

JANUARY 2023 and 2022 YEAR END SUMMARY HI DESERT REAL ESTATE MARKET UPDATE

Hi Desert Communities

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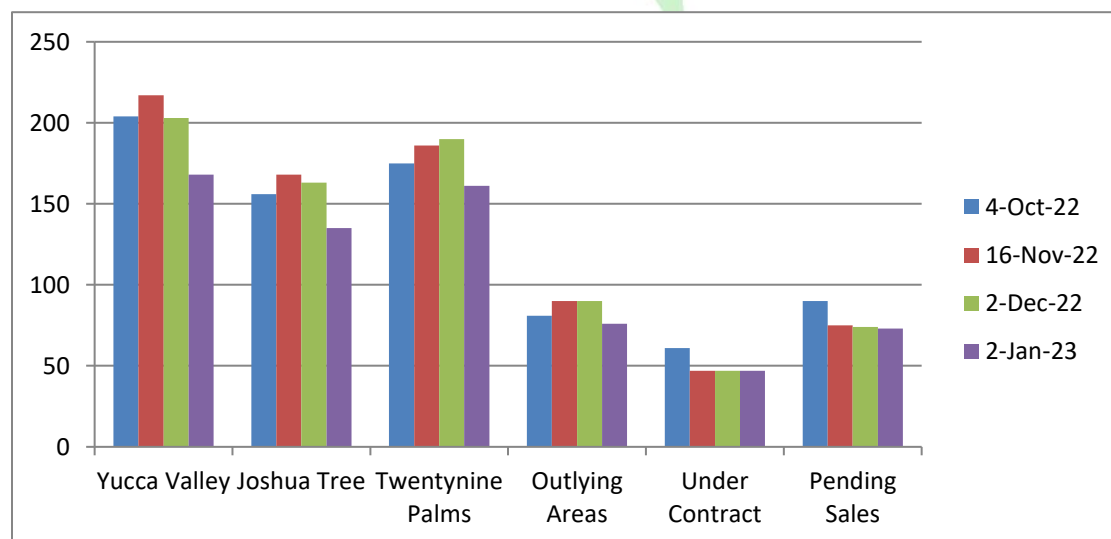
56675 Duarte St, Yucca Valley, CA 92284

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.**

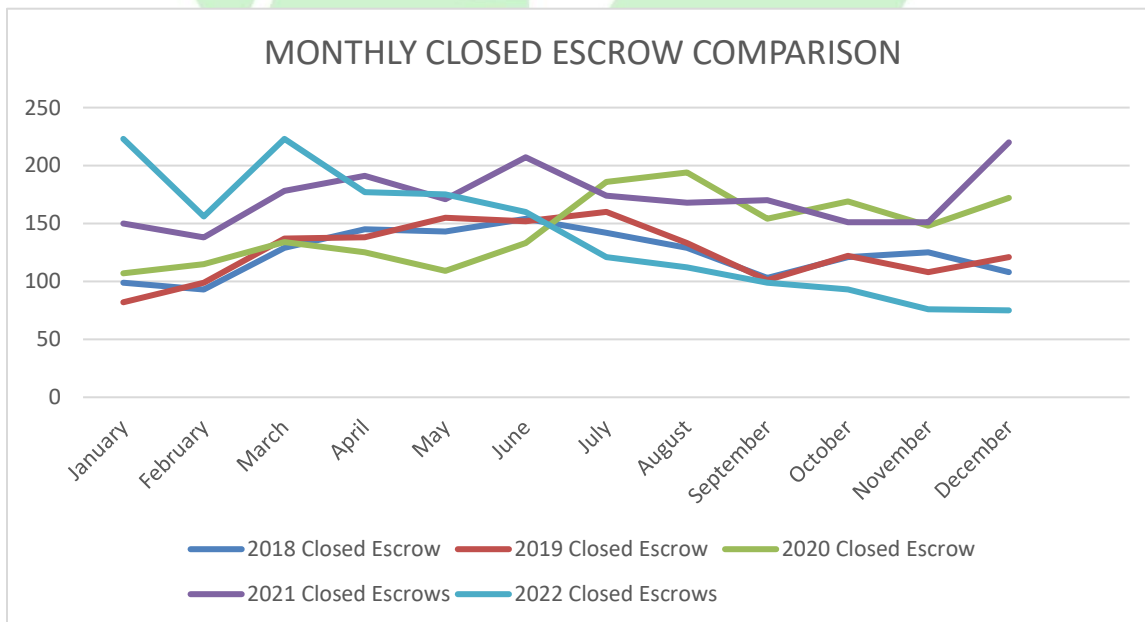
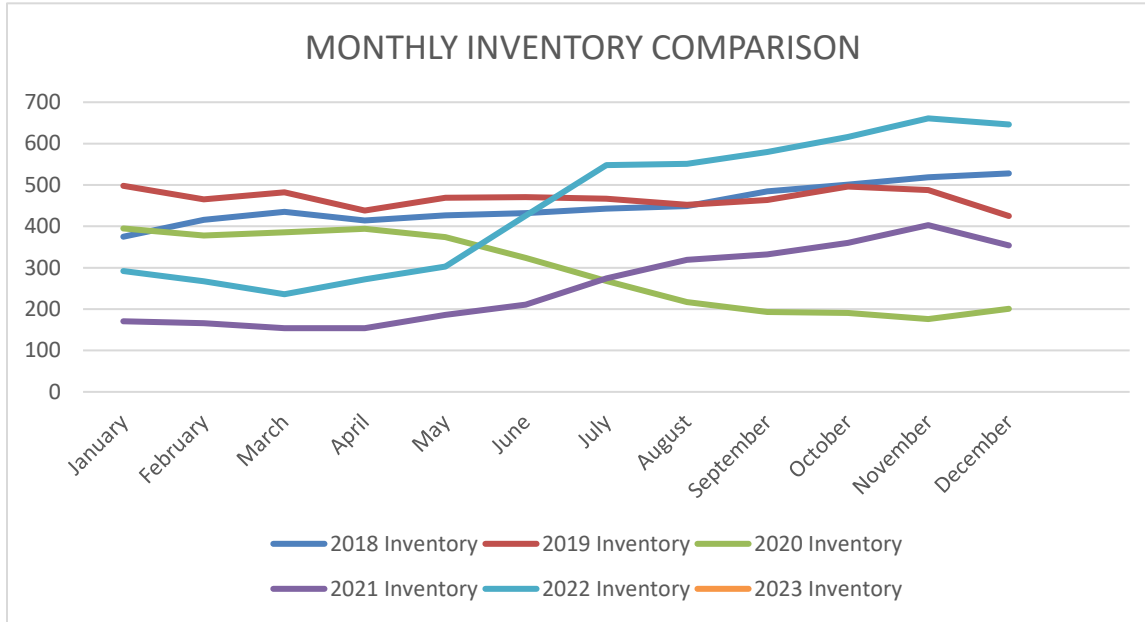
INVENTORY

