

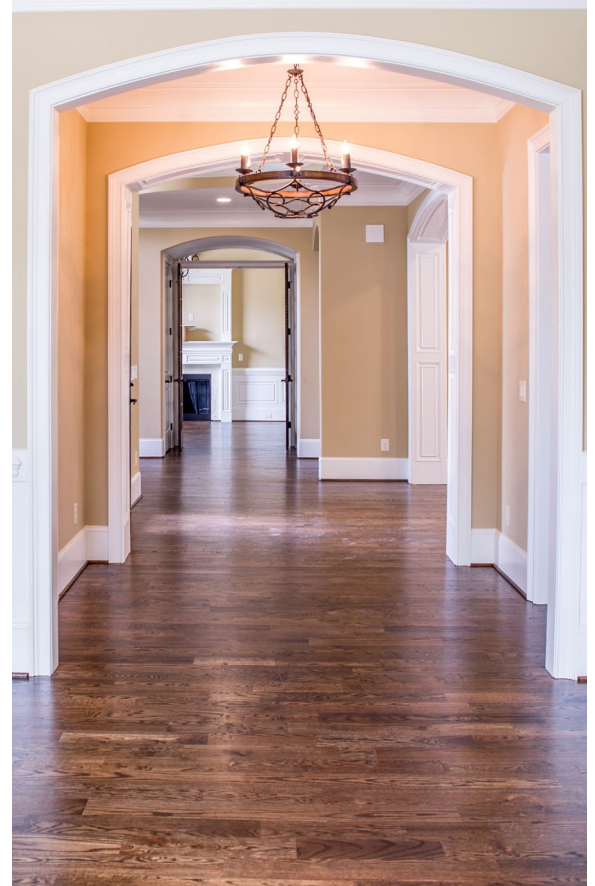
# Special Report

Home sales and real estate trends for  
Canyon Lake for the 1ST HALF 2018  
(and some predictions for the rest of the year).

Provided by Justin Bevins, REALTOR® and  
[www.CanyonLakeHomesForSale.com](http://www.CanyonLakeHomesForSale.com)



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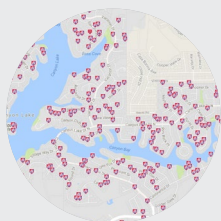


# What's Inside?



## Section 1 - YTD Market Analysis

A complete rundown of the sales trends in Canyon Lake housing for the 1st half of 2018. Great information about sales averages, days on market, the most expensive areas, and the most popular streets. **Page 3**



## Section 2 - Every Home Sold

Our extensive list of every home that sold in Canyon Lake in the 1st half of 2018. This data is compiled from the Multiple Listing Service for all sales handled by a licensed real estate broker or company. **Page 6**



## Section 3 - What to Expect in 2018

Expert predictions for the national real estate market and our outlook specifically for the Canyon Lake market for 2018. Valuable insights if you're thinking about buying or selling this year. **Page 13**

This report analyzes homes sold in the 1st and 2nd quarters of 2018 throughout Canyon Lake and also includes condos and manufactured homes.

The report is broken into 3 sections: 2018 YTD Market Analysis, List of Homes Sold, and Market Predictions for all of 2018.



## Justin Bevins, REALTOR®

Canyon Lake Real Estate Expert

Justin Bevins has been a Canyon Lake Real Estate agent since 2003 and a Broker since 2006. He's licensed in California and Nevada and specializes in the communities of Canyon Lake and Summerlin.

**W**ow! The 1st half of 2018 flew by and here we are with a brief outlook on the current state of the real estate market in Canyon Lake.

Our goal with the report is to review the trends for the past six months of 2018 with a look at such things as average sales price, days on market, price per square foot, and other key statistics.

We provide this report so that when you're ready to make your move, you'll be better equipped with market knowledge and better prepared as a buyer or seller.

Thanks for taking the time to read our report. Feel free to contact us if you have any questions.

*Justin*

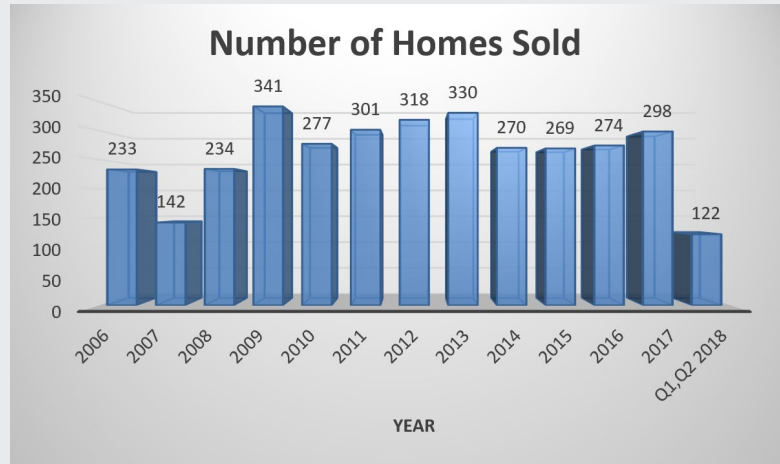
## 2018 YTD Number of Sales Down Slightly

The number of homes sold in 2018 is off to slow start for the first half of the year. The chart to the right shows that the number of homes sold each year in Canyon Lake has been pretty steady from 2014 to 2016.

But halfway through this year only 122 homes have sold which is 40% of the total number of homes sold in 2017.

We've got quite a bit of ground to make up in order to hit the same numbers as last year. To catch up, we'll need to sell an average of 29 homes a month in the community for the rest of the year.

Conversely, the 1st Quarter saw the lowest days on market in 10 years and we have more homes available for sale in the community this year than we did this same time last year so the market is sending some mixed signals regarding supply and demand



## 2018 YTD Average Sales Price Flat



Average sales prices are pretty flat compared to last year. But summer is usually the best season for price appreciation so the average price should move up before year end.

