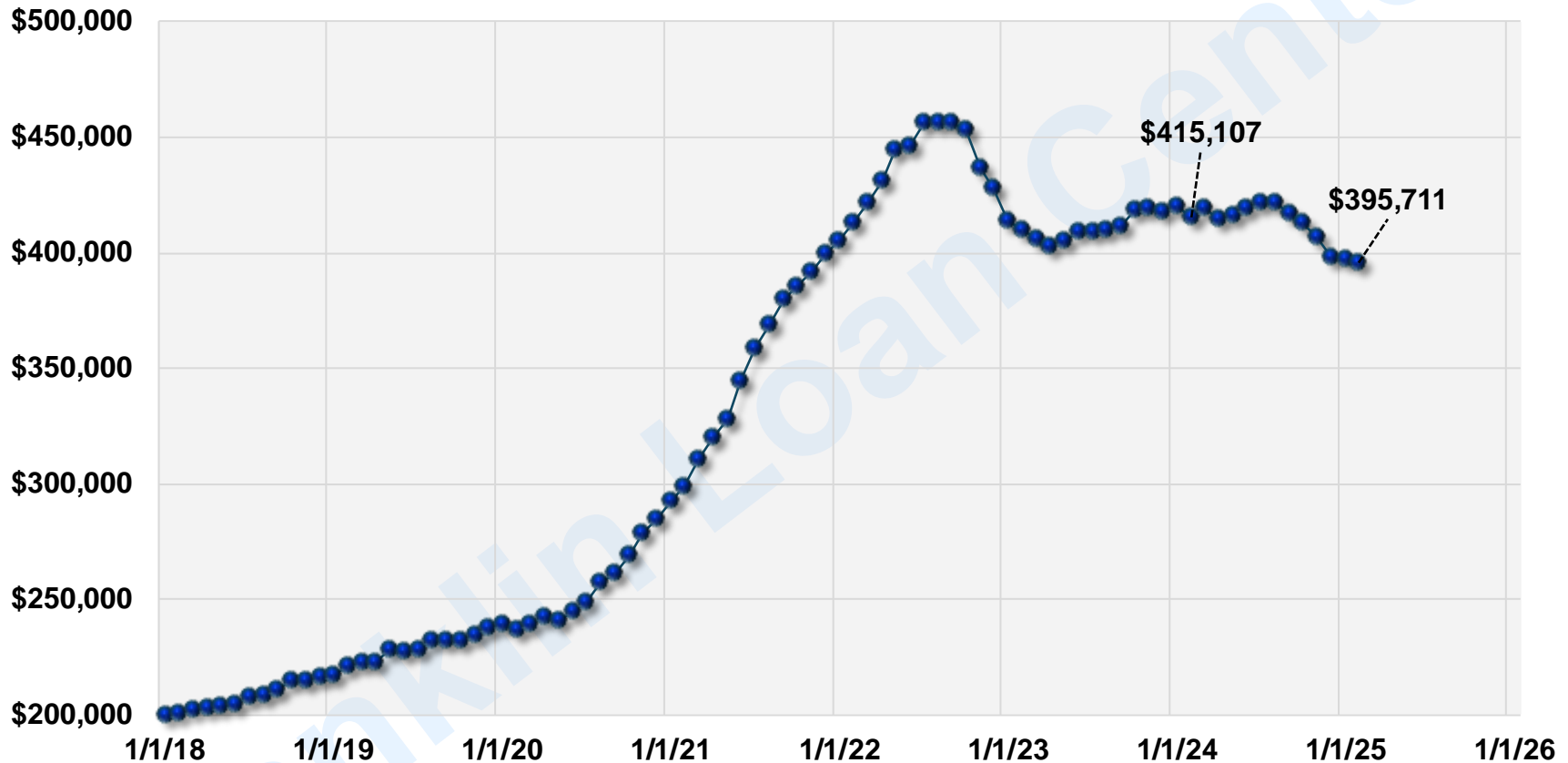
PRICE DISCOUNT: The regional average in February was a 2.7% discount. This is a slight improvement from a year ago, when homes were selling at a 3.3% average discount. The largest selling premium is 2.7% in Cabazon. Joshua Tree is selling homes at the highest, average discount of 4.5%.

** 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 Yucca Valley Region

February 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 February was \$395,711, down 4.7% year over year. 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, with the average price of each city contributing in proportion to the percent of sales it historically contributes to the region. The number of attached homes in the region is too small to produce meaningful statistical calculations.

This free report is intended to assist fellow 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 Region

February 2025

Price of Average Size Detached Home

City	Avg. Size Home	Price per sq. ft.	Current Price	Year Ago Price	Percent Change
Pioneertown	1,575	\$563	\$887,048	\$697,268	27.2%
Whitewater	1,600	\$275	\$439,376	\$416,790	5.4%
Cabazon	1,200	\$263	\$315,253	\$300,269	5.0%
Desert Hot Springs	1,600	\$264	\$421,810	\$413,967	1.9%
29 Palms	1,300	\$219	\$284,158	\$293,393	-3.1%
Joshua Tree	1,300	\$331	\$430,374	\$461,860	-6.8%
Yucca Valley	1,600	\$265	\$423,744	\$469,027	-9.7%
Morongo Valley	1,400	\$267	\$373,835	\$503,992	-25.8%