At this writing (January 02, 2023) we have 540 (-105) residential homes actively for sale in our area ranging from a low price of \$29,900 to a high of \$2,995,000. There are 47 (+/-0) properties in "Active Under Contract" status (some major contingencies but in escrow). There are 73 (-1) properties in a Pending sale (waiting on escrow to close). Of the active listings, 168 in the Yucca Valley zip code of 92284 (-35). 135 in the Joshua Tree zip code of 92252 (-28) and 161 in Twentynine Palms 92277 (-29).



MONTHLY CLOSED ESCROW AND INVENTORY COMPARISON BY YEAR

Last month, in December, we closed escrow on 75 residential properties. In comparison, last year we closed escrow on 220 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?

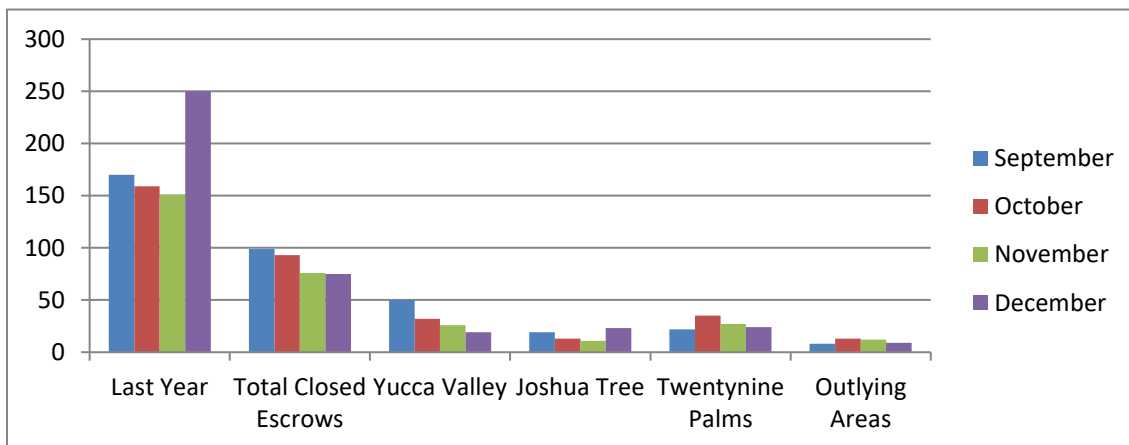
Our Hi Desert communities offer a variety of custom housing. When I refer, in this Update, to “average” just what is the definition for that month? Below is a table showing what was average for the month covered in this report (and the previous month). For the month of December 2022 our average is defined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

