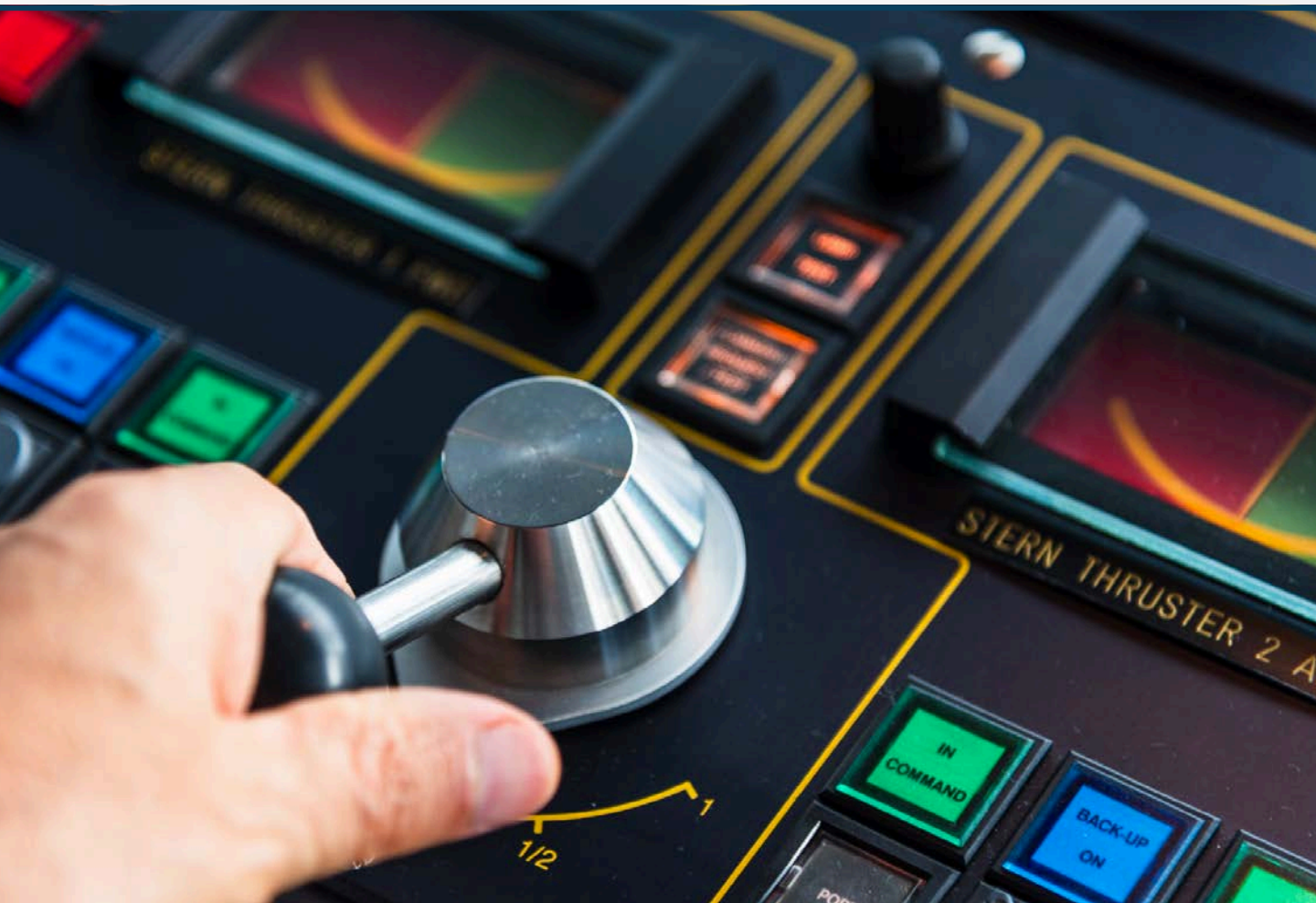


APRIL 6, 2026 - WRITTEN BY STEVEN THOMAS

PRECISION PRICING

ONE OF THE MOST IMPORTANT STEPS TO SUCCESSFULLY APPROACHING TODAY'S HOUSING MARKET IS FOR SELLERS TO ARRIVE AT THE ASKING PRICE WITH METICULOUS CARE.



Ticket scalping is not for the faint of heart. The goal is simple: sell tickets for more than what was originally paid, but doing so requires careful, strategic pricing based on supply and demand. When a price is set excessively high and nobody bites, it often has to be adjusted. The longer a scalper holds onto a ticket, the more inclined they are to reduce the price even further. In some cases, their expectations are so unrealistic that on the day of the event, they are forced to slash the price dramatically a few hours beforehand, often below face value, to avoid being left with a worthless ticket.

Similarly, for sellers, careful, strategic pricing is critical in achieving success. Overprice, and a seller languishes on the market due to unrealistic expectations. The longer a home sits on the market, the less fanfare and excitement the home generates.

Today's buyers are educated and know their specific market. They tap into their favorite app morning, noon, and night, waiting for the next new property to hit the market. As soon as one does, buyers view the virtual tour, they scrutinize the property description, all the details, and every photo, and then they look at the price. They look at the home's location, condition, upgrades, and amenities, then analyze its asking price. This is a home's first impression, and sellers only get one shot at it. Based on all these factors, buyers decide whether to tour a home or skip it altogether.

Far too many sellers are initially pricing their homes too high. They are either overzealous, mistakenly believe they need to leave room for negotiations, want to "test" a price, are struggling to remove their emotions from pricing the "family home," or did not spend enough time methodically arriving at the price. They then have to adjust the asking price to secure a buyer willing to write an offer to purchase. An eye-opening 41% of the active listing inventory has reduced the asking price at least once.

