

## Zip Code: 90041



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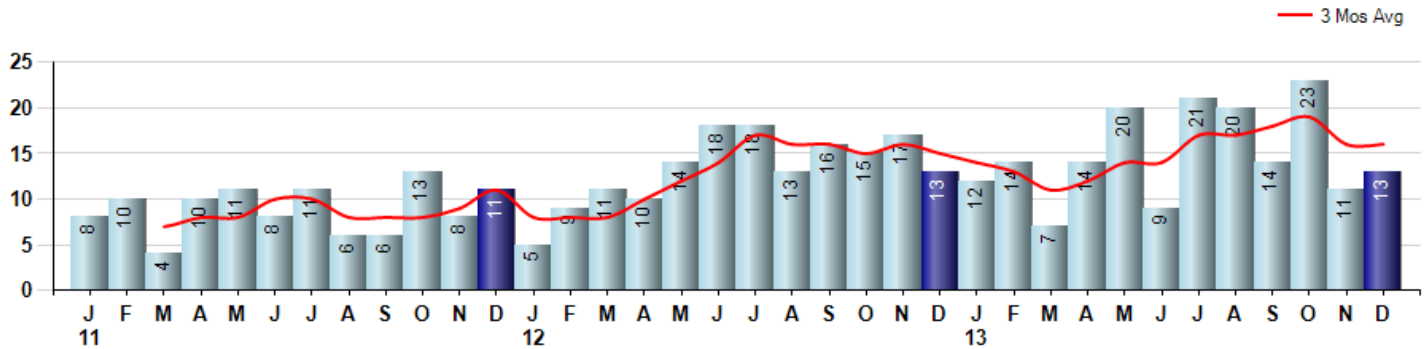
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$632,450	0%		27%				
Average List Price of all Current Listings	\$629,411	-2%		0%				
December Median Sales Price	\$633,000	8%	0%	21%	29%	\$569,000	14%	16%
December Average Sales Price	\$619,923	6%	0%	13%	24%	\$573,644	14%	15%
Total Properties Currently for Sale (Inventory)	26	0%		13%				
December Number of Properties Sold	13	18%		0%			12%	
December Average Days on Market (Solds)	23	-38%	-15%	-57%	-62%	35	-44%	-43%
Asking Price per Square Foot (based on New Listings)	\$423	-5%	-3%	6%	19%	\$409	15%	15%
December Sold Price per Square Foot	\$517	21%	14%	53%	44%	\$423	19%	18%
December Month's Supply of Inventory	2.0	-15%	12%	13%	-48%	2.0	-49%	-49%
December Sale Price vs List Price Ratio	105.1%	0.7%	2%	7%	4.3%	102.6%	1.8%	1.8%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

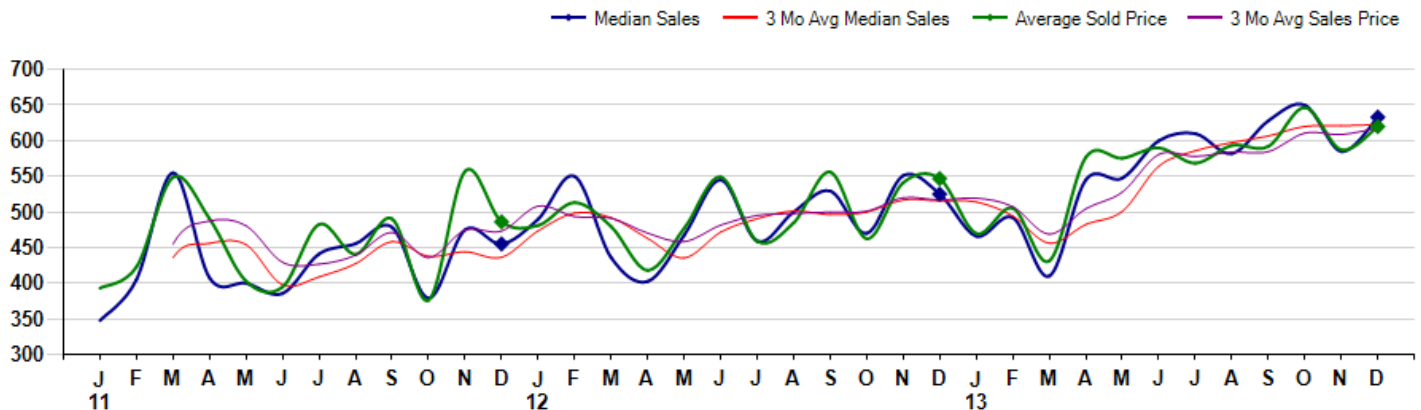
December Property sales were 13, equal to 13 in December of 2012 and 18.2% higher than the 11 sales last month. December 2013 sales were at a mid level compared to December of 2012 and 2011. December YTD sales of 178 are running 11.9% ahead of last year's year-to-date sales of 159.



