

NOVEMBER 2022

HI DESERT REAL ESTATE MARKET UPDATE

Hi Desert Communities

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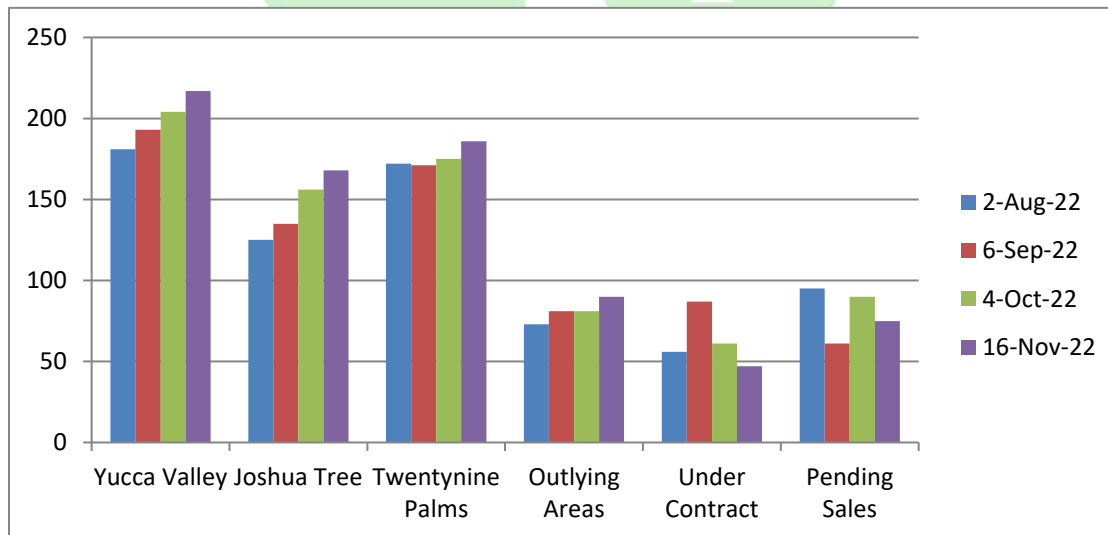
56675 Duarte St, Yucca Valley, CA 92284

DRE# 01275801

This monthly report is an attempt to provide you with the mathematical information about the current real estate market in the Hi Desert communities of Yucca Valley, Joshua Tree, Twentynine Palms, and surrounding areas. I do my best to keep my opinion out of the information. If you want my opinion, just ask! I also post market information on my Facebook Fan Page (www.facebook.com/desertrealestate). All information included on this Update is gathered from the California Regional Multiple Listing Service (CRMLS) which is the predominate service in the area. **Numbers in parenthesis represent change from last month.**