The data reveals that starting overpriced and then reducing it results in a seller walking away with less money. The median sales price to **last** list price ratio is very revealing. This refers to the final list price before becoming a pending sale. There are always exceptions, but the overall trend is overwhelming. In Riverside County, 65% of all closed sales in March did not reduce the asking price. The median sales price to **last** list price ratio for these homes was 100%, meaning, on average, a home priced appropriately sold at its initial asking price. A house listed at \$700,000 sold for \$700,000. The median days on the market before becoming a pending sale was only 20, demonstrating that accurate pricing also means considerably less time on the market.

Riverside County - March 2026

Reduction	% of Sales	Sales to Last List Price Ratio	Sales to Original List Price Ratio	Median DOM
No Reduction	65%	100.0%	100.0%	20 Days
1% to 4%	18%	99.2%	96.4%	81 Days
5% or more	17%	98.0%	89.6%	111 Days

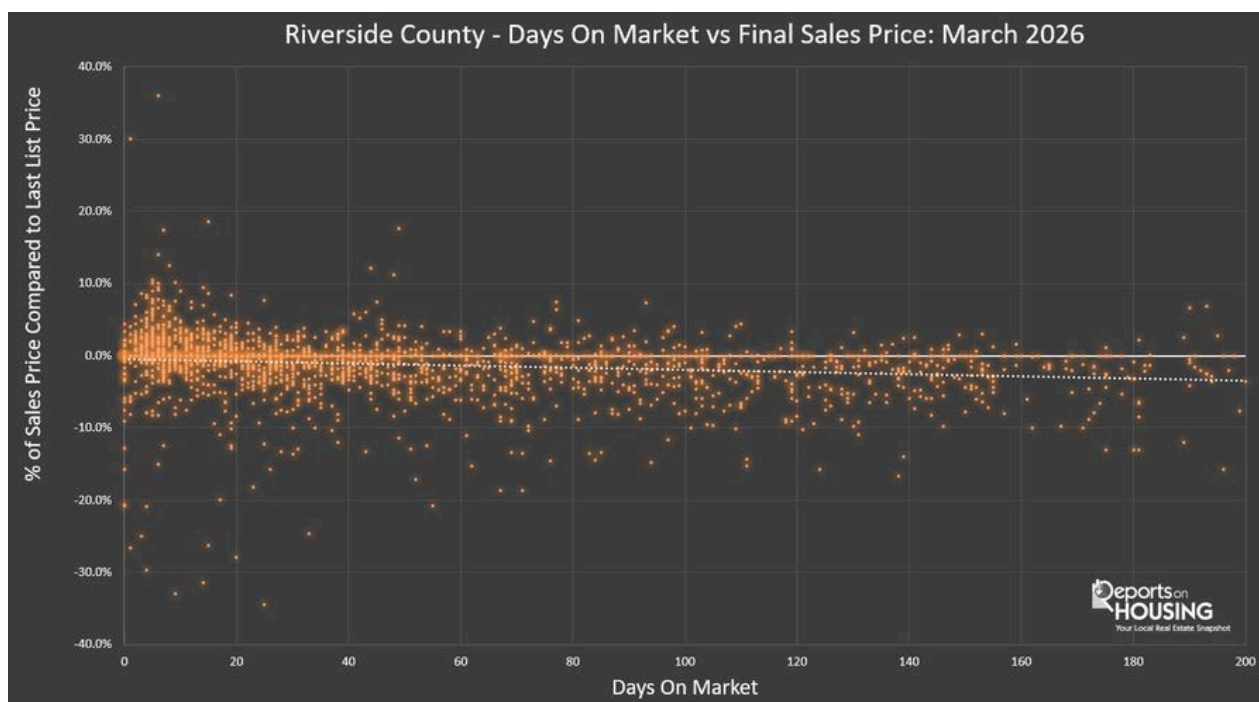
18% of all closed sales reduced their asking prices between 1% and 4%. The sales-to-last list price ratio for these homes was 99.2%; on average, it took 81 days to become a pending sale, or almost 3 months. A house that reduced its list price to \$700,000 sold for \$694,400 a substantial \$5,600 less than the house that sold for \$700,000 with no reduction.

For homes that reduced their asking prices by 5% or more, 17% of closed sales in March, the sales-to-last list price ratio was 98.0% after being on the market for 111 days, nearly 4 months. A home that finally reduced its price to \$700,000 sold for \$686,000, an astonishing \$14,000 less than the homeowners who did not need to reduce the asking price.

The sales price to **original** list price ratio reveals the difference between a home's original asking price and the value buyers are ultimately willing to pay. This is the price of a home when it initially comes on the market before any price reductions. For homes that reduced their asking price by 1% to 4%, the sales price-to-original list price ratio was 96.4%. For example, a house initially listed at \$720,200 had to reduce the asking price to \$700,000 to secure success and ultimately sold for \$694,400, an astonishing \$25,800 less than the original price.

Homes that reduced their asking price by at least 5% had a sales-to-original-list-price ratio of 89.6%. A house initially listed at \$766,000 had to lower the asking price, often more than once, to \$700,000 to find success, and ultimately sold for \$686,200. That is an overwhelming \$79,800 less than the original asking price.

Homes that linger on the market generate less interest or activity and become "market worn." The scatter chart below shows what happens to homes as they linger on the market. An enlightening 45% of all homes that sold within the first three weeks closed above their asking price. It dropped to 15% for homes that had been on the market for over 2 months. Homeowners who painstakingly arrived at the asking price had a substantially higher probability of selling quickly, very close to their price, and often at or above it. Sellers who were exposed to the market for a long time ultimately had to adjust the price and, for the most part, accepted an offer below their final list price. The dotted line represents the trend line, illustrating how a home's final sales price typically drops as it sits on the market longer.