Mid-range or "move-up" homes in the \$450,000-\$650,000 continue to sell at a stronger pace as the average price in the community continues to move up.

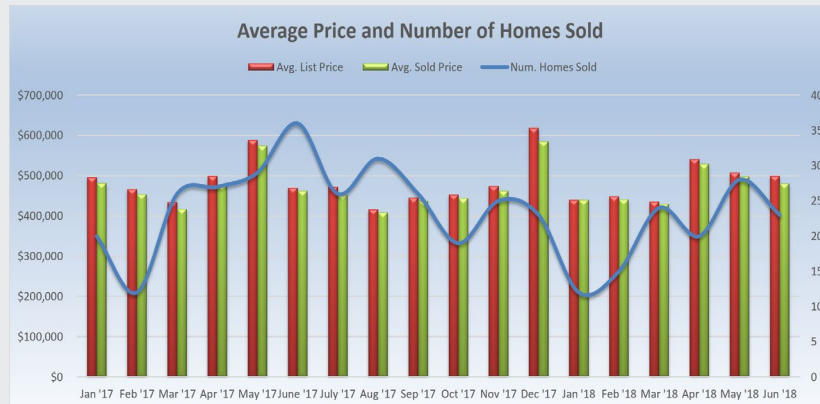
What's disappointing so far this year is the lack of high end homes that are selling in the community.

It was largely expected that sales of waterfront homes and homes over \$750,000 would continue to improve but that hasn't been the case. For the first half of 2018 only 8 homes have closed over \$750,000 versus the 13 that had closed for the same period last year.

We still haven't recovered completely from the market crash that occurred in 2007-2008 and home prices on average are still well below the peak of 2006.

## 2017-2018 Rolling Month-by-Month

In most years, Canyon Lake has averaged 20-30 sales per month. 2018 saw an average of 20 sales per month while the available homes for sale has topped 100 for the last several months. This created a 4 to 6 month supply of homes which is still a slight Seller's Market, particularly in the lower price ranges. It's important to keep in perspective that Canyon Lake has over 4500 homes so 100 homes for sale is not really that many (approximately 2% of the total homes) available for sale at any given time.



Month	# Sold	Avg. List \$	Avg. Sold \$
Jan '17	20	\$495,037	\$481,200
Feb '17	12	\$465,875	\$452,979
Mar '17	25	\$438,361	\$420,140
Apr '17	27	\$498,588	\$476,028
May '17	29	\$587,517	\$573,695
June '17	35	\$464,948	\$456,446
July '17	26	\$471,434	\$450,834
Aug '17	31	\$415,464	\$408,548
Sep '17	26	\$445,265	\$436,924
Oct '17	19	\$452,210	\$443,311
Nov '17	25	\$473,585	\$462,520
Dec '17	23	\$618,227	\$585,112
<b>Average</b>		<b>\$485,194</b>	<b>\$470,533</b>
Jan '18	12	\$439,267	\$439,863
Feb '18	15	\$448,009	\$440,333
Mar '18	24	\$434,704	\$430,231
Apr '18	20	\$541,089	\$529,062
May '18	28	\$506,850	\$497,303
Jun '18	23	\$498,724	\$480,339
<b>Average</b>		<b>\$482,867</b>	<b>\$473,462</b>

## 2017-2018 Rolling Quarter-by-Quarter

The 2nd Quarter of 2018 was the strongest in sales price for the last six quarters.

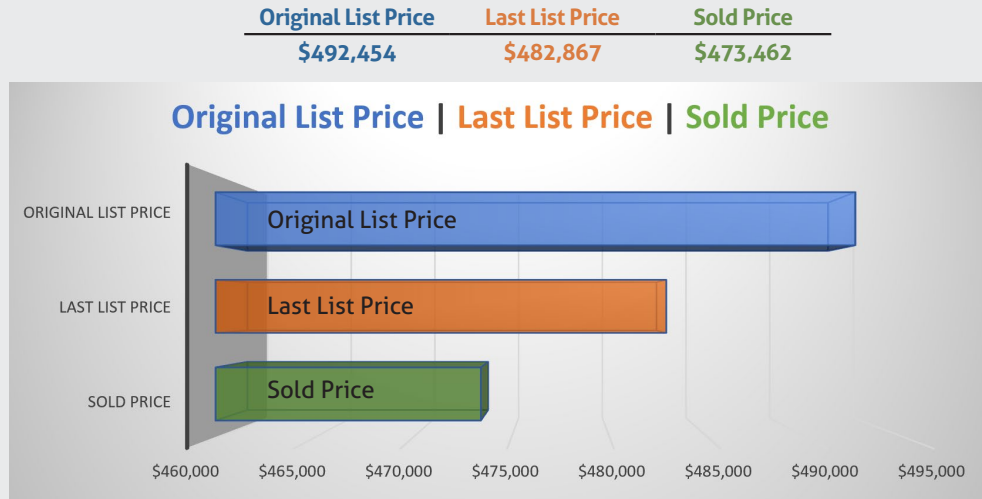
Q1 2018 saw the lowest days on market in the last 10 years. Which is a bit unusual because historically the 1st Quarter is the slowest season of the year.

	Avg. Sold Price	Avg. D.O.M.	Num. Homes Sold
1st Quarter 2017	\$448,478	100	57
2nd Quarter 2017	\$499,621	65	91
3rd Quarter 2017	\$430,683	57	83
4th Quarter 2017	\$499,156	73	67
1st Quarter 2018	\$439,717	51	51
2nd Quarter 2018	\$500,754	57	71



## 2018 YTD List Price vs. Sold Price

Homes sold on average for approximately 1.9% or \$9,600 less than their last listed price or adjusted price. But compared to the original list price, homes sold for approximately 3.9% or \$19,000 less on average. It shows that even though it was considered a "seller's market", negotiations between buyer and seller were still very typical and the sellers' hope for a higher price usually resulted in price reductions in order to procure a sale. However, the gap between list price and sold price has narrowed slightly compared to 2017.