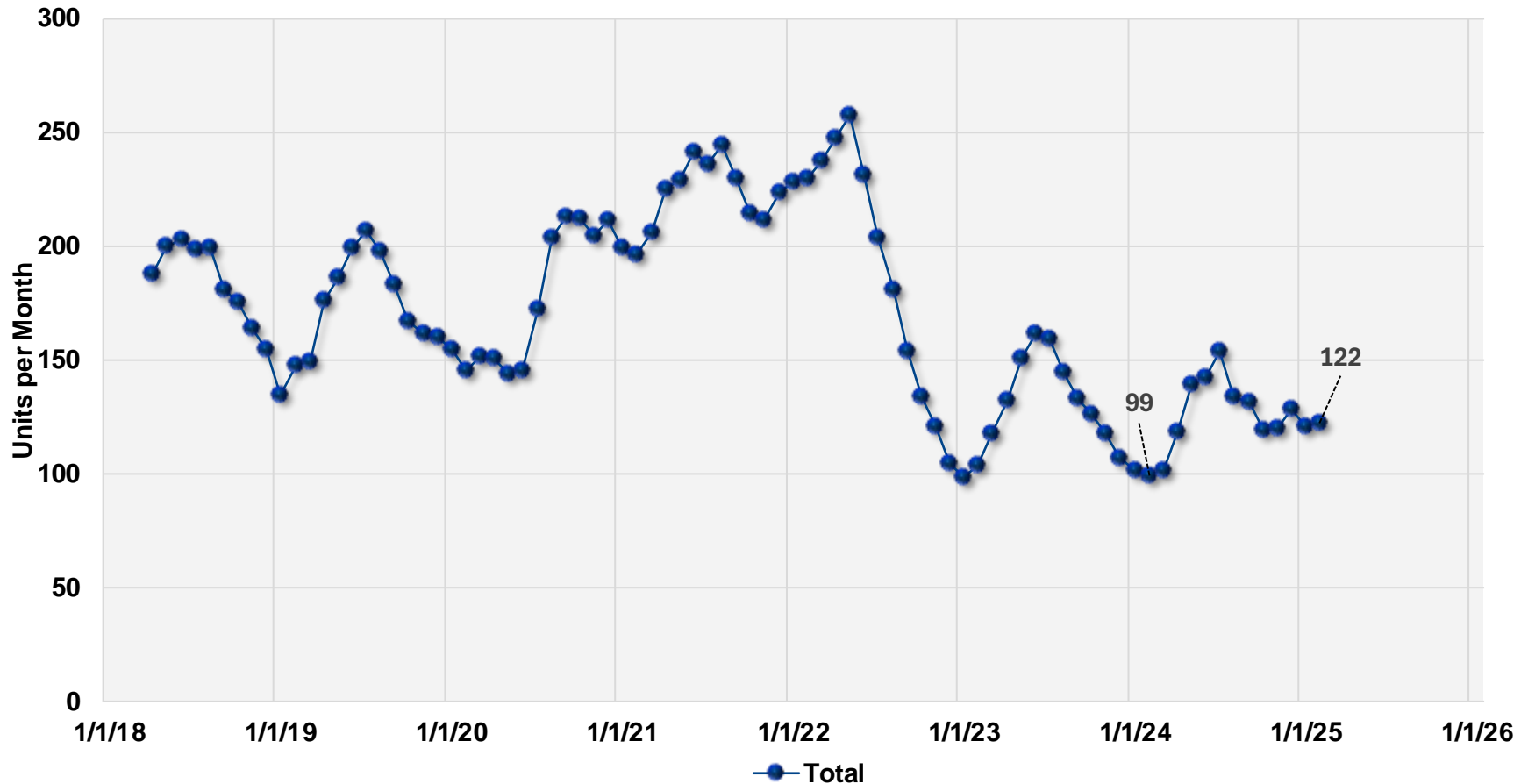
City Home Prices

These tables rank the cities top to bottom by the price change in their average size home over the last twelve months. Four cities in the region have price gains for their average size detached homes, while four cities are lower year over year. Price changes range from 27.2% in Pioneertown to minus 25.8% in Morongo Valley.

The Yucca Valley Region

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Yucca Valley Region - Unit Sales Detached and Attached Homes



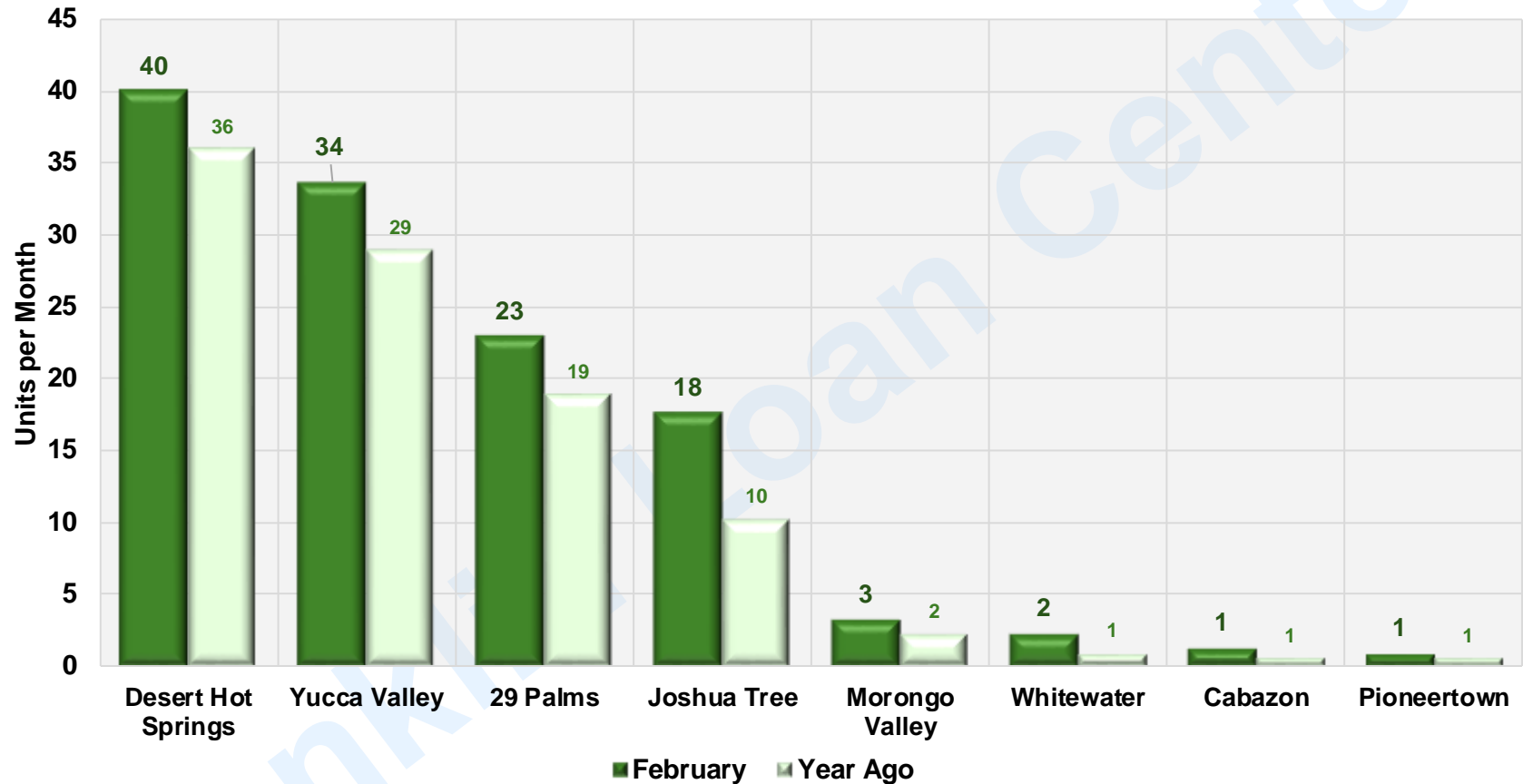
Regional Sales

Average monthly sales in the Yucca Valley Region in February averaged 122 units compared to 99 units a year ago, which is 23 units more. 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. As you can see sales generally reach their lows in February and their highs in June or July.