### Prices

The Median Sales Price in December was \$633,000, up 20.6% from \$525,000 in December of 2012 and up 8.2% from \$585,000 last month. The Average Sales Price in December was \$619,923, up 13.4% from \$546,806 in December of 2012 and up 5.6% from \$587,311 last month. December 2013 ASP was at highest level compared to December of 2012 and 2011.

Median means Middle (the same # of properties sold above and below Median) (000's)



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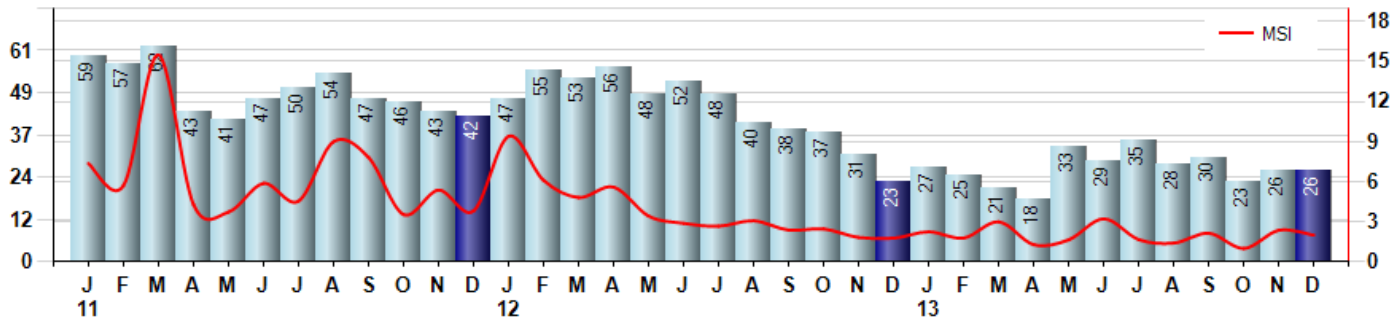
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 26, equal to 26 last month and up 13.0% from 23 in December of last year. December 2013 Inventory was at a mid range compared to December of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2013 MSI of 2.0 months was at a mid range compared with December of 2012 and 2011.

