

APRIL 2023

HI DESERT REAL ESTATE MARKET UPDATE

Hi Desert Communities

By Bob Armstrong Real Estate Broker

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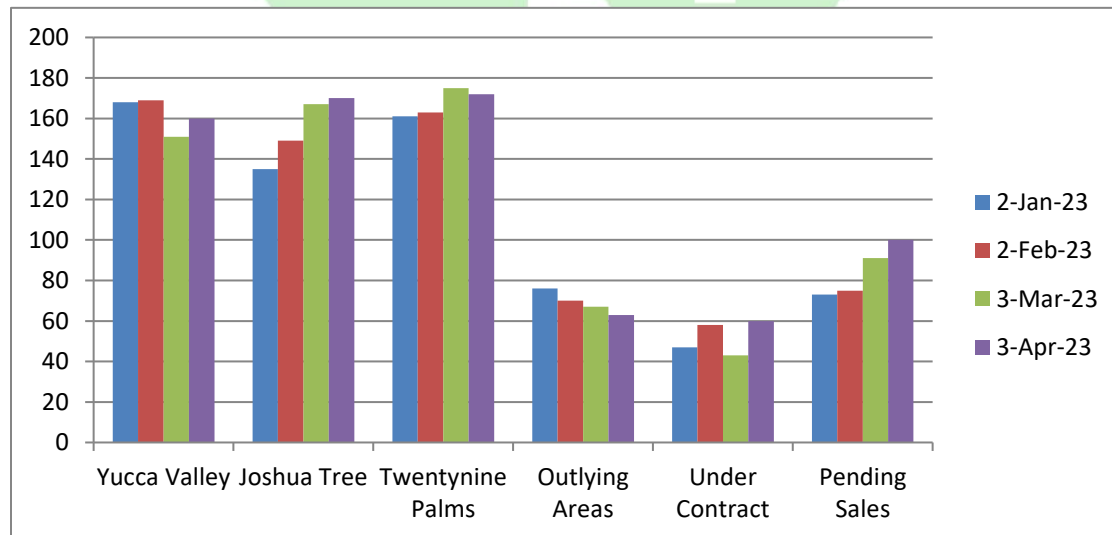
56675 Duarte St, Yucca Valley, CA 92284

DRE# 01275801

This monthly report is an attempt to provide you with 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.**