The Yucca Valley Region

February 2025

Unit Sales



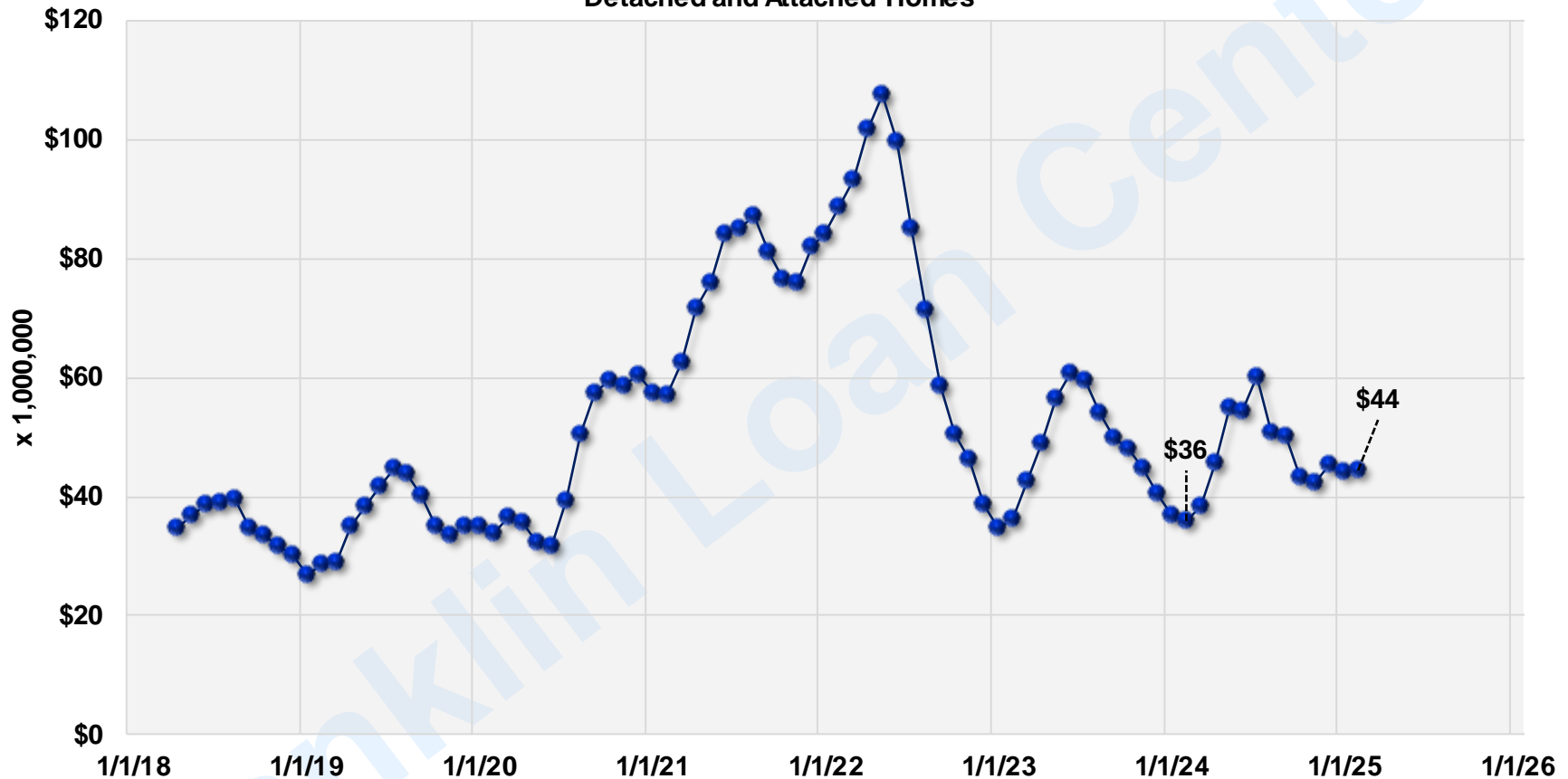
Sales

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 40 units. This is followed by Yucca Valley with 34 and 29 Palms with 23.