## 2018 YTD Most Popular Streets and Price Ranges

Compass Drive and Vacation Drive saw the highest number of sales.

Homes with the lowest average Days on Market were on Outrigger so far this year.

Highest average Price Per Square Foot was on San Joaquin West with Clear Water close behind.

Street	Homes Sold	Avg. Sold Price	Avg. DOM
Compass Dr.	5	\$528,200	46
Vacation Dr.	5	\$473,667	43
Outrigger Dr.	4	\$369,975	20
Canyon Lake Dr. N	4	\$335,750	26
Canyon Lake Dr. S	3	\$382,967	23
Big Range Rd.	3	\$514,967	58
San Joaquin Dr. W	3	\$544,500	31
Clear Water Dr.	3	\$536,667	87
Early Round Dr.	3	\$480,000	34
Long Point Dr.	3	\$427,600	36

The highest number of homes were sold in the \$400,000-\$500,000 price range. This is an increase overall from 2017 when most activity was in the \$300,000-\$400,000 range.

It's no surprise that those price ranges also have low average days on market as this is where the bulk of buyer activity is at.

The number of homes sold between \$500,000 and \$600,000 is up slightly over the same period in 2017.

Price Range	Homes Sold	Avg. Sold Price	Avg. DOM
\$100000-\$200000	2	\$175,500	26
\$200000-\$300000	9	\$247,378	101
\$300000-\$400000	33	\$363,536	37
\$400000-\$500000	36	\$439,105	43
\$500000-\$600000	25	\$551,682	54
\$600000-\$700000	7	\$657,928	99
\$700000-\$800000	4	\$746,250	74
\$800000-\$900000	1	\$849,000	19
\$900000-\$1mil	3	\$971,667	142
\$1mil plus	2	\$1,117,500	56

# 2018 1st Quarter Homes Sold

Note: The following list is broken down by quarter and sorted chronologically by selling price. All information and photos were compiled from the California Regional MLS as of 06/30/18 and are considered accurate, but not guaranteed.

Square Footage is defined as "living space" and is abbreviated as "Sq. Ft.". Last List Price is the last price property was listed at prior to selling. Days on Market is abbreviated as "D.O.M." and represents the amount of days the property was listed for prior to selling.

## January 2018

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M.	Sold Date
30794 Long Point	1716	3	2	1998	\$369,900	\$369,900	\$374,900	\$218.47	46	1/2/2018
22808 Canyon Lake Dr. S	1574	3	2	1987	\$379,900	\$369,900	\$369,900	\$235.01	39	1/3/2018
30440 Sparkle	2310	4	3	2003	\$489,000	\$489,000	\$489,000	\$211.69	3	1/8/2018
30210 Yellow Feather	1600	3	3	1983	\$329,900	\$329,900	\$317,500	\$198.44	97	1/11/2018
22394 Canyon Club	1055	2	2	1970	\$249,900	\$249,900	\$248,900	\$235.92	66	1/16/2018
22121 San Joaquin Dr. W	2074	3	3	1988	\$389,900	\$389,900	\$385,000	\$185.63	10	1/16/2018
22084 San Joaquin Dr. W	3580	5	5	1988	\$669,999	\$669,999	\$679,999	\$189.94	52	1/16/2018
23138 Blue Bird	2094	3	3	1987	\$449,999	\$429,900	\$419,000	\$200.10	74	1/17/2018
23150 Pretty Doe	2889	4	3	2016	\$499,999	\$499,999	\$535,650	\$185.41	128	1/17/2018
23138 Blue Bird Dr	2094	3	3	1987	\$449,999	\$429,900	\$419,000	\$200.10	74	1/17/2018
22900 Gold Rush	3155	4	3	1990	\$532,800	\$532,800	\$525,000	\$166.40	21	1/19/2018
21959 San Joaquin Dr. W	3070	5	3	2017	\$575,000	\$575,000	\$568,500	\$185.18	30	1/23/2018
23486 Schooner	1556	3	3	1981	\$365,000	\$365,001	\$365,001	\$234.58	23	1/24/2018
<b>AVERAGES</b>	<b>2213</b>			<b>1992</b>	<b>\$442,407</b>	<b>\$438,546</b>	<b>\$438,258</b>	<b>\$203.61</b>	<b>51</b>	

## February 2018

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M.	Sold Date
30012 Swan Point	1800	3	3	1979	\$369,900	\$369,900	\$367,000	\$203.89	10	2/2/2018
29743 Vacation	2953	4	3	2000	\$599,900	\$599,900	\$575,000	\$194.72	38	2/5/2018
22155 Hoofbeat	2384	3	2	1983	\$465,000	\$465,000	\$465,000	\$195.05	0	2/9/2018
24319 Canyon Lake Dr. N #2	718	1	1	1973	\$185,000	\$185,000	\$180,000	\$250.70	52	2/13/2018
29901 Vacation	2565	3	2	1989	\$449,900	\$449,900	\$435,000	\$169.59	9	2/14/2018
31465 Emperor	2648	4	3	1990	\$499,000	\$499,000	\$490,000	\$185.05	75	2/14/2018
30390 Sparkle	3378	5	3	1993	\$489,988	\$525,000	\$515,000	\$152.46	5	2/14/2018
22625 Buttercup	3116	5	3	2007	\$495,000	\$495,000	\$475,000	\$152.44	71	2/15/2018
29598 Chaparral	3300	5	3	1987	\$559,900	\$559,900	\$553,000	\$167.58	17	2/15/2018
22625 Buttercup	3116	5	3	2007	\$490,000	\$495,000	\$575,000	\$184.53	115	2/15/2018
23475 Moccasin	1538	3	2	1986	\$349,000	\$349,000	\$340,000	\$221.07	46	2/20/2018
23368 Canyon Lake Dr. N	1743	4	2	1985	\$399,988	\$399,988	\$400,000	\$229.49	16	2/21/2018
30693 Early Round	3472	5	3	2000	\$425,000	\$425,000	\$420,000	\$120.97	21	2/21/2018
30175 Buck Tail	2413	3	4	1999	\$473,000	\$420,000	\$420,000	\$174.06	209	2/23/2018
23870 Outrigger	2237	3	2	1979	\$419,900	\$419,900	\$420,000	\$187.75	17	2/28/2018
29690 Longhorn	2832	4	3	2003	\$599,000	\$559,000	\$550,000	\$194.21	192	2/28/2018
<b>AVERAGES</b>	<b>2513</b>			<b>1991</b>	<b>\$454,342</b>	<b>\$451,031</b>	<b>\$448,750</b>	<b>\$186.47</b>	<b>56</b>	

