



The Joshua Tree

November 25, 2025
A HOME SOURCE REAL ESTATE UPDATE

Chris Lamoreaux, President of Coldwell Banker Home Source, delivered an in-depth overview of the current real estate climate, sharing valuable insights drawn from the California Association of Realtors (C.A.R.) plus her own on-the-ground experience across the High Desert. As the housing market continues to evolve, Lamoreaux emphasizes that today's conditions, though markedly different from the frenetic pace of past years, represent a period of stability, opportunity, and long-term strength for both buyers and sellers.



Across Apple Valley, Hesperia, and Victorville, the median home prices have displayed a relatively narrow band of fluctuation over the past year. While slight dips and rises in pricing have occurred, Lamoreaux notes that the overall variance has been modest, especially when compared to the major price surges during 2020–2022. As is typical in the region, winter months generally bring softer pricing, creating strategic opportunities for buyers who are prepared to act. These High Desert trends

mirror what is happening throughout San Bernardino County and statewide, where pricing has remained steady despite shifting mortgage rates and persistent affordability challenges.

One of the clearest seasonal patterns Lamoreaux highlights is the movement of housing inventory. This past summer saw the peak inventory levels for the year, but, as is historically expected, available homes are now contracting as winter approaches. Although this annual cycle is predictable, what is unusual is the extended period of low sales volume California has experienced for the past three years. Sales activity has hovered near record lows, impacted primarily by elevated interest rates and homeowners reluctant to give up historically low mortgage terms. However, forecasts for 2026 paint a more optimistic picture, with projected increases in home sales driven by stable pricing and the expectation of easing interest rates on the horizon.

Despite limited supply, buyer demand across the High Desert remains remarkably strong. The region continues to draw interest from first-time buyers, move-up buyers, and families relocating from coastal counties in search of affordability and space. Lamoreaux underscores that for sellers, success in this market hinges on correct pricing. Homes positioned accurately from day one continue to attract solid interest, while overpriced listings tend to sit longer and require adjustments. "Buyers are out there,"

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This Week's Functionaries

Invocation:	Chris Ackerman
Flag Salute:	Mike Page
4-Way Test:	Bob Basen
Fine Master:	Ryan McEachron

MURRAY'S MINUTE



Thank you to Chris Lamoreaux from Coldwell Banker Home Source for taking time out of her busy schedule to give the Club an update on the residential real estate market.



Thanks to Jason as well for sharing some nuggets on the commercial industry.

Sign-ups are still open for our annual Christmas Dinner at Chateau Chang on December 11th. See flyer on the next page for more information. So far we have about 22 sign ups but would like to have some more to fill the restaurant. Please don't delay in getting your name in.

As we head into the December 8th Board Meeting at ISU ARMAC, please know that your board is working diligently to address the unexpected challenges that have come our way in recent weeks. We are actively putting a solid plan in place to keep us moving upward and onward as we head into 2026.

Steve

Lamoreaux...

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Lamoreaux notes, "but they're more discerning than they were three years ago. Price it right, and you'll get the activity you want."

One of the most encouraging aspects of the current market is the extraordinary equity growth homeowners have enjoyed. Every High Desert community has seen significant appreciation over the past five years, leaving many residents with stronger financial footing and more mobility than ever before. As Lamoreaux shared, homeowners today have 40 times the equity of renters, a statistic that demonstrates the generational wealth potential homeownership continues to provide. In contrast, rental prices, though slightly down from their peak, remain elevated in Apple Valley, Hesperia, Victorville, and throughout San Bernardino County. This contrast remains a major motivating factor for renters considering transitioning into ownership.

Statewide, California continues to face structural challenges: limited new construction, persistent demand, and affordability barriers. Yet regions like the High Desert offer a model of resilience and long-term stability. Compared to many parts of the state, homes here remain more affordable, offering better space, value, and return on investment. As interest rates are projected to ease in the coming year, Lamoreaux expects renewed momentum, both locally and statewide, as more buyers re-enter the market and more homeowners consider listing.

In closing, Chris painted a balanced yet optimistic view of the real estate landscape heading into 2026. For buyers, improving financial conditions and seasonal pricing shifts provide meaningful opportunity. For sellers, long-term equity gains and sustained demand form a solid foundation for successful transactions. And for the High Desert as a whole, the region continues to stand out as one of Southern California's most dynamic, stable, and value-driven housing market, an exceptional place to invest, grow, and build a future.

UNITE FOR GOOD

Big Blue Poker Chip



Keith Metzler had the chance to draw the Blue Chip but picked green and saved the chance for another.

We'll continue next week with 12 chips and \$250 for the lucky Rotarian who can draw the Blue Chip.

Rotary Guests

This week we welcomed **Marcus Eminhizer** from Cal Portland as a guest of **Don Kennard**, and **Alyy Martinez** was in attendance as a Stand-in for **Angel Espino**.

Raffle

During this week's Raffle, **Chris Ackerman** donated a VTA blanket that will be enjoyed by **Don Kennard**, and an umbrella that will be used by **Bob Basen**. Don also left the meeting with a bottle of Creek Cut wine that was donated by **Chris & Jason Lamoreaux**, while Don's guest, **Marcus Eminhizer** left with a book of fiction favorites from **Chris Ackerman**.