The Yucca Valley Region

February 2025

Yucca Valley Regional Dollar Sales Detached and Attached Homes



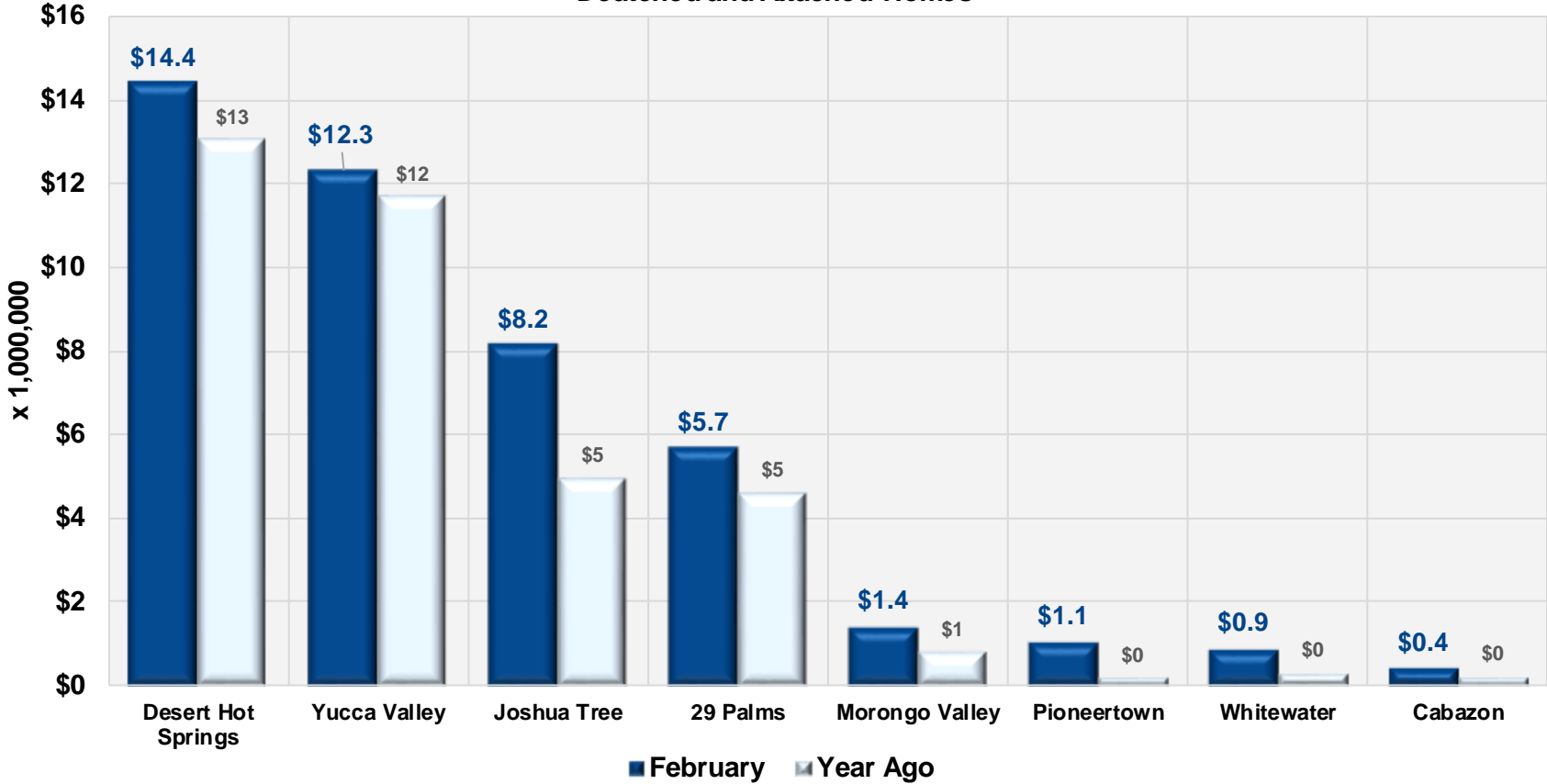
Regional Dollar Sales

This graph is a five-year plot of total dollar sales in the Yucca Valley Region. Total dollar sales in February averaged \$44 million, which is \$8 million more than last year. The chart shows the same seasonal pattern for dollar sales as unit sales, with the highest sales occurring sometime around July, and the lowest in February.

The Yucca Valley Region

February 2025

Dollar Sales Deatched and Attached Homes



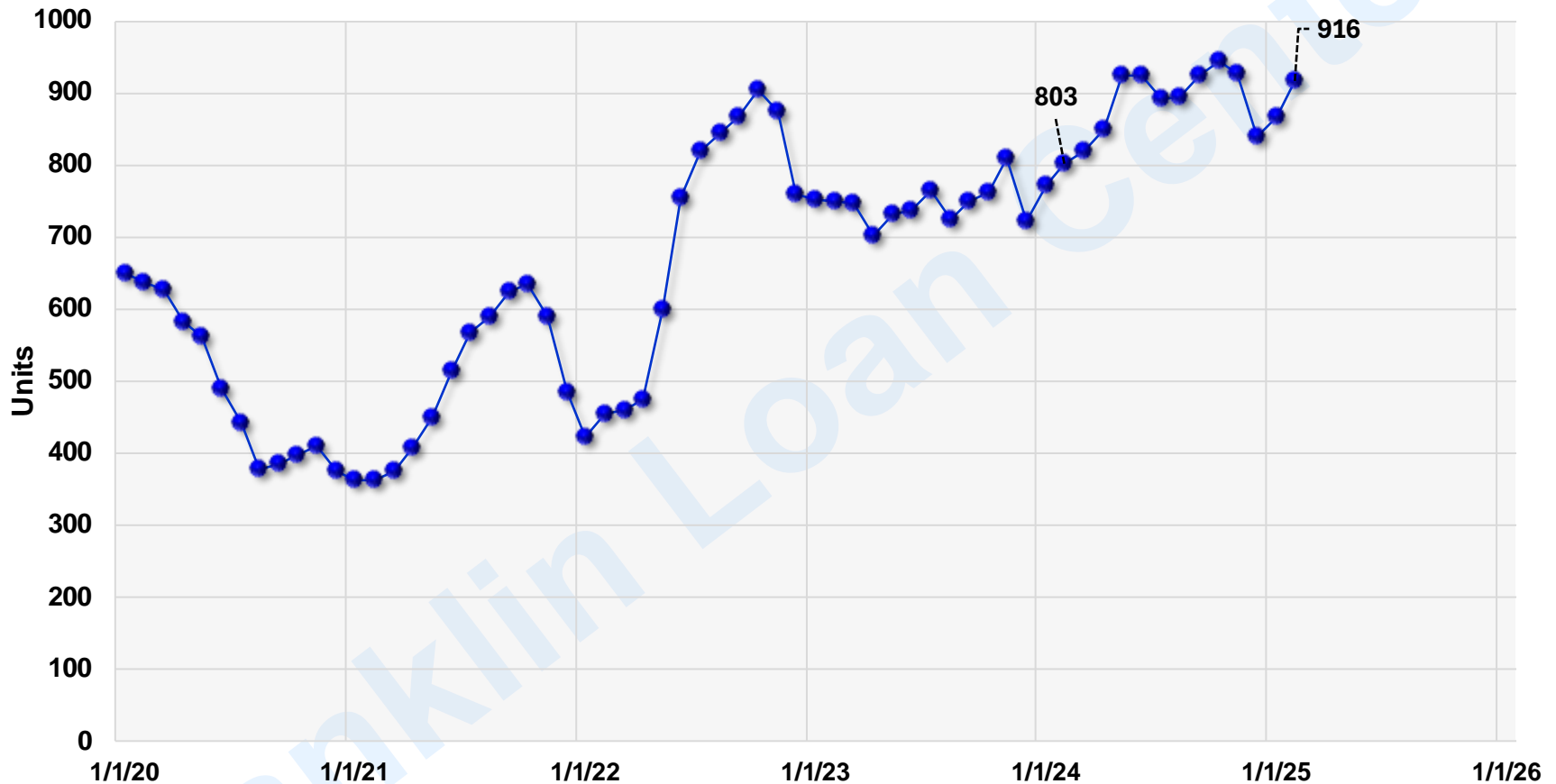
Total Dollars Sales

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 \$14.4 million. This is followed by Yucca Valley with \$12.3 million.