## Want to stay on top of the market?

Whether you're thinking of buying or selling, keep an eye on the market with updated monthly reports on properties under contract and recently sold properties.

It's the easiest way to keep your finger on the pulse of the market and be ready when you make your move.

[www.CanyonLakeMarketReport.com](http://www.CanyonLakeMarketReport.com)





# 2018 1st Quarter Homes Sold

March 2018

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M.	Sold Date
30446 Cinnamon Teal	1742	3	2	1985	\$425,000	\$425,000	\$415,000	\$238.23	53	3/2/2018
23206 Skylink	1440	2	2	1972	\$209,900	\$209,900	\$202,500	\$140.62	92	3/5/2018
22194 Treasure Island Dr. #13	1252	2	2	1974	\$415,000	\$415,000	\$415,000	\$331.47	0	3/5/2018
22930 Lassen	1734	3	2	1983	\$365,000	\$365,000	\$365,000	\$210.50	11	3/6/2018
22343 Canyon Lake Dr. S	1748	3	2	1981	\$385,000	\$385,000	\$385,000	\$220.25	7	3/7/2018
23590 Outrigger	1485	3	2	1979	\$379,900	\$379,900	\$379,900	\$255.82	46	3/9/2018
29821 Vacation	1627	3	2	1979	\$379,900	\$379,900	\$382,000	\$234.79	42	3/12/2018
23520 Marblehead	2240	4	3	1989	\$435,000	\$435,000	\$425,000	\$189.73	60	3/12/2018
22335 Loch Lomond	2814	3	3	1986	\$530,000	\$530,000	\$518,000	\$184.08	64	3/12/2018
28979 Big Range	1760	3	2	1988	\$439,900	\$429,900	\$429,900	\$244.26	22	3/13/2018
28800 Yosemite	4000	4	3	2002	\$679,000	\$499,000	\$495,000	\$123.75	243	3/16/2018
22965 Lassen	1520	3	3	1985	\$374,900	\$374,900	\$381,500	\$250.99	4	3/21/2018
22657 Canyon Club	1747	3	2	1985	\$349,999	\$349,999	\$350,740	\$200.77	35	3/22/2018
30858 Burning Tree	1774	3	2	1980	\$309,999	\$230,000	\$230,000	\$129.65	130	3/23/2018
22570 Bass Pl. #2	1560	2	2	1981	\$314,900	\$249,900	\$240,000	\$153.85	152	3/27/2018
23191 Compass	1736	3	2	1984	\$379,900	\$379,900	\$382,000	\$220.05	6	3/27/2018
30481 Greenbriar	2214	3	2	1979	\$399,888	\$399,888	\$410,000	\$185.19	11	3/27/2018
30336 Big River	1752	3	2	1978	\$565,000	\$565,000	\$550,000	\$313.93	41	3/27/2018
30379 White Cove	2500	4	3	2018	\$575,000	\$575,000	\$565,000	\$226.00	17	3/27/2018
30471 Channel Way	3092	3	4	2005	\$849,900	\$849,900	\$849,000	\$274.58	19	3/27/2018
29000 Vacation	2307	3	3	1988	\$414,900	\$414,900	\$410,000	\$177.72	13	3/28/2018
29977 Clear Water	2087	3	2	1973	\$419,900	\$419,900	\$410,000	\$196.45	34	3/28/2018
23931 Cruise Circle	1500	3	2	1986	\$379,999	\$374,999	\$375,000	\$250.00	80	3/29/2018
<b>AVERAGES</b>	<b>1984</b>			<b>1985</b>	<b>\$433,821</b>	<b>\$419,039</b>	<b>\$415,893</b>	<b>\$215.33</b>	<b>51</b>	

<b>1ST QUARTER AVERAGES</b>	<b>2237</b>			<b>1989</b>	<b>\$443,524</b>	<b>\$436,205</b>	<b>\$434,300</b>	<b>\$201.80</b>	<b>53</b>	
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# 2018 2nd Quarter Homes Sold