Finally, **Darron Poulsen** was awarded the most sought after gift of the day, a huge wine, salami and cheese basket that was donated by **Rob Kilpatrick!**

Fine Session

Ryan McEachron was our Fine Master and fined **Jason Lamoreaux** \$10 for making his wife get up and do the presentation this year, while **Bob Basen** also earned himself a \$10 penalty for passing Chris a softball question during the meeting! **Keith Metzler** was fined \$10 for just coming to the luncheon and since there was some discussion on multi-generational housing in the High Desert, **Darron Poulsen** was levied a \$10 fine for making people flush twice.

Spoon of Exception

Even though there was no one from High Desert Pace this week to give back the Spoon, it was still auctioned off for the month of December. **Jon Hove** opened the bidding at \$50, but was countered on a bid of \$100 from **Steve Murray**. After a little bit of "persuasion", Jon Hove took possession of the Spoon for \$125.

Get ready to hear Jon discuss all things cement next month!

The Polio Pig

Collected this week: \$19.00

Polio Pig: \$15 + Chip (Keith Metzler) \$5 = \$19.00

Collected to Date: \$21,682.68

Total equals: 104,344 Doses!

**One dollar equals 2 Doses of Vaccine!
\$500 pays for a Polio Clinic!**

A festive invitation for a Christmas Party. The background features a close-up of a Christmas tree with gold and white ornaments. The text is overlaid on the image.

Rotary Club of Victorville
cordially invites you to our

Christmas Party

December 11, 2025
5pm

Chateau Chang
15425 Anacapa Rd
Victorville, CA 92392

Please R.S.V.P by December 9, 2025
Pam Murray 760-963-1923
pam75454@msn.com



VICTORVILLE ROTARY CLUB OFFICERS

Board of Directors

President 2025-2026	TBA
President 2026 - 2027	Please be Interviewed
Immediate Past President/Club Service	Bryan Gillespie
Executive Secretary/Grants	Steve and Pam Murray
Treasurer	Darron Poulsen
Youth Services/Ethics Essay	Please Volunteer
Foundation.....	Darron Poulsen
Club Service & Membership	Bryan Gillespie
International Service.....	Ben Tafoya
Youth Service	Ryan McEachron
Community Service	Arsalee Morales
Vocational Service	Angel Espino

Members-at-Large: Bob Basen, Ron Boyd, Steve Murray, Ron Boyd, Rob Kilpatrick

Positions & Committee Chairs

BOD/PP Secretary.....	Pam Murray
Scholarships.....	Please Volunteer
Special Billing	Esther Mears (TBD)
Public Service Awards.....	Please Volunteer
Teacher Mini-Grants	Angel Espino
Special Projects.....	Rob Kilpatrick
Dan Stover Music Contest.....	Angel Espino
Joshua Tree Editor	Chris Ackerman
Read B4K	Brad Letner
Grants.....	Please Volunteer
Food Baskets.....	Bill Edwards
Interact (Junior Rotary).....	Please Volunteer
Programs	Mike Page
Fundraising	Stefanie Montoya
S.T.A.R. Students	Angel Espino
Club Learning Facilitator.....	Please Volunteer

The Victorville Rotary Club meets every Tuesday for fellowship
at 11:30 a.m. and meeting at 12:00 noon at the Bear Valley
Country Club, 13229 Spring Valley Parkway, Victorville

Make-up Days and Locations

MONDAY:	San Bernardino East, Imperial Palace, noon
TUESDAY:	Rancho Cucamonga Sunrise, 7:15 a.m. Empire Lakes Golf Course Rancho Cucamonga, 12:00 p.m., Etiwanda Gardens
WEDNESDAY:	San Bernardino Crossroads, Hilton, noon, Barstow, DiNapoli's Firehouse, 1358 E Main St, Barstow, CA
THURSDAY:	Apple Valley, Rusty Bull, 13685 John Glenn Rd, Apple Valley, Noon. Ontario, 12:15 p.m., Doubletree Hotel San Bernardino, Denny's at I-15, 7 a.m. Redlands, Masonic Temple, noon
FRIDAY:	San Bernardino North, Elks Lodge, 12:05 p.m.

Calendar Dates

- Dec 8** **Board of Directors Meeting**
5:30pm Board Meeting
ISU ARMAC Insurance Agency
17177 Yuma St., Victorville, CA 92395
- Dec 11** **Rotary Christmas Party**
5:00pm at Chateau Chang
15425 Anacapa Rd, Victorville
\$65 per person; \$130 per couple
RSVP to Pam Murray at 760-963-1923 or
fill out sign-up sheet at meetings.

Upcoming Programs

- Dec 2** Robert Martinez, Martinez & Okamoto,
Architects **TOPIC "Is Your Business
ADA Compliant?"** (Page)
- Dec 9** Jason Anderson, San Bernardino
County District Attorney **TOPIC "TBA"**
(Page)



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