

Harnessing Information

“Bringing the High Desert into the 21st Century”

Presented to:

Apple Valley Chamber of Commerce Economic Summit 2006

Saturday, March 18, 2006 (2:45 p.m. – 3:45 p.m.)

UCLA Conference Center, Arrowhead, California

Presented by:

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A Commercial Real Estate Group

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Bringing the High Desert into the 21st Century

- What's Driving the Economy?
 - Affordable Housing (New, Re-sales)
 - 1996, 2001 to 2005 annual total single family re-sales (DQNews.com)
 - Rental Housing Overview ~ Bluestar Properties
 - First American Title/ The Bradco Companies Commercial Sales Analysis
 - Measure I (the importance to the high desert and to San Bernardino County)
 - Land, Labor and Population Growth
 - Rail (SCLA)
 - Southern California Logistics Airport (SCLA)
- Assessing the Commercial Real Estate Market
 - Base
 - Availability
 - Planned & Under Construction

What's Driving the Economy?

Affordable Housing

- In June of 2003 **63%** of High Desert residents could afford a median priced resale home of \$153,840 (the way it was).
- Currently **24%** of High Desert residents can afford a median priced resale home of **\$320,490*** (a decrease of **51.998%** since June 2003).
- Statewide affordability is **14%!**
- Median Resale Home Price Comparison:
 - High Desert - **\$320,490*** (includes Antelope Valley – December, 2005)
 - Statewide - **\$548,430*** (1.71 times higher than the High Desert or 58.438%)
 - Inland Empire - **\$394,430*** resale (December, 2005)
 - National - **\$211,000** (January, 2006 National Association of Realtors)

* Victor Valley Association of Realtors | California Associates of Realtors "Trends" Report (February 2005)

Affordable Housing

The Way it Was ~ a Look at the Past! (*The Good Old Days*)

High Desert Real Estate Home resale/sales pricing for Sept. 2003 and 2004					
Area	2004		2003		2003 to 2004
	Average Sales Price	Price Per Sq. Ft.	Average Sale Price	Price Per Sq. Ft.	Price Change Increase
Adelanto	\$198,486.00	\$131.10	\$125,211.00	\$93.16	58.52%
Apple Valley	\$238,379.00	\$134.45	\$176,915.00	\$94.81	34.74%
Hesperia	\$230,448.00	\$139.83	\$175,016.00	\$97.61	31.67%
Phelan	\$231,570.00	\$135.11	\$173,394.00	\$95.11	33.55%
Spring Valley Lake	\$336,205.00	\$153.59	\$225,760.00	\$110.00	48.92%
Victorville	\$230,501.00	\$138.39	\$150,861.00	\$95.24	52.79%
High Desert Average	\$236,022.00	\$138.02	\$170,238.00	\$97.06	38.64%

*Source: Victor Valley Association of Realtors Multiple Listing Service

Affordable Housing

(Median Price) A Look Back - 3 Months

High Desert Re-Sales September, 2005				
City	Zip Code	Median House Price	% Price Change from Sept, 2005	Price per Foot
Adelanto	92301	\$255,000	42.1%	\$192
Apple Valley	92307	\$320,000	45.1%	\$174
Apple Valley	92308	\$270,000	40.3%	\$179
Barstow	92311	\$155,000	55.0%	\$125
Helendale	92342	\$345,000	64.3%	\$191
Hesperia	92345	\$286,000	42.3%	\$195
Lucerne Valley	92356	\$185,000	43.4%	\$151
Phelan	92371	\$297,000	34.8%	\$189
Pinon Hills	92372	\$312,000	63.9%	\$197
Victorville	92392	\$305,000	38.6%	\$191
Victorville	92394	\$270,000	31.7%	\$192
Victorville	92395	\$250,000	(new zip code) N/A	\$181
Wrightwood	92397	\$275,000	5.6%	\$298
S.B. County	ALL	\$339,000	32.9%	\$233

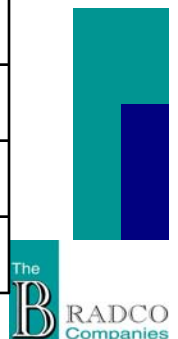
Source: Data Quick/DQ News.com January, 2006

Affordable Housing (Median Price)

www.TheBradcoCompanies.com

High Desert Re-Sales (January, 2006)				
City	Zip Code	Median House Price	% Price Change from January, 2005	Price per Foot
Adelanto	92301	\$290,000	35.5%	\$188
Apple Valley	92307	\$308,000	23.2%	\$182
Apple Valley	92308	\$286,000	36.2%	\$186
Barstow	92311	\$175,000	59.1%	\$145
Helendale	92342	\$370,000	17.5%	\$190
Hesperia	92345	\$305,000	41.9%	\$203
Hesperia	92344	\$438,000	62.0%	\$223
Lucerne Valley	92356	\$190,000	46.2%	\$197
Phelan	92371	\$305,000	32.6%	\$211
Pinon Hills	92372	\$410,000	64.0%	\$185
Victorville	92392	\$330,000	28.7%	\$185
Victorville	92394	\$296,000	23.9%	\$187
Victorville	92395	\$280,000	43.46%	\$240
Wrightwood	92397	\$245,000	9.8%	\$241
S.B. County	ALL	\$340,000	23.6%	\$233

*Source: Data Quick/DQ News.com January, 2006



Affordable Housing

New Housing

- 57 out of 131 (or 43.51%) active subdivisions in San Bernardino County are in the High Desert.* In August 2005, there were 65 active subdivisions in the high desert and 148 total in the county (43.91% of county total).
- San Bernardino County's weighted average for a new detached subdivision home is \$459,417 for 2,470 sq. ft. or \$186.03 per sq. ft.
- Total net sales for San Bernardino County declined by 30% from last quarter.
- The weighted average in the Victor Valley is now \$344,040 for 2,167 sq. ft. or \$158.75 per sq. ft. (25.11% less than the County's weighted average).*
- Prices have increased by 78.91% 2003 (second quarter) when average prices were \$192, 297.00 for 2,113 sq. ft. or \$90.99 per square foot (an increase of 69.17% in two (2) years).

* Market Pointe Realty Advisors, San Diego www.marketpointe.com (January, 2006)

Affordable Housing

New Housing

- To put things in their true perspective, the average weighted price for a new subdivision home in the San Bernardino County market represents the comparison difference of the High Desert is as follows:

Chino/Ontario	\$871,211	\$278.41 /sq. ft.
Fontana/Rialto	\$588,308	\$199.36 /sq. ft.
Rancho Cucamonga/Upland	\$722,736	\$250.89 /sq. ft.
San Bernardino/Colton	\$532,649	\$180.29 /sq. ft.
Victor Valley	\$344,040	\$158.75 /sq. ft.

The \$64.00 question:

Will the High Desert continue to average over \$344,040 for the year 2006?

High Desert Single Family Sales Comparison

1996, 2001 thru 2003 - Zip Code Comparisons

Community Name	Zip Code	1996 Sales SF Homes	1996 Median Price	2001 Sales SF Homes	2001 Median Price	2002 Sales SF Homes	2002 Median Price	2002 Sales SF Homes	2003 Median Price
San Bernardino County									
Adelanto	92301	336	\$77	300	\$81	343	\$92	469	\$119
Apple Valley	92307	1121	\$90	550	\$107	676	\$124	798	\$155
Apple Valley	92308	Incl.	\$90	564	\$89	637	\$104	749	\$126
Barstow	92311	306	\$71.50	356	\$66	431	\$67	486	\$74
Helendale	92342	139	\$100	165	\$120	227	\$135	244	\$160
Hesperia	92344	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Hesperia	92345	1116	\$79	1215	\$94	1,411	\$110	1540	\$136
Lucerne Valley	92356	59	\$60,750	77	\$66	93	\$79	104	\$80
Newberry Springs	92365	N/A	N/A	17	\$65	13	\$75	17	\$85
Phelan	92371	160	\$94,250	157	\$122	175	\$135	193	\$160
Pinon Hills	92372	19	\$100	31	\$120	52	\$146	66	\$170
Victorville	92392	1,353	\$93,250	1,136	\$106	1,444	\$123	1670	\$150
Victorville	92394	Incl.	\$93,250	256	\$90	309	\$110	373	\$135
Wrightwood	92397	107	\$115,000	176	\$129	202	\$152	175	\$184
Total Home		4,716		5,000		6,013		6,884	

Source: Data Quick Information Systems/DQ News.com
The Bradco Companies (760) 951-5111
www.TheBradcoCompanies.com

Misc/Single-FamilySales2005

High Desert Single-Family Sales Comparison

2004 and 2005 - Zip Code Comparisons

Community Name	Zip Code	2004 Sales SF Homes	2004 Median Price	2005 Sales SF Homes	2005 Sales SF Homes
San Bernardino County					
Adelanto	92301	521	\$162	809	\$250
Apple Valley	92307	816	\$208	864	\$285
Apple Valley	92308	834	\$180	858	\$250
Barstow	92311	685	\$90	698	\$140
Helendale	92342	252	\$220	284	\$325
Hesperia	92344	N/A	N/A	339	\$344
Hesperia	92345	1802	\$190	1,755	\$270
Lucerne Valley	92356	128	\$113	125	\$155
Newberry Springs	92365	23	\$125	21	\$112
Phelan	92371	211	\$226	203	\$300
Pinon Hills	92372	69	\$230	76	\$285
Victorville	92392	1844	\$210	1,475	\$300
Victorville	92394	414	\$185	647	\$280
Victorville	92395	N/A	N/A	860	\$252
Wrightwood	92397	237	\$237	187	\$294
Total Home Sales		7,836		9,201	

Source: Data Quick Information Systems/DQ News.com
 The Bradco Companies (760) 951-5111
 www.TheBradcoCompanies.com

Misc/Single-Family Sales 2005

Single-Family Total Residential Sales

Victor Valley / San Bernardino County
2001 - 2005

CITY	ZIP CODE	2001 Sales Volume	2002 Sales Volume	2003 Sales Volume	2004 Sales Volume	2005 Sales Volume	% increase 2001/2005
ADELANTO	92301	\$24,300,000.00	\$31,556,000.00	\$55,811,000.00	\$84,402,000.00	\$20,225,000.00	732.30%
APPLE VALLEY	92307	\$58,850,000.00	\$83,824,000.00	\$123,690,000.00	\$169,728,000.00	\$246,240,000.00	318.41%
APPLE VALLEY	92308	\$50,196,000.00	\$66,248,000.00	\$105,084,000.00	\$150,120,000.00	\$214,500,000.00	327.32%
BARSTOW	92311	\$23,496,000.00	\$28,877,000.00	\$35,964,000.00	\$61,650,000.00	\$97,720,000.00	315.90%
HELENDALE	92342	\$19,800,000.00	\$30,645,000.00	\$39,040,000.00	\$55,440,000.00	\$92,300,000.00	292.83%
HESPERIA	92344	N/A	N/A	N/A	N/A	\$116,616,000.00	N/A
HESPERIA	92345	\$114,210,000.00	\$155,210,000.00	\$209,440,000.00	\$342,380,000.00	\$413,850,000.00	314.89%
LUCERNE VALLEY	92356	\$5,082,000.00	\$7,347,000.00	\$8,320,000.00	\$14,464,000.00	\$19,375,000.00	281.24%
NEWBERRY SPRINGS	92365	\$1,105,000.00	\$975,000.00	\$1,445,000.00	\$2,875,000.00	\$2,352,000.00	112.85%
PHELAN	92371	\$19,154,000.00	\$23,625,000.00	\$30,880,000.00	\$47,686,000.00	\$60,900,000.00	217.94%
PINON HILLS	92372	\$3,720,000.00	\$7,592,000.00	\$11,220,000.00	\$15,870,000.00	\$21,660,000.00	482.25%
VICTORVILLE	92392	\$120,416,000.00	\$177,612,000.00	\$250,500,000.00	\$387,240,000.00	\$442,500,000.00	267.47%
VICTORVILLE	92394	\$23,040,000.00	\$33,990,000.00	\$50,355,000.00	\$76,590,000.00	\$181,160,000.00	686.28%
VICTORVILLE	92395	N/A	N/A	N/A	N/A	\$216,720,000.00	N/A
WRIGHTWOOD	92397	\$22,704,000.00	\$30,704,000.00	\$32,200,000.00	\$55,695,000.00	\$216,720,000.00	142.15%
TOTAL SINGLE-FAMILY		5,000	6,013	6,884	7,836	9,180	
HOME SALES		\$486,073,000.00	\$678,205,000.00	\$953,949,000.00	\$1,464,140,000.00	\$2,362,838,000.00	305.13%

SOURCE: Data Quick (DQ News.com)/ The Bradco Companies

Sales volume are based on median price totals

Excludes sale of condos

Residential Building Data

Permits Summary (Units)

High Desert Region – 1980 to 1989

Subarea	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
Adelanto										
Single Family	0	12	27	27	38	42	205	15	35	42
Multi-Family	12	38	135	347	145	147	465	0	80	0
Total	12	50	162	374	183	189	670	15	115	42
Apple Valley										
Single Family										923
Multi-Family										65
Total										988
Hesperia										
Single Family										725
Multi-Family										43
Total										768
Victorville										
Single Family	75	72	258	428	289	212	805	355	1058	2364
Multi-Family	26	17	36	90	434	492	844	40	464	2
Total	101	89	294	518	723	704	1649	395	1522	2366
Unincorporated North Desert										
Single Family	1464	1351	1402	2234	2503	2825	4345	3185	2656	1322
Multi-Family	150	162	238	496	806	1,045	806	434	350	81
Total	1614	1513	1640	2730	3309	3870	5151	3619	3006	1403
Subtotal										
Single Family	1539	1435	1687	2689	2830	3079	5355	3555	3749	5376
Multi-Family	188	217	409	933	1,385	1,684	2,115	474	894	191
Total	1727	1652	2096	3622	4215	4763	7470	4029	4643	5567
Barstow										
Single Family	10	10	14	61	19	17	92	64	68	93
Multi-Family	12	236	36	154	264	464	10	0	140	16
Total	22	246	50	215	283	481	102	64	208	109
Total										
Single Family	1549	1445	1701	2750	2849	3096	5447	3619	3817	5469
Multi-Family	200	453	445	1,087	1,649	2,148	2,125	474	1,034	207
Total	1,749	1,898	2,146	3,837	4,498	5,244	7,572	4,093	4,851	5,676

Source: San Bernardino County Land Management Department, Office of Building and Safety; Bureau of the Census - Construction Statistics Division; Alfred Gobar Associates.



Courtesy of: ALFRED GOBAR ASSOCIATES / 300 South Harbor Blvd Suite 900 / Anaheim, CA 92805
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Residential Building Data

Permits Summary (Units) High Desert Region – 1990 to 2005

Subarea	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005p
Adelanto																
Single Family	157	507	966	542	404	207	151	95	11	0	0	96	327	367	900	1101
Multi-Family	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	81
Total	157	507	966	542	404	207	151	95	11	0	0	96	327	367	900	1182
Apple Valley																
Single Family	833	232	274	286	156	121	212	215	278	323	277	362	542	641	1019	1349
Multi-Family	31	6	10	8	0	0	0	0	96	40	0	0	0	3	0	184
Total	864	238	284	294	156	121	212	215	374	363	277	362	542	644	1019	1533
Hesperia																
Single Family	719	392	457	225	261	165	205	216	188	212	210	539	463	1034	1478	1760
Multi-Family	10	58	75	0	0	0	0	0	89	0	0	13	0	54	128	222
Total	729	450	532	225	261	165	205	216	277	212	210	552	463	1088	1606	1982
Victorville																
Single Family	1160	675	725	804	534	289	327	152	200	315	390	637	986	2103	2699	2528
Multi-Family	35	60	0	0	0	0	0	0	116	82	12	0	100	176	82	152
Total	1195	735	725	804	534	289	327	152	316	397	402	637	1086	2279	2781	2680
Unincorporated North Desert																
Single Family	798	427	352	314	262	221	274	221	340	408	323	362	274	757	1,193	1,222
Multi-Family	5	0	0	10	0	0	0	0	0	0	0	8	0	0	18	0
Total	803	427	352	324	262	221	274	221	340	408	323	370	274	757	1211	1222
Subtotal																
Single Family	3667	2233	2774	2171	1617	1003	1169	899	1017	1258	1200	1996	2592	4902	7289	7960
Multi-Family	81	124	85	18	0	0	0	0	301	122	12	21	100	233	228	639
Total	3748	2357	2859	2189	1617	1003	1169	899	1318	1380	1212	2017	2692	5135	7517	8599
Barstow																
Single Family	48	30	53	37	5	3	13	9	3	1	0	0	7	2	34	68
Multi-Family	0	0	0	0	0	0	0	0	0	0	0	0	81	0	81	10
Total	48	30	53	37	5	3	13	9	3	1	0	0	88	2	115	78
Total																
Single Family	3715	2263	2827	2208	1622	1006	1182	908	1020	1259	1200	1996	2599	4904	7323	8028
Multi-Family	81	124	85	18	0	0	0	0	301	122	12	21	181	233	309	649
Total	3,796	2,387	2,912	2,226	1,622	1,006	1,182	908	1,321	1,381	1,212	2,017	2,780	5,137	7,632	8,677

Source: San Bernardino County Land Management Department, Office of Building and Safety; Bureau of the Census - Construction Statistics Division.



