

# SAN BERNARDINO COUNTY MARKET REPORT

# SR

## MARKET INSIGHTS • 1Q25



4.9%

Unemployment Rate



3,553

SFD New Home Permits LTM



1,697

SFD New Home Closings LTM

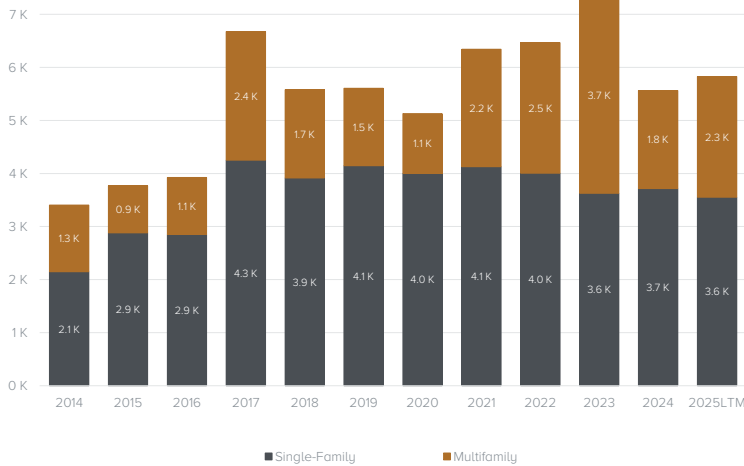


\$668,500

Median SFD New Home Price LTM

## NEW HOUSING TRENDS<sup>1</sup>

### Single Family & Multi-Family Permits



### NEW HOME STARTS



Q1 2024  
4,048  
Q1 2025  
3,321  
17.96%

### NEW HOME CLOSINGS

10.56%

Q1 2024  
3,596  
Q1 2025  
3,213



### MEDIAN SFD NEW HOME PRICE



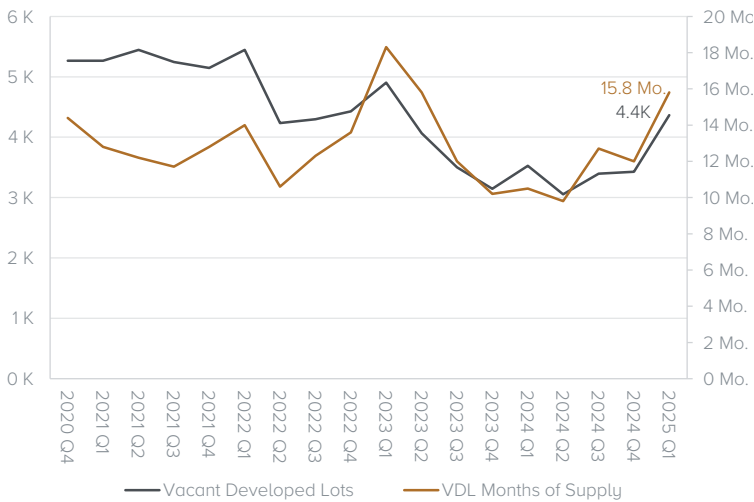
2024  
\$661,025  
2025 LTM  
\$668,500  
1.13%

### New Housing Trends Insights

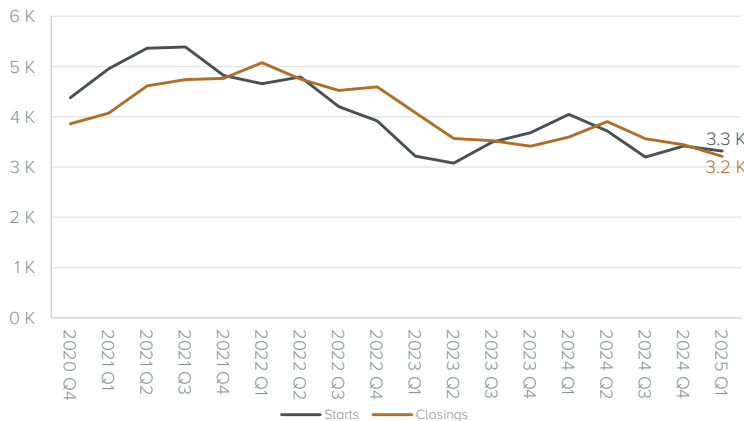
There were 78 actively selling new home projects in the quarter, including 18 attached (23%) and 60 detached (77%). As affordability has become more challenging, the proportion of attached projects has been rising. However, new fire risk maps are already impacting product choices, as some landowners and homebuilders are now pivoting from townhomes to paired homes or small-lot detached homes in order to secure more attainably priced fire insurance. Despite high interest rates and economic uncertainty, attached projects averaged 4.0 sales/mo and detached 3.4/mo during the quarter, both solid rates. The median new attached home price was \$609K, while detached was \$667K.