Precision pricing is the **most important factor** in securing the most successful outcome for sellers. Sellers who scrutinize every recent comparable closed and pending sale, carefully weighing the pros and cons, and contrasting a home's condition, upgrades, location, and amenities, will be able to dial in the **Fair Market Value**, the most probable price the market is willing to pay for a home. This tactical approach to today's housing market will enable sellers to walk away with the most amount of money possible, the ultimate goal in selling.



ACTIVE LISTINGS

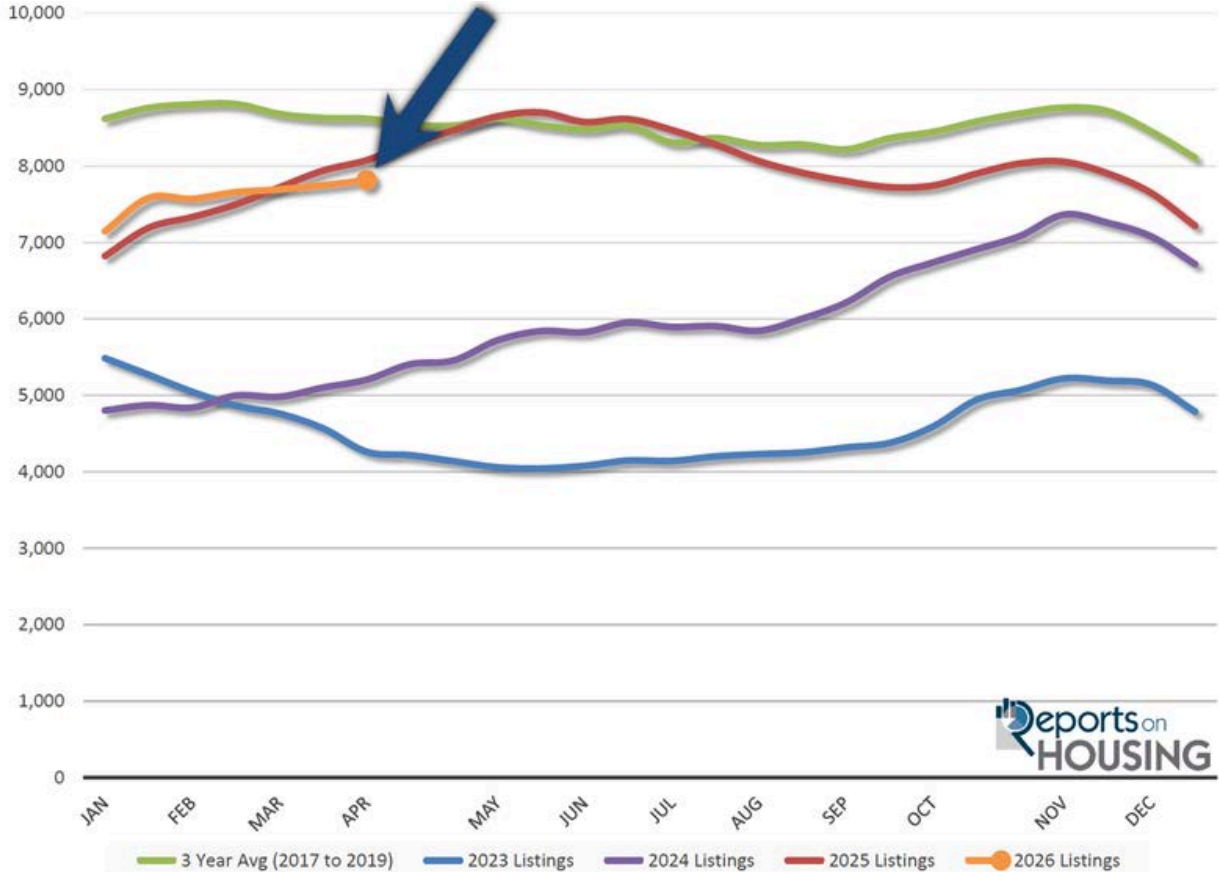
THE INVENTORY INCREASED BY 1% IN THE PAST COUPLE OF WEEKS.

The active listing inventory increased by 68 homes over the past two weeks, up 1%, to 7,816. The Spring Market has arrived. More homes are placed on the market during the spring than any other season of the year. March is the top month for new sellers. The inventory will grow from week to week until it reaches a peak, typically between August and September, excluding Coachella Valley due to snowbird seasonality. Many homeowners mistakenly think the market continues to heat up each week during spring. In fact, the market slows weekly during the Spring and Summer Markets due to increased seller competition.

Last year, the inventory was at 8,075 homes, **3% more, or 259 additional homes**. The year-over-year gap marginally widened over the past couple of weeks. The 3-year average before COVID (2017 through 2019) was 8,619, 10% more, or 803 additional homes.