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Residential Building Data

Building Summary Valuation (in the 000s)

High Desert Region – 1980 to 1989

Subarea	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
Adelanto										
Single Family	\$0	\$387	\$1,004	\$1,011	\$1,478	\$1,369	\$7,015	\$507	\$1,258	\$1,595
Multi-Family	266	925	3,411	7,665	2,988	4,133	8,564	0	2,246	0
Total	266	1,312	4,415	8,676	4,466	5,502	15,579	507	3,504	1,595
Apple Valley										
Single Family										101,592
Multi-Family										4,175
Total										105,767
Hesperia										
Single Family										68,431
Multi-Family										1,847
Total										70,278
Victorville										
Single Family	3,563	3,315	12,838	32,984	21,230	16,613	55,577	25,393	86,983	227,289
Multi-Family	785	524	1,131	3,253	16,587	16,590	28,369	10,912	12,698	930
Total	4,348	3,839	13,969	36,237	37,817	33,203	83,946	36,305	99,681	228,219
Unincorporated North Desert										
Single Family	92,938	93,145	98,338	168,634	200,379	226,727	359,531	262,254	233,495	136,430
Multi-Family	6,644	8,887	8,721	24,670	40,327	44,255	36,717	20,551	15,206	4,668
Total	99,582	102,032	107,059	193,304	240,706	270,982	396,248	282,805	248,701	141,098
Subtotal										
Single Family	96,501	96,847	112,180	202,629	223,087	244,709	422,123	288,154	321,736	535,337
Multi-Family	7,695	10,336	13,263	35,588	59,902	64,978	73,650	31,463	30,150	11,620
Total	104,196	107,183	125,443	238,217	282,989	309,687	495,773	319,617	351,886	546,957
Barstow										
Single Family	431	496	695	3,256	1,214	1,116	5,758	3,909	5,013	7,652
Multi-Family	269	6,720	1,090	4,830	6,630	15,985	194	0	4,094	770
Total	700	7,216	1,785	8,086	7,844	17,101	5,952	3,909	9,107	8,422
Total										
Single Family	96,932	97,343	112,875	205,885	224,301	245,825	427,881	292,063	326,749	542,989
Multi-Family	7,964	17,056	14,353	40,418	66,532	80,963	73,844	31,463	34,244	12,390
Total	104,896	114,399	127,228	246,303	290,833	326,788	501,725	323,526	360,993	555,379

Source: San Bernardino County Land Management Department, Office of Building and Safety; Bureau of the Census - Construction Statistics Division; Alfred Gobar Associates.



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Residential Building Data

Building Summary Valuation (in the 000s)

High Desert Region – 1990 to 2005

Subarea	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005p
Adelanto																
Single Family	\$7,438	\$24,482	\$50,428	\$30,721	\$24,659	\$12,108	\$9,626	\$7,138	\$910	\$0	\$0	\$5,243	\$20,245	\$25,679	\$125,902	\$199,550
Multi-Family	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7,003
Total	7,438	24,482	50,428	30,721	24,659	12,108	9,626	7,138	910	0	0	5,243	20,245	25,679	125,902	206,553
Apple Valley																
Single Family	82,832	25,060	29,961	29,133	15,537	14,858	25,617	26,951	36,847	45,505	41,562	50,077	69,866	79,701	123,112	185,151
Multi-Family	1,862	354	534	519	0	0	0	0	3,514	1,251	0	0	0	222	0	9,372
Total	84,694	25,414	30,495	29,652	15,537	14,858	25,617	26,951	40,361	46,756	41,562	50,077	69,866	79,923	123,112	194,523
Hesperia																
Single Family	66,771	37,960	50,876	22,942	25,962	17,591	20,933	23,277	20,543	25,296	27,362	70,433	66,179	157,561	319,544	407,334
Multi-Family	412	2,428	4,332	0	0	0	0	0	4,879	0	0	503	503	3,620	0	17,122
Total	67,183	40,388	55,208	22,942	25,962	17,591	20,933	23,277	25,422	25,296	27,362	70,936	66,682	161,181	319,544	424,456
Victorville																
Single Family	113,360	64,646	68,271	78,805	52,095	30,076	32,953	15,361	21,726	38,061	49,855	100,545	162,737	358,131	478,928	455,469
Multi-Family	879	2,857	0	0	0	0	0	0	7,629	5,188	865	0	6,475	11,290	0	13,149
Total	114,239	67,503	68,271	78,805	52,095	30,076	32,953	15,361	29,355	43,249	50,720	100,545	169,212	369,421	478,928	468,618
Unincorporated North Desert																
Single Family	88,370	47,964	39,566	34,409	31,420	23,559	33,814	29,932	44,778	57,274	45,324	55,050	53,751	116,289	190,760	197,934
Multi-Family	130	0	0	190	0	0	0	0	0	0	0	511	0	0	11,245	0
Total	88,500	47,964	39,566	34,599	31,420	23,559	33,814	29,932	44,778	57,274	45,324	55,562	53,751	116,289	202,005	197,934
Subtotal																
Single Family	358,771	200,112	239,102	196,010	149,673	98,192	122,943	102,658	124,804	166,137	164,103	281,349	372,778	737,361	1,238,245	1,445,438
Multi-Family	3,283	5,639	4,866	709	0	0	0	0	16,021	6,439	865	1,014	6,978	15,133	11,245	46,647
Total	362,054	205,751	243,969	196,719	149,673	98,192	122,943	102,658	140,825	172,577	164,968	282,363	379,756	752,494	1,249,490	1,492,085
Barstow																
Single Family	4,042	2,388	4,862	3,355	489	302	1,109	1,055	536	196	0	0	790	268	4,501	8,712
Multi-Family	0	0	0	0	0	0	0	0	0	0	0	0	5,312	0	5,312	656
Total	4,042	2,388	4,862	3,355	489	302	1,109	1,055	536	196	0	0	6,101	268	9,812	9,368
Total																
Single Family	362,813	202,500	243,964	199,365	150,163	98,495	124,052	103,713	125,340	166,334	164,103	281,349	373,568	737,629	1,242,745	1,454,150
Multi-Family	3,283	5,639	4,866	709	0	0	0	0	16,021	6,439	865	1,014	12,289	15,133	16,557	47,302
Total	366,096	208,139	248,831	200,074	150,163	98,495	124,052	103,713	141,361	172,773	164,968	282,363	385,857	752,762	1,259,302	1,501,452

Source: San Bernardino County Land Management Department, Office of Building and Safety; Bureau of the Census - Construction Statistics Division.



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Residential Building Data

Average Building Permit Value Per Dwelling Unit High Desert Region – 1980 to 1989

Subarea	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
Adelanto										
Single Family		\$32,250	\$37,185	\$37,444	\$38,895	\$32,595	\$34,220	\$33,800	\$35,943	\$37,976
Multi-Family	22,167	24,342	25,267	22,089	20,607	28,116	18,417		28,075	
Total	22,167	26,240	27,253	23,198	24,404	29,111	23,252	33,800	30,470	37,976
Apple Valley										
Single Family										110,067
Multi-Family										64,231
Total										107,052
Hesperia										
Single Family										94,388
Multi-Family										42,953
Total										91,508
Victorville										
Single Family	47,507	46,042	49,760	77,065	73,460	78,363	69,040	71,530	82,215	96,146
Multi-Family	30,192	30,824	31,417	36,144	38,219	33,720	33,613	272,807	27,366	464,856
Total	43,050	43,135	47,514	69,956	52,306	47,163	50,907	91,912	65,493	96,458
Unincorporated North Desert										
Single Family	63,482	68,945	70,141	75,485	80,056	80,257	82,746	82,340	87,912	103,200
Multi-Family	44,293	54,858	36,643	49,738	50,033	42,349	45,555	47,353	43,446	57,630
Total	61,699	67,437	65,280	70,807	72,743	70,021	76,926	78,145	82,735	100,569
Subtotal										
Single Family	62,704	67,489	66,497	75,355	78,829	79,477	78,828	81,056	85,819	99,579
Multi-Family	40,931	47,631	32,428	38,144	43,251	38,586	34,823	66,378	33,725	60,836
Total	60,334	64,881	59,849	65,769	67,139	65,019	66,369	79,329	75,788	98,250
Barstow										
Single Family	43,100	49,600	49,643	53,377	63,895	65,647	62,587	61,078	73,721	82,280
Multi-Family	22,417	28,475	30,278	31,364	25,114	34,450	19,400		29,243	48,125
Total	31,818	29,333	35,700	37,609	27,717	35,553	58,353	61,078	43,784	77,266
Total										
Single Family	62,577	67,365	66,358	74,867	78,730	79,401	78,554	80,703	85,604	99,285
Multi-Family	39,820	37,651	32,254	37,183	40,347	37,692	34,750	66,378	33,118	59,854
Total	59,975	60,273	59,286	64,192	64,658	62,317	66,261	79,044	74,416	97,847

Source: San Bernardino County Land Management Department, Office of Building and Safety; Bureau of the Census - Construction Statistics Division; Alfred Gobar Associates.



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Residential Building Data

Average Building Permit Value Per Dwelling Unit

High Desert Region – 1990 to 2005

Subarea	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005p
Adelanto																
Single Family	\$47,376	\$48,288	\$52,203	\$56,681	\$61,037	\$58,495	\$63,751	\$75,133	\$82,737			\$54,611	\$61,912	\$69,969	\$139,891	\$181,245
Multi-Family																86,451
Total	47,376	48,288	52,203	56,681	61,037	58,495	63,751	75,133	82,737			54,611	61,912	69,969	139,891	174,749
Apple Valley																
Single Family	99,438	108,017	109,345	101,863	99,599	122,792	120,835	125,353	132,542	140,884	150,042	138,335	128,903	124,338	120,816	137,251
Multi-Family	60,065	59,000	53,449	64,869					36,603	31,270				74,156		50,936
Total	98,025	106,782	107,377	100,856	99,599	122,792	120,835	125,353	107,916	128,805	150,042	138,335	128,903	124,104	120,816	126,891
Hesperia																
Single Family	92,866	96,837	111,326	101,962	99,471	106,615	102,111	107,766	109,272	119,323	130,298	130,674	142,936	152,380	216,200	231,440
Multi-Family	41,200	41,862	57,760						54,815			38,659		67,045	0	77,128
Total	92,158	89,751	103,775	101,962	99,471	106,615	102,111	107,766	91,775	119,323	130,298	128,507	144,021	148,145	198,969	214,155
Victorville																
Single Family	97,724	95,772	94,167	98,016	97,557	104,069	100,774	101,057	108,629	120,829	127,833	157,842	165,047	170,295	177,446	180,170
Multi-Family	25,114	47,617							65,768	63,273	72,120		64,752	64,147	0	86,508
Total	95,597	91,841	94,167	98,016	97,557	104,069	100,774	101,057	92,895	108,941	126,170	157,842	155,812	162,098	172,214	174,858
Unincorporated North Desert																
Single Family	110,739	112,329	112,405	109,583	119,923	106,601	123,409	135,437	131,699	140,378	140,321	152,073	196,173	153,619	159,899	161,975
Multi-Family	26,000			19,027								63,898			624,745	
Total	110,212	112,329	112,405	106,788	119,923	106,601	123,409	135,437	88,034	73,362	140,321	150,167	196,173	153,619	166,809	161,975
Subtotal																
Single Family	97,838	89,616	86,194	90,285	92,562	97,899	105,170	114,191	122,718	132,065	136,752	140,956	143,819	150,420	169,879	181,588
Multi-Family	40,531	45,476	57,253	39,401					53,227	52,780	72,120	48,274	69,778	64,948	49,322	72,999
Total	96,599	87,294	85,334	89,867	92,562	97,899	105,170	114,191	106,848	125,055	136,112	139,991	141,068	146,542	166,222	173,518
Barstow																
Single Family	84,208	79,600	91,735	90,681	97,870	100,736	85,270	117,275	178,645	196,217			112,830	133,924	132,369	128,116
Multi-Family													65,575		65,575	65,575
Total	84,208	79,600	91,735	90,681	97,870	100,736	85,270	117,275	178,645	196,217			69,334	133,924	85,323	120,097
Total																
Single Family	97,662	89,483	86,298	90,292	92,579	97,907	104,951	114,222	122,882	132,116	136,752	140,956	143,735	150,414	169,704	181,135
Multi-Family	40,531	45,476	57,253	39,401					53,227	52,780	72,120	48,274	67,897	64,948	53,582	72,885
Total	96,443	87,197	85,450	89,881	92,579	97,907	104,951	114,222	107,011	125,107	136,112	139,991	138,798	146,537	165,003	173,038

Source: San Bernardino County Land Management Department, Office of Building and Safety; Bureau of the Census - Construction Statistics Division.



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Non-Residential Building Data

Non Residential Building Permit Valuations (000s) High Desert Region – 1989 to 1990

	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
Adelanto										
Retail	0	112	77	83	169	0	1,159	83	0	0
Office	0	0	0	220	14	158	0	34	0	0
Industrial	0	0	0	0	0	3,294	39	338	1,041	10,569
Apple Valley										
Retail										2,391
Office										2,986
Industrial										593
Hesperia										
Retail										4,697
Office										696
Industrial										1,434
Victorville										
Retail	692	4,149	5,292	2,150	1,464	2,290	23,229	9,599	20,888	15,899
Office	2,134	853	1,834	2,377	2,806	3,193	6,808	721	1,107	9,166
Industrial	1,424	639	83	8,000	4,059	381	10,680	3,630	0	0
Unincorporated North Desert										
Retail+Office	9,682	12,383	33,307	14,239	22,639	24,085	22,399	33,844	11,891	2,983
Industrial	7,740	31,488	5,652	13,675	11,775	4,131	15,951	28,417	17,687	30,543
Subtotal										
Retail*	10,374	16,643	38,675	16,472	24,273	26,375	46,787	43,526	32,779	25,970
Office	2,134	853	1,834	2,597	2,820	3,350	6,808	755	1,107	12,848
Industrial	9,164	32,127	5,735	21,675	15,833	7,806	26,669	32,385	18,728	43,139
Barstow										
Retail	166	0	1,894	934	2,023	1,610	2,945	743	10,151	896
Office	0	1,565	984	336	209	1,478	0	0	1,894	0
Industrial	0	0	0	0	1,085	0	462	500	0	3,579
Total										
Retail	10,540	16,643	40,569	17,406	26,296	27,985	49,733	44,270	42,930	26,866
Office	2,134	2,419	2,818	2,933	3,028	4,828	6,808	755	3,001	12,848
Industrial	9,164	32,127	5,735	21,675	16,918	7,806	27,131	32,885	18,728	46,718
San Bernardino County										
Retail	53,250	66,262	44,038	80,430	126,815	128,791	169,047	245,289	246,885	182,848
Office	22,306	25,760	29,396	22,265	24,898	61,263	90,303	42,284	63,759	93,981
Industrial	48,230	61,093	46,263	93,725	158,913	127,253	240,370	248,847	260,055	274,234

*Includes Unincorporated North Desert retail and office valuations.

Source: Bureau of the Census - Construction Statistics Division; Construction Industry Research Board.



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Non-Residential Building Data

Non Residential Building Permit Valuations (000s)

High Desert Region – 1990 to 2005

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005p
Adelanto																
Retail	147	0	0	0	0	300	2,960	350	1,538	1,029	5,633	2,030	984	400	7,450	5,295
Office	0	26	34	0	0	0	0	157	0	0	0	624	0	0	0	0
Industrial	8,070	8,247	6,213	1,442	5,047	1,101	0	1,844	0	0	0	0	0	0	0	0
Apple Valley																
Retail	12,549	348	478	402	4,542	0	4,597	734	3,407	2,518	303	3,463	29,236	1,043	1,121	20,012
Office	3,814	0	0	1,364	955	179	0	0	0	0	0	0	0	0	0	0
Industrial	0	252	20	0	0	0	0	0	0	0	0	0	0	0	0	0
Hesperia																
Retail	2,548	5,706	503	1,271	2,371	1,461	11,920	995	3,375	764	1,666	3,407	571	9,437	3,720	2,252
Office	626	2,751	2,039	385	2,128	0	990	0	215	0	0	1,601	0	761	2,316	1,557
Industrial	1,882	217	0	1,684	0	567	214	1,192	889	1,331	1,952	1,798	3,142	375	0	3,181
Victorville																
Retail	22,825	19,315	10,982	8,817	5,096	4,149	4,895	4,624	1,188	3,248	32,814	23,337	17,298	8,937	5,205	12,712
Office	6,006	4,506	4,913	46	1,143	240	1,414	1,708	3,268	1,728	1,987	480	4,363	3,539	4,258	2,181
Industrial	8	59	0	0	59	0	0	51	1,798	127	0	643	12,511	568	67,733	0
Unincorporated North Desert																
Retail+Office	4,000	2,314	1,921	1,781	559	1,726	985	3,107	2,610	2,174	1,852	1,164	905	1,918	2,036	4,051
Industrial	12,924	4,461	2,588	13,929	3,667	14,212	4,457	7,785	1,385	813	4,536	985	963	280	50	1,889
Subtotal																
Retail*	42,070	27,683	13,883	12,271	12,568	7,635	25,358	9,809	12,119	9,733	42,268	33,400	48,995	21,735	19,532	44,322
Office	10,446	7,283	6,985	1,795	4,226	419	2,404	1,865	3,482	1,728	1,987	2,705	4,363	4,300	6,574	3,738
Industrial	22,884	13,236	8,822	17,055	8,773	15,880	4,671	10,873	4,072	2,271	6,488	3,426	16,616	1,223	67,783	5,070
Barstow																
Retail	817	0	10,965	5,559	5,728	166	894	251	1,361	3,781	1,128	1,812	190	725	180	400
Office	0	0	0	0	0	0	227	259	100	301	200	352	0	0	343	0
Industrial	31	0	0	0	1,152	0	0	3,634	2,427	1,195	0	760	4,363	0	0	0
Total																
Retail	42,887	27,683	24,848	17,829	18,295	7,801	26,252	10,060	13,480	13,514	43,396	35,212	49,185	22,460	19,712	44,722
Office	10,446	7,283	6,985	1,795	4,226	419	2,631	2,124	3,582	2,028	2,187	3,057	4,363	4,300	6,917	3,738
Industrial	22,915	13,236	8,822	17,055	9,926	15,880	4,671	14,507	6,499	3,466	6,488	4,186	20,979	1,223	67,783	5,070
San Bernardino County																
Retail	214,241	151,897	82,529	94,358	99,706	149,353	101,937	112,255	162,472	185,840	134,185	184,602	161,690	229,890	180,449	235,491
Office	66,974	34,868	22,294	16,080	24,067	31,789	9,445	12,414	21,810	15,838	15,369	20,208	28,791	60,688	83,840	84,843
Industrial	170,834	125,582	38,522	36,040	56,622	68,560	86,707	188,716	209,002	331,039	404,568	330,928	243,003	241,743	435,579	321,773

*Includes Unincorporated North Desert retail and office valuations.