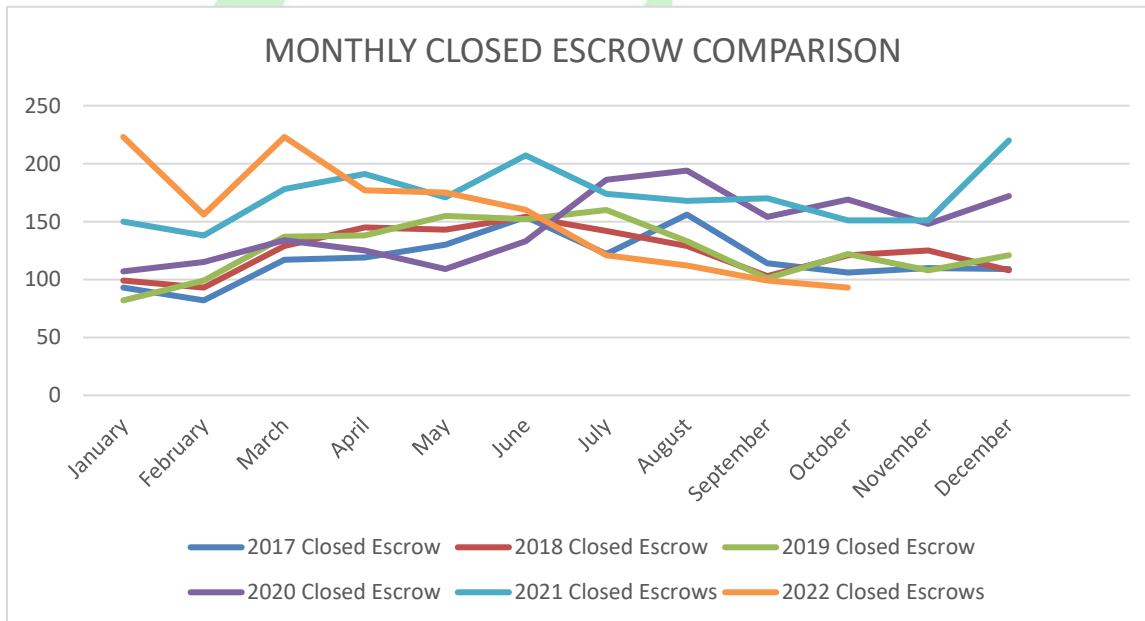
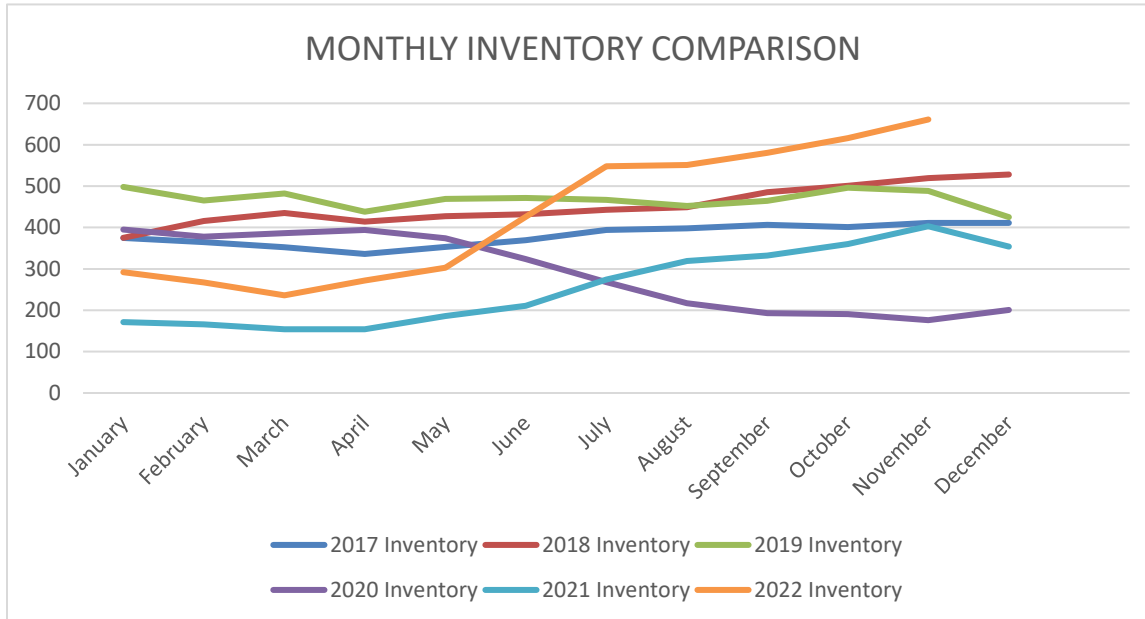
INVENTORY

At this writing (November 16, 2022) we have 661 (+45) residential homes actively for sale in our area ranging from a low price of \$34,900 to a high of \$2,995,000. There are 47 (-14) properties in "Active Under Contract" status (some major contingencies but in escrow). There are 75 (-15) properties in a Pending sale (waiting on escrow to close). Of the active listings, 217 in the Yucca Valley zip code of 92284 (+13). 168 in the Joshua Tree zip code of 92252 (+12) and 186 in Twentynine Palms 92277 (+11).



MONTHLY CLOSED ESCROW AND INVENTORY COMPARISON BY YEAR

Last month, in October, we closed escrow on 93 residential properties. In comparison, last year we closed escrow on 151 residential properties in our Hi Desert communities. Below are two, line graphs of inventory and closed escrow by month for the 2017, 2018, 2019, 2020, 2021, and 2022.



WHAT IS AVERAGE?