COMMUNITY	Average Sold Price	Average Lot Size (sq ft)	Average Square Footage	Average Bedrooms	Average Bathrooms	Avg Price per sq ft
Yucca Valley	\$358,474	46,764	1,428	3	2	\$264.12
<i>YV last month</i>	<i>\$419,917</i>	<i>61,057</i>	<i>1,524</i>	<i>3</i>	<i>2</i>	<i>\$289.21</i>
Joshua Tree	\$401,630	55,095	1,129	2	2	\$384.33
<i>JT last month</i>	<i>\$420,809</i>	<i>52,229</i>	<i>1,435</i>	<i>3</i>	<i>2</i>	<i>\$310.80</i>
29 Palms	\$250,221	81,295	1,156	2	2	\$245.12
<i>29 last month</i>	<i>\$258,833</i>	<i>67,917</i>	<i>1,279</i>	<i>3</i>	<i>2</i>	<i>\$200.96</i>

LAST MONTHS CLOSED ESCROW INFORMATION

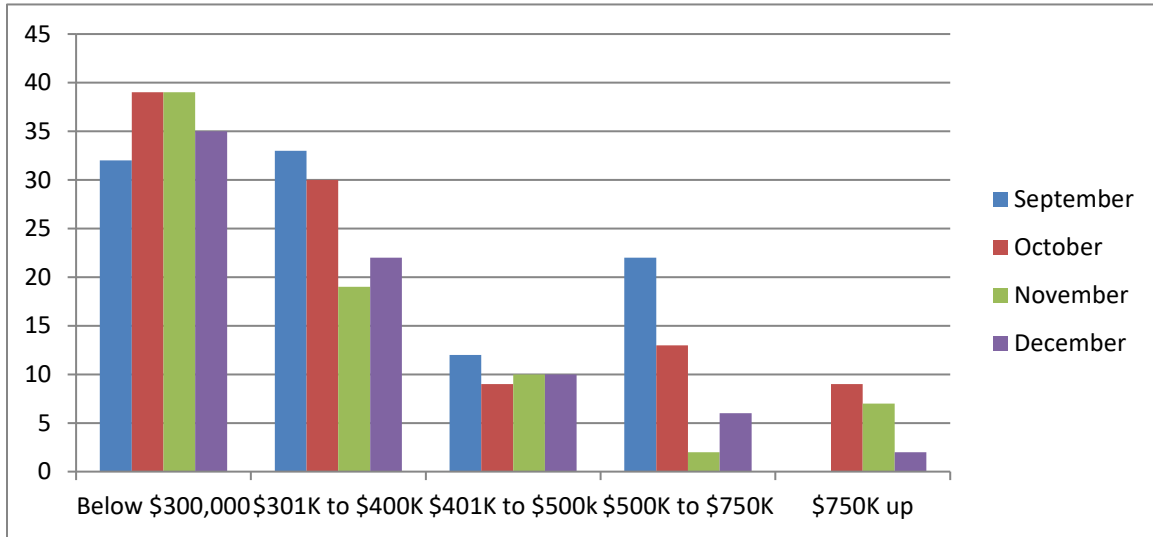
Number of Closed Escrows:

Last month (December 2022) in our Hi Desert communities of Yucca Valley, Joshua Tree, and Twentynine Palms plus outlying areas we closed escrow on 75 homes (-1). 25% of the sold homes were in Yucca Valley, 31% were in Joshua Tree, and 32% were in Twentynine Palms, 12% were from the smaller communities that surround our larger ones.



CLOSED ESCROWS BY PRICE RANGE:

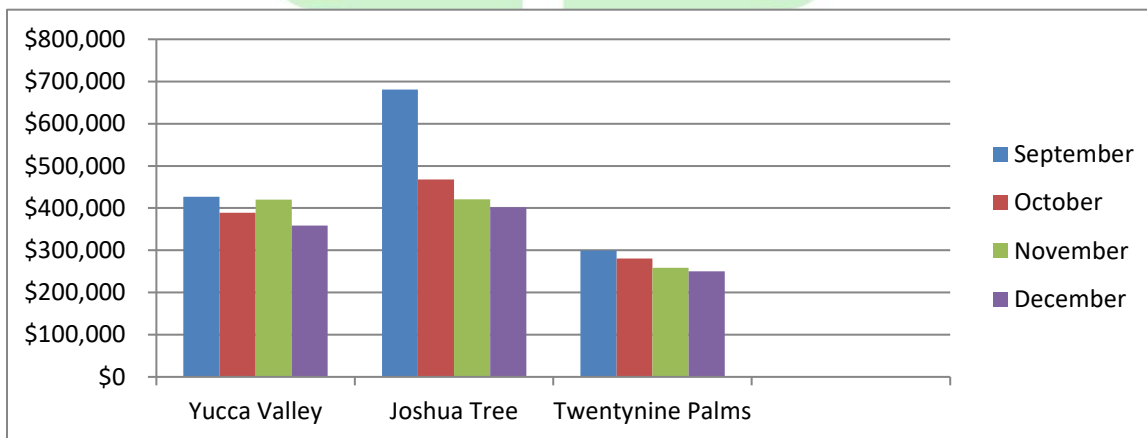
Of the 75 escrows closed in December, 35 were under \$300,000 (-04). 22 were between \$300k and \$400k (+03). 76% of homes sold under \$400k. 10 homes sold between \$400k and \$500k (+/- 0). 6 homes sold between \$500k and \$750k (+04). 2 homes sold over \$750k (-05). This month the highest value home sold at \$925,000 and is located on Campanula in Joshua Tree.