## April 2018

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M.	Sold Date
22910 Skylark Drive	2311	2	2	1978	\$299,000	\$299,000	\$287,000	\$124.19	21	4/2/2018
29770 Blue Heron Court	2214	3	3	1988	\$499,000	\$499,000	\$480,000	\$216.80	21	4/4/2018
22687 Canyon Club Drive	1857	3	2	1978	\$398,000	\$398,000	\$402,500	\$216.75	5	4/5/2018
22216 Treasure Island Drive	1252	2	2	1974	\$429,900	\$429,900	\$425,000	\$339.46	25	4/9/2018
23057 Big Tee Drive	1440	2	2	1975	\$170,000	\$170,000	\$170,000	\$118.06	0	4/10/2018
29910 White Sail Place	1565	3	2	1976	\$344,000	\$344,000	\$344,000	\$219.81	13	4/10/2018
22124 Drover Way	3121	4	3	1992	\$599,995	\$599,995	\$600,000	\$192.25	103	4/12/2018
30700 Pyramid Point Drive	3053	4	3	1990	\$599,000	\$599,000	\$565,000	\$185.06	15	4/13/2018
30109 Gulf Stream Drive	1821	3	2	1977	\$415,000	\$415,000	\$422,500	\$232.02	4	4/16/2018
23265 Continental Drive	1872	3	2	1985	\$499,990	\$499,990	\$499,990	\$267.09	4	4/17/2018
23160 Compass Drive	4270	6	4	1994	\$729,000	\$699,000	\$690,000	\$161.59	57	4/23/2018
22521 Bass Place	4152	5	5	2006	\$1,250,000	\$1,250,000	\$1,185,000	\$285.40	47	4/23/2018
30366 Gulf Stream Drive	4243	5	5	2008	\$1,089,000	\$1,089,000	\$965,000	\$227.43	178	4/26/2018
22710 Castle Crag Drive	1591	3	2	1976	\$379,000	\$379,000	\$374,500	\$235.39	18	4/27/2018
23616 Big Butte Drive	2600	4	3	1989	\$469,000	\$469,000	\$545,000	\$209.62	17	4/27/2018
30164 Cross Hill Drive	2024	3	4	1984	\$610,000	\$579,000	\$570,000	\$281.62	202	4/27/2018
22037 Loch Lomond Drive	2100	3	3	1984	\$695,000	\$649,000	\$616,750	\$293.69	221	4/27/2018
23795 Outrigger Drive	1240	3	2	1983	\$345,000	\$345,000	\$345,000	\$278.23	4	4/30/2018
22093 Old Paint Way	2803	4	3	2002	\$549,900	\$549,900	\$535,000	\$190.87	120	4/30/2018
23956 Continental Drive	2582	3	3	1985	\$595,000	\$559,000	\$559,000	\$216.50	120	4/30/2018
<b>AVERAGES</b>	<b>2406</b>			<b>1986</b>	<b>\$548,239</b>	<b>\$541,089</b>	<b>\$529,062</b>	<b>\$224.59</b>	<b>60</b>	

## May 2018

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M.	Sold Date
22340 Village Way Drive	2072	4	3	1974	\$399,000	\$380,000	\$375,000	\$180.98	69	5/2/2018
22959 Giant Fir Place	4580	6	4	1988	\$699,000	\$699,000	\$673,750	\$147.11	60	5/2/2018
30267 Skippers Way	3543	4	4	2005	\$997,500	\$997,500	\$980,000	\$276.60	57	5/2/2018
31012 Emperor Drive	1851	3	2	1986	\$385,000	\$374,800	\$370,500	\$200.16	71	5/3/2018
22796 Water View Drive	2567	3	3	1979	\$1,149,000	\$1,045,000	\$970,000	\$377.87	191	5/3/2018
23296 Clipper Court	1232	3	2	1984	\$329,000	\$329,000	\$339,000	\$275.16	3	5/4/2018
21789 Strawberry Lane	1571	3	2	1979	\$519,900	\$499,000	\$475,000	\$302.36	62	5/4/2018
22960 Gold Rush Place	4400	5	4	1991	\$699,999	\$699,999	\$700,000	\$159.09	8	5/4/2018
23505 Big Tee Drive	1372	2	2	2008	\$240,000	\$240,000	\$245,000	\$178.57	7	5/7/2018
30854 Long Point Drive	1406	3	3	1979	\$358,000	\$348,000	\$358,000	\$254.62	53	5/7/2018
22801 San Joaquin Drive E	1610	3	2	1989	\$379,900	\$379,900	\$392,000	\$243.48	12	5/7/2018
30164 Clear Water Drive	3288	5	4	1989	\$899,900	\$825,000	\$795,000	\$241.79	220	5/7/2018
22570 Bass Place	1560	2	2	1981	\$299,900	\$299,900	\$275,000	\$176.28	93	5/9/2018
30437 Bear River Drive	1260	3	2	1985	\$349,000	\$349,000	\$323,333	\$256.61	13	5/9/2018
30208 Lands End Place	1511	3	2	1977	\$599,000	\$599,000	\$590,000	\$390.47	29	5/9/2018
23056 Canyon Lake Drive N	1800	3	2	1989	\$415,000	\$399,000	\$388,000	\$215.56	21	5/11/2018
30164 Happy Hunter Drive	2015	3	3	2004	\$499,900	\$499,900	\$503,000	\$249.63	20	5/11/2018
30807 Long Point Drive	2443	4	3	2000	\$549,900	\$549,900	\$549,900	\$225.09	10	5/17/2018
29859 Sloop Drive	1418	3	2	1983	\$348,000	\$348,000	\$348,000	\$245.42	39	5/21/2018
29656 Chaparral Way	3061	3	3	1984	\$599,800	\$599,800	\$585,000	\$191.11	60	5/21/2018
22976 Blue Bird Drive	1890	2	2	1983	\$434,900	\$434,900	\$425,000	\$224.87	13	5/22/2018
29936 Clear Water Drive	1573	3	2	1983	\$395,000	\$395,000	\$405,000	\$257.47	7	5/23/2018
30189 Skipjack Drive	2047	4	2	1973	\$459,999	\$450,000	\$450,000	\$219.83	24	5/24/2018
30105 Skipjack Drive	1487	3	2	1981	\$410,000	\$401,500	\$400,000	\$269.00	30	5/25/2018
30872 Early Round Drive	2150	3	2	1979	\$450,000	\$450,000	\$440,000	\$204.65	27	5/25/2018
22901 Compass Drive	2302	3	3	1981	\$525,000	\$499,900	\$489,000	\$212.42	44	5/25/2018
22883 Green Pine Drive	3432	5	4	2003	\$599,999	\$599,999	\$595,000	\$173.37	39	5/30/2018
29788 Vacation Drive	2313	3	2	2017	\$524,500	\$498,800	\$485,000	\$209.68	151	5/31/2018
<b>AVERAGES</b>	<b>2206</b>			<b>1988</b>	<b>\$518,432</b>	<b>\$506,850</b>	<b>\$497,303</b>	<b>\$234.26</b>	<b>51</b>	