The Yucca Valley Region

February 2025

Yucca Valley Regional Inventory



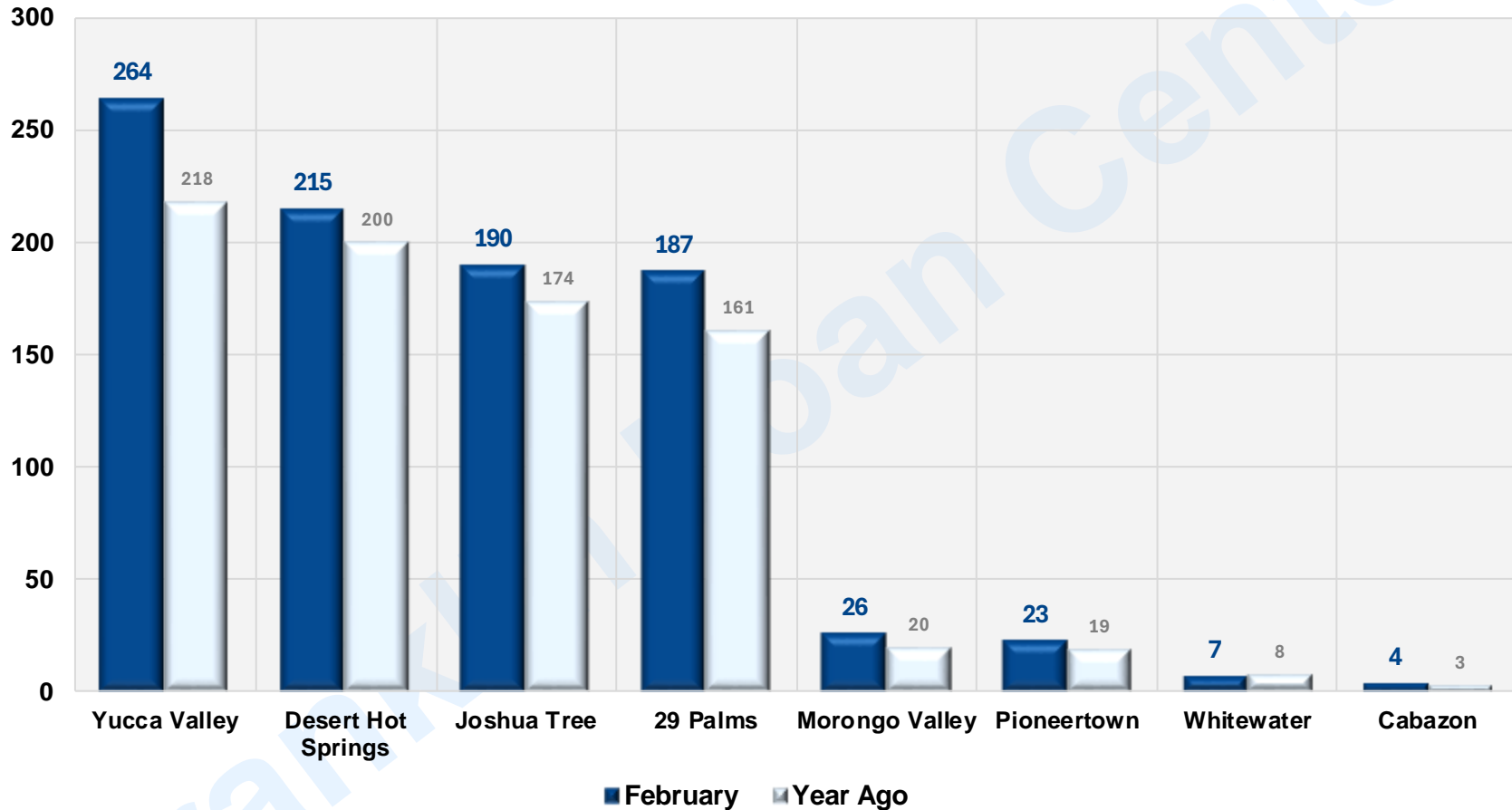
Total Inventory – Yucca Valley Region

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 916 units compared to 803 units last year. This is an increase of 14%.

The Yucca Valley Region

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Inventory - Detached Homes



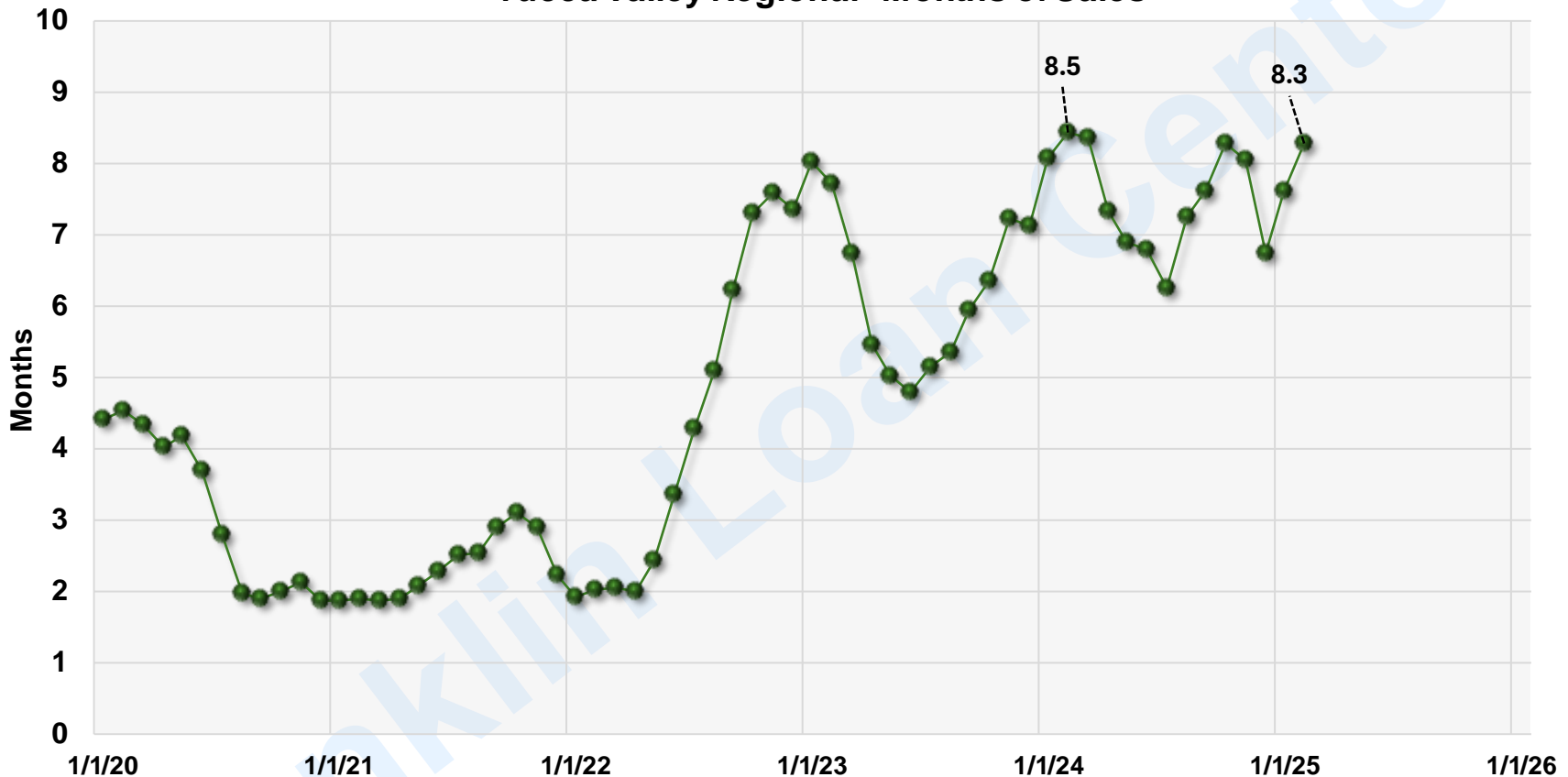
City Inventories

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 264 units, followed by Desert Hot Springs with 215 units and Joshua Tree with 190.