HOUSING STATISTICS

AVERAGE PRICE OF CLOSED ESCROWS:

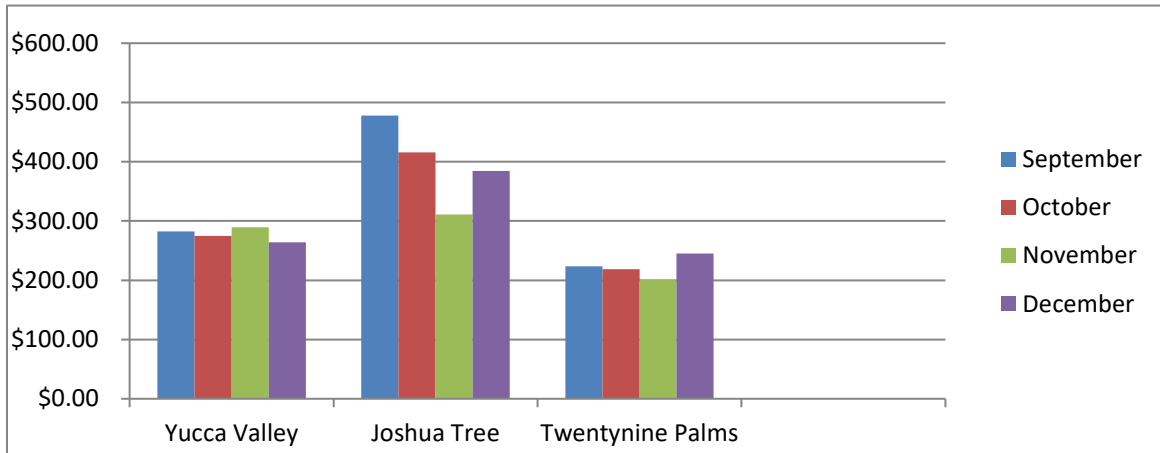
In December, homes that closed escrow in Yucca Valley sold at an average price of \$358,474 (-\$61,443), Joshua Tree averaged \$401,630 (-19,179), Twentynine Palms averaged \$250,221 (-\$8,612).



PRICE PER SQUARE FOOT OF CLOSED ESCROWS:

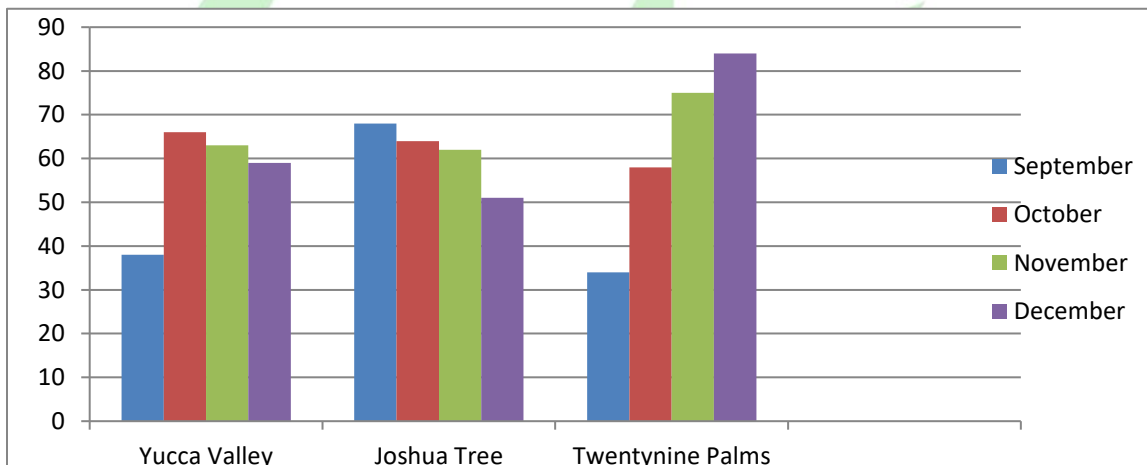
In December, homes that closed escrow in Yucca Valley sold for \$264.12 per square foot (-

\$25.09), Joshua Tree sold for \$384.33 per square foot (+\$73.53), Twentynine Palms sold for \$200.96 per square foot (+\$44.16). The most expensive home sold by square foot this month is in Joshua Tree. This 2021, one bedroom, one bath, 391 square foot house, on 1/2 acre, sold for \$905.37 per square foot, and is on Natoma. The least expensive home sold was \$92.50 per square foot and is in Twentynine Palms on Mustang Road.