RIVERSIDE COUNTY

ACTIVE LISTING INVENTORY YEAR-OVER-YEAR



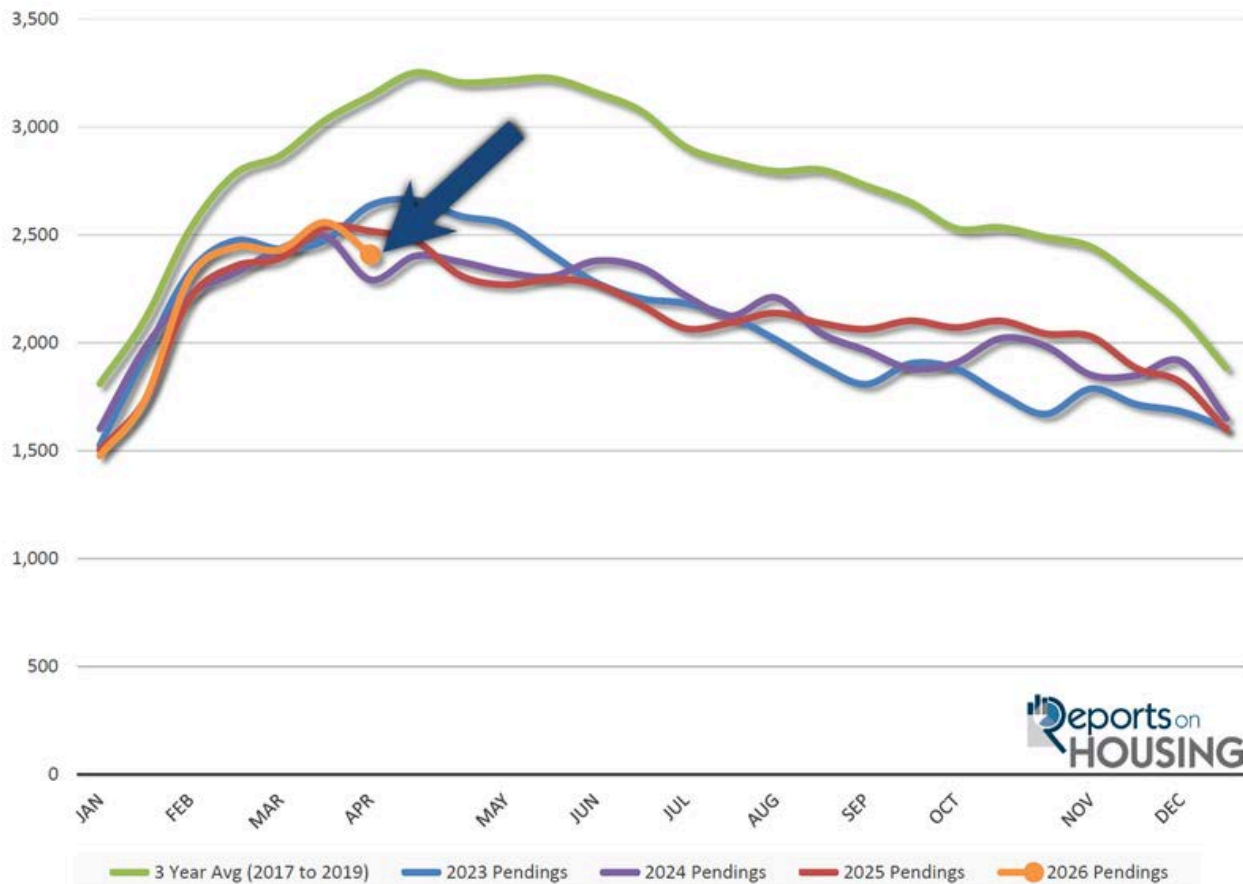
Homeowners continue to “hunker down” in their homes, unwilling to move because of their current, underlying, locked-in, low fixed-rate mortgage. This trend has been easing from the lows established in 2023. Through March, 10,822 homes were placed on the market in Riverside County, 2,218 fewer than the 3-year average before COVID (2017-2019), 17% less.

In 2025, 11,652 homes entered the market (8% more), compared to 9,593 in 2024 (11% less), and 8,299 in 2023 (23% less). Slightly fewer homes have been coming on the market this year compared to last.

Demand, a snapshot of the number of new pending sales over the prior month, decreased from 2,558 to 2,409 in the past couple of weeks, down 149 pending sales, or 6%. It is the first decline of the year, meaning demand may have peaked two weeks ago at 2,558. If the peak was established, expect demand to drop at an extremely slow rate, appearing nearly flat through September.

Last year, demand was 2,518, with **5% more than today, or 109 additional pending sales**. The 3-year average before COVID (2017 to 2019) was 3,144 pending sales, **31% more than today, or an additional 735**.

RIVERSIDE COUNTY DEMAND YEAR-OVER-YEAR



As the Federal Reserve has indicated, it is essential to watch all economic releases for signs of slowing. These releases can cause mortgage rates to rise or fall, depending on how they compare with market expectations. It is also important to monitor any developments in the Iran conflict and its impact on the oil market, and ultimately inflation, which can also cause mortgage rates to rise or fall. This week, the Personal Consumption Expenditures – Price Index (PCE) for February, the Fed’s preferred inflation gauge, will be released on Thursday, and the Consumer Price Index (CPI) for March will be released on Friday. Next week, the Producer Price Index (PPI) will be released, a key indicator of inflation. It will be a pivotal two weeks for rates.