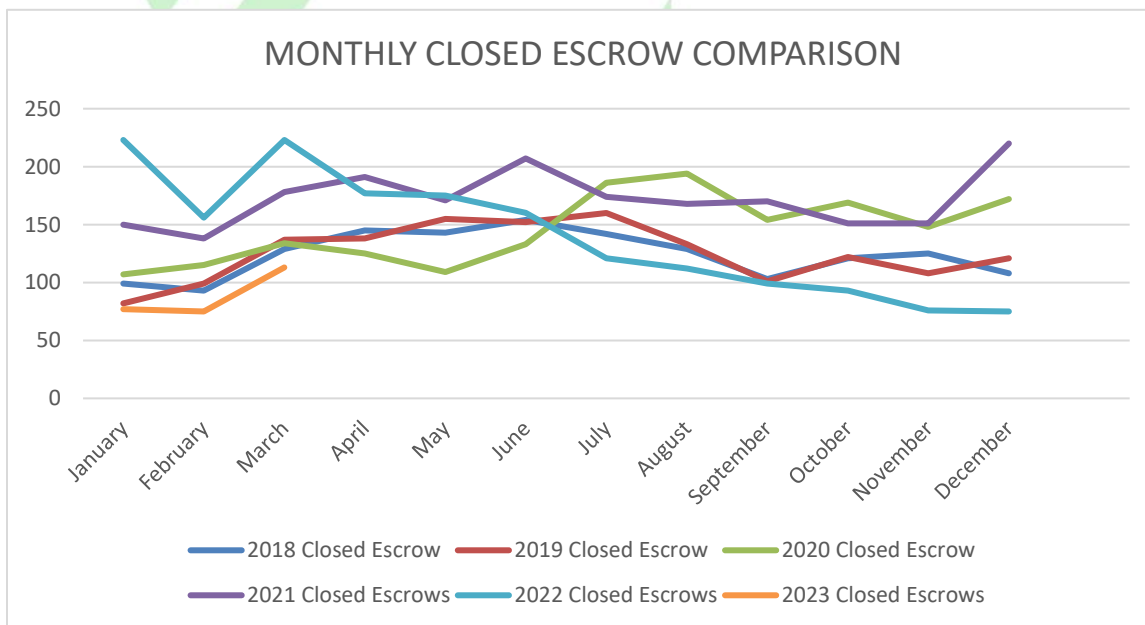
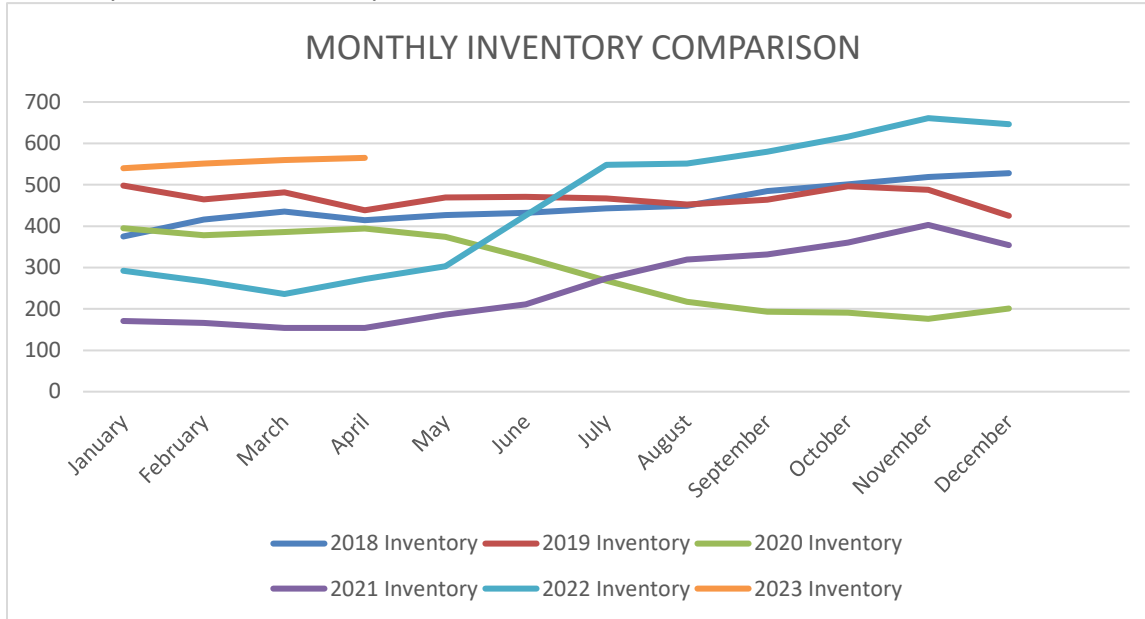
INVENTORY

At this writing (April 03, 2023) we have 565 (+05) residential homes actively for sale in our area ranging from a low price of \$30,000 to a high of \$18,000,000. There are 60 (+07) properties in "Active Under Contract" status (some major contingencies but in escrow). There are 100 (+09) properties in a Pending sale (waiting on escrow to close). Of the active listings, 160 in the Yucca Valley zip code of 92284 (+09), 170 in the Joshua Tree zip code of 92252 (+03) and 172 in Twentynine Palms 92277 (-03).



MONTHLY CLOSED ESCROW AND INVENTORY COMPARISON BY YEAR

Last month, in March, we closed escrow on 113 residential properties. In comparison, last year we closed escrow on 223 residential properties in our Hi Desert communities. Below are two, line graphs of inventory and closed escrow by month for the 2018, 2019, 2020, 2021, 2022, and 2023.



WHAT IS AVERAGE?

