

## Zip Code: 90042



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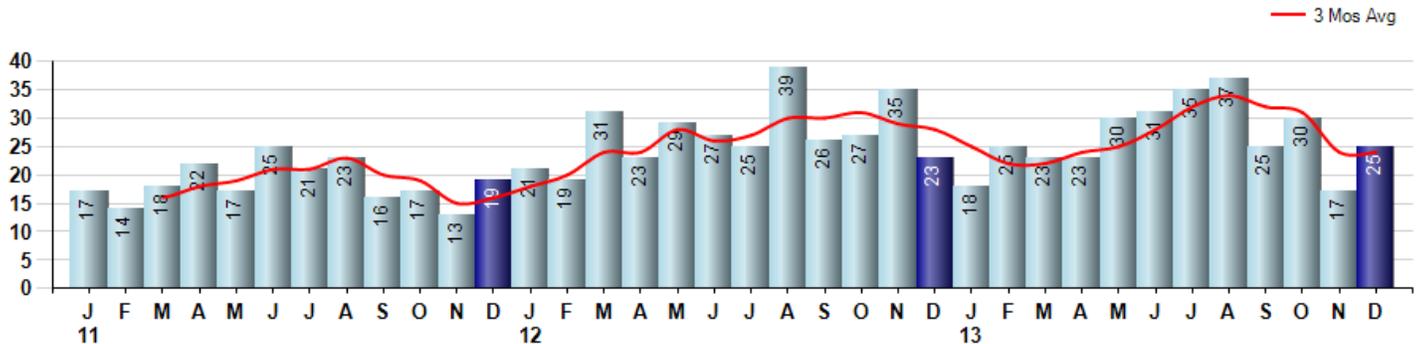
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$489,900	8%		23%				
Average List Price of all Current Listings	\$497,271	1%		21%				
December Median Sales Price	\$450,000	-6%	-4%	12%	20%	\$440,000	17%	17%
December Average Sales Price	\$451,240	-5%	-7%	10%	18%	\$462,277	22%	21%
Total Properties Currently for Sale (Inventory)	63	-13%		-10%				
December Number of Properties Sold	25	47%		9%			-2%	
December Average Days on Market (Solds)	26	-24%	-4%	-7%	-55%	38	-33%	-35%
Asking Price per Square Foot (based on New Listings)	\$415	1%	2%	22%	29%	\$382	20%	19%
December Sold Price per Square Foot	\$450	15%	10%	32%	41%	\$381	19%	19%
December Month's Supply of Inventory	2.5	-41%	-20%	-17%	-30%	2.6	-29%	-29%
December Sale Price vs List Price Ratio	99.0%	-3.8%	-4%	-3%	-1.4%	102.9%	2.5%	2.6%

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

### Property Sales

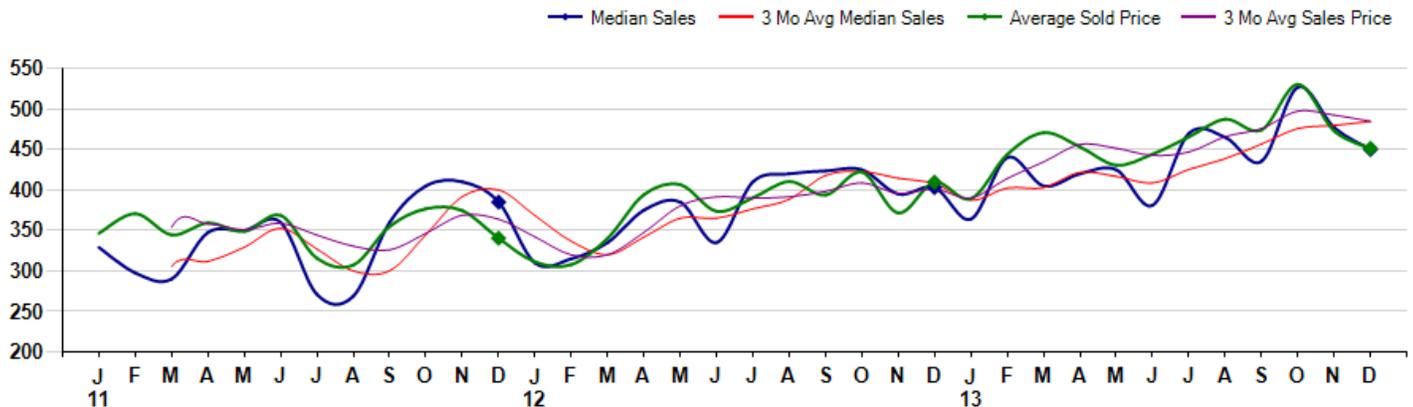
December Property sales were 25, up 8.7% from 23 in December of 2012 and 47.1% higher than the 17 sales last month. December 2013 sales were at their highest level compared to December of 2012 and 2011. December YTD sales of 319 are running -1.8% behind last year's year-to-date sales of 325.