EXPECTED MARKET TIME

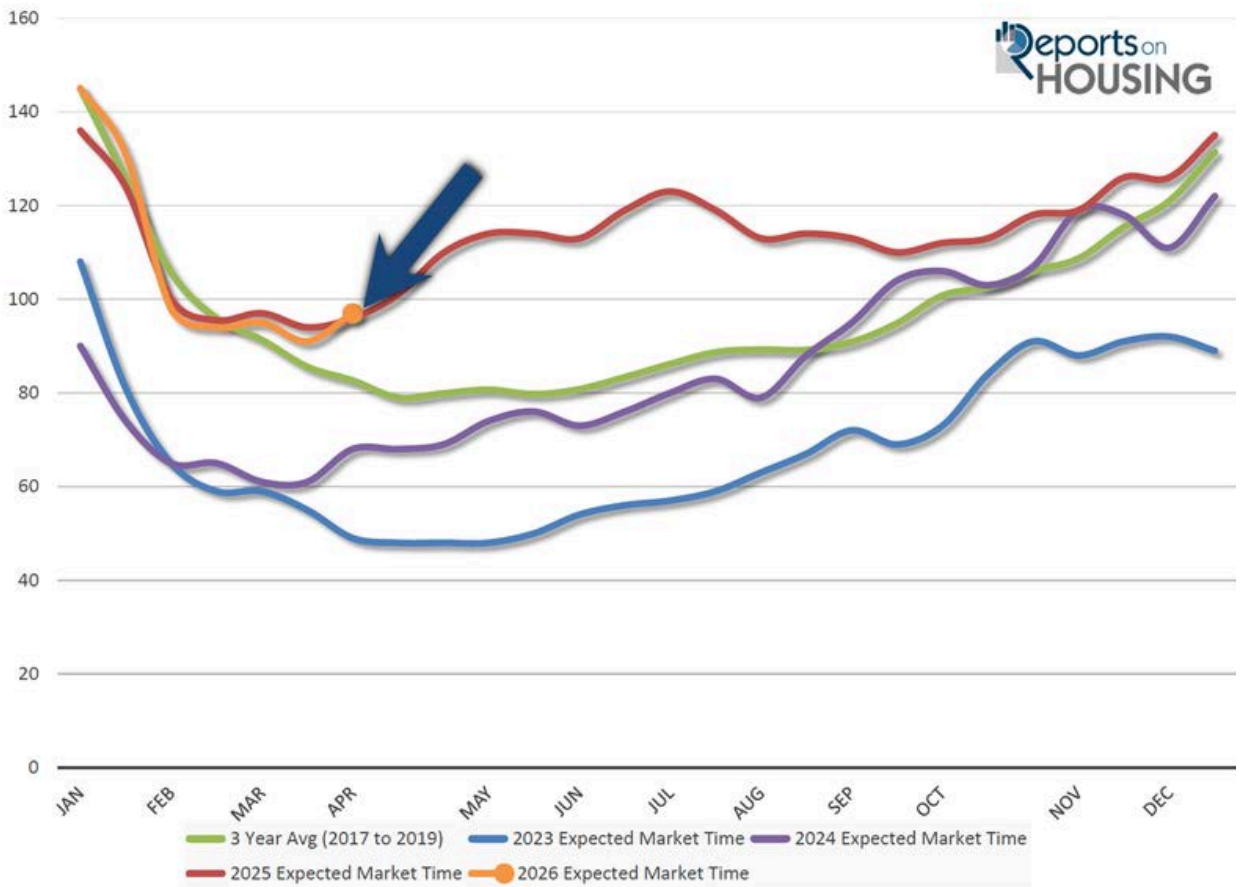
IN THE PAST TWO WEEKS, THE MARKET TIME SLOWED TO 97 DAYS.

With the supply of available homes rising by 68 homes, **up 1%**, and demand falling by 149 pending sales, **down 6%**, the Expected Market Time (the number of days it takes to sell all Riverside County listings at the current buying pace) remained rose from 91 to 97 days in the past couple of weeks, which is the slowest the market has been since early February.

Last year, it was 96 days, nearly identical to today. The 3-year average before COVID (2017 to 2019) was 83 days, quicker than today.

The Expected Market Time for condominiums and townhomes increased from 109 to 133 days in the past two weeks. It was at 121 days last year. For detached homes, the Expected Market Time rose from 86 to 89 days. It was 91 days a year ago, similar to today. The detached-home market is faster than the attached-home market.

RIVERSIDE COUNTY EXPECTED MARKET TIME YEAR-OVER-YEAR (IN DAYS)



RIVERSIDE COUNTY LUXURY END BREAKDOWN



In the past couple of weeks, the luxury home inventory priced above \$1 million (the top 10% of the Riverside County housing market) increased from 1,540 to 1,548, a rise of eight homes, or 1%. Luxury demand decreased by four pending sales, down 1%, to 307. With supply rising and demand falling, the Expected Market Time for luxury homes priced above \$1 million rose from 149 to 151 days, rising by two days. Due to the increased volatility of Wall Street and the uncertainty surrounding the economy, expect luxury to continue slow from here.

Year over year, the active luxury inventory is down by 104 homes, or 6%, and luxury demand is down by 17 pending sales, or 5%. Last year's Expected Market Time was 153 days, similar to today.

In the past two weeks, the Expected Market Time for homes priced between \$1 million and \$1.5 million increased from 123 to 128 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 139 to 133 days. For homes priced between \$2 million and \$4 million, the Expected Market Time remained unchanged at 195 days. For homes priced above \$4 million, the Expected Market Time increased from 282 to 305 days. Luxury is at 151 days overall. At this pace, a seller would be looking at becoming a pending sale around **September 2026**.

RIVERSIDE COUNTY MARKET BREAKDOWN

PRICE RANGES & MARKET SPEED	MARKET TIME	% OF CURRENT INVENTORY	% OF CURRENT DEMAND	LAST YEAR
\$0-\$500k 	101 Days	30%	29%	88 Days
\$500k-\$750k 	79 Days	36%	44%	82 Days
\$750k-\$1m 	100 Days	14%	14%	104 Days
\$1m-\$1.5m 	128 Days	9%	7%	141 Days
\$1.5m-\$2m 	133 Days	4%	3%	133 Days
\$2m-\$4m 	195 Days	5%	2%	174 Days
\$4m+ 	305 Days	2%	1%	273 Days

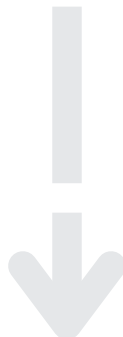
In the past two weeks, the inventory of homes in the Coachella Valley increased by five homes, nearly unchanged. Coachella Valley demand in the past couple of weeks dropped by 114 pending sales, down 12%. With supply nearly unchanged and demand falling, the overall Expected Market Time for Coachella Valley rose from 120 to 137 days, representing a 17-day slowdown over the past couple of weeks.

