



**David O'Hara**  
License # 01329707  
Diamond Realty & Loan  
DiamondRealtyandLoan.com  
David@AboutRedlands.com  
**909 376-8399**



14 N. Fifth Street  
Redlands, CA 92373



All information is subject to change and should be independently verified.  
If your home is currently listed with another Agent/Broker, please disregard.  
This is not intended to solicit that listing.

## LOOKING AHEAD

### 1 Low Supply of Available Homes

Redlands experienced low inventory in April of 145 homes, likely due to the increase in activity, and there's no telling when it will slow down. May saw an increase in inventory to 170 units, which is still only a 3-month supply. With inventory low and the median sale price dipping slightly - sellers who work with an expert to properly position themselves on the market can generally expect to secure a nice return.

### 2 Buyers Are Eagerly Searching

Buyers are eager to scoop up the available inventory. The days on market in May were only 23 days, a 46% increase from May 2024 at 16 days. With inventory as low as it is, it's a great time to sell. Regardless of what twists and turns the market takes, to truly maximize your return on investment, it's crucial that you strategically position your home to buyers.

### 3 Continued Growth In Redlands

As Redlands develops, we'll continue to see property values increase. Generally, at a steadier pace than most cities, and rightfully so, given the charm, options, and variety of homes, recreation, and shopping. Not to mention the fantastic cuisine available.

### 4 What to Expect When Selling Your Home

The market consistently evolves, and you deserve to sell for the highest possible price no matter what. The right marketing strategy, pricing knowledge, and negotiation power are what make the difference when you're ready to sell your home and embark on what may be one of the largest financial transactions of your lifetime.

#### Factoid of our town, Redlands: The FIRST orange grove was on Center Street.

The first orange grove was planted in the spring of 1882 by Mr. E.J. Waite, a native of Wisconsin. It was planted in Redlands proper on two and a half acres on Center Street.

If you are thinking about selling your home in the next 12 months, call me today for your Strategic Marketing Consultation

→ 909-376-8399



# REDLANDS CALIFORNIA

Real Estate Market Report

June 2025



COURTESY OF  
**DAVID O'HARA**



# REDLANDS, CALIFORNIA

## Dear Neighbor,

Thinking of moving is a big decision. Maybe you just want: less to maintain, lower monthly expenses, or the home just doesn't fit. Being one of the largest financial decisions, you want to make sure you're maximizing your sale price.

Because for most of us, our homes are the largest asset we'll ever own, you want to understand this asset and the market you are in. As you consider selling, you deserve the insight and guidance from an expert in your local market. Here are the top things to know about the Redlands real estate market right now:

### Inventory Is Down and Demand Is Up

With the inherently limited number of properties and consistently high demand, Redlands regularly sees a boost in sale prices. The Jan 2021 median sale price of \$500,000 to today's May 2025 value of \$680,000, an increase of over 26% or a healthy 5.2% increase year-over-year. Fewer homes are listed than in years past, continuing to push sale prices even higher. The sale-to-list percentage (how close the actual sale price was to the original list price) fell a bit in April to \$665,000 and fell a bit more in May to \$653,500. Percent-wise, listings in April sold at 99.6% of their list price while May saw 98.4%. To capitalize on your investment, you want to work with a real estate expert who understands how to strategically price and market your home so you get maximum return.

### Median Sale Price is Still on the Rise

When correctly priced and positioned well on the market, homes are selling at or above list price, often in only a few days on the market. We have seen price reductions on nearly 35% of the Redlands listings, but generally, those homes were priced higher than other properties in their area. May 2025 median sales price was \$680,000, while April was higher at \$698,888, which was up from May of 2024, \$679,000. Also, knowing that a median home value is the 3rd home that sold out of 5, not the average. You'll want to work with a professional to assist you in strategically pricing your home to attract buyers who can and will make offers to buy.

### We Continue to See Homes Sell with Multiple Offers

The market is quite active, and it's not showing any signs of slowing. With the right strategic plan,

pricing, and positioning for your property and goals, we can attract maximum offers and sell your home for the highest possible price in the fewest days on the market.

As a homeowner, what does this mean for you?

### If you're thinking about selling in the next 12 months, now is the time to start preparing for market

When you're selling what may be one of your largest assets, you want to know you'll have step-by-step guidance from the beginning to closing. And that's exactly what our aim is. With our extensive **80,000-plus Social Media network**, we'll ensure your home gets maximum exposure. We are not talking about a simple MLS placement, although we do utilize this platform, which does syndicate your property to hundreds of other websites. Our network is local and vast, and the more eyes on your property, the more qualified offers you have to choose from.