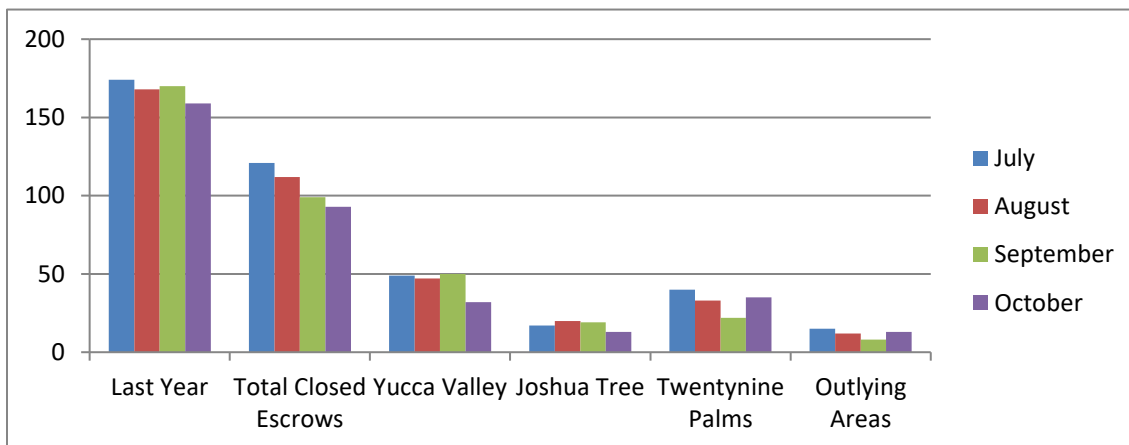
Our Hi Desert communities offer a variety of custom housing. When I refer, in this Update, to “average” just what is the definition for that month? Below is a table showing what was average for the month covered in this report (and the previous month). For the month of October 2022 our average is defined as-

COMMUNITY	Average Sold Price	Average Lot Size (sq ft)	Average Square Footage	Average Bedrooms	Average Bathrooms	Avg Price per sq ft
Yucca Valley	\$389,122	38,994	1,453	3	2	\$274.85
<i>YV last month</i>	\$426,762	53,070	1,556	3	2	\$282.57
Joshua Tree	\$468,077	78,722	1,176	2	2	\$415.64
<i>JT last month</i>	\$681,079	91,002	1,583	2	2	\$477.85
29 Palms	\$280,654	67,512	1,279	3	2	\$218.85
<i>29 last month</i>	\$299,436	91,478	1,349	3	2	\$223.75

LAST MONTHS CLOSED ESCROW INFORMATION

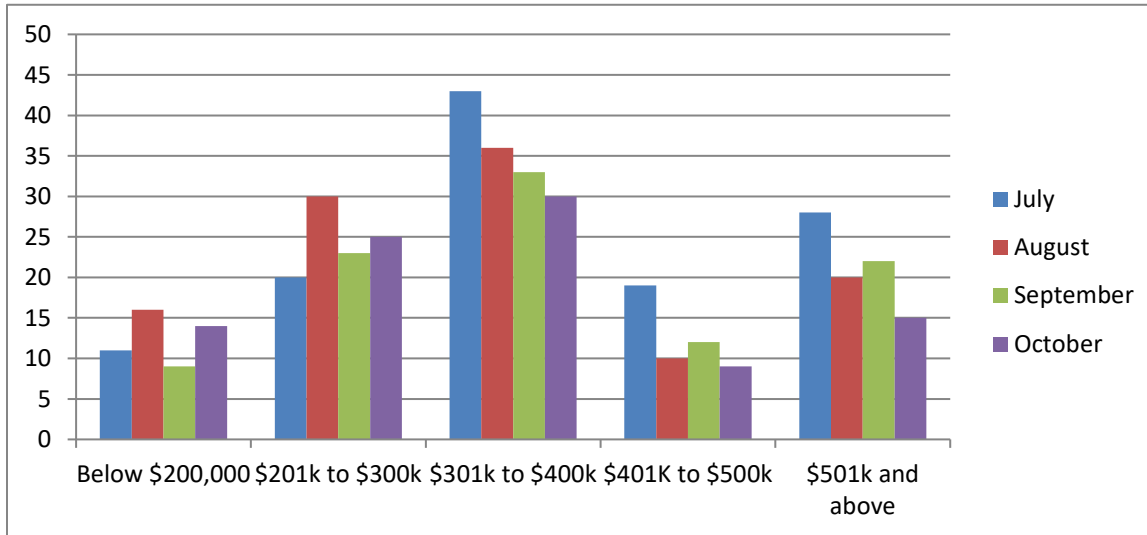
Number of Closed Escrows:

Last month (October 2022) in our Hi Desert communities of Yucca Valley, Joshua Tree, and Twentynine Palms plus outlying areas we closed escrow on 93 homes (-06). 34% of the sold homes were in Yucca Valley, 14% were in Joshua Tree, and 38% were in Twentynine Palms, 14% were from the smaller communities that surround our larger ones.