Year over year, the Coachella Valley inventory is down by 83 homes, or 2%. Demand is down by five pending sales, or 1%. The Expected Market Time last year was 140 days, slightly slower than today.

The median sales price in February was \$620,000, nearly unchanged from January, and the sales-to-list price ratio was 97.6%. The median price in February 2025 was \$610,000, 2% less than today.

COACHELLA VALLEY REPORT	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	UNITS SOLD FEB 2026	MEDIAN SALES PRICE FEB 2026	SALES TO L-PRICE RATIO FEB 2026
4/2/2026									
Bermuda Dunes	52	18	87	122	183	141	11	\$535,000	93.9%
Cathedral City	228	47	146	108	118	140	41	\$515,000	98.6%
Coachella	47	11	128	106	105	76	6	\$511,500	98.6%
Desert Hot Springs	227	57	119	110	135	121	35	\$410,000	100.0%
Indian Wells	137	23	179	110	133	129	16	\$1,970,000	96.1%
Indio	517	102	152	117	124	142	84	\$540,000	97.8%
La Quinta	494	109	136	122	127	107	95	\$915,000	97.0%
Palm Desert	826	194	128	109	120	147	141	\$534,000	97.5%
Palm Springs	783	155	152	133	127	161	137	\$650,000	97.8%
Rancho Mirage	432	100	130	150	139	173	69	\$939,000	97.0%
Thousand Palms	15	5	90	100	80	90	1	\$1,225,000	90.7%
ALL OF COACHELLA	3,758	821	137	120	126	140	636	\$620,000	97.6%

RIVERSIDE COUNTY HOUSING SUMMARY



- **INVENTORY:** The active listing inventory in the past couple of weeks increased by 68 homes, or 1%, and now stands at 7,816. Last year, there were 8,075 homes on the market, 3% more than today. The 3-year average before COVID (2017-2019) was 8,619, which is **10% more than today**. Through March, 17% fewer homes came on the market compared to the 3-year average before COVID (2017-2019), 2,218 less. Additionally, 830 fewer sellers came on the market this year than last year, but 1,229 more than in 2024, and 2,523 more than in 2023.
- **DEMAND:** Buyer demand, measured by the number of pending sales over the prior month, dropped by 149 pending sales in the past two weeks, down 6%, and now totals 2,409. Last year, there were 2,518 pending sales, which is **5% more than today**. The 3-year average before COVID (2017-2019) was 3,144, which is 31% higher.
- **MARKET TIME:** With supply rising and demand falling, the Expected Market Time, the number of days to sell all Riverside County listings at the current buying pace, rose from 91 to 97 days in the past couple of weeks. Last year, it was 96 days, nearly identical to today. The 3-year average before COVID (2017-2019) was 83 days, which is quicker than today.
- **LUXURY:** In the past two weeks, the Expected Market Time for homes priced between \$1 million and \$1.5 million increased from 123 to 128 days. For homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 139 to 133 days. For homes priced between \$2 million and \$4 million, the Expected Market Time remained unchanged at 195 days. For homes priced above \$4 million, the Expected Market Time increased from 282 to 305 days.
- **COACHELLA VALLEY:** In the past two weeks, the inventory of homes in the Coachella Valley increased by five homes, nearly unchanged. Coachella Valley demand in the past couple of weeks dropped by 114 pending sales, down 12%. With supply nearly unchanged and demand falling, the overall Expected Market Time for Coachella Valley rose from 120 to 137 days, representing a 17-day slow down over the past couple of weeks.
- **DISTRESSED HOMES:** Short sales and foreclosures combined, comprised only 1.5% of all listings and 1.3% of demand. Only 49 foreclosures and 72 short sales are available today in Riverside County, with 121 total distressed homes on the active market, up two from two weeks ago. Last year, 58 distressed homes were on the market, fewer than today.
- **CLOSED SALES:** There were 1,912 closed residential resales in February, 2% lower than February 2025's 1,943 and up 21% from January 2026. The sales-to-list price ratio in Riverside County was 99.4%. Foreclosures accounted for 0.9% of all closed sales, and short sales accounted for 0.8%. That means that 98.3% of all sales were sellers with equity.