Average Days on Market:

The average days on market for sold homes in Yucca Valley in December was 59 (-04), Joshua Tree was 51 (-11), Twentynine Palms was 84 (+12).



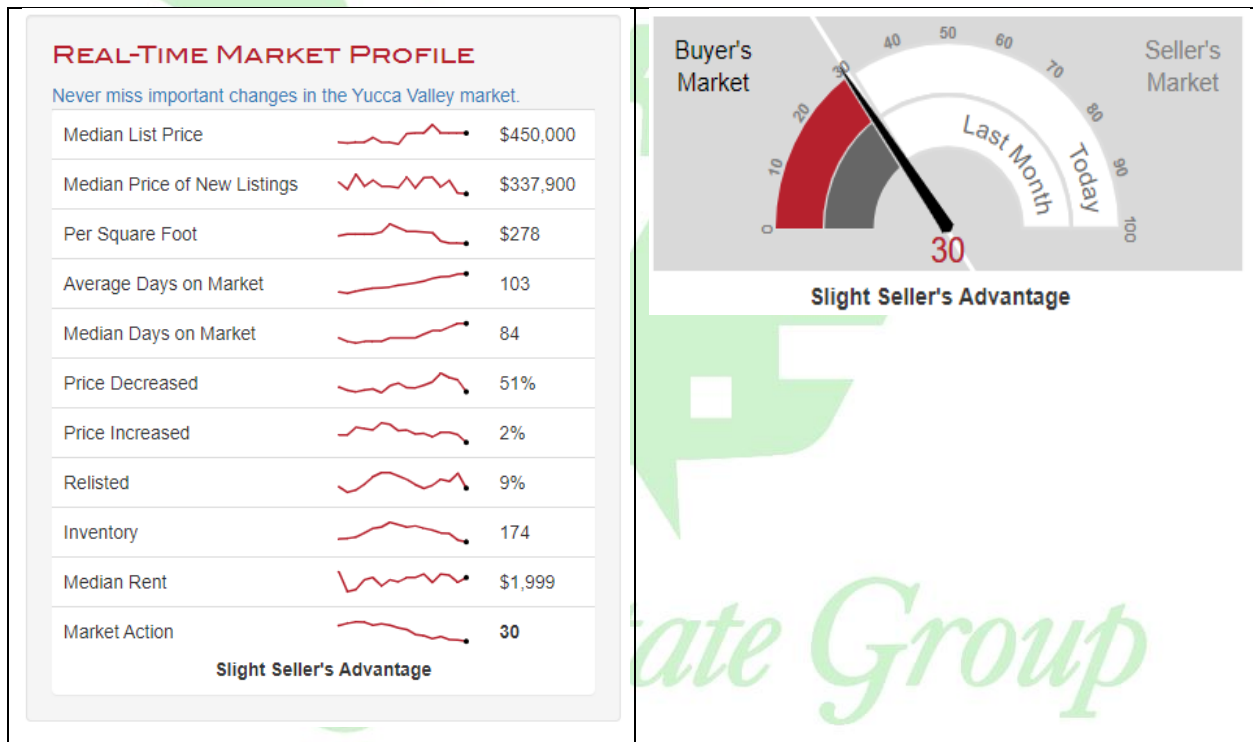
MARKET CONDITIONS

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.