# 2018 2nd Quarter Homes Sold

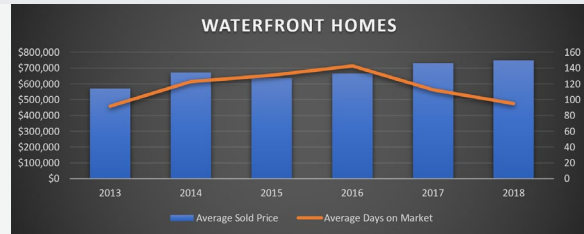
June 2018

Address	Sq. Ft.	Beds	Baths	Year Built	Orig. List Price	Last List Price	Sold Price	Price Per Sq. Ft.	D.O.M.	Sold Date
22137 Tumbleweed Drive	3035	4	4	1985	\$549,999	\$539,999	\$539,999	\$177.92	79	6/4/2018
23095 Compass Drive	3822	5	4	1998	\$729,000	\$699,000	\$680,000	\$177.92	76	6/4/2018
23155 Canyon Lake Drive S	1460	3	2	1979	\$389,900	\$389,900	\$394,000	\$269.86	23	6/11/2018
22831 Compass Drive	1541	3	2	1987	\$439,900	\$424,900	\$400,000	\$259.57	46	6/11/2018
23775 Cruise Circle Drive	2070	4	3	1989	\$419,900	\$409,900	\$405,000	\$195.65	94	6/11/2018
29321 Big Range Road	1755	4	3	1988	\$419,900	\$380,000	\$385,000	\$219.37	133	6/12/2018
30177 Lands End Place	1544	3	3	1976	\$525,000	\$525,000	\$505,000	\$327.07	16	6/13/2018
22691 Running Rabbit Court	3115	3	4	1991	\$549,000	\$510,000	\$496,000	\$159.23	43	6/14/2018
30477 White Cove Court	1768	3	3	1987	\$380,000	\$349,800	\$325,000	\$183.82	106	6/15/2018
22801 Klamath Court	3242	5	5	1974	\$1,200,000	\$1,200,000	\$1,050,000	\$323.87	65	6/15/2018
23722 Outrigger Drive	1312	2	2	1974	\$338,000	\$338,000	\$335,000	\$255.34	12	6/18/2018
22182 Hoofbeat Way	2046	3	2	1986	\$449,500	\$449,500	\$449,900	\$219.89	14	6/18/2018
29111 Vacation Drive	3094	4	4	2004	\$574,900	\$574,900	\$555,000	\$179.38	5	6/19/2018
29762 Big Range Road	2071	3	2	1976	\$750,000	\$750,000	\$730,000	\$352.49	20	6/19/2018
22370 Village Way Drive	3016	4	4	1982	\$565,000	\$565,000	\$560,000	\$185.68	22	6/20/2018
23104 Skylink Drive	1740	2	2	1978	\$279,000	\$279,000	\$270,000	\$155.17	53	6/21/2018
23032 Big Tee Drive	1440	2	2	1972	\$238,000	\$228,000	\$228,000	\$158.33	296	6/26/2018
30283 Cove View Street	2740	3	3	1973	\$775,000	\$749,000	\$665,000	\$242.70	121	6/26/2018
22589 Lighthouse Drive	1710	3	2	1985	\$420,000	\$420,000	\$415,000	\$242.69	11	6/28/2018
29271 Mammoth Place	1164	2	1	1968	\$359,000	\$324,900	\$324,900	\$279.12	115	6/29/2018
23170 Canyon Lake Drive N	2318	3	3	1981	\$394,888	\$379,845	\$375,000	\$161.78	15	6/29/2018
30477 Cinnamon Teal Drive	2027	3	3	1979	\$399,000	\$399,000	\$380,000	\$187.47	10	6/29/2018
30541 Early Round Drive	2850	4	3	1988	\$599,900	\$585,000	\$580,000	\$203.51	54	6/29/2018
<b>AVERAGES</b>	<b>2212</b>			<b>1983</b>	<b>\$510,643</b>	<b>\$498,724</b>	<b>\$480,339</b>	<b>\$222.51</b>	<b>62</b>	
<b>2ND QUARTER AVERAGES</b>	<b>2274</b>			<b>1985</b>	<b>\$525,771</b>	<b>\$515,554</b>	<b>\$502,234</b>	<b>\$227.12</b>	<b>58</b>	



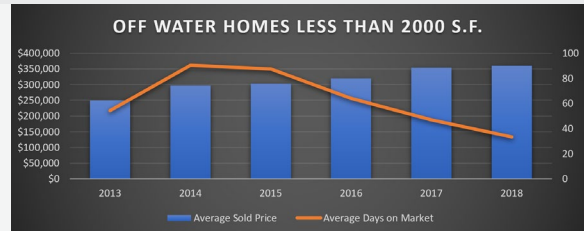
## WATERFRONT HOMES

Waterfront homes are a bit of a disappointment with only half as many selling year to date compared to the same period last year. Average price is up only slightly and volume is down considerably. The average price of East Bay homes has gone up, but Main Lake homes have gone down. Numbers could improve over summer, but sales are still expected to be weaker overall for the year.