CLOSED ESCROWS BY PRICE RANGE:

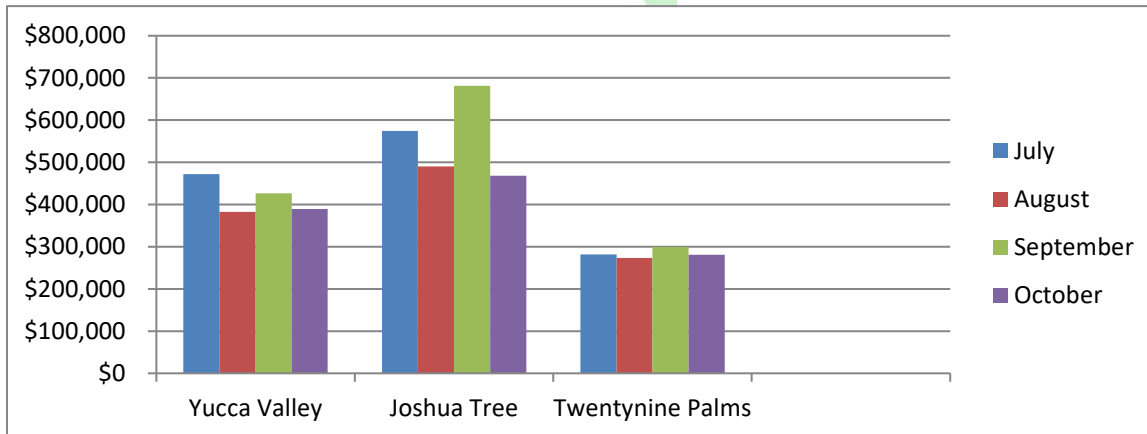
Of the 93 escrows closed in October, 14 were under \$200,000 (-05). 25 were between \$200k and \$300k (+02). Combined 42% of home sales were below \$300k. 30 were between \$300k and \$400k (-03). 9 homes sold between \$400k and \$500k (-03) last month. 15 homes sold over \$500k (-07). This month the highest value home sold at \$1,100,000 and is located on Piedmont in Yucca Valley.



HOUSING STATISTICS

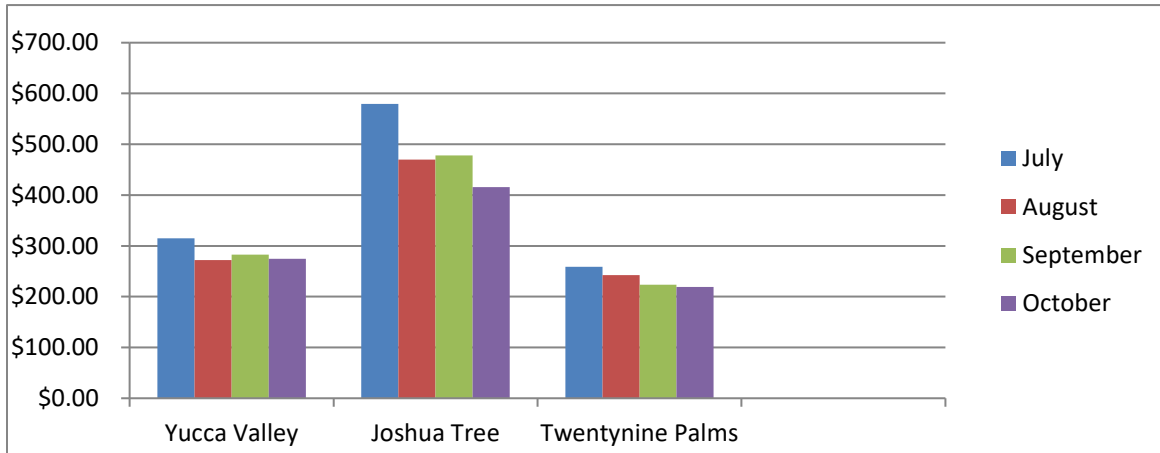
AVERAGE PRICE OF CLOSED ESCROWS:

In October, homes that closed escrow in Yucca Valley sold at an average price of \$389,122 (-\$37,640), Joshua Tree averaged \$468,077 (-213,002), Twentynine Palms averaged \$280,654 (+\$7,556).