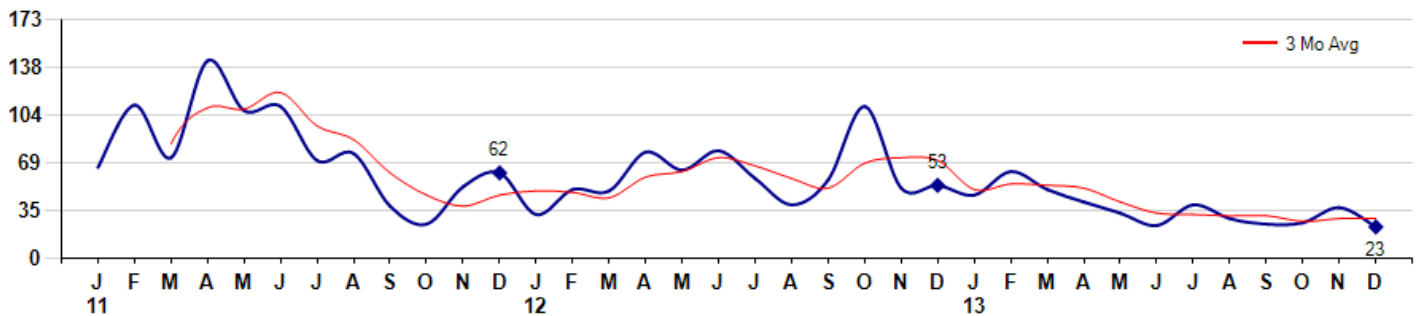
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for December was 23, down -37.8% from 37 days last month and down -56.6% from 53 days in December of last year. The December 2013 DOM was at its lowest level compared with December of 2012 and 2011.

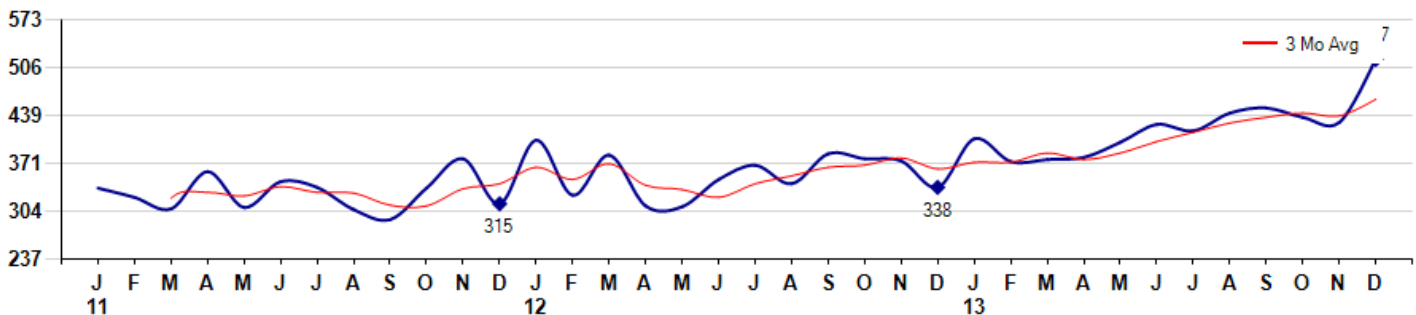
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2013 Selling Price per Square Foot of \$517 was up 20.5% from \$429 last month and up 53.0% from \$338 in December of last year.

Average Selling Price per Square Foot for properties that sold during the month



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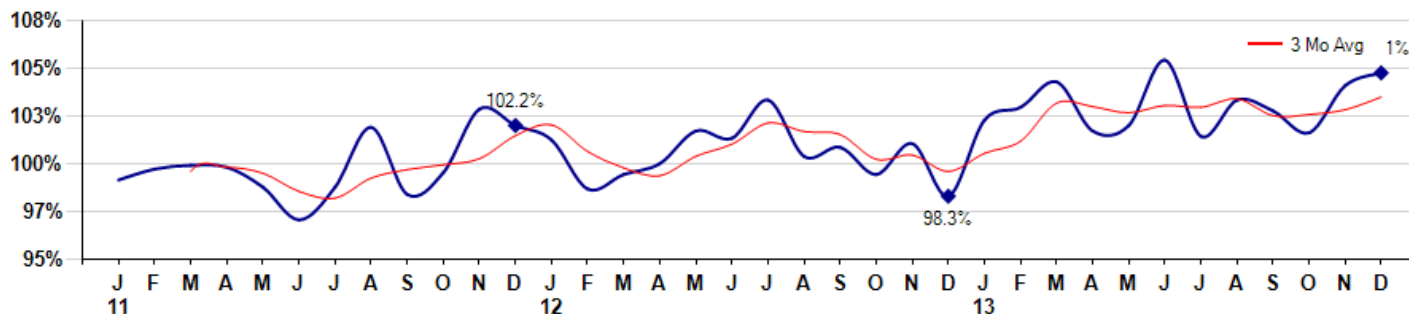