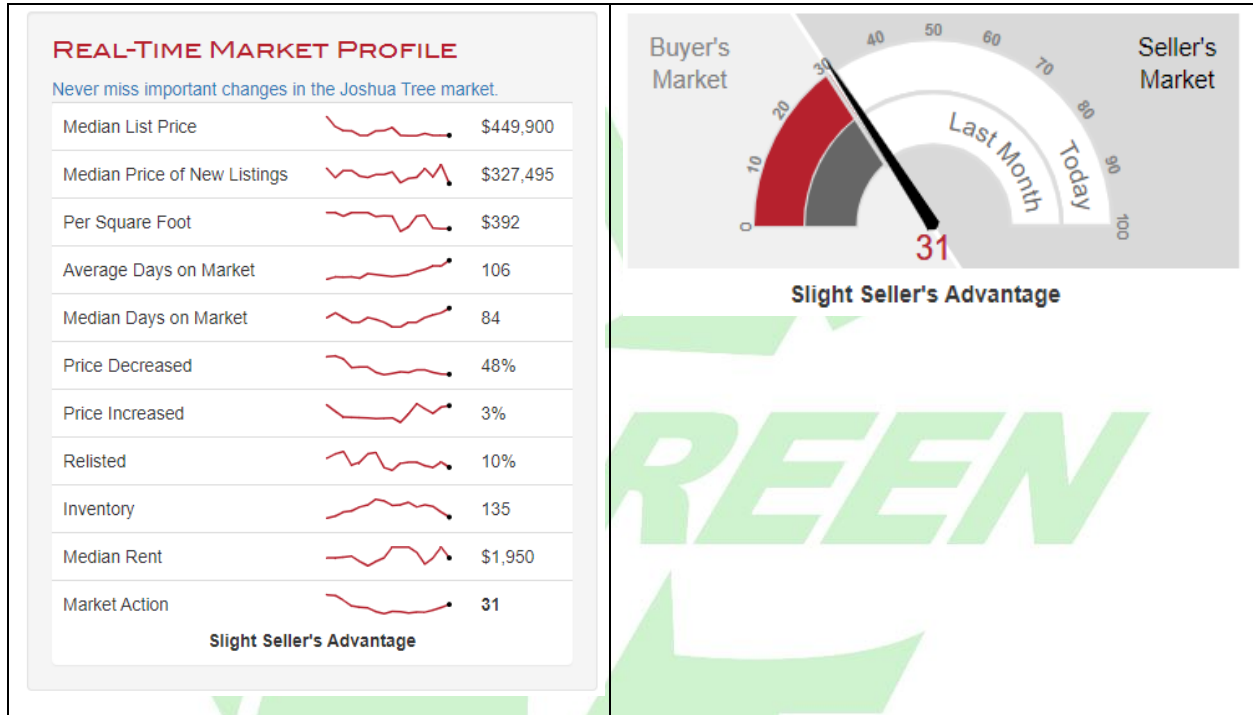
YUCCA VALLEY:

This week the median list price for Yucca Valley, CA 92284 is \$450,000 with the market action index hovering around 30. This is less than last month's market action index of 32. Inventory decreased to 174. The market has been cooling over time and prices plateaued for a while. Despite the consistent decrease in MAI, we're in the Seller's zone. 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.



JOSHUA TREE:

This week the median list price for Joshua Tree, CA 92252 is \$449,900 with the market action index hovering around 31. This is an increase over last month's market action index of 30. Inventory has decreased to 135. While the Market Action Index shows some strengthening in the last few weeks, prices have settled in a bit of a plateau. We are currently in a Seller's market so prices will likely resume their climb should this trend persist.














TWENTYNINE PALMS

This week the median list price for Twentynine Palms, CA 92277 is \$289,900 with the market action index hovering around 32. This is an increase over last month's market action index of 31. Inventory has decreased to 162. While the Market Action Index shows some strengthening in the last few weeks, prices have not seemed to move from their plateau. Should the upward trend in sales relative to inventory continue, expect prices to resume an upward climb in tandem with the MAI.

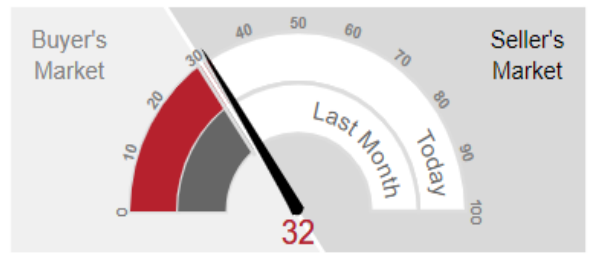
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REAL-TIME MARKET PROFILE

Never miss important changes in the Twentynine Palms market.

Median List Price		\$289,900
Median Price of New Listings		\$278,500
Per Square Foot		\$251
Average Days on Market		107
Median Days on Market		84
Price Decreased		47%
Price Increased		2%
Relisted		4%
Inventory		162
Median Rent		\$1,500
Market Action		32