The Yucca Valley Region

February 2025

Yucca Valley Regional "Months of Sales"



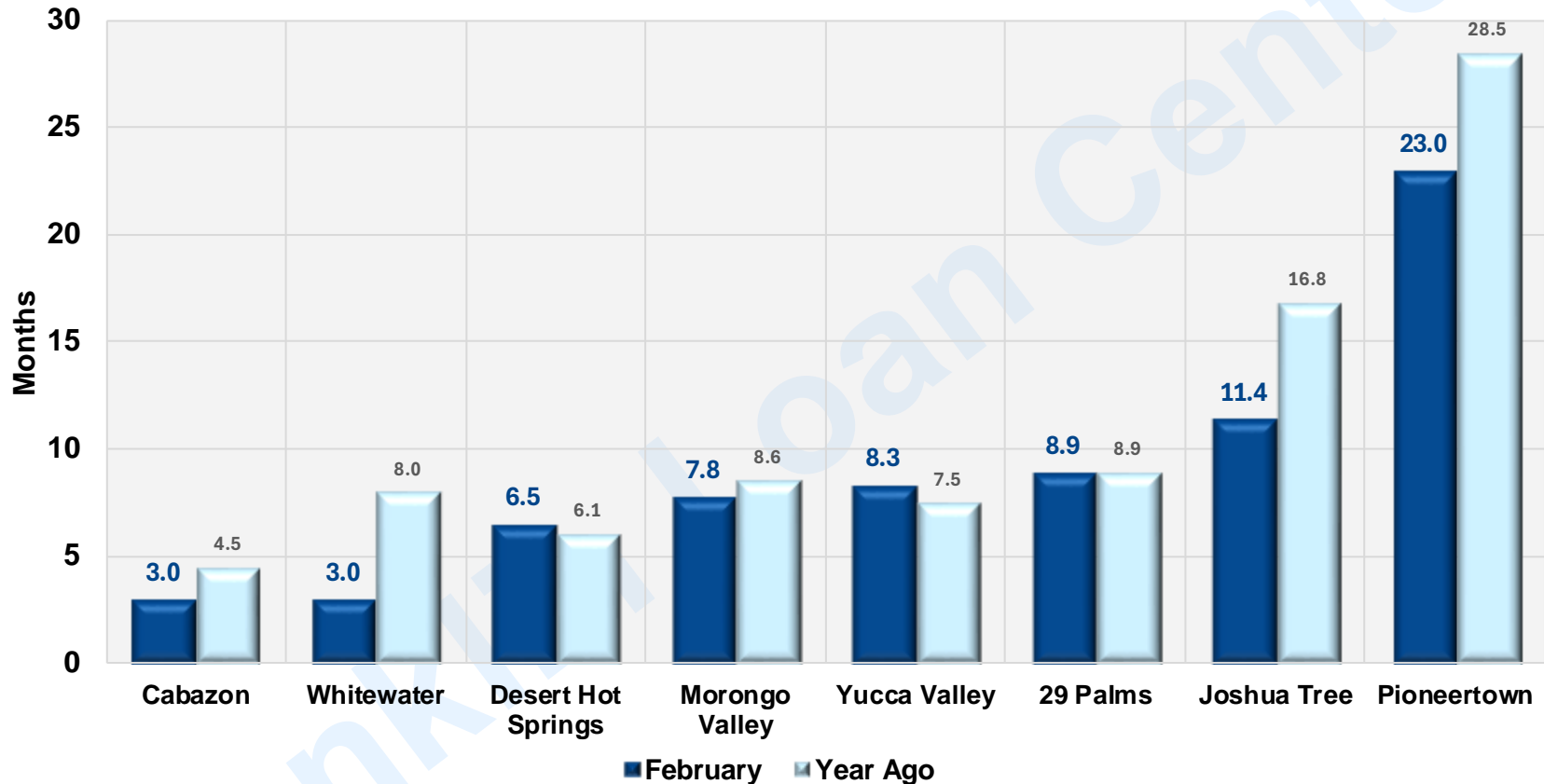
Yucca Valley Region "Months of Sales" Ratio

The Yucca Valley region's "months of sales" ratio at the end of February, which is total inventory divided by total sales, was 8.3 months. This is .2 months less than last year. The current ratio is historically rather high, which could put downward pressure on regional home prices.