RIVERSIDE COUNTY MARKET TIME REPORT

APRIL 6, 2026 - PRECISION PRICING

RIVERSIDE COUNTY CITIES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEAR AGO	MEDIAN ACTIVE LIST PRICE
4/2/2026								
Aguanga	20	5	120	135	108	188	41	\$565k
Anza	40	6	200	109	115	103	137	\$363k
Banning	156	51	92	78	88	124	54	\$409k
Beaumont	165	56	88	109	80	71	51	\$535k
Bermuda Dunes	52	18	87	122	183	141	132	\$715k
Blythe	55	8	206	150	139	172	191	\$295k
Cabazon	11	3	110	110	195	68	Infinite	\$280k
Calimesa	24	5	144	98	94	98	138	\$538k
Canyon Lake	96	21	137	135	157	159	92	\$907k
Cathedral City	228	47	146	108	118	140	157	\$520k
Cherry Valley	33	10	99	78	72	74	47	\$530k
Coachella	47	11	128	106	105	76	55	\$543k
Corona	380	107	107	84	87	95	35	\$790k
Desert Hot Springs	227	57	119	110	135	121	95	\$429k
Eastvale	72	36	60	68	77	60	22	\$892k
Hemet	402	133	91	80	91	77	66	\$417k
Homeland	25	12	63	60	75	72	77	\$300k
Idyllwild	75	13	173	293	623	338	158	\$485k
Indian Wells	137	23	179	110	133	129	81	\$1.5m
Indio	517	102	152	117	124	142	96	\$549k
Jurupa Valley	90	65	42	47	75	49	42	\$764k
La Quinta	494	109	136	122	127	107	97	\$905k
Lake Elsinore	214	73	88	103	107	75	42	\$602k
Menifee	327	149	66	62	61	78	46	\$600k
Moreno Valley	190	117	49	54	55	64	34	\$585k
Mountain Center	28	3	280	280	174	255	190	\$799k
Murrieta	355	146	73	74	84	65	44	\$699k
Norco	36	14	77	40	65	50	38	\$1.0m
Nuevo/Lakeview	12	9	40	53	85	87	63	\$640k
Palm Desert	826	194	128	109	120	147	98	\$599k
Palm Springs	783	155	152	133	127	161	115	\$749k
Perris	123	61	60	49	48	78	40	\$576k
Rancho Mirage	432	100	130	150	139	173	119	\$984k
Riverside	391	204	58	59	54	67	56	\$715k
Romoland	0	0	Infinite	Infinite	Infinite	Infinite	10	-
San Jacinto	127	55	69	83	88	60	57	\$499k
Temecula	309	125	74	74	70	71	61	\$899k
Thousand Palms	15	5	90	100	80	90	360	\$305k
Whitewater	13	2	195	450	225	165	180	\$399k
Wildomar	60	27	67	59	74	41	23	\$687k
Winchester	166	61	82	67	70	60	43	\$625k
All of R.C.	7,816	2,409	97	91	95	96	68	\$625k

RIVERSIDE COUNTY PRICE RANGE REPORT

APRIL 6, 2026 - PRECISION PRICING

RIVERSIDE COUNTY ATTACHED HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
4/2/2026								
All of R.C.	1,963	443	133	109	119	121	81	\$495k
R.C. \$0-\$300k	301	58	156	137	149	144	76	\$264k
R.C. \$300k-\$500k	734	148	149	102	120	97	81	\$409k
R.C. \$500k-\$750k	582	152	115	101	103	136	77	\$595k
R.C. \$750k-\$1m	179	40	134	115	128	154	100	\$857k
R.C. \$1m+	167	45	111	130	127	125	86	\$1.4m

RIVERSIDE COUNTY DETACHED HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
4/2/2026								
All of R.C.	5,853	1,966	89	86	89	91	65	\$675k
R.C. \$0-\$300k	318	73	131	117	115	102	92	\$225k
R.C. \$300k-\$500k	1,003	423	71	68	73	75	49	\$430k
R.C. \$500k-\$750k	2,215	915	73	71	74	76	53	\$619k
R.C. \$750k-\$1m	936	293	96	94	93	98	71	\$850k
R.C. \$1m-\$1.5m	605	139	131	124	113	141	103	\$1.2m
R.C. \$1.5m-\$2m	267	56	143	138	124	142	135	\$1.7m
R.C. \$2m-\$4m	346	51	204	198	243	174	149	\$2.8m
R.C. \$4m+	163	16	306	281	260	298	295	\$5.5m

RIVERSIDE COUNTY ALL HOMES	CURRENT ACTIVES	DEMAND (LAST 30 DAYS PENDING)	MARKET TIME (IN DAYS)	MARKET TIME 2-WEEKS AGO	MARKET TIME 4-WEEKS AGO	MARKET TIME 1-YEAR AGO	MARKET TIME 2-YEARS AGO	MEDIAN ACTIVE LIST PRICE
4/2/2026								
All of R.C.	7,816	2,409	97	91	95	96	68	\$625k
R.C. \$0-\$300k	619	131	142	126	129	117	85	\$245k
R.C. \$300k-\$500k	1,737	571	91	79	88	82	57	\$425k
R.C. \$500k-\$750k	2,797	1,067	79	75	79	82	56	\$610k
R.C. \$750k-\$1m	1,115	333	100	96	98	104	74	\$850k
R.C. \$1m-\$1.5m	712	167	128	123	112	141	99	\$1.2m
R.C. \$1.5m-\$2m	292	66	133	139	128	133	132	\$1.8m
R.C. \$2m-\$4m	371	57	195	195	228	174	143	\$2.8m
R.C. \$4m+	173	17	305	282	278	273	303	\$5.5m

*Data tabulated from CRMLS. This data may not reflect all real estate activity in the market. Due to Range Price listings, "All Homes," "Attached" and "Detached" totals do not add up and are slightly off.