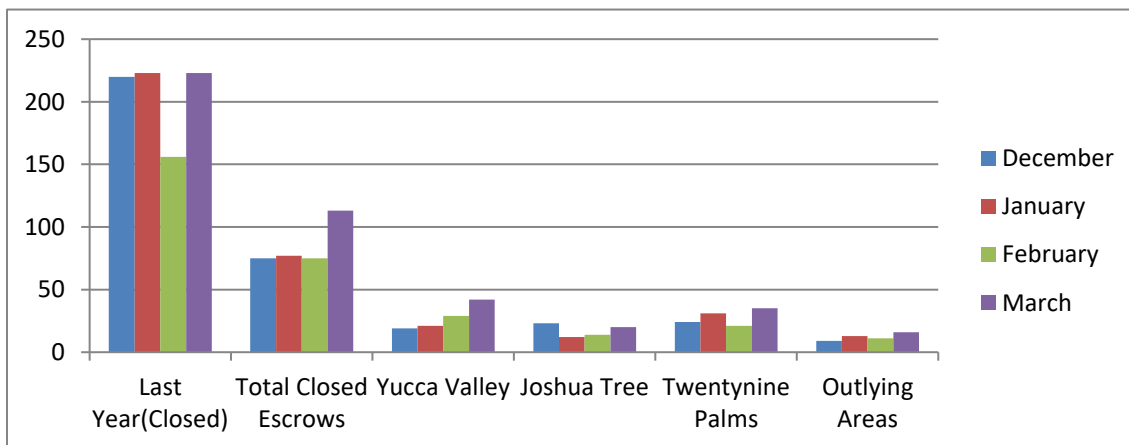
Our Hi Desert communities offer a variety of custom housing. When I refer, in this Update, to “average” just what is the definition for that month? Below is a table showing what was average for the month covered in this report (and the previous month). For the month of March 2023 our average is defined as-

COMMUNITY	Average Sold Price	Average Lot Size (sq ft)	Average Square Footage	Average Bedrooms	Average Bathrooms	Avg Price per sq ft
Yucca Valley	\$401,570	52,985	1,484	3	2	\$279.31
<i>YV last month</i>	<i>\$415,455</i>	<i>56,646</i>	<i>1,621</i>	<i>3</i>	<i>2</i>	<i>\$266.90</i>
Joshua Tree	\$449,638	63,771	1,289	2	2	\$352.83
<i>JT last month</i>	<i>\$383,193</i>	<i>74,268</i>	<i>1,050</i>	<i>2</i>	<i>1</i>	<i>\$405.38</i>
29 Palms	\$278,754	73,362	1,376	3	2	\$216.06
<i>29 last month</i>	<i>\$255,929</i>	<i>75,827</i>	<i>1,218</i>	<i>2</i>	<i>2</i>	<i>\$219.26</i>

LAST MONTHS CLOSED ESCROW INFORMATION

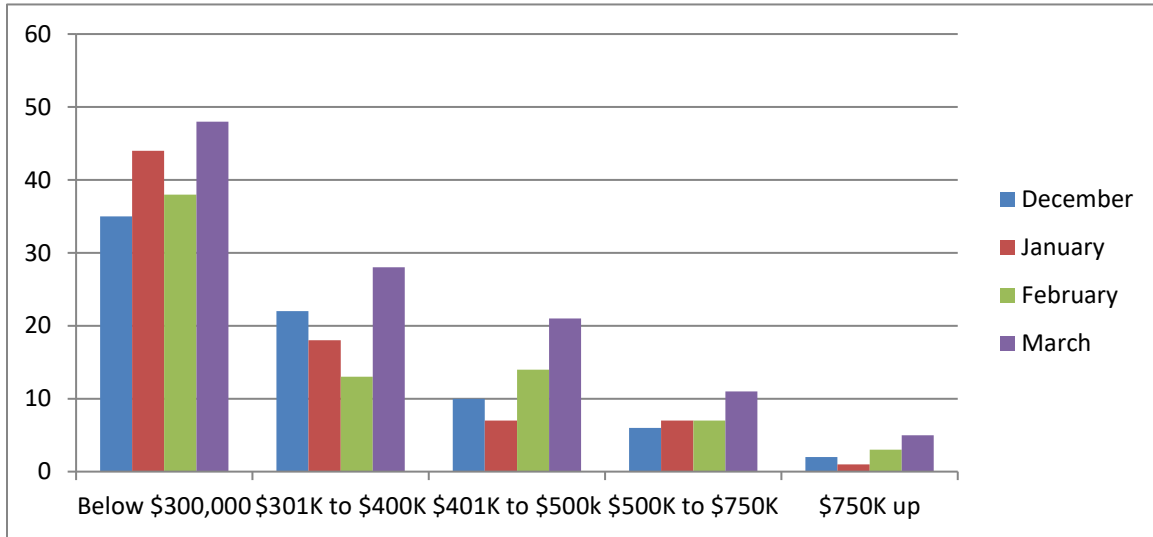
Number of Closed Escrows:

Last month (March 2023) in our Hi Desert communities of Yucca Valley, Joshua Tree, and Twentynine Palms plus outlying areas we closed escrow on 113 homes (+38). 37% of the sold homes were in Yucca Valley, 18% were in Joshua Tree, and 31% were in Twentynine Palms, 14% were from the smaller communities that surround our larger ones.