Slight Seller's Advantage



Slight Seller's Advantage

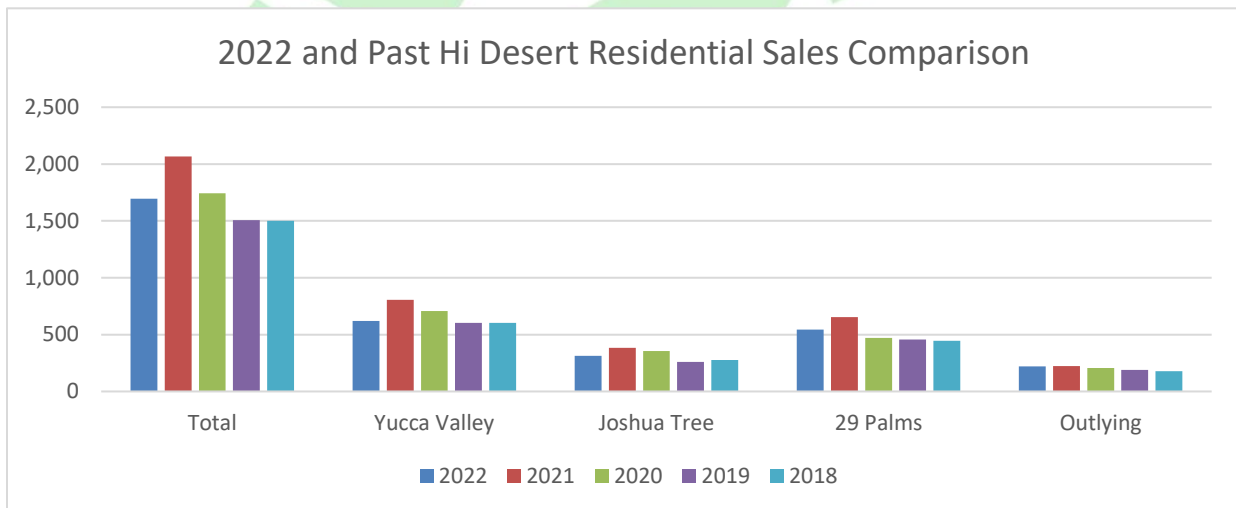
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2022 YEAR END STATISTICS HI DESERT COMMUNITIES

Numbers in parenthesis represent change from the previous year (2021).

Number of Closed Escrows:

Our Hi Desert Communities closed escrow on 1,696 homes (-370) in 2022. 2,066 in 2021, 1,742 in 2020, 1508 in 2019, and 1502 in 2018. 36% of the sold homes in 2021 were in Yucca Valley (-3%), 19% were in Joshua Tree (+/- 0%), 32% were in Twentynine Palms (+/- 0%), and 13% (+3%) were from the smaller communities that surround our larger ones.



WHAT IS AVERAGE?

Our Hi Desert communities offer a variety of custom housing. It is rare to find “tract built” developments. When I refer below 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. Numbers in *Italics* are 2021 averages.

For the year 2022 our average is defined as-

COMMUNITY	Average Sold Price	Average Lot Size	Average Square Footage /Price per sq ft	Average Bedrooms	Average Bathrooms
Yucca Valley	\$432,716	50,764	1579/\$289.15	3	2
<i>YV Last Year</i>	<i>\$387,311</i>	<i>50,118</i>	<i>1615/\$239.82</i>	<i>2.62</i>	<i>2</i>
Joshua Tree	\$517,650	74,760	1256/\$451.21	2	2
<i>JT Last Year</i>	<i>\$450,318</i>	<i>68,508</i>	<i>1316/\$373.46</i>	<i>2</i>	<i>2</i>
29 Palms	\$283,316	71,870	1267/\$237.01	3	2
<i>29 Last Year</i>	<i>\$235,585</i>	<i>74,824</i>	<i>1209/\$194.94</i>	<i>2.53</i>	<i>1.76</i>

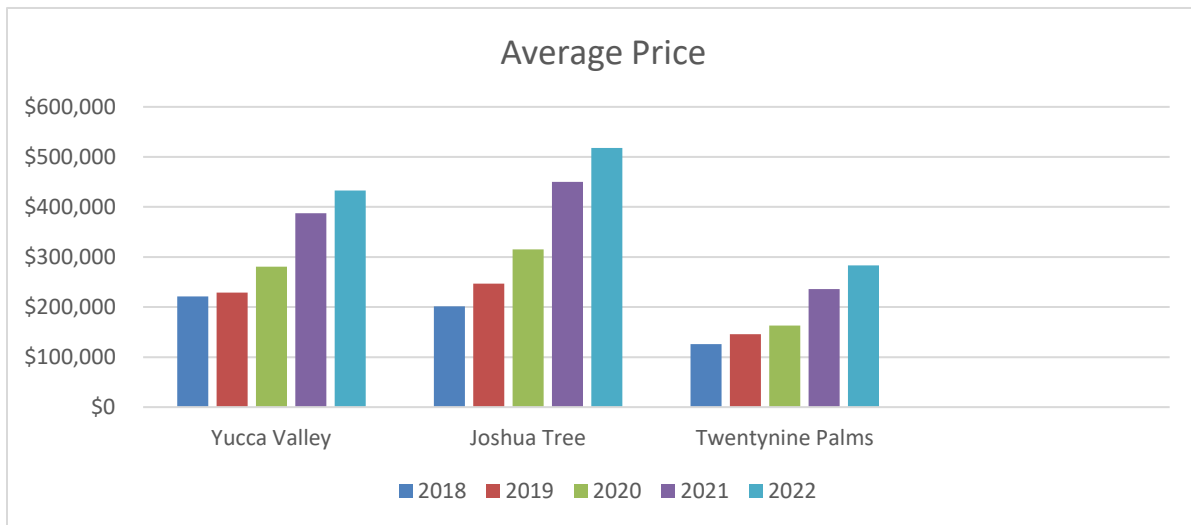
Closed escrow by price range:

Of the escrows closed in 2022, 236 were under \$200,000 (-111). 381 were between \$200k and \$300k (-239). 464 were between \$300k and \$400k (-54). 261 homes sold between \$400k and \$500 (-18). 354 homes sold over \$500k (+52). Our highest value home sold for the year is \$3,050,000 and is located on Sunny Vista in Joshua Tree (not sure I agree this was residential as it used to be a cluster of cabins on 11 acres).