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### Selling Price vs Listing Price

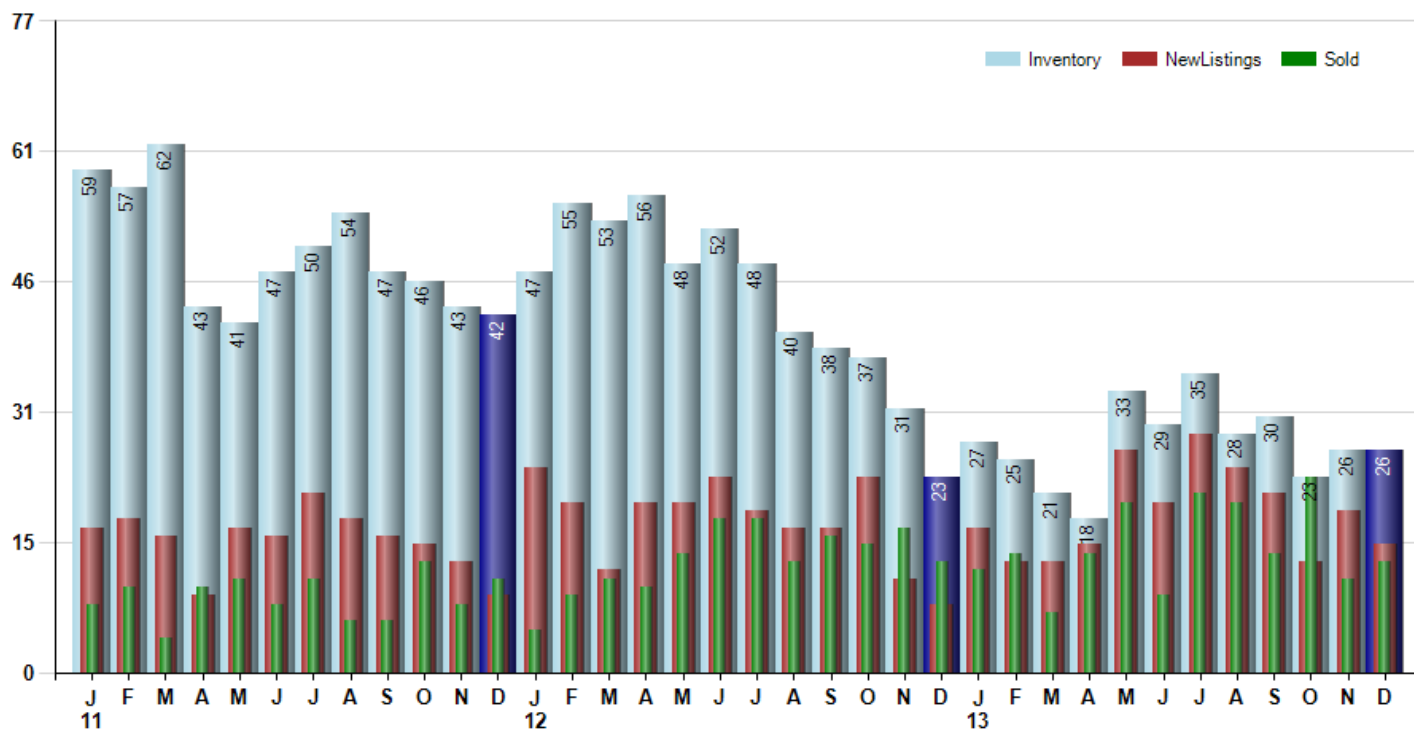
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 105.1% was up from 104.4% last month and up from 98.3% in December of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in December 2013 was 15, down -21.1% from 19 last month and up 87.5% from 8 in December of last year.