### If you are thinking about selling your home in the next 12 months, call me today for your Strategic Marketing Consultation → 909-376-8399

We will cover your goals and my unique approach to getting you the highest possible price in the fewest days on market.

**CALL TODAY**  
→ **909-376-8399**



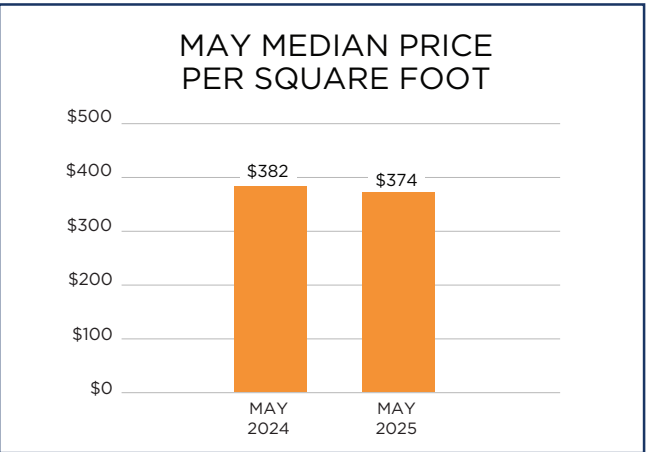
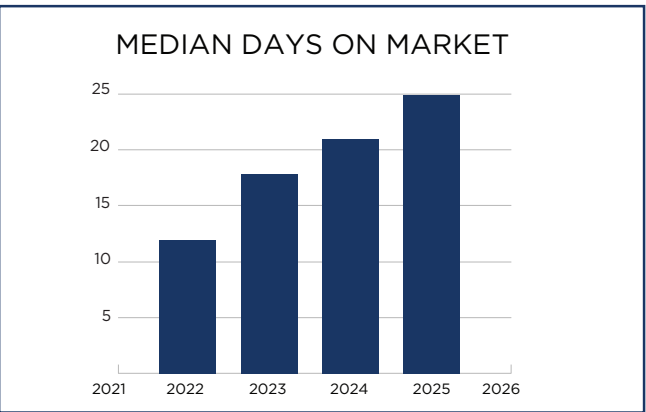
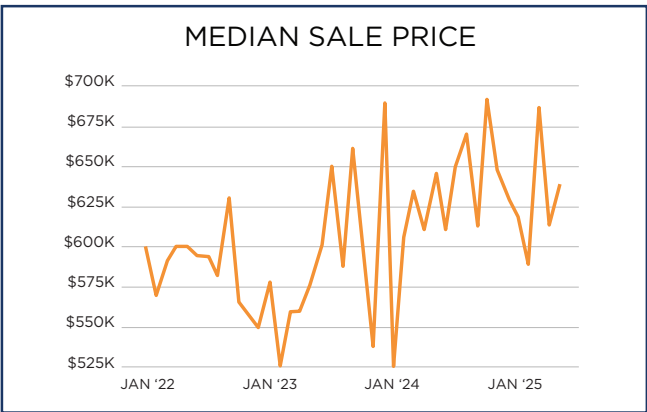
**David O'Hara**  
License # 01329707  
Diamond Realty & Loan  
DiamondRealtyandLoan.com  
David@AboutRedlands.com  
**909-376-8399**

# MARKET HIGHLIGHTS

June 2025  
Real Estate Market Report

SINGLE-FAMILY HOME STATS	MAY 2024 VS. MAY 2025	ANALYSIS
Median Sales Price	↓ Down 0.04%	The median sale price is now \$653,500, down from \$679,000 in May 2024. When you price correctly from day one, you can maximize offers and ultimately sell for the highest possible price as quickly as possible.
Median Days on Market	↑ Up 46% (+ 7 Days)	The median days on the market are up, yet still relatively low at 23 days in May 2025. Current high demand and low supply play a major role, even when compared to May 2024's statistics of 16 days. Strategic pricing and marketing ensure your home sells for top dollar in the fewest days on market.
Sale-to-List Price Ratio	↓ Down 0.4%	Median list price \$680k, median sale \$653,500. Correctly priced, strategically marketed homes are selling at or above list price, making it especially important to start with an expert strategy from day one to sell for the highest possible price in the fewest days on market.
Price Per Square Foot	↓ Down 4%	Demand in Redlands is on the rise, as price per square foot slips to \$373/sq. ft. in May, a significant decrease compared to \$390 in April 2025, or May 2024 of \$382. To maximize your results, it's extremely important to have a proven strategy and expert guidance from the beginning.

Source: Inland Gateway Association of Realtors



Call me today for your  
Strategic Marketing Consultation

→ **909-376-8399**