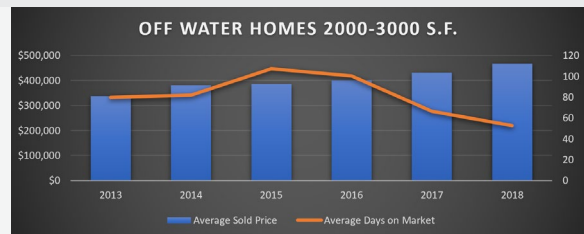
## OFF WATER HOMES LESS THAN 2000 S.F.

Prices for homes under 2000 square feet are flat for the year so far. This is a surprise because the days on market have decreased substantially which typically drives prices up. That hasn't happened and sometimes it's because we have a lot of new construction around us and our smaller homes don't always present as strong a value. This trend will likely continue this year.



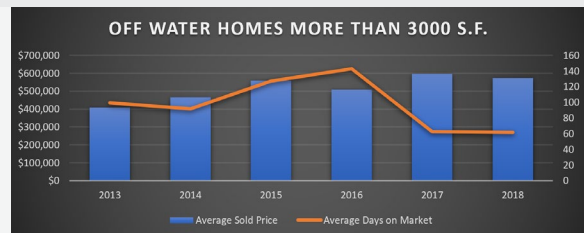
## OFF WATER HOMES 2000-3000 S.F.

Move up homes between 2000 s.f. and 3000 s.f. are the best performing segment of the Canyon Lake market this year. These are often considered move up homes with more space and updates. Higher loan limits have helped this segment dramatically and these homes have performed well for the last two years and should continue to do well through the end of 2018.



## OFF WATER HOMES MORE THAN 3000 S.F.

The average sales price for homes over 3000 s.f. is down a little compared to last year and average days on market are flat with no real change. This segment is always a smaller part of the Canyon Lake market and the averages can swing wildly with just a few changes in the number of homes sold each year. This trend will likely continue through the end of the year as well.



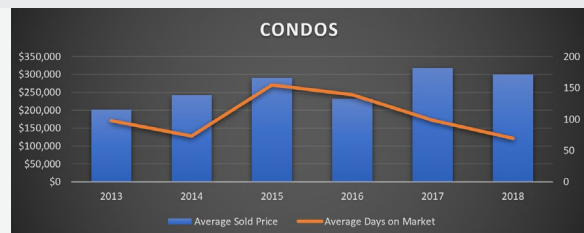
## GOLF COURSE HOMES

The average sales price for golf course homes has ticked up slightly this year. Again this a small segment so it only takes a little activity to move the averages. But overall these are often move up homes and they benefit from the general trend in the community for higher pricing this year in these mid ranges. This is the only segment that's trending towards longer days on market.



## CONDOS

Condo prices are down a little this year compared to last, but again it's a small segment and there are big variances in price if you compare different complexes in the community. Typically as prices on homes rise in the community, condo sales pick up as a more affordable alternative, but higher association fees in general lately may be putting a crimp in this market.



## VACANT LOTS

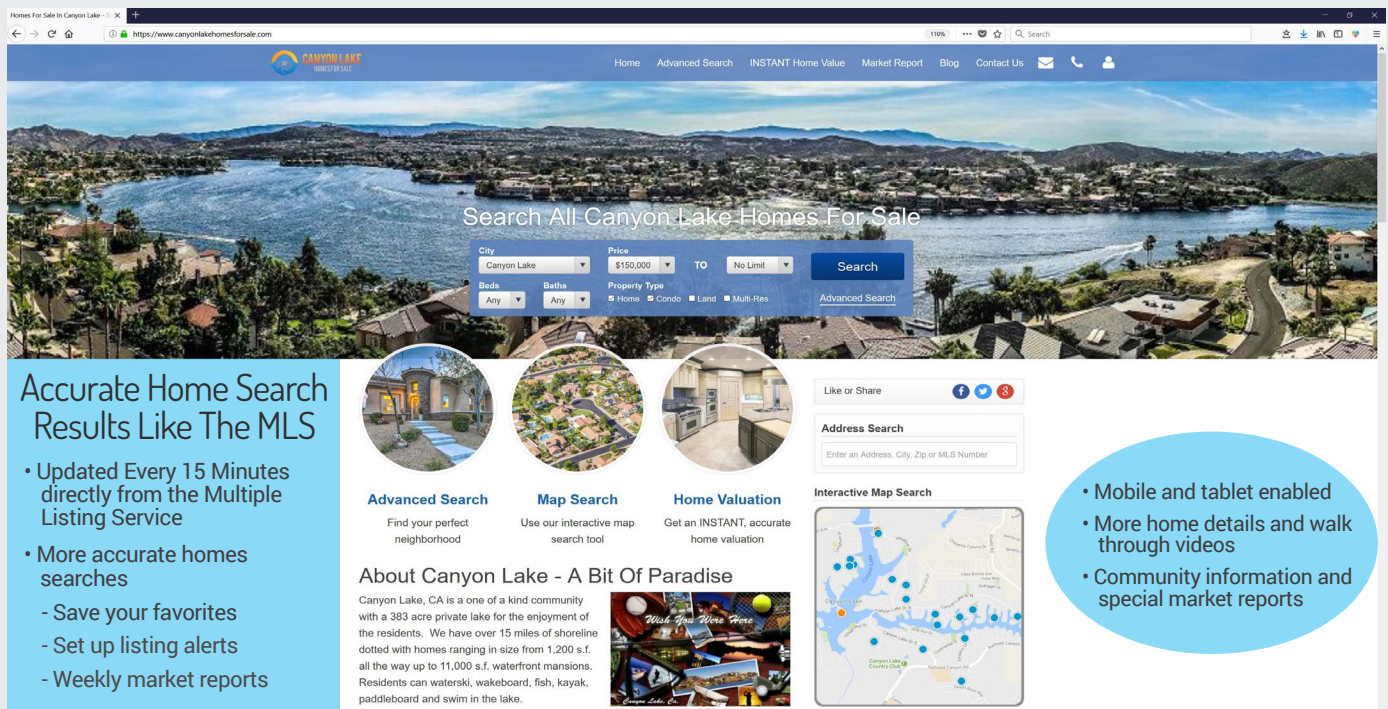
Average prices for lots have gone up this year helped by a few high dollar waterfront lots that have sold. Days on market have been reduced as well. There are a limited number of empty lots left in the community and if home prices continue to go up, builders will see a chance for profits in spec homes and some individuals will choose to build instead of buy for a better value.