### Prices

The Median Sales Price in December was \$450,000, up 11.7% from \$403,000 in December of 2012 and down -5.7% from \$477,000 last month. The Average Sales Price in December was \$451,240, up 10.2% from \$409,560 in December of 2012 and down -4.5% from \$472,735 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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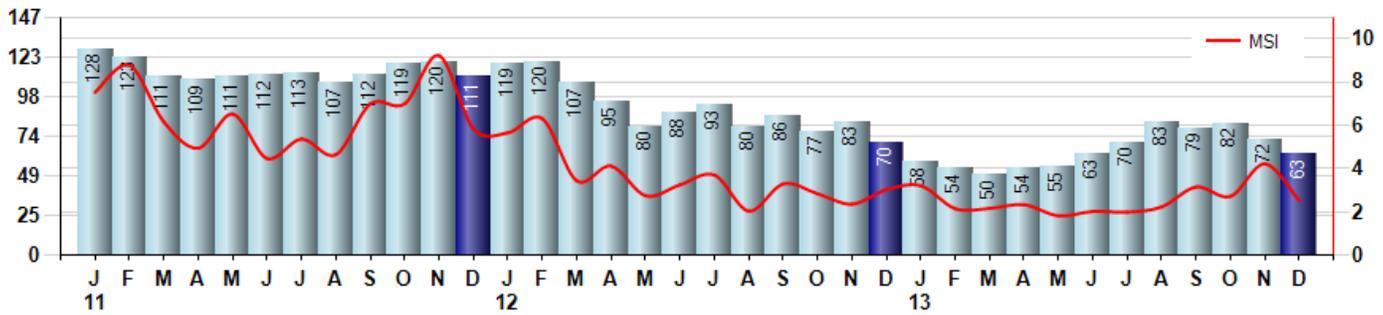
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 63, down -12.5% from 72 last month and down -10.0% from 70 in December of last year. December 2013 Inventory was at the lowest level 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 2.5 months was at its lowest level compared with December of 2012 and 2011.

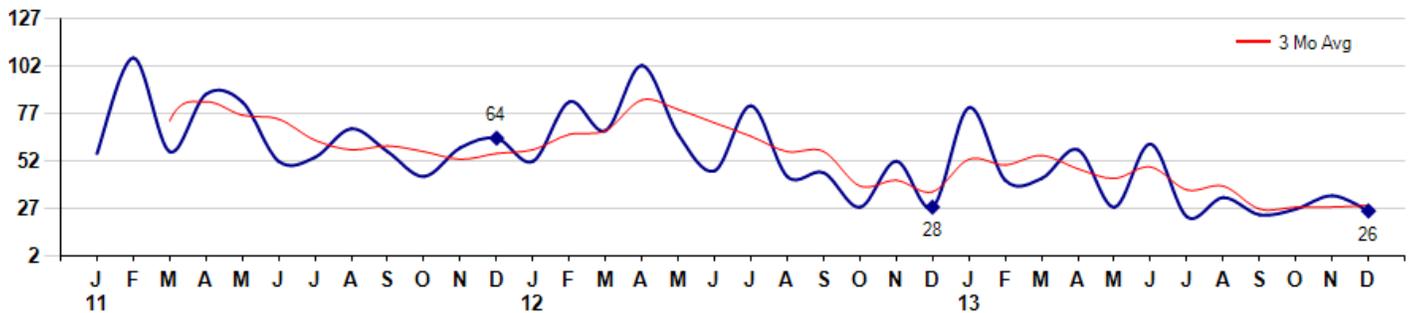
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 26, down -23.5% from 34 days last month and down -7.1% from 28 days in December of last year. The December 2013 DOM was at its lowest level compared with December of 2012 and 2011.

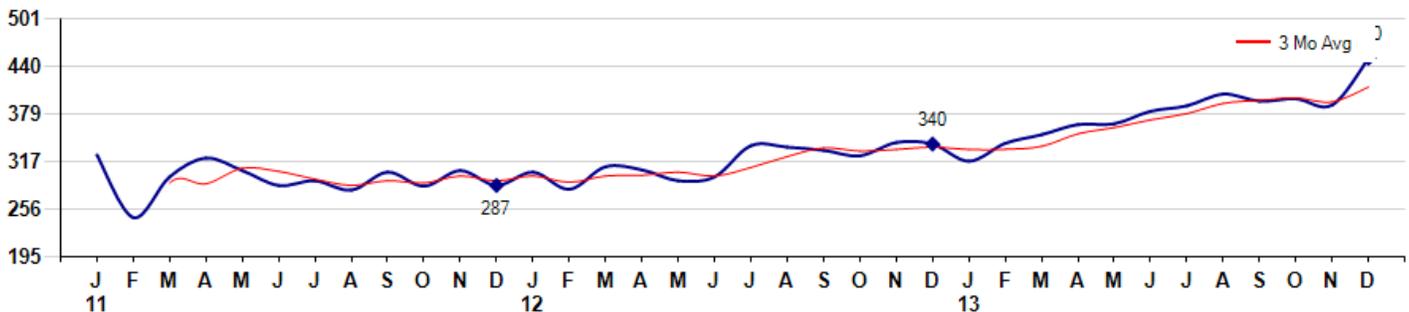
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 \$450 was up 15.4% from \$390 last month and up 32.4% from \$340 in December of last year.