AVERAGE PRICE OF CLOSED ESCROWS:

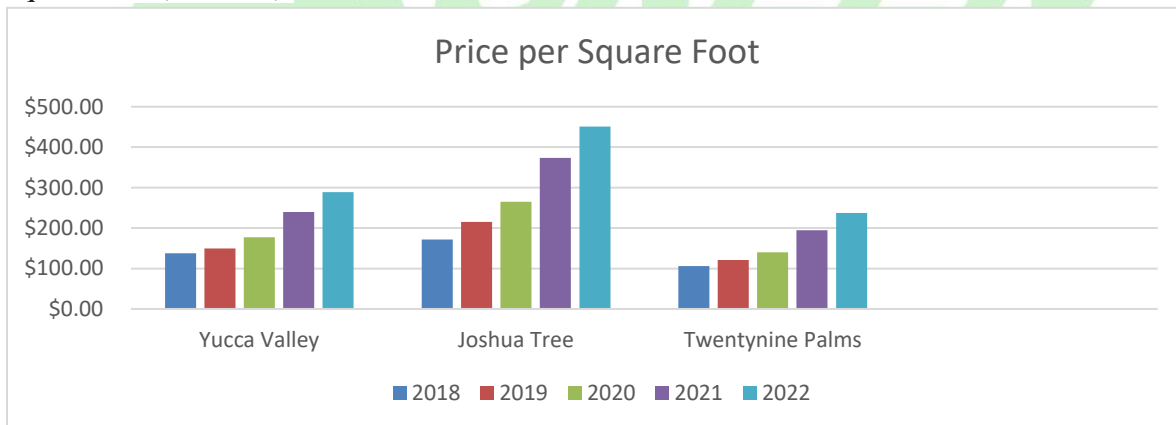
In 2021, homes that closed escrow in Yucca Valley sold at an average price of \$432,716 (**+\$45,405 or +12%**), Joshua Tree averaged \$517,650 (**+\$67,332 or +15%**), Twentynine Palms averaged \$283,316 (**+\$47,731 or +20%**)

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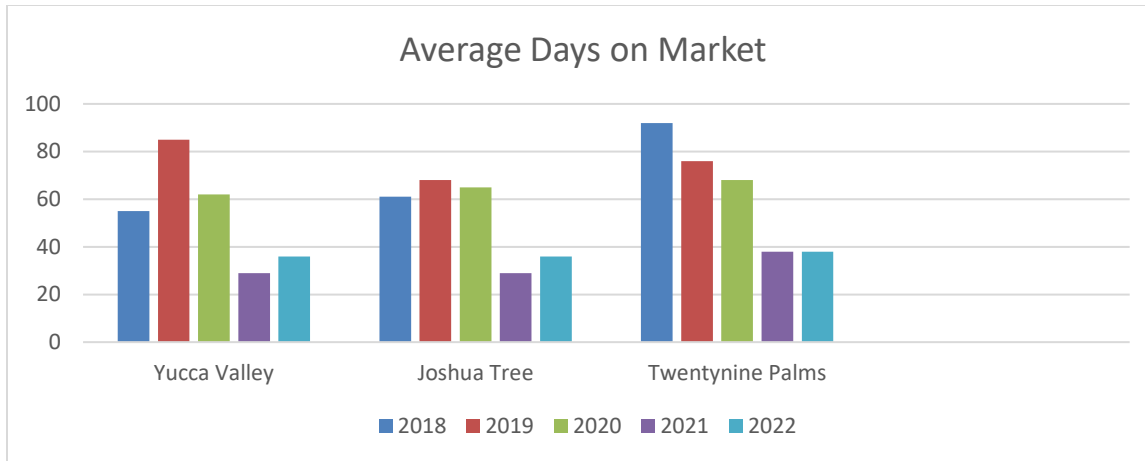
PRICE PER SQUARE FOOT OF CLOSED ESCROWS:

In 2022, homes that closed escrow in Yucca Valley sold for \$289.15 per square foot (+\$49.33), Joshua Tree sold for \$451.21 per square foot (+\$77.75), Twentynine Palms sold for \$237.01 per square foot (+\$42.07).



Average Days on Market:

In 2022 the average days on market for sold homes in Yucca Valley was 36 (+07), Joshua Tree was 36 (+07), Twentynine Palms was 38 (+/- 0).



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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DRE #01275801

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