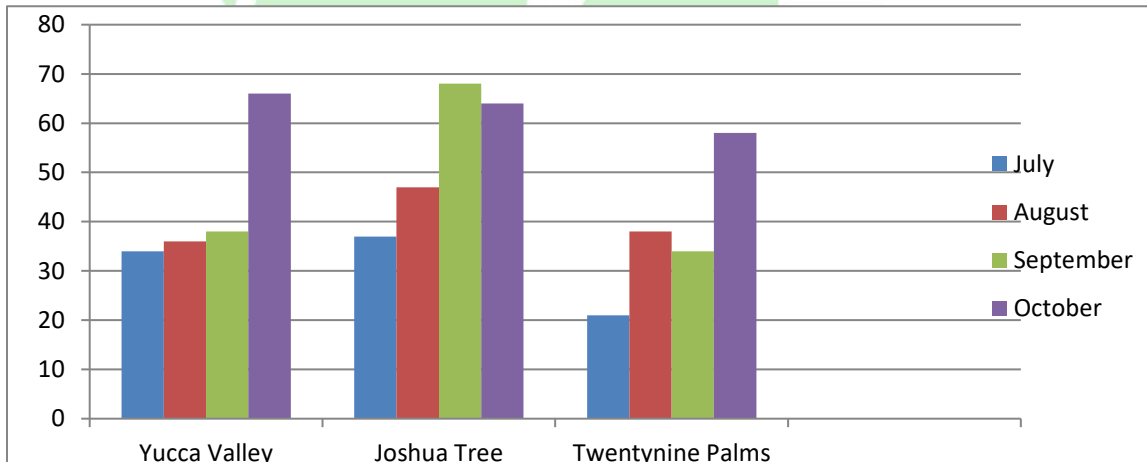
PRICE PER SQUARE FOOT OF CLOSED ESCROWS:

In October, homes that closed escrow in Yucca Valley sold for \$274.85 per square foot (-\$7.72), Joshua Tree sold for \$415.64 per square foot (-\$62.21), Twentynine Palms sold for \$218.85 per square foot (-\$4.90). The most expensive home sold by square foot this month is in Joshua Tree. This 2021, two bedroom, two bath is 1,050 square foot house, on 10 acres, sold for \$823.81 per square foot, and is on Winters Road. The least expensive home sold was \$80.26 per square foot and is in Twentynine Palms on Brant Crossing.



Average Days on Market:

The average days on market for sold homes in Yucca Valley in October was 66 (+28), Joshua Tree was 64 (-04), Twentynine Palms was 58 (+24).