*Commentary provided by Clarity Real Estate Advisors.*

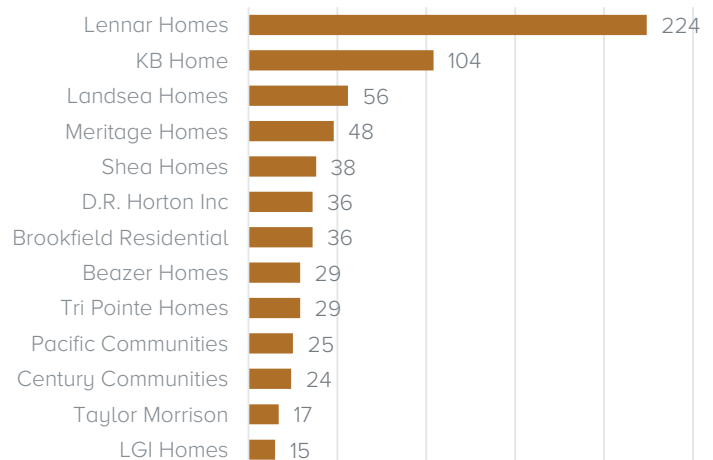
### Vacant Developed Lot Study



### Annual Starts vs Closings



### Home Builder Rankings by Closings Q1 2025



## RESALE STATISTICS<sup>2</sup>

### CLOSED SALES

24-Mar  
**1,412** — **▲ 3.12%** — 25-Mar  
**1,456**

### MEDIAN SALE PRICE

24-Mar  
**\$520,000** — **▲ 5.39%** — 25-Mar  
**\$548,000**

### MONTHS OF HOME INVENTORY

24-Mar  
**3 Mo.** — **0.00%** — 25-Mar  
**3 Mo.**

### MEDIAN DAYS ON MARKET

24-Mar  
**41 Days** — **▲ 12.20%** — 25-Mar  
**46 Days**

## ECONOMIC TRENDS<sup>3</sup>

### UNEMPLOYMENT RATE

#### SAN BERNARDINO COUNTY

2024	2025
<b>5.20%</b>	<b>4.90%</b>
<b>▼ 5.77%</b>	

#### CALIFORNIA

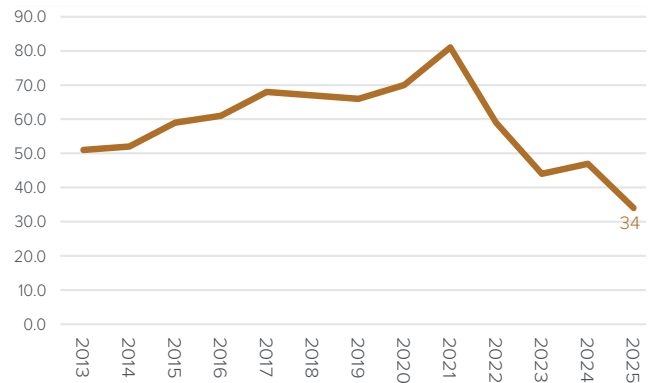
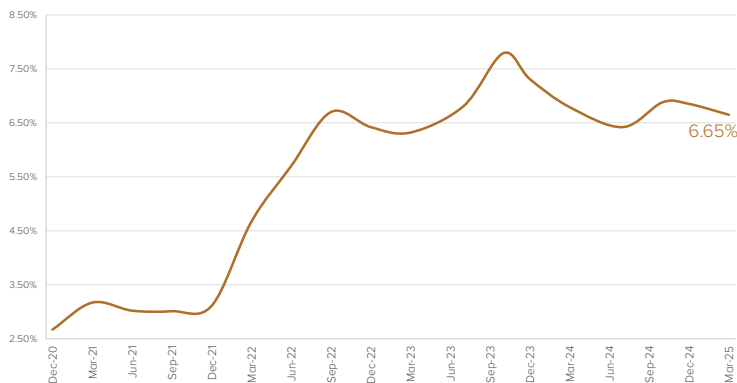
2024	2025
<b>5.40%</b>	<b>5.30%</b>
<b>▼ 1.90%</b>	



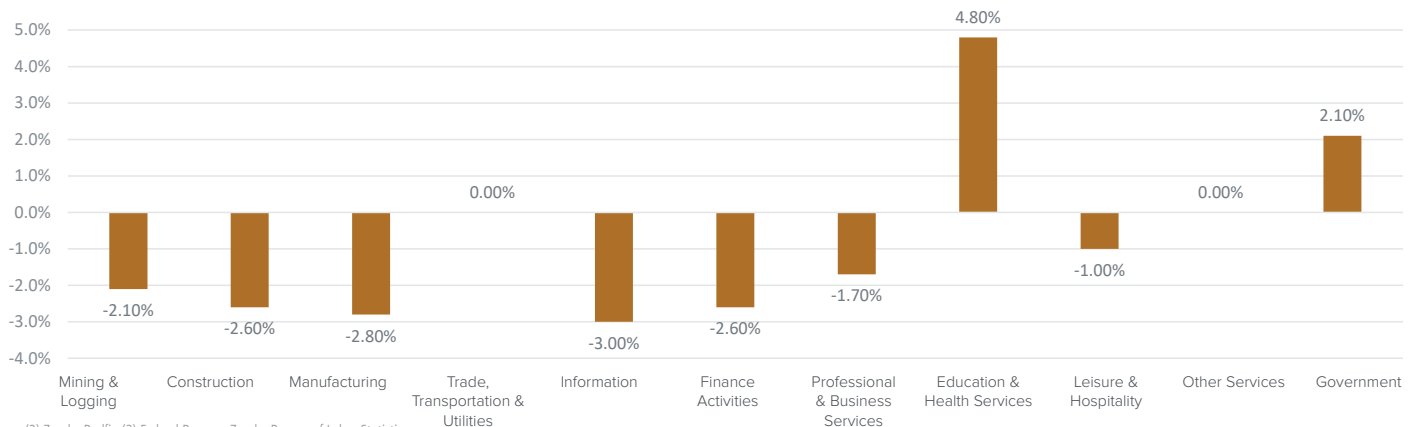
### Housing Market Index in the U.S.

The Housing Market Index is designed to take the pulse of the single-family housing market. The survey asks respondents to rate market conditions for the sale of new homes at the present time and in the next six months as well as the traffic of prospective buyers of new homes. A reading above the 50 benchmark indicates most builders see conditions as positive.

### 30-Year Fixed Mortgage Average in the US



### YOY Change in Employment by Sector in California



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