Source: Bureau of the Census - Construction Statistics Division; Construction Industry Research Board.



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Rental Housing Overview

“THE CHANGING DYNAMICS OF REAL ESTATE IN THE VICTOR VALLEY”
 (Trends and statistics in Residential & Apartment Rentals)

Summary of Product Inventory:

<i>CITY</i>	<i>BUILDING SIZE</i>	<i># OF TOTAL UNITS</i>	
Adelanto	5-14 Units	85	
	15-50 Units	747	
	51-100 Units	0	
	101- 425 Units	0	<u>832 Units</u>
Apple Valley	5-14 Units	977	
	15-50 Units	165	
	51-100 Units	0	
	101- 425 Units	0	<u>1142 Units</u>
Hesperia	5-14 Units	398	
	15-50 Units	645	
	51-100 Units	58	
	101- 425 Units	439	<u>3261 Units</u>
	* 175 units under construction		
Victorville	5-14 Units	345	
	15-50 Units	394	
	51-100 Units	482	
	101- 425 Units	2040	<u>1540 Units</u>
	* 800 units under construction		
			<u>6775 Units</u>

* Not included in totals. All data provide by Data Quick Information

Rental Housing Overview ~ Cont.

Assessment of Current Situation:

Housing shortage and greater demand is driving rental rates up. Demand for affordable housing is keeping apartment markets very tight with little if not zero vacancy rates.

Started to see a slow down in upper rental rate properties last November. Started seeing house renters moving back to apartments last summer as house rents began to increase rapidly.

In past 24 months, have seen a reversal of available product:

- 1996 - 2002 Most listing were for apartments, few houses (4 to 1 ratio)
- 2003 - 2005 Most listings are houses, few apartments (6 to 1 ratio)

Sales Data (2000~2004)

Commercial Property (Improved)

City	Year	Total Number of Sales	Total Building Sq. Ft.	Total Sales Volume
Adelanto				
	2000	4	2,918	\$ 103,000.00
	(% change)	0.0%	433.7%	3147.6%
	2001	4	15,573	\$ 3,345,000.00
	(% change)	225.0%	312.7%	0.0%
	2002	13	64,265	\$ 3,345,000.00
	(% change)	-23.1%	-6.5%	-42.5%
	2003	10	60,118	\$ 1,925,000.00
	(% change)	40.0%	-99.9%	171.5%
	2004	14	55	\$ 5,226,500.00
Apple Valley				
	2000	2	7,750	\$ 395,000.00
	(% change)	550.0%	1331.0%	807.6%
	2001	13	110,900	\$ 3,585,000.00
	(% change)	76.9%	15.7%	177.1%
	2002	23	128,315	\$ 9,935,500.00
	(% change)	-4.3%	-17.5%	-2.2%
	2003	22	105,918	\$ 9,714,818.00
	(% change)	31.8%	130.8%	46.3%
	2004	29	244,416	\$ 14,215,216.00
Barstow				
	2000	16	101,537	\$ 4,507,000.00
	(% change)	-37.5%	-39.0%	-29.1%
	2001	10	61,912	\$ 3,195,500.00
	(% change)	250.0%	149.8%	218.9%
	2002	35	154,635	\$ 10,190,500.00
	(% change)	37.1%	56.4%	160.7%
	2003	48	241,914	\$ 26,564,618.00
	(% change)	31.3%	-99.9%	-25.3%
	2004	63	221	\$ 19,841,331.00
Hesperia				
	2000	20	61,890	\$ 6,867,000.00
	(% change)	30.0%	94.2%	73.7%
	2001	26	120,210	\$ 11,928,500.00
	(% change)	-3.8%	98.9%	-9.3%
	2002	25	239,111	\$ 10,815,000.00
	(% change)	0.0%	14.0%	25.3%
	2003	25	272,561	\$ 13,554,500.00
	(% change)	132.0%	62.0%	45.5%
	2004	58	441,566	\$ 19,715,506.00
Victorville				
	2000	27	122,905	\$ 9,476,000.00
	(% change)	7.4%	48.2%	69.8%
	2001	29	182,162	\$ 16,093,000.00
	(% change)	72.4%	127.8%	72.7%
	2002	50	415,006	\$ 27,793,000.00
	(% change)	-8.0%	18.2%	17.1%
	2003	46	490,726	\$ 32,545,000.00
	(% change)	91.3%	24.8%	282.4%
	2004	88	612,458	\$ 124,448,848.00
TOTALS BY YEAR				
	2000	69	297,000	\$ 21,134,800.00
	(% change)	18.8%	65.2%	67.0%
	2001	82	490,757	\$ 35,289,000.00
	(% change)	78.0%	104.0%	75.9%
	2002	146	1,001,332	\$ 62,079,000.00
	(% change)	3.4%	17.0%	35.8%
	2003	151	1,171,237	\$ 84,303,936.00
	(% change)	66.9%	45.8%	118.9%
	2004	252	1,707,246	\$ 184,557,401.00
TOTAL 2000 - 2004				
		700	4,667,572	\$ 387,364,137.00

Industrial Property (Improved)

City	Year	Total Number of Sales	Total Building Sq. Ft.	Total Sales Volume
Adelanto				
	2000	1	96,268	\$ 35,500.00
	(% change)	400.0%	-28.4%	3918.8%
	2001	5	68,949	\$ 1,426,664.00
	(% change)	20.0%	12.7%	-3.0%
	2002	6	77,690	\$ 1,383,500.00
	(% change)	-16.7%	107.8%	110.7%
	2003	5	161,410	\$ 2,915,000.00
	(% change)	0.0%	250.8%	-12.5%
	2004	5	566,280	\$ 2,551,709.00
Apple Valley				
	2000	4	133,539	\$ 1,147,500.00
	(% change)	50.0%	103.5%	9.8%
	2001	6	271,758	\$ 1,260,000.00
	(% change)	-83.3%	-95.4%	-81.3%
	2002	1	12,500	\$ 235,000.00
	(% change)	600.0%	519.5%	818.5%
	2003	7	77,443	\$ 2,158,500.00
	(% change)	-42.9%	406.2%	-67.8%
	2004	4	392,040	\$ 695,000.00
Barstow				
	2000	1	5,150	\$ 235,000.00
	(% change)	0.0%	16816.5%	-85.1%
	2001	1	871,200	\$ 35,000.00
	(% change)	-	-	-
	2002	1	2,400	\$ 375,000.00
	(% change)	300.0%	1191.7%	173.6%
	2003	4	31,000	\$ 1,026,000.00
	(% change)	-75.0%	68.6%	-25.0%
	2004	1	52,272	\$ 770,000.00
Hesperia				
	2000	10	1,028,630	\$ 5,502,000.00
	(% change)	-50.0%	-64.3%	-84.0%
	2001	5	367,207	\$ 880,000.00
	(% change)	160.0%	-25.5%	366.2%
	2002	13	273,500	\$ 4,102,500.00
	(% change)	15.4%	8.3%	9.3%
	2003	15	296,253	\$ 4,483,500.00
	(% change)	20.0%	664.6%	87.3%
	2004	18	2,265,120	\$ 8,395,370.00
Victorville				
	2000	4	479,556	\$ 1,290,000.00
	(% change)	-75.0%	-99.2%	-88.4%
	2001	1	4,060	\$ 150,000.00
	(% change)	200.0%	412.9%	723.3%
	2002	3	20,825	\$ 1,235,000.00
	(% change)	100.0%	461.4%	312.9%
	2003	6	116,914	\$ 5,099,000.00
	(% change)	-16.7%	1613.9%	-30.6%
	2004	5	2,003,760	\$ 3,537,500.00
TOTALS BY YEAR				
	2000	20	1,743,143	\$ 8,210,000.00
	(% change)	-10.0%	-9.2%	-54.3%
	2001	18	1,583,174	\$ 3,751,664.00
	(% change)	33.3%	-75.6%	95.4%
	2002	24	386,915	\$ 7,331,000.00
	(% change)	54.2%	76.5%	113.9%
	2003	37	683,020	\$ 15,682,000.00
	(% change)	-10.8%	673.0%	1.7%
	2004	33	5,279,472	\$ 15,949,579.00
TOTAL 2000 - 2004				
		132	9,675,724	\$ 50,924,243.00

Data Supplied by First American Title Company (Victorville)

Sales Data ~ 2000 to 2004

Multi-Family Sales

Vacant Land Sales (5-10 acres)

City	Year	Total Number of Sales	Total Sq. Ft. - Land	Total Sales Volume
Entire High Desert				
	2000	57	409	\$ 4,269,009.00
	(% change)	-22.8%	-19.3%	-44.2%
	2001	44	330	\$ 2,382,500.00
	(% change)	1095.5%	1020.6%	532.3%
	2002	526	3,698	\$ 15,065,064.00
	(% change)	76.8%	82.0%	267.1%
	2003	930	6,730	\$ 55,310,808.00
	(% change)	-20.2%	3480612.4%	104.9%
	2004	742	234,251,945	\$ 113,339,156.00
TOTAL 2000 - 2004		2299	234,263,112	\$ 190,366,537.00

Vacant Land Sales (10+ acres)

City	Year	Total Number of Sales	Total Sq. Ft. - Land	Total Sales Volume
Entire High Desert				
	2000	26	660	\$ 3,131,000.00
	(% change)	-23.1%	34.5%	17.6%
	2001	20	888	\$ 3,682,000.00
	(% change)	1205.0%	917.5%	527.7%
	2002	261	9,035	\$ 23,113,017.00
	(% change)	64.0%	78.7%	199.2%
	2003	428	16,150	\$ 69,163,946.00
	(% change)	-12.9%	3983003.7%	85.9%
	2004	373	643,271,255	\$ 128,550,612.00
TOTAL 2000 - 2004		1108	643,297,988	\$ 227,640,575.00

City	Year	Total Number of Sales	Total Number of Units	Total Sales Volume
Adelanto				
	2000	14	63	\$ 992,363.00
	(% change)	-14.3%	60.3%	53.9%
	2001	12	101	\$ 1,527,500.00
	(% change)	50.0%	-49.5%	-24.0%
	2002	18	51	\$ 1,160,500.00
	(% change)	105.6%	458.8%	692.4%
	2003	37	285	\$ 9,196,000.00
	(% change)	2.7%	-63.5%	-63.6%
	2004	38	104	\$ 3,349,329.00
Apple Valley				
	2000	29	95	\$ 2,787,500.00
	(% change)	37.9%	47.4%	88.0%
	2001	40	140	\$ 5,240,873.00
	(% change)	172.5%	263.8%	301.2%
	2002	109	509	\$ 21,028,409.00
	(% change)	0.0%	13.4%	17.8%
	2003	109	577	\$ 24,764,909.00
	(% change)	-9.2%	-45.9%	2.1%
	2004	99	312	\$ 25,296,089.00
Barstow				
	2000	23	64	\$ 2,028,500.00
	(% change)	0.0%	-4.7%	34.9%
	2001	23	61	\$ 2,736,772.00
	(% change)	108.7%	224.6%	64.6%
	2002	48	198	\$ 4,504,591.00
	(% change)	27.1%	72.7%	99.7%
	2003	61	342	\$ 8,997,650.00
	(% change)	44.3%	-40.1%	-8.6%
	2004	88	205	\$ 8,220,371.00
Hesperia				
	2000	18	87	\$ 7,255,500.00
	(% change)	50.0%	6.9%	-42.5%
	2001	27	93	\$ 4,169,364.00
	(% change)	29.6%	64.5%	56.9%
	2002	35	153	\$ 6,543,500.00
	(% change)	-5.7%	-15.7%	46.4%
	2003	33	129	\$ 9,581,300.00
	(% change)	6.1%	-37.2%	-34.7%
	2004	35	81	\$ 6,254,200.00
Victorville				
	2000	16	51	\$ 2,464,000.00
	(% change)	-25.0%	198.0%	-37.4%
	2001	12	152	\$ 1,542,045.00
	(% change)	125.0%	69.1%	286.6%
	2002	27	257	\$ 5,961,500.00
	(% change)	55.6%	22.2%	81.7%
	2003	42	314	\$ 10,834,000.00
	(% change)	28.6%	-49.7%	-12.3%
	2004	54	158	\$ 9,504,534.00
TOTALS BY YEAR				
	2000	100	360	\$ 15,527,863.00
	(% change)	14.0%	51.9%	-2.0%
	2001	114	547	\$ 15,216,554.00
	(% change)	107.9%	113.5%	157.6%
	2002	237	1,168	\$ 39,198,500.00
	(% change)	19.0%	41.0%	61.7%
	2003	282	1,647	\$ 63,373,859.00
	(% change)	11.3%	-47.8%	-52.9%
	2004	314	860	\$ 29,857,523.00
TOTAL 2000 - 2004		1047	4,582	\$ 163,174,299.00

Data Supplied by First American Title Company (Victorville)

Sales Data ~ 2005

Multi-Family Residential			
City	Total Sales	Total Units	Total Sales Volume
Apple Valley	107	345	\$39,368,000
Hesperia	57	132	\$15,557,500
Victorville	76	212	\$13,589,000
Adelanto	33	86	\$7,242,000
Barstow	123	518	\$16,314,409
Total	396	1293	\$92,070,909

Commercial - Vacant			
City	Total Sales	Bldg. Sq. Ft	Total Sales Volume
Apple Valley	37	2,528,072	\$84,740,000
Hesperia	86	8,870,570	\$32,578,000
Victorville	142	11,913,518	\$76,543,488
Adelanto	34	6,002,656	\$9,720,800
Barstow	22	1,074,117	\$2,508,000
Total	321	30,388,933	\$206,090,288

Commercial - Improved			
City	Total Sales	Total Sq. Ft. Land	Total Sales Volume
Apple Valley	13	148,422	\$6,758,500
Hesperia	51	142,741	\$69,794,409
Victorville	84	545,009	\$95,714,731
Adelanto	15	22,799	\$2,846,000
Barstow	70	114,152	\$20,127,240
Total	233	973,123	\$195,240,880

Industrial-Improved			
City	Total Sales	Total Sq. Ft. Land	Total Sales Volume
Apple Valley	4	13,220	\$2,215,000
Hesperia	22	224,028	\$7,904,000
Victorville	7	41,290	\$7,255,500
Adelanto	11	127,284	\$4,860,000
Barstow	8	27,110	\$1,465,000
Total	52	432,932	\$23,699,500

Data Supplied by First American Title Company (Victorville)

Sales Data ~ 2005

Industrial - Vacant			
City	Total Sales	Total Sq. Ft. Land	Total Sales Volume
Apple Valley	17	2,596,860	\$2,565,000
Hesperia	48	7,277,173	\$39,690,000
Victorville	18	4,012,855	\$3,880,500
Adelanto	69	2,522,759	\$12,636,000
Barstow	4	2,335,899	\$535,000
Total	156	18,745,546	\$59,306,500

Industrial-Improved			
	Total Sales	Total Sq. Ft. Land	Total Sales Volume
Entire High Desert	52	432,932	\$23,699,500

Vacant – Acreage Land Sales 5.00 to 10.00 Acres			
	Total Sales	Total Sq. Ft. Land	Total Sales Volume
Entire High Desert	734	238,779,933	\$190,789,515

Data Supplied by First American Title Company (Victorville)

Measure I

A Major Impact to the County and the High Desert

- ✓ Cal Trans and SANBAG involvement with the economy: (a) Measure I. Voters approved a 1/2 cent sales tax in 1989 (20-year bond). Tax expires 2010.
- ✓ Since 1989, 3,000 local road projects, 332 freeway lane miles within San Bernardino County including the Metro Link train system, expanded bus service, new Route 210, new Route 71, Interstate 10 carpool lanes, Route 60 carpool lanes, etc.
- ✓ Out of the \$1 billion dollars that has been raised from the 1/2 cent measure, nearly \$137,7 million has been allocated for the High Desert Region (Victor Valley \$107.8 million and Barstow/Newberry Springs \$29.9 million).
- ✓ Out of the \$6 billion 1/2 cent sales tax will ensure nearly \$1 billion in improvements over the next 30-years within the High Desert Region.
- ✓ Under the new program 70% would be for local streets and roads, 25% would be used for major local highways and freeways, 5% for senior/disabled transit and \$179 to fix the Cajon Pass.

Measure I

What it Means for the High Desert

- ✓ Widening of I-15 with additional interchanges
- ✓ Additional lanes and safety improvements to Highway 395
- ✓ Safety and traffic flow improvements to Routes 18, 138 and 330
- ✓ New east-west roadways to relieve traffic congestion on Bear Valley Road
- ✓ Development of the San Bernardino County portion of the new High Desert Corridor
- ✓ Improvements to the Cajon Pass
- ✓ Additional lanes and improvements to Route 58
- ✓ Local street and road improvements
- ✓ Expanded special transit services and continued low bus fares for seniors and riders with disabilities

Rail

- Southern California Logistics Rail Complex is a 3,500 acre master-planned facility
- Serviced by Burlington Northern Santa Fe (BNSF) and Union Pacific (UP) railroads; the rail complex provides capacity to process more than 800 million pounds of international and domestic trade annually.
- PASHA Group has committed to a 700 acre multimodal logistics and distribution complex.