CLOSED ESCROWS BY PRICE RANGE:

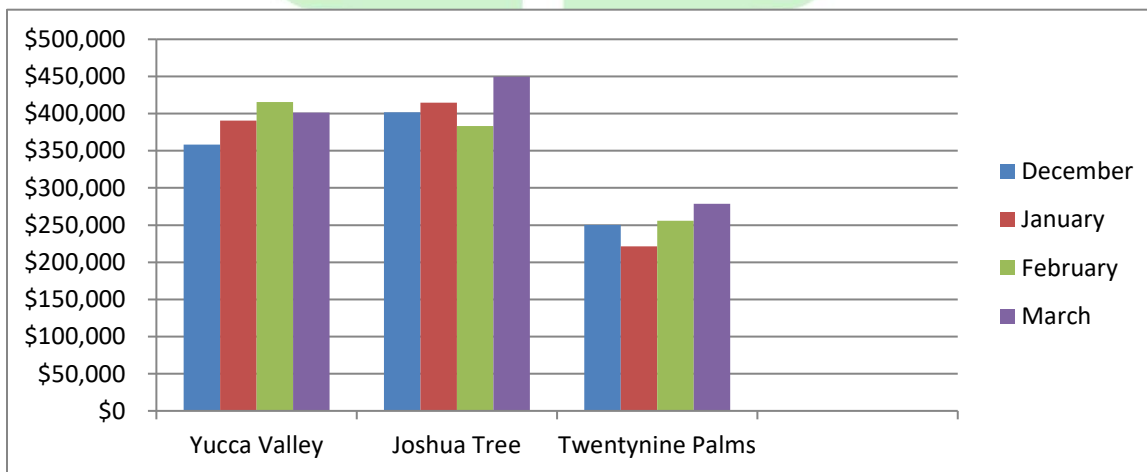
Of the 113 escrows closed in March, 48 were under \$300,000 (+10). 28 were between \$300k and \$400k (+15). 67% of homes sold under \$400k. 21 homes sold between \$400k and \$500k (+07). 11 homes sold between \$500k and \$750k (+04). 5 homes sold over \$750k (+02). This month the highest value home sold at \$1,077,000 and is located on Conejo in Joshua Tree.



HOUSING STATISTICS

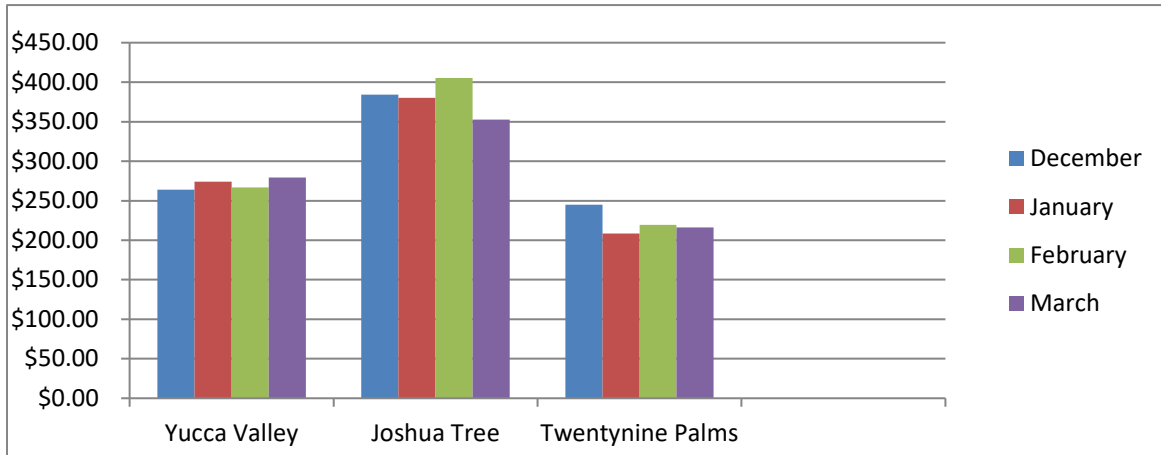
AVERAGE PRICE OF CLOSED ESCROWS:

In March, homes that closed escrow in Yucca Valley sold at an average price of \$401,570 (-\$13,885), Joshua Tree averaged \$449,638 (+\$66,445), Twentynine Palms averaged \$278,754 (+\$22,825).