RIVERSIDE COUNTY SOLD REPORT

APRIL 6, 2026 - PRECISION PRICING

RIVERSIDE COUNTY CITIES	UNITS SOLD FEB 2026	MEDIAN SALES PRICE	MEDIAN LIST PRICE	SALES TO LIST PRICE RATIO	LOW PRICE	HIGH PRICE	MEDIAN SQ. FT.	MEDIAN \$ PER SQ. FT.	MEDIAN DOM	UNITS SOLD FEB 2025
Aguanga	4	\$602,500	\$617,500	98.3%	\$425,000	\$850,000	1842.5	\$327	84.5	7
Anza	3	\$450,000	\$475,000	96.6%	\$420,000	\$505,000	1,344	\$335	61	9
Banning	33	\$400,000	\$400,000	100.0%	\$259,000	\$810,000	1555	\$257	36	38
Beaumont	47	\$530,000	\$525,000	100.0%	\$360,000	\$749,900	1,989	\$266	34	42
Bermuda Dunes	11	\$535,000	\$575,000	93.9%	\$220,000	\$2,300,000	2149	\$249	94	6
Blythe	9	\$208,000	\$219,999	94.5%	\$18,000	\$480,000	1,745	\$119	71	4
Cabazon	1	\$395,000	\$389,900	101.3%	\$395,000	\$395,000	1724	\$229	20	1
Calimesa	4	\$536,000	\$536,000	100.0%	\$460,000	\$675,000	1,397	\$384	13	7
Canyon Lake	18	\$612,250	\$612,250	99.8%	\$275,000	\$1,015,000	1545	\$396	62	10
Cathedral City	41	\$515,000	\$510,000	98.6%	\$235,000	\$965,000	1,630	\$316	63	39
Cherry Valley	3	\$330,000	\$320,000	103.1%	\$211,680	\$450,000	1660	\$199	3	8
Coachella	6	\$511,500	\$518,950	98.6%	\$344,500	\$570,000	1,883	\$272	78	10
Corona	108	\$735,000	\$732,450	99.3%	\$270,000	\$1,450,000	1947	\$378	39.5	121
Desert Hot Springs	35	\$410,000	\$414,900	100.0%	\$115,000	\$1,185,000	1,784	\$230	55	35
Eastvale	42	\$920,000	\$899,950	99.3%	\$376,736	\$1,298,000	2655	\$347	13.5	30
Hemet	108	\$415,000	\$417,500	100.0%	\$93,500	\$699,990	1,459	\$285	35	105
Homeland	7	\$300,000	\$315,000	99.6%	\$100,482	\$609,990	1760	\$170	20	12
Idyllwild	12	\$416,950	\$432,000	97.1%	\$359,000	\$737,500	1,204	\$346	94	14
Indian Wells	16	\$1,970,000	\$2,022,500	96.1%	\$605,000	\$11,375,000	2983.5	\$660	32.5	33
Indio	84	\$540,000	\$549,995	97.8%	\$45,000	\$2,875,000	1,941	\$278	77	73
Jurupa Valley	41	\$630,000	\$629,999	100.0%	\$380,000	\$1,300,000	1608	\$392	22	46
La Quinta	95	\$915,000	\$929,000	97.0%	\$125,000	\$12,250,000	2,332	\$392	58	115
Lake Elsinore	60	\$572,500	\$576,944	100.0%	\$215,000	\$860,000	1850	\$309	35.5	71
Menifee	114	\$577,500	\$582,500	100.0%	\$262,500	\$975,000	2,056	\$281	43	115
Moreno Valley	85	\$535,000	\$530,000	100.0%	\$315,000	\$835,860	1616	\$331	24	104
Mountain Center	3	\$640,000	\$649,000	97.0%	\$360,000	\$1,600,000	1,792	\$357	101	3
Murrieta	119	\$660,000	\$675,000	100.0%	\$292,700	\$2,395,000	2155	\$306	47	88
Norco	10	\$1,020,000	\$969,500	100.2%	\$700,000	\$1,470,000	1,773	\$575	9	14
Nuevo/Lakeview	0	-	-	-	-	-	-	-	-	3
Palm Desert	141	\$534,000	\$539,000	97.5%	\$10,000	\$3,800,000	1,664	\$321	54	159
Palm Springs	137	\$650,000	\$659,000	97.8%	\$135,000	\$4,190,000	1538	\$423	61	134
Perris	52	\$602,995	\$599,450	100.0%	\$365,000	\$1,400,000	2,132	\$283	26	59
Rancho Mirage	69	\$939,000	\$955,000	97.0%	\$269,900	\$6,850,000	2458	\$382	48	56
Riverside	164	\$650,000	\$650,000	100.0%	\$240,000	\$1,670,000	1,619	\$401	36	163
Romoland	0	-	-	-	-	-	-	-	-	0
San Jacinto	38	\$494,950	\$494,950	100.0%	\$215,000	\$675,000	1,664	\$297	40	37
Temecula	84	\$737,500	\$734,750	100.0%	\$415,000	\$1,934,625	1957	\$377	20	72
Thousand Palms	1	\$1,225,000	\$1,350,000	90.7%	\$1,225,000	\$1,225,000	2,891	\$424	42	3
Whitewater	2	\$340,000	\$330,000	109.1%	\$130,000	\$550,000	1135	\$300	14	1
Wildomar	28	\$647,495	\$649,495	100.0%	\$255,000	\$999,000	2,050	\$316	33	29
Winchester	51	\$603,990	\$603,990	100.0%	\$424,990	\$949,000	2059	\$293	26	50
All of R.C.	1,912	\$595,000	\$599,000	99.4%	\$10,000	\$12,250,000	1,872	\$318	42	1,943
R.C. \$0-\$200k	31	\$145,000	\$150,000	96.0%	\$10,000	\$199,900	789.5	\$184	59	22
R.C. \$200k-\$300k	74	\$259,000	\$265,000	98.2%	\$205,000	\$300,000	1,033	\$251	56	66
R.C. \$300k-\$400k	169	\$370,000	\$385,000	98.1%	\$305,000	\$400,000	1256	\$295	47	156
R.C. \$400k-\$500k	312	\$455,000	\$460,000	100.0%	\$404,000	\$500,000	1,457	\$312	35	269
R.C. \$500k-\$650k	581	\$575,000	\$579,000	100.0%	\$502,000	\$650,000	1829.5	\$314	43	604
R.C. \$650k-\$800k	346	\$720,000	\$726,461	100.0%	\$650,730	\$800,000	2,198	\$328	41	385
R.C. \$800k-\$1m	180	\$885,000	\$899,000	99.0%	\$805,000	\$1,000,000	2595	\$341	33.5	194
R.C. \$1m-1.5m	131	\$1,205,000	\$1,279,000	97.4%	\$1,006,000	\$1,500,000	2,747	\$439	47	134
R.C. \$1.5m+	88	\$2,200,000	\$2,297,000	96.9%	\$1,530,000	\$12,250,000	3615.5	\$608	48	113