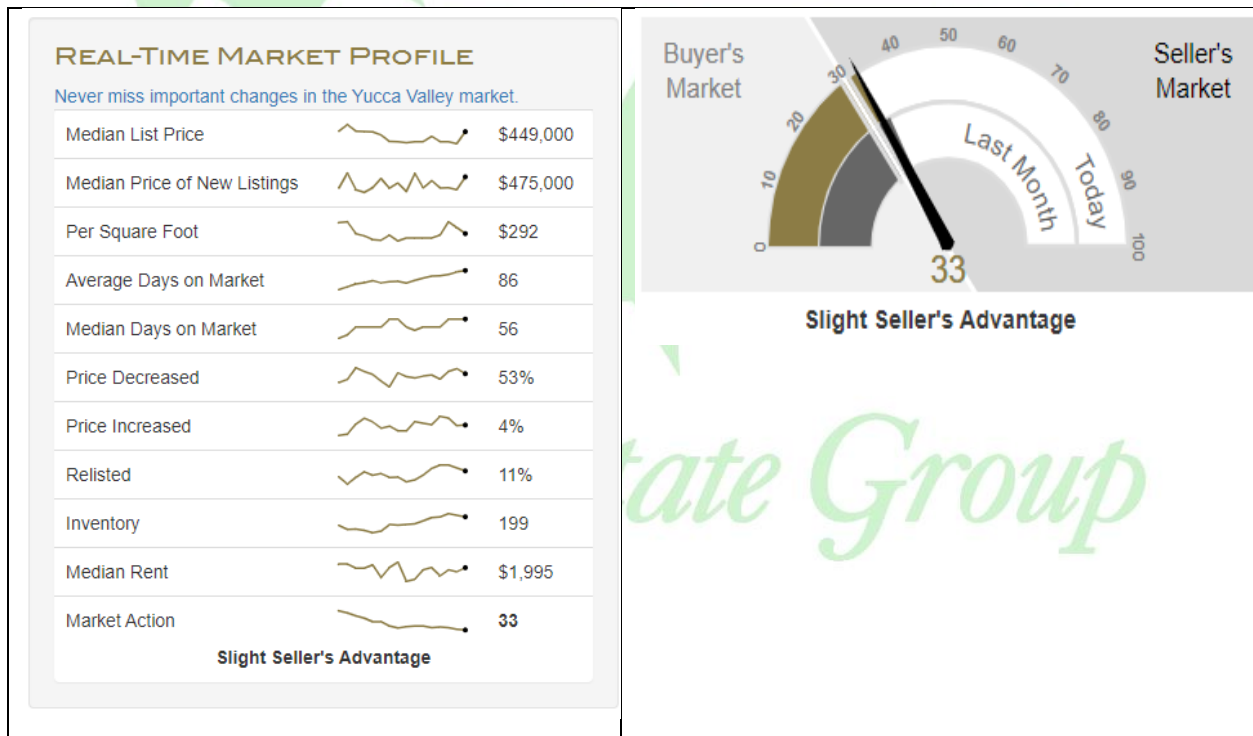


MARKET CONDITIONS

I am sharing with you the Altos Market Trend Report. This is a weekly report provided to me that can shed light on the health of our market. I use the same week of each month that I prepare my Monthly Market Update to help inform you of the trends in our market. The Market Action Index (MAI) answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer. Watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

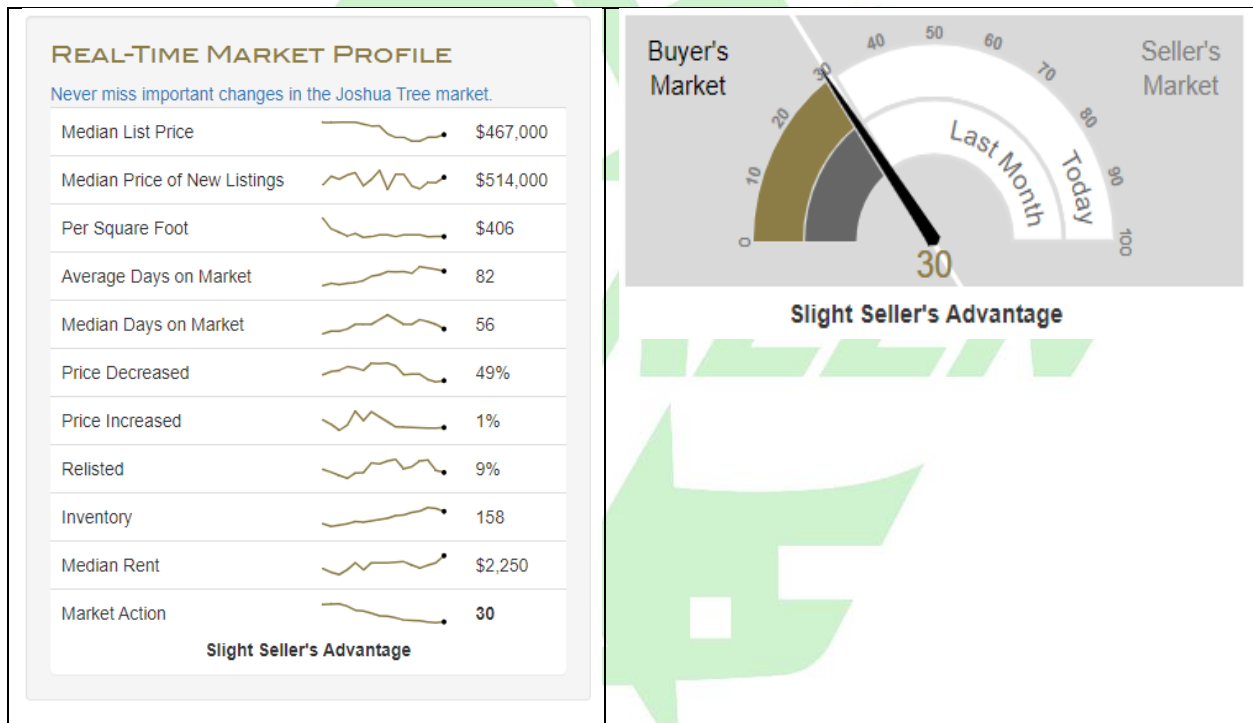
YUCCA VALLEY:

This week the median list price for Yucca Valley, CA 92284 is \$449,000 with the market action index hovering around 33. This is less than last month's market action index of 35. Inventory has held steady at or around 199. The market has been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we're in a Seller's Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.