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



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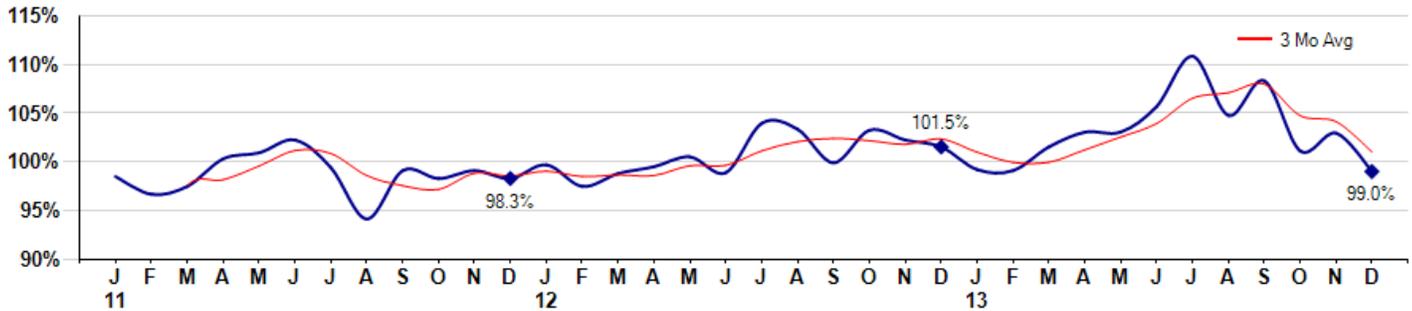


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### Selling Price vs Listing Price

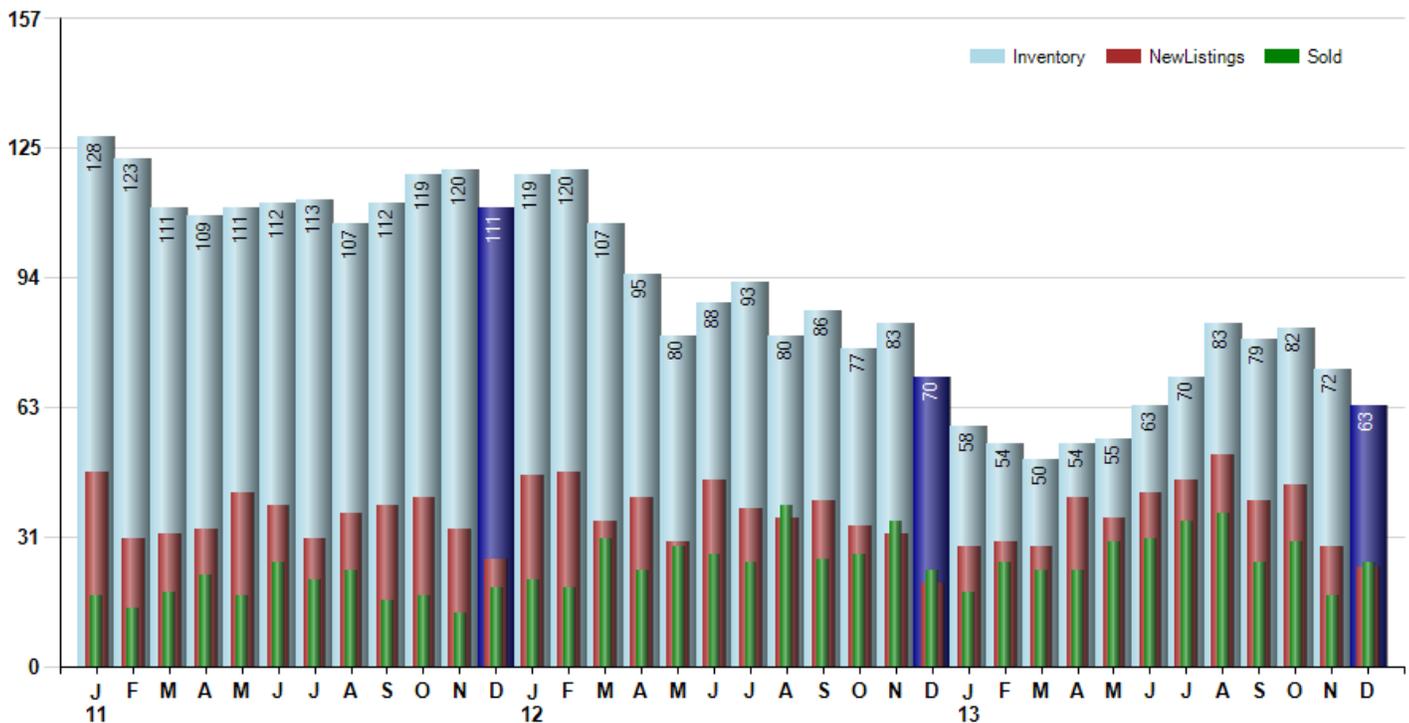
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 99.0% was down from 102.9% last month and down from 101.5% 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 24, down -17.2% from 29 last month and up 20.0% from 20 in December of last year.