- ✓ Reduce freeway constraints
- ✓ Reliever to airport and rail delays
- ✓ Provides 20 million square feet in manufacturing and distribution facilities



Land, Labor & Population Growth

- **Abundance of Land**
 - Residential land values \$45,000 to \$140,000 per acre
 - Commercial land values \$2.00 to \$32.00 per sq. ft.
 - Industrial .50 per foot (Adelanto) to \$3.00 sq. ft.
- **Excellent Prospects for City of Hesperia**
- **Abundant labor**
- **Clean air**
- **Maturing population of nearly 425,000* with a projection of nearly 1,000,000 by the year 2022. (SCAG)**
- **Southern California Logistics Airport (1800 new jobs and counting...100 companies:**
 - The Boeing Company, General Electric, Pratt & Whitney, Leading Edge Aviation Services, Victorville Aerospace, U.S. Customs, California Highway Patrol, Southern California Logistics Services)
- **High Desert Power Project (830 mega watts)**
 - What happens when you mix power & a master plan that can accommodate 62,000,000 sq. ft. of space at SCLA?
- **Cooperative Cities**

*Bradco Estimate

The City of Adelanto

Overview

- The City of Adelanto was founded in 1915 by E.H. Richardson the inventor of what became the Hot Point Electric Iron. He sold his patent and purchased land for \$75,000. He had planned to develop one of the first master planned developments in Southern California.
- The City of Adelanto was incorporated on December 22, 1970.
- The City's elevation ranges from 2,880 ft. to 3,100 ft. above sea level.
- The City limits encompasses approximately 53.5 square miles. It's sphere of influence extends that figure to approximately 77 square miles.
- Adelanto means "to go forward" or "to progress" in Spanish.
- The City of Adelanto has enjoyed a growth rate of over 113% according to the current 2000 Census Report.
- During the first half of 2005, 578 homes were approved for construction.
- Forty-two (42) new residential subdivisions have been approved since January 2004 resulting in a total of 3,627 new homes.
- Forty-eight hundred (4,800) new jobs have been created within the Adelanto I, II, III Industrial Park since 1989.
- First shopping center in the city's history is completed at the northwest corner of Palmdale Road and Highway 18. 130,000 square feet of retail space. Stater Bros. is the anchor tenant and will open in late fall of 2006.
- 30,800 vehicles travel through Adelanto along Highway 395 on a daily basis.
- H. Olsen Distributing is building a ±60,000 sq. ft. facility that will be completed by September 2006.
- First industrial condo project to break ground by July 2006.
- The Lewis Group of Companies is planning a master planned community in the northern portion of Adelanto to be announced at the end of 2006.

The City of Adelanto

Fast Facts

- The 2005 population: **23,418**
- Male (2000 Census): **9,698**
- Female (2000 Census): **8,432**
- Median Age (2000 Census): **26.9**
- Labor Force: **6,500**
- Unemployment Rate: **14.6%**
- Housing Units 2005: **6,879**
- Median Household Income: **\$31,594** (2000)
- Owner / Occupied: **63.8%**
- Renter Occupied: **36.2%**
- Current Median Home Price 2006*: **\$290,000**
- Total Number of Business Licenses: **725**

*www.dataquick.com (Jan. 2006)

The City of Adelanto

Major Employers

- Northwest Pipe Company / Construction: **390**
- Cabo Yachts: **350**
- Adelanto School District: **233**
- Fiber Care Baths: **172**
- Speedy-Cut: **165**
- National/Arnold: **145**
- Apex Trucking: **130**
- Molded Fiber Glass Company West: **130**
- Commercial Products: **130**
- Safe Way Sign: **70**
- LAWP: **70**
- H. Olsen Distribution (under construction): **50**

The Town of Apple Valley

Overview

- The Town of Apple Valley's destiny was shaped in 1945 by Newton T. Bass and J.W Westland, two old wild catters, whose efforts developed Apple Valley into the high desert's premiere residential community.
- The Town of Apple Valley was Incorporated in 1988.
- Over the next 12 months over 1 million square feet of retail space will be under construction including theatres, home improvement stores, supermarkets, pharmacy's, restaurants / eatery's.
- Wal-Mart's 1.34 million square foot distribution facility is fully operational with over 1,000 employees and future plans to extend an additional 300,000 square feet.
- The Town is served by the Apple Valley Airport, a general aviation airport with a 6,500 square foot runway stretched to handled D-9's and Boeing 727's.
- The Town has 2,800 acres of reasonably priced industrial zoned property adjacent to the Apple Valley Airport.
- Mal Riley's proposed $\pm 367,000$ sq. ft. center development on a 30 acre retail center, which will be anchored by two (2) national tenants (90,000 sq. ft and 100,000 sq. ft.) on the southeast corner of Bear Valley Road & Jess Ranch Parkway near Malcom Riley & Associates.
- Mal Riley to develop the former "Silverado" center at the southwest corner. It will be over $\pm 375,000$ sq. ft. of retail.
- The Lewis Group of Companies has recently received approval for a $\pm 488,666$ sq. ft. retail/commercial project. The "Town Center" will have over 2,600 parking places and be anchored by a 175,000 sq. ft. "Super Target."
- The Town of Apple Valley is processing a development permit for a "Super Wal Mart."

The Town of Apple Valley

Fast Facts

- Year of incorporation: **1988**
- Land Area: **78.0 square miles**
- Population: **62,639**
- Population / Land Area: **65.1**
- Male (2000 Census): **30,141**
- Female (2000 Census): **32,153**

- Median Age (2000 Census): **34.75**
- Labor Force: **27,300**
- Unemployment Rate: **6.2%**
- Housing Units 2005: **22,423**
- Owner / Occupied: **70%**
- Renter Occupied: **30%**
- Median Home Price 2005*:
 - Zip Code 92307: **\$308,000**
 - Zip Code 92308: **\$286,000**

*www.dataquick.com (Jan. 2006)

The Town of Apple Valley

Major Employers

- Apple Valley Unified School District: **1,825**
- Wal-Mart Distribution Center: **1,512**
- St. Mary's Medical Center: **1,254**
- Wal-Mart: **362**
- Target Stores, Inc.: **210**
- Stater Bros. Markets: **175**
- Apple Valley Christian Centers: **171**
- Albertson's: **131**
- McDonald's: **114**
- Century 21-Fairway Realty: **102**
- Town of Apple Valley: **90**

The Town of Apple Valley

Yucca Loma Bridge / Nisqualli Road

The Bradco Companies Update

- This project is the No. 1 priority for the Town of Apple Valley, and shall be the No. 1 project for all members of the Chamber, business owners and residents within the Apple Valley area.
- The lack of additional major east / west corridor is strangling the economic vitality of one of California's most desirable areas to live.
- The Victor Valley is the fastest growing area within San Bernardino and Riverside Counties.
- Within the greater Victor Valley area, population has increased 30% from 202,551 to 264,358 over the last 5 years.
- Over the last 5 years Victor Valley communities have constructed 20,204 ± dwelling units.
- Construction of the Yucca Loma Bridge / Nisqualli Road / La Mesa Interchange will significantly alleviate traffic congestion on Highway 18 and Bear Valley Road, the only two major entrances into Apple Valley.

The Town of Apple Valley

Yucca Loma Bridge / Nisqualli Road

- **Task Force:** There is a proposal to form the Yucca Loma Bridge / Nisqualli Road / La Mesa Interchange Task Force which could include such prominent individuals as: (1) Congressmen Jerry Lewis; (2) Congressmen “Buck” McKeon; (3) Senators Diane Feinstein and Barbara Boxer; (4) the Mayor’s of Apple Valley and Victorville; (5) San Bernardino County First District Supervisor; (6) the successor to Assemblymen Mountjoy; (7) the Cal-Tran 8 Director; and (8) Rick Piercy of the Lewis Center for Educational Excellence.
- **Potential Funding Sources:** Apple Valley and Victorville construction, design, financing, including Measure I funds, Measure I major project funding, State Transportation Improvement Program funding (STIP), Surface Transportation Program funding (Federal through SANBAG) and local development impact fees.
- **The Cost:** ±\$221,000,000 including design costs estimated at 30%. Funds needed by Victorville and Apple Valley would be approximately ±\$193,600,000.

The Town of Apple Valley

Yucca Loma Bridge / Nisqualli Road

- Current Status of Projects:
 - \$27.4 million of construction funds on hand are committed to the City of Victorville for the Yucca Loma Bridge / Nisqualli Road / La Mesa Interchange and Nisqualli Road improvements.
 - \$2.8 million on hand for Yucca Loma Bridge environmental work.
- Environmental document approval by FHWA for the Yucca Loma Bridge / Nisqualli Road / La Mesa Interchange is exposed by the City of Victorville by June 30, 2006.
- Apple Valley expects to gain necessary environmental approvals for the Yucca Loma Bridge component by December 31, 2007.
- Entire project can be completed by 2010 if total funding is provided by December 31, 2007.
- For those living in the Victor Valley, most specifically for those living in the Town of Apple Valley, when you are talking to a friend, business associate or anyone else you know, always use “Yucca Loma Bridge” in a part of your conversation. For example, ask Bill how he’s doing today and hopefully Bill will answer “Yucca Loma Bridge.” We need some kind of a coined slogan that people will use all the time so that this issue becomes paramount to the economic vitality for the Town of Apple Valley and the surrounding communities.

Good Luck!

The City of Barstow

Overview

- Barstow was incorporated on September 30, 1947.
- Barstow is located 130 miles east of Los Angeles and 152 miles southwest of Las Vegas.
- Barstow is the western division point for the BNSF and UPSP Railroads Transcontinental Mail Line.
- Barstow Industrial Park is over 1,200 acres and will offer rail service.
- Barstow Business Park will be redeveloped with nearly ±435,000 square feet.
- Wal-Mart has recently announced plans to build a ±880,000 Distribution Center scheduled to begin in late 2006 on 160 acres on Lenwood Road for an estimated cost of \$60 million. It will accommodate 700 employees.
- Barstow has a new enterprise designation given by the State of California. Businesses within the zone may qualify for special tax credits on prior income, purchases and expenses.
- United Plastics plans to open a \$2.5 million plastics manufacturing plant by mid 2006 in the 50,000 sq. ft. building on Eastgate Road near Main Street. They plan to employ 45 people.
- The former Yellow Freight facility on Lenwood Road is being converted to a distribution center. Barstow Produce Market will be a part of the 51 acre site. The project will create nearly 115 jobs.
- Burlington Northern Sante Fe is planning to build a \$5.4 million rail spur to the Barstow Industrial Business Park.
- Three (3) competing casino projects (Barwest, LLC. represents the Los Coyotes Band of Indians and Big Lagoon Rancheria). The other casino project is being developed by the Chemehuevi's.
- Barstow City Council has recently approved the sale of 19.7 acres of city owned land for a new 60-bed hospital to be developed by Community Health Systems. Construction costs will be nearly \$60 million. Construction will begin in the next 3 years.

The City of Barstow

Fast Facts

- Population in 2005: **23,546**
- Median Age (2000 Census): **31.8**
- Average Age: **34.4**
- Number of Households: **8,646**
- Median Household Income: **\$38,994**
- Owner / Occupied (Residential): **53.6%**
- 2005 Median Residential Sale Price*: **\$175,000**
- City Area: **133 square miles**
- Population Within Retail / Service Area: **60,000**
- Area Labor Force: **12,260**
- Dwelling Units (Detached Single Family): **13,351**
- Dwelling Units (Attached Single Family): **19,075**
- Apartments: **38,042**
- Mobile Homes: **31,060**

*www.dataquick.com (Jan. 2006)

The City of Barstow

Major Employers

- Fort Irwin / National Training Center:
 - U.S. Army: **4,784**
 - Private Contractors / Civilians: **3,622**
- Marine Corp. Logistics Base-Barstow:
 - Civil Service: **1,389**
 - U.S. Marines: **340**
 - U.S. Navy: **119**
- Barstow Unified School District: **760**
- Burlington Northern Santa Fe (Railroad): **650**
- Barstow Community Hospital: **300**
- Goldstone: **190**
- Tanger Outlet Center: **175**
- Barstow Outlets Center: **159**

The City of Hesperia

Overview

- Hesperia was incorporated on July 1, 1988.
- Current assessed value is \$2,028,180,745.
- Hesperia is conveniently located 35 miles north of San Bernardino, 90 miles northeast of Los Angeles and 195 miles south of Las Vegas.
- Hesperia was named “The Star of the West” more than 100 years ago
- Hesperia’s incorporated area encompasses roughly 70.36 square miles, while it’s adopted sphere of influence extends it’s geographic reach an additional 32 square miles.
- Three (3) expansive redevelopment areas encompass over 26,000 acres within the City and include two (2) primary industrial corridors. Approximately 1,329 acres are incorporated in the “I” Avenue Industrial area located in the eastern part of the City.
- Hesperia has 1,032 acres zoned for commercial and industrial development in two redevelopment project areas.
- Hesperia enjoys a labor force of 132,687 people found within a 15 mile radius.
- The Lewis Group of Companies has recently obtained a zone change for 400,000 sq. ft. retail center to be anchored by Target on the west side of Interstate 15.
- Home Depot and Super Wal-Mart are processing applications for a 25 acre site on the southeast corner of Main Street and Escondido.
- In November 2005 the \$60 million Main Street / Interstate 15 interchange opened.

The City of Hesperia

Fast Facts

- The 2005 population: **76,114**
- 2005 Male Population: **49.5%**
- 2005 Female Population: **50.50%**
- Median Age (2000 Census): **32.35**
- Labor Force: **29,500**
- Unemployment Rate: **6.4%**
- Percentage Owner / Occupied: **74.02%**
- Percentage Renter Occupied: **25.89%**
- Average Household Income: **\$58,000**
- Median Home Price 2005*:
Zip Code: 92344: **\$438,000**
Zip Code: 92345: **\$305,000**

*www.dataquick.com (Jan. 2006)

The City of Hesperia

Major Employers

- Hesperia Unified School District: **1,566**
- Stater Bros. Markets: **316**
- County of San Bernardino Business and Social Services: **276**
- Robar Enterprises: **250**
- City of Hesperia: **217**
- Arizona Pipeline Company: **177**
- Day Tech Center: **167**
- Double Eagle Transportation: **150**
- C&M Woods: **127**
- Ram-Mar Painting, Inc.: **125**
- In-and-Out: **117**
- K Mart: **90**
- Pilot Travel Center: **75**
- Standard Abrasives: **61**
- Little Sister's Truck Wash: **60**

The City of Victorville

Overview

- **General Information:**
 - **Incorporated:** September 21, 1962.
 - **Elevation:** 2,875 feet above sea level.
 - **Square Miles:** 74.09.
 - **Location:** Victorville is situated approximately 97 miles northeast of Los Angeles and 35 miles northeast of San Bernardino at the edge of the Mojave Desert. The City is 180 miles south of Las Vegas, Nevada.
- **City Hall:** On July 20, 2005, the City of Victorville awarded a construction contract to Rogers-Quinn Construction, Inc. in the amount of \$27 million, which will enlarge City Hall to 107,000 sq. ft. The current expansion includes 66,000 sq. ft., the existing 41,000 sq. ft. will be renovated and the project will take approximately 18 months.
- **The Victor Valley Commercial Hub Includes:** Super Wal-Mart, Sam's Club, Men's Warehouse (to be built), Lowe's, Best Buy, Michaels, Linen's & Things, Staples, The Shoe Pavilion, Circuit City, Office Max, Home Depot, Kohl's, Pier One, Costco, Bed, Bath and Beyond, Target.
- **Restaurants Include:** Fazoli's (under construction), Johnny Carinos, Chili's, Mimi's Café, Apple Bee's, Roadhouse Grill, Outback Steakhouse, Olive Garden, Red Lobster, Red Robin.
- **Auto Dealerships Include:** High Desert Ikea, Buick, Pontiac, GMAC, Valley High Toyota, Honda, Victorville Nissan, Victorville Motors Chrysler, Jeep, Dodge, Victorville Mazda, Victorville Mitsubishi, M&M Candies (Aspen Distribution).
- **Other Companies Include:** GE Enterprises, Boeing Company, Good Year Tire & Rubber, Newtro Products, Con-Air, GA Glass, GE Transportation, Leading Edge Aviation Services, Pratt-Whitney.
- **Construction of a New Cine Mark:** 16 screen movie theatre located in The Mall of the Victor Valley. To be completed by October 2006.

The City of Victorville

Fast Facts

- The 2005 population: **86,473**
- 2005 Male Population: **44,639**
- 2005 Female Population: **46,952**
- Median Age (2000 Census): **31.27**
- Average Age: **33.83**
- Labor Force: **36,934**
- Unemployment Rate: **5.18%**
- Households: **29,415**
- Owner / Occupied: **67.52%**
- Renter Occupied: **32.48%**
- Average Household Income: **\$49,035**
- Dwelling Units: **26,521**
- Assessed Valuation: **\$7,043,256,916**
(as of December 2004)
- Median Home Price 2005*:
 - Zip Code 92392: **\$330,000**
 - Zip Code 92394: **\$296,000**
 - Zip Code 92395: **\$280,000**

*www.dataquick.com (Jan. 2006)

The City of Victorville

Major Employers

- Southern California Logistics Airport: **1,986**
- Victor Valley College: **1,100**
- Victor Valley Union High School District: **1,000**
- Victor Valley College: **1,000**
- Victor Elementary School District: **930**
- Prime Care Medical Group / Desert Valley Hospital: **900**
- Verizon: **900**
- Wal-Mart: **600**
- City of Victorville: **593**
- Victor Valley Community Hospital: **544**
- Federal Corrections Complex Victor Valley: **328**
- AFG Industries: **260**
- TXI Cement: **220**
- Desert Community Bank: **175**
- Daily Press: **160**
- Southwest Gas Corporation: **138**
- Southern California Edison: **125**

Southern California Logistics Airport (SCLA)

General Information

- SCLA was formerly known as George Air Force Base.
- SCLA provides a cost effective supply-chain network to Los Angeles, the Silicon Valley, Denver, Las Vegas and Mexico and aids manufacturers and distributors to deliver their products with optimum speed.
- SCLA is a 5,000 acre master plan, multi-modal business complex and is the newest supply-chain network to the world.
- Industrial sites of 20 to 100 acres are available.
- Active International air cargo service.
- 24-hour, 7-days a week operations with no curfew.
- Unmatched government incentive programs including:
 - 1,940 acre designated foreign trade zone.
 - LAMBRA Enterprise Zone
 - Largest re-development district in California.
- On-site U.S. Customs port of entry.
- Master planned for over 60,000,000 sq. ft. of commercial and industrial development.
- Offers manufacturing distribution facilities direct access to rail spur, international cargo facilities, technology centers, aviation maintenance facilities, executive jet travel center and recreational amenities.

Southern California Logistics Airport (SCLA)

Advantages

- Two (2) transcontinental runways of 10,000 lineal feet and 15,050 lineal feet.
- Secured on-site U.S. Customs clearance.
- 2-hour air cargo turnaround.
- Dedicated congestion-free air corridor.
- 4-minute taxi to terminal.
- 24/7 year round service.
- Unshared airspace.
- Container freight station/bonded warehouse with refrigeration storage.
- Two (2) transcontinental rail lines.

Southern California Logistics Airport (SCLA)

Major Companies

- **Air Cargo:**
 - Fed Ex
 - ASB-Air
 - Land Atlas Air
 - Cargolux
 - DHL Danzas Air & Ocean
 - Panalpina
- **Aviation:**
 - Boeing
 - General Electric Aircraft Engine
 - Leading Edge
 - Pratt & Whitney
- **Logistics:**
 - The Pasha Group
 - Excel
 - Hub Groups

Southern California Logistics Airport (SCLA)

Quarterly Update

From the Bradco High Desert Report (38th Ed.)

- Today more than 3,000 jobs have been created at SCLA.
- SCLA was recognized by the Department of Transportation as a nationally significant project because it is positioned to provide a practical, long-term solution to support the requirements of both the regional and national good movement growth.
- Stirling has entitled nearly 64,000,000 sq. ft. at SCLA for commercial and industrial development. SCLA is the largest fully integrated commercial development in the Inland Empire and is expected to bring 30,000 jobs to the area.
- Commencing in 2006, Stirling will invest nearly \$300 million to build approximately 4,000,000 sq. ft. of facilities in Phase 1 at SCLA. The new industrial space will be comprised of diverse product type including cross-dock large scale distribution multi-tenant. Development plans call for industrial buildings ranging in size from 24,000 sq. ft. to 1,000,000 sq. ft.

Southern California Logistics Airport (SCLA)

Quarterly Update

From the Bradco High Desert Report (38th Ed.)

- On-airport tenant lease rates increased by approximately 50% with rates ranging from \$0.35 to \$0.50 per sq. ft. due to the ongoing increase in demand.
- Two (2) new hangers costing nearly \$30 million are currently under construction. The first hanger is under lease to Pratt & Whitney. It contains 67,500 sq. ft. and is now completed. The second hanger will accommodate a A-380 Aircraft and will consist of 100,000 sq. ft. and will eventually complete a planned MRO (Maintenance Repair Overhaul) Complex totaling 200,000 sq. ft.
- GE Aircraft Engine Center 75,000 sq. ft. facility is in full operation.
- SCLA is home to Leading Edge Aviation, the No. 1 aircraft painting company. The company is in full operation of it's new 54,000 sq. ft. painting facility.

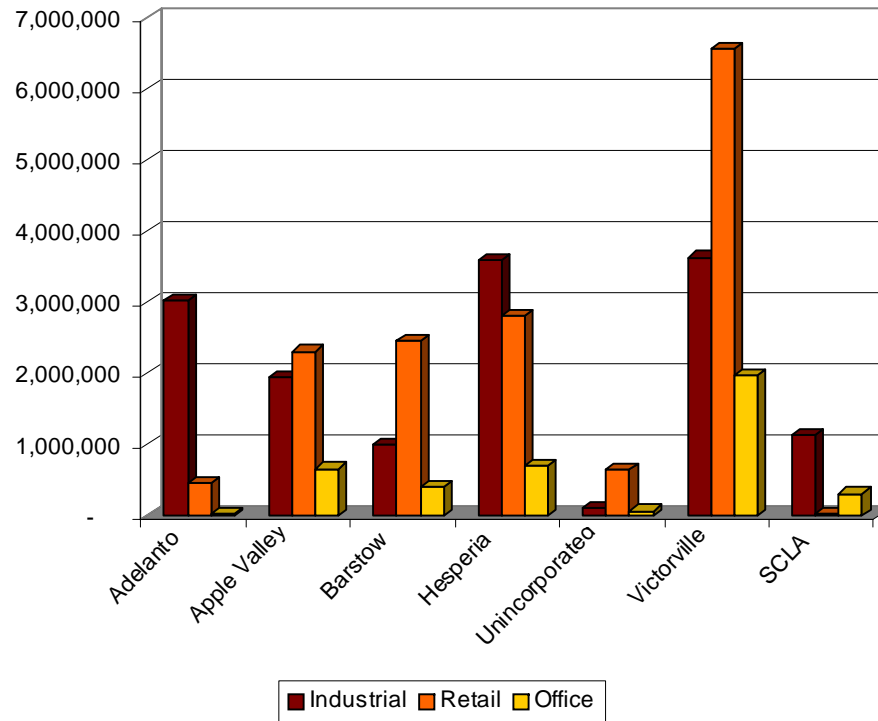
Commercial Base by Square Feet

Total Inventory by Square Footage					
City	Industrial SF	Retail SF	Office SF	City Totals	Increase From 2005
Adelanto	3,036,093	470,393	37,007	3,543,493	540,115
Apple Valley	1,940,424	2,313,289	662,431	4,916,144	362,509
Barstow	1,013,477	2,448,702	411,531	3,873,710	23,225
Hesperia	3,590,685	2,804,993	700,327	7,096,005	537,162
Unincorporated	101,456	654,696	68,350	824,502	55,265
Victorville	3,634,524	6,562,420	1,976,027	12,172,971	813,069
SCLA	1,134,161	24,675	312,730	1,471,566	-
Totals	14,450,820	15,279,168	4,168,403	33,898,391	2,331,345

SCLA: Southern California Logistics Airport
 Source: The Bradco Companies - March 2006

Composition of Property Type by City

Source: The Bradco Companies
 March 2006

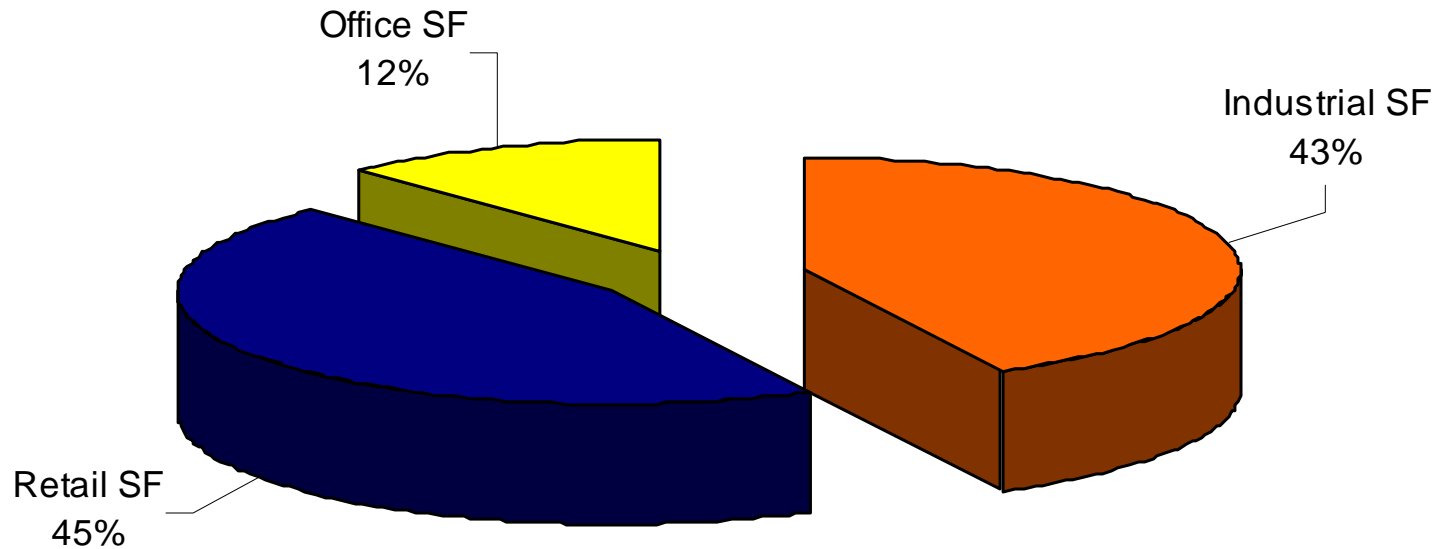


Commercial Base Breakdown by Square Feet

High Desert Inventory Breakdown

Source: The Bradco Companies

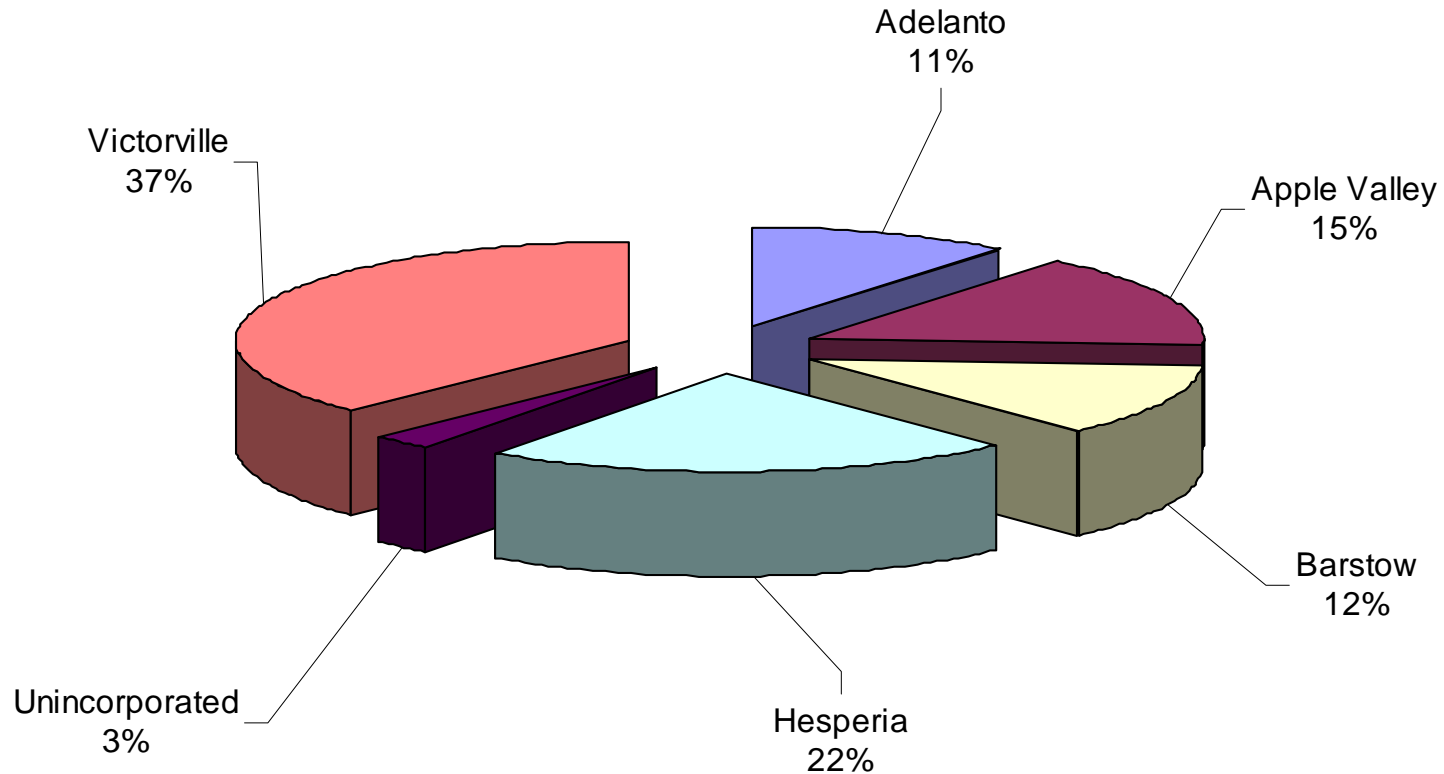
March 2006



Commercial Base Breakdown by Square Feet per City

Percentage of Commercial Real Estate Inventory by City by Square Feet

Source: The Bradco Companies
March 2006

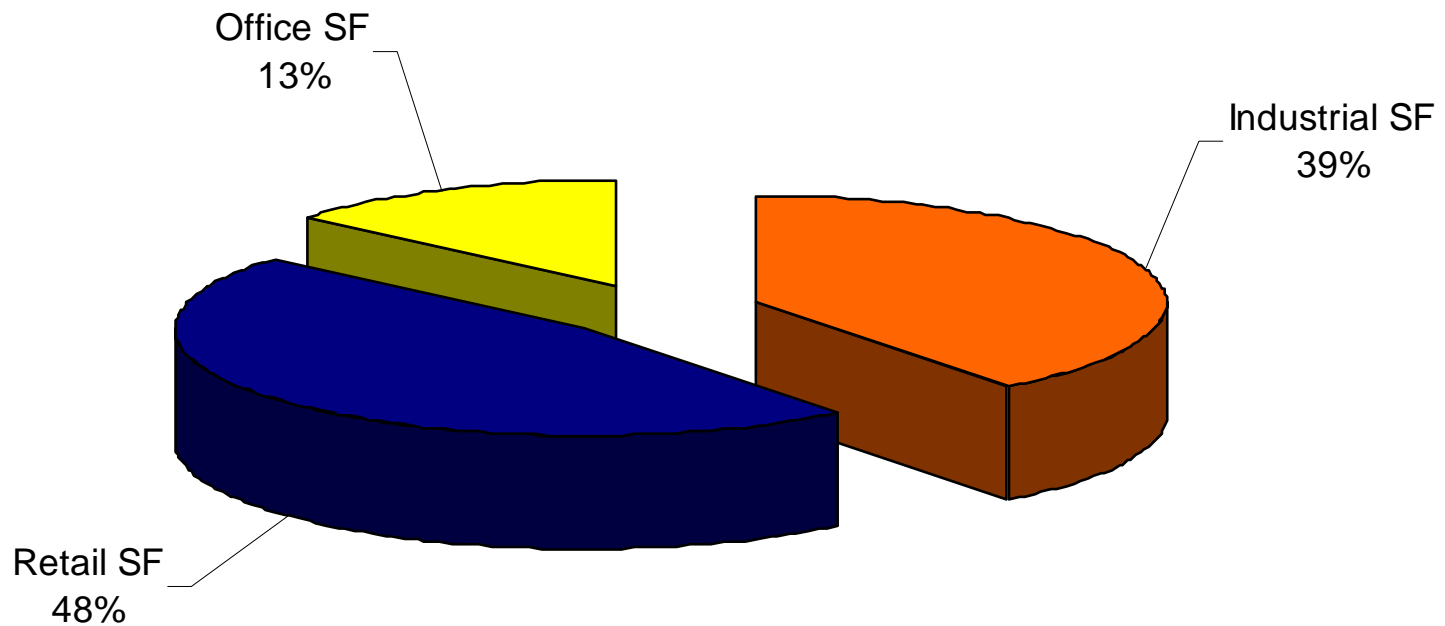


Commercial Base Breakdown by Square Feet – Apple Valley

Apple Valley Inventory Breakdown

Source: The Bradco Companies

March 2006



Commercial Base by No. of Properties

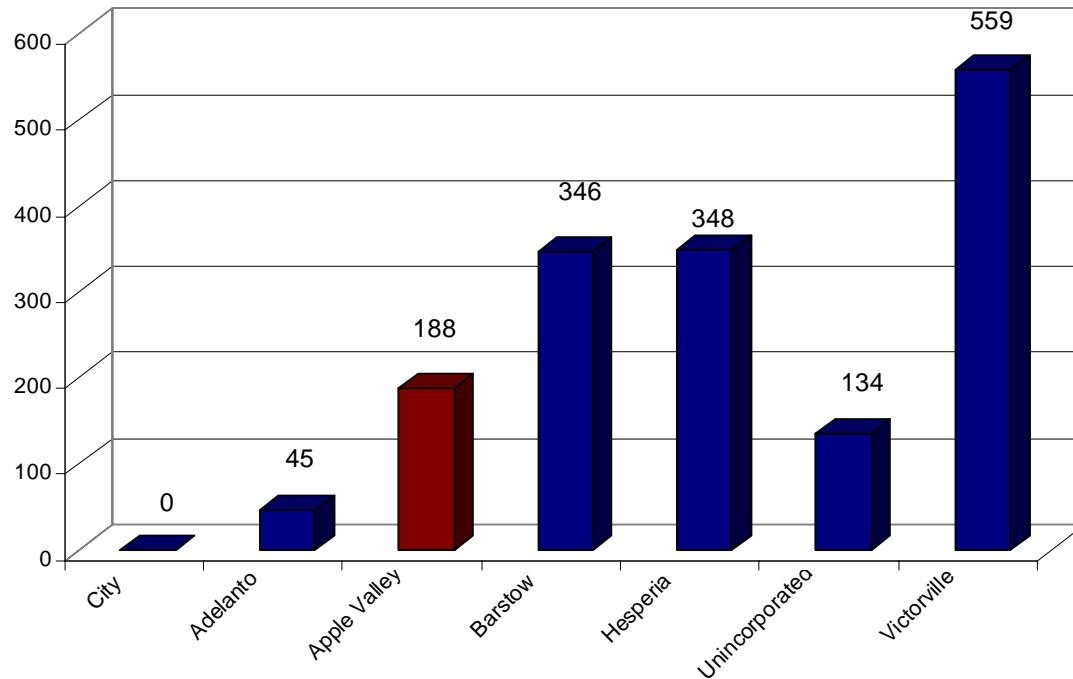
Total Inventory by No. of Properties				
City	Industrial	Retail	Office	City Totals
Adelanto	115	45	2	160
Apple Valley	79	188	84	347
Barstow	56	346	99	500
Hesperia	258	348	100	706
Unincorporated	19	134	23	176
Victorville	167	559	223	949
Totals	694	1,620	531	2,838

Source: The Bradco Companies - March 2006

Commercial & Industrial Base by No. of Properties

Source: The Bradco Companies

March 2006

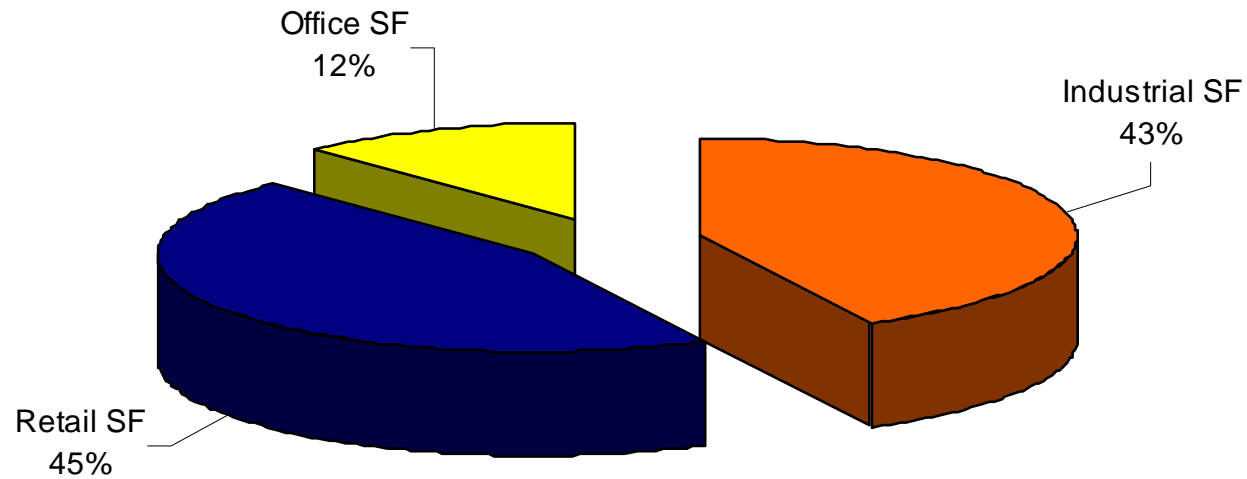


Inventory Breakdown by No. of Properties

High Desert Inventory Breakdown

Source: The Bradco Companies

March 2006

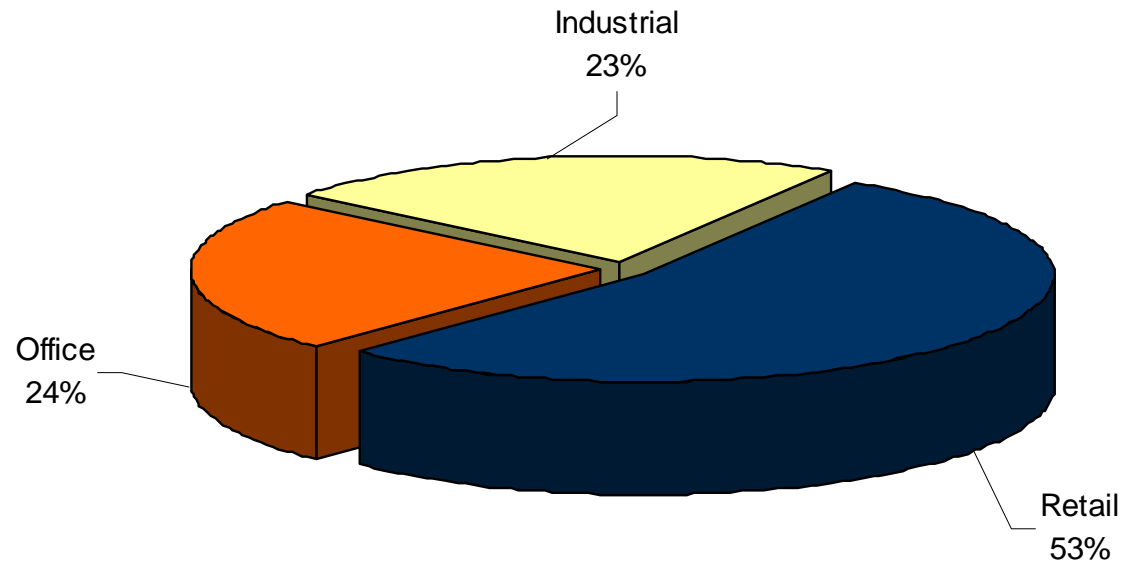


Inventory Breakdown by No. of Properties Apple Valley

Percentage of Number of Retail Properties - Apple Valley

Source: The Bradco Companies

March 2006

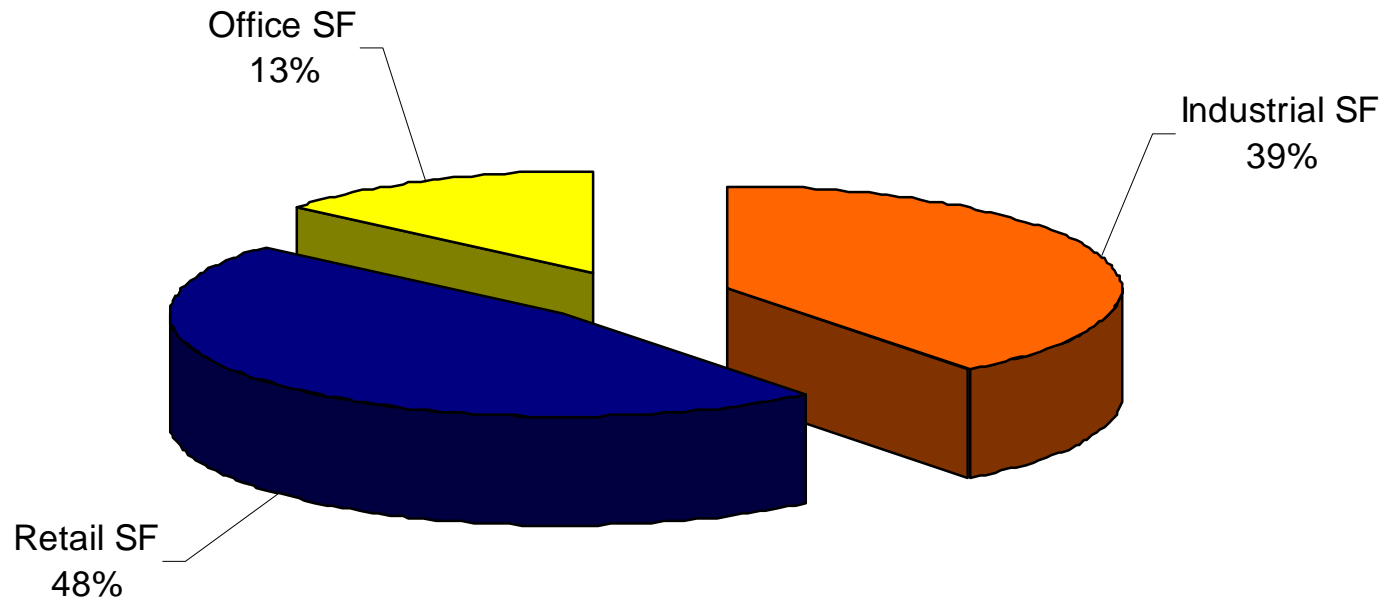


Inventory Breakdown Percentage by Sq. Ft. For Apple Valley

Apple Valley Inventory Breakdown

Source: The Bradco Companies

March 2006

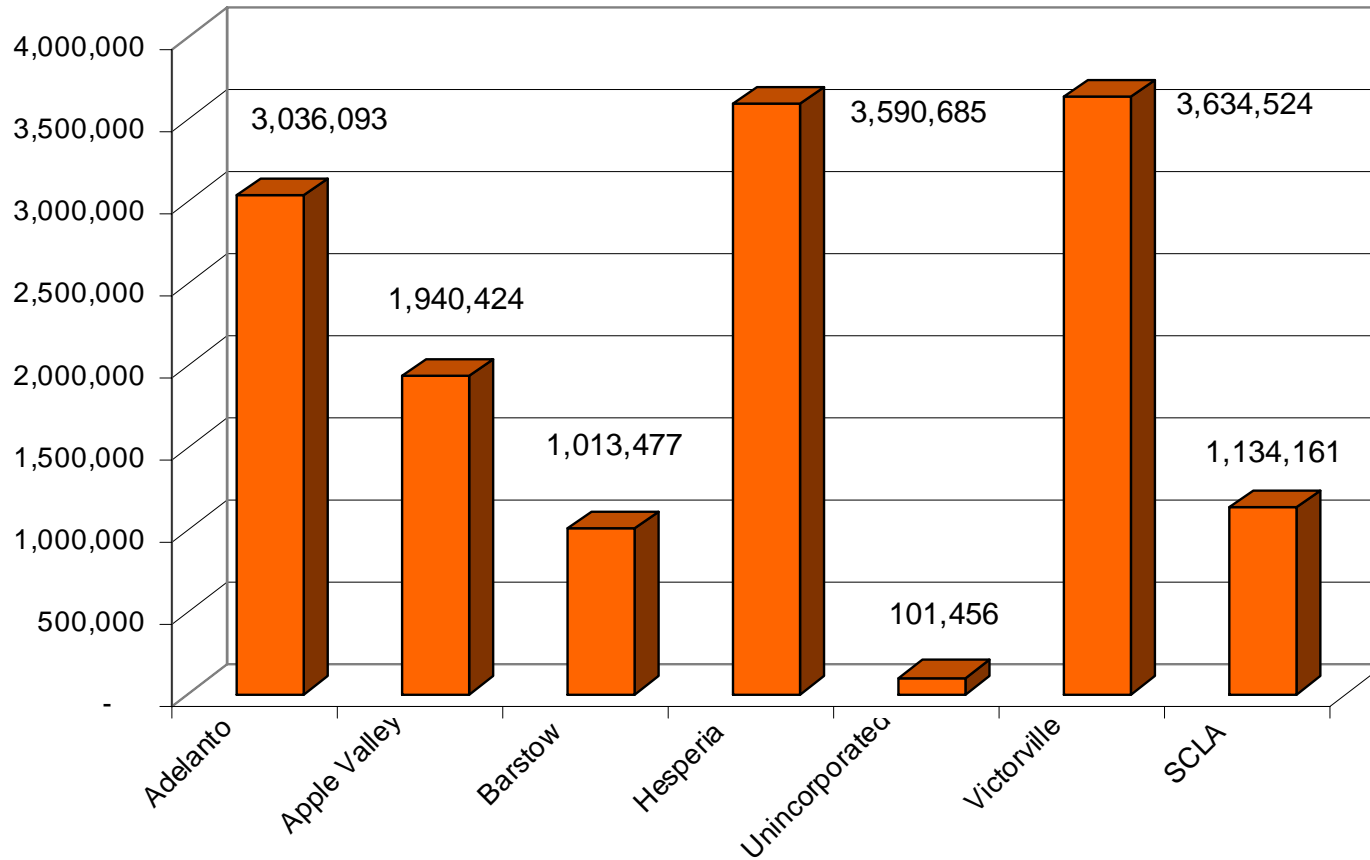


Industrial Base

City	Industrial SF
Adelanto	3,036,093
Apple Valley	1,940,424
Barstow	1,013,477
Hesperia	3,590,685
Unincorporated	101,456
Victorville	3,634,524
SCLA	1,134,161
Totals	14,450,820
SCLA: Southern California Logistics Airport	
Source: The Bradco Companies - March 2006	

Industrial Inventory by Square Feet by City

Source: The Bradco Companies
March 2006

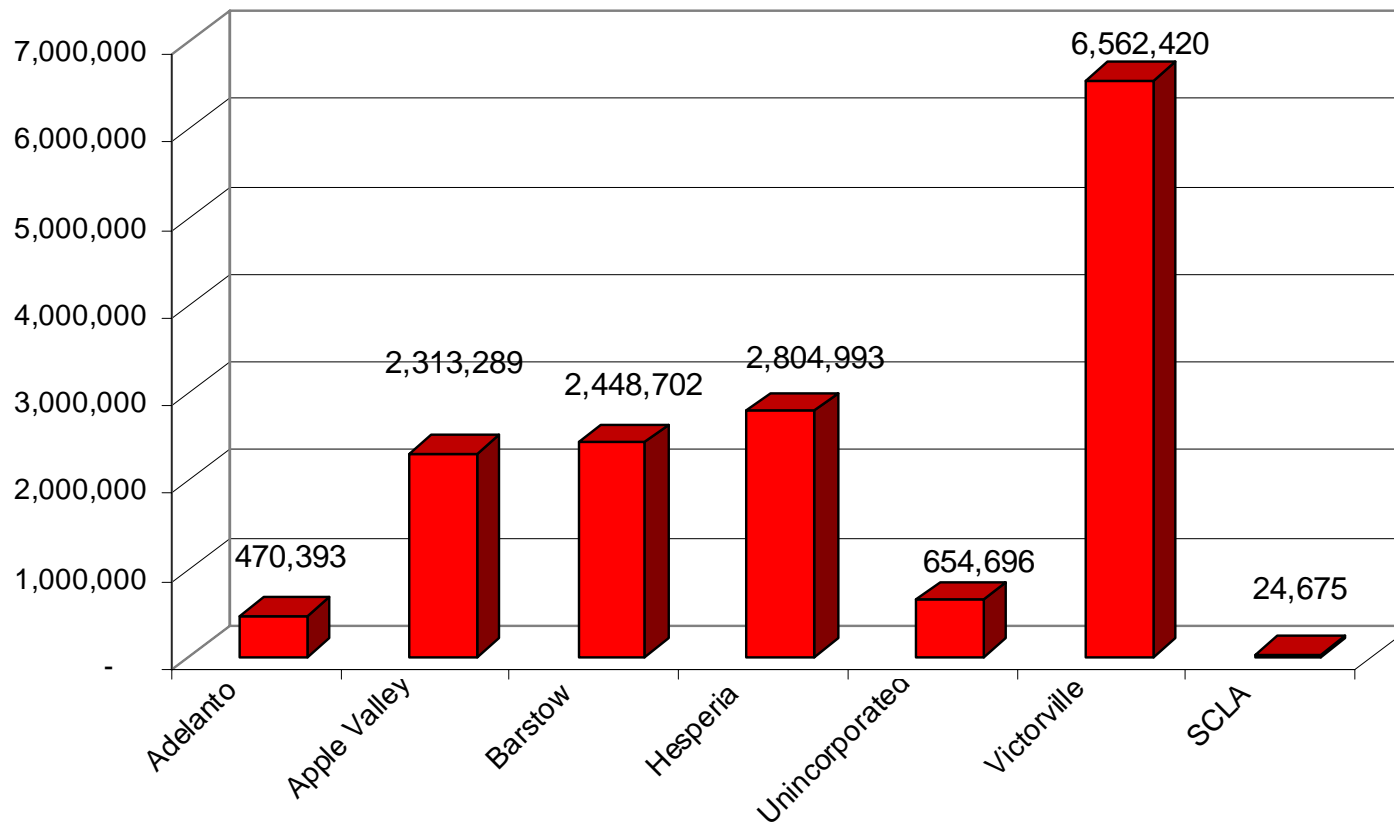


Retail Base

City	Retail SF
Adelanto	470,393
Apple Valley	2,313,289
Barstow	2,448,702
Hesperia	2,804,993
Unincorporated	654,696
Victorville	6,562,420
SCLA	24,675
Totals	15,279,168
SCLA: Southern California Logistics Airport	
Source: The Bradco Companies - March 2006	

Retail Inventory by Square Feet by City

Source: The Bradco Companies
March 2006



Office Base

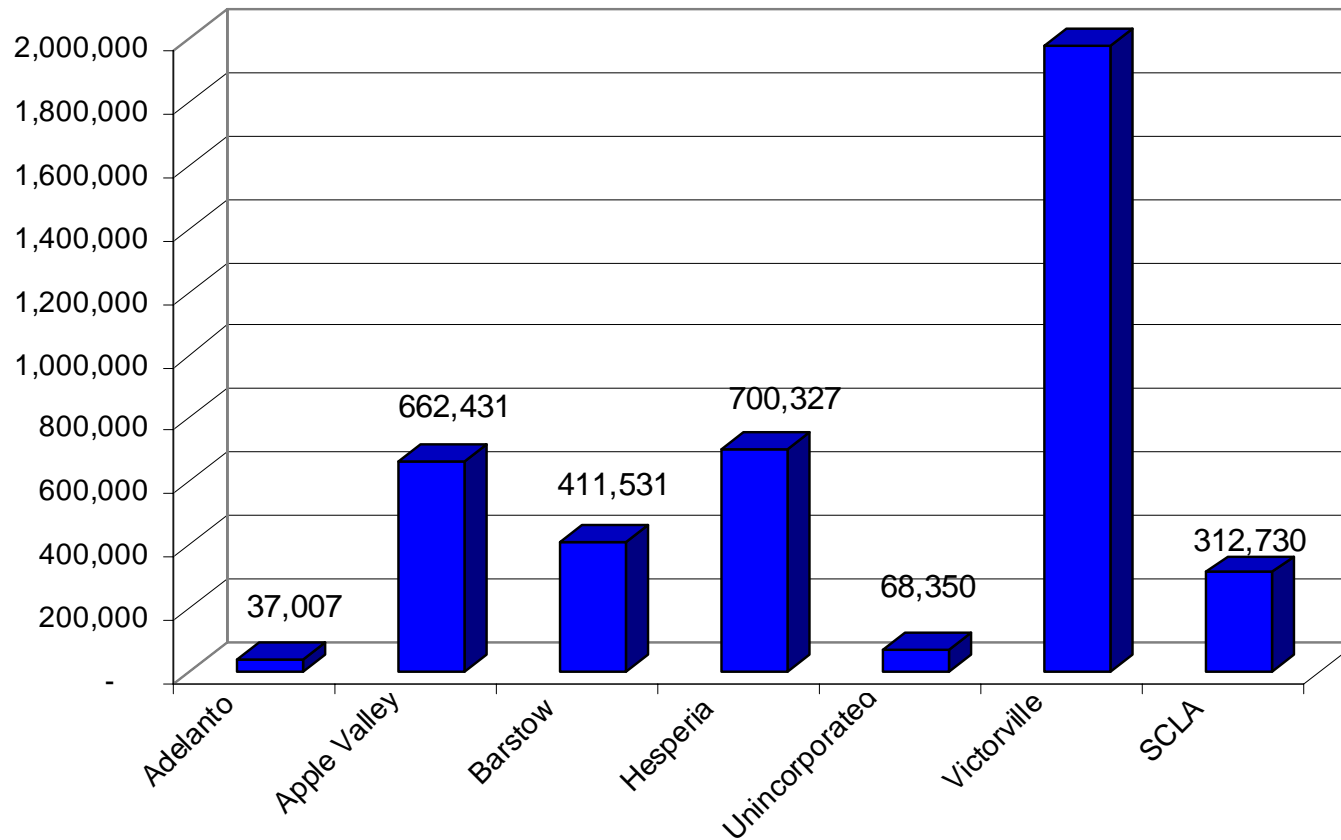
City	Office SF
Adelanto	37,007
Apple Valley	662,431
Barstow	411,531
Hesperia	700,327
Unincorporated	68,350
Victorville	1,976,027
SCLA	312,730
Totals	4,168,403
SCLA: Southern California Logistics Airport	
Source: The Bradco Companies - March 2006	

Office Inventory by Square Feet by City

Source: The Bradco Companies

March 2006

1,976,027



Available Commercial Space

Availability:
The amount of square feet, regardless of current occupancy, that will be available for sale or lease excluding investments and planned properties.

Apple Valley Availability Highlighted in Yellow

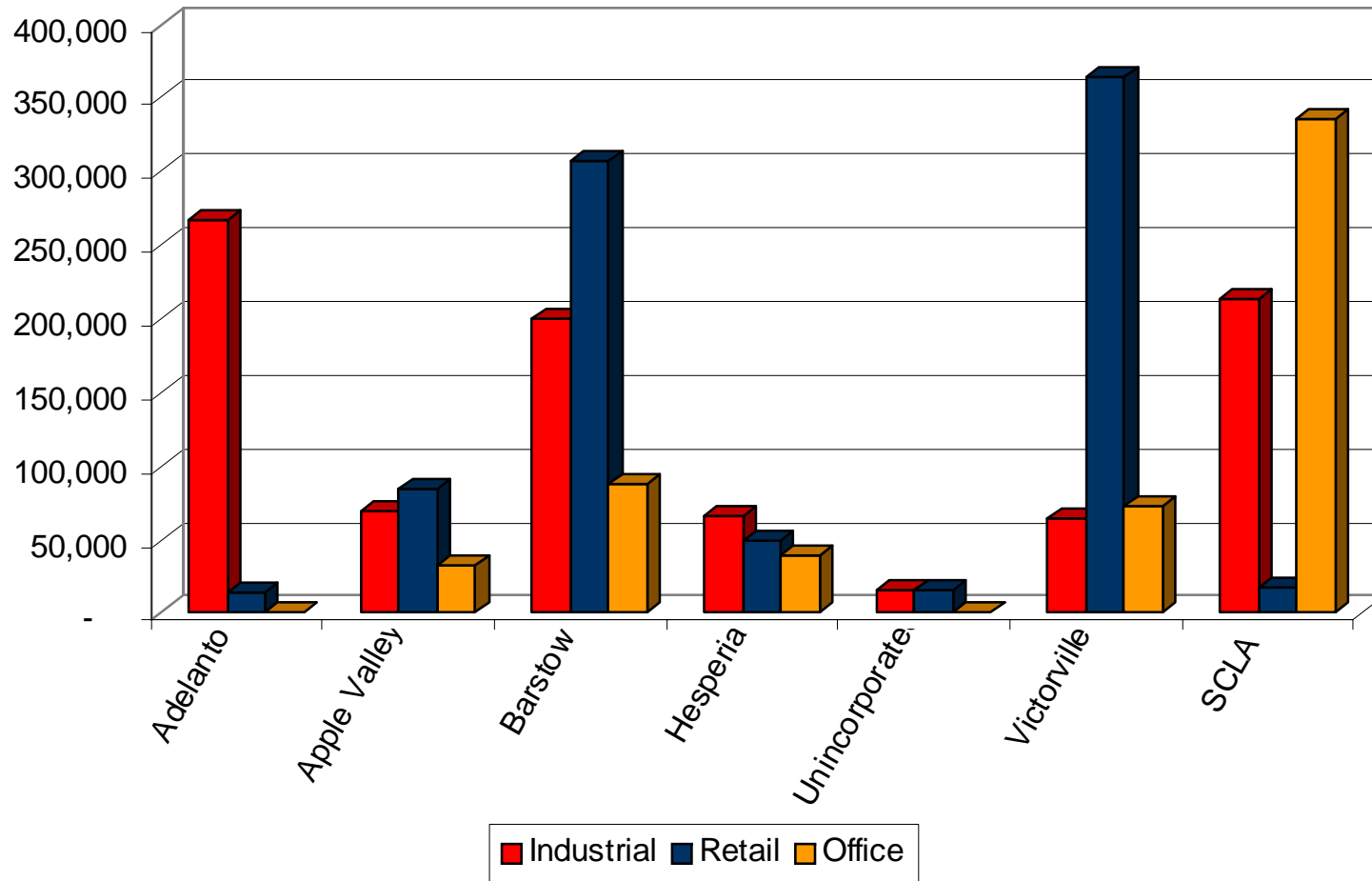
Available Square Footage by City			
Industrial	Industrial SF	Available SF	Availability Rate
Adelanto	3,036,093	267,688	8.82%
Apple Valley	1,940,424	70,150	3.62%
Barstow	1,013,477	200,810	19.81%
Hesperia	3,590,685	66,891	1.86%
Unincorporated	101,456	15,800	15.57%
Victorville	3,634,524	65,200	1.79%
SCLA	1,134,161	212,758	18.76%
Retail	Base SF		Availability Rate
Adelanto	470,393	14,989	3.19%
Apple Valley	2,313,289	84,547	3.65%
Barstow	2,448,702	306,538	12.52%
Hesperia	2,804,993	48,583	1.73%
Unincorporated	654,696	15,979	2.44%
Victorville	6,562,420	364,565	5.56%
SCLA	24,675	17,922	72.63%
Office	Base SF		Availability Rate
Adelanto	37,007	-	0.00%
Apple Valley	662,431	32,798	4.95%
Barstow	411,531	88,222	21.44%
Hesperia	700,327	39,589	5.65%
Unincorporated	68,350	1,200	1.76%
Victorville	1,976,027	73,208	3.70%
SCLA	312,730	336,313	107.54%
SCLA: Southern California Logistics Airport			
Source: The Bradco Companies - March 2006			

Available Commercial Space

Available Space by Square Feet by City

Source: The Bradco Companies

March 2006

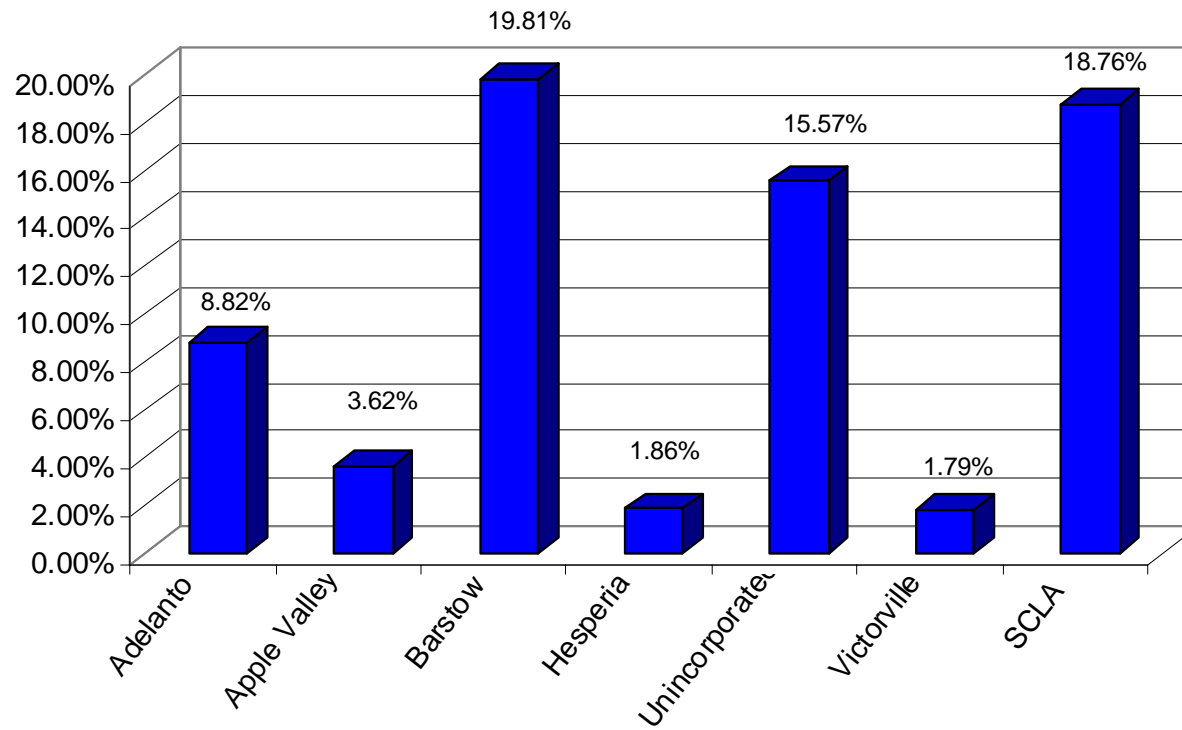


Availability Rates - Industrial

Industrial Availability Rates by Square Feet by City

Source: The Bradco Companies

March 2006

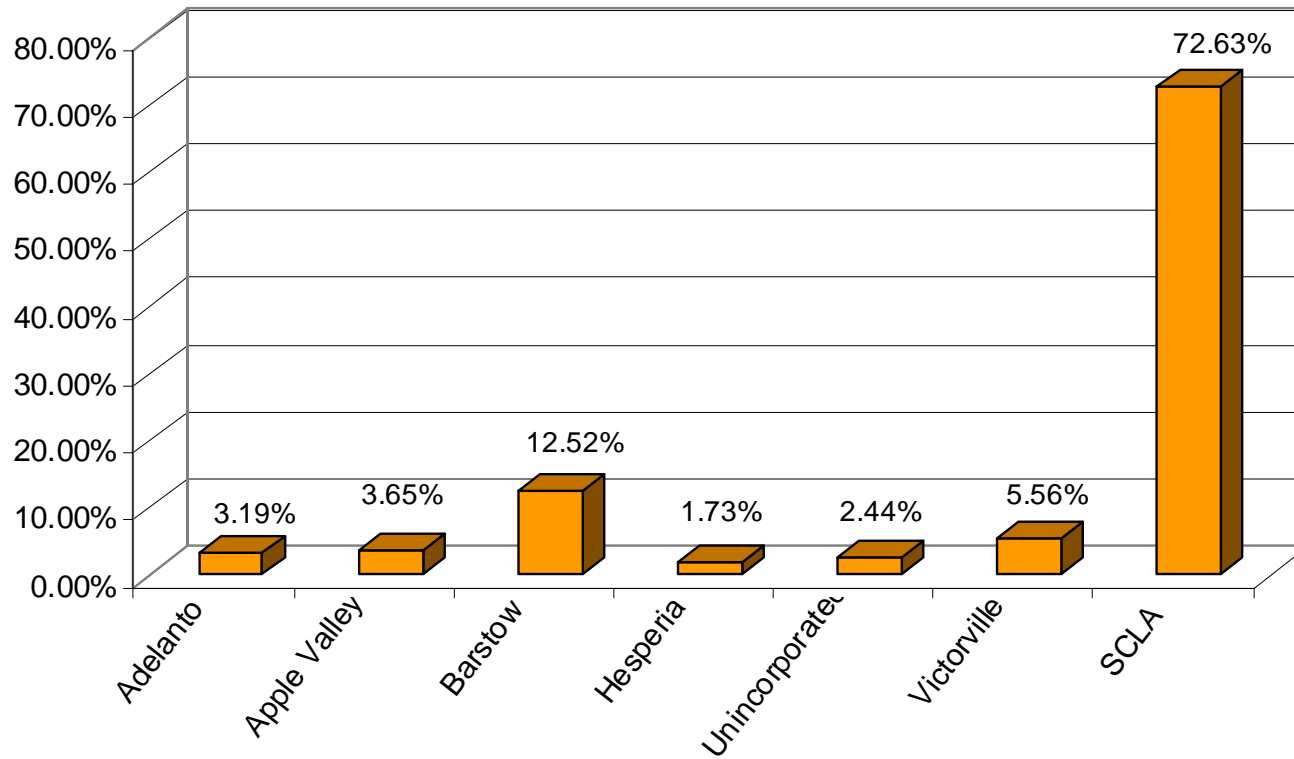


Availability Rates - Retail

Retail Availability Rates by Square Feet by City

Source: The Bradco Companies

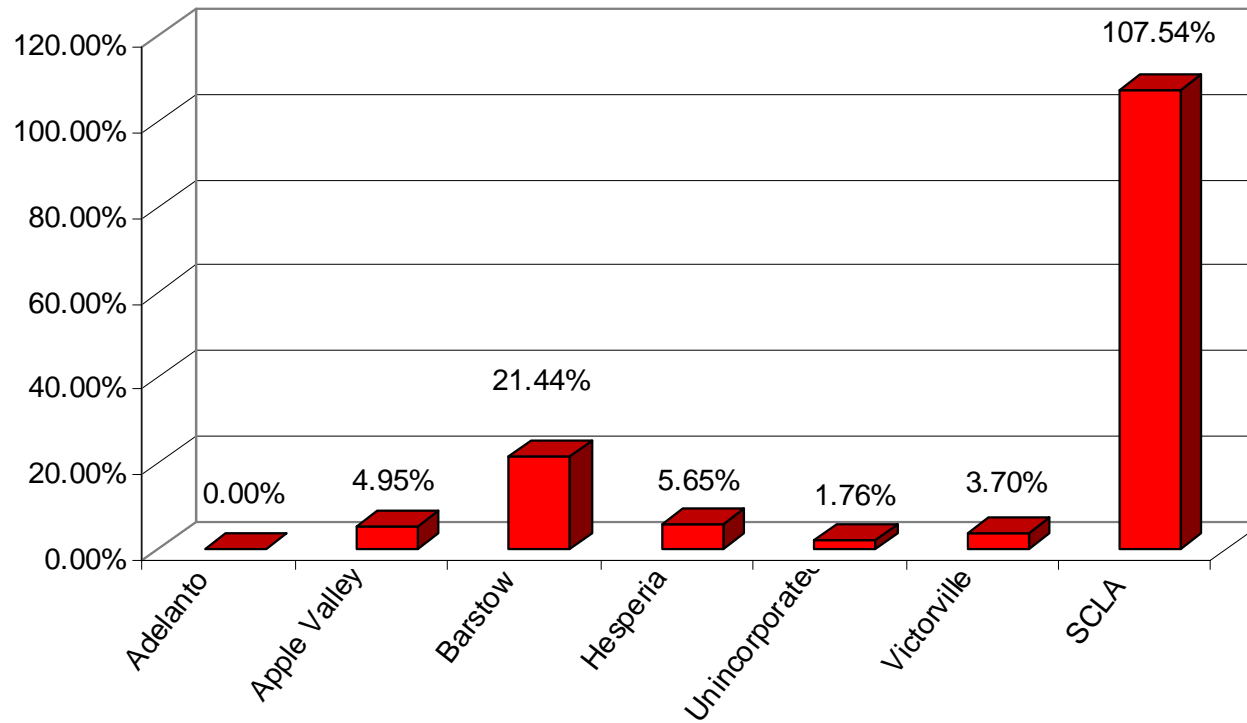
March 2006



Availability Rates - Office

Office Availability Rates by Square Feet by City

Source: The Bradco Companies
March 2006

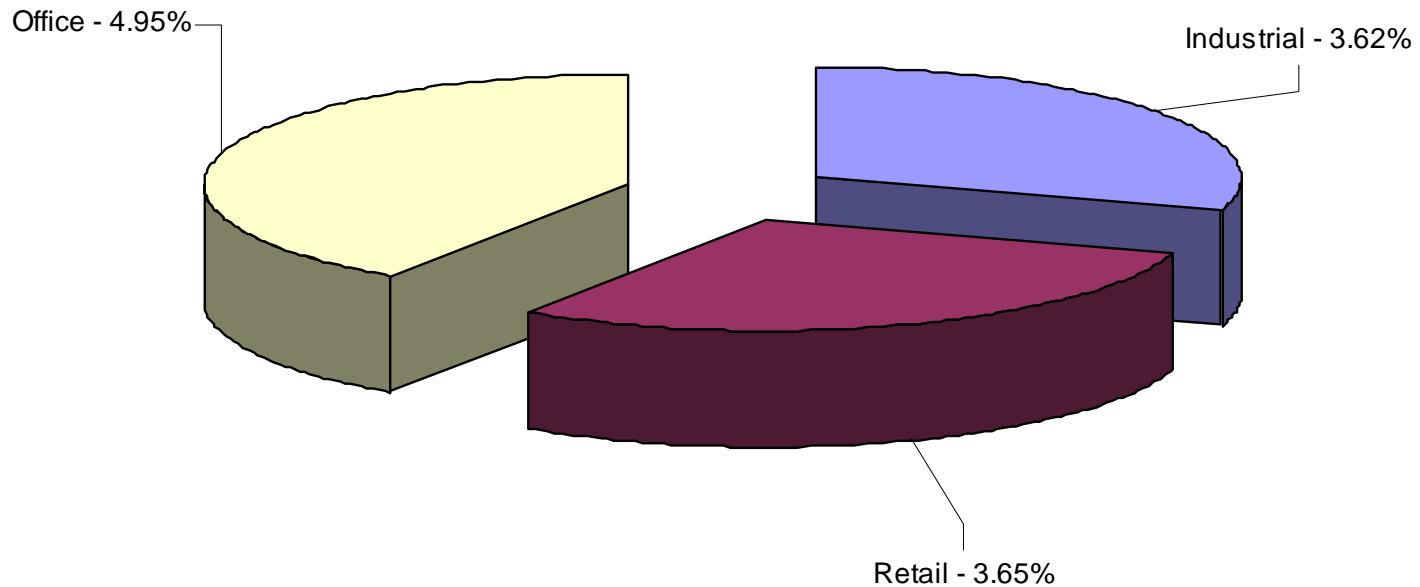


Availability Rates – Apple Valley

Region Total Availability 6.86%
Apple Valley Total Availability 3.81%

Apple Valley Availability Rates

Source: The Bradco Companies
March 2006



Planned & Under Construction

PLEASE NOTE:

Planned and U/C data is still in the process of being verified.

We are currently performing a territory drive covering all data listed on planned/approved lists from cities and brochures from brokerage firms and developers as to whether a property is finished or has actually broken ground.

The drive will be completed by March 31, 2006.

Planned & Under Construction		
Industrial	Planned	U/C
Adelanto	283,652	60,000
Apple Valley	154,450	
Barstow	1,100,000	
Hesperia	808,442	80,000
Unincorporated		
Victorville	493,426	12,787
SCLA	7,211,702	167,500
Retail	Planned	U/C
Adelanto	460,000	
Apple Valley	1,447,780	17,000
Barstow	80,000	5,800
Hesperia	657,652	22,988
Unincorporated		9,000
Victorville	1,035,335	76,940
SCLA		
Office	Planned	U/C
Adelanto		
Apple Valley	110,939	19,868
Barstow		
Hesperia	98,516	
Unincorporated		
Victorville	356,279	33,000
SCLA		

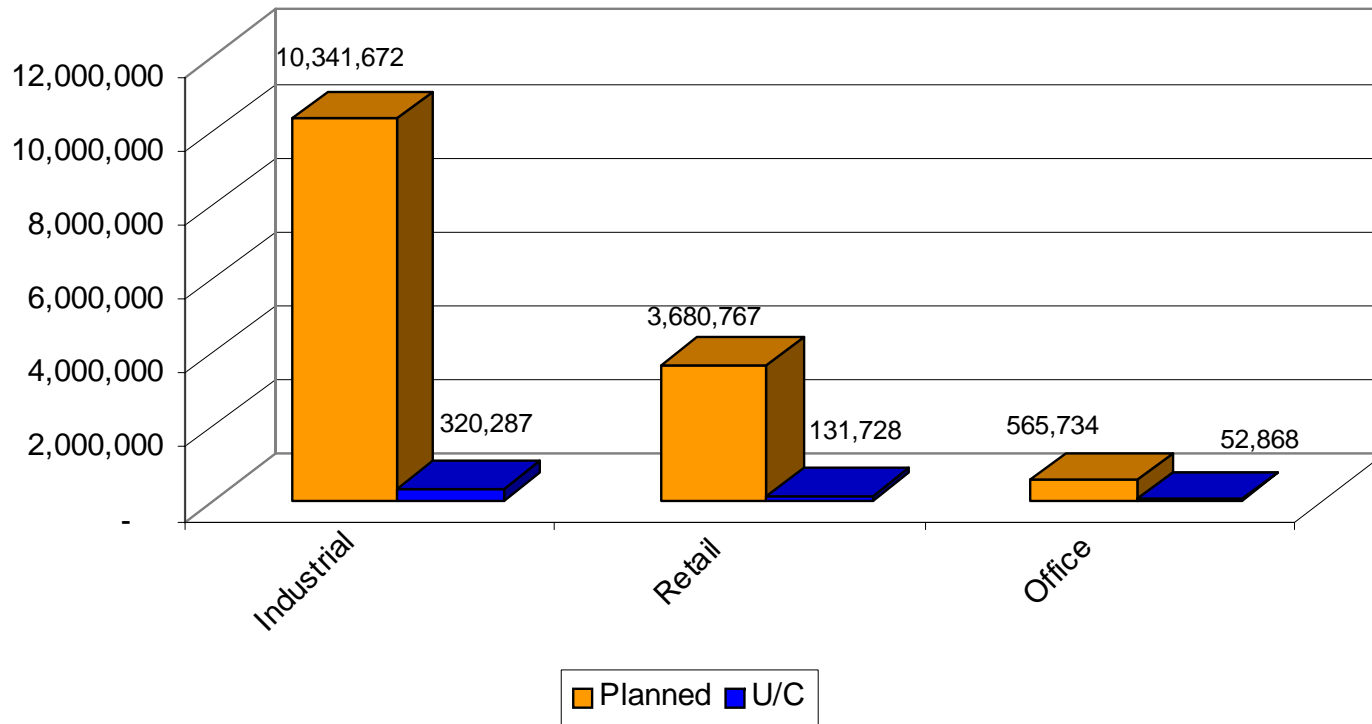
Source: The Bradco Companies - March 2006



Planned & Under Construction

Square Feet Planned & UC by Square Feet - All Property Types High Desert

Source: The Bradco Companies
March 2006

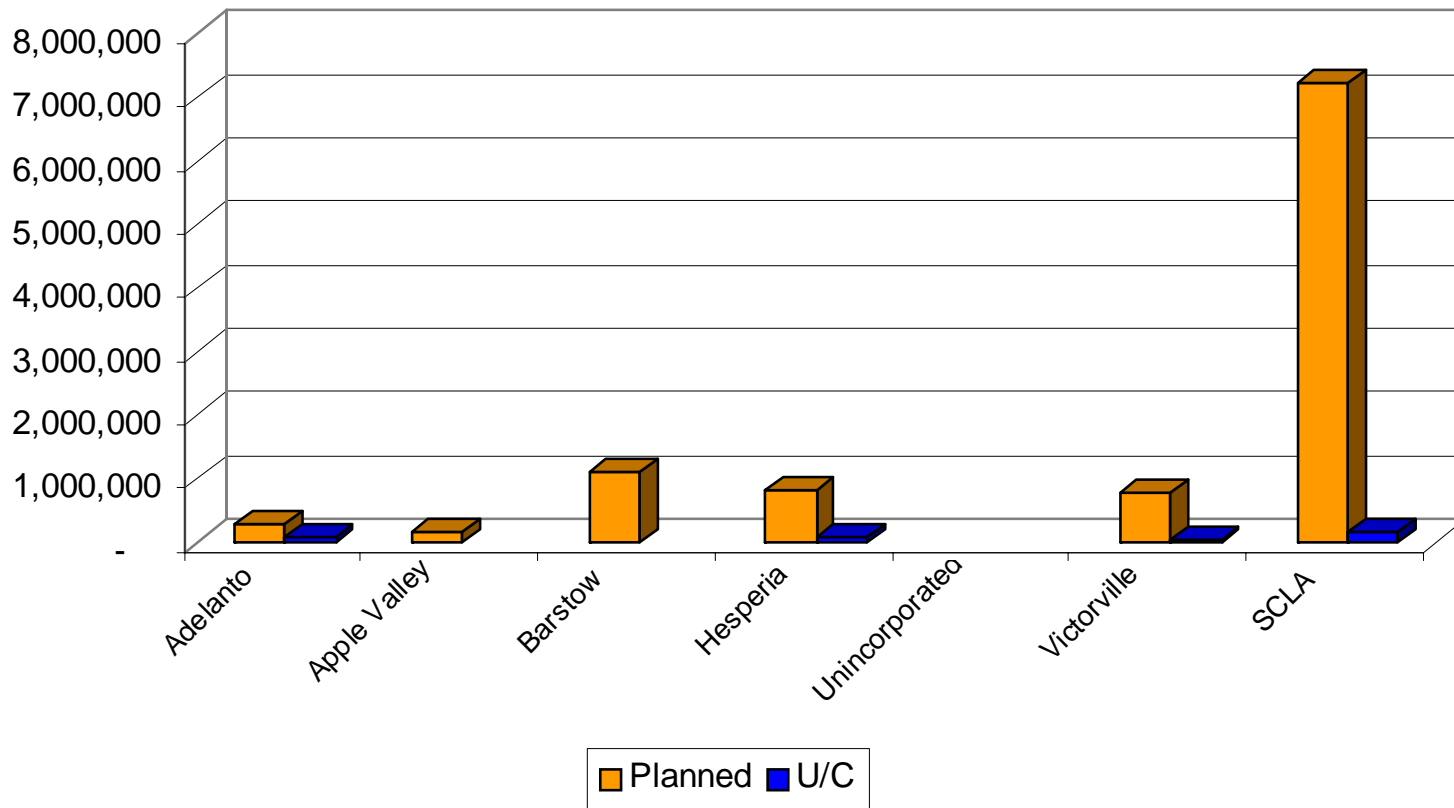


Planned & Under Construction

Square Feet Planned & UC - Industrial

Source: The Bradco Companies

March 2006

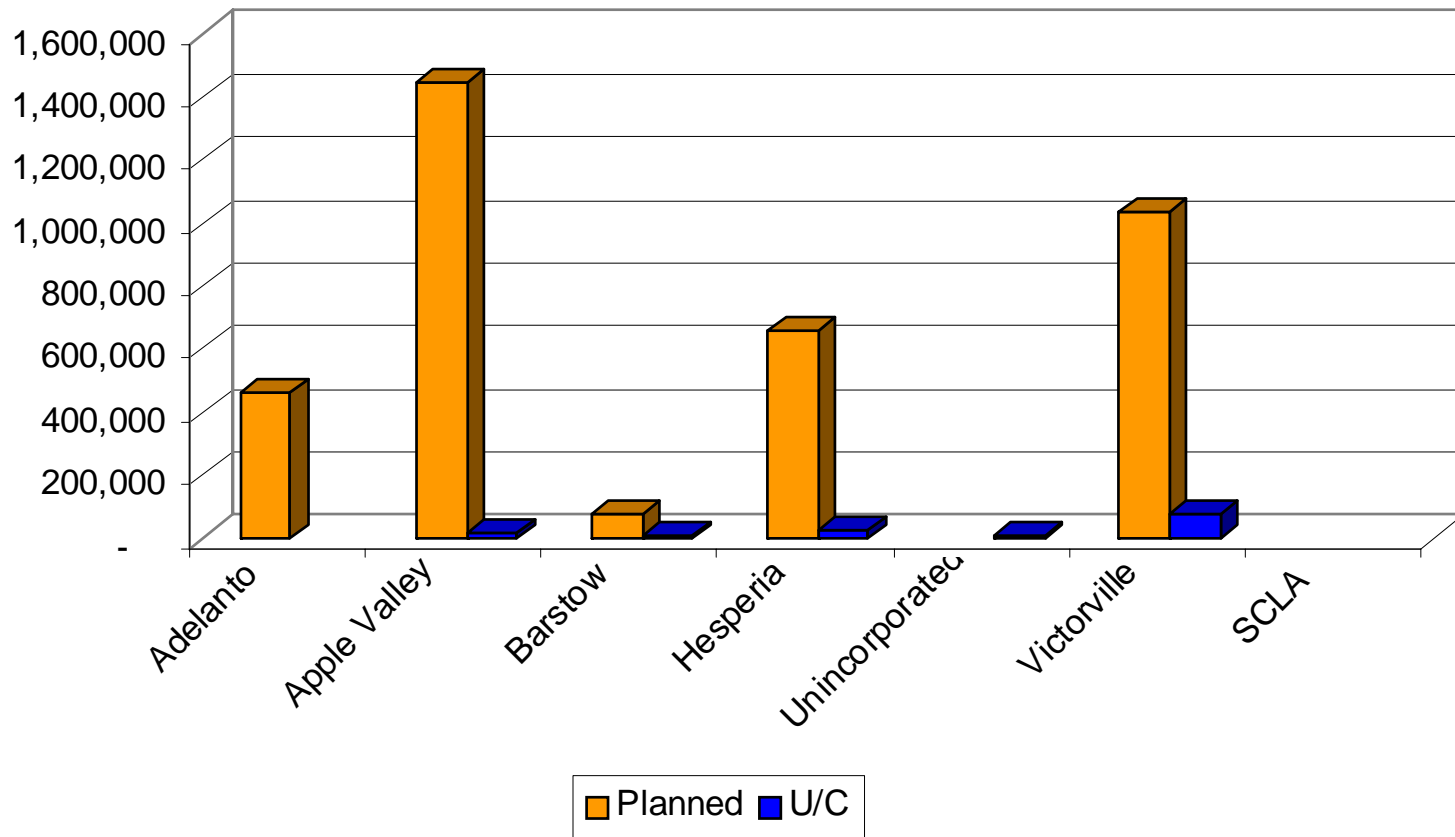


Planned & Under Construction

Square Feet Planned & UC - Retail

Source: The Bradco Companies

March 2006

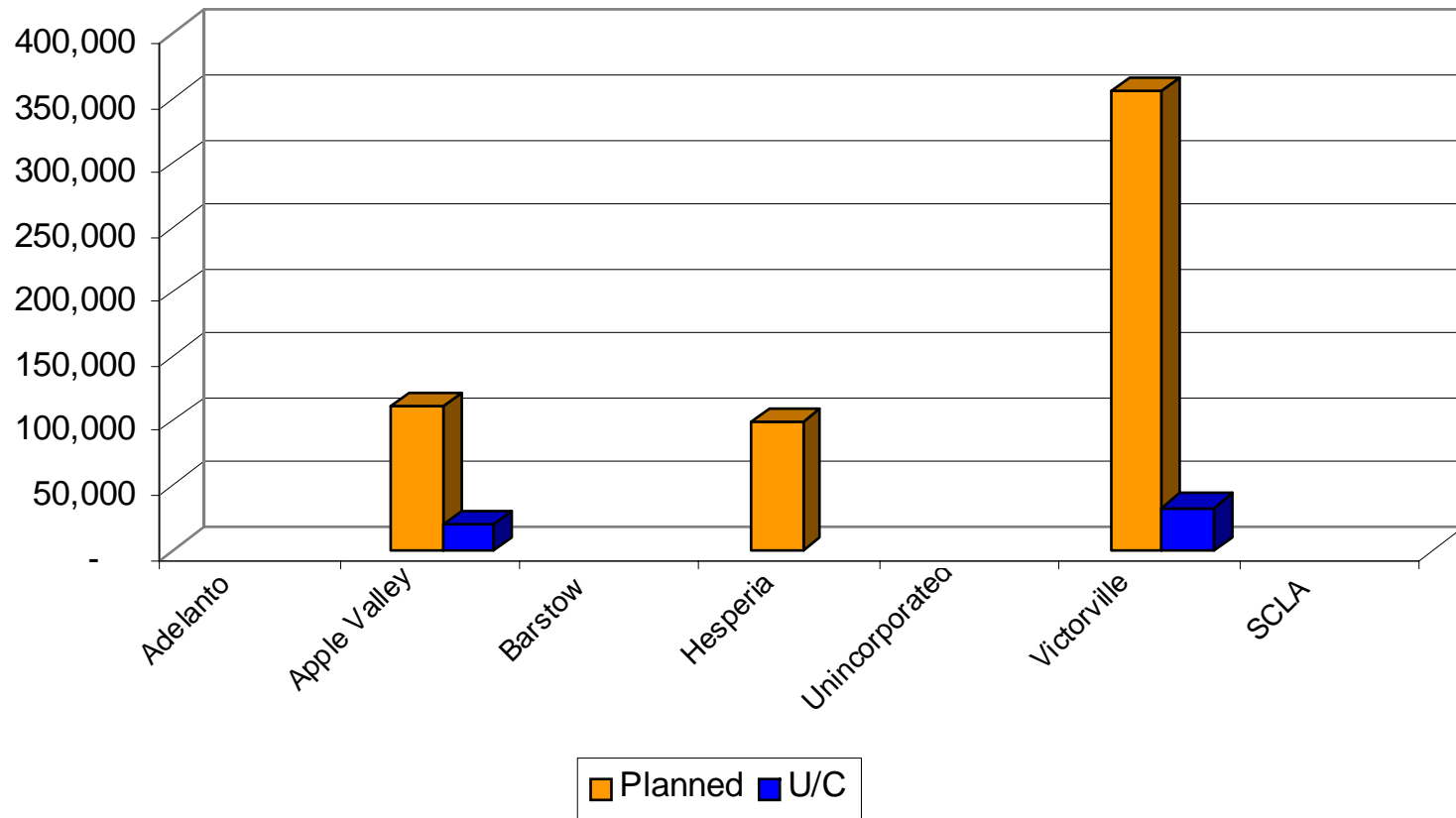


Planned & Under Construction

Square Feet Planned & UC - Office

Source: The Bradco Companies

March 2006



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