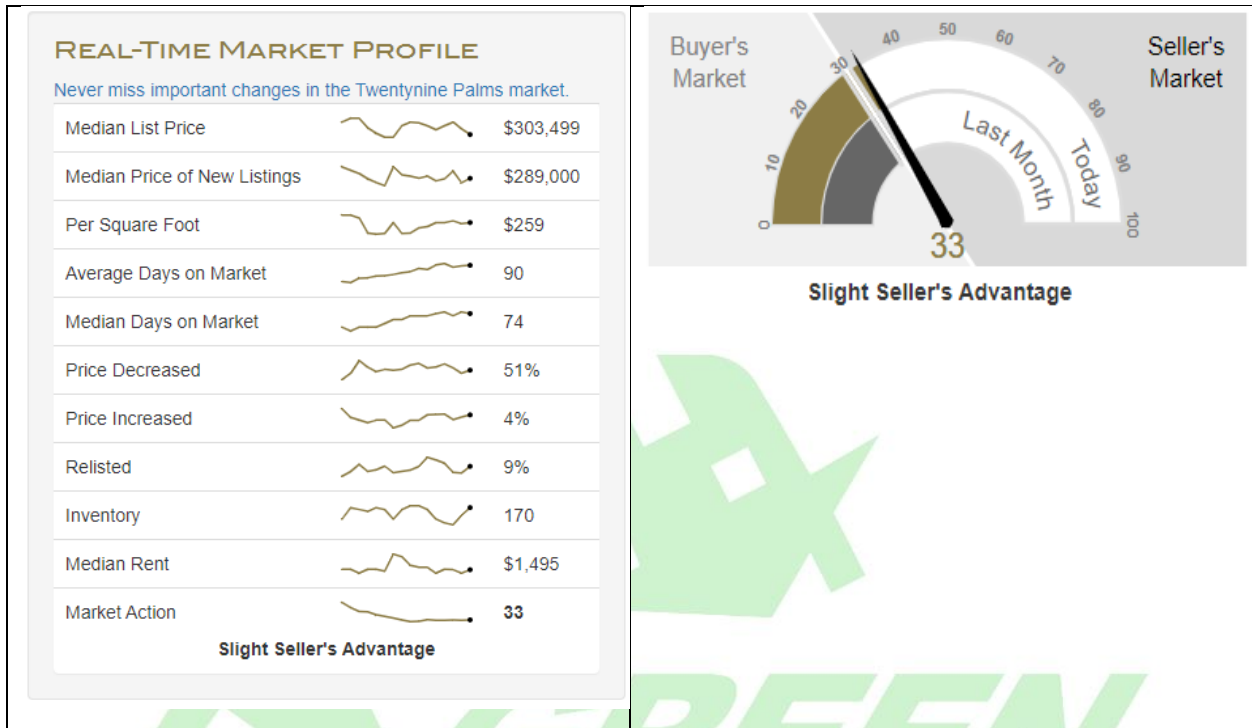
JOSHUA TREE:

This week the median list price for Joshua Tree, CA 92252 is \$467,000 with the market action index hovering around 30. This is about the same as last month's market action index of 30. Inventory has held steady at or around 158. The Market Action Index has been trending lower for several weeks while prices have remained relatively stable. If inventory continues to grow relative to demand however, it is likely that we will see downward pressure on pricing.



TWENTYNINE PALMS

This week the median list price for Twentynine Palms, CA 92277 is \$303,499 with the market action index hovering around 33. This is an increase over last month's market action index of 32. Inventory has increased to 170. In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.



If you would like to better understand the math and dynamics of our local market, text, email, or call and let's discuss your questions and concerns. I can find a winning strategy for you in any market.

Sincerely,

Bob Armstrong

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