The Yucca Valley Region

February 2025

Months of Sales - Detached Homes



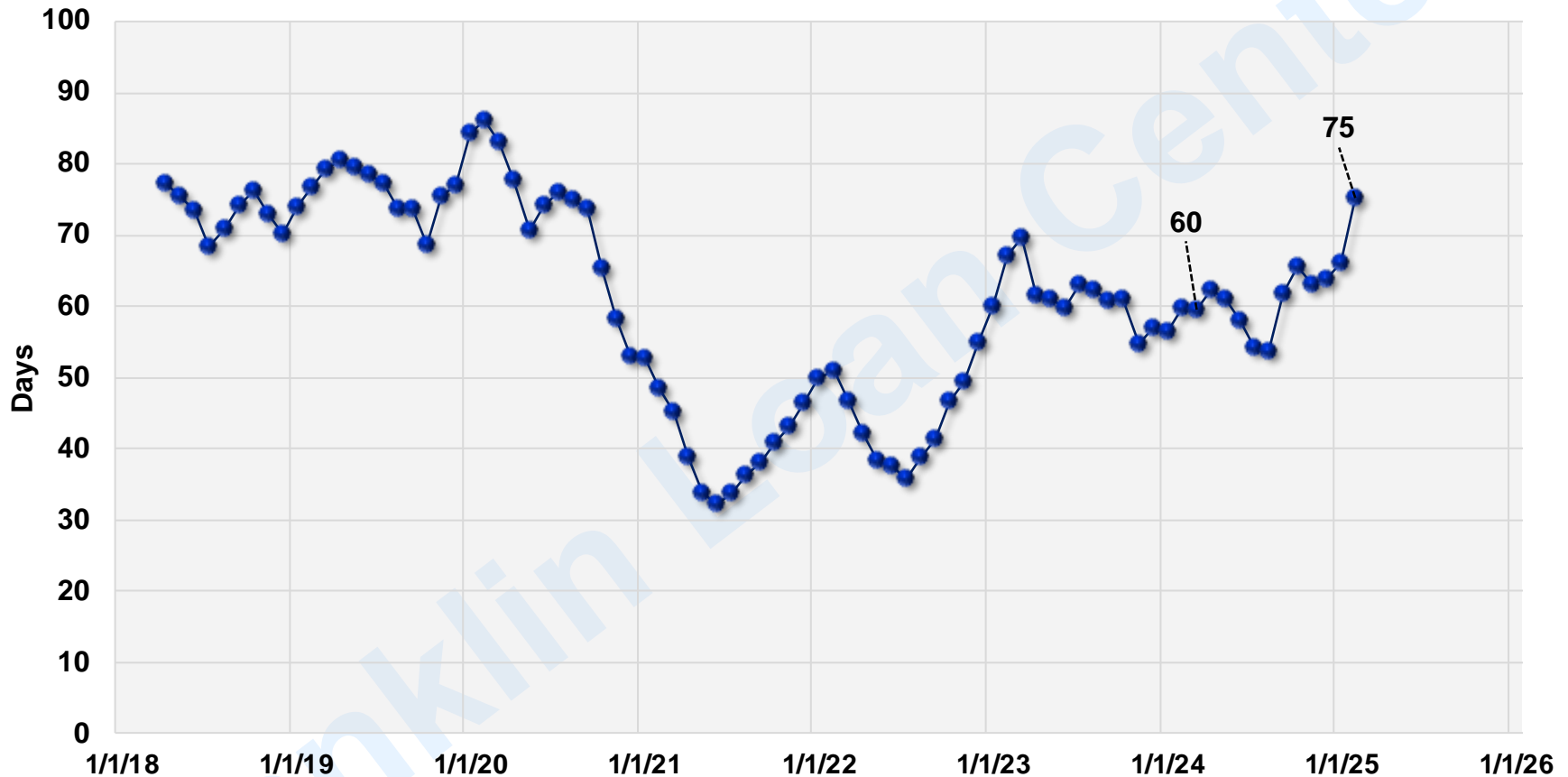
“Months of Sales” by City

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 3.0 months, matched by Whitewater also at 3.0 months. Pioneertown has the highest ratio at 23.0 months.

The Yucca Valley Region

February 2025

Yucca Valley Region's "Days on the Market"



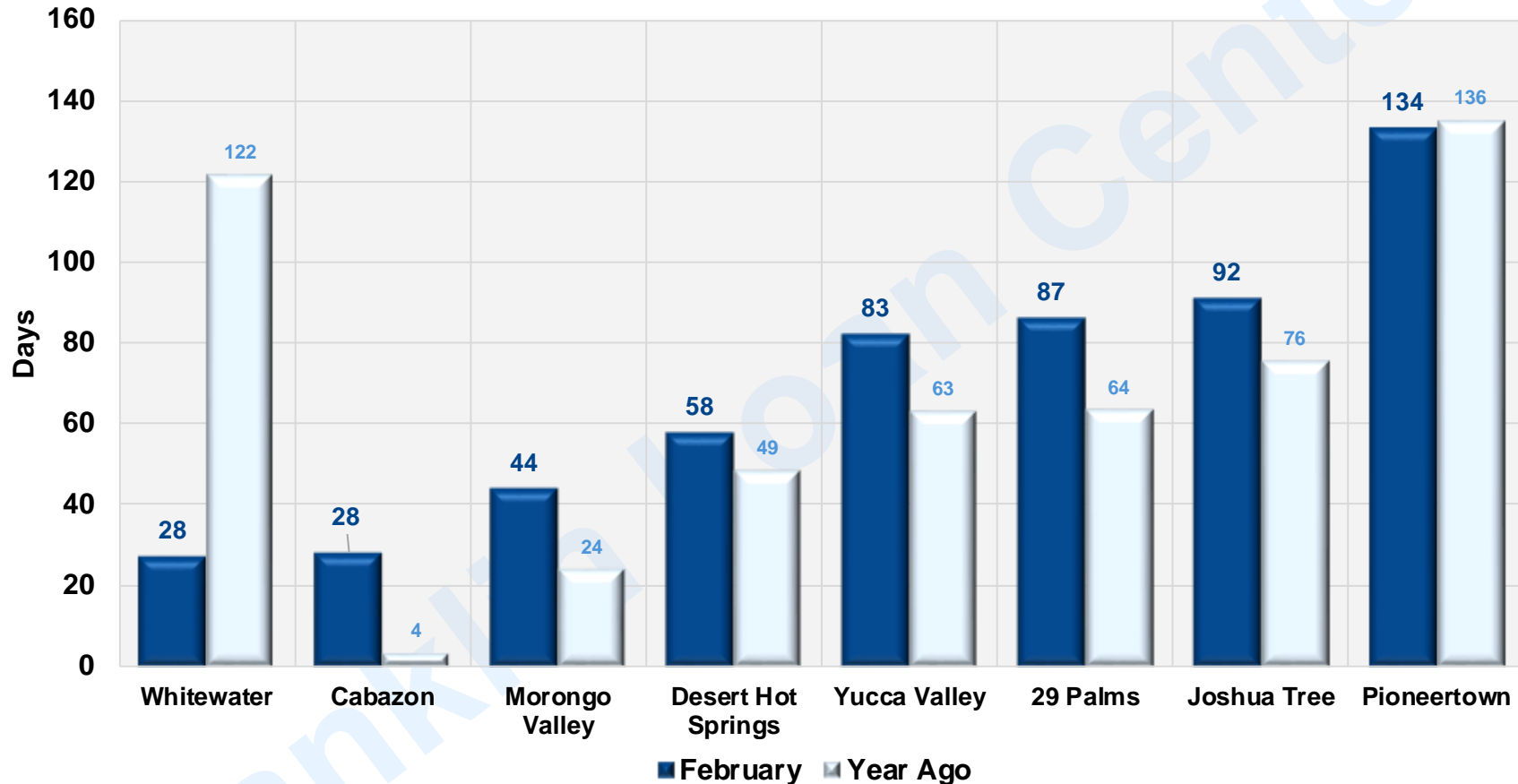
Regional "Days on the Market"

This is a four-year chart of the average number "days on the market" for the Yucca Valley Region. In February, the average regional selling time was 75 days compared to 60 days last year. This is slightly below the long-term average, which helps create an environment for stable home prices.

The Yucca Valley Region

February 2025

Average "Days on the Market"