# CANYON LAKE'S BEST HOME SEARCH WEBSITE

## [www.CanyonLakeHomesForSale.com](http://www.CanyonLakeHomesForSale.com)



The screenshot shows the homepage of the Canyon Lake Homes For Sale website. At the top is a navigation bar with links: Home, Advanced Search, INSTANT Home Value, Market Report, Blog, and Contact Us. Below the navigation bar is a large banner image of Canyon Lake with the text "Search All Canyon Lake Homes For Sale". Under the banner is a search form with fields for City (Canyon Lake), Price (\$150,000 TO No Limit), Beds (Any), Baths (Any), and Property Type (Home, Condo, Land, Multi-Flex). There is a "Search" button and an "Advanced Search" link. Below the search form are three circular icons representing "Advanced Search", "Map Search", and "Home Valuation". To the right of these icons is a "Like or Share" section with social media icons and an "Address Search" form. Below the "Address Search" form is an "Interactive Map Search" section with a map of Canyon Lake. To the left of the map is a section titled "About Canyon Lake - A Bit Of Paradise" with a description of the community and a small image of a house. To the right of the map is a blue oval containing three bullet points: "Mobile and tablet enabled", "More home details and walk through videos", and "Community information and special market reports".

Accurate Home Search Results Like The MLS

- Updated Every 15 Minutes directly from the Multiple Listing Service
- More accurate homes searches
  - Save your favorites
  - Set up listing alerts
  - Weekly market reports

**Advanced Search**  
Find your perfect neighborhood

**Map Search**  
Use our interactive map search tool

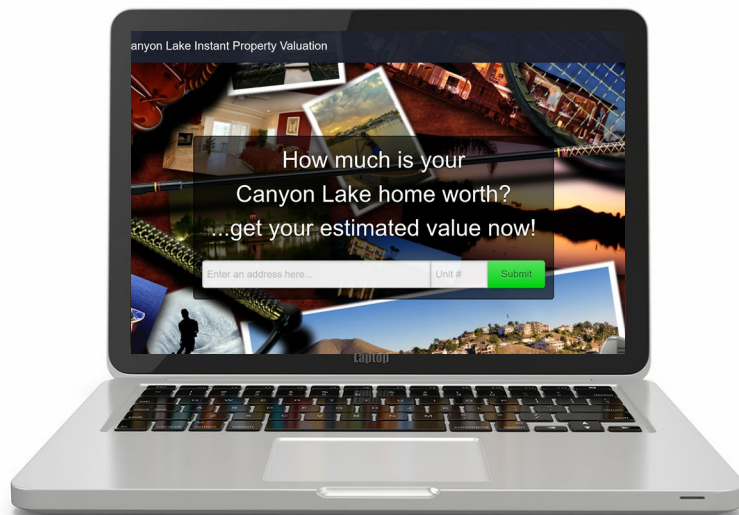
**Home Valuation**  
Get an INSTANT, accurate home valuation

**About Canyon Lake - A Bit Of Paradise**  
Canyon Lake, CA is a one of a kind community with a 383 acre private lake for the enjoyment of the residents. We have over 15 miles of shoreline dotted with homes ranging in size from 1,200 s.f. all the way up to 11,000 s.f. waterfront mansions. Residents can waterski, wakeboard, fish, kayak, paddleboard and swim in the lake.

**Interactive Map Search**

- Mobile and tablet enabled
- More home details and walk through videos
- Community information and special market reports

## Curious About Your Home's Value?



Home prices have risen substantially in the last 18 months and your home may be worth more than you think.

Get an online estimate of what your home value is right now.

This is a free service for Canyon Lake homeowners.

Get your free report at:

## [www.CanyonLakeHomeValue.com](http://www.CanyonLakeHomeValue.com)



## Good Words From Clients

### JOHN & RITA WARREN

"Over the past 43 years my wife and I have purchased and sold many properties. Justin has been our favorite real estate agent by a very large margin. My wife and I always felt that Justin was looking out for our best interest through this whole process. During our escrow Justin walked us through all the different steps and was very helpful and a calming voice through this time. Justin is highly organized, diligent and professional, we highly recommend him for any real estate needs."

### VIC & LYNN ALLEN

"Dear Justin, My husband and I would like to take this time to thank you so much for the very enjoyable and smooth transaction we had while buying our home in Canyon Lake. All the time you spent showing us homes, taking our phone calls and representing us and looking out for our best interest was something we will never forget. Thanks Again!"

### TIM & KELLY WHELAN

"Justin is a trustworthy, hardworking, dedicated, REALTOR® who truly cares about his clients. He is thorough every step of the way making sure all details are complete. I have sold 5 houses in my lifetime and have never experienced a REALTOR® like Justin. He is the best!"

Thanks for downloading and reading our report. We hope you found it useful. You can find more information about home sales in Canyon Lake at [www.CanyonLakeHomesForSale.com](http://www.CanyonLakeHomesForSale.com)

## Contact Us

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BHHS-California Properties

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## Special Report

Home sales and real estate trends for  
Canyon Lake for the 1st HALF 2018  
(and some predictions for the rest of the year).

Provided by Justin Bevins, REALTOR® and  
[www.CanyonLakeHomesForSale.com](http://www.CanyonLakeHomesForSale.com)



**CANYON LAKE**  
HOMES FOR SALE