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Based on information from California Real Estate Technology Services for the period 1/1/2011 through 12/31/2013. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



# 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	17	14	18	22	17	25	21	23	16	17	13	19	21	19	31	23	29	27	25	39	26	27	35	23	18	25	23	23	30	31	35	37	25	30	17	25
3 Mo. Roll Avg			16	18	19	21	21	23	20	19	15	16	18	20	24	24	28	26	27	30	30	31	29	28	25	22	22	24	25	28	32	34	32	31	24	24

	(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	329	298	290	348	350	360	271	269	360	405	410	385	310	315	335	375	385	335	410	420	424	425	395	403	364	440	405	420	425	381	470	465	436	527	477	450
3 Mo. Roll Avg			306	312	329	353	327	300	300	345	392	400	368	337	320	342	365	365	377	388	418	423	415	408	387	402	403	422	417	409	425	439	457	476	480	485

	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	128	123	111	109	111	112	113	107	112	119	120	111	119	120	107	95	80	88	93	80	86	77	83	70	58	54	50	54	55	63	70	83	79	82	72	63
MSI	8	9	6	5	7	4	5	5	7	7	9	6	6	6	3	4	3	3	4	2	3	3	2	3	3	2	2	2	2	2	2	3	3	4	3	

	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	56	106	57	87	83	52	54	69	57	44	59	64	52	83	68	102	66	47	81	44	46	28	52	28	80	42	43	58	28	61	23	33	24	27	34	26
3 Mo. Roll Avg			73	83	76	74	63	58	60	57	53	56	58	66	68	84	79	72	65	57	57	39	42	36	53	50	55	48	43	49	37	39	27	28	28	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	326	246	298	322	306	287	293	281	304	286	306	287	304	282	311	307	293	298	338	336	332	325	342	340	318	341	352	365	366	382	389	404	395	398	390	450
3 Mo. Roll Avg			290	289	309	305	295	287	293	290	299	293	299	291	299	300	304	299	310	324	335	331	333	336	333	337	353	361	371	379	392	396	399	394	413	

	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	0.985	0.967	0.975	1.003	1.009	1.022	0.994	0.942	0.991	0.983	0.991	0.983	0.997	0.975	0.988	0.995	1.005	0.989	1.039	1.033	0.999	1.032	1.022	1.015	0.992	0.991	1.015	1.030	1.030	1.056	1.107	1.047	1.082	1.011	1.029	0.990
3 Mo. Roll Avg			0.976	0.982	0.996	1.011	1.008	0.986	0.976	0.972	0.988	0.986	0.990	0.985	0.987	0.986	0.996	0.996	1.011	1.020	1.024	1.021	1.018	1.023	1.010	0.999	0.999	1.012	1.025	1.039	1.064	1.070	1.079	1.047	1.041	1.010

	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	47	31	32	33	42	39	31	37	39	41	33	26	46	47	35	41	30	45	38	36	40	34	32	20	29	30	29	41	36	42	45	51	40	44	29	24
Inventory	128	123	111	109	111	112	113	107	112	119	120	111	119	120	107	95	80	88	93	80	86	77	83	70	58	54	50	54	55	63	70	83	79	82	72	63
Sales	17	14	18	22	17	25	21	23	16	17	13	19	21	19	31	23	29	27	25	39	26	27	35	23	18	25	23	23	30	31	35	37	25	30	17	25

	(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	346	371	345	359	349	369	316	307	355	377	375	340	311	308	340	394	407	374	390	410	394	422	372	410	389	444	471	453	431	444	466	487	474	530	473	451
3 Mo. Roll Avg			354	358	351	359	344	330	326	346	369	364	342	320	320	347	380	391	390	391	398	409	396	401	390	414	435	456	452	443	447	466	476	497	492	485

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