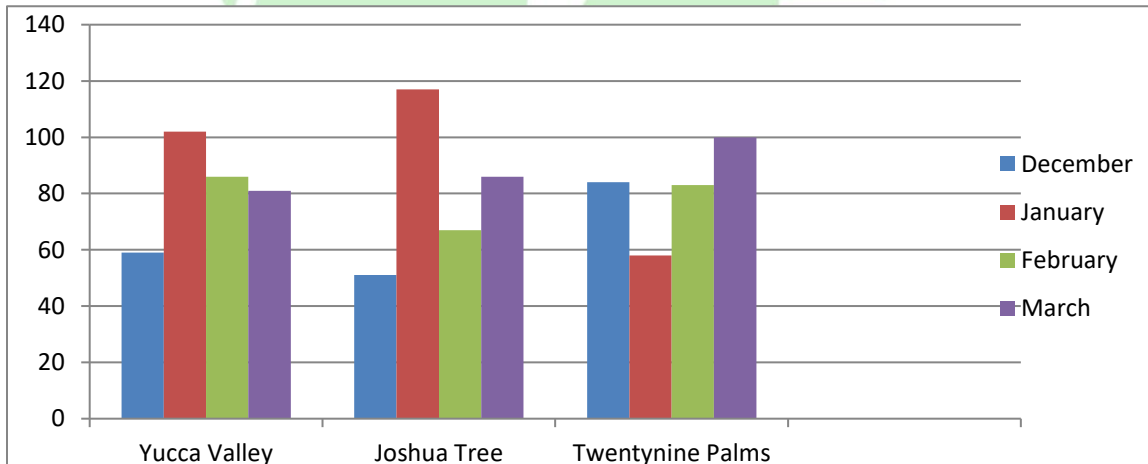
PRICE PER SQUARE FOOT OF CLOSED ESCROWS:

In March, homes that closed escrow in Yucca Valley sold for \$279.31 per square foot (+\$12.41), Joshua Tree sold for \$352.83 per square foot (-\$52.55), Twentynine Palms sold for \$216.06 per square foot (-\$3.20). The most expensive home sold by square foot this month is in Joshua Tree. This new home has 1,900 square feet, on two plus acres, sold for \$566.84 per square foot, and is on Conejo Ave. The least expensive home sold was \$55.08 per square foot and is in Twentynine Palms on Utah Trail.



Average Days on Market:

The average days on market for sold homes in Yucca Valley in March was 81 (-05), Joshua Tree was 86 (+19), Twentynine Palms was 100 (+17).