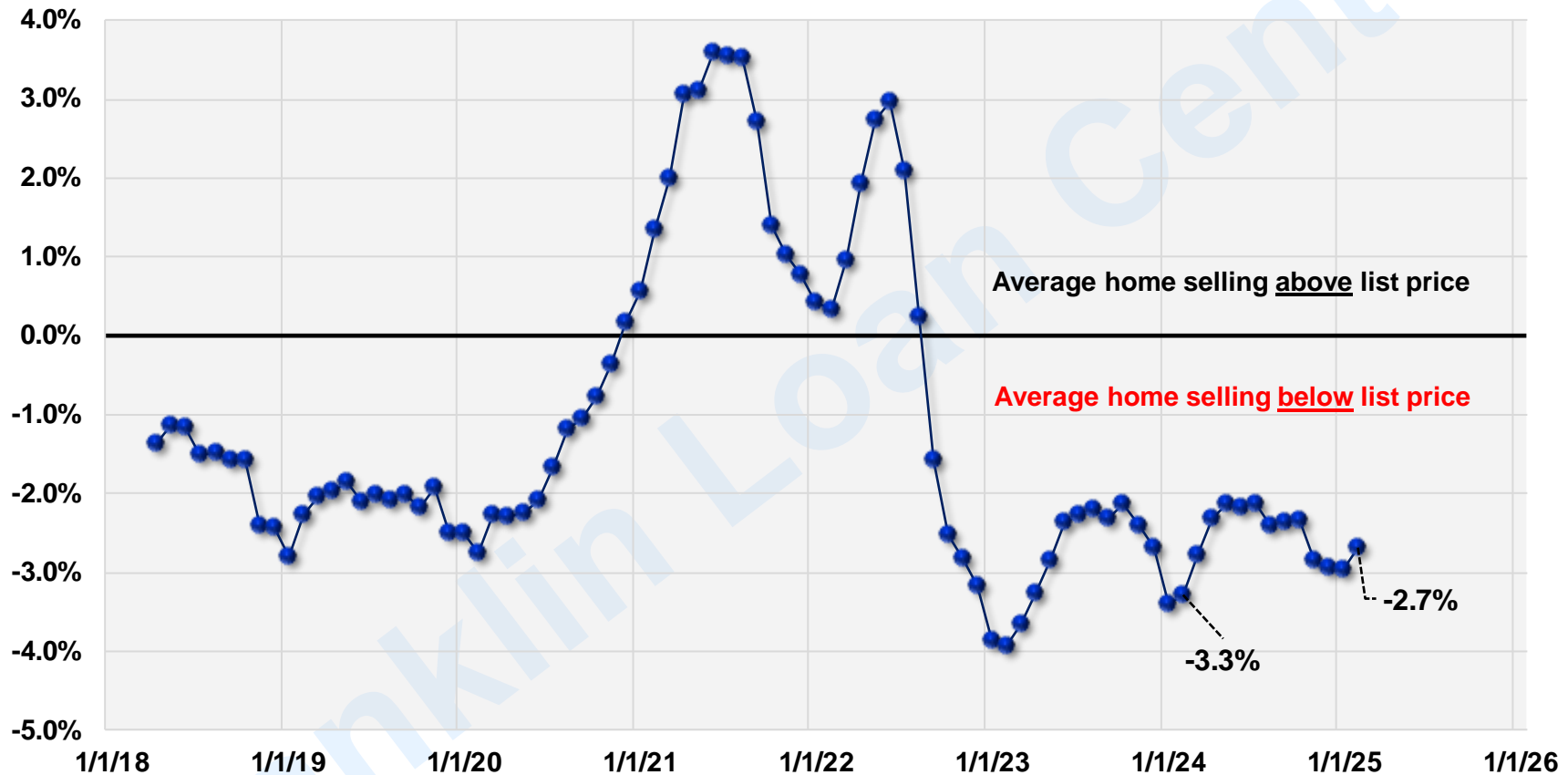
"Days on the Market" by City

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. Whitewater and Cabazon have the lowest number at 28 days, followed by Morongo at 44 days. Pioneertown has the longest average selling time at 134 days.

The Yucca Valley Region

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Yucca Valley Region's Average Premium/Discount Detached Homes



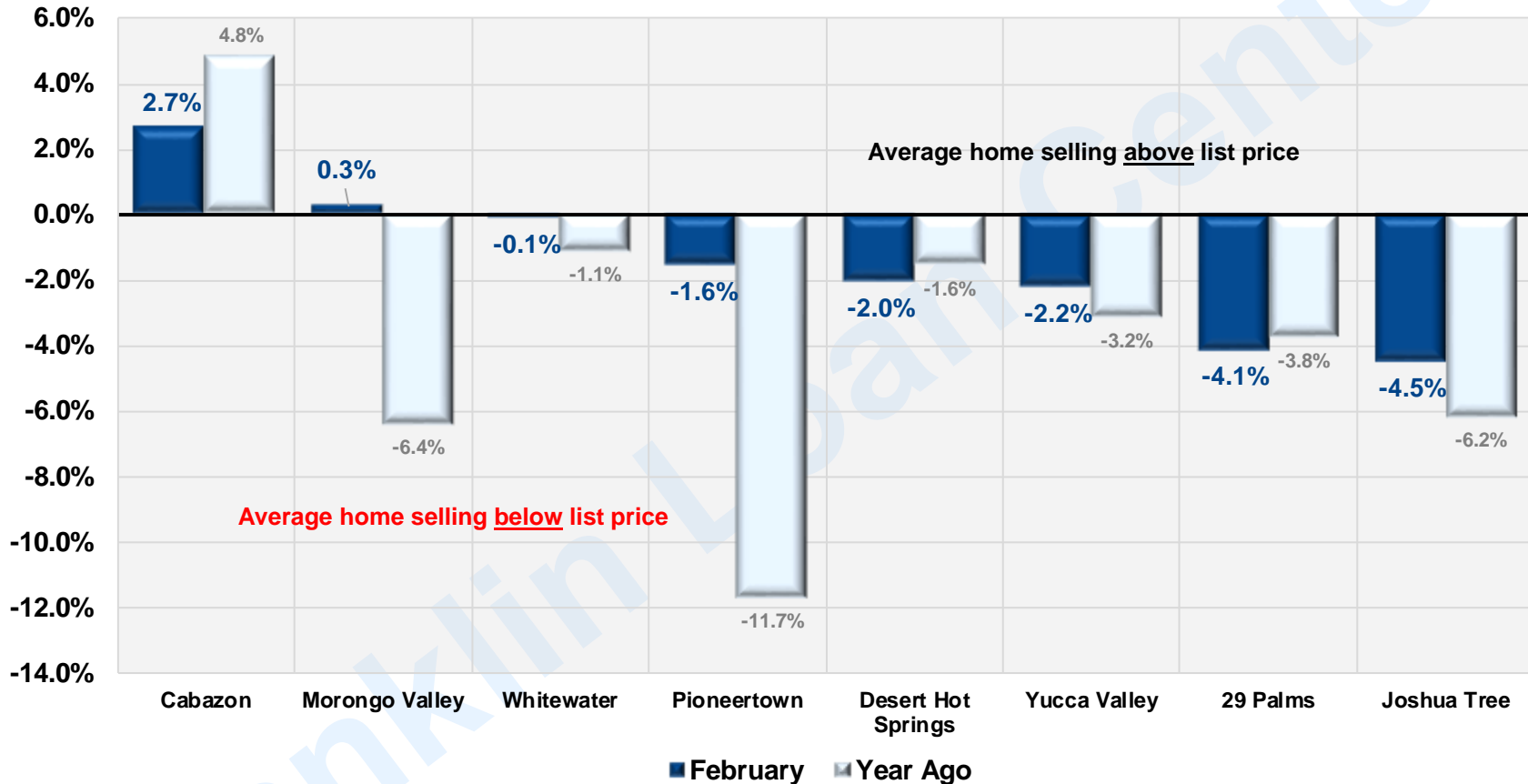
Regional Price Discount

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 February was a 2.7% discount. This is a slight improvement from a year ago, when homes were selling at a 3.3% average discount.

The Yucca Valley Region

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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 largest selling premium is 2.7% in Cabazon. Joshua Tree is selling homes at the highest, average discount of 4.5%.

The Yucca Valley Region

February 2025

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.

The Yucca Valley Region

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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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