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# MARKET ACTION REPORT

December 2013

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	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	8	10	4	10	11	8	11	6	6	13	8	11	5	9	11	10	14	18	18	13	16	15	17	13	12	14	7	14	20	9	21	20	14	23	11	13
3 Mo. Roll Avg			7	8	8	10	10	8	8	8	9	11	8	8	8	10	12	14	17	16	16	15	16	15	14	13	11	12	14	14	17	17	18	19	16	16

	(000's) J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	348	405	555	408	400	386	441	455	479	379	475	455	490	550	436	403	468	545	459	500	529	470	551	525	466	492	410	545	548	600	610	582	628	650	585	633
3 Mo. Roll Avg			436	456	454	398	409	427	458	438	444	436	473	498	492	463	435	472	491	501	496	500	517	515	514	494	456	482	501	564	586	597	607	620	621	623

	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Inventory	59	57	62	43	41	47	50	54	47	46	43	42	47	55	53	56	48	52	48	40	38	37	31	23	27	25	21	18	33	29	35	28	30	23	26	26
MSI	7	6	16	4	4	6	5	9	8	4	5	4	9	6	5	6	3	3	3	3	2	2	2	2	2	2	3	1	2	3	2	1	2	1	2	2

	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Days On Market	66	111	73	143	107	110	71	76	38	25	52	62	32	50	49	77	64	78	58	39	57	110	51	53	46	63	50	41	33	24	39	29	25	26	37	23
3 Mo. Roll Avg			83	109	108	120	96	86	62	46	38	46	49	48	44	59	63	73	67	58	51	69	73	71	50	54	53	51	41	33	32	31	31	27	29	29

	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	337	324	308	360	310	346	338	307	293	337	378	315	404	327	383	312	311	349	369	343	385	378	375	338	406	374	377	380	401	426	417	442	449	436	429	517
3 Mo. Roll Avg			323	331	326	339	331	330	313	312	336	343	366	349	371	341	335	324	343	354	366	369	379	364	373	373	386	377	386	402	415	428	436	442	438	461

	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.992	0.998	1.000	0.999	0.988	0.970	0.988	1.021	0.984	0.996	1.031	1.022	1.014	0.987	0.995	1.001	1.019	1.015	1.036	1.005	1.010	0.995	1.012	0.983	1.025	1.032	1.046	1.019	1.022	1.058	1.016	1.036	1.030	1.018	1.044	1.051
3 Mo. Roll Avg			0.997	0.999	0.996	0.986	0.982	0.993	0.998	1.000	1.004	1.016	1.022	1.008	0.999	0.994	1.005	1.012	1.023	1.019	1.017	1.003	1.006	0.997	1.007	1.013	1.034	1.032	1.029	1.033	1.032	1.037	1.027	1.028	1.031	1.038

	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
New Listings	17	18	16	9	17	16	21	18	16	15	13	9	24	20	12	20	20	23	19	17	17	23	11	8	17	13	13	15	26	20	28	24	21	13	19	15
Inventory	59	57	62	43	41	47	50	54	47	46	43	42	47	55	53	56	48	52	48	40	38	37	31	23	27	25	21	18	33	29	35	28	30	23	26	26
Sales	8	10	4	10	11	8	11	6	6	13	8	11	5	9	11	10	14	18	18	13	16	15	17	13	12	14	7	14	20	9	21	20	14	23	11	13

	(000's) J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	393	423	549	490	403	395	482	441	490	376	557	486	481	513	479	418	477	549	459	485	556	462	541	547	470	505	431	577	576	590	568	594	592	647	587	620
3 Mo. Roll Avg			455	487	481	429	427	439	471	436	475	473	508	493	491	470	458	481	495	498	500	501	520	517	519	507	469	504	528	581	578	584	585	611	609	618

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