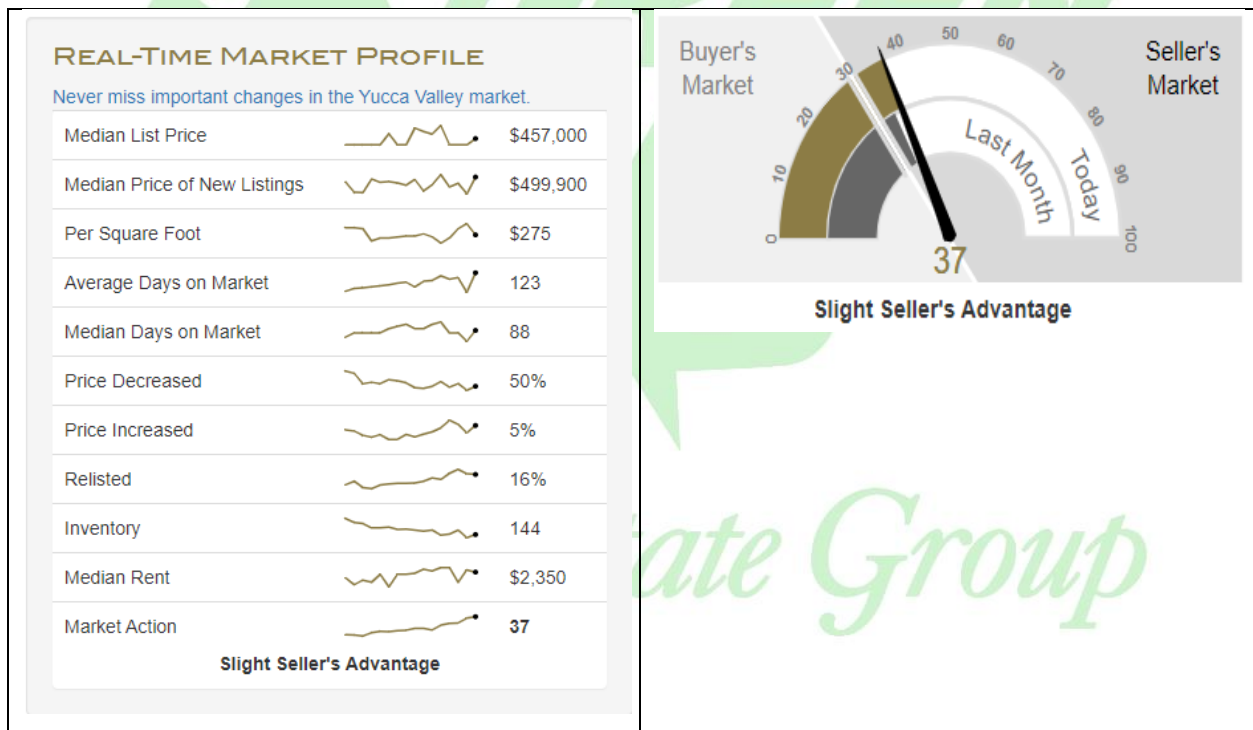


MARKET CONDITIONS

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.

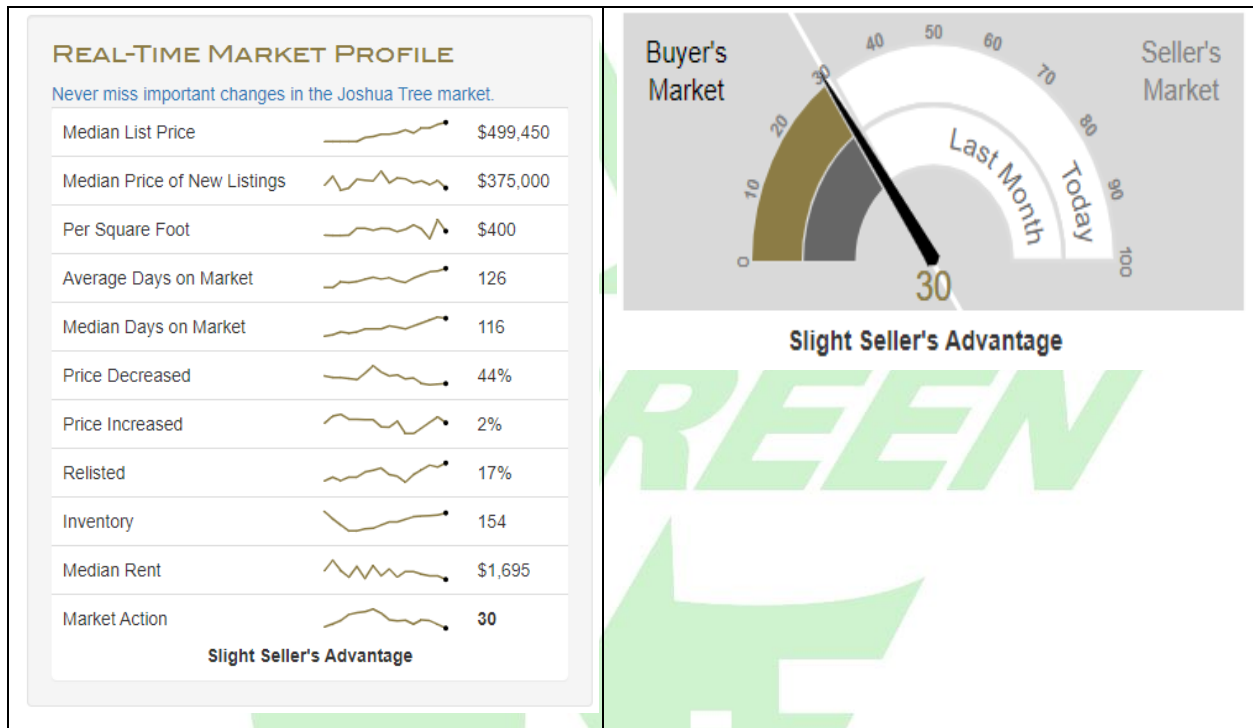
YUCCA VALLEY:

This week the median list price for Yucca Valley, CA 92284 is \$457,000 with the market action index hovering around 37. This is an increase over last month's market action index of 35. Inventory has held steady at or around 144. Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.



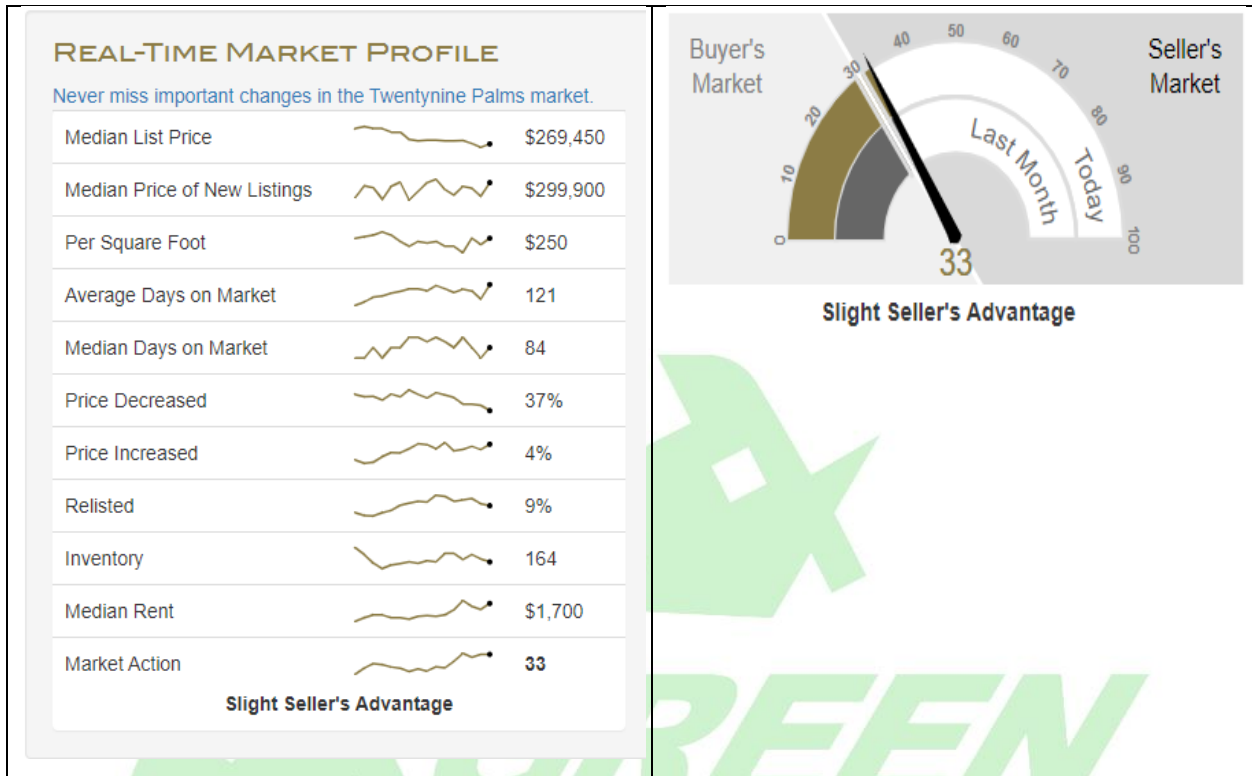
JOSHUA TREE:

This week the median list price for Joshua Tree, CA 92252 is \$499,450 with the market action index hovering around 30. This is less than last month's market action index of 31. Inventory has increased to 154. 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 \$269,450 with the market action index hovering around 33. This is less than last month's market action index of 34. Inventory has decreased